

EXPRESSION OF INTEREST

Indian Oil Corporation (IOCL) operates the country's largest network of fuel stations (petrol pumps) in Urban, Highways & Rural market segment across India. The no. of such fuel stations in West Bengal State Office is around 1500 including state of WB, Sikkim and Union Territory of A&N Island. Many of these fuel stations have built-up structures as well as open spaces available for non-fuel ventures. IOCL is planning to develop non-fuel facilities and amenities on these fuel stations utilizing these assets.

IOCL proposes to engage with/identify/shortlist parties of repute who may be interested to leverage these available built-up/vacant spaces at the IOCL outlets wherever feasible across the state of **West Bengal, Sikkim and Union Territory of A&N Island** on commercial basis, to setup/develop facilities which include the following:

A) Convenio Store, ATMs, Restaurant/Quick Service Restaurant, Snack Bar, Dhaba, Food & Beverage counters, Tea & Coffee point, ice cream parlour, General Store, Tyre Battery Accessory (TBA) Store, Vehicle Servicing Stations, E-Commerce Store, Logistics Support and counters for Courier Service, Automobile Insurance, Money Transfers, Forex Services etc.

Existing Built up space available at the Retail Outlets are mentioned in **Annexure 01**

B) Kiosk/Porta Cabin for Tea & Coffee point, Quick Service Restaurant, Snack Bar, Food & Beverage counters/vending booths including Ready-to-Eat vending, PUC Centres, Vulcanizing/Tyre Repair Kiosk, Vehicle Servicing Stations, General Store, Tyre Battery Accessory (TBA) Store and kiosks/counters for E-Commerce, Logistics Support, Courier Service, Automobile Insurance, Money Transfers, Forex Services etc.

Temporary structures to be provided at the Retail Outlets wherever feasible across the state of West Bengal, Sikkim and Union Territory of A&N Island.

C) Proposals on ideas/models not mentioned in the above list of facilities are also welcome

We invite interested Parties to write in with their Expression of Interest (EOI) for the above opportunities along with their ideas/area of collaboration. Parties may include their experience (if any) and their geographical preferences in their submission.

Format for submission is appended as **Annexure 02** of EOI document.

It is stated that the proposition is not an offer for an IOCL Petrol Pump dealership. Proposition is also not a commitment of business from IOCL.

The proposal may be sent by **any** of the following means:

1. Upload on IOCL eTender portal by 20.10.2023 before 16:00 hours.
2. E-mail to the following IOCL official:
Jayantanuj Santra, Chief Manager (Retail Sales) (Email: jsantra@indianoil.in)
3. Send the proposal by mail on the following address:
Jayantanuj Santra
Chief Manager (Retail Sales)
Retail Sales Department
Indian Oil Corporation Ltd.
Indian Oil Bhavan, 2, Gariahat Road (South),
Dhakuria, Kolkata – 700 068

The submission should reach IOCL latest by 20.10.2023 before 16:00 hours.

In case of need of any support in the matter, may please contact:

1. Jayantanuj Santra, Chief Manager (Retail Sales)
Email: jsantra@indianoil.in; Mobile: +91 9051720111

Enclosed

Annexure 01 – Details of existing Built up space available

Annexure 02 – Format for submission of ideas/models

Annexure 01

SI No.	Name of RO	Location/Address	District	Aprox Built Up Space (Sq. Ft)
1	VETERAN SERVICE STATION	ASHRAM MORE, G.T.ROAD (EAST), ASANSOL	PASCHIM BARDHAMAN	120
2	BIHARIJI AUTO SERVICE STATION	JAMURIA INDUSTRIAL ESTATE, JADUDANGA MORE, PO-MONDALPUR, PS-JAMURIA	PASCHIM BARDHAMAN	400
3	JYOTI HIGHWAY PLAZA	MOUZA-TALBERIYA P.S.-Salanpur	PASCHIM BARDHAMAN	500
4	SOUMYADEEP FUELS	MOUZA-PANURIA P.S.-Barabani	PASCHIM BARDHAMAN	80
5	SRO-ASANSOL(ADHOC VETERAN SERVICE STATION)	NH2- BYPASS, KANYAPURL ASANSOL	PASCHIM BARDHAMAN	2528
6	SRO-ASANSOL(ADHOC VETERAN SERVICE STATION)	NH2- BYPASS, KANYAPURL ASANSOL	PASCHIM BARDHAMAN	50
7	CHANDIDAS FUEL CENTRE	CHATNA, MOUZA-KALAPATHAR P.S.-CHATNA	BANKURA	100
8	MARUTI AUTOMOBILES	NH60, PO NALHATI, MOREGRAM PANAGARH EXP WAY, BIRBHUM	BIRBHUM	100
9	RISHU FILLING CENTRE	RAJGRAM RAIL GATE ON BAHUTALI ROAD, Vill+PO: RAJGRAM; PS:MURARAI	BIRBHUM	100
10	ANNESHA FUEL STATION	BRAHMANTULI, P.S.-Raghunathganj	MURSHIDABAD	50
11	BISWANATH DUTTA & SONS	SAINTHIA, P.O: SAINTHIA, BIRBHUM	BIRBHUM	500
12	NARAYAN FILLING STATION	SURUL, ELAMBAZAR BYEPASS, PO: SRINIKETAN	BIRBHUM	300
13	ACHYUTANANDA FILLING STATION	GANUTIA BRIDGE, MOUZA: PANCH GANUTIA	BIRBHUM	150
14	SRI SRI BABAJI MAHARAJ SERVICE STAT	NH 60, SONTHSAL, MOUZA-TAJPUR, P.S.Md. Bazar	BIRBHUM	100
15	SHIVAM SERVICE STATION	VILL+PO: BIRPARA, PS: ALIPUDUAR	ALIPURDUAR	200
16	BIPLOB NARJINARI PETROLEUM CENTRE	PO: Kamakhyaguri, Dist: Alipurduar NH 31C (New NH27)	ALIPURDUAR	100
17	BAPU SERVICE STATION	DINHATA, DISTT: COOCHBEHAR	COOCH BIHAR	100
18	R.C. BANIK & SONS	N N ROY ROAD, COOCHBEHAR	COOCH BIHAR	100
19	SETHIA SERVICE STATION [KSK]	VILLAGE: GARANATA, POST: SITAI	COOCH BIHAR	50
20	SRI HARI SERVICE CENTER [KSK]	RANGPUR ROAD, POST: ATIABARI	COOCH BIHAR	80
21	MAA MANASA AUTO CENTRE	MATHABANGHA - CHANGRABANDHA ROAD, NEAR MAA LUXMI BRICK FIELD	COOCH BIHAR	50
22	L N FUEL STATION	DAWAGURI, NH-31	COOCH BIHAR	100
23	SRI MAA GANDESWARI KISAN SEVA KENDR	KHAPADANGA TOWARDS CHAKCHAKA IND. ESTATE	COOCH BIHAR	100
24	LAXMI NARAYAN KISAN SEVA KENDRA [KSK]	PETLA, PS: DINHATA	COOCH BIHAR	50
25	LALJI MOHAN KSHITISH CHANDRA SAHA & SONS [KSK]	East Khagrabari, PO: Khagrabari	COOCH BIHAR	100
26	UNIVERSAL KISAN SEVA KENDRA [KSK]	BALABHUK, COOCH BIHAR	COOCH BIHAR	50
27	ADHOC TERAI FUELS (COCO MATIGARA)	COCO Matigara, Paribahan Nagar, Matigara	DARJEELING	1615
28	STAR SERVICE STATION	MAL BAZAR, PO: MAL	JALPAIGURI	80
29	ADHOC HILL VIEW FUELS (COCO FULBARI)	COCO FULBARI, OPPOSITE FULBARITOLL GATE, FULBARI	JALPAIGURI	80
30	TARA MAA SERVICE STATION	IRKHA, PS: NANDAKUMAR	PURBA MEDINIPUR	150
31	VETERAN CO.PRIVATE LIMITED ADHOC	COCO BHABANIPUR INDIAN OIL RETAIL OUTLET Bhabanipur Dist- Medinipur(E)	PURBA MEDINIPUR	80

Sl No.	Name of RO	Location/Address	District	Aprox Built Up Space (Sq. Ft)
32	COCO BASURI (ADHOC BABA TARAKNATH SERVICE STATION)	BANSURI, PS: HARIPAL, CHAMPADANGA	HOOGLHY	60
33	COCO HOGALBERIA (UTTAMBIR SINGH SABARWAL)	HOGALBARIA (NH 41)	PURBA MEDINIPUR	100
34	JAUNPUR SERVICE STATION	194/1, G.T. ROAD (NORTH), HOWRAH	HOWRAH	100
35	AMARNATH FILLING STATION	KHEMASULI, NH 6 (OLD), KALAIKUNDA	PASCHIM MEDINIPUR	100
36	SREE KRISHNA SERVICE CENTRE	BARUNDA, BAGNAN	HOWRAH	60
37	SHREE KRISHNA FILLING STATION	THAKURNAGAR, HERIA, NH 116B	PURBA MEDINIPUR	80
38	METROPOLITAN TRANSPORT CO.	16 TARATALA ROAD, KOLKATA - 700053	KOLKATA	40
39	DIAMOND SERVICE	709/A DIAMOND HARBOUR ROAD, KOLKATA-700034	KOLKATA	300
40	AUTO FILL IN	32 CIRCUS AVENUE, KOLKATA -700 017	KOLKATA	40
41	GANERIWALLA BROTHERS	PLOT NO. IIE/56, OPPOSITE CITY CENTRE 2 MALL, NEW TOWN KOLKATA	NORTH 24 PGS	50
42	R B TRADING & CO.	101/2A B T ROAD, BARANAGAR, KOLKATA	KOLKATA	300
43	R.N. SINGH & SONS	16 BELIAGHATA MAIN ROAD, P.O & P.S: BELIAGHATA, KOLKATA	KOLKATA	100
44	MURLIWALA FILLING STATION	30 JESSORE ROAD, NEAR AIRPORT GATE NO. 1, Kolkata	KOLKATA	40
45	VIP SUPER SERVICE STATION	9 SURA EAST ROAD, CIT ROAD, BELIAGHATA, KOLKATA	KOLKATA	40
46	BINNU ENTERPRISES	553 Block N, New Alipore, KOLKATA	KOLKATA	60
47	EASTERN SERVICE STATION	281 JESSORE ROAD, LAKE TOWN, KOLKATA - 700 089	KOLKATA	100
48	BAGJOLA SERVICE STATION	BAGJOLA, PO: KALSUR, PS: BADURIA, DIST: NORTH 24 PARGANAS	NORTH 24 PGS	40
49	RAJU SERVICE STATION	VILL-PASCHIM BIBIPUR, PO-BEGAMPUR, PS-BASIRHAT	NORTH 24 PGS	500
50	JYOTI PETRO.& AGRO SERVICE	VILL-GOURNAGAR, PO-SREE MAYAPUR, DIST. NADIA	NADIA	100
51	P.M.ENTERPRISE (CAL) PVT. LTD	VILL & PO : BUITA, PS : BUDGE BUDGE, DIST : 24 PARGANAS (SOUTH)	24PGS (S)	100
52	MAA MANASA DEVI SERVICE CENTRE	VILL. NANDABHANGA, P.O. KANGANBERIA BAKHRAHAT	24PGS (S)	100
53	KAKDWIP OIL CENTRE	NUTAN RASTA (KASHINAGAR), PO: KAK-KALINAGAR, PS-KAKDWIP	24PGS (S)	100
54	SAMPARK	VILL-CHAKBAGI, PS-BISHNUPUR DIST. SOUTH 24 PARGANAS	24PGS (S)	100
55	PRATIMA SERVICE STATION	VILL NAWABAD, PO RASAPUNJA, PS BISHNUPUR	24PGS (S)	100
56	CHANDA SERVICE CENTRE	VILL - NARAYANPUR, NAMKHANA, PS - KAKDWIP	24PGS (S)	100
57	GUPTA & SON	2424/1 NARKELDANGA MAIN ROAD, KOLKATA -700054	24PGS (S)	100
58	ANIIDCO RO	SURVEY NO.268/9, UTTARA VILLAGE, KADAMTALA	NORTH&MIDDLE ANDAMAN	100
59	ANIIDCO RO BARATANG	BARATANG ISLAND, VILLAGE KANCHANGARH, NORTH & MIDDLE ANDAMAN	NORTH&MIDDLE ANDAMAN	100
60	Jadwet Trading Company	Aberdeen Bazar, Port Blair, Andamans & Nicobar Islands	SOUTH ANDAMAN	150

Indicative format for Party Response
(To be submitted on letter head)

(Bidder is requested to provide signed & stamped copy and provide filled sheet in excel format also)

<u>Sr No</u>	<u>Description</u>	<u>Party Inputs</u>
Section - A – Party Credentials & Details.		
1.1	Name of legal Entity	
1.2	PAN Number	
1.3	GST Number (if applicable)	
1.4	Brief Description of previous operations and experience of party	
1.5	Contact Details	
1.5.1	Name of contact personnel	
1.5.2	Email Address	
1.5.3	Phone Number (Mobile)	
1.5.4	Landline Number	
Section - B – Proposed NFR model/Ideas		
1.0	NFR Model/ Idea -01	
1.1	Planned market segments (Urban/ Highway/ Rural)	
1.2	Proposed Facility type (C-Store/ Restaurant/ Dhaba/ etc.)	
1.3	Brief Description of Model/Idea	
1.4	Geographies/ Districts/locations/Highway tracts of interest Party may specify details in case of select districts/cities/ highway tracts/location of interest, Party may specify details:	
1.5	Proposed commercial model	
1.6	Proposed duration of engagement	
1.7	Brief on infrastructure required from IOCL	
1.8	Previous experience in running NFR model along with brief of similar facilities being operated.	
2.0	NFR Model/ Idea -02	
2.1	Planned market segments (Urban/ Highway/ Rural)	
2.2	Proposed Facility type (C-Store/ Restaurant/ Dhaba/ etc.)	
2.3	Brief Description of Model/Idea	
2.4	Geographies/ Districts/locations/Highway tracts of interest Party may specify details in case of select districts/cities/ highway tracts/location of interest, Party may specify details:	
2.5	Proposed commercial model	
2.6	Proposed duration of engagement	
2.7	Brief on infrastructure required from IOCL	
2.8	Previous experience in running NFR model along with brief of similar facilities being operated.	
Bidder may add additional rows to Section-B in case of more than one NFR model/idea.		
Section - C- Other Details		
4.0	Any other detail Party wants to specify:	

Signature & Stamp
Name & Designation

of Authorized Signatory