INDIANOIL CORPORATION LIMITED.

(MARKETING DIVISION)

Bihar State Office
Indian Oil Bhawan
Plot No A – 6, Patliputra Industrial Area
Patna 800013

Expression of interest [EOI] for setting up of Non-Fuel Business Facilities at selected IOCL Locations across Bihar and Jharkhand

EOI REF: BSO/NFR_AE/2026-27/EOI-01

DUE DATE: 10.12.2026 (30 days from release of advertisement) at 17:00 HRS

EXPRESSION OF INTEREST (EOI)

For Development and operation of Non-Fuel Retail (NFR) Facilities at selected IOCL Retail Outlets in the state of Bihar and Jharkhand

1. Brief

Indian Oil Corporation Limited (IOCL) operates the country's largest network of Retail Outlets (Petrol Pumps) across Urban, Highway, and Rural market segments in India. Several of these Retail Outlets have vacant and commercially exploitable spaces that can be utilized for development of various Non-Fuel Retail (NFR) businesses and customer-oriented facilities.

IOCL intends to identify and engage reputed and experienced parties for development, operation, and maintenance of commercially viable Non-Fuel Retail facilities at selected Retail Outlet locations on mutually agreed commercial terms.

2. Permissible Non-Fuel Retail (NFR) Models

Interested parties may submit proposals for one or more of the following NFR activities:

Sl No	Category	Illustrative Activities
1	Food & Beverage Segment	Dhaba, Quick Service Restaurants (QSRs), Food Courts, Indian Cuisine Restaurants, Cafes, etc.
2	Convenience Stores	Large-format Convenience Stores with or without F&B facilities
3	Service Stations	Vehicle Service Centers, Car Detailing and Related Services
4	Warehousing	Warehouses and Godowns
5	Event Facilities	Convention Centers
6	Organized Retail	Retail Malls
7	Recreation	Amusement and Recreational Facilities
8	E-Commerce Facilities	Dark Stores, Cloud Stores, Fulfilment Centers
9	Parking Facilities	Paid Parking for Passenger and Commercial Vehicles
10	Trucker Facilities	Dormitories, Rest Areas, Driver Amenities
11	Other Facilities	Any commercially viable customer-oriented infrastructure approved by IOCL
Note:	NFR models utilizing kiosks as infrastructure, wherever technically and commercially feasible, shall also be permitted.	

3. Invitation for Expression of Interest

IOCL hereby invites Expressions of Interest (EOIs) from interested parties for development and operation of Non-Fuel Retail facilities at identified IOCL Retail Outlet locations.

Interested parties may indicate:

- Proposed NFR business model(s);
- Location preference(s);
- Relevant experience and credentials;
- Financial capability;
- Development and operating plan for the proposed activity.

4. Documents to be Submitted

Interested parties shall submit the following:
a) Format for Party Response: As per Annexure-II
b) Location-Specific Proposal

Proposal for one or more identified locations detailing:

- Proposed NFR activity;
- Development plan;
- Investment commitment;
- Expected timelines;
- Commercial proposal.

c) Supporting Documents
Documents supporting:

- Organizational profile;
- Experience and credentials;
- Financial capability;
- Statutory registrations;
- Any other information relevant to evaluation.

5. General Terms & Conditions

5.1 Site Familiarization
Interested parties shall familiarize themselves with the site conditions and actual site requirements prior to submission of their proposals.

Parties are advised to visit and inspect the site, assess all prevailing site conditions, understand the actual scope of work, and evaluate access routes, utilities, logistics, traffic potential, and other site-specific factors relevant to the proposed business model.

Submission of the proposal shall be deemed to constitute confirmation that the party has independently examined and understood all conditions and requirements associated with the offered location.

5.2 Development, Approvals and Maintenance

The selected party shall, at its own cost and responsibility:

- Develop the site and construct the required infrastructure and facilities;
- Obtain all necessary statutory approvals, licenses, permissions, consents, and clearances from competent authorities;
- Provide all fixtures, fittings, lighting systems, equipment, utilities, signage, furniture, and associated infrastructure required for operation of the facility.

The selected party shall also be responsible for the upkeep, operation, repair, replacement, and periodic maintenance of all such facilities throughout the tenure of the agreement.

5.3 Compliance with Laws

The selected party shall comply with all applicable Central, State, and Local laws, regulations, bylaws, environmental norms, labour laws, safety requirements, and other statutory provisions as may be applicable to the proposed business activity.

5.4 No Dealership or Business Commitment

This EOI is neither an offer nor a commitment for grant of an IOCL Retail Outlet (Petrol Pump) Dealership.

Further, issuance of this EOI shall not be construed as any assurance, guarantee, commitment, or obligation on the part of IOCL regarding business volumes, customer footfall, revenue generation, profitability, or minimum off-take from the proposed facility.

5.5 Purpose of EOI

The purpose of this EOI is to solicit proposals from interested parties for utilization and development of available space at selected IOCL Retail Outlets.

Evaluation, shortlisting, negotiation, and selection of parties shall be undertaken strictly in accordance with the prevailing policies, guidelines, and internal procedures of IOCL.

The decision of IOCL in this regard shall be final and binding.

5.6 Right to Accept, Reject, Modify or Withdraw

IOCL reserves the absolute right, at its sole discretion, to:

- Accept or reject any proposal;
- Seek additional information or clarification;
- Modify the scope of the EOI;
- Add, delete, defer, or withdraw any location;
- Shortlist or not shortlist any applicant;
- Cancel the EOI process in whole or in part.

No party shall have any claim against IOCL for any cost, expense, compensation, damages, or losses arising out of such actions.

5.7 Commercial Utilization

The selected party shall operate and manage the allotted location in a professional and efficient manner to ensure optimum commercial utilization of the licensed space while maintaining cleanliness, safety, customer convenience, and compliance with all agreed obligations.

5.8 Submission of Response

Interested parties shall submit their responses as per **Annexure-II**, duly completed and supported by relevant documentary evidence substantiating their credentials, experience, and financial capability.

The response shall be submitted in:

- PDF format, duly signed and stamped by the authorized signatory; and
- Editable Excel format as prescribed in **Annexure-II**.

Incomplete applications or applications not accompanied by the requisite documents may be rejected at the sole discretion of IOCL.

5.9 Acceptance of Terms

Submission of a proposal shall be deemed to constitute unconditional acceptance of all terms and conditions contained in this EOI by the participating party.

6. List of Locations

Interested parties may submit proposals for one or more locations from the list of Retail Outlet locations provided separately under this EOI.
The proposed NFR activity and commercial proposal should be submitted location-wise.

7. Last Date for Submission

The completed proposal along with all supporting documents shall be submitted on or before:
10.12.2026 (30 days of release of advertisement)
Late submissions may not be considered.

8. Address for Submission

E-mail to the following IOCL officials:
i) State Retail Head (Email: kumarrajeev@indianoil.in)
ii) DGM (RS-NFR) (Email: aravi@indidnoi.in)

State Retail Head
Bihar State Office
Indian Oil Corporation Limited
Indian Oil Bhawan, Plot No. A-6
Patliputra Industrial Area
Patna - 800013

9. Contact for Clarifications

For any clarification regarding this EOI, interested parties may contact:

DGM (RS-NFR & AE)
Bihar State Office
Indian Oil Corporation Limited
Mobile: 8291923938 / 7715992403
E-mail: aravi@indianoil.in

10. Disclaimer

This EOI is only an invitation seeking expressions of interest from prospective parties and does not constitute an offer, contract, commitment, assurance, or obligation on the part of IOCL.

Participation in this EOI process shall not confer any right upon any applicant for selection, allotment, award, contract execution, or business association with IOCL.

IOCL reserves the right to amend, modify, suspend, withdraw, or terminate this EOI process at any stage without assigning any reason whatsoever and without incurring any liability to any participating party.

Annexure-I: Details of Identified Retail Outlet

Annexure-II: Format for Party Response

Annexure-III: Location-wise Proposal Format

Annexure-II

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)

Proposal from <Name of the Firm>		
	Section A - Party Credentials & Details	
	Parameters	**Remarks / Details by Party**
1	Name of the firm	
2	**Name of Proprietor/Director/Partners:**	
3	**Postal Address**	
4	Email Address	
5	Mobile Number	
6	Landline Number	
7	PAN Number	
8	GST Number (if applicable)	
	COI / Partnership Deed / Proprietorship certificate,	
9	Background information on Party including details of company.	
a.	Brief Description of previous operations and experience of party	
10	Operational Details:	
a.	Name of the facility proposed/ business concept.	
b.	Adress of already running NFR Operations since the same	
c.	Number of existing operations, geographical spread, and operating models.	
d.	Turnover	
	2022-23	
	2023-24	
	2024-25	
	2025-26	
11	**Details of Trademark / Brand Licenses**	

	Copies of Brand Registration / Authorization for use of Brand name, etc.	
12	Any other information that party feels relevant to include in the proposal.	
13	**Proposal is for location**	
a.	Swagat Retail Outlet, Begusarai, District Begusarai	Yes / No
b.	Swagat Retail Outlet, Piprakothi, District East Champaran	Yes / No
c.	Jai Jawan Service Station, Bokaro District Bokaro	Yes / No
d.	Kamdhenu Service Centre, Dhanbad	Yes / No

Signature & Stamp
Name of Authorized Signatory
Designation

Annexure III

Proposal for location – 13.a- Swagat Retail Outlet, Begusarai, District Begusarai		
1	Facility proposed to be developed	
2	Minimum Guaranteed Revenue Commitment; / Proposed Monthly Rent (In Rs)	
3	Short report about the proposition at IOCL Locations	
4	Expected Lease Period	
5	Security Deposit	
6	Escalation of monthly rent every year	
7	Revenue Share offered to IOCL	
8	Estimated expenditure on infrastructure	

Signature & Stamp
Name of Authorized Signatory
Designation

Annexure III

Proposal for location – 13.b- Swagat Retail Outlet, Piprakothi, District East Champaran		
1	Facility proposed to be developed	
2	Minimum Guaranteed Revenue Commitment; / Proposed Monthly Rent (In Rs)	
3	Short report about the proposition at IOCL Locations	
4	Expected Lease Period	
5	Security Deposit	
6	Escalation of monthly rent every year	
7	Revenue Share offered to IOCL	
8	Estimated expenditure on infrastructure	

Signature & Stamp
Name of Authorized Signatory
Designation

Annexure -III

Proposal for location – 13.c- Jai Jawan Service Station, Bokaro District Bokaro		
1	Facility proposed to be developed	
2	Minimum Guaranteed Revenue Commitment; / Proposed Monthly Rent (In Rs)	
3	Short report about the proposition at IOCL Locations	
4	Expected Lease Period	
5	Security Deposit	
6	Escalation of monthly rent every year	
7	Revenue Share offered to IOCL	
8	Estimated expenditure on infrastructure	

Signature & Stamp
Name of Authorized Signatory
Designation

Annexure III

Proposal for location – 13.d- Kambhenu Service Centre, Dhanbad		
1	Facility proposed to be developed	
2	Minimum Guaranteed Revenue Commitment; / Proposed Monthly Rent (In Rs)	
3	Short report about the proposition at IOCL Locations	
4	Expected Lease Period	
5	Security Deposit	
6	Escalation of monthly rent every year	
7	Revenue Share offered to IOCL	
8	Estimated expenditure on infrastructure	

Signature & Stamp
Name of Authorized Signatory
Designation

Annexure -I

List of location offered

Sl No	Location	Address	Latitude	longitude
1	Swagat Retail Outlet,	Begusarai, District Begusarai	25.425222	86.102944
2	Swagat Retail Outlet,	Piprakothi, District East Champaran	26.526488	84.953405
3	Jai Jawan Service Station,	Bokaro District Bokaro	23.665657	86.150744
4	Kambhenu Service Centre,	Shastri Nagar Dhanbad	23.7827	86.4159