



IndianOil

INDIAN OIL CORPORATION LIMITED
(MARKETING DIVISION)

**Retail NFR, Marketing Head Office
Indian Oil Corporation Ltd.
Indian Oil Bhavan, G9 Ali Yavar Jung Marg,
Bandra East, Mumbai - 400051**

**EXPRESSION OF INTEREST FOR SETUP OF NON-FUEL BUSINESS FACILITIES AT
IOCL RETAIL OUTLETS ACROSS INDIA**

EOI NO: HO/RS/NFR/EOI/01/2025-26
E-tender ref: 2025_MKTHO_185013_1

DUE DATE: 03.06.2025 at 17:00 HRS

EXPRESSION OF INTEREST

BRIEF

Indian Oil Corporation (IOCL) operates the country's largest network of fuel stations (petrol pumps) in Urban, Highways & Rural market segment across India. 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 for travelers on these fuel stations utilizing these assets. The available space is segregated in two categories i.e. ≥ 2500 sq-feet or < 2500 sq-feet.

SPACES FORMATS AVAILABLE

IOCL proposes engaging with/identify/shortlist parties of repute who may be interested in leveraging these available built-up/vacant spaces at the IOCL outlets on a commercial basis, to set up /develop facilities which include the following space formats:

1) NFR Operations with Space ≥ 2500 Sq feet

- a) The facilities proposed include Convenio, Store/Kiosk, Tea & Coffee point, Restaurant/Quick Service Restaurant, Snack Bar, Dhaba, Food & Beverage counters/vending booths including Ready-to-Eat vending, General Store, E-Commerce Store/Logistics Support.
- b) It is intended to utilize the space for more than one brand in the segments mentioned above.
- c) Party preference criteria:
 - i) Has at least 1 NFR operation (as per categories mentioned above) within the state (for which party is showing interest) running continuously since the last Two (02) financial years (FY 2023-24, FY 2024-25) under the same registered brand name.
 - ii) Has experience in running NFR operations (as per categories mentioned above) continuously for the last 3 financial years.
 - iii) The legal entity (with which they plan to sign an agreement with IOCL) associated with the registered brand name has an annual Turnover of minimum ₹ 1.2 Crores in any of the last Four (04) Financial years (FY 2021-22, FY 2022-23, FY 2023-24, FY 2024-25)
 - iv) The legal entity (With which they plan to sign an agreement with IOCL) associated with the registered brand name has an annual Turnover of minimum INR 0.4 Cr for at least one outlet in any of the last 3 Financial years (FY 2022-23, FY 2023-24, FY 2024-25)
 - v) Is available to provide documents like PAN, GST, COI / Partnership Deed / Proprietorship certificate, certified by statutory auditor / chartered accountant

2) NFR Operations with Space b/w 500 Sq Feet to 2500 Sq feet

- a) The facilities proposed include Convenio, Store/Kiosk, Tea & Coffee point, ATMs, Restaurant/Quick Service Restaurant, Snack Bar, Food & Beverage counters/vending booths including Ready-to-Eat vending, PUC Centers, Vulcanizing/Tyre Repair Kiosk, Vehicle Servicing Stations, General Store, Tyre Battery Accessory Store, E-Commerce Store/Logistics Support and kiosks/counters for Courier Service, Automobile Insurance, Money Transfers, Forex Services, etc.
- b) Any novel concept justifying the use of space at our retail outlets is also welcome.

3) Proposals on NFR models are not mentioned in the above list of facilities also welcome.

EXPRESSION OF INTEREST INVITED

- 1) 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.

- 2) The parties are required to submit the following formats for their expression of interest:
 - a) Format for party response duly filled along with supporting documents to substantiate credentials. Party to submit details as per Annexure-1 format in both PDF (duly signed and stamped) and excel sheet formats.
 - b) List of Outlets for which party is submitting expression of interest. Party to submit details as per Annexure-2 format in excel sheet formats.
- 3) The proposal may be sent by **03.06.2025 at 17:00 HRS** through any of the following means:
 - a) Upload proposal on IOCL eTender portal
 - b) E-mail to the following IOCL officials. Kindly limit attachment size to under 10 MB in case of email response:
 - i) Vinod Panchpal; Dy. General Manager (RS-NFR) (Email: vpanchpal@indianoil.in)
 - ii) Aditya Kesri; Manager (RS-NFR) (Email: kesria@indianoil.in@indianoil.in)
 - c) Send the proposal by mail on the following address:
K/A: Vinod Panchpal– Dy. General Manager (NFR)
Retail Sales Department
Indian Oil Corporation Ltd.
Indian Oil Bhavan, G9 Ali Yavar Jung Marg,
Bandra East, Mumbai - 400051

OTHER NOTES:

- 1) It is stated that the proposition is neither an offer for an IOCL Petrol Pump dealership nor a commitment of any business from IOCL.
- 2) The purpose of EOI is to solicit response from interested parties and selection of party(ies) shall be governed as per internal policy of IOCL
- 3) In case of need of any support in the matter, may please contact:
 - a) Vinod Panchpal; Dy. General Manager (RS-NFR);
vpanchpal@indianoil.in; +91-22-26447869
 - b) Aditya Kesri; Manager (RS-NFR);
kesria@indianoil.in@indianoil.in; +91-22-26447599

Enclosed

- 1) Annexure-1: Format for Party Response
- 2) Annexure-2: List of Retail Outlets along with NFR space available (enclosed as separate PDF file)
- 3) Annexure-3: Excel format for party to submit proposal (enclosed as separate excel file)

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 party>	
Parameters	Remarks by<Name of the Party>:
1. Name of Proprietor/Director/Partners:	
2. Postal Address	
3. Mobile No.:	
4. Email ID	
5. Background: Background information on Party including details of company.	
6. Operational Details: i. Name of the facility proposed.	
ii. Address of already running NFR Operations since the same	
iii. Number of existing operations, geographical spread, and operating models.	
iv. Turnover in any one of the last 4 FY	
v. Turnover in last 4 FY	
vi. Whether turnover of one entity associated with the registered brand is more than 0.4 Cr for at least one outlet in any of the three FYs. Give details	
7. Details of Trademark / Brand Licenses	
Copies of Brand Registration / Authorization for use of Brand name, etc.	
8. Any other information that party feels relevant to include in the proposal.	
9. Short report about the Brands proposition at IOCL Retail Outlets	

Signature & Stamp
Name of Authorized Signatory
Designation