



IndianOil

INDIANOIL CORPORATION LIMITED

Marketing Division

Head Office, Indian Oil Bhavan

G-9, Ali Yavar Jung Marg

Bandra (East), Mumbai –400051

EXPRESSION OF INTEREST

For

**Subject: Development, Operation and Maintenance of
MOTEL FACILITIES at Wayside Amenity Sites on the
Delhi–Mumbai Expressway (NE-4)**

EOI Reference No.	IOCL/NFR/HO/DME/MOTEL/2026- 27/01
Date of Issue	24-06-2026
Last Date for Submission	22-07-2026 till 17:00 Hrs

DISCLAIMER

This Expression of Interest (EOI) is issued by Indian Oil Corporation Limited (IOCL) solely for the purpose of seeking response from interested parties for prospective development, operation and maintenance of motel facilities available at Wayside Amenity (WSA) sites on the Delhi–Mumbai Expressway. This document does not constitute an offer, invitation to tender, or a commitment by IOCL to proceed with any transaction.

IOCL reserves the right to modify, cancel, or withdraw this EOI at any stage without assigning any reason thereof. Submission of an EOI does not confer any right upon the applicant to participate in any subsequent onboarding process. IOCL shall not be liable for any costs incurred by applicants in preparing or submitting their responses.

All information provided in this EOI is indicative and subject to change. Applicants are advised to conduct their own due diligence before responding.

1. BACKGROUND AND OBJECTIVE

1.1 About Indian Oil Corporation Limited

- a. Indian Oil Corporation (IndianOil) is India's largest PSU enterprise and has been consistently featuring in the Fortune “Global 500” listings.
- b. IndianOil is present across length and breadth of the country and caters to energy needs of our customers through our vast network of channel partners.

1.2 The Delhi–Mumbai Expressway (DME)

- a. The Delhi–Mumbai Expressway (also known as NE 4) is a eight-lane-wide (expandable to 12-lane), access-controlled, greenfield expressway connecting India's national capital New Delhi to its financial capital Mumbai.
- b. It passes through the Union territory of Delhi and the states of Haryana, Rajasthan, Madhya Pradesh, Gujarat and Maharashtra.
- c. National Highways Logistics Management Limited (NHLML), a 100% owned SPV of National Highways Authority of India (NHAI), has undertaken the work of development of Wayside Amenities (WSAs) on National Highways across the country to make travel safe, comfortable, and convenient for travellers to reduce fatigue in a long-distance journey.
- d. Under the above initiative, IndianOil has acquired various WSA sites on Delhi-Mumbai Expressway.
- e. The WSAs will house fuelling as well as non-fuelling facilities and amenities such as motels, restaurants, retail arcades, toilets, trauma centres etc. comparable to global standards.

1.3 Objective of this EOI

IOCL invites Expressions of Interest from interested parties to develop, operate, and maintain Motel Facilities at the identified WSA sites on Delhi-Mumbai Expressway (DME). The motel facilities are envisaged to offer overnight accommodation, food & beverage, and ancillary banquet services to highway travellers, commercial vehicle operators, and corporate users.

2. SITE DETAILS

2.1 Location Overview

Eight (8) motel sites are proposed along the DME. Each site is located within IOCL Wayside Amenity complex. The sites are situated in the states of Rajasthan and Madhya Pradesh.

S.No.	WSA Site	State	Area (Sq. M.)	Geo Coordinates
1	172+550 LHS	Rajasthan	~4405	26.96355,76.49927
2	172+550 RHS	Rajasthan	~4405	26.96175,76.49858
3	437+750 LHS	Rajasthan	~4405	24.7381944, 75.8930556
4	437+750 RHS	Rajasthan	~4405	24.7375556, 75.8898056
5	539+630 LHS	Madhya Pradesh	~4652 (GF – 2365 Sq. M + 1 st Floor – 2287 Sq. M)	23.955,75.3974
6	539+920 RHS	Madhya Pradesh	~4652 (GF – 2365 Sq. M + 1 st Floor – 2287 Sq. M)	23.957,75.3969
7	589+086 LHS	Madhya Pradesh	~4652 (GF – 2365 Sq. M + 1 st Floor – 2287 Sq. M)	23.586,75.1356
8	589+086 RHS	Madhya Pradesh	~4652 (GF – 2365 Sq. M + 1 st Floor – 2287 Sq. M)	23.5898,75.1378

It is suggested that party (s) to make site visit before applying. Any cost involved in visiting the site / making application for submitting the responses shall be borne by party.

3. FACILITY SPECIFICATIONS

3.1 Concept

Each motel facility shall be developed as a standalone, self-sufficient hospitality complex within the WSA footprint. The facility shall cater to highway user segments including but not limited to; private highway travellers, commercial vehicle operators, small corporate/group travellers etc.

IOCL shall be providing the Motel Facility on “As is Where is” basis to the party. Complete development, operation and maintenance shall be under the scope of the party.

3.2 Details per Motel Site:

a) Motel at WSA site 172+550 LHS and 172+550 RHS:

Parameter	WSA 172+550 LHS	WSA 172+550 RHS
Type of Facility	Motel Block is Bare shell structure. The block is a ground floor building and is spread at an area of ~4405 Sq. M.	Motel Block is Bare shell structure. The block is a ground floor building and is spread at an area of ~4405 Sq. M.
No. of Rooms	14	14
Halls / Banquet Halls / Other Facilities	The warm shell has space for Reception, lobby, Gym, Restaurant and banquet/conference hall.	The warm shell has space for Reception, lobby, Gym, Restaurant and banquet/conference hall.
Tenure of Engagement	Up-to 11 Years	Up-to 11 Years
Geo Coordinates	26.96355,76.49927	26.96175,76.49858

- IOCL shall be providing the Warm-Shell on “As is Where is” Basis.
- Party to Develop, Operate and Maintain the Motel Facility.
- IOCL shall provide the necessary Utility Connection i.e Electricity Connection, Power Back Up and Drainage Connection.
- Nearest Town is Dausa and Jaipur.
- Layout of Motel Facility is attached as **Annexure – I**.

b) Motel at WSA site 437+750 LHS and 437+750 RHS:

Parameter	WSA 437+750 LHS	WSA 437+750 RHS
Type of Facility	Motel Block is Bare shell structure. The block is a ground floor building and is spread at an area of ~4405 Sq. M.	Motel Block is Bare shell structure. The block is a ground floor building and is spread at an area of ~4405 Sq. M.
No. of Rooms	14	14
Halls / Banquet Halls / Other Facilities	The warm shell has space for Reception, lobby, Gym, Restaurant and banquet/conference hall.	The warm shell has space for Reception, lobby, Gym, Restaurant and banquet/conference hall.
Tenure of Engagement	Up-to 14 Years	Up-to 14 Years
Geo Coordinates	24.7381944, 75.8930556	24.7375556, 75.8898056

- i. IOCL shall be providing the Warm-Shell on “As is Where is” Basis.
- ii. Party to Develop, Operate and Maintain the Motel Facility.
- iii. IOCL shall provide the necessary Utility Connection i.e Electricity Connection, and Drainage Connection. Power Back-up shall be under the scope of the party.
- iv. Nearest Town is Kota.
- v. Layout of Motel Facility is attached as **Annexure – II**.

c) Motel at WSA site 539+630 LHS and 539+920 RHS:

Parameter	WSA 539+630 LHS	WSA 539+920 RHS
Type of Facility	Motel Block is Warm- shell structure. The warm-shell is a G+1 constructed block, with ground floor having an area of ~2365 Sq. M. and First Floor comprises of 2287 Sq. M construction.	Motel Block is Warm- shell structure. The warm-shell is a G+1 constructed block, with ground floor having an area of ~2365 Sq. M. and First Floor comprises of 2287 Sq. M construction.
No. of Rooms	42	42
Halls / Banquet Halls / Other Facilities	The warm shell has space for Reception, lobby, Gym, Restaurant and banquet/conference hall.	The warm shell has space for Reception, lobby, Gym, Restaurant and banquet/conference hall.
Tenure of Engagement	Up-to 14 Years	Up-to 14 Years
Geo Coordinates	23.955,75.3974	23.957,75.3969

- i. IOCL shall be providing the Warm-Shell on “As is Where is” Basis.
- ii. The Warm-Shell is fitted with electrical fixtures like fans, Lights, Air-Conditioners. The warm-shell is nicely developed and necessary doors and windows are also fitted in the building.
- iii. Party to Develop, Operate and Maintain the Motel Facility.
- iv. IOCL shall provide the necessary Utility Connection i.e Electricity Connection, and Drainage Connection. Power Back-up shall be under the scope of the party.
- v. The facility shall see the traffic of people travelling to Ujjain apart from other Delhi-Mumbai Expressway traffic.
- vi. Layout of Motel Facility is attached as **Annexure – III**.

d) Motel at WSA site 589+086 LHS and 589+086 RHS:

Parameter	WSA 589+086 LHS	WSA 589+086 RHS
Type of Facility	Motel Block is Warm- shell structure. The warm-shell is a G+1 constructed block, with ground floor having an area of ~2365 Sq. M. and First Floor comprises of 2287 Sq. M construction.	Motel Block is Warm- shell structure. The warm-shell is a G+1 constructed block, with ground floor having an area of ~2365 Sq. M. and First Floor comprises of 2287 Sq. M construction.
No. of Rooms	42	42

Parameter	WSA 589+086 LHS	WSA 589+086 RHS
Halls / Banquet Halls / Other Facilities	The warm shell has space for Reception, lobby, Gym, Restaurant and banquet/conference hall.	The warm shell has space for Reception, lobby, Gym, Restaurant and banquet/conference hall.
Tenure of Engagement	Up-to 13 Years	Up-to 13 Years
Geo Coordinates	23.955,75.3974	23.957,75.3969

- i. IOCL shall be providing the Warm-Shell on “As is Where is” Basis.
- ii. The Warm-Shell is fitted with electrical fixtures like fans, Lights, Air-Conditioners. The warm-shell is nicely developed and necessary doors and windows are also fitted in the building.
- iii. Party to Develop, Operate and Maintain the Motel Facility.
- iv. IOCL shall provide the necessary Utility Connection i.e Electricity Connection, and Drainage Connection. Power Back-up shall be under the scope of the party.
- v. The facility shall see the traffic of people travelling to Ujjain apart from other Delhi-Mumbai Expressway traffic.
- vi. Layout of Motel Facility is attached as **Annexure – IV**.

3.3 Alliance Partner Scope:

The following are the indicative scope of work required to be undertaken by alliance partner in order to develop, operate and maintain the motel facilities. The scope of work is indicative and the detailed scope of work and requirement shall be finalized with the selected alliance partner:

- a) The alliance partner to develop the IOCL provided warm-shell.
- b) Party to undertake any and all development at the IOCL’s provided warm shell with prior consent and approval from IOCL only. The Party will not make any structural changes to the existing warm shells or construct new structures (both permanent or temporary) without approval from IOCL.
- c) Design of the building blocks including architectural plan, interiors and exteriors schematic including but not limited to facade, lighting, counters, kitchen etc. under advance intimation to IOCL. Development of IOCL provided warm shell, in TOTO, to operationalize Motel Facility. The rooms to be properly furnished with Bed, curtains, TV, LED/LCD etc as per the requirement of party.
- d) The Party shall be solely responsible for the payment of all local and other taxes in respect of the sale of the products. IOCL will not be liable to bear such expenditure under any circumstances whatsoever.
- e) The Party shall be responsible for the complete upkeep, operation, and maintenance of the Motel Facility, including but not limited to housekeeping, sanitation, electrical systems, security arrangements, lighting, waste management, and other operational requirements, in accordance with the guidelines issued by IOCL and/or NHLML from time to time. The subsequent maintenance of the blocks/ equipment provided after commencement of operations will be under the obligation of Party.
- f) Any brand specific interior, exterior and branding work to be done at the building blocks in scope.
- g) All the necessary internal and civil works required for successful operation of the Motel including (but not limited to) flooring of outlets, tile finishing (floor and dado) of outlets, glass panels, electrical & sanitary fittings, carpentry work, plastered surface painting, false ceiling, LED/LCD, etc.

- h) Mechanical, Electrical & Plumbing (MEP) facilities within building block such as internal plumbing, smoke detectors system, electrical work, main electrical panel, firefighting, CCTV, water purifier, Information Technology etc.
- i) The Party shall provide firefighting and fire protection systems, as per applicable Local and other statutory norms, within the demised premises.
- j) The Party will be solely responsible for any accident occurring due to the negligence of the Party at the demised premises or in area adjoining the demised premises.
- k) Procuring and maintaining in full force and effect, as necessary, appropriate proprietary rights, licenses, agreements and permissions for materials, methods, processes, and systems to be used at the awarded sites such as food license from FSSAI, Fire department NOC, shops & establishment registration, trade license, pollution clearance, license for playing music, tax registrations etc. All such licenses/registrations shall be acquired by the Party at its own cost of whatsoever nature.
- l) All necessary statutory licenses and approvals required for operating motels to be undertaken by the party.
- m) Party shall arrange to collect sale proceeds directly from the customers and IOCL shall not be responsible for the same.
- n) All transactions need to be mandatorily carried out through Point-of-Sale systems only. No manual transactions are permitted.
- o) The Party shall ensure that all Point-of-Sale systems used by the party, or their Contractors/Sub-Contractors are fully automated, closed loop EPOS system and the monthly sales data for each of the mandatory and additional facility is reported to the IOCL as per the template provided by the IOCL.
- p) The Party shall mandatorily record and bill all transactions undertaken from the Motel Facility through a POS system and shall integrate the same with the IOCL's designated platform for sharing transaction data through API, FTP, e-mail, or any other mode prescribed by the IOCL from time to time. The Party shall provide complete and accurate transaction details on a daily basis or at such frequency as may be specified by the IOCL. In the event the IOCL introduces or mandates its own POS system, billing software, or centralized transaction monitoring platform at any time during the tenure of this Agreement, the Party shall, at its own cost and without any objection, forthwith adopt and exclusively use such system for billing and recording all transactions from the motel. Any failure to bill transactions through the prescribed POS system or to share transaction data as required herein shall constitute a material breach.
- q) The Party will be liable for MIS reporting for daily evaluation of business activities by the IOCL and for access to sales data of Contractors/Sub-Contractors of the Party.
- r) The Party shall also install, operate and maintain a computer system and central server with round-the-clock connections to the networks of the IOCL for exchange of data and information useful or necessary for efficient and transparent regulation.
- s) The Party shall also provide CCTV surveillance in front of all EPOS machines in billing area and share the recordings at the discretion of the IOCL.
- t) The operations of Motel would be wholly managed by Party and all expenses relating to operation of Motel viz., running electricity and water charges, telephone charges, solar power or electrical connection including additional load connection, sewerage disposal (if any), manpower, wastage, provision and maintenance of equipment like chairs, tables, freezers AC's etc, consumables, housekeeping etc. will be to the account of Party.
- u) The Party should ensure that Finished products/Packaged Goods where MRP is printed, shall not be sold at a rate higher than MRP anywhere in the motel.
- v) The Party shall not sell liquor, intoxicant and any contraband goods or any article the sale, distribution or display of which is prohibited by law.

- w) The Party shall ensure that all food and beverage items sold at the Motel adhere to required standards of quality and hygiene as prescribed by the extant guidelines of Food Safety and Standards Authority of India and other relevant authorities. The Party shall take all necessary actions to prevent the sale and consumption of liquor / alcohol by any person.
- x) The Party shall not store any hazardous or explosive substance in the Motel. However, use of cooking gas will be permissible except in an area where fuel station is located.
- y) Party shall pay all statutory levies and taxes imposed by the Govt. or any other authorities present or future on the operation of Motel Facility. Further Party shall also pay to IOCL increase in the taxes and/or any levy's on the land by any local authority including Municipal Corporation/Municipality/Gram Panchayat or any other statutory authority or by the government.
- z) Party shall be responsible for adhering to all rules and regulations while operating and maintaining the Motel facility at the intended site.

4. PROPOSED ENGAGEMENT MODEL

4.1 Structure

IOCL shall provide the Motel facility on Leave & License based model, wherein IOCL grants the party a permission to develop, operate, and maintain the motel facility on IOCL WSA sites. The party shall be responsible for capital investment (CAPEX), operations, and maintenance (OPEX) of the facility.

Against the permission so Provided party shall pay IOCL agreed commercials on monthly basis.

Parameter	Indicative Terms
Engagement Period	Refer site wise engagement period site wise defined in section 3 of this document.
CAPEX	Entirely borne by the party
OPEX	Entirely borne by the party
Security Deposit	6 Months of finalized Rental
Commercial Model	Party is to indicate one from the following commercial model while providing the interest: (i) Minimum Guarantee License Fee + Revenue Share (ii) Higher of Minimum Guarantee License Fee OR Revenue Share

5. ELIGIBILITY CRITERIA

Applications shall be considered from entities meeting all of the following mandatory eligibility conditions. Applicants not meeting any one criterion shall be summarily rejected.

5.1 Entity Type:

Applications are invited from:

- Companies incorporated under the Companies Act 1956 / 2013
- Proprietary Firms
- Partnership Firms / Limited Liability Partnerships (LLPs)

5.2 Financial Eligibility:

Applicants must meet the following criteria in order to qualify for the process:

Criterion	Minimum Requirement
Annual Turnover	Minimum ₹ 50 Lacs in any of the last 3 financial years

5.3 Technical / Experience Eligibility:

Applicants must meet atleast one of the requirements from the following 3 criteria in order to qualify for the process:

Criterion	Minimum Requirement
Hotel / Motel Operations Experience	Demonstrated experience of operating a hotel, motel, lodge, or serviced apartment facility with at least 10 rooms in any of the last 3 financial years
F&B Operations	Demonstrated experience of operating a standalone restaurant, food court, or Banquet Operations in any of the last three financial years.
Highway / Wayside Projects	Prior experience of operating Highway Tolls, dhaba chain, WSA facility in any of the last three financial years.

5.4 Compliance Requirements

- The applicant must not be blacklisted/debarred by any Government of India Ministry, PSU, or State Government at the time of submission. Declaration to be submitted in line with format provided in this document.
- The applicant must be GST-registered and PAN-compliant. Self-attested copy to be provided.
- No criminal proceedings shall be pending against the Directors/Partners/Key Management of the applicant entity under any law of India.
- Applicant must possess or undertake to obtain all necessary licenses including FSSAI, Fire NOC, Municipal Trade License, and Pollution Control Board consent prior to commencement of operations.

6. EOI SUBMISSION REQUIREMENTS

6.1 Documents to be Submitted

Respondents are required to submit the following as part of their EOI response:

S.No.	Document	Remarks
1	EOI Application Letter (as per Format at Annexure-A)	On company letterhead, signed by authorized signatory along with complete proposal format as per format indicated.
2	Certificate of Incorporation / LLP Registration	Self-attested copy
3	Memorandum & Articles of Association / LLP Agreement / Partnership Agreement	Self-attested copy
4	Audited Financial Statements (last 3 years)	Balance Sheet, P&L, Auditor's Report
5	CA Certificate for Annual Turnover, etc.	CA certificate as per Annexure B.
6	Experience Credentials — Hotel/Motel Operations, F&B Operations and/or Highway / WSA project	work orders / operation licenses / GST certificate in the name of Operation
7	Board Resolution / Power of Attorney	Authorizing signatory to submit EOI
8	GST Registration Certificate	Self-attested copy
9	PAN Card of Entity	Self-attested copy
10	Declaration on Blacklisting	As per Format at Annexure-C
11	Conceptual Approach Note	Max 8 pages: vision, model, brand proposition, staffing plan, CAPEX estimate, proposed tariff structure
12	Site Preference Form	Applicant to indicate preference order for all 8 sites; also indicate number of sites they wish to operate – Annexure A
13	Undertaking with respect to Relationship IOCL Director	To be provided as per Annexure – D in party's letter head, duly signed and stamped by authorized signatory.

6.2 Mode of Submission

Responses may be submitted through either of the following modes:

- Mode – 1: Through e-Mail:** Interested parties may email the completed Proposal Format along with supporting documents and relevant annexures to the designated email address mentioned in Section 8. The email subject line should read: “EOI Response - Partnership for Developing, Operating and Maintaining Motel - [Company Name]”.
- Mode 2 - Online Submission in e-Tender Portal:** Interested parties may also submit their response by uploading the scan copy of Proposal Format along with supporting documents and relevant annexures in the “Technical Folder” of e-Tender Portal. Supporting documents (audited accounts, licences, brand registrations, etc.) to be uploaded directly in the portal.

Last Date for Submission: 22-07-2026 till 17:00 Hrs.

7. GENERAL CONDITIONS

- a) This EOI is not a tender, Request for Proposal (RFP), or commitment to award any contract. It is merely an invitation for parties to express their interest for developing, operating and maintaining motel facilities at intended WSA sites on Delhi-Mumbai Expressway.
- b) IOCL reserves the right to shortlist respondents based on the information furnished, and to invite shortlisted parties for further discussions, presentations, or a formal tendering / e-procurement process as deemed appropriate.
- c) IOCL reserves the right to accept or reject any or all responses without assigning any reason.
- d) Canvassing or exercising influence in connection with this EOI shall lead to disqualification.
- e) No financial commitment or obligation shall arise on IOCL on account of this EOI or any response thereto.
- f) Respondents are expected to furnish accurate and complete information. Submission of false or misleading information may lead to disqualification.
- g) IOCL may, at its discretion, seek clarifications or additional information from any respondent.
- h) The final terms of engagement - including commercial terms, scope, coverage, and duration - shall be determined through subsequent negotiations / tendering and formalised through a Memorandum of Understanding (MOU), Licence & Leave (L&L) Agreement, or such other instrument as prescribed under IOCL's policy.
- i) Any partnership arising from this EOI shall be subject to compliance with all applicable laws, regulations, and IOCL's internal policies, including safety norms (PESO, OISD), food safety (FSSAI), environmental norms, labour laws, municipal regulations, and data protection regulations or any other licenses/approvals deemed necessary for operation of Motel facility.

8. CONTACT AND COMMUNICATION

All communications, queries, and submissions related to this EOI shall be addressed to:

Name	Mr. Amber Ahmed
Designation	General Manager (RS-NFR), Head Office
e-Mail	ambera@indianoil.in
Address	Marketing Head Office, Indian Oil Corporation Limited IndianOil Bhavan G-9, Ali Yavar Jung Marg, Bandra (East) Mumbai - 400051

Name	Mr. Niket Agrawal
Designation	Senior Manager (RS-NFR), Head Office
e-Mail	agrawaln@indianoil.in
Address	Marketing Head Office, Indian Oil Corporation Limited IndianOil Bhavan G-9, Ali Yavar Jung Marg, Bandra (East) Mumbai - 400051

Last Date for Submission: 22-07-2026 till 17:00 Hrs.

IOCL shall not be responsible for any delay in receipt of EOI responses. Applicants are advised to submit their responses well in advance of the deadline.

ANNEXURE A — EOI APPLICATION LETTER FORMAT

(To be submitted on applicant's company letterhead)

Date: _____

To,
General Manager (RS-NFR)
Indian Oil Corporation Limited
Head Office, Mumbai

Sub: Expression of Interest for Development, Operation and Maintenance of Motel Facilities at WSA Sites on Delhi–Mumbai Expressway — EOI Ref. IOCL/NFR/HO/DME/MOTEL/2026-27/01

Dear Sir / Madam,

We, _____ [Name of Applicant Entity], having our registered office at _____, hereby submit our Expression of Interest in response to the above-mentioned EOI issued by Indian Oil Corporation Limited.

We confirm that:

1. We have read, understood, and accept all the terms and conditions of the EOI document.
2. All information and documents submitted by us are true, accurate, and complete to the best of our knowledge.
3. We are not blacklisted/debarred by any Government Ministry, Department, or PSU.
4. We understand that submission of this EOI does not confer any right to participate in or be selected for any subsequent process.
5. Complete Proposal for expression is submitted along with this covering letter.

We wish to indicate our preference for the following sites (number preference from 1 to 8), party can opt for single or multiple sites:

WSA Site	172+550 LHS	172+550 RHS	437+750 LHS	437+750 RHS	539+630 LHS	539+920 RHS	589+086 LHS	589+086 RHS
Preference Order								

Yours faithfully,

(Signature of Authorized Signatory)

Name: _____

Designation: _____

Company Seal:

<To be submitted in Party's Letter Head>

S.No.	Parameter	Guidance / IOCL Standard Terms	Response by Party
SECTION A: ENTITY INFORMATION			
A1	Company / Firm Name (Legal Identity)	<i>Full legal name as per Certificate of Incorporation / Registration.</i>	
A2	Brand Name (if different)	<i>Consumer-facing brand name under which operations will be conducted.</i>	
A3	Constitution	<i>Pvt. Ltd. / LLP / Partnership / Proprietorship / Public Ltd.</i>	
A4	CIN / LLPIN	<i>As per MCA records. Attach Copy of Certificate.</i>	
A5	PAN	<i>Attach copy.</i>	
A6	GST Registration Number	<i>Attach copy of GST certificate.</i>	
A7	Registered Office Address	<i>Full address with PIN code.</i>	
A8	Year of Incorporation	<i>As per Certificate of Incorporation.</i>	
A9	Background / Company Profile	<i>Brief overview of business, promoters, and industry presence.</i>	
A10	Number of Existing Operations	<i>Total operational outlets / units as on date.</i>	
A11	Geographical Spread of Operations	<i>Cities / states where currently operating.</i>	
A12	Annual Turnover — Last 3 FYs	<i>Specify FY-wise. Attach audited accounts or CA certificate.</i>	
A13	PAT / PBT — Last 3 FYs	<i>Specify FY-wise. Attach audited accounts or CA certificate.</i>	
A14	Net Worth (Latest FY)	<i>As per audited balance sheet.</i>	

A15	Statutory Licences Held	<i>E.g. FSSAI, Motel License, etc. Attach copies.</i>	
A16	Trademark / Brand Registration	<i>Attach copy of brand registration or authorisation letter.</i>	
A17	Any Other Relevant Information	<i>Any additional detail the party wishes to furnish.</i>	
SECTION B: PROPOSAL DETAILS			
B1	Indicate Interested Site	<i>Provide the indicated site in order of preference for which party is interested.</i>	
B2	Operating Model	<i>COCO / FOFO / FOCO / Others. Confirm if franchisee model is proposed.</i>	
B3	Electricity Requirement (KW/KVA)	<i>Per outlet indicative load. 3-phase requirement (if any). Gas usage (if applicable).</i>	
B4	Water Requirement (Litres/Day)	<i>Per outlet. Overhead tank requirement (if any).</i>	
B5	Roles & Responsibilities	<i>Define proposed division of responsibilities between IOCL and the party.</i>	
B6	Commercial Model	<i>Indicate Monthly commercial model: 1. MGLF + Revenue Share 2. MGLF or Revenue Share</i>	
B7	Licence Fee (Rental) Proposed	<i>Monthly Amount in ₹ to be indicated site wise.</i>	
B8	Revenue Share (% of Net Sales)	<i>Net Sales = Total Sales minus GST, returns, cancellations, refunds, credit notes. Specify slab-wise if applicable.</i>	
B9	Rental Escalation Clause	<i>IOCL standard: 5% p.a.</i>	
B10	Fitment Period Required	<i>Number of days from site handover to commencement. Rentals commence post fitment / commercial operation.</i>	
B11	Security Deposit	<i>IOCL standard: 6 months' rental equivalent.</i>	
B12	Lock-In Period	<i>Specify if required.</i>	
B13	Exit Clause	<i>IOCL standard: 3 months' notice period.</i>	
B14	Payment Terms	<i>IOCL standard: Rental payable monthly in advance; Revenue Share differential on monthly/quarterly basis. Payment within 10 days of IOCL invoice.</i>	

SECTION C: DECLARATION & AUTHORISED SIGNATORY

C1	Name of Authorised Signatory		
C2	Designation		
C3	Mobile Number		
C4	Email ID		
C5	Declaration	<i>I/We hereby confirm that the information furnished above is true and correct to the best of my/our knowledge. I/We understand that this EOI does not constitute a commitment by IOCL to award any contract.</i>	

ANNEXURE B — CA CERTIFICATION ON CREDENTIALS

Name of the Party: _____

Sr. No.	Parameter	Response from Alliance Partner		
1	Years since Incorporation of Business, and Experience in Industry			
2	Statutory documents –			
2.1	PAN			
2.2	GST			
2.3	COI / Partnership Deed / Proprietorship certificate			
3	Financial Details			
3.1	Turnover	2023-24	2024-25	2025-26
3.2	PAT	2023-24	2024-25	2025-26
3.3	Net Worth	2023-24	2024-25	2025-26
4.	Nos. of operations active along with geographical spread			
5.	Network presence & spread of operations			
6.	Brand certification, trademark registration			
7.	Experience credential. Specify experience in Motel/Hotel Operations, F&B Operations, Highway / WSA Operation experience. Attach relevant certificate / licenses for such operations.			
8.	Capability to track Direct Sales at RO (specifically for Revenue Share based models). The accounting of sales should have clear visibility at all levels			

***Please Note: Suitable documents are attached.**

Seal and Signature: _____

Name of the Signatory: _____

Designation: _____

UDIN: _____

ANNEXURE C — DECLARATION OF BLACKLISTING / HOLIDAY LISTING

Declaration of Blacklisting / Holiday Listing

(To be submitted on applicant's company letterhead, duly signed & stamped)

In the case of a Proprietary Concern:

I hereby declare that neither I, in my personal name or in the name of my Proprietary concern, M/s _____ (Name of the Party) which is submitting the accompanying EOI nor any other concern in which I am proprietor nor any partnership firm in which I am involved as a Partner are presently on any blacklist or holiday list declared by Indian Oil Corporation Ltd. or by Ministry of Petroleum & Natural Gas (MOPNG), nor any inquiry is pending by Indian Oil Corporation Ltd. or MOPNG, in respect of any corrupt or fraudulent practice(s) against me or any other of my proprietorship concern (s) or against any partnership firm(s) in which I am or was at the relevant time involved as a partner, except as indicated below:

(Here give particulars of blacklisting or holiday listing, and / or inquiry and in absence thereof state "NIL") In case of no particulars and "NIL" not ticked, shall be treated NIL)

Please tick the box below if NIL	Particulars if not NIL
NIL ☐	

It is understood that if this declaration is found to be false in any particular, Indian Oil Corporation Ltd. shall have the right to reject my / our application, and if the application has resulted in a contract, the contract is liable to be terminated without prejudice to any other right or remedy (including blacklisting or holiday listing) available to Indian Oil Corporation Ltd.

Date:

Seal & Signature of Authorized Signatory

Place:

Name of Party's Authorized Signatory

In the case of a Partnership Firm:

We hereby declare that neither we, M/s _____ (Name of the Party), which is submitting the accompanying EOI, nor any partner involved in the said firm either in his individual capacity or as proprietor or partner of any other firm or concern presently, are placed on any blacklist or holiday list declared by Indian Oil Corporation Ltd. or by Ministry of Petroleum & Natural Gas (MOPNG), nor any inquiry is pending by Indian Oil Corporation Ltd. or MOPNG, in respect of corrupt or fraudulent practice(s) against us or any partner or any other concern or firm of which he is proprietor or partner, except as indicated below:

(Here give particulars of blacklisting or holiday listing, and / or inquiry and in absence thereof state "NIL") In case of no particulars and "NIL" not ticked, shall be treated NIL)

Please tick the box below if NIL	Particulars if not NIL
NIL ☐	

It is understood that if this declaration is found to be false in any particular, Indian Oil Corporation Ltd. shall have the right to reject my / our application, and if the application has resulted in a contract, the contract is liable to be terminated without prejudice to any other right or remedy (including blacklisting or holiday listing) available to Indian Oil Corporation Ltd.

Date:

Seal & Signature of Authorized Signatory

Place:

Name of Party's Authorized Signatory

In the case of Company:

We hereby declare that we are presently neither placed on any holiday list or blacklist declared by Indian Oil Corporation Ltd. or by Ministry of Petroleum & Natural Gas (MOPNG), nor any inquiry is pending by Indian Oil Corporation Ltd. or MOPNG, in respect of corrupt or fraudulent practice(s), except as indicated below:

(Here give particulars of blacklisting or holiday listing, and / or inquiry and in absence thereof state "NIL") In case of no particulars and "NIL" not ticked, shall be treated NIL)

Please tick the box below if NIL		Particulars if not NIL
NIL	☐	

It is understood that if this declaration is found to be false in any particular, Indian Oil Corporation Ltd. shall have the right to reject my / our application, and if the application has resulted in a contract, the contract is liable to be terminated without prejudice to any other right or remedy (including blacklisting or holiday listing) available to Indian Oil Corporation Ltd.

Date:

Seal & Signature of Authorized Signatory

Place:

Name of Party's Authorized Signatory

ANNEXURE D — DECLARATION ON RELATIONSHIP WITH IOCL DIRECTORS

Details on Relationship with IOCL's Directors (Declaration "A", "B" & "C")

(To be submitted on applicant's company letterhead, duly signed and stamped)

Party should furnish following details in the appropriate part based on their organizational structure.

ORGANIZATIONAL STRUCTURE	PART OF THE FORM APPLICABLE
SOLE TRADER / PROPRIETOR	PART A
PARTNERSHIP	PART B
COMPANY PRIVATE / PUBLIC LTD	PART C

Important Instruction for submitting Part A, B & C

1. Strike out (Part A, B & C) whichever is not applicable as per type of participating entity.
2. If the party employs any person subsequent to signing the above declaration and the employee/s so appointed happens to be retired Director and above rank officer of the Corporation, the party should submit another declaration furnishing the name/s of such employee/s who is the retired Director and above rank officer of the Corporation.
3. A separate sheet may be attached, if the above is not sufficient.
4. The list of Directors of Indian Oil Corporation Limited is available in Indian Oil website: <https://iocl.com/pages/our-leadership> Parties are requested to visit the website and accordingly Declaration "A", "B" & "C" to be made & furnished

PART A (APPLICABLE WHERE THE PARTY IS A SOLE PROPRIETOR)

Declaration on Relationship with IOCL's Directors		
Sr. No.	Particulars	Details to be filled in by the Party
1	Name of Party	
2(a)	Officer Address	
2(b)	Residence Address	
3	State whether party is related to any of Director/(s) of the Indian Oil Corporation Ltd.	Yes / No*
4	If 'Yes' to 3, state the name of IOC's Director and party's relationship with him/her.	
* Please mention Yes / No whichever is applicable		
Declaration on Employment of IOCL's Retired Directors		
Party is required to state whether they have employed any retired Director and above rank officer of Indian Oil Corporation Limited in their firm. If so, details hereunder to be submitted:		
Sr. No.	Particulars	Details to be filled in by the Party
1	Name of the Person	
2	Post Last Held in IOCL	
3	Date of Retirement	
4	Date of employment in the firm	

Date:

Seal & Signature of Authorized Signatory

Place:

Name of Party's Authorized Signatory

PART B
(APPLICABLE WHERE THE PARTY IS A PARTNERSHIP FIRM)

Declaration on Relationship with IOCL's Directors		
Sr. No.	Particulars	Details to be filled in by the Party
1	Name of the Partnership firm responding to the EOI	
2	Address	
3	Name of the Partners	
4	State whether any of the partners is a Director to the Indian Oil Corporation Ltd.	Yes / No*
5	If 'Yes' to 4, state the name(s) of IOC's Directors.	
6	State whether any of the partners is related to any of the Director(s) of the Indian Oil Corporation Ltd.	Yes / No*
7	If 'Yes' to 6, state the name(s) of IOC's Director and the concerned partner's relationship with him/her.	
* Please mention Yes / No whichever is applicable		
Declaration on Employment of IOCL's Retired Directors		
Party is required to state whether they have employed any retired Director and above rank officer of Indian Oil Corporation Limited in their firm. If so, details hereunder to be submitted:		
Sr. No.	Particulars	Details to be filled in by the Party
1	Name of the Person	
2	Post Last Held in IOCL	
3	Date of Retirement	
4	Date of employment in the firm	

Date:

Seal & Signature of Authorized Signatory

Place:

Name of Party's Authorized Signatory

PART C
(APPLICABLE WHERE THE PARTY IS A PUBLIC / PRIVATE LIMITED COMPANY)

Declaration on Relationship with IOCL's Directors		
Sr. No.	Particulars	Details to be filled in by the Party
1	Name of the Company responding to the EOI	
2	Address of: Registered Office	
	Principle Office	
3	State whether the Company is a Pvt. Ltd. Co. or Public Ltd. Co.	
4	Names of Directors of the Company	
5	State whether any of the Directors of the party's Company is a Director of Indian Oil Corporation Ltd.	Yes / No*
6	If 'Yes' to (5), state the name(s) of IOC's Directors	
7	State whether any of the Director of the party's Company is related to any of the Directors of the Indian Oil Corporation Ltd.	Yes / No*
8	If 'Yes' to (7), state the name(s) of IOC's Director and the concerned Director's (of the party's Co.) relationship with him/her.	
* Please mention Yes / No whichever is applicable		
Declaration on Employment of IOCL's Retired Directors		
Party is required to state whether they have employed any retired Director and above rank officer of Indian Oil Corporation Limited in their firm. If so, details hereunder to be submitted:		
Sr. No.	Particulars	Details to be filled in by the party
1	Name of the Person	
2	Post Last Held in IOCL	
3	Date of Retirement	
4	Date of employment in the firm	

Date:

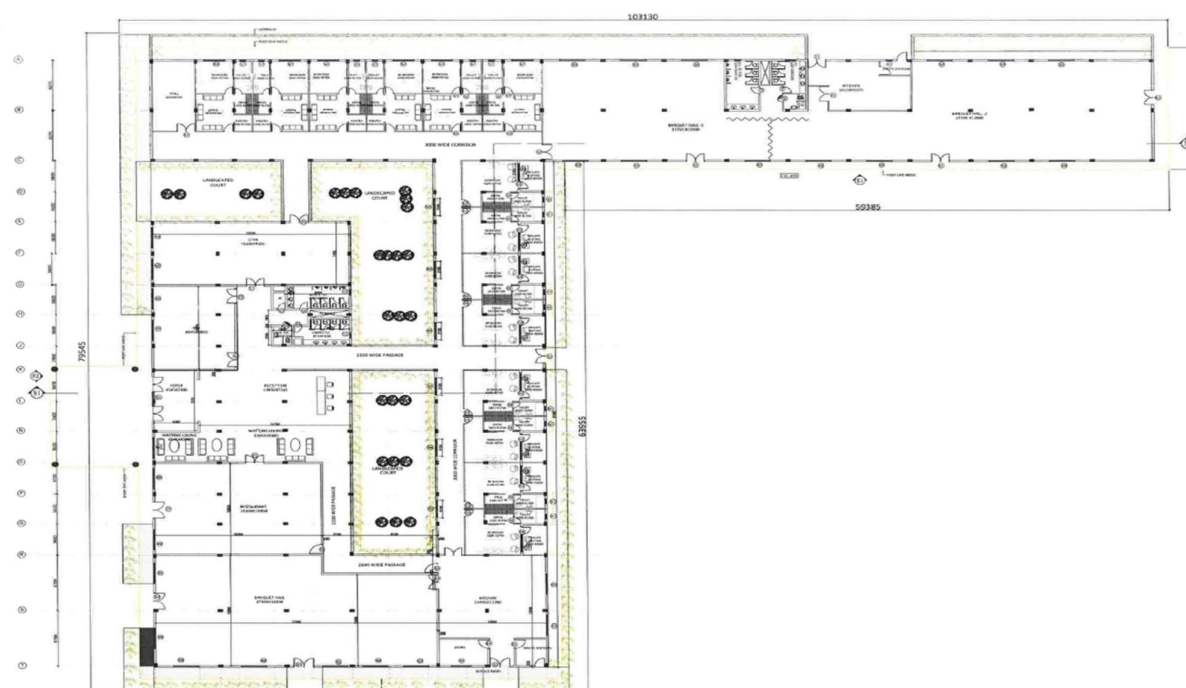
Seal & Signature of Authorized Signatory

Place:

Name of Party's Authorized Signatory

ANNEXURE I — LAYOUT AND PHOTOGRAPHS OF MOTEL FACILITY AT 172+550 LHS & 172+550 RHS

Layout of Motel Facility:

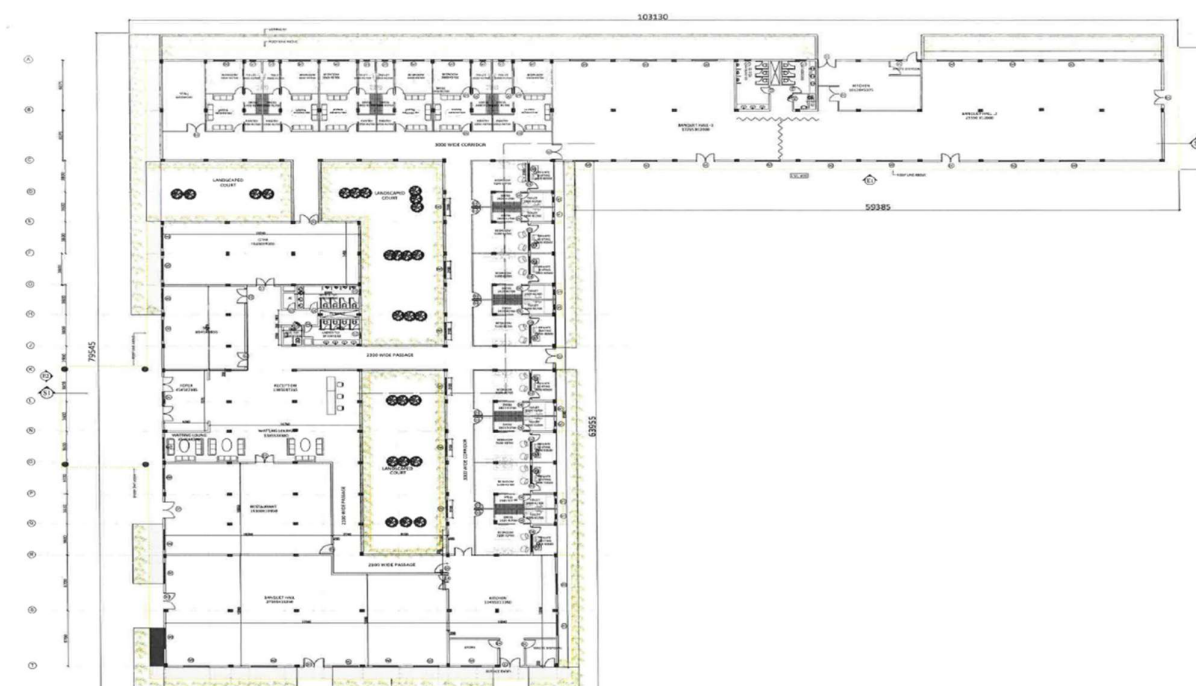


Photograph of Motel Facility:



ANNEXURE II — LAYOUT AND PHOTOGRAPHS OF MOTEL FACILITY AT 437+750 LHS & 437+750 RHS

Layout of Motel Facility:



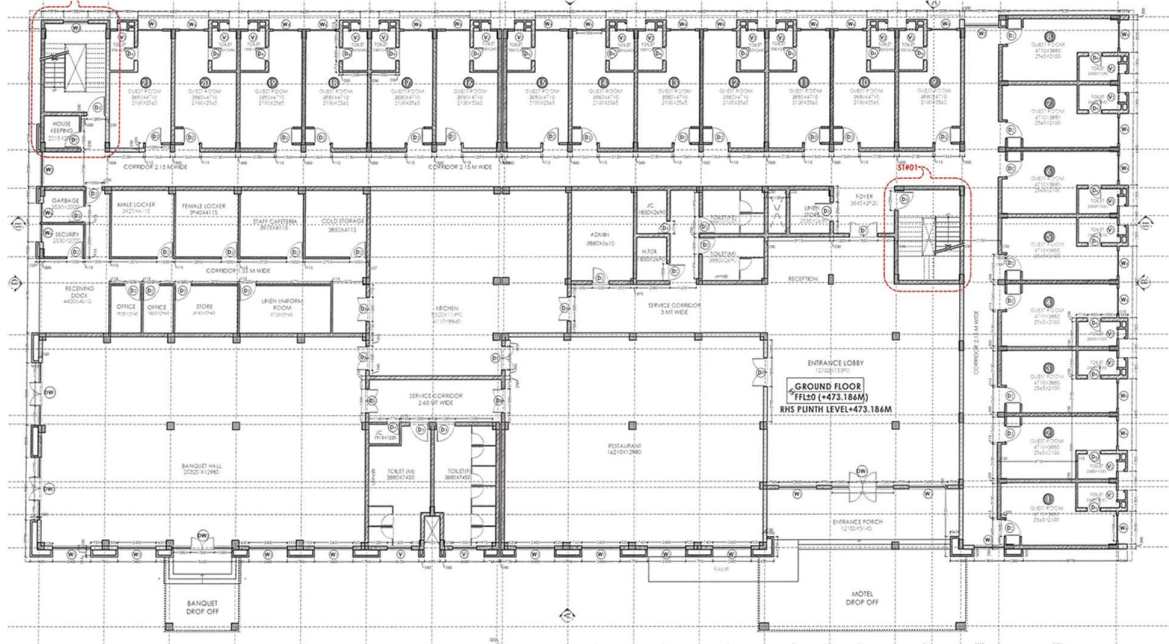
Photograph of Motel Facility:



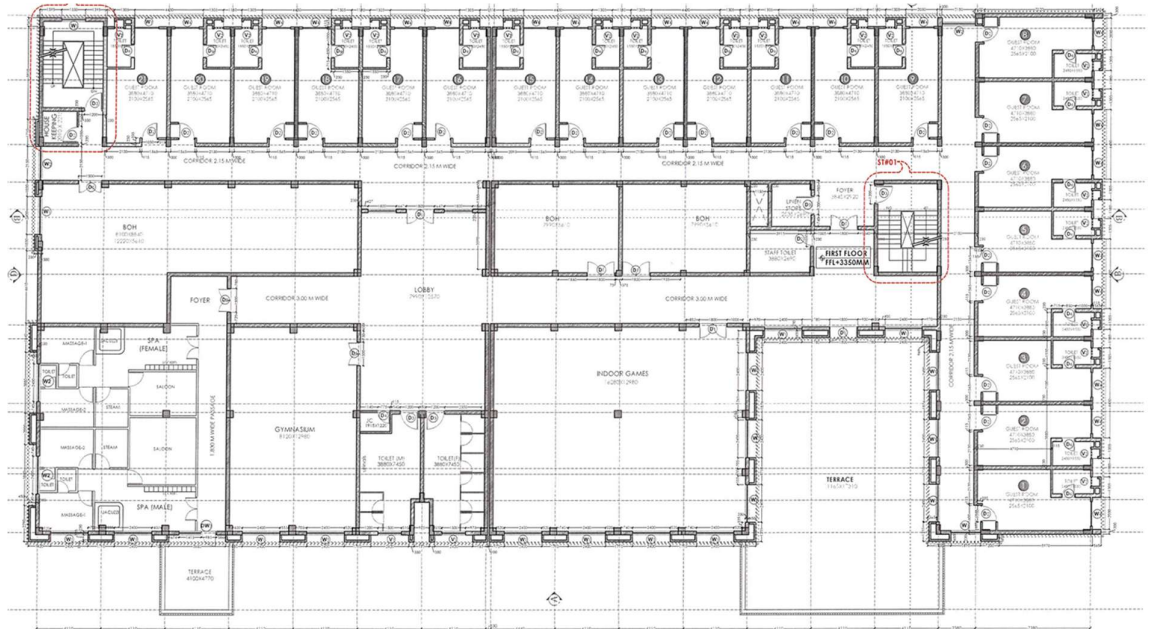
ANNEXURE III — LAYOUT AND PHOTOGRAPHS OF MOTEL FACILITY AT 539+630 LHS & 539+920 RHS

Layout of Motel Facility:

Ground Floor Layout:



First Floor Layout:



Elevation:



Photograph of Motel Facility:

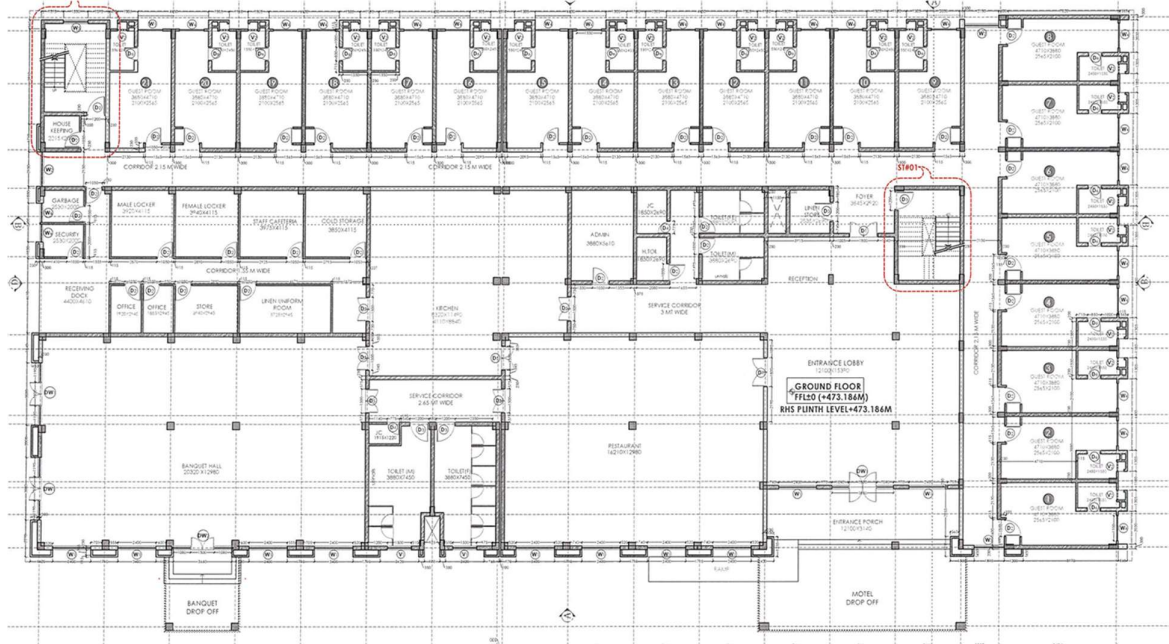




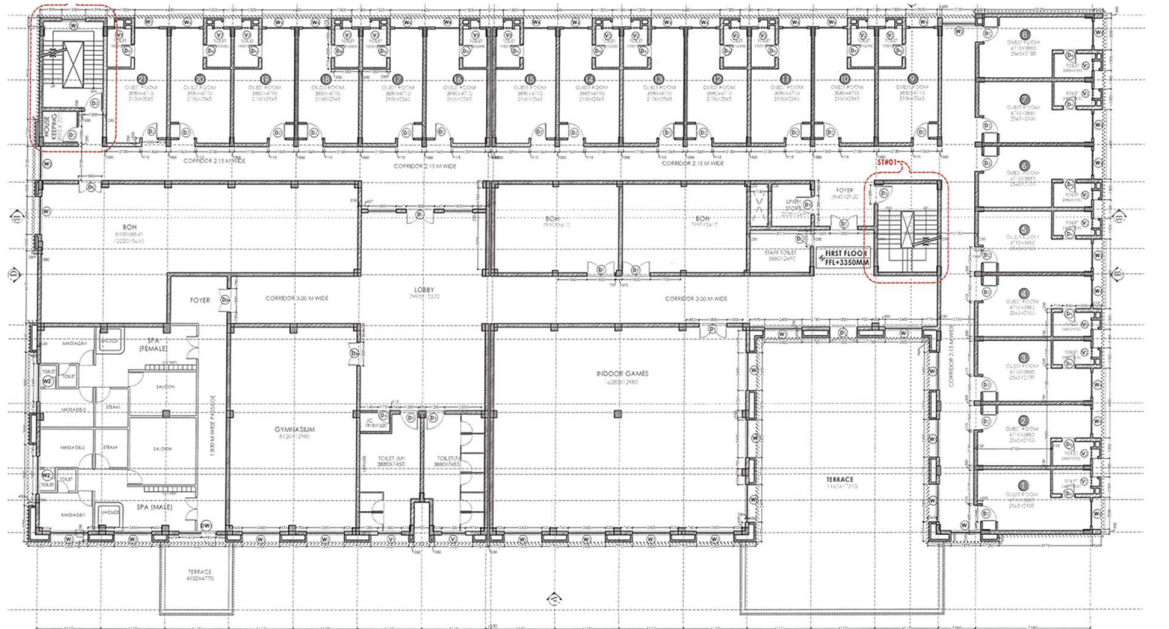
ANNEXURE IV — LAYOUT AND PHOTOGRAPHS OF MOTEL FACILITY AT 589+086 LHS & 589+086 RHS

Layout of Motel Facility:

Ground Floor Layout:



First Floor Layout:



Elevation:



Photograph of Motel Facility:





