



**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 LOCATIONS ACROSS INDIA.**

EOI NO: **HO/RS/NFR/EOI/02/2025-26**  
E-tender ref: **2025\_MKTHO\_185171\_1**

**DUE DATE: 12-06-2025 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. Apart from these fuel stations IOCL has many Locations/Installations across India catering to the whole supply chain. Some of these locations are idle and have sufficient space which can be utilized for various non-fuel businesses. These 18 locations may or may not have built-up structures or open spaces available for non-fuel ventures.

### **DETAILS OF NFR MODELS AND PARTY PREFERENCE CRITERIA**

IOCL proposes to engage with/identify/shortlist parties of repute who may be interested in leveraging these available built-up/vacant spaces at the IOCL Locations/Establishments on a commercial basis, to set up/develop various non-fuel facilities.

#### **1) Permissible NFR Models**

The list of various proposed NFR Activities is as follows:

<b>1</b>	<b>Food and Beverage Segment</b>
	Dhaba, Quick Service Restaurants, Indian Cuisine Restaurants, Tea-Coffee Points, F&B Pick-up models, Food Trucks, Food kiosks
<b>2</b>	<b>Convenience Stores</b>
	Convenience Stores with/without F&B options, General Stores, Pharmacy, Milk and Dairy Product Stores
<b>3</b>	<b>Automated Teller Machine (ATM)</b>
<b>4</b>	<b>Tyre, Battery, and Vehicle Accessories Stores</b>
<b>5</b>	<b>Service Station Model</b>
	Vehicle Service, Oil Change only, Car Washing, Car Detailing, Tyre Repair and Vulcanising, Vehicle Spares, Service Stations of Wheels, Vehicle PUC
<b>6</b>	<b>Office Model</b>
	Provision of office space for Courier Service, Insurance, Money Transfer, Forex Services, Transporter, TBA Operators, Service Station Operators, Telecom Operators, FMCG Companies etc.
<b>7</b>	<b>Trucker Facilities</b>
	Trucker's Restroom, Dormitory
<b>8</b>	<b>Other Miscellaneous Models</b>
	Weight Bridges, Mobile Towers, eCommerce dark Stores, Dark Stores, Cloud Kitchens, Gift Shop, Laundry, Saloon, Warehouse, Entertainment Zones, Any Store Models other than those mentioned above.
<b>9</b>	<b>Parking Space Rentals</b>
	Paid parking for passenger vehicles and/or commercial vehicles.
	Note: NFR Service models involving the use of kiosks as the infrastructure for any of the above models (as feasible) shall also be permitted.

#### **2) Party preference criteria:**

The interested parties should hold the following conditions:

- a) 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.
- b) Has experience in running NFR operations (as per categories mentioned above) continuously for the last 3 financial years.

- c) 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)
- d) 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)
- e) Is available to provide documents like PAN, GST, COI / Partnership Deed / Proprietorship certificate, certified by statutory auditor / chartered accountant
- f) It is intended to utilize the space for more than one brand in the segments mentioned above.

### **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 preferences locations given in the list.
- 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 Locations 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 **12-06-2025** 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:
    - i) Vinod Panchpal; Dy. General Manager (RS-NFR) (Email: [vpanchpal@indianoil.in](mailto:vpanchpal@indianoil.in))
    - ii) Aditya Kesri; Manager (RS-NFR) (Email: [kesria@indianoil.in](mailto: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) IOCL reserves the sole discretion to drop any or all locations for NFR Activity before signing the agreement and no interested party can raise any kind of claim whatsoever.
- 4) In case of need of any support in the matter, may please contact:

- a) Vinod Panchpal; Dy. General Manager (RS-NFR);  
[vpanchpal@indianoil.in](mailto:vpanchpal@indianoil.in); +91-22-26447869
- b) Aditya Kesri; Manager (RS-NFR);  
[kesria@indianoil.in](mailto:kesria@indianoil.in); +91-22-26447599

**Enclosed**

- 1) Annexure-1: Format for Party Response
- 2) Annexure-2: List of locations along with space available (enclosed as separate PDF file)

**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)*

Proposal from <Name of the party>	
Parameters	Remarks / Details by 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 atleast 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 proposition at IOCL Locations	

**Signature & Stamp**  
**Name of Authorized Signatory**  
**Designation**