



IndianOil

INDIAN OIL CORPORATION LIMITED
(MARKETING DIVISION)

**West Bengal State Office (Marketing Division)
Indian Oil Corporation Ltd.
Indian Oil Bhavan, 2 Gariahat Road (South)
Kolkata - 700068 (W.B.)**

**Expression of Interest for operating various Non-fuel Retail facilities like Restaurant,
Dhaba, Village Hut at IOCL Retail Outlets at Mohamadabad and Mayurai, Dist. – Paschim
Medinipur, West Bengal**

**EOI NO: IOC/WBSO/NFR_AE/EOI/2026-27/02
E-tender ID: 2026_WBSO_191427_1**

DUE DATE: 15/10/2026 at 17:00 HRS

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. 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.

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 on commercial basis, which include the following:

- 1) Family Restaurant
- 2) Dhaba
- 3) Village Hut
- 4) C- Store

RO Details: -

Sr No	DO	Chainage	Name of Location
1	Haldia	KM 57+220 to 57+985 RHS(NH-16)- Mohamadabad (from Odisha to Kharagpur)	Mohamadabab
2	Haldia	KM 57+220 to 57+985 LHS(NH-16) - Mayurai (from Odisha to Kharagpur)	Mayurai

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) in their submission. Format for submission is appended as Annexure-01& 02 of EOI document.

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

1. Upload on IOCL eTender portal by **16/09/2026 at 09:00 HRS.**
2. E-mail to the following IOCL official:
 - a) Prasanta Halder, General Manager (RS- NFR & AE) (Email: haldarp@indianoil.in)
3. Send the proposal by mail on the following address:
K/A: Prasanta Halder, General Manager (RS- NFR & AE)
Indian Oil Bhavan, 2, Gariahat Road (South),
Kolkata - 700068 (W.B.)

The submission should reach IOCL latest by **15/10/2026 at 17:00 HRS.**

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.

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

Prasanta Haldar, General Manager (RS- NFR & AE)

haldarp@indianoil.in, Mob No-9433045710

Enclosed

Annexure-01 – Indicative format for Party Response

Annexure-02 – NFR Model/Theme Preference Matrix Format

Annexure-01**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)

Sr No	Description	Party Inputs
Section - A – Party Credentials & Details.		
1.1	Name of Party	
1.2	PAN Number	
1.3	GST Number (if applicable)	
1.4	Brief Description of previous operations and experience of party (With details – may add additional sheets)	
1.5	Type of firm (Prop./Partner/Company)	
1.6	Contact Details	
1.6.1	Name of contact personnel	
1.6.2	Email Address	
1.6.3	Mobile Number	
1.6.4	Landline Number	
Section - B – Proposed NFR model/Ideas		
1.0	NFR Model/ Idea -01	
1.1	Planned market segments (Urban/ Highway/ Rural)	NA
1.2	Proposed Facility type	
1.3	Brief Description of Model/Idea (In vacant space or built-up area)	
1.4	Party may specify details as cities/districts/highway tracts or location of interest (Name of Petrol Pump).	
1.5	Proposed commercial model (With details – may add additional sheets)	
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. (With details – may add additional sheets)	
Applicant may add additional rows in Section-B (like <u>NFR Model/Idea -02</u> , <u>NFR Model/Idea -03</u> etc.) in case of more than one NFR model/Idea		
Section - C- Other Details		
2.0	Any other detail Party wants to specify:	

Signature & Stamp
 Name of Authorized Signatory
 Designation

Annexure-02**NFR Model/Theme Preference Matrix Format**
(To be submitted on letter head)

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

Bidder to submit preference for NFR theme along with corresponding market class for which bidder proposal(s) pertains:

Sr No.	NFR Model	Party Indication (Tick appropriate column)			Specific name of RO (if any)
		Urban	Highway	Rural	
1	Family Restaurant	NA	Yes	NA	As per tender
2	Dhaba	NA	Yes	NA	As per tender
3	Village Hut	NA	Yes	NA	As per tender
4	C- Store	NA	Yes	NA	As per tender

Signature & Stamp
Name of Authorized Signatory
Designation