

Expression of Interest

Indian Oil proposes to engage with interested Parties to make comprehensive study for demand assessment/sales potential of fuel and non-fuel products at various way side amenities advertised by NHAI/Govt. Agencies on NHs and Upcoming Expressways.

Scope of the Job:

- i. To identify suitable sites vis-à-vis all advertised sites in coordination with NHAI/Govt on the ex-way/stretch and to prepare a broad overview on future business potential for POL products like Diesel, Petrol, Premium fuels, CNG,LNG in KLPM, year wise ,EV charging facility requirement, nonfuel based on envisaged traffic pattern and economic activities expected around the location for min five years from the operation of the stretch/full completion of the express-way. Moreover, the consultant to provide non fuel business potential for already identified sites by IOCL.

- ii. Submit the analysis report of the high potential sites and their suitability along the corridor in terms of key parameters such as accessibility, visibility, user convenience and safety, topography,

availability of infrastructure and long-term strategic advantage of the site.

- iii. The consultant shall propose suitable concepts, themes and components based on the assessment of demand (current & projected footfall and business potential in terms of cash flow) and for the various nonfuel avenues like motels, highway facilities, commercial space etc. Above all the consultant to suggest site specific ideal non-fuel business avenues, corresponding business model and plausible tie up with various way side operators, food and retail chain, interested OEMs etc.
- iv. Submission of financial viability of the proposed facility for different scenarios with sensitivity analysis, considering cost of the facility and estimated revenue from the facilities planned in the WSA complex.
- v. To prepare Design Walkthrough or 3D rendering of the WSA model proposed.

- 1. Parties to submit expression of interest along with detailed plan on approach for demand assessment as mentioned in the scope of the job.**
- 2. Credentials on prior experience in handling similar type of projects.**

The proposal may be sent by e-mail to the following IOCL officials:

Kunjappan, K Rajish (rkunjappan@indianoil.in)

Contact No: (Mob)8657519435

Anand Govindarajan (agovindarajan@indianoil.in)

Contact No: (Mob) 9152011324

Alternatively, you may send the proposal to the above names on the following address:

Retail Sales Department

Indian Oil Corporation Ltd.

Indian Oil Bhavan, G9 Ali Yavar Jung Marg,

Bandra East, Mumbai 400051

The submission should reach IOCL latest by **1700 hrs on 12.06.2021.**