

BHARAT PETROLEUM CORPORATION LIMITED.

REQUIREMENT OF LAND FOR COCO (COMPANY OWNED COMPANY OPERATED RETAIL OUTLETS (PETROL / DIESEL PUMP) IN MAHARASHTRA.

BPCL proposes to set up Retail Outlet at the following locations in Maharashtra State. For this purpose, offer(s) are invited from any party /individual having suitable land in the advertised area / stretch for setting up of Retail Outlet.

SEALED OFFERS ARE INVITED on a two bid system i.e. (A) **TECHNICAL BID** (B) **FINANCIAL BID** from interested parties holding valid and clear marketable title of land and in possession or having valid sale agreement before the date of this advisement, for transfer of plot of the land by way of outright sale/ Lease(for a minimum period of 20 years - preferably 29 years 11 months) to **Bharat Petroleum Corporation limited (BPCL)** for setting up of a COCO (Company Owned Company Operated) Retail Outlet at the following locations in Maharashtra advertised in Times of India Newspapers and Lokant Newspapers on 02.11.2020.

Sl. No.	Location	District	Land size in mtrs	
			Front	Depth
1	Aurangabad city (From Mahavir Chowk to Harsool T Point via CIDCO Bus stand, on either side of road)	Aurangabad	30	30
2	Kamargaon to Supa Toll Plaza on LHS, from Ahmednagar towards Pune on NH 753F (Old SH-60)	Ahmednagar	35	45
3	On NH17, From Nivali Phata to Pali on LHS	Ratnagiri	100	100
4	Kolhapur City	Kolhapur	30	30
5	Sangli City	Sangli	30	30
6	On NH 166, from Shirola Naka (Kolhapur) to Anklipahata on either side	Kolhapur/Sangli	35	45
7	On SH4, From Savda to Raver on LHS	Jalgaon	35	45
8	From Kalamboli to Khandala on LHS on Mumbai Pune Expressway, within Raigad District.	Raigad	100	100
9	From Palaspe Phata to Pen on NH66 (Old no NH17) on LHS While Going toward Goa from Mumbai within Raigad District	Raigad	100	100
10	On NH7, from Nagpur To Jamb on LHS	Nagpur/Wardha	100	100
11	Amravati City	Amravati	30	30
12	Pune, within Pune Municipal Corporation Limits	Pune	30	30
13	Pune, within Pimpri Chinchwad Municipal Corporation Limits	Pune	30	30
14	Warje to Tathawde, From Pune to Mumbai, on LHS	Pune	30	30
15	On NH9, Urali Kanchan to Manjari, from Solapur to Pune on LHS	Pune	30	30
16	Inside Satara City and upto 5 kms outside on NH towards Pune.	Satara	30	30
17	On NH 753F, From CHANDAN NAGAR to Wagholi on either side	Pune	35	45
18	On NH50, from Nasik Phata to Talegaon chowk on Pune Nasik Road, on LHS	Pune	35	45
19	Nanded City	Nanded	30	30
20	Solapur City	Solapur	30	30
21	Latur City	Latur	30	30
22	Beed City	Beed	30	30
23	On NH-211, From Solapur to Tuljapur, on LHS	Solapur	35	45
24	On NH361, From Asna To Vasmata Phata	Nanded	35	45
25	Virar City	Palghar	30	30
26	Kalyan City	Thane	30	30

The following may kindly be noted:

Minimum dimensions of plot required is mentioned against each location above. However plot of land with bigger size will be considered, if found technically and commercially suitable by the company (BPCL) solely its own discretion. In this regard, decision of the Company (BPCL) will be binding and no correspondence from applicant/s will entertained.

DUE DATE & TIME OF SUBMISSION OF OFFER: 02.12.2020 by 17.00hrs i.e 5.00 p.m. (IST)

Offers received after due date & time (including postal delay) will not be considered. The offers submitted should be valid for a period of 180 days from the due date or such extended period as may be mutually accepted.

If there is any corrigendum to this advertisement, it will be published only on BPCL website <https://www.bharatpetroleum.com/Bharat-Petroleum-For/Business-Associates/coco-land-procurement-advertisement.aspx>. No corrigendum will be published in newspapers.

DETAILED TERMS AND CONDITIONS

1. This advertisement is for procuring the suitable land only on outright purchase / lease basis and not for appointment of Retail Outlet Dealership or giving / causing any right to anyone offering its / his/ her land to claim any interest of any nature whatsoever like partnership, employment or commission, etc. in running the Retail Outlet as the same shall be operated and run exclusively by the Corporation. The Corporation however reserves its right to change the operations of the Retail Outlet from COCO to dealership basis at its own discretion.
2. Offered land should meet the norms and guidelines of NH / PWD/State Government/Town Planning / Development Authorities/any other statutory Authorities as applicable.
3. Plots of smaller dimensions can also be considered provided they are suitable for setting up a modern retail outlet as per statutory requirements and there are no other offers meeting minimum dimension requirement for the location.
4. The Plot should be free of all encumbrances / encroachment /religious structure, over head HIGH TENSION WIRES, Kilns, telephone lines, product/ water pipelines/canals /drainage /nullahs/Public Road/Railway lines, etc.
5. Entire frontage of the plot of land should be abutting the (State Highway) SH / (National Highway) NH /other roads whichever is applicable as per location indicated above.
6. If land is located on NH/SH, distance norms (w.r.t. intersection, etc.), as per NHA / State Road Development Corporations / State Highway Authorities / PWD, etc. stipulated for setting-up of Retail Outlets shall be applicable. If tie land and its location is not meeting those norms, the land shall be rejected.
7. If any other conditions applicable to the offered land, either Statutory or Physical exists, which prevents setting-up of Petroleum Retail Outlet, such land shall be rejected.
8. The selection of the land will be done by a nominated committee by Company (BPCL) for each location. Decision of the Company (BPCL) will be binding regarding selection and no correspondence will be entertained.
9. The bidder shall arrange for all statutory clearances such as Urban Land Celling, Non Agricultural conversion / diversion, Income Tax clearance, Non-encumbrance Certificate, etc.

10. Those offering agricultural land shall convert / divert the same to non-agricultural more particularly commercial conversion for use of Retail Outlet / infrastructural Facilities and other allied purposes at their own expenses and cost.
11. As estimated by BPCL, the following additional cost may be considered for commercial evaluation of bids:
 - i. Cost of land filling /consolidation / cutting including cost of retaining wall/ hume pipes, etc, as well as cost for development of ingress /egress to bring offered land to road level.
 - ii. Cost of other physical parameters like Shifting /laying of telephone /electrical lines etc.
12. Lease Deed will be registered only after completion of all formalities, viz, non-agricultural conversion / diversion, other statutory requirements, etc. and after land is ready for use/ construction by BPCL.
13. Payment will be made by NEFT after registration of lease deed in form of monthly payment towards lease rental.
14. If the entire piece of land required by Corporation (BPCL) does not belong to one owner then the group of owners who have plots contiguous to each other and meeting Company's (BPCL's) requirement can quote jointly or through anyone amongst themselves by Registered Power of Attorney(POA). POA holder shall be one of the landlords. Company (BPCL) however will deal with POA holder for negotiation purpose only. Valid Registered POA to be attached with the land offer.
15. Land owned by Company or Co-operative Society is also acceptable, subject to application being made by authorized officials supported by necessary Board Resolution/ Resolution.
16. Land offered should be in one contiguous lot.
17. Brokers and property dealers need not apply.
18. District authorities and other Government bodies can also apply against the advertisement. Preference will be given to Government land if found suitable.
19. Any establishment like Govt. /Semi-Govt /Private Companies, Partnership Firms, Sole Proprietorship and Educational trust with clear marketable title can also apply.
20. Land should preferably be plain, more or less at road level, abutting to National Highway / SH / Road in one contiguous lot.
21. The Company (BPCL) takes no responsibility for delay, loss or non- receipt of offers.
22. Received offers will only be mere offers and will not bind the Company (BPCL) in any manner.
23. The Company (BPCL) reserves the right to reject any or all offers without assigning any reason thereof.
24. Financial bid of only technically successful bidder(s) will be opened.
25. For advertised locations within Municipal / Corporations / City Limits, more than one site can also be taken by the Corporation subject to the commercial viability of the site / site potential. All the accepted bids will be evaluated by the Company (BPCL) and respective bidders will be intimated in advance.
26. In case of dispute, English version of this advertisement will be final.

27. Offer / bids received from guardian for land owned by minors shall not be entertained / considered unless such offers / bids are accompanied with the written permission granted by the District Judge under the appropriate law.
28. Decision of BPCL in regard of suitability of land for the purpose, shall be final and binding.
29. Land mortgaged to the financial institution and to any private parties through registered mortgage deed requires to be redeemed before execution of Lease Deed. The bidders are required to submit NOC from the Mortgager for giving the land on lease.
30. The land proposed for Lease / Sale should be clearly partitioned and the title document / Khatauni / Khasra / CTS no / Survey No. etc. should clearly indicate and confirm the same. No litigation should be pending with respect to the title of the land and / or encumbrance or third party interest on the land.
31. The offers should be submitted in a two bid system as follows:
- (A) **TECHNICAL BID:** Following details / documents should be furnished by the bidder.
(Technical Bid should not have any reference of offer price / cost of land)

1. Details of the land offered:-

Survey no. / Khasra no. etc.	
Village	
Block	
Tehsil	
District	
State	

2. Name of owner(s) :-
3. Key plan showing details of the property and situation of the plot DULY SIGNED BY THE OWNER(s)
4. Offer letter from the bidder(s) clearly mentioning that they are willing to offer the plot on outright sale or long Lease of min 20 years —preferable 29 years and 11 months or both to BPCL.
5. Area offered for Lease / Sale along with dimensions of the plot.
6. 7/12 extracts or its equivalent viz. Khatoni, Jamabandi / Khasra, Village, Tehsil, District, etc. and the title deed viz. sale deed, etc. showing the ownership of the land duly certified / notarized.
7. Power of Attorney holders should submit a copy of registered Power of Attorney.

Declaration:-

1. I/we am/are absolute and lawful owners of plot as mentioned above and the same is under my/our possession and free of all encumbrances till date.
2. In response to press invitation appeared In newspaper Times of India / Divya Bhaskar Newspaper dated 02.11.2020, I/we have submitted my / our offer and the same shall remain valid as per the terms of the said press invitation.
3. I/we further undertake to comply with the terms and conditions of said press invitation.
4. I/we affirm that the contents of above paras are true and correct.

Signature of land owner/s:

NAME:
ADDRESS:
DATE:
PLACE:
PHONE NO:
E-MAIL ADDRESS If any:

(B) **FINANCIAL BID**: The financial bid should be submitted in following format :- Parties opting for both options i.e. lease and outright sale should fill both the rows in financial bid table:

Particulars	In figure	In Words
For lease - Expected lease rentals per month in Rupees (Excluding taxes)		
For outright sale – Expected sale consideration in Rupees (excluding taxes)		
Percentage share which Plot Owner/s is/are willing to share with Company(BPCL) towards deed Registration/ Stamp duty charges		
For lease - Every Period of no. of years after which escalation is expected by bidder in lease rentals	No. of years-	No. of years-
Percentage of escalation of lease rentals after every period of years as mentioned above	%ge-	%ge-

Signature of land owner/s or POA holder

NAME:
ADDRESS:
DATE:
PLACE:
PHONE NO:
E-MAIL ADDRESS if any:

Both of these bids should be placed in separate sealed envelopes and marked as TECHNICAL & FINANCIAL BIDS on top of respective envelopes and then both of these envelopes to be put in a third envelope sealed & duly superscribed as "OFFER FOR LAND AT _____ (name of the location/District, shall be superscribed on envelopes of technical bids and commercial bids).

TECHNICAL BID SHOULD NOT CARRY ANY FINANCIAL DATA

Interested parties may apply by due date and time at the address of respective office of concerned Territory Manager (Retail) of BPCL as follows:

- 1) ADDRESS OF TERRITORY OFFICE - (For Sr.No.1 & 2)** — Territory Manager(Retail), Ahmednagar Retail Territory, Bharat Petroleum Corporation Ltd., Village and Post Akolner, POL Depot Akolner, Ta Ahmednagar, Ahmednagar – 414107.
- 2) ADDRESS OF TERRITORY OFFICE - (For Sr.No.3 to 6)** — Territory Manager(Retail), Goa Retail Territory, Bharat Petroleum Corporation Ltd, Plot no 32, EDC Complex, Patto Panjim, Goa – 403002
- 3) ADDRESS OF TERRITORY OFFICE - (For Sr.No.7)** — Territory Manager(Retail), Manmad Retail Territory, Bharat Petroleum Corporation Limited, Manmad Installation ,PB NO 1, P.O MANMAD , PANEWADI ,DIST NASIK , 423104

- 4) ADDRESS OF TERRITORY OFFICE - (For Sr.No.8 & 9) — Territory Manager(Retail), Mumbai Retail Territory, Bharat Petroleum Corporation Limited, Sewree Installation, Sewree Fort Road, Sewree East, Mumbai – 400015**
- 5) ADDRESS OF TERRITORY OFFICE - (For Sr.No.10 & 11) — Territory Manager(Retail),Nagpur Retail Territory, Bharat Petroleum Corporation Limited, Sunny Side, 7, Chitnis Marg, Civil Lines, Nagpur – 440001**
- 6) ADDRESS OF TERRITORY OFFICE - (For Sr.No.12 to 18) — Territory Manager (Retail), Pune Retail Territory, Bharat Petroleum Corporation Limited, 2nd Floor, Sahajanand Complex, General Thimayya Road, Camp, PUNE – 411001**
- 7) ADDRESS OF TERRITORY OFFICE – (For Sr.No. 19 to 24) — Territory Manager (Retail), Solapur Retail Territory, Bharat Petroleum Corporation Limited, Near Pakni Railway station, PB No.2, North Solapur, Solapur — 413242**
- 8) ADDRESS OF TERRITORY OFFICE - (For Sr.No. 25 to 27) — Territory Manager (Retail), Thane Retail Territory, Bharat Petroleum Corporation Limited, Kharghar Regional office ,6th floor, Plot no 6, Sector 2 , Kharghar, Navi Mumbai — 410210**

Last date for submission of bid is 02.12.2020 at 17.00 hrs. (5.00 p.m.). Offers received after the due date and time will not be considered.

The technical bids will be opened on same day as above at 5.00 p.m. (1700 hrs.) at the above address.

Bidders interested may be present at the time of opening the technical bids. Offer received after the due date and time will not be considered. The offer submitted should be valid for a period of 180 days from the due date or such extended period as may be mutually agreed.

Selection of land shall be carried out on the basis of Technical Evaluation Committee Report.

BPCL's decision on Technical evaluation of land for its suitability to accept for construction of Retail Outlet, shall be final and binding.

Thereafter, a Committee appointed by Company (BPCL) will do commercial evaluation of only those plots which are found technically feasible.

Site with highest Internal Rate of Return for Company (BPCL) will be selected. This evaluation will be carried out based on variables like Sales Potential of the plot offered, Offered Lease rental payout / sales consideration, Expenditure for Registration /Stamp Duty w.r.t Lease / Sale of the plot, Expenditure required for bringing the site to desired requirement for construction and Expenditure required for construction of Retail Outlet, etc.

BPCL reserves the right to further negotiate Lease rental / Sale price with the selected bidder.