

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

**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 advertisement, for transfer of plot of the land by way of outright sale / Lease (for a minimum period of 19 years and 11 months) to **Bharat Petroleum Corporation Limited (BPCL)** for setting up of a COCO Retail Outlet at the following locations advertised in Newspaper Times of India and The Hitwada, Maharashtra on 27.09.2018 at the following locations :

Sr. No.	Location	District	Min. Plot Dimension in Metres (Frontage x Depth)
1	From Patrakar Chowk to Nagapur within Municipal Limits on Ahmednagar - Manmad Road on LHS towards Manmad	Ahmednagar	30 x 30
2	Patil Hospital to Hotel Yash Palace on Kothi - Yash Palace Road, Ahmednagar	Ahmednagar	30 x 30
3	In between Harsul T-Point to CIDCO Bus Stand in Aurangabad Municipal Limit (LHS or RHS)	Aurangabad	30 x 30
4	From Mahavir Chowk towards Jalna on Jalna Road within Municipal Limits of Aurangabad City	Aurangabad	30 x 30
5	Jalna City, within Municipal Limits	Jalna	30 x 30
6	Between Sanjay Godhavat University to Chipri on NH166 on LHS towards Sangli	Kolhapur	35 x 45
7	CSIBER Chowk to Hockey Stadium in Kolhapur City	Kolhapur	30 x 30
8	Within 5 kms radius of Hathkhamba Junction on NH66, Dist. Ratnagiri	Ratnagiri	35 x 45
9	Between Chiplun to Sawarda on NH66	Ratnagiri	35 x 45
10	Ratnagiri Town within Municipal Limits	Ratnagiri	30 x 30
11	Chiplun Town within Municipal Limits	Ratnagiri	30 x 30
12	Khed Town within Municipal Limits	Ratnagiri	30 x 30
13	Vengurla Town within Municipal Limits	Sindhudurg	30 x 30
14	Sawantwadi Town within Municipal Limits	Sindhudurg	30 x 30
15	Between Oros to Zarap on NH66	Sindhudurg	35 x 45
16	Within Municipal Limits of Akola City	Akola	30 x 30
17	Within Municipal Limits of Dhule City	Dhule	30 x 30
18	Within Municipal Limits of Jalgaon City	Jalgaon	30 x 30
19	From Gujarat Border to Dahivel in Nandurbar District on NH53 (old NH6) on either side.	Nandurbar	35 x 45
20	From Worlinka to Race-Course Junction on Pedar Road	Mumbai	25 x 30
21	On LHS on Mankhurd-Deonar Road	Mumbai	25 x 30
22	On RHS from Mulund to Mankhurd-Ghatkopar Junction on Eastern-Express Highway	Mumbai	25 x 30
23	Powai, within BMC Limits	Mumbai	25 x 30
24	On RCF Road Mahul	Mumbai	25 x 30
25	On Sion-Trombay Road Chembur	Mumbai	25 x 30
26	Bhandup, within Municipal Limit	Mumbai	25 x 30
27	From Shivaji Chowk to Mankhurd Junction on Mumbai-Pune Highway	Mumbai	25 x 30
28	On LBS from SCLR Junction to Ghatkopar	Mumbai	25 x 30
29	On LBS from Kurla BEST Depot to Sion	Mumbai	25 x 30
30	On LHS from Airoli Junction to Mulund on Eastern-Express Highway	Mumbai	25 x 30
31	Malad West	Mumbai	25 x 30
32	At Western Express Highway from Bandra to Dahisar	Mumbai	25 x 30
33	From Palpse Phata to JNPT on RHS on NH4B	Raigad	100 x 100
34	From Palpse Phata to JNPT on LHS on NH4B	Raigad	100 x 100
35	From Mumbai to Pune on Expressway on LHS within Raigad District	Raigad	100 x 100
36	From Mumbai to Pune on Expressway on RHS within Raigad District	Raigad	100 x 100
37	Sion - Panvel H/W - between Belapur to Kalamboli on RHS	Raigad	35 x 45
38	Sion - Panvel H/W - between Belapur to Kalamboli on LHS	Raigad	35 x 45
39	On LHS Mumbai Pune Road (Old NH4) within Raigad District	Raigad	100 x 100
40	On RHS Mumbai Pune Road (Old NH 4) within Raigad District	Raigad	100 x 100
41	Up to 10 kms on either side of Jasai Village on Uran - Panvel Road	Raigad	100 x 100
42	Panvel / New Panvel City	Raigad	30 x 30
43	MIDC Talaja	Raigad	30 x 30
44	Within 1 kms of opp. to HPCL Outlet Sony Petroleum on Mumbai to Goa Road	Raigad	100 x 100
45	Ulwe City	Raigad	30 x 30
46	From Pali Phata within 3 kms LHS towards Adlabs Imagica	Raigad	35 x 45
47	Kamothe City	Raigad	30 x 30
48	Karjat City	Raigad	30 x 30
49	Within 2 km from Automotive Square to Kamptee on RHS Nagpur City	Nagpur	30 x 30
50	On Inner Ring Road from Katol Naka Chowk towards Wadi in Nagpur City on either side	Nagpur	30 x 30
51	On Hingna Road From Subash Nagar Chowk to Wanadongri Tpoint on either side in Nagpur City	Nagpur	30 x 30
52	On Inner Ring Road, From Manewada Sq. to Prajapati Chowk on either side	Nagpur	30 x 30
53	On Middle Ring Road from Shitla Mata Mandir Chowk to Wardhaman Chowk on either side	Nagpur	30 x 30
54	On Inner Ring Road from Priyadarshani Tpoint to Chtrapati Sq. on either side in Nagpur City	Nagpur	30 x 30
55	On Inner Ring Road from New Katol Naka Chowk to Mankapur Sq. in Nagpur City on either side	Nagpur	30 x 30
56	From HOTEL Radisson Blu towards Jaitala Road within 5 km. on either side in Nagpur City	Nagpur	30 x 30
57	On Inner Ring Road from Mankapur Sq. to Prajapati Chowk on either side in Nagpur City on either side	Nagpur	30 x 30
58	On Old Bhandara Road from HB Town Sq. towards Lakadganj Police Station within 4 km in Nagpur City on either side	Nagpur	30 x 30
59	On Outer Ring Road, LHS, NH53 (Old NH6), when travelling from Bhandara Road Interchange at Kapsi upto Umred Road Flyover	Nagpur	35 x 45
60	On Outer Ring Road, within 6 km from Gondkhairi on the Road when Travelling from Gondkhairi to Jamtha Interchange on RHS, NH53 (old NH6)	Nagpur	35 x 45
61	On Mount Road from Liberty Sq. to Westside in Nagpur City on either side	Nagpur	25 x 30
62	On NH7 (New NH44), LHS from Outer Ring Road Nagpur Near Jamtha Stadium to Intersection of NH7 and SH264 at Jamb	Nagpur / Wardha	35 x 45
63	From Rajiv Gandhi Bridge at Aundh to Ravet, on either side of the road within PCMC Limits	Pune	30 x 30
64	From Bhakti-Shakti Chowk to Lonavala (Old Mumbai-Pune Highway) on either side of the road	Pune	35 x 45
65	On Pune-Nashik Highway from Nashik Phata to Rajgurunagar on NH50 on LHS (Pune Exit)	Pune	35 x 45
66	On Pune-Nashik Highway (NH50) from Rajgurunagar to Nashik Phata, LHS (Pune Entry)	Pune	35 x 45
67	Pune-Ahmednagar Highway (SH60), Shirur to Wagholi on LHS	Pune	35 x 45
68	Pune-Ahmednagar Highway (SH60), Wagholi to Shirur on LHS	Pune	35 x 45
69	From Hadapsar Gliding Centre till Dive Ghat	Pune	30 x 30
70	In & Around Baramati Town, upto 3 kms from Municipal Limit	Pune	30 x 30
71	Pune-Solapur Road (NH-09), from Urli Kanchan to Hadapsar on LHS	Pune	35 x 45
72	Between Ambegaon to Ravet, on NH4 (Pune Mumbai Bypass) anywhere LHS or RHS within PMC / PCMC Limits	Pune	30 x 30
73	Ambegaon Budruk between Katraj Chowk to Pune-Mumbai Bypass on NH04 on RHS	Pune	30 x 30
74	In and Around Wanaworie and NIBM Road, within 5 km Radius Pune City	Pune	30 x 30
75	In and Around Kharadi, within PMC Limits	Pune	30 x 30
76	In and Around Karve Road up to Kothrud and Paud Road within PMC Limits	Pune	30 x 30
77	In and Around Kalyani Nagar and Viman Nagar & Mundhwa within PMC Limits	Pune	30 x 30
78	In and Around Aundh and Baner within PMC Limits	Pune	30 x 30
79	In and Around Akurdi-Pradhikaran Area, within PCMC Limit	Pune	30 x 30
80	In and Around Hinjawadi and Mahalunge within 5 kms radius	Pune	30 x 30
81	In & Around Satara City upto 5 kms from Municipal Limits	Satara	30 x 30
82	On LHS of NH 211 between Beed to Gevrai on Aurangabad Road	Beed	35 x 45
83	Latur City (within Municipal Limit)	Latur	30 x 30
84	Within 5 km from Aasna River bridge towards Hingoli on NH361 (LHS)	Nanded	35 x 45
85	Nanded City (within Municipal Limit)	Nanded	30 x 30
86	On NH 161 Between Chandasingh Corner to Martala on LHS of Nanded Hyderabad Highway	Nanded	35 x 45
87	Between Osmanabad to Yedshi on LHS of NH52 (Old NH211)	Osmanabad	35 x 45
88	On NH211 Solapur Exit towards Osmanabad on LHS (up to 10 km)	Solapur	35 x 45
89	Solapur City (within Municipal Limit)	Solapur	30 x 30
90	LHS Of NH 9 of Boramani to Omerga (up to 10 km from Bormani)	Solapur	35 x 45
91	Nashik to Ozar on LHS on NH3	Nasik	35 x 45
92	Ozar to Pimplegaon on LHS on NH3	Nasik	35 x 45
93	Vihitgaon to Pathardi Phata LHS in Nashik City	Nasik	30 x 30
94	College Road to Gangapur Road in Nashik City	Nasik	30 x 30
95	Ashoka Marg Nasik City	Nasik	30 x 30
96	Trimbak Road (Nashik ITI Signa jn) to Sakal Circle LHS, in Nashik City	Nasik	30 x 30
97	NH3 on exit of Nashik City within 1 km from Nashik MC Limits on LHS towards Mumbai	Nasik	35 x 45
98	At Post Naigaon, District Palghar	Palghar	30 x 30
99	On NH8, from Fountain Hotel to Upland on RHS of the road	Palghar	35 x 45
100	Thane Ghodbunder Road from Majiwada to Fountain Hotel on both sides of the road	Thane	35 x 45
101	At Post Uttan, District Thane	Thane	30 x 30
102	From Kasara to Shahpur on LHS while moving from Nashik to Thane, Thane District	Thane	100 x 100
103	Kalwa City	Thane	30 x 30
104	Dombivli City	Thane	30 x 30

The following may kindly be noted:

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

**DUE DATE & TIME OF SUBMISSION OF OFFER ON 29.10.2018 AT 17.00 hrs i.e. 5.00 p.m.** 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 at <https://www.bharatpetroleum.com/bharat-petroleum-for/business-associates/> coco.aspx. No corrigendum will be published in newspapers.**  
Offer received after the due date and time will not be considered.

**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.

- Offered land should meet the norms and guidelines of NH / PWD / State Government / Town Planning / Development Authorities / any other statutory Authorities as applicable.
- Within Municipal limit plot of smaller dimensions can also be considered provided they are suitable for setting up a modern retail outlet and there are no other offers meeting minimum dimension requirement for the location.
- The Plot should be free of all encumbrances / encroachments/religious structure, overhead HIGH TENSION WIRES, Kilns, telephone lines, product / water pipelines / canals / drainage / nullahs / Public Road / Railway lines, etc.
- Entire frontage of the plot of land should be abutting the SH / National Highway / other roads whichever is applicable as per location indicated above.
- If land is located on NH/SH, distance norms (w.r.t. intersection, etc.), as per NHAI / State Road Development Corporations / State Highway Authorities / PWD, etc. stipulated for setting-up of Retail Outlets shall be applicable. If the land and its location is not meeting those norms, the land shall be rejected.
- 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.
- 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.
- The bidder shall arrange for all statutory clearances such as Urban Land Ceiling, Non-Agricultural conversion / diversion, Income Tax clearance, Non-encumbrance Certificate etc.
- 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.
- As estimated by BPCL, the following additional cost may be considered for commercial evaluation of bids;
  - 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,
  - Cost of other physical parameters like Shifting / laying of telephone / electrical lines etc.
- Lease Deed will be registered only after completion of all formalities, viz. non-agriculture conversion / diversion, other statutory requirements, etc. and after land is ready for use / construction by BPCL.
- Payment will be made by NEFT after registration of lease deed in form of monthly payments towards lease rentals.
- If the entire parcel of land required by Company (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) requirements 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.
- 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.
- Land offered should be in one contiguous lot.
- Brokers and property dealers need not apply.
- District authorities and other government bodies can also apply against this advertisement. Preference will be given to government land if found suitable.
- Any establishment like Govt. / Semi-Govt. / Private Companies, Partnership Firms, Sole Proprietorship, and Educational Trust with clear marketable title can also apply.
- Land should preferably be plain, more or less at road level, abutting to National Highway / SH / Road in one contiguous lot.
- The Company (BPCL) takes no responsibility for delay, loss or non-receipt of offers.
- Received offers will only be mere offers and will not bind the Company (BPCL) in any manner.
- The Company (BPCL) reserves the right to reject any or all offers without assigning any reason thereof.
- Financial Bid of only technically successful bidder(s) will be opened.
- 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.
- In case of dispute, English version of this advertisement will be final.
- 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.
- Decision of BPCL in regard of suitability of land for the purpose, shall be final and binding.
- 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 Mortgagor for giving the land on lease.
- The land proposed for Lease / Sale should be clearly partitioned and the title document / Khewat / Khatauni / Khasra / Girdawan / 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)
- Details of the land offered:-

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

- Name of owner(s) :-
- Key plan showing details of the property and situation of the plot DULY SIGNED BY THE OWNER(s)
- Offer letter from the bidder(s) clearly mentioning that they are willing to offer the plot on outright sale or long lease of min. 19 years and 11 months or both to BPCL.
- Area offered for Lease / Sale along with dimensions of the plot
- 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.
- Power of Attorney holders should submit a copy of registered Power of Attorney.

**Declaration:-**

- 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.
- In response to press invitation appeared in newspaper Times of India and The Hitwada dated 27.09.2018 I/we have submitted my/our offer and the same shall remain valid as per the terms of the said press invitation.
- I/we further undertake to comply with the terms and conditions of said press invitation.
- 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
<b>For lease</b> - Expected lease rentals per month in Rupees (Excluding taxes)		
<b>For outright sale</b> - 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		
<b>For lease</b> - 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 Co-ordinator (Retail) of BPCL as follows:

Location Sr. No.	Contact Person & Contact No.	Address for submission of offers
<b>Sr. No. 1 to 5</b>	<b>Shri Kailas Kulkarni (7720038582) 0241 2595555</b>	<b>Bharat Petroleum Corporation Limited Territory Coordinator (Retail) Ahmednagar, Ahmednagar Retail Territory, At Post Akolner, Taluka Ahmednagar, Dist. Ahmednagar, Ahmadnagar 414107.</b>
<b>Sr. No. 6 to 15</b>	<b>Shri Amol Bhosale (9824108822) 0632 2437086, 2438804</b>	<b>Bharat Petroleum Corporation Limited Territory Coordinator (Retail) Goa, Goa Retail Territory, Plot No. 32, EDC Complex, Gaon, Patto, Panjim 403001.</b>
<b>Sr. No. 16 to 19</b>	<b>Shri Vipul Vyas (9970720158) 0259 1281786</b>	<b>Bharat Petroleum Corporation Limited Territory Coordinator (Retail) Manmad, Manmad Retail Territory, P.B. No.11, P.O. Manmad, Panewadi, Dist. Nashik, Manmad 423104.</b>
<b>Sr. No. 20 to 48</b>	<b>Shri Sharmik Panchal (9225024102) 022 24168232</b>	<b>Bharat Petroleum Corporation Limited Territory Coordinator (Retail) Mumbai, Mumbai Retail Territory, Sewree Fort Road, Sewree (East), Mumbai 400015.</b>
<b>Sr. No. 49 to 62</b>	<b>Shri Nilesh Lale (9654109703) 0612 2556117, 2551003</b>	<b>Bharat Petroleum Corporation Limited Territory Coordinator (Retail) Nagpur, Nagpur Retail Territory, Sunny Side, P.B. No. 17, 7, Chitnis Marg, Civil Lines, Nagpur 440001.</b>
<b>Sr. No. 63 to 81</b>	<b>Shri Amol Suple (8380075641) 020 26359794</b>	<b>Bharat Petroleum Corporation Limited Territory Coordinator (Retail) Pune, Pune Retail Territory, Shahajanand Complex, 2416, Gen. Thimmaya Road, East Street, P.B. No. 61, Pune 411001.</b>
<b>Sr. No. 82 to 90</b>	<b>Shri Sany Mathew (9447903660) 9272209123</b>	<b>Bharat Petroleum Corporation Limited Territory Coordinator (Retail) Solapur, Solapur Retail Territory, BPCL Pakni Pol Depot, A/P- Pakni, Near Pakni Railway Station, Taluka - North Solapur, Solapur 413255</b>
<b>Sr. No. 91 to 104</b>	<b>Shri Nilabh Nishchal (8085988999) 022 27764344</b>	<b>Bharat Petroleum Corporation Limited Territory Coordinator (Retail) Thane, Thane Retail Territory, BPCL Office Complex, Plot No. 6 Sector - 2, Behind Cidco Garden, Kharghar 410210</b>

Last date for submission of bid is **29.10.2018 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)** 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 right to further negotiate Lease Rentals / sale price with the selected bidder.