

Notice for appointment of Regular Retail Outlet (Petrol Sheds) Dealerships.

Turn Your Land into a Landmark- Be a part of rewarding partnership with Lanka IOC

Lanka IOC PLC with a market presence of 20 years is Sri Lanka's only private sector auto fuel retailer. Establishing itself as a formidable partner in the country's socio-economic landscape, we mobilize economic activity and development. With an island wide footprint of 250 retail outlets the Company has fuelled a significant portion of the country's retail fuel demand.

Network expansion has been an important business activity for increasing the reach of petroleum products across the country. We are looking for dynamic entrepreneur/Corporate who possess suitable land for setting up Petrol Shed and are willing to partner LIOC in providing the best in class fuel and services to customers. The Company proposes to appoint dealers for Petrol/Diesel sheds in Sri Lanka at following locations:

Sr,No	Province	DISTRICT	ROAD STRECH & ROUTE NO
1	WESTERN	COLOMBO	PAMUNUWA ROAD
2	WESTERN	COLOMBO	PILIYANDALA JUNCTION TO KOSPALANA BRIDGE
3	WESTERN	COLOMBO	DP WIJEYASINGHE MW / AKURUGODA ROAD
4	WESTERN	COLOMBO	ATHURUGIRIYA HIGHWAY CROSS OVER TO 2 KM TOWARDS MALABE
5	CENTRAL	KANDY	MENIKHINNA TO DIGANA ON B256 ROAD
6	NORTHERN	KILINOCHCHI	PARANTHAN JUNCTION TO HASALAKA GAMINI WAR MEMORIAL on A9 ROAD
7	NORTHERN	MULLAITIVU	A35 HIGHWAY NEAR SUTHANTHIRAPURAM
8	SOUTHERN	HAMBANTOTA	LUNAGAMVEHERA AIRPORT ROAD NEAR A2 HIGHWAY JUNCTION

For All the Locations - Dealer Owned sheds

The dealer select is expected to provide the infrastructure for setting up of Petrol Sheds on the land offered. Following shall be the role of the company and the dealer select for development of infrastructure at Dealer owned sheds.

Role of Dealer

Ownership of land needs to be clearly established by the applicant, Land properly leveled and compacted to be provided by the dealer, Provision of Paver Driveway, Canopy, Sales Building, toilet/washroom for customers, Construction of compound wall, Provision of Yard Lights, Air facility and Submersible Pump and any other facility as determined by the company, Standard Dealership agreement to be executed with the company, Approval from Local Municipal/statutory Authority for construction of Petrol Shed on the offered land is to be by the dealer select. **(All these facilities are to be developed as per Lanka IOC design and Specification.)**

Role of Company

Supply and installation of Main Sigh Poles, Underground tanks, Dispensing pumps, installation of Hoarding and any other facility determined by company.

LAND REQUIREMENT

Applications for setting up Petrol/ Diesel shed dealerships of Lanka IOC are invited from the landowners/ lessee/ their close relatives who have suitable land at the locations detailed above. The minimum preferred Plot size is 125 ft frontage and 100 ft depth. Smaller plots can be considered by the company if they are at prime locations, and is found suitable by the company and suits statutory norms. The ownership of the land offered by the applicant is to be established in clear terms along with the supporting documents. Lanka IOC reserves the right to select the most potential/suitable site falling within near vicinity of the locations advertised above.

In case the land is not owned by the applicant, the individual/ corporate can also apply if an agreement to sale or long term lease of at least 15 years has been made with the landowner and a copy of agreement to sale or long term lease is furnished along with the application. In such cases, the applicant will be eligible for interview and in case of getting selected, applicant will be required to procure the land (sale or long term lease) and submit the land ownership details to the company.

For Dealer owned sheds, no lease shall be executed between the applicant and the Company. However, the ownership of the land offered by the applicant is to be established in clear terms along with the supporting documents. However company reserves the right to convert any site to company owned retail outlet on the mutually acceptable terms and conditions.

FUND REQUIREMENT: Estimated investment required from the applicant for development of infrastructure of the petrol shed excluding the cost of the land will be about LKR 100 Million

ELIGIBILITY CRITERIA FOR THE APPLICANT

The applicant must meet the following eligibility criteria.

- a) Age : Not less than 21 years on the date of application.
- b) Nationality : Sri Lankan
- c) Education : minimum GCE "O" level pass
- d) Application policy: Individuals/Corporate who are already having 3 or more LIOC RO (petrol shed) Dealerships are not eligible to apply.

DEFINITION OF CLOSE RELATIVE

In the event of land owner not meeting the eligibility criteria on any one of the eligibility parameters or if the land owner does not prefer to take the Petrol Shed Dealership himself, then any one of the close relatives of the land owner, i.e. spouse, parents, children (including son in law & daughter in law), real brothers and real sisters can apply for the dealership. The close relatives must qualify for the eligibility criteria and must enclose a consent letter from the land owner along with a proof establishing the relationship of the applicant with the land owner.

PARTNERSHIP FIRMS / LIMITED COMPANIES / CO-OPERATIVE SOCIETIES

In case the joint owners / lessee are applying as a partnership firm each of the partners should individually qualify on the eligibility criteria. They should fill individual applications and submit them clubbed together in a single envelope. Land owners who desire to take any of the above cited close relatives who are not co- owners of the land as a partner for the Dealership can do so by applying individually and clubbing together the application in a single envelope. Limited Companies and Co-operative societies who possess suitable sites can also apply.

OTHER TERMS AND CONDITIONS

- (a) The candidate selected for dealership shall be a working dealer and shall be paying attention towards day to day working of the dealership by personally managing the affairs of the dealership. He/She will not be eligible for taking up any other employment.
- (b) The dealer is expected to maintain stock at least 5 days for all variants of Petrol and Diesel at all Further, adequate stock of Lubricants as decided by the company from time to time shall be maintained by the dealer.
- (c) One selection, the candidate will be required to deposit with Lanka IOC a security deposit of LKR 5,000,000=00 (LKR Five Million) by way of Bank Draft, applicable for dealer owned sheds. Such deposit will have to be made before the start of construction by LIOC at the offered plot. This amount called the Security Deposit is refundable at the time of resignation / termination and will not carry any interest. Lanka IOC also reserve its right to adjust any dues to it from this amount at the time of resignation / termination. However, in case such termination is due to proven adulteration / malpractices then the deposit amount will be forfeited.
- (d) The applicant on selection should be capable to raise necessary funds for effectively operating the dealership to the satisfaction of the company.

- (e) The applicant should possess sound physical and mental health.
- (f) Following basic facilities will be provided by each dealer.
Air Facility, Drinking water, neat & clean toilet, First Aid Kit with medicines, telephone, adequate illumination, Diesel Generator set of adequate capacity. safety equipments like Fire extinguishers and Sand buckets, any other things as advised by company from time to time.

GENERAL TERMS AND CONDITIONS

- (a) Applications forms can be downloaded from LIOC web site www.lankaio.com or can be collected from LIOC head office on any working days from 9am to 5 pm.
- (b) Applicants have to submit a bank draft of LKR 10,000/= (Ten thousand only) along with the applications in favor of “Lanka IOC PLC”
- (c) Applicants are advised to fill up the application form as per Annexure A along with relevant enclosures.
- (d) Applicants are advised to fill up the checklist given as Annexure B and put it on top of application form.
- (e) The company reserves the right to cancel / withdraw / amend this advertisement or extend the due date at its sole discretion without assigning any reason.
- (f) No addition / deletion / alteration will be permitted in the application once it is submitted.
- (g) Applications received after the cut-off date including postal delay, and those without accompanying valid documents or incomplete in any respect will not be considered and no correspondence will be entertained by Lanka IOC in such cases whatsoever.
- (h) Affidavit as per Annexure-C is to be submitted in original along with the application.
IN RESPECT OF ALL DOCUMENTS / CERTIFICATES, self-attested COPIES ARE TO BE ATTACHED ALONG WITH THE APPLICATION. ORIGINALS OF SUCH DOCUMENTS / CERTIFICATES WILL HAVE TO BE BROUGHT AT THE TIME OF INTERVIEW, IF CALLED FOR.
- (i) Applicants willing to apply for more than one location can do so in separate application form
- (j) If any statement made in the application or in the document enclosed therewith or subsequently submitted in pursuance of the application by the candidate at any stage is found to be incorrect or false, the application is liable to be rejected without assigning any reason and in case the applicant has been appointed as a dealer, the dealership is liable to be terminated. In such cases the candidate / dealer shall have no claim whatsoever against Lanka IOC.
- (k) The envelope containing the application, duly filled in, should be super scribed as under
“Application for Petrol/ Diesel Dealership at..... (Location)”
- (l) A person selected for dealership after issuance of Letter of Appointment will have to execute a standard Dealership Agreement with Lanka IOC as per the terms of the company.
- (m) This is purely a business proposition and not an application for job in Lanka IOC and has normal business risks and also do not guarantee any assured returns or profits.
- (n) This is only an advertisement for application and not an offer of dealership.
- (o) Final selection of the dealership will be on the basis of the evaluation of the candidates based on verified documents and final interview.
- (p) The land evaluation shall be out of maximum 60 marks and balance 40 marks are allocated to applicant during the interview.
- (q) Please note that Lanka IOC PLC does not accept any payment in cash. Also please note no payment is to be made to Lanka IOC in any form (either Bank Draft/ cheque / or any other form) for allotment of dealership or for issuance of Letter of intent (LOI) for Retail Outlet dealership (Petrol Shed). Security deposit in the form of Bank Draft is payable to Lanka IOC PLC only before the construction work is started by LIOC for the Retail Outlet dealership.
- (r) Please note that Lanka IOC has not authorized any single officer/individual to allot Retail Outlet dealerships directly. Selection for RO dealerships is done after evaluation of application form as detailed above & on the basis of interview by a panel of Head of Departments (HODs).
- (s) Please note that selection for Retail Outlet dealership (Petrol Sheds) is done through above mentioned system only. Lanka IOC PLC has not authorized anyone to deal with prospective applicants in any manner other than the dealer selection system mentioned above. If anyone deals with any

person/persons and/or makes any payment to any person/persons for the purpose of allotment of Retail Outlet dealership (Petrol Sheds), will be doing so at his/her own risk & Lanka IOC PLC will not be responsible in any manner.

- (t) **Applicants who have applied previously for the locations advertised have to apply fresh.**
- (u) **All corrigendum to this advt will be put on company's website only**

HELP DESK

In case of any clarification you may call the Manager – (Sales) following telephone Nos between 0900 hrs and 1700 hrs. on TP 0759278015 / 0112 475720 on all working days.

LAST DATE FOR APPLICATION

Filled applications along with relevant enclosures complete in all respects should be put in a sealed cover super scribed “Application for Petrol/Diesel Dealership at.....” and to be submitted so as to reach following office address on or before 1700 hrs on 30.06.2024.

Senior Vice President (RS&HR)
Lanka IOC PLC – Level 20, West Tower,
World Trade Centre, Echelon Square,
Colombo -01.