

**LANKA IOC PLC INVITES APPLICATIONS TO APPOINT DISTRIBUTORS FOR  
SERVO LUBRICANT (INDUSTRIAL SEGMENT) IN INDONESIA**

**Enclosure to Application Form for SERVO Lubricant (Industrial) Distributor.**

**Guidelines to Candidates:**

Note: Lanka IOC reserves the right to assign/change the "Area of Operation (Territory)" at any point of time.

- We are on the lookout for strong, energetic and self-motivated associates to partner with us on this challenging but exciting and rewarding initiative. The associates are expected to spearhead the systematic distribution, promotion and selling of our products in the assigned area thereby participating with us in the exciting growth opportunity.
- Applicant should be an Individual or Firm (Proprietorship or Partnership) or Limited Company.

**Eligibility:**

- A. **Age** : Not less than 21 years of age and not more than 60 year of age on the date of application  
B. **Qualification**: Minimum Advance level (12<sup>th</sup> Standard) or recognized equivalent. Preference for qualified professionals.

(i) If the candidate is an individual he/she should have established business in Indonesia

(ii) If the candidate is a Partnership firm, at least one partner should be domiciled or be resident or have established business or the partnership firm itself should have established business in Indonesia.

(iii) If the candidate is of Limited Company, the society or company, should have established business in Indonesia.

1. Business Capital: SOUND to initially generate a working capital of minimum US\$ 2 million. Credentials of working capital are to be produced along with application.

2. Limited Companies making a net profit for the previous two consecutive financial years as certified by Chartered Accountant can apply provided they do not have any criminal records. AGE AND EDUCATIONAL QUALIFICATION ELIGIBILITY CRITERIA WILL NOT BE APPLICABLE IN THESE CASES.

3. Candidates convicted for any criminal offence including that of moral turpitude / economic offences (other than Freedom Struggle), are not eligible to apply.

4. In case of partnership firm, each partner should individually meet the eligibility criteria except B(ii). Partnership firm must meet the eligibility criteria B(ii) as a whole.

5. Distributor whose distributorship contract has expired before the date of application is not eligible to apply.

6. Existing Stockists / Distributors of competing brand can apply. On selection and appointment the person is to resign from the Stockiest ship / Distributorship of the competing brand & resignation accepted within three months of appointment as distributor.

7. Candidates with successfully demonstrated capability in redistribution for at least 3 years as dealership of products of like Lubricants, Bitumen, Petcoke, Furnace oil, chemicals, gases, machinery/automotive spare parts etc) would be preferred. Capabilities in Industrial Lubricants distribution would be an added advantage.



8. The candidate selected as Distributor shall be a full time working distributorship. Further, details of the eligibility criteria and conditions as mentioned in the Application Form shall apply.

9. Supplies shall be arranged by LIOC only against advance payments or for the quantity secured against Bank Guarantee at all times. Initially selected distributor has to deposit US\$ 25,000 as performance bond. In case of non performance the same will be forfeited.

10. Application form can also be downloaded from our Website: [www.lankaio.com](http://www.lankaio.com)

11. Application forms and enclosures complete in all respect must be submitted in duplicate so, as to reach the following office address on or before 1600 hrs (SLT) on 25<sup>th</sup> Oct 2024. The company reserves the right to cancel/ withdraw/ amend this advertisement or extend the due date at its sole discretion without assigning any reason.

**Senior Vice President (Lubes Marketing & Production),  
LANKA IOC PLC  
Level 20, West Tower, World Trade Centre,  
Echelon Square, Colombo 01.  
Sri Lanka**

12. For any further clarifications, Please contact following personnel with the given contact numbers & email ID's.

**Senior VP – (L M & P): +94 112 475706 / [prashant@lankaio.com](mailto:prashant@lankaio.com)  
Manager – Commercial: +94 112 475750 / [zawher@lankaio.com](mailto:zawher@lankaio.com)**

