Frequently Asked Questions (FAQs)

1. Who is a Dealer?

Dealer is an individual/entity who

- Buys and Sells gas products provided by the company to the end consumers.
- Invests in the business proposition as per the company guidelines
- Gets rewarded for the investment done
- Works as an extended arm of the company to provide services and products to the consumers
- Help create and maintain brand image of the company and self
- Bears the risk associated with the business
- Has strong business acumen as per agreement

2. What is DODO CNG Station?

A DODO Station stands for Dealer Owned Dealer Operated station. It is a business model used in India for setting up CNG (Compressed Natural Gas) or fuel retail stations, where the dealer (entrepreneur or private entity) both owns and operates the station.

3. Who can be an ATGL DODO Dealer (Preferable) (Profile)?

- Has goodwill and reputation in the area where station is to be set up
- Has adequate financial strength (Minimum Net worth of INR 50 lacs) to establish and run the business.
- Has suitable land in the desired stretch by the company (DODO Only). Land should preferably be in rectangular shape.
- Land shall be selected with following prioritization: Owned, Leased and Identified
- Has good market contacts. Ability to timely secure necessary licenses & approvals.
- Already associated with any other company & product (Preferably Automobile Dealer , Tyre, Stockiest, Lubricants Distributor, Automobile spares distributor, C&F agents, Distributors for Large FMCG , Battery Distributor ,Farm Equipment etc
- OMC LPG distributor
- Fuel Retail Outlet Dealer of Private Limited OMC (Shell, Nayara (Essar), Reliance, TOTAL LPG Stations, Aegis Gas, Confidence Petroleum etc)

4. Which entities are preferred as dealers?

- Individual/Proprietorship
- Partnership Firm
- Limited Liability Partnership (LLP)

In case entity has strategic advantage and is a co-operative society or private limited company or public limited company or HUF, an approval from management is required for the same.

5. Who are eligible to apply for Dealership?

- Should be an Indian National (Individual or All Partners in case of Partnership Firm)
- No Criminal records for Individual or Key all Partners. Applicant should not ever have been convicted nor have charges ever been framed against him/her by any court of law for any criminal offences involving moral turpitude and/or economic offences (Other than freedom struggle). Reference check to be conducted at the time of physical visit to ensure that Signatory to an agreement of a MS/HSD RO / SKO-LDO Dealership / LPG distributorship of any oil company has not been terminated on the grounds of adulteration / malpractice.
- Age not less than 21 years & preferably maximum 65 years (For Individual or Key Partner(s))
- Minimum net worth of applicant (in whose name the LOI shall be issued) should be INR 50 lacs. Net-worth Individually/Jointly of Partners ideally sufficient to meet the business requirements and post the present ongoing fund needs of the applicant. Minimum out of the two can be considered for assessing net worth of applicant:

  i. Net worth strictly of applicant as certified by Chartered Accountant based on book value (without considering jewelry and depreciable assets like vehicles etc.)

  OR

  ii. Total of value of immovable assets as certified by Government Approved Valuer based on market value minus loan on such immovable assets. Only on the basis of such certificate from Government Approved Valuer the Chartered Accountant can issue a Net Worth certificate of the applicant at market value

- Education: Minimum 10th pass & able to communicate in Basic English. If Applicant does not qualify then, preferably, identified key person should meet the eligibility criteria.
- Able to understand CNG business complexities (Assessed by Interview Panel)
- Having Land as per company preference. [NA Land is most preferred]
- Capability to secure land as per company preference within timelines sought by the company
- Experience of Customer Handling & Strong Man Management Skills
- Experience in Oil & Gas Sector would be an added advantage
- Adherence to compliance policy in matter of related party (Assessed by Interview Panel)

6. What are the basic parameters for suitable land parcels to set up CNG Stations?

- Land located on National or State Highway or Major City road or Major District Road which has traffic movement equivalent to State Highway
- Minimum Plot size of approx.1200 sq.mtrs (preferable). Minimum plot can size can be further revised as per discretion of management. However, it should not be less than 900 sq. mtrs.
- For Adani hub minimum land size of 4000 sq. mtrs should be kept
- Frontage – Minimum 40 meters
- All lands with clear title (Preferably Commercial or Industrial plots)
- No Trees preferably in front of the Plot or within the plot
- No overhead power/telephone lines and underground oil/gas pipeline.
- Electricity and water availability
- Availability of access to road divider / service lane/ drainage facility
- Land should not be located at the end of Flyover or below the flyover specially in case of Highway outlets
- Clear ROW (Right-Of-Way) from all applicable authorities – Refer MORTH Guidelines as sample.

7. What is the total investment required?

The investment is required approx. 1.5 Cr + (excluding land Value). This includes:

- Land development
- Licensing and compliance
- Infrastructure setup

8. Can I apply for a CNG dealership with leased land?

Yes. ATGL accepts applications with **leased land**, provided:

- The lease is **registered**.
- The duration is **15 to 30 years**.
- The land is suitable for commercial use and meets location criteria.

9. Is owning land better than leasing for dealership approval?

Owning land is often **preferred** because:

- It simplifies documentation.
- It avoids lease renewal issues.
- It may speed up approval and reduce long-term costs.

However, leased land is **equally acceptable** if all legal and commercial conditions are met.