



भारतसरकार / Government of India
रेलमंत्रालय / Ministry of Railways
(रेलवेबोर्ड) / (Railway Board)



No. 2022/TC(FM)/10/04

New Delhi
Dated: 01.07.2025

The General Managers,
All Zonal Railways

Subject: Clarification to Para 4.2 of the policy for 'Commercial Earning and NFR Contracts' awarded through e-auction.

Ref: 1. FM Circular No. 11 of 2022, issued vide Board's letter of even no. dated 13.06.2022
2. North Western Railway's letter no. G 450/Comml. Publicity/NFR/e-auction/2022 dated 13.06.25.
3. South Central Railway's letter no. EO 253485(2022)/G.1/Policy on e-Auction dated 18.06.25.

The Board has received references from Zonal Railways, vide letters under references (2 and 3), requesting to clarify the use of Para 4.2 (clubbing of articles in a single asset).

2. The matter has been considered, and it is hereby clarified that Divisions/ units may club more than one article of *similar and dissimilar nature* pertaining to one or more stations/ locations/ sections/ clusters, etc. into a single asset if it is felt that such clubbing will increase the commercial value of the asset. An illustration is shown below

Table: Illustration

Type of Article	Station A	Station B	Station C
Parking	AP ₁ , AP ₂ , AP ₃ etc.	BP ₁ , BP ₂ , BP ₃ etc.	CP ₁ , CP ₂ etc.
Advertising	AAd ₁ , AAd ₂ , AAd ₃ etc.	BAd ₁ , BAd ₂ etc.	CAd ₁ , CAd ₂ , CAd ₃ etc.
Pay and Use	APU ₁ , APU ₂ , APU ₃ etc.	BPU ₁ , BPU ₂ , BPU ₃ etc.	CPU ₁ , CPU ₂ , CPU ₃ etc.
Other	AO ₁ , AO ₂ , AO ₃ etc.	BO ₁ , BO ₂ , BO ₃ etc.	CO ₁ , CO ₂ , CO ₃ etc.


01.07.2025



Indicative list of assets that can be created by clubbing articles:

- i. Similar articles of a station (ex. $AP_1+AP_2+AP_3$)
- ii. Similar articles of different stations (ex. $AP_1+BP_1+CP_1$)
- iii. Dissimilar articles of the same station (ex. $AP_1+AAd_2+APU_1+AO_3$)
- iv. Dissimilar articles of different stations (ex. $AP_1+BAd_2+CPU_3$)
- v. Any other combination that the Divisions feel may attract bids.

3. This disposes of North Western Railway's letter no. G 450/Comml. Publicity/NFR/e-auction/2022 dt. 13.06.25 and SouthCentralRailway's letter no. EO 253485(2022)/G.1/Policy on e-Auction dt. 18.06.25.

This issues with approval of the competent authority.


01.7.2025
(Ashutosh Mishra)
Director Freight Marketing

No. 2022/TC(FM)/10/04

New Delhi
Dated: 01.07.2025

Copy forwarded for information and necessary action to:

1. The Principal Chief Commercial Managers, Indian Railways
2. The Principal Chief Operations Manager, Metro Railways, Kolkata.
3. PFAs, Indian Railways
4. The Chief Commercial Managers (FM) of Indian Railways.
5. Director General, RDSO, Manak Nagar, Lucknow.
6. Director, Indian Railways Institute of Transport Management (IRITM), Manak Nagar, Lucknow.
7. Director General, National Academy of Indian Railways, Vadodara.
8. Managing Director/ Chief Commercial Manager, Konkan Railway Corporation, Belapur Bhawan, Plot No. 6, Sector-11, CBD Belapur, Navi Mumbai-400014
9. Managing Director, Centre for Railway Information System (CRIS), Chanakyapuri, Near National Rail Museum, New Delhi.
10. Dy. Comptroller and Auditor General of India (Railways), Room. no. 224, Rail Bhawan, New Delhi
11. Director General of Audit, All Zonal Railways


01.7.2025
(Ashutosh Mishra)
Director Freight Marketing

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Copy for kind information to:

1. Chairman & CEO, Member (O&BD), Member (Finance), Member (Infra.), Member (T&RS), DG (RPF), and Secretary Railway Board, New Delhi.
2. AM(Traffic), AM(C), Adv (Infra), Adv. (Vig), AM(M&BD), EDPM, EDTC(G), EDTC(Rates), EDTT(M), EDTT(S), EDTT(F), ED(Plg.), EDT(PPP), EDV(T), EDF(C), ED(BD), DTT(Coord), OSD/Chairman & CEO, OSD/Member (O&BD), Co-Chairman TMIR, Chairman and Convener/AGE and DTC(R)/ Railway Board, New Delhi.


(Ashutosh Mishra)
Director Freight Marketing