



MAN Trucks India Pvt. Ltd.

**Dealership Application form**

Affix  
photograph  
of main  
Applicant

1. Proposed Dealership at: \_\_\_\_\_

Proposed Dealership (2S or 3S)\*: \_\_\_\_\_

\* 2S - Service and Spares; 3S - Sales, Service and Spares

Desired territory: \_\_\_\_\_

**2. About the Promoters**

Name and address of firm  
applying for dealership

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Details of the Main Promoter  
Name, age, Qualifications  
Address  
Brief write-up on business  
achievements till date

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Type of Firm

\_\_\_\_\_

Contact telephone numbers  
With std codes

\_\_\_\_\_  
\_\_\_\_\_

Contact fax numbers  
With std codes

\_\_\_\_\_  
\_\_\_\_\_

Email address

\_\_\_\_\_

CST / LST / TIN nos

\_\_\_\_\_  
\_\_\_\_\_



**3. Promoters Present Business Activity & Details:**

<b>Name of Business</b>	<b>Nature of Business</b>	<b>Starting year</b>	<b>2006-07 Turnover</b>	<b>Paid up Capital</b>
1.				
2.				
3.				
4.				
5.				

**4. Promoters' Existing Infrastructure & set up:**

<b>Particulars</b>	<b>Showroom</b>	<b>Workshop</b>	<b>Spare Parts</b>	<b>Open Area</b>
1.				
2.				
3.				
4.				
5.				

**5. Promoters Financials (Working Capital)**

<b>Bankers Name &amp; Address</b>	<b>Type of Facility / Amount</b>
1.	
2.	
3.	



### 6. Proposed Infrastructure for MAN Trucks India Dealership.

Preferred location is just outside municipal corporation limits on the highway OR a place near Transport Centre / Truck Terminal of the city.

Sr. No.	Parameters	Actual available today (SQM)	Provision for Expansion (SQM)	Remarks (expected to be operational by)
1	Showroom Area			
2	Workshop Area			
3	Spares Storage Area			
4	Open Area			
5	Total Area			
6	Service Van (Nos.)			

### 7. Market Information:

a. Other HCV Dealership Existing in your Area:

Sr. No.	Product /Company	Name of Firm	Avg. Sales per Month
1	Tata Motors Limited		
2	Ashok Leyland Limited		
3	Mahindra & Mahindra		
4	Eicher Motors Limited		
5	Volvo India Limited		
6	Bharat Benz		
7	A M W Limited		
8	Scania Trucks & Buses		



**8. Brief details about experience of promoters group in commercial vehicles business, as Dealers, Transporters, Financiers etc.,**

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**9. In your view what are your strengths which can enable you to succeed in the HCV trade?**

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Place: Signature of the Applicant\_\_\_\_\_

Date: Name of the firm.\_\_\_\_\_

Kindly attach following

- (A) Photographs of your existing establishments – workshop, showroom, parts centre
- (B) Floor plan of present establishment with dimensions
- (C) “Location map” showing your establishment on the city map, vis-à-vis other automotive dealerships and transport hub location.
- (D) Last 3 years Finance statements of the present business
- (E) Annexure 1 & Annexure 2

**Mail your application to Head - Dealer Development, MAN Trucks India Pvt. Ltd., 201-216, Pride Silicon Plaza, Beside Chatushrunji Temple, Senapati Bapat Road, Pune 411 016, India**

**Annexure 1: Proposed Site Details****Location :**

SI.NO	Site Description	Site 1- Address	Site 2-Address
1	Area (Sq feet)		
2	Status of Plot (Own / Lease).		
3	If there is Buildings on the Site, pls specify build up area		
4	Is the site Proposed for Showroom or Workshop or Both combined?		
5	Is the site available for commercial / industrial use.		
6	Is there any other dealership located within the same area? (Name & Distance)?	Tata – kms AL – km, Bharat Benz - Kms	

In case Showroom and Workshop are at different locations, i.e. not a 3S (Sales, Service & Spares) facility, what is the Distance between the proposed Showroom and Workshop: \_\_\_Kms.

**NOTE:** 1. Please attach photographs of land / building ( View from main road, Left and right of the site, Interiors )

2. Use photocopies of this format, if more sites are available.

3. Please show the **location of the SITE(s) on the geographical map** of your city and highlight

a) Automobile Dealerships around the site(s)

b) Competition Dealerships around the proposed site(s) and distance from the proposed site.

c) Major Roads / Highways, Business Centers in the vicinity. d) Any other information



**Annexure 2: Industry Analysis / MAN Volume Projections**

Please give us an assessment of the HCV Market scenario in your City / area. You may base your assessment on the existing population of vehicles, economic development, RTO data etc.

Segments	PAY LOAD	Average Vol. in 2015						Total Ind. Vol.
		TATA	AL	BB	AMW	M&M	VE	
Haulage	25 T							
	31 T							
Tractor	40 T							
	49 T							
Tipper	16 T							
	25 T							
	31 T							
<p><b>If offered dealership, how many of MAN vehicles would you be able to sell (out of the total industry – factoring industry growth, market share growth, changing customer preferences) during the next 5 years?</b></p>								
		1st Year	2nd Year	3rd Year	4th Year	5th Year	Total	
Haulage	25 T							
	31 T							
Tractor	40 T							
	49 T							
Tipper	16 T							
	25 T							
	31 T							