

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 (Pvt / Proprietorship/ Partner) _____

Contact telephone numbers
With STD codes _____

Mobile Number of applicant _____

Email address _____

GST Number _____



3. Promoters Present Business Activity & Details:

Name of Business	Nature of Business	Starting year	Last Financial year Turnover	Paid up Capital (in lacs)
1.				
2.				
3.				
4.				
5.				

4. Promoters' Existing Infrastructure & set up: (Attach an Annexure if more than 5)

Particulars	Showroom in sqft	Workshop in sqft	Spare Parts in sqft	Open Area in sqft
1.				
2.				
3.				
4.				
5.				

5. Promoters Financials (Working Capital)

Bankers Name	Type of Facility & Amount (in lacs)
1.	
2.	
3.	



5a. Proposed Investment for MAN Trucks India Dealership

	Amount (in Rs lacs)	Source of funds
Capital investment (Tools, Service Van, Infrastructure, etc)		
Working capital (Vehicles and parts)		

6. Proposed Infrastructure at various locations for MAN Trucks India Dealership.

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

Location 1 (Town name): _____

Sr. No.	Parameters	Available (SQFT)	Proposed (SQFT)	Provision for Expansion, If available (SQFT)	No of weeks needed to operationalize from LOI
1	Total Area				
2	Showroom Area				
3	Workshop Area				
4	Spares Storage Area				
5	Open Area				
6	Service Van (Nos.)				



Location 2 (Town name): _____

Sr. No.	Parameters	Available (SQFT)	Proposed (SQFT)	Provision for Expansion, If available (SQFT)	No of weeks needed to operationalize from LOI
1	Total Area				
2	Showroom Area				
3	Workshop Area				
4	Spares Storage Area				
5	Open Area				
6	Service Van (Nos.)				

Location 3 (Town name): _____

Sr. No.	Parameters	Available (SQFT)	Proposed (SQFT)	Provision for Expansion, If available (SQFT)	No of weeks needed to operationalize from LOI
1	Total Area				
2	Showroom Area				
3	Workshop Area				
4	Spares Storage Area				
5	Open Area				
6	Service Van (Nos.)				



7. Net Worth

Please fill below the net worth of the firm as well as for the key shareholders having more than 33% share of the business. Partner, proprietor in case of partnership or proprietorship firms

Name of Firm / Partner / Proprietor	Networth (in Lacs)

8. Market Information:

Other HCV Dealerships Existing in your Area:

Sr. No.	Product /Company	Name of Dealership	Avg. HCV Sales in Last FY (16T GVW& Above)	Avg. BUS Sales in Last FY
1	Tata Motors			
2	Ashok Leyland			
3	Diamler India (Bharat Benz)			
4	Volvo Eicher			
5	Mahindra & Mahindra			
6	A M W Limited			
7	Volvo India Limited			
8	Scania Trucks & Buses			



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

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

10. If awarded, dealership Who shall be handling the MAN Dealership business?

Place: Signature of the Applicant _____

Date: Name of the firm. _____

Kindly attach following

(A) Photographs of proposed facility(ies) – workshop, showroom, parts centre

(B) Floor plan of proposed site with dimensions

(C) “Location map” showing proposed facility(ies) on the city map, vis-à-vis other automotive dealerships and transport hub location.

(D) Last 3 years Financial statements of the present business & Networth Certificates

(E) Annexure 1 & Annexure 2

Mail your application to Head - Dealer Development, MAN Trucks India Pvt. Ltd., 201-216, Pride Silicon Plaza, Beside Chatushrungi Temple, Senapati Bapat Road, Pune 411 016, India , Email the soft copy to network.development@in.man.eu

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

Sl.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 – Kms 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 Market scenario in your City / area. You may base your assessment on the existing population of vehicles, economic development, RTO data etc.

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TRUCKS								
Segments	PAY LOAD	Average Volume in Last Financial Year						Total Ind. Vol.
		TATA	AL	B Benz	VE	M&M T&B	AMW	
Haulage	25 T							
	31 T							
	37 T							
Tractor	40 T							
	49 T							
Tipper	16 T							
	25 T							
	31 T							
TOTAL								
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?								
Segment		1st Year	2nd Year	3rd Year	4th Year	5th Year	Total	
Haulage	25 T							
	37 T							
	37 T							
Tractor	40 T							
	49 T							
Tipper	16 T							
	25 T							
	31 T							
TOTAL								



BUS INDUSTRY							
Segment		Average Volume in Last Financial Year					Total Ind. Vol.
		AL	Tata	VECV	Volvo	Scania	
Intra City							
Intercity	Budget						
	Luxury						
TOTAL							

If offered dealership, how many of MAN Buses 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?

BUS VOLUME PROJECTIONS							
Segment		1 st Yr	2 nd Yr	3 rd Yr	4 th Yr	5 th Yr	Total. Vol.
Intra city							
Intercity	Budget						
	Luxury						
TOTAL							