



APPLICATION FOR FIAT DEDICATED DEALERSHIP

Fiat India designs, develops, manufactures and markets a range of cars. The Company's dealerships handle one or more of its brands: Grande Punto, Linea & Other Fiat Vehicles.

This Application Form is for a dealership in India only, and may be used by Individuals, Firms and Companies resident in India or permitted by law to operate such business in India. This Application Form is not an offer document or contract.

INSTRUCTIONS

1. This Application Form has 15 numbered pages. The Applicant is advised to carefully read the entire Form
2. The application must be made by:
 - an existing entity proposing to operate the dealership (Applicant), or
 - if a new entity is proposed to be set up to operate the dealership, the application should be made by an existing entity (Applicant) which shall provide all or most of the funding for the new entity.
3. This Application Form has 5 sections. All sections must be filled by the Applicant. Information that does not fit into the space provided in the Application Form should be attached in a numbered Enclosure, with all such Enclosures filed with the Application Form. All Enclosures should be referenced from this Application Form.
4. All financial statements provided with the Application Form must be audited statements, complete with all Schedules, notes forming part of accounts and the auditors report.
5. Applicant to ensure that the Application is signed on pages 6 and 15 and on any copies of the same.
6. The filled in and signed copy of the Application Form and Enclosures, should be sent by mail / courier to FIAT INDIA AUTOMOBILES LTD in India, under below mentioned address;

Business Development Department
Fiat Group Automobiles India Pvt Ltd
*Benefice Building, 3rd Floor,
Mathuradas Mill Compound,
Opp.Kamla Mill Compound,
Lower Parel (W).
Mumbai – 400 013*

- No payment is to be made with the Application
 - Incomplete Application Forms will be rejected
 - The information provided by the Applicant is intended only for the Company's use.
 - By sending the filled Application Form, the Applicant is inviting Fiat India to consider its application for a FIAT vehicle Dealership. The Company does not assure the Applicant of being selected for such dealership.
7. Any information furnished in the Application is voluntarily provided as the Applicant submits the Application on his own initiative. FIAT INDIA reserves the right to reject this Application without assigning any reason.
 8. Should FIAT INDIA find the Application of interest, the Applicant may be invited for discussions and additional disclosures, including due-diligences.
 9. For any further information please refer to the contact details in the advertisement.



SECTION-A: FACT SHEET

Applicant Details (Financial and Ownership Information)

Location where dealership is sought: City / State _____

Name of Applicant : Mr. / Ms. / Messer/ _____

Applicant Structure: Company Partnership firm Proprietorship

Registration number: _____ Number of employees: _____

Contact Person _____ Designation _____

Address of Applicant (No Post-Box permitted, a Pin-Code must be given).

City: _____ Pin Code: _____ State: _____
Telephone (indicate STD code) _____ Mobile _____
Email _____ Fax _____

Residential Address (No Post-Box permitted, Pin-Code must be given)

City _____ Pin-Code _____ State _____



SECTION B: MANAGEMENT AND BUSINESS INFORMATION

1. Educational / Professional qualification and other details:

Name	Age	Relationship with main applicant	Qualifications	Year Passed	University/ Institution	Years of experience	Present Occupation	Vehicles used	Proposed holding in dealership (Rs. and %)

2. Current Business Details

Please indicate all the current business activities of the Directors/Partners/Proprietors and its subsidiaries. Also indicate if the Directors/Partners/Proprietors are associated directly / indirectly with any 2/3/4 wheeler automobiles franchisee.

Business Name	Type of business	Position Held	Managed By(Self/CEO/Relative)	Annual Turnover for 2011-12 (Rs. Lakhs)	Profit after tax for 2011-12	Tangible net worth/Capital as on March 31, 2012	Total debt (loans) as on March 31, 2012

In case one or more of the Directors / Partners / Proprietor have a Controlling Interests in any other companies, kindly provide details of the business of such company / firms.

Controlling Interest is defined as one where one or more Directors / Partners / Proprietor hold 50% or more in any combination (i.e. single or jointly) in any other Company or Firm. Also provide details of proprietorship firms owned by any Director / Partner.

Please list the Companies / Firms in which the Directors / Partners / Proprietors have a controlling interest below:

Name of Company/Firm	Names of Directors/Partners with Controlling interests (%)

3. Banker to applicant



Please list the Bankers of the Applicant and enclose a letter / certificate from each bank indicating the current limits enjoyed (term loan and working capital / cash credit) and duration / time of business relationship with bank.

Name, address of Bank and contact details (name of the person and contact number)	Duration of relationship	Type of facility	Current Limit (Rs. Lakhs)	Rate of interest

4. Briefly describe your major achievement / success story.

5. Membership of Clubs / Social Organizations

1. _____ Member Since (Year) _____
2. _____ Member Since (Year) _____

6. References capable of being contacted for a written recommendation.

Professional: Please provide details of your Banker, Lawyer and Chartered Accountant.

Full Name & Address	Occupation	Years Known	Phone Number (with STD code)
	Banker		
	Lawyer		
	Chartered Accountant		

Personal: Please provide three personal references who have no financial relationship with you. Kindly exclude relatives and employees.



Full Name & Address	Occupation	Years Known	Phone Number (with STD code)

7. Other Important Information

1. Have you ever been convicted of a criminal offence?

2. Have you ever been convicted of sales tax income tax violation?

If yes, please give details below;

3. Do you have any financial obligations, other than those disclosed above? yes/no

If yes, please give details below;



8. Personal Financial Position

Asset Class	Asset Details	Value in Rs. Lakhs	Liability Class	Liability Details.	Amount in Rs. Lakhs
Cash			Bank Borrowing		
Securities			Personal Loans (unsecured)		
Real Estate			Income Tax Liabilities		
Household Items			Others		
Business Investments					
TOTAL (A)			TOTAL (L)		

How much of you net worth [Total (A)-Total (L)] are you prepared to invest in a FIAT CAR dealership

Rs _____ Lakhs

Time frame to liquidate assets if the present cash available does not meet investment plans

_____ month(s)

Signature _____

Date _____

Name (handwritten) _____

Please provide CA certified net worth statements of the promoters who are expected to invest in proposed dealership



SECTION C: FINANCIAL PERFORMANCE

1. Provide the audited financial statements for the past 3 years of the Applicant.

The Applicant must submit audited financial statements, even if the proposed dealership will be through a new entity to be formed.

For a Proprietorship, please submit financial statements of your businesses certified by your accountant. Kindly indicate the Income Tax and Wealth Tax paid in the past 3 assessment years below, and enclose copies of the Income Tax and Wealth Tax returns for these 3 years.

Name of Applicant (Proprietorship)	Income tax paid in last 3 assessment years			Wealth tax paid in the last 3 assessment years		
	I	II	III	I	II	III



2. Please provide the consolidated financial information of the applicant (Rs. in Lakhs).

Name of the Applicant :

Name of the Company :

Nature of the Company : Proprietorship / Partnership / Limited Company

Financial Details	Year_____	Year_____	Year_____
Total Fixed Asset			
Current Asset			
Shareholders Funds			
a) Share Capital			
b) Reserves and Surplus			
Long term Loan			
a) Secured Loan			
b) Unsecured Loan			
Current Liabilities			
Income			
Expenditure			
Depreciation			
Profit before Interest and Taxes			
Interest			
Profit before Tax			
Total Tax			
Profit after Tax			



SECTION D: PLAN FOR PROPOSED DEALERSHP

1. Entity proposed for operating the Fiat Dealership.

Applicant Company/ Firm New Entity

If the Applicant is setting up a new Entity, please indicate the type of Entity proposed for the Fiat Dealership.

Individual / Proprietorship

Partnership

Limited Company

2. Vehicle Sale plan

Please give your estimate (over five years) of the number of Fiat Cars you would be able to sell in the city (inclusive of the district in which the city is located) for which you have applied to set up a dealership. In an Enclosure, please outline your reasoning and plan for achieving the vehicle sales indicated.

Brand of Fiat Vehicle currently available in India	Year 1	Year 2	Year 3	Year 4	Year 5
Grand Punto					
Linea					

3. Vehicle service plan

Please give your estimate (over five years) of the number of Fiat Cars you would be able to service in the city for which you have applied to set up a dealership. In an Enclosure, please outline your reasoning and plan to attract the number of vehicle indicated, to your service station.

Brand of Fiat Vehicle currently available in India	Year 1	Year 2	Year 3	Year 4	Year 5
Grand Punto					
Linea					



4. Spare Parts plan

Please give your estimate (over five years) of Fiat spare parts you will sell through your dealership. In an Enclosure, please outline your reasoning and plan to achieve the same.

Value of Parts in Rs. Lakhs

	Year 1	Year 2	Year 3	Year 4	Year 5
Spare Parts					

5. Dealership Revenue Projections

Please summarize your assessment of the projected revenues of the dealership for the first year of operations.

Figures in Rs. Lakhs / annum

Income from vehicle sales margin	
Other income from sales operations (Sales finance, insurance, registration, accessories....)	
Labour earnings in workshop	
Income from spare parts margin	
Other income from workshop operations (Value added services, co branded products.....)	
Total revenues from dealership operations	

6. Facilities proposed

The facilities required are indicated on page 2 of the application. In light of these requirements, Please place a tick mark (✓) in the appropriate box below

Indicate the type of facility being proposed

integrated 3-S Facility

Separate Showroom & Workshop

If you have indicated an integrated facility above, please mark your answers only in the Showroom section below.

If you proposed to have separate showroom and workshop, please indicate your answer separately for each.

We request you to answer in accordance with the instruction provided; you are advised to provide further details of your proposed facility in an Enclosure along with organization structure and staffing.



Question	Answer using	Showroom	Workshop (Service & Spare Parts)
Is land available	yes / no		
If available, what is the size of the plot (sq. ft)	give size in sq. ft		
If available, is the plot owned or leased	owned / leased		
If the plot is owned, is it encumbered	free / encumbered		
If land is not available, do you have a proposed site	yes / no		
How much time will it take to get the site for your purpose	give time in months		
Is there an existing constructed facility suitable for dealership operations	yes / no		
If you propose an existing facility, is it owned or leased by you	owned / leased		
If the existing facility is not owned or leased by you, what is the time frame for getting the same	give time in months		
If you propose an existing facility, what is the floor area available	give area in sq. ft		
If no constructed facility is proposed, how much time will it take you to construct a facility	give time in months		

Provide the address of the proposed site

Showroom _____

Workshop _____

Note: Minimum frontage required for the plot is **150 ft.** In Enclosures please provide: photographs of land, building and other infrastructure giving an idea of the layout & surroundings, a city map marking the locations of the facilities. You should have the land title deeds, lease agreements (existing) available for review at the due-diligence, if required.



7. Investment for the Dealership

Please indicate the investment required for the dealership...

Application of Funds	(Rs. Lakhs)	Source of Funds	(Rs. Lakhs)	Name of Bank or Financial Institution
FIXED ASSETS				
• Land		Own Funds		
• Buildings		Term Loan		
• Equipment				
• Others				
Total Fixed Assets		Total FA Funding		
WORKING CAPITAL				
• Vehicle Inventory		Own Funds		
• Receivables		Working Capital Loan*		
• Spare Parts				
Total Working Capital		Total WC Funding		

* The margin money for working capital has to be provided by the Applicant through "own funds."

8. Expenses for the Dealership

Please summarize your assessment of the projected expenses of the dealership for the first year of operations.

Figure in Rs. Lakhs

Interest cost on Fixed Asset investments	
Interest cost on Working Capital	
Rentals	
Marketing Expenses (Including service marketing)	
Salary/Wages and incentives	
Other Expenses (Electricity/ Water / Municipal tax...)	
Total Expenses	



9. Why do you believe that you will make a success of the Fiat Car dealership?

10. Will you personally manage the dealership operations. If not, why?



SECTION E: CHECKLIST AND DECLARATION

Please place a tick mark () against each item to ensure completeness of the application.

1. Audited Financial Statements for the last 3 yrs of Applicant have been provided. For Proprietorship, the Income Tax and Wealth tax returns have been provided in addition to the Accountant's certified financial statements
2. CA certified net worth statements of the promoters who are expected to invest in proposed dealership
3. Details of entities in which directors / partners / proprietor have controlling interest are provided
4. Letter from the Applicant's Banker(s) indicating current facilities provided to the Applicant
5. Vehicle sale plan, vehicle service plan, spare parts plan
6. Dealership plan of operation (details of: structure, staffing and facilities proposed)
7. Photographs of the proposed site(s) with map indicating location of sites in the city
8. All Enclosures have been filed and are indexed and referenced from this Application Form
9. Applicant has signed and dated pages 6 and 15. Additional Applicant's Personal Details (as required) have been placed in the Enclosures and signed by the relevant individuals

DECLARATION

I/We accept the decision of FIAT INDIA as final and binding.
I/we the Applicant have not been convicted in any court for any offense.
I/we the Applicant have read and understood the entire Application Form (pages 1 to 14) and have fully filled in all sections (Section A - Section E).
I/We fully understand that in case any information provided above is found to be false / incorrect/s. FIAT INDIA reserves the right to reject the application or reverse any decision taken on the basis of this information.

Signature _____
(Proprietor / Managing Director / Managing Partner)

Date _____

Name _____

Place _____

Designation _____