



APPLICATION FOR DEALERSHIP
HYUNDAI MOTOR INDIA LTD.

REF. NO.

SL. NO.

Location Applied For:

STATE

CITY

APPLICANT DETAILS:

Name of Applicant

(Name of Main Promoter: who will be running the dealership on day to day basis)

Please affix a recent passport size color photograph here.

Date of Birth / AGE

Citizenship

Marital Status

Correspondence Address

Tel. Nos.

Fax No.

Mobile No.

Residence No.

E-mail Id

Status of Applicant :

Individual

Partnership

Private Ltd. Co.

Public Ltd. Co.

For office use only :

Received Application Form No. _____

Date _____

Enclosures _____

(Nos.)

Complete

Incomplete

Not to be detached by applicants

Acknowledgment of Dealer Application Receipt

*** To be filled by applicant**

SL No.

City applied

Name of Applicants

Address

Tele #

FDR #

(Note: For future correspondence pls. quote

City applied for and form Sl. No. always)

*** Office use only**

Received date _____

Received by _____

(Signature)

HYUNDAI MOTOR INDIA LTD.

Sales & Marketing Office

New Delhi

General Instructions

- 1.0 This Application comprises of 15 pages
- 2.0 The Location applied for is to be stated in the appropriate column on the first page of the application form
- 3.0 The application completed in all aspects must be sent in the original and Hard copy with all necessary documents. Incomplete application may be declared invalid.
- 4.0 The dealer application form consists of three sections i.e. A,B & C.
 - 4.1 All applicants are required to fill 2 sections only out of 3.
 - 4.2 Section 'C' is applicable to all applicants
- 5.0 Applicants have to fill up either Sec A or SEC B on the basis of following Criteria:
 - Sec 'A' is applicable to an Individual / Group of individuals.
 - Sec 'B' is applicable to Partnership / Pvt. Ltd. / Public Ltd. concerns
- 6.0 The term "Controlling Interest" in the context of this form, may be read as either Single largest share holding (viz. Individual / Group) or a position of involvement in the running of the company (viz. Managing Director / Director 0/ Partner)
- 7.0 Please use tick marks (✓), wherever applicable.
- 8.0 All information must be provided within the application Form itself. Additional information wherever specifically asked for in the Application Form may be provided in the form of enclosures.
- 9.0 All information provided in the Application Form will be kept strictly confidential.
- 10.0 This application form entitles you only for applying under our "HYUNDAI DEALER PROGRAMME" & does not assure you of granting dealership.
- 11.0 As part of process of applications, Due diligence of the Applicants would be conducted by an Agency appointed by HMIL, at the cost of the Applicants. HMIL reserve the right to share the Due diligence report with the Applicants However, conducting of such Due diligence does not guarantee that Dealership would be awarded by HMIL. No claim for refund of amount paid towards Due diligence would be entertained on any grounds of whatsoever nature.

Section - A

In case the applicant (s) is (are) an individual (A group of individuals), please provide the following details.

1.0 Educational & Professional Qualification of Applicant (s)

NAME	AGE	QUALIFICAITON	YEAR	UNIVERSITY / INSTITUTION

2.0 Total assets owned by the applicant/s (In Rs. Lacs)

NAME	MOVEABLE ASSETS	IMMOVEABLE ASSETS	TOTAL

3.0 Financial Information about the Applicant/s

NAME	INCOME TAX PAID (Rs.)			WEALTH TAX PAID (Rs.)		
	2010-11	2011-12	2012-13	2010-11	2011-12	2012-13

4.0 Please specify the details below about the work experience, responsibilities held and achievements of the applicant (s)

(Please attach additional sheets, if necessary)

5.0 Please furnish details if you have a 'Controlling Interest' in any other business / company / companies,
Please provide the following information for each such business.

Name of Applicant _____

Nature of Company Individual Business Partnership Pvt./ Public Ltd. Co.

Name of Company _____

Nature of Business _____

FINANCIAL INFORMATION (LAST 3 YEARS)	2011-12	2011-12	2012-13
Total paid up Capital			
Capital held by you			
Net Worth			
Medium & Long Term Loans			
Book value of Fixed Assets (Net of Dep.)			
Sales Turnover			
Profit Before Tax			
Profit After Tax			
Total Manpower			
Managerial Manpower			

(Please provide this informatio if necessary, for each business in the above format)

6.0 Please state the nature of the set-up proposed for the HYUNDAI dealership

Sole Proprietorship Partnership Co.
Private Ltd. Co. Public Ltd. Co.

7.0 Please give the details about the prospective Partners / Directors of the proposed dealership (Please underline the name/s of the Key persons who shall have operational responsibility in the Dealership)

NAME	RELATIONSHIP WITH APPLICANT	AGE	QUALIFICATION	PRESENT OCCUPATION	PROPOSED HOLDING IN NEW Co.

8.0 Please give details of the present occupation of the prospective Partners / Directors

***If in a Service**

NAME	NAME OF COMPANY	NATURE OF BUSINESS	TURNOVER (IN Rs. LACS)	DESIGNATION	ANNUAL INCOME

***If in a Business**

For the year 2012-13 (Rs. in Lacs)

NAME	NAME OF COMPANY	NATURE OF BUSINESS	TURNOVER	CAPITAL HELD	NET PROFIT	RESERVE & SURPLUS

Section - B

In case the applicant (s) is a partnership, a Pvt. Ltd. Or a Public Ltd. Co. please provide the following details.

1.0 The Applicant Status is a

Partnership Firm

Public Ltd. Co.

Private Ltd. Co.

2.0 Background information about Partners / Directors

(Please underline the name of those persons who are primarily responsible for running the co. i.e. Managing Partner/ MD)

NAME	AGE	QUALIFICATION	YEAR	UNIVERSITY / INSTITUTION	PRESENT RESPONSIBILITY

3.0 Please provide information for each of the Partners / Directors.

NAME	FOR PARTNERSHIP FIRMS CAPITAL CONTRIBUTED (Rs.)	FOR PVT. LTD. / PUBLIC LTD. CO'S.% OF SHARE HOLDING

4.0 Please provide the following Financial Information about the Applicant (Rs. in lakhs)

Nature of Business

FINANCIAL INFORMATION (LAST 3 YEARS)	2011-12	2011-12	2012-13
Total paid up capital			
Net worth			
Medium & Long term loans			
Book value of Fixed Assets (Net of Dep.)			
Sales Turnover (Income)			
Profit before Tax			
Profit after Tax			
Managerial manpower			
Total manpower			

(Enclose certified copies of Profit & Loss statements , Balance sheet for the above years)

5.0 If the Partners / Directors have a controlling interest in any other business, the above information should be provided for each of these businesses. Also indicate the nature of Partners / Directors interest in the business.
(Please attach sheets as per above format)

6.0 Please give below details of work experience, responsibilities held and achievement of the applicants

(Attach additional sheets if necessary)

Section - C
(Applicable to all applicants)

1.0 How much Investment can you make for the proposed dealership of HYUNDAI?

(All in Rs. Lacs)

1.1 Long Term Investments : (Infrastructure, capital expenses)

Year	2013	2014	2015	2016	2017
a) Own Funds					
b) Term Loan*					
Total Investment Plan (a+b)					

* Mention name of financial institution

1.2 Working Capital Investments: (Vehicles & Parts)

Year	2013	2014	2015	2016	2017
Vehicles	a) Own Funds				
	b) Banking Facilities CC / LC*				
Parts	c) Own Funds				
	d) Banking Facilities CC / LC*				
Total Investment Plan (a+b+c+d)					

* Mention name of financial institution

1.3 Please give full Name, Address & Phone Nos. / Fax of your Main Bankers:

<p>1st</p> <p>Bank _____</p> <p>Address _____</p> <p>_____</p> <p>Ph. No. _____</p> <p>Fax: _____</p>	<p>2nd</p> <p>Bank _____</p> <p>Address _____</p> <p>_____</p> <p>Ph. No. _____</p> <p>Fax: _____</p>
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1.4 Please attach Certificates from your bankers in support of your Financial Strength and Investment capabilities.
(Credit Worthiness certificate)

Infrastructure availability details	Showroom	Workshop
2.1 Showroom and Workshop	Available <input type="checkbox"/>	Available <input type="checkbox"/>
	Not Available <input type="checkbox"/>	Not Available <input type="checkbox"/>
2.2 Land Area (Sq. Mtrs.)	_____	
2.3 Ownership	Owned <input type="checkbox"/>	Owned <input type="checkbox"/>
	Leased <input type="checkbox"/>	Leased <input type="checkbox"/>
2.4 (A) Is it in your possession	Yes <input type="checkbox"/> NO <input type="checkbox"/>	Yes <input type="checkbox"/> NO <input type="checkbox"/>
2.4 (B) If not, by when can you take possession (please mention date)	_____	
2.5 If Leased		
	Annual Rent (Rs.) _____	_____
	Lease expiry month & year _____	_____
3.1 Buildings	Available <input type="checkbox"/>	Available <input type="checkbox"/>
	Not Available <input type="checkbox"/>	Not Available <input type="checkbox"/>
3.2 (A) Covered Area (Sq. Mtrs.)	_____	
3.2 (B) Frontage (Mtrs.)	_____	
3.3 Ownership	Owned <input type="checkbox"/>	Owned <input type="checkbox"/>
	Leased <input type="checkbox"/>	Leased <input type="checkbox"/>
3.4 (A) Is it in your possession	Yes <input type="checkbox"/> NO <input type="checkbox"/>	Yes <input type="checkbox"/> NO <input type="checkbox"/>
3.4 (B) If not, by when can you take possession (please mention date)	_____	
3.5 If Leased		
	Annual Rent (Rs.) _____	_____
	Lease expiry month & year _____	_____
3.6 Full address of Land / Building		
Showroom Address	Workshop Address	

3.7 3S facilities ie. Showroom, Workshop & Spares at same premises should be offered. Please attach a separate layout of the land showing the built-up area & other facilities. Also attach photographs of the land & building (interior, exterior and surroundings) and a single page map of the city marking the location of showroom & workshop.

3.8 If land or building are not available, please give your plans for the same, indicating the time required, location for showroom & workshop.

4.1 Please provide the following details of the key people who will be operating the dealership

NAME	RELATIONSHIP WITH APPLICANT	AGE	QUALIFICATION	PRESENT OCCUPATION

4.2 Please give below the proposed Organisation structure for the dealership including the responsibilities of the key people.
Also provide details of work experience, responsibilities handled and how their background would be relevant in operating the dealership.

NAME	AGE	QUALIFICATION	EXP.	LAST 2 ORGANISATIONS	FROM	TO	STRENGTH-S/ RESPONSIBILITIES HANDLED TO ENABLE SMOOTH FUNCTIONING OF DEALERSHIP

5.0 Details of the person/s, who would be managing the dealership on a day to day basis

NAME _____
QUALIFICATIONS _____
EXPERIENCE DETAILS _____
RELATIONSHIP _____

In case the above is a professional , please detail the career background.

PARTICULARS	1ST	2ND	3RD
NAME OF COMPANY			
POSITION HELD			
PERIOD (FROM - TO)			

6.0 References

1. BANKERS

2. Professionals / Technocrats

(Specify details with Tel. Nos.)

7.0 Please outline

a. Details on Market Situation, Trend and Potential in the area.

Also provide the estimated Sales projections of HYUNDAI range of cars in your given Territory over a period.

Yearly - Sales Projections (Industry & HMIL)

SEGMENT	INDUSTRY	MARKET SIZE	MARKET FORECAST				
	HMIL	2012	2013	2014	2015	2016	2017
Mini (<3,400mm)	Industry						
	HMIL						
Compact (3,401~4,000mm)	Industry						
	HMIL(Santro, '10, Grand i10 '120)						
Mid size (4,001~4500mm)	Industry						
	HMIL (Verna)						
Executive (4501~4700mm)	Industry						
	HMIL (Elantra)						
Premium (4701~5000mm)	Industry						
	HMIL (Sonata)						
Total	Industry						
	Existing dealer (if any)						
	HMIL - New Dealership						
	Market Share						

* Segmentation as per SIAM classification (Based on overall length)

** For reference of segments - kindly refer the segment wise classification given below:

*** Multi dealership town (More than one HMIL dealer) : kindly mention HMIL total forecast as well as your individual forecast for next five years.(Kindly take a copy and attach for such purpose)

Parts Sales (in Rs Crores)

Parts Sales - Projected (Yearly sales - in crores)	2013	2014	2015	2016	2017

b. Your strategy to position HYUNDAI as a Market Leader in your given area of Operation.

8.0 Current Business Activities

8.1 Is there any Tax-liability /Dispute with Income Tax, Sales Tax? If so, please give details.

8.2 Is there any legal proceeding against you / any of your proposed partners? If so, please give details.

9.0 Preferred City name for dealership, incase not considered for the city applied for:
(Please specify the land, infrastructure detail status for the above cities as asked for in page no. 9 in a separate sheet.)

10.1 Do you own, operate, now have a financial interest in or previously had any interest

In any other Automobile Dealership

YES NO

If yes, please give following information :

MAKES HANDLED	YEARS	NATURE OF INTEREST	CITY	READY FOR DISCONTINUATION

10.2 Do any of the Partners, Directors or their immediate relatives have any connection with any business for sale or service of automobiles
If yes, please provide full details.

10.3 Will you, the Partners, Directors, be willing to **sever** this connection, in case it is a precondition by HYUNDAI MOTOR INDIA LTD.
To granting dealership.

10.4 Declaration

I / We the applicant company have not been convicted in any court in any criminal act.

I / We fully understand that in case any information provided above is found to be false/ incorrect.

HYUNDAI MOTOR INDIA LTD reserve the right to reject this application or reverse any decision taken on the basis of information provided in this applicaiton

Signature _____

Name _____

Signature _____

Name _____

Signature _____

Name _____

Signature _____

Name _____

(Signature of Individuals, Partners or Managing Directors as applicable)