

GENERAL INSTRUCTIONS

1. The Application Form contains three sections, marked A, B and C.
2. All applicants should complete TWO sections only.
3. Section C is compulsory and needs to be completed by all applicants.
4. The applicants should chose between either Section A or Section B (only one of the two) based on the following criteria. Only the relevant section needs to be retained in the completed application.
 - **Please Complete Section A if YOU are**
 - a) An individual / a group of individuals
 - b) A new business entity*
 - **Please Complete Section B if YOU are**
 - a) A Partnership Firm
 - b) A Private Limited Company
 - c) A Public Limited Company
- *A partnership or a private/public limited concern that has not been in business, and does not have any interest in any other companies.
5. In Section A, the term "Main Applicant" refers to the applicant who has the largest proposed shareholding, or is the majority partner/managing director in the proposed company. In case of equal partnership, the partner who will be designated as the chief executive will be deemed as the main applicant.
6. The term "Controlling Interest" in the context of this form may be read as either single largest shareholding (i.e. Individual/Group), or a position of involvement in the running of the company (i.e. Managing Director/Director/Partner).
7. Wherever the question requires a YES/NO answer, please **CIRCLE** the correct alternative. **PLEASE DO NOT USE TICK MARKS.**
8. The relevant information should be provided within the application form itself and should be either typed clearly or written in capital letters.
9. Additional information may be provided as enclosures. All the enclosures must be firmly attached to the application form.



MAIL THIS FILLED APPLICATION TO : DEALER APPLICATION FORM

SUZUKI MOTORCYCLE INDIA PVT.LTD.
II ND FLOOR, PLOT NO. 1, NELSON MANDELA ROAD,
VASANT KUNJ, NEW DELHI – 110070

TEL.NOS. - 011 - 43127000

FAX NO. - 011 - 46075418

FOR OFFICE USE ONLY
(NOT TO BE FILLED BY APPLICANT)

Dear Applicant,

This is to acknowledge the receipt of your application for dealership at _____

Your Serial No.

In any future correspondence with us, you may kindly quote your serial number and the city that you have applied for.

Thanking you,

Yours faithfully,
For Suzuki Motorcycle India Pvt.Ltd.

(_____)

(TO BE FILLED BY APPLICANT)

NAME

ADDRESS.....

.....

.....

PHONE.....

APPLICATION FOR DEALERSHIP

SUZUKI TWO WHEELERS

City Applied for

- a) Name (Main Promoter) _____
- b) Date of Birth _____ c) Marital Status _____
- d) Age _____ years e) Citizenship _____
- f) Address: (Please tick the preferred correspondence address in the box indicated)

Please affix a recent passport size colour photograph here

Residence: _____
 _____ Pin _____
 Tel: _____ Fax: _____
 E-mail: _____
 Mobile : _____

Office: _____
 _____ Pin _____
 Tel: _____ Fax: _____
 E-mail: _____

g) Educational Qualifications:

Particulars	Year of Passing	Institution	Degree
Graduation			
Post Graduation			
Any Automobile Related Degree			

h) Awards/ Honors if any:

Description of Honor	Year	Nature of Achievement

SECTION-A

IN CASE THE APPLICANT(S) IS(ARE) AN INDIVIDUAL (A GROUP OF INDIVIDUALS), OR A NEW BUSINESS ENTITY, PLEASE PROVIDE THE FOLLOWING DETAILS.

1. EDUCATIONAL & PROFESSIONAL QUALIFICATIONS OF APPLICANT(S).

NAME	AGE	RELATIONSHIP WITH MAIN APPLICANT	QUALIFICATION/ EXPERIENCE	PROPOSED SHAREHOLDING

NAME OF THE MAIN APPLICANT _____

2. Please furnish the details of other promoters / partners in this dealership.

NAME OF THE STAKE HOLDER	RELATIONSHIP WITH MAIN APPLICANT**	QUALIFICATION/ EXPERIENCE	AGE	INVESTMENT AMOUNT (IN LACS)	% OF EQUITY

** Friend / Business Partner / Relative-Please Specify

PLEASE PROVIDE DETAILS OF OCCUPATION FOR EACH INDIVIDUAL AS AN ANNEXURE.

3. FINANCIAL INFORMATION ABOUT THE APPLICANT(S) FOR LAST THREE YEARS. PLEASE ATTACH ALL THE RELEVANT COPIES OF THE INCOME TAX & WEALTH TAX RETURNS.

NAME	INCOME TAX PAID (Rs.)			WEALTH TAX PAID (Rs.)		
	YEAR	YEAR	YEAR	YEAR	YEAR	YEAR

4. TOTAL ASSETS OWNED BY THE APPLICANT(S) (IN RUPEES LACS).

CURRENT ASSETS :

CASH

APPLICANT	1.	_____	Rs.	_____
	2.	_____	Rs.	_____
	3.	_____	Rs.	_____
	4.	_____	Rs.	_____
				Rs. _____

SECURITIES

APPLICANT	1.	_____	Rs.	_____
	2.	_____	Rs.	_____
	3.	_____	Rs.	_____
	4.	_____	Rs.	_____
				Rs. _____

OTHER

APPLICANT	1.	_____	Rs.	_____
	2.	_____	Rs.	_____
	3.	_____	Rs.	_____
	4.	_____	Rs.	_____
				Rs. _____

TOTAL CURRENT ASSETS Rs. _____

NON CURRENT ASSETS

<u>DESCRIPTION</u>	<u>OWNED BY</u>	<u>CURRENT MARKET VALUE</u>	<u>MORTGAGED</u>
1. _____	_____	_____	YES/NO
2. _____	_____	_____	YES/NO
3. _____	_____	_____	YES/NO
4. _____	_____	_____	YES/NO
5. _____	_____	_____	YES/NO

TOTAL NON CURRENT ASSETS _____

NET WORTH (SUM OF CURRENT ASSETS & NON CURRENT ASSETS) _____

5. IN CASE ANY OF THE APPLICANTS HAVE A CONTROLLING INTEREST IN ANY BUSINESS/ COMPANY/ COMPANIES, PLEASE PROVIDE THE FOLLOWING INFORMATION FOR THE LAST THREE FINANCIAL YEARS.

COPIES OF THIS PAGE SHOULD BE USED FOR EACH APPLICANT.

PART-I:

COPIES OF THIS PAGE SHOULD BE USED FOR EACH BUSINESS/COMPANY IN WHICH AN APPLICANT HAS A CONTROLLING INTEREST. THE FIGURES SHOULD BE IN RUPEES LACS.

NAME OF APPLICANT : _____

NAME OF BUSINESS/COMPANY : _____

NATURE OF BUSINESS: AGRICULTURAL/ MANUFACTURING/ TRADING/ EXPORT/ TRANSPORTATION/ CONSTRUCTION/ FINANCE/ OTHER (PLEASE SPECIFY)

NATURE OF INVOLVEMENT : _____
 MAJORITY SHAREHOLDER/LARGEST SINGLE SHAREHOLDER
 MINORITY SHARE HOLDER/NON-SHAREHOLDING DIRECTOR.

	YEAR :	YEAR :	YEAR :
TOTAL PAID UP CAPITAL			
SHAREHOLDING OF APPLICANT			
RESERVES & SURPLUS			
NET WORTH			
MEDIUM & LONG TERM LOANS			
BOOK VALUE OF FIXED ASSETS			
TURNOVER			
PROFIT BEFORE TAX			
PROFIT AFTER TAX			
TOTAL MANPOWER			

NOTE : PLEASE ATTACH COPIES OF PROFIT & LOSS ACCOUNTS, AND BALANCE SHEETS FOR THE ABOVE YEARS, CERTIFIED BY A CHARTERED ACCOUNTANT.

PART II:

PLEASE PROVIDE A CONSOLIDATED STATEMENT OF THE FOLLOWING INFORMATION FOR ALL THE BUSINESS/COMPANIES IN, WHICH AN APPLICANT HAS, A CONTROLLING INTEREST. THE FIGURES SHOULD BE IN RUPEES LACS. COPIES OF THIS PAGE SHOULD BE USED FOR EACH APPLICANT.

NAME OF THE APPLICANT :

CONSOLIDATED STATEMENT

	YEAR :	YEAR :	YEAR :
TOTAL PAID UP CAPITAL			
RESERVES & SURPLUS			
NET WORTH			
MEDIUM & LONG TERM LOANS			
BOOK VALUE OF FIXED ASSETS			
TURNOVER			
PROFIT BEFORE TAX			
PROFIT AFTER TAX			
TOTAL MANPOWER			

SECTION - B

IN CASE THE APPLICANT IS A PARTNERSHIP, A PRIVATE LIMITED, OR A PUBLIC LIMITED COMPANY, PLEASE PROVIDE THE FOLLOWING DETAILS:

1. INFORMATION ABOUT PARTNERS/DIRECTORS :

(PLEASE UNDERLINE THE NAMES OF THOSE PERSONS WHO ARE PRIMARILY RESPONSIBLE FOR RUNNING THE COMPANY)

NAME	AGE	EDUCATIONAL QUALIFICATION	UNIVERSITY INSTITUTION	PERCENTAGE SHAREHOLDING	RESPONSIBILITY IN THE CO.

2. IN CASE A SEPARATE ENTITY IS PROPOSED FOR SUZUKI TWO WHEELER DEALERSHIP, PLEASE GIVE THE FOLLOWING DETAILS:

NAME	AGE	RELATIONSHIP WITH MAIN APPLICANT	QUALIFICATION / EXPERIENCE	PERCENTAGE SHAREHOLDING

3. PLEASE DESCRIBE IN BRIEF, THE WORK EXPERIENCE OF EACH PARTNER/DIRECTOR, SPECIFYING THE NUMBER OF YEARS SPENT IN HANDLING THE RESPONSIBILITY. (PLEASE GIVE DETAILS AS SEPARATE ANNEXURE)

4. PLEASE PROVIDE THE FOLLOWING INFORMATION FOR THE APPLICANT COMPANY FOR THE LAST THREE FINANCIAL YEARS.

NAME OF COMPANY/GROUP :

NATURE OF COMPANY : PROPRIETORSHIP/PARTNERSHIP/LIMITED COMPANY

NATURE OF BUSINESS : AGRICULTURAL/ MANUFACTURING/ TRADING/ EXPORT/ TRANSPORTATION/ CONSTRUCTION/ FINANCE/ OTHER (PLEASE SPECIFY)_____

FINANCIAL DETAILS

	YEAR :	YEAR :	YEAR :
TOTAL PAID UP CAPITAL			
RESERVES & SURPLUS			
NET WORTH			
MEDIUM & LONG TERM LOANS			
BOOK VALUE OF FIXED ASSETS			
TURNOVER			
PROFIT BEFORE TAX			
PROFIT AFTER TAX			
TOTAL MANPOWER			

IN CASE, ANY OF THE PARTNERS/DIRECTORS ALSO HAVE A CONTROLLING INTEREST IN ANY OTHER COMPANY/COMPANIES, THE ABOVE INFORMATION SHOULD BE PROVIDED FOR EACH OF THOSE COMPANIES. THE NATURE OF THE PARTNERS/DIRECTORS' INVOLVEMENT AND THEIR SHAREHOLDING SHOULD ALSO BE SPECIFIED.

PLEASE USE COPIES OF THIS PAGE TO PROVIDE THE INFORMATION.

PLEASE GIVE CONSOLIDATED STATEMENT FOR ALL COMPANIES AT THE END.

NOTE: PLEASE ATTACH COPIES OF ANNUAL REPORTS/BALANCE SHEETS FOR THE ABOVE YEARS, CERTIFIED BY A CHAR. _RED ACCOUNTANT.

SECTION – C

FACILITIES PROPOSED FOR SMIPL 2-WHEELERS FRANCHISE

- A) NAME OF THE FIRM PROPOSED _____
- B) CONSTITUTION OF PROPOSED FIRM _____
 Pvt. Ltd. Co. / Public Ltd. Co. / Proprietorship / Partnership
- C) ADDRESS OF THE PROPOSED LAND/BUILDING _____

D) EXPECTED ANNUAL SALES VOLUMES

Year - 1	Year - 2	Year - 3

E) FINANCE

1. HOW MUCH ARE YOU PREPARED TO INVEST (INCLUDING LAND & BUILDING) IN THIS DEALERSHIP? (GIVE MAXIMUM AMOUNT)

OWN FUNDS: (Rs. Lacs) _____ : TERM LOAN: (Rs. Lacs): _____ FROM
 (NAME OF FINANCIAL INSTITUTION/BANK)

2. PLEASE SPECIFY THE AMOUNT OF WORKING CAPITAL PROPOSED FOR THE DEALERSHIP.

OWN FUNDS: (Rs. Lacs) _____ : TERM LOAN: (Rs. Lacs): _____ FROM
 (NAME OF FINANCIAL INSTITUTION/BANK)

3. OF YOUR NET WORTH, HOW MUCH ARE YOU WILLING TO INVEST (MAXIMUM) IN THE SUZUKI TWO WHEELER DEALERSHIP?

- 4(A). DOES THE PROVISION OF THIS AMOUNT REQUIRE YOU TO LIQUIDATE SOME ASSETS? YES/NO

IF YES, PLEASE GIVE DETAILS OF THE ASSETS WHICH WOULD BE LIQUIDATED AND WHEN CAN THEY BE MADE AVAILABLE FOR SUZUKI TWO WHEELER DEALERSHIP?

- 4(B). IF FUNDS TO BE INVESTED ARE NOT READILY AVAILABLE IN CASH, AND WILL BE PROVIDED BY MEANS OTHER THAN LIQUIDATION OF ASSETS, PLEASE PROVIDE DETAILS OF HOW THESE FUNDS WILL BE RAISED.

5. PLEASE GIVE A BRIEF DESCRIPTION OF YOUR EXISTING BUSINESS.

BRIEF BACKGROUND (FAMILY & BUSINESS) OF THE MAIN PROMOTER

5.1 PLEASE PROVIDE THE FOLLOWING INFORMATION FOR YOUR AREA:

INFORMATION ON COMPETITION IN YOUR CITY

	NO OF DEALERS	SALE PER MONTH
HERO		
BAJAJ		
TVS		
YAMAHA		
HONDA (TWO WHEELERS)		
MAHINDRA (TWO WHEELERS)		
ROYAL ENFIELD		
TOTAL		

6. AVAILABILITY OF INFRASTRUCTURE

A. Please attach a detailed site plan (to scale) showing the layout of the proposed land and the neighbouring area along with this form. (Also show exact dimension of the facility in meters)

<p>B. The Land / Building proposed is : (PLEASE TICK)</p> <p style="text-align: right;"><input type="checkbox"/> Owned</p> <p style="text-align: right;"><input type="checkbox"/> Leased</p> <p>If Leased, specify rent / month (Rs. Lacs) _____</p> <p>(PLEASE FURNISH A COPY OF THE OWNERSHIP/ LEASE DOCUMENTS, KINDLY TRANSLATE THE RELEVANT INFORMATION IN ENGLISH, IF IN LOCAL LANGUAGE)</p>	<p><u>SHOWROOM</u></p> <p>a) Area _____ Sq.m</p> <p>b) Width _____ m.</p> <p>c) Depth _____ m.</p> <p>d) Frontage _____ m.</p> <p><u>WORKSHOP</u></p> <p>_____ Sq.m.</p> <p><u>PARTS</u></p> <p>a) Area _____ Sq.m.</p> <p><u>WAREHOUSE</u></p> <p>a) Covered Area _____ Sq.m.</p>
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C. The property proposed in (Please tick the appropriate box)

a) Mortgaged b) Hypothecated c) Under litigation

Please provide details _____

D. How long will it take to take the physical possession, including ownership transfer (if any)?

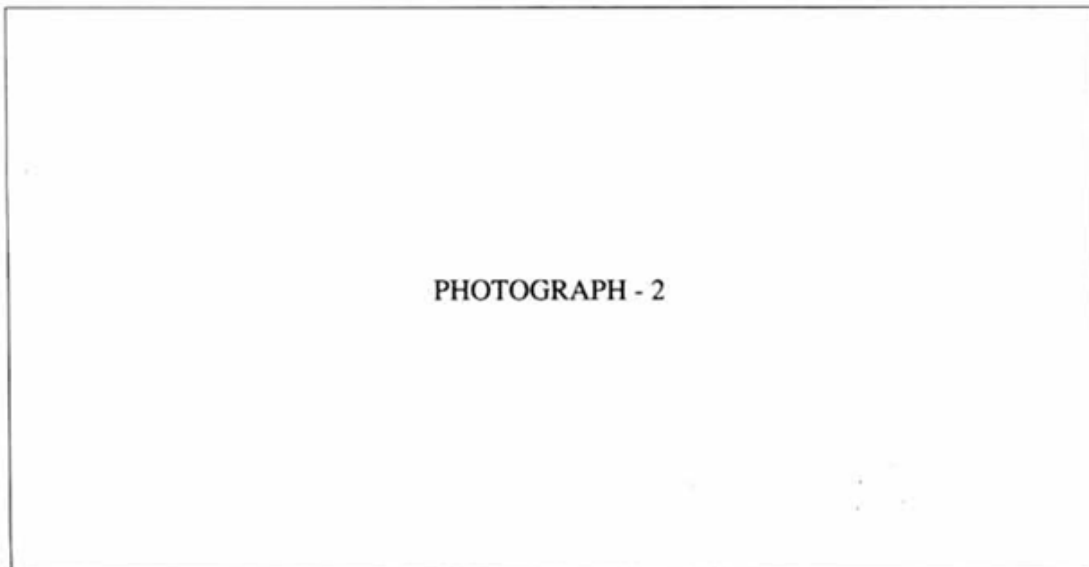
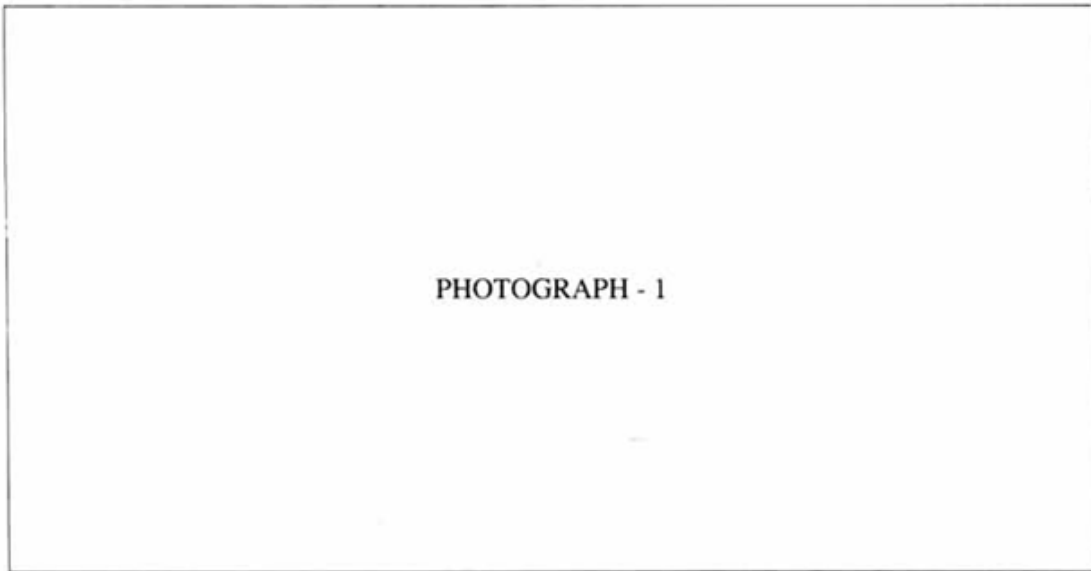
E. Is showroom cum workshop construction is allowed on the land as per the building bye laws?

(PLEASE NOTE THAT A COPY OF THE RELEVANT CITY / STATE BYE-LAWS AS PROOF THAT THE PROPOSED PIECE OF LAND CAN BE USED FOR SETTING UP A 2-WHEELER DEALERSHIP INCLUSIVE OF A SHOWROOM AND A WORKSHOP IS TO BE FURNISHED)

NEAREST DISTANCE FROM OTHER SHOWROOMS IN KMS.

HERO	BAJAJ	TVS	YAMAHA	HONDA	MAHINDRA

USE PHOTOCOPIES OF THIS FORMAT, IF MORE THAN ONE SITE IS AVAILABLE.



7. IN CASE LAND AND/OR BUILDING FOR SHOWROOM/WORKSHOP ARE NOT AVAILABLE, PLEASE MENTION THE PROPOSED LOCATION WHERE YOU PLAN TO ACQUIRE SPACE, AND TIME REQUIRED FOR ACQUIRING THE SAME.

8A. IF THE APPLICANT(S) OR ANY OF THE PARTNERS/DIRECTORS OR THEIR NEAR RELATIONS/ASSOCIATES ARE DEALERS OR ARE INVOLVED WITH THE SALE OF COMPETITORS' TWO WHEELERS, THEN PLEASE PROVIDE DETAILS OF THE SAME.

8B. WOULD YOU/THEY BE WILLING TO SEVER THIS CONNECTION, IF IT IS CONSIDERED BY OUR COMPANY TO BE NOT IN ITS COMMERCIAL INTEREST?

9. IN WHAT RESPECTS DO YOU FEEL QUALIFIED TO OWN AND MANAGE A SUZUKI TWO WHEELER DEALERSHIP, CONSIDERING YOUR BACKGROUND, TRACK RECORD, INFRASTRUCTURE AND FINANCIAL STRENGTH?

10. PLEASE GIVE ANY INFORMATION WHICH YOU FEEL IS RELEVANT TO YOUR APPLICATION AND WHICH YOU WOULD LIKE US TO CONSIDER.

11. DO YOU INTEND TO PERSONALLY MANAGE THE DEALERSHIP? YES/NO
- IF NO, WHO WILL MANAGE THE DEALERSHIP?
- _____
- WHAT WILL HIS DESIGNATION BE?
- _____
- WHAT IS HIS RELATIONSHIP WITH YOU?
- _____
12. ARE YOU NORMALLY RESIDENT IN THE CITY YOU HAVE APPLIED FOR? YES/NO
- IF NO, DO YOU PLAN TO SHIFT TO THE CITY APPLIED FOR? YES/NO
13. HAVE YOU EVER BEEN CONVICTED OF A CRIMINAL OFFENCE? YES/NO
14. HAVE YOU EVER BEEN CONVICTED OF SALES TAX/INCOME TAX VIOLATION? YES/NO
- IF YES, PLEASE GIVE DETAILS.
15. DO YOU HAVE ANY FINANCIAL OBLIGATIONS, OTHER THAN THOSE DISCLOSED ABOVE? IF YES, PLEASE GIVE DETAILS. YES/NO
16. HAVE YOU EVER BEEN BANKRUPT? YES/NO
- IF YES, PLEASE GIVE DETAILS.

17. PLEASE GIVE THE FULL NAME, ADDRESS, TELEPHONE & FAX NUMBERS OF YOUR MAIN BANKERS. IN CASE YOU HAVE SHIFTED THE BULK OF YOUR BUSINESS FROM ONE BANK TO ANOTHER WITHIN THE LAST 5 YEARS, PLEASE GIVE THE FULL NAME, ADDRESS, TELEPHONE NUMBERS OF YOUR PREVIOUS BANKERS ALSO.

I/WE ACCEPT THE DECISION OF THE BOARD OF SUZUKI MOTORCYCLE INDIA PVT.LTD. AS FINAL AND BINDING

I/WE FULLY UNDERSTAND THAT, IN CASE ANY INFORMATION PROVIDED BY ME/US HEREIN IS FOUND TO BE FALSE OR INCORRECT, SUZUKI MOTORCYCLE INDIA PRIVATE LIMITED RESERVES THE RIGHT TO REJECT THE APPLICATION OR REVERSE ANY DECISION TAKEN ON THE BASIS OF THIS INFORMATION

SIGNATURE_____	SIGNATURE_____
NAME_____	NAME_____
SIGNATURE_____	SIGNATURE_____
NAME_____	NAME_____

(SIGNATURES OF INDIVIDUALS, PARTNERS OR DIRECTORS AS APPLICABLE)

ENCLOSURES REQUIRED

- **PLEASE ATTACH PHOTOGRAPHS OF LAND/BUILDINGS (IF AVAILABLE)**
- **PLEASE ATTACH A SITE MAP WITH LOCATION OF PROPOSED SITE ALONG WITH COMPETITORS' SHOWROOMS. (IF AVAILABLE)**
- **PLEASE ATTACH A MAP OF THE CITY SHOWING THE LOCATION WHERE YOU PROPOSE TO SET UP THIS DEALERSHIP**
- **VISITING CARD OF THE MAIN APPLICANT WITH MOBILE NO. AND EMAIL ID**
- **PLEASE ATTACH A CERTIFICATE FROM YOUR MAIN BANKER IN SUPPORT OF YOUR FINANCIAL STRENGTH AND INVESTMENT CAPABILITY**

THIS DOCUMENT SHOULD ALSO CERTIFY THE FOLLOWING :

- A) THE BALANCE IN YOUR CURRENT ACCOUNT,
 - B) CREDIT LIMITS SANCTIONED AND AVAILED WITH THE BANK,
 - C) THE AVERAGE MONTHLY BALANCE IN YOUR ACCOUNTS,
 - D) THE NUMBER OF YEARS YOU HAVE BEEN BANKING WITH THAT BANK.
- **PLEASE ATTACH RELEVANT DOCUMENTS AS AND WHEN REQUIRED DURING THE PROCESS OF FILLING UP THIS DEALER APPLICATION FORM**