



CHANGAN



DEALER APPLICATION FORM

Disclaimer & Privacy Notice | This document is an application form for applicant to apply for CHANGAN Pakistan (Master Motors Limited) Dealership. MML requires all interested applicants to complete this application form diligently and with care. All information provided by the applicant will be treated with high confidentiality and will be used solely for selecting the right business partner to carry the brand of CHANGAN in Pakistan. The submission and processing of this Dealer Application Form obligates neither the applicant nor MML to become the party to any contract or legal agreement.

TERMS & CONDITIONS

The applicant must read and understand the requirements stipulated below and prepare all relevant documents prior to submitting this application form.

1. Supporting Documents

The following documents are to be enclosed along with the application form:-

- Copy of NIC cards of proprietor or in case of partnership all shareholders.
- Copy of NTN certificate.
- Copy of Company profile or any other previous dealership's agreement.
- Shareholders partnership agreement

2. Financial

Successful applicants must provide adequate capital to finance the offered dealership. For which proper evidence needs to be furnished at time of interview such as below:

- Last 3 years bank statement
- Profit and Loss statement on company's letter head
- Sole proprietor letter/partnership deed

3. Offered Site

3.1. Land

"Industry" or "Commercial" status land that is capable to operate 3S/2S or only Sales under 1 roof. Shop lot premises are not allowed. Please view the ideal sizes listed on the next page (Exhibit 1).

3.2. Ownership/Tenancy

Land must be owned or on lease/tenancy for a minimum time duration of 5 years.

3.3. Approval

The applicant must be able to obtain all relevant government approvals from local authority/council pertaining but not limited to water, electric, gas, sewage and municipal along with land taxes etc.

4. This application form is valid for one location only. If an applicant wishes to apply for multiple dealerships, a separate application form is required for each location.
5. This application form must be completed in full. Master Motors Limited reserves the right not to entertain incomplete forms. Application form must be submitted to:

Master Motors Limited
CHANGAN Authorized Distributors
168-E, P.E.C.H.S, Block-3,
Khalid-Bin-waleed Road,
Karachi-75400, Pakistan

Email: Dealership@Changan.com.pk

Tel: 0306-1627837

Web: www.Changan.com.pk

Only shortlisted candidates will be notified.

(Exhibit 1)

DEALERSHIP LAND SIZES

Below are the listings of minimum requirement of land sizes and constructible area sizes.

Dealership	Land Size (sq. ft.)			Constructed Area (sq. ft.)		
	Karachi, Lahore, Islamabad, Faisalabad, Multan	Peshawar, Quetta, Sadiqabad, Bahawalpur, Rahimyar Khan, Sahiwal	All other Cities	Karachi, Lahore, Islamabad, Faisalabad, Multan	Peshawar, Quetta, Sadiqabad, Bahawalpur, Rahimyar Khan, Sahiwal	All other Cities
3S	13500+	9000+	9000+	11000	7000+	7000+
2S	7200-13500	5400-9000	5000-9000	6000-10000	4800-6400	4500-5400
1S	5400-7200	4500-5400	4000-5000	5000-7000	4000-4800	4000-4500

Conversion factors
1 Square Yard = 9 Square Feet
1 Square Meter = 10.76 Square feet

APPLICATION FORM

Dealership being applied for (3S/2S/1S): _____

A. Applicant's Profile

1.	Name of Applicant/Company	
2.	Company NTN registration No.	
3.	Registered Address	
4.	Business Address	
5.	Constitution of Company	<input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Partnership <input type="checkbox"/> Public Limited
6.	Nature of Current Business	
7.	Telephone (Office)	
8.	Mobile	
9.	Fax	
10.	Email	
11.	Contact Person/Designation	
12.	Contact No. (Mobile)	
13.	Other Automotive brand currently held (If any)	

B. Company Structure (in case of sole proprietorship skip to section C.)

i. Total Investment	ii. Total Bank Lease	iii. Company Status
		<input type="checkbox"/> Complete Ownership <input type="checkbox"/> Bank leased/ Rental

iv. Shareholder/Diretor				
Name	NIC No.	% Share	Designation	Full/Part Time

C. Shareholder/Director/Proprietor Information

i. Profile of Shareholder/Director/Proprietor

Name			
NIC No.		Date of Birth	
Religion		Gender	
Home Address		Mailing Address	
Telephone (Home)		Mobile No.	
Email		Marital Status	

ii. Working/Business Experience

Name of Company	Designation	Nature of Business	Year

D. Offered Location

1.	Location/Address	
2.	Total Land Size (sq. feet)	
3.	Rental/Owned	
4.	Showroom Area (sq. feet)	
5.	Workshop area (sq. feet)	
6.	Size of Working Bays	
7.	Current Value of Facility	
8.	Competitor in this area	
9.	Any other automotive brand being operated in this facility	

Please submit together the following supporting documents:-

1. Photo of offered location.
2. Photo of Facility (Interior and Exterior)
3. Copy of land Sales Deed
4. Tenancy Agreement (If Facility/Land is on rent)
5. Map of offered location
6. Contact details and pictures of competitors in same vicinity

E. Financial/ Investment Information

i .Offered Working Capital			
a .Internal (Fixed working cash)		PKR	
b .External (Bank Loan)		PKR	
c .Others		PKR	
ii .Bankers/Facilities Loan			
Bank/Finance Company/Branch	Type of Account (Current, Savings, etc.)	Account No.	Amount/ Balance

F. Labor and Workforce

Existing Workforce deployed		No. of Mechanics	
No. of Electricians		No. of Engineers	
No. of Marketing Staff		No. Parts Staff	
No. of Painters		No. of Denters	
No. of Technicians		No. of Fabricators	
Service Mangers		Service Advisors	
Warranty Advisors		Customer Relation Officer (CRO)	

G. Current Equipment Information

Diagnostic Software		Wheel Balancing equipment	
No. of Two pole lifts		No. of four pole lifts	
No. of working bays		Air Conditioning gas changing facility	

G. Forecasted Sales Plan

Products	Year 1	Year 2	Year 3
1000 cc Pick-up			
1000 cc Van			