



WE WORK IN ALL COLORS

KM GROUP OF ENTERPRISE

Authorized Center (AC) Proposal Form

This form enables prospective applicant to propose for AC to Ms
KM GROUP OF ENTERPRISE

Channel & Business Development Department

Trust

Commitment

Growth

KM GROUP OF ENTERPRISE

AC Proposal Form



Instructions for completing the AC proposal form:

1. Please fill all sections in proposal form.
2. Make sure the application form is complete in all aspects. Incomplete application will not be considered.
3. If you have any queries regarding the application process, please contact Dealer Development Department at below mentioned address
4. Submit the printed copy of the completed form along with all the required attachments to the following address:

Channel & Business Development Cell,
KM GROUP OF ENTERPRISE
Corporate Office: - Durganag Dalgate
Srinagar - 190001

Jammu & Kashmir, India
Tel : 0194-2501594,2500596
Fax : 0194-2501594

Or Email a soft copy to businessdevelopment@kmgrouppofenterprise.com with all relevant attachments (In case of additional information please attach enclosure)

5. Please make sure that the information provided is correct. In case of any discrepancy/false information, KM GROUP OF ENTERPRISE has the right to reject the candidature of the applicant. In such case, decision of KMGROUP OF ENTERPRISE shall be final and binding on the parties.

AC Proposal for:-

Company Name
Place/City
District
State

Proposed AC Applicant Profile – KM GROUP OF ENTERPRISE

Area Applied For: -

For Office Use only,

No. of Enclosures:

Ref. No:

Received By:

Date:

Acknowledged By & Date:

Section I

1. Key Applicants Details:

- Name.....
- Address.....
- City / District
- State.....
- Phone No.....
- Mobile No.....
- E mail Id.....

**Paste Recent
Photograph**

2. DOB (dd/mm/yyyy):

3. Educational & professional qualification of applicant(s) & other proposed partners/directors for proposed KM GROUP OF ENTERPRISE AC.

Sr.No	Name	Relationship with Main applicant	Age	Qualification	Present Occupation	Proposed holding in dealership (Rs and %)
1						
2						
3						

4. Proposed company structure Proprietary Partnership Private Limited

5. Experience Details: (starting with the most recent one)

Experience of proposed AC principal (Key Applicant)

Sr.No	Company	Designation	From Date	To Date	Duration (Yrs)

Section – II

1. For Partnership Firm

Information about the partners *(Please tick mark against the partner who will be responsible for the proposed operation)*

Sr. No	Name of the Partner	Age	Qualification	Work Experience	Capital Contribution	
					Rs in Thousand	In % age
1						
2						
3						
4						

Please specify the work experience of each partner *(Please specify the no of years for which the partner has held each responsibility. Please also specify any relevant experience in the automotive industry)* More details of partner who will be responsible for proposed operation.

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Section – III

1. For Public Limited Company / Private Limited company

Information about Directors *(Please tick mark against the name of the Chairman/ Managing Director)*

Sr.No	Name of Shareholder	Age	Qualification	Work Exp In years	% Share Holding	Responsibility/ Designation

Please specify the details of professional experience of each Director *(Please specify the no of years for which the Director has handled each responsibility. Please also indicate any relevant experience in the automotive industry)*

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Section – IV

1. Financial details for proposed AC : (To be filled by all applicants)

Financial Details –Existing Business	Rs – in lakhs		
	Year :	Year :	Year :
Total Paid up Capital			
Reserves & Surplus			
Net worth			
Medium & Long term Loans			
Book Value of Fixed assets			
Turn over			
Profit before Tax			
Profit after Tax			
Total Manpower			

Bankers Details			
Sr.No	Name & Address	Type of Facility & Limit Sanctioned Rs. In lakhs	Details of Assets Hypothecated & Their market value
1			
2			
3			

Section V

1. Details of any other members who could be part of the management:

Sr.No	Details	Member 2	Member 3
1	Name		
2	Relationship with the applicant		
3	Company		
4	Designation		
5	Phone no/Mobile no.		
6	E mail id		

Section VI

1. Financial and Professional details:
Information on current businesses:

Name of Company	Type of Business	Business Locations	Year of Establishment	Type of Company	Nominated Family Member	Turnover(lacs) 2009-10	Net worth (lacs) 2009-2010	Turnover(lacs) 2010-11	Net worth (lacs) 2010-11
Automobile Business									
	Total(1)								
Non Automobile Business									
	Total(2)								
Grand Total(1+2)									

Type of Business : Trading, Manufacturing, Retail etc
 Type of Company : Private Ltd Com, Partnership, Proprietorship

2. Other Details:

(Tick the appropriate option)

Have you or anyone involved with this application ever applied for being KM Group of Enterprise Business

Yes / No

If Yes: Details

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Section VII

1. Do you propose to make new company?

2. Company Formation:

Mention the proposed share holding pattern:

Sr.No	Name	Relationship	Percentage of Shares

3. Investment (in Lacs):

Sr.No	Type of Funds	Long Term	Working Capital
1	Own Funds		
2	Term loan		
3	Total		
4	Source of funds		
5	Time frame to source funds		

4. Property Details:

1	Plot size (sq.ft)		
2	Covered area (sq.ft)		
3	Frontage		
4	Ownership Status : Owned/Leased		
5	If Leased , valid for how many years/ months from today.		
6	Address		
7	Location		
8	Nearby Landmark		

Section VIII

1. Expected Volumes (Units):

Sr.No	BRANDS	Total Sales–No's		Service- per Mth (No's)		Spares-Rs per Mth (Rs)	
		Year -I	Year - II	Year -I	Year -II	Year -I	Year-II
1	Piaggio 3& 4 Wheelers Vehicles						
2	Honda 2-Wheelers						
3	TVS 2-Wheelers						
4	Honda Seil Power Products Ltd.						
	Total						

2. Market Potential:

- Mapping (applied district/city)**

	PVPL		HONDA		TVS		HSPPL	
	MD	Branch	MD	Branch	MD	Branch	MD	Branch
Qty Network								
Sales pm								
Service pm								

Include ASC / Outlet / Sales Point / Service point in branches

- Vehicle Population** / Units in operations, of proposal location within in 20 kms area

PVPL	
HONDA	
TVS	
HSPPL	
Total	

- Distance from Existing Dealer** _____ kms
- Distance from Existing Dealer Center - Secondary** _____ kms
- Nearest Dealer** Name/Location _____
- Nearest AC/Outlet** Name/Location _____
- Time line required** for completion _____ Days
- PWR** of nearest Dealer _____ (RO TO FILL)
- Anticipated Growth in PWR after appointment of this AC _____ (RO TO FILL)
- Catergory** of AC –A/B _____ (RO TO FILL)
- TYPE** of AC –SSS (Sales Service and Spares) or SS (Service and Spares)----- (RO TO FILL)

3. Market Information:

- City / AreaPopulation:
- Area:
- Industries Present:
- Other Economic Activities:
- Nearby Cities / Area which can be covered:
- AnyOther information:

4. Attachments – DO ATTACH ALL.

- a) Map – City :with your proposed land options and all other competitors network
- b) Recent pictures of land/showroom/workshop, if applicable.
- c) Layout of Site
- d) Family Tree.

5. Data Protection & Non Disclosure

The data you submit as part of your application may be held on file by KM Group of Enterprise. Protection terms as stated on the spreadsheet “Data Protection Terms” & the applicant will not disclose any of the material supplied by KM Group of Enterprise during the application process to third parties, except when third party expertise is required to comply with the requirements of the application process and needs to be approved by KM Group of Enterprise.

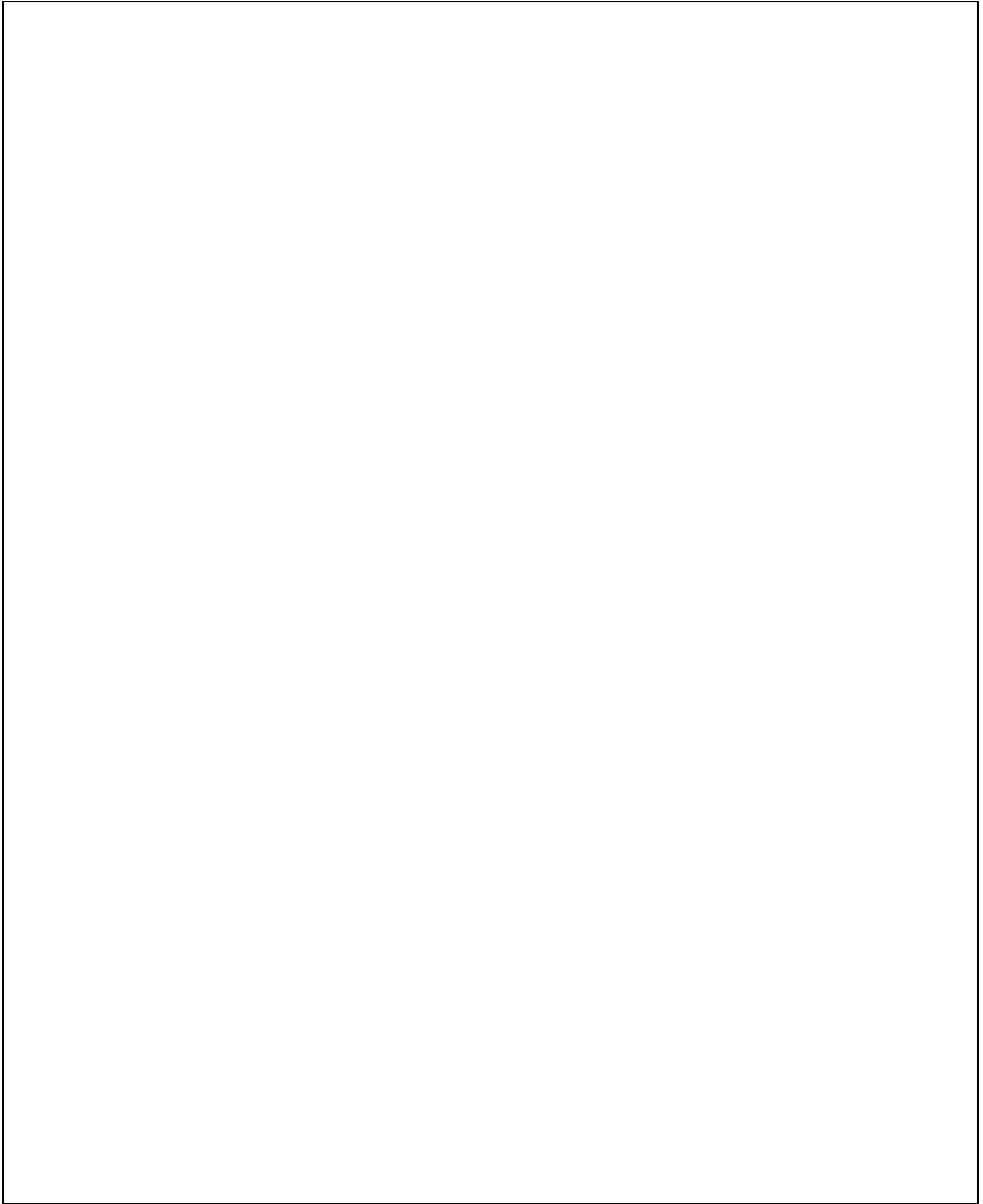
We Accept: Yes No

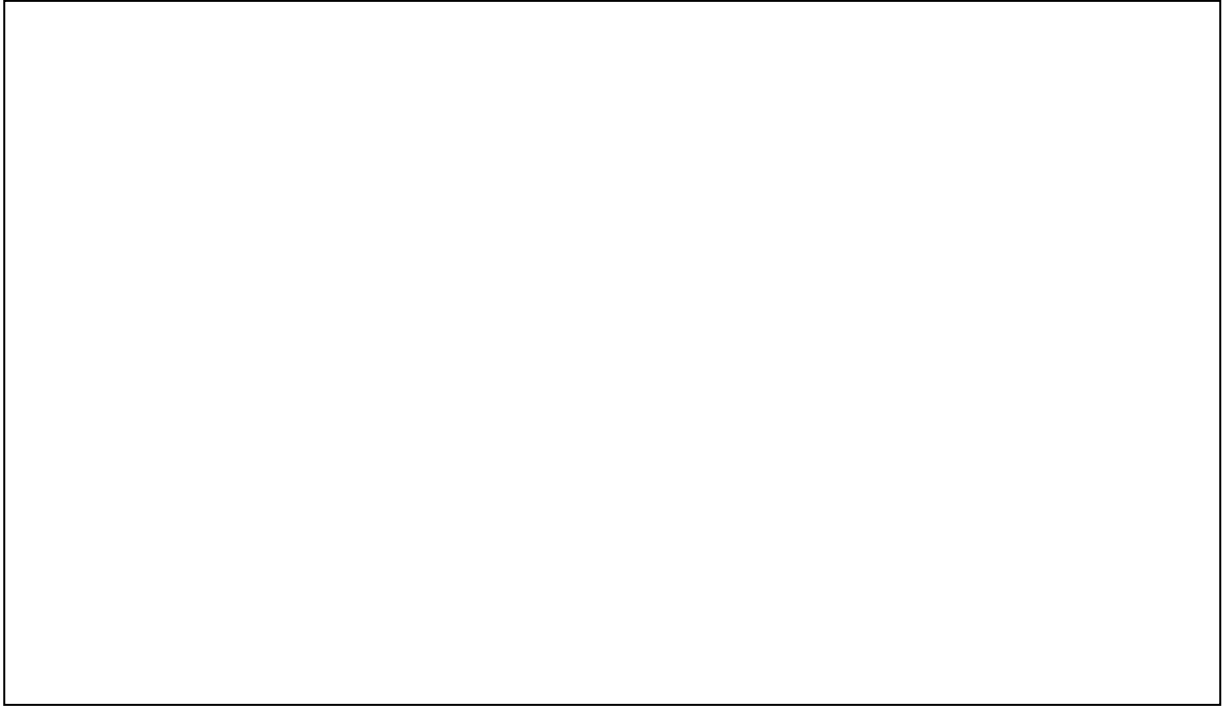
Signature of the applicant

Stamp Or Seal

a) City Map

(With location mapping of proposed location & competition network)





c) Layout of proposed Site

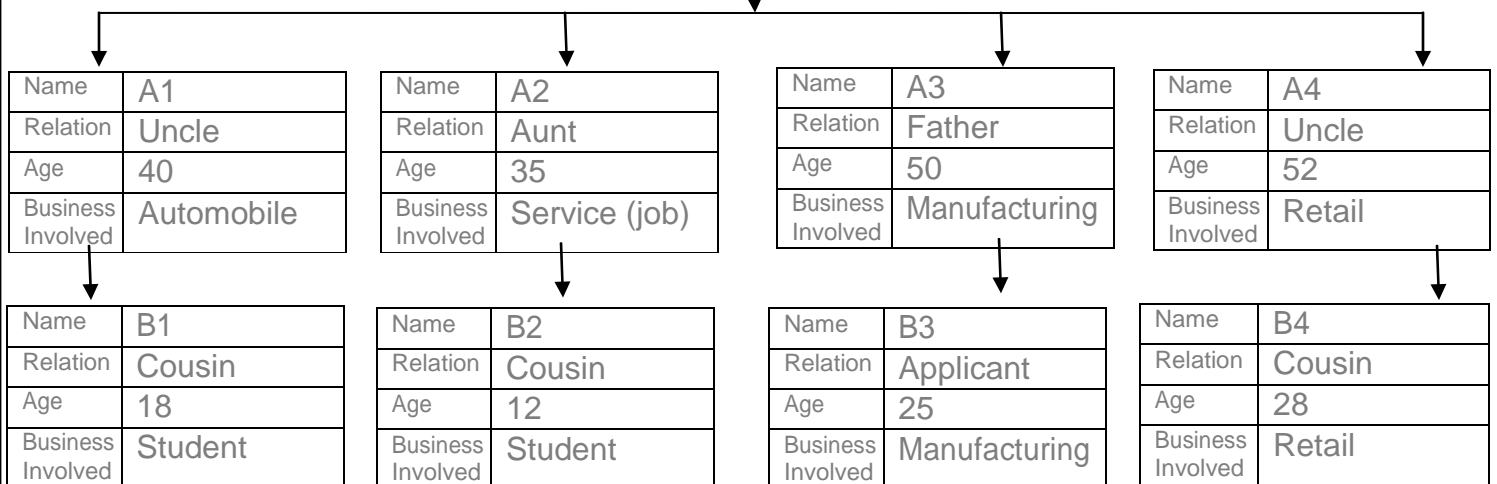
d) Family Tree

Instructions:

- Please mention three generations of your family.
- For daughters, please mention their in laws profession (Business/Service).
- For sons, please specify their professions, briefly.
- Be as informative as possible.

Please see the sample copy of the family tree for your understanding:

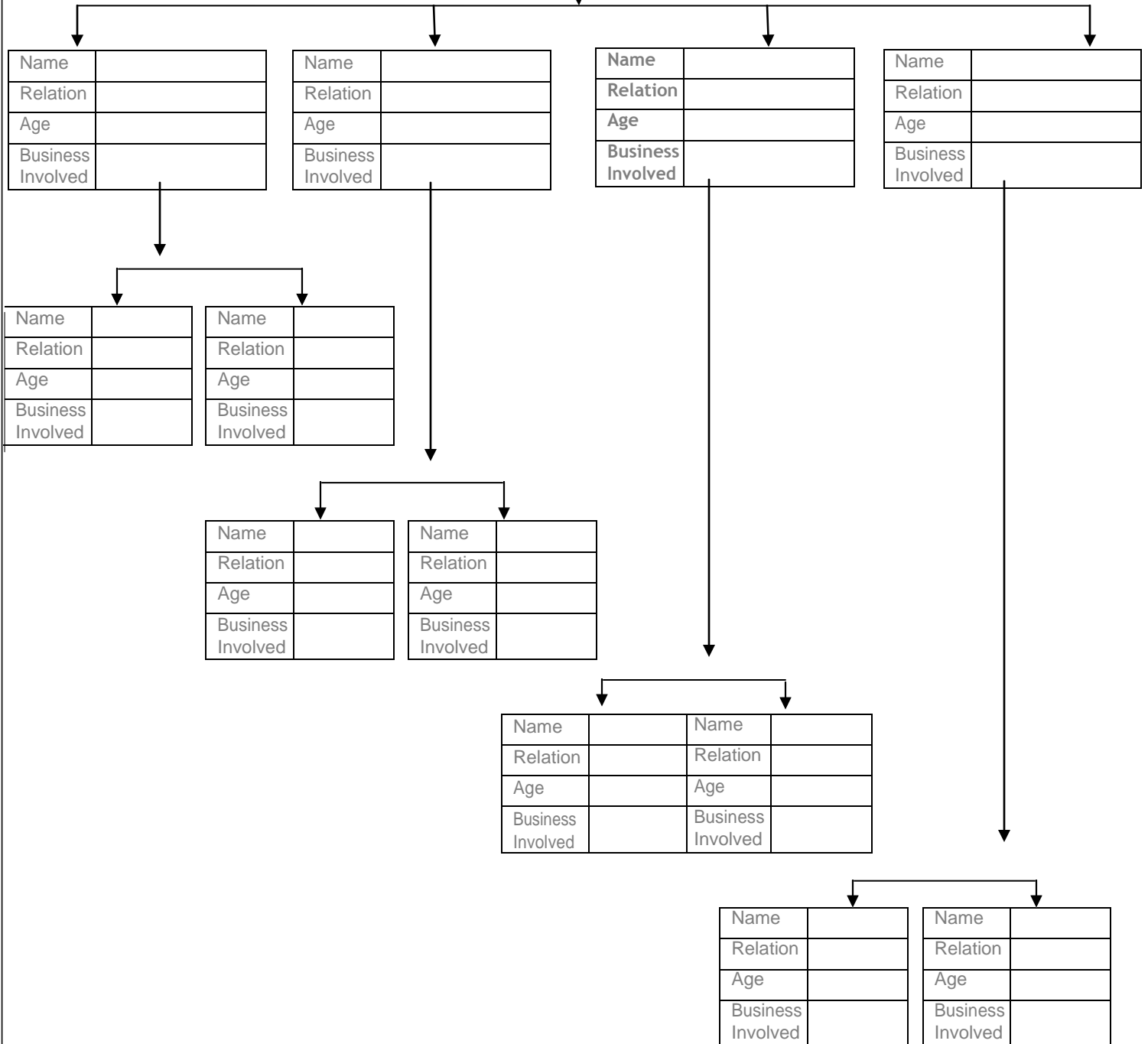
Name	XYZ
Relation	Grand Father
Age	75
Business Involved	Manufacturing



Family Tree

(Please fill here)

Name	
Relation	
Age	
Business Involved	



Checklist of Documents:

Note:

1	Copy of Memorandum/Articles of Association(Not applicable for Partnership /Proprietorship)	Optional
2	Partnership Deed certified by Bankers (Applicable in case of Partnership)	
3	Certificate of Registration.(Shop and establishment act)(of his current business)	
4	Sales tax Registration Certificate (LST/CST) duly certified by the C.A.(of his current business)	
5	Property ownership documents/ Rental agreement.	
6	Audited financial statements for the last 3 years (Certified by C.A)	
7	Net worth certificate duly certified by the C.A.	
8	Letter from the bank indication credit limits & financial soundness.	
9	Letter of deployment of working capital.	
10	Declaration of own assets with documentary proof.	
11	Copy of income tax returns filed for the last 3 years.	
12	Income tax and sales tax clearance certificate (latest)	
13	Voters Card of Key applicant.	
14	Photocopy of Pan card duly certified by C.A	
15	Residential proof of Key applicant.(Electricity bill / landline bill / Ration card)	
16	Location layout map.(City map marking the location and Competitor)	
17	Proposed setup layout (Site layout)	
18	Family Tree	
19	Pics of site.	
20	Copy of Memorandum/Articles of Association(Not applicable for Partnership /Proprietorship)	

Data Protection Terms

KM Group of Enterprise may use your information together with other information for vetting your suitability to become a KM Group of Enterprise Partner. We may keep your information for a reasonable period to contact you about our requirements.

We may search the files of credit reference agencies to make credit decisions about you, to prevent fraud, and to check your identity. These agencies will record any searches on your record. The information will be used by other credit grantors for making credit decisions about you and the people with whom you are financially associated and for fraud prevention.

We may share your information with organizations who are our business partners. We or they may contact you by mail, telephone, fax, SMS or email.

You also consent to our transferring your information to countries with different standards of data protection if necessary for the stated purposes. If we do make such a transfer, we will ensure your information is appropriately protected.

You have a right to ask for a copy of your information and to correct any inaccuracies. An administration charge may apply. To make sure we follow your instructions correctly and to improve our service to you through the training of our staff, we may monitor or record communications.

When you give us information about another person, for example your partner, you confirm that they have appointed you to act for them, to consent to the processing of their personal data, including sensitive personal data, and to the transfer of their information abroad, and to receive on their behalf any data protection notices.