



TATA MOTORS

PART – A

Application for TATA Genset Original Equipment Manufacturer

Prime Location at _____

& Districts applied for Branches _____

.

1. NAME OF THE APPLICANT:

In case of Company, give name of MD/Directors/Managing Partner/Partner)
Full Address _____

Phone _____ E-mail _____ Fax _____

Mobile _____

2. CURRENT BUSINESS DETAILS:

GOEM for	No of Engines / TURNOVER (LAST 3 YEARS) - RS. LAKHS		
	YEAR_____	YEAR_____	YEAR_____

PS – Please attach your company profile along with the Application Form.

3. PRESENT INFRASTRUCTURE:

ESTABLISHMENT	CITY	LOCALITY	MANPOWER AVAILABLE	AREA (SQ.FT.)
1. Manufacturing Set up				
2. Sales Network				
3. Service Network				
4. Warehouse space				

4. Details of Sales and Service Network:

Sales	Location and Area of Operation	Service	Location and Area of Operation
Sales Executive - 1		Service Executive - 1	
Sales Executive - 2		Service Executive – 2	
Sales Executive - 3		Service Executive – 3	
Sales Executive - 4		Service Executive – 4	
Sales Executive - 5		Service Executive – 5	
Sales Executive - 6		Service Executive – 6	

5. INFORMATION AND OFFICE EQUIPMENTS:

1. PC Configuration:_____

2. Software Package_____

3. Internet Connectivity & Modem_____

4. Fax _____

6. FINANCIAL SUMMARY: (Rs. in Lakhs)

	Current Year	Previous Year		Current Year	Previous Year
Turnover			Net Worth		
Expenses			Fixed Assets		
Gross Profit			Working Capital		
Net Profit			R. O. I.		

7. FINANCIAL DETAILS: (Rs. in Lakhs)

(a) BANKERS DETAILS				
NO.	NAME & ADDRESS OF BANKS	TYPE OF FACILITY	DETAILS OF ASSETS HYPOTHECATED & THEIR MARKET VALUE	LIMIT SANCTIONED
1				
2				
3				

(b) SOURCES AND USAGE OF FUNDS FOR PRESENT BUSINESS (Rs. _____ Lakhs)				
	SOURCES OF FUNDS		USAGE OF FUND	
1	Own Funds		Land	
2	Other Sources		Building	
3	Banks		Machinery & Equipment	
	Any other (please specify)		Working Capital	

(c) SOURCES AND USAGE OF FUNDS FOR PROPOSED BUSINESS (Rs. _____ Lakhs)			
	SOURCES OF FUNDS		USAGE OF FUND
1	Own Funds		Land
2	Other Sources		Building
3	Banks		Machinery & Equipment
	Any other (please specify)		Working Capital

Pls share supporting documents for the above and Bank Credit worthiness letter.

8. PROPOSED NETORK/ DEALER LOCATION FOR TATA MOTORS:

S. No	State	District	City

Similar data for Competition Network also required

9. PROPOSED MANPOWER

S. No	City	Sales	Service

10. PROPOSED FACTORY DETAILS WITH PHOTOGRAPHS

11. PROPOSED GOEM Show room cum Office Location

IMPORTANT NOTE

- 1 GOEMship if offered for TML Engines, does not guarantee TATA MOTORS Authorized Dealership for Tata Vehicles or parts at any time.
- 2 Kindly note that the information requested through this application is for the purpose of evaluation and should not be construed as commitment of any kind. Tata Motors reserves the right to reject any

or all such applications.

12. REFERENCES

1. _____

2. _____

3. _____

13. DECLARATION:

I/We accept the decision of M/s. TATA MOTORS LIMITED as final and binding

I/We fully understand that in case any information provided above is found to be false/incorrect, M/s. TATA MOTORS LIMITED reserves the right to reject the application or reverse any decision taken on the basis of this information.

**Signature(s) of individuals
Partners or managing director
As applicable**

Names(s)

1. _____ **Signature** _____

2. _____ **Signature** _____

3. _____ **Signature** _____

4. _____ **Signature** _____

Business plan for Tata Engines

Area of Operation										
Rating		25	30	35	40	50	62.5	82.5	100	125
Potential	Current									
Target	<u>Year 1</u>									
	<u>Year 2</u>									
	<u>Year 3</u>									
Target Segments (% Sale per segment)	<u>Retail</u>									
	<u>Commercial</u>									
	<u>Industrial</u>									
	<u>Others</u>									

ANNEXURE II

A. MANPOWER-ORGANISATIONAL CHART

Please Attach your organizational Structure here.

C. LIST OF MAJOR CUSTOMERS DEALT WITH:-

N o.	Segment	Name	Complete Address	Contact Person	Contact Details
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

Note: Please also attach the certified balance sheets of your company for the last 3 financial years along with this application form.