



## VOLKSWAGEN PASSENGER CARS DEALERSHIP APPLICATION

### Volkswagen Group Sales India Private Limited

#### Instructions for completing the dealer application form

1. Total 4 sections are contained in this application form. Please fill out only "Yellow" fields in this form on the computer.
2. The application must be completed in all respects. Incomplete applications may not be considered.
3. If you have questions about this application process, you can contact our dealer development under the following e-mail:  
**dealer.development@volkswagen.co.in**
4. Submit printed copy of the entire document, plus all the necessary attachments by courier to the following address:

**Volkswagen India Group Sales Pvt. Ltd.**

**Silver Utopia Building, 4th Floor,  
Cardinal Gracious Road, Chakala  
Andheri (E), Mumbai - 400099  
India**

5. We will contact you as soon as we have finished evaluating the applications.
6. 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.
7. All information provided in the Application Form will be kept strictly confidential. You give us permission to share the information with an agency appointed by us for the purpose of verifying the given information.
8. This Application Form entitles you only to apply for a VOLKSWAGEN DEALERSHIP and it does not imply any commitment on the part of Volkswagen to grant you such a dealership.
9. Please make sure you fill out the application in best reflection of the truth and do not forget to read and sign the 'Declaration' section. We will contact you as soon as we have finished evaluating the applications. There is no need to contact us in the meantime.



**Proposed Dealer Principal's Profile**

**Personal Details**

First Name:

Family Name:

Date of Birth (dd.mm.yyyy):

Highest Degree of Education:

Educational Institution:

Year of passing:

Do you have any disabilities?

Do you suffer from or have you suffered from a major illness in last 12 months?

Have you / Has anyone involved with this application ever applied for a dealership/workshop of the Volkswagen Group (Audi, Skoda, Volkswagen, Seat, Lamborghini, Bentley or Bugatti)?

If so, was your application approved?

Do you or anyone/company involved in this application hold a contract or LOI with a Volkswagen Group brand?

If YES, Explain: \_\_\_\_\_

Did you or anybody/company involved in this application ever get canceled/terminated/lost a dealer or service contract? If YES, Explain: \_\_\_\_\_

**Residence Address**

Bldg / Street:

Area:

City & Pin Code:

Land line no:

Mobile no:

E-mail:

If YES, please explain:

If YES, please explain:

Are you member of Automotive organizations, association, agencies, etc.?  
 Do you hold any professional leadership positions?  
 Are you a member of social clubs (Rotary, Lions, Social Clubs, Sports, etc.)?  
 Are you a member of any trade and industry Association?  
 Are any members of your immediate family, relative or in-laws in the employ of VW or any of its subsidiaries? If YES, Who/Where?

(Yes/No)	Please Name Them
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>

**Contact Person in your Absence**

Name:  Mobile:

Company:  E-mail:

Designation:

**Financial Information**

**Banker's Detail**

Bank Name	Dealing since	Contact Person	City, Branch	Designation	Contact no.
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

This document should certify the following:

- (a) the turnover of your current account,
- (b) your credit limits,
- (c) your interest rate and
- (d) your credit rating

**Personal financial statement of assets and liabilities**

Please keep the supporting documents ready for submission if required

	Assets (INR Crores)		Liabilities (INR Crores)
Fixed Deposits:	<input type="text"/>	Mortgages:	<input type="text"/>
Securities:	<input type="text"/>	Term Loan:	<input type="text"/>
Mutual Funds:	<input type="text"/>	<b>Total</b>	<input type="text"/>
Real Estate:	<input type="text"/>		
Cash in hand:	<input type="text"/>		
<b>Total</b>	<input type="text"/>		

**Professional background**

**Automotive Business Interests**

Company Name	Location	Brand	Nature of Business	Designation	Shares held %	From - To

**Non Automotive Business Interests**

Company Name	Location	Brand	Nature of Business	Designation	Shares held %	From - To

**Your major Automotive Dealership's Details**

Name of the Dealership:	<input type="text"/>	Brand:	<input type="text"/>
Shares held by you:	<input type="text"/>	Other share holders	<input type="text"/>
Designation:	<input type="text"/>	and shares held by them:	
Your involvement since:	<input type="text"/>		
City of Operations:	<input type="text"/>		

Details	Year 2015	Year 2014	Year 2013
No. of Employees			
Turnover in INR Cr.			
Networth in INR Cr.			
Debt to Equity ratio			
Return on Equity (RoE)			
Return on Investment (RoI)			
Net profitability			

You are free to attach additional information regarding the proposed dealer principal and his business ventures.

**Additional Questions**

Are you or is anybody/company involved in this application actually involved in criminal or fraudulent activity of any kind?

Are your close relatives holding controlling stake in any automotive dealership?

Did you or anybody/company involved in this application ever go to jail or got arrested or involved in fraud?

Are there any court cases pending against you?

Did you or anybody/company involved in this application ever file for bankruptcy?

Have you, or any business in which you were either principal owner, officer or director, ever instituted or had instituted against you a bankruptcy, insolvency or receivership, proceeding, or made a general assignment for the benefits of creditors?

If yes, fully explain:







## Volkswagen Dealership Proposal

**City of Application:**

**Company formation**

Would you form a new company if the Volkswagen Dealership is awarded to you?

If No, which existing company will operate the Volkswagen Dealership?

If Yes, how many shares would the Dealer Principal hold?

Other share holders (If any) in the proposed new company (Name - Shares %)


**Facility**

**Details of open plot of land:**

Location:   
 Plot area in Sq. Mtrs.:   
 Plot dimensions in Mtrs.:   
 Frontage in Mtrs.:   
 Ownership status:

Present utilisation:   
 Zoning as per local regulations:   
 Permissible construction (Sq.M.):   
 Ground coverage in Sq.M.:   
 Permissible height in mtrs:

**Details of ready facility for the showroom:**

Location	Built-up area in Sq.M.	Frontage & Height in M.	Ownership Status	Facility Status

**Details of ready facility for the workshop:**

Location	Built-up area in Sq.M.	Frontage & Height in M.	Ownership Status	Facility Status

Please attach a map including the proposed location for the Volkswagen Dealership, highlighting the high income districts (residential and business) as well as existing competitors. Please attach facility pictures showing the frontage, the building from outside and from inside.

Please ensure, at least 100 Mbps lease line would be available at the proposed location.

**Estimated Sales Volume**

Volkswagen Model	2016	2017	2018	2019	Segment Market Size
Polo					
Vento					
Jetta					
Passat					

**Market development**

Other accessible markets	Economic activities	Would you propose a facility here

**Other**

Anticipated investment in the proposed Volkswagen Dealership (INR Cr.):

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Sources of fund:

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Major challenges in the market:

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Major Opportunities in the Market

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Key success factors in the market

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## **Motivation**

According to you, what does **Volkswagen** stand for?

In what respects do you feel qualified to own and manage a Volkswagen dealership, considering your background, track record, infrastructure and financial strength?

Why should Volkswagen appoint you as a dealer?

What is your expectation from Volkswagen?





## DECLARATION

- (1) The applicant has made full disclosure of all the information required in this application and all the information given by him is true in all respects. The applicant further acknowledges that any misrepresentation, whether intentional or unintentional, in the information submitted in connection with the application shall be grounds upon which Volkswagen Group Sales India Private Limited may either: (a) decide to no longer consider his application, or (b) immediately terminate any dealership agreement executed by Volkswagen Group Sales India Private Limited with him or the dealer company designated by him.
- (2) The applicant acknowledges that this is only an application for dealership and by submitting this application, he will not place any obligations on Volkswagen Group Sales India Private Limited to appoint the applicant as an authorised dealer of Volkswagen Group Sales India Private Limited
- (3) The applicant certifies that he is not suffering from, or aware of any legal disability that would prevent him from being appointed as an authorised dealer of Volkswagen Group Sales India Private Limited
- (4) The applicant acknowledges that any obligations undertaken or expense incurred by him in submitting this application shall be incurred entirely on the applicant's own behalf.
- (5) The applicant hereby authorizes Volkswagen Group Sales India Private Limited to make any inquiries it may consider necessary to verify this information and will not consider such inquiry to constitute an invasion of his privacy.
- (6) The applicant acknowledges that copies of all documents, photographs etc. furnished by him to Volkswagen Group Sales India Private Limited in the process of applying for dealership will henceforth become a property of Volkswagen Group Sales India Private Limited and will be retained by them for their records.
- (7) The applicant hereby authorises the receipt, provision, verification and exchange of relevant credit related information from / with any source including banks, credit rating agencies, credit bureaus in respect of his personal account as well as business for the purpose of considering his request.

Date:

Applicant's Signature:

Applicant's Name: