



DEALERSHIP APPLICATION FORM

Disclaimer & Privacy Notice| This document is an application form for applicant to apply for Regal Automobiles Industries Ltd Dealership. RAIL 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 PRINCE in Pakistan. The submission and processing of this Dealership Application Form obligates neither the applicant nor RAIL 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. Offered Site

2.1 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).

2.2 Ownership/Tenancy

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

2.3. 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.

3. 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

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. Regal Automobiles Industries Limited reserves the right not to entertain incomplete forms. Application form must be submitted to:

Regal Automobiles Industries Ltd.

211-Business Arcade,
Block 6, PECHS, Shahr-
e-Faisal, Karachi Pakistan

Email:

info@regalautomobiles.com
adeel.usman@regalautomobiles.com
usman.bravo2020@gmail.com

Phone: +92-(42)-111-7733-75

Web: www.regalautomobiles.com

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 | 13700+ | 9200+ | 9500+ | 11500 | 7500+ | 7200+ |
| 2S | 7000-1300 | 5100-9400 | 4900- 8800 | 5800- 9800 | 4500-6000 | 4700-5000 |
| 1S | 5600-7000 | 4900-5000 | 4200- 4800 | 4700- 7200 | 4300-4500 | 3800-4200 |

| 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

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

| iv. Shareholder/Director | | | | |
|--------------------------|---------|---------|-------------|----------------|
| Name | NIC No. | % Share | Designation | Full/Part time |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

C. Shareholder/Director/Proprietor Information

i. Profile of Shareholder/Director/Proprietor

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

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 | Showroom area (sq. feet) | |
| 4 | Workshop area (sq. feet) | |
| 5 | Rental/Owned | |
| 6 | Competitor in this area | |
| 7 | Size of working bays | |
| 8 | Current value of facility | |
| 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 Deters | |
| No. of Mechanics | | No. of Technicians | |
| No. of Electricians | | No. of Fabricators | |
| No. of Engineers | | Service Mangers | |
| No. of Marketing Staff | | Service Advisors | |
| No. Parts Staff | | Warranty Advisors | |
| No. of Painters | | Customer Relation Officer (CRO) | |

G. Current Equipment Information

| | | | |
|----------------------------------|--|---|--|
| Diagnostic Software | | No. of four pole lifts | |
| Wheel Balancing Equipment | | No. of working bays | |
| No. of Two Pole Lifts | | Air Conditioning gas changing facility | |

G. Forecasted Sales Plan

| Products | Year 1 | Year 2 | Year 3 |
|---------------------------------|---------------|---------------|---------------|
| 1000 cc Van (K07) | | | |
| 1000 cc Mini Truck (K01) | | | |
| 1500 cc Van (C37) | | | |
| 1500 cc SUV (580) | | | |