

Application format for HPCL Distributorship for UAE (Dubai & Northern Emirates/Abu Dhabi)

PART A: General Information

Name of the Firm/ Organization		
Business Activity	Trading/ Manufacturing/ Distributorship/ Agency/ Others (Specify)	
Year of Establishment		
Nature of Organization	Sole Proprietorship/ Partnership Concern/ Subsidiary Co. / Pvt. Ltd. Concern/ Public Company/ Govt. Co./ Others (specify)	
Address of Head Office/ Registered Office/ Corporate Headquarters		
Names & Designations of Organizational Head/ CEO & other key Executives/ Decision Makers	1) 2) 3) 4) 5)	
Mailing Address		
Telephone No(s).		
E-mail Address		
Web Address		
Details of your Banker(s)	Bank	City

PART B: Business Information

1. Financial

(Please fill all data in your local currency)

Financial Year	2014-2015	2015-2016	2016-2017
Capital Employed			
Sales Turnover			
Net Profit			

1. Please attach necessary proof for the above data (e.g. Copy of certified/ audited balance sheet)
2. Enclose a testimonial from a reputed bank

2. Product Profile

A) Petroleum & related products

Provide details about products handled; annual sales in US\$ and Local Currency & volumes in KL/ MT for last year

In case, already operating Distributorship/agency of another company, specify the companies/firms that you represent

Fuels	
Lubricants	
Solvents	
Bitumen & Other POL Products	

Experience in Petroleum Products _____ *(specify since which year)*

B) Other Products

Provide details about products & annual sales in US\$ and Local Currency for last year

In case, already operating Distributorship/agency of another company, specify the companies/firms that you represent

Chemicals & Allied products	
Engineering Goods	
Automobiles &	

Components	
Food & Agricultural Goods	
Consumer Goods	
Services & Others (specify)	

Experience in the above Products _____ (specify since which year)

3. Sales & Marketing Setup

- Major Districts & Cities covered:
- Branch Office Locations (if any):
- No. of Sales Personnel presently Employed:
- No. of Sales Personnel with experience in POL & related products:
- No. of personnel planned to be deployed for HPCL's business:

4. Storage & Warehouse Facilities

Please provide details about location (city) & approximate space availability/ storage capacity at your warehouses/ storage facilities for the Lubricants/other Petroleum products intended to be handled

Space/ Storage (sq. meters/ KL)	Location (City)		
	1)	2)	3)
Existing			
Planned			

5. References

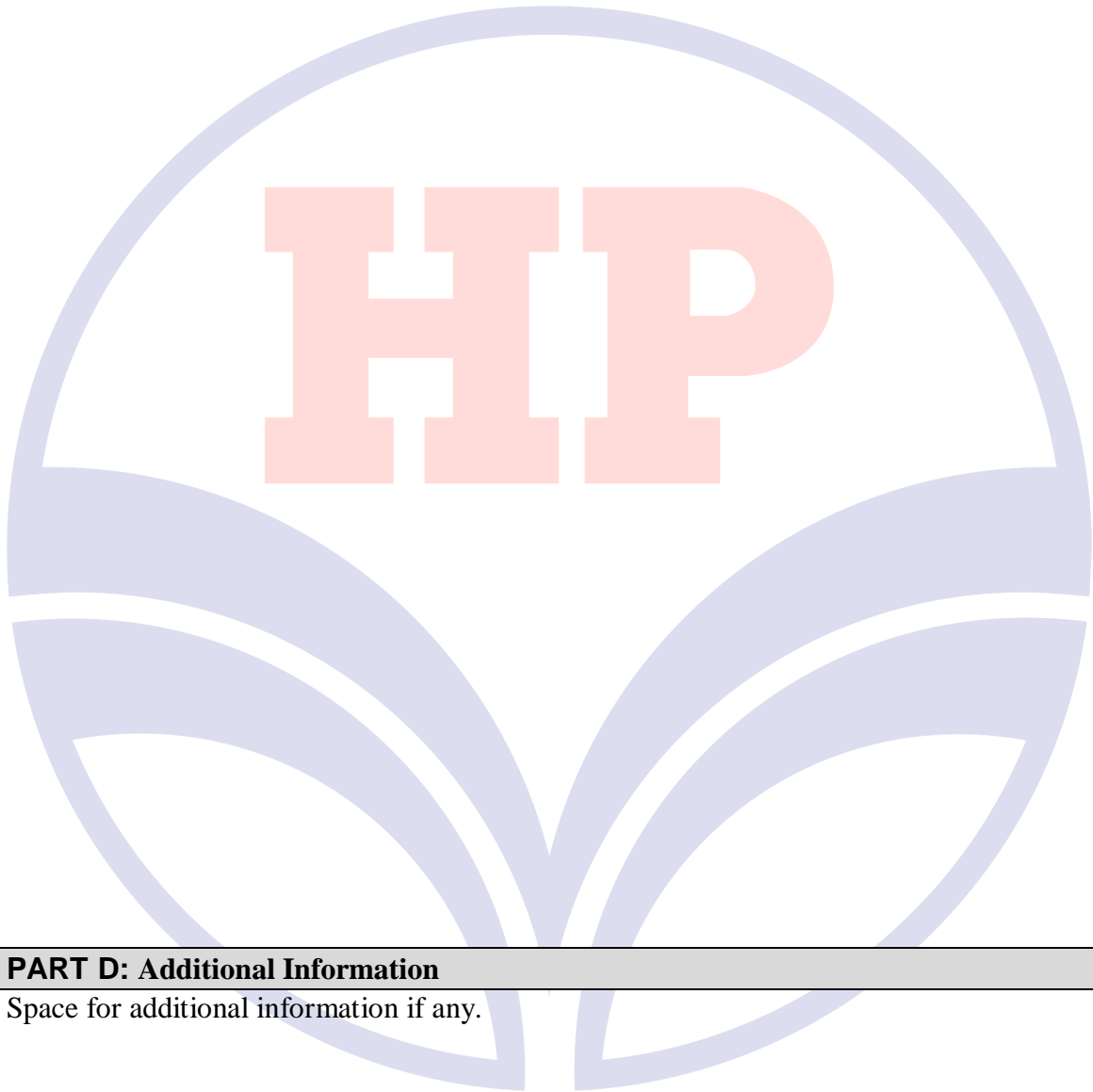
- Agency/ Distribution Firms may attach references from their Principals
- Others may attach reference letters from local Industry Associations/ Chambers of Commerce/ etc.

Please attach only 2 or 3 reference letters

PART C: Business Plan for establishing HP Lubricants in UAE

Please give your Business Plan for establishing the Lubricants business in UAE .The plans shall be given area wise (Dubai,Sharjah &Northern Emirates/ Abu Dhabi).This should include Category wise potential, aspirational targets for the next 3 years & the plans to achieve the same. (Be as detailed as possible)





PART D: Additional Information

Space for additional information if any.