

BUSINESS PLAN

I. DETAILS OF APPLICANT

- **Name of the Company**

- **Name and Address of CEO**

- **Details (names addresses) of Directors/Partners**

- **Physical location and address of corporate/head office**

- **Physical location and address of Plant / Factory**

- **Sales tax / National tax registration no.**

- **Contact information**

- **Tel. no:**
- **Fax No.**
- **Cell No.**
- **E-mail**

- **Type of project (Green field / Brown field)**

- **Description of intended Models to be produced**

- _____
- _____
- _____
- _____

- **The model wise production during next five years.**

- **Enclosed as Appendix 1**

- **The total investment involved on the project (Pak Rs).**

_____ Rs/\$ million in five years

- **Source of funding (Foreign /Local/ partnership) please mention share**

- **The level of technology**

- **Investment on assembly plant, paint shop and testing facilities etc.**
Details (new plant or relocated) _____
- **Local value addition through assembly/ manufacturing?**

- **Investment on Sales Network.**

- **Investment in Land / building/ plant and machinery etc**

- **Which national and international standards on environment and safety will be met and how.**

- **How the consumer interest will be supported**

- **What is your export plan?**
- **Provide details of export markets you have been authorized by the parent company/JV partner.**
- **Will the high standard products exported and to what extent.**
- **Value of export in next five years.**

II. PRESENT PRODUCTION INFORMATION OF PARTNER/ PARENT COMPANY

- **Places of global production and addresses.**

- **Details of the vehicles including makes.**

- **Total annual production year wise for the last three years.**

- **The relationship of the applicant with parent company (technical assistance /technology transfer, JV etc), pl provide copy of the agreement * e.g (Verify/ authenticate the agreement from China Foreign Office in China, Chinese Chamber of Commerce & Industries, Pakistan**

III. MANAGEMENT, EMPLOYMENT AND TRAINING

- Provide an organogram of the company.

- Details of supervisor /Skilled and unskilled workers.

- How and to which extent the employment will increase in next five years.

- Specify HR & Skill development / training budget in next five years.

IV. PRODUCT AND PRODUCTION INFORMATION

- Annual installed capacity (No. of units).

- Expected capacity utilization during the next five years (%).

- Total volume of production (model wise).

- Please provide the estimated cost breakdown of vehicles produced in the first year:

Inputs	Rs / Unit
Local	
Cost of raw material:	
Cost of CKD (components / assemblies)	
Imported	
Cost of raw material:	
Cost of CKD (components / assemblies)	
Others	
Direct Labour	
Other manufacturing costs	
Cost of Production	
Selling and Administration Costs	
Total Cost	

V. PLAN TO DEVELOP THE AUTO PARTS LOCALLY (IF ANY);

- Description and value of auto parts (Pak Rs) to be developed in-house or purchased locally;
 - First year of production
 - Second year of Production
 - Third year of Production

- Fourth year of Production
- Fifth year of Production
- **Provide details of vendors for localized parts (optional)**

VI. PROTECTION OF ENVIRONMENT AND STANDARDS

- **Will the project comply with the requirements of national environment standards and details thereof?**

- **List the possible benefits to the environment such as emission reduction, fuel consumption and waste minimization?**

- **List any quality accreditation you have received or being received and from which agency?**

MODEL WISE PRODUCTION/SALES PLAN IN NEXT FIVE YEARS

Appendix 1

Model	Year 1	Year 2	Year 3	Year 4	Year 5
Total					