

# **BUSINESS PLAN**

## **I. DETAILS OF APPLICANT**

- **Name of the Company**

\_\_\_\_\_

- **Name and Address of CEO**

\_\_\_\_\_

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

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\_\_\_\_\_

- **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:

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

**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)**

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## **VI. PROTECTION OF ENVIRONMENT AND STANDARDS**

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

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

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

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**MODEL WISE PRODUCTION/SALES PLAN IN NEXT FIVE YEARS**

**Appendix 1**

<b>Model</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
<b>Total</b>					