

Last Date of filled in Application Form is 25th April 2019

Format for submitting applications for HPCL, for Distributorship of The State of Qatar

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	2016-2017	2017-2018	2018-2019
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 <i>(specify)</i>	

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 <i>(sq. meters/ KL)</i>	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 The State of Qatar

Please give your Business Plan for establishing the Lubricants business in The State of Qatar. This should include Category wise potential, aspirational target 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.