



Ariando Infra Machines India Private Limited

489, 3rd Floor, "Planet Plaza",
Amruthahalli Main Road,
Talacauvery Layout, Amruthahalli,
Bangalore - 560 092, Karnataka (IN).



Date: 15th Feb, 2017

To,

Mr Jitender Kumar
Prithviraj Chauhan Education Society
Village Malther, PO Ratti,
Mandi H.P

Dear Jitender Kumar,

Subject: Application for Dealership of Ariando Infra Machines India Private Limited (AIM) for the State of Uttrakhand in India for products of Doosan Infracore Construction Equipment (DICE)

We would like to thank you for your keen interest shown in our organization for dealership for the state of Uttrakhand for the products of Doosan Infracore Construction Equipment, Products comprising Hydraulic Excavators, Wheel Loaders, Artics & attachments.

Pursuant to your application and presentations, we have reviewed your proposal at length and we are pleased to inform you that the application for provisional dealership was considered favorably. Details of territorial region /Districts where you would be operational will be informed to you at the time of issuing Letter of Intent/Dealership Agreement. Accordingly, we request you to furnish us the following confirmation to enable us issue a Letter of Intent:

1. The new proposed AIM dealership for DICE products, the offices will be located at Dehradun and suitable smart offices in Haldwani with appropriate infrastructure facilities such as stocking facility for the spare parts, customer seating area, operation space/work stations as required for your Sales & Service personnel with good communication facilities and easy access to Rail and Road transportation.
2. You will be required to stock approximately for **Rs. 10 Lacs (Rupees ten Lacs Only)** worth of parts as an opening stock which you need to procure against advance payment. Subsequently for all the parts orders you will be eligible for credit as per our prevailing Dealership Credit Policy against bank Guarantee.



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3. You will be required to submit us a Bank Guarantee for a sum of **Rs.20,00,000 (Rupees Twenty Lakhs Only)** for the smooth operation and continuous supply of parts which is mandatory.
4. It is expressly understood that you will be strictly abiding by the policies procedures as laid by our company and the policies can get changed from time to time.
5. You have to complete the requirements of the dealership within 90 days of signing of the LOI and the Dealership will be operational after signing the dealership agreement on or before expiry of LOI validity.

You are request to visit our office and meet in person to discuss the business plan and other business and commercial issues to move forward towards signing of the LOI.

Please let us have your convenient time and date and you can meet us for further discussions.

Yours sincerely,
For Ariando Infra machines India Pvt. Limited


Sandeep Kumar Aggarwal
CEO



Place: Bangalore