



Ford Motor Company of Southern Africa (Manufacturing) (Pty) Ltd  
Simon Vermooten Road, Silverton, Pretoria  
P.O. Box 411, Pretoria, 0001, South Africa

## Tender Template for Dealership Franchise Opportunity - Knysna, Western Cape

- Location: Knysna, Western Cape
- Facility Type: 3S Dealership including Ford Approved (Used Cars) facility
- Closing date: 19 May 2026
- Occupancy from: 1 August 2026

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**All prospective Dealership franchise owners are required to include the following initial information as part of their application submissions:**

1. **Company Profile:** A detailed company profile.
2. **Business Plan:** A comprehensive business plan for the site, including the facilities.
3. **B-BBEE Certificate:** Company's B-BBEE certificate and plans to maintain and improve compliance levels. (A minimum requirement of 51% previously disadvantaged ownership)
4. **Dealership Details:**
  - a. Photographs of the prospective Dealership.
  - b. Location map of the prospective Dealership.
  - c. Layout plan of the prospective Dealership.
5. **Shareholding Structure:**
  - a. Shareholding structure including an organogram with percentages of shareholding.
  - b. Company structure indicating shareholding and their shares in the company.
6. **Beneficiaries / Owners Details:** Details of all beneficiaries / owners up to the natural person level.

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## Process for Shortlisted Candidates

1. **Shortlisting:**
  - After initial review, shortlisted candidates will be notified via mail.
2. **Submission of Financial Information:**
  - Shortlisted candidates will be required to supply the following financial information within 10 business days from the date of notification:
    - a. Ford Application Form:
    - b. Signed Business Plan: Completed on Ford's template and a budget for a full 12-month period.
    - c. Tangible Securities: A list of tangible securities (with relevant detail) available to Ford Credit for your vehicle floorplan facilities.
    - d. Memorandum of Articles of Association / Association Agreement / Partnership Agreement: A copy of this document.



- e. Certificate of Incorporation: Copy of this certificate.
- f. Bank Overdraft Limit: The current bank overdraft limit and what security has been provided for the facility together with a letter from the bank confirming the overdraft.
- g. Financial Statements:
  - i. Signed annual financial statements and balance sheets of the applicant/s for the past 2 years.
  - ii. Current interim financial statements and balance sheets.
- h. Personal Statements: Current signed personal statements of Shareholders / Members / Partners / Guarantors.

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### **Application Submission Details**

- Email Submission: [dlrdev3@ford.com](mailto:dlrdev3@ford.com)
- Subject Line for Email Submission: "Dealership Franchise Opportunity - Knysna, Western Cape "
- File Size Limitations: Ensure that the total size of all submitted documents does not exceed 15MB.

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### **Timelines**

- Notification of Unsuccessful Applications: Unsuccessful candidates will receive a letter from Ford within 20 days after the tender submission.

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### **Privacy Notice**

All personal data will be handled in accordance with relevant data protection laws and Ford's privacy policies.