**申请加盟经销商提报材料明细**

**Application materials for Distributor Admittance**

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| **资料类型**  **Type** | **内容**  **Contents** | **说明及要求**  **Requirements** |
| 表格报告  Report in Form | 《陕汽经销商加盟申请表》（附件一）  Application Form for SHACMAN Distributor Admittance(Annex I) | 扫描件，加盖经销商单位公章  Scanned copy with the official seal of the distributor |
| 基础资质  Basic Qualifications | 企业注册登记证明  Certificate of corporate registration | 扫描件，并加盖公章  Scanned copy with the official seal of the distributor |
| 财务资料  Financial Materials | 利润表  Income Statement | 扫描件，要求时间为最近两年，加盖企业公章  Latest two years; Scanned copy with the official seal of the distributor |
| 资产负债表  Balance Sheet |
| 现金流量表  Cash Flow Statement |
| 照 片  Photo | 企业经营场地实物照片  Real copy of corporate operational site | 电子版，包含办公、销售、服务、配件场所  Electronic form, including sales, service and part & components sites |
| 营销策略报告  Marketing Strategy Report | 在经营区域内的市场分析及销售规划  Market analysis and sales plan within the operational region | 电子版  Electronic form |
| 售后服务能力说明  After-sale service Ability Description | 企业在经营区域内售后服务、配件储备情况的说明  The description of after-sale service and parts inventory within the operational region | 电子版，加盖公章  Electronic form with the official seal |