DEALER QUESTIONNAIRE

РОСТСЕЛЬМАШ

1. General information		
Company name	Company address	
Incorporation form	Company's branches addresses	
Actual type of business	Contact telephone number for questionnaire feedback	
	Company fax number	
Company web site	Contact person E-mail for questionnaire feedback	
2. Information about curren	t activities	

2. Information about current activities									
Type of business or		Type of activity (export,	Tui	nover, thousand doll	ars	Full-time Employees quantity			
the type of selling products	Brand	import, production, etc.)	2018	2019	2020				
Trading activity									

3. Financial information	
Sales revenue in 2020 thousand dollars	
Accounts payable in 2020, thousand dollars	
Net profit in 2020, thousand dollars	

4. Experi	ence in a	gricultu	ral equip	ment sa	les							
	Agricultural	equipment sal dollars	es, thousand	Servi	ce, thousand o	lollars	Spare parts sales, thousand dollars			activities in		
Brand	2020	2019	2018	2020	2019	2018	2020	2019	2018	the agricultural equipment sector		

5. Combine and tractor sales revenue										
Brand	Revenue from grain harvester sales, thousand dollars						Revenue from tractor sales, thousand dollars			
	2020	2019	2018	2020	2019	2018	2020	2019	2018	

6. Other equipment sales revenue								
Brand	Type of equipment	Rever	Revenue, thousand dollars					
Dianu	туре от еңшіріненіс	2020	2019	2018				

7. Custome	r relations system		
	Client database		CRM system
Yes/No	Description (brief, in a free form)	Yes/No	Description (brief, in a free form)

8. Agricultural equipment quantity operating in your country, pcs.								
Grain hamostore	Forago hamvostors		Tractors, ca	Self-propelled	Trailed sprayers			
Grain harvesters Forage harvesters	150 to 200	200 to 300	300 to 400	More than 400	sprayers	Trailed Sprayers		

9. Combines quantity in a	gricultural f	arms of vour	country (b	reakdown	bv manufa	acturers)		
Claas John Deere	Case IH	New Holland	AGCO		tz Fahr	Other		
	machines m	anufactured more than	5 years ago, pcs.	1				
10. Tractors quantity in ag	gricultural fa	arms of your	country (bi	eakdown	by manufa	cturers)		
Claas John Deere Case		and Massey	Fendt	JCB	Deutz Fahr	Other		
33	110111011	Fergusson	1 0.100		200210			
	machines m	anufactured more than	5 years ago, nos					
	maciniles in	and actured more than	years ago, pes.					
					/l : 6 :	•		
11. Development agricult	ural equipm	ent market fo	recast in y	our count	ry (brief, ii	n a free		
form)								
12. Prospective Rostselma	ash dealer h	ead (if alread	v selected					
Name			,					
Last name								
Contact telephone, e-mail								
Work background (brief, in a free form)								
13. Staff allocated to Rost	selmash bu	siness activiti	es					
Employees of the sales department, qty.								
Employees of the service department, qty.								
14. Planned project invest	tments							
Total amount of investments, thousand	lilielits							
dollars								
Equity capital share, %								
Loan capital share, %								
Source of financing, loan interest rate								
15 Assets allocated to the								
15. Assets allocated to the services								
	-							
Commercial assets	Area, square		Description (br	ief, in a free form)			
	Area,		Description (br	ief, in a free form)			
Office	Area, square		Description (br	ief, in a free form)			
Office Exhibition space	Area, square		Description (br	ief, in a free form)			
Office Exhibition space	Area, square		Description (br	ief, in a free form)			
Office Exhibition space Area of the equipment warehouse Area of the spare parts warehouse	Area, square meters	es	Description (br	ief, in a free form)			
Office Exhibition space Area of the equipment warehouse Area of the spare parts warehouse	Area, square meters	es		ief, in a free form				
Office Exhibition space Area of the equipment warehouse Area of the spare parts warehouse 16. Equipment allocated t	Area, square meters o the service	es						
Office Exhibition space Area of the equipment warehouse Area of the spare parts warehouse 16. Equipment allocated t Equipment	Area, square meters o the service	es						
Office Exhibition space Area of the equipment warehouse Area of the spare parts warehouse 16. Equipment allocated t Equipment Office equipment	Area, square meters o the service	es						