

## Profile of the potential partner

### "IPT International Petroleum Trading LTD - Lubricants"

To determine the prospects of cooperation we ask you to answer a series of questions and send the completed form to the address "IPT International Petroleum Trading LTD Lubricants" by email \_\_\_\_\_

#### COMPANY OUTLINE:

1. **Company name and address.**

|                                   |  |
|-----------------------------------|--|
| - Company name                    |  |
| - Actual address                  |  |
| - Tel, fax, e-mail                |  |
| - General Director (Name, e-mail) |  |
| - Contact persons (Name, e-mail)  |  |
| - Home page / web address         |  |

2. **Company structure**

|  |  |
|--|--|
| - Structure of the sales division of the company<br>(number of departments, managers, sales representatives<br>(total and sales of lubricants) |  |
| - Regions that serves the company now, and<br>regions that can provide products in the future  |  |
| - Availability of vehicles:<br>- Freight (numbers, type, load capacity)<br>- Passenger (numbers, type)   |  |
| - Warehouse (s)<br>- form of property (own, leased)  |  |

|   |  |
|---|--|
| - storage space                                       |  |
| - numbers of employee                                 |  |
| - location (distance from the office)                 |  |
| - access transportation way (road, railway)           |  |
| - special equipment (forklift, etc.)                  |  |
| - additional equipment<br>(computer, tel/fax, e-mail) |  |
| - other information                                   |  |

3.

### **Company activity**

|   |  |
|---|--|
| The main directions of the company sales activity<br>(lubricants, automotive chemicals, car care products,<br>spare parts, etc.)  |  |
| <b>Lubricants</b>   |  |
| <b>B2B activity</b><br>(operation with end user customer: industry<br>enterprises, commercial fleet, etc.)<br><br>- please specify the numbers of serviced enterprises,<br>total delivered volume, Mt/month |  |
| <b>B2C activity</b><br>(operation with retail group, maintenance<br>workshops)  |  |

|  |  |
|--|--|
| - please specify the numbers of serviced retail, owned, total delivered volume, Mt/month   |  |
| <b>Car care products</b> (please specify brand names)  |  |
| <b>Spare parts</b> (spare parts group, car brand name)   |  |
| <b>Others</b> (please specify other business activity of your company)   |  |
| - Whether working now with packed oil production of IPT INTERNATIONAL PETROLEUM TRADING LTD" (specify the brand name, amount and sales of key products include oil in drums / cans, tons / month.) |  |
| - Whether working now with packed oil production of other brands (specify the amount and sales of key products include oil in drums / cans, tons / month.)   |  |
| - Is your company a distributor (dealer) of lubricants manufacturers (indicate status and brand names)   |  |

4.

#### Financial position of the Company

|                             |  |
|-----------------------------|--|
| - Annual turnover           |  |
| - Form of payment           |  |
| - non-cash                  |  |
| - cash                      |  |
| - others                    |  |
| - Ability for payment delay |  |

5.

#### Advertisement

|   |  |
|---|--|
| - Specify your experience at advertising campaign (fair participation, TV, press, radio, billboard) |  |
| - Your preference to mass media   |  |
| - Company plan for advertising activity in current year   |  |
| - Annual cash resources for advertising activity  |  |

WHY THE INTEREST IN OUR COMPANY

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WHAT YOUR COMPANY CAN BE USEFUL TO US

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FACTORS FAVORING WORK YOUR COMPANY

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COMPLICATING FACTOR OF YOUR COMPANY

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DISTINGUISH YOUR COMPANY AN ADVANTAGE (KEY SUCCESS FACTORS)

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Other information:

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Name and position to fill the questionnaire:

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