

Distributor Assessment Survey

You are being asked to complete this questionnaire as Kindly (KDL) Group is considering you as a distributor for our company. This questionnaire is intended to provide information essential for the evaluation of your distributorship in your country/region.

It is recognised some of the information sought is confidential in nature and will be treated accordingly.

Please complete the following questionnaire to the best of your ability and in as much detail as possible. Add attachments as necessary.

If any details are considered not to be relevant, please mark as such. Do not leave any areas blank.

Once complete, please return to:

E-mail: melvin.lu@kdInc.com

1.General Information

Company Name:

Address:

Phone:

Email of primary contact:

2.Business related questions:

How many years have you been in business?

Are you privately owned?

How many employees do you have working for you?

3 product or Service currently being engaged in

4,what is the turnover of your company in past 2 years

5.what are the product lines from KDL that you are intended to sell in your country/region?

6.what are the competitors' brands that have presence in your country/region? what are their price

ranges?

7.what is your sales/distribution channel? (government tender; direct sale in hospitals and clinics;distributors)

8.what is the sales estimate of KDL products in coming 12 months?

9.describe your distributing plan for KDL product lines in your country/region: