**Questionnaire Share of revenue from high-profile clients**

**1. General Information**

**1.1. Your Company Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
**1.2. The Company’s Sector /Scope of Business: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
**1.3. Gross income for the previous two years (approximate, broken down by year): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**1.4. The Company’s average manpower over the last three years: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**1.5. Average wages fund for the last two reporting years: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**2. Client base structure**

**2.1. Number of active clients over the last 12 months:**
**☐ 1–10  ☐ 11–50  ☐ 51–100  ☐ Over 100**

**2.2. How many Cleints generate more than 10% of your annual revenue?**
**☐ 0  ☐ 1  ☐ 2–3  ☐ Over 3**

**2.3. What percentage of your annual revenue comes from your biggest client? Specify your biggest client:**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
**☐ <10%  ☐ 10-25%  ☐ 26-50%  ☐ >50%**

**2.4. Estimated combined revenue share from top three clients over the past two years (as a percentage of total revenue):**
**☐ <25%  ☐ 26-50%  ☐ 51-75%  ☐ >75%**

**Names of top 3 clients: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**2.5. What is the share of annual revenue attributable to the KAZ Minerals Group of Companies (KAZ MINERALS MANAGEMENT LLC BIN 130240002940, KAZ MINERALS AKTOGAY LLC BIN 090840006023, KAZ MINERALS BOZSHAKOL LLC BIN 090540005490, VOSTOKTSVETMET LLC BIN 140740012829, VOSTOKENERGO LLC BIN 150940009332, KAZ Minerals Bozymchak LLC) over the past two years?**

**☐ <10%  ☐ 10-25%  ☐ 26–50%  ☐ >50%**

**2.6. What share of the organization's total revenue over the last two reporting years is made up of income from the execution of government contracts?**

**☐ <10%  ☐ 10-25%  ☐ 26–50%  ☐ 51–75%  ☐ >75%**

**3. Dependency and Sustainability**

**3.1. Does your Company have long-term contracts with key clients?**
**☐ Yes, with everyone**
**☐ Only with some**
**□**  **No**

**4. Risk Management and Business Vision**

**4.1. Do you have a strategy to diversify your client base?**
**☐ Yes  ☐ In progress ☐ No**

**4.2. Do you plan to expand your client base in the coming year?**
**☐ Yes  ☐ No  ☐ I find it difficult to answer**

**4.3. What steps are you taking to reduce your dependence on large clients?**
**(You can select several)**
**☐ Search for new clients**
**☐ Development of new products/trends**
**☐ Negotiations on increasing margins**
**☐ Expansion into other markets**
**☐ We are not doing anything yet**

**5. Does your Company have any owned assets such as buildings, structures, land, production equipment, vehicles?**

**□ Yes □ No**

**If yes, please list the assets: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**6. Does your Company have assets such as equipment, vehicles, real estate that are rented or leased?**

**If yes, please specify:**

**- What exactly are these assets \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**– What is the expiration date for the rental or lease agreements signed by your Company? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Signature**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Name**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

Position [CEO, General Director, or CFO]

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Company**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Date**