



SEDIMA



**PRESIDENT
REPORT**

Major issues



Works on tools about
compagnies profitability



Health crisis management



Specific actions for garden
machinery



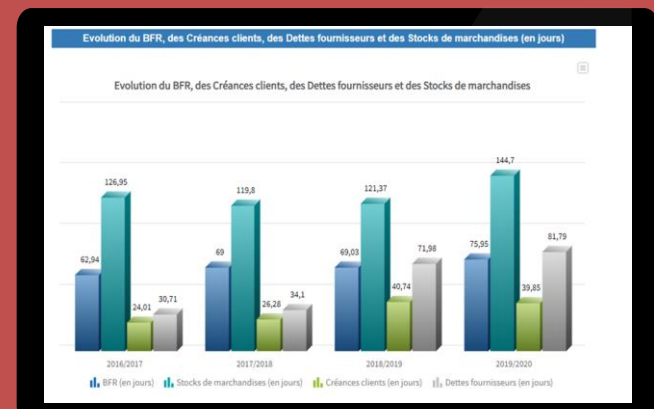
New tools about companies profitability

Seuil de rentabilité par activité				
Designation	Total	MATERIEL	COMPTOIR	ATELIER
Ventes - Production (Cessions incluses)	0	0	0	0
Marge de Gestion	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Taux de marge Gestion	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Fournitures consommables	0	0	0	0
Services extérieurs	0	0	0	0
Valeur ajoutée	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Impôts et taxes	0	0	0	0
Charges de personnel	0	0	0	0
Excédent brut d'exploitation	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Dotations aux amortissements	0	0	0	0
Variation des Dotations aux provisions	0	0	0	0
Résultat d'exploitation	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Produits financiers	0	0	0	0
Charges financières	0	0	0	0
Résultat financier	0	0	0	0
Résultat courant	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Résultat courant déagré par :	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Les ventes pièces				
La Main d'œuvre				
Les ventes matériels		#DIV/0!		
La garantie		0		
Seuil de rentabilité	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Ecart CA / Seuil de rentabilité	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Taux de marge pour être au point mort	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Total des charges par service	0	0	0	0

1- Development of Excel tools that allow our members to estimate :

- the break-even point of each department : sales department, workshop and store.
- the hourly workshop cost price

2- Access to a new web platform on which nearly 90 economic and financial indicators are analyzed each year with summary graphs and comparisons between companies ;



Health crisis management



Specific actions for garden machinery



Measures to be implemented as part of reopening of garden machinery dealers



Contributions of garden machinery dealers to the recovery plan carried by CPME



Letters addressed to the Prime Minister and to the Minister of Economy and Finance requesting details of the activities authorized to welcome the public



Production of Special questions / answers " garden machinery dealers "

