

Questionnaire - Emerging Food Processing SMEs of India

Note : Only manufacturing companies with turnover less than Rs 100 crores are eligible

1. Name of the company (Registered Name) _____

a. Ownership pattern of the company:

i. Proprietary ii. Partnership iii. Private Limited iv. Public Limited

b. Commencement year of commercial production / operations: _____

c. Top Management:

i. _____ Designation _____

ii. _____ Designation _____

2. Nature of operations:

i. Manufacturing ii. Trading iii. Both
iv. Others (please specify) _____

3. Industry sub-segment

i. Fruits and vegetable processing ii. Milk and milk products
iii. Meat and poultry iv. Marine Products
v. Bakery vi. Cocoa Products
vii. Soft drinks viii. Beer & alcoholic drinks
ix. Packaged / Convenience food x. Others (please specify)

4. Plants Details

Location of plant	No. of plants	Product	Production Capacity

5. Production Technology

a. Plant and Machinery used _____

b. Production Capacity Utilisation _____%

c. No of working shifts _____

6. Investment in plant and machinery:

i. Up to Rs 25 lakhs ii. Rs 25.01 lakh to Rs 1 cr iii. Rs 1.01 cr to Rs 5 cr
iv. Rs 5 cr to Rs 10 cr v. Rs 10 cr and above

7. Total Number of employees _____

a. Full time _____ b. Contract Labour _____

8. Products: _____

a. Key Products _____

b. Key Product Brands _____

9. Area of product specialisation _____

10. Turnover Rs _____

a. Revenue share : Domestic _____% Export _____%

b. Exports : Direct _____% Trading Houses / Agents _____%

Please specify _____

11. Growth in revenue

a. Last two years _____% b. Expected in next two years _____%



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12. Key Clients / Customers
- a. Domestic clients _____
 - b. International clients _____
 - c. Exports Region _____

13. *Quality certification(s) _____

14. Joint Ventures / Collaborations (Domestic and International)
- a. Partner _____ Purpose _____
 - b. Partner _____ Purpose _____

15. Funding (Working Capital / Long Term Loan)
- | | |
|---|----------------------------------|
| a. PSU Bank / Nationalized Bank – WC / LT | b. Private Sector Bank – WC / LT |
| c. MNC – WC / LT | d. Co-operative Bank – WC / LT |
| e. Others – C / LT | |

16. Government subsidy availed Yes / No

If yes, which Bank _____

17. Future plans
- | | |
|--------------------|------------------------------------|
| a. Diversification | b. Capacity expansion |
| c. New markets | d. Marketing initiatives |
| e. Modernization | f. Any Other, Please Specify _____ |
- Please Elaborate _____

18. Other information
- a. Member of any industry association

 - b. IT infrastructure _____
 - c. Availability of funds

i. Very Easy	ii. Easy	iii. Moderate	iv. Difficult	v. Very Difficult
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 - d. Industry Growth Prospects

i. Decline	ii. Stagnant	iii. 0 to 10%	iv. 11% to 20%	v. 21% and above
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 - e. Hindrances to growth (check the following table)

High incidence of taxes and duties	Yes / No
Excessive rules and regulations governing food processing industry	Yes / No
Lower capacity utilization	Yes / No
Non-adoption of cost effective & advance technologies	Yes / No
High cost of finance	Yes / No
Infrastructural constraints	Yes / No
Inadequate producer-processor linkages leading to dependence on intermediaries	Yes / No
Other please specify	

19. Contact details
- a. Address _____

 - b. Phone Nos. _____ Fax No. _____
 - c. Web site _____
 - d. E-mail _____

20. Turnover Bracket:
- | | |
|-------------------------|-----------------------------|
| a. Up to Rs 10 cr | b. Rs 10.01 cr to Rs 25 cr |
| c. Rs 25 cr to Rs 50 cr | d. Rs 50.01 cr to Rs 100 cr |

PS: Please enclose visiting card, Company brochure and other related material



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Sheet for Additional Information

About the company

About the Industry – (Concerns, growth drivers, future outlook and other points)

Signature

Date: _____

Place: _____

