

## Emerging SMEs of India – Auto Ancillary Questionnaire

1. Name of the company (Registered Name)

\_\_\_\_\_

a. Ownership pattern of the company:

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

b. Key promoters:

i. \_\_\_\_\_, Designation \_\_\_\_\_

ii. \_\_\_\_\_, Designation \_\_\_\_\_

iii. \_\_\_\_\_, Designation \_\_\_\_\_

c. Commencement of commercial production / operations: \_\_\_\_\_

2. Nature of operations:

i. Standalone    ii. Contract Manufacturing    iii. Ancillary Unit  
iv. Others (specify) \_\_\_\_\_

3. 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

4. No of Plants, Capacity, Location \_\_\_\_\_

1. \_\_\_\_\_

2. \_\_\_\_\_

5. Turnover Rs \_\_\_\_\_

a. **Revenue share:** Domestic \_\_\_\_\_%    Export \_\_\_\_\_%

6. Sales to

a. OEMs                      b. Replacement market                      c. Both

7. Quality certification(s) \_\_\_\_\_

8. Products: \_\_\_\_\_

a. Key revenue contributors \_\_\_\_\_

b. Key Product Brands \_\_\_\_\_

9. Area of specialization \_\_\_\_\_

10. Industry served

LCV / HCV / PV / Tractors / UV / Three Wheelers / Two wheelers / Others

11. Production Technology

a. Plant and Machinery used \_\_\_\_\_

b. Production Process \_\_\_\_\_

12. Joint Ventures / Collaborations (Domestic and International)

a. Partner \_\_\_\_\_ Purpose \_\_\_\_\_

b. Partner \_\_\_\_\_ Purpose \_\_\_\_\_

13. Capacity Utilization \_\_\_\_\_%      No of working shifts \_\_\_\_\_

14. Number of employees

a. Full time \_\_\_\_\_      b. Contract Labour \_\_\_\_\_

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**15. Key Clients / Customers**

- a. Domestic \_\_\_\_\_  
b. International (mention regions) \_\_\_\_\_

**16. Growth in revenue**

- a. Last two years \_\_\_\_\_ b. Growth Expected in next two years \_\_\_\_\_

**17. 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 – WC / LT

**18. Future plans**

- a. Diversification      b. Capacity expansion  
c. New markets      d. Marketing initiatives  
e. Modernization

**19. Other questions**

- 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

**d. Industry Growth Prospects**

- i. Decline      ii. Stagnant      iii. 0 to 10%      iv. 11% to 20%      v. 21% and above

**e. Hindrances to growth**

Infrastructure \_\_\_\_\_

Lack of Government Assistance \_\_\_\_\_

Marketing Issues \_\_\_\_\_

**20. Contact details**

- a. Address \_\_\_\_\_  
\_\_\_\_\_

- b. Phone numbers \_\_\_\_\_

- c. Web site \_\_\_\_\_

- d. E-mail \_\_\_\_\_

**e. Turnover Bracket:**

- a. Up to Rs 10 cr      b. Rs 10.01 cr to Rs 25 cr  
b. Rs 25 cr to Rs 50 cr      d. Rs 50.01 cr to Rs 100 cr

**21. Comments** \_\_\_\_\_

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

**Emerging SMEs of India – Auto Ancillary Questionnaire**

**Feedback from Correspondent**

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Name of Correspondent : \_\_\_\_\_

Telephone Numbers : \_\_\_\_\_ Mobile No. \_\_\_\_\_

Signature

Date: \_\_\_\_\_

Place: \_\_\_\_\_

