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D&B • AXIS BANK
BUSINESS
GAURAV
SME AWARDS 2012



Companies with annual total income of less than Rs. 150 crore in FY12 are eligible for nomination. Last date for receiving filled nomination form is September 28, 2012. Fields marked with * are mandatory.

I. *Company Information	
Registered Name:	Year of Establishment:
Registered Address:	
Telephone:	Fax:
Website:	Email:

i. Ownership Pattern: Proprietary Partnership Private Limited Public Limited

ii. Nature of Operation: Manufacturing Trading Service Provider Export House

iii. Total Number of employees (including contract labour): _____

iv. Top Management

1. _____ Designation _____ Age _____

2. _____ Designation _____ Age _____

v. Please provide company's PAN Card Number: _____

II. Operational Details

i. *Please select ONE from among the following 14 sectors under which you would like to be nominated for the awards:

Sector	Tick	Sector	Tick
Auto Components		Logistics	
Chemicals and Petrochemicals		Metal and Metal Products	
Electronic Goods and Components		Plastic, Plastic Goods and Plastic Processing	
Engineering Goods (including machinery & instruments)		Pharmaceuticals	
Food and Agro Products		Readymade Garments	
Hospitality		Rubber and Rubber Products	
IT & ITES		Textiles (excluding readymade garments)	

ii. Major products/services: _____

iii. *Plant / Service Details:

Total no. of Plants (manufacturing sector) OR Delivery Centres (IT-ITeS) OR Hotels/Resorts	Location of plants (manufacturing)/ delivery centres (IT-ITeS)/ Location of Hotels/Resorts / no. of offices (Logistics)		Total Installed Capacity of all plants and units of measurement p.a./ no. of seats (IT-ITeS)/ no. of rooms (Hotels/Resorts) / Distribution network (Logistics)		Production in units of all plants p.a./ No. of employees (IT-ITeS) / Occupancy rate p.a. (Hotels/Resorts)				
	FY11	FY12	FY11	FY12	FY11	FY12	FY11	FY12	

*Kindly provide the production details plant wise / occupancy rate hotel location wise / employee count delivery centre wise in a separate sheet for FY11 & FY12.

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iv. Investment in plant and machinery/equipment (excluding land and building):

A. Manufacturing

- Up to Rs. 25 lakh More than Rs. 25 lakh and up to Rs. 5 crore
 More than Rs. 5 crore and up to Rs. 10 crore More than Rs. 10 crore

B. Service Sector

- Up to Rs. 10 lakh More than Rs. 10 lakh and up to Rs. 2 crore
 More than Rs. 2 crore and up to Rs. 5 crore More than Rs. 5 crore

III. *Financial Details

Please attach the audited financial statements for FY10, FY11 and FY12

Financials Details	FY10 (Rs. Crore)	FY11 (Rs. Crore)	FY12 (Rs. Crore)
Total Income (domestic + exports) ^			
Net Profit (PAT)			
Export Revenue			

Note: ^ Total Income refers to net sales + other income

If the company is operating in more than one sector, kindly provide the revenue break - up of the various segments in which the company operates in:

Segmental Revenue Break - up	FY10 (Rs. Crore)	FY11 (Rs. Crore)	FY12 (Rs. Crore)
I.			
II.			
III.			

Please tick on the company's major areas of exports:

- North America Europe Middle East Africa Asia Pacific (Excluding Middle East)
 South America Others, Please Specify _____

IV. Miscellaneous

i. Please rate the various sources of obtaining finance as preferred by the company (Kindly rate them in the order of 1 to 6 with 1 being the least preferred and 6 being the most preferred)

Source	Rating	Source	Rating
Bank Credit/Loans		External Commercial Borrowings	
Private Equity		Government Institutions (SIDBI etc)	
Loans from unorganized sector (money lenders etc)		Other Financial Institutions	

ii. Please mention your banking preference (Kindly rate them in the order of 1 to 4 with 1 being the least preferred and 4 being the most preferred)

Public Sector Banks: _____ Private Banks: _____ Foreign Banks: _____ Cooperative Banks: _____

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Please mention the name of your banking institution/s and rate their services on a scale of 1 to 5 with 1 being the worst and 5 being the best

Bank 1: _____ Rating: _____

Bank 2: _____ Rating: _____

Bank 3: _____ Rating: _____

Bank 4: _____ Rating: _____

Bank 5: _____ Rating: _____

iii. What are the obstacles you face while applying for a loan? (Please Tick whichever is appropriate)

Parameters	Not an Obstacle	Minor Obstacle	Moderate Obstacle	Major Obstacle
Collateral requirements				
Cumbersome Paperwork				
Interest Rates				
Difficulty in accessing the long term loan				
Others, Please Specify _____				

iv. Major Challenges faced by SMEs (Kindly rate them in the order of 1 to 8 with 1 being the lowest and 8 being the highest)

Benefits	Rating	Benefits	Rating
Obtaining Finance		Bureaucratic Hurdles	
Lack of Infrastructure		Obtaining Skilled Manpower	
Competition from larger players and MNCs		Technology up-gradation	
Fluctuating prices of raw material		Others, Please Specify _____	

v. According to you please tick the benefits of the launch of SME exchange?

- Access to capital market – bridging fund gap
- Additional employee incentives like ESOPs
- Facilitate growth through M&As
- Others, Please Specify _____
- Increased visibility for SMEs
- Liquidity for shareholders
- Encouraging innovation and entrepreneurship

V. *Key Initiatives and Achievements (Please attach additional sheets wherever applicable)

i. Do you provide any training to employees? Yes No
If yes, please mention the major initiatives undertaken by the company with respect to training and development of employees

ii. Please mention the key initiatives/achievements of your company in terms of processes, quality management with regards to improving operational efficiency.

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iii. Marketing and sales promotion initiatives (Kindly tick the option relevant to your company)

Option	Tick	Option	Tick
Product Development		Dealer/Retailer Discounts	
Promotional Schemes and Offers		Participating in Industry/Association Events & Trade Fairs	

Please elaborate on the various marketing and sales promotion initiatives undertaken by the company

iv. Future plans (Kindly tick the option relevant to your company)

Option	Tick	Option	Tick
Expanding product/Service offerings		Entering new geographies within India	
Diversifying into a new segment/sector		Venturing into international markets	
Technology upgradation		Others, Please Specify _____	

Please elaborate _____

VI. * Declaration

This is to certify that the above information is true and correct to the best of my knowledge

Name of the Respondent: _____ Designation: _____

Mobile: _____ Email: _____

Date and Signature: _____ Stamp: _____

Please enclose financial statements, client's testimonials, certificates, marketing brochure, resume of top management and a write up on the organizational achievements by the company leader and any other relevant information using additional sheets.

Please send the completed nomination form to:

Contact Person - Sneha Talreja (022-66801350) / Nidhi Bajaj (022-66801345)
Dun & Bradstreet Information Services India Pvt. Ltd., ICC Chambers 2, 2nd Floor, Near Saki-vihar Telephone Exchange, Saki-vihar Road, Powai, Mumbai – 400072.
Phone (Board Line): 022-66801300; Fax: 022-28476281/82; Email: businessgaurav@mail.dnb.co.in

The nomination form is designed to elicit information for 'Business Gaurav SME Awards 2012' and the publication 'Leading SMEs of India 2012' and will be used solely for the same purpose.

To be filled by Axis Bank employees

Employee code _____ Branch / Centre name _____ Date _____

