

RESERVE BANK OF INDIA
DEPARTMENT OF STATISTICS AND INFORMATION MANAGEMENT
MUMBAI-400051

Survey on Indian Startup Sector-Questionnaire

Year _____

A. General Information on the Startup

1. Name of your Startup _____
2. Address (optional):
 _____ City: _____
 State: _____ Pin: _____
 Email: _____ Contact no: _____
 CIN _____(21 digits)
3. Certificate Number as recognised by DIPP as startup(if any) _____
4. Total number of founder(s) in your Startup _____
5. Total number of female founder(s) in your Startup _____
6. Number of the founder(s) in age intervals given below (write number inside the box as applicable)
 a. Less than 20 b. 20-25 c. 25 - 30 d. 30- 40 e. Above 40
7. Age of the Startup (in years)
 a. Less than one b. 1 - 3 c. 3 - 5 d. 5 - 7
8. Number of founder(s) with qualification given below (write the number inside the box as applicable)
 a. High school b. Bachelor degree c. Masters degree
 d. MBA/CA e. Others
9. Academic background of the founder(s) (write the number inside the box as applicable)
 a. Science b. Arts c. Commerce/Finance
 d. Engineering e. Medicine f. Marketing
 g. Information Technology h. Law
 i. Others _____(please specify)
10. Background of the founder(s) (write the number inside the box as applicable)
 a. Professional b. Business Owner c. Student
 d. Others (Please Specify) _____
11. Type of your startup
 a. Private Ltd. Company b. Public Ltd. Company c. Partnership firm
 d. Limited Liability Partnership e. Unregistered f. Others
12. If registered in India, mention the state in which your Startup has been registered

13. If registered abroad, mention the country in which your Startup has been registered _____

B. Description of the Startup

14. Sector that best describes your Startup (you can tick more than one, in order of priority ,1 being top)

- | | | | | | |
|-------------------------|--------------------------|----------------------------|--------------------------|----------------------------|--------------------------|
| a. Agriculture | <input type="checkbox"/> | b. Social Commerce | <input type="checkbox"/> | c. Consumer Goods | <input type="checkbox"/> |
| d. Data & Analytics | <input type="checkbox"/> | e. Education | <input type="checkbox"/> | f. Media & Entertainment | <input type="checkbox"/> |
| g. Financial Services | <input type="checkbox"/> | h. Energy/renewable Energy | <input type="checkbox"/> | i. Transport& Logistics | <input type="checkbox"/> |
| j. Sports & Recreation | <input type="checkbox"/> | k. Health | <input type="checkbox"/> | l. Enterprise & Corporate | <input type="checkbox"/> |
| m. Social Enterprise | <input type="checkbox"/> | n. Food | <input type="checkbox"/> | o. Water supply | <input type="checkbox"/> |
| p. Manufacturing | <input type="checkbox"/> | q. Product Development | <input type="checkbox"/> | r. Hardware Development | <input type="checkbox"/> |
| s. Biotechnology | <input type="checkbox"/> | t. Machine learning | <input type="checkbox"/> | u. IT Consulting/ Solution | <input type="checkbox"/> |
| v. Software Development | <input type="checkbox"/> | w. Travel & Tourism | <input type="checkbox"/> | x. Others (please specify) | <input type="checkbox"/> |

15. Which option will be more suitable for your product:

- | | |
|--|--------------------------|
| a. Already exists in the market | <input type="checkbox"/> |
| b. Improved version of an existing product | <input type="checkbox"/> |
| c. New Innovative Product | <input type="checkbox"/> |

16. Whether your Startup has filed for patents

- | | | | | | |
|--------|--------------------------|-------|--------------------------|---------------------|--------------------------|
| a. Yes | <input type="checkbox"/> | b. No | <input type="checkbox"/> | c. Planning to file | <input type="checkbox"/> |
|--------|--------------------------|-------|--------------------------|---------------------|--------------------------|

17. Which of the following helped you to set up the Startup (you can tick more than one, in order of priority ,1 being top)

- | | | | |
|-----------------------------------|--------------------------|---------------------------|--------------------------|
| a. Favourable economic conditions | <input type="checkbox"/> | b. Ease of doing business | <input type="checkbox"/> |
| c. Market/Industry demand | <input type="checkbox"/> | d. Availability of talent | <input type="checkbox"/> |
| e. Low barriers to entry | <input type="checkbox"/> | f. Experience of team | <input type="checkbox"/> |
| g. None of the above | <input type="checkbox"/> | h. Other | <input type="checkbox"/> |

18. Which stage is your Startup currently at

- | | | | | | |
|---------------------|--------------------------|--------------------|--------------------------|-------------------------------|--------------------------|
| a. Idea/Concept | <input type="checkbox"/> | b. Beta /Prototype | <input type="checkbox"/> | c. Early revenue | <input type="checkbox"/> |
| d. Growing revenues | <input type="checkbox"/> | e. Maturity | <input type="checkbox"/> | f. Expanding to new market(s) | <input type="checkbox"/> |

19. Professional support accessed by your Startup (you can tick more than one, in order of priority ,1 being top)

- | | | | | | |
|-----------------------|--------------------------|---|--------------------------|---------------------|--------------------------|
| a. Mentors & Advisors | <input type="checkbox"/> | b. Lawyers/Business Consultants | <input type="checkbox"/> | c. Local Government | <input type="checkbox"/> |
| d. Industry Connect | <input type="checkbox"/> | e. CA (Chartered Accountancy) /CS (Company Secretary) | <input type="checkbox"/> | | <input type="checkbox"/> |
| f. None of the above | <input type="checkbox"/> | | | | |

20. Personal motivation for setting Startup

- | | | | | | |
|----------------|--------------------------|-------------------|--------------------------|-------------------------|--------------------------|
| a. Opportunity | <input type="checkbox"/> | b. Social service | <input type="checkbox"/> | c. Lack of other option | <input type="checkbox"/> |
|----------------|--------------------------|-------------------|--------------------------|-------------------------|--------------------------|

21. Is your Startup under any incubator / accelerator/Investor/Gol No
a. Yes b.

22. Is your Startup under any international incubator / accelerator/Investor

- | | | | |
|--------|--------------------------|-------|--------------------------|
| a. Yes | <input type="checkbox"/> | b. No | <input type="checkbox"/> |
|--------|--------------------------|-------|--------------------------|

23. Your target market (you can tick more than one, in order of priority ,1 being top)

- a. Rural India b. Semi-urban India c. Urban India d. Metropolitan India
 e. Outside India
24. Which types of Customer targeted by your Startup (you can tick more than one, in order of priority ,1 being top)
 a. B2B b. B2C c. B2B2C d. B2G
25. What technology is your Startup making use of (you can tick more than one, in order of priority ,1 being top)
 a. Big data & Analytic b. Machine learning c. IoT (Internet of Things)
 d. AR (Augmented reality)/VR (virtual reality) e. Online Aggregator
 f. Chatbot and Natural Language Processing (NLP) g. Online Marketing
 h. None of the above

C. Finance and Performance of the Startup

26. How your Startup is funded (you can tick more than one, in order of priority ,1 being top)
- a. Own funds b. Family & Friends c. Funding by NRIs
 d. Angel investor e. Crowd funding f. Private Equity / VC
 g. Funded by SIDBI h. AIFs (through SEBI) i. NBFC
 j. NABARD k. Incubator Funding l. Accelerator Funding
 m. Others
27. In case the Startup expected some financial concession from Government, did it materialise?
 a. Yes b. No c. No comments
 If 'No comment' please mention the possible reason _____
-
28. Capital infused to your Startup so far (in Rupees)
 a. Less than 20 lakhs b. 21-50 lakhs c. 50 lakhs -1 Cr. d. 1 Cr-3 Cr
 e. 3 Cr-10 Cr f. Above 10 Cr
29. International funding received by your Startup (in Rupees)
 a. < 1 Cr. b. 1Cr. -3 Cr c. 3 Cr.-10 Cr. d. Above 10 Cr.
 e. None
30. Working capital required for a period of one year (in Rupees)
 a. Upto 1 Lakh b. 5 Lakh c. 10 Lakh d. More than 10 Lakh
31. Institution from which you received loan easily (you can tick more than one, in order of priority ,1 being top)
 a. Public Sector Banks b. Private Sector Banks c. Non-Bank Financial Companies
 d. ECB e. Others f. Not Applicable
32. Your willingness to convert your loan to Equity
 a. Yes b. No c. Undecided
33. Is your Startup generating revenue

- a. Early revenue b. Growing revenue c. No revenue

34. In which year of operation did your Startup started generating revenue(turnaround time) _____

35. Annual turnover of your Startup, if applicable (in Rupees)

- a. Less than 5 lakhs b. 5-10 lakhs c. 10-25 lakhs
 d. 25-50 lakhs e. 50 lakhs - 1 crore f. 1-10 crore
 g. 10-25 crore h. > 25 Crore i. None

36. Did your Startup make any profit in the last three year

2015-16	2016-17	2017-18 (as on date)
a. Yes <input type="checkbox"/> b. No <input type="checkbox"/> c. N.A <input type="checkbox"/>	a. Yes <input type="checkbox"/> b. No <input type="checkbox"/> c. N.A <input type="checkbox"/>	a. Yes <input type="checkbox"/> b. No <input type="checkbox"/>

D. Employment in the Startup

37. Number of employees in your Startup in the first six months (on roll/on contract).

- a. Under 10 b. 10-20 c. 20-50 d. 50-100 e. Over 100

38. Number of employees in your startup now

- a. Under 10 b. 10-20 c. 20-50 d. 50-100 e. Over 100

E. Challenges faced by the Startup

39. Do you think filing registration for regular compliance (GST/Tax/Employee PF Fund /RoC/Tax Filing etc) is a smooth process in India.

- a. Yes b. No

40. Do you think policies in India for Startups are helpful?

- a. Yes b. Need more simplicity

If "Yes" which is/are the most beneficial policy/policies _____

Otherwise please state/suggest which policies will help you the most _____

41. Challenge(s) to scale up your business (you can tick more than one, in order of priority ,1 being top)

- a. Access to finance b. Accessing new market c. Lack of distribution channel
 d. Lack of skilled labour/ Technology/ Talent e. Process of approval from Nodal Agency
 f. Regulatory prescriptions g. None of the above

F. Future Plan of the Startup

42. If not already listed, do you plan to list your Startup on the Indian Stock Exchange in the next five years?

- a. Yes b. No

43. Does your Startup have an intention to exit?

- a. Yes b. No c. Unknown at this stage

if yes, what are the issues or challenges that affect your Startup to exit (you can tick more than one, in order of priority ,1 being top)

- a. Market conditions
- b. Funding requirement
- c. General economic situation
- d. Government Policies
- e. Growing presence of foreign startups
- f. Need to continually innovate to keep ahead
- g. Other

44. Does your Startup have an intention for seeking an acquisition?

- a. Yes
- b. No
- c. Undecided at this stage

45. How many new employees are you planning to hire in the next two to three years?

- a. Under 10
- b. 10-20
- c. 20-50
- d. 50-100
- e. Over 100
- f. None

Disclaimer: Information received through this questionnaire will be used for RBI internal purpose only. The data furnished in the questionnaire will be kept confidential and only consolidated aggregate will be published by Reserve Bank of India.