QUESTIONNAIRE

1. Which source of finance is used by your organization?
   a) Equity       b) Debt
   c) Equity and Debt  d) Any other

2. The % of private equity finance in the capital structure of your company (   )

3. Please mention the lock in period of private equity finance in your company and also mention whether it is extendable or not.

4. To what extent the conditions are imposed by the private equity providers regarding
   1. Management related  1 2 3 4 5 6 7 8 9 10
   2. Time based 1 2 3 4 5 6 7 8 9 10
   3. Performance bases 1 2 3 4 5 6 7 8 9 10
   4. Exit based 1 2 3 4 5 6 7 8 9 10
   (1 represents 10%, 2 represents 20%, 3 represents 30%,... 10 represents 100%)

5. As per your knowledge and experience which of the factors made the private equity providers to decide to invest in your firm:
   1) Managerial strength 1 2 3 4 5 6 7 8 9 10
   2) Marketing performance 1 2 3 4 5 6 7 8 9 10
   3) Strength of employees 1 2 3 4 5 6 7 8 9 10
   4) Policy of the govt. 1 2 3 4 5 6 7 8 9 10
   (1 represents 10%, 2 represents 20%, and 3 represents 30% ...10 represents 100%)

6. At which stage your company got private equity finance
   a.) Concept invention b) Product development
   c) Early stage technology development d) Product marketing

7. Did Private Equity helped your company in?
   a) Technology and industry innovation b) Green field job creation
   c) Better Corporate Governance d) All above
8. Which way of exit route is mentioned in the agreement with private equity firm by your company?
   a) Initial Public Offer  
   b) Trade Sell  
   c) Selling to another private equity firm  
   d) Company buy back

9. Which source of private equity is most suitable to your company as per your experience?
   a.) Alone  
   b.) As lead Manager  
   c.) As Syndicate

10. What type of support is provided by the private equity provider in your company?
    a.) Scientific support  
    b.) Engineering support  
    c.) Managerial support  
    d.) Marketing support

11. Did your firm after private equity
    a) Develop a new technology/creative innovative idea  
    b) Purchase new technology from abroad  
    c) Purchase technology from domestic market

12. The investment objective of private equity in your company was?
    a.) Developing new technology  
    b) Bring new idea into the company  
    c.) Financial return  
    d.) All above

13. Did your company acquired Patent after private equity finance?  Yes /No

14. What is Method of Valuation followed by the private equity before investment in your company?
    a) Discounted Cash flow  
    b) Method based on opportunity Cost  
    c) Comparison of your company with another quoted/unquoted company in the same business

15. Did the private equity investment in your company act as:
    a) Non Voting observer  
    b) Full voting member

16. What type of strategic access are provided by private equity to your firm
    a.) Access to customer  
    b.) Access to Supplier  
    c.) Access to Partner
17. After private equity finance your firm’s production is improved in terms of
   a) Quantitatively b) Qualitatively c) Both Quantitatively and Qualitatively
18. Did your firm acquire competitive edge in the market in sense of?
   a) Competent task force b) Technology advancement
   c) Brand name d) All
19. Did private equity helped to enhance the value of the firm? Yes/No
20. After private equity investment in your company?
   a) How much your technological advancement has increased?
      1 2 3 4 5 6 7 8 9 10
   b) How much your production level is increased?
      1 2 3 4 5 6 7 8 9 10
   c) How much quality level has improved?
      1 2 3 4 5 6 7 8 9 10
      (1 represents 10%, 2 represents 20%, 3 represents 30%.... 10 represents 100%)
21. What kind of cost saving has been experienced by your company after
    investing in new technology:-
    a) Labour cost saving b) Power, fuel saving
    c) Normal loss decreased c) Abnormal loss decreased
    e) Material cost saving
22. To what extent management design is considered by you while investing the
    capital under venture/equity capital. Please rank the following in the
    percentage form?
    a) Governance b) Government policy
    c) Venture Capital Association Guidelines d) Profit Participation
    e) Ownership participation
23. Why private equity finance is preferred by your firm:
   a) Access to Capital  b) Equity partnership
   c) Willingness to take risk  d) Flexibility

24. The problems faced by your firm while collecting and investing private equity
   a) Interest  b) Profit sharing
   c) Mainly the money available (installment or full)

25. Suggestion to improve the culture of investment through private equity.
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