INTERVIEW SCHEDULE TO INDIVIDUAL INVESTORS

1. Age group (in years) :
   (a) Below 35
   (b) 35 – 50
   (c) Above 50

2. Educational Background :
   (a) Below graduate
   (b) Graduate
   (c) Post-graduate
   (d) Professional

3. Occupation :
   (a) Salary
   (b) Self-employed
   (c) Retired
   (d) Business
   (e) Profession

4. Annual Income of family (in rupees) :
   (a) Below 1 lakh
   (b) 1 – 3 lakh
   (c) Above 3 lakh
5. Family size:
   (a) Below 4
   (b) 4 – 6
   (c) Above 6

6. Wealth Holding (in rupees):
   (a) Below 5 lakhs
   (b) 5 – 10 lakhs
   (c) Above 10 lakhs

7. Investments in securities (in rupees):
   (a) Below 50,000
   (b) 50,000 – 1 lakh
   (c) Above 1 lakh – 3 lakhs
   (d) Above 3 lakhs

8. Stock Market experience (in years):
   (a) Upto 3
   (b) 3 – 5
   (c) Above 5 – 10
   (d) Above 10
9. Source of information (Dailies):
   (a) The Hindu □
   (b) Indian Express □
   (c) Business Line □
   (d) Financial Express □
   (e) Economic Times □

10. Source of funds for investments:
    (a) Main Income □
    (b) Sale proceeds of investments □
    (c) Bank loan □
    (d) Borrowings □
    (e) Mortgage of property □

11. Purpose of investment (Specify your preference only from 1 to 5):
    (a) Speculation □
    (b) Short-term appreciation □
    (c) Long-term appreciation □
    (d) Regular Income □
    (e) Tax Benefit □
12. Your most preference factor in primary market (Specify your preference order from 1 to 5):
   (a) Association with Good company (through direct allotment) □
   (b) No Broker's intervention and Commission □
   (c) Equal price (par/premium) to all □
   (d) Profit on trading after listing □
   (e) Prospect for value appreciation □

13. Why do not you want to invest in primary market (specify in the order of preference as you consider):
   (a) Huge money required and locked □
   (b) Company's default (No listing and poor Trading) □
   (c) No allotment or poor allotment □
   (d) Highly volatile market (poorly or highly quoted price) □
   (e) Unawareness in primary market □

14. Your preference as to Risk on Investment:
   (a) Low Risk □
   (b) Normal Risk □
   (c) High Risk □
15. The loss (in percentage of investment amount) that you are prepared to bear in an issue
   (a) Upto 10%  
   (b) Upto 20%  
   (c) Upto 30%  
   (d) Upto 50%  
   (e) Upto 100%

16. Your preference as to return investment:  
   (a) Low Return  
   (b) Normal Return  
   (c) High Return

17. Your preference as to return on investment:  
   (a) 20%  
   (b) 30%  
   (c) 50%  
   (d) 100%  
   (e) Above 100%

18. How long do you like to hold shares (in primary market):  
   (a) Less than 6 months  
   (b) Between 6 months and less than one year  
   (c) Between 1 year and 3 years  
   (d) Above 3 years
19. Your preference as to of issue:
   (a) Rights Issue
   (b) Further issue
      Existing company
         (without ‘Rights’)
   (c) I.P.O. by existing company
   (d) I.P.O. by new company
      (formed by reputed promoters)
   (e) I.P.O. by new company
      (formed by new promoters)

20. Your preference in selecting a script for investment in primary market:
    (Specify the order of preference from 1 to 5)
   (a) Good Track Record or Good Image of promoters
   (b) Growth Potential
   (c) Export Oriented undertaking
   (d) Foreign Technology (Tie-up) based company
   (e) Company in market fancy group

21. Your preference as to issue price:

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<tr>
<th>No. of shares you apply</th>
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<td>(a) Upto 200</td>
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<td>(b) 201-300</td>
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<td>(c) 301-500</td>
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<td>(d) Above 500</td>
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   (a) At par
   (b) At premium upto Rs.50
22. Your preference to invest:

in no. of shares and companies

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<tr>
<th>No. of Shares</th>
<th>(a) Upto 200</th>
<th>(b) 201 – 300</th>
<th>(c) 301 – 500</th>
<th>(d) Above 500</th>
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| No. of companies  | (a) 1 – 3    | (b) 4 – 6     | (c) 7 – 9     | (d) 10 – 12   | (e) Above 12  |
|-------------------|--------------|---------------|---------------|---------------|
|                   |              |               |               |               |