ANNEXURE III
INTERVIEW GUIDE
For HSIDC

1. What is the basis for choosing a period of 10 years for preparing a projected balance sheet, cash flow statement and profitability estimates of the proposed project?

2. Do you estimate project life? How?

3. Projections for cash flow requires estimation of certain parameters such as sales quantity, selling price, capacity utilization, input prices, availability of inputs, anticipated marketing effort etc. How these estimates are generally made? What is the extent of involvement of HSIDC in the process of making these estimates? In your opinion how reliable these estimates are?

4. Do you have any criterion to determine cut-off break even point for industries & region?

5. What is cut-off internal rate of return?

6. Do you make use of shadow prices? If yes, for evaluation of which items? It is likely that even if HSIDC is not doing but IDBI, IFCI, ICICI make use of it. Are you aware of it? For what items?
1. What is the basis for choosing a period of 10 years for preparing a projected balance sheet, cash flow statement and profitability estimates of the proposed project?

2. Do you estimate project life? How?

3. Projections for cash flow requires estimation of certain parameters such as sales quantity, selling price, capacity utilization, input prices, availability of inputs, anticipated marketing effort etc. How these estimates are generally made? What is the extent of involvement of DFI in the process of making these estimates? In your opinion how reliable these estimates are?

4. Do you have any criterion to determine cut-off break even point such as industry-wise, region-wise?

5. What is cut-off internal rate of return?

6. Which methodology is followed by your DFI to carry out social cost-benefit analysis?

7. For evaluation of which items, do you make use of shadow prices? What procedure is adopted to estimate shadow prices?
8. What tools your DFI has employed for economic analysis of projects?

9. What is the cut-off economic rate of return?

10. What is the cut-off domestic resource costs?

11. What is the cut-off effective protection rate?

12. How far the project choice is dependent on economic appraisal of projects?