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)* : [   ]
   State: [Select]   City: [   ]   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)*   [Select]

8. Number of founder(s) with qualification given below *(write the number inside the box as applicable)*

   a. High school [   ]   b. Bachelor degree [   ]   c. Master 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 [   ]

10. Background of the founder(s) *(write the number inside the box as applicable)*

    a. Professional [   ]   b. Business Owner [   ]   c. Student [   ]

    i. Others [   ]

11. Type of your startup   `Select`

12. If registered in India,
    mention the state in which your Startup has been registered   `Select`

13. If registered aboard,
    mention the country in which your Startup has been registered   `Select`

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	☐	b. Social Commerce
☐	c. Consumer Goods	☐	d. Data & Analytics
☐	e. Education	☐	f. Media & Entertainment
☐	g. Financial Services	☐	h. Energy/renewable Energy
☐	i. Transport& Logistics	☐	j. Sports & Recreation
☐	k. Health	☐	l. Enterprise & Corporate
☐	m. Social Enterprise	☐	n. Food
☐	o. Water supply	☐	p. Manufacturing
☐	q. Product Development	☐	r. Hardware Development
☐	s. Biotechnology	☐	t. Machine learning
☐	u. IT Consulting/ Solution	☐	v. Software Development
☐	w. Travel & Tourism		

x. Others *(please specify)* _____

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

16. Whether your Startup has filed for patents   `Select`

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   ☐ b. Ease of doing business

☐ c. Market/Industry demand ☐ d. Availability of talent

☐ e. Low barriers to entry ☐ f. Experience of team

h. Other *(Please Specify)* _____

18. Which stage is your Startup currently at   [Select]

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

☐ a. Mentors & Advisors ☐ b. Lawyers/Business Consultants

☐ c. Local Government ☐ d. Industry Connect

☐ e. *Chartered Accountant / Company Secretary*

☐ f. None of the above

20. Personal motivation for setting Startup *(you can select more than one)*

☐ a. Opportunity ☐ b. Social service ☐ c. Lack of other option

21. Is your Startup under any incubator/accelerator/Investor/GoI?   [Select]

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

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. Online Aggregator

☐ e. AR *(Augmented reality)* /VR *(virtual reality)*

☐ 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. Banks   ☐ h. Funded by SIDBI

☐ i. AIFs (through SEBI)   ☐ j. NBFC

☐ k. NABARD   ☐ l. Incubator Funding

☐ m. Accelerator Funding   ☐ n. Others

27. In case the Startup expected some financial concession from Government, did it materialise?   [Select]

28. Capital infused to your Startup so far *(in Rupees)*   [Select]

29. International funding received by your Startup *(in Rupees)*   [Select]

30. Working capital required for a period of one year *(in Rupees)*   [Select]

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. External Commercial Borrowing

☐ e. Others   ☐ f. Not Applicable

32. Your willingness to convert your loan to Equity   [Select]

33. Is your Startup generating revenue   [Select]

34. In which financial year of operation did your Startup started generating revenue? *(turnaround time)*   [Select]

35. Annual turnover of your Startup *(in Rupees)*   [Select]

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

> Select
>
> Select
>
> Select

D. Employment in the Startup

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

Select

38. Number of employees in your startup now

Select

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.

Select

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

Select

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. Regulatory prescriptions

☐ e. Lack of skilled labour/ Technology/ Talent

☐ f. Process of approval from Nodal Agency

☐ 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?

Select

43. Does your Startup have an intention to exit?

Select

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

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

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 may be published by Reserve Bank of India.

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