



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

**INDUSTRIAL OUTLOOK SURVEY,**  
**January-March 2020 (Q4:2019-20) (ROUND 89)**

**Assessment for Jan-Mar 2020 (Current Quarter) & Expectations for Apr-Jun 2020 (Next Quarter)**

<b>Sample company code:</b> (To be filled by the agency / RBI)					
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**Block 1. General Information**

<b>101</b>	Name of the company: _____	CIN: _____	
<b>102</b>	Address of the Company (for correspondence) _____		
	City/District _____	State _____	PIN _____
<b>103</b>	Name of the Respondent: Shri/Smt./Kum _____		
<b>104</b>	Designation: _____		
<b>105</b>	Respondent's Corporate Email Address: _____		
<b>106</b>	Telephone No.: _____	<b>107</b>	Fax No.: _____
<b>108</b>	Company e-mail: _____	<b>109</b>	Company web-site Address _____
<b>110</b>	NIC Code for Industry: _____	<b>111</b>	Industry: _____
<b>112</b>	Status: (Listed/Unlisted) _____		
<b>113</b>	Ownership: (Government/Non-Government) _____		
<b>114</b>	Type of Company: Public Limited/Private Limited _____		
<b>115</b>	Industry- Micro <input type="checkbox"/> A; Small <input type="checkbox"/> B; Medium <input type="checkbox"/> C; Large <input type="checkbox"/> D		

Micro Industry: Investment in plant and machinery ≤ ₹25 lakhs. **Seal of the Company after filling-in the Schedule**  
 Small Industry: Investment in plant and machinery > ₹25 lakhs but ≤ ₹5crores  
 Medium Industry: Investment in plant and machinery > ₹5crores but ≤ ₹10 crores  
 Large Industry: Investment in plant and machinery Above ₹10 crores

**Block 2: Product Details**

(Please write the main and two major products (in order of sales) manufactured by the company)

Code	Products	Name	Code
			(To be filled-in by Agency /RBI)
201	Main Product		
202	Other Major Product 1		
203	Other Major Product 2		
204	<b>Broad Industry Group</b>		

**Block 3: Paid-up Capital, Annual Production and Current level of Capacity Utilisation**

Please tick (✓) the appropriate size-class in which your company currently falls:

301	Paid-up Capital	Up to	₹1 crore to	₹10 crores to	₹25 crores to	₹50 crores to	₹50 crores to	Above	
		₹1 crore	₹10 crores	₹25 crores	₹50 crores	₹100 crores	₹100 crores		
302	Annual Production (All products)	Up to ₹100 crores	₹100 crores to ₹250 crores	₹250 crores to ₹500 crores	₹500 crores to ₹750 crores	₹750 crores to ₹1000 crores	₹1000 crores	Above ₹1000 crores	
303	Current level of Capacity Utilisation *	Up to 25%	25% - 50%	50% - 60%	60% - 70%	70% - 80%	80% - 90%	90%-100%	Above 100%

\* Compared to installed capacity

**Block 4: Is your company's normal production level expected to face any constraints during the Current Quarter (Jan-Mar 2020)**

(Please tick (✓) the relevant column)

400	Yes		No	
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<sup>1</sup>Filled-in survey schedule may be sent to:

- Managing Director, Hansa Research Group Pvt. Ltd., Sahney Business Centre, 'A' First Floor, 27 Kirol Road, Vidya Vihar(W), Mumbai 400 086; Phone:- +91 22 6179 8600 Fax:- +91 22 2511 0932; Email:- [patil.abhijit@hansaresearch.com](mailto:patil.abhijit@hansaresearch.com), [ios@hansaresearch.com](mailto:ios@hansaresearch.com) **And/or**
- The Director, Division of Enterprise Surveys, Department of Statistics and Information Management, Reserve Bank of India, C-8, 2nd floor, Bandra-Kurla Complex, Bandra (East), Mumbai-400051; Phone-022-26578386, 022-26571555; Fax- 022-26572197; email- [dsimios@rbi.org.in](mailto:dsimios@rbi.org.in).

If 'Yes' to item 400 indicate the possible reasons thereof (please tick (✓) the relevant column for each reason)

Code	Reasons	Current Quarter (Jan-Mar 2020)			
		Most Important (1)	Moderately Important (2)	Less Important (3)	Not Important (4)
401	Technology constraints				
402	Shortage of Raw Materials				
403	Shortage of skilled labour				
404	Shortage of Power				
405	Equipment / Machinery not working				
406	Industrial Relations / Labour Problems				
407	Inadequate transport facilities				
408	Shortage of Working Capital Finance				
409	Lack of Domestic Demand				
410	Lack of Export Demand				
411	Competitive Imports				
412	Uncertainty of economic environment				
413	Any others (Please specify):				

**Block 5. Assessment for the current quarter (Jan-Mar 2020) and Expectations for the next quarter (Apr-Jun 2020)**

Code	Parameter	Current Quarter (Jan-Mar 2020) Q4:2019-20			Next Quarter (Apr-Jun 2020) Q1:2020-21		
		Please tick (✓) changes over Q3:2019-20 (Oct-Dec 2019)			Please tick (✓) changes over Q4:2019-20 (Jan-Mar 2020)		
		(1)	(2)	(3)	(4)	(5)	(6)
501	Overall business situation	Better	No change	Worsen	Better	No change	Worsen
502	Financial situation (overall)	Better	No change	Worsen	Better	No change	Worsen
503	Working Capital Finance Requirement (excluding internal sources of funds)	Increase	No change	Decrease	Increase	No change	Decrease
504	Availability of Finance (from internal accruals)	Improve	No change	Worsen	Improve	No change	Worsen
505	Availability of Finance (from banks and other domestic sources viz financial institutions, capital markets etc)	Improve	No change	Worsen	Improve	No change	Worsen
506	Availability of Finance (from overseas, if applicable)	Improve	No change	Worsen	Improve	No change	Worsen
507	Cost of external finance	Increase	No change	Decrease	Increase	No change	Decrease
508	Production (in quantity terms) (All products)	Increase	No change	Decrease	Increase	No change	Decrease
509	Order Books (in quantity terms), if applicable	Increase	No change	Decrease	Increase	No change	Decrease
510	Pending Orders, if applicable	Above normal	Normal	Below Normal	Above normal	Normal	Below Normal
511	Cost of raw materials	Increase	No change	Decrease	Increase	No change	Decrease
512	Inventory of raw materials (in quantity terms) @	Above average	Average	Below Average	Above average	Average	Below Average
513	Inventory of Finished Goods (in quantity terms) @	Above average	Average	Below Average	Above average	Average	Below Average
514	Capacity utilisation (main product)	Increase	No change	Decrease	Increase	No change	Decrease
515	Level of capacity utilisation (compared to the average in preceding four quarters)	Above normal	Normal	Below Normal	Above normal	Normal	Below Normal
516	Assessment of the production capacity with regard to expected demand in next six months	More than adequate	Adequate	Less than Adequate	More than adequate	Adequate	Less than Adequate
517	Employment in the company (All cadres including part-time/full-time/casual labour)	Increase	No change	Decrease	Increase	No change	Decrease
518	Exports, if applicable	Increase	No change	Decrease	Increase	No change	Decrease
519	Imports, if any	Increase	No change	Decrease	Increase	No change	Decrease
520	Selling prices (ex-factory unit prices) are expected to @@	Increase	No change	Decrease	Increase	No change	Decrease
521	If increase expected in selling prices, rate of such increase	Increase at higher rate	Increase at about same rate	Increase at lower rate	Increase at higher rate	Increase at about same rate	Increase at lower rate
522	Profit Margin (Gross profits as percentage of net sales) @@@	Increase	No change	Decrease	Increase	No change	Decrease
523	Salary/other remuneration to employees	Increase	No change	Decrease	Increase	No change	Decrease

**Notes to Block 5:** @: Average level may be obtained as the average of level at the end of four quarters during the corresponding preceding year. @@: In the case of multi product companies, the average of the price changes may be taken into account. @@@: Gross profits are defined as total income minus manufacturing expenses, salaries and wages, other expenses and depreciation and other provisions (except tax provision). In other words, profits are gross of interest and tax provision (PBIT). 'Net Sales' are sales net of 'rebates and discounts' and 'excise duty and cess'.

To be filled-in by the Agency	
Investigated by :Name- Signature with date	Scrutinised by :Name- Signature with date: