

1st BUSINESS TODAY-YES BANK SME SURVEY & AWARDS 2009

Eligibility Criteria

1. Completed minimum 5 years of operations till March 31, 2008
 2. Minimum Net worth of INR 4 crores
 3. Turnover of upto INR 150 crores
 4. 3 years of Consistent Growth above 10% in top line and bottom line
- The applicant meeting all of the above parameters will need to send the Sales, EBIDA, PAT, Networth, and Total Debt data for the last 3 years.
 - Please attach other relevant information, if required.

1. Award Categories (Please tick whichever applicable)

- | | |
|--|---|
| <input type="checkbox"/> Best SME CEO (Founder/ Promoter/ Proprietor) | <input type="checkbox"/> Best SME in Corporate Governance |
| <input type="checkbox"/> Best Star SME (Company/ Enterprise) | <input type="checkbox"/> Best Award for Innovation (Product, Service, Process, Technology, Sales/marketing) |
| <input type="checkbox"/> Best Green SME (Eco-friendly Products/ Procedures/ Processes) | <input type="checkbox"/> Best SME for Corporate Social Responsibility |

2. Basic Information

- a. Name of the Company : _____ b. Name of the MD /CEO : _____
- c. Address : _____
- d. Board Line No. : _____ e. Fax : _____
- f. Website : _____ g. Email : _____

3. Financial Performance

- | | |
|----------------------------|-----------------------|
| a. Turnover (in INR Crore) | b. PAT (in INR Crore) |
| FY 2007 - 08 : _____ | FY 2007 - 08 : _____ |
| FY 2006 - 07 : _____ | FY 2006 - 07 : _____ |
| FY 2005 - 06 : _____ | FY 2005 - 06 : _____ |
- c. Net Worth in INR Crore (as per FY 2007-08) : _____ d. Year of Incorporation of the Company : _____

(Please attach audited financials for the 3 financial years: FY-2005-06, FY-2006-07, FY-2007-08)

4. Company Profile

- a. Profile of the Promoter and Company background (500 words) (Please attach the profile and executive summary/ brochure of the Company)

- b. The Company is (tick whichever applicable) : Private Ltd. Public Ltd. Partnership Proprietorship
- c. Industry segment in which the Company is operating : _____
- d. Company's Operational Footprint (Global/ National) : _____
- e. Current Employee base of your Company : _____
- f. Describe your customer base, please mention Marquee names : _____

g. Any Significant Awards/ Achievements : _____

h. Memberships with leading Industry Associations : _____

5. Research and Innovation (Innovation could pertain to Product, Service, Process, Technology, Sales/marketing)

a. Briefly describe the Innovation, what is the differentiating factor ? _____

b. Technology developed in-house : _____

c. Annual R&D expenditure as a % of annual turnover over the last 3 years : _____

d. R&D manpower and their qualification level (absolute figure & % of the total employee strength) : _____

e. How does the innovation help in achieving your goals? How does it address the current problems being faced?

f. Is the innovation patented/ copyrighted? Provide details: _____

g. Has the innovation been developed in partnership with another company? If Yes, please provide details : _____

h. Quantify the impact of the innovation in terms of increase in sales, profits etc : _____

i. Please mention the impact of this innovation on society/ environment/ employment : _____

j. Has the Company received any recognition/award for the same ? _____

6. Banking Partners

a. Who are your Banking Partners? (Lead & Others) _____

b. Do any of your Banking Partners associate with you in Knowledge Forums/ Advisory/ Initiatives dedicated to the SME segment?

Yes No *If yes, please describe* : _____

c. Any product innovation provided by your bank focusing on the SME segment : _____

7. Eco-friendly Practices

- a. Nature of products manufactured : _____

- b. Nature of pollutants released and their extent: _____

- c. Steps taken by the unit to mitigate their effects and results thereof. Please quantify : _____

- d. Measures taken for waste management : _____

- e. Details of confirmation to ISO 14001 : _____

- f. Describe the type of raw materials the Company currently uses. In future, does it plan to use alternate and more eco friendly raw materials? _____

- g. Work done towards technology upgradation to introduce clean process technologies : _____

- h. Employee participation in waste minimization and resource conservation : _____
- i. Afforestation measures undertaken : _____

- j. Greenhouse gas mitigation measures : _____

- k. Use of renewable energy within the premises : _____
- l. Community awareness programs being done : _____

- m. What is the Return on Investment (RoI) on implementing these measures? _____
- n. Other relevant information : _____

8. Corporate Governance

Elaborate briefly on the corporate governance initiatives undertaken by your Company under the following heads

- a. The Company's Auditors are : _____
- b. Code of Conduct : _____

- c. Accounting Practices /Standards being followed : _____

d. Audit and Compliance Practices : _____

e. Composition, Background and Independence of the Board of Directors : _____

f. Development and Welfare of Employees : _____

g. Shareholder Well-being : _____

h. Customer Care & Satisfaction : _____

9. Corporate Social Responsibility

a. Elaborate on the social development and community service programmes undertaken by the Company :

(The initiatives will broadly cover areas like Community welfare of weaker sections, Rural development, Healthcare, Education, etc)

Initiative Undertaken <i>(Describe in brief)</i>	Location	Year of commencement	Impact

b. What are the annual spends on such events? _____

The forms should be duly filled and sent to **Ms. Radhika Sathaye** at YES BANK Ltd. Nehru Centre, 9th floor, Discovery of India, Dr. A. B. Road, Worli, Mumbai 400 018, India. OR mailed to radhika.sathaye@yesbank.in.

Note

1. Awards will be given only if, in the opinion of the Jury, recognition is due.
2. In deserving cases when the Jury so decides, under the same head, more than one award may be given or the award suitably split.
3. Awards will not be given to the same awardee for the same subject before the expiry of three years.
4. The Jury is competent to take a final decision only when at least three of its members are present.
5. The decision of the Jury is final and no appeal will be entertained.

For any information/clarification, please contact : **Nikita Suratwala** nikita.suratwala@yesbank.in **Anshu Daga** anshu.daga@yesbank.in **Dipanjan Pal** dipanjan.pal@yesbank.in

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