**Questionnaire for Banks/DFIs feedback on SME Sub-sector Profiling Reports**

*The information obtained through this Questionnaire will be kept confidential and the feedback from the banks/DFIs will be aggregated so that SBP can assess the usefulness of SME sub-sector research booklets for developing sector specific banking products. We thank you for your effort in completing this questionnaire.*

*For the purposes of this questionnaire, it is assumed that all banks have gone through the above referred research booklets placed on SBP website* [*http://www.sbp.org.pk/departments/ihfd-ifc.htm*](http://www.sbp.org.pk/departments/ihfd-ifc.htm)*. For any questions/queries, please contact Mr. Akhtiar Ahmed, Joint Director, IH&SME Finance Department, SBP through email* *akhtiarAhmed@sbp.org.pk* *or telephone (021) 32455501.*

*You are requested to provide a brief comment against your response of Yes or No for each question. Please return soft copy of the completed Questionnaire to IH&SMEFD at* *smefd@sbp.org.pk* *by March 10, 2015.*

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| Name of Bank |  |
| Name of Official responding to the Questionnaire |  |
| Designation |  |
| Phone/Mobile Number  |  |
| Email: |  |

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| 1. Do you think there was a need for SME Sub-sectors profile studies?
 |
| Yes  |  |
| No |  |

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| 1. Do you think the industry overview of the SME sub-sectors given in the research booklets is helpful for banks in augmenting their understanding about dynamics of each industry?
 |
| Yes  |  |
| No |  |

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| 1. Have you reviewed the eleven (11) SME Sub-sector profile studies placed on SBP website as mentioned above?
 |
| Yes  |  |
| No   |  |

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| 1. Do you think that the selected sub sectors for the research are among the potential major SME sub-sectors?
 |
| Yes  |  |
| No   |  |
| You may like to suggest other areas. |  |

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| 1. Do you think the industry overview of the SME sub-sectors given in the research booklets is helpful for banks in augmenting their understanding about dynamics of each industry?
 |
| Yes  |  |
| No  |  |

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| 1. Do you think implementation of various marketing strategies as mentioned in these reports will facilitate the banks in targeting the studied sub-sectors with ease?
 |
|  Yes  |  |
|  No  |  |

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| 1. Do you think that these SME sub-sector surveys provide enough qualitative and quantitative information about the studied SME sub-sectors?
 |
| Yes  |  |
| No  |  |

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| 1. Do you think the information provided through these research reports is helpful for banks in developing SME sub-sector specific products?
 |
| Yes  |  |
|  No  |  |

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| 1. During the survey, 25 businesses per SME sub-sector were surveyed. Do you think this sample size is sufficient to generate reliable results that can be further extrapolated?
 |
| Yes  |  |
|  No  |  |

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| 1. SME sub-sector surveys were conducted in leading cities of Pakistan, as per list provided in the respective studies. Based on your reading of these research studies, do you think the surveys missed out some important cities w.r.t specific SME sub sector, if yes, please specify cities/towns names below.

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| 1. Do you think parameters used for assessing financial needs in SME sub-sector studies are appropriate?
 |
| Yes  |  |
| No   |  |

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| 1. Do you think impediments associated with the surveyed SME sub-sectors are rightly pointed out in the surveys?
 |
| Yes  |   |
|  No  |  |

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| 1. Do you agree with survey findings that there is limited availability of funding sources and capital investment for SMEs?
 |
| Yes  |  |
|  No |  |

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| 1. Do you agree with the strengths and weaknesses of respective SME sub-sector as mentioned in these reports?
 |
| Yes  |  |
|  No  |  |

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| 1. In cluster surveys, few asset side and liability side products are recommended, do you agree with the proposed banking products?
 |
|  Yes  |  |
|  No  |  |

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| 1. Do you agree with product delivery channels mentioned in the SME sub-sector research reports?
 |
|  Yes  |  |
|  No  |  |

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| 1. Do these studies augment your knowledge in better understanding the banking needs of the subject SME sub-sectors in Pakistan?
 |
| Yes  |  |
| No  |  |

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| 1. Do you think the SME sub-sector reports facilitate banks in targeting the surveyed sub-sectors in an effective and better way?
 |
| Yes  |  |
|  No |  |

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| 1. Does your bank have a sector specific focus in dealing with SMEs?
 |
| Yes  |  |
| No  |  |

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| 1. Have your bank designed sector specific products for any of the eleven SME sub sectors for which research reports are available on SBP website?
 |
| Yes  |  |
|  No |  |

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| 1. What is your assessment about overall usefulness of these SME sub-sector profiling reports for the banks?
2. Excellent
3. Good
4. Fair
5. Unsatisfactory
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| 1. Do you think SBP should continue arranging such SME sector specific studies?
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| If no, please provide your viewpoint below. **----------------------------------------------****----------------------------------------------**If yes, please list below 10 potential SME sub-sectors that may be selected for the next Survey by SBP. **---------------------------------------------- --------------------------------------------** **---------------------------------------------- ---------------------------------------------** **---------------------------------------------- --------------------------------------------** **---------------------------------------------- ---------------------------------------------** ---------------------------------------------- --------------------------------------------- |

 ***Thank you for participating in the survey***