

RESERVE BANK OF INDIA
Department of Statistical Analysis & Computer Services (DESACS)
Balance of Payments Statistics Division (BPSD)
Comprehensive Survey on Software and Information Technology (IT) Services
Exports
for the Period from April 2002 to March 2003
[Questionnaire enclosed]

1. Name and address of the Company

(1) Name of the Company	
(2) Address	
(3) City	
(4) State	
(5) PIN Code	

2. Objective of the Survey

Despite having a global importance in software and IT exports, the country does not have an adequate system of recording data on software and IT exports, essentially for the Government of India (GoI) and other agencies viz. Reserve Bank of India (RBI) etc. for taking a number of policy initiatives to give necessary thrust to the IT sector. Besides, dissemination of certain information on the sector at aggregate level [under Balance of Payments Statistics (BoPS) and under National Accounts Statistics (NAS) etc.] to the public raises the confidence of the international financial system in the country's economy, a basic requirement for a country like India seeking access to international capital markets. This survey is taken up for the fulfillment of the above objectives. The information to be provided under the survey includes all transactions irrespective of the amount.

3. Confidentiality

The data reported on this questionnaire will be treated in strict confidence, used for policy purposes only and data will be published in aggregate form only.

4. Problem shooting

In case of any problem faced to fill up the questionnaire please email to or contact at the following address:

Dr. P. Bhuyan
Assistant Adviser
Tel: 022-2657 2513
Email: surveysoftex@rbi.org.in
Fax: 022- 26570848, 022-26572319

4. Questions and return Procedure

The completed questionnaire should be sent within 30 days of receipt (**but in any case not later than January 31, 2004**) to:

The Director,
Balance of Payments Statistics Division (BPSD),
Department of Statistical Analysis and Computer Services (DESACS),
Reserve Bank of India (BK Complex), C-9, 8-th floor
Bandra (E), Mumbai - 400 051
Fax: 022- 26570848, 022-26572319
Email: surveysoftex@rbi.org.in

5. Declaration

I hereby declare that the information given in this return is complete and correct to the best of my knowledge and belief.

(1) Signature	
(2) Name in Full	
(3) Designation	
(4) Tel. No.	
(5) Fax. No.	
(6) Email:	
(7) Date:	

Important

Information to be provided here pertains to the financial year April 2002 to March 2003. Also see Notes enclosed.

1. Business Activity (in connection with principal source of operating revenue)

Please tick (√) that most accurately describes the information on your company. If more than one activity describe your company, tick all of them accordingly]

(i) Hardware and software consultancy and implementation services	
(ii) Maintenance and repair of computers and peripheral equipment	
(iii) Disaster recovery services, provision of advice, and assistance on matters related to the management of computer resources	
(iv) Analysis, design and programming of systems ready to use (including web page development and design), and technical consultancy related to software	
(v) Development, production, supply and documentation of customised software, including operating systems made on order for specific users	
(vi) Systems maintenance and other support services such as training provided as part of consultancy;	
(vii) Data processing services such as data entry, tabulation, and processing on a timesharing basis;	
(viii) Web page hosting services (i.e., the provision of server space on the internet to host clients' web pages)	
(ix) Computer facilities management	
(x) Non-physical exports of packaged software	
(xi) Exports pertaining to Information Technology enabled services (ITES) and Business Process outsourcing (BPO)	
(xii) Other activities on software & IT exports not specified above (please specify)	

2. Form of Organisation

[Please tick (√) appropriately]

(i) Private		(iii) Government		(v) Others	
(ii) Public		(iv) Non-profit Organisation			

3. (a)

Total Invoice value in Rupees (excluding billing to subsidiary(s)/ associate(s) abroad (see Notes enclosed) (during the period - April 2002 to March 2003)	
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3 (b) Invoice value in terms of currency of invoice (**excluding** billing to subsidiary(s)/ associate(s) abroad (during the period - April 2002 to March 2003)

	US \$	Euro	Pound Sterling	Japanese Yen	Indian Rupee	Others (converted in Indian rupees)
Invoice Value						

3(c) Form of software and IT exports (during the period - April 2002 to March 2003)

[Give the break up of total invoice value in Rupees from software and IT exports (**excluding** revenues from subsidiary(s)/ associate(s) abroad in terms of the following (**see Notes enclosed**). The break up should be calculated only after converting amount invoiced in different currencies into Rupees]

	On-site services	Off-shore services in non-physical form (i.e. exports through data communication links etc.)	Off-shore services in physical form
Total Invoice Value			

3(d) Total invoice on software and IT exports [excluding revenues from subsidiary(s)/ associate(s) abroad] to the following countries during the period - April 2002 to March 2003 (see Notes enclosed):

[The information should be provided only after converting amount invoiced in different currencies into Rupees]

(i) USA & Canada	
(ii) Europe	
(iii) East Asia	
(iv) West Asia	

(v) South Asia	
(vi) Australia/New Zealand	
(vii) Latin America	
(viii) Others	

4. Amount received from abroad [excluding revenues from subsidiary(s)/ associate(s) abroad]/spent abroad/held abroad in connection with software and IT exports (during the period April 2002 to March 2003)

[The information should be provided in rupees only, after converting the amount in different currencies into Rupees]

(i) Amount received from abroad [excluding revenues from subsidiary(s)/ associate(s) abroad]	
(ii) Total amount paid to employees abroad	
(iii) Total amount spent on office expences etc. abroad (excluding amount paid to employees abroad)	
(iv) Total amount held abroad	

5. Information on subsidiary(s)/ associate(s) abroad

5 (a) Does your company own a subsidiary(s)/ associate(s) abroad (Please tick (√) in appropriate box)

(i) Yes	
(ii) No	

5(b) Total invoice on software and IT exports [**including** revenues from subsidiary(s)/ associate(s) abroad] as per the following modes of supply (for definition and guidelines see Notes enclosed) (during the period - April 2002 to March 2003)

[The information should be provided only after converting entire revenues received in different currencies into Rupees]

(i) Cross-border supply		(iii) Commercial presence	
(ii) Consumption abroad		(iv) Presence of natural persons	

5(c) If your company owns any subsidiary/associate, please provide the following [for every subsidiary(s)/ associate(s) provide the information separately]:

(i) (a) Name: (b) Location: City and Country	
(ii) Holding by parent company (in %)	
(iii) Period of operation (in years or months)	
(iv) Total revenues (in Rupees) received from the subsidiary(s)/ associate(s) abroad (Software and IT Services Exports only) for the period - April 2002 to March 2003	
(v) Total of billing by Indian exporters to subsidiary(s)/ associate(s) abroad (in Rupees) (Software and IT Services Exports only) for the period - April 2002 to March 2003	

Notes:

(i) Information under item number 3(a), 3(b), 3(c), 3(d), 4(i): the amount should be calculated **excluding** subsidiary/associate abroad.

(ii) Information under item number 5(b): the amount should be calculated **including** subsidiary/associate abroad.

(iii) Subsidiary/Associate

Subsidiary: incorporated enterprises that are more than 50 percent owned by the direct investor;

Associate: incorporated enterprises that are between 10 and 50 percent (more than or equal to 10% but less than or equal to 50%) owned by the direct investor.

(iv) Names of Countries under the groups - East Asia, West Asia, South Asia, Latin America

East Asia		West Asia	South Asia	Latin America
1.Brunei	15.Philippines	1. Bahrain	1.Afghanistan	1.Argentina
2. Chinese Taipei	16.Singapore	2. Kuwait	2.Bangladesh	2.Brazil
3.China Peoples Republic	17.Thailand	3. Iraq	3.Bhutan	3.Chile
4. Cambodia	18.Taiwan	4. Israel	4. Iran	4. Colombia
5. Hong Kong	19.Vietnam	5. Jordan	5. Maldives	5.Cuba
6. Indonesia		6. Lebanon	6.Nepal	6.Ecuador
7.Japan		7. Muscat	7.Pakistan	7.Mexico
8.Korea North		8. Oman	8.Sri Lanka.	8.Paraguay
9.Korea South		9. Palestine		9.Peru
10.Laos		10. Qatar		10.Uruguay
11.Macau		11. Saudi Arabia		11.Venezuela
12.Malaysia		12. Syria		12.Other countries in South America.
13.Mongolia		13.United Arab Emirates (UAE)		
14.Myanmar		14.Yemen Republic		

(v) Definition of Modes of Supply

(a)Mode 1 or **Cross-Border Supply:** applies when suppliers of services in one country supply services to consumers in another country without either supplier or consumer moving into the territory of the other.

(a)Mode 2 or **Consumption Abroad:** describes the process by which a consumer resident in one country moves to another country to obtain a service. This involves the consumer traveling to the supplying country. Example: attending educational establishment, repair of a ship or aircraft outside its home country, tourism etc.

(c)Mode 3 or **Commercial Presence:** is the supply of a service through the commercial presence of the foreign supplier in the territory of host country. Examples: establishment of branch offices or agencies in the host country to deliver services.

(d)Mode 4 or **Presence Of Natural Persons:** describes the process by which an individual moves to the country of the consumer in order to provide a service, whether on his or her own behalf or on behalf of his or her employer.

(vi) Guidelines:

A service category generally includes transactions corresponding to several modes. Moreover, several modes of supply may be used for a single service transaction. In this kind of situations the use of the following two simplification rules are suggested:

- (a) If the major part of a given service category corresponds to services supplied under one mode, this mode could be fully allocated to that service category.
- (b) If estimates cannot be provided for the subdivision of the transaction value by modes, the transaction be allocated to the most important mode in terms of time and resources associated with it.

(vii) Explanation:

Item no. 4b(iv): Total revenues received by the Indian exporter from its subsidiary(s)/associate(s) are to be provided;

Item no. 4b(v): Total billings by Indian exporters to its subsidiary(s)/associate(s) are to be provided.
