

MIRA INFORM REPORT

Report No. :	525917
Report Date :	18.08.2018

IDENTIFICATION DETAILS

Name :	JOST GMBH
Registered Office :	Wilhelmstr. 17, D 57627 Hachenburg
Country :	Germany
Financials (as on) :	31.12.2016
Date of Incorporation :	1891
Com. Reg. No.:	HRB 20439
Legal Form :	Private Limited Company
Line of Business :	<ul style="list-style-type: none"> • Processing of leather (except manufacture of leather apparel) • Wholesale of leather goods, luggage, giftware and advertising articles • Retail sale of leatheware and baggage • Retail sale via mail-order houses or Internet
No. of Employees :	102

RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23rd January 2017)

MIRA's Rating :	A
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Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

Status :	Satisfactory
Payment Behaviour :	No Complaints
Litigation :	Clear

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NOTES :

Any query related to this report can be made on e-mail : infodept@mirainform.com while quoting report number, name and date.

ECGC Country Risk Classification List

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
Germany	A1	A1

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

GERMANY - ECONOMIC OVERVIEW

The German economy - the fifth largest economy in the world in PPP terms and Europe's largest - is a leading exporter of machinery, vehicles, chemicals, and household equipment and benefits from a highly skilled labor force. Like its Western European neighbors, Germany faces significant demographic challenges to sustained long-term growth. Low fertility rates and a large increase in net immigration are increasing pressure on the country's social welfare system and necessitate structural reforms.

Reforms launched by the government of Chancellor Gerhard SCHROEDER (1998-2005), deemed necessary to address chronically high unemployment and low average growth, contributed to strong economic growth and falling unemployment. These advances, as well as a government subsidized, reduced working hour scheme, help explain the relatively modest increase in unemployment during the 2008-09 recession - the deepest since World War II. The German Government introduced a minimum wage in 2015 that increased to \$9.79 (8.84 euros) in January 2017.

Stimulus and stabilization efforts initiated in 2008 and 2009 and tax cuts introduced in Chancellor Angela MERKEL's second term increased Germany's total budget deficit - including federal, state, and municipal - to 4.1% in 2010, but slower spending and higher tax revenues reduced the deficit to 0.8% in 2011 and in 2017 Germany reached a budget surplus of 0.7%. A constitutional amendment approved in 2009 limits the federal government to structural deficits of no more than 0.35% of GDP per annum as of 2016, though the target was already reached in 2012.

The German economy suffers from low levels of investment, and a government plan to invest 15 billion euros during 2016-18, largely in infrastructure, is intended to spur needed private investment. Following the March 2011 Fukushima nuclear disaster, Chancellor Angela MERKEL announced in May 2011 that eight of the country's 17 nuclear reactors would be shut down immediately and the remaining plants would close by 2022. Germany plans to replace nuclear power largely with renewable energy, which accounted for 29.5% of gross electricity consumption in 2016, up from 9% in 2000. Before the shutdown of the eight reactors, Germany relied on nuclear power for 23% of its electricity generating capacity and 46% of its base-load electricity production. Domestic consumption, investment, and exports are likely to drive German GDP growth in 2018, and the country's budget and trade surpluses are likely to remain high.

Source : CIA

COMPANY NAME & ADDRESS

JOST GMBH

Company Status: active
Wilhelmstr. 17
D 57627 Hachenburg
Telephone: 02662/95130
Telefax: 02662/2066
Homepage: www.jost-bags.de
E-mail: office@jost-bags.com

Trade name: JOST BAGS

VAT no.: DE250564517

LEGAL FORM Private Limited Company
Date of foundation: 1891
Shareholders'
agreement: 24.08.2006
Registered on: 11.09.2006
Commercial Register: Local court 56410 Montabaur
under: HRB 20439

Share capital: EUR 50,000.00

Shareholder:

Dietmar Jost
Wittgensteiner Str. 2
D 57627 Hachenburg
born: 08.07.1960
Share: EUR 25,000.00

Shareholder:

Robert Adolf
Josef-Büsse-Str. 1
D 57627 Hachenburg
born: 11.01.1953
Share: EUR 25,000.00

Manager:

Dietmar Jost
Wittgensteiner Str. 2
D 57627 Hachenburg
having sole power of representation
born: 08.07.1960
Property regime: joint ownership of property
by a married couple.
Marital status: married

Manager:

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Robert Adolf
Josef-Büsse-Str. 1
D 57627 Hachenburg
having sole power of representation
born: 11.01.1953
Marital status: married

Further functions/participations of Dietmar Jost (Manager)

Limited partner:

VSH Verwaltungsgesellschaft Saynstraße GmbH
& Co. KG
Wilhelmstr. 17
D 57627 Hachenburg
Legal form: Ltd partnership with priv. ltd.
company as general partner
Total cap. EUR 20,000.00
contribution:
Share: EUR 10,000.00
Registered
on: 11.05.2007
Reg. data: 56410 Montabaur, HRA 20370

Shareholder:

Adolf & Jost Verwaltungsgesellschaft mbH
Saynstr. 22
D 57627 Hachenburg
Legal form: Private limited company
Share capital: EUR 25,000.00
Share: EUR 12,500.00
Registered
on: 29.12.2008
Reg. data: 56410 Montabaur, HRB 21377

Manager:

Dietmar Jost GmbH i.G.
Johannistal 6-8
D 99974 Mühlhausen
Legal form: Private limited company
Share capital: EUR 25,564.59

Manager:

Adolf & Jost Verwaltungsgesellschaft mbH
Saynstr. 22
D 57627 Hachenburg
Legal form: Private limited company
Share capital: EUR 25,000.00
Registered
on: 29.12.2008
Reg. data: 56410 Montabaur, HRB 21377

Manager:

MDLR-GmbH
Wilhelmstr. 17

D 57627 Hachenburg
Legal form: Private limited company
Share capital: EUR 25,000.00
Registered
on: 30.03.2017
Reg. data: 56410 Montabaur, HRB 25475

Further functions/participations of Robert Adolf (Manager)
Proprietor:

Robert Adolf
Lindenstr. 70
D 57627 Hachenburg
Legal form: Unregistered commercial
enterprise

Proprietor:

Robert Adolf
Lindenstr. 68
D 57627 Hachenburg
Legal form: Unregistered commercial
enterprise

General partner:

Robert Adolf u. Cornelia Kämpf
Graf-Heinrich-Str. 27
D 57627 Hachenburg
Legal form: Partnership under the Civil Code

Limited partner:

VSH Verwaltungsgesellschaft Saynstraße GmbH
& Co. KG
Wilhelmstr. 17
D 57627 Hachenburg
Legal form: Ltd partnership with priv. ltd.
company as general partner
Total cap. EUR 20,000.00
contribution:
Share: EUR 10,000.00
Registered
on: 11.05.2007
Reg. data: 56410 Montabaur, HRA 20370

Shareholder:

Haas GmbH
Lindenstr. 68
D 57627 Hachenburg
Post Box:
13 66, D 57627 Hachenburg
Legal form: Private limited company
Share capital: EUR 150,000.00
Share: EUR 150,000.00
Registered
on: 02.09.2003

- Reg. data: 56410 Montabaur, HRB 14725
- Shareholder:
A S L GmbH Ademco Sicherheitstechnik
Logistikzentrum
Lindenstr. 70
D 57627 Hachenburg
Legal form: Private limited company
Share capital: EUR 76,693.78
Share: EUR 76,693.78
Registered
on: 06.07.1995
Reg. data: 56410 Montabaur, HRB 5148
- Shareholder:
AMB R. Adolf-C. Kämpf Mineralöle,
Schmierstoffe und Transport GmbH.,
Graf-Heinrich-Str. 24
D 57627 Hachenburg
Legal form: Private limited company
Share capital: EUR 153,387.56
Share: EUR 76,693.78
Registered
on: 20.12.1983
Reg. data: 56410 Montabaur, HRB 2776
- Shareholder:
Pelz-Neu Gesellschaft mit beschränkter
Haftung, Spezial Pelz- und Lederreinigung
Lindenstr. 70
D 57627 Hachenburg
Legal form: Private limited company
Share capital: EUR 25,600.00
Share: EUR 25,600.00
Registered
on: 29.09.1981
Reg. data: 56410 Montabaur, HRB 2465
- Shareholder:
AVO Vliesstoffe GmbH
Lindenstr. 53
D 57627 Hachenburg
Legal form: Private limited company
Share capital: EUR 25,000.00
Share: EUR 12,750.00
Registered
on: 18.11.2014
Reg. data: 56410 Montabaur, HRB 24315
- Shareholder:
Adolf & Jost Verwaltungsgesellschaft mbH
Saynstr. 22
D 57627 Hachenburg
Legal form: Private limited company

Share capital: EUR 25,000.00
Share: EUR 12,500.00
Registered
on: 29.12.2008
Reg. data: 56410 Montabaur, HRB 21377

Manager:

Pelz-Neu Gesellschaft mit beschränkter
Haftung, Spezial Pelz- und Lederreinigung
Lindenstr. 70
D 57627 Hachenburg
Legal form: Private limited company
Share capital: EUR 25,600.00
Registered
on: 29.09.1981
Reg. data: 56410 Montabaur, HRB 2465

Manager:

Adolf & Jost Verwaltungsgesellschaft mbH
Saynstr. 22
D 57627 Hachenburg
Legal form: Private limited company
Share capital: EUR 25,000.00
Registered
on: 29.12.2008
Reg. data: 56410 Montabaur, HRB 21377

Manager:

A S L GmbH Ademco Sicherheitstechnik
Logistikzentrum
Lindenstr. 70
D 57627 Hachenburg
Legal form: Private limited company
Share capital: EUR 76,693.78
Registered
on: 06.07.1995
Reg. data: 56410 Montabaur, HRB 5148

Manager:

AMB R. Adolf-C. Kämpf Mineralöle,
Schmierstoffe und Transport GmbH.,
Graf-Heinrich-Str. 24
D 57627 Hachenburg
Legal form: Private limited company
Share capital: EUR 153,387.56
Registered
on: 20.12.1983
Reg. data: 56410 Montabaur, HRB 2776

Manager:

Haas GmbH
Lindenstr. 68
D 57627 Hachenburg
Post Box:

13 66, D 57627 Hachenburg
Legal form: Private limited company
Share capital: EUR 150,000.00
Registered
on: 02.09.2003
Reg. data: 56410 Montabaur, HRB 14725

Manager:

MDLR-GmbH
Wilhelmstr. 17
D 57627 Hachenburg
Legal form: Private limited company
Share capital: EUR 25,000.00
Registered
on: 30.03.2017
Reg. data: 56410 Montabaur, HRB 25475

Manager:

AVO Vliesstoffe GmbH
Lindenstr. 53
D 57627 Hachenburg
Legal form: Private limited company
Share capital: EUR 25,000.00
Registered
on: 18.11.2014
Reg. data: 56410 Montabaur, HRB 24315

COMPANY HISTORY

company name and legal form

21.01.2013 - 29.08.2016 Leonhard Heyden GmbH
Wilhelmstr. 17
D 57627 Hachenburg
Private limited company

11.09.2006 - 21.01.2013 Leonhard Heyden GmbH
Saynstr. 22
D 57627 Hachenburg
Private limited company

BUSINESS ACTIVITIES

Main industrial sector

15120 Processing of leather (except manufacture of leather apparel)
46493 Wholesale of leather goods, luggage, giftware and advertising articles
47722 Retail sale of leatheware and baggage
4791 Retail sale via mail-order houses or Internet

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BRANCHES AND FACTORIES

Branch:

Jost GmbH
Entenpfuhl 29
D 56068 Koblenz
TEL.: 0261/1004014

Branch:

Jost GmbH
Clemensstr. 26-30
D 56068 Koblenz
TEL.: 0261/9144914

Branch:

Jost GmbH
Rosenthaler Str. 40 /41
D 10178 Berlin
TEL.: 030/23457895

Branch:

Jost GmbH
Grunerstr. 20
D 10179 Berlin
TEL.: 030/24085308

Branch:

Jost GmbH
Ehrenstr. 102
D 50672 Köln
TEL.: 0221/27095970

Branch:

Jost GmbH
Wilhelmstr. 17
D 57627 Hachenburg
TEL.: 02662/9488058

PARTICIPATIONS

Shareholder:

MDLR-GmbH
Wilhelmstr. 17
D 57627 Hachenburg
Legal form: Private limited company
Company Status: active
Share capital: EUR 25,000.00
Share: EUR 17,500.00
Reg. data: 30.03.2017
Local court 56410 Montabaur

HRB 25475

FINANCIAL INFORMATION

Payment experience: No Complaints

Negative information: We have no negative information at hand.

Balance sheet year: 2016

PMI: No significant / relevant payment experience
information pertaining to the company
inquired upon is shown in the Deutscher
Debitoren Monitor (DDMonitor).

REAL ESTATE

Type of ownership: Tenant
Address Wilhelmstr. 17
D 57627 Hachenburg

Real Estate of: Robert Adolf
Type of ownership: proprietor
Share: 100.00 %
Address Lindenstr. 24
D 57627 Hachenburg
Residential floor 35,000.00 sq.m
space/ Usable floor
space:
Value at selling price: EUR 1,432,000.00

Real Estate of: Robert Adolf
Type of ownership: proprietor
Share: 100.00 %
Address Brunnenstr. 17
D 57627 Gehlert

Real Estate of: Robert Adolf
Type of ownership: proprietor
Share: 100.00 %
Address Lindenstr. 70
D 57627 Hachenburg

Real Estate of: Robert Adolf

Type of ownership: proprietor
Share: 100.00 %
Address Saynstr. 22
D 57627 Hachenburg

Real Estate of: Robert Adolf
Type of ownership: proprietor
Share: 100.00 %
Address Lindenstr. 74
D 57627 Hachenburg

Real Estate of: Robert Adolf
Type of ownership: proprietor
Share: 100.00 %
Address Lindenstr. 68
D 57627 Hachenburg

Real Estate of: Robert Adolf
Type of ownership: part owner
Share: 50.00 %
Address Graf-Heinrich-Str. 24
D 57627 Hachenburg

Land register documents were not available.

BANKERS

Principal banks

WESTERWALD BANK, 56410 MONTABAUR
Sort. code: 57391800, Account no.: 5783402
BIC: GENODE51WW1, IBAN: DE86573918000005783402
UNICREDIT BANK - HYPOVEREINSBANK, 50443 KÖLN
Sort. code: 37020090, Account no.: 18484560
BIC: HYVEDEMM429, IBAN: DE97370200900018484560
SPARKASSE WESTERWALD-SIEG, 56470 BAD MARIENBERG (WESTERWALD)
Sort. code: 57351030, Account no.: 50046697
BIC: MALADE51AKI, IBAN: DE08573510300050046697

Further banks

NASSAUISCHE SPARKASSE, 57627 HACHENBURG
Sort. code: 51050015
BIC: NASSDE55XXX
POSTBANK, 51222 KÖLN
Sort. code: 37010050
BIC: PBNKDEFFXXX

FINANCIAL FIGURES

Gross profit or loss:2016	EUR	6,322,020.00
Profit: 2016	EUR	90,562.00
Equipment:	EUR	497,817.00
Ac/ts receivable:	EUR	2,208,837.00
Liabilities:	EUR	5,507,389.00
Total numbers of vehicles:		13
- Passenger cars:		13
Employees:		102
- Part-time employees:		50
- Trainees:		7

BALANCE SHEETS

Balance sheet ratios 01.01.2016 - 31.12.2016

Equity ratio [%]:	27.95
Liquidity ratio:	1.20
Return on total capital [%]:	1.73

Balance sheet ratios 01.01.2015 - 31.12.2015

Equity ratio [%]:	20.28
Liquidity ratio:	0.42
Return on total capital [%]:	1.34

Balance sheet ratios 01.01.2014 - 31.12.2014

Equity ratio [%]:	19.37
Liquidity ratio:	0.48
Return on total capital [%]:	-0.91

Balance sheet ratios 01.01.2013 - 31.12.2013

Equity ratio [%]:	20.02
Liquidity ratio:	0.54
Return on total capital [%]:	-0.11

EQUITY RATIO

The equity ratio indicates the portion of the equity as compared to the total capital. The higher the equity ratio, the better the economic stability (solvency) and thus the financial autonomy of a company.

LIQUIDITY RATIO

The liquidity ratio shows the proportion between adjusted receivables and net liabilities. The higher the ratio, the lower the company's financial dependency from external creditors.

RETURN ON TOTAL CAPITAL

The return on total capital shows the efficiency and return on the total capital employed in the company. The higher the return on total capital, the more economically does the company work with the invested capital.

Type of balance sheet: Company balance sheet
Origin of the present balance sheet: electronic German Federal Gazette
Financial year: 01.01.2016 - 31.12.2016

ASSETS	EUR	5,266,452.14
Fixed assets	EUR	320,155.68
Intangible assets	EUR	22,249.00
Goodwill	EUR	16,624.00
Other / unspecified intangible assets	EUR	5,625.00
Tangible assets	EUR	268,470.00
Plant / machinery	EUR	949.00
Other tangible assets / fixtures and fittings	EUR	267,521.00
Financial assets	EUR	29,436.68
Shares in participations / subsidiaries and the like	EUR	23,516.68
Shares in investee companies	EUR	23,516.68
Other / unspecified financial assets	EUR	5,920.00
Current assets	EUR	4,935,296.46
Stocks	EUR	1,103,624.17
Accounts receivable	EUR	2,760,161.69
Other debtors and assets	EUR	2,760,161.69
Liquid means	EUR	1,071,510.60
Remaining other assets	EUR	11,000.00
Accruals (assets)	EUR	11,000.00
LIABILITIES	EUR	5,266,452.14
Shareholders' equity	EUR	1,275,893.00
Capital	EUR	50,000.00
Subscribed capital (share capital)	EUR	50,000.00
Reserves	EUR	433,800.00
Capital reserves	EUR	433,800.00
Balance sheet profit/loss (+/-)	EUR	792,093.00
Profit / loss brought forward	EUR	701,531.39
Annual surplus / annual deficit	EUR	90,561.61
Provisions	EUR	405,113.73
Liabilities	EUR	3,585,445.41
Financial debts	EUR	949,999.68
Liabilities due to banks	EUR	949,999.68
Other liabilities	EUR	2,635,445.73
Liabilities due to related companies	EUR	500,000.00
Unspecified other liabilities	EUR	2,135,445.73

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PROFIT AND LOSS ACCOUNT (cost-summary method) according to Comm.
Code (HGB)

Gross result (+/-)	EUR	6,322,019.82
Staff expenses	EUR	2,264,890.71
Wages and salaries	EUR	1,944,281.38
Social security contributions and expenses for pension plans and benefits	EUR	320,609.33
Total depreciation	EUR	298,401.55
Depreciation on tangible / intangible assets (incl. start-up and exp. of bus.	EUR	107,028.77
Depreciation on current assets (+/-)	EUR	191,372.78
Other operating expenses	EUR	3,272,795.52
Operating result from continuing operations	EUR	485,932.04
Result from participating interests (+/-)	EUR	1,594.39
Expenses / income from participations	EUR	1,594.39
Income from related companies	EUR	1,594.39
Interest result (+/-)	EUR	-271,673.94
Interest and similar income	EUR	1,285.74
Interest and similar expenses	EUR	272,959.68
Other financial result	EUR	-22,583.56
Depreciation on financial assets and marketable securities	EUR	22,583.56
Financial result (+/-)	EUR	-292,663.11
Result from ordinary operations (+/-)	EUR	193,268.93
Income tax / refund of income tax (+/-)	EUR	-99,914.32
Other taxes / refund of taxes	EUR	-2,793.00
Tax (+/-)	EUR	-102,707.32
Annual surplus / annual deficit	EUR	90,561.61

Type of balance sheet: Company balance sheet
Origin of the present balance sheet: electronic German Federal Gazette
Financial year: 01.01.2015 - 31.12.2015

ASSETS	EUR	6,873,159.40
Fixed assets	EUR	571,737.24
Intangible assets	EUR	26,330.00
Goodwill	EUR	18,124.00
Other / unspecified intangible assets	EUR	8,206.00
Tangible assets	EUR	499,307.00
Plant / machinery	EUR	1,490.00
Other tangible assets / fixtures and fittings	EUR	497,817.00

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Financial assets	EUR	46,100.24
Shares in participations / subsidiaries and the like	EUR	46,100.24
Shares in investee companies	EUR	46,100.24
Current assets	EUR	6,281,754.16
Stocks	EUR	3,988,284.05
Other / unspecified stocks	EUR	3,988,284.05
Accounts receivable	EUR	2,208,836.77
Amounts due from related companies	EUR	100,772.77
Other debtors and assets	EUR	2,108,064.00
Liquid means	EUR	84,633.34
Remaining other assets	EUR	19,668.00
Accruals (assets)	EUR	19,668.00
LIABILITIES	EUR	6,873,159.40
Shareholders' equity	EUR	1,186,543.39
Capital	EUR	50,000.00
Subscribed capital (share capital)	EUR	50,000.00
Reserves	EUR	433,800.00
Capital reserves	EUR	433,800.00
Balance sheet profit/loss (+/-)	EUR	702,743.39
Profit / loss brought forward	EUR	610,731.72
Annual surplus / annual deficit	EUR	92,011.67
Provisions	EUR	178,555.09
Other / unspecified provisions	EUR	178,555.09
Liabilities	EUR	5,507,388.81
Financial debts	EUR	3,099,397.58
Liabilities due to banks	EUR	3,099,397.58
Other liabilities	EUR	2,407,991.23
Trade creditors (for IAS incl. bills of exchange)	EUR	678,000.00
Liabilities due to shareholders	EUR	222,000.00
Unspecified other liabilities	EUR	1,507,991.23
thereof liabilities from tax / financial authorities	EUR	169,000.00
thereof liabilities from social security	EUR	1,000.00
Other liabilities	EUR	672.11
Deferred taxes (not included under provisions/liabilities)	EUR	672.11
PROFIT AND LOSS ACCOUNT (cost-summary method) according to Comm.		
Code (HGB)		
Gross result (+/-)	EUR	5,298,036.08
Staff expenses	EUR	2,352,302.46
Wages and salaries	EUR	2,007,857.03
Social security contributions and expenses for pension plans and benefits	EUR	344,445.43
Total depreciation	EUR	125,967.62

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Depreciation on tangible / intangible assets (incl. start-up and exp. of bus.	EUR	125,967.62
Other operating expenses	EUR	2,428,647.40
Operating result from continuing operations	EUR	391,118.60
Result from participating interests (+/-)	EUR	2,234.39
Expenses / income from participations	EUR	2,234.39
Income from related companies	EUR	2,234.39
Interest result (+/-)	EUR	-238,201.58
Interest and similar income	EUR	11,332.77
Interest and similar expenses	EUR	249,534.35
Financial result (+/-)	EUR	-235,967.19
Result from ordinary operations (+/-)	EUR	155,151.41
Income tax / refund of income tax (+/-)	EUR	-59,582.74
Other taxes / refund of taxes	EUR	-3,557.00
Tax (+/-)	EUR	-63,139.74
Annual surplus / annual deficit	EUR	92,011.67

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 70.23
UK Pound	1	INR 89.37
Euro	1	INR 79.97
EUR	1	INR 79.90

Note : Above are approximate rates obtained from sources believed to be correct

INFORMATION DETAILS

Analysis Done by :	DIV
Report Prepared by :	TPT

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RATING EXPLANATIONS

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)