

AGRAWAL TRADING CORPORATION - 539703.2 (SUPPLEMENTARY REPORT) PAGE NO. : 1

MIRA INFORM REPORT

| | |
|----------------------|------------|
| Report No. : | 539703.2 |
| Report Date : | 26.11.2018 |

IDENTIFICATION DETAILS

| | |
|---|--|
| Name : | AGRAWAL TRADING CORPORATION |
| Registered Office : | 28, Leader Road, Allahabad – 211003, Uttar Pradesh |
| Tel. No.: | 91-532-24020305 |
| Country : | India |
| Financials (as on) : | 31.03.2018 (Sales Turnover) 31.03.2017 (Detailed Financials) |
| Date of Establishment : | 18.06.1981 |
| Capital Investment / Paid-up Capital : | INR 8.620 Million |
| IEC No.: [Import-Export Code No.] | Not Applicable (As informed by the management that firm does not have export and import) |
| PAN No.: [Permanent Account No.] | AAJPA4040K |
| GSTN : [Goods & Service Tax Registration No.] | 09AAJPA4040K1ZV |
| Legal Form : | Sole Proprietary Concern |
| Line of Business : | Dealer of pharmaceutical medicine. [Confirmed by management] |
| No. of Employees : | 6 (Approximately) |

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 |

| | |
|-------------------------------|---|
| Maximum Credit Limit : | USD 25000 |
| Status : | Satisfactory |
| Payment Behaviour : | Usually correct |
| Litigation : | Clear |
| Comments : | <p>Subject is a proprietorship firm established in the year 1981. It is a dealer of pharmaceutical medicines.</p> <p>It holds agency of Dr. Reddy's Laboratories, GlaxoSmithKline Pharmaceuticals Limited, Lupin Limited and Pfizer.</p> <p>As per the financial records of 2017, the firm has achieved a fair growth of 12.81% in its revenue as compared to the previous year and has reported a low net profit margin of 0.47%.</p> <p>The overall financial position of the firm seems to be satisfactory marked by sufficient capital base along with negligible debt balance sheet profile.</p> <p>Mr. Ravi Narain Agrawal (Proprietor) has claimed that the firm has achieved revenue of INR 230.000 million for the FY 2018.</p> <p>Payment seems to be usually correct.</p> <p>In view of aforesaid, the subject can be considered for business dealings at usual trade terms and condition.</p> <p>NOTE:</p> <p>Site visit was conducted at the address which you have provided and our executive has successfully traced the subject on the given address.</p> <p>At the premises our executive met Mr. Ravi Narain Agrawal (Proprietor) who confirmed the subject's existence on the given address.</p> <p>During the visit our executive inquired with the neighbours and they claimed that the subject exists on the given address.</p> <p>As per our executive's observation, it is 2 storey building and subject is situated on the ground floor of the building. Location was easy to find. Locality appears to be commercial. Area seems to be upmarket. 04 employees were sighted in the premises. Name board of the subject was sighted at the given address.</p> |

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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 (30.06.2018) | Current Rating (30.09.2018) |
|--------------|---------------------------------|--------------------------------|
| India | 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 |

EXTERNAL AGENCY RATING

NOT AVAILABLE

RBI DEFAULTERS' LIST STATUS

Subject's name is not enlisted as a defaulter in the publicly available RBI Defaulters' list.

EPF (Employee Provident Fund) DEFAULTERS' LIST STATUS

Subject's name is not enlisted as a defaulter in the publicly available EPF (Employee Provident Fund) Defaulters' list as of 31-03-2018.

BIFR (Board for Industrial & Financial Reconstruction) LISTING STATUS

Subject's name is not listed as a Sick Unit in the publicly available BIFR (Board for Industrial & Financial Reconstruction) list as of 26.11.2018

IBBI (Insolvency and Bankruptcy Board of India) LISTING STATUS

Subject's name is not listed in the publicly available IBBI (Insolvency and Bankruptcy Board of India) list as of report date.

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INFORMATION PARTED BY

| | |
|----------------------|-------------------------|
| Name : | Mr. Ravi Narain Agrawal |
| Designation : | Proprietor |
| Contact No.: | 91-9452400038 |
| Date : | 18.11.2018 |

LOCATIONS

| | |
|----------------------------|---|
| Registered Office : | 28, Leader Road, Allahabad – 211003, Uttar Pradesh, India |
| Tel. No.: | 91-532-24020305 |
| Mobile No.: | 91-9452400038 (Mr. Ravi Narain Agrawal) |
| Fax No.: | Not Available |
| E-Mail : | atc3835@gmail.com |
| Area : | 180 sq. ft. |
| Location : | Owned |
| Locality : | Commercial |
| Warehouse : | 53, Leader Road, Allahabad – 211003, Uttar Pradesh, India |
| Location : | Owned |
| Locality : | Commercial |

SOLE PROPRIETOR

| | |
|----------------------|-------------------------|
| Name : | Mr. Ravi Narain Agrawal |
| Designation : | Proprietor |
| PAN No.: | AAJPA4040K |

BUSINESS DETAILS

| | |
|---------------------------|--|
| Line of Business : | Dealer of pharmaceutical medicine. [Confirmed by management] |
| Products : | Pharmaceutical Medicine |
| Brand Names : | Not Available |
| Agencies Held : | <ul style="list-style-type: none"> • Dr. Reddy's Laboratories • GlaxoSmithKline Pharmaceuticals Limited • Lupin Limited • Pfizer |
| Exports : | Not Available |

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| | |
|---------------------|--|
| Imports : | Not Available |
| Terms : | |
| Selling : | Advance Payment, Cheque and Credit (30 Days) |
| Purchasing : | Advance Payment, Cheque and Credit (30 Days) |

GENERAL INFORMATION

| | | |
|---------------------------|---|--|
| Suppliers : | Reference : | Not Divulged |
| | Name of the Person : | -- |
| | Contact No.: | -- |
| | Since How Long Known : | -- |
| | Maximum Limit Dealt : | -- |
| | Experience : | -- |
| | Remark : | -- |
| Customers : | End Users | |
| | Reference : | Not Divulged |
| | Name of the Person : | -- |
| | Contact No.: | -- |
| | Since How Long Known : | -- |
| | Maximum Limit Dealt : | -- |
| | Experience : | -- |
| Remark : | -- | |
| No. of Employees : | 6 (Approximately) | |
| Bankers : | Banker Name : | Bank of India |
| | Branch : | Leader Road, Allahabad, Uttar Pradesh, India |
| | Person Name (With Designation) : | -- |
| | Contact Number : | 91-532-2402286 (Number is not working) |
| | Name of Account Holder : | -- |
| | Account Number : | -- |
| | Account Since (Date/Year of Account Opening) : | -- |
| | Average Balance Maintained : | -- |
| | Credit Facilities Enjoyed (CC/OD/Term Loan) : | -- |
| | Account Operation : | -- |
| | Remark : | -- |

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| Facilities : | SECURED LOANS | 31.03.2017 | 31.03.2016 |
|--------------|---|----------------|----------------|
| | | INR In Million | INR In Million |
| | Overdraft account with Bank of Maharashtra, Leader Road, Allahabad | 0.485 | 0.000 |
| | Total | 0.485 | 0.000 |

| | |
|-------------------------|---|
| Auditors : | |
| Name : | Ramesh C. Agrawal and Company Chartered Accountants |
| Address : | 51, Chahchand (First Floor), Zero Road, Allahabad – 211003, Uttar Pradesh, India |
| Tel. No.: | 91-532-2400085 |
| Fax No.: | 91-532-2400791 |
| E-mail : | sanjayagrawalfca@yahoo.co.in |
| Membership No.: | 072867 |
| Collaborators : | Not Available |
| Membership : | Not Available |
| Sister Concern : | -- |

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CAPITAL STRUCTURE

AS ON 31.03.2017

| Proprietor's Capital Account | INR in Million |
|-------------------------------------|-----------------------|
| Mr. Ravi Narain Agrawal | 8.620 |
| Total | 8.620 |

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FINANCIAL DATA
[all figures are INR Million]

| Particulars | | | 31.03.2018 |
|--------------------------------|--|--|------------|
| Sales Turnover (Approximately) | | | 230.000 |

The above information has been parted by Mr. Ravi Narain Agrawal (Proprietor)

Note: Sole Proprietary and Partnership concerns are exempted from filing their financials with the Government Authorities or Registry Records.

ABRIDGED BALANCE SHEET

| SOURCES OF FUNDS | | 31.03.2017 | 31.03.2016 |
|---|--|--------------|--------------|
| EQUITY AND LIABILITIES | | | |
| 1] Proprietor's Capital | | 8.620 | 8.462 |
| 2] Share Application Money | | 0.000 | 0.000 |
| 3] Reserves & Surplus | | 0.000 | 0.000 |
| 4] (Accumulated Losses) | | 0.000 | 0.000 |
| NETWORTH | | 8.620 | 8.462 |
| LOAN FUNDS | | | |
| 1] Secured Loans | | 0.485 | 0.000 |
| 2] Unsecured Loans | | 0.000 | 0.000 |
| TOTAL BORROWING | | 0.485 | 0.000 |
| DEFERRED TAX LIABILITIES | | 0.000 | 0.000 |
| TOTAL | | 9.105 | 8.462 |
| APPLICATION OF FUNDS | | | |
| FIXED ASSETS [Net Block] | | | |
| Capital work-in-progress | | 0.000 | 0.000 |
| Deposits of capital account | | 0.003 | 0.003 |
| INVESTMENT | | | |
| DEFERRED TAX ASSETS | | 0.000 | 0.000 |
| CURRENT ASSETS, LOANS & ADVANCES | | | |
| Inventories | | 1.196 | 0.329 |
| Sundry Debtors | | 7.697 | 8.122 |
| Cash & Bank Balances | | 0.355 | 0.648 |
| Other Current Assets | | 0.000 | 0.000 |
| Loans & Advances | | 5.955 | 5.955 |

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| | | | |
|--|--|---------------|---------------|
| Total Current Assets | | 15.203 | 15.054 |
| Less : CURRENT LIABILITIES & PROVISIONS | | | |
| Sundry Creditors | | 15.001 | 7.775 |
| Other Current Liabilities & Provisions | | 0.000 | 0.000 |
| Total Current Liabilities | | 15.001 | 7.775 |
| Net Current Assets | | 0.202 | 7.279 |
| MISCELLANEOUS EXPENSES | | 0.000 | 0.000 |
| TOTAL | | 9.105 | 8.462 |

PROFIT & LOSS ACCOUNT

| PARTICULARS | | 31.03.2017 | 31.03.2016 |
|--|--|----------------|----------------|
| SALES | | | |
| Income | | 195.067 | 172.916 |
| Other Income | | 0.385 | 0.010 |
| TOTAL | | 195.452 | 172.926 |
| Less EXPENSES | | | |
| Cost of goods sold | | 190.349 | 168.046 |
| Freight and cartage | | 0.223 | 0.105 |
| Accountancy charges | | 0.180 | 0.180 |
| Audit fees | | 0.010 | 0.010 |
| Commission | | 0.488 | 0.432 |
| Electricity expenses | | 0.084 | 0.145 |
| Generator expenses | | 0.117 | 0.150 |
| Insurance | | 0.027 | 0.000 |
| Sales promotion expenses | | 0.180 | 0.000 |
| Miscellaneous shop expenses | | 0.275 | 0.237 |
| Salaries | | 1.632 | 1.266 |
| Staff welfare expenses | | 0.117 | 0.186 |
| Telephone and mobile phone expenses | | 0.128 | 0.122 |
| Travelling and conveyance | | 0.401 | 0.494 |
| Vehicle in use expenses | | 0.118 | 0.203 |
| Printing and stationery | | 0.000 | 0.008 |
| Hire charges | | 0.000 | 0.068 |
| TOTAL | | 194.329 | 171.652 |
| PROFIT/ (LOSS) BEFORE INTEREST AND DEPRECIATION | | 1.123 | 1.274 |
| Less FINANCIAL EXPENSES | | 0.152 | 0.339 |
| PROFIT / (LOSS) BEFORE DEPRECIATION | | 0.971 | 0.935 |

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| | | | | |
|------|----------------------------|--|--------------|--------------|
| Less | DEPRECIATION/ AMORTISATION | | 0.055 | 0.066 |
| | NET PROFIT/ (LOSS) | | 0.916 | 0.869 |

KEY RATIOS

EFFICIENCY RATIOS

| PARTICULARS | | 31.03.2017 | 31.03.2016 |
|---|--|------------|------------|
| Average Collection Days (Sundry Debtors / Income * 365 Days) | | 14.40 | 17.14 |
| Account Receivables Turnover (Income / Sundry Debtors) | | 25.34 | 21.29 |
| Average Payment Days (Sundry Creditors / Purchases * 365 Days) | | 28.76 | 16.89 |
| Inventory Turnover (Operating Income / Inventories) | | 0.94 | 3.87 |
| Asset Turnover (Operating Income / Net Fixed Assets) | | 1.00 | 1.08 |

LEVERAGE RATIOS

| PARTICULARS | | 31.03.2017 | 31.03.2016 |
|--|--|------------|------------|
| Debt Ratio (Borrowing + Current Liabilities) / Total Assets) | | 0.64 | 0.48 |
| Debt Equity Ratio (Total Liability / Networth) | | 0.06 | 0.00 |
| Current Liabilities to Networth (Current Liabilities / Net Worth) | | 1.74 | 0.92 |
| Fixed Assets to Networth (Net Fixed Assets / Networth) | | 0.13 | 0.14 |
| Interest Coverage Ratio (PBIT / Financial Charges) | | 7.39 | 3.76 |

PROFITABILITY RATIOS

| PARTICULARS | | 31.03.2017 | 31.03.2016 |
|-------------|--|------------|------------|
|-------------|--|------------|------------|

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| | | | | |
|--|---|--|-------|-------|
| PAT to Sales ((PAT / Sales) * 100) | % | | 0.47 | 0.50 |
| Return on Total Assets ((PAT / Total Assets) * 100) | % | | 3.80 | 5.35 |
| Return on Investment (ROI) ((PAT / Networth) * 100) | % | | 10.63 | 10.27 |

SOLVENCY RATIOS

| PARTICULARS | | 31.03.2017 | 31.03.2016 |
|---|--|------------|------------|
| Current Ratio (Current Assets / Current Liabilities) | | 1.01 | 1.94 |
| Quick Ratio ((Current Assets – Inventories) / Current Liabilities) | | 0.93 | 1.89 |
| G-Score Ratio Financial (Networth / Total Assets) | | 0.36 | 0.52 |
| G-Score Ratio Debt (Debts / Equity Capital) | | 0.06 | 0.00 |
| G-Score Ratio Liquidity (Total Current Assets / Total Current Liabilities) | | 1.01 | 1.94 |

Total Liability = Short-term Debt + Long-term Debt + Current Maturities of Long-term debts

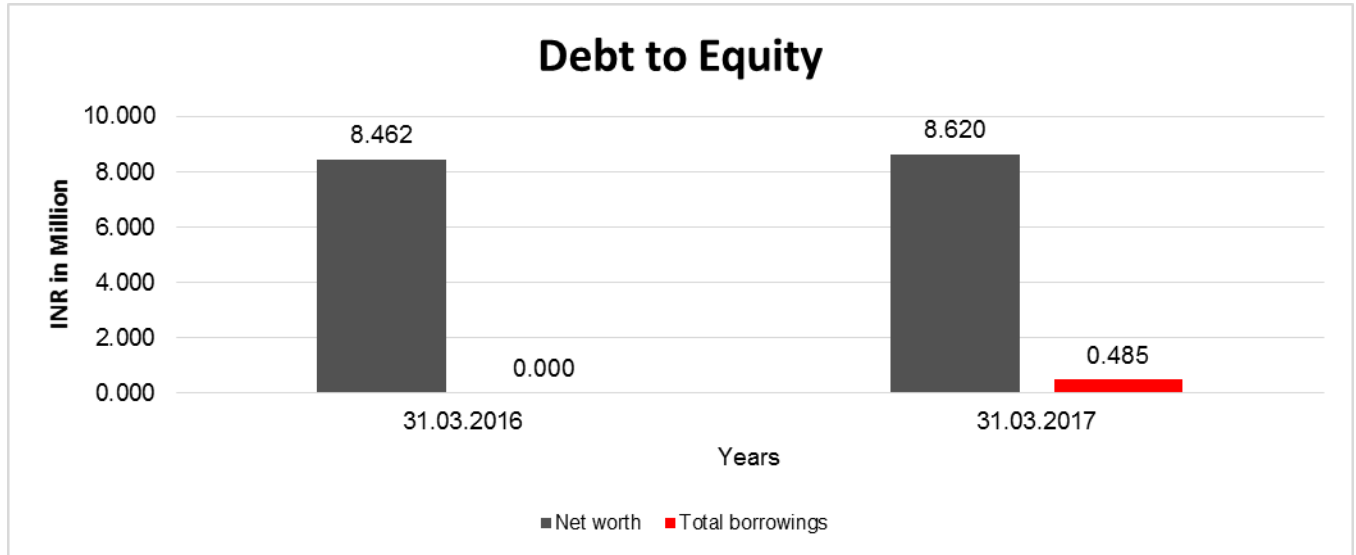
FINANCIAL ANALYSIS
[all figures are INR Million]

DEBT EQUITY RATIO

| Particular | | 31.03.2016 | 31.03.2017 |
|--------------------------|--|----------------|----------------|
| | | INR In Million | INR In Million |
| Proprietor's Capital | | 8.462 | 8.620 |
| Reserves & Surplus | | 0.000 | 0.000 |
| Net worth | | 8.462 | 8.620 |
| Secured Loans | | 0.000 | 0.485 |
| Unsecured Loans | | 0.000 | 0.000 |
| Total borrowings | | 0.000 | 0.485 |
| Debt/Equity ratio | | 0.000 | 0.056 |

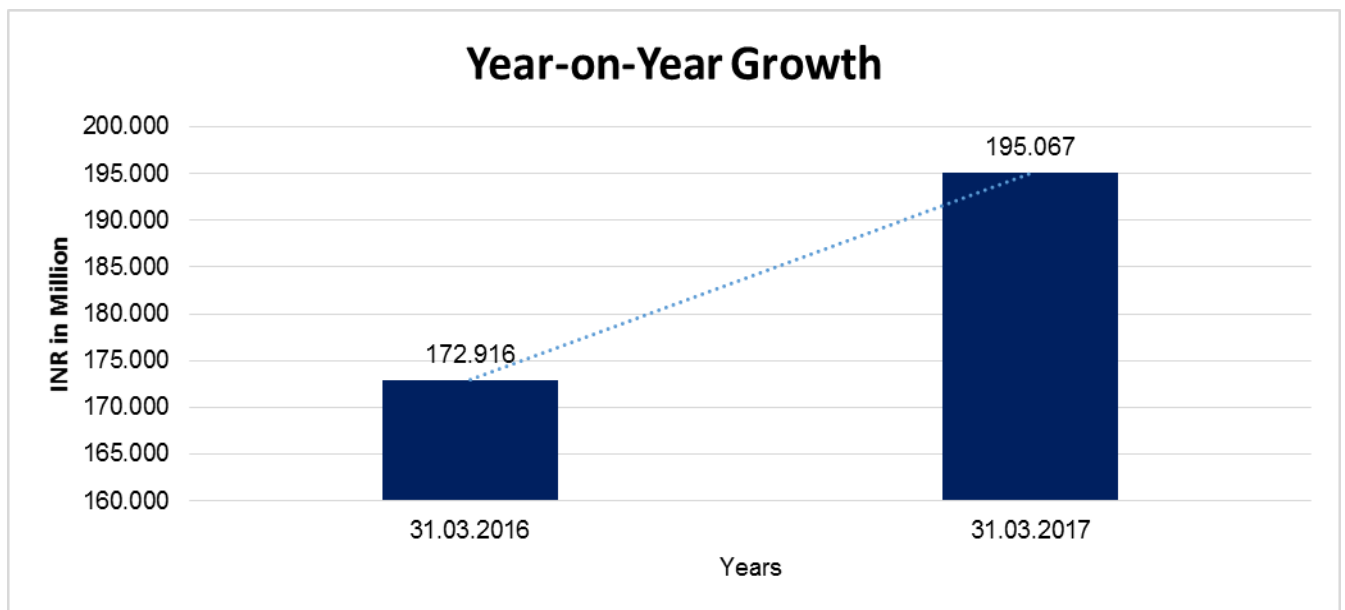
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YEAR-ON-YEAR GROWTH

| Year on Year Growth | | 31.03.2016 | 31.03.2017 |
|---------------------|--|----------------|----------------|
| | | INR In Million | INR In Million |
| Sales | | 172.916 | 195.067 |
| | | | 12.810 |

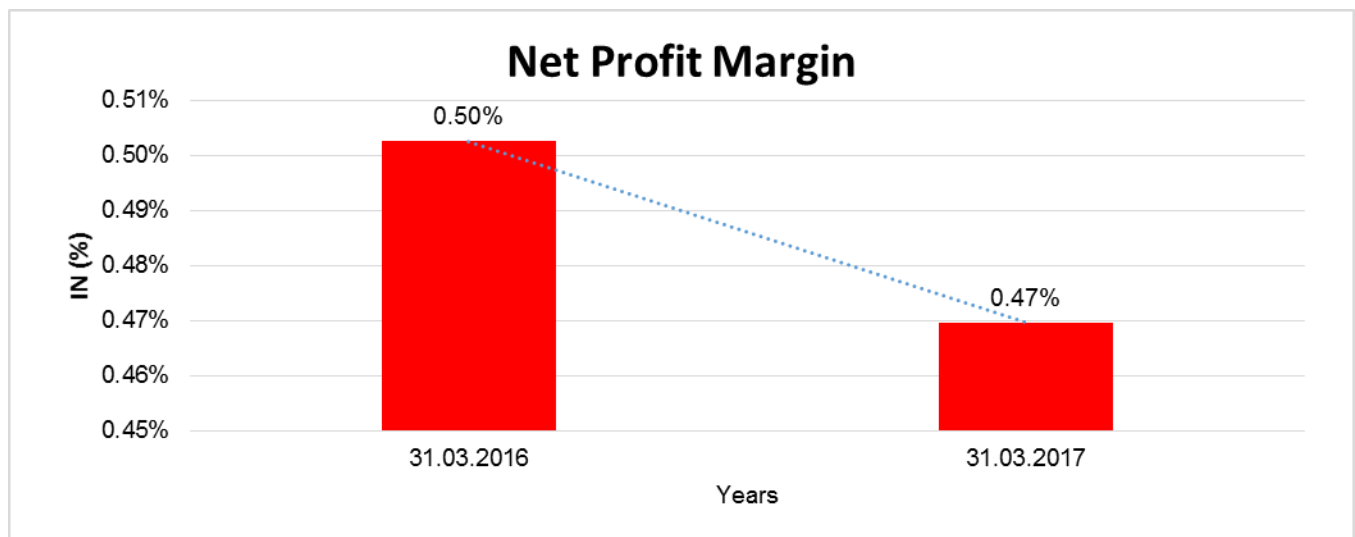


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NET PROFIT MARGIN

| Net Profit Margin | | 31.03.2016 | 31.03.2017 |
|-------------------|--|----------------|----------------|
| | | INR In Million | INR In Million |
| Sales | | 172.916 | 195.067 |
| Profit/(Loss) | | 0.869 | 0.916 |
| | | 0.50% | 0.47% |



LOCAL AGENCY FURTHER INFORMATION

| Sr. No. | Check list by info agents | Available in Report (Yes/No) |
|---------|--|------------------------------|
| 1 | Year of establishment | Yes |
| 2 | Constitution of the entity -Incorporation details | Yes |
| 3 | Locality of the entity | Yes |
| 4 | Premises details | Yes |
| 5 | Buyer visit details | Yes |
| 6 | Contact numbers | Yes |
| 7 | Name of the person contacted | Yes |
| 8 | Designation of contact person | Yes |
| 9 | Promoter's background | No |
| 10 | Date of Birth of Proprietor / Partners / Directors | No |
| 11 | Pan Card No. of Proprietor / Partners | Yes |
| 12 | Voter Id Card No. of Proprietor / Partners | No |
| 13 | Type of business | Yes |
| 14 | Line of Business | Yes |
| 15 | Export/import details (if applicable) | No |

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| | | |
|----|---|-----|
| 16 | No. of employees | Yes |
| 17 | Details of sister concerns | No |
| 18 | Major suppliers | No |
| 19 | Major customers | No |
| 20 | Banking Details | Yes |
| 21 | Banking facility details | Yes |
| 22 | Conduct of the banking account | -- |
| 23 | Financials, if provided | Yes |
| 24 | Capital in the business | Yes |
| 25 | Last accounts filed at ROC, if applicable | No |
| 26 | Turnover of firm for last three years | Yes |
| 27 | Reasons for variation <> 20% | -- |
| 28 | Estimation for coming financial year | No |
| 29 | Profitability for last two years | Yes |
| 30 | Major shareholders, if available | No |
| 31 | External Agency Rating, if available | No |
| 32 | Litigations that the firm/promoter involved in | -- |
| 33 | Market information | -- |
| 34 | Payments terms | Yes |
| 35 | Negative Reporting by Auditors in the Annual Report | No |

FIXED ASSETS:

- Computer
- Air Conditioner
- Cycle
- Furniture and Fixtures
- Refrigerator
- Generator
- Laptop
- Property
- Vehicles
- Invertor
- Honda Activa Scooter
- Car

OBSERVATION POINTS

| | |
|--------------------------|--|
| Name of Company : | AGRAWAL TRADING CORPORATION |
| Address : | 28, Leader Road, Allahabad – 211003, Uttar Pradesh |
| Contact No.: | 91-9452400038 |

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| | | |
|---|--|---------------------------------|
| Person to whom we met: | Mr. Ravi Narain Agrawal | Designation : Proprietor |
| Name Board : | Sighted | |
| Location: | Easy | |
| Total Floors of the building: | 2 Floor | |
| Subject situated on: | Ground Floor | |
| Locality: | Commercial | |
| Area : | Upmarket | |
| No. of employees seen at premises: | 4 | |
| Visibility of Items : | <ul style="list-style-type: none"> • Telephone • Fax Machine • Computers • Air Conditioners • Office Equipment • Xerox Machine | |
| Furniture Items sighted : | Yes | |
| Neighbour's Interview : | During the visit our executive inquired with the neighbours and they claimed that the subject exists on the given address. | |
| Proof of visit: | Photograph | |



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CMT REPORT (Corruption, Money Laundering & Terrorism]

The Public Notice information has been collected from various sources including but not limited to: ***The Courts, India Prisons Service, Interpol, etc.***

1] INFORMATION ON DESIGNATED PARTY

No records exist designating subject or any of its beneficial owners, controlling shareholders or senior officers as terrorist or terrorist organization or whom notice had been received that all financial transactions involving their assets have been blocked or convicted, found guilty or against whom a judgement or order had been entered in a proceedings for violating money-laundering, anti-corruption or bribery or international economic or anti-terrorism sanction laws or whose assets were seized, blocked, frozen or ordered forfeited for violation of money laundering or international anti-terrorism laws.

2] Court Declaration :

No records exist to suggest that subject is or was the subject of any formal or informal allegations, prosecutions or other official proceeding for making any prohibited payments or other improper payments to government officials for engaging in prohibited transactions or with designated parties.

3] Asset Declaration :

No records exist to suggest that the property or assets of the subject are derived from criminal conduct or a prohibited transaction.

4] Record on Financial Crime :

Charges or conviction registered against subject: **None**

5] Records on Violation of Anti-Corruption Laws :

Charges or investigation registered against subject: **None**

6] Records on Int'l Anti-Money Laundering Laws/Standards :

Charges or investigation registered against subject: **None**

7] Criminal Records

No available information exist that suggest that subject or any of its principals have been formally charged or convicted by a competent governmental authority for any financial crime or under any formal investigation by a competent government authority for any violation of anti-corruption laws or international anti-money laundering laws or standard.

8] Affiliation with Government :

No record exists to suggest that any director or indirect owners, controlling shareholders, director, officer or employee of the company is a government official or a family member or close business associate of a Government official.

9] Compensation Package :

Our market survey revealed that the amount of compensation sought by the subject is fair and reasonable and comparable to compensation paid to others for similar services.

10] Press Report :

No press reports / filings exists on the subject.

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CORPORATE GOVERNANCE

MIRA INFORM as part of its Due Diligence do provide comments on Corporate Governance to identify management and governance. These factors often have been predictive and in some cases have created vulnerabilities to credit deterioration.

Our Governance Assessment focuses principally on the interactions between a company's management, its Board of Directors, Shareholders and other financial stakeholders.

CONTRAVENTION

Subject is not known to have contravened any existing local laws, regulations or policies that prohibit, restrict or otherwise affect the terms and conditions that could be included in the agreement with the subject.

FOREIGN EXCHANGE RATES

| Currency | Unit | INR |
|-----------|------|-----------|
| US Dollar | 1 | INR 71.18 |
| UK Pound | 1 | INR 91.04 |
| Euro | 1 | INR 81.19 |

INFORMATION DETAILS

| | |
|---------------------------|-----|
| Information Gathered by : | SPR |
| Analysis Done by : | NYT |
| Report Prepared by : | NKT |

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SCORE FACTORS

| | | |
|-----------------------------|--------|-----|
| DEMERIT POINTS | | |
| --BANK CHARGES | YES/NO | YES |
| --LITIGATION | YES/NO | NO |
| --OTHER ADVERSE INFORMATION | YES/NO | NO |
| MERIT POINTS | | |
| --SOLE DISTRIBUTORSHIP | YES/NO | NO |
| --EXPORT ACTIVITIES | YES/NO | NO |
| --AFFILIATION | YES/NO | NO |
| --LISTED | YES/NO | NO |
| --OTHER MERIT FACTORS | YES/NO | YES |

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)

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