

## MIRA INFORM REPORT

Report No. :	539219
Report Date :	26.11.2018

### IDENTIFICATION DETAILS

Name :	H. DIPAK & CO.
Registered Office :	CC-9060, C-Wing, 9 <sup>th</sup> Floor C-Tower, Bandra Kurla Complex, Bharat Diamond Bourse, Bandra (East), Mumbai – 400051, Maharashtra
Tel. No.:	91-22-66446666
Country :	India
Financials (as on) :	31.03.2018
Date of Establishment :	08.10.1992
Capital Investment:	INR 4220.202 million
IEC No.: [Import-Export Code No.]	0392055848
PAN No.: [Permanent Account No.]	AAAFH2213A
GSTN : [Goods & Service Tax Registration No.]	27AAAFH2213A1ZA
TIN / CST No.:	27450236720
Legal Form :	Partnership Concern with an unlimited liability of the partners
Line of Business :	Manufacturing, Processing and Exporting of Princess Cut Diamonds and Importer of Rough Diamonds. [Confirmed by management]
No. of Employees :	3000 (Approximately)

### RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> 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

<b>Status :</b>	Good
<b>Payment Behaviour :</b>	Slow but correct
<b>Litigation :</b>	Clear
<b>Comments :</b>	<p>Subject is an established partnership concern established in the year 1992. It is a manufacturer, trader and exporter of princess cut diamond.</p> <p>The subject is amongst the leading manufacturers of princess cut diamonds in the world. It has processing facilities in Palanpur and Navsari.</p> <p>As per available financials of March 2018, the subject has achieved decent growth in its revenue as compared to its previous year along with fair profit margin during the year.</p> <p>Rating takes into account of established business track record and experienced promoters of the subject.</p> <p>Rating continuous to reflect subject's dominant market position in gem and jewellery industry.</p> <p>However, rating strengths are partially offset by the large working capital requirement to volatility in the prices of diamonds and foreign exchange rates.</p> <p>Payments seems to be slow but correct.</p> <p>In view of aforesaid the concern can be considered for business dealings at usual trade terms and conditions.</p>

**NOTES :**

Any query related to this report can be made on e-mail : [infodept@mirainform.com](mailto: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

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Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

**EXTERNAL AGENCY RATING**

<b>Rating Agency Name</b>	CRISIL
<b>Rating</b>	Short Term Ratings = A2+
<b>Rating Explanation</b>	Strong degree of safety and low credit risk.
<b>Date</b>	01.03.2018

**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.

**INFORMATION PARTED BY**

<b>Name :</b>	Mr. Kalpesh
<b>Designation :</b>	Chief Financial officer
<b>Contact No.:</b>	91-22-66446666
<b>Date :</b>	24.11.2018

**LOCATIONS**

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<b>Registered Office :</b>	CC-9060, C-Wing, 9 <sup>th</sup> Floor C-Tower, Bandra Kurla Complex, Bharat Diamond Bourse, Bandra (East), Mumbai – 400051, Maharashtra, India
<b>Tel. No.:</b>	91-22-66446666 / 66446644
<b>Mobile No.:</b>	91-9820448660 [Mr. Kalpesh]
<b>Fax No.:</b>	91-22-23639107/28392169
<b>E-Mail :</b>	<a href="mailto:kalpesh@hdipak.com">kalpesh@hdipak.com</a>
<b>Website :</b>	<a href="http://www.hdipak.com">www.hdipak.com</a>
<b>Area :</b>	4000 Sq. Ft
<b>Location :</b>	Owned
<b>Locality :</b>	Commercial
<b>Corporate Office :</b>	Plot No. D 10, Road No. 21, Sinath Nagar, Marol, MIDC, Andheri (East), Mumbai – 400093, Maharashtra, India
<b>Tel. No.:</b>	91-22-66446666
<b>Fax No.:</b>	91-22-28377049
<b>Location :</b>	Owned
<b>Factory/ Processing Unit 1 :</b>	Sardar Patel, Town Ship, Near Navsari Railway Station, Navsari, Gujarat, India
<b>Processing Unit 2:</b>	<b>Located At:</b>  Palanpur (Gujarat)

**PARTNERS**

<b>Name :</b>	Mr. Hitesh Vijaykumar Mehta
<b>Designation :</b>	Partner
<b>Address:</b>	8 <sup>th</sup> and 9 <sup>th</sup> Floor, JVPD Scheme, 10th Road, Vile Parle (West), Mumbai - 400056, Maharashtra, India
<b>Qualification :</b>	HSC
<b>Name :</b>	Mr. Manish Vijaykumar Mehta
<b>Designation :</b>	Partner
<b>Address:</b>	8 <sup>th</sup> and 9 <sup>th</sup> Floor, JVPD Scheme, 10th Road, Vile Parle (West), Mumbai - 400056, Maharashtra, India
<b>Qualification :</b>	Graduate
<b>Name :</b>	Mr. Ankit Hitesh Mehta
<b>Designation :</b>	Partner
<b>Address:</b>	8 <sup>th</sup> and 9 <sup>th</sup> Floor, JVPD Scheme, 10th Road, Vile Parle (West), Mumbai - 400056, Maharashtra, India

**KEY EXECUTIVES**

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<b>Name :</b>	Mr. Kalpesh
<b>Designation :</b>	Chief Finance Officer
<b>Name :</b>	Mr. Nikunj
<b>Designation :</b>	Accounts Manager

**BUSINESS DETAILS**

<b>Line of Business :</b>	Manufacturing, Processing and Exporting of Princess Cut Diamonds and Importer of Rough Diamonds. [Confirmed by management]
<b>Products :</b>	<ul style="list-style-type: none"> <li>• Princess Cut Diamonds</li> <li>• Rough Diamonds</li> </ul>
<b>Brand Names :</b>	Not Available
<b>Agencies Held :</b>	Not Available
<b>Exports :</b>	
<b>Products :</b>	Diamonds
<b>Countries :</b>	<ul style="list-style-type: none"> <li>• United States of America</li> <li>• United Kingdom</li> <li>• Australia</li> <li>• Japan</li> <li>• Hong Kong</li> <li>• China</li> </ul>
<b>Imports :</b>	
<b>Products :</b>	Rough Diamonds
<b>Countries :</b>	<ul style="list-style-type: none"> <li>• Belgium</li> <li>• Israel</li> <li>• South Africa</li> </ul>
<b>Terms :</b>	
<b>Selling :</b>	Cheque and Credit [90 Days] and Others (NEFT, RTGS)
<b>Purchasing :</b>	Cheque and Credit [90 Days] and Others (NEFT, RTGS)

**GENERAL INFORMATION**

<b>Suppliers :</b>	<b>Reference :</b>	Sterling Jewelers, USA
	<b>Name of the Person :</b>	--
	<b>Contact No.:</b>	--
	<b>Since How Long Known :</b>	--

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	<b>Experience :</b>	--
	<b>Maximum Limit Dealt :</b>	--
	<b>Remark :</b>	--
<b>Customers :</b>	Wholesalers and Manufacturer	
	<b>Reference :</b>	Diamond Trading Corporation, South Africa
	<b>Name of the Person :</b>	--
	<b>Contact No.:</b>	--
	<b>Since How Long Known :</b>	--
	<b>Experience :</b>	--
	<b>Maximum Limit Dealt :</b>	--
	<b>Remark :</b>	--
<b>No. of Employees :</b>	3000 (Approximately)	
<b>Bankers :</b>	<b>Bank Name</b>	IndusInd Bank Limited
	<b>Branch</b>	C-2, Bharat Diamond Bourse, E. G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400051, Maharashtra, India
	<b>Person Name (With Designation)</b>	--
	<b>Contact Number</b>	91-8433427764 (Number is continuously ringing)
	<b>Name of Account Holder</b>	--
	<b>Account Number</b>	--
	<b>Account Since (Date/Year of Account Opening)</b>	--
	<b>Average Balance Maintained (If Possible)</b>	--
	<b>Credit Facilities Enjoyed (If any)</b>	--
	<b>Account Operation</b>	--
	<b>Remarks (If any)</b>	--

<b>Auditors :</b>	
<b>Name :</b>	V. A. Parikh and Associates LLP
<b>Collaborators :</b>	Not Available
<b>Membership :</b>	Not Available
<b>Sister Concern :</b>	Not Available

**CAPITAL STRUCTURE**

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As on 31.03.2018

<b>Capital Investment :</b>	
<b>Owned :</b>	INR 4220.202 Million
<b>Borrowed :</b>	--
<b>Total :</b>	<b>INR 4220.202 Million</b>

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**FINANCIAL DATA**  
*[all figures are INR Million]*

**ABRIDGED BALANCE SHEET**

<b>SOURCES OF FUNDS</b>		<b>31.03.2018</b>	<b>31.03.2017</b>
<b>EQUITY AND LIABILITIES</b>			
1] Partners Capital		4220.202	4206.312
3] Reserves & Surplus		0.000	0.000
4] (Accumulated Losses)		0.000	0.000
<b>NETWORTH</b>		<b>4220.202</b>	<b>4206.312</b>
<b>LOAN FUNDS</b>			
1] Secured Loans		4247.170	4582.865
2] Unsecured Loans		263.250	366.320
<b>TOTAL BORROWING</b>		<b>4510.420</b>	<b>4949.185</b>
DEFERRED TAX LIABILITIES		0.000	0.000
<b>TOTAL</b>		<b>8730.622</b>	<b>9155.497</b>
<b>APPLICATION OF FUNDS</b>			
<b>FIXED ASSETS [Net Block]</b>			
Capital work-in-progress		0.000	0.0000
<b>INVESTMENT</b>			
DEFERREX TAX ASSETS		0.000	0.0000
<b>CURRENT ASSETS, LOANS &amp; ADVANCES</b>			
Inventories		4790.499	5116.091
Sundry Debtors		4639.632	4674.535
Cash & Bank Balances		109.517	96.249
Other Current Assets		0.768	0.669
Loans & Advances		901.955	782.713
<b>Total Current Assets</b>		<b>10442.371</b>	<b>10670.257</b>
<b>Less : CURRENT LIABILITIES &amp; PROVISIONS</b>			
Sundry Creditors			
Other Current Liabilities		2527.801	2274.013
Provisions		22.281	18.323
<b>Total Current Liabilities</b>		<b>2550.082</b>	<b>2292.336</b>
<b>Net Current Assets</b>		<b>7892.289</b>	<b>8377.921</b>
<b>MISCELLANEOUS EXPENSES</b>			
		0.000	0.0000
<b>TOTAL</b>		<b>8730.622</b>	<b>9155.497</b>

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**PROFIT & LOSS ACCOUNT**

PARTICULARS		31.03.2018	31.03.2017
<b>SALES</b>			
	Income	16157.959	14587.232
	Other Income	26.062	9.356
	<b>TOTAL</b>	<b>16184.021</b>	<b>14596.588</b>
<b>Less</b>	<b>EXPENSES</b>		
	Purchases of Stock-in-Trade	14281.590	14234.617
	Manufacturing Expenses	375.778	334.577
	Changes in inventories of finished goods, work-in-progress and Stock-in-Trade	325.592	(1184.012)
	Administrative Expenses	377.929	383.585
	Selling and Distribution Expenses	81.533	64.245
	Other expenses	6.023	4.206
	<b>TOTAL</b>	<b>15448.445</b>	<b>13837.218</b>
	<b>PROFIT/ (LOSS) BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION</b>	<b>735.576</b>	<b>759.370</b>
<b>Less</b>	<b>FINANCIAL EXPENSES</b>	<b>349.307</b>	<b>338.867</b>
	<b>PROFIT / (LOSS) BEFORE TAX, DEPRECIATION AND AMORTISATION</b>	<b>386.269</b>	<b>420.503</b>
<b>Less/ Add</b>	<b>DEPRECIATION/ AMORTISATION</b>	<b>47.899</b>	<b>46.173</b>
	<b>PROFIT/ (LOSS) BEFORE TAX</b>	<b>338.370</b>	<b>374.330</b>
<b>Less</b>	<b>TAX</b>	<b>115.500</b>	<b>135.391</b>
	<b>PROFIT/ (LOSS) AFTER TAX</b>	<b>222.870</b>	<b>238.939</b>

**KEY RATIOS**

**EFFICIENCY RATIOS**

PARTICULARS		31.03.2018	31.03.2017
	Average Collection Days (Sundry Debtors / Income * 365 Days)	104.81	116.97

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Account Receivables Turnover (Income / Sundry Debtors)		3.48	3.12
Inventory Turnover (Operating Income / Inventories)		0.15	0.15
Asset Turnover (Operating Income / Net Fixed Assets)		1.82	1.88

#### LEVERAGE RATIOS

PARTICULARS		31.03.2018	31.03.2017
Debt Ratio (Borrowing + Current Liabilities) / Total Assets		0.63	0.63
Debt Equity Ratio (Total Liability / Networth)		1.07	1.18
Current Liabilities to Networth (Current Liabilities / Net Worth)		0.60	0.54
Fixed Assets to Networth (Net Fixed Assets / Networth)		0.10	0.10
Interest Coverage Ratio (PBIT / Financial Charges)		2.11	2.24

#### PROFITABILITY RATIOS

PARTICULARS		31.03.2018	31.03.2017
Net Profit Margin ((PAT / Sales) * 100)	%	1.38	1.64
Return on Total Assets ((PAT / Total Assets) * 100)	%	1.98	2.09
Return on Investment (ROI) ((PAT / Networth) * 100)	%	5.28	5.68

#### SOLVENCY RATIOS

PARTICULARS		31.03.2018	31.03.2017
Current Ratio (Current Assets / Current Liabilities)		4.09	4.65
Quick Ratio ((Current Assets - Inventories) / Current Liabilities)		2.22	2.42

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G-Score Ratio Financial (Networth / Total Assets)		0.37	0.37
G-Score Ratio Debt (Debts / Equity Capital)		1.07	1.18
G-Score Ratio Liquidity (Total Current Assets / Total Current Liabilities)		4.09	4.65

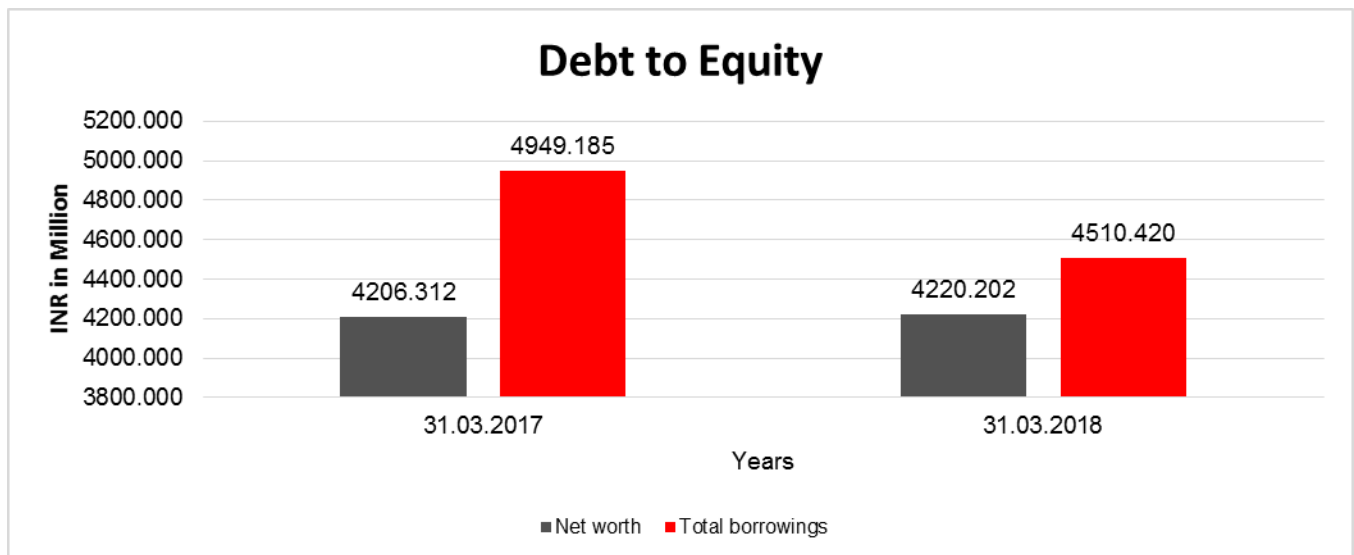
*Total Liability = Short-term Debt + Long-term Debt + Current Maturities of Long-term debts*

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**FINANCIAL ANALYSIS**  
*[all figures are INR Million]*

**DEBT EQUITY RATIO**

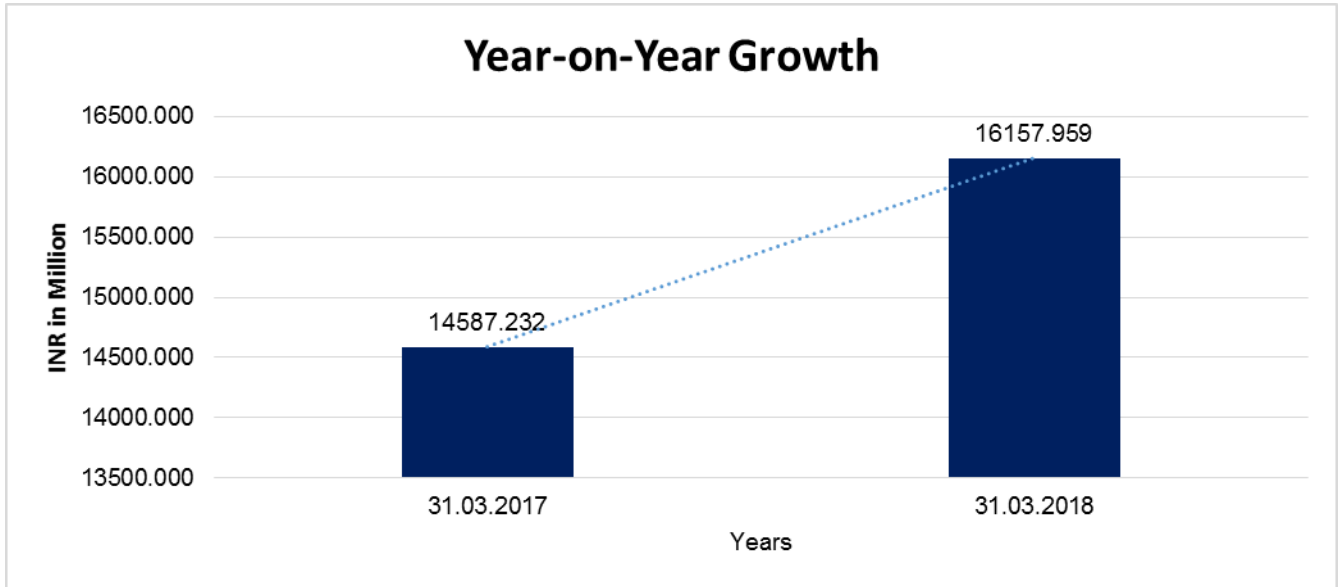
Particular	31.03.2017	31.03.2018
	INR In Million	INR In Million
Capital Account	4206.312	4220.202
Reserves & Surplus	0.000	0.000
<b>Net worth</b>	<b>4206.312</b>	<b>4220.202</b>
long-term borrowings	4949.185	4510.420
Short term borrowings	0.000	0.000
<b>Total borrowings</b>	<b>4949.185</b>	<b>4510.420</b>
<b>Debt/Equity ratio</b>	<b>1.177</b>	<b>1.069</b>



**YEAR-ON-YEAR GROWTH**

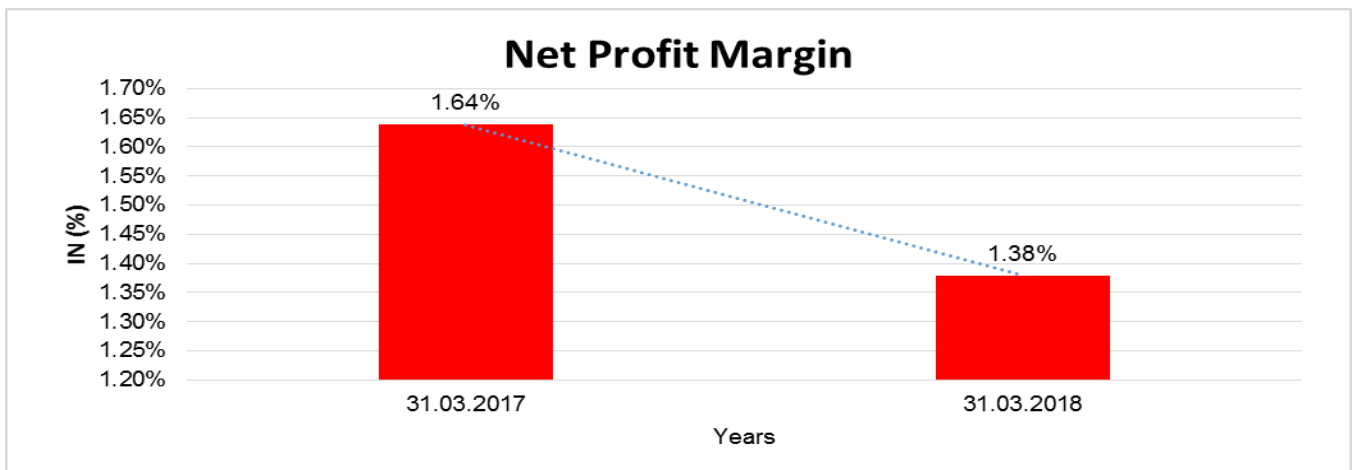
Year on Year Growth	31.03.2017	31.03.2018
	INR In Million	INR In Million
Sales	14587.232	16157.959
		<b>10.768</b>

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**NET PROFIT MARGIN**

Net Profit Margin	31.03.2017	31.03.2018
	INR In Million	INR In Million
Sales	14587.232	16157.959
Profit/(Loss)	238.939	222.870
	<b>1.64%</b>	<b>1.38%</b>



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**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	Yes
3	Locality of the entity	Yes
4	Premises details	Yes
5	Buyer visit details	--
6	Contact numbers	Yes
7	Name of the person contacted	Yes
8	Designation of contact person	Yes
9	Promoter's background	Yes
10	Date of Birth of Proprietor / Partners / Directors	No
11	Pan Card No. of Proprietor / Partners	No
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)	Yes
16	No. of employees	Yes
17	Details of sister concerns	No
18	Major suppliers	Yes
19	Major customers	Yes
20	Banking Details	Yes
21	Banking facility details	No
22	Conduct of the banking account	--
23	Financials, if provided	Yes
24	Capital in the business	No
25	Last accounts filed at ROC, if applicable	No
26	Turnover of firm for last two years	Yes
27	Reasons for variation <> 20%	Yes
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	Yes
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

## DIAMOND INDUSTRY – INDIA

- From time immemorial, India is well known in the world as the birthplace for diamonds. It is difficult to trace the origin of diamonds but history says that in the remote past, diamonds were mined only in India. Diamond production in India can be traced back to almost 8<sup>th</sup> Century B.C. India, in fact, remained undisputed leader till 18<sup>th</sup> Century when Brazilian fields were discovered in 1725 followed by emergence of S. Africa, Russia and Australia.
- The achievement of the Indian diamond industry was possible only due to combination of the manufacturing skills of the Indian workforce and the untiring and unflagging efforts of the Indian diamantaires, supported by progressive Government policies.
- The area of study of family owned diamond businesses derives its importance from the huge conglomerate of family run organizations which operate in the diamond industry since many generations.
- Some of the basic traits of family run business enterprises include spirit of entrepreneurship, mutual trust lowers transaction costs, small, nimble and quick to react, information as a source of advantage and philanthropy.
- Family owned diamond businesses need to improve on many fronts including higher standard of corporate governance, long-term performance – focused strategies, modern management and technology.
- Utmost caution is to be exercised while dealing with some medium and large diamond traders which are usually engaged in fictitious import – export, inter-company transactions, financially assisted by banks. In the process, several public sector banks lost several hundred million rupees. They mostly diverted borrowed money for diamond business into real estate and capital markets.
- Excerpts from Times of India dated 30<sup>th</sup> October 2010 is as under –
- Gem & Jewellery Export Promotion Council in its statistical data has shown the export of polished diamonds to have increase by 28 % in February 2013. Compared to \$ 1.4 bn worth of polished diamond export in February, 2012, India exported \$ 1.84 billion worth of polished diamonds in February 2013. A senior executive of GJEPC said, “Export of cut and polished diamonds started falling month-wise after the imposition of 2 % of import duty on the polished diamonds. But February, 2013 has given a new ray of hope to the industry as the export of polished diamonds has actually increased by 28 %. It means the industry is on the track of recovery and round tripping of diamonds has stopped completely.” Demand has started coming from the US, the UK, Japan and China. India’s polished diamond export is expected to cross \$ 21 bn in 2013-14.
- The banking sector has started exercising restraint while following prudent risk management norms when lending money to gems and jewellery sector. This follows the implementation of Basel III accord – a global voluntary regulatory standard on bank capital adequacy, stress testing and market liquidity.

**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.

**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 70.46
UK Pound	1	INR 90.28
Euro	1	INR 79.89

**INFORMATION DETAILS**

<b>Information Gathered by :</b>	GAY
<b>Analysis Done by :</b>	NIS
<b>Report Prepared by :</b>	RNA

**SCORE FACTORS**

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