

## MIRA INFORM REPORT

Report No. :	532845
Report Date :	04.10.2018

### IDENTIFICATION DETAILS

Name :	PT. TRISCO TAILORED APPAREL MANUFACTURING
Registered Office :	Komplek Industri Trikencana, Jl. Raya Kopo Soreang KM 11.5, Kelurahan Cilampeni, Kecamatan Katapang, Kab. Bandung 40921, Jawa Barat - Indonesia
Country :	Indonesia
Date of Incorporation :	16.08.2000
Legal Form :	Private Limited Liability Company or Perseroan Terbatas (PT)
Line of Business :	<ul style="list-style-type: none"> <li>• Manufacture of wearing apparel</li> <li>• Financial service activities, except insurance and pension funding</li> <li>• Activities of holding companies</li> </ul>
No. of Employees :	2500

### 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

Status :	Good
Payment Behaviour :	No Complaints
Litigation :	Clear

#### 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.

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**ECGC Country Risk Classification List**

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
Indonesia	A2	A2

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

**INDONESIA - ECONOMIC OVERVIEW**

Indonesia, the largest economy in Southeast Asia, has seen a slowdown in growth since 2012, mostly due to the end of the commodities export boom. During the global financial crisis, Indonesia outperformed its regional neighbors and joined China and India as the only G20 members posting growth. Indonesia's annual budget deficit is capped at 3% of GDP, and the Government of Indonesia lowered its debt-to-GDP ratio from a peak of 100% shortly after the Asian financial crisis in 1999 to 34% today. In May 2017 Standard & Poor's became the last major ratings agency to upgrade Indonesia's sovereign credit rating to investment grade.

Poverty and unemployment, inadequate infrastructure, corruption, a complex regulatory environment, and unequal resource distribution among its regions are still part of Indonesia's economic landscape. President Joko WIDODO - elected in July 2014 – seeks to develop Indonesia's maritime resources and pursue other infrastructure development, including significantly increasing its electrical power generation capacity. Fuel subsidies were significantly reduced in early 2015, a move which has helped the government redirect its spending to development priorities. Indonesia, with the nine other ASEAN members, will continue to move towards participation in the ASEAN Economic Community, though full implementation of economic integration has not yet materialized.

Source : CIA

## **COMPANY IDENTIFICATION**

Company Name	PT. Trisco Tailored Apparel Manufacturing
Address	Komplek Industri Trikencana, Jl. Raya Kopo Soreang KM 11.5 Kelurahan Cilampeni, Kecamatan Katapang Kab. Bandung 40921 Jawa Barat - Indonesia
Telephone	+62225897183, +62225897185
Fax	+62225897186
Mobile Phone	N.A.
Email	<a href="mailto:lukman.wiradikara@trisula.com">lukman.wiradikara@trisula.com</a>
Web	N.A.

## **PROFILE**

Address	Komplek Industri Trikencana, Jl. Raya Kopo Soreang KM 11.5 Kelurahan Cilampeni, Kecamatan Katapang Kab. Bandung 40921 Jawa Barat - Indonesia
Office Building	a. Area - Industrial b. Status - Leased
Date Of Establishment	- 16 August 2000
Start Operation	2000
Legal Status	Private Limited Liability Company or Perseroan Terbatas (PT)
Legalization (historical)	No. C-18002 HT.01.01.TH.2000 Dated, 16 August 2000  No. C-01234 HT.01.04.TH.2003 Dated, 21 January 2003  No. AHU-04361.AH.01.02.TH.2008 Dated, 28 January 2008  No. AHU-04849.AH.01.02.Tahun 2012 Dated, 31 January 2012  No. AHU-AH.01.10-05350 Dated, 15 February 2012  No. AHU-AH.01.03-02243247 Dated, 10 April 2015  No. AHU-0011748.AH.01.02.Tahun 2016 Dated, 2016

	No. AHU-AH.01.03-0059422 Dated, 27 April 2017
Government Permit (s)	No. AHU-AH.01.03-0131431 Dated, 27 April 2017 Kementrian Perdagangan TDP - 8120109773818 Dated, 00
	Badan Koordinasi Penanaman Modal (BKPM) PMA - 92/II/PMA/2005 Dated, 15 April 2005
Significant change	Direktorat Jenderal Pajak NPWP - 01.882.712.1-057.000  PT. Trisco Tailored Apparel Manufacturing (the Company) was established in Jakarta on 16 August 2000, with the authorized capital of USD 500,000.0, which was fully issued and paid up. The Company was founded and initially owned by Mr. David Cohen (10%), Wisco Australia Pty. Ltd., of Australia (80.00%), and Mr. Vincentius Roy Sunarja (10.00%). On September 18, 2001, the Company's authorized capital was increased up to USD 1 million, of which USD 800,000.0 was issued and paid up. Meanwhile, the shareholder structure of the Company changed to comprise: Wisco Australia Pty. Ltd., of Australia (80.00%), PT. Trisula Textile Industries (10.00%) and Mr. David Cohen (10.00%). On January 28, 2008, the authorized capital was increased further to USD 1,808,000.0, of which fully issued and paid-up. Meanwhile, the Company's shareholder structure changed, to consist of Famarne Nominees Pty. Ltd., of Australia (50.00%), Trans International Fashion Limited of Singapore (40.00%) and PT. Trisula Insan Tiara (10.00%). On December 30, 2012, the authorized capital of the Company amounted to USD 13,895,000.00 or equivalent to IDR 100,044 million, of which USD 5,558,000.00 or equivalent to IDR 40,017.6 million was issued and paid up. Meanwhile, the Company's shareholder structure changed to consist of PT. Trisula Insan Tiara (50.00%) and PT. Trinico Indonesia (50.00%). On 7 April 2015, the authorized capital of the Company amounted to IDR 100,044 million, with issued and paid up capital of IDR 40,017.6 million. Meanwhile, the Company's shareholder structure consists of PT. Trisula International Tbk (50.000%) and PT. Trinico Indonesia (50.000%). On 21 April 2017, the Company's issued and paid-up capital increased to IDR 45,438 million, yet, the authorized capital and shareholders structure remain unchanged. As far as we know, there has been no more change in the

Capitalization	Company's notarial act as published by the Ministry of Justice.
- Authorized Capital	IDR 100,044,000,000
- Issued Capital	IDR 45,438,000,000
- Paid Up Capital	IDR 45,438,000,000

## **SHAREHOLDERS & MANAGEMENT**

Shareholders	Total No. of Shareholders: 2 Shareholders as 27 April 2017 Total Shareholding private - 45,438 shares
Name of Shareholders	- PT. Trinico Indonesia (22,719 shares) - 50.000% - PT. Trisula International Tbk (22,719 shares) - 50.000%
Management Board	
Name	Mr. Ruddy Setiadi
Position	President Director
Nationality	Australian
Name	Mr. Harry Kurniadi
Position	Director
Nationality	Indonesian
Supervisory Board	
Name	Mr. David Cohen
Position	President Commissioner
Nationality	Australian
Name	Mr. Kartono Budiman
Position	Commissioner
Nationality	Indonesian
Name	Ms. Tjhoi Lisa Tjahjadi
Position	Commissioner
Nationality	Indonesian
Management Assessment	The management is deemed to have sufficient experience and industry expertise to manage subject properly.
Authorized Signatories	Mr. Ruddy Setiadi as President Director and Mr. Harry Kurniadi as Director of the Company which must be approved by shareholders meeting.
Affiliate (s) / Associate (s)	- Trisula Group (Unlimited Company) - PT. Trisula Insan Tiara (Activities of holding companies) - PT. Trisula International Tbk (Manufacture of other outerwear; Manufacture of other wearing apparel and accessories n.e.c.) - PT. Trinico Indonesia

- (Activities of holding companies)
- PT. Tritirta Sarana Damai  
(Development of building projects)
- PT. Trimas Sarana Garment Industry  
(Manufacture of other outerwear)
- PT. Trisula Textile Industries Tbk  
(Activities of holding companies)
- PT. Triduaribu Bersatu  
(Manufacture of other outerwear; Manufacture of other  
wearing apparel and accessories n.e.c.)

## **KEY DATA ON OPERATIONS**

Registered Activities	SIC Code 14 : Manufacture of wearing apparel
	SIC Code 64 : Financial service activities, except insurance and pension funding
Employee	Per 2016 1900
	Per 2017 2500
	Per 2018 2500
Bussiness Category	SIC Code 14.1 : Manufacture of wearing apparel, except fur apparel
	SIC Code 64.2 : Activities of holding companies
Line of Business	SIC Code 14.19 : Manufacture of other wearing apparel and accessories
	SIC Code 64.20 : Activities of holding companies
Product & Capacity	- Clothes - 1,146,560 pieces p.a.
Status of Investment	Foreign-invested Company
Sales Territory	Local 5%
	International 95%
Main Items Imported And Country Origin	- Machine and Textile Products - Singapore - Machine and Textile Products - China - Machine and Textile Products - Japan
Main Items Exported And Country Destination	- Apparel products - Australia - Apparel products - UK - Apparel products - USA

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Major Customers	<ul style="list-style-type: none"> <li>- Bendigo Consultants of USA</li> <li>- Hmx LLC of USA</li> <li>- PT. Aurora Executive Placement</li> <li>- PT. Multi Garmenjaya</li> <li>- Buyers from Australia</li> <li>- Buyer from UK</li> <li>- Black Tulip of USA</li> <li>- Trisco Tailored And Woven Internati of USA</li> </ul>
Major Suppliers	<ul style="list-style-type: none"> <li>- PT. Fratekindo Jaya Gemilang</li> <li>- Brother Machinery Ltd., of China</li> <li>- Juki Singapore Pte. Ltd., of Singapore</li> <li>- PT. Trisula Textile Industries Tbk</li> <li>- PT. Trisula International Tbk</li> <li>- Principal from Japan</li> </ul>
Terms of Payment	<p>Purchase Payment</p> <p>Domestic : Telegraphic Transfer (T.T) with Credit Term up to 60 days or Based on agreement</p> <p>Overseas : Telegraphic Transfer (T.T) with credit term up to 30 days or based on agreement</p> <p>Sale Term</p> <p>Domestic : Telegraphic Transfer (T.T) with credit term up to 30 days or based on agreement</p> <p>Overseas : Telegraphic Transfer (T.T) with credit term up to 30 days or based on agreement</p>
Activity Comment	<p>Began the operation in 2000, PT. Trisco Tailored Apparel Manufacturing (the Company) is a foreign invested company that is engaged in manufacture. The Company's head office and factory are located in an industrial area, precisely at the address registered in the legality: Komplek Industri Trikencana, Jl. Raya Kopo Soreang Km. 11.5, Kelurahan Cilampeni, Kecamatan Katapang, Kab. Bandung, 40921, Jawa Barat, Indonesia, which occupying some 2,773 s.q.m areas. We believe this location is leased by the Company.</p> <p>The Company is a member of Trisula Group. Trisula Group was established in 1968 as producer of famous fabrics brands namely Bellini and Caterina. The group also took a retail distribution for Jack Nicklaus brand and built a brand, JOBB Office, for suits, jackets, shirts, and accessories.</p> <p>In addition, the group has also generated a new brand of the Uni-Asia (branded uniform), with major customers focusing on local government officials/civil servants, state-owned enterprises, and corporations. Another brand owned by the group is 'Man Club' with a target of young and casual wear for men.</p> <p>Based on our investigation, the Company is engaged in the garment industry, and it is an export-oriented company. The</p>

Company currently runs ten production lines. The Company is an international enterprise and has a unique market because it concentrates exclusively in corporate wear clothing. The Company already has achievements, both as a manufacturer and as an exporter of garment products for corporate wear. Based on the permit issued by the Coordination Board of Investment, the Company has an annual capacity to produce 1,146,560 pieces of clothes. It has planted USD 2.5 million of investment into the business.

Currently, the Company is producing garment products, particularly men/ladies jacket, ladies bottom (skirt, pants), casual (vest, casual jacket), and men's trousers. On average, the Company's current production capacity is:

Men's / Ladies Jacket (1,350 sets / day)

Ladies Bottom/skirt, pants (1,200 pcs / day)

Casual /Vest, Casual jacket (200 pcs / day)

Men's Trousers (2,000 sets / day), and Special Order (200 pcs/ day)

The Company's production process has been fully computerized for all designs, and been using modern automatic machines for cutting, manufacturing, and pressing, such as Lectra, Beisler, Macpi, Pfaff, Durkopp, Brother and Juki. Meanwhile, major suppliers for the Company are PT. Fratekindo Jaya Gemilang, PT. Trisula Textile Industries, PT. Trisula International Tbk, Juki Singapore Pte Ltd., of Singapore, and others.

In its operation, the Company obtains raw materials from local and abroad, with a ratio of 50:50. The Company imports raw materials from Singapore, China, and Japan. Meanwhile, to support its production, currently, the Company has 1,000 units of machines, which were imported from Brother Machinery Ltd., of China.

In its marketing, the Company products are 95% exported, consisting of 60% to Australia, 30% to the UK, and 5% to the USA and Asia, such as to Superior Uniform Group Inc. Some major customers include Bendigo Consultants of the USA, Hmx LLC of USA, and others. For the domestic market, the Company performs makloon (toll manufacturing) system for brands: Executive, Cardinal and others.

In terms of payment, so far, there are no significant payment problems faced by the Company, either from customers or to suppliers.

In performance, the Company still has positive growth in each year amid the global economic slowdown, in which the weakening rate rupiah is quite advantageous for the Company's export earnings. Moreover, so far in this 2018, the Company still has a positive business trend, with the highest demand for garment products still coming from Australia, the USA, and the UK.

Operationally, until today, to meet its market demand, on average, the Company exports ranging from 10 – 15 containers per week regularly, used 40-foot containers (50%) and 20-foot containers

(50%).

The 40-foot containers are loaded with some 10,000 pieces of trousers and skirts, and some of 1,500 pieces of jackets. Meanwhile, the 20-foot containers are loaded by some 850 pieces of trousers, skirts and other subordinate clothing.

Several of their export transactions in this 2018, as follows:

On February 14, 2018, the Company was exporting apparel products 6,641 pieces to Black Tulip of USA.

On September 26, 2018, the Company was exporting apparel products 11,251 kg to Trisco Tailored And Woven Internation of USA.

As information, in 2015, the Company acquired other exhilarating projects, such as a uniform project for Silk Air, St. Regis's (in which the Company received a positive impression).

For additional information, based on Notarial Deed No. 49 dated April 21, 2016, its holding company PT. Trisula International Tbk acquired 50% share ownership of PT Nissiel Sarana Garment Industry from PT Trisula Insan Tiara. To improve the performance of the garment segment, PT Nissiel Sarana Garment Industry has been merged into the Company. Both companies have the same shareholders and there is no change on the control after the transaction.

Moreover, in 2016, PT. Trisula Internasional Tbk has transferred some shares of PT. Trisula Garmindo Manufacturing to the Company, as of May 17, 2016, the Company controls 20,580 shares or 98.00% in PT. Trisula Garmindo Manufacturing.

This step is a realization of the consolidation strategy and the unification of operational functions of three garment factories in Trisula Group, PT. Trisula Garmindo Manufacturing, PT. Nissiel Sarana Garment Industry, and the Company. The consolidation will improve cost efficiency, the effectiveness of the work system and planning, optimization of customer mix, as well synergy of structure and work system.

Currently, the Company is supported by 2,500 employees. This number still the same as last year in 2017, yet, it was an increased, from some 1,900 employees in 2016.

In addition, the Company received ISO 9001: 2008 Certification on December 23, 2005, and has been registered as a member of SEDEX since June 1, 2011. Products of the Company have met quality standard determined by their overseas buyers.

Litigation

At the time of writing this report, this Company has not been involved in any criminal or civil cases. This statement is based on a result of search for cases conducted at the State Court in the area where the Company was established and operates today.

Factory and Registered Address

Komplek Industri Trikencana, Jl. Raya Kopo Soreang Km. 11.5  
Kelurahan Cilampeni, Kecamatan Katapang  
Kab. Bandung 40921  
Jawa Barat - Indonesia

Phone : +62225897183, +62225897185  
Fax : +62225897186  
Email : [lukman.wiradikara@trisula.com](mailto:lukman.wiradikara@trisula.com)

## **BANKING INFORMATION**

Banker (s)	<ul style="list-style-type: none"><li>- PT. Bank Central Asia Tbk</li><li>- PT. Bank Mandiri (Persero) Tbk</li><li>- PT. Bank Danamon Indonesia Tbk</li><li>- PT. Bank UOB Indonesia Tbk</li><li>- PT. Bank Resona Perdania</li><li>- PT. Bank OCBC NISP Tbk</li></ul>
Insurance	<ul style="list-style-type: none"><li>- Badan Penyelenggara Jaminan Sosial (BPJS)</li></ul>

## **BUSINESS PROSPECTS**

### Business Prospects

After experiencing negative growth in the past two years, the national textile and garment industry began to book positive growth in 2017. Based on data from the Central Statistics Bureau, this export-oriented sector grew by 4.4% in the third quarter of 2017.

This positive performance is, among other, as results of activities of a task force called 'Task Force on Import of High-Risk Goods' (Satuan Tugas Penertiban Impor Barang Berisiko Tinggi), formed by the government. The other influencing factors are the implementation of the government's fiscal and non-fiscal policies through some economy deregulation packages to create a conducive investment climate for the sector. The policies include a provision of fiscal incentives, in the form of tax allowance and tax holiday.

Referring to some influencing factors shown above, we predict that in this year 2018, this textile and garment sector will grow by around 3%, with an average export growth of 11% per year.

These figures could be even higher if the government can secure the stability of the national economy. It is a fact that the textile and garment industry is one of the priority sectors in the National Industrial Development Master Plan or Rencana Induk Pembangunan Industri Nasional (RIPIN) 2015-2035. This sector is expected to contribute significantly to the national economy. As for the workforce, this sector is expected to absorb some 2.95 million workers or increasing from 2.73 million workers absorbed last year.

## **FINANCIAL STATEMENT**

Sales Turn Over	<ul style="list-style-type: none"> <li>- 2014 - USD 27,000,000 ( Estimated )</li> <li>- 2015 - USD 32,400,000 ( Estimated )</li> <li>- 2016 - USD 35,640,000 ( Estimated )</li> <li>- 2017 - USD 39,916,800 ( Estimated )</li> </ul>
Total Assets	<ul style="list-style-type: none"> <li>- 2012 - IDR 111,386,093,555 ( Financial Statement of PT. Trisula International Tbk per 31 December 2012 )</li> <li>- 2013 - IDR 144,186,866,342 ( Financial Statement of PT. Trisula International Tbk per 31 December 2013 )</li> <li>- 2014 - IDR 166,854,665,214 ( Financial Statement of PT. Trisula International Tbk per 31 December 2014 )</li> <li>- 2015 - IDR 230,725,750,450 ( Financial Statement of PT. Trisula International Tbk per 31 December 2015 )</li> <li>- 2016 - IDR 400,306,501,254 ( Financial Statement of PT. Trisula International Tbk per 31 December 2016 )</li> <li>- 2017 - IDR 310,078,471,662 ( Financial Statement of PT. Trisula International Tbk per 31 December 2017 )</li> <li>- 2018 - IDR 333,962,302,723 ( Financial Statement of PT. Trisula International Tbk per 30 June 2018 )</li> </ul>
Other Financial Data	<p>On February 24, 2016, the Company obtained a credit facility from PT. Bank Resona Perdania with a maximum credit limit of USD 530,000 or equivalent to IDR 7,215,950,000. The loan will mature in February 2019 and bears interest at COLF + 2.3% per annum.</p>

## **CREDITWORTHINESS**

Management Capability	Good
Business Morality	Adequate
Payment Manner	No Complaints
Financial Condition	Satisfactory
Operating Trend	Up
Conclusive remarks	<p>The Company is a member of the Trisula Group and is engaged in the garment industry since 2000 which is producing garment products with 95% are exported to Australia, the UK, and the USA. Meanwhile, the remaining 5% are sold in the domestic market.</p> <p>As we learn, the Company still has positive growth in each year amid the global economic slowdown, which is quite supported also from the export earnings and some business expansions in 2016.</p> <p>Moreover, the Company also faced a merger with PT Nissiel Sarana Garment Industry and also the transfer of some shares of PT. Trisula Garmindo Manufacturing to the Company, as of 17</p>

May 2016, to realize the consolidation strategy and integration of the operational function of three garment factories in Trisula Group. This encourages the Company and Group operations to be more synergy and centralized.

In term of the business outlook, the prospect of the national textile industry in 2018 is predicted to increase further. Coupled with the predicted growth of the exports of textile products with an average of 11% per year. Therefore, we believe the Company is still prospective in the business.

Based on the description shown above, and regarding the 18 years of experiences in the business and backup from the Group, we believe that the Company can manage the risk properly. For security reason, we advise those wishing to make cooperation with and to grant loans to the Company to ask for adequate collateral from the owners and management.

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupee
US Dollar	1	INR72.03
UK Pound	1	INR 94.99
Euro	1	INR 84.58
IDR	1	INR 0.0048

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

**INFORMATION DETAILS**

Analysis Done by :	
Report Prepared by :	KET

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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)