

MIRA INFORM REPORT

| | |
|----------------------|------------|
| Report No. : | 534941 |
| Report Date : | 19.10.2018 |

IDENTIFICATION DETAILS

| | |
|--------------------------------|---|
| Name : | MADE.COM DESIGN LTD |
| Registered Office : | 5 Singer Street, London, Ec2a 4bq |
| Country : | United Kingdom |
| Financials (as on) : | 31.12.2017 |
| Date of Incorporation : | 10.12.2009 |
| Com. Reg. No.: | 07101408 |
| Legal Form : | Private limited with Share Capital |
| Line of Business : | Retail Sale Via Mail Order Houses or Via Internet |
| No. of Employees : | 299 (2017) |

RATING & COMMENTS

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

| | |
|------------------------|---|
| MIRA's Rating : | B |
|------------------------|---|

| Credit Rating | Explanation | Rating Comments |
|---------------|-------------|---|
| B | Medium Risk | Business dealings permissible on a regular monitoring basis |

| | |
|----------------------------|----------|
| Status : | Moderate |
| Payment Behaviour : | Slow |
| Litigation : | Clear |

NOTES :

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

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ECGC Country Risk Classification List

| Country Name | Previous Rating (30.06.2018) | Current Rating (30.09.2018) |
|----------------|---------------------------------|--------------------------------|
| United Kingdom | 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 |

UNITED KINGDOM - ECONOMIC OVERVIEW

The UK, a leading trading power and financial center, is the third largest economy in Europe after Germany and France. Agriculture is intensive, highly mechanized, and efficient by European standards, producing about 60% of food needs with less than 2% of the labor force. The UK has large coal, natural gas, and oil resources, but its oil and natural gas reserves are declining; the UK has been a net importer of energy since 2005. Services, particularly banking, insurance, and business services, are key drivers of British GDP growth. Manufacturing, meanwhile, has declined in importance but still accounts for about 10% of economic output.

In 2008, the global financial crisis hit the economy particularly hard, due to the importance of its financial sector. Falling home prices, high consumer debt, and the global economic slowdown compounded the UK's economic problems, pushing the economy into recession in the latter half of 2008 and prompting the then BROWN (Labour) government to implement a number of measures to stimulate the economy and stabilize the financial markets. Facing burgeoning public deficits and debt levels, in 2010 the then CAMERON-led coalition government (between Conservatives and Liberal Democrats) initiated an austerity program, which has continued under the Conservative government. However, the deficit still remains one of the highest in the G7, standing at 3.6% of GDP as of 2017, and the UK has pledged to lower its corporation tax from 20% to 17% by 2020. The UK had a debt burden of 90.4% GDP at the end of 2017.

The UK economy has begun to slow since the referendum vote to leave the EU in June 2016. A sustained depreciation of the British pound has increased consumer and producer prices, weighing on consumer spending without spurring a meaningful increase in exports. The UK has an extensive trade relationship with other EU members through its single market membership, and economic observers have warned the exit will jeopardize its position as the central location for European financial services. Prime Minister MAY is seeking a new "deep and special" trade relationship with the EU following the UK's exit. However, economists doubt that the UK will be able to preserve the benefits of EU membership without the obligations. The UK is expected to officially leave the EU by the end of March 2019.

Source : CIA

COMPANY NAME AND ADDRESS

Company Name: MADE.COM DESIGN LTD
Company No: 07101408
Registered Address: 5 SINGER STREET LONDON EC2A 4BQ

COMPANY SUMMARY

Registered Address 5 SINGER STREET
LONDON
EC2A 4BQ

Trading Address 5 Singer Street
London
EC2A 4BQ

Website Address <http://www.made.com>

Telephone Number -

Fax Number

TPS -

FPS Yes

Incorporation Date 10/12/2009

Previous Name

Type Private limited with Share Capital

FTSE Index -

Date of Change -

Filing Date of Accounts 28/09/2018

Currency GBP

Share Capital £22,243

SIC07 47910

Charity Number -

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COMMENTARY

| |
|--|
| This company's return on total assets employed ratio indicates a negative return on assets. |
| This company has made late payments on a high percentage of invoices. |
| This company's ratio of total liabilities to total assets indicates the presence of moderate equity funding. |
| This company trades in an industry with a higher level of corporate failures. |

CCJ

| | | | |
|----------------------------------|---|---------------------------------|------|
| Total Number of Exact CCJs - | 0 | Total Value of Exact CCJs - | |
| Total Number of Possible CCJs - | 1 | Total Value of Possible CCJs - | £275 |
| Total Number of Satisfied CCJs - | 0 | Total Value of Satisfied CCJs - | |
| Total Number of Writs - | - | | |

| | | | |
|--|----|---|---|
| Total Current Directors | 1 | Total Current Secretaries | 1 |
| Total Previous Directors / Company Secretaries | 11 | Total Person's With Significant Control | 0 |

CURRENT DIRECTORS

| | | | |
|----------------|-------------------------|------------------------|-----------------|
| Title | Mr | Function | Director |
| Name | Philippe Chainieux | Nationality | French |
| Date of Birth | 12/1972 | Present Appointments | 1 |
| Latest Address | 5 Singer Street, London | Appointment Date | 31/12/2016 |
| Post Code | EC2A 4BQ | | |
| Other Actions | View Director Report | View Consumer Report | View AML Report |
| | View Trace Report | View Compliance Report | |

CURRENT COMPANY SECRETARY

| | | | |
|----------------|-------------------------|----------------------|-------------------|
| Title | Mrs | Function | Company Secretary |
| Name | Lisa Gan Tomlins | Nationality | |
| Date of Birth | - | Present Appointments | 1 |
| Latest Address | 5 Singer Street, London | Appointment Date | 30/11/2016 |

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| | | | |
|---------------|------------------------|----------------------|-------------------|
| Post Code | EC2A 4BQ | | |
| Other Actions | | View Consumer Report | View Trace Report |
| | View Compliance Report | | |

TOP SHAREHOLDERS





| Name | Currency | Share Count | Share Type | Nominal Value | % of Total Share Count |
|------------------|----------|-------------|------------|---------------|------------------------|
| MADE COM LIMITED | GBP | 22,242,836 | ORDINARY | 0 | 100 |

FINANCIALS














Profit & Loss

| | Date Of Accounts | 31/12/17 | (%) | 31/12/16 | (%) | 31/12/15 | (%) | 31/12/14 | (%) | 31/12/13 |
|---|----------------------|--------------|--------|-------------|---------|-------------|---------|-------------|--------|-------------|
| | Weeks | 52 | (%) | 52 | (%) | 52 | (%) | 52 | (%) | 52 |
| | Currency | GBP | (%) | GBP | (%) | GBP | (%) | GBP | (%) | GBP |
| | Consolidated A/cs | Y | (%) | Y | (%) | Y | (%) | Y | (%) | Y |
|  | Turnover | £127,038,000 | 39.6 % | £91,021,000 | 47.8 % | £61,593,000 | 44% | £42,784,000 | 63.4 % | £26,188,000 |
|  | Export | - | - | - | - | - | - | - | - | - |
|  | Cost of Sales | £60,632,000 | 45.2 % | £41,768,000 | 37.2 % | £30,443,000 | 50.9 % | £20,173,000 | 50.9 % | £13,367,000 |
|  | Gross Profit | £66,406,000 | 34.8 % | £49,253,000 | 58.1 % | £31,150,000 | 37.8 % | £22,611,000 | 76.4 % | £12,821,000 |
|  | Wages & Salaries | £11,779,000 | 24.3 % | £9,476,000 | 30.1 % | £7,281,000 | 34.4 % | £5,419,000 | 52.9 % | £3,543,000 |
|  | Directors Emoluments | - | - | - | - | - | - | - | - | - |
|  | Operating Profit | -£4,598,000 | 20.1 % | -£5,752,000 | 32.2 % | -£8,482,000 | 58.6 % | -£5,348,000 | 9.3% | -£4,893,000 |
|  | Depreciation | £557,000 | - | £557,000 | 59.6 % | £349,000 | 445.3 % | £64,000 | 39.1 % | £46,000 |
|  | Audit Fees | £60,000 | 62.2 % | £37,000 | 23.3 % | £30,000 | - | £30,000 | - | £30,000 |
|  | Interest Payments | £366,000 | -4.2% | £382,000 | -34.9 % | £587,000 | 171.8 % | £216,000 | - | - |
|  | Pre Tax Profit | -£4,951,000 | 18.7 % | -£6,087,000 | 32.8 % | -£9,056,000 | 62.9 % | -£5,560,000 | 13.8 % | -£4,884,000 |

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| | | 0 | | 0 | | 0 | % | 0 | % | 0 |
|---|-------------------|------------|--------|------------|-------|------------|-------|------------|-------|------------|
|  | Taxation | £4,839,000 | 180.5% | £1,725,000 | - | - | - | £166,000 | - | - |
|  | Profit After Tax | -£112,000 | 97.4% | - | 51.8% | - | - | - | - | - |
|  | Dividends Payable | - | - | - | - | - | - | - | - | - |
|  | Retained Profit | -£112,000 | 97.4% | - | 51.8% | - | - | - | - | - |
| | | | | £4,362,000 | | £9,056,000 | 67.9% | £5,394,000 | 10.4% | £4,884,000 |

Balance Sheet

| | Date Of Accounts | 31/12/17 | (%) | 31/12/16 | (%) | 31/12/15 | (%) | 31/12/14 | (%) | 31/12/13 |
|---|------------------------------|-------------|--------|-------------|-------|-------------|--------|-------------|--------|------------|
|  | Tangible Assets | £6,266,000 | 361.8% | £1,357,000 | 52% | £893,000 | 24.5% | £717,000 | 570.1% | £107,000 |
|  | Intangible Assets | £3,823,000 | 15.9% | £3,299,000 | 47.9% | £2,231,000 | 99.7% | £1,117,000 | 112.8% | £525,000 |
|  | Total Fixed Assets | £10,089,000 | 116.7% | £4,656,000 | 49% | £3,124,000 | 70.3% | £1,834,000 | 190.2% | £632,000 |
|  | Stock | £14,385,000 | 61.4% | £8,914,000 | 92.2% | £4,638,000 | 34.8% | £3,440,000 | 76.1% | £1,953,000 |
|  | Trade Debtors | £739,000 | -3.4% | £765,000 | 435% | £143,000 | -25.1% | £191,000 | 119.5% | £87,000 |
|  | Cash | £13,868,000 | 1.7% | £13,630,000 | -21% | £17,248,000 | 311.4% | £4,193,000 | -27.1% | £5,752,000 |
|  | Other Debtors | £5,975,000 | 10.4% | £5,411,000 | 23.8% | £4,370,000 | 57.8% | £2,770,000 | 26.3% | £2,194,000 |
|  | Miscellaneous Current Assets | £78,000 | -96.3% | £2,088,000 | 188% | £725,000 | 999.9% | £62,000 | - | 0 |
|  | Total Current Assets | £35,045,000 | 13.8% | £30,808,000 | 13.6% | £27,124,000 | 154.5% | £10,656,000 | 6.7% | £9,986,000 |
|  | Trade Creditors | £12,176,000 | 9.4% | £11,125,000 | 54.4% | £7,207,000 | 37.3% | £5,250,000 | 98% | £2,652,000 |
|  | Bank Loans & Overdrafts | £133,000 | - | £133,000 | -93% | £1,889,000 | 218.5% | £593,000 | - | 0 |
|  | Other Short Term Finance | £2,148,000 | 999.9% | £180,000 | - | 0 | - | 0 | - | 0 |
|  | Miscellaneous Current | £24,222,000 | 62.6% | £14,899,000 | 49.4% | £9,972,000 | 28.2% | £7,779,000 | 32.7% | £5,861,000 |

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| | Liabilities | | | | | | | | | |
|--|---------------------------------|-------------|-------|-------------|-------|-------------|--------|-------------|-----|------------|
| | Total Current Liabilities | £38,679,000 | 46.9% | £26,337,000 | 38.1% | £19,068,000 | 40% | £13,622,000 | 60% | £8,513,000 |
| | Bank Loans & Overdrafts and LTL | £4,110,000 | 2.8% | £4,000,000 | -1.6% | £4,065,000 | 103.3% | £2,000,000 | - | 0 |
| | Other Long Term Finance | 0 | - | 0 | - | 0 | - | 0 | - | 0 |
| | Total Long Term Liabilities | £3,977,000 | 2.8% | £3,867,000 | 77.7% | £2,176,000 | 54.7% | £1,407,000 | - | 0 |


Capital & Reserves

| | Date Of Accounts | 31/12/17 | (%) | 31/12/16 | (%) | 31/12/15 | (%) | 31/12/14 | (%) | 31/12/13 |
|--|-------------------------|-------------|--------|-------------|--------|-------------|--------|-------------|---------|-------------|
| | Called Up Share Capital | £22,000 | - | £22,000 | - | £22,000 | - | £22,000 | - | £22,000 |
| | P & L Account Reserve | £28,283,000 | 0.3% | £28,202,000 | -18% | £23,905,000 | 59.6% | £14,975,000 | 47.2% | £10,171,000 |
| | Revaluation Reserve | - | - | - | - | - | - | - | - | - |
| | Sundry Reserves | £30,739,000 | -8.1% | £33,440,000 | 1.7% | £32,887,000 | 164.9% | £12,414,000 | 1.3% | £12,254,000 |
| | Shareholder Funds | £2,478,000 | -52.9% | £5,260,000 | -41.6% | £9,004,000 | 454.6% | £2,539,000 | -220.6% | £2,105,000 |





Other Financial Items

| | Date Of Accounts | 31/12/17 | (%) | 31/12/16 | (%) | 31/12/15 | (%) | 31/12/14 | (%) | 31/12/13 |
|--|-------------------|-------------|---------|-------------|--------|-------------|--------|-------------|---------|-------------|
| | Net Worth | £1,345,000 | -168.6% | £1,961,000 | -71% | £6,773,000 | 285.3% | £3,656,000 | -331.4% | £1,580,000 |
| | Working Capital | £3,634,000 | 181.3% | £4,471,000 | -44.5% | £8,056,000 | 371.6% | £2,966,000 | -301.4% | £1,473,000 |
| | Total Assets | £45,134,000 | 27.3% | £35,464,000 | 17.2% | £30,248,000 | 142.2% | £12,490,000 | 17.6% | £10,618,000 |
| | Total Liabilities | £42,656,000 | 41.2% | £30,204,000 | 42.2% | £21,244,000 | 41.4% | £15,029,000 | 76.5% | £8,513,000 |



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| | | | | | | | | | | |
|---|------------|------------|---------|------------|---------|------------|--------|--------------|----------|------------|
|  | Net Assets | £2,478,000 | - 52.9% | £5,260,000 | - 41.6% | £9,004,000 | 454.6% | - £2,539,000 | - 220.6% | £2,105,000 |
|---|------------|------------|---------|------------|---------|------------|--------|--------------|----------|------------|

Cash Flow















| | Date Of Accounts | 31/12/17 | (%) | 31/12/16 | (%) | 31/12/15 | (%) | 31/12/14 | (%) | 31/12/13 |
|---|-------------------------------|------------|--------|--------------|----------|--------------|--------|--------------|---------|--------------|
|  | Net Cashflow from Operations | £3,138,000 | 829.8% | - £430,000 | 93.3% | - £6,397,000 | 210.4% | - £2,061,000 | 13.4% | - £1,818,000 |
|  | Net Cashflow before Financing | £238,000 | 106.7% | - £3,550,000 | 59.5% | - £8,757,000 | 135.4% | - £3,720,000 | 64.4% | - £2,263,000 |
|  | Net Cashflow from Financing | - | 100% | -£65,000 | - 100.3% | £21,786,000 | 917.6% | £2,141,000 | - 21.3% | £2,722,000 |
|  | Increase in Cash | £238,000 | 106.6% | - £3,615,000 | - 127.7% | £13,029,000 | 925.1% | - £1,579,000 | - 444% | £459,000 |

Miscellaneous

| | Date Of Accounts | 31/12/17 | (%) | 31/12/16 | (%) | 31/12/15 | (%) | 31/12/14 | (%) | 31/12/13 |
|---|----------------------|---|---------|------------|---------|-------------|--------|--------------|----------|------------|
| | Contingent Liability | YES | - | YES | - | YES | - | YES | - | YES |
|  | Capital Employed | £6,455,000 | - 29.3% | £9,127,000 | - 18.4% | £11,180,000 | 999.9% | - £1,132,000 | - 153.8% | £2,105,000 |
|  | Number of Employees | 299 | 24.1% | 241 | 26.2% | 191 | 60.5% | 119 | 36.8% | 87 |
| | Accountants | | | | | | | | | |
| | Auditors | ERNST & YOUNG LLP | | | | | | | | |
| | Auditor Comments | The audit report contains no adverse comments | | | | | | | | |
| | Bankers | | | | | | | | | |
| | Bank Branch Code | | | | | | | | | |

Ratios

| | Date Of Accounts | 31/12/17 | 31/12/16 | 31/12/15 | 31/12/14 | 31/12/13 |
|--|------------------|----------|----------|----------|----------|----------|
|--|------------------|----------|----------|----------|----------|----------|

| | | | | | | |
|---|-----------------------------------|---------|---------|---------|--------|---------|
|  | Pre-tax profit margin % | -3.90 | -6.69 | -14.70 | -13 | -18.65 |
|  | Current ratio | 0.91 | 1.17 | 1.42 | 0.78 | 1.17 |
|  | Sales/Net Working Capital | -34.96 | 20.36 | 7.65 | -14.42 | 17.78 |
|  | Gearing % | 165.90 | 76 | 45.10 | -78.80 | 0 |
|  | Equity in % | 6 | 16.40 | 32.10 | -22.30 | 20.90 |
|  | Creditor Days | 34.88 | 44.48 | 42.59 | 44.66 | 36.86 |
|  | Debtor Days | 2.11 | 3.05 | 0.84 | 1.62 | 1.20 |
|  | Liquidity/Acid Test | 0.53 | 0.83 | 1.17 | 0.52 | 0.94 |
|  | Return On Capital Employed % | -76.70 | -66.69 | -81 | 491.16 | -232.01 |
|  | Return On Total Assets Employed % | -10.96 | -17.16 | -29.93 | -44.51 | -45.99 |
|  | Current Debt Ratio | 15.60 | 5 | 2.11 | -5.36 | 4.04 |
|  | Total Debt Ratio | 17.21 | 5.74 | 2.35 | -5.91 | 4.04 |
|  | Stock Turnover Ratio % | 11.32 | 9.79 | 7.53 | 8.04 | 7.45 |
|  | Return on Net Assets Employed % | -199.79 | -115.72 | -100.57 | 218.98 | -232.01 |

STATUS HISTORY

No Status History found

EVENT HISTORY VIEW DOCUMENTS

| Date | Description |
|------------|---|
| 08/10/2018 | New Accounts Filed |
| 08/10/2018 | New Accounts Filed |
| 13/04/2018 | Payment Data Update Received |
| 15/03/2018 | Change in Reg.Office |
| 15/03/2018 | Change of Company Postcode |
| 28/02/2018 | Confirmation Statement |
| 27/02/2018 | Confirmation Statement |
| 12/10/2017 | New Accounts Filed |
| 12/10/2017 | New Accounts Filed |
| 07/01/2017 | Annual Returns |
| 05/01/2017 | Mr N.L. Li has left the board |
| 05/01/2017 | New Board Member Mr P. Chainieux appointed |
| 12/12/2016 | Mr D. Vanek has resigned as company secretary |

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MADE.COM DESIGN LTD - 534941

PAGE NO. : 12

| | |
|------------|--|
| 12/12/2016 | New Company Secretary Mrs L.G. Tomlins appointed |
| 02/12/2016 | Payment Data Update Received |

PREVIOUS COMPANY NAMES

No Previous Names found

WRIT DETAILS

No writs found

SUMMARY

| | |
|--------------------------|--------------|
| Holding Company | - |
| Ownership Status | Wholly Owned |
| Ultimate Holding Company | MADE.COM LTD |

GROUP STRUCTURE FULL

| Company Name | Registered Number | Latest Key Financials | Consol. Accounts | Turnover |
|---------------------|-------------------|-----------------------|------------------|--------------|
| MADE.COM LTD | N/A | - | - | |
| MADE.COM DESIGN LTD | 07101408 | 31.12.2017 | Y | £127,038,000 |

STATISTICS

| | |
|-----------|----------------|
| Group | 2 companies |
| Linkages | 0 companies |
| Countries | In 0 countries |

MORTGAGE DETAILS

| | |
|----------------------|----------|
| Mortgage Type: | |
| Date Charge Created: | 26/10/16 |

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| | | | |
|-------------------------|---|--|--|
| Date Charge Registered: | 31/10/16 | | |
| Date Charge Satisfied: | - | | |
| Status: | OUTSTANDING | | |
| Person(s) Entitled: | SILICON VALLEY BANK; | | |
| Amount Secured: | | | |
| Details: | THE COMPANY CREATES SECURITY OVER THE TRADEMARKS: LULU (UK00003034778), JONAH (UK00003034757), ORSON (UK00003034755) AND WOLSELEY (UK00003034753). FOR MORE DETAILS OF INTELLECTUAL PROPERTY CHARGED, PLEASE REFER TO THE INSTRUMENT.CONTAINS FIXED CHARGE.CONTAINS FLOATING CHARGE.FLOATING CHARGE COVERS ALL THE PROPERTY OR UNDERTAKING OF THE COMPANY.CONTAINS NEGATIVE PLEDGE. | | |
| Mortgage Type: | | | |
| Date Charge Created: | 15/08/14 | | |
| Date Charge Registered: | 23/08/14 | | |
| Date Charge Satisfied: | - | | |
| Status: | OUTSTANDING | | |
| Person(s) Entitled: | SILICON VALLEY BANK; | | |
| Amount Secured: | | | |
| Details: | UK00003034778UK00003034757UK00003034755UK00003034753CONTAINS FIXED CHARGE.CONTAINS FLOATING CHARGE.FLOATING CHARGE COVERS ALL THE PROPERTY OR UNDERTAKING OF THE COMPANY.CONTAINS NEGATIVE PLEDGE. | | |

PREVIOUS DIRECTOR/COMPANY SECRETARIES

| Name | Current Active Appointments | Previous Appointments | Dissolved Companies |
|--|-----------------------------|-----------------------|---------------------|
| George William McCulloch | 0 | 3 | 0 |
| Rogan James Angelini-Hurll | 4 | 3 | 2 |
| Julien Callede | 0 | 1 | 0 |
| John Francis Weston Hunt | 7 | 2 | 0 |
| Marc Simoncini | 0 | 1 | 0 |
| Brent Shawzin Hoberman | 11 | 19 | 30 |
| Stephen Graham Reid | 0 | 1 | 0 |
| Ning Lucas Gabriel Li | 0 | 1 | 0 |
| Ben Winston Gothard | 0 | 1 | 0 |
| John Robert Morton Clark | 0 | 1 | 0 |
| David Vanek | 0 | 1 | 0 |
| Total Persons With Significant Control | 0 | Total Statements | 1 |
| Active | 0 | Active | 1 |

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| | | | |
|--------|---|--------|---|
| Ceased | 0 | Ceased | 0 |
|--------|---|--------|---|

ACTIVE PERSONS WITH SIGNIFICANT CONTROL

No Active Persons With Significant Control To Display

CEASED PERSONS WITH SIGNIFICANT CONTROL

No Ceased Persons With Significant Control To Display

ACTIVE STATEMENTS

| | | | |
|-------------|--|--|--|
| Statement | The company knows or has reasonable cause to believe that there is no registrable person or registrable relevant legal entity in relation to the company | | |
| Notified On | 10/12/2016 | | |

CEASED STATEMENTS

No Ceased Statements To Display

FOREIGN EXCHANGE RATES

| Currency | Unit | Indian Rupees |
|-----------|------|---------------|
| US Dollar | 1 | INR 73.48 |
| UK Pound | 1 | INR 96.87 |
| Euro | 1 | INR 85.98 |
| GBP | 1 | INR 95.55 |

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

INFORMATION DETAILS

| | |
|----------------------|-----|
| Analysis Done by : | PRI |
| 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)

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