

MIRA INFORM REPORT

Report No. :	529331
Report Date :	12.09.2018

IDENTIFICATION DETAILS

Name :	PRECISION TESTING MACHINES PRIVATE LIMITED
Registered Office :	S 12, Okhla Industrial Area, Phase II, New Delhi - 110020
Tel. No.:	91-11-4161000/41612638/41616612
Country :	India
Financials (as on) :	31.03.2017
Date of Incorporation :	02.03.1988
CIN No.: [Company Identification No.]	U74899DL1988PTC030834
Capital Investment / Paid-up Capital :	INR 4.900 million
IEC No.: [Import-Export Code No.]	0588118125
PAN No.: [Permanent Account No.]	AAACP6935C
GSTN : [Goods & Service Tax Registration No.]	07AAACP6935C1ZL
Legal Form :	Private Limited Liability Company
Line of Business :	<ul style="list-style-type: none"> • Providing Technical Equipment and Consultancy Services (Registered Activity) • Trader and Importer of Automotive Parts and Machinery (Confirmed by management)
No. of Employees :	200 (Approximately)

RATING & COMMENTS

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

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

Status :	Satisfactory
Payment Behaviour :	Usually correct
Litigation :	Clear
Comments :	<p>Subject was incorporated in the year 1988 and it is engaged as trader and importer of automotive parts and machinery.</p> <p>For the financial year 2017, the company has achieved decent growth in its revenue as compared to its previous year along with fair profit margin during the year.</p> <p>The company possesses satisfactory financial risk profile marked by adequate net worth base and strong debt protection metrics.</p> <p>Rating continue to derive strength from its established track record of its business operation backed by its well experienced management team.</p> <p>However, these rating strength gets partially offset by competition faced from large number of players in automobile industry, being the auto component maker with strong of technical know-how requirements which exerts pressure on the profitability margin.</p> <p>Payment seems to be usually correct.</p> <p>In view of aforesaid, the company can be considered for business dealing at usual trade term and condition.</p>

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

ECGC Country Risk Classification List

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

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1

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

EXTERNAL AGENCY RATING

Rating Agency Name	Not Available
Rating	Not Available
Rating Explanation	Not Available
Date	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 12.09.2018

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

Name :	Mr. Ravi Negi
Designation :	Account Manager
Contact No.:	91-11-41610000
Date :	11.09.2018

LOCATIONS

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Registered Office :	S 12, Okhla Industrial Area, Phase II, New Delhi – 110020, India
Tel. No.:	91-11-4161000/41612638/41616612
Fax No.:	91-11-26383790
E-Mail :	accounts@precisionworld.net marketing@precisionworld.net sales@precisionworld.net
Website :	http://www.precisionworld.net
Area :	700 sq.ft.
Location :	Rented
Locality:	Industrial
Branch Offices :	Located At: <ul style="list-style-type: none"> • Mumbai • Kolkata • Chennai
Warehouse :	Located At: <ul style="list-style-type: none"> • Faridabad • Noida • Jammu-Kashmir

DIRECTORS

As on 31.03.2018

Name :	Mr. Indivar Arora		
Designation :	Director		
Address :	N – 122, Greaterb Kailash, Part I, New Delhi -110048, India		
Date of Birth/Age :	16.11.1962		
Date of Appointment :	02.03.1988		
PAN No.:	AADPA2031N		
DIN No.:	00280657		
Other Directorship :			
CIN/FCRN	Company Name	Begin Date	End Date
U45200DL1992PTC050030	ADOSH CONSTRUCTIONS PRIVATE LIMITED	13/06/2000	-
Name :	Mrs. Pooja Arora		
Designation :	Director		
Address :	N – 122, Greaterb Kailash, Part I, New Delhi - 110048, India		
Date of Birth/Age :	24.01.1964		
Date of Appointment :	02.03.1988		

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PAN No.:	AAEPA6450E		
DIN No.:	00337277		
Other Directorship :			
CIN/FCRN	Company Name	Begin Date	End Date
U45200DL1992PTC050030	ADOSH CONSTRUCTIONS PRIVATE LIMITED	13/06/2000	-
U74999DL2010PTC208837	I2I TECHNIK PRIVATE LIMITED	28/09/2010	-

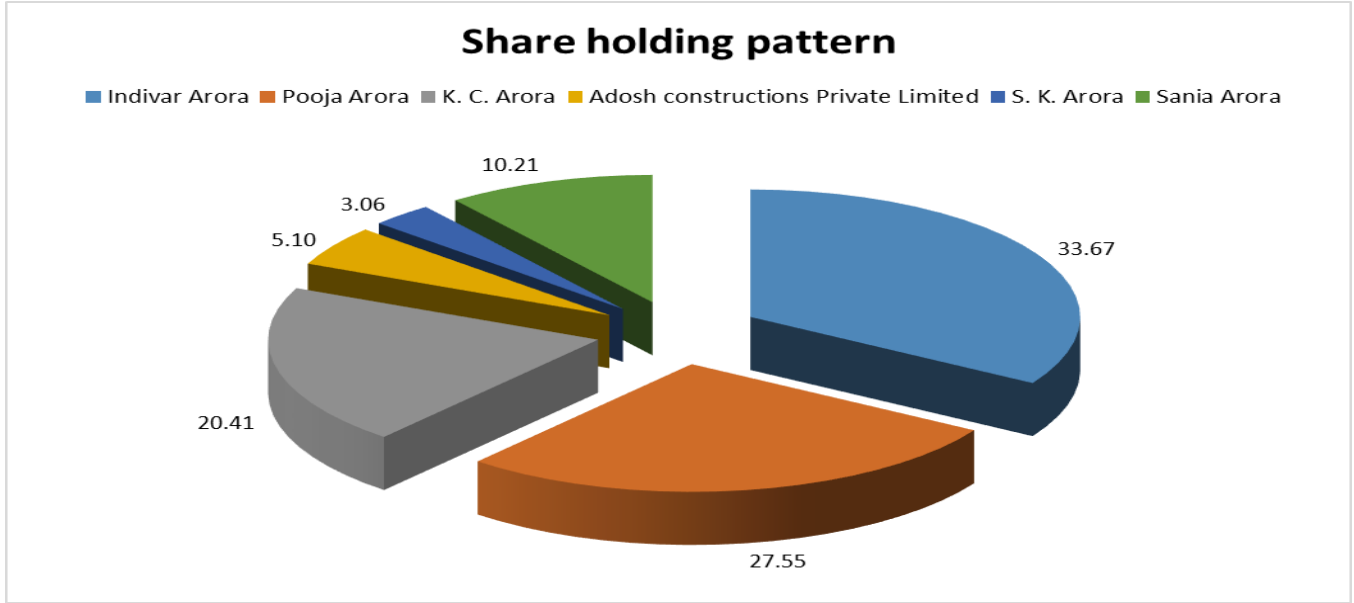
KEY EXECUTIVES

Name :	Mr. Ravi Negi
Designation :	Account Manager

MAJOR SHAREHOLDERS

As on 31.03.2017

Names of Shareholders	No. of Shares	% of Holding
Indivar Arora	16500	33.67
Pooja Arora	13500	27.55
K. C. Arora	10000	20.41
Adosh constructions Private Limited	2500	5.10
S. K. Arora	1500	3.06
Sania Arora	5000	10.21
Total	49000	100.00



Equity Share Break up (Percentage of Total Equity)

As on 29.09.2017

Category	Percentage
Promoters (Individual/Hindu Undivided Family – Indian)	94.90
Promoters (Body corporate)	5.10
Total	100.00

BUSINESS DETAILS

Line of Business :	<ul style="list-style-type: none"> Providing Technical Equipment and Consultancy Services (Registered Activity) Trader and Importer of Automotive Parts and Machinery (Confirmed by management) 	
Products / Services :	Item Code No.	Products/Services Description
	99831991	Other Consultancy Services
	NIC Code No.	Products/Services Description
	7110	Technical Equipment and Consultancy
Brand Names :	Not Available	
Agencies Held :	Not Available	
Exports :	Not Available	

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Imports :	
Products :	Machinery
Countries :	<ul style="list-style-type: none"> • Germany • France • Italy • European Countries • Japan
Terms :	
Selling :	L/C, Cash and Credit (60/90 Days)
Purchasing :	L/C, Cash and Credit (60/90 Days)

PRODUCTION STATUS – (NOT AVAILABLE)

GENERAL INFORMATION

Suppliers :	Reference :	Not Divulged
	Name of the Person :	--
	Contact No.:	--
	Since How Long Known :	--
	Maximum Limit Dealt :	--
	Experience :	--
	Remark:	--
Customers :	Wholesalers, Retailers and Manufacturer	
	Reference :	Not Divulged
	Name of the Person :	--
	Contact No.:	--
	Since How Long Known :	--
	Maximum Limit Dealt :	--
	Experience :	--
Remark:	--	
No. of Employees :	200 (Approximately)	
Bankers :	Banker Name :	Standard Chartered Bank
	Branch :	10, Parliament Street, New Delhi – 110048, India
	Person Name (With Designation) :	--
	Contact Number :	91-11-6601444 (Continuously Ringing)
	Name of Account Holder :	--

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	Account Number :	--	
	Account Since (Date/Year of Account Opening) :	--	
	Average Balance Maintained :	--	
	Credit Facilities Enjoyed (CC/OD/Term Loan) :	Current A/c	
	Account Operation :	--	
	Remark :	--	
<ul style="list-style-type: none"> ICICI Bank Limited, ICICI Bank Tower, Near Chakli Circle, Old Padra Road, Vadodara-390007, Gujarat, India 			
Facilities :	Secured Loan	31.03.2017 (INR in Million)	31.03.2016 (INR in Million)
	Long-term Borrowings		
	Term Loans from banks	11.099	14.495
	Short-term borrowings		
	Term loans from banks	1.443	0.000
	Bank overdraft	14.965	10.603
	Total	27.507	25.098

Auditors :	
Name :	Ajay Kanjhlia and Associates Chartered Accountants
Address :	3605, Street, No. 8, Vishwas Nagar, Shahdra, Delhi – 110032, India
Tel. No.:	91-11-22385244 / 22393015
Fax No.:	91-11-22380680
E-Mail :	ajay.kanjhlia@gmail.com
Income-tax PAN of auditor or auditor's firm :	AAEPG8809M
Memberships :	Not Available
Collaborators :	Not Available
Enterprises which are significant influenced by key management personal :	<ul style="list-style-type: none"> Automotive Diagnostics Spray Technics Gay Service Station Adosh Construction Private Limited I2I Technik Private Limited

CAPITAL STRUCTURE

As on 29.09.2017

Authorised Capital :

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No. of Shares	Type	Value	Amount
50000	Equity Shares	INR 100/- each	INR 5.000 Million

Issued, Subscribed & Paid-up Capital :

No. of Shares	Type	Value	Amount
49000	Equity Shares	INR 100/- each	INR 4.900 Million

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FINANCIAL DATA
[all figures are INR Million]

ABRIDGED BALANCE SHEET

SOURCES OF FUNDS	31.03.2017	31.03.2016	31.03.2015
I. EQUITY AND LIABILITIES			
(1) Shareholders' Funds			
(a) Share Capital	4.900	4.900	4.900
(b) Reserves & Surplus	83.702	77.808	73.176
(c) Money received against share warrants	0.000	0.000	0.000
(2) Share Application money pending allotment	0.000	0.000	0.000
Total Shareholders' Funds (1) + (2)	88.602	82.708	78.076
(3) Non-Current Liabilities			
(a) long-term borrowings	11.099	14.495	11.042
(b) Deferred tax liabilities (Net)	0.000	0.000	0.000
(c) Other long term liabilities	0.000	0.000	0.000
(d) long-term provisions	0.000	0.000	0.000
Total Non-current Liabilities (3)	11.099	14.495	11.042
(4) Current Liabilities			
(a) Short term borrowings	26.702	21.636	29.247
(b) Trade payables	85.460	82.034	76.441
(c) Other current liabilities	42.248	40.314	50.798
(d) Short-term provisions	7.950	8.300	11.250
Total Current Liabilities (4)	162.360	152.284	167.736
TOTAL	262.061	249.487	256.854
II. ASSETS			
(1) Non-current assets			
(a) Fixed Assets			
(i) Tangible assets	55.783	53.091	58.342
(ii) Intangible Assets	0.398	0.770	0.777
(iii) Capital work-in-progress	0.000	0.000	0.000
(iv) Intangible assets under development	0.000	0.000	0.000
(b) Non-current Investments	0.000	0.000	0.042
(c) Deferred tax assets (net)	3.242	2.950	2.683
(d) Long-term Loan and Advances	0.000	0.000	0.000
(e) Other Non-current assets	0.000	0.000	0.000
Total Non-Current Assets	59.423	56.811	61.844
(2) Current assets			

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(a) Current investments	0.000	0.000	0.000
(b) Inventories	79.530	78.092	77.571
(c) Trade receivables	74.549	71.634	62.729
(d) Cash and cash equivalents	21.906	19.697	24.617
(e) Short-term loans and advances	2.284	1.975	1.648
(f) Other current assets	24.369	21.278	28.445
Total Current Assets	202.638	192.676	195.010
TOTAL	262.061	249.487	256.854

PROFIT & LOSS ACCOUNT

	PARTICULARS	31.03.2017	31.03.2016	31.03.2015
	SALES			
	Income	630.333	535.994	487.972
	Other Income	5.584	2.801	10.830
	TOTAL	635.917	538.795	498.802
Less	EXPENSES			
	Cost of Materials Consumed	454.324	383.182	352.904
	Changes in inventories of finished goods, work-in-progress and Stock-in-Trade	(1.438)	(0.521)	(11.071)
	Employees benefits expense	78.586	71.099	71.350
	Other expenses	84.329	70.671	67.981
	Exceptional Items	0.000	(1.718)	(0.452)
	TOTAL	615.801	522.713	480.712
	PROFIT/ (LOSS) BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION	20.116	16.082	18.090
Less	FINANCIAL EXPENSES	5.145	4.493	5.656
	PROFIT / (LOSS) BEFORE TAX, DEPRECIATION AND AMORTISATION	14.971	11.589	12.434
Less/ Add	DEPRECIATION/ AMORTISATION	5.947	5.385	9.215
	PROFIT/ (LOSS) BEFORE TAX	9.024	6.204	3.219
Less	TAX	3.040	1.573	0.910
	PROFIT/ (LOSS) AFTER TAX	5.984	4.631	2.309
	Earnings / (Loss) Per Share (INR)	120.30	94.52	47.13

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Particulars			31.03.2018
Sales Turnover (Approximately)			620.000

Expected Sales (2018-2019): INR 800.000 Million (Due to Business Growth)

The above information has been parted by Mr. Ravi Negi (Accounts Manager)

CURRENT MATURITIES OF LONG TERM DEBT DETAILS

Particulars	31.03.2017	31.03.2016	31.03.2015
Current Maturities of Long term debt	NA	NA	NA
Cash generated from operations	NA	NA	NA
Net cash flows from (used in) operations	NA	NA	NA

KEY RATIOS

EFFICIENCY RATIOS

PARTICULARS	31.03.2017	31.03.2016	31.03.2015
Average Collection Days (Sundry Debtors / Income * 365 Days)	43.17	48.78	46.92
Account Receivables Turnover (Income / Sundry Debtors)	8.46	7.48	7.78
Average Payment Days (Sundry Creditors / Purchases * 365 Days)	68.66	78.14	79.06
Inventory Turnover (Operating Income / Inventories)	0.25	0.21	0.23
Asset Turnover (Operating Income / Net Fixed Assets)	0.36	0.30	0.31

LEVERAGE RATIOS

PARTICULARS	31.03.2017	31.03.2016	31.03.2015
Debt Ratio ((Borrowing + Current Liabilities) / Total Assets)	0.66	0.67	0.70
Debt Equity Ratio	0.43	0.44	0.52

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(Total Liability / Networth)			
Current Liabilities to Networth (Current Liabilities / Net Worth)	1.83	1.84	2.15
Fixed Assets to Networth (Net Fixed Assets / Networth)	0.63	0.65	0.76
Interest Coverage Ratio (PBIT / Financial Charges)	3.91	3.58	3.20

PROFITABILITY RATIOS

PARTICULARS		31.03.2017	31.03.2016	31.03.2015
Net Profit Margin ((PAT / Sales) * 100)	%	0.95	0.86	0.47
Return on Total Assets ((PAT / Total Assets) * 100)	%	2.28	1.86	0.90
Return on Investment (ROI) ((PAT / Networth) * 100)	%	6.75	5.60	2.96

SOLVENCY RATIOS

PARTICULARS		31.03.2017	31.03.2016	31.03.2015
Current Ratio (Current Assets / Current Liabilities)		1.25	1.27	1.16
Quick Ratio ((Current Assets – Inventories) / Current Liabilities)		0.76	0.75	0.70
G-Score Ratio Financial (Networth / Total Assets)		0.34	0.33	0.30
G-Score Ratio Debt (Debts / Equity Capital)		7.71	7.37	8.22
G-Score Ratio Liquidity (Total Current Assets / Total Current Liabilities)		1.25	1.27	1.16

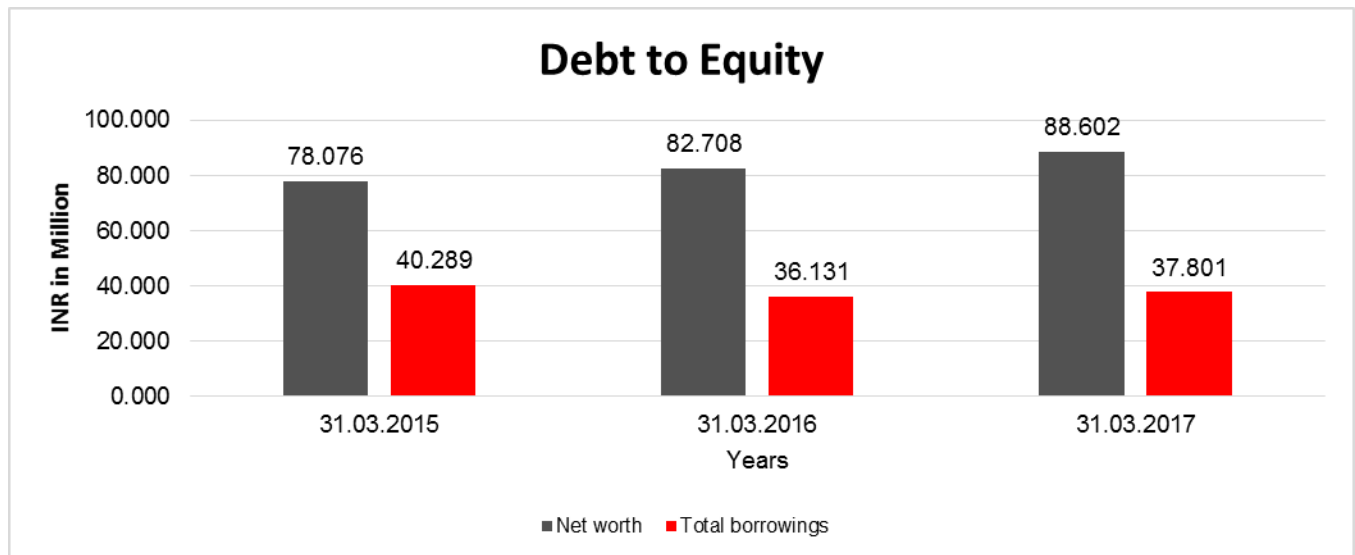
Total Liability = Short-term Debt + Long-term Debt + Current Maturities of Long-term debts

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FINANCIAL ANALYSIS
[all figures are in INR Million]

DEBT EQUITY RATIO

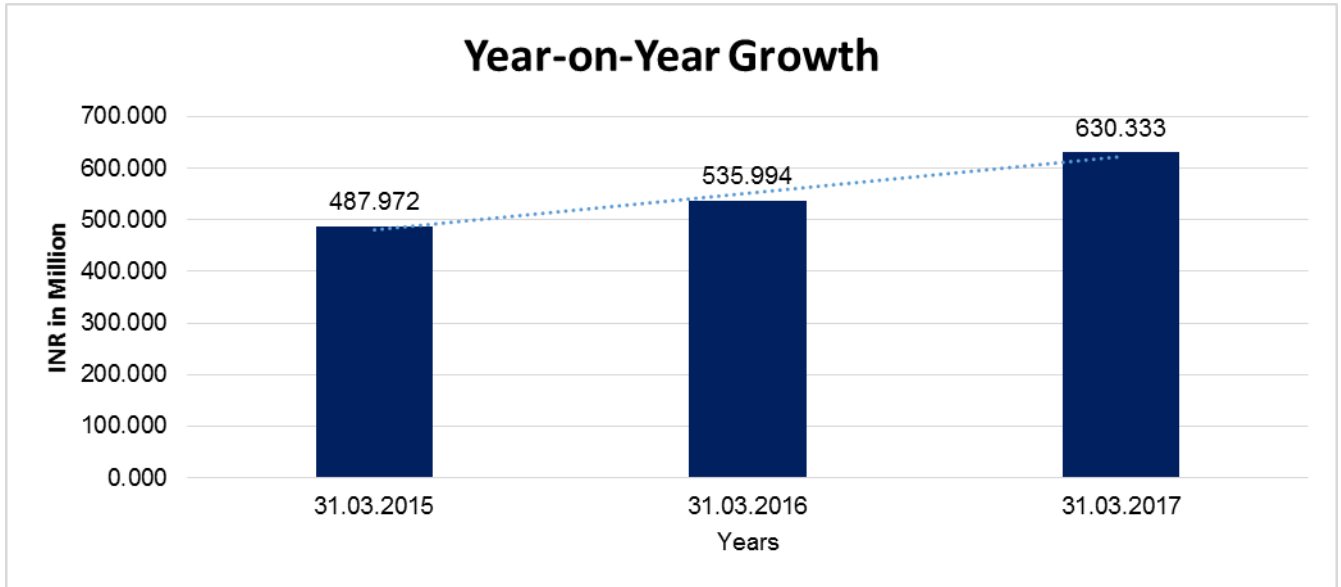
Particular	31.03.2015	31.03.2016	31.03.2017
	INR In Million	INR In Million	INR In Million
Share Capital	4.900	4.900	4.900
Reserves & Surplus	73.176	77.808	83.702
Net worth	78.076	82.708	88.602
long-term borrowings	11.042	14.495	11.099
Short term borrowings	29.247	21.636	26.702
Total borrowings	40.289	36.131	37.801
Debt/Equity ratio	0.516	0.437	0.427



YEAR-ON-YEAR GROWTH

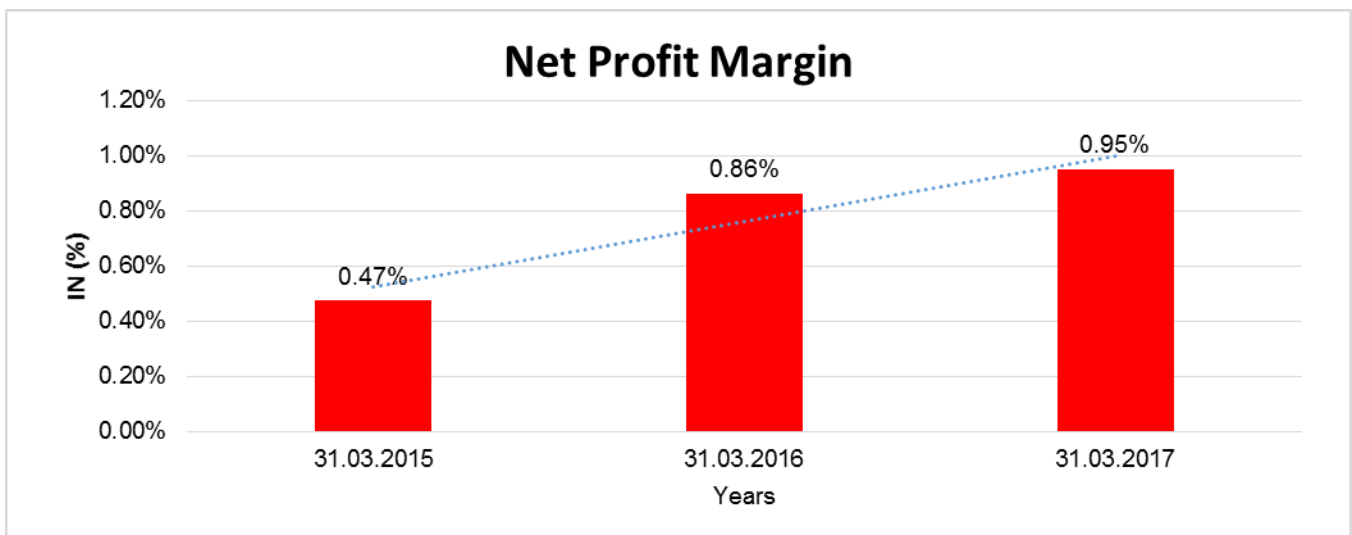
Year on Year Growth	31.03.2015	31.03.2016	31.03.2017
	INR In Million	INR In Million	INR In Million
Sales	487.972	535.994	630.333
		9.841	17.601

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NET PROFIT MARGIN

Net Profit Margin	31.03.2015	31.03.2016	31.03.2017
	INR In Million	INR In Million	INR In Million
Sales	487.972	535.994	630.333
Profit	2.309	4.631	5.984
	0.47%	0.86%	0.95%



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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 Incorporation details	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	Yes
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	Yes
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	Yes
26]	Turnover of firm for last four years	Yes
27]	Reasons for variation <> 20%	Yes
28]	Estimation for coming financial year	Yes
29]	Profitability for last three years	Yes
30]	Major shareholders, if available	Yes
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

UNSECURED LOAN

PARTICULAR	31.03.2017 (INR in Million)	31.03.2016 (INR in Million)
Short-term borrowings		
Loans and advances from related parties	10.294	11.033
Total	10.294	11.033

INDEX OF CHARGES

S N o	SRN	Charge Id	Charge Holder Name	Date of Creatio n	Date of Modificati on	Date of Satisfacti on	Amount	Address
1	G724039 26	1001437 24	ICICI BANK LIMITED	05/12/20 17	-	-	110000000.0	ICICI Bank Tower, Near Chakli Circle,Old Padra RoadVadodaraGu 390007IN
2	C616900 46	1058595 4	STANDAR D CHARTER ED BANK	03/08/20 15	-	-	112500000.0	10, PARLIAMENT STREETNEW DELHIDL1100011 N
3	G893996 04	1052582 5	Standard Chartered Bank	16/09/20 14	15/09/201 7	-	10500000.0	10, PARLIAMENT STREETNEW DELHIDL1100011 N
4	G894013 27	1015373 7	Standard Chartered Bank	23/04/20 09	15/09/201 7	-	110000000.0	10, PARLIAMENT STREETNEW DELHIDL1100011 N
5	A402532 47	1010778 3	STANDAR D CHARTER ED BANK	20/06/20 08	-	-	46500000.0	10, PARLIAMENT STREET,NEW DELHIDL1100011 N
6	A896611 28	1010778 2	STANDAR D CHARTER ED BANK	20/06/20 08	05/07/201 0	-	70000000.0	10, PARLIAMENT STREETNEW DELHIDL1100011 N
7	A120968	1004151	STANDAR	07/03/20	-	-	32500000.0	10, PARLIAMENT

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	30	2	D CHARTER ED BANK	07				STREET,NEW DELHIDL1100011 N
8	Y101391 29	9005903 4	STANDAR D CHARTER ED BANK	07/04/20 05	22/04/200 5	-	22500000.0	NO. 10 ; PARLIAMENT STREETNEW DELHIDL1100011 N

FIXED ASSETS

- Car computer
- Cooler
- Land
- Air Conditioner
- Furniture and Fixture
- Office Equipment
- Plant and Machinery

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 70.90
UK Pound	1	INR 93.04
Euro	1	INR 83.67

INFORMATION DETAILS

Information Gathered by :	SHA
Analysis Done by :	NIS
Report Prepared by :	JYTK

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	YES
--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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