

## MIRA INFORM REPORT

<b>Report No. :</b>	531173
<b>Report Date :</b>	22.09.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	MUNJANI BROTHERS
<b>Registered Office :</b>	2403, Pancharatna Building, Opera House, Mumbai-400004, Maharashtra
<b>Tel. No.:</b>	91-22-23633067/ 68
<b>Country :</b>	India
<b>Financials (as on) :</b>	31.03.2016 [Detailed Financial] 31.03.2018 [Sales Figure]
<b>Date of Establishment :</b>	09.07.1986
<b>Capital Investment :</b>	INR 565.002 Million [As On: 31.03.2016]
<b>IEC No.:</b> [Import-Export Code No.]	0388117729
<b>PAN No.:</b> [Permanent Account No.]	AAAFM0497K
<b>GSTN :</b> [Goods & Service Tax Registration No.]	27AAAFM0497K1Z2
<b>Legal Form :</b>	Partnership Concern with an Unlimited Liability of the Partners
<b>Line of Business :</b>	Processor, Supplier and Exporter of Polished Diamonds. [Confirmed by Management]
<b>No. of Employees :</b>	1000 [Approximately]

### RATING & COMMENTS

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

**MIRA's Rating :** A

Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

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<b>Maximum credit limit</b>	USD 1600000
<b>Status :</b>	Satisfactory
<b>Payment Behaviour :</b>	Slow but correct
<b>Litigation :</b>	Clear
<b>Comments :</b>	<p>Subject is a partnership firm established in the year 1986 and it is processor, supplier and exporter of polished diamonds.</p> <p>Ms. Pooja [Accountant] has provided information and he claimed that the subject has achieved a revenue of INR 1558.200 million in the FY 2018 and INR 1387.700 million in the FY 2017.However, the figures are not verified.</p> <p>Rating takes into consideration subject's established track record of business operations along with extensive experience of its promoters and established relationships with its customers.</p> <p>However, rating strength is partially offset by large working capital requirement and exposure to risks arising from price volatility and industry competition.</p> <p>Payments seems to be slow but correct.</p> <p>In view of aforesaid, the subject 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 (31.12.2017)	Current Rating (01.04.2018)
India	A1	A1

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

**EXTERNAL AGENCY RATING**

<b>Rating Agency Name</b>	CRISIL
<b>Rating</b>	Long Term Rating = BB
<b>Rating Explanation</b>	Moderate risk of default.
<b>Date</b>	24.11.2017
<b>Rating Agency Name</b>	CRISIL
<b>Rating</b>	Short Term Rating = A4+
<b>Rating Explanation</b>	Minimal degree of safety and very high credit risk.
<b>Date</b>	24.11.2017

**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 22.09.2018

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**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>	Ms. Pooja
<b>Designation :</b>	Accountant
<b>Contact No.:</b>	91-22-23633068
<b>Date :</b>	21.09.2018

**LOCATIONS**

<b>Registered Office :</b>	2403, Pancharatna Building, Opera House, Mumbai-400004, Maharashtra, India
<b>Tel. No.:</b>	91-22-23633067/ 68
<b>Fax No.:</b>	91-22-23649822
<b>E-Mail :</b>	<a href="mailto:munjanibros@gmail.com">munjanibros@gmail.com</a>
<b>Website :</b>	<a href="http://www.munjanibrothers.in">http://www.munjanibrothers.in</a>
<b>Location :</b>	Owned
<b>Locality :</b>	Commercial
<b>Factory 1:</b>	135, Sarita Society, Gudhechi Wadla, Surat, Gujarat, India
<b>Factory 2:</b>	433/ 2, Super Compound Nandudoshini Wadi, Katargam, Surat, Gujarat, India
<b>Factory 3:</b>	Plot No. 48, Street -4, Sarita Society, Bhavnagar – 364002, Gujarat, India
<b>Sales Office:</b>	EE - 3100, 3rd Floor, Bharat Diamond Bourse, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051, Maharashtra, India

**PARTNERS**

<b>Name :</b>	Mr. Devrajibhai R Munjani
<b>Designation :</b>	Partner
<b>Address :</b>	16-Birla Mansio, Prathna Samaj, Mumbai, Maharashtra, India
<b>Date of Birth/Age :</b>	15.08.1952
<b>Qualification :</b>	SSC
<b>Experience :</b>	34 Years
<b>Name :</b>	Mr. Ganeshbhai R Munjani
<b>Designation :</b>	Partner
<b>Address :</b>	30 Sadhna Society, Varachha Road, Surat, Gujarat, India
<b>Date of Birth/Age :</b>	08.08.1956
<b>Qualification :</b>	SSC

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<b>Experience :</b>	32 Years
<b>Name :</b>	Mr. Mohanbhai R Munjani
<b>Designation :</b>	Partner
<b>Address :</b>	29 Sangam Society, Parle Point, Surat, Gujarat, India
<b>Date of Birth/Age :</b>	10.10.1950
<b>Qualification :</b>	SSC
<b>Experience :</b>	35 Years
<b>Name :</b>	Mr. Becharbhai R Munjani
<b>Designation :</b>	Partner
<b>Address :</b>	116-B, Sarita Society, Bhavnagar-364003, Gujarat, India
<b>Date of Birth/Age :</b>	05.09.1954
<b>Qualification :</b>	SSC
<b>Experience :</b>	33 Years

**KEY EXECUTIVES**

<b>Name :</b>	Ms. Pooja
<b>Designation :</b>	Accountant

**BUSINESS DETAILS**

<b>Line of Business :</b>	Processor, Supplier and Exporter of Polished Diamonds. [Confirmed by Management]
<b>Products/ Services :</b>	Polished Diamonds
<b>Brand Names :</b>	Not Available
<b>Agencies Held :</b>	Not Available
<b>Exports :</b>	
<b>Products :</b>	Polished Diamond
<b>Countries :</b>	<ul style="list-style-type: none"> <li>• Belgium</li> <li>• Dubai</li> <li>• USA</li> <li>• Hong Kong</li> </ul>
<b>Imports :</b>	
<b>Products :</b>	Rough Diamond
<b>Countries :</b>	<ul style="list-style-type: none"> <li>• Dubai</li> <li>• Belgium</li> <li>• Singapore</li> </ul>

<b>Terms :</b>	
<b>Selling :</b>	L/C, Cheque and Others [NEFT, RTGS]
<b>Purchasing :</b>	L/C, Cheque and Others [NEFT, RTGS]

**GENERAL INFORMATION**

<b>Suppliers :</b>	<b>Reference:</b>	Not Divulged
	<b>Name of the Person (Designation):</b>	--
	<b>Contact Number:</b>	--
	<b>Since how long known:</b>	--
	<b>Maximum limit dealt:</b>	--
	<b>Experience:</b>	--
	<b>Remark</b>	--
<b>Customers :</b>	Wholesalers and End Users	
	<b>Reference:</b>	Not Divulged
	<b>Name of the Person (Designation):</b>	--
	<b>Contact Number:</b>	--
	<b>Since how long known:</b>	--
	<b>Maximum limit dealt:</b>	--
	<b>Experience:</b>	--
<b>Remark</b>	--	
<b>No. of Employees :</b>	1000 [Approximately]	
<b>Bankers :</b>	<b>Bank Name:</b>	State Bank of India
	<b>Branch:</b>	Bharat Diamond Bourse, Bandra (East), Mumbai-400051, Maharashtra, India
	<b>Person Name (with Designation):</b>	--
	<b>Contact Number:</b>	91-22-26752300 [Ringing]
	<b>Name of Account Holder:</b>	--
	<b>Account Number:</b>	--
	<b>Account Since (Date/ Year of A/c Opening):</b>	--
	<b>Average Balance Maintained (Optional):</b>	--
	<b>Credit Facilities Enjoyed (CC/OD/Term Loan):</b>	--
	<b>Account Operation:</b>	--
	<b>Remarks:</b>	--

<b>Auditors :</b>	
<b>Name :</b>	Ramesh Rajni and Company Chartered Accountants
<b>Memberships :</b>	Not Available
<b>Collaborators :</b>	Not Available
<b>Associates/Subsidiaries :</b>	Not Available

**CAPITAL STRUCTURE**

**AS ON: 31.03.2016**

<b>Capital Investment :</b>	
<b>Owned :</b>	INR 565.002 Million
<b>Borrowed :</b>	--
<b>Total :</b>	<b>INR 565.002 Million</b>

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

<b>PARTICULARS</b>	<b>31.03.2018</b>	<b>31.03.2017</b>
Sales Turnover (Approximately)	1558.200	1387.700
	[Due to business growth]	

The above information has been parted by Ms. Pooja [Accountant]

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

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

**ABRIDGED BALANCE SHEET**

<b>SOURCES OF FUNDS</b>		<b>31.03.2016</b>	<b>31.03.2015</b>
<b>SHAREHOLDERS FUNDS</b>			
1] Partners Capital		565.002	574.315
2] Reserves & Surplus		0.000	0.000
3] (Accumulated Losses)		0.000	0.000
<b>NETWORTH</b>		<b>565.002</b>	<b>574.315</b>
<b>LOAN FUNDS</b>			
1] Secured Loans		524.388	802.036
2] Unsecured Loans		0.000	0.000
<b>TOTAL BORROWING</b>		<b>524.388</b>	<b>802.036</b>
DEFERRED TAX LIABILITIES		0.000	0.000
<b>TOTAL</b>		<b>1089.390</b>	<b>1376.351</b>
<b>APPLICATION OF FUNDS</b>			
<b>FIXED ASSETS [Net Block]</b>			
Capital work-in-progress		0.000	0.000
<b>INVESTMENT</b>			
DEFERRED TAX ASSETS		2.325	2.508
<b>CURRENT ASSETS, LOANS &amp; ADVANCES</b>			
Inventories		573.733	765.811
Sundry Debtors		456.097	1026.365
Cash & Bank Balances		10.693	49.005
Other Current Assets		5.188	5.112
Loans & Advances		33.368	26.434
<b>Total Current Assets</b>		<b>1079.079</b>	<b>1872.727</b>
<b>Less : CURRENT LIABILITIES &amp; PROVISIONS</b>			
Sundry Creditors		95.315	622.108
Other Current Liabilities		77.765	92.401
Provisions		0.000	0.000
<b>Total Current Liabilities</b>		<b>173.080</b>	<b>714.509</b>
<b>Net Current Assets</b>		<b>905.999</b>	<b>1158.218</b>
<b>MISCELLANEOUS EXPENSES</b>			
		0.000	0.000
<b>TOTAL</b>		<b>1089.390</b>	<b>1376.351</b>

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**PROFIT & LOSS ACCOUNT**

PARTICULARS		31.03.2016	31.03.2015
<b>SALES</b>			
	Sales	1860.863	2132.907
	Other Income	30.776	57.858
	<b>TOTAL</b>	<b>1891.639</b>	<b>2190.765</b>
		[Due to market fluctuation]	
<b>Less</b>	<b>EXPENSES</b>		
	Cost of Goods Sold	1706.210	1987.795
	Sales and Administrative Expenses	91.420	92.933
	Salary to Partners	2.600	2.600
	<b>TOTAL</b>	<b>1800.230</b>	<b>2083.328</b>
	<b>PROFIT/ (LOSS) BEFORE INTEREST, TAX, DEPRECIATION AND AMORTISATION</b>	<b>91.409</b>	<b>107.437</b>
<b>Less</b>	<b>FINANCIAL EXPENSES</b>		
		33.545	38.914
	<b>NET PROFIT / (LOSS) BEFORE DEPRECIATION AND AMORTISATION</b>	<b>57.864</b>	<b>68.523</b>
<b>Less/ Add</b>	<b>DEPRECIATION/ AMORTISATION</b>		
		24.049	27.179
	<b>PROFIT/ (LOSS) BEFORE TAX</b>	<b>33.815</b>	<b>41.344</b>
	<b>TAX</b>	13.269	17.153
	<b>PROFIT/ (LOSS) AFTER TAX</b>	<b>20.546</b>	<b>24.191</b>

**KEY RATIOS**

**EFFICIENCY RATIOS**

PARTICULARS	31.03.2016	31.03.2015
Average Collection Days (Sundry Debtors / Income * 365 Days)	89.46	175.64
Account Receivables Turnover (Income / Sundry Debtors)	4.08	2.08

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Average Payment Days (Sundry Creditors / Purchases * 365 Days)		20.39	114.23
Inventory Turnover (Operating Income / Inventories)		0.16	0.14
Asset Turnover (Operating Income / Net Fixed Assets)		0.56	0.54

**LEVERAGE RATIOS**

PARTICULARS		31.03.2016	31.03.2015
Debt Ratio (Borrowing + Current Liabilities) / Total Assets		0.55	0.73
Debt Equity Ratio (Total Liability / Networth)		0.93	1.40
Current Liabilities to Networth (Current Liabilities / Net Worth)		0.31	1.24
Fixed Assets to Networth (Net Fixed Assets / Networth)		0.29	0.34
Interest Coverage Ratio (PBIT / Financial Charges)		2.72	2.76

**PROFITABILITY RATIOS**

PARTICULARS		31.03.2016	31.03.2015
Net Profit Margin ((PAT / Sales) * 100)	%	1.10	1.13
Return on Total Assets ((PAT / Total Assets) * 100)	%	1.63	1.16
Return on Investment (ROI) ((PAT / Networth) * 100)	%	3.64	4.21

**SOLVENCY RATIOS**

PARTICULARS		31.03.2016	31.03.2015
Current Ratio (Current Assets / Current Liabilities)		6.35	2.65
Quick Ratio ((Current Assets - Inventories) / Current Liabilities)		3.03	1.57

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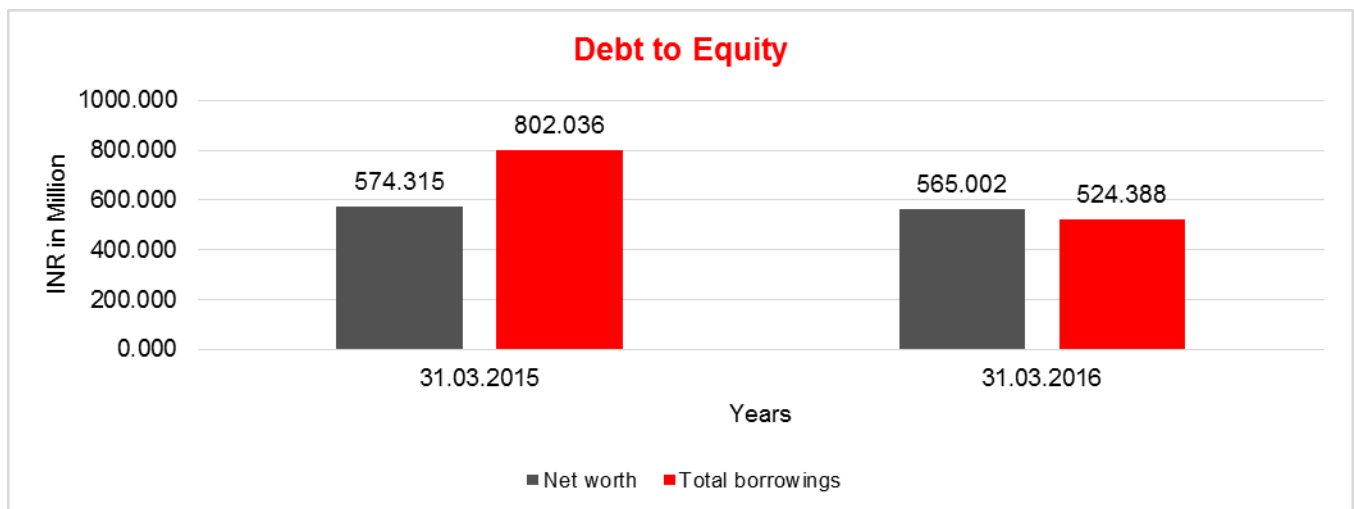
G-Score Ratio Financial (Networth / Total Assets)		0.45	0.27
G-Score Ratio Debt (Debts / Equity Capital)		0.93	1.40
G-Score Ratio Liquidity (Total Current Assets / Total Current Liabilities)		6.35	2.65

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

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

**DEBT EQUITY RATIO**

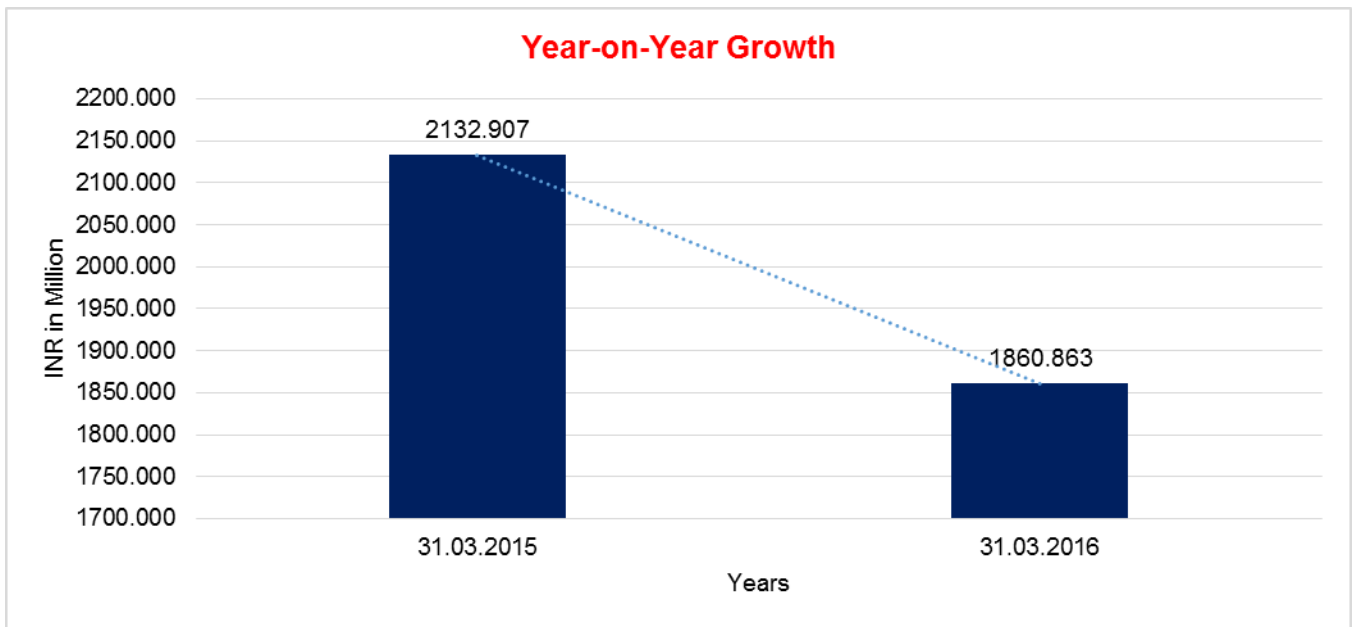
Particular	31.03.2015 (INR In Million)	31.03.2016 (INR In Million)
Partners Capital	574.315	565.002
Reserves & Surplus	0.000	0.000
<b>Net worth</b>	<b>574.315</b>	<b>565.002</b>
Secured Loan	802.036	524.388
Unsecured Loan	0.000	0.000
<b>Total borrowings</b>	<b>802.036</b>	<b>524.388</b>
<b>Debt/Equity ratio</b>	<b>1.397</b>	<b>0.928</b>



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**YEAR-ON-YEAR GROWTH**

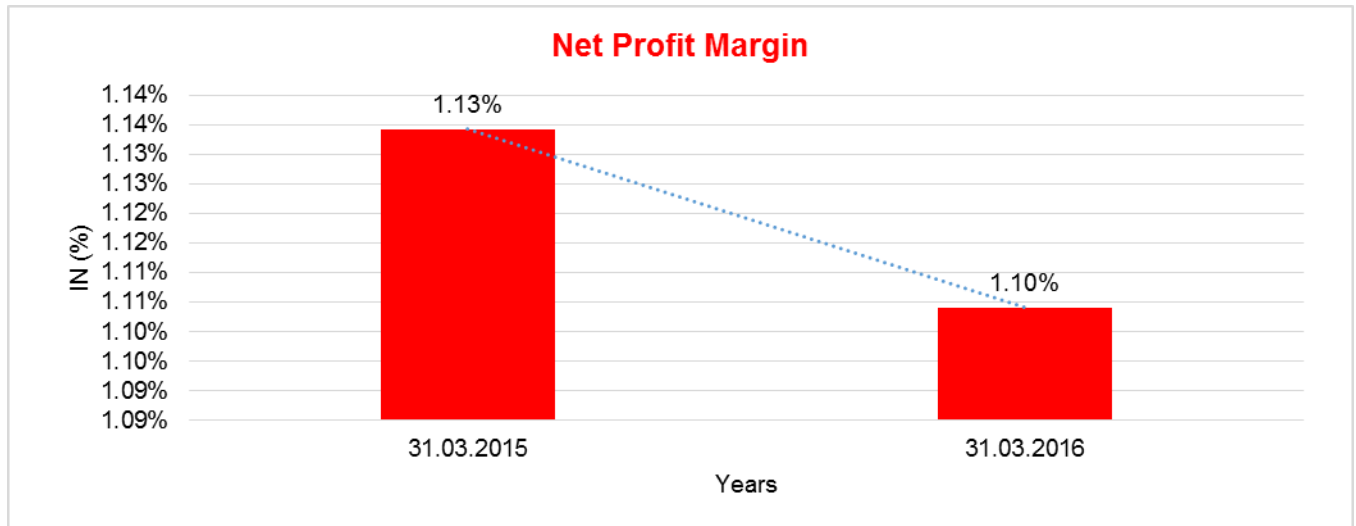
Year on Year Growth	31.03.2015 (INR In Million)	31.03.2016 (INR In Million)
Sales	2132.907	1860.863
		<b>(12.755)</b>



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**NET PROFIT MARGIN**

Net Profit Margin	31.03.2015 (INR In Million)	31.03.2016 (INR In Million)
Sales	2132.907	1860.863
Profit/ (Loss)	24.191	20.546
	<b>1.13%</b>	<b>1.10%</b>



**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	No
18	Major suppliers	No
19	Major customers	No
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	Yes
25	Last accounts filed at ROC, if applicable	No
26	Turnover of firm for last four years	Yes
27	Reasons for variation <> 20%	--
28	Estimation for coming financial year	Yes
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 –

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- 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	Indian Rupees
US Dollar	1	INR 71.85
UK Pound	1	INR 95.15
Euro	1	INR 84.68

**INFORMATION DETAILS**

<b>Information Gathered by :</b>	TEJ
<b>Analysis Done by :</b>	VIV
<b>Report Prepared by :</b>	RUP

**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	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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