January 2013

SME INSIGHTS

A Newsletter from Onicra SME Ratings

Onicra Credit Rating Agency of India Ltd.

ABOUT ONICRA

Onicra Credit Rating Agency is an active player in the Credit and Performance Assessment space. It provides analytical risk assessment and rating solutions to MSMEs and Corporates.

These ratings enable the lender or service provider to make smart, value based decisions on the MSME or the corporates by arming them with essential information that includes financial, operational, 3-Dimensional analysis that provides a holistic view about the entity.

About Onicra MSME Ratings

The Ministry of MSME through NSIC has signed a memorandum of undertstanding with Onicra to provide performance and credit rating services to MSME units. The rating creates awareness about the strengths, weaknesses, opportunities and threats, and assists in identifying areas of improvement for the MSME unit. Under this scheme, the MSME unit only pays 25% of the rating fee to Onicra while the rest 75% is subsidized by NSIC.

The company has rated around 15000 MSMEs since inception.

NSIC scheme features

Benefits of NSIC-Onicra Performance and credit rating

- Assists in risk management by highlighting parameters measuring operational, financial and business risk.
- Enhance acceptability with Banks, Financial Institutions and provides access to cheaper and timely credit.
- It is a “holistic health check-up of the unit” that establishes credibility, goodwill and assists in dealing with large companies.
- Helps in marketing and serves as first point to generate interest among potential partners.

ECONOMIC PERSPECTIVE

Executive Summary

The Indian Economy has witnessed a sluggish trend in the FY12 and FY13 is not expected to be much better. The economy is expected to grow at a rate of 5.8% in FY13 as against 6.5% in FY12.

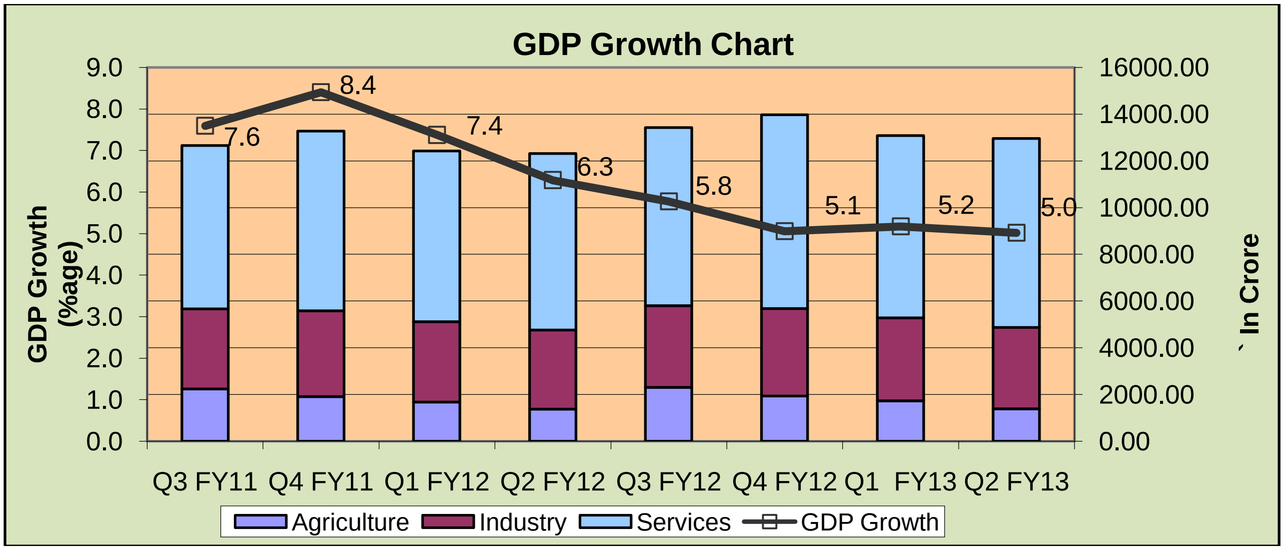
The economic growth continued to slide in the absence of any significant government or private initiative to revive the growth and amidst the global slowdown and uncertainty, as reflected in weakening consumption, stalled investment, and declining exports.

On the domestic front, the stickiness of core inflation continued, mainly on account of supply constraints and the cost-push of rupee depreciation. Managing inflation and inflation expectations remained the primary focus of monetary policy and hence providing lesser elbow room for the government to pump prime the economy. Tight monitory policies impacted the saving and investment rate and affected the manufacturing output.

Global reasons for the downturn remain in the form of Euro Area risk which has caused worldwide downturn. Consequently several Emerging and Developing Economies (EDEs) face weaker external demand along with sluggish domestic demand. Further downside risks to global growth stem from a possible “fiscal cliff” leading to a sudden and sharp fiscal consolidation in the US.

Along with a reduction in exports, imports too have contracted with slack industrial activity and an average services sector performance. Current account Deficit (CAD) remains at high levels. The recent measure of opening FDI channels may revive the economy, but would involve a time lag. Till then the external sector remains vulnerable.

Economic Growth



Source: CSO

* GDP at constant prices

Composition of various sub-sectors in the Indian GDP

(Amount in ` Hundred Crore)

	2010-11		2011-12				2012-13	
	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Agriculture	***2240.4***	***1907.8***	***1675.5***	***1368.1***	***2303.6***	***1939.6***	***1724.0***	***1384.5***
Industry	**3411.2**	**3661.1**	**3432.9**	**3385.5**	**3498.0**	**3730.2**	**3557.8**	**3478.7**
Mining	282.0	295.2	262.5	240.2	274.0	308.0	262.8	244.6
Manufacturing	1944.4	2095.2	1961.7	1927.9	1955.1	2090.0	1965.4	1943.2
Electric, Gas & Water Supply	224.8	236.8	243.3	244.2	245.1	248.4	258.7	252.5
Construction	960.0	1033.8	965.4	973.2	1023.8	1083.9	1070.9	1038.4
Services	**6971.8**	**7676.0**	**7279.0**	**7536.3**	**7595.7**	**8281.0**	**7780.9**	**8076.0**
Hotel, Transport & Communication	3301.2	3659.9	3578.8	3502.6	3631.0	3915.3	3721.9	3695.3
Finance & Real Esate	2142.1	2211.1	2251.7	2295.0	2337.6	2432.9	2495.8	2511.0
Community, Social & Personal Services	1528.6	1804.9	1448.5	1738.7	1627.1	1932.8	1563.3	1869.7
GDP	**12623.4**	**13244.8**	**12387.4**	**12289.8**	**13397.3**	**13950.7**	**13062.8**	**12939.2**

Soucre: CSO

Growth rate of various sub-sectors in the Indian GDP

(In %)

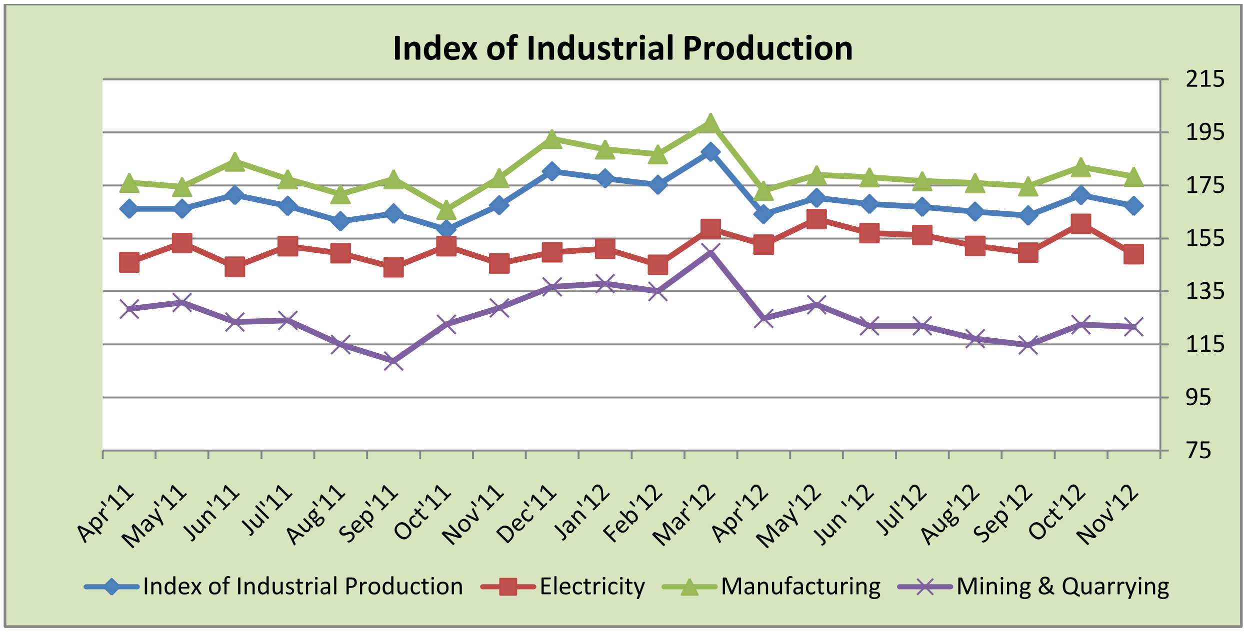
	2010-11		2011-12				2012-13	
	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Agriculture	**9.9**	**7.0**	**3.5**	**3.0**	**2.7**	**1.6**	**2.8**	**1.2**
Industry	**7.1**	**6.6**	**5.3**	**3.6**	**2.5**	**1.9**	**3.5**	**2.7**
Mining	5.7	0.6	-0.2	-5.8	-2.9	4.1	0.1	1.8
Manufacturing	7.2	6.8	6.8	2.8	0.5	-0.3	0.2	0.8
Electric, Gas & Water Supply	3.7	4.9	7.4	8.9	8.3	4.6	5.9	3.3
Construction	8.0	8.1	3.4	5.9	6.2	4.6	9.8	6.3
Services	**7.1**	**9.6**	**9.2**	**8.1**	**8.2**	**7.3**	**6.5**	**6.7**
Hotel, Transport & Communication	8.8	10.4	12.1	8.7	9.1	6.5	3.8	5.2
Finance & Real Estate	10.1	9.1	8.6	9.0	8.4	9.1	9.8	8.6
Community, Social & Personal Services	-0.8	8.7	3.1	5.7	6.1	6.6	7.3	7.0
GDP	**7.6**	**8.4**	**7.4**	**6.3**	**5.8**	**5.1**	**5.2**	**5.0**

India’s Q2 FY13 GDP growth of 5.0% against a growth rate of 5.2% seen in the first quarter is expected to take the full year GDP growth to its lowest levels seen since 2002-03 when the economy grew by just 3.8%. India’s growth for FY13 is expected at around 5.8% by the RBI and for that growth to be achieved the next two quarters growth should average in the range of 6.5% - 7.0% which is challenging. The fall in the growth rate is driven by a decline in the agriculture and industry sector. The services sector seems to have moderated.

Agriculture

Agriculture and allied sector has witnessed a decrease due to a deficient rainfall, which was also erratic and uneven. It was deficient by 28 per cent in June, 2012 and 13 per cent in July, 2012 as compared to the respective monthly Long Period Averages (LPA). As a result, the area coverage under kharif crops has declined compared to last year. Production of coarse cereals and pulses suffered a major decline in area under cultivation. This accounted for nearly 83% of the total decline in the area under food crops. However, the rainfall has revived in the months of August and September 2012. It is expected that the decline in the kharif production would be partly offset by a higher rabi (wheat and rice) production. However, agriculture sector is expected to pull the overall GDP growth rate down in the current fiscal.

Industry



Soucre: CSO

The industrial sector too has suffered a decelerated growth. Contraction in mining sector continues following a clamp-down on illegal mining activity. A prompt policy decision on regulatory and environmental clearances is required here for any turn around to be expected in the year. Growth rate of the electricity generation was comparatively lower. Shortage of coal led to capacity underutilization in the thermal based power generation during the H1FY13.

Manufacturing output has stagnated as external demand as well as domestic investment and private final consumption expenditure have decelerated. Corporate sector capacity utilization and sales growth have also continued to be low. A major cause of the manufacturing sluggishness has been higher borrowing costs leading to a drop in the investment as reflected in the slower rate of growth in disbursement of bank credit and lower investment in new project. The cycle of adverse business sentiment leading to lower investment and aggregate demand slowdown has delayed the industrial recovery.

The segments that have suffered a higher decline in the growth rate are capital goods, machinery and equipment, transport equipment. On the other hand, the segments that have shown a turnaround are publishing and print media, wearing apparel and dressing, coke & refined petroleum products and nucleur fuels,

Services

Services sector remains the key growth driver and its growth has moderated. The growth in 'Hotel, Transport and Communication' sector has lacked behind in Q2FY13 vis-à-vis Q2FY12. This is apparently a result of the contraction of the industrial sector and weak demand conditions.

Consumption Drivers

Sector		Sales Growth (%)	OP Margin (%)	NP Margin (%)
Textiles	H1 FY12	18.9	9.8	0.1
	H2FY12	7.0	11.1	2.2
	H1 FY13	9.0	12.7	2.8
Cement	H1 FY12	24.8	19.4	8.1
	H2FY12	31.2	21.7	9.5
	H1 FY13	20.2	21.8	11.7
Iron and Steel	H1 FY12	21.2	16.6	4.9
	H2FY12	18.4	15.0	5.0
	H1 FY13	12.5	15.5	4.8
Automobiles	H1 FY12	16.4	10.8	6.4
	H2FY12	12.9	10.7	6.5
	H1 FY13	3.7	10.1	5.8
Construction	H1 FY12	12.1	13.4	5.1
	H2FY12	12.7	12.9	5.9
	H1 FY13	9.8	13.3	4.6
Machinery	H1 FY12	12.4	10.2	4.5
	H2FY12	15.6	9.6	4.4
	H1 FY13	10.2	8.6	4.0

Source: RBI

Choosing the above sectors as proxy for the Indian Economy growth, we note that the sales growth have declined across all of the above sub-sectors, with significant downfall noted in textile sector, iron and steel sector, automobiles and construction sector. This reflects a decrease in the volumes of sales thereby implying decline in the consumption levels in the economy.

ECONOMIC PERSPECTIVE

Investment Drivers

	Share towards Depolyment of Gross Bank Credit (%) As of 30th Nov 2012	Growth (%) (Apr-Nov)	
		2011	**2012**
Infrastructure	33.03	10.13	11.25
Basic Metal & Metal Product	14.25	12.95	16.21
Textiles	7.78	2.34	1.47
All Engineering	5.95	10.31	9.24
Chemicals & Chemical Products	5.82	5.24	7.88
Food Processing	5.14	0.93	4.60
Petroleum, Coal Products & Nuclear Fuels	3.23	2.68	-3.89
Vehicle, Vehicle Parts and Transport Equipments	2.81	14.23	13.60
Construction	2.69	4.60	-1.00
Gems & Jewellery	2.64	16.33	9.30
Cement & Cement Products	2.04	19.00	14.21
Mining & Quarrying (incl. Coal)	1.90	22.11	21.78
Rubber, Plastic & their Products	1.45	12.65	17.47
Paper & Paper Products	1.38	12.89	14.73
Beverage & Tobacco	0.78	13.41	20.71
Leather & Leather Products	0.40	6.66	11.80
Wood & Wood Products	0.36	13.29	17.84
Glass & Glassware	0.31	4.08	8.62
Other Industries	8.05	10.22	-24.32
Industries	**100.00**	**9.3**	**6.0**

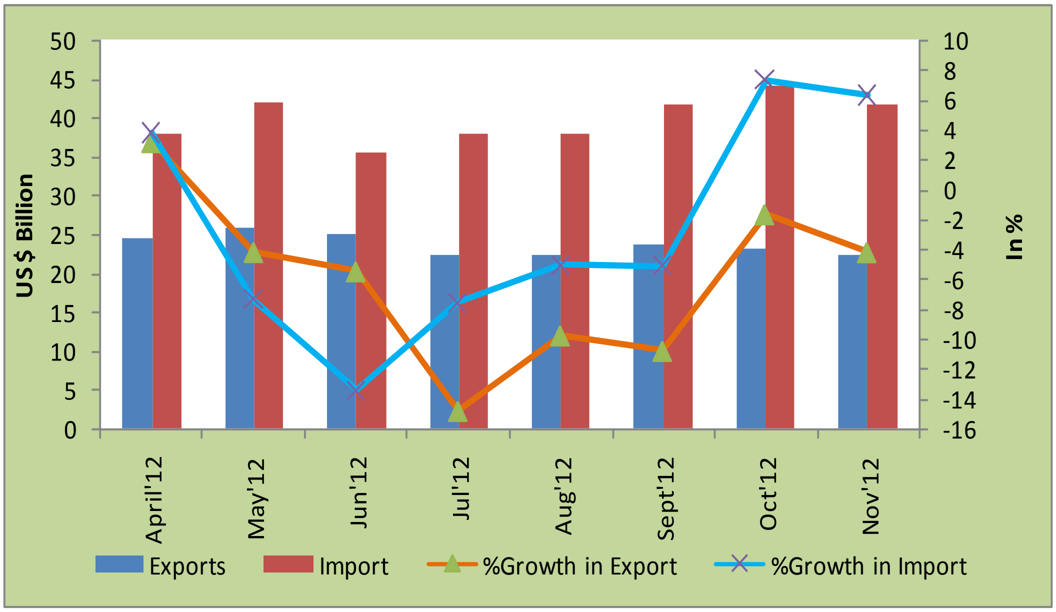
Source: RBI

Registering a growth of 6.0% in the financial year so far, vis-à-vis 9.3% for the corresponding period last year, credit deployment towards industry has been subdued. Infrastructure (33.0%), basic metal and metal products (14.3%), textiles (7.8%), engineering (5.9%) and chemical and chemical products (5.8%) industries have accounted for major shares in overall credit to industry. Credit growth to infrastructure sector has picked only mildly on account of growth in the power sector, which accounts for 55.0% of credit to infrastructure and has grown by 15.1% during Apr-Nov 2012, as against 13.8% last year. The second largest infrastructure credit disbursement is targeted to roads and this grew by 11.0% this year, lower than that registered last year at 14.8%.

The general demand for credit from the industrial sector (particularly manufacturing) has been affected due to high interest rates that have caused a postponement of project investments and financing of working capital in wait of a relatively more favorable environment.

ECONOMIC PERSPECTIVE

Import Export Growth



Foreign Trade
(US $ Billion)

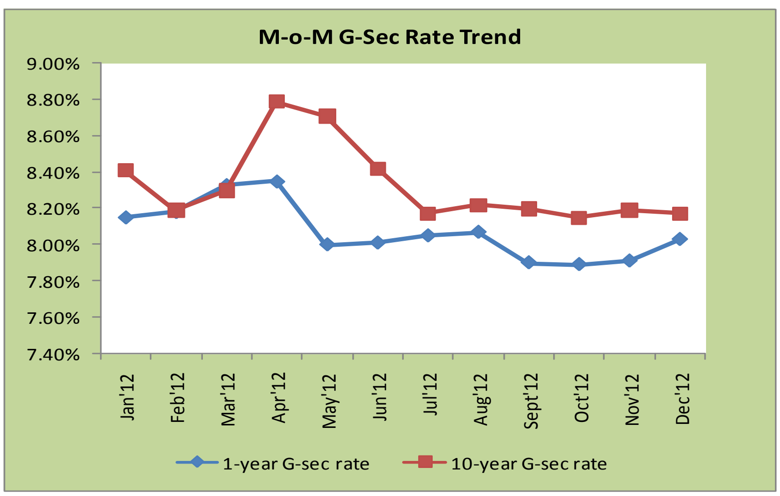
2012-13	Exports	%Growth in Exports	Import	%Growth in Imports	Trade Balance
April	24.5	3.2	37.9	3.8	-13.4
May	25.68	-4.16	41.95	-7.36	-16.27
June	25.07	-5.45	35.37	-13.46	-10.3
July	22.44	-14.8	37.94	-7.61	-15.49
August	22.33	-9.74	37.95	-5.08	-15.62
September	23.7	-10.78	41.78	-5.09	-18.08
October	23.25	-1.63	44.21	7.37	-20.96
November	22.3	-4.17	41.59	6.35	-19.29

Soucre: RBI

Exports dropped by 4.17% in November 2012 on a month on month basis while April-November 2012 exports are down by 6%. Weak export growth does not augur well for the economy as it indicates weak global demand and the contraction in world trade. Despite the rupee depreciation in the H2FY12, export performance continued to deteriorate in Q1FY13 as major trading partner economies did not show any signs of revival and risks surrounding the economic outlook continued to be on the downside particularly for the euro area.

INTEREST RATE

Policy Rate/ Interest Rates (Per cent per annum)		
Item / Week Ended	**2011**	**2012**
	2-Dec	**31-Dec**
Cash Reserve Ratio	6.00	4.25
Bank Rate	6.00	9.00
Repo Rate	8.50	8.00
Reverse Repo Rate	7.50	7.00
Prime Lending Rate	10.00 / 10.75	9.75 / 10.50
Deposit Rate	8.25 / 9.25	8.50 / 9.00
Call Money Rate		
- Borrowings	8.54	8.03
- Lending	8.54	8.03



Source: FIMMDA

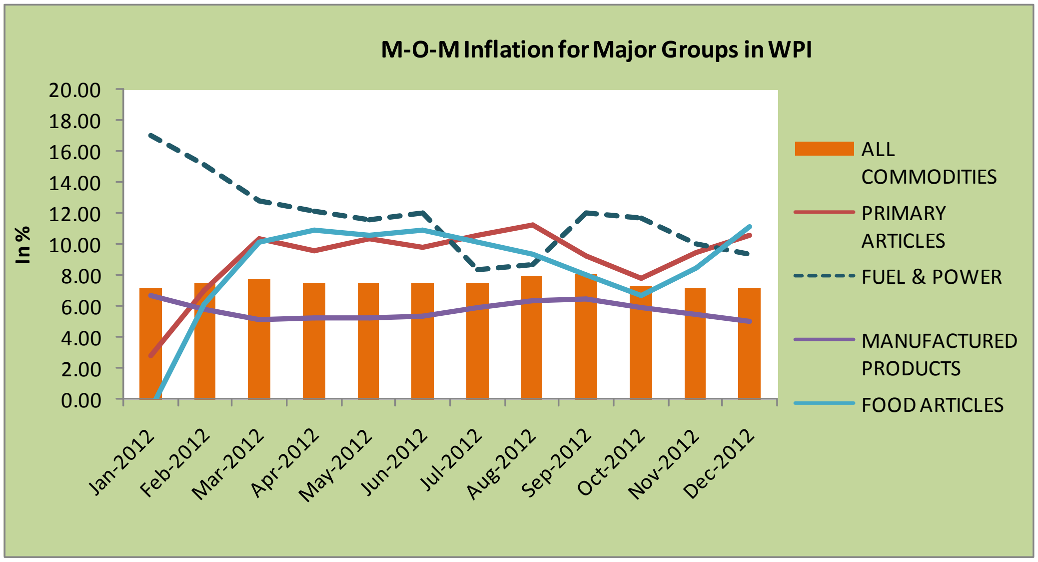
In response to rising inflation pressures, the Reserve Bank started monetary tightening. This helped in moderating inflation from its peak of 10.9 per cent in April 2010 to an average level of 7.5 per cent over the period January-August 2012.

As on December 31, 2012, Bank Rate was 9.00 per cent. Call money rates (borrowing & lending) were 8.03 per cent as compared with 8.54 per cent on the approximately corresponding date of last year. The hike in policy rates, however, has impacted growth in the short run. Prompted by fears that growth may slow further, the RBI has - twice in two months - lowered the amount of money that banks need to keep in reserve to try to boost liquidity.

Yield on 10-year benchmark government securities is likely to be range-bound between 8.00% to 9.00% p.a. with a possibility of softening in the near-term on the back of rate cut expectations

ECONOMIC PERSPECTIVE

INFLATION



WHOLESALE PRICE INDEX & INFLATION

Inflation (Y-o-Y)%														
Commodity	**Weight**	**2011-12**	**Jan-2012**	**Feb-2012**	**Mar-2012**	**Apr-2012**	**May-2012**	**Jun-2012**	**Jul-2012**	**Aug-2012**	**Sep-2012**	**Oct-2012**	**Nov-2012**	**Dec-2012**
All Commodities	100.00	8.94	7.23	7.56	7.69	7.50	7.55	7.58	7.52	8.01	8.07	7.32	7.24	7.18
Primary Articles	20.12	9.80	2.76	7.07	10.41	9.55	10.31	9.75	10.54	11.23	9.22	7.81	9.42	10.61
Fuel & Power	14.91	13.96	16.99	15.11	12.82	12.10	11.53	12.07	8.39	8.74	12.00	11.65	10.02	9.38
Manufactured Products	64.97	7.26	6.71	5.82	5.16	5.27	5.24	5.37	5.87	6.36	6.47	5.95	5.41	5.04
Food Articles	24.31	8.72	-0.68	6.12	10.11	10.92	10.63	10.91	10.17	9.34	8.06	6.72	8.50	11.16

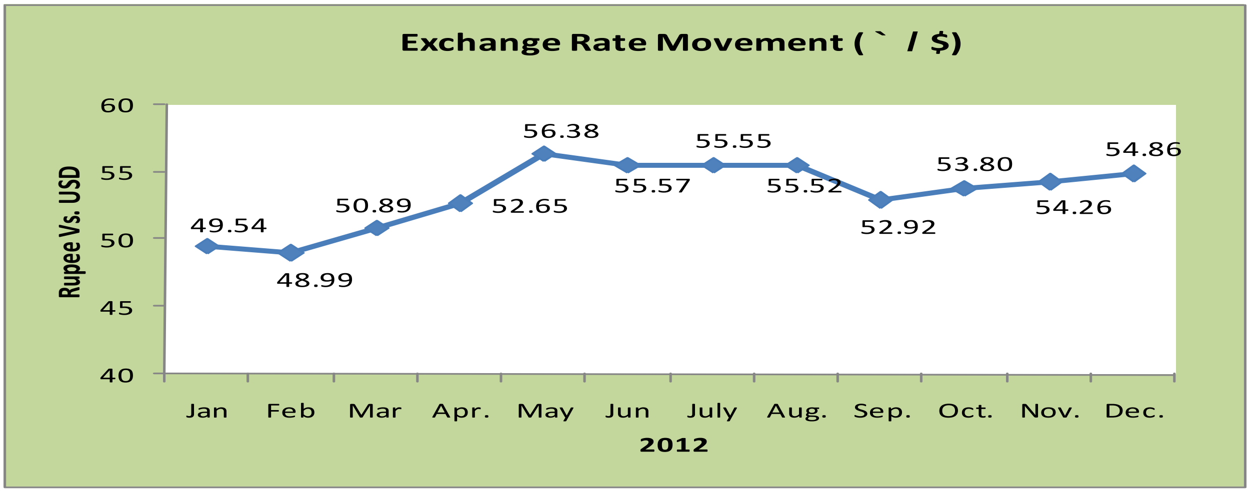
Source: Office of the Economic Adviser, DIPP & Labor Bureau

Headline WPI inflation remained relatively sticky at around 7-8 per cent during the calendar year 2012. The factors contributing to this situation and their relative importance have, however, been changing over time. Inflation in primary articles has increased drastically, reaching its highest at 11.23 per cent in August 2012, after remaining at 2.76 per cent in January 2012. However, inflation in fuel has continued to remain high during the last two years. Inflation in manufactured products has remained range-bound between 5 and 7 per cent in 2012, due to a surge in metal and chemical prices. The pressure was mainly from primary and fuel products with the average inflation in these commodities remaining persistently in double digits for a major period.

FINANCIAL MARKET

Currency Market

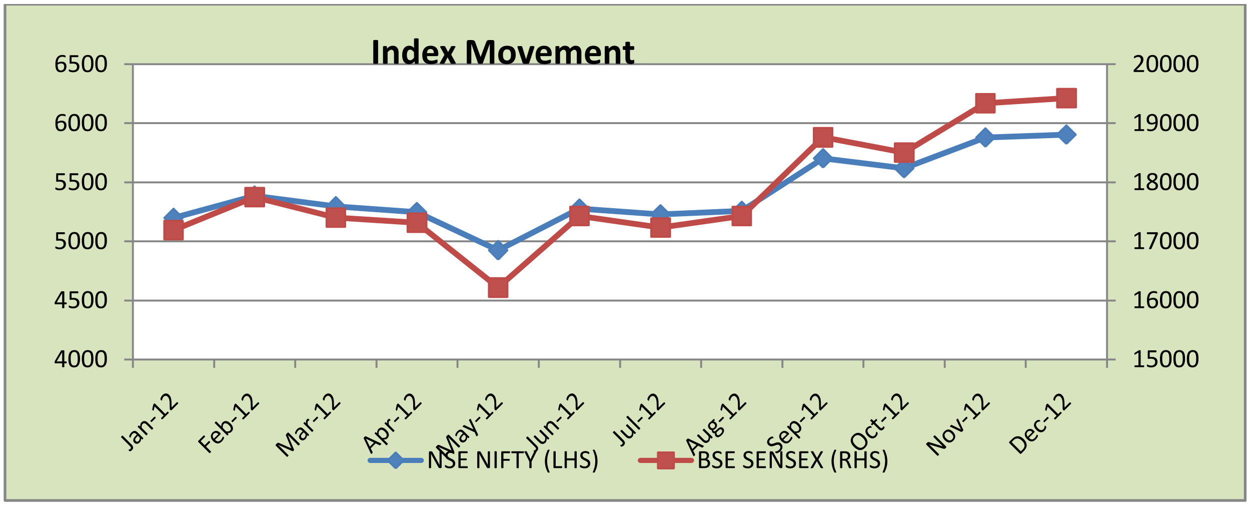
The Indian Ruppee has suffered depreciation over the preivious year and reaching its lowest levels in the month of May 2012. The slide of the rupee has been due to the increase in imports and widening of the CAD.



Source: RBI

EQUITY MARKET

NIFTY and BSE SENSEX (January 2012 to December 2012)



Source: BSE & NSE

At a level of 19,426 (as on 31 December 2012), the BSE Sensex was 25.70% higher than it was at the same time last year. Market sentiments turned positive due to improved global liquidity conditions, FII inflows and recent policy measures announced by the government. During 2012-13 (up to October 23, 2012), FII made net investments of about ` 497 billion in the Indian equity market.

The Indian equity markets were volatile during 2012 and witnessed substantial FII inflows during 2012. During 2012 (up to November 2012) domestic institutional investors (DIIs) were net sellers while FIIs were net buyers in the equity markets Any adverse developments in the Euro area or on the unraveling of the US fiscal cliff issue could potentially lead to a sudden reversal of FII inflows from the Indian equity markets leading to a substantial correction in the indices. Domestic equity indices have rallied despite overall economic weakness on account of investor optimism about the renewed pace of reform measures such as FDI liberalization, disinvestment in PSUs, increased infrastructure investment announced by the government.

OUTLOOK

GDP Growth Rate Expected for FY13	
Agency	%
RBI	5.7
NCAER	5.9
World Bank	6.0
ADB	5.6
CLSA	5.5
Moody's Analytics	5.4
HSBC	6.2

The slow down in the Indian economy appears to have reached a trough. RBI expects the Indian economy to expand at 5.8% in 2013 and 6.7% in FY14 thanks to an improvement in external demand and pick-up in reforms in H2FY13. It expects headline inflation, which is likely to come at around 7.7 per cent for 2012-13, to moderate to around 7.0 per cent next financial year.

Economy is expected to revive as indicated by buoyancy in the capital markets, improved net profit margins of the corporate as reflected by the non-govenrment non financial listed companies, a higher Purchase Managers Index in November, 2012 and resurgence in the growth in the manufacturing sector. Agriculture is also expected to improve because of better prospects with rabi crops benefiting from greater moisture content in the soil and dominance of irrigated wheat and rice crops. Most services, particularly the trade, transport, communication, financial services, etc., being largely driven by the performance of real sectors will also have a better growth.

A revival in industrial growth due to growth in private consumption and modest recovery in exports, increased welfare expenditure by the government, lower interest rates, moderation in inflation and high farm incomes (assuming a normal monsoon) will boost household spending and thereby, benefit sectors such as consumer durables, hotels and restaurants and financial services. Further, improved external demand, as a result of marginal recovery of global growth, could raise India's exports, especially in the IT/ITes sector.

ONICRA RATED ENTITIES

Profile of Onicra Rated MSMEs As on 31 December 2012

Geographical Distribution of Ratings

State	Percentage Wise
Andhra Pradesh	6.37%
Arunachal Pradesh	0.11%
Assam	0.87%
Bihar	4.09%
Chandigarh	0.00%
Chattisgarh	0.82%
Daman	0.00%
Delhi	2.92%
Goa	0.04%
Gujarat	5.23%
Haryana	4.10%
Himachal Pradesh	0.95%
Jammu & Kashmir	0.54%
Jharkhand	3.91%
Karnataka	8.67%
Kerala	0.66%
Madhya Pradesh	5.46%
Maharashtra	5.91%
Meghalaya	0.27%
Mizoram	0.00%
Orissa	1.89%
Pondicherry	0.00%
Punjab	5.38%
Rajasthan	3.59%
Sikkim	0.01%
Tamil Nadu	7.14%
Tripura	0.05%
Uttar Pradesh	14.59%
Uttarakhand	1.82%
West Bengal	7.99%
Grand Total	100.00%

NSIC-ONICRA Rating Definition

NSIC-Onicra Rating reflects Onicra's opinion on the company's performance capability and financial strength. Ratings are assigned on the scale given below.

Performance Capability	Financial Strength		
	High	Moderate	Low
Highest	SE1A	SE1B	SE1C
High	SE2A	SE2B	SE2C
Moderate	SE3A	SE3B	SE3C
Weak	SE4A	SE4B	SE4C
Poor	SE5A	SE5B	SE5C

Onicra- Rated MSME: Industry Wise Distributions

Industry	Count of Cases	Percentage Wise
Agricultural Products and FMCG	829	10.20%
Auto and Auto Ancillaries	237	2.92%
Cable and Wires	58	0.71%
Chemical- Organic and Non-Organic	130	1.60%
Construction - Material, Civil and Equipment	613	7.54%
Consumer Durables	123	1.51%
Electronic and Electrical	350	4.31%
Engineering	336	4.13%
FMCG Industry	9	0.11%
Food Processing	304	3.74%
Furniture	50	0.62%
Industrial Chemicals	17	0.21%
Iron & Steel	174	2.14%
IT and Software Services	50	0.62%
Jewellery	53	0.65%
Leather & Leather products	71	0.87%
Machinery & Equipment	678	8.34%
Media and Entertainment	26	0.32%
Metal & Metal Products	789	9.71%
Packaging	111	1.37%
Paper & Paper Products	17	0.21%
Pharmaceuticals	131	1.61%
Plastic and Plastic products	235	2.89%
Power and Energy	44	0.54%
Printing	87	1.07%
Real Estate	54	0.66%
Rubber and Rubber Products	69	0.85%
Services	638	7.85%
Telecommunications	21	0.26%
Textile Products	627	7.72%
Wood and Wood Products	126	1.55%
Others	1070	13.17%

Rating Distribution: NSIC-Onicra Rating

NSIC-ONICRA Rating	Count of Cases	Percentage Wise
SE 1A	38	0.47%
SE 1B	131	1.61%
SE 1C	95	1.17%
SE 2A	845	10.40%
SE 2B	2303	28.34%
SE 2C	1590	19.56%
SE 3A	1437	17.68%
SE 3B	1131	13.92%
SE 3C	501	6.16%
SE 4A	22	0.27%
SE 4B	26	0.32%
SE 4C	8	0.10%

For eg,: A company with Highest Performance Capability and High Financial Strength will be rated '**SE1A**', while one with Weak Performance Capability and Low Financial Strength will be rated 'SE4C'.

ONICRA RATED ENTITIES

The benefit of getting a SME business credit rated goes beyond procuring finance at competitive rates. While drawing business from a client located in dispersed geographies from large corporate and multinationals, the rating exercise also serves as an independent due diligence activity. Further, since Onicra examines all aspects of the SME business, the management comes to know the shortcomings and areas which require further improvement. All these benefits create confidence in the client and that has enabled ONICRA to achieve significant growth in the numbers of rating done.

Quarter	Q4’FY12	Q1’FY13	Q2'FY13	Q3'FY13
Number of Rating Done	2170	2119	2205	1633
Agriculture products and FMCG	13.36%	10.43%	9.12%	7.78%
Auto and auto ancillaries	3.00%	2.97%	2.45%	3.37%
Cable and Wires	0.97%	0.76%	0.82%	0.18%
Chemical- Organic and Non-Organic	1.38%	1.98%	1.22%	1.90%
Construction - Material, Civil and Equipment	6.27%	8.82%	8.30%	6.55%
Consumer Durables	2.49%	1.27%	1.59%	0.43%
Electronic and Electrical	4.19%	4.62%	3.85%	4.65%
Engineering	4.47%	4.62%	3.76%	3.55%
Food Products	2.90%	4.20%	3.40%	5.27%
Furniture	0.51%	0.90%	0.59%	0.43%
Industrial Chemicals	0.37%	0.14%	0.14%	0.18%
Iron and Steel	1.71%	2.08%	2.54%	2.27%
IT and Software Services	0.37%	0.80%	0.50%	0.86%
Jewellery	0.83%	0.76%	0.27%	0.80%
Leather and leather products	0.74%	0.66%	1.04%	1.10%
Machinery and equipments	8.62%	7.79%	9.34%	6.86%
Media and Entertainment	0.32%	0.47%	0.23%	0.12%
Metal and Metal Products	9.59%	9.39%	10.98%	8.57%
Packaging	1.75%	1.13%	1.22%	1.35%
Pharmaceuticals	1.57%	1.42%	1.90%	1.59%
Plastic Products	2.21%	2.93%	3.40%	3.06%
Power and Energy	0.60%	0.47%	0.45%	0.67%
Printing	1.11%	0.90%	1.77%	1.29%
Real Estate	0.88%	0.71%	0.54%	0.49%
Rubber and Rubber Products	0.78%	0.76%	1.04%	0.80%
Services	4.88%	7.36%	11.29%	7.78%
Telecommunications	0.18%	0.52%	0.18%	0.12%
Textile Products	7.70%	7.83%	5.99%	9.92%
Wood and Wood Products	2.72%	2.08%	0.50%	0.73%
Others	13.55%	11.23%	11.58%	17.33%

ONICRA RATED ENTITIES

Onicra has presence across the country and has been able to reach SMEs from remote parts. Andhra Pradesh, Karnataka, West Bengal, Tamil Nadu, Uttar Pradesh have contributed majorly in establishing the strong net work of the company in the Q3FY13.

Quarterly Rating Distribution

Rating	Q4'FY12	Q1'FY13	Q2'FY13	Q3'FY13
SE 1A	0.78%	0.66%	0.45%	0.12%
SE 1B	1.84%	3.40%	1.63%	0.67%
SE 1C	1.20%	1.93%	1.05%	0.55%
SE 2A	9.86%	11.09%	9.58%	9.37%
SE 2B	24.42%	26.43%	31.36%	31.41%
SE 2C	20.78%	20.15%	19.22%	18.98%
SE 3A	16.73%	18.59%	15.94%	14.57%
SE 3B	14.70%	10.67%	13.20%	18.31%
SE 3C	8.29%	6.37%	6.52%	5.57%
SE 4A	0.65%	0.33%	0.48%	0.00%
SE 4B	0.55%	0.24%	0.45%	0.43%
SE 4C	0.18%	0.14%	0.13%	0.00%
Grand Total	100.00%	100.00%	100.00%	100.00%

Quarterly Geographical Rating Distribution

State	Q4'FY12	Q1'FY13	Q2'FY13	Q3'FY13
Andhra Pradesh	6.45%	6.04%	6.21%	6.92%
Arunachal Pradesh	0.05%	0.00%	0.05%	0.43%
Assam	8.06%	9.11%	5.22%	4.35%
Bihar	3.32%	4.20%	4.63%	4.23%
Chandigarh	0.05%	0.00%	0.00%	0.00%
Chattisgarh	0.41%	0.71%	0.63%	1.78%
Daman	0.00%	0.00%	0.00%	0.00%
Delhi	1.94%	2.31%	3.17%	4.65%
Goa	0.05%	0.00%	0.00%	0.18%
Gujarat	5.67%	5.99%	4.58%	4.53%
Haryana	4.29%	4.72%	4.58%	2.33%
Himachal Pradesh	0.88%	1.04%	1.63%	0.92%
Jammu & Kashmir	1.11%	0.80%	0.05%	0.12%
Jharkhand	5.02%	4.62%	5.03%	2.33%
Karnataka	10.09%	8.78%	7.76%	7.90%
Kerala	0.83%	0.85%	0.41%	0.55%
Madhya Pradesh	5.16%	4.81%	6.17%	5.76%
Maharashtra	5.58%	5.14%	5.44%	7.96%
Meghalaya	0.46%	0.09%	0.09%	0.49%
Mizoram	0.00%	0.00%	2.22%	0.00%
Orissa	1.43%	2.17%	3.27%	1.71%
Punjab	6.45%	8.31%	3.76%	3.00%
Rajasthan	3.00%	3.21%	0.05%	4.65%
Tamil Nadu	8.29%	6.61%	4.08%	10.41%
Tripura	0.14%	0.00%	0.05%	0.00%
Uttar Pradesh	10.88%	12.32%	19.50%	15.86%
Uttarakhand	2.26%	1.60%	2.04%	1.22%
West Bengal	8.16%	6.56%	9.39%	7.72%
Pondicherry	0.00%	0.00%	0.00%	0.00%

NEW DELHI

Corporate office
Vatika City Point
7th Floor
MG Road
Gurgaon-122001
Haryana
India
Tel: +91 124 3076000
Fax: +91 124 3076033

Rating office
SME Division
4th Floor
95, Sector 44,
Gurgaon-122003
Haryana,
India

KARNATAKA

Bangalore
S-902
Manipal Centre
47, Dickenson Road
Bangalore – 56004
India

WEST BENGAL

Kolkata
46A
Southern Avenue
1st Floor
Kolkata - 700 02
India

TAMIL NADU

Chennai
Mercury, #25
Flowers Road
Level 2 Kilpauk
Chennai – 600084
India

MAHARASHTRA

Mumbai
No.506-507
5th Floor
Nirma Plaza
Makwana Road
Marol
Andheri (East)
Mumbai – 400059
India

UTTAR PRADESH

Noida
B10, Sector - 59
Noida – 201301
India

Visit us at: www.onicra.com

Disclaimer: Onicra has taken due care and caution in preparing this Newsletter. However, Onicra does not guarantee the accuracy, adequacy or completeness of any information and it is not responsible for any errors or omissions or for the results obtained from the use of such information.