



CRISIL
RATINGS

The Most Reliable Opinion on Risk

NSIC-CRISIL

Performance and Credit Rating for Small Scale Industries

Achieve Your Potential

CRISIL is the pioneer of independent credit ratings in India. In association with NSIC, CRISIL is now rating Small Scale Industries (SSIs) on a special rating scale, using criteria tailored for the small-scale sector. The fees for this rating are presently subsidised by the Government, making it a unique opportunity for small enterprises to get themselves rated.

Rating Scale

An NSIC-CRISIL rating reflects CRISIL's opinion on the company's performance capability and financial strength. Ratings will be assigned on the following rating scale:

		Financial Strength		
		High	Moderate	Low
Performance Capability	Highest	SE 1A	SE 1B	SE 1C
	High	SE 2A	SE 2B	SE 2C
	Moderate	SE 3A	SE 3B	SE 3C
	Weak	SE 4A	SE 4B	SE 4C
	Poor	SE 5A	SE 5B	SE 5C

For example, a company with High Performance Capability and High Financial Strength will be rated 'SE 2A', while one with Weak Performance Capability and Low Financial Strength will be rated 'SE 4C'.

Benefits

When you go in for a rating from a credible agency, you improve your standing with bankers, customers, suppliers and employees. Specifically, an NSIC-CRISIL rating will bring you the following benefits:

- **Credibility with banks:** A good rating from CRISIL carries weight with lenders, and can help you get faster and cheaper credit. The Indian Banks' Association (IBA) has endorsed the NSIC-CRISIL rating, and informed its member banks of the same. CRISIL has entered into a **Memorandum of Understanding (MoU) with major banks** including State Bank of India, UCO Bank, United Bank of India, State

Bank of Travancore, State Bank of Mysore, Corporation Bank, Bank of Baroda and Canara Bank for rating their SSI customers at concessional fees

- **Confidence building with business partners:** Your NSIC - CRISIL Performance rating is an indicator of your performance capability and financial strength. A good rating gives comfort to lenders, customers, and suppliers
- **Self-improvement tool:** With its rating, CRISIL gives you a detailed analytical report on your company's strengths and weaknesses. The report will help you strengthen your operations and improve the working of your company. This insightful, credible and independent feedback is supported by the strongest industry and company research in India
- **Improved visibility:** With the CRISIL rating, your company will get a free listing in CRISIL's RatingScan, a publication that is used as a reference for lending decisions by banks. We will also feature your company on CRISIL's website

Why CRISIL ?

- **India's leading Ratings, Financial News, Risk and Policy Advisory Company:** CRISIL leads the market in depth of analysis and sophistication of approach. A rating from CRISIL is a stamp of quality from the most renowned rating agency in India
- **Association with Standard & Poor's:** CRISIL's majority shareholder is Standard & Poor's, the world's foremost provider of independent credit ratings, indices, risk evaluation, investment research and data. Leading corporations worldwide are rated by Standard & Poor's. S&P's Credit Risk Tracker (CRT) has analysed about one million SMEs in Europe
- **Value-driven approach:** All CRISIL businesses operate on the core values of Analytical Rigour, Independence, Integrity, Innovation, and Commitment. CRISIL's

consistent adherence to these principles is recognised by users of its ratings, and has been the key factor that makes CRISIL the leading player in its field

How the Rating Process works

- CRISIL receives the completed application form
- CRISIL's representatives visit the company
- CRISIL's analysts have a short discussion with the management of the company
- CRISIL prepares a rating report, assigns a rating and sends the copy of the report to you and NSIC

The whole process takes three to four weeks after CRISIL receives complete information

Rating Fees

Units under operation

	Turnover (Rs lakh)		
	< 50	50 - 200	> 200
Rating Fees (Rs.)	40,000	45,000	60,000
Service Tax @ 12.24 per cent (Rs.)	4,896	5,508	7,344
Total Fees (Rs.)	44,896	50,508	67,344
Subsidy from NSIC (Rs.)	25,000	30,000	40,000
Amount payable by SSIs (Rs.)	19,896	20,508	27,344

Note: The fees above are inclusive of all expenses CRISIL will incur in connection with the exercise. CRISIL will arrange to collect the subsidy from NSIC. Operating units refer to SSIs with audited results of one complete year of operations.

Units with green-field projects

	Turnover (Rs lakh)		
	< 50	50 - 200	> 200
Rating Fees (Rs.)	50,000	60,000	75,000
Service Tax @ 12.24 per cent (Rs.)	6,120	7,334	9,180
Total Fees (Rs.)	56,120	67,334	84,180
Subsidy from NSIC (Rs.)	25,000	30,000	40,000
Amount payable by SSIs (Rs.)	31,120	37,344	44,180

How to Apply

- Send the application in the required format with the documents listed overleaf and a cheque/draft drawn in favour of “CRISIL Limited” for the amount payable by you (refer to “Rating Fees”) to the nearest CRISIL office. The cheque/draft should be payable at any of the CRISIL office locations listed overleaf
- Application forms can be downloaded from the website www.crisil.com or www.nsicindia.com, or can be collected from any of the CRISIL offices listed overleaf

Eligibility

Any enterprise registered in India as an SSI Unit can benefit from this rating. As a proof of eligibility, we will require an SSI certificate issued by the concerned SSI registration authority.

List of Documents Required

1. SSI Registration Certificate
2. Partnership Deed/Memorandum & Article of Association
3. Authority letter to sign the application
4. List of all partners/directors with their age, address, net worth/income tax returns, qualifications and experience
5. Copy of the audited accounts with schedules for the last three years (where accounts for the last year have not been audited, provisional accounts duly certified by a Chartered Accountant, along with two years audited accounts, are to be submitted)
6. In case of new project/expansion, copy of the project report containing a brief project profile, cost of project, source/means of finance
7. Brief write-up about the products manufactured, end users, marketing tie-up and orders in hand
8. Details of subsidy, tax concession available to the applicant
9. Quality certificates, export awards won, membership of any associations
10. Any other information that would enable us to understand your business better

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