

D&B Rating Guide



Decide with Confidence

March 2009

Proprietary and Confidential



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~ D&B Commitment to Quality ~

The DUNSRight® Quality Process

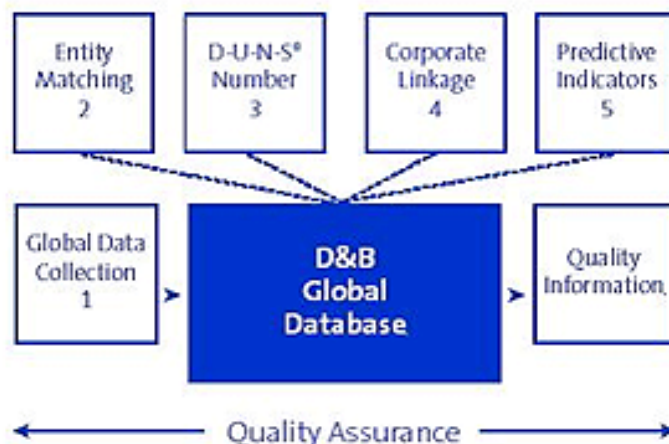
Quality Information = Profitable Decisions

At D&B we are committed to providing our customers with the highest quality data available. We define data quality through our ACT+C concept:

- **Accuracy:** Is the data correct?
- **Completeness:** Do we have the coverage of businesses and data elements our customers need?
- **Timeliness:** Do we have the information our customers need, when they need it?
- **Consistency:** Is our data consistent across borders?

To answer these questions, we take our data through a process we call DUNSRight®, in which we collect, aggregate, edit, and verify data from thousands of sources daily so that our customers can use the information to make profitable decisions for their businesses. Our ability to turn an enormous stream of data into high quality business information is what sets us apart from our competitors.

The foundation of DUNSRight® is *Quality Assurance*, which includes over 2,000 separate automated checks, plus many manual ones, to ensure the data meets our high quality standards. In addition, five quality drivers work sequentially to collect and enhance the data.





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The five key Drivers of the DUNSRight® process are:

- **Global Data Collection**, which brings together data from a variety of sources worldwide.
 - We integrate the data into our database through our patented **Entity Matching**, which produces a single, more accurate picture of each business.
 - We apply the **D-U-N-S® Number** as a unique means of identifying and tracking a business globally through every step in the life and activity of the business.
 - We use **Corporate Linkage** to enable our customers to view their total risk or opportunity across related businesses.
- Finally, our **Predictive Indicators** use statistical analysis to rate a business' past performance and to indicate how likely the business is to perform that same way in the future.

The output of this extensive process is high quality business information embedded in our solutions on which our customers rely - not just to be sure - but to be "D&B Sure.™"



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~ Austria ~

The D&B® Rating in Europe consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on either Net Worth or Issued Capital. The table below contains the possible values for the D&B Rating in Austria...

Based on Net Worth	Based on Capital	Net Worth (in €)
5A	5AA	50,000,000 and greater
4A	4AA	25,000,000 - 49,999,999
3A	3AA	10,000,000 - 24,999,999
2A	2AA	5,000,000 - 9,999,999
1A	1AA	2,500,000 - 4,999,999
A	AA	1,000,000 - 2,499,999
B	BB	500,000 - 999,999
C	CC	250,000 - 499,999
D	DD	100,000 - 249,999
E	EE	50,000 - 99,999
F	FF	25,000 - 49,999
G	GG	10,000 - 24,999
H	HH	0 - 9,999
Alternate Symbols Used		



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N	Negative net worth (negative balance of equity after deduction of intangibles)
O	Net worth undetermined/Sole Proprietorships
NB	New Business: less than 12 months old
NQ	Out of Business: Business has ceased to trade.

- **Risk Indicator**, which is directly derived from the D&B Score.

Risk Indicator*		
Risk Indicator	Meaning	Guide to Interpretation
1	Minimal risk	Proceed with transaction - offer extended terms if required
2	Low risk	Proceed with transaction
3	Slightly greater than average risk	Proceed with transaction but monitor closely
4	Significant level of risk	Take suitable assurances before extending credit - e.g. personal guarantees
--	Insufficient information to assign a risk indicator	No public information or D&B proprietary information available to assign a valid risk

Risk Indicator – Used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from the synergy of Scoring technology and expert rules systems, the Risk Indicator is dynamically refreshed whenever predictive data is loaded onto our databases. Please see the table above for the Risk Indicators and their corresponding values.

Note: The Risk Indicator is valid in conjunction with all Financial Strength Indicators with the exception of the NQ notation.



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~ *Belgium* ~

The D&B® Rating in Europe consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on either Net Worth or Issued Capital. The table below contains the possible values for the D&B Rating in Belgium...

Based on Net Worth	Based on Capital	Net Worth (in €)
5A	5AA	50,000,000 and greater
4A	4AA	25,000,000 - 49,999,999
3A	3AA	10,000,000 - 24,999,999
2A	2AA	2,000,000 - 9,999,999
1A	1AA	1,000,000 - 1,999,999
A	AA	500,000 - 999,999
B	BB	250,000 - 499,999
C	CC	150,000 - 249,999
D	DD	100,000 - 149,999
E	EE	50,000 - 99,999
F	FF	25,000 - 49,999
G	GG	10,000 - 24,999
H	HH	0 - 9,999
Alternate Symbols Used		
N	Negative net worth (negative balance of equity after deduction)	



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	of intangibles)
O	Net worth undetermined (accounts unavailable or older than 2 years)
NB	New Business: less than 12 months old
NQ	Out of Business: Business has ceased to trade.

Risk Indicator*		
Risk Indicator	Meaning	Guide to Interpretation
1	Minimal risk	Proceed with transaction - offer extended terms if required
2	Low risk	Proceed with transaction
3	Slightly greater than average risk	Proceed with transaction but monitor closely
4	Significant level of risk	Take suitable assurances before extending credit - e.g. personal guarantees
--	Insufficient information to assign a risk indicator	No public information or D&B proprietary information available to assign a valid risk

Risk Indicator – Used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from the synergy of Scoring technology and expert rules systems, the Risk Indicator is dynamically refreshed whenever predictive data is loaded onto our databases. Please see the table above for the Risk Indicators and their corresponding values.

Note: The Risk Indicator is valid in conjunction with all Financial Strength Indicators with the exception of the NQ notation.



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~ France ~

The D&B® Rating in Europe consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on either Net Worth or Issued Capital. The table below contains the possible values for the D&B Rating in France...

Based on Net Worth	Based on Capital	Net Worth (in €)
5A	5AA	50,000,000 and greater
4A	4AA	25,000,000 - 49,999,999
3A	3AA	10,000,000 - 24,999,999
2A	2AA	2,000,000 - 9,999,999
1A	1AA	1,000,000 - 1,999,999
A	AA	500,000 - 999,999
B	BB	250,000 - 499,999
C	CC	150,000 - 249,999
D	DD	100,000 - 149,999
E	EE	50,000 - 99,999
F	FF	25,000 - 49,999
G	GG	10,000 - 24,999
H	HH	0 - 9,999
Alternate Symbols Used		



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N	Negative net worth (negative balance of equity after deduction of intangibles)
O	Net worth undetermined (accounts unavailable or older than 2 years)
NB	New Business: less than 12 months old
NQ	Out of Business: Business has ceased to trade.

- **Risk Indicator**, which is directly derived from the D&B Score.

Risk Indicator*		
Risk Indicator	Meaning	Guide to Interpretation
1	Minimal risk	Proceed with transaction - offer extended terms if required
2	Low risk	Proceed with transaction
3	Slightly greater than average risk	Proceed with transaction but monitor closely
4	Significant level of risk	Take suitable assurances before extending credit - e.g. personal guarantees
--	Insufficient information to assign a risk indicator	No public information or D&B proprietary information available to assign a valid risk

Risk Indicator – Used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from the synergy of Scoring technology and expert rules systems, the Risk Indicator is dynamically refreshed whenever predictive data is loaded onto our databases. Please see the table above for the Risk Indicators and their corresponding values.

Note: The Risk Indicator is valid in conjunction with all Financial Strength Indicators with the exception of the NQ notation.



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~ Germany ~

D&B Rating ~ The D&B® Rating in Europe consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on either Net Worth or Issued Capital. The table below contains the possible values for the D&B Rating in Germany...

Based on Net Worth	Based on Capital	Net Worth (in €)
5A	5AA	50,000,000 and greater
4A	4AA	25,000,000 - 49,999,999
3A	3AA	10,000,000 - 24,999,999
2A	2AA	2,000,000 - 9,999,999
1A	1AA	1,000,000 - 1,999,999
A	AA	500,000 - 999,999
B	BB	250,000 - 499,999
C	CC	150,000 - 249,999
D	DD	100,000 - 149,999
E	EE	50,000 - 99,999
F	FF	25,000 - 49,999
G	GG	10,000 - 24,999
H	HH	0 - 9,999



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Alternate Symbols Used	
N	Negative net worth (negative balance of equity after deduction of intangibles)
O	Net worth undetermined (accounts unavailable or older than 2 years)
NB	New Business: less than 12 months old
NQ	Out of Business: Business has ceased to trade.

- **Risk Indicator**, which is directly derived from the D&B Score.

Risk Indicator*		
Risk Indicator	Meaning	Guide to Interpretation
1	Minimal risk	Proceed with transaction - offer extended terms if required
2	Low risk	Proceed with transaction
3	Slightly greater than average risk	Proceed with transaction but monitor closely
4	Significant level of risk	Take suitable assurances before extending credit - e.g. personal guarantees
--	Insufficient information to assign a risk indicator	No public information or D&B proprietary information available to assign a valid risk

Risk Indicator – Used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from the synergy of Scoring technology and expert rules systems, the Risk Indicator is dynamically refreshed whenever predictive data is loaded onto our databases. Please see the table above for the Risk Indicators and their corresponding values.

Note: The Risk Indicator is valid in conjunction with all Financial Strength Indicators with the exception of the NQ notation.



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~ Italy ~

The D&B® Rating in Europe consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on either Net Worth or Issued Capital. The table below contains the possible values for the D&B Rating in Italy...

▪ **Financial Strength Indicator**

Based on Net Worth	Based on Capital	Net Worth (in €)
5A	5AA	38,734,267 and greater
4A	4AA	15,493,707 - 38,734,266
3A	3AA	7,746,853 - 15,493,706
2A	2AA	1,549,371 - 7,746,852
1A	1AA	774,685 - 1,549,370
A	AA	387,343 - 774,684
B	BB	232,406 - 387,342
C	CC	116,203 - 232,405
D	DD	77,469 - 116,202
E	EE	38,734 - 77,468
F	FF	23,241 - 38,733
G	GG	9,296 - 23,240
H	HH	0 - 9,925



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Alternate Symbols Used	
N	Negative net worth
O	Net worth undetermined
NB	New Business: less than 12 months old
NQ	Out of Business: Business has ceased to trade.

- **Risk Indicator**, which is directly derived from the D&B Score.

Risk Indicator*		
Risk Indicator	Meaning	Guide to Interpretation
1	Minimal risk	Proceed with transaction - offer extended terms if required
2	Low risk	Proceed with transaction
3	Slightly greater than average risk	Proceed with transaction but monitor closely
4	Significant level of risk	Take suitable assurances before extending credit - e.g. personal guarantees
--	Insufficient information to assign a risk indicator	No public information or D&B proprietary information available to assign a valid risk

Risk Indicator – Used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from the synergy of Scoring technology and expert rules systems, the Risk Indicator is dynamically refreshed whenever predictive data is loaded onto our databases. Please see the table above for the Risk Indicators and their corresponding values.

Note: The Risk Indicator is valid in conjunction with all Financial Strength Indicators with the exception of the NQ notation.



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~ Luxembourg ~

The D&B® Rating in Europe consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on either Net Worth or Issued Capital. The table below contains the possible values for the D&B Rating in Luxembourg...

Based on Net Worth	Based on Capital	Net Worth (in €)
5A	5AA	50,000,000 and greater
4A	4AA	25,000,000 - 49,999,999
3A	3AA	10,000,000 - 24,999,999
2A	2AA	2,000,000 - 9,999,999
1A	1AA	1,000,000 - 1,999,999
A	AA	500,000 - 999,999
B	BB	250,000 - 499,999
C	CC	150,000 - 249,999
D	DD	100,000 - 149,999
E	EE	50,000 - 99,999
F	FF	25,000 - 49,999
G	GG	10,000 - 24,999
H	HH	0 - 9,999
Alternate Symbols Used		



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N	Negative net worth (negative balance of equity after deduction of intangibles)
O	Net worth undetermined (accounts unavailable or older than 2 years)
NB	New Business: less than 12 months old
NQ	Out of Business: Business has ceased to trade.

- **Risk Indicator**, which is directly derived from the D&B Score.

Risk Indicator*		
Risk Indicator	Meaning	Guide to Interpretation
1	Minimal risk	Proceed with transaction - offer extended terms if required
2	Low risk	Proceed with transaction
3	Slightly greater than average risk	Proceed with transaction but monitor closely
4	Significant level of risk	Take suitable assurances before extending credit - e.g. personal guarantees
--	Insufficient information to assign a risk indicator	No public information or D&B proprietary information available to assign a valid risk

Risk Indicator – Used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from the synergy of Scoring technology and expert rules systems, the Risk Indicator is dynamically refreshed whenever predictive data is loaded onto our databases. Please see the table above for the Risk Indicators and their corresponding values.

Note: The Risk Indicator is valid in conjunction with all Financial Strength Indicators with the exception of the NQ notation.



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~ The Netherlands ~

D&B Rating ~ The D&B® Rating in Europe consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on either Net Worth or Issued Capital. The table below contains the possible values for the D&B Rating in The Netherlands...

Based on Net Worth	Based on Capital	Net Worth (in €)
5A	5AA	50,000,000 and greater
4A	4AA	25,000,000 - 49,999,999
3A	3AA	10,000,000 - 24,999,999
2A	2AA	2,000,000 - 9,999,999
1A	1AA	1,000,000 - 1,999,999
A	AA	500,000 - 999,999
B	BB	250,000 - 499,999
C	CC	150,000 - 249,999
D	DD	100,000 - 149,999
E	EE	50,000 - 99,999
F	FF	25,000 - 49,999
G	GG	10,000 - 24,999
H	HH	0 - 9,999



Decide with Confidence

Alternate Symbols Used	
N	Negative net worth (negative balance of equity after deduction of intangibles)
O	Net worth undetermined (accounts unavailable or older than 2 years)
NB	New Business: less than 12 months old
NQ	Out of Business: Business has ceased to trade.

- **Risk Indicator**, which is directly derived from the D&B Score.

Risk Indicator*		
Risk Indicator	Meaning	Guide to Interpretation
1	Minimal risk	Proceed with transaction - offer extended terms if required
2	Low risk	Proceed with transaction
3	Slightly greater than average risk	Proceed with transaction but monitor closely
4	Significant level of risk	Take suitable assurances before extending credit - e.g. personal guarantees
--	Insufficient information to assign a risk indicator	No public information or D&B proprietary information available to assign a valid risk

Risk Indicator – Used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from the synergy of Scoring technology and expert rules systems, the Risk Indicator is dynamically refreshed whenever predictive data is loaded onto our databases. Please see the table above for the Risk Indicators and their corresponding values.

Note: The Risk Indicator is valid in conjunction with all Financial Strength Indicators with the exception of the NQ notation.



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~ Portugal ~

The D&B® Rating in Europe consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on either Net Worth or Issued Capital. The table below contains the possible values for the D&B Rating in Portugal...

Based on Net Worth	Based on Capital	Net Worth (in €)
5A	5AA	37,409,842 and greater
4A	4AA	14,963,937 - 37,409,841
3A	3AA	7,481,968 - 14,963,936
2A	2AA	1,496,394 - 7,481,967
1A	1AA	748,197 - 1,496,393
A	AA	374,098 - 748,196
B	BB	224,459 - 374,097
C	CC	112,230 - 224,458
D	DD	74,820 - 112,229
E	EE	37,410 - 74,819
F	FF	22,446 - 37,409
G	GG	7,482 - 22,445
H	HH	0 - 7,481



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Alternate Symbols Used	
N	Negative net worth (negative balance of equity after deduction of intangibles)
O	Net worth undetermined
NB	New Business: less than 12 months old
NQ	Out of Business: Business has ceased to trade.

- **Risk Indicator**, which is directly derived from the D&B Score.

Risk Indicator*		
Risk Indicator	Meaning	Guide to Interpretation
1	Minimal risk	Proceed with transaction - offer extended terms if required
2	Low risk	Proceed with transaction
3	Slightly greater than average risk	Proceed with transaction but monitor closely
4	Significant level of risk	Take suitable assurances before extending credit - e.g. personal guarantees
--	Insufficient information to assign a risk indicator	No public information or D&B proprietary information available to assign a valid risk

Risk Indicator – Used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from the synergy of Scoring technology and expert rules systems, the Risk Indicator is dynamically refreshed whenever predictive data is loaded onto our databases. Please see the table above for the Risk Indicators and their corresponding values.

Note: The Risk Indicator is valid in conjunction with all Financial Strength Indicators with the exception of the NQ notation.



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~ Spain ~

D&B Rating ~ The D&B® Rating in Europe consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on either Net Worth or Issued Capital. The table below contains the possible values for the D&B Rating in Spain...

Based on Net Worth	Based on Capital	Net Worth (in €)
5A	5AA	50,000,000 and greater
4A	4AA	25,000,000 - 49,999,999
3A	3AA	10,000,000 - 24,999,999
2A	2AA	2,000,000 - 9,999,999
1A	1AA	1,000,000 - 1,999,999
A	AA	500,000 - 999,999
B	BB	250,000 - 499,999
C	CC	150,000 - 249,999
D	DD	100,000 - 149,999
E	EE	50,000 - 99,999
F	FF	25,000 - 49,999
G	GG	10,000 - 24,999
H	HH	0 - 9,999



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Alternate Symbols Used	
N	Negative net worth (negative balance of equity after deduction of intangibles)
O	Net worth undetermined (accounts unavailable or older than 2 years)
NB	New Business: less than 12 months old
NQ	Out of Business: Business has ceased to trade.

- **Risk Indicator**, which is directly derived from the D&B Score.

Risk Indicator*		
Risk Indicator	Meaning	Guide to Interpretation
1	Minimal risk	Proceed with transaction - offer extended terms if required
2	Low risk	Proceed with transaction
3	Slightly greater than average risk	Proceed with transaction but monitor closely
4	Significant level of risk	Take suitable assurances before extending credit - e.g. personal guarantees
--	Insufficient information to assign a risk indicator	No public information or D&B proprietary information available to assign a valid risk

Risk Indicator – Used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from the synergy of Scoring technology and expert rules systems, the Risk Indicator is dynamically refreshed whenever predictive data is loaded onto our databases. Please see the table above for the Risk Indicators and their corresponding values.

Note: The Risk Indicator is valid in conjunction with all Financial Strength Indicators with the exception of the NQ notation.



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~ Switzerland ~

D&B Rating ~ The D&B® Rating in Europe consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on either Net Worth or Issued Capital. The table below contains the possible values for the D&B Rating in Switzerland...

Financial Strength Indicator		Range (in CHF)	
Net Worth	Capital	FROM	TO
5A	5AA	85,000,000	and above
4A	4AA	35,000,000	84,999,999
3A	3AA	18,000,000	34,999,999
2A	2AA	3,500,000	17,999,999
1A	1AA	1,800,000	3,499,999
A	AA	900,000	1,799,999
B	BB	500,000	899,999
C	CC	250,000	499,999
D	DD	180,000	249,999
E	EE	90,000	179,999
F	FF	50,000	89,999
G	GG	20,000	49,999
H	HH	0	19,999
Alternate Ratings Used:			
O	Net Worth Undetermined: Accounts unavailable, no capital available		
NB	New Business: Less than 12 months		
NQ	Out of Business: Business has ceased to trade		



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~ The United Kingdom ~

D&B Rating ~ The D&B® Rating in Europe consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on either Net Worth or Issued Capital. The table below contains the possible values for the D&B Rating in The United Kingdom...

Financial Strength is based on a business's tangible net worth. The following table shows how to interpret the Financial Strength indicator

Based on Net Worth	Based on Capital	Net Worth (in £)
5A	5AA	35,000,000 and greater
4A	4AA	15,000,000 – 34,999,999
3A	3AA	7,000,000 – 14,999,999
2A	2AA	1,500,000 – 6,999,999
1A	1AA	7000,000 – 1,4999,999
A	AA	350,000 – 699,999
B	BB	200,000 – 349,999
C	CC	100,000 – 199,999
D	DD	70,000 – 99,999
E	EE	35,000 – 69,999
F	FF	20,000 – 34,999
G	GG	8,000 – 19,999



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H	HH	0 - 7999
Alternate Symbols Used		
N	Negative net worth (negative balance of equity after deduction of intangibles)	
O	Net worth undetermined (accounts unavailable or older than 2 years)	
NQ	Out of Business: Business has ceased to trade.	

Risk Indicator*		
Risk Indicator	Probability of Failure	Guide to Interpretation
1	Minimal risk	Proceed with transaction - offer extended terms if required
2	Low risk	Proceed with transaction
3	Slightly greater than average risk	Proceed with transaction but monitor closely
4	Significant level of risk	Take suitable assurances before extending credit - e.g. personal guarantees
--	Insufficient information to assign a risk indicator	No public information or D&B proprietary information available to indicate trading activity

Risk Indicator – Used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from the synergy



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of Scoring technology and expert rules systems, the Risk Indicator is dynamically refreshed whenever predictive data is loaded onto our databases. Please see the table above for the Risk Indicators and their corresponding values.



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~ East Europe ~

The East Europe Region is made up of four countries:

Czech Republic
Slovakia
Hungary
Poland



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~ Czech Republic ~

Availability of Ratings:

D&B Rating ~ Czech D&B use the Risk indicator rating.

D&B Risk Indicator	Description	Guide to Interpretation
1	Strong condition	Minimal risk – proceed with transaction, offer extended terms if requires
2	Good condition	Low risk – condition considered better than average (proceed with transaction)
3	Fair condition	Condition below the average, risk slightly above the average (proceed with transaction, but monitor closely)
4	Poor condition	Significant level of risk (take suitable assurances before extending credit)
-	Rating Not Determined	Essential information is unavailable or under review
Alternate Ratings Used:		
NB	New Business	
NQ	Not Quoted	
N	Negative net worth	



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~ Slovakia ~

Availability of Ratings:

D&B Rating ~ Slovakia D&B use the Risk indicator rating.

D&B Risk Indicator	Description	Guide to Interpretation
1	Strong condition	Minimal risk – proceed with transaction, offer extended terms if requires
2	Good condition	Low risk – condition considered better than average (proceed with transaction)
3	Fair condition	Condition bellow the average, risk slightly above the average (proceed with transaction, but monitor closely)
4	Poor condition	Significant level of risk (take suitable assurances before extending credit)
-	Rating Not Determined	Essential information is unavailable or under review
Alternate Ratings Used:		
NB	New Business	
NQ	Not Quoted	
N	Negative net worth	



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~ Hungary ~

Rating Code Structure

The **Rating Code** consists of two components: **Financial Strength** and **Risk Factor**. In the case of a **2A 4** rating, **2A** means the financial strength of the business and **4** is the risk factor.

Strength of Capital	Strength of Capital, based on the Net Worth Calculation	Condition	Estimation of Risk	Explanation
5A	above 1 320 Million HUF	1	the company has a strong financial background	the commercial credit risk is the minimum
4A	520 - 1 320 Million HUF	2	the financial background of the company is good	the commercial credit risk is low
3A	260 - 520 Million HUF	3	the financial background of the company is acceptable	the commercial credit risk is a little bigger than the average
2A	53 - 260 Million HUF	4	the financial background of the company is weak	the commercial credit risk is high
1A	21-53 Million HUF	-	the present financial background of the company can not be determined	
A	13.2 - 21 Million HUF			
B	8 - 13.2 Million HUF			
C	4 - 8 Million HUF			
D	2.8 - 4 Million HUF			
E	1.4 - 2.8 Million HUF			



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F	800 001- 1 400 000 HUF			
G	320 001 – 800 001 HUF			
H	under 320 000 HUF			
N	negative Net Worth, the financial background of the company is not satisfying			
O	Net Worth can't be determined			
NB	new company, it has been operating for no longer than 24 months, it's Balance Sheet wasn't reported yet; there isn't enough data for determining the financial background of the company			
NQ	the company is no longer operating, it closed down			



Decide with Confidence

~ Poland ~

D&B Rating ~ The D&B® Rating in Poland consists of 2 parts, the Financial Capacity and the Risk Indicator. The table below defines the possible values for the D&B Rating in Poland...

Financial Strength Indicator	Range (in PLN: 1 USD = 3,941 PLN)	
Net Worth	FROM	TO
5A	\$200,000,000	And above
4A	\$75,000,000	\$199,999,999
3A	\$35,000,000	\$74,999,999
2A	\$7,000,000	\$34,999,999
1A	\$3,000,000	\$6,999,999
A	\$1,750,000	\$2,999,999
B	\$1,200,000	\$1,749,999
C	\$660,000	\$1,199,999
D	\$440,000	\$659,999
E	\$200,000	\$439,999
F	\$100,000	\$199,999
G	\$50,000	\$99,999
H	\$0	\$49,999
Alternate Ratings Used:		
N	Negative Net Worth: Negative balance of equity after deduction of intangibles	
O	Net Worth Undetermined: Accounts unavailable or older than 2 years	
NB	New Business: Less than 12 months	
NQ	Out of Business: Business has ceased to trade	

Risk Indicator – Used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from the synergy of Scoring technology and expert rules systems, the Risk Indicator is dynamically refreshed whenever predictive data is loaded onto our databases. Please see the table on the previous page for the Risk Indicators and their corresponding values.

Risk Indicator	Risk Percentile	Probability of Failure	Guide to Interpretation
4		Significant level of risk	Take suitable assurances before extending credit (e.g.



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			Personal guarantee)
3		Slightly greater than average risk	Proceed with transaction but monitor closely
2		Low risk	Proceed with transaction
1		Minimal Risk	Proceed with transaction – offer extended terms if required



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SLOW PAYMENTS INDICATORS (delivered in the BIR)

The slow payments indicator consists of two indicators:

1. Concentration indicator – indicates age of overdue payments registered
2. Risk Indicator (slow payments compared to the company's income)

Description of concentration indicators:

A	B	C	D	E
1-30 Days	31-60 Days	61-90 Days	91-120 Days	Beyond 120 Days

Description of risk indicators:

0	Registered overdue payments do not effect financial condition of the subject
1	Minimal risk, registered overdue payments do not effect financial condition of the subject
2	Increased risk referred to overdue payments, suggested monitoring
3	High risk referred to overdue payments, suggested monitoring
4	4-very high risk, additional form of credit guarantees recommended
5	5-registered overdue payments effect financial liquidity of the subject

Lack of the trade scoring indicator reflects shortage of financial data enabling correct estimation of the risk.



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~ Nordic Countries ~

Availability of Ratings: The following ratings are available in the Nordic Region. The countries to which this applies are Denmark, Finland, Norway and Sweden

D&B Rating ~ the Nordic region use the triple A Rating system, which is considered the most predictable rating in the those market:

Triple A Rating	Description	Guide to Interpretation	Equivalent D&B Risk Indicator
AAA	Highest Credit Worthiness	Excellent Company. Very good capacity for meeting payment liabilities.	1
AA	Good Credit Worthiness	Good capacity for meeting payment liabilities.	2
A	Credit Worthy	Sufficient capacity for meeting payment liabilities.	2
AN	Newly Formed	New company with no significant negative information.	3
B	Credit Risk	The financial capacity of the company seems weak. Security is advised.	3
C	High Credit Risk	The financial capacity of the company seems weak. Security is advised.	4
-	Rating Not Determined	Essential information is unavailable or under review	-
Alternate Ratings Used:			
NORAT	No rating assigned		
BANKR	Case in bankruptcy		
LIQV	Case in liquidation		



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~ Emerging Markets Centre ~

The Emerging Markets Centre covers 108 countries across Africa, Central & Eastern Europe, Middle East and the smaller European countries clustered in the Mediterranean and the Atlantic. Within the majority of these regions, D&B has built exclusive relationships with local correspondents who are trained in the practices, methods and standards demanded by D&B.

We have three markets where we are online locally: Slovenia, Greece and South Africa (including Botswana, Lesotho, Namibia). We also cover the Russian Federation and Israel in this section

Finally, we have two markets where we do not provide a service: Afghanistan and Liberia. Due to UN sanctions we are not able to report on these areas.



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~ Greece ~

Availability of Ratings:

Greece						
Financial Strength						
Net Worth	Capital	Range -- US Dollars (USD)	Strong	Good	Fair	Unbalanced
5A	5AA	60,000,000 and over	1	2	3	4
4A	4AA	25,000,000 to 59,999,999	1	2	3	4
3A	3AA	12,000,000 to 24,999,999	1	2	3	4
2A	2AA	2,500,000 to 11,999,999	1	2	3	4
1A	1AA	1,200,000 to 2,499,999	1	2	3	4
A	AA	600,000 to 1,199,999	1	2	3	4
B	BB	345,000 to 599,999	1	2	3	4
C	CC	175,000 to 344,999	1	2	3	4
D	DD	120,000 to 174,999	1	2	3	4
E	EE	60,000 to 119,999	1	2	3	4
F	FF	35,000 to 59,999	1	2	3	4
G	GG	15,000 to 34,999	1	2	3	4
H	HH	up to 14,999	1	2	3	4
NB	New Business Less than 2 Years Old					
O	Financial Strength is Undisclosed					
N	Financial Strength is Negative					
NQ	Ceased Trading					



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~ South Africa~

Availability of Ratings: South Africa does not offer many of the traditional predictive indicators and scores; however, they do provide a Commercial Business Failure Score and a Consumer Fraud Score. Inquiries about these scores should be directed to D&B's Emerging Market Centre based in The U.K.

South Africa						
Financial Strength						
Net Worth	Capital	Range -- US Dollars (USD)	Strong	Good	Fair	Unbalanced
5A	5AA	60,000,000 and over	1	2	3	4
4A	4AA	25,000,000 to 59,999,999	1	2	3	4
3A	3AA	12,000,000 to 24,999,999	1	2	3	4
2A	2AA	2,500,000 to 11,999,999	1	2	3	4
1A	1AA	1,200,000 to 2,499,999	1	2	3	4
A	AA	600,000 to 1,199,999	1	2	3	4
B	BB	345,000 to 599,999	1	2	3	4
C	CC	175,000 to 344,999	1	2	3	4
D	DD	120,000 to 174,999	1	2	3	4
E	EE	60,000 to 119,999	1	2	3	4
F	FF	35,000 to 59,999	1	2	3	4
G	GG	15,000 to 34,999	1	2	3	4
H	HH	up to 14,999	1	2	3	4
NB	New Business Less than 2 Years Old					
O	Financial Strength is Undisclosed					
N	Financial Strength is Negative					
NQ	Ceased Trading					



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~ Israel ~

Availability of Ratings:

D&B Rating ~ The D&B® Rating consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on either Net Worth or Issued Capital. The table below contains the possible values for the D&B Rating in Israel.

Financial Strength Indicator		Range	
Net Worth	Capital	FROM	TO
5A	5AA	\$5,000,000	And above
4A	4AA	\$2,000,000	\$5,000,000
3A	3AA	\$1,000,000	\$2,000,000
2A	2AA	\$500,000	\$1,000,000
1A	1AA	\$250,000	\$500,000
A	AA	\$100,000	\$250,000
B	BB	\$50,000	\$100,000
C	CC	\$25,000	\$50,000
D	DD	\$10,000	\$25,000
E	EE	\$5,000	\$10,000
F	FF	\$2,500	\$5,000
G	GG	\$0	\$2,500
Alternate Ratings Used:			
N	Negative Net Worth: Negative balance of equity after deduction of intangibles		
O	Net Worth Undetermined: Accounts unavailable or older than 2 years		
NB	New Business: Less than 12 months		
NQ	Out of Business: Business has ceased to trade		

Risk Indicator – Used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from the synergy of Scoring technology and expert rules systems, the Risk Indicator is dynamically refreshed whenever predictive data is loaded onto our databases. Please see the table on the previous page for the Risk Indicators and their corresponding values.



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Risk Indicator	Probability of Failure	Guide to Interpretation
4	Significant level of risk	Take suitable assurances before extending credit (e.g. Personal guarantee)
3	Slightly greater than average risk	Proceed with transaction but monitor closely
2	Low risk	Proceed with transaction
1	Minimal Risk	Proceed with transaction – offer extended terms if required



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~ Russian Federation ~

Availability of Ratings: The following ratings are available for businesses in Russian Federation:

Risk Indicator	Risk Percentile	Probability of Failure	Guide to Interpretation
4	Significant level of risk	Take suitable assurances before extending credit	Assigned to concerns of known financial weakness. A number of years losses, higher than normal working capital deficit, a negative tangible net worth which is worsening, court judgments, bad payments etc. This risk is associated with being a creditor of these concerns is high or significant.
3	Greater than average risk	Proceed with transaction but monitor closely	Assigned to concerns believed to be financially sound but with a history of slow payments or some losses or working capital deficit. The risk associated with being a creditor of these concerns is higher and would be classified as potentially slow payers or fair trade risk.
2	Low risk	Proceed with transaction	This is assigned to financially sound concerns, having no known record of bad payments and paying suppliers quickly. The risk of being associated with being a creditor of these concerns would be low and they would be classified as an ordinary trade risk.
1	Minimal risk	Proceed with transaction – offer terms required	Assigned to companies of undoubted credit standing and financial strength. The risk associated with being a creditor of these concerns



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			would be negligible or zero, the concern which pays bills promptly or discount.
5/-	Insufficient information to assign a risk indicator	No public information or D&B proprietary information available to indicate trading activity	Assigned to concerns where there is insufficient information available to express any opinion on the condition, financial soundness or payment history of the concern. A concern with no telephone number will also be assigned a “– “condition.

D&B Rating ~ The D&B® Rating in Europe consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on either Net Worth or Issued Capital. The table below contains the possible values for the D&B Rating in Russian Federation...

Financial Strength Indicator		Range	
Net Worth	Capital	FROM	TO
5A	5AA	\$60 million	And above
4A	4AA	\$25 million	\$60 million
3A	3AA	\$12million	\$25 million
2A	2AA	\$2.5 million	\$12 million
1A	1AA	\$1.2 million	\$2.5 million
A	AA	\$600,000	\$1.2 million
B	BB	\$345,000	\$600,000
C	CC	\$175,000	\$345,000
D	DD	\$120,000	\$175,000
E	EE	\$60,000	\$120,000
F	FF	\$35,000	\$60,000
G	GG	\$15,000	\$35,000
H	HH	0	\$15,000
Alternate Ratings Used:			
N	Financial Strength is negative		
O	Financial Strength is undisclosed		
NB	New Business: Less than 24 months		
NQ	Out of Business: Business has ceased to trade		

Risk Indicator – Used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12



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months. Created from the synergy of Scoring technology and expert rules systems, the Risk Indicator is dynamically refreshed whenever predictive data is loaded onto our databases. Please see the table on the previous page for the Risk Indicators and their corresponding values.



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~ Asia Pacific ~

The Asia Pacific region consists of 45 countries with diverse languages, cultures, and economies. D&B collects data in most of these countries, excluding those where a diplomatic relationship with the United States is not maintained.



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~ Australia ~

Availability of Ratings:

Australia					
Financial Strength					
Net Worth	Range -- AUD\$	Strong	Good	Fair	Unbalanced
5A	50,000,000 and above	1	2	3	4
4A	10,000,000 to 49,999,999	1	2	3	4
3A	5,000,000 to 9,999,999	1	2	3	4
2A	1,000,000 to 4,999,999	1	2	3	4
A	600,000 to 999,999	1	2	3	4
B	300,000 to 599,999	1	2	3	4
C	100,000 to 299,999	1	2	3	4
D	40,000 to 99,999	1	2	3	4
E	12,000 to 39,999	1	2	3	4
F	4,000 to 11,999	1	2	3	4
G	Up to 3,999	1	2	3	4
-	Net Worth Undetermined				
S	Service Companies	Due to nature of business, no condition is assigned			
-	Undetermined	Insufficient information to assign a rating			
AC		Indicates a files which only contains ASIC data			
NQ	Not Quoted	Assigned when a record is out-of-business, or when the business does not lend itself to the D&B Rating System			



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~ India ~

Availability of Ratings:

D&B Rating consists of 2 parts, Financial Strength and the Composite Appraisal / Condition. **Financial Strength** is the indication of the tangible net worth (shareholders funds less any intangible assets). The **Composite Appraisal / Condition** is an overall evaluation of credit worthiness.

Financial Strength Indicator	Range	
Net Worth	FROM	TO
5A	645,950,000	And above
4A	129,190,000	645,949,999
3A	64,595,000	129,189,999
2A	12,919,000	64,594,999
1A	7,751,400	12,918,999
B	3,875,700	7,751,399
C	1,219,900	3,875,699
D	516,760	1,219,899
E	155,028	516,759
F	51,676	155,027
G	Up to	51,676
Alternate Ratings Used:		
--	Used when information available is insufficient or does not permit assignment of a rating. This is also used for businesses that have been trading for a relatively short period. Other reasons are negative net worth, recent inception, winding up proceedings	
NQ	Businesses that had ceased operations or gone out of business are also assigned a Not-Quoted rating	
N	Negative Net Worth	
ER	Certain businesses (according to SIC) are not active seekers of commercial credit and thus do not lend themselves to a D&B rating	

Composite credit conditions

Risk Indicator	Guide to Interpretation
4	Limited (Significant Trading Risk)
3	Fair (Slightly Greater Than Average Risk)
2	Good (Low Risk)



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1	Strong (Minimal Trading Risk)
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~ Indonesia ~

Availability of Ratings:

D&B Rating consists of 2 parts, Financial Strength and the Composite Appraisal / Condition. **Financial Strength** is the indication of the tangible net worth (shareholders funds less any intangible assets). The **Composite Appraisal / Condition** is an overall evaluation of credit worthiness.

Financial Strength Indicator	Indonesian Rupiah Range	
Net Worth	FROM	TO
5A	85,000,000,000	And above
4A	18,000,000,000	84,999,000,000
3A	3,600,000,000	17,999,000,000
2A	1,800,000,000	3,599,000,000
1A	1,00,000,000	1,799,000,000
BA	900,000,000	999,000,000
BB	815,000,000	899,000,000
CB	725,000,000	814,000,000
CC	550,000,000	724,000,000
DC	450,000,000	549,000,000
DD	280,000,000	449,000,000
EE	100,000,000	279,000,000
FF	Up to	99,000,000
Alternate Ratings Used:		
--	Used when information available is insufficient or does not permit assignment of a rating. This is also used for businesses that have been trading for a relatively short period. Other reasons are negative net worth, bankrupt proceedings, critical financial condition, lack of executive background information, lack of indate financial statement, recent inception and lack of ownership details	
NQ	Certain businesses (according to SIC) are not active seekers of commercial credit and thus do not lend themselves to a D&B rating. Businesses that had ceased operations or gone out of business are also assigned a Not-Quoted rating	
DS	Assigned to records that require investigation before a rating can be assigned	
FB	Foreign Branch indicates that headquarters of the business is maintained in a foreign country	



Decide with Confidence

Composite credit conditions

Risk Indicator	Guide to Interpretation
4	Limited (Significant Trading Risk)
3	Fair (Slightly Greater Than Average Risk)
2	Good (Low Risk)
1	Strong (Minimal Trading Risk)



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~ Hong Kong ~

Availability of Ratings:

Hong Kong					
Financial Strength					
Net Worth	Range -- Hong Kong \$	Strong	Good	Fair	Limited
5A	300,000,000 and over	1	2	3	4
4A	70,000,000 to 299,999,999	1	2	3	4
3A	10,000,000 to 69,999,999	1	2	3	4
2A	7,000,000 to 9,999,999	1	2	3	4
1A	6,000,000 to 6,999,999	1	2	3	4
BA	5,000,000 to 5,999,999	1	2	3	4
BB	4,000,000 to 4,999,999	1	2	3	4
CB	3,000,000 to 3,999,999	1	2	3	4
CC	2,000,000 to 2,999,999	1	2	3	4
DC	1,000,000 to 1,999,999	1	2	3	4
DD	500,000 to 999,999	1	2	3	4
EE	200,000 to 4,999,999	1	2	3	4
FF	Up to 199,999		2	3	4
1R	70,000,000 and over		2	3	4
2R	7,000,000 to 69,999,999		2	3	4
3R	1,000,000 to 6,999,999		2	3	4
Alternate Ratings Used					
"--"	Assigned when the information available does not permit us to classify the company within our rating keys. Also assigned to businesses that have been trading for a relatively short period. Other reasons are deficit net worth, bankruptcy proceedings or critical financial condition.				
NQ	Certain businesses (according to SIC) are not active seekers of commercial credit and thus do not lend themselves to a D&B Rating. Businesses that have ceased operations or have gone out-of-business are also assigned NQ rating which means Not Quoted.				
DS	Assigned to records that require investigation before a rating can be assigned.				
**	Foreign Branch. Indicates that the headquarters of the business is maintained in a foreign country.				
NQ	Not Quoted: Indicates no rating can be assigned due to the nature or status of the business				



Decide with Confidence

Certain lines of business, primarily banks, insurance companies, and government entities do not lend themselves to classification under the D&B Rating System. Instead, we assign these businesses an Employee Range symbol based on the number of people employed by the firm. No other significance should be attached to this symbol.

Employee Range Designation	
Rating	Description
ER1	1000 or more employees
ER2	500 to 999 employees
ER3	100 to 499 employees
ER4	50 to 99 employees
ER5	20 to 49 employees
ER6	10 to 19 employees
ER7	5 to 9 employees
ER8	1 to 4 employees
ERN	Not available



Decide with Confidence

~ Japan ~

Availability of Ratings:

Japan				
Financial Strength				
Net Worth	Range -- Japanese Yen			
5A	12,000,000,000 and over			
4A	2,400,000,000 to 11,999,999,999			
3A	480,000,000 to 2,399,999,999			
2A	120,000,000 to 2,399,999,999			
1A	60,000,000 to 119,999,999			
B	30,000,000 to 59,999,999			
C	15,000,000 to 29,999,999			
D	8,000,000 to 14,999,999			
E	4,000,000 to 7,999,999			
F	2,000,000 to 3,999,999			
G	0 to 1,999,999			
-	Net Worth Undetermined			
Alternate Ratings Used				
--	Absence of a Rating -- A blank symbol "--" should not be construed as unfavorable, but signifies circumstances difficult to classify within condensed rating symbols.			
NQ	Not Quoted -- Certain businesses do not lend themselves to a D&B rating and the letters "NQ" on any D&B Business Information Report means "Not Quoted". Information on these names however, continues to be stored and updated in the D&B Business Information database and reports are available on these businesses.			



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Japan uses a risk class rather than a risk indicator which breaks the measure of risk down to 5 segments

The D&B Risk Class is a segmentation of the scoreable universe into five distinct risk groups where a 1 represents businesses that have the lowest probability of experiencing business failure and a 5 represents businesses with the highest probability of experiencing business failure. Below is the Failure Risk Class Assignment Table.

Risk Class	Commentary
1	Lower than Average
2	Above Average
3	Above Average
4	2 Times Above Average
5	6 Times Above Average



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~ Republic of Korea ~

Availability of Ratings:

The D&B Rating can help you quickly assess a firm's size and composite credit appraisal, based on information in a company's fiscal balance sheet and an overall evaluation of the firm's creditworthiness.

The "5A" to "GG" Rating Classifications reflect company size based on worth or equity as computed by D&B. Company size can be an effective indicator of credit capacity. These Ratings are assigned to businesses that have supplied D&B with a current financial statement.

The Composite Credit Appraisal is a number, 1 through 4, that makes up the second half of the company's rating and reflects D&B's overall assessment of that firm's creditworthiness. The Composite Credit Appraisal is based on D&B analysis of company payments, financial information, public records, business age and other important factors (when available).

ER (Employee Range) Ratings apply to certain lines of business that do not lend themselves to classification under the D&B Rating system. Instead, we assign these types of businesses an Employee Range symbol based on the number of people employed. No other significance should be attached to this symbol.

For example, a rating of "ER7" means there are between five and nine employees in the company. "ERN" should not be interpreted negatively. It simply means we do not have information indicating how many people are employed at this firm.



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Financial Strength Indicator	Korean WON Range		Composite Credit Appraisal			
Net Worth	FROM	TO	High	Good	Fair	Limited
5A	35,515,000,000	And above	1	2	3	4
4A	7,103,000,000	35,514,999,999	1	2	3	4
3A	1,065,500,000	7,102,999,999	1	2	3	4
2A	532,725,000	1,065,499,999	1	2	3	4
1A	266,363,000	532,724,999	1	2	3	4
AA	133,536,000	266,362,999	1	2	3	4
BB	66,768,000	133,535,999	1	2	3	4
CC	33,384,000	66,767,999	1	2	3	4
DD	17,047,000	33,383,999	1	2	3	4
EE	8,524,000	17,046,999	1	2	3	4
FF	4,262,000	8,523,999	1	2	3	4
GG	Up to	4,261,999	1	2	3	4
Alternate Ratings Used:						
--	Represents the absence of a D&B Rating and should not be interpreted as indicating that credit should be denied. It means that the information available to D&B does not permit us to classify the company within our Rating Key and that further inquiry should be made before reaching a credit decision. Some reasons for using the "--" symbol include: deficit net worth, bankruptcy proceedings, lack of sufficient payment information or incomplete history indicator					
DS	(DUNS Support): This indicates that the information available to D&B does not permit us to classify the company within our Rating Key. When ordering these reports, an investigation can be performed and results sent to you at your request for an additional fee.					
INV	(Investigation Being Conducted): When an "INV" appears, it means an investigation is being conducted on this business to get the most current details.					
FB	Foreign Branch indicates that headquarters of the business is maintained in a foreign country					

KEY TO EMPLOYEE RANGE DESIGNATION

Certain businesses do not lend themselves to a Dun & Bradstreet rating. Information on these names, however, continues to be stored and update in the D&B Business Information File. Reports are available on such business and		Employee Number (Total)
	ER1	1,000 or more
	ER2	500 ~ 999
	ER3	100 ~ 499
	ER4	50 ~ 99



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instead of a rating they carry an Employee Designation(ER) which is indicative of size in terms of number of employees. No other significance should be attached.	ER5	20 ~ 49
	ER6	10 ~ 19
	ER7	5 ~ 9
	ER8	1 ~ 4
	ERN	Not Available



Decide with Confidence

~ Philippines ~

Availability of Ratings:

D&B rating consists of 2 parts. The Financial Strength is an indication of the tangible net worth (that is, shareholders fund less any intangible assets). The Composite Credit Appraisal is an overall evaluation of credit worthiness. It takes into account the financial condition and factors, trade experiences, history, legal structure, number of years in business, management experience and any adverse listings

Financial Strength Indicator	Company Net Worth (Philippine Pesos) Range		Composite Credit Appraisal			
Net Worth	FROM	TO	High	Good	Fair	Limited
5A	1,065,000,000	and over	1	2	3	4
4A	213,000,000	1,064,999,999	1	2	3	4
3A	31,950,000	212,999,999	1	2	3	4
2A	15,975,000	31,949,999	1	2	3	4
1A	7,988,000	15,974,999	1	2	3	4
A	4,004,000	7,987,999	1	2	3	4
B	2,002,000	4,003,999	1	2	3	4
C	1,001,000	2,001,999	1	2	3	4
D	511,000	1,000,999	1	2	3	4
E	256,000	510,999	1	2	3	4
F	128,000	255,999	1	2	3	4
G	Up to	127,999	1	2	3	4
Alternate Ratings Used:						
--	Assigned when the information available does not permit us to classify the company within our rating keys. It should not be construed as unfavorable but, signifies circumstances difficult to classify within the condensed rating symbols.					
NQ	Certain businesses (according to SIC) are not active seekers of commercial credit and thus do not lend themselves to a D&B rating. Businesses that have ceased operations or gone out-of-business are also assigned NQ rating which means "Not Quoted"					
DS	Assigned to records that require investigation before a rating can be assigned					
FB	Foreign Branch indicates that headquarters of the business is maintained in a foreign country					



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~ Singapore ~

Availability of Ratings:

Singapore						
Financial Strength						
Net Worth	Range -- Singapore Dollars	Strong	Good	Fair	Limited	
5A	90,000,000 and over	1	2	3	4	
4A	20,000,000 to 89,999,999	1	2	3	4	
3A	4,000,000 to 19,999,999	1	2	3	4	
2A	2,000,000 to 3,999,999	1	2	3	4	
1A	1,100,000 to 1,199,999	1	2	3	4	
BA	1,000,000 to 1,099,999	1	2	3	4	
BB	900,000 to 999,999	1	2	3	4	
CB	800,000 to 899,999	1	2	3	4	
CC	600,000 to 799,999	1	2	3	4	
DC	500,000 to 599,999	1	2	3	4	
DD	300,000 to 499,999	1	2	3	4	
EE	100,000 to 299,999	1	2	3	4	
FF	Up to 99,999					
Alternate Ratings Used						
--	Absence of a Rating: A blank symbol "--" should not be construed as unfavorable, but signifies circumstances difficult to classify within condensed rating symbols.					
NQ	Not Quoted: Certain businesses do not lend themselves to a D&B rating and the letters "NQ" on any D&B Business Information Report means "Not Quoted". Information on these names however, continues to be stored and updated in the D&B Business Information database and reports are available on these businesses.					
**	Foreign Branch: Indicates that the headquarters of this branch is located in a foreign country					



Decide with Confidence

~ Taiwan (China Republic of) ~

Availability of Ratings:

D&B rating consists of 2 parts, the Financial Strength and the Composite Appraisal / Condition. Financial Strength is an indication of the tangible net worth (that is, shareholders funds less any intangible assets). The Composite Appraisal / Condition is an overall evaluation of credit worthiness. The symbols **5A** through to **HH** reflect the range of tangible net worth. **1R** to **3R** rating are assigned based on estimated tangible net worth. Details are listed in the following section.

Financial Strength Indicator	New Taiwan Dollar Range		Composite Credit Appraisal			
Net Worth	FROM	TO	High	Good	Fair	Limited
5A	1,500,000,000	And above	1	2	3	4
4A	250,000,000	1,499,999,999	1	2	3	4
3A	25,000,000	249,999,999	1	2	3	4
2A	20,000,000	24,999,999	1	2	3	4
1A	15,000,000	19,999,999	1	2	3	4
BA	10,000,000	14,999,999	1	2	3	4
BB	5,000,000	9,999,999	1	2	3	4
CB	3,000,000	4,999,999	1	2	3	4
CC	2,000,000	2,999,999	1	2	3	4
DC	1,000,000	1,999,999	1	2	3	4
DD	750,000	999,999	1	2	3	4
EE	500,000	749,999	1	2	3	4
FF	250,000	499,999	1	2	3	4
GG	125,000	249,999	1	2	3	4
HH	Up	124,999	1	2	3	4
1R	250,000,000	and over	1	2	3	4
2R	20,000,000	249,999,999	1	2	3	4
3R	1,000,000	19,999,999	1	2	3	4
Alternate Ratings Used:						
--	Should not be interpreted as indicating that credit should be denied. However the information available to D&B does not permit us to classify the company within our ratings and that further enquiry should be made before reaching a credit decision. Reasons for this include – lack of current financial information, history incomplete, negative net worth, bankruptcy/winding-up proceedings, critical financial condition					
DS	(DUNS Support): Assigned to records that require an investigation before a rating can be assigned					
INV	(Investigation Being Conducted): When an "INV" appears, it means an					



Decide with Confidence

	investigation is being conducted on this business to get the most current details.
BR	(Branch Report) Branch or division locations are rated BR
NQ	(Out of Business) All companies that have ceased operations or have been voluntarily or involuntarily wound up /liquidated

Taiwan uses a risk class rather than a risk indicator which breaks the measure of risk down to 5 segments

The D&B Risk Class is a segmentation of the scoreable universe into five distinct risk groups where a 1 represents businesses that have the lowest probability of experiencing business failure and a 5 represents businesses with the highest probability of experiencing business failure. Below is the Failure Risk Class Assignment Table.

Risk Class	Commentary
1	Lower than Average
2	Above Average
3	Above Average
4	2 Times Above Average
5	6 Times Above Average



Decide with Confidence



Decide with Confidence

~ Thailand ~

Availability of Ratings:

D&B rating consists of 2 parts, the Financial Strength and the Composite Appraisal / Condition. Financial Strength is an indication of the tangible net worth (that is, shareholders funds less any intangible assets). The Composite Appraisal / Condition is an overall evaluation of credit worthiness. The symbols **5A** through to **G** reflect the range of tangible net worth.

Financial Strength Indicator	Company Net Worth (Thai Baht) Range		Composite Credit Appraisal			
Net Worth	FROM	TO	High	Good	Fair	Limited
5A	1,264,000,000	And above	1	2	3	4
4A	252,800,000	1,263,999,999	1	2	3	4
3A	37,920,000	252,799,999	1	2	3	4
2A	18,960,000	37,919,999	1	2	3	4
1A	9,480,000	18,959,999	1	2	3	4
A	4,753,000	9,479,999	1	2	3	4
B	2,376,000	4,752,999	1	2	3	4
C	1,188,000	2,375,999	1	2	3	4
D	607,000	1,187,999	1	2	3	4
E	303,000	606,999	1	2	3	4
F	152,000	302,999	1	2	3	4
G	Up to	151,999	1	2	3	4
Alternate Ratings Used:						
--	Assigned when the information available to D&B does not permit us to classify the company within our ratings. Also assigned to businesses that have been trading for a relatively short period. Other reasons include – a deficit net worth, bankruptcy proceedings and a critical financial condition					
DS	(DUNS Support): Assigned to records that require an investigation before a rating can be assigned					
**	Foreign Branch indicates that headquarters of the business is maintained in a foreign country					
NQ	(Not quoted) Certain businesses (according to SIC) are not active seekers of commercial credit and thus do not lend themselves to a D&B rating. Businesses that have ceased operations or gone out-of-business are also assigned this rating					



Decide with Confidence

~ Latin America & South America Overview ~

For many years, D&B has successfully collected quality business information in the Latin American and South American Regions. Through direct operations, and through correspondent relationships with data providers, D&B provides the coverage and quality of information that our customers need.



Decide with Confidence

~ Argentina ~

Availability of Ratings:

Argentina							
Financial Strength							
Net Worth	Capital	Range -- Peso (ARP)		Strong	Good	Fair	Unbalanced
5A	5AA	49,900,000 and above		1	2	3	4
4A	4AA	9,980,000 to 49,899,999		1	2	3	4
3A	3AA	1,497,000 to 9,979,999		1	2	3	4
2A	2AA	749,000 to 1,496,999		1	2	3	4
1A	1AA	374,000 to 789,999		1	2	3	4
A	AA	188,000 to 373,999		1	2	3	4
B	BB	94,000 to 187,999		1	2	3	4
C	CC	47,000 to 93,999		1	2	3	4
D	DD	24,000 to 46,999		1	2	3	4
E	EE	12,000 to 23,999		1	2	3	4
F	FF	6,000 to 11,999		1	2	3	4
G	GG	5,999 and below		1	2	3	4
-		Net Worth Undetermined					
S	Service Companies	Due to nature of business, no condition is assigned					
-	Undetermined	Insufficient information to assign a rating					
N	New Business	Usually less than 2 years and 6 months old					
NQ	Not Quoted	Business Discontinuance; Control Change					
General Classification Rating							
1R		125,000 or more		2	3	4	
2R		50,000 to 124,000		2	3	4	

Certain lines of business, primarily banks, insurance companies, and government entities do not lend themselves to classification under the D&B Rating System. Instead, we assign these businesses an Employee Range symbol based on the number of people employed by the firm. No other significance should be attached to this symbol.



Decide with Confidence

Employee Range Designation	
Rating	Description
ER1	1000 or more employees
ER2	500 to 999 employees
ER3	100 to 499 employees
ER4	50 to 99 employees
ER5	20 to 49 employees
ER6	10 to 19 employees
ER7	5 to 9 employees
ER8	1 to 4 employees
ER9	Not available

Latin America Failure Index: The Latin American Failure Index is available for businesses in Argentina. Please contact your D&B representative for details.



Decide with Confidence

~ Brazil ~

Availability of Ratings:

Brazil						
Financial Strength			Composite Credit Appraisal			
Net Worth	Capital	Range -- Real, (BRL)	Strong	Good	Fair	Unbalanced
5A	5AA	97,500,000 and above	1	2	3	4
4A	4AA	19,500,000 to 97,499,999	1	2	3	4
3A	3AA	2,925,000 to 19,499,999	1	2	3	4
2A	2AA	1,463,000 to 2,294,999	1	2	3	4
1A	1AA	731,000 to 1,462,999	1	2	3	4
A	AA	367,000 to 730,999	1	2	3	4
B	BB	183,000 to 366,999	1	2	3	4
C	CC	92,000 to 182,999	1	2	3	4
D	DD	47,000 to 91,999	1	2	3	4
E	EE	23,000 to 46,999	1	2	3	4
F	FF	12,000 to 22,999	1	2	3	4
G	GG	11,999 and below	1	2	3	4
-		Net Worth Undetermined				
S	Service Companies	Due to nature of business, no condition is assigned				
-	Undetermined	Insufficient information to assign a rating				
N	New Business	Usually less than 2 years and 6 months old				
NQ	Not Quoted	Appears when a business either out-of-business or when a business does not lend it self to a D&B Rating				
INV	Investigation	Indicates D&B is currently updating an existing report				

Certain lines of business, primarily banks, insurance companies, and government entities do not lend themselves to classification under the D&B Rating System. Instead, we assign these businesses an Employee Range symbol based on the number of people employed by the firm. No other significance should be attached to this symbol.



Decide with Confidence

Employee Range Designation	
Rating	Description
ER1	1000 or more employees
ER2	500 to 999 employees
ER3	100 to 499 employees
ER4	50 to 99 employees
ER5	20 to 49 employees
ER6	10 to 19 employees
ER7	5 to 9 employees
ER8	1 to 4 employees
ER9	Not available

Latin America Failure Index: The Latin American Failure Index is available for businesses in Brazil. Please contact your D&B representative for details.



Decide with Confidence

~ Colombia ~

Availability of Ratings:

Colombia						
Financial Strength						
Net Worth	Capital	Range -- Peso, (COP)	Strong	Good	Fair	Unbalanced
5A	5AA	112,000,000,000 and above	1	2	3	4
4A	4AA	22,400,000,000 to 111,999,999,999	1	2	3	4
3A	3AA	3,360,000,000 to 22,399,999,999	1	2	3	4
2A	2AA	1,680,000,000 to 3,359,999,999	1	2	3	4
1A	1AA	840,000,000 to 1,679,999,999	1	2	3	4
A	AA	421,120,000 to 839,999,999	1	2	3	4
B	BB	210,560,000 to 421,119,999	1	2	3	4
C	CC	105,280,000 to 210,559,999	1	2	3	4
D	DD	53,760,000 to 105,279,999	1	2	3	4
E	EE	26,880,000 to 53,759,999	1	2	3	4
F	FF	13,440,000 to 26,879,999	1	2	3	4
G	GG	13,439,999 and below	1	2	3	4
-		Net Worth Undetermined				
S	Service Companies	Due to nature of business, no condition is assigned				
-	Undetermined	Insufficient information to assign a rating				
N	New Business	Usually less than 2 years and 6 months old				

Latin America Failure Index: The Latin America Failure Index is available for businesses in Colombia. Please contact your D&B Representative for details.



Decide with Confidence

~ Mexico ~

Availability of Ratings:

Mexico						
Financial Strength						
Net Worth	Capital	Range -- Peso, (MXP)	Strong	Good	Fair	Unbalanced
5A	5AA	511,490,000 and above	1	2	3	4
4A	4AA	102,298,000 to 511,489,999	1	2	3	4
3A	3AA	15,345,000 to 102,297,999	1	2	3	4
2A	2AA	7,672,000 to 15,344,999	1	2	3	4
1A	1AA	3,836,000 to 7,671,999	1	2	3	4
A	AA	1,923,000 to 3,835,999	1	2	3	4
B	BB	962,000 to 1,922,999	1	2	3	4
C	CC	481,000 to 961,999	1	2	3	4
D	DD	246,000 to 480,999	1	2	3	4
E	EE	123,000 to 245,999	1	2	3	4
F	FF	61,000 to 122,999	1	2	3	4
G	GG	60,999 and below	1	2	3	4
-		Net Worth Undetermined				
S	Service Companies	Due to nature of business, no condition is assigned				
-	Undetermined	Insufficient information to assign a rating				
NB	New Business	Usually less than 2 years and 6 months old				

Certain lines of business, primarily banks, insurance companies, and government entities do not lend themselves to classification under the D&B Rating System. Instead, we assign these businesses an Employee Range symbol based on the number of people employed by the firm. No other significance should be attached to this symbol.



Decide with Confidence

Employee Range Designation	
Rating	Description
ER1	1000 or more employees
ER2	500 to 999 employees
ER3	100 to 499 employees
ER4	50 to 99 employees
ER5	20 to 49 employees
ER6	10 to 19 employees
ER7	5 to 9 employees
ER8	1 to 4 employees
ERN	Not available

Latin America Failure Index: The Latin American Failure Index is available for businesses in Brazil. Please contact your D&B representative for details.



Decide with Confidence

~ Venezuela ~

Availability of Ratings:

Venezuela						
Financial Strength						
Net Worth	Capital	Range -- Bolivar (VEB)	Strong	Good	Fair	Unbalanced
5A	5AA	35,000,500,000 and above	1	2	3	4
4A	4AA	7,000,100,000 to 35,000,499,999	1	2	3	4
3A	3AA	1,050,015,000 to 7,000,099,999	1	2	3	4
2A	2AA	525,007,500 to 1,050,014,999	1	2	3	4
1A	1AA	262,503,750 to 525,007,499	1	2	3	4
A	AA	131,601,880 to 262,503,749	1	2	3	4
B	BB	65,800,940 to 131,601,879	1	2	3	4
C	CC	32,900,470 to 65,800,939	1	2	3	4
D	DD	16,800,240 to 32,900,469	1	2	3	4
E	EE	8,400,120 to 16,800,239	1	2	3	4
F	FF	4,200,060 to 8,400,119	1	2	3	4
G	GG	4,200,059 and below	1	2	3	4
-		Net Worth Undetermined				
S	Service Companies	Due to nature of business, no condition is assigned				
-	Undetermined	Insufficient information to assign a rating				
N	New Business	Usually less than 2 years and 6 months old				



Decide with Confidence

~ The United States ~

Availability of Ratings: The following ratings are available for businesses in The United States:

D&B Rating ~ The D&B Rating can help you quickly assess a firm's size and composite credit appraisal, based on information in a company's interim or fiscal balance sheet and an overall evaluation of the firm's credit worthiness.

The **"5A" to "HH" Rating Classifications** reflect company size based on worth or equity as computed by D&B. These Ratings are assigned to businesses that have supplied D&B with a current financial statement.

The **Composite Credit Appraisal** is a number, 1 through 4, making up the second half of the company's rating and reflects D&B's overall assessment of that firm's creditworthiness, based on D&B's analysis of company payments, financial information, public records, business age and other important factors (when available).

Financial Strength Indicator	Range		Composite Credit Appraisal			
	From	To	High	Good	Fair	Limited
5A	\$50,000,000	And over	1	2	3	4
4A	\$10,000,000	\$49,999,999	1	2	3	4
3A	\$1,000,000	\$9,999,999	1	2	3	4
2A	\$750,000	\$999,999	1	2	3	4
1A	\$500,000	\$749,999	1	2	3	4
BA	\$300,000	\$499,999	1	2	3	4
BB	\$200,000	\$299,999	1	2	3	4
CB	\$125,000	\$199,999	1	2	3	4
CC	\$75,000	\$124,999	1	2	3	4
DC	\$50,000	\$74,999	1	2	3	4
DD	\$35,000	\$49,999	1	2	3	4
EE	\$20,000	\$34,999	1	2	3	4
FF	\$10,000	\$19,999	1	2	3	4
GG	\$5,000	\$9,999	1	2	3	4
HH	Up to	\$4,999	1	2	3	4



Decide with Confidence

The **"1R" and "2R" Rating** categories reflect company size based on the total number of employees for the business. They are assigned to company files that do not contain a current financial statement.

Rating	Classification	Composite Credit Appraisal		
		Good	Fair	Limited
1R	10 and over	2	3	4
2R	1 to 9	2	3	4

ER (Employee Range) Ratings apply to certain lines of business that do not lend themselves to classification under the D&B Rating system. Instead, we assign these types of businesses an Employee Range symbol based on the number of people employed. No other significance should be attached to this symbol.

Employee Classification	Employee Range
ER1	1,000 or more
ER2	500 to 999
ER3	100 to 499
ER4	50 to 99
ER5	20 to 49
ER6	10 to 19
ER7	5 to 9
ER8	1 to 4
ERN	Not available

The **D&B Rating** field in a report may also display the following designations when certain conditions are present:

The '-' Symbol: Represents the absence of a D&B Rating and should not be interpreted as indicating that credit should be denied. It means that the information available to D&B does not permit us to classify the company within our Rating Key and that further inquiry should be made before reaching a credit decision.

DS (DUNS Support): Indicates the information available to D&B does not permit us to classify the company within our Rating Key. When ordering these reports, an investigation can be performed and results sent to you for an additional fee.



Decide with Confidence

The United States uses a risk class rather than a risk indicator which breaks the measure of risk down to 5 segments

The D&B Risk Class is a segmentation of the scoreable universe into five distinct risk groups where a 1 represents businesses that have the lowest probability of experiencing business failure and a 5 represents businesses with the highest probability of experiencing business failure. Below is the Failure Risk Class explanationTable.

Risk Class	Commentary
1	Lower than Average
2	Above Average
3	Above Average
4	2 Times Above Average
5	6 Times Above Average



Decide with Confidence

~ Canada ~

Availability of Scores & Ratings:

Finally, Predictive Indicators use statistical analysis to indicate the likelihood of a business to perform in a specific way in the future.

Availability of Scores & Ratings: The following scores and ratings are available for businesses in Canada:

D&B Paydex ~ The D&B Payment Index (or Paydex®) is an indicator that assesses the historical payment performance of a business. Based on the trade experiences in D&B's database, the Paydex corresponds to payments made in average days beyond terms or within terms enabling you to predict when your existing or potential customers are likely to pay. See below for values...

D&B Paydex Score	Payment Habit
90+	Anticipate / Discount
80	Prompt
70	15 Days Beyond Terms
50	30 Days Beyond Terms
40	60 Days Beyond Terms
30	90 Days Beyond Terms
20	120 Days Beyond Terms
UN	Unavailable

D&B Rating ~ The D&B® Rating consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on either Net Worth or Issued Capital. The table overleaf contains the possible values for the D&B Rating in Canada



Decide with Confidence

Financial Strength Indicator		Range	
Net Worth	Capital	FROM	TO
5A	5AA	\$350,000,000	And above
4A	4AA	\$150,000,000	\$349,999,999
3A	3AA	\$70,000,000	\$149,999,999
2A	2AA	\$15,000,000	\$69,999,999
1A	1AA	\$7,000,000	\$14,999,999
A	AA	\$3,500,000	\$6,999,999
B	BB	\$2,000,000	\$3,499,999
C	CC	\$1,000,000	\$1,999,999
D	DD	\$700,000	\$999,999
E	EE	\$350,000	\$699,999
F	FF	\$200,000	\$349,999
G	GG	\$80,000	\$199,999
H	HH	\$0	\$79,999
Alternate Ratings Used:			
N	Negative Net Worth: Negative balance of equity after deduction of intangibles		
O	Net Worth Undetermined: Accounts unavailable or older than 2 years		
NB	New Business: Less than 12 months		
NQ	Out of Business: Business has ceased to trade		

Risk Indicator – Used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from the synergy of Scoring technology and expert rules systems, the Risk Indicator is dynamically refreshed whenever predictive data is loaded onto our databases. Please see the table on the previous page for the Risk Indicators and their corresponding values.

Risk Indicator	Probability of Failure	Guide to Interpretation
4	Significant level of risk	Take suitable assurances before extending credit (e.g. Personal guarantee)
3	Slightly greater than average risk	Proceed with transaction but monitor closely
2	Low risk	Proceed with transaction
1	Minimal Risk	Proceed with transaction – offer extended terms if required



Decide with Confidence

~ Middle East Countries ~

Bahrain, Iran, Kuwait, Oman, Saudi Arabia, Syria, Qatar, Lebanon, Jordan, Iraq, Egypt, United Arab Emirates, Yemen

The D&B Rating

Example: D&B Rating 5A 4

The D&B Rating consists of two parts:

- (a) Financial Strength Indicator (shown in the example as 5A)
- (b) Condition Code or Risk Indicator (shown in the example as 4)

Financial Strength Indicator

The Financial Strength Indicator is calculated using either the Net Worth or Issued Capital of the Subject Company.

If both figures are available then the Net Worth is used rather than the Issued Capital.

The boundaries are as follows:



Decide with Confidence

Based on Net Worth Figure:

5A	Financial Strength of \$60,000,000 or more
4A	Financial Strength of \$25,000,000 - \$59,999,999
3A	Financial Strength of \$12,000,000 - \$24,999,999
2A	Financial Strength of \$2,500,000 - £11,999,999
1A	Financial Strength of \$1,200,000 - \$2,499,999
A	Financial Strength of \$600,000 - \$1,199,999
B	Financial Strength of \$345,000 - \$599,999
C	Financial Strength of \$175,000 - \$344,999
D	Financial Strength of \$120,000 - \$174,999
E	Financial Strength of \$60,000 - \$199,999
F	Financial Strength of \$35,000 - \$59,999
G	Financial Strength of \$15,000 - \$34,999
H	Financial Strength of 0 - \$14,999

Based on Issued Capital Figure:

5AA	Financial Strength of \$60,000,000 or more
4AA	Financial Strength of \$25,000,000 - \$59,999,999
3AA	Financial Strength of \$12,000,000 - \$24,999,999
2AA	Financial Strength of \$2,500,000 - £11,999,999
1AA	Financial Strength of \$1,200,000 - \$2,499,999
AA	Financial Strength of \$600,000 - \$1,199,999
BB	Financial Strength of \$345,000 - \$599,999
CC	Financial Strength of \$175,000 - \$344,999
DD	Financial Strength of \$120,000 - \$174,999
EE	Financial Strength of \$60,000 - \$199,999
FF	Financial Strength of \$35,000 - \$59,999
GG	Financial Strength of \$15,000 - \$34,999
HH	Financial Strength of 0 - \$14,999
N	Financial Strength is negative
O	Financial Strength is undisclosed
NB	New Business less than 2 years old
NQ	Ceased Trading

If both the Net Worth and the Issued Capital Figures are available then the Net Worth is always used to calculate the Financial Strength.



Decide with Confidence

The Condition Code or Risk Indicator

The Risk Indicator is used in conjunction with the Financial Strength Indicator to product the Rating. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from the synergy of Scoring technology and expert rules systems, the Risk Indicator is dynamically refreshed whenever predictive data is loaded onto our databases. .

Risk Indicator	Probability of Failure	Guide to Interpretation
1	Minimum risk	Proceed with transaction – offer terms required
2	Low risk	Proceed with transaction
3	Greater than average risk	Proceed with transaction but monitor closely
4	Significant level of risk	Take suitable assurances before extending credit
'-'	Insufficient information to assign a risk indicator	No public information or D&B proprietary information available to indicate trading activity



Decide with Confidence

~ Israel ~

The D&B Rating

Example: D&B Rating 5A 4

The D&B Rating consists of two parts:

- (a) Financial Strength Indicator (shown in the example as 5A)
- (b) Condition Code or Risk Indicator (shown in the example as 4)

Financial Strength Indicator

The Financial Strength Indicator is calculated using either the Net Worth or Issued Capital of the Subject Company.

If both figures are available then the Net Worth is used rather than the Issued Capital.

The boundaries are as follows:

Based on Net Worth Figure:

5A	Financial Strength of \$5,000,000 and above
4A	Financial Strength of \$2,000,000 - \$4,999,999
3A	Financial Strength of \$1,000,000 - \$1,999,999
2A	Financial Strength of \$500,000 - \$999,999
1A	Financial Strength of \$250,000 - \$499,999
A	Financial Strength of \$100,000 - \$249,999
B	Financial Strength of \$50,000 - \$99,999
C	Financial Strength of \$25,000 - \$49,999
D	Financial Strength of \$10,000 - \$24,999
E	Financial Strength of \$5,000 - \$9,999
F	Financial Strength of \$2,500 - \$4,999
G	Financial Strength of \$0 - \$2,499



Decide with Confidence

Based on Issued Capital Figure:

5AA	Financial Strength of \$5,000,000 and above
4AA	Financial Strength of \$2,000,000 - \$4,999,999
3AA	Financial Strength of \$1,000,000 - \$1,999,999
2AA	Financial Strength of \$500,000 - \$999,999
1AA	Financial Strength of \$250,000 - \$499,999
AA	Financial Strength of \$100,000 - \$249,999
BB	Financial Strength of \$50,000 - \$99,999
CC	Financial Strength of \$25,000 - \$49,999
DD	Financial Strength of \$10,000 - \$24,999
EE	Financial Strength of \$5,000 - \$9,999
FF	Financial Strength of \$2,500 - \$4,999
GG	Financial Strength of \$0 - \$2,499

The Condition Code or Risk Indicator

The Risk Indicator is used in conjunction with the Financial Strength Indicator to product the Rating. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. Created from the synergy of Scoring technology and expert rules systems, the Risk Indicator is dynamically refreshed whenever predictive data is loaded onto our databases.

Risk Indicator	Probability of Failure	Guide to Interpretation
1	Minimum risk	Proceed with transaction – offer terms required
2	Low risk	Proceed with transaction
3	Greater than average risk	Proceed with transaction but monitor closely
4	Significant level of risk	Take suitable assurances before extending credit
‘-’	Insufficient information to assign a risk indicator	No public information or D&B proprietary information available to indicate trading activity



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~ The Risk Indicator in more detail ~

Strong Condition (1)

This is assigned to companies of undoubted credit standing and financial strength. The risk associated with being a creditor of these concerns would be negligible or zero, the concern will pay bills promptly.

Good Condition (2)

This is assigned to financially sound concerns, having no known record of bad payments and a good record of paying suppliers quickly. The risk of being associated with being a creditor of these concerns would be low and they would be classified as an ordinary trade risk.

Fair Condition (3)

This would be assigned to concerns believed to be financially sound but with a history of slow payments or some losses or working capital deficit. The risk associated with being a creditor of these concerns is higher and would be classified as potentially slow payers or fair trade risk.

Poor Condition (4)

This would be assigned to concerns of known financial weakness. A number of years losses, higher than normal working capital deficit, a negative tangible net worth which is worsening, court judgements, bad payments etc. This risk is associated with being a creditor of these concerns is high or significant.

Undetermined (-)

This is assigned to concerns where there is insufficient information available to express any opinion on the condition, financial soundness or payment history of the concern. A concern with no telephone number will also be assigned a “ – “ condition



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