

Graydon UK

Level 4-Fresh Investigation Credit Rating Report

Supplied on 31 August 2010
Client Reference PROCUREMENT SAMPLE REPORT

Enquiry Details

Reporter Verification This report has been freshly investigated at the time of your inquiry and prepared on 31 August 2010 for the exclusive use of ABC COUNTY COUNCIL

Your Enquiry on Address XYZ LIMITED
123 BROAD ROAD, LONDON, W22

Company Identification Details

Subject Reported on XYZ LIMITED
Registration Number 0999999
Telephone 0115 957 4300

Creditline Recommendations

Graydon Rating **4A**
GBP 1m-5m financial strength rating based on net worth plus net current assets/liabilities

Monthly Credit Guide **GBP 115,000**

Risk Category **LOW RISK**

Odds of Financial Stress (next 12 months) **292.70 / 1**

The definition of 'Financial Stress' is either Dissolution, Liquidation, Receivership, Petition for Winding-up, Resolution for Winding-up, Winding-up Order, Creditors Meeting or Administration.

Credit Risk Assessment

All figures entered are in GBP.
No reason to doubt the subject for any likely transactions

XSection Summary

Number of XSections 0
Note : An 'XSection' is only recorded when unusual patterns of behaviour or financial results have been identified.

Payment Behaviour

Indicator in Poor zone -
Stricter payment terms and close supervision of the account is recommended.

Indicator in Normal zone -
Will need chasing from time to time.

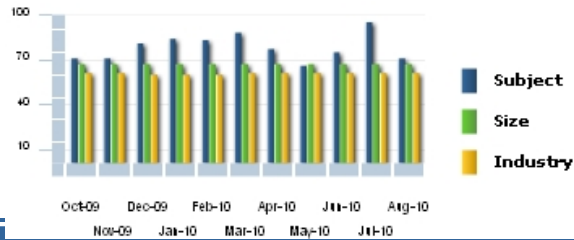
Indicator in Good zone -
Likely to pay invoices on or near to due date.



The payment behaviour gauge (above) indicates how fast the subject may pay its creditors based on information provided to Graydon from its trade payment programme, county courts and financial statements.

Payment Comparisons

The graph comparison (right) shows how the subject company may pay its creditors in comparison to companies of a similar size and to companies in the same industry. The scores range from zero indicating the worst payment record and 100 being the most prompt record.



Official Company Data

Legal Form	Private Limited
Registration Number	0999999
Subject Status	Trading
Date of Incorporation	06/02/1988
Registered Office	123 BROAD ROAD, LONDON, W22
History	9/05/2001: Change of name from XYZ (MAINTENANCE) LIMITED.
Date of Last Annual Return to Registry	06/02/2010
Accounts	The last filed accounts at Companies House are those to 31/03/2010
Accounting Reference Date	31/03

Operations

Activities	Electrical and mechanical maintenance installation, service and maintenance engineers.
Nace Code	4531
Staff Employed	400
Bankers	NATWEST BANK
Address	LONDON
Sort Code	123456
Auditors	ABC Auditors Ltd

Historical Graydon Rating

Date	Graydon Rating	Monthly Credit Guide
31/08/2010	4A	115,000
31/05/2010	4B	75,000
28/02/2010	4B	80,500
28/11/2009	4A	113,000
28/08/2009	4A	115,000

Public Record Information

Summary of CCJ's/Scottish Decrees
 No CCJ's/Scottish Decrees are recorded in our file.

Summary of Mortgages, Charges and Satisfactions

Total Number of Mortgages/Charges Registered	1
Number Outstanding	1
Number Partially Satisfied	0
Number Satisfied	0
Date of Latest Mortgage Created	20/04/1998

Details of most recent Mortgages, Charges and Satisfactions

Date Fully Satisfied	Date Registered	Date Created	Charge Description	Form Type	Lender
	08/05/1998	20/04/1998	Debenture	395	Natwest Bank Plc

It should be noted that there is no legal requirement to file satisfaction details of mortgages/charges at Companies House.

Other Filings and Notices

Date	Source	Description
07/04/2010	Companies House Gazette	Notification of any change among the company's directors
03/03/2009	Companies House Gazette	Change among directors of a company
25/04/2008	Companies House Gazette	Change among directors of a company
31/03/2008	Companies House Gazette	Change among directors of a company
26/09/2007	Companies House Gazette	Change among directors of a company
11/01/2007	Companies House Gazette	Change among directors of a company
18/12/2006	Companies House Gazette	Change among directors of a company
03/10/2006	Companies House Gazette	Change among directors of a company
28/04/2004	Companies House Gazette	Change among directors of a company
26/11/2003	Companies House Gazette	Change among directors of a company
07/05/2003	Companies House Gazette	Change among directors of a company
30/01/2003	Companies House Gazette	Change among directors of a company
03/04/2001	Companies House Gazette	Change among directors of a company
27/03/1999	Companies House Gazette	Change among directors of a company
27/01/1998	Companies House Gazette	Alteration in memorandum or articles of association
07/01/1997	Companies House Gazette	Alteration in memorandum or articles of association

Company Secretary

Secretary	JOHN SMITH
Service Address	123 BROAD ROAD, LONDON, W22
Country of Origin	UNITED KINGDOM
Date of Birth	10/03/1959
Appointment Date	03/09/2000

Directors

Accountant	STEPHEN THOMAS
Service Address	123 BROAD ROAD, LONDON, W22
Country of Origin	UNITED KINGDOM
Date of Birth	08/10/1954
Appointment Date	06/02/1998
Other Directorships	XYZ TECHNOLOGY LLP, XYZ AIR CONDITIONING LIMITED, XYZ SERVICES LIMITED

Director	FRED DUERST
Service Address	123 BROAD ROAD, LONDON, W22
Country of Origin	UNITED KINGDOM
Date of Birth	14/03/1948
Appointment Date	06/02/1998
Other Directorships	XYZ TECHNOLOGY LLP

Accountant	TAYLOR SWERVE
Service Address	123 BROAD ROAD, LONDON, W22
Country of Origin	UNITED KINGDOM
Date of Birth	29/10/1955
Appointment Date	30/04/1999

Director	JIMMY HALL
Service Address	123 BROAD ROAD, LONDON, W22
Country of Origin	UNITED KINGDOM
Date of Birth	12/01/1965

Appointment Date 28/02/2004

Share Capital

Shares Ordinary GBP 1.00
Issued Number 10,000
Principal Shareholder 10,000 XYZ Holdings Ltd

The above reflects the principle shareholder(s) by number of shares held, irrespective of share classification type.

Ultimate Parent XYZ (HOLDINGS) LIMITED

Analysts Comment

31/08/2010

The company has filed accounts for the year ended 31.03.2010 and these show that a retained surplus of GBP 470,000 was recorded from sales of GBP 47.47m, these compared to GBP 41.16m in the prior year.

Shareholders funds amounted to GBP 1.67m and remained inclusive of accumulated profits of GBP 1.62m. Liquidity remained positive and improved reflecting the profitable performance, net current assets rising from GBP 694,000 to GBP 830,000. Cash and bank resources remained notable totalling GBP 3.97m. The trade debtor/creditor ratio became positive.

The parent company XYZ Holdings Limited, we can confirm holds 100% of the share capital of the company.

The subject should prove capable of honouring contracts to a value of GBP 6.00m per annum.

Financial Data– Statutory Accounts

Profit and Loss

The following figures are shown in units of 1000

Number of Weeks	52	52	52	52
Accounts Date	31/03/2010	31/03/2009	31/03/2008	31/03/2007
Currency	GBP	GBP	GBP	GBP
SALES	47473	41158	39432	33260
Cost of goods sold	41806	35936	33571	28016
GROSS PROFIT	5667	5222	5861	5244
Wages and Salaries	9707	9845	9120	7015
Directors Emoluments	788	604	735	428
Auditors Fees	9	10	15	20
Non-Audit Fees	3	5	5	4
Trading Profit	990	385	1369	1085
Depreciation	316	342	356	393
OPERATING PROFIT	674	43	1013	692
Non Trading Income	4	17	16	7
Interest Payable	28	52	93	64
PRE TAX PROFIT	650	8	936	635
Taxation	180	(2)	304	203
PROFIT AFTER TAX	350	10	632	432
Dividends Payable		250	172	300
RETAINED PROFITS	470	(240)	460	132

Balance Sheet

The following figures are shown in units of 1000

Number of Weeks	52	52	52	52
Accounts Date	31/03/2010	31/03/2009	31/03/2008	31/03/2007
Currency	GBP	GBP	GBP	GBP
TOTAL FIXED ASSETS	924	664	715	822
Tangible Assets	924	664	715	822
Fixed Assets	883	664	633	753

Intermediate assets	41		82	69
TOTAL CURRENT ASSETS	12412	9626	10639	10578
Trade debtors	7744	6323	8102	6164
Stocks	476	581	652	2953
Other Current Assets	4192	2722	1885	1461
Misc Current Assets	227	272	172	325
Cash	3965	2450	1713	1136
TOTAL ASSETS	13336	10290	11354	11400
TOTAL CURRENT LIABILITIES	11582	8932	9766	10229
Trade creditors	6959	6444	5557	7813
Short Term Loans	149	193	216	720
Other Finance	149	193	216	248
Due To Group				472
Other Liabilities	4474	2295	3993	1696
WORKING CAPITAL	830	694	873	349
TOTAL LONG TERM LIABS	88	162	152	192
Long Term Loans	88	162	152	192
Other Finance	88	162	152	192
NET ASSETS/(LIABILITIES)	1666	1196	1436	979
SHARE CAPITAL + RESERVES	1666	1196	1436	979
Share Cap + Sundry Res	50	50	50	50
Issued Share Capital	50	50	50	50
Profit and Loss account	1616	1146	1386	929
SHAREHOLDERS FUNDS	1666	1196	1436	979
CAPITAL EMPLOYED	1754	1358	1588	1171

Financial Comparison

The following figures are shown in units of 1000

Number of Weeks	52	52	52	52
Accounts Date	31/03/2010	31/03/2009	31/03/2008	31/03/2007
Currency	GBP	GBP	GBP	GBP
Net Cashflow from Oper. Increase in Cash				
Directors Remuneration	788	604	735	428
Auditors Remuneration	9	10	15	20
Liquid Assets	11709	8773	9815	7300
Net Working Capital	830	694	873	349
Long Term Debt(>12 Months)	88	162	152	192
Tangible Net Worth(T.N.W) Equity	1666	1196	1436	979
Equity	1666	1196	1436	979
Number of Years Trading	14	13	12	11
Number of Employees	303	313	324	304
Profit per Employee	2145.2	25.6	2888.9	2088.8
Sales per Employee	156676.6	131495.2	121703.7	109407.9

Key Credit Ratios

The following figures are shown as Ratios or Percentages

Accounts Date	31/03/2010	31/03/2009	31/03/2008	31/03/2007
Current Ratio	1.1	1.1	1.1	1
Long Term Debt/T.N.W	0.1	0.1	0.1	0.2
Pre Tax Profit Margin%	1.4		2.4	1.9
Gross Profit%	11.9	12.7	14.9	15.8
Debtors Days (D.S.O)	60	56	75	68
Creditors Days (D.P.O)	54	57	51	86
Quick Ratio	1	1	1	0.7
W.I.P/Inventory Days	4.2	5.9	7.1	38.5
Return on Investment%	35.6	3.9	57	37
Return on Assets%	4.9	0.1	8.2	5.6
T.N.W/Total Assets%	12.5	11.6	12.6	8.6
Return on Capital%	37.1	0.6	58.9	54.2
Rtn on Shareholders Funds%	39	0.7	65.2	64.9
Working Capital/Sales%	1.7	1.7	2.2	1
Borrowing Ratio%	14.2	29.7	25.6	93.2
Equity Gearing%	14.3	13.2	14.5	9.4
Stock Turnover	99.7	70.8	60.5	11.3

Days Purchases Outstanding	60.8	65.5	60.4	101.8
Sales/Fixed Assets	53.8	62	62.3	44.2
Debt Gearing	5.3	13.5	10.6	19.6

Key Industry Sector Trends

Year	2010	2009	2008	2007
Sample Size	4284	37551	40446	37363
Pre-Tax Profit Margin	20.2	16.8	18	17.8
Current Ratio	1.3	1.2	1.2	1.2
Borrowing Ratio	41.5	48.3	51.6	60.5
Return on Capital	183.2	174.7	177.1	167.7
Creditors Days	32	38	41	43

Above figures relate to companies in 2003 Standard Industry Classification (Nace) sector : Building installation

Financial Summary

Auditors Qualification

The Auditors have expressed a clean opinion (i.e. unqualified with no referrals) on the accounts for the period ended 31/03/2010.

Turnover

Turnover has increased by 15 %, a growth of GBP 6,315,000 in the period.

Operating Profit

Totalled GBP 674,000. In the year prior a Profit of GBP 43,000 was achieved.

Pre Tax Profit

The subject's profit increased by 8,025 % in the year.

Working Capital

The company's working capital has improved in the period by 20 %.

Net Worth

Net worth has increased by 39 % and now stands at GBP 1,666,000.

Fixed Assets

The subject's fixed assets increased during the year by GBP 260,000 to GBP 924,000 and are now 6 % of total assets compared with 6 % in the previous year.

Long Term Liabilities

The company's long term liabilities reduced during the period by 45 % and are now 5 % of net worth compared with 14 % in the previous period.

Long Term Liabilities

Long term liabilities are now 1 % of total liabilities compared with 2 % in the previous period.

Long Term Liabilities

Long term liabilities are 5 % of capital employed, a decrease of 7 % over the previous period.

*** End of Report on XYZ LIMITED ***