Comprehensive Report



KENTMORE CLOTHING (MANUFACTURING) PTY LTD

Subscriber No: 716000061 Delivery Date: Jan 12, 2023

Ticket Key: 202301125006900192

Reference: Sample

IDENTIFICATION & SUMMARY

| - | - 1 | | | | |
|---|--------|-----|------|-----|------|
| | \sim | 010 | ++++ | cat | 1010 |
| | | | | | |

DUNS: 75-468-3795

Registration

State: VIC

Date Registered: 02 Aug 1965

Head Office

Street Address: 222 Collingwood Rd

Melbourne VIC 2611

Postal Address: PO Box 222

Collingwood VIC 2611

Mobile: 0417 202200

Email Address: kentomore@test.com.au

Website: www.kentmore.com www.test.com

Comments: IMPORTANT NOTICE: DO NOT

CONFUSE THIS COMPANY WITH OTHER KENTMORE COMPANIES. THIS IS A FICTITIOUS COMPANY

USED BY D&B FOR

DEMONSTRATION PURPOSES ONLY. THIS REPORT IS A SAMPLE REPORT OF AN ANSWERABLE FROM FILE

Summary

ABN: 0000000001

Subsidiary of: GORMAN MANUFACTURING COMPANY INC SAN FRANCISCO CA United States

| RISK SUMMARY | |
|---------------------|--------------|
| Payment Information | |
| Paydex | 60 |
| Risk Evaluation | |
| Rating | |
| Summary Information | |
| Court Actions | 2 |
| Collections | 0 |
| Financial Summary | |
| Revenue | \$82,564,000 |
| Net Worth | \$18,041,358 |

Currency

All monetary amounts quoted in this report are shown in Australian dollars unless otherwise stated.

| Trading as: | KENTMORE CLOTHING (MANUFACTURING) PTY LTD (see Corporate Structure for other trading names) |
|---------------------|--|
| Line of Business: | Manufacture of men apparel; holding company; trustee company |
| Managing Director: | Patrick William Kents,Managing Director |
| Founded: | 1960 |
| Current control: | 1990 |
| Industry SIC Codes: | 2322-Manufactures men's and boy's underwear and nightwear 2323-Manufactures men's and boy's neckwear 2326-Manufactures men's and boy's work clothing 2329-Manufactures men's and boy's clothing 6719-Engaged as holding companies 6733-Engaged in trusts |
| Import: | Yes |
| Export: | Yes |
| Employs | Group 100 |

Risk Assessment

The Dun & Bradstreet Rating of -- indicates:

'Undetermined.'

CREDIT & RISK ANALYSIS

Dynamic Risk Score

The Dynamic Risk Score uses a statistically valid model derived from the Dun and Bradstreet database to predict the likelihood of financial distress during the next 12 months.

Dynamic Risk Score ****

Probability of Experiencing Financial Distress N/A

Industry Average 1518

Probability of Experiencing Financial Distress 0.12%

Scores are updated the day new information enters the company's file.

Dynamic Risk Score Trend

The statistical historical DRS and industry average scores have been computed from information available in the Dun and Bradstreet database as at the last day of each month.

A new scoring model was implemented on June 2014. There may be variations between the scores before and after this change-point.

| Date | DRS | Industry Avg |
|----------|------|--------------|
| Jan 2023 | **** | 1518 |
| Dec 2022 | **** | 1523 |

| Nov 2022 | **** | 1518 | |
|----------|------|------|--|
| Oct 2022 | **** | 1513 | |
| Sep 2022 | **** | 1525 | |
| Aug 2022 | **** | 1525 | |
| Jul 2022 | **** | 1525 | |
| Jun 2022 | **** | 1521 | |
| May 2022 | **** | 1521 | |
| Apr 2022 | **** | 1518 | |
| Mar 2022 | **** | 1521 | |
| Feb 2022 | **** | 1517 | |
| | | | |

Key To Scores

| Score Range | Distress Probability | Relative Risk Level | Dun and Bradstreet Recommendation |
|-------------|----------------------|---------------------|-----------------------------------|
| 1508-1999 | 0.09 | Minimal | Extend Terms to encourage growth |
| 1474-1507 | 0.21 | Very Low | Extend Terms to encourage growth |
| 1424-1473 | 0.40 | Low | Extend Terms to encourage growth |
| 1359-1423 | 1.09 | Average | Extend Terms |
| 1323-1358 | 2.35 | Moderate | Extend Terms and monitor |
| 1298-1322 | 4.12 | High | Review Terms and monitor |
| 1232-1297 | 9.66 | Very High | Review Terms and monitor closely |
| 1001-1231 | 30.93 | Severe | Cash on delivery |

Dynamic Delinquency Score

The Dynamic Delinquency Score uses a statistically valid model derived from the Dun and Bradstreet database to predict the likelihood that a business will pay in a severely delinquent manner (90+ days past terms) during the next 12 months.

Dynamic Delinquency Score 428

Probability of Severely Delinquent Payment 17.87%

Industry Average 497

Probability of Severely Delinquent Payment 6.17%

A score of 428 indicates that the subject has a average risk of paying in a severely delinquent manner (90 + Days Past Terms) during the next 12 months and has a score that is the same as or better than 20% of all records in the Dun and Bradstreet database.

Dynamic Delinquency Score Trend

The statistical historical DDS and industry average scores have been computed from information available in the Dun and Bradstreet database as at the last day of each month.

A new scoring model was implemented on June 2014. There may be variations between the scores before and after this change-point.

| Date | DDS | Industry Avg |
|----------|-----|--------------|
| Jan 2023 | 428 | 497 |
| Dec 2022 | 421 | 502 |
| Nov 2022 | 405 | 485 |
| Oct 2022 | 453 | 492 |
| Sep 2022 | 505 | 499 |
| Aug 2022 | 506 | 497 |
| Jul 2022 | 391 | 482 |
| Jun 2022 | 364 | 490 |
| May 2022 | 376 | 506 |
| Apr 2022 | 374 | 509 |
| Mar 2022 | 399 | 507 |
| Feb 2022 | 389 | 501 |

Key To Scores

| 587-799 | Α | minimal | 1.04 |
|----------|---|-----------|-------|
| 546-586 | В | very low | 1.94 |
| 495-545 | С | low | 4.15 |
| >422-494 | D | average | 12.21 |
| 387-421 | E | moderate | 23.47 |
| 340-386 | F | high | 37.90 |
| 286-339 | G | very high | 59.63 |
| 101-285 | Н | severe | 78.28 |

TRADE PAYMENTS

Paydex



On average, this business pays its bills: 22 days beyond terms

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payments beyond terms can be the result of disputes over merchandise, skipped invoices, invoice misunderstandings or administrative errors. Each experience shown represents a separate account reported by a supplier. Updated payment experiences replace those previously reported. Amounts may be rounded to nearest figure in prescribed ranges.

Explanation of PAYDEX

A score of 80 denotes that payments reported to D&B have generally been made within terms. Scores over 80 indicate that payments reported to D&B have been made earlier than terms. The chart below outlines the specific 0-100 score and what it means.

| Paydex | Payment Habit |
|--------|----------------------------|
| | |
| 100 | Anticipate |
| 90 | Discount |
| 80 | Prompt |
| 70 | 15 days beyond terms |
| 60 | 22 days beyond terms |
| 50 | 30 days beyond terms |
| 40 | 60 days beyond terms |
| 30 | 90 days beyond terms |
| 20 | 120 days beyond terms |
| 0-19 | Over 120 days beyond terms |
| UN | Unavailable |

Trade Summary

| Date | Supplier | Industry | Terms | Usually Pays | Maximum Outstanding | Current Balance | Beyond Terms |
|----------|----------|-----------------|-------|---------------------|---------------------|------------------------|---------------------|
| 31/12/22 | Ref A | | 30 | 30 | \$2,500 | \$2,500 | |
| 31/12/22 | Ref B | Wholesale Trade | 30 | 30 - 60 | \$70,000 | \$70,000 | \$25,000 |
| 31/12/22 | Ref C | Manufacturing | 30 | 90 - 90 | \$500 | \$500 | \$500 |
| 31/12/22 | Ref C | Manufacturing | 30 | 30 | \$250 | \$250 | |
| 31/12/22 | Ref C | Manufacturing | 30 | 30 | \$100 | \$100 | |
| 31/12/22 | Ref C | Manufacturing | 30 | 30 | \$750 | \$750 | |
| 31/12/22 | Ref C | Manufacturing | 30 | 30 | \$7,500 | \$7,500 | |
| 31/12/22 | Ref D | Services | 30 | 30 | \$5,000 | \$5,000 | |
| 31/12/22 | Ref D | Services | 30 | 30 | \$750 | \$750 | |

| 31/12/22 Ref D | Services | 30 | 30 | \$100 | \$100 | |
|----------------|-----------------|----|-----------|----------|----------|----------|
| 31/12/22 Ref D | Services | 30 | 30 | \$50 | \$50 | |
| 31/12/22 Ref D | Services | 30 | 30 | \$1,000 | \$1,000 | |
| 31/12/22 Ref D | Services | 30 | 30 | \$50 | \$50 | |
| 31/12/22 Ref D | Services | 30 | 30 | \$50 | \$50 | |
| 31/12/22 Ref D | Services | 30 | 30 | \$1,000 | \$1,000 | |
| 31/12/22 Ref D | Services | 30 | 30 | \$35,000 | \$35,000 | |
| 31/12/22 Ref D | Services | 30 | 30 | \$100 | \$100 | |
| 31/12/22 Ref D | Services | 30 | 30 | \$7,500 | \$7,500 | |
| 31/12/22 Ref D | Services | 30 | 30 | \$50 | \$50 | |
| 31/12/22 Ref D | Services | 30 | 120 - 150 | \$10,000 | \$10,000 | \$7,500 |
| 31/12/22 Ref D | Services | 30 | 150 - 150 | \$1,000 | \$1,000 | \$1,000 |
| 31/12/22 Ref D | Services | 30 | 30 | \$50 | \$50 | |
| 31/12/22 Ref D | Services | 30 | 30 | \$1,000 | \$1,000 | |
| 31/12/22 Ref D | Services | 30 | 30 | \$250 | \$250 | |
| 31/12/22 Ref D | Services | 30 | 30 | \$2,500 | \$2,500 | |
| 31/12/22 Ref D | Services | 30 | 30 | \$2,500 | \$2,500 | |
| 31/12/22 Ref D | Services | 30 | 30 | \$2,500 | \$2,500 | |
| 31/12/22 Ref D | Services | 30 | 30 | \$50 | \$50 | |
| 31/12/22 Ref D | Services | 30 | 30 | \$100 | \$100 | |
| 30/11/22 Ref B | Wholesale Trade | 30 | 30 | \$55,000 | \$55,000 | \$2,500 |
| 30/11/22 Ref C | Manufacturing | 30 | 60 - 60 | \$500 | \$500 | \$500 |
| 30/11/22 Ref C | Manufacturing | 30 | 30 - 60 | \$10,000 | \$10,000 | \$5,000 |
| 30/11/22 Ref C | Manufacturing | 30 | 30 | \$250 | \$250 | |
| 30/11/22 Ref C | Manufacturing | 30 | 30 | \$100 | \$100 | |
| 30/11/22 Ref C | Manufacturing | 30 | 30 | \$750 | \$750 | |
| 30/11/22 Ref C | Manufacturing | 30 | 30 | \$250 | \$250 | |
| 30/11/22 Ref C | Manufacturing | 30 | 30 | \$50 | \$50 | |
| 30/11/22 Ref C | Manufacturing | 30 | 30 | \$750 | \$750 | |
| 30/11/22 Ref D | Services | 30 | 120 - 150 | \$7,500 | \$7,500 | \$7,500 |
| 30/11/22 Ref D | Services | 30 | 150 - 150 | \$1,000 | \$1,000 | \$1,000 |
| 30/11/22 Ref D | Services | 30 | 150 - 150 | \$500 | \$500 | \$500 |
| 30/11/22 Ref D | Services | 30 | 30 | \$100 | \$100 | |
| 30/11/22 Ref D | Services | 30 | 30 | \$500 | \$500 | |
| 30/11/22 Ref D | Services | 30 | 30 | \$10,000 | \$10,000 | |
| 30/11/22 Ref D | Services | 30 | 30 | \$7,500 | \$7,500 | |
| 30/11/22 Ref D | Services | 30 | 30 - 60 | \$750 | \$750 | \$500 |
| 30/09/22 Ref E | | 30 | 150 - 150 | \$50 | \$50 | \$50 |
| 30/09/22 Ref E | | 30 | 150 - 150 | \$50 | \$50 | \$50 |
| 30/09/22 Ref E | | 30 | 150 - 150 | \$50,000 | \$50,000 | \$45,000 |
| 30/09/22 Ref E | | 30 | 150 - 150 | \$50 | \$50 | \$50 |
| | | | | | | |

PUBLIC RECORD INFORMATION

Action: MAGISTATE COURT JUDGEMENTS - MAROOCHYDORE

Plaintiff: Test

Amount: \$1,000.00

Date: 20 Jun 2020

File No: 123456

Defendant: D&B

Action: HIGH COURT JUDGMENTS

Address: 479

ST KILDA ROAD MELBOURNE

VIC

Amount: \$6,254.00

Date: 29 Jun 2020
File No: QLD5152/14/0
Comments: ACCEPTED

Public Filings

BANK

Daily Transactional Bank and Financing Bank TSB Bank Limited.

Subject does not maintain an overdraft facility.

Daily Transactional Bank, Financing Bank and Overseas Trading Bank Commonwealth Bank of Australia.

Subject's secured mortgage facility \$100,000 is currently being used and is secured by company assets.

Current overdraft amount is \$50,000.

Daily Transactional Bank WESTPAC BANKING CORPORATION.

Subject's secured mortgage facility \$100,000 is currently being used and is secured by company assets.

Current overdraft amount is \$0.

CURRENT INVESTIGATION

On 28 Jul 2022 Tester, Test title and confirmed financial statement but However, on 28 Jul 2022, company information was confirmed from subject's current annual report and website..

Revenue

Year Ended 30/06/20 Year Ended 30/06/21 \$78,950,250 \$82,564,000

Turnover for the period ending 30/06/21 % increase (please specify) 3.000000% as compared to previous year due to decreased competition.

Net Profit

Year Ended 30/06/20 Year Ended 30/06/21 \$4,687,250 \$5,895,000

HISTORY

Statements

Subject was incorporated in Victoria on 02 Aug 1965.

Current ownership commenced in 1990.

Name was changed from KENTMORE CLOTHING PTY LTD to MOREKENT PTY LIMITED LTD to MOREKENT PTY LIMITED Time to present name on 02 Aug 1995.

Shares

Shareholder as at 17 Jul 2015.

Name of Shareholder: Shares Held: % Held:

EXECUTIVES

Executive(s)

Name: PATRICK WILLIAM KENT

Address: 55 MARLAND RD

COLLINGWOOD VIC 3066 Australia

Appointment Date: 02 Aug 1965

Name: Test Tester

Executive(s) Background

Name: PATRICK WILLIAM KENT

Principals Background

Title: Managing Director

Activity Status: Inactive in day-to-day operations.

Name: Test Tester

Principals Background

Activity Status: Inactive in day-to-day operations.

CORPORATE STRUCTURE

Affiliates

| MORELAND NOMINEES PTY. LIMITED, WA | 74-881-7400 |
|---|-------------|
| JIM AITKEN & PARTNERS NO 2 PTY LTD, VIC | 75-136-6485 |

Trading Style

KENTMORE CLOTHING (MANUFACTURING) PTY LTD

KENTMORE CLOTHING

OPERATIONS

Line of Business: Manufacture of men apparel; holding company; trustee company.

Subject acts as a holding company with its subsidiaries engaged in similar operations to subject.

Specialises in: Trousers, shirts and pyjamas

Trustee: Trustee company on behalf of the Kentmore Discretionary Trust.

Exports: to New Zealand and Papua New Guinea.

Imports: from FranceItaly.

Major Clients: Myer and David Jonesa

Major suppliers: Perrson Trading

V X Yarn

Scotts Australia

Air Sea Customs (NSW) Pty Ltd

Employs: 100 Group

Employee History:

| Year | No of Employees | Reasons |
|------|-----------------|---------|
| 2017 | 100 Group | |
| 2014 | 111 Group | |
| 2013 | 104 Group | |
| 2012 | 102 Group | |

Location: Occupies premises at heading address.

FINANCIAL INFORMATION

For the period ending 30 Jun 2021 the subject was shown to be a Small Proprietary Company.

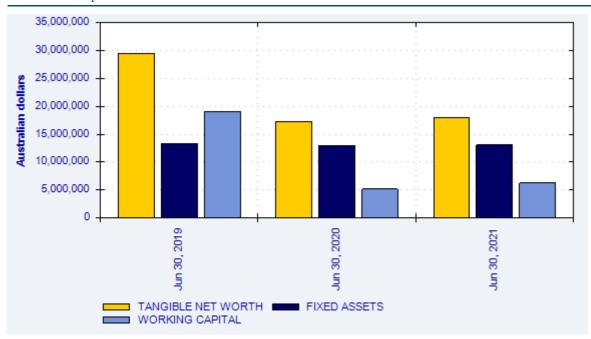
As a trustee company, subject has the right to be indemnified out of trust assets against liabilities incurred on behalf of the trust. However it is not entitled to make a profit. If the liabilities incurred exceed the indemnified assets, subject is liable for the deficiency.

A search conducted on 28 Jul 2022 confirmed subject has not yet lodged its annual accounts for Year 2021.

Accounts are unaudited.

On 05 May 2022, Tester, Test title submitted the following Financial statement(s) dated 30 Jun 2021.

Financial Graphs



Comparatives

| | 30 Jun 2021 | 30 Jun 2020 | 30 Jun 2019 |
|-----------------|-------------|-------------|-------------|
| CURRENT | | | |
| Assets | 11,257,200 | 10,051,000 | 25,108,660 |
| Liabilities | 5,001,250 | 4,910,951 | 6,005,953 |
| WORKING CAPITAL | 6,255,950 | 5,140,049 | 19,102,707 |
| OTHER | | | |
| Tangible Assets | 13,485,408 | 13,458,500 | 13,755,264 |

| U.a.k.iikiaa | 1 700 000 | 1 220 500 | 2 200 570 |
|---------------------|------------|------------|-------------|
| Liabilities | 1,700,000 | 1,330,500 | 3,300,570 |
| TANGIBLE NET WORTH | 18,041,358 | 17,268,049 | 29,557,401 |
| ANNUAL SALES | 82,564,000 | 78,950,250 | 75,066,870 |
| PROFIT AFTER TAX | 5,895,000 | 4,687,250 | 6,131,219 |
| CASH | 3,652,200 | 3,000,000 | 3,078,025 |
| ACCOUNTS RECEIVABLE | 7,100,000 | 7,000,000 | 6,565,889 |
| FIXED ASSETS | 13,085,408 | 12,958,000 | 13,344,632 |
| ACCOUNTS PAYABLE | 3,006,250 | 3,025,000 | 1,682,819 |
| EMPLOYEES | - | - | 123 |
| | | | 30 Jun 2018 |
| | | | |
| CURRENT | | | |
| Assets | | | 23,858,273 |
| Liabilities | | | 9,503,616 |
| WORKING CAPITAL | | | 14,354,657 |
| OTHER | | | |
| Tangible Assets | | | 14,310,539 |
| Liabilities | | | 6,630,007 |
| TANGIBLE NET WORTH | | | 22,035,189 |
| ANNUAL SALES | | | 62,899,491 |
| PROFIT AFTER TAX | | | 4,045,052 |
| INVENTORY | | | 13,329,134 |
| CASH | | | 2,677,825 |
| ACCOUNTS RECEIVABLE | | | 7,491,559 |
| FIXED ASSETS | | | 13,903,124 |
| ACCOUNTS PAYABLE | | | 4,994,517 |
| EMPLOYEES | | | 104 |
| | | | |

Balance Sheet

Balance Sheet

| | 30/06/2021 | 30/06/2020 |
|-------------------------------------|------------|------------|
| Cash & Bank | 3,652,200 | 3,000,000 |
| Trade Debtors | 7,100,000 | 7,000,000 |
| Prepayments | 500,000 | 45,000 |
| Due from Related Companies | 5,000 | 6,000 |
| Total Current Assets | 11,257,200 | 10,051,000 |
| Land & Buildings | 6,285,800 | 6,200,000 |
| Leasehold Improvements | 700,000 | 400,500 |
| Plant & Equipment | 5,500,001 | 5,257,500 |
| Motor Vehicles | 550,025 | 750,000 |
| Office Furniture | 49,582 | |
| Other Fixed Assets | - | 350,000 |
| Future Income Tax Benefit | 400,000 | 500,500 |
| Goodwill | 1,500,000 | 2,300,000 |
| Total Non-Current Assets | 14,985,408 | 15,758,500 |
| TOTAL ASSETS | 26,242,608 | 25,809,500 |
| Trade Creditors | 2,156,250 | 2,275,000 |
| Other Creditors | 850,000 | 750,000 |
| Loans secured | 95,000 | 75,000 |
| Tax Liabilities | 980,000 | 990,000 |
| Provision for Employee Entitlements | 920,000 | 820,951 |
| Total Current Liabilities | 5,001,250 | 4,910,951 |
| Loans unsecured | 1,200,000 | 980,000 |
| Provision for Employee Entitlements | 500,000 | 278,500 |
| Provision for Deferred Tax | | 72,000 |

| Total Non-Current Liabilities | 1,700,000 | 1,330,500 |
|-------------------------------|------------|------------|
| TOTAL LIABILITIES | 6,701,250 | 6,241,451 |
| NET ASSETS | 19,541,358 | 19,568,049 |
| Contributed Equity | 13,000,002 | 13,000,002 |
| Share Capital | 5,741,356 | |
| Reserves | 800,000 | 1,600,000 |
| Retained Profit | | 4,968,047 |
| TOTAL SHAREHOLDER EQUITY | 19,541,358 | 19,568,049 |
| TOTAL LIABILITIES and EQUITY | 26,242,608 | 25,809,500 |

FINANCIAL ANALYSIS

Short Term Financial Risk

| CURRENT RATIO | | | | | | |
|------------------------------------|------|------|------|-------|--------|-------|
| Current Assets/Current Liabilities | | | | | | |
| Year 2021 Industry Quartile | | | | | | |
| | 2021 | 2020 | 2019 | Upper | Median | Lower |
| | 2.25 | 2.05 | 4.18 | N/A | N/A | N/A |

The Current Ratio compares Current Assets with Current Liabilities.

It is an indication of the ability of the subject to meet its debts as and when they fall due during the next year.

The optimum level varies according to the industry.

The higher the ratio the greater the level of assurance that the payment of creditors can be made.

Short Term Financial Risk

| LIQUID RATIO | | | | | | |
|------------------------------------|------|------|------|-------|--------|-------|
| Cash & Debtors/Current Liabilities | | | | | | |
| Year 2021 Industry Quartile | | | | | | |
| | 2021 | 2020 | 2019 | Upper | Median | Lower |
| | 2.15 | 2.04 | 1.61 | N/A | N/A | N/A |

The liquid ratio further defines the subject's ability to meet commitments in the short term.

It is an indication of the ability of the subject to meet its debts as and when they fall due during the next year.

The optimum level varies according to the industry.

The higher the ratio the greater the level of assurance that the payment of creditors can be made.

Efficiency

| COLLECTION PERIOD RATIO | | | | | | |
|--------------------------------------|-------|-------|-------|-------|--------|-------|
| Accounts Receivable/Sales x 365 Days | | | | | | |
| Year 2021 Industry Quartile | | | | | | |
| | 2021 | 2020 | 2019 | Upper | Median | Lower |
| | 31.89 | 32.86 | 32.43 | N/A | N/A | N/A |

The collection period ratio measures the rate of collectability of the accounts receivable.

Generally, where most sales are for credit any collection period more than one-third over normal selling terms is indicative of some slow turning receivables.

Efficiency

| ASSET TO SALES RATIO | | | | | | |
|-----------------------------|------|------|------|-------|--------|-------|
| Total Assets/Sales | | | | | | |
| Year 2021 Industry Quartile | | | | | | |
| | 2021 | 2020 | 2019 | Upper | Median | Lower |
| | N/A | N/A | 4.96 | N/A | N/A | N/A |

The asset to sales ratio ties in sales and the total investment that is used to generate those sales in order to determine whether the company is over or undertrading.

Figures above the upper quartile in a paricular industry can indicate overtrading which may lead to financial difficulties.

Figures below the lower quartile can be the result of overly conservative or poor sales management.

Profitability

| RATE OF RETURN ON ASSETS RATIO | | | | | | |
|--------------------------------|------|------|-------|-------|--------|-------|
| Net Profit/Total Assets | | | | | | |
| Year 2021 Industry Quartile | | | | | | |
| | 2021 | 2020 | 2019 | Upper | Median | Lower |
| | N/A | N/A | 21.36 | N/A | N/A | N/A |

The rate of return on assets ratio is the key indicator of profitability for a firm.

Companies which use their assets efficiently will have a relatively high return while less well-run businesses will have a relatively lower return.

Profitability

| PROFIT MARGIN RATIO | | | | | | |
|-----------------------------|------|------|------|-------|--------|-------|
| Net Profit x 100/Sales | | | | | | |
| Year 2021 Industry Quartile | | | | | | |
| | 2021 | 2020 | 2019 | Upper | Median | Lower |
| | 7.14 | 5.94 | 8.17 | N/A | N/A | N/A |

The profit margin ratio determines the amount of re-employment by a company and which is used for dividends and reserves.

It is an indicator of a firms ability to withstand adverse conditions such as falling prices, rising costs and declining sales. Companies not making adequate profits are vulnerable.

APPENDICES

The information in this report was last updated on 28 Jul 2022

Dun & Bradstreet Trade Program

Over 95 per cent of the trade references within this report are collected through the Dun & Bradstreet trade program. Companies participating in this program supply Dun & Bradstreet with their monthly debtors ledgers which are converted into individual trade references and added to the reports on a daily basis. Such references provide evidence of organisations payment habits and due to their objectivity are generally more accurate than those obtained from suppliers provided as references by the subject during the interview.

Note:

In some instances, payment beyond terms can be the result of disputes over merchandise, lost invoices, etc. In certain industries such as the building and construction industry, slow payments may often be the norm. These circumstances should be given due consideration when interpreting the subject's payment habits.

Dun & Bradstreet Court File

Information contained within this report includes court actions, summonses and judgements made over the past five years. The information contained within the court file is updated daily with data gathered from the Magistrates, County, Supreme and District Courts in each state. It should be noted that the Attorney General of NSW has prohibited the publication of Judgement Debt information obtained through the local courts until such time it is satisfied with the Data Protection Laws in NSW. As a result, for NSW the only judgement information published is that obtained through the customers of Dun & Bradstreet's Receivable Management Services.

D & B Rating Glossary

D&B Rating - The D&B Rating consists of two parts, the Financial Strength Indicator and the Risk Indicator.

For example: in the case of a **2A 4** rating, **2A** means the financial strength of the business and **4** is the risk indicator.

The **Risk Indicator** is 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 expert rules systems, the Risk Indicator is refreshed whenever data is loaded onto our databases. Please see the table below for the Risk Indicators and their corresponding values.

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

The Financial Strength Indicator is based on either Net Worth or Issued Capital. The table below contains the possible values.

| Financial Strength Indicator | | Range | |
|------------------------------|---|--------------|--------------|
| Net Worth | Capital | FROM | то |
| 5A | 5AA | \$42,000,000 | And above |
| 4A | 4AA | \$17,500,000 | \$42,000,000 |
| 3A | 3AA | \$8,400,000 | \$17,500,000 |
| 2A | 2AA | \$1,750,000 | \$8,400,000 |
| 1A | 1AA | \$840,000 | \$1,750,000 |
| A | AA | \$420,000 | \$840,000 |
| В | BB | \$241,500 | \$420,000 |
| С | CC | \$122,500 | \$241,500 |
| D | DD | \$84,000 | \$122,500 |
| E | EE | \$42,000 | \$84,000 |
| F | FF | \$24,500 | \$42,000 |
| G | GG | \$10,500 | \$24,500 |
| Н | НН | 0 | \$10,500 |
| Alternate Ratings Used | | | |
| N | Financial Strength is negative | | |
| 0 | Financial Strength is undisclosed | | |
| NB | New Business: Less than 24 months | | |
| NQ | Out of Business: Business has ceased to trade | | |

Confidentiality

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