Entity Name	

Note: In Criteria column, upper limit value in the given range is excluded. (For example in 5-8, 8 is not be considered for selection purpose)

1 Management Risk

SNO	Parameter		Criteria	Selection Guide	Score (enter option number ex. 1 for first option)	Qualifying Remark
1.1	Track Record of operations	1	>15 years - Very Long	• Track record is measured from the date of start of operations. Also, in case of takeover of business of other entity, the track record of that entity should be added if it has sizable operations i.e. at least 40% of the combined turnover after merger/acquisition.		
		2	8-15 years - Long			
		3	5-8 years - Reasonable			
		4	3-5 years - Short			
		5	1-3 years - Very Short			
		6	Project phase or less than 1 Year			
1.2	Experience of promoter/Key personnel in the current business or similar industry	1	>20 years - Very Long	• Experience of only key management personnel who are involved in the business should be considered. • It is based on the average experience of Directors/partners or experience of proprietor in the current business or similar line of business. • In case of professional/executive staff manages the overall operations. Average of their experience in the business will be taken. • The experience should be seen in terms of industry not for products. For example if entity is engaged in manufacturing of texturized yarn then experience in textile industry would be used for calculation purpose in addition to the experience in manufacturing of texturized yarn.		
		2	10-20 years - Long			
		3	5-10 years - Reasonable			
		4	3-5 years - Short			
		5	<3 years - Very Short			
1.3	Presence of formal/informal organizational structure	1	Presence of structure with clearly defined levels and responsibilities	• Organizational structure should commensurate to the size of operations. • The major bifurcation for SMEs should be seen in terms of production, marketing, finance and procurement functions. • Here, the operations would be handled by promoters and family personnel so non-employment of professional executives should not be considered as too negative.		
		2	Presence of structure with clearly defined levels, responsibilities but comprises of family members			
		3	Presence of structure but with no defined roles			
		4	Absent, with a one man show			
1.4	Constitution of the entity	1	Company	As per incorporation document		
		2	Partnership/trust/Society/LLP			
		3	Proprietorship			
1.5	Succession planning	1	Present/Not an Issue	• Succession planning is to be analyzed in terms of second generation, family personnel who can look after business. • Also, the age of key promoters or flexibility to appoint executives for management needs to be analyzed under this parameter.		
		2	Absent			
1.6	Importance of finance function	1	Good	• Importance given to finance function is measured in terms of timely arrangement of funds through banks or own funds as per business needs. Systems setup for timely payment of debt obligations, budgeting and payments policies for debtors and creditors. • Presence of internal auditor, professionals and delegation of power for minor finance related functions should be evaluated.		
		2	Moderate			
		3	Poor			
1.7	SME specific Corporate Governance practices and clarity of future goals	1	Sound	• It is to be measured in terms of clarity on future goals, compliance of statutory requirements, adequate disclosures of related party transactions, non-usage of funds other than business requirements and past record of key management personnel. • Transactions with associate/group concerns should also be analyzed.		
		2	Good			
		3	Average			
		4	Weak			

2 Industry Risk

	Parameter		Criteria	Selection Guide	Score (enter option number ex. 1 for first option)	Qualifying Remark
2.1	Demand-Supply Position	1	Highly favorable	• It is to be based on industry research and future growth prospects of industry. • In case of regional presence the demand-supply position should be focused on region specific but overall demand/supply scenario should also be analyzed. • Here, highly favorable should be selected in case of increasing demand of the products having high growth prospects with limited players to meet the demand or few players (including entity under consideration) commanding major market share.		
		2	Favorable			
		3	Moderate			
		4	Unfavorable			
		5	Highly unfavorable			
2.2	Competitive position of the company in the industry	1	Very Strong	• Selection should be based on size of operations/market share/uniqueness in the products, bargaining power of customer and suppliers etc. • For SMEs, if an entity commands significant share in a particular region (minimum state level), it can be considered as "strong" position.		
		2	Strong			
		3	Moderate			
		4	Weak			
		5	Very weak			
2.3	Cyclicality and Seasonality	1	No / negligible	• Based on industry in which entity is operating. Cyclical industries includes textile, real estate, steel, automobile etc. and seasonal industries includes agricultural, mining etc.		
		2	Moderate			
		3	High			
2.4	Impact of changes in governmental regulations/policies/Threat of imports and substitutes	1	Negligible impact	• It is to be based on extent of government intervention in past viz. control on prices, government schemes offered in the industry, regulatory compliance requirements, control on export sales, control on import of raw material, regulations related to anti-dumping duty etc. • Further, threat of cheaper imports must be analyzed.		
		2	Little impact			
		3	Moderate impact			
		4	Significant impact			
		5	Very significant impact			
2.5	Sensitivity of operations to the requirement of clearances	1	Negligible impact	• Clearances specific to industry should be evaluated which includes environmental clearances, waste disposal, land clearances etc. alongwith region specific issues related to receipt of clearances should also be seen.		
		2	Moderate impact			
		3	Significant impact			
2.6	Raw material availability	1	Abundantly available	• It should be analyzed in terms of timely availability and inventory holding requirements. • For SMEs, backward integration even in group companies should be viewed positively as it would reduce raw material availability risk. • Special focus should be given to industries like fertilizers, chemicals, rubber, agricultural based products etc.		
		2	Available, future shortages cannot be ruled out			
		3	Available, but with occasional shortages			
		4	Very frequent material shortages			
2.7	Price volatility of raw materials	1	Low volatility	• If absolute change in key raw material prices during last three years on average basis is: more than 20% then High volatility, 10%-20% then Moderate volatility and less than 10% then Low volatility		
		2	Moderate volatility			
		3	High volatility			

Note: Entry Barriers is not a weakness for SME as in SME segment in generally entry barriers are low

3 Operational Risk

	Parameter		Criteria	Selection Guide	Score (enter option number ex. 1 for first option)	Qualifying Remark
3.1	Locational Advantage	1	Favorable - Present in a product cluster	• A unit present in a cluster will fetch higher marks as there is an established supply for the raw material/ market for finished goods • If not present in a cluster then the distance of raw material suppliers/ customers should be taken into consideration.		
		2	Average - Present near to the product cluster/proximity to raw material procurement Area/Proximity to its customers			
		3	Unfavorable - No locational advantage			
3.2	Adequacy and availability of utilities like power, water etc.	1	Adequate with full backup facilities	• Based on availability of power and water in the region and the backup facility available with the entity. This must be seen in context of the nature of business/products manufacturing process. The units with integrated operation having water recycling and heat recovery mechanism in place should be graded higher.		
		2	Adequate with partial or no backup facilities			
		3	Adequate with no backup and frequent interruptions			
		4	Inadequate			
3.3	Capacity utilization for the last three years (Weighted Avg. utilization)	1	More than 80%	• Based on data submitted by entity. For Latest Year (Y) weight is 50%, for previous year (Y-1) weight is 30% and for first year (Y-2) weight is 20%.If capacity utilization cannot be measured, then based on analysis, best possible option can be selected.		
		2	60-80 %			
		3	40-60 %			
		4	<40 %			
3.4	Adequacy and availability of Manpower	1	Adequate manpower and sourcing is easy	• For a unit with requirement of more unskilled labors, entities which are located in the region where the adequate local labor is available should be graded higher. • Irrespective of demand- supply of manpower, one should analyze the sourcing arrangements like training programs, tie-ups with Industrial training institutions (ITIs) and local labor unions as well along-with retention of manpower.		
		2	Adequate manpower but sourcing is difficult			
		3	Inadequate manpower but sourcing is easy			
		4	Inadequate manpower and sourcing is difficult			
3.5	Geographical Diversification	1	Highly Diversified	• The companies having presence in both export and domestic presence with almost equal proportion should get the highest. If the product is sold only domestically then in domestic market, presence in number of states should be analyzed.		
		2	Moderately Diversified			
		3	Limited Diversity			
		4	Single State or regional presence			
3.6	Importance of marketing and adequacy of current marketing setup	1	Not required OR Required and adequate setup present which is fully effective	• This must be analyzed in respect of number of states covered, dealer network, branch offices, sales force and distribution setup.		
		2	Required but the setup is moderately effective			
		3	Required, but the setup is totally ineffective			
3.7	Customer Profile	1	Very well known and well diversified	• The sales value wise top customers need to be analyzed in order to give a score. The sales proportion to the reputed and well known customer needs to be analyzed in order to arrive at score. • In case of export operations, a company may have single distributor as a customer, so it should not be seen negatively and proper analysis is required in terms of end users.		
		2	Known and Less diversified			
		3	Well Diversified			
		4	Moderately Diversified			
		5	Unorganized and concentrated Customers			
3.8	Technology used	1	Latest and proven technology	• Technology adopted should be seen in context of technology used by other players, age of Plant & Machinery and the technology available in the market.		
		2	Latest and unproven technology			
		3	Relatively new technology/ old but proven technology			
		4	Obsolete technology			
3.9	Quality Management	1	Functional quality process available supported by certification	• Based on the copies of certificate submitted by entity which are valid as on date. • Here functional means that actual implementation of processes as observed during site visit.		
		2	Functional quality process available not supported by certification			
		3	Non functional quality process but availability of certification			
		4	No process and no certification			
3.10	Product diversity	1	Multiple products catering to different industries	• The different products manufactured and the end user industries of those products need to be analyzed. An entity having multiple products catering to different industries should be graded higher.		
		2	Limited product portfolio catering to different industries			
		3	Multiple products catering to single industry			
		4	Limited product portfolio catering to single industry			

4 Financial Risk

	Parameter		Criteria	Selection Guide	Score (enter option number ex. 1 for first option)	Qualifying Remark
4.1	Growth in Total Operating Income in last 3 years	1	High (>25%)	• Based on the 3 years Compounded Annual Growth Rate. • In case of operation of 2 years last year annualized growth rate would be considered. • In case of operations of only one year, based of realistic projected growth of next year, the option should be selected.		
		2	Moderate (10%-25%)			
		3	Low (0%-10%)			
		4	Negative Growth			
4.2	Average PBIDT Margin for last three years	1	14% and above	• PBIDT margin = (Profit before interest, depreciation and tax expense excluding non-operating and extraordinary income and expenses)/ Total Income • In case of operations of less than three years, the average would be for the number of years of actual operations.		
		2	11%-14%			
		3	8%-11%			
		4	5%-8%			
		5	2%-5%			
		6	Below 2%			
4.3	Average PAT Margin for the last three years	1	9% and above	• PAT margin = (Profit After Tax)/Total Income • In case of operations of less than three years, the average would be for the number of years of actual operations.		
		2	6%-9%			
		3	3%-6%			
		4	1%-3%			
		5	Below 1%			
4.4	ROCE (%)	1	> 16%	• ROCE = Annualized Profit before Interest and tax/Average of total Capital employed for last two years • Data as per the latest available financials provided by the entity.		
		2	12-16%			
		3	8-12%			
		4	4-8%			
		5	< 4%			
4.5	Variability in Gross Profit Margins	1	Margins are stable	• Based on the trend in at least last 3 years		
		2	Margins are less stable			
		3	Margins are highly volatile			
4.6	Long term debt equity ratio	1	<0.75 times	• Long term Debt Equity = (Total long term debt as on Balance sheet date excluding unsecured loans subordinated to bank debt)/(TNW+ unsecured loans subordinated to bank debt) TNW (Tangible Net worth) = Equity share capital + Reserve & surplus + Share premium - Misc. Expenditure not written off - intangible assets • Data as per the latest available financials provided by the entity.		
		2	0.75 to 1 times			
		3	1 to 1.25 times			
		4	1.25 to 2 times			
		5	> 2 times			

4.7	**Overall Gearing Ratio**	1	< 1 times	• Based on latest audited results. Overall gearing = (Total debt as on Balance sheet date excluding unsecured loans subordinated to bank debt)/(TNW+ unsecured loans subordinated to bank debt) • Data as per the latest available financials provided by the entity.		
		2	1 - 2 times			
		3	2 - 3 times			
		4	3 - 4 times			
		5	>4 times			
4.8	**Total Debt / Gross Cash Accruals (times)**	1	< 2 times	• Based on latest audited results. Total Debt to GCA = (Total debt as on Balance sheet date excluding unsecured loans subordinated to bank debt)/Gross Cash Accruals • Data as per the latest available financials provided by the entity.		
		2	2 - 4 times			
		3	4 - 7 times			
		4	7 - 10 times			
		5	10 - 14 times			
		6	>14 times			
4.9	**Interest Coverage Ratio**	1	> 3 times	•• Interest Coverage = PBIDT/Interest • PBIDT = Profit before interest, depreciation and tax expense excluding non-operating and extraordinary income and expenses • Here, interest should be grossed up if net interest is shown. • In case of capitalized interest to be met by equity infusion, same should be deducted from total interest. • Data as per the latest available financials provided by the entity.		
		2	2 - 3 times			
		3	1.5 - 2 times			
		4	1 - 1.5 times			
		5	<1 times			
4.10	**TOL/TNW**	1	< 1.5 times	• TOL/TNW = Total Outside Liabilities/TNW Total Outside Liabilities = Total Debt + Total current Liabilities • Data as per the latest available financials provided by the entity.		
		2	1.5 - 2.5 times			
		3	2.5 - 4 times			
		4	4 - 5.5 times			
		5	5.5 - 7 times			
		6	>7 times			
4.11	**Minimum DSCR (for next three years)**	1	>2.00 times	• Based on realistic CMA i.e. if analyst feels same is highly optimistic, same can be adjusted and then figure should be taken. • DSCR = Debt obligation (Interest+ loan repayments)/ (Gross Cash Accruals+ Interest)		
		2	1.50 -2.00 times			
		3	1.25 - 1.50 times			
		4	1 -1.25 times			
		5	<1 times			
4.12	**Average DSCR (for next three years)**	1	>2.75 times	• Based on realistic CMA i.e. if analyst feels same is highly optimistic, same can be adjusted and then figure should be taken.		
		2	2.25-2.75 times			
		3	1.75 - 2.25 times			
		4	1.25 -1.75 times			
		5	<1.25 times			
4.13	**Working capital turnover ratio**	1	> 5.0 times	• Working Capital turnover = Total Income/Average of Net working capital for last two year balance sheet dates • Data as per the latest available financials provided by the entity.		
		2	3.5-5 times			
		3	2.0-3.5 times			
		4	1.0-2.0 times			
		5	< 1.0 times			
4.14	**Current Ratio**	1	2 and above	• Current Ratio = Total Current Assets/Total Current Liabilities • Total current liabilities includes working capital borrowings and current maturity of long term debt • Data as per the latest available financials provided by the entity.		
		2	1.33-2			
		3	1.2-1.33			
		4	1-1.2			
		5	Below 1			
4.15	**Quick Ratio**	1	1 and above	• Quick Ratio = (Total Current Assets-inventory)/Total Current Liabilities • Total current liabilities includes working capital borrowings and current maturity of long term debt • Data as per the latest available financials provided by the entity.		
		2	0.85 - 1			
		3	0.70 - 0.85			
		4	0.60-0.70			
		5	Below 0.60			
4.16	**Average Cash DSCR (for next 3 years)**	1	1.5 and above	• Based on realistic CMA i.e. if analyst feels same is highly optimistic, same can be adjusted and then figure should be taken. • Cash DSCR = Debt obligation (Interest+ loan repayments)/ (Gross Cash Accruals+ Interest – margin commitment (25%) for incremental working capital requirement)		
		2	1.35-1.5			
		3	1.2-1.35			
		4	1-1.2			
		5	Below 1			
4.17	**Average utilization of working capital limits in last one year**	1	< 65%	• Based on average utilization of limits as against drawing power during last 12 months. • In case of multiple facilities, same should be added i.e. average of monthly utilization of [(average utilization of facility1+ average utilization of facility 2+ so on)/(DP of facility 1+DP of facility 2 + so on)] • In case average utilization is difficult to determine same can be calculated backwards based on interest paid/ interest rate during the month.		
		2	65-75%			
		3	75-85%			
		4	85-95%			
		5	> 95%			

5 Project Risk

Entity is undertaking project? If Yes whether project size is more than 50% of networth as per latest audited balance sheet? (Y / N)	N

	Parameter		Criteria	Selection Guide	Score (enter option number ex. 1 for first option)	Qualifying Remark
	Pre-Implementation Risk					
5.1	**Project Size compared to networth**	1	< 0.5	• Project size is compared to networth as per latest full year results • TNW (Tangible Net worth) = Equity share capital + Reserve & surplus + Share premium - Misc. Expenditure not written off - intangible assets • Data as per the latest available financials provided by the entity.		
		2	0.5 - 1.00			
		3	1.00 - 1.50			
		4	1.50 - 2.00			
		5	> 2.00			
5.2	**Project Gearing**	1	0.25 - 0.50	• Project Gearing = Debt fund/Promoters contribution After considering unsecured loans from promoters as quasi equity.		
		2	0.50 - 1.00			
		3	1.00 - 1.50			
		4	1.50 - 2.00			
		5	> 2.00			
5.3	**Financial Closure**	1	Achieved	• Financial closure refers to the arrangement of funds for project it includes both equity as well as debt portion.		
		2	Mainly arranged / Not an issue			
		3	In-principal sanctioned			
		4	Mainly pending			
5.4	**Project Implementation Track Record**	1	More than two similar project implemented	• Basis should be on the project executed by the entity or by promoters in associate concerns.		
		2	One similar project implemented			
		3	Experience of other projects implementation			
		4	Projects implemented with time or cost overrun			
		5	No experience			
5.5	**Stage of implementation (% completed)**			• Based on the latest cost incurred as per CA certificate compared to total cost proposed. (Don not consider any cost overrun in expenditure already incurred)		
	Post-Implementation Risk					
5.6	**Type of project**	1	Expansion	• Selection is to be based on nature of project. In case project is mix of two types then depending upon the cost breakup, type of project would be determined.		
		2	Backward / Forward integration			
		3	Related diversification			
		4	Unrelated diversification			
5.7	**Stabilization of facilities**	1	No risk as it uses same technology as	• It covers the risk associated with the stabilization of facilities in light of new technology and achievement of desired quality output.		
		2	Limited risk as project is of same technology with some updations			
		3	New technology with uncertain outcome			
		4	Unproven indigenous technology with highly uncertain outcome			
5.8	**Salability risk (Project production capacity compared to present one)**	1	< 0.25 times/ Not Applicable	• It is calculated by Net of captive consumption and assured off-take arrangement with strong company or proportion in sales from the added capacities as a % of existing sales of mfg. or related trading.		
		2	0.25 - 0.50 times			
		3	0.50 - 1.00 times			
		4	1.00 - 2.00 times			
		5	> 2.00			

5.9	**Raw material / utilities / manpower related issues (availability/non-tie-up) that can hamper production of the project capacities**	1	Not an issue	• It is to be selected based on the availability of raw materials including fuel, manpower availability and requirement of skilled manpower. In case of raw material tie-ups, the capability of other partly must be seen though its size of operations and production during last financial year.		
		2	Below average risk			
		3	Average risk			
		4	High risk			
5.10	**Increase in regulatory / sovereign / forex risk in relation to the project**	1	Minor impact	• Selection should be based on the likely increase in risk related to regulatory requirements and foreign exchange dealings.		
		2	Average risk			
		3	High risk			
		4	Very High Risk			
5.11	**Time overrun impact**	1	No Time overrun/No project loan repayment in next two years / less than 25% time overrun compared to moratorium period	• Time overrun is to be calculated on a particular date after comparing the original schedule and actual progress in the project. Further, it there is likely delay in project over and above the delay as on date and it can be estimated then that should also be added in current level of delay. • Average project loan repayment (includes interest and repayment obligation) = Sum of two years of debt obligations related to project/2 • Cash Accruals to be considered = Cash accruals of last year – scheduled debt obligation of past loans i.e. excluding project loan obligations		
		2	Project loan repayment due (Average repayment for next two years) is less than 33% of (present cash accruals less: scheduled repayment of existing debt for next year) for that year			
		3	Project loan repayment due (Average repayment for next two years) is less than 66% of (present cash accruals less: scheduled repayment of existing debt for next year) for that year			
		4	Project loan repayment due (Average repayment for next two years) is less than 100% of (present cash accruals less: scheduled repayment of existing debt for next year) for that year			
		5	Project loan repayment due (Average repayment for next two years) is more than 100% of (present cash accruals less: scheduled repayment of existing debt for next year) for that year			
5.12	**Cost overrun impact 1: How much?**	1	No Cost overrun/Cost overrun net of equity infusion is less than 10% of cash accruals less scheduled debt repayments and committed capital for capex	• Adverse impact of cost overruns should be factored in on the basis of - - 1) The deficit in financing after equity infusion for cost overruns 2) The overall cash flows from operations during the tenure of the project 3) The total debt repayments during and subsequent to the project 4) The nature of funding of the increased costs and its effect on future cash flows		
		2	Cost overrun net of equity infusion is less than 33% of cash accruals less scheduled debt repayments and committed capital for capex			
		3	Cost overrun net of equity infusion is less than 67% of cash accruals less scheduled debt repayments and committed capital for capex			
		4	Cost overrun net of equity infusion is less than 100% of cash accruals less scheduled debt repayments and committed capital for capex			
		5	Cost overrun net of equity infusion is more than 100% of cash accruals less scheduled debt repayments and committed capital for capex			
5.13	**Financial closure for cost overrun achieved?**	1	Achieved / NA	• Based on sanction letter/likelihood of sanction.		
		2	Not achieved			

6 Notch-up/Notch down parameters

	Parameter		Criteria	Selection Guide	Score (enter option number ex. 1 for first option)	Qualifying Remark
	Notch-up/Notch down parameters					
6.1	**Payment track record to banks**	1	No delay/default and clean track record	• Based on the past bank statements, CIBIL record, RBI defaulters' list and other sources. • Fourth option is also to be selected in case of Criminal cases against directors, Malpractices followed by promoters etc.		
		2	Occasional delays/Overdrawings/LC devolvement noticed within the last one year, but no subsisting delays/defaults			
		3	Account was restructured/CDR			
		4	Entity name is present in defaulter list or One or more directors are in CIBIL Defaulter List			
		5	Account is NPA			
6.2	**Group Support**	1	Very strong group support with entity being a part of large group having sound financials and rated "A" and above	• First option is to be selected in case of very strong promoter group with main company being rated "A" band or above by external credit rating agency with clear intention of supporting the group entity. • In case of unrated group entity having strong financials with turnover of over Rs.1000 crore and no external debt, same can be considered for option 1 based on analyst discretion. • Second option is to be selected in case of strong operational linkages or financial support from group companies.		
		2	Strong group support with operational linkages/financial support/Marketing and technological support			
		3	No Group Support/No visible benefit derived from group entities			
		4	Part of group which has track record of default or malpractices			
6.3	**Reliability of Accounts**	1	Reliable with conservative acc. Practices; Acc. Policies remain consistent	• Based on the auditors' report and own analysis. Priority given to finance functions/quality of audit/Audit Policies/Notes to Account should be evaluated.		
		2	Reliable but inconsistent policies with minor auditors qualification			
		3	Less Reliable/Unaudited results			

	Parameter			Selection Guide	Score (enter number between 1 to 4)	Qualifying Remark
7.1	**Impact of events occurring after balance sheet date**			In case of there is significant impact of post balance sheet items on credit profile of enity, then based on Analyst opinion/analysis rating should be discounted in terms of notches. 1 notch would have impact of 1 grade lower i.e. if rating output is SME 1, "1 Notch discount means it would move to SME 2)		
7.2	**Any other (Mention)**			In case of there is significant impact specific event on credit profile of enity, then based on Analyst opinion/analysis rating should be discounted in terms of notches. 1 notch would have impact of 1 grade lower i.e. if rating output is SME 1, "1 Notch discount means it would move to SME 2)		

Entity Name	0
Industry categorization	
	Help Link: http://mpcb.gov.in/images/pdf/CategorizationCPCB.pdf

Note: For Orange and green category mention Not Applicable (3) in the parameters which are not part of questionnaire

Category	Code	Question (please refer to the Annexure before administering this questionnaire)	Verification measure	Response	Qualifying Remarks
Air Emissions	AE1	Has the unit installed pollution control measures to check release of air pollutants into the atmosphere? [Use of Venturi Scrubber/Simple Scrubber, Bag filters, Electro Static Precipitators (ESP) etc.]	Physical verification at site		
	AE2	Does the unit comply with SPCB/CPCB's industry specific norms for air emissions?	Test reports for Ambient Air, Indoor Air (as prescribed in the Consent To Operate)		
Waste Management, Storage, Transportation and Disposal (all waste except waste water)	WG1	Does the unit keep its generated waste at a designated place?	Physical verification at site/interviews		
	WG2	Is the area of waste storage adequately covered to stop leakages/ runoff of chemicals during rains?	Physical verification at site/interviews		
	WG3	Does the unit ensure that the waste/byproducts leaving the premises of the unit are safely disposed off?	Physical verification at site/interviews		
Water and Waste Water Management	WW1	Does the unit map its water consumption (through flow meters) for each of industrial processes?	(Will be verified through Interviews/ Visual Inspection)		
	WW2a	Is the unit required to treat its process waste water as per the Consent to Operate (CTO)[1]	Copy of CTO		
	WW2b	Does the unit treat its effluent before releasing it outside the physical boundary of the unit?	Waste water testing report		
	WW2c	Does the waste water released exceed any limit specified in the waste water standards issued by the SPCB/CPCB?	Waste water testing report		

	WW3	Does the unit disposes off all waste water through sewer system?	Physical verification at site/interviews		
	WW4	Is Rain Water Harvesting (RWH) installed in the unit premises?	Physical verification at site		
	WW5	Does the unit use Rain Water Harvesting (RWH) system to meet its water demand (either partially or fully)?	Physical verification at site		
Energy Saving and Efficiency	**EE1**	Is there a provision for mapping 'energy use' at process level, through energy meters?	Physical verification at site/Logbooks		
	EE2	Is there recovery of energy/heat at any stage within the process?	Physical verification at site/interviews at shop floor		
	EE3	Does the unit use star rated utility appliances (e.g. refrigerators, ACs etc.) with rating 4 or above?	Physical verification at site		
	EE4	Does the unit use any energy efficient lighting source (CFL/LED) in the offices?	Physical verification at site		
	EE5	Does the unit utilizes natural light for lighting purposes - Sun roofing, Sun facing big windows	Physical verification at site		
	EE6	Is there product testing facility available at the SME unit?	Physical verification / interviews		
	EE6.a	Raw material testing	Physical verification / interviews		
	EE6.b	Product testing (at any stage of production)	Physical verification / interviews		
	EE7	Does the unit employ a designated energy manager or energy team?	Site Interviews with the higher management		
Renewable Energy	**RE1**	Has the unit installed any renewable energy system (Solar etc.) within the premises?	Physical verification at site/installation documents		

Environmental compliance	**EC1**	Does the unit display Material Safety Data Sheets (MSDS) for hazardous materials/chemicals being stored within the facility?	Physical verification at site, validate to visit the chemicals stocking site.		
	EC2	Has the facility ever received any notice in violation of any of the laws mentioned in the description(Laws relevant to Environment Health and Safety)?	Interviews with the higher management		
	EC3	Does the unit has all the valid consents from the State Pollution Control Board) SPCB?	Copy of Consent to Operate (CTO) and Consent to Establish (CTE) issued by the State Pollution Control Board		
Occupational Health, Safety and Social	**OHS1**	Is there a provision for adequate lighting in the unit?	Physical verification at site		
	OHS2-a	Is there provision to ensure circulation of clean air (exhaust fans, air conditioning etc.) on the shop floor?	Physical verification at site		
	OH2-b	What was the quality of air at the time of visit?	Compare the air quality by walking into the shop floor and compare it with air quality in the office/ outside. Comment based on your judgment.		
	OHS3	Are there safety signs, slogans and markings at the shop floor (fire exits, electrical equipments, high voltage etc.)?	Physical verification at site		
	OHS4-a	Any fire Mock drill carried out in the unit?	Safety records/Interviews with the unit personnel		
	OHS4-b	Frequency of Mock drills. (Unit will get positive points if the duration between two drills is ~ 6 months). Zero points if this is ~1` year. Negative points if > 2 years	Safety records[2]/ Interviews with the site personnel		
	OHS5	Are there adequate fire management measures (Fire Extinguishers, fire exits etc.) in place?	Physical verification at site		
	OHS6	Is there adequate provision of mechanisms to make sure that labors are safe from moving parts of machines? (safety sensors, safety enclosures , grills etc.)	Physical verification at site		

	OHS7	Does the unit employ any child labor?	Physical verification at site/interviews		
	OHS8	Does the labor use PPPs (personal protective equipments) on the shop floor?	Physical verification at site		
	OHS9	Is there provision of basic amenities to the workers (e.g. drinking water, toilets)	Physical verification at site		
	OHS 9-a	Quality of Basic Amenities: Water	Walk to the water dispenser, see and comment		
	OHS 9-b	Quality of Basic Amenities: Toilets	Walk to the toilet, see and comment		
	OH10	Does the unit provide legal benefits like ESI, PF, maternity, insurance benefit to the workers?	Interviews with shop floor persons at site		
	OHS11	What is the % of labors under contractual agreement? (<33 % is under tolerance limit, gets 1 point, 33-66% gets 0 points and >66% gets negative points)	HRD records		
External Quality Certifications	**EQC1**	Does the unit hold any 'valid' quality assurance certificate (e.g. ISO 9001, TS 16949 etc.)?	Verification of certificate		
	EQC2	Does the unit hold 'valid' ISO14001 Certificate[3]?	Verification of certificate		
Negative parameter	**NP1**	Has unit remained closed for more than 1 month cumulatively in past 1 year due to violation/non-compliance of any laws related to environment, health & safety, Child labor, Air emissions and water treatment?	Records/Interviews with the unit personnel		
	NP1	If NP1 is No, then Has the unit remained closed for more than 1 month cumulatively in past 3 years due to violation/non-compliance of any laws related to environment, health & safety, Child labor, Air emissions and water treatment?	Records/Interviews with the unit personnel		

[1] No score for this question

[2] Unit will get positive points if the duration between two drills is ~ 6 months). Zero points if this is ~1` year. Negative points if > 2 years.

[3] +1 point for "Yes" and 0 for "No". There will be no –ve marking.

Entity Name	**0**
Industry categorization	**0**
Final Rating	**IR SME 8C**

Marks Table			
Factor			**Weighted marks**
1.Management Risk			0.0
2.Industry Risk			0.0
3.Operational Risk			0.0
4.Financial Risk			0.0
Total (Out of 100)			**0.0**
Score after factoring in credit enhancement due to implementation of green measures			**0.0**
SME rating based on score			**SME 8**
Final Project Risk Score			100.0
Score considering project risk			0.0
Score considering Notch-up/Notch down Parameters			0.0
SME after project risk Rating			**SME 8**
Other Notch-down Parameters			
Impact of events occurring after balance sheet date		0	No. of notches
Any other (Mention)		0	No. of notches
Final SME Rating			**SME 8**
Green Rating Score		0.0	
Green rating based on score			**C**

Rating Matrix

		Green Performance Capability		
		High	**Moderate**	**Low**
Creditworthiness Covering both Financial and Operational Aspects	**Highest**	IR SME 1A	IR SME 1B	IR SME 1C
	High	IR SME 2A	IR SME 2B	IR SME 2C
	Above Average	IR SME 3A	IR SME 3B	IR SME 3C
	Average	IR SME 4A	IR SME 4B	IR SME 4C
	Below Average	IR SME 5A	IR SME 5B	IR SME 5C
	Inadequate	IR SME 6A	IR SME 6B	IR SME 6C
	Poor	IR SME 7A	IR SME 7B	IR SME 7C
	Default	IR SME 8A	IR SME 8B	IR SME 8C