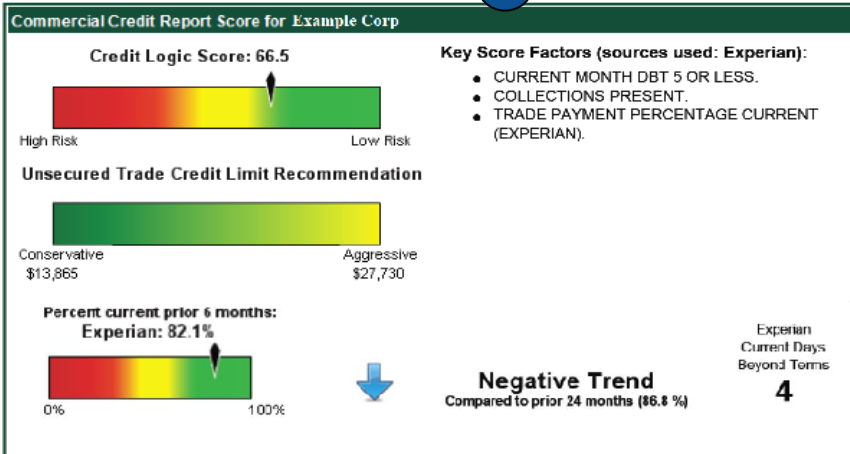


## Reading the Commercial Score Report

The only summary of Experian data with suggested credit limit from conservative to aggressive, including Company Data, Collections and Public Record Data.

## Scoring and Company Information 1



### 1. Credit Logic Score

The Credit Logic Score ranges from 0 (high risk) to 100 (low risk). The Unsecured Trade Credit Limit Recommendation is based on the company's credit history with options from conservative to aggressive.

## Company Information (data source: Experian<sup>1</sup>) 2

<b>EXAMPLE CORP</b> 123 SOMEWHERE ST TROY, MI 48064-7121 248-273-1111	<b>Experian File Number:</b> 747861111 <b>Experian File Established:</b> 02/1/1997 <b>Date of Incorporation:</b> 2/7/2000
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## Additional Company Background Information (data source: Experian<sup>1</sup>)

<b>Key Personnel</b> Principal(s): JOHN SMITH, SENIOR VP	Sales: \$75,000,000 - \$199,999,999 Number of Employees: 70 Year Founded: 1990 Years In Business: 21 Business Type: Corporation
Primary SIC Code: MOTOR VEHICLE PARTS & ACCESSORIES - 3714 Secondary SIC Code: GROCERIES, GENERAL LINE - 5141 Additional SIC Codes: 5063, 8999	

### 2. Company Information

These three boxes give you an overview of the company's demographics including sales, number of employees, year founded, key personal and corporate registration.

## Corporate Registration (data source: Experian<sup>1</sup>)

THE FOLLOWING INFORMATION WAS PROVIDED BY THE STATE OF IDAHO

**State of Origin:** ID  
**Date of Incorporation:** 2/7/2000  
**Current Status:** Active

**Business Type:** Partnership - Profit  
**Charter Number:** W11032

**Agent:** CT CORPORATION SYSTEM  
**Agent Address:** 1111 W JEFFERSON STE 530 BOISE ID

## Corporate Linkage

### Corporate Linkage (data source: Experian<sup>1</sup>) 3

Type of Location	Business Name	Address	Experian BIN
ULTIMATE PARENT	EXAMPLE CORP.	123 SOMEWHERE ST TROY MI	749954632
PARENT/HEADQUARTERS	EXAMPLE CORP.	123 SOMEWHERE ST TROY MI	749954632 *Matches inquired upon business
BRANCH	EXAMPLE CORP.	987 SOMEWHERE ELSE ST TROY MI	749935456
BRANCH	EXAMPLE CORP.	456 ANYWHERE DR TROY MI	749985165
BRANCH	EXAMPLE CORP.	321 RIGHT HERE AVE NEW YORK NY	945435628

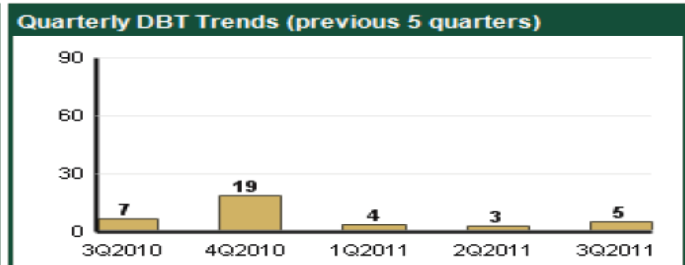
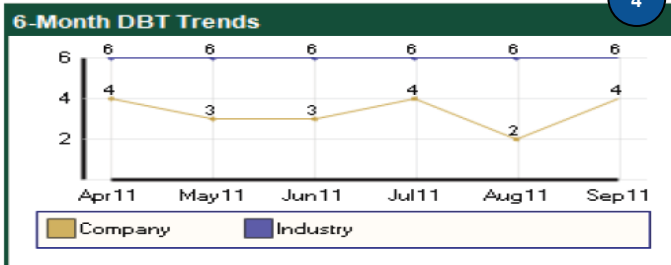
### 3. Corporate Linkage

The Corporate Linkage section includes the ultimate parent, headquarters, and branches of the company.

## 4. Trends

The 6-Month and Quarterly DBT (Days Beyond Terms) allow you to identify any changes in payment habits over the last six months or last 5 quarters and compare the company's payment history with the industry average. This will allow you to identify any seasonal trends in a company's ability to meet its payment obligations in addition to identifying improving or deteriorating payment trends.

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Monthly Payment Trends (data source: Experian<sup>1</sup>)

Date Reported	Industry		Business	Balance	Cur	Account Status Days Beyond Terms			
	Cur	DBT	DBT			1-30	31-60	61-90	91+
CURRENT	85%	6	4	\$32,000	81%	17%		2%	
08/1/2011	85%	6	2	\$61,400	90%	9%	1%		
07/1/2011	85%	6	4	\$82,100	83%	11%	0%		
06/1/2011	85%	6	3	\$69,000	82%	18%			
05/1/2011	86%	6	3	\$67,200	82%	18%			
04/1/2011	85%	6	4	\$67,600	79%	18%	3%		

\* Days Beyond Terms (DBT) is a dollar weighted calculation of the average number of days that payment was made beyond the invoice due date based on trades on file that have been updated in the previous 3 months.

Quarterly Payment Trends (data source: Experian<sup>1</sup>)

Quarter	Months	DBT	Balance	Cur	Account Status Days Beyond Terms			
					1-30	31-60	61-90	91+
Q3 - 2011	JUL-SEP	5	\$40,300	81%	16%	1%	1%	1%
Q2 - 2011	APR-JUN	3	\$66,500	81%	17%	2%		
Q1 - 2011	JAN-MAR	4	\$42,200	84%	12%	4%		
Q4 - 2010	OCT-DEC	19	\$18,100	56%	2%	42%		
Q3 - 2010	JUL-SEP	7	\$17,100	59%	39%		2%	

\* Days Beyond Terms (DBT) is a dollar weighted calculation of the average number of days that payment was made beyond the invoice due date based on trades on file that have been updated in the previous 3 months.

## Trade Payment Totals

Trade Payment Totals (data source: Experian<sup>1</sup>)

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Type	Lines Reported	Recent High Credit	Balance	Cur	Account Status Days Beyond Terms				Comments
					1-30	31-60	61-90	90+	
Trade Lines Totals (last 12 months)	15	\$630,800	\$822,800	50%	16%	18%	14%	2%	
Trade Lines Totals	20	\$630,800	\$824,200	51%	16%	18%	14%	2%	

## 5. Trade Payment Totals

The Trade Payment Totals box shows you a total of the detailed trade payments that you examined in the box before.

## Legal Filings

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Legal Filings and Collections (data source: Experian <sup>1</sup> )						
Filing Type:	Total Filed	Total Balance	Total Collections	Original Balance	Amount Paid	Balance Remaining
Tax Liens	0	\$0	1	\$2,379	\$1,850	\$529
Judgments	0	\$0				

## 6. Legal Filings

The Legal Filings box will give you a snapshot of the filings (tax liens, judgments, bankruptcies) that will be shown in detail later in the report.

## 19. EDGAR Financial Statement

The EDGAR Financial Statements section is broken up into four parts: Income Statements, Balance Sheets, Cash Flow Statements, and Financial Ratios. These sections provide you with the last four years of financial information on the target company. This information is included in your report if the target company is publicly traded.

Income Statements (values in 000's) (data source: EDGAR<sup>3</sup>)

	12/31/2011	12/31/2010	12/31/2009	12/31/2008
Total Revenue	\$1,318,400	\$1,284,800	\$1,233,300	\$1,578,200
Cost of Revenue	\$903,700	\$887,500	\$868,700	\$1,094,400
Gross Profit	\$414,700	\$397,100	\$364,600	\$483,800
Operating Expenses				
Sales, General and Admin.	\$293,900	\$281,200	\$283,000	\$379,000
Non-Recurring Items	(\$700)	(\$500)	\$19,100	\$303,200
Other Operating Items	\$6,300	\$6,700	\$7,100	\$7,700
Operating Income	\$115,200	\$109,700	\$75,400	(\$206,100)
Add'l income/expense items	(\$3,800)	(\$1,200)	(\$5,400)	\$17,300
Earnings Before Interest and Tax	\$42,900	\$38,500	\$7,400	(\$182,300)
Interest Expense	\$0	\$0	\$0	\$63,700
Earnings Before Tax	\$42,900	\$38,500	\$7,400	(\$246,000)
Income Tax	\$24,300	\$30,700	\$126,000	\$16,900
Minority Interest	\$0	\$0	\$0	(\$100)
Equity Earnings	\$8,500	\$8,300	\$4,400	\$6,500
Unconsolidated Subsidiary	\$18,600	\$7,800	(\$118,600)	(\$263,000)
Net Income-Cont. Operations	\$38,100	\$4,600	(\$7,500)	(\$76,200)
Discontinued Operations	\$56,700	\$12,400	(\$126,100)	(\$339,200)
Net Income	\$56,700	\$12,400	(\$126,100)	(\$339,200)
Net Income Applicable to Common Shareholders	\$56,700	\$12,400	(\$126,100)	(\$339,200)

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Cash Flow Statements (values in 000's) (data source: EDGAR<sup>3</sup>)

	12/31/2011	12/31/2010	12/31/2009	12/31/2008
Net Income	\$56,700	\$12,400	(\$126,100)	(\$339,200)
Cash Flows-Operating Activities				
Depreciation	\$41,100	\$42,800	\$45,800	\$48,700
Net Income Adjustments	(\$27,200)	\$15,700	\$126,800	\$315,100
Changes in Operating Activities				
Accounts Receivable	\$600	(\$18,500)	\$41,500	\$80,800
Inventory	\$5,400	(\$9,800)	\$78,700	(\$8,400)
Other Operating Activities	(\$2,700)	(\$8,000)	\$6,000	\$4,400
Liabilities	(\$12,100)	\$20,300	(\$101,200)	(\$84,200)
Net Cash Flow-Operating	\$61,800	\$54,900	\$71,500	\$37,200
Cash Flows-Investing Activities				
Capital Expenditures	(\$13,500)	(\$12,800)	(\$10,300)	(\$43,500)
Other Investing Activities	\$53,500	(\$2,300)	\$6,400	\$24,800
Net Cash Flows-Investing	\$40,000	(\$14,900)	(\$3,900)	(\$18,700)
Cash Flows-Financing Activities				
Sale and Purchase of Stock	(\$200)	(\$100)	(\$300)	\$300
Net Borrowings	(\$62,900)	\$800	(\$23,600)	(\$38,000)
Net Cash Flows-Financing	(\$63,100)	(\$100)	(\$44,500)	(\$37,700)
Effect of Exchange Rate	(\$700)	(\$300)	\$2,400	(\$5,000)
Net Cash Flow	\$38,000	\$39,600	\$25,500	(\$24,200)

Balance Sheets (values in 000's) (data source: EDGAR<sup>3</sup>)

	12/31/2011	12/31/2010	12/31/2009	12/31/2008
Current Assets				
Cash and Cash Equivalents	\$3,389,871	\$2,785,013	\$1,565,658	\$1,216,743
Short Term Investments	\$119,263	\$54,419	\$50,905	\$0
Net Receivables	\$290,688	\$430,453	\$297,308	\$169,207
Inventory	\$122,279	\$146,524	\$69,705	\$84,637
Other Current Assets	\$52,710	\$114,601	\$58,194	\$156,574
Total Current Assets	\$3,974,811	\$3,531,010	\$2,041,770	\$1,627,161
Long Term Assets				
Long Term Investments	\$74,033	\$0	\$0	\$0
Fixed Assets	\$171,721	\$164,155	\$174,516	\$192,262
Other Assets	\$35,074	\$27,353	\$17,696	\$9,873
Deferred Asset Charges	\$26,629	\$37,319	\$59,249	\$50,611
Total Assets	\$4,282,268	\$3,759,837	\$2,293,231	\$1,879,907
Current Liabilities				
Accounts Payable	\$164,364	\$193,540	\$138,185	\$124,358
Short Term Debt/Current Portion of Long Term Debt	\$500,000	\$0	\$0	\$0
Other Current Liabilities	\$351,855	\$502,947	\$351,776	\$261,664
Total Current Liabilities	\$1,016,219	\$696,487	\$489,961	\$386,022
Long Term Debt	\$0	\$500,000	\$500,000	\$500,000
Other Liabilities	\$272,153	\$239,698	\$217,934	\$194,008
Total Liabilities	\$1,288,372	\$1,436,185	\$1,207,895	\$1,080,030
Stock Holders Equity				
Common Stocks	\$322	\$319	\$297	\$293
Capital Surplus	\$1,050,752	\$908,989	\$372,098	\$272,424
Retained Earnings	\$1,942,955	\$1,414,344	\$712,941	\$528,278
Other Equity	(\$133)	\$0	\$0	(\$1,118)
Total Equity	\$2,993,896	\$2,323,652	\$1,085,336	\$799,877

Financial Ratios (data source: EDGAR<sup>3</sup>)

	12/31/2011	12/31/2010	12/31/2009	12/31/2008
Liquidity Ratios				
Current Ratio	203%	189%	180%	143%
Quick Ratio	130%	112%	105%	70%
Cash Ratio	40%	25%	15%	4%
Inventory Turnover	667%	624%	609%	592%
Profitability Ratios				
Gross Margin	31%	31%	30%	31%
Operating Margin	9%	9%	5%	-13%
Pre-Tax Margin	3%	3%	1%	-16%
Profit Margin	4%	1%	-10%	-21%
Pre-Tax ROE	-59%	-48%	-5%	7,235%
After Tax ROE	-92%	-15%	108%	9,976%