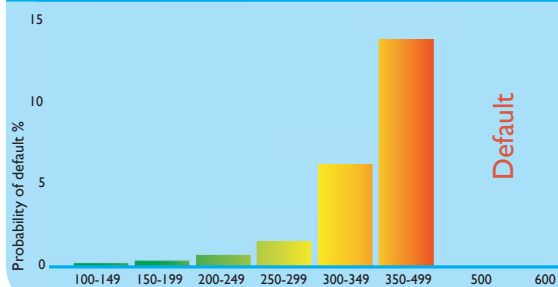


Commercial Information CREDITREFORM SOLVENCY INDEX^{2.0}

www.creditreform.de

Probability of default by the Solvency Index^{2.0}



Probability of default in detail

Bonitätsindex ^{2.0}	100-149	150-199	200-249	250-299	300-349	350-499	500, 600
01.01. 2009 bis 31.12. 2009	0,20%	0,35%	0,84%	1,99%	6,97%	15,05%	Ausfall
Interpretation	100-149 Excellent credit-worthiness	150-199 Very good credit-worthiness	200-249 Good credit-worthiness	250-299 Medium credit-worthiness	300-349 Weak credit-worthiness	350-499 Very weak	Poor credit-worthiness Insufficient credit-worthiness/ Cessation of payment

Should you still have questions, please contact us at:

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41460 Neuss
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The Creditreform Solvency Index is the central pillar of Creditreform's Commercial Report. It is calculated on the basis of the enterprise-specific information kept in Creditreform's enterprise database. With almost four million entries on companies, small-business owners and self-employed individuals, it is the world's most comprehensive stock of information on German enterprises. The precision of the Creditreform Solvency Index – and thereby its suitability as a meaningful indicator for credit management – has been scientifically validated.



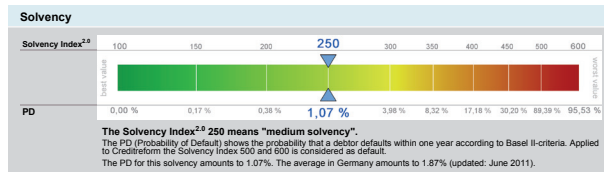
> Commercial Information

CREDITREFORM SOLVENCY INDEX^{2.0}

Spot-on Solvency Check

Creditreform Solvency Index^{2.0}

The Creditreform Solvency Index is the central pillar of Creditreform's Commercial Report and other information formats for evaluating a business's solvency. Its accurate forecasts of the probability of default (POD) provide for quick and direct assessment of a customer's solvency – and consequently also the customer's credit worthiness.



Creditreform's Solvency Index calculation techniques have continually evolved over time and employ cutting-edge actuarial analysis methods. These improvements not only take structural changes in Germany's economic structure into account, but also factors such as changing PODs in different sectors and legal forms.

The POD describes the likelihood with which a company in Germany will slide into either of the two lowest Creditreform Solvency Index^{2.0} categories (500 or 600) within twelve months. This definition corresponds to the probability of default under Basel II.

Furthermore, the scope of the data used in the calculations has been significantly ramped up to include much more comprehensive information from financial statements (3.5 million annual accounts for 1 million companies), payment experiences (over 90 million payment experiences in Debitoren Register Deutschland) and industry KPIs. Creditreform Solvency Index^{2.0} is the end-result of these developments.

Database on a broad footing

The calculation of the Creditreform Solvency Index^{2.0} involves a wide range of information relevant to a company's solvency. The individual KPIs in the Commercial Report are collated into an overall score value represented as a three-digit figure.

The following attributes are used in calculating the Creditreform Solvency Index^{2.0}

- Credit verdict
- Mode of payment
- Financial report data
- Industry risk
- Company development
- Turnover
- Legal form
- Company's age
- Regional risk
- Order-book situation
- Capital
- Management experience
- Number of employees
- Sales per employee
- Relationship of capital : sales

A large improvement in availability combined with state-of-the-art analysis techniques enables a greater focus to be placed on the following types of data in Creditreform Solvency Index^{2.0}:

- External payment experiences
- Financial statement data
- Industry risk

The path to Creditreform Solvency Index^{2.0}

The calculation of the Creditreform Solvency Index^{2.0} involves a wide range of information relevant to a company's solvency. The individual KPIs in the Commercial Report are collated into an overall score value represented as a three-digit figure.

Schematic calculation of the Creditreform Solvency Index^{2.0}

Risk factors	Weighting %	Classification					
		1	2	3	4	5	6
Mode of payment	25		50				
Credit verdict	25		50				
Company development	5			15			
Order-book situation	5			15			
Legal form	4				16		
Industry	6		12				
Company's age	4		8				
Turnover	5			15			
Number of employees	4			12			
Sales per employee	2		4				
Subscribed capital	5		10				
Balance sheet solvency	10		20				
Total	100	0	154	57	16	0	0
Solvency Index^{2.0}							

The reliability of Creditreform Solvency Index^{2.0} is unsurpassed thanks to calculations based on progressive statistical techniques and models, and rigorous quality controls. This makes it the optimal solution for pre-selecting good, profitable business from bad, loss-making business with a hitherto unattained degree of accuracy.

The Creditreform Solvency Index^{2.0} can assume a value ranging from 100 to 500 or 600 – corresponding to a spectrum from excellent solvency to suspension of payment). A solvency index is not calculated for newly formed companies or in the event of uncertain circumstances.