Internship Report On

**Credit Rating Methodology** process of

Credit Rating Agency of Bangladesh Limited (CRAB)

##### **Submitted To:**

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**Submitted By:**

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Program: BBA

Major in Accounting

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**Date of Submission**

# 22.7.2018

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Credit Rating Method Process of

**Credit Rating Agency of Bangladesh Limited (CRAB)**

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# Letter of Transmittal

Ms. Ishrat Jahan

Associate Professor

Department of Accounting

United International University (UIU)

**Subject: Submission of internship report on “Credit Rating Methodology process of Credit Rating Agency of Bangladesh Limited (CRAB)”**

Dear Ma’am,

It is my great pleasure to submit the internship report as part of the fulfillment of the BBA program. This report emphasize on the **“Credit Rating Methodology process of Credit Rating Agency of Bangladesh Limited (CRAB);**

I, therefore, hope that this report will provide necessary information about the credit rating methodology of Credit Rating Agency of Bangladesh. I have tried my best to make this report with proper information and guidelines. I hope that you will consider if there is any mistake or error with an eligible way.

Sincerely,

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Aminul Islam Talukder

ID: 111 131 160

Major in Accounting

Department of Business Administration

# Acknowledgement

To prepare this report, I got full co-operation& support from my faculty that was a great advantage for me. I would like to thank **Credit Rating Agency of Bangladesh Limited (CRAB)** who helped me sincerely from every aspect on my internship period. Without their extensive time my study would have been incomplete.

First, I would like to thank my honorable teacher **Ms. Ishrat Jahan**. She was always ready to help me by giving necessary advices & support for the preparation of this report.

It’s my pleasure to extend my heartiest to **Mr.Bayasuzzaman Bhuian**, Database administrator & IT In-charge. I am also indebted to many persons, my superior advisor, and my workmates, for their kind recommendations, submissions, directions, co-operations and their collaborations.

This report suffers from many short comings; nevertheless, I have exerted my best efforts in preparing this report. I seek excuse for the errors that might have occurred despite my best effort.

So lastly, I would like to express our heart full thanks to for providing the theoretical knowledge and valuable guidelines related to report.

# Letter of Approval

This to certify that **Aminul Islam Talukder; ID# 111 131160**, Program BBA, Major in Accounting is a regular student of Department of Business Administration, I, Faculty of Business and Economics, **United International University (UIU)**. He has effectively finished his entry internship program at Credit Rating Agency of Bangladesh Limited. He has arranged this internship report under my course supervision. His allocated internship theme was "**Credit Rating Methodology Process of Credit Rating Agency of Bangladesh Limited (CRAB)".** I surmise that the report is deserving of satisfying the fractional prerequisite of BBA program.

I wish his satisfaction and each accomplishment throughout everyday life.

………………………………..

Ms. Ishrat Jahan

Assistant Professor

Department of Accounting

United International University

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# Executive Summary

Credit Rating is an analysis which is done by mainly External Credit Rating Agencies. The purpose of credit rating is to disclose the credit worthiness. As requirement of my Graduation completion I Have had done my internship one of the renowned rating companies of the country, Credit Rating Agency of Bangladesh, one of the founders rating company in the Bangladeshi market.

Credit remains for being monetary at risk and rating remains for emblematic result of investigation. Anyway the blend of those 2 words characterizes very their importance; it's the strategy for examination to rate to somebody's trustiness. This thought got quality once the money related emergency began once again the world. Commonly banks and fiscal foundation's are in style just if there should be an occurrence of advancing or giving credit money that is kept to them by contributors. What's more, once a financial specialist neglects to reimburse back each the bank and somebody endures. Congruity of those sufferings swings them to bankrupt. Credit rating is two writes; at first its application was obligatory on Bank, FIs and NBFIs. A tiny bit at a time, it ended up being material on corporate business and SMEs as well. At first CRAB completes an underlying gathering with its customer and takes data. At that point a detail examination is done on customers' plan of action, money related condition, industry hazard, activity chance, administration, foundation, and credit office. After that a gathering of credit rate banters about and chooses a suitable rating keep up every one of the sets of accepted rules for the credit value of the organization. A honor letter and credit rating report must be submitted specifying the rating to its customer. In this report I've examined about credit rating, credit rating score in Bangladesh, and necessities of rating in Bangladesh, about CRAB, points of interest discourse on the credit rating process at CRAB, brief exchange on the money related articulation. In my temporary position report I have completed an examination on Ultimate design Ltd.

Over all, there are some references on CRAB and its rating process. It can be said that importance of credit rating is increasing day by day.

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## List of Acronyms

## ACRAA - Association of Credit Rating Agencies in Asia

## ADB - Asian Development Bank

## BSEC - Bangladesh Securities & Exchange Commission

## ICRA - Indian Credit Rating Agency

## IDRA - Insurance Development and Regulatory Authority

## NCR - National Credit Ratings Limited

## ECRL - Emerging Credit Rating Limited

## ACRSL - ARGUS Credit Rating Services Limited

## WCRCL - WASO Credit Rating Company (BD) Ltd.

## BDRAL - The Bangladesh Rating Agency Limited

# Chapter One: Introduction

Internship program is a compulsory three credits course, which provides us with the opportunity to achieve practical knowledge. Now the world is very much competitive. United International University (UIU) aims to build future magnate with the theoretical knowledge as well as practical knowledge about the corporate field of our country. Internship course & report is a noteworthy perspective toward achieving the objective. I have joined **Credit Rating Agency of Bangladesh (CRAB).** The term “CRAB” can be Divided by in three parts – Business Development, Credit and Rating department, and Accounts department.

Credit & rating departmentusually denotes to a symbol or on a relative judgment of something on a scale. So, the entire term **‘Credit rating’** can be defined as a judgment or an opinion on the quality of a credit, whether the creditor or the borrower is financially capable to meet the obligations. Typically, a credit rating tells a lender or investor the chance of the subject being able to pay back a loan. Credit ratings are utilized by financial specialists, guarantors, speculation banks, agent merchants, and governments. For financial specialists, credit rating agencies increment the scope of speculation options and give free, simple to-utilize estimations of relative credit hazard; this for the most part expands the proficiency of the market, bringing down expenses for the two borrowers and loan specialists. Since Bangladesh has numerous organizations, for example, corporate, banks, NBFIs so evaluating is must to see the credit value of these organizations. Now it’s a growing sector in Bangladesh.

#### Origin of the Report:

Here, I am assigned to complete this internship report-writing project as the requirement of our Bachelor of Business Administration program at United International University which will be submitted to our respectable Instructor Ms. Ishrat Jahan, Associate Professor, United International University, to gather knowledge and experience.

For completing internship project, I have gone to Credit Rating Agency of Bangladesh (CRAB) to take the real-life experience of activities from 20February, 2018 to June20, 2017 fulfill my internship.

#### Objectives of organization port:

* + - To know about the credit rating process completely.
    - To think about the present market situation of credit rating companies like CRAB and their client benefit as well.
    - To analyze the credit rating process of Credit Rating Agency of Bangladesh Limited.
    - To find out some problems of credit rating process.
    - To make some recommendations to overcome.

#### Scope of the Report:

Any academic course of the study has a great value when it has practical application in real life. Thus, we require appropriate use of our insight to get some advantage from our hypothetical information in our functional life. Building a solid base of useful information is conceivable through working some place essentially. At the point when hypothetical learning is acquired from a course of study, it is just the most of the way of the topic. Entry level position suggests the full use of the techniques and strategies by gaining information of the topic this can be productively connected in our every day life.

#### Methodology of the Report:

The sort of techniques utilized as a part of this report is primarily of an illustrative sort. Both essential and optional information investigation were chosen as the fundamental research strategy.

###### Primary Data Collection:

The primary data has been collected from

* + - * Interviewing the key persons of the company.
      * Face to face conversation with officers and staffs;
      * Related documents, books contemplate gave by the officers concerned.

###### Secondary Data Collection:

Certain information for this report has been extricated from auxiliary sources, since the graphic idea of the investigation to set up this report calls for existing actualities and data assemblage.

The sites utilized as a part of instance of information accumulations are mentioned in Reference.

#### Limitations:

I have gone through some problems while preparing this report such as:

* Unavailability of Data: Some portion of data was unavailable in the web sites and printed information was also hard to collect.
* Inaccuracy of data: It was difficult for me to find out the reliable source of data among all the sources.

However, I strongly believe that I have tried to overcome my problems and completed this report at my best.

# Chapter Two: Literature Review

The history of credit rating in Bangladesh remains at its early stage. There's Associate in nursing nonattendance of any experimental examination on the part, work and effect of the credit rating agencies. Indeed, even no evaluating office led any market research to decide the market affect. However, there are many contemplates directed regarding this matter inside the created nations and inside the economical monetary markets. These explores have contemplated each subjective and quantitative the relationship between a modification in an exceptionally appraising and accordingly the impact on the financial market. As far as the BRPD it had been created obligatory for the banks to possess themselves credit appraised to lift capital from capital market through beginning advertising. the trouble has been assessed any and with a read to shield the enthusiasm of the conceivable speculators, contributors and leasers and thus the bank administration for his or her general exhibitions in each important spaces well as center dangers of the bank.

The credit rating goes to be relate current process; credit rating should be refreshed on interminable premise from year to year, inside a half year from the date of close of each period of time. The rating report finished inside and out regards be submitted to Bangladesh Bank and made open inside an amount of multi month the warning of rating by the credit rating organization. Bank will unveil their credit rating prominently in their found annual yearly financial statements.

In people group rating of Bangladesh, CRAB got the second position as an individual from Association of Credit Rating Agencies in Asia from Bangladesh. ACRAA, established in 2001, may be a federation of domestic rating agencies of the Asian Continent- as well as those of Japan, Philippines, Uzbekistan, Sri Lanka, Malaysia, Indonesia, Korea, India, Pakistan, Taiwan, China, Kingdom of Thailand and Bangladesh, fashioned with support and cooperation of the Asian Development Bank (ADB). As a member, CRAB participates all told the activities of this Association. As of April 2009, membership has exaggerated to 25 members from 14 countries.

# Chapter Three: Credit Rating in Bangladesh

## Credit Rating

#### 

#### The Credit Rating (CR) is an aggregate definition in light of the pre-indicated scale and mirrors the basic credit-risk for a given introduction.

Bangladesh credit rating industry began its adventure with the compulsory prerequisite of having credit rating for all open obligation instruments, right offer issues and offers issued at a premium before the same were offered to the general population. In the time of 2002, Credit Rating Information and Service Limited (CRISL) began its task as the principal enlisted credit rating organization of Bangladesh. The second appraising office, Credit Rating Agency of Bangladesh Limited (CRAB) went to its activity on 2004, in this manner, making the manageability more troublesome for two rating offices. Credit Risk Grading Manual of At Bangladesh Bank was coursed by Bangladesh Bank vide BRPD Circular No. 18 dated December 11, 2005 on Implementation of Credit Risk Grading Manual which is basically being utilized for looking over the credit peril assessing before a bank advance to its getting clients. That point CRISL rating reports were having all the earmarks of being extremely helpful for the clients; uncommonly CRISL rating report on the then Al Baraka Bank persuaded the Bangladesh Bank of the need of credit rating and it stepped up with regards to make compulsory for all banks to have before it goes for open advertising.

Following the case of the central bank, the protection controller additionally thought of the prerequisite to make rating compulsory for all broad insurance agencies consistently and for the extra security organizations bi-every year. The Dhaka Stock Exchange, while issuing the direct listing regulations, made the credit rating mandatory before a company apply for direct listing. The above regulations created an enabling environment for credit rating in the country’s capital and financial markets. As per Association of Credit Rating Agencies of Asia, Bangladesh has the most noteworthy number of credit rating organizations. India; one of the largest economy of Asia has only two credit rating companies. On the other hand, China, another largest economy is continuing its economic growth with a single credit rating company.

## Types of Credit Ratings

**National Ratings**:

###### National Ratings experience the trustiness of guarantors or issues with respect to all or any unique backers or issues among indistinguishable nation, and as opposed to CI's diverse appraisals don't appear to be intended to be practically identical crosswise over nations. National Ratings territory unit used in nations whose sovereign credit rating region unit a path beneath 'AAA' on CI's worldwide evaluations scales, and wherever there's sufficient request from capital market members for such appraisals. National Ratings change the appraisals of commitment in each nation to be circulated over a full evaluating scale, in this manner allowing bigger credit separation than could likewise be achievable underneath globally similar rating scales.

**International Ratings:**

Guarantor Credit Ratings (for governments, monetary organizations and corporate establishments) condense an element's general reliability and its capacity and eagerness to meet its money related unbelievably due crosswise over worldwide outskirts. Segments and the kinds of evaluations that might be relegated are given underneath.

###### Sovereign credit ratings:

###### A sovereign credit rating is the credit rating of a sovereign substance, i.e., a national government. The sovereign credit rating demonstrates the hazard level of the contributing condition of a nation and is utilized by financial specialists hoping to contribute abroad. It considers political hazard.

###### Banks and other Financial Institutions:

* + Long and short term local currency ratings
  + Long and short term foreign currency ratings
  + Financial strength ratings
  + An assessment of the likelihood that a bank would receive external support in case of financial difficulties

###### Corporate:

* + Long- and short-term local currency ratings
  + Long- and short-term foreign currency ratings

###### Issue Credit Ratings:

Bonds, Shares and diverse money related commitments square measure conclusion of an element's capacity and aura to respect its financial commitments with reference to a chose security or distinctive record. The ratings allotted to the debt problems with monetary establishment sand companies are often either short- term or long-run, counting on the tenor of the liability.

A short-run rating is allotted to debt instruments with an explicit maturity of up to at least one year

# Chapter Four : Overview of CRAB

## About CRAB

## CRAB (Credit Rating Agency of Bangladesh Ltd) is the significant credit rating organization of Bangladesh, giving rating, looking over, and admonishing and data associations. The Company was merged as an open kept relationship under the Registrar of Joint Stock Companies in August 2003 and it got affirmation for beginning of business in November 2003.CRAB was permitted allow by the Securities and Exchange Commission (SEC) of Bangladesh for functioning as a credit rating agency in February 2004. The formal propelling of the organization was hung on 5 April 2004. CRAB has been approving as an ECAI by Bangladesh Bank in 2009, which status gives it the capability to give rating of bank credit exposures for chance weighted capital adequacy estimation. CRAB is an independent and gifted organization built up in specialized joint effort with ICRA Ltd of India. CRAB might be a main provider of speculation information and credit rating benefits in Bangladesh. CRAB's main goal is to affect essential commitment towards subjective advancement of the cash and capital markets and change of straightforwardness of monetary information and credibility of the organization division in Bangladesh for serving to inside the development of venture.

#### Objectives

* + - To play out the credit rating of differed obligation instruments as mechanical papers, Bonds and Debentures, Islamic securities, favored offers, Equity instruments, offer, finance units and so on.
    - To perform evaluating of shifted foundations as banks, non-managing an account financial foundations, protection firms, organizations, non-companies, social orders, trusts or individuals or their customers for capacities asked for customers or required by specialists.
    - To amass, process and offer data benefits in expansive territories for the utilization of association and customers at various levels.
    - To give consultancy and warning administrations in wide regions to our customers at various levels.

#### Code of Conduct

CRAB consents to the Code of Conduct as recommended under the Credit Rating Agencies Rules of Securities and Exchange Commission. The Code of Conduct focuses on the following:

* + - Responsibility &Trust
    - Quality of Rating
    - Confidentiality
    - Independence
    - Avoidance of Conflict of Interest
    - Transparency and Timeliness of Rating Disclosure

#### Information Service:

CRAB gives data benefit as database, money related examination, market analysis, market survey and so on. The administration is altered to particular need of the customers.

# Chapter Five: Credit rating process analysis of Credit Rating Agency of Bangladesh (CRAB)

## Implementation of Base lII

Basel II is recommendatory system for keeping money supervision, issued by the Basel Committee on Banking Supervision in June 2004. The target of Basel II is to realize universal union of capital estimation and gauges in the managing an account framework. The Basel Committee individuals who settled the arrangements are basically delegates from the G10 nations, yet a few nations that are not spoken to on the board of trustees have likewise expressed their aim to embrace this frame work.

In December 2008, Bangladesh Bank issued rules on the New Capital Adequacy Framework (BRPD Circular 09, dated 31.12.08) to banks working in Bangladesh, in light of the Basel II system. These rules educate that BB recommends execution of Basel II with the accompanying methodologies:

i) Standardized approach for figuring RWA against credit risk;

ii) Standardized approach for figuring RWA against Market Risk; and

iii) Basic marker approach for computing RWA against Operational Risk.

Under the institutionalized approach for estimating credit chances, the hazard grades are resolved in view of evaluations doled out by the ECAIs.

Mapping of BB Rating Grade with ECAI Rating

|  |  |  |  |
| --- | --- | --- | --- |
| **Long Term Rating Category Mapping** | | | |
| **Claims on Corporate** | Bangladesh Bank Rating Grade | Equivalent Notch/Notation of  CRAB | Risk Weight |
| **(excluding equity)** | 1 | AAA  AA1, AA2, AA3 | 20% |
|  | 2 | A1, A2, A3 | 50% |
|  | 3 | BBB1, BBB2, BBB3 | 100% |
|  | 4 | BB1, BB2, BB3 | 100% |
|  | 5 | B1, B2, B3  CCC1, CCC2, CCC3  CC | 150% |
|  | 6 | C, D | 150% |
|  | Unrated |  | 125% |
|  |  |  |  |

|  |  |  |
| --- | --- | --- |
| **Short Term Rating Category Mapping** | | |
| **Bangladesh Bank Rating Grade** | **CRAB Grade** | **Risk Weight** |
| S 1 | ST-1 | 20% |
| S 2 | ST-2 | 50% |
| S 3 | ST-3 | 50% |
| S 4 | ST-4 | 100% |
| S 5 | ST-5 | 150% |
| S 6 | ST-6 | 150% |

## Impact of BASEL II on banks in Bangladesh

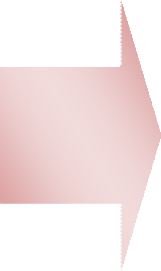
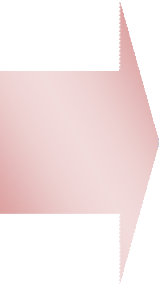
Under BASEL II structure, banks should give cash-flow to credit chance in light of the hazard related with their advance portfolios. On the off chance that a bank has fantastic credit exposures (e.g. on the off chance that the vast majority of its credit exposures are in the 'AAA' and 'AA' classes) it will spare capital since credit hazard; the distinction is obvious in the delineation beneath. Moreover, banks should give incremental money to advertise chance and operational hazard.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Illustration of capital-saving potential by banks on a loan of Tk. 1000 Million** | | | | | |
|  | BASEL, I | | BASEL II | | |
| **Rating** | Risk Weight | Capital require\*(Tk.mn) | Risk Weight | Capital required\*(Tk.mn) | Capital saved(Tk.mn) |
| **AAA, AA1, AA2,**  **AA3** | 100% | 100 | 20% | 20 | 80 |
| **A1, A2, A3** | 100% | 100 | 50% | 50 | 50 |
| **BBB1-BBB3,**  **BB1-BB3** | 100% | 100 | 100% | 100 | 0 |
| **B1 and below** | 100% | 100 | 150% | 150 | -50 |
| **Unrated** | 100% | 100 | 125% | 125 | -25 |

\*Capital required is computed as Loan Amount x Risk Weight x 10%

## Rating Process of CRAB

Figure: Credit Rating Process of CRAB



Issuer mandates

Rating assignment to CRAB

Analysis & evaluation

by CRAB analysts

Appeal by issuer &

Reappraisal (if appropriate)

Primary discussion

Between issuer and

rating team of CRAB

Rating team presents

Primary rating report to internal

committee

Announcement of credit

rating

Issuer prepares &

Submits required data requested by

rating team

Rating Committee

meeting

Publication of credit

analysis report

Additional information

Gathering, visits & meetings with issuer & management

Notification to issuer

On-going

Surveillance/formal

annual reviews

**Source: CRAB Corporate Brochure**

CRAB's Rating procedure is started on receipt of a formal demand from the Client. A Rating group comprising of Financial Analysts is locked in for directing Rating task. Experts gather data from the customer through records, information, meeting, site visits and so forth. CRAB additionally depends on optional wellsprings of data, including its own examination division. In the wake of finishing the examination, Analysts set up a Draft Rating Report, which is talked about in the Internal Committee. A draft report is given to the purchaser moreover to ensure that there's no real error or falsehood inside the report.

Rating is an intelligent procedure with a planned approach. The primary advances are portrayed as takes after:

1. **Rating Request:**

Evaluations in CRAB are typically started on formal demand (or Mandate) from the forthcoming Issuer. An endeavor is likewise gotten on a Taka 150 non-legal Stamp Paper before beginning of a Rating task; which explains the terms and states of the commitment of credit rating office.

1. **Team:**

The Rating group ordinarily contains two individuals. The synthesis of the group depends on the aptitude and abilities required for assessing the matter of the Issuer. The group is typically driven by the lead examiner with sufficient information of the applicable instrument to be Rated.

1. **Role of the Lead Analyst:**

The lead investigator will resolve to settle the Rating report and send indistinguishable to the Rating Committee individuals. The lead investigator will resolve to make an introduction before the Rating Committee. The lead expert can guarantee that every one the important and material issues that will have a control on the credit nature of the foundation are given before the Rating Committee for dialog. The lead expert can ensure correspondence of the Rating call to the foundation and start all the required activities resulting to the response of the foundation figuring on the conditions.

1. **Information Requirements**:

Guarantors are furnished with a rundown of data prerequisites and wide system for exchanges. These necessities are gotten from the experience of the Issuers business and comprehensively fit in with every one of the viewpoints, which have a heading on the rating.

E) **Secondary Information:**

CRAB pulls in on the optional wellsprings of information together with its own in-house examination and learning acquired through gatherings with the Issuers' brokers, reviewers, clients and providers among a few distinctive significant market members. CRAB additionally has a board of industry specialists who give direction on particular issues to the Rating group.

1. **Management Meetings and plant visits:**

Rating includes appraisal of number of subjective elements with a view to gauge the future income prospects of the Issuer. This requires serious associations with the Issuers' administration particularly with a view to understanding the marketable strategies, future focused position and financing arrangements, and so on.

1. **Meeting with the Issuers' CEO/CFO:**

This would be an imperative gathering when the Rating group would examine all the basic issues that may affect the Rating choice with the CEO/CFO of the Issuer (without CEO/CFO, with a senior official assigned by the Issuer for this reason).

1. **Internal Review Committee Meeting:**

Once the draft report is prepared by the Analysts group, it's put before the inward Review meeting. The board of trustees contains of senior examiners. The advisory group audits the draft rating report and investigation made by the examiners. Board of trustees likewise audits the due determination, records, gatherings, site visits and so forth.

1. **Rating Committee Meeting:**

The expert for appropriation Ratings is unlimited inside the Rating Committee of CRAB. The Rating reports are sent by the investigator group ahead to the Rating Committee individuals. An introduction with respect to the Issuers business and in this way the administration is made by the Rating group to the Rating Committee at the gathering. All the key issues are known and said finally all through the meetings and each one applicable issue, which impact the Rating, are thought of. The varieties if any emerge all through the exchange are observed. At last, a Rating is relegated either by an assentation or by dominant part votes.

1. **Surveillance:**

It is mandatory with respect to CRAB to screen Accepted Ratings over the residency of the Rated instrument or till any sum is exceptional under the programs Rated. The foundation is certain by the consent to deliver data to CRAB to encourage such perception. just on the off chance that the organization don't co-work by Method for giving information, and so on for reconnaissance, CRAB may without anyone else complete the observation best endeavors premise upheld the available data and potential collaborations once giving the establishment satisfactory notice asking for him to co-work.

#### Time Line

About one week after getting information; and could be longer depending on the adequacy of the discussions with the management and the information provided by the client.

# Chapter Six: Rating Methodology

###### CRAB has grown exceptionally institutionalized rating approaches for various instruments and substances. The procedures have been created considering all the pertinent elements influencing the future money age limit of the backers. These variables incorporate industry attributes, focused position of the backer, operational effectiveness, administration quality, duty to new undertakings and other partner organizations, and future financing strategies of the guarantor. A point by point examination of the past money related proclamations are made to survey the real business execution. CRAB rating strategy plans to survey the relative solace level of the guarantors to benefit the commitments and this is reflected in the rating of an obligation instrument. If there should be an occurrence of value instruments, the rating mirrors the future gaining capacities with reference to the strength to perform in antagonistic circumstances.

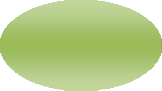
###### Banks and Financial Institutions

###### CRAB's appraisals evaluate the reliability of financial organizations, i.e. business and merchant banks, non-bank fund organizations, lodging money organizations and so forth. Evaluations of money related establishment’s center around the dangers that can influence the activities of such an organization - working dangers, budgetary dangers and administration dangers.

###### Corporate

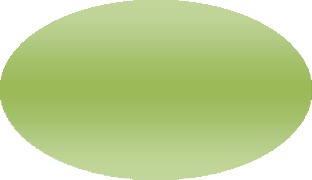
CRAB's corporate rating system is produced for examination of non-monetary associations working in assembling, collecting, and benefit segment and so on. The bland variables are normal for all elements/backers, while standard particular for various enterprises are utilized for rating. There are separate rating foundations for rating of substances in various enterprises.

Figure: CRAB’s Corporate Rating Methodology



Output

Input



Industry Risk

Analysis

Management

Evaluation

Business

Risk Analysis

Corporate

Governance

Corporate

Operating Rating Operating

RiskAnalysis Performance

Strategy and

Financial Policies

Financial

Strength

Securities

Risk Analysis

Generic

Rating Factors

Relationship

Risk Analysis

## Rating Methodology of CRAB’s Corporate Unit

In the Corporate rating division of CRAB, it does the rating strategy of various corporate elements including gathering of organization and SME. The Corporate enteritis could be from any industry with the exception of from Banking and Insurance industry. In the term of rating different corporate entities CRAB follows following rating methodology-

* + - Operation/ Business Risk Analysis
    - Industry /Market Risk Analysis
    - Management Risk Analysis
    - Credit Facility and Collateral Risk Analysis
    - Financial Risk Analysis

###### Operation/ Business Risk Analysis:

In this section Analyst’s work is basically analyzing the company’s operation and risk related with Operation. By analyzing operating risk CRAB finds out existence of any Company’s strength which comes from the operation of the company. Factors which are considered here are listed below-

* + - * Production or trading scale
      * List of top five Customers
      * Raw material quality
      * Pricing
      * Product diversity
      * Raw material procurement strategy
      * Relationship with customer
      * List of top five Suppliers
      * Total value of existing machineries of the Company
      * List of machineries; brand names and country origin of those machineries
      * Quality commitment and quality policy
      * Quality of imported raw material
      * Quality of products produced
      * Business Model
      * Investment in renovation
      * Investment in branding and marketing
      * Utility supply, specially electricity
      * gas supply, gas based generator(s) to ensure continuous power supply, generators’ brand name and capacity
      * pump for supplying necessary water for the factory

Industry to industry these factors may vary in terms of analyzing a company’s business performance.

###### Industry Risk Analysis:

CRAB's industry hazard examination centers on the quality of industry prospects, and the aggressive variables influencing that industry. The purpose for this thought is to look at the present execution of chose organization with the business to manage whether the organization is running legitimately or not. Factors which are considered here are given below-

* + - * Industry prospects for growth, stability or decline
      * The pattern of business cycle
      * Investment plans of the major players in the industry
      * Demand and supply of product
      * Corruption
      * Existence or potential for heavy taxation

###### Management Risk Analysis:

This section identifies if there is any deviation in the management team which might affect the company in their daily run of business. Several factors observed here are shown below-

* + - * Shareholders’ position and percentage of share
      * Type of Management Hierarchy
      * Number of Employees
      * Process of Reporting
      * Degree and Qualification of employee
      * Employees’ safety measures
      * Corporate governance
      * Types of Strategy taken and description
      * Foreign Promoters.

## My role in CRAB as Intern:

I was performing at CRAB’s corporate office. This branch modifies all company corporations however  
not with little & Medium Enterprises (SME). At the corporate office actually have worked in a very team  
under my team. As associate intern I had to satisfy some style of responsibility at CRAB.

1. **Factory Visits**

Collecting all the necessary information from the clients was one of my major duties. Authentic and sufficient information is the prerequisite for analyzing the credit worthiness of a business. So as soon as a new client was assigned to the AVP & Co-Head my duty was to gather information about the client on behalf of him over phone and sometimes through formal meetings. It was my responsibility to contact some of the clients on behalf of the analyst and get a clear idea about their business model, extent of competition, opportunities and challenges via phone. I used to visit their factories to collect detail information about the number of machineries, any new addition of machineries during the current year, list of top 5 buyers, list of top 5 suppliers of raw materials, internal process, the decision making hierarchy of taking order and recruitment, production process, production capacity, actual amount of production, process loss if any, peak season, off peak season, number of Workers, number of shifts, salary of Workers, date of payment, Worker’s facilities, petty cash maintenance, bills receivables, bills payment, collateral, inquire of any labor unrest, utility service, technical support, variety of products manufactured, costing, service charge, price of the products, pricing strategy, if the client has any future capital expenditure plan, if there is any ETP, if there is proper fire extinguisher system. I assisted Minhaz Manir Orvi factory visit Ultimate Fashion Limited, Auto Rice Mills, Dresden Textiles Limited.

1. • **Analyzing the financial Statements**

Analyzing the money statements of all the client was one amongst key my responsibilities. i used to be given the task to convey the input of the money statements of the shoppers into the money model to reckon the financial position of the clients.

1. • **Preparing Credit Rating Reports**

Assisting the money analysts in getting ready credit rating report likewise was additionally one amongst my core responsibilities. I got the prospect to find out the way to construct the credit rating report where as serving to the analysts. In my amount (5 months) Corporate Unit rated Noman Group, Auto rice Mills, Ultimate Fashion Ltd. to name a few. I have played an active role in these credit rating processes.

# Chapter Seven :Corporate Credit Rating Report

## CREDIT RATING REPORT

**Ultimate Fashions Limited**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Particulars** | | **Ratings Outstanding** | | **Previous Ratings** | | **Remarks** |
| Ultimate Fashions Limited | | **-** | | Entity | |
| BDT 237.2 Million Long Term Outstanding | | **BBB**3 **(Lr)** | | Please see Appendix-1  for details | |
| BDT 20.0 Million Overdraft Limit | | **BBB**3**(Lr)** | |
| BDT 30.0 Million Short Term Fund Based limits | | **ST-3** | |
| BDT 1,200.0 Million Non-Fund Based limits | | **ST-3** | |

Lr - Loan Rating; ST – Short Term

**Date of Rating:** 05 April 2018.

**Validity**: The advance appraisals are legitimate up to 4 April 2019 and the transient evaluations are substantial up to restrain expiry date of separate credit offices or 4 April 2019 whichever is prior.

**Rating based on:** Un-audited financial explanations starting at 30 June 2017& 2016, Bank Liability position as on 27 February 2018, and other important quantitative and additionally subjective data up to the date of rating revelation.

**◼ Profile**

Ultimate Fashions Limited was fused in 1999 as a private restricted organization as a maker of denim textures of various sorts with cutting, sewing and completing offices. The Company produces denim textures weighing from 4oz/yd2 to 15oz/yd2 for denim wears. The Company is a deemed exporter and eventually serves the European markets. Currently its monthly production capacity is around 0.58 million yards for regular design. Its factory is situated at 95/2, Road 2, Ward 5, Block-B, Gouripur, Ashulia, Savar.

**Background**

Ultimate Fashions Limited was incorporated in 1999 as a private limited company as a manufacturer of denim fabrics of different types and finishing facilities. The Import supplier are, Foshan, THD Textile, Xiamen Xiangyu, Fena Textile, Waxi Longshine, Panama. The Company is a deemed exporter and eventually serves the European markets. Currently its monthly production capacity is around 0.58 million yards for regular design. Its factory is situated 95/2, Road 2, Ward 5, Block-B, Gouripur, Ashulia, Savar, Dhaka.

|  |  |  |
| --- | --- | --- |
| **Financial Highlights\*** | | |
| **Year ended June 30** | | |
| **(Mil. BDT)** | **2017** | **2016** |
| Net Sales | 1441.6 | 271.9 |
| Net Sales Growth | 430.2% | 91.2% |
| Net Profit after Tax | 67.9 | 4.0 |
| Net Profit Margin | 4.7% | 1.5% |
| EBITDA | 97.7 | 5.5 |
| EBITDA Margin | 6.8% | 2.0% |
| Financial Expenses | 14.9 | 0.2 |
| Inventory Processing Period (Days) | 102 | 205 |
| Cash Conversion Cycle (Days) | 140 | 219 |
| Equity | 272.5 | 204.6 |
| Total Asset | 1017.9 | 409.5 |
| Borrowed Fund | 706.9 | 203.5 |
| Borrowed Fund (Limits) | 1519.2 | - |
| Free Cash Flow (FCF) | (297.0) | (370.2) |
| Borrowed Fund to Equity | 2.6 | 1.0 |
| Borrowed Fund (Limits) to EBITDA | 7.2 | 36.8 |
| Sales to Borrowed Fund (Limits) | 0.9 | - |
| TIER | 6.6 | 26.2 |

**Rationale**

Credit Rating Agency of Bangladesh Ltd. (CRAB) has assigned BBB3(Lr) (Pronounced as Triple B Three) loan rating to BDT 237.2 million long term outstanding of Ultimate Fashions Ltd. in the long term. CRAB has also assignedST-3 rating to BDT 30.0 million short term funded limits and BDT 1,200.0 million short term non funded limits of the Company in the short term.



|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | |  | |  | |  |  |  |  | |
|  | |  | |  | |  | | | | |
| Table- 1: UFL's Production Particulars | |  | |  | |  | | | | |
|  | | **Year ended June 30** | | | | | | | | |
| Month | |  | | 12 | | 12 | | | | |
| Year | |  | | **2017** | | **2016** | | | | |
| Lines | |  | | 15 | | 8 | | | | |
| Installed Capacity (Million Pieces) | |  | | 7.02 | | 1.44 | | | | |
| Total Production (Million Pieces) | |  | | 3.69 | | 0.70 | | | | |
| Capacity Utilization (%) | |  | | 51% | | 50% | | | | |

|  |  |  |  |
| --- | --- | --- | --- |
| **Table-2: Top Clients of Tusuka Jeans Ltd.** | | | |
| **SL** | **Client Name** | **Country** | **Payment Mode** | |
| 1 | Mango | Spain | Contract | |
| 2 | Pimkie | France | Contract | |
| 3 | New Yorker | Germany | Contract | |
| 4 | Ring Of Fire | USA | Contract | |
| 5 | Spring Field | Spain | Contract | |
| 6 | Jay Jay | Australia | Contract | |

Ultimate Fashions Limited procures denim fabrics (7/1 O.E, 9/1 O.E, 10/1 O.E, 12/1 O.E, 16/1 O.E, 9/1 Slub, Lycra) that are stated (by UFL) from renowned local manufacturer like Salek Textile, Mahmud Denim, Tex Zipper, Coats etc. Moreover, the Company imports other specific denim or products from abroad mentioning Foshan, THD Textile, Xiamen Xiangyu, and Panama etc. The management of UFL views this short listed supply options as strategically important due to quality and safety concerns which will eventually help UFL to collect direct exporting orders from USA, Spain, France, Germany, China, Hong Kong, Australia, New Zealand – Mango, Pimkie, New Yorker, Ring of Fire, Spring Field and Jay Jay etc. Besides, long term business relationship mitigates the recovery risk to some extent.

**Credit Strengths**

1. Experience of the top management (more than 19 years) in the garments industry

2. Loyal client base and long standing relationship with world’s renowned companies

3. Favorable industry prospect backed by increasing demand of jeans pant throughout the world

4 Healthy revenue growths

5. Satisfactory coverage ratios

**Credit Concerns**

1. Downside pressure on product price may reduce the margin further

2. Factory in its very initial stage with low capacity utilization

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Board and Shareholding Position**   |  |  |  |  | | --- | --- | --- | --- | | **Table 2** | | | | | Shareholding Pattern | | | | | **Name** |  | **Designation** | **Ownership (%)** | | Mr. SudhirMullick |  | Chairman | 20% | | Mr. ShyanZubair |  | Managing Director | 32% | | Mr. Rajesh Sethi |  | Director | 20% | | Noize Jeans Limited (Represented by Mr. Manish Singh Chauhan) |  | Director | 10% | | Oracle Service Ltd (Presented by Mohammed Adnan Islam) |  | Director | 18% | | **Total** | **7,96,200** |  | **100%** |   Board of Directors of UFL comprises of 5 members, where Mr. Sudhir Mullick is designated as Chairman, and Mr. Shyan Zubair is designated as Managing Director of the Company. Total number of shares is 7, 96,200 at the same time.  **Management**  The management of UFL consistently enhances the generation procedure and HR by directing different R&D and at work preparing programs. UFL's administration is driven by its overseeing executive and the division heads (Director task, Director Finance, Company Secretary, CFO, GM), who have critical encounters in related business territory, and they screen diverse activities of UFL.  Starting at 30June 2017, UFL has around 2491 specialists in the plant and 15officers and staff in head office and manufacturing plant. Among various incidental advantages, the Company gives wellbeing and tyke mind office, bubbly reward, benefit sharing and generation reward. UFL has encountered departmental heads, and there is modernized record keeping practice in UFL through ERP programming usage and other specialized programming. |
|  |
| In 2017, the Company changed its financial reporting period to 30 June of each year from 31 December of each year. As a result, FY17’s audited financial statements depict 6 months performance of the Company. UFL reported BDT 1,441.6 million of sales in FY17 which was BDT 271.9 million in 2016 (12 months). In recent period, up to 31 March 2018 (9 months), Company’s sales reached to BDT 1,912.6million. EBITDA margin increased from last year’s (2016~2017) from 2.0% 2016to 6.8% in FY17 due to reducing gross profit margin. Although the top line profitability increased, net profit margin of the Company shows relatively growing trend due to decreased financial expenses for last few years.   |  |  |  |  | | --- | --- | --- | --- | | **Table 2: Production Capacity & Average Production** | | | | |  | **FY2016** | **FY2017** | **FY2018** | | **Months** | **12** | **12** | **9** | | Production Capacity (Pcs) | 14,40,000 | 70,20,000 | 70,20,000 | | Average Production/year (Pcs) | 7,01,168 | 36,96,487 | 27,72,365 | | Utilization (%) | 50% | 51% | - | | Sales (Mil. BDT) | 271.8 | 1441.6 | 1912.6 |   UFL allocated quite amount of current asset to cover short term liability as indicated by quick ratio of 0.6x in 2017 which was 1.5x in 2016. The Company’s liquidity position slightly improved due to improved efficiency in cash conversion cycle marked as 140 days in 2017 from 219 days in 2016, which was supported by shortened inventory processing period of 102 days in 2017 from 205 days in 2016.  UFL’s coverage position remained favorable for debt servicing as indicated by improved EBIT to interest ratio of 2.7x in FY17 which was 1.0x in 2016 and Company’s positive funds flow from operation and operating cash flow supports existing interest burden. |

Ultimate Fashions Limited has banking relationship with One Bank Limited, Banani Branch (since 2015).

Recently, the Company adjusted its One Bank Limited loan. Bank’s aggregate fund based working capital limits haveincreased and aggregate non-fund based limits decreased in 2017 like previous year. UFL has a satisfactory banking relationship with its banks and the Company always keeps its payment timely. Details of loan facilities are given in Appendix–1.

**Appendix – 1: Details of Bank Loan Liability Status of Ultimate Fashions Limited of 27 February 2018(Mil. BDT)**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Banks** | **Facility** | **Term Status** | **Fund Status** | **Limit** | **Outstanding** | **Limit Expiry** |
| One Bank  Limited | Term Loan | Long-term | Funded | 90.0 | 93.7 | 23.06.2023 |
| Term Loan | Long-term | Funded | 20.0 | 18.9 | 09.06.2021 |
| Term Loan | Long-term | Funded | 121.7 | 87.7 | 25.02.2023 |
| Term Loan | Long-term | Funded | 10.0 | 9.64 | 18.12.2021 |
| Term Loan | Long-term | Funded | 20.5 | 19.7 | 22.12.2021 |
| Term Loan | Long-term | Funded | 7.0 | 7.37 | 16.08.2022 |
| **Total Long Term Loan Funded** | | | **269.2** | **237.2** |  |
| Overdraft (OD) | Short-term | Funded | 20.0 | 13.1 | 08.06.2018 |
| Time Loan | Short-term | Funded | 20.0 | 20.0 | 09.04.2018 |
| Time Loan | Short-term | Funded | 10.0 | 10.0 | 02.07.2018 |
| **Total Short term Funded Loan** | | | **50.0** | **43.1** |  |
| Back to back LC | Short-term | Non-funded | 1200.0 | 281.9 | Case to Case |
|  | **Total Short term Non-funded Loan** | | | **1200.0** | **281.9** |  |
|  | **Total Loan** | | | **1519.2** |  |  |

Notes:

The loan ratings were assigned assuming the loan facilities will be renewed with the same limit

Quarterly installment size - BDT 19.49 million and annual term loan obligation - BDT 77.96 million

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Import-Export Performance of Ultimate Fashions Limited** | | | | |
| **Year** | **LCs Opened** | **Total Import** | **LCs Opened** | **Total Export** |
| 2017 | 665 | 2069.70 | 56 | 2135.74 |
| 2016 | 298 | 1025.14 | 56 | 590.37 |

**Append**i**x 2: Key Financial Variables of Ultimate Fashions Limited**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Appendix 2: key Financial Indicators of Ultimate Fashions Ltd.** | | |  |  |  |
|  |  | **Year ended June 30** | | | |
| **Categories** | **(Mil. BDT)** |  | **2017** | **2016** |  |
| **Earnings and Stability** | Net Sales |  | 1,441.6 | 271.9 |  |
| Net Sales Growth |  | 430.2% | - |  |
| COGS as % of Net Sales |  | 88.0% | 91.2% |  |
| EBITDA |  | 97.7 | 5.5 |  |
| EBITDA Growth |  | 1668.2% | - |  |
| EBITDA Margin |  | 6.8% | 2.0% |  |
| Financial Expenses |  | 14.9 | 0.2 |  |
| Net Profit after Tax |  | 67.9 | 4.0 |  |
| **Profitability** | Gross Profit Margin |  | 12.0% | 8.8% |  |
| Operating Profit Margin |  | 6.8% | 2.0% |  |
| Net Profit Margin |  | 4.7% | 1.5% |  |
| Return on Asset (ROA) |  | 6.7% | 1.0% |  |
| Return on Equity (ROE) |  | 24.9% | 1.9% |  |
| Return on Capital Employed (ROCE) |  | 24.0% | 1.6% |  |
| **Liquidity and  Working Capital Management** | Current Ratio |  | 1.2 | 3.7 |  |
| Quick Ratio |  | 0.6 | 1.5 |  |
| Cash Ratio |  | 0.2 | 0.6 |  |
| Net Working Capital to Operating Income |  | 1.1 | 30.2 |  |
| Net Working Capital to Total Assets |  | 0.1 | 0.4 |  |
| Accounts Receivable |  | 182.9 | 12.3 |  |
| Inventories |  | 354.0 | 139.3 |  |
| Accounts Payable |  | 28.2 | 1.5 |  |
| Receivable Collection Period (Days) |  | 46 | 17 |  |
| Inventory Processing Period (Days) |  | 102 | 205 |  |
| Payable Payment Period (Days) |  | 8 | 2 |  |
| Cash Conversion Cycle (Days) |  | 140 | 219 |  |
| **Leverage and Capital Structure** | Equity |  | 272.5 | 204.6 |  |
| Total Asset |  | 1,017.9 | 409.5 |  |
| Total Liabilities |  | 745.6 | 205.0 |  |
| Debt to Equity Ratio (Long Term Loan Only) |  | 2.7 | 1.0 |  |
| Borrowed Fund |  | 706.9 | 203.5 |  |
| Borrowed Fund (Limits) |  | 1,519.2 | 0.0 |  |
| Fund Flow from Operations (FFO) |  | 67.9 | 4.0 |  |
| Cash Flow from Operations (CFO) |  | (297.0) | (188.4) |  |
| Free Cash Flow (FCF) |  | (297.0) | (370.2) |  |
| Borrowed Fund to Equity (x) |  | 2.6 | 1.0 |  |
| Borrowed Fund to EBITDA (x) |  | 7.2 | 36.8 |  |
| Borrowed Fund to Total Asset (x) |  | 0.7 | 0.5 |  |
| Sales to Borrowed Fund |  | 2.0 | 1.3 |  |
| Sales to Borrowed Fund (Limits) |  | 0.9 | - |  |
| Total Liabilities to Total Asset |  | 0.7 | 0.5 |  |
| FFO to Borrowed Fund |  | 0.1 | 0.0 |  |
| OCF to Borrowed Fund |  | (0.4) | (0.9) |  |
| RCF to Borrowed Fund |  | (0.4) | (0.9) |  |
| FCF to Borrowed Fund |  | (0.4) | (1.8) |  |
| **Coverage** | TIER |  | 6.6 | 26.2 |  |
| FCF/Interest (x) |  | (19.9) | (1,754.4) |  |

# Chapter Eight : Findings

## Problems of credit rating process of CRAB

* + - There is unavailability of market or industry information. In Bangladesh people don’t give information properly that’s why it directly affects rating report.
    - Clint has no plan why rating is important. They assume its additional price and unneeded, banker and rating business operating folks also are to blame for it. They’re not explaining or shortage of information they can’t offer correct information what’s the good thing about rating.
    - Long method of rating is another issue that impact direct on the business, once business development done a wear down shopper he/she ensure they supply service at intervals fifteen operating days however once AN analyst beginning with work he faces countless problems like unviable data, communication draw back countless issue that directly impact on operating and it's interval long.
    - Bangladesh may be a developing country, thus countless bank and monetary company giving loan for making new business person however some government bank giving huge quantity loan to 1businessman and when at a time that company can’t repay the loan quantity therefore the company listed bankrupt. This is often AN example for unstable monetary market. Thus it’s a significant issue for unstable monetary market which can directly have an effect on our economy and business.
    - The 1st and most troublesome barrier to investment in As Bangladesh is political instability.. At a similar time, native investors can choose investment of their cash abroad.
    - Corruption is the second biggest barrier of investment in Bangladesh. Recent corruption cases like Hall-Mark, Destiny, etc. have damaged confidence for investment in the country.

## Recommendations

* More rules from the restrictive bodies, Bangladesh Bank and (Securities and Exchange Commission) SEC. The restrictive bodies should bolt monitor all the Credit Rating Agencies in Bangladesh. ACRAB should closely monitor the activities of all eight agencies in Bangladesh; however moral they're operating, what fees they're charging, whether or not they square measure charging fees below the benchmark or not. They have to step forward in reducing the “Price war” and “Rating Shopping”. Banks should even be strict regarding the credibleness of the report before accretive it. a number of the known banks and Asian country Bank solely settle for the credit rating report solely from CRAB. However all alternative banks ought to take care.
* More financial products should be introduced in Bangladesh for Credit Rating Agency to flourish. The lot of financial product (like bond market, mutual fund) can increase in Bangladesh a lot of exacting, rich and engaging credit rating agencies would become. A rating fee might be charged around Bangladeshi monetary unit Fifty animal product, additionally investment trust rating might be charged around Bangladeshi monetary unit One Core. If monetary product increases, then the revenue would climb drastically.
* Mass people should be educated about credit rating services through seminars, by including it in the educational studies.
* The Analysts gather detail data, completely analyze them, and create works visits nearly too all the purchasers each time police investigation is finished and within the initial rating. These incur a lot of prices that successively will increase the fee structure. Moreover, since CRAB analyzes ethically therefore typically the rating comes low. However different credit ratings agencies act considerably unethically and are available to a contract with a shopper to extend the rating. Also, different credit rating agencies take the advantage of the present price battle between the credit rating agencies by giving relatively low fee. As purchasers make a come back rating at a lower fee that is very useful for purchasers in obtaining loan from banks, so that they generally switch to different credit rating agencies.

## Conclusion

This is a brief analysis on rating procedure of Credit Rating Agency of Bangladesh (CRAB) and credit rating strategies followed in booming company like *Ultimate Fashion Limited*. The most purpose of this analysis is to know the current credit rating procedure of CRAB. This report put together includes a detail arrange regarding credit rating, its history; utterly totally different rating company and Credit Rating Agency of Bangladesh (CRAB).I have successfully done my internship in CRAB. It was really a great experience of working with IT Department & Rating Department of CRAB. My major duties and responsibilities were collecting information, Deal with clients, connect with banker, corporate, assign the information to the annalist etc. During Internship program a student undergoes practical learning process in an organization. It is a good blend of theoretical and practical knowledge. This Internship Program gives the students an opportunity to get ourselves introduced to the corporate world. It works as an ice-breaking before they step into their working life. So, I can say that I really had the best orientation in my corporate life. I have done this analysis with the supervision of my honorable faculty member Isharat Jahan & CRAB’s Senior Research Associate Minhaz Manir Orvi. Without their support this report preparing would not be successful. So, I am very grateful to them.

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