

**Grant Thornton India LLP**

16th Floor, Tower II,  
Indiabulls Finance Centre,  
S B Marg, Elphinstone (W)  
Mumbai - 400 013  
India

**REPORT OF INDEPENDENT AUDITOR'S REPORT**

Board of Directors  
**CRISIL Irevna US LLC**

**T +91 22 6626 2600**  
**F +91 22 6626 2601**

We have audited the accompanying financial statements of CRISIL Irevna US LLC, which comprise the balance sheet as of December 31, 2018 and the related statement of income, comprehensive income, changes in member's equity and cash flows for the year then ended, and the related notes to the financial statements.

**Management's responsibility for the financial statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

**Auditor's responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



**CRISIL Irevna US LLC**  
**Report of Independent Auditor's Report**

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**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of CRISIL Irevna US LLC as of December 31, 2018 and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

**Restriction on distribution or use**

Our report is intended solely for the information and use of the Company and accordingly, should not be used, referred to or distributed for any other purpose or to any other party without our prior written consent. Further, we do not accept or assume any liability or any duty of care for any other purpose for which or to any other person to whom this report is shown or into whose hands it may come without our prior consent in writing.

*Grant Thornton India LLP*

Mumbai, India  
January 24, 2019



**CRISIL IREVNA US LLC**  
New York, New York

**FINANCIAL STATEMENTS**

Including Independent Auditors' Report

As of and for the Year Ended December 31, 2018

# CRISIL IREVNA US LLC

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**CRISIL IREVNA US LLC**

**FINANCIAL STATEMENTS**

## CRISIL IREVNA US LLC

### BALANCE SHEET As of December 31, 2018

#### ASSETS

##### CURRENT ASSETS

Cash and cash equivalents		\$	2,855,759
Accounts receivable, net of allowance for doubtful accounts of \$381,898			
	Sundry Debtors	\$	7,299,968
	Other receivables	\$	8,576,913
		\$	15,876,881
Prepaid expenses and other current assets			51,718
Total Current Assets			<u>18,784,358</u>

Property and equipment, net			124,395
Advance income tax			49,608
Restricted cash			85,952
Goodwill			681,902
Deferred taxes			128,228
Investment, at cost			<u>11,908</u>

**TOTAL ASSETS** **\$ 19,866,351**

#### LIABILITIES AND MEMBER'S EQUITY

##### CURRENT LIABILITIES

Accounts payable and accrued liabilities		\$	3,917,229
Unearned revenue			46,109
Due to related parties			<u>15,115,028</u>
Total current liabilities			19,078,366

Deferred lease obligation			<u>19,891</u>
Total liabilities			19,098,257

##### MEMBER'S EQUITY

768,094

**TOTAL LIABILITIES AND MEMBER'S EQUITY** **\$ 19,866,351**

(The accompanying notes are an integral part of these financial statements.)



**CRISIL IREVNA US LLC**

**STATEMENT OF COMPREHENSIVE INCOME**  
For the year ended December 31, 2018

<b>REVENUE</b>	\$ 50,860,034
<b>COST OF SALES</b>	<u>32,399,253</u>
Gross profit	18,460,781
<b>OPERATING COSTS AND EXPENSES</b>	<u>17,405,927</u>
Income from operations	1,054,854
<b>OTHER NET EXPENSE &amp; (INCOME)</b>	<u>6,209</u>
Income before provision for income taxes	1,048,645
Provision for income taxes	<u>2,076,280</u>
<b>NET PROFIT/(LOSS)</b>	(1,027,635)
Other comprehensive income	-
<b>TOTAL COMPREHENSIVE INCOME/(LOSS)</b>	(1,027,635)

**STATEMENT OF CHANGES IN MEMBER'S EQUITY**  
For the year ended December 31, 2018

	Share Capital	Retained Earnings	Total
As at January 1, 2018	200	1,795,529	1,795,729
Profit/(Loss) for the year		(1,027,635)	(1,027,635)
As at December 31, 2018	200	767,894	768,094

(The accompanying notes are an integral part of these financial statements.)



## CRISIL IREVNA US LLC

### STATEMENT OF CASH FLOWS For the year ended December 31, 2018

<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>	
Net income	(1,027,635)
Adjustments to reconcile net income to net cash flows from operating activities:	
Depreciation	62,887
Loss on disposal of property and equipment	1,328
Provision for doubtful debts	222,917
Changes in operating assets and liabilities	
Accounts receivable	(51,227)
Prepaid expenses and other current assets	166,503
Accounts payable and accrued liabilities	658,055
Unearned revenue	(173,058)
Income taxes payable	216,563
Due to related party	446,014
Net Cash Flows from Operating Activities	<u>522,347</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>	
Capital expenditure	(66,711)
Changes in restricted cash	690
Proceeds on disposal of property and equipment	-
Net Cash Flows from Investing Activities	<u>(66,021)</u>
<b>Net Change in Cash and Cash Equivalents</b>	<b>456,326</b>
<b>CASH AND CASH EQUIVALENTS - Beginning of the year</b>	<b><u>2,399,433</u></b>
<b>CASH AND CASH EQUIVALENTS - End of the year</b>	<b><u>2,855,759</u></b>
<b>SUPPLEMENTAL DISCLOSURE</b>	
Cash paid during the year for income taxes	<u>1,859,717</u>

(The accompanying notes are an integral part of these financial statements.)





## CRISIL IREVNA US LLC

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### NOTE 1 - Summary of Significant Accounting Policies

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#### *Nature of Operations*

CRISIL Irevna US LLC (the "Company") is a wholly-owned subsidiary of CRISIL Irevna UK Limited of the United Kingdom ("Irevna U.K."). The Company is an outsourced provider of high-end research and analysis with a focus on serving the global financial services industry. The Company is domiciled in United States of America (the "US or USA"). The Company's research and processing services are performed by CRISIL Ltd. ("CRISIL"), the parent company of Irevna U.K.

The Company provides marketing and customer support services to Coalition Development Limited ("Coalition"), an entity under common control.

#### *Overall Considerations*

The accompanying financial statements have been prepared on a going concern basis under the historical cost convention and on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

These financial statements are prepared in US Dollars (US \$), which is the functional and reporting currency of the Company.

#### *Share Capital*

The Company's authorized and issued share capital comprised of single common stock at par value as at December 31, 2018. Every holder of common stock is entitled to one vote. In the event of liquidation of the Company, the holders of common stock shall be entitled to receive all of the remaining assets of the Company after distribution of all preferred amounts, if any.

#### *Cash and Cash Equivalents*

The Company considers all highly liquid investments with an original maturity of three months or less as cash equivalents. Cash and cash equivalents consist of funds maintained in checking accounts with financial institutions.

At the year-end and at various times throughout the year, the Company had balances in amounts in excess of federally insured limits on deposits with a bank. The Company has not experienced any losses in such accounts, and management believes that it is not exposed to any significant credit risk on cash and cash equivalents. As at December 31, 2018 the Company has \$2,855,759 in cash and equivalents and \$2,605,759 which is above federal insured limit.

The Company has obtained a letter of credit of \$85,952. This letter of credit is in lien of cash security deposit for one of the Company's lease. This letter of credit is collateralized by \$85,952 of cash reported as restricted cash on the balance sheet date.



## CRISIL IREVNA US LLC

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### NOTE 1 - Summary of Significant Accounting Policies (cont.)

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#### *Estimates*

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires the management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

The management estimates for allowance for uncollectible amounts, useful life of assets, realization of deferred tax assets and impairment of goodwill represents estimates and certain of these particularly sensitive estimates.

#### *Accounts Receivable*

In the normal course of business, the Company provides unsecured credit to customers, performs credit evaluations of these customers and maintains reserves for potential credit losses. In determining the amount of the allowance for doubtful accounts, management considers historical credit losses, the past due status of receivables, repayment history and other customer-specific information. The past due status of a receivable is based on its contractual terms. Expected credit losses are recorded as an allowance for doubtful accounts. Receivables are written off when management determines they are uncollectible.

Amounts included in the financial statements, which relate to recoverable costs and accrued margins, if any, not yet billed on contracts are classified as "Unbilled revenue". Billings on uncompleted contracts in excess of accrued cost and accrued margins, if any, are classified as "Unearned revenue".

#### *Goodwill*

Goodwill is reviewed for impairment annually. The Company first assesses qualitative factors to determine whether it is more likely than not that the fair value of a reporting unit (including goodwill) is less than its carrying amount as a basis for determining whether it is necessary to perform the two-step goodwill impairment test. The more-likely-than-not threshold is defined as having a likelihood of more than 50 percent. If the fair value of a reporting unit (including goodwill) is less than its carrying amount, then the second step of the test will be performed to measure the amount of the impairment loss, if any. The Company does not calculate the fair value of a reporting unit unless it determines that it is more likely than not that its fair value is less than its carrying amount.

In accordance with ASC 350, "Intangibles — Goodwill and Other", all assets and liabilities of the acquired businesses including goodwill are assigned to reporting units. The evaluation is based upon a comparison of the estimated fair value of the reporting unit to which the goodwill has been assigned with the sum of the carrying value of the assets and liabilities for that reporting unit. The fair value used in this evaluation is estimated based upon discounted future cash flow projections for the reporting unit. These cash flow projections are based upon a number of estimates and assumptions. The Company has tested goodwill for impairment as on December 31, 2018. There is no goodwill impairment recognized during the year ended December 31, 2018.



## CRISIL IREVNA US LLC

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### NOTE 1 - Summary of Significant Accounting Policies (cont.)

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#### *Property and Equipment*

Property and equipment are stated at cost. Expenditure for repairs and maintenance are expensed when incurred whereas improvements and betterments are capitalized. Depreciation on property and equipment is calculated using the straight-line method over the estimated useful lives of the assets which are as follows:

	<u>Estimated Useful Lives</u>
Office equipment	3 years
Furniture and fixtures	10 years
Leasehold improvements	Shorter of estimated useful life or the remaining lease term.

#### *Impairment of Long-Lived Assets*

The Company assesses the impairment of long-lived assets whenever events or changes in business circumstances indicate that the carrying value of an asset may not be recoverable. When such events occur, management determines whether there has been impairment by comparing the anticipated undiscounted net future cash flows to the related asset's carrying value. If impairment exists, the asset is written down to its estimated fair value.

#### *Deferred Lease Obligation*

Certain lease agreements provide for scheduled rent increases during the term of the lease and periods during which no rent, or a reduced rent, was payable. Rent is expensed on a straight-line basis over the initial lease term. Accordingly, the deferred lease obligation represents the cumulative amount charged to operations under these leases in excess of the amounts paid. This amount has been included as a component of other liabilities on the balance sheet.

#### *Revenue Recognition*

Revenue is recognized when the provision of services is complete and there are either no unfulfilled obligations on the Company or any obligations are inconsequential or perfunctory and will not affect the customer's final acceptance of the services including the satisfaction of the following criteria: (i) persuasive evidence of an arrangement exists; (ii) delivery has occurred; (iii) the fee is fixed and determinable; and (iv) collectability is reasonably assured.

Revenues with respect to time and material contracts are recognized as related costs are incurred and services are performed in accordance with the terms of the specific contracts. The Company provides marketing and customer support services for some CRISIL group companies and recognize revenue on respective cost plus agreed mark up.



## CRISIL IREVNA US LLC

### NOTE 1 - Summary of Significant Accounting Policies (cont.)

In accordance with ASC 605-45, "Principal Agent Considerations", the Company has accounted for reimbursements received for out of pocket expenses incurred, on a gross basis in the statements of earnings. The Company typically incurs travel related costs that are billed to and reimbursed by the customers.

#### *Income Taxes*

The Company is registered as an LLC but is treated as a "C" Corporation for federal and state tax purposes and uses the asset and liability method as identified in "Accounting for Income Taxes."

The Company applies the asset and liability method of accounting for income taxes as described in ASC 740, "Income Taxes". Under this method, deferred tax assets and liabilities are recognized for future tax consequences attributable to differences between the financial statements' carrying amounts of existing assets and liabilities and their respective tax bases and operating loss and tax credit carry forwards.

Deferred tax assets and liabilities are measured using tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date. Valuation allowances are recognized to reduce the deferred tax assets to an amount that is more likely than not to be realized. In assessing the likelihood of realization, management considers estimates of future taxable income and the effect of temporary differences.

The Company early adopted the provisions of ASC Topic 740, "Balance Sheet Classification of Deferred Taxes", which requires that deferred tax assets and liabilities be classified as non-current on the balance sheet.

On December 2017, the Tax Cuts and Jobs Act ("Tax Act") was enacted into law and the new legislation contains several significant changes to US tax laws that affected the Company, including a one-time mandatory transition tax on accumulated foreign earnings and a reduction of the U.S. corporate income tax rate from a maximum of 35% to a flat 21% rate effectively January 1, 2018 among others. The Tax Act also adds new provisions including limitations on the deductibility of interest expense and executive compensation, a minimum tax on global intangible low-taxed income ("GILTI") and the base erosion anti-abuse tax ("BEAT"). Tax impact include \$ 1,504,112 for the year ended December 31, 2018, related to BEAT recognized in income tax expense on account of Tax Act. The incremental income tax expense reflects certain assumptions based upon the Company's interpretation of the Tax Act and may change as the Company receives additional clarification and guidance and as the interpretation of the Tax Act evolves over time.

#### *Uncertain Tax Positions*

The Company follows the provisions of "Accounting for Uncertainty in Income Taxes", which prescribes recognition thresholds that must be met before a tax position is recognized in the financial statements and provides guidance on de-recognition, classification, interest and penalties, accounting in interim periods, disclosure, and transition. Under "Accounting for Uncertainty in Income Taxes", an entity may only recognize or continue to recognize tax positions that meet a "more-likely-than-not" threshold. The Company is no longer subject to the United States federal, state and local income tax examinations by tax authorities for years till 2014. The Company has evaluated its tax position for the year ended December 31, 2018, and does not expect a material adjustment.



## CRISIL IREVNA US LLC

### *Foreign Currency Transactions and Translation*

Transactions in foreign currencies are translated at the rate of exchange prevailing on the date of the transaction. Monetary assets and liabilities in foreign currencies are translated at the rate of exchange prevailing at the balance sheet date. All foreign exchange gains and losses resulting from the settlement of such transactions and from the translation of monetary assets and liabilities at year-end are recorded in the statement of income.

### *Provisions*

Provisions are recognized when the Company has a present obligation as a result of past events, for which it is probable that an outflow of resources embodying economic benefits will be required to settle the obligations and a reliable estimate of the amount can be made. Provisions are not discounted to its present value and are determined based on best estimate required to settle the obligation at the balance sheet date. They are reviewed at each balance sheet date and adjusted to reflect the current best estimates.

### *Stock Compensation Policy*

The employees of the Company participate in various stock compensation plans which are operated by CRISIL, based on which the employees of the Company have been granted stock options of CRISIL Limited. The Company accounts for stock compensation (equity settled options granted to employees) in accordance with ASC 718, "Stock Compensation". ASC 718 addresses the accounting for stock based compensation transactions in which an enterprise receives employee services in exchange for equity instruments of the enterprise or liabilities that are based on the fair value of the enterprise's equity instruments or that may be settled by the issuance of such equity instruments.

### *Employee Benefits*

#### *Contribution plan*

Contributions to defined contribution plans are charged to the Statement of comprehensive Income in the period in which services are rendered by the covered employees.

#### *Compensated absences:*

The Company recognizes its liabilities for compensated absences dependent on whether the obligation is attributable to employee services already rendered, relates to rights that vest or accumulate and payment is probable and estimable. The employee is eligible to utilize carried forward accrued absences in future periods or receive cash compensation at retirement or termination of employment. The Company recognizes an obligation for compensated absences in the period in which the employee renders the services. The Company provides for the expected cost of compensated absence as the additional amount that the Company expects to pay as a result of the unused entitlement.



## CRISIL IREVNA US LLC

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### NOTE 1 - Summary of Significant Accounting Policies (cont.)

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#### *Cost of Sales*

Cost of sales comprises cost of research and processing services performed by CRISIL Limited.

#### *Fair Value of Financial Instruments*

The carrying amount of the Company's cash equivalents, accounts payable and accrued expenses and unearned revenue approximated their fair values due to their short maturities. The carrying value of deferred lease obligations approximates fair value based upon the market interest rate available to the Company for debt with similar risk and maturities.

#### *Advertising*

Advertising costs are expensed as incurred. Advertising costs charged to operations were Nil for the year ended December 31, 2018 and are included as a component of business promotion expense.

#### *Investment*

Investments in companies in which the Company has less than a 20% interest are carried at cost. Dividends received from those companies are included in other income.

#### *Subsequent Events*

The Company has evaluated events and transactions that occurred between January 1, 2019 and January 24, 2019, which is the date the financial statements were available to be issued, for possible disclosure and recognition in the financial statements. No events or transactions were identified during this period that required disclosure or recognition.



## CRISIL IREVNA US LLC

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### NOTE 2 - Property and Equipment

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The major categories of property and equipment at December 31, 2018 are summarized as follows:

Office equipment	\$ 269,392
Furniture and fixtures	28,284
Leasehold improvements	<u>14,991</u>
	312,667
Less: Accumulated depreciation	<u>188,272</u>
Net property and equipment	<u>\$ 124,395</u>

Depreciation expense charged to statement of income for the year ended December 31, 2018 was \$62,887.



## CRISIL IREVNA US LLC

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### NOTE 3 - Commitments and Contingencies

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#### *Litigation*

The Company evaluates contingencies as per its assessments of probable, reasonably possible and remote, as per ASC 450 "Contingencies".

The Company is party to certain actions, which are routine and incidental to its business. In management's opinion, settlement of these actions will not have a material adverse effect on the Company's combined financial position, liquidity or results of operations.

#### *Operating Leases (Lessee)*

The Company leases office space under two non-cancelable operating leases which expire through October 2033. Rent expense charged to operations for office space was \$433,877 for the year ended December 31, 2018.

Approximate minimum future lease payments as at December 31<sup>st</sup>, 2018:

Not later than one year	\$442,770
Later than one year and not later than five years	\$1,226,717
Later than five years	\$2,443,436
	<b>\$4,112,923</b>





## CRISIL IREVNA US LLC

### NOTE 4 - Related Party Transactions

#### *Advances to Employees*

The Company advanced funds to certain employees during the year ended December 31, 2018. These receivables are included in prepaid expenses and other current assets, are unsecured with repayment terms of typically one year, and are non-interest bearing. At December 31, 2018, the Company has a receivable from employees for these advances of \$2,500.

*Related Party Transactions (To the extent where transactions have taken place and where control exists)*

Name of the related party	Nature of transaction	31-Dec-18
Coalition Development Ltd (Fellow Subsidiary)	Professional service rendered	2,912,176
	Reimbursement of expense paid	25,852
	Amount Payable	5,306,934
	Amount Receivable	259,677
	Transfer of client revenue	16,471,602
S&P Global Inc (Ultimate Holding Company)	Professional service rendered	189,000
	Reimbursement of expense paid	4,707
	Rent Office	270,585
	Amount Receivable	68,591
CRISIL Limited (Holding Company)	Professional fees paid	32,399,253
	Professional service rendered	908,571
	Reimbursement of expense paid	21,340
	Share of overhead expense	854,781
	Reimbursement of expense paid - ESOP	79,512
	Amount Payable	9,808,094
	Amount Receivable	908,571
	Transfer of client revenue	2,314,417
	Purchase of Fixed Assets	1,379
Pragmatix Services Private Limited (Fellow Subsidiary)	Professional service rendered	199,943
	Amount Receivable	124,549
S&P Capital IQ LLC (Fellow Subsidiary)	Amount Receivable	309,343



## CRISIL IREVNA US LLC

### *Investment*

The Company has a five percent ownership interest in CRISIL Irevna Argentina S.A., which was \$11,908 as at December 31, 2018. This investment has been accounted for utilizing the cost method.



**CRISIL IREVNA US LLC**

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**NOTE 5 – Income Taxes**

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The provision for income taxes is composed of the following for the year ended December 31, 2018:

Current	
Federal	\$ 1,877,252
State and City	199,028
Total Current	<u>2,076,280</u>
Deferred	
Federal	Nil
State and City	Nil
Total Deferred	<u>Nil</u>
 Total Provision for Income Taxes	 <u>\$ 2,076,280</u>

The difference between the amount of income tax expenses recorded and the amount that would result from applying domestic federal statutory income tax rates to the net income is related to BEAT, movement in valuation allowance, non-deductible expenses, tax rate change and state income taxes.

The Company provides for deferred income taxes on temporary difference between the Company financial statement basis and tax basis of assets and liabilities using the enacted tax rates that are expected to apply to taxable income when the temporary differences are expected to reverse.

The tax effects of the temporary differences giving rise to the Company's net deferred tax asset (liabilities) are as follows as of December 31, 2018:

<b>Deferred Tax Assets</b>	
Allowance for doubtful accounts	\$ 82,582
Deferred lease obligation	4,301
Accrued bonus and incentive unpaid	148,992
Employee Stock Options	6,667
Leave encashment	10,311
Total Deferred Tax Assets	<u>252,853</u>
 <b>Deferred Tax Liabilities</b>	
Goodwill amortization	(65,070)
Property and equipment depreciation	(26,900)
Total Deferred Tax Liabilities	<u>(91,969)</u>
 Net Deferred Tax Asset	 <u>\$ 160,884</u>

The Company has restricted the recognition of deferred tax to the extent of \$ 128,228 on account of certain assumptions based upon the Company's interpretation of the Tax Act and may change as the Company receives additional clarification and guidance and as the interpretation of the Tax Act evolves over time.



## CRISIL IREVNA US LLC

ASC 740 requires that the tax benefits of temporary difference and credit carry forward be recorded as an asset to the extent that management assesses that realization is "more likely than not". Realization of the future tax benefits is dependent on the Company's ability to generate sufficient taxable income within the carry forward period.

The statute of limitation of federal income tax return of the company is as follows

Financial Year	Expiry Date
December 2015	September 7, 2019
December 2016	August 29, 2020
December 2017	August 26, 2021

There has been no unrecognized tax benefits as on December 31, 2018 and in turn would not reduce the tax provisions as of December 31, 2018 and thereby would not affect Company's effective tax rate.

The Company's policy is to include interest and penalties related to unrecognized tax benefits within the current taxes. For the year ended December 31, 2018, no significant amount was charged as interest or penalty cost to the statement of comprehensive income.



## CRISIL IREVNA US LLC

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### NOTE 6 - Employee Benefit Plan

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The Company has a qualified profit-sharing plan with a 401(k) deferred compensation provision. All employees who are at least eighteen years of age are eligible to participate in the plan. The plan allows participants to defer any portion of their annual compensation, up to statutory limits. The Company matches employee contributions 100% up to a maximum of 4%. During 2018, the Company made matching contributions of \$286,750.

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### NOTE 7 – Concentration of Credit Risk

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Financial instruments that potentially subject the Company to concentration of credit risk consist principally of cash equivalents and trade receivables. By their nature, all such financial instruments involve risk including credit risk of non-performance by counter parties.

The Company's cash equivalents are invested with banks with high investment grade credit ratings.

Trade receivables (primarily denominated in USD) are typically unsecured and are derived from revenues earned from large multinational customers. The Company monitors the credit worthiness of its customers and grants credit terms in the normal course of business. In the current year, three major customer individually accounted for more than 10% of Company's revenue. Revenue from these three customers aggregated to 42.4% of the total revenue.

Accounts receivable from these three customers are \$4,006,919 as at December 31, 2018 of the total receivable of \$7,681,865.



## CRISIL IREVNA US LLC

### SCHEDULE OF OPERATING COSTS AND EXPENSES For the year ended December 31, 2018

Salaries	9,921,733
Bonus & incentive expense	2,546,022
Insurance	1,144,604
Payroll taxes	893,198
Professional fees	632,224
Travel expense	635,676
Rent	433,877
Employee benefits	58,077
Recruitment	171,816
Telephone and internet	86,391
Sales commission expense	61,942
Dues and publications	33,497
Relocation expense	6,011
Depreciation	62,887
Printing expense	21,621
Bank fees	5,545
Repairs and maintenance	18,708
Business promotion expenses	94,721
Provision for doubtful debts	222,917
Other miscellaneous expenses	354,460
<b>TOTAL OPERATING COSTS AND EXPENSES</b>	<b>17,405,927</b>

