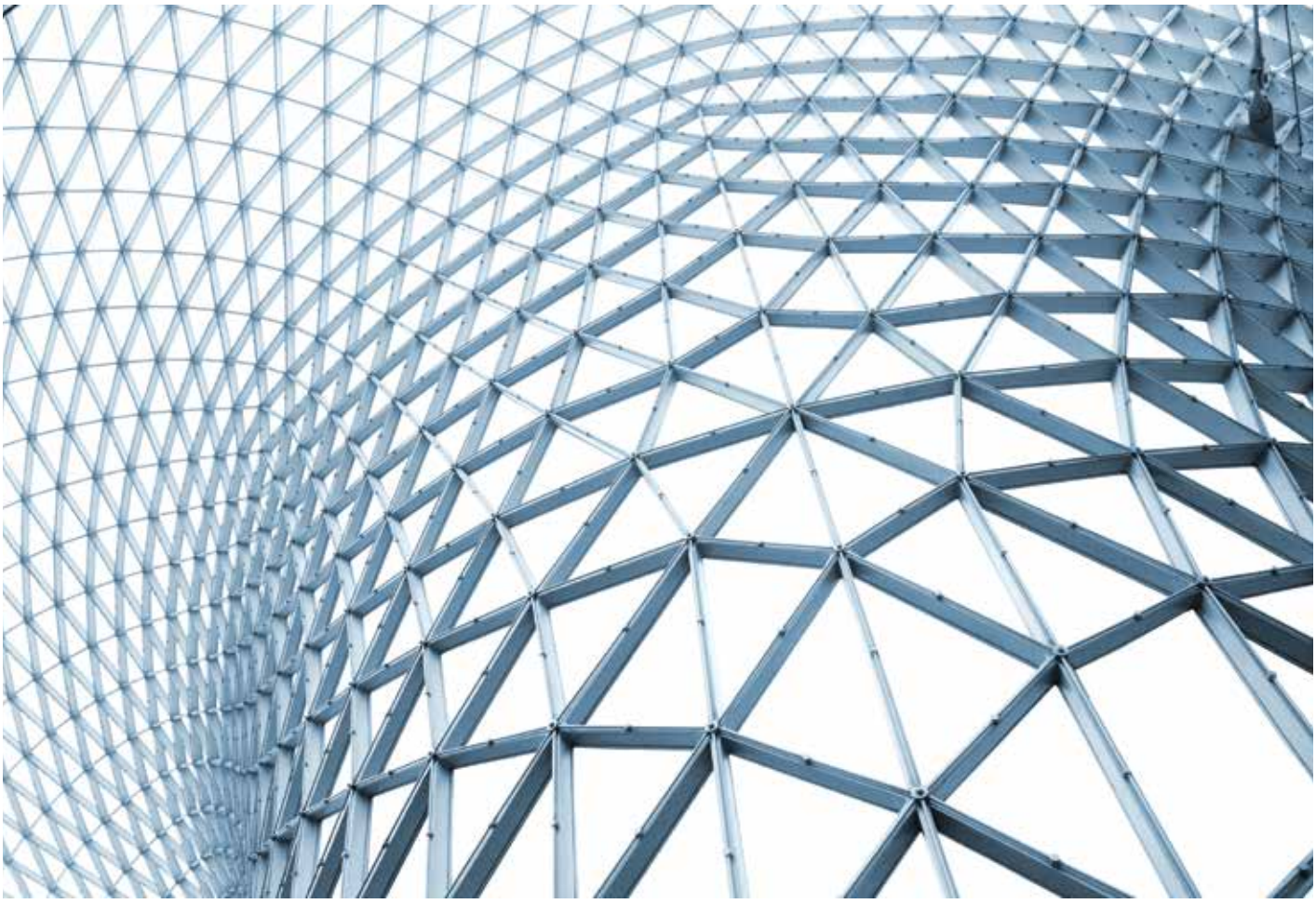
CRISIL

An S&P Global Company

# Analytics of Conviction

CRISIL Limited | Annual Report 2016



# Analytics of Conviction

Constantly evolving market dynamics means decision makers need to rely on insights they can trust.

CRISIL's analytics, based on unparalleled institutional expertise, extensive experience, and unrelenting passion for excellence, enable clients to address their strategic business challenges.

We have helped over 100,000 customers take informed decisions with conviction.

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# Message from the Chairman

# I am optimistic that CRISIL will continue to grow and succeed while staying true to its core principles of agility, innovation and analytics

I am delighted to report that CRISIL made significant progress in growing its business and franchise in 2016.

The Company strengthened its position and expanded its customer base in India and in key global markets. It launched new analytics and solutions which helped deliver relevant intelligence and insights to its stakeholders. CRISIL also elevated its franchise and thought leadership agenda with impactful, timely and in-depth reports & analysis.

The Company's Ratings and Research businesses continued to enhance their premier position in the domestic markets, while its Infrastructure Advisory arm won many prestigious mandates including the ones on Smart Cities in India. The global businesses added new client segments on the back of newly launched products such as transaction banking analytics and services for the buy side.

With the launch of the new S&P Global brand, the Company sharpened its focus on data, research, benchmarks and analytics for global capital and commodities markets.

We have received a great response from the market and our employees are enthusiastic about the aligned purpose and values. Reflecting this change, CRISIL took on a bolder logo with more pronounced font and colours. This new look befits the agile, transparent and market leader that is CRISIL.

I am pleased that the collaboration between S&P Global and CRISIL continues to strengthen, underscored by the growth of CRISIL's Global Analytical Center and the joint franchise events we have held in India and Asia.

I thank CRISIL's employees for their many valuable contributions.

Looking ahead, I am optimistic that CRISIL will continue to grow and succeed while staying true to its core principles of agility, innovation and analytics.

**Douglas L. Peterson**

# About CRISIL

## Who we are

CRISIL is a global, agile and innovative analytics company driven by its mission of making markets function better.

We are India's foremost provider of ratings, data, research, analytics and solutions. A strong track record of growth, culture of innovation and global footprint sets us apart. We have delivered independent opinions, actionable insights, and efficient solutions to over 100,000 customers. CRISIL's businesses operate from India, the US, the UK, Argentina, Poland, China, Hong Kong and Singapore.

CRISIL is majority owned by S&P Global Inc., a leading provider of transparent and independent ratings, benchmarks, analytics and data to the capital and commodity markets worldwide.

## Who we serve

CRISIL's clients range from micro, small and medium companies to large corporates, investors, to top global financial institutions. We work with commercial and investment banks, insurance companies, private equity players and asset management companies globally.

We also work with governments and policy makers in the infrastructure space in India and in other emerging markets.

## How we add value

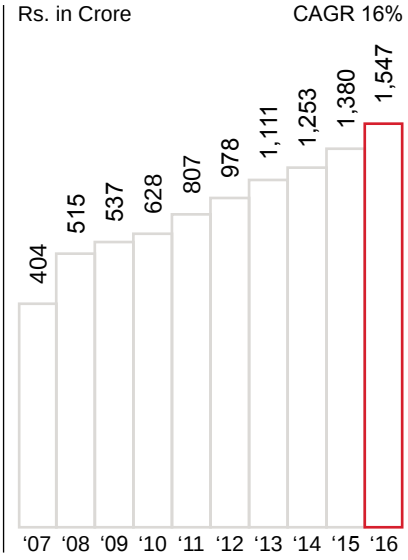
Our analyses, insights and solutions help lenders, borrowers, issuers, investors, regulators and intermediaries make sound decisions.

We help clients manage and mitigate risks, take pricing and valuation decisions, reduce time to market, generate more revenue and enhance returns.

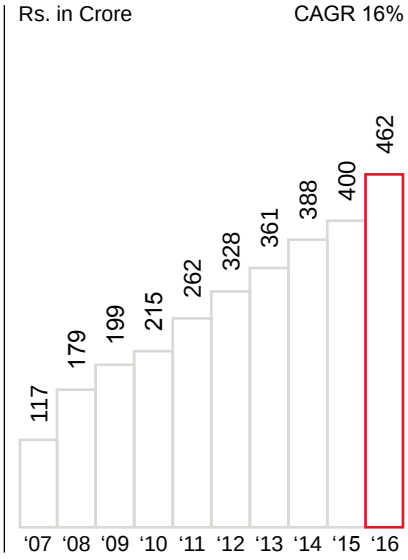
By helping shape public policy on infrastructure in emerging markets, CRISIL helps catalyse economic growth and development in these geographies.

# Financial Highlights

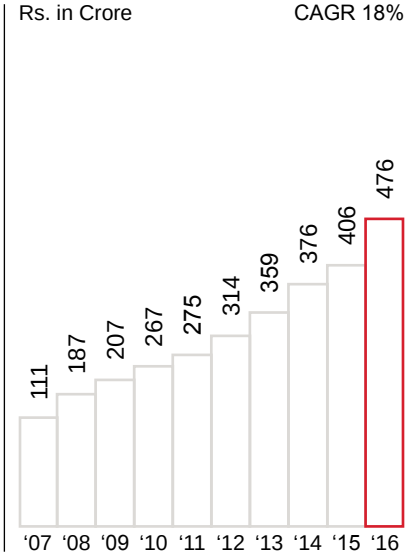
## Income from operations



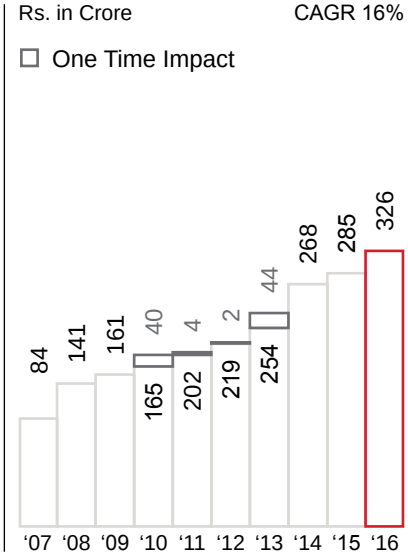

## EBITDA



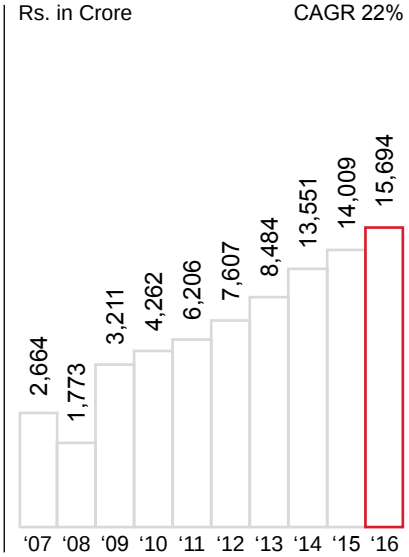

## Profit before tax



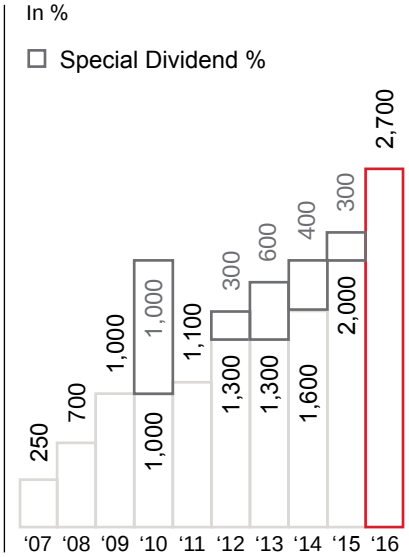

## Profit after tax



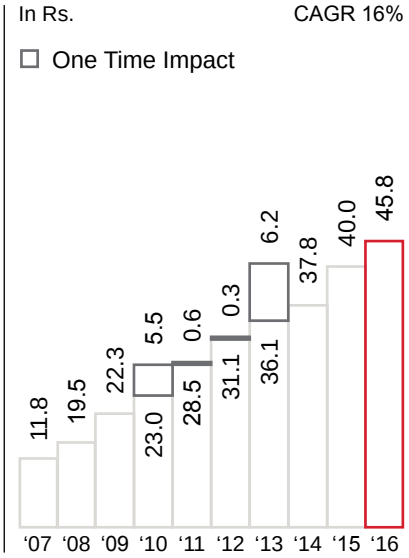
## Market capitalisation



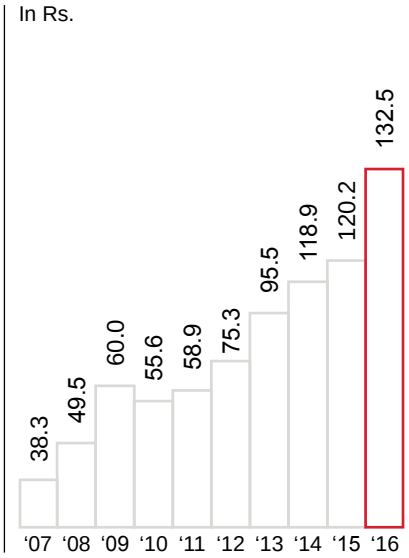

## Dividend



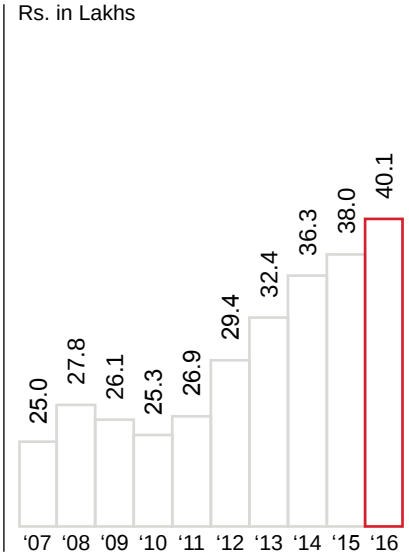

## EPS



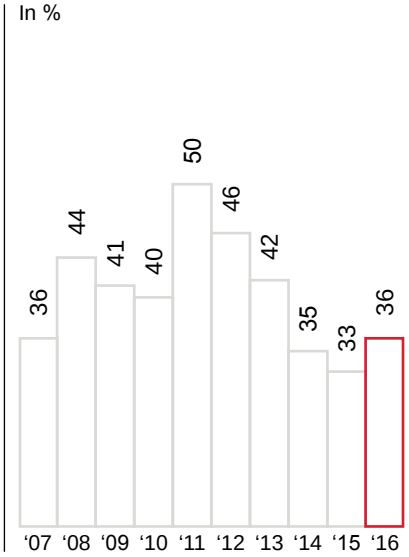

## Net worth per share




## Revenue per employee




## Return on average net worth



# CRISIL's Businesses

## CRISIL Ratings

- Bond Ratings
- Bank Loan Ratings
- SME Ratings
- Global Analytical Centre
- Other Grading Services

### CRISIL has ratings on more than 25,400 large and mid-scale corporates and financial institutions in India

We have ratings on more than 25,400 large and mid-scale corporates and financial institutions. Our capabilities span the entire range of debt instruments. We improve access to funding for issuers and borrowers and help optimise their cost of funds. For investors and lenders, we supplement internal evaluation processes and benchmark credit quality across investment options. We help the markets function better and also assist regulators in measuring and managing credit risks at a systemic level. Our ratings are used in computation of capital adequacy in the banking sector and to determine the eligible investment pool for insurance companies, pension funds and provident funds. We have also rated or assessed over 110,000 Micro, Small and Medium Enterprises (MSMEs) in India.

Through our Global Analytical Centre (GAC), we provide analytical, research and data services to S&P Global globally. GAC partners with S&P Global Ratings and S&P Global Platts (Platts) to process information, improve workflow efficiency, support research and analysis, and execute modelling assignments.

## CRISIL Global Research & Analytics

- Financial Research
- Risk & Analytics
- Corporate Research
- Coalition

### CRISIL Global Research and Analytics enables coverage of over 3,300 stocks and 3,400 credits globally, reviews 20% of outstanding exotic equity derivatives and provides business intelligence to leading global corporates and investment banks.

We are leaders in providing research support and running risk and analytics support to more than 75 global banks, 50 buy-side firms and a number of insurance companies, corporations, consulting firms, private equity players and asset management firms. Our research support enables coverage of over 3,300 stocks and 3,400 credits globally. Our team of quantitative, regulatory, risk and actuarial specialists provides support in the areas of model development, validation, stress testing, CCAR and other regulatory assignments. A team of business analysts, project managers, IT specialists, front office and middle office specialists assists banks in change management, platform migration, implementing global regulatory processes and reviews 20% of outstanding exotic equity derivatives. Our team at Coalition provides business intelligence and high-end analytics to more than 20 corporate and investment banks, including the top 15. We operate from 7 research centres across Argentina, China, India and Poland.

We help clients increase revenues and strengthen market position. Our high-quality research support has enabled clients to improve their institutional ranking, increase coverage, enter new markets, get better business insights, and deliver path-breaking strategies. Our seasoned specialists in derivatives, risk and actuarial practices enable clients to apply incisive analytics to internal models, transition to more robust risk and trading platforms, measure risk in a more real-time manner, and comply with regulatory requirements including model validation and stress testing across geographies.