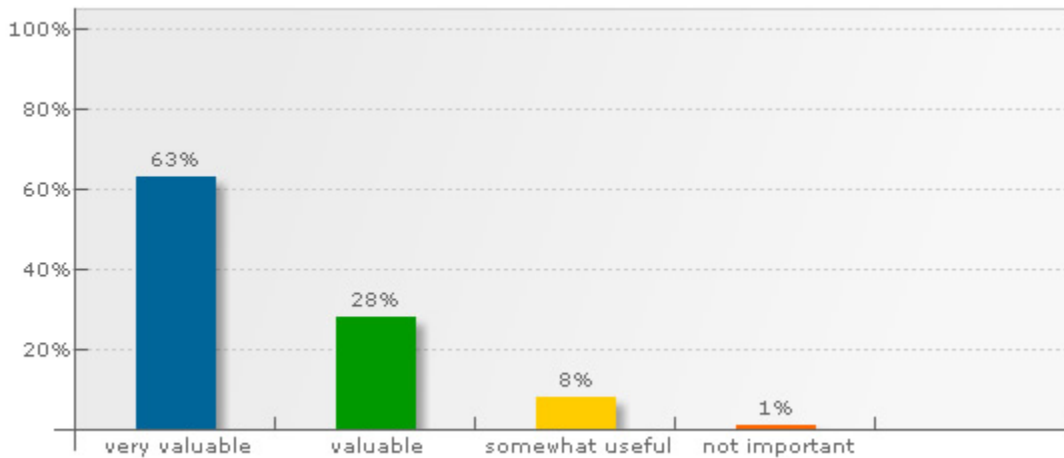




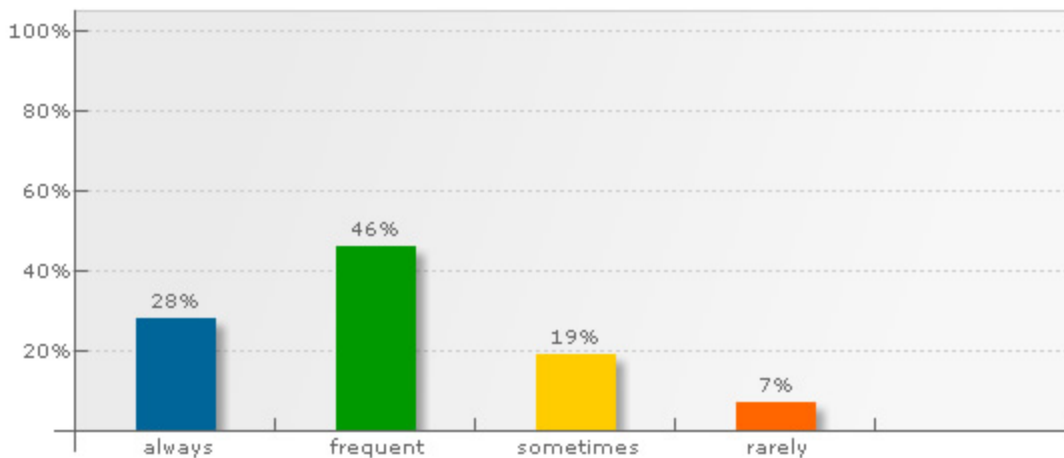
# How useful today are up-to-date validated management accounts?

Below you will find a detailed breakdown of the results received from the survey's 236 unique respondents.

## How valuable do you think validated up-to-date management accounts are in order to make a reliable credit decision?

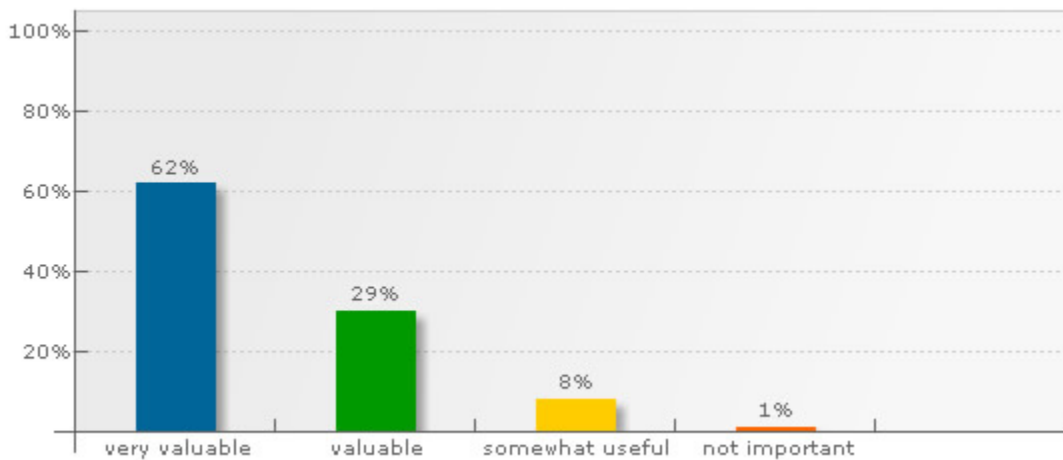


## If you are presented with the choice of A) Standard Level 3 credit report, or B) Enhanced Level 3 including validated management accounts information would you choose 'B' rather than 'A':



## If the validated management accounts enabled Graydon to provide you with a new/revised

Prize draw winners will be notified by email by 08/04/2009  
**FIRST PRIZE**  
 £100 worth of M&S Gift Vouchers  
**THREE RUNNERS-UP PRIZES**  
 £30 worth of M&S Gift Vouchers

**credit recommendation – would you find this:****The respondents represented the following professional categories:**

Accountant	8%
Accounts Assistant	3%
Accounts Manager	4%
Chief Accountant	0%
Credit Control Supervisor	5%
Credit Controller	19%
Credit Manager	27%
Credit Risk Analyst	1%
Financial Controller	6%
Financial Director	8%
Financial Manager	4%
Group Credit Manager	2%
Head of Finance	0%
Management Accountant	0%
Operations Manager	2%
Risk Manager	1%
Sales Ledger Manager	1%
Other	10%

[Please note: Percentages have been rounded up.]

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