

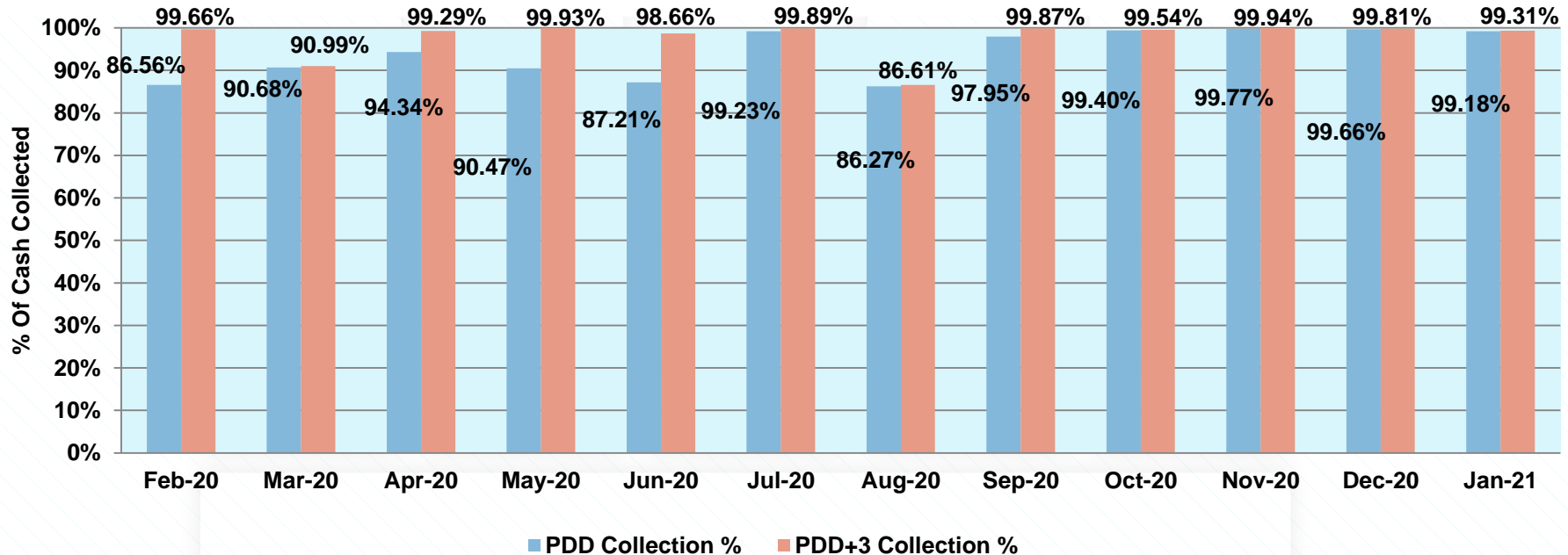


**DSC Credit Committee Operational Stats  
February 2021**

# DSC Credit Committee Scorecard – Quarterly Meeting February 2021

Subject Areas	Areas to cover	Quarterly RAG
 <p>Cash Collection</p>	<ul style="list-style-type: none"> <li>Percentage of Cash Collected by Payment Due Date</li> <li>Percentage of Cash Collected by Payment Due Date +3</li> </ul>	<ul style="list-style-type: none"> <li>Good collection rates for November, December and January on PDD.</li> <li>No concern in terms of customers ability to pay as a result of Covid-19</li> </ul>

## Monthly Breakdown of Cash Collected






# Cash Collection

Month	Invoices Due for Collection	Payment Due Date	Payment Due Date +3	Comments
November	£8,596,051.66	99.77%	99.94%	Highest value late paid invoice £9,417.60 which was settled in full on the next business day.
December	£8,611,236.23	99.66%	99.81%	Invoice for £6,329.00 was missed off the customers payment run in error and was settled in full within two business days.
January	£8,643,120.99	99.18%	99.31%	Highest value invoice for £7,269.25 paid by payment due date +3.

# Failure to Pay Notices Issued

Month	Failure to Pay Notices Issued	Value
November	16	£14,414.29
December	9	£17,578.64
January	13	£15,931.79

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Subject Areas	Areas to cover	Quarterly RAG
 <p>Security</p>	<ul style="list-style-type: none"><li>• Credit Agency Updates</li></ul>	<ul style="list-style-type: none"><li>• No significant downgrades to report or companies moving to a high risk category requiring action to be taken.</li><li>• 11% of customers now have security in place in the form of Letter of Credit or Parent Company Guarantee. 88% have a published credit rating with Experian or Graydons. 1% on immediate payment terms.</li></ul>
 <p>Debt</p>	<ul style="list-style-type: none"><li>• Failed Users</li><li>• Debt</li></ul>	<ul style="list-style-type: none"><li>• 25 Users who have failed (3 x Shipper, 22 x Supplier)</li><li>• £132,509.14 of debt recorded. Debt over £1k pursued through administrators.</li><li>• 13 proof of debts lodged with administrators.</li></ul>
 <p>Escalations</p>	<ul style="list-style-type: none"><li>• Escalations to Committee</li></ul>	<ul style="list-style-type: none"><li>• No Escalations to committee</li></ul>

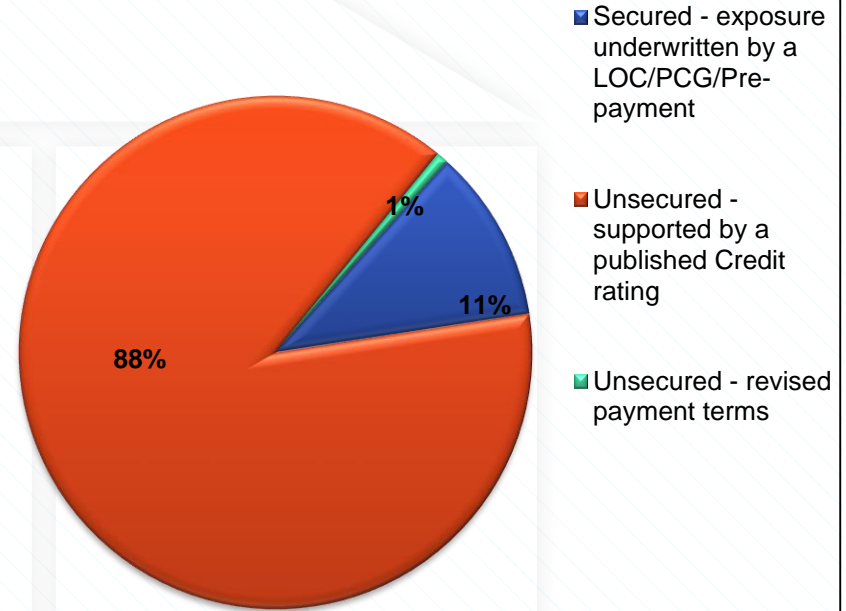
## DSC Credit Committee Scorecard – Quarterly Meeting February 2021

Subject Areas	Areas to cover	Quarterly RAG
 Invoicing	<ul style="list-style-type: none"><li>• Invoicing Issues</li><li>• Late Paid Interest</li></ul>	<ul style="list-style-type: none"><li>• No invoicing issues reported during this quarter.</li><li>• Total of £1,867.97 in Late Paid Interest charges invoiced in November, December 2020 and January 2021.</li></ul>
 Outlook	<ul style="list-style-type: none"><li>• Focus Areas for next quarter</li><li>• Modifications Updates</li></ul>	<ul style="list-style-type: none"><li>• Continue early engagement with customers leading up to payment due date.</li><li>• Continue to monitor closely organisation's using Credit Agency alerts/reporting</li><li>• Team initiatives – Direct Debit implementation and reviewing security processes.</li></ul>

# Securities

Security Type	Number of Customers	Financial Value
Secured (PCG/LOC)	43	£1,814,941.00
Unsecured – Published Credit Rating	348	£250,291,085.00
Immediate Payment Terms	3	£57,096,47.00

DSC / UUA / Third Party Customers



# Direct Debit Update

- Communication sent to all DSC customers to ask their interest in having Direct Debit as a method of payment for invoices.
- 38 customers responded with an interest in settling DSC invoices.
- Application took much longer than first realised due to arranging wet signatures from Xoserve's Board Directors. Application has now been received and accepted.
- Further steps to complete including online training.
- Target date for implementation is 31<sup>st</sup> March 2021.