

## HIGH RISK REPORT REVLON, INC. February 22, 2018



CreditRiskMonitor's assessment of Revlon, Inc.'s ("Revlon") "high risk" status has been determined by a combination of factors:

Monthly Average FRISK <sup>®</sup> Score	_Page 2
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## MONTHLY AVERAGE FRISK<sup>®</sup> SCORE

CreditRiskMonitor's proprietary FRISK<sup>®</sup> score has Revlon, Inc. (NYSE: REV) at a <u>1</u>, the highest probability of bankruptcy in the next 12 months.

	Business Name	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017	2017	2018	2018
DUSITIESS NATIFE	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
(	Revlon, Inc.	4	3	3	3	3	2	1	1	2	2	2	2	1

The FRISK<sup>®</sup> score is 96% accurate<sup>\*</sup> in predicting the risk of corporate failure/bankruptcy over a 12-month horizon. All FRISK<sup>®</sup> scores are recalculated every night for each subsequent 12-month period.

	FRISK	From	ptcy within 12 months To
Best	10	0.00%	0.12%
	9	0.12%	0.27%
	8	0.27%	0.34%
	7	0.34%	0.55%
	6	0.55%	0.87%
	5	0.87%	1.40%
	4	1.40%	2.10%
	3	2.10%	4.00%
	2	4.00%	9.99%
Worst	1	9.99%	50.00%

While the percentage risk of bankruptcy varies at each FRISK<sup>®</sup> score, 96% of public companies that eventually go bankrupt enter the FRISK<sup>®</sup> "red zone" prior to filing. A FRISK<sup>®</sup> score of 5 or less is an important warning sign.

\* FRISK® score accuracy of 96% is based on backtesting of U.S. public companies; results may vary by country.



## THE FRISK<sup>®</sup> SCORE COMPONENTS

At the core of the CreditRiskMonitor process is our 96% accurate FRISK<sup>®</sup> score, which indicates a company's level of financial stress on a scale of 1 to 10, based on the probability of bankruptcy over a 12-month horizon. When available, the FRISK<sup>®</sup> score incorporates a number of powerful risk indicators including:



## Crowdsourced CreditRiskMonitor Usage Data

<u>Crowdsourcing</u> has enhanced the accuracy and timeliness of the FRISK<sup>®</sup> score. We collect and analyze data patterns from thousands of CreditRiskMonitor subscribers, including professionals from more than 35% of the Fortune 1000 and other large corporations worldwide.

# The crowdsourcing advantage is even more powerful in our FRISK<sup>®</sup> score since many of the professionals who use our service are credit managers:

- Credit managers control one of the largest sources of working capital going into a company
- They are not held to the same "Fair Disclosure" restrictions that prevent nondisclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their own company's management and sales representatives to be alerted to concerns in a public company's performance
- It is commonly known credit managers confidentially share information with other credit managers, thus collectively, their behavior helps to provide advanced insight to financial problems in public companies

<u>Read more in Credit Research Foundation's quarterly journal article, "Assessing Public</u> <u>Company Financial Risk by Crowdsourcing the Research of Credit Professionals"</u>

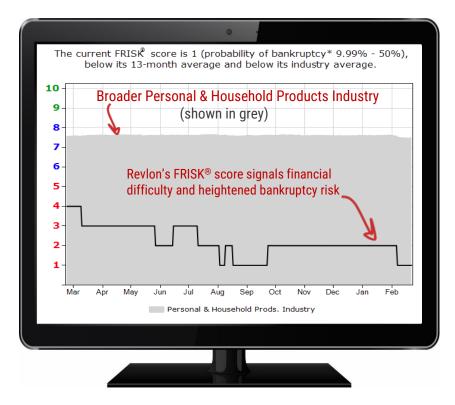


#### **COMPANY REPORT DETAIL**

hone: (212) 527-4000	<b>Revion, Inc.</b> One New York Plaza New York, NY 10004 United States	Ticker: <u>REV</u>
Business Summary	Latest Financial Statements as of 9/30/2017	
perspirant deodorants, fragra segments: Consumer, which i fragrances and skincare prode professional salon distributor nail enhancements; Elizabeth	air care and hair treatments, as well as beauty tools, men's groom nces, skincare and other beauty care products. The Company op ncludes cosmetics, hair color and hair care, beauty tools, anti-pe ucts; Professional, which includes a line of products sold to hair a rs, including hair color, shampoos, conditioners, styling products, n Arden, which includes Elizabeth Arden, which produces skin ca zabeth Arden brand; and Other, which includes the distribution of netics and skincare products.	erates through four rrspirant deodorants, and nail salons, and , nail polishes and re, color cosmetics
Employees: 7,300 (as of 12/31/20	D16) F	(Source: 10-K) ederal Tax Id: 133662955
	Dava Calas Outstand	The FRISK <sup>®</sup> score is a 96% accurate method by which to monitor public
<u>S&amp;P</u> CCC+ S DBT Index	utlook Short Term Rating Watch itable Paym the Da	ompany bankruptcy risk. ent performance, captured ays Beyond Terms (DBT) in not an effective indicator o

creditrisk monitor | 4

## FRISK<sup>®</sup> DEEP DIVE



#### ADJUSTED MARKET CAP VOLATILITY



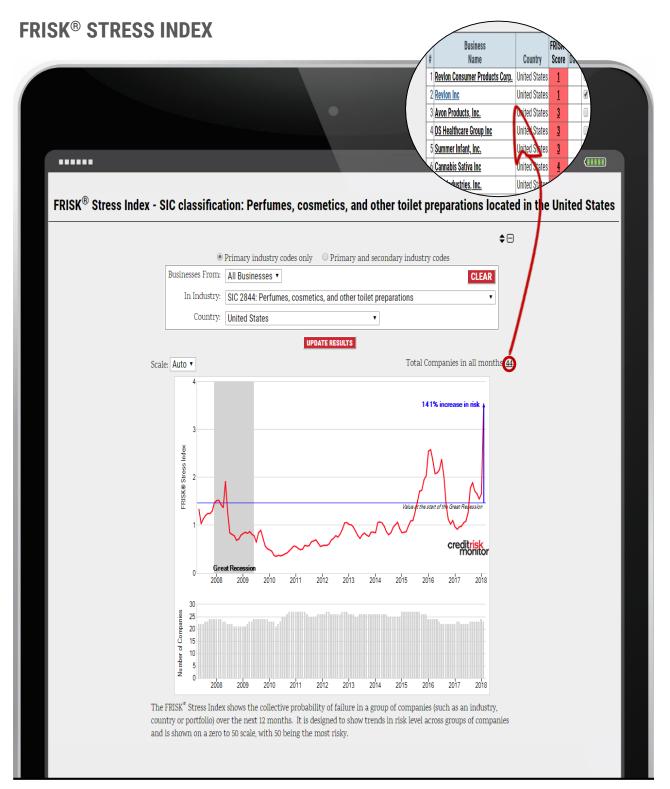
The FRISK® score relative to the broader Personal & Household Products industry raises an additional red flag signaling heightened risk relative to peers, as well...

## MAKING IMMEDIATE ATTENTION REQUIRED.

One of the inputs of the FRISK<sup>®</sup> score is a company's market cap volatility, adjusted for dividends, over the course of a year. Incorporating this information allows us to capture the "wisdom of markets" on a daily basis. This ensures our subscribers are getting the most up to date view of the risks they face since stocks tend to be more liquid and faster moving than bond prices and ratings.



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The average probability of failure for SIC code 2844 (Perfumes, Cosmetics, and other Toilet Preparations) has increased 141% since 2007. Revlon, Inc. is among the weakest names in the industry as evidenced by its FRISK® score of 1.



#### PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS

The Peer Analysis Revlon demonstrates expands to provide a bottom quartile ranking ranking of a company's in key financial ratios competitors, which can (shown in red) vs. its help provide options Peer Analysis Personal & Household for alternate suppliers Products industry peers. 2017.3 or new customers. Sector: Consumer/Non-Cyclical, Industry: Personal & Hou REFRESH on-Cyclical] [Industry: Personal & Household Prods.] [Calendar Year/Qu Ranking Number Within Of Peer Group Range **Businesses in Peer Group: 1005** Peers Peer Company High Median Ranked Value Low Group **Credit Ratings** ZScore 244 -1.26-659.794.24 88.94 Performance ratios: 666,500 Net Sales (Thousands of U.S. Dollars) 13 36 0 167.744 Company Gross Margin % Of Sales 67 238 56.44 -66.67 Ocean Bio-Chem, Inc. Gross Margin % Of Sales -- TTM 62 56.72 -16.43<u>241</u> SG&A % Of Sales 2 Mao Bao INC 192 232 54.40 1 54 SG&A % Of Sales -- TTM 193 53.31 235 1.34 Fuburg Industrial Co., Ltd. **Operating Margin % Of Sales** 206 242 -0.83 -3,233 Monalisa Co., Ltd. **Operating Margin % Of Sales TTM** 245 -0.66 13.86 5 HANKOOK COSMETICS., LTD EBITDA Margin Of Sales 93 124 4.82 987.28 ,700.18 6 Best World International Limited EBITDA Margin Of Sales -- TTM 97 132 4.95 566.67 Net Profit Margin % Of Sales 242 4.8 PALTAC Corp Net Profit Margin % Of Sales - TTM 212 245 -13,866.67 Agate-Palmolive (Pakistan) 54 Pre-tax Income % Of Sales 242 -7.566.67 Effective Tax Rate 141 246 24.77 -176.50 22.14 75.21 Depreciation % Of Prop/Plant/Equipment 193 214 32.19 0.00 10.92 353.49 Capital Expense % Of Prop/Plant/Equipment 136 35.00 0.00 13.16 770.86 Interest Coverage 92 0.80 -9,078.22 5,784.05 8.45 13 Interest Coverage -- TTM 103 0.82 -8.858.34 7.77 823.86 Liquidity ratios: 0.08 0.00 Cash Ratio 100 249 0.3 Company Quick Ratio 187 240 0.56 0.00 1 Denizli Cam Sanayi ve Ticaret AS Current Ratio 170 0.00 249 1.25 Efficiency ratios: 2 Eastern Merchants Plc Accounts Receivable Turnover 6.28 0.00 133243 3 Unilever Ghana Limited 0.00 Days Sales Outstanding 58.12 136 242 4 PIGEON CORPORATION % of Inventory Financed by Vendors 108 62.01 <u>216</u> 5 Shanghai Jahwa United Co., Ltd. <u>221</u> % of Inventory Financed by Vendors -- TTM 113 64.18 50 2.16 Inventory Turnover 182 93 6 Consorcio Industrial de Arequipa S.A. 237 Inventory Turnover TTM 179 <u>237</u> 2.370.00 7 Atlanta Devcon Ltd Days Sales in Inventory 184 232 168.7 5,544.32 0.49harm Co., Ltd. Inventory to Working Capital 179 237 85 37 Accounts Payable Turnover -0.76 137.51 172<u>231</u> 3.37 5.44 Accounts Payable Turnover -- TTM <u>235</u> 3 67 0.00 5 12 25,247.00 168 Leverage & debt coverage Total Debt to Equity Ratio N/A 0.00 0.28 29.75 N/A 20 Debt to Tangible Equity Ratio N/A N/A 0.00 0.27 189.08 22 219 Total Debt to Assets Ratio 0.92 0.00 0.19 12.03Short-Term Debt % of Total Debt 17 9.18 0.09 65.06 100.00 Short-Term Debt % of Working Capital 149 226 111.22 -13,946.709.29 94,819.80 Liabilities to Net Worth Ratio N/A 214 N/A 0.01 0.72 308.35 Total Liabilities to Equity Ratio N/A 228 N/A 0.01 0.66 57.10 TTM EBITDA Over Total Debt 99.43 124 0.05 268 29 0.41 Green - Ranked in Upper Quartile of Peer Group White - Ranked in the Middle Two Quartiles of Peer Group Red - Ranked in Lower Quartile of Peer Group Orange - Confidential TTM = trailing 12 months N/A = Not Available Grey - Data is Not Available

## **QUARTERLY PERFORMANCE RATIOS**

				Poor i	nterest
Net losses					ge ratio
in the last					
five fiscal				& rec	urring
				negati	ve free
quarters				- cash	flow
Perform	nance Ratios		ial Quarter	's	
	(Thousands o	of U.S. Dollars)			
Period Ended	3 mos	3 mos 6/30/2017	3 mos	3 mos 12/31/2016	3 mos
Net Sales \$	9/30/2017 \$666,500	\$645,700	3/31/2017 \$594,900	\$800,700	9/30/2016 \$604,800
% change	3.22%	8.54%	-25.70%	32.39%	23.71%
Gross Margin \$	\$376,200	\$377,500	\$329,800	\$452,400	\$361,400
% change	-0.34%	14.46%	-27.10%	25.18%	13.86%
% of sales	56.44%	58.46%	55.44%	56.50%	59.76%
change as % of incremental sales	-6.25%	93.90%	n/m	46.45%	37.96%
SG&A \$	\$362,600	\$359,100	\$353,600	\$368,200	\$285,700
% change	0.97%	1.56%	-3.97%	28.88%	10.31%
% of sales	54.40%	55.61%	59.44%	45.98%	47.24%
change as % of incremental sales	16.83%	10.83%	n/m	42.11%	23.04%
Operating margin \$	(\$5,500)	\$4,700	(\$42,500)	\$25,400	\$24,800
% change	-217.02%	111.06%	-267.32%	2.42%	-52.67%
% of sales	-0.83%	0.73%	-7.14%	3.17%	4.10%
change as % of incremental sales	-49.04%	92.91%	n/m	0.31%	-23.81%
EBITDA \$	\$32,100	\$41,400	(\$6,800)	\$67,400	\$54,200
% change	-22.46%	708.82%	-110.09%	24.35%	-30.96%
% of sales	4.82%	6.41%	-1.14%	8.42%	8.96%
change as % of incremental sales	-44.71%	94.88%	n/m	6.74%	-20.97%
EBIT \$	(\$5,800)	\$4,700	(\$43,900)	\$25,200	\$25,400
% change	-223.40%	110.71%	-274.21%	-0.79%	-51.34%
% of sales change as % of incremental sales	-0.87% -50.48%	0.73% 95.67%	-7.38% n/m	3.15% -0.10%	4.20% -23.12%
Pre-tax income \$	(\$43,600)	(\$25,200)	(\$76,600)	(\$24,400)	(\$4,900)
% change	-73.02%	67.10%	-213.93%	-397.96%	-122.90%
% of sales	-6.54%	-3.90%	-12.88%	-3.05%	-0.81%
change as % of incremental sales	-88.46%	101.18%	n/m	-9.95%	-22.69%
Net income (loss) \$	(\$32,400)	(\$36,500)	(\$37,400)	(\$36,500)	(\$4,700)
% change	11.23%	2.41%	-2.47%	-676.60%	-156.63%
% of sales	-4.86%	-5.65%	-6.29%	-4.56%	-0.78%
change as % of incremental sales	19.71%	1.77%	n/m	-16.23%	-11.22%
Tax expense \$	(\$10,800)	\$11,900	(\$38,900)	\$9,500	(\$400)
Effective tax rate	24.77%	-47.22%	50.78%	-38.93%	8.16%
Depreciation expense \$	\$27,500	\$26,400	\$25,200	\$32,900	\$22,600
% of sales	4.13%	4.09%	4.24%	4.11%	3.74%
% of capital expenses	91.97%	109.09%	163.64%	125.57%	155.86%
% of PP&E, net (annualized)	32.19%	32.14%	31.34%	41.61%	34.19%
Capital expenditures \$	\$29,900	\$24,200	\$15,400	\$26,200	\$14,500
% change % of DD%5, not (oppup/ized)	23.55%	57.14%	-41.22%	80.69%	29.46%
% of PP&E, net (annualized)	35.00%	29.46%	19.15%	33.14%	21.94%
% of working capital (annualized) Interest coverage ratio	44.47% 0.80	30.27% 1.09	16.24% (0.19)	24.01% 1.36	15.39% 1.79
% change	-26.34%	680.14%	-113.82%	-24.03%	-29.82%
Free cash flow \$	(\$164,900)	(\$77,800)	(\$101,000)	\$158,900	(\$28,200)
% change	-111.95%	22.97%	-163.56%	663.48%	-182.70%
Source:	10-Q	10-Q	10-Q	10-K	10-Q
	11/3/2017	8/4/2017	5/5/2017	3/3/2017	11/4/2016



## **QUARTERLY LEVERAGE RATIOS**

Negative stockholders' equity and					
angible net worth					
in the last five fiscal quarters	je Ratios - S		Quarters		
Period Ended	(1 nousands o 9/30/2017	f U.S. Dollars) 6/30/2017	3/31/2017	12/31/2016	9/30/2016
Total debt \$	\$2,924,600	\$2,775,600	\$2,731,000	\$2,692,000	\$2,761,300
% change	5.37%	1.63%	1.45%	-2.51%	53.02%
Stockholders' equity \$	(\$701,900)	(\$672,400)	(\$642,000)	(\$614,800)	(\$559,600)
% change	-4.39%	-4.74%	-4.42%	-9.86%	0.37%
Tangible net worth \$	(\$2,005,900)	(\$1,982,700)	(\$1,955,700)	(\$1,940,900)	(\$1,901,900)
% change	-1.17%	-1.38%	-0.76%	-2.05%	-39.10%
Total assets \$	\$3,167,800	\$3,062,000	\$2,999,000	\$3,023,500	\$3,113,700
% change	3.46%	2.10%	-0.81%	-2.90%	62.61%
Total debt to assets ratio	0.92	0.91	0.91	0.89	0.89
% change	1.84%	-0.45%	2.27%	0.41%	-5.90%
Tangible assets \$	\$1,863,800	\$1,751,700	\$1,685,300	\$1,697,400	\$1,771,400
% change	6.40%	3.94%	-0.71%	-4.18%	59.70%
Short-term debt \$	\$268,600	\$117,300	\$70,400	\$28,900	\$95,200
% change	128.99%	66.62%	143.60%	-69.64%	355.50%
Short-term debt % of total debt	9.18%	4.23%	2.58%	1.07%	3.45%
% change	117.32%	63.94%	140.11%	-68.86%	197.68%
Short-term debt % of working capital	111.22%	39.57%	20.52%	6.96%	20.81%
% change	181.04%	92.87%	194.93%	-66.57%	194.97%
Total liabilities \$	\$3,869,700	\$3,734,400	\$3,641,000	\$3,638,300	\$3,673,300
% change	3.62%	2.57%	0.07%	-0.95%	48.33%
Total debt to EBITDA ratio (annualized)	22.78	16.76	n/a	9.99	12.74
% change		n/a	n/a	-21.60%	121.63%
Source:	Recuriunfavo	rable	10-Q 5/5/2017	10-K 3/3/2017	10-Q 11/4/2016
	annua total de EBITDA	ebt to			



## **QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN**

Year-over-year working capital drastically decreases		•		C	Meager ash and ick ratios
uccicases	Liquidity Ratio	os - Sequen Isands of U.S. Doli		rs	
Period Ended	9/30/2017	6/30/2017	3/31/2017	12/31/2016	9/30/2016
Current assets \$	\$1,199,900	\$1,113,100	\$1,060,900	\$1,124,100	\$1,205,300
% change	7.80%	4.92%	-5.62%	-6.74%	63.30%
% of short-term debt	446.72%	948.93%	1,506.96%	3,889.62%	1,266.07%
Current liabilities \$	\$958,400	\$816,700	\$717,800	\$708,700	\$747,900
% change	17.35%	13.78%	1.28%	-5.24%	69.25%
Working capital \$	\$241,500	\$296,400	\$343,100	\$415,400	\$457,400
% change	-18.52%	-13.61%	-17.40%	-9.18%	54.42%
% of sales (annualized)	9.06%	11.48%	14.42%	12.97%	18.91%
Cash \$	\$79,200	\$83,700	\$121,500	\$186,800	\$99,200
% change	-5.38%	-31.11%	-34.96%	88.31%	-46.61%
% of short-term debt	29.49%	71.36%	172.59%	646.37%	104.20%
Cash ratio	0.08	0.10	0.17	0.26	0.13
% change	-19.41%	-39.46%	-35.77%	98.79%	-68.47%
Quick assets \$	\$538,600	\$473,400	\$497,200	\$610,700	\$583,400
% change	13.77%	-4.79%	-18.59%	4.68%	28.45%
% of short-term debt	200.52%	403.58%	706.25%	2,113.15%	612.82%
Quick ratio	0.56	0.58	0.69	0.86	0.78
% change	-3.04%	-16.33%	-19.61%	10.46%	-24.10%
Current ratio	1.25	1.36	1.48	1.59	1.61
% change	-8.14%	-7.79%	-6.82%	-1.58%	-3.51%
Source:	10-Q 11/3/2017	10-Q 8/4/2017	10-Q 5/5/2017	10-K 3/3/2017	10-Q 11/4/2016

Unable to generate any positive returns

## **Rate of Return - Sequential Quarters**

(Thousands of U.S. Dollars)

3 mos 9/30/2017	3 mos 6/30/2017	3 mos 3/31/2017	3 mos 12/31/2016	3 mos 9/30/2016
-1.04%	-1.20%	-1.24%	-1.19%	-0.19%
13.63%	3.03%	-4.41%	-536.44%	-142.81%
-1.79%	-2.12%	-2.21%	-2.10%	-0.33%
15.61%	3.95%	-5.07%	-544.96%	-143.45%
10-Q 11/3/2017	10-Q 8/4/2017	10-Q 5/5/2017	10-K 3/3/2017	10-Q 11/4/2016
	9/30/2017 -1.04% 13.63% -1.79% 15.61% 10-Q	9/30/2017 6/30/2017   -1.04% -1.20%   13.63% 3.03%   -1.79% -2.12%   15.61% 3.95%   10-Q 10-Q	9/30/2017 6/30/2017 3/31/2017   -1.04% -1.20% -1.24%   13.63% 3.03% -4.41%   -1.79% -2.12% -2.21%   15.61% 3.95% -5.07%   10-Q 10-Q 10-Q	9/30/2017 6/30/2017 3/31/2017 12/31/2016   -1.04% -1.20% -1.24% -1.19%   13.63% 3.03% -4.41% -536.44%   -1.79% -2.12% -2.21% -2.10%   15.61% 3.95% -5.07% -544.96%   10-Q 10-Q 10-Q 10-K



## **ABOUT THIS REPORT/CONTACT CREDITRISKMONITOR**



CreditRiskMonitor is a financial risk analysis and news service that helps credit, supply chain and financial professionals stay ahead of and manage risk quickly, accurately and cost effectively. More than 35% of the Fortune 1000, plus over a thousand other large corporations worldwide, rely on our financial risk coverage of over 58,000 global public companies.

CreditRiskMonitor's High Risk Reports feature companies that are exhibiting a significantly high level of financial distress, as indicated by our proprietary FRISK<sup>®</sup> score. The ultimate goal of the High Risk Report series is two-part: provide an early warning for those doing business with an increasingly distressed company and inform of the many signals that should be examined when assessing financial risks.

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