CLIENT: XXXXX

ATTENTION: XXXX XXXXX REFERENCE: XXXXXX

DATE: 2018-11-12



REQUIRED CREDIT	ADVISED CREDIT	RATING
200000	150 000 EUR	12/20

### **Comments on the rating:**

A Credit line maybe considered

#### **GEOPOLITICS - UNITED STATES**

POLITICAL DATA	ECONOMIC DATA
Form of Government: Federal	Currency: 1 USD = 0.88 EUR
Economic Risk: Nil	Branch Situation:Stable

### **IDENTIFICATION**

Ordered as: XXXX XXXXXX LLC

Address in the order: XXXX XXXX XXXX RD

32301 TALLAHASSEE FL

Legal Name: XXXX XXXXX LLC

Legal Address: C/O XXXX XXXXXX; Xxxx Xxxx Xxxxx ROAD APT #

2405.

Post Code: 32301

Postal Town: TALLAHASSEE

Primary Geographic Area: FLORIDA

Country: US

Location Status: Legal Address

Operative Address: Xxxx XXXX XXXX AVE

Post Code: 30114
Postal Town CANTON
Primary Geographic Area: GEORGIA

Country: US

Registration Number: XXXXXXXX Tax ID Number: 46-XXXXX

Legal Form: Limited Liability Company

Telephone: +1 770 xxx xxxx / 770 xxx xxxx / 770 xxx xxxx

Fax: +1 770 xxx xxxx Email: info@xxxxxx.com Website: www.xxxxxxx.com Date Created(yyyy-mm-dd): 2012-00-00 Date Incorporated(yyyy-mm-dd): 2012-12-28

Managers: Xxxx Xxxxxx (Managing Member)

Number of shares: N.A.

Capital: USD United States Dollar N.A.

Staff: 13 employee(s)

Activity: Fresh Produce Wholesalers.

SIC Code: 5148

#### **BANKS**

Name of the Bank: Bank of America

Location: ONE INDEPENDENCE CENTER - NC1-001-05-13, 101 N TRYON ST

CHARLOTTE NC 28255-0001 Account Number: Confidential

Source(s):

**Private Source** 

Comments: Information not confirmed by the staff.

#### **BUSINESS**

## **HISTORY:**

The company was founded in 2010 and it is incorporated in Florida, USA.

However, its head office is based in Georgia.

# **PRINCIPAL ACTIVITY:**

The company operates as a supplier of fruits.

# **Products/Services description:**

The company provides Apples, Oranges, Lemons, Blueberries, Pears, Grapes, Citrus among many others.

Sales are:

Wholesale

**Brands:** 

SALIX FRUITS

The company imports from Worldwide, depending on the demand.

The company exports to Worldwide, depending on demand.

## **Operations area:**

National International Local

### **CLIENTS**

## **Transaction style:**

Business-to-business(B2B)

Name: XXXXXXX PVT LTD

**Country:** India

Name: XXXXXX XX XXXXXX SAS

**Country:** Colombia

Name: XXXXXXX XXXXXXX

Country: India

Name: XXXX XX XXXXX

**Country:** Montreal

Comments on clients: Hotels, Casinos, Restaurants, and other professionals in the

hospitality and food retailing industry.

# **SUPPLIERS**

**Supplier's Name:** XXXXXXX PVT. LTD.

Country: India

Supplier's Name: Xxxxx Xxx Xxxxxx, S.L.

**Country:** Spain

**Supplier's Name:** Xxxxx Xxx Xxxxxx S.A. De C.V.

Country: Spain

**Telephone:** +34 945 xx xx xx

**Supplier's Name:** Xxxxx Xxx Xxxx

Country: Peru

**Telephone:** (+51) 1-xxx-xxxx **Contact name:** Xxxxx Xxxxx

Contact's position: Comercio Exterior

Additional Comments: We talked to Mrs. Andrea, she asked us to send her an email at

arregui@central.com.pe with our request. We did so, but we have not received an

answer so far.

## **Payment Experience:**

Current DBT: 0

Predicted DBT as 04/24/2019: 1

Monthly Average DBT: 0

Highest DBT Previous 6 Months: 0 Highest DBT Previous 5 Quarters: 0

Payment Trend Indication:

Payments are stable

### Trade and Collection Balance

Total trade and collection (2): \$359,600

All trades (2): \$359,600 All collections (0): \$0

Continuous trade (2): \$359,600

6 month average: \$279,500 - \$359,600 Highest credit amount extended: \$400,000 Most frequent industry purchasing terms:

NET 30, REVOLVE, CREDIT

Monthly Payment Trends									
Payment Trends Analysis XXXX & XXXX XXX, NEC - 0179				1	Account Status Days Beyond Terms				
Date Reported	Indus Cur DBT		Business DBT	Balance	Cur		31-60	61-90	91+
CURRENT	_	N/A	0	\$359,600	100%				
JAN19	98%	1	0	\$359,600	100%				
DEC18	97%	1	0	\$336,600	100%				
NOV18	97%	1	0	\$320,900	100%				
OCT18	98%	1	0	\$321,000	100%				
SEP18	97%	1	0	\$320,900	100%				
AUG18	98%	1	0	\$279,500	100%				

	Quarterly Payment Trends							
Payment History - Quarterly Averages			]	Account Status Days Beyond Terms				
Quarter	Months	DBT	Balance	Cur	1-30	31-60	61-90	91+
Q4 - 18	OCT - DEC	0	\$326,200	100%				
Q3 - 18	JUL - SEP	0	\$333,500	100%				
Q2 - 18	APR - JUN	0	\$400,100	100%				
Q1 - 18	JAN - MAR	0	\$400,100	100%				
Q4 - 17	OCT - DEC	0	\$400,000	100%				

Payments are: regular

Staff

Non consolidated: 13

Source(s):

Interview

## **LOCATION**

Headquarters: xxxx Xxxxx Xxxx Ave, Canton, GA 30114, USA

Surface area: 5 000 sq feet

Number of branches: 1

**Comments:** The company would have a branch location in the US but its address has not been released to our sources.

## **BUSINESS OVERVIEW:**

Demand is driven by consumption of fruits and vegetables. Profitability depends on maintaining a high quality and varied selection of produce and on efficient operations. Larger distributors benefit from economies of scale in purchasing and transportation. Smaller companies may compete by specializing in certain products, such as tropical fruits or organic products, or by focusing on a geographical area. The US industry is fragmented: the 50 largest companies account for about 35% of industry revenue.

#### SHAREHOLDERS - MANAGER - RELATED COMPANIES

Listed at the stock exchange: NO

#### SHAREHOLDERS/PARENT COMPANY(IES)

Name: Mr. Xxxx Xxxxxx

Country: USA Percentage: 100%

**Additional Comments:** Information not verified by the staff.

Source(s):

**Private Source** 

Notice that the information on shareholders is not publicly accessible through official sources in this country. The information listed above has been gathered through third party sources.

#### **MANAGEMENT**

Name: Mr. Julio Xxxxx Xxxxx Xxx

**Position:** General Manager

Name: Ms. Jorge Xxxxxx Position: Finance Manager

Name: Mr. Manuel Xxxxxx

Position: Sales Manager Africa & Middle East

Name: Mr. Jose Xxxxxx Xxxxx Xxxx Position: Sales Manager Brazil & Asia

Name: Mr. Ignacio Xxxxxx

Position: Sales Manager LATAM & Canada

Name: Ms. Juana Xxxxxx

**Position:** Marketing & Branding Strategy

Name: Mr. Rafael Xxxxx Position: Sales Manager USA

Name: Mr. Ignacio Xxxxx

**Position:** Asia-Pacific Coordinator

Name: Ms. Julia Xxxxxxx

**Position:** Documents & Logistics

Source(s):

**Private Source** 

## **RELATED COMPANIES:**

The company has offices in RSA, Chile, Spain, Brazil, Russia and Argentina.

#### FINANCIALS - LEGAL RECORDS

## Type of company:

Private

As a private company the subject does not publish any financial statements.

#### Financial data obtained from:

Interview

DATE	2017	2016
Currency	USD	USD
Revenue	14 305 873	9 260 458
Operating Income	249 313	189 727
Net Income	249 313	189 727
Current Assets	2 962 791	1 535 961
Non-Current Assets	0	0
Total assets	2 962 791	1 535 961

<sup>\*</sup>International locations:

Bank Liabilities	-	-
Current Liabilities	2 752 328	1 430 178
Long Term Liabilities	0	0
Total liabilities	2 752 328	1 430 178
Net worth	210 463	105 783
The cash flow is	Normal	Normal
Nominal Capital	-	-
Working Capital	-	-
Inventories	-	-
Issued Capital	-	-

OFAC LIST<sup>1</sup> : NO

**Bankruptcy:** NO **Lawsuit(s):** NO

UCC FILES<sup>2</sup>

YES

Last annual report (dd-mm-yyyy): 16-01-2018

**Additional Comments:** UCC Files:

Filing Number: 201607xxxxxx

Filing Date: 04/14/2016

Secured Party: BANK OF AMERICA, N.A.

### **SUMMARY**

Local credit bureau gave a Correct credit rate.

**Status:** Active

Size: Small - 0 to 49 people

**Experience:** Average (4 to 9 years)

<sup>&</sup>lt;sup>1</sup>The Specially Designated Nationals (SDN) List, also known as OFAC LIST, is a publication of OFAC which lists individuals and organizations with whom United States citizens and permanent residents are prohibited from doing business.

<sup>&</sup>lt;sup>2</sup>The Uniform Commercial Code (UCC) is one of a number of uniform acts that have been promulgated in conjunction with efforts to harmonize the law of sales and other commercial transactions in all 50 states within the United States of America. The UCC deals primarily with transactions involving personal property (movable property), not real property (immovable property). It allows a creditor to notify other creditors about a debtor's assets used as collateral for a secured transaction by filing a public notice (financing statement) with a particular filing office. The Uniform Commercial Code Bureau files and maintains records on financial obligations (including IRS liens) incurred by individuals (in business as a sole proprietor), business entities and corporations.

Group: International Trade references: N.A. Payments: Regular Profitability: Correct Indebtedness: Medium

Cash: Normal Legal Filings: NO

General Overview: Good

XXXX XXXXXX LLC is a private company based in Florida and is a wholesaler of fruits.

### **POSITIVE POINTS:**

- Legally active and in good standing.
- No detrimental legal records found against it.
- Active trading with foreign suppliers.
- Correct revenues for its size as well as correct profitability.
- It operates international locations.
- Regular payments to suppliers.

# **NEGATIVE POINTS:**

- Indebtedness is medium.

A credit line may be considered of EUR 150 000.

ADVISED CREDIT	RATING		
EUR 150 000	12/20		

### **APPENDIX**

Name: Mr. XXXXXXX Position: Accounting Cooperated: YES

**Comments/Data confirmed:** We asked for the accounting department first, but Mrs. Xxxxxx was not available to take our call. He asked us to send him an email with our request.

We received an answer from Mrs. Xxxxx with detailed financial data as well as the confirmation for the number of employees.