

BUSINESS REPORT

S/REF. : ABC123456789/2015

C.VIRTUAL : 155110

ORDERED ON : 20APR2019

Report was issued on Thursday, July 18, 2019

YOUR REQUEST : MODELO DE INFORME COMPLETO DRR

PRIORITY : T1 R11 / D24 / T18 / S73 (EF) A

Business Status : Test Report

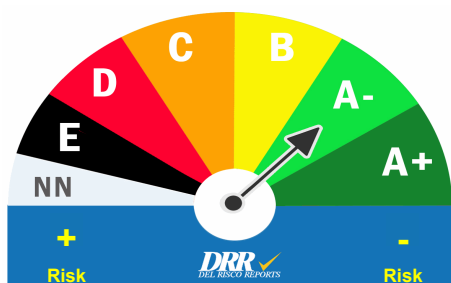
IDENTIFICATION

CORRECT COMPANY NAME : MODELO DE INFORME COMPLETO DRR
TRADE NAME : "INFORME MODELO TIPO "A" STANDARD"
TAXPAYER REGISTRATION : RUC 00000000 **Status Tax. Reg.:**
MAIN ADDRESS : Larco 123 Miraflores, Lima.
POSTAL CODE : Lima,18
DEPT. / REG. / STATE : Lima
COUNTRY : PERU
TELEPHONE : +511 77889900 - 77998878
CORPORATE E - MAIL : modelo@depueba.com
WEB SITE : www.modelodeprueba.com

COMMENTS .-

Please be advised that the investigated company DOES NOT appear in the list of companies linked to terrorism and drug trafficking published by OFAC, Office of Foreign Assets Control of the United States Department of the Treasury (Clinton List).

Credit Risk



A+	With no Risk (Solvent, Very Good Financial Situation)
A-	Minimal Risk (Solvent, Satisfactory Financial Situation)
B	Moderate Risk (Slightly Fair Financial Situation)
C	High Risk (Fair Situation. Secured Credits are Recommended)
D	Very High Risk (Heavy Financial Situation. Losses)
E	Very High Risk (Inoperative or Liquidated or Broken)
NN	Undetermined Risk (Insufficient or Non Existent Information)

EXECUTIVE SUMMARY

Date of Foundation : 2003
Paid Capital Stock : S/. 3,000,000.00 Soles
Shareholders' Equity : 6,001,000.00 PEN (31DEC2018)
Annual Revenues : 15,000,000.00 PEN (31DEC2018)
Profits (Loss) Net : 1,500,000.00 PEN (31DEC2018)
Permanent Employees : 150 empleados
Chief Executive : PERSONA 1
Financial Situation : GOOD Financial Situation
Payments Policy (*) : 1: EXCELLENT PAYERS (Always pay on time or before)
Disposition : A: Excellent. Full information and Financial Statements.
Credit Risk (*) : A- : MINIMAL RISK (Solvent, Satisfactory Financial Situation)

CREDIT OPINION

REQUESTED CREDIT	Suggested Credit (*)
200000	US\$ 200,000.=

(*) Opinion After Analyzing Different Factors and Other Opinions.

LEGAL STRUCTURE

LEGAL STATUS : Joint-Stock Company
DATE OF INCORPORATION : 15MAR2003
ACTIVITIES STARTED : 01/04/2003
PLACE OF REGISTRY : Lima
NOTARY OFFICE : Daniel Cisneros
DURATION : 50 years
REGISTRATION : Card 1234567
CURRENT PAID-IN CAPITAL : S/. 3,000,000.00 Soles
LAST CAPITAL INCREASE : 17/05/2014 By New Capitalization
LISTED AT STOCK EXCHANGE : No
CURRENT EXCHANGE RATE X US\$: PEN S/. 3.35

COMMENTS .-

Since its incorporation Subject has increased its Capital Stock through profits capitalizations currently amounting to S/. 3,000,000.00.

Subject's members are the same since it was founded.

Although last year it was speculated that the Chilean Group Falabella would be acquiring the Subject. The procedures did not succeed.

On 15/05/2006 Subject absorbed SERVICIOS RAPIDOS SA, by transferring all assets and liabilities to Subject. They mentioned that it was very expensive to keep external personal.

Subject's general powers are currently in hands of General Manager.

SHAREHOLDERS - DIRECTORS - EXECUTIVES

FULL NAMES / COMPANY NAME	TITLE	%PART.
* PERSONA 1	President	34%
PERSONA 2	Managing Director	33%
PERSONA3	Director	33%
Total Participation of Shareholders		100%

(*) Principal

WHO IS WHO ?



PERSONA 1

TITLE : President
NATIONALITY : Peruvian
D.O.B./AGE : 25MAR1964
ID : RUC 25252626
CIVIL STATUS : Married
DOMICILE : .Fanning 123, Miraflores, Lima
TELEPHONE : +511 987654321
COUNTRY : PERU
OTHER DOMICILES :
 asdwqww



Companies where the person participates or participated according to our database:

Business Name	Country	Tax. Reg.	Sta.	Title	Cons. Date
CASTILLA DE ORO S.A.	PANAMA	-28579	(AC)	-----	28/01/1950
CLIPPER	PANAMA		(IN)	-----	
* MODELO DE INFORME INCOMPLETO "C" DRR DE...	PERU	0000006	(SL)	-----	2010
* MODELO DE REDACCION DE UN INFORME DRR 20...	PERU	0000007	(SL)	-----	15/03/2012

(*) Principal



PERSONA 2

TITLE : Managing Director
NATIONALITY : Peruvian
D.O.B./AGE : 14AUG1985 (Jesus María)
ID : DNI 229883829
CIVIL STATUS : Married to Petronila Rubbens
DOMICILE : Calle Aldaba 1029, Callao - Peru
TELEPHONE : +511 51515151
COUNTRY : PERU
CELL PHONE : 511 985774785
PROFESSION : ophthalmologist
E-MAIL : alfredo@graft.pe
TRADENAME : FD SAC
OTHER DOMICILES : Calle Principal 2900 Surquillo



Companies where the person participates or participated according to our database:

Business Name	Country	Tax. Reg.	Sta.	Title	Cons. Date
MODELO DE INFORME DE PRUEBA 1000	PERU	0000002	(SL)	-----	2010

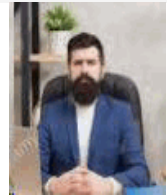
(*) Principal



PERSONA3

TITLE : Director
NATIONALITY : Peruvian
D.O.B./AGE : 1962 (Lima)
ID : DNI 33333333
DOMICILE : .

TAX ID : RUC 4444 (Inactive)
COUNTRY : PERU



BUSINESS HISTORY

This is a family run company formed by Julio Peralta Rojas and his sons Diego, Julio y Enrique Peralta Aliaga. All hard-working and academically trained persons.

Business was founded as a sole proprietorship by Julio Peralta Rojas in 1980 and it was changed to a Joint Stock Company in 1985.

Over years, Subject company has consolidated its position in the market. It enjoys a good reputation.

RELATED COMPANIES OF THE ECONOMIC GROUP

	COMPANY NAME	CTRY	TAX. REG.	Sta.	DATE INC.
1	PRUEBA B	PERU	-	AC	--
2	MODELO DE INFORME DE PRUEBA 2	PERU	0000003	SL	2010
3	MODELO DE INFORME DE PRUEBA 1000	PERU	0000002	SL	2010

BUSINESS

Internal Classification DRR :

Main Sector : Trade: Wholesale, Retail, To Commission
Business : Home Appliances and household goods.
Specific Activity : Home Appliances

The following classification implies that the company responsible for this report, operates under one or more of the mentioned items. It doesn't necessarily imply that it performs all those indicated in the internal classification of DRR.

ACTIVITY DETAILS OR BUSINESS PURPOSE :-

Subject is engaged in the sale of home appliances and technical service. Products include: Refrigerators, stoves, washing machines, heaters, radios, record players, DVD, etc.
 Trademarks: SONY, IMACO, SUNBEAM, BOSH, TOSHIBA, LANBORGHINI, METTA, etc.

At present Subject is managing the representation of Moulinex line (of France), for its exclusive distribution in Peru.

FOREIGN TRADE :

IMPORT (Countries) : Yes
Japan, Italy, Germany and Brazil

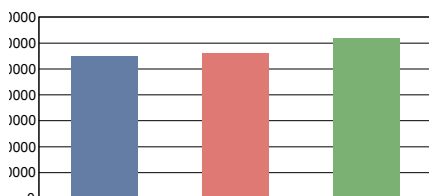
EXPORT (Countries) : Yes
Chile, Bolivia

Annual Imports in US\$ (FOB)

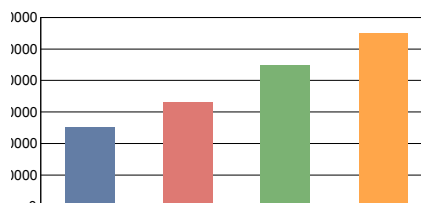
Year(12 month)	Amount US\$
2013	2,750,000.00
2014	2,800,350.00
2015	3,100,258.00

Annual Exports in US\$ (FOB)

Year(12 month)	Amount US\$
2013	25,000.00
2014	33,100.00
2015	45,000.00
2016	55,000.00



■ 2013 ■ 2014 ■ 2015



■ 2013 ■ 2014 ■ 2015 ■ 2016

% CASH SALES/METHOD : 30% Cash
% CREDIT SALES/TERMS : 70% drafts at 60-90-120-150-180 days
% DOMESTIC PURCHASES : 90%
SELLING TERRITORY : All Peru

% FOREIGN SALES : 10%
% DELINQUENCY : 2.5%
% FOREIGN PURCHASES : 10%

EMPLOYEES : 150 empl

MAIN PREMISES .-

Ownership : Own Settled
Area : 360 sq.meters

Other Premises .-

Subject company has a network of 15 stores (rented) in different districts of the Capital.

Technical service and warehouse operate at Jr. Dante 12324 Surquillo.
Subject uses a free delivery system for the sold goods.

It has three delivery trucks.

PREVIOUS ADDRESS

Zepita 423 Lima (Hasta Julio 2003)

FINANCIAL INFORMATION

Interviewee(s) : Sr. Julio Peralta Rojas y Sergio Morante
Position(s) : General Manager and Accountant respectively
Disposition : A: Excellent. Full information and Financial Statements.
Information Obtained : Subject cooperated with the requested data during the interviews and delivered the requested financials.
Its sales for the last two years have significantly increased, reaching until a 30% comparing to year 2017 and 2018.

BALANCE SHEET

AUDITORS : OSCAR CAIPO S.A.

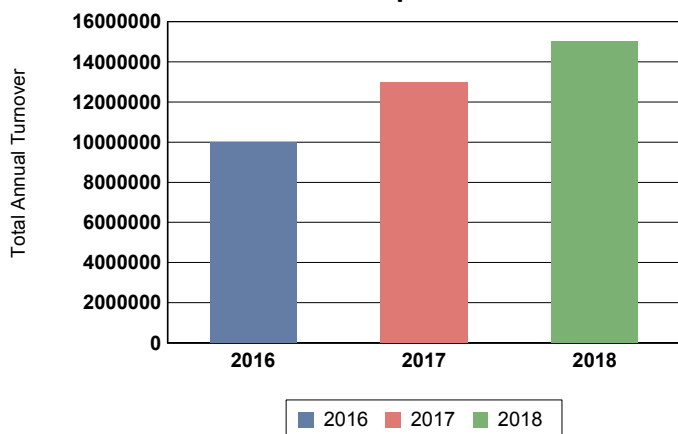
BALANCE SHEET DATE	31DEC2018	31DEC2017	31DEC2016
TYPE OF BALANCE SHEET	Annual	Annual	Annual
PERIOD	12 months	12 months	12 months
CURRENCY	PEN	PEN	PEN
EXCHANGE RATE PER US\$	2.41	2.80	2.69

ASSETS				
CASH/BANKS	:	1,005,200.00	1,002,000.00	1,001,000.00
RECEIVABLES	:	2,300.00	6,100.00	9,000.00
INVENTORY	:	3,500.00	0.00	4,500.00
OTHERS	:	3,000.00	0.00	1,000.00
CURRENT ASSETS	:	1,014,000.00	1,008,100.00	1,015,500.00
FIXED ASSETS	:	5,000,000.00	0.00	0.00
OTHER NON-CURRENT ASSET	:	10,000.00	0.00	0.00
TOTAL ASSETS	:	6,024,000.00	1,008,100.00	1,015,500.00
LIABILITIES				
BANK/SUPPLIERS	:	5,000.00	3,500.00	4,000.00
OTHERS	:	4,000.00	3,000.00	5,000.00
CURRENT LIABILITIES	:	9,000.00	6,500.00	9,000.00
LONG TERM	:	3,000.00	0.00	3,000.00
OTHER NON-CURRENT LIABILITY	:	11,000.00	0.00	2,000.00
TOTAL LIABILITIES	:	23,000.00	6,500.00	14,000.00
SHAREHOLDERS' EQUITY				
CAPITAL	:	1,000.00	1,000.00	1,000.00
RESERVES	:	0.00	3,400.00	3,000.00
PROFITS(LOSS)NET	:	5,000,000.00	0.00	2,000.00
OTHERS	:	1,000,000.00	997,200.00	995,500.00
TOTAL SHAREH. EQUITY	:	6,001,000.00	1,001,600.00	1,001,500.00
TOTAL LIAB./SH. EQUITY	:	6,024,000.00	1,008,100.00	1,015,500.00
SALES	:	15,000,000.00	13,000,000.00	10,000,000.00
PROFIT(LOSS)NET	:	1,500,000.00	1,000,000.00	500,000.00

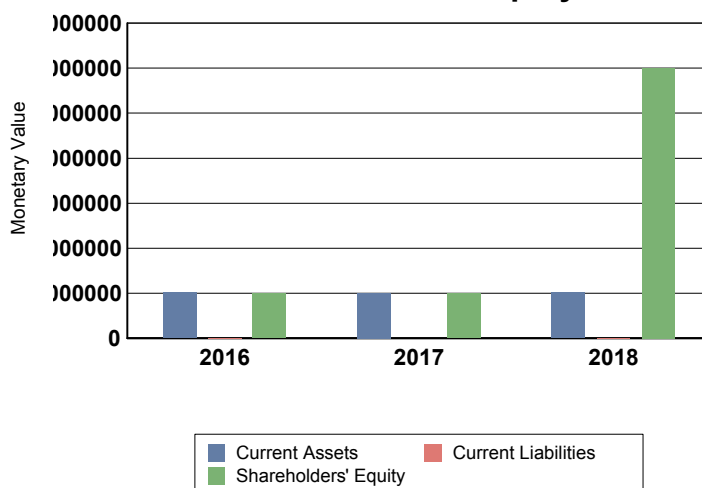
RATIO (The last year)

LIQUIDITY RATIO	:	112.67	(Current Assets ÷ Current Liabilities)
WORKING CAPITAL	:	1,005,000.00	(Current Assets - Current Liabilities)
DEBT-TO-EQUITY RATIO	:	66,677.78 %	(Shareholders' equity ÷ Current Liabilities x 100= %)
PROFITABILITY MARGIN	:	10.00 %	Profits ÷ Sales x 100= %

Comparative Chart - Turnover per Year



Current Assets - Current Liabilities - Shareholder's Equity



FINANCIAL SITUATION

: A-: GOOD Financial Situation

According to the latest Financial Statement submitted and other factors analyzed, we estimate Subject's financial situation is GOOD because of:

- Liquidity Ratio is acceptable, the Working Capital keeps a positive margin, Shareholders' equity covers its liabilities in an acceptable way. Results are moderate. Prompt payments

Annual Sales history in US\$ (of Balance sheet, statement or third parties) :

Date	Currency	Sales			Sales (US\$)	T/C
31/12/2018	PEN	14,500,000.00	>	equivalent	4,393,939.39	3.30
31/12/2017	PEN	13,000,000.00	>	equivalent	3,939,393.94	3.30
31/12/2016	PEN	15,000,000.00	>	equivalent	4,545,454.55	3.30
31/12/2014	PEN	8,000,000.00	>	equivalent	2,424,242.42	3.30
31/12/2013	PEN	7,500,000.00	>	equivalent	2,343,750.00	3.20

MAIN FIXED ASSETS OF THE COMPANY (GENERAL DETAIL) .-

Subject's premises Building of 360 sq. meters and 15 trucks Toyota 200000

FINAL ANALYST COMMENT

Subject is a company with 30 years of continued activities and in progress.
 Owners are serious individuals and are dedicated only to this business.
 Financial and economical situation is strong.
 Suppliers consider it as a satisfactory client due to its payments behaviour. Good client.

COMMERCIAL NORMALITY, PROTESTS, BANK DEBT, LITIGATIONS ?

TRADE REFERENCES (CONFIDENTIAL INFORMATION)

Supplier : SONY CORP		Tel. : 987654032		Country : JAPAN	
Highest Credit?	: US\$ 250,000	Client Since?	: 1980		
Terms? :	150 days				
Performance? :	: Prompt	Goods/Services?	: Home appliances		

Comment : Excellent client.

Supplier : TOSHIBA INC		Tel. : 876543		Country : JAPAN	
Highest Credit?	: US\$ 200,000.=	Client Since?	: 1990		
Terms? :	180 days				
Performance? :	: Prompt	Goods/Services?	: Home appliances		

Comment : Very good client.

Supplier : IMACO		Tel. : 9876777		Country : PERU	
Highest Credit?	: US\$ 100,000.=	Client Since?	: 2005		
Terms? :	120 days	Current Balance? :	No Balance At This Time		
Performance? :	: Prompt	Goods/Services?	: Appliances		

Comment : Very good client.

Supplier : METTA DO BRASIL SA		Tel. : 9873456		Country : BRAZIL	
Highest Credit?	: US\$ 100,000.=	Client Since?	: 2000		
Terms? :	120 days	Current Balance? :	No Balance At This Time		
Performance? :	: Prompt	Goods/Services?	: Appliances		

Comment : Excellent client

Supplier : LG PERU		Tel. : 013250000		Country : PERU	
Highest Credit?	: US\$ 100,000.=	Client Since?	: 2010		
Terms? :	60-90	Current Balance? :	Current		
Performance? :	: Prompt	Goods/Services?	: Appliances		

GENERAL COMMENT ON ITS TRADE REFERENCES :

The most of its suppliers report favorably about its payments.

INFORMATION IS REPORTED BY RISK INFORMATION CENTER (WHEN THERE IS IN THIS COUNTRY):-

Creditor or Supplier	Document	Amount NC	Amount ME	Date	Payment Date	Days Late
Casa del Acero		25,000.00	0.00	2010	Pagado	0
Acreeedor1		2,300.00	800.00	2010	Pagado	0
Total Documents: 2	Totals	27,300.00	800.00	Solved: 2		

Credit Bureau Comments .-

Credit bureau does not report nothing negative against Subject.
All information consulted during the last 12 months.

BANK DEBT REPORTED BY THE SBS (SUPERINTENDENCY OF BANK & INSURANCE OR BCU)

Bank	Current Debt		Debt Rating (* See Caption End)	Comment
	As Of : 31DEC2018 E/R per USD 3.25			
	Domestic Currency	Foreign Currency		
INTERBANK	1,200,000.00	45,000.00		
SCOTIABANK	310,000.00	165,000.00		
Total Debt	1,510,000.00	210,000.00		
Total DC Equivalent USD\$	464,615.38			
Total Guarantees Offered	2,000,000.00	700,000.00		

Guarantor	RUC	Amount USD	Amount NM	Date	Entity
Manuales S.A.	3214569871	15,000.00	0.00	01/08/2019	Banco de Credito
Talleres S.A.	8745632145	25,000.00	0.00	01/08/2019	Banco Continental

Observation:

Both companies belong to one of shareholders.

Comments SBS:

SBS rating during the 12 months was NORMAL.

LAWSUITS .-

No lawsuits during the last years.

CREDIT HISTORY .-

Reports during the last 5 years present Positive Backgrounds.

REPUTATION .-

Good Taxpaying Company
Good prestige company

CREDIT OPINION

Consulted Credit Amount : 200000
Suggested Credit (*) : US\$ 200,000.=

It is eligible for the above credit line due to the financial condition and the payments policy.

(* NOTE: The opinion given is confidential, referential and without liability.

Press Releases .-

15/06/2017

It was published that the licensee had achieved sales record on Mother's Day, for more than s / .
3,500,000.00

PICTURES.-



A



B



C

< END OF REPORT >

Caption

(*)RATING DESCRIPTION ACCORDING TO :		BCU Uruguay	Financial Situation / Credit Risk (CR)
SBS Peru			
■ Normal	: Good Financial Situation, Prompt payments, consistent Information, Increasing Trend, Creditworthy.	1C	A+: Very Good
■ Potential Problem	: Satisfactory Financial Situation but cash flow can be weak. Irregular payments. Irregular Trend.	2A	A-: Good
■ Deficient	: Fair Financial Situation, cash problems, profits shortage, delayed and overdue payments.	2B	B: Regular
■ Doubtful	: Heavy Financial Situation, liquidity shortage, notorious delayed payments, Judicial Collection, Bad Management.	3-4	C: Deficient
■ Loss	: Bad Financial Situation, Insufficient funds, declared bankruptcy, debt default.	5	D: Heavy
			NN: Indeterminate

<u>Taxpayer Id Status</u>	<u>Payments Policy (*) (PP)</u>
(AC): Active.	EXCELLENT (Always to terms or early. Very good clients)
(BO): Discontinued.	PROMPT (Usually to terms. Good order)
(BD): Definitive	IRREGULAR (Irregular fulfillment. Some delays)
(BP): Temporarily	DELINQUENT (Most of delayed payments, losses)
(BT): Temporary	Without rating (No payment experience known).
(NL): Not Found.	