

## MIRA INFORM REPORT

<b>Report No. :</b>	518863
<b>Report Date :</b>	07.07.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	FRUTAS INDUSTRIAS SAC
<b>Registered Office :</b>	Av. Mexico No. 1860, Urbanizacion Apolo, La Victoria, Lima 13
<b>Country :</b>	Peru
<b>Date of Incorporation :</b>	24.10.2008
<b>Legal Form :</b>	Closely-Held Company
<b>Line of Business :</b>	<ul style="list-style-type: none"> <li>Processing and preservation of fruits, vegetables and legumes</li> <li>Import and trade of fruits, spices and beans.</li> </ul>
<b>No. of Employees :</b>	6

### RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> January 2017)

<b>MIRA's Rating :</b>	<b>A</b>
------------------------	----------

Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

<b>Maximum Credit Limit :</b>	US\$190,000.00 Dollars
<b>Status :</b>	Satisfactory
<b>Payment Behaviour :</b>	No Complaints
<b>Litigation :</b>	Clear

#### NOTES :

Any query related to this report can be made on e-mail : [infodept@mirainform.com](mailto:infodept@mirainform.com) while quoting report number, name and date.

**DISCLAIMER :** This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

**PERU - ECONOMIC OVERVIEW**

Peru's economy reflects its varied topography - an arid lowland coastal region, the central high sierra of the Andes, and the dense forest of the Amazon. A wide range of important mineral resources are found in the mountainous and coastal areas, and Peru's coastal waters provide excellent fishing grounds. Peru is the world's second largest producer of silver and copper.

The Peruvian economy grew by an average of 5.6% per year from 2009-13 with a stable exchange rate and low inflation. This growth was due partly to high international prices for Peru's metals and minerals exports, which account for 55% of the country's total exports. Growth slipped from 2014 to 2017, due to weaker world prices for these resources. Despite Peru's strong macroeconomic performance, dependence on minerals and metals exports and imported foodstuffs makes the economy vulnerable to fluctuations in world prices.

Peru's rapid expansion coupled with cash transfers and other programs have helped to reduce the national poverty rate by over 35 percentage points since 2004, but inequality persists and continued to pose a challenge for the Ollanta HUMALA administration, which championed a policy of social inclusion and a more equitable distribution of income. Poor infrastructure hinders the spread of growth to Peru's non-coastal areas. The HUMALA administration passed several economic stimulus packages in 2014 to bolster growth, including reforms to environmental regulations in order to spur investment in Peru's lucrative mining sector, a move that was opposed by some environmental groups. However, in 2015, mining investment fell as global commodity prices remained low and social conflicts plagued the sector.

Peru's free trade policy continued under the HUMALA administration; since 2006, Peru has signed trade deals with the US, Canada, Singapore, China, Korea, Mexico, Japan, the EU, the European Free Trade Association, Chile, Thailand, Costa Rica, Panama, Venezuela, Honduras, concluded negotiations with Guatemala and the Trans-Pacific Partnership, and begun trade talks with El Salvador, India, and Turkey. Peru also has signed a trade pact with Chile, Colombia, and Mexico, called the Pacific Alliance, that seeks integration of services, capital, investment and movement of people. Since the US-Peru Trade Promotion Agreement entered into force in February 2009, total trade between Peru and the US has doubled. President Pedro Pablo KUCZYNSKI succeeded HUMALA in July 2016 and is focusing on economic reforms and free market policies aimed at boosting investment in Peru. Mining output increased significantly in 2016-17, which helped Peru attain one of the highest GDP growth rates in Latin America, and Peru should maintain strong growth in 2018. However, economic performance was depressed by delays in infrastructure mega-projects and the start of a corruption scandal associated with a Brazilian firm. Massive flooding in early 2017 also was a drag on growth, offset somewhat by additional public spending aimed at recovery efforts.

Source : CIA

## **IDENTIFICATION OF THE COMPANY**

COMPANY NAME	FRUTAS INDUSTRIAS SAC
TAX ID. TYPE	RUC
TAX NUMBER	20477890441
STATUS	Active
FISCAL ADDRESS	Av. Mexico No. 1860, Urbanizacion Apolo, La Victoria
CITY/PROVINCE/STATE	Lima 13
PHONE NUMBER(S)	(51-1) 474.4591
EMAIL	<a href="mailto:frutasindustrias@infonegocio.net.pe">frutasindustrias@infonegocio.net.pe</a>
WEBSITE	<a href="http://www.frutasindustrias.com">www.frutasindustrias.com</a>

## **REMARKS OF IDENTIFICATION**

This report was requested with company name: FRUTAS INDUSTRIALS SAC, and address: AV MEXICO 1860, LA VICTORIA. Please note that the correct data is shown above.

## **LEGAL INFORMATION**

TYPE OF COMPANY	Closely-Held Company
INCORPORATION DATE	24/10/2008
CITY OF REGISTRATION	Lima
REGISTRY NUMBER	Certificate No. 12224807 of the Registry of Legal Entities of Lima
NOTARY	Julio Antonio Del Pozo Valdez
DURATION	Unlimited
INITIAL CAPITAL	S/. 50,000.00 Soles
PAID-UP CAPITAL	S/. 50,000.00 Soles
TYPE OF SHARES	Registered stock
VALUE OF SHARES	S/.1.00
LISTED AT STOCK EXCHANGE	NO

## **RELATED COMPANIES**

SERVIFRUT S.A.C. – RUC 20600911407 (PERU)

## **DIRECTORS, EXECUTIVES AND SHAREHOLDERS**

NAME	JOB TITLE	STAKE
HUANCHI CHOQUE, SERGIO	General Manager	50%
HUANCHI CHOQUE, ALICIA	Under Manager	50%

## **DATA OF BOARD OF DIRECTORS, EXECUTIVES AND SHAREHOLDERS**

HUANCHI CHOQUE, SERGIO  
Peruvian, ID 07504548. Single and Businessman.  
He is the General Manager of the subject since 24/10/2008.  
He has participation in FRUTOS HUANCHI SAC (RUC 20508541326) and SERVIFRUT SAC (General Manager).

HUANCHI CHOQUE, ALICIA  
Peruvian, ID 42806750. Single and Businesswoman.  
He is the Under Manager of the subject since 24/10/2008.

## **OPERATIONS**

SECTOR	C- Manufacturing Industries
ACTIVITY	Trade of food products
ISIC CATEGORY	10- Food processing products
ISIC CLASS	1030- Processing and preservation of fruits, vegetables and legumes
COMMERCIAL/INDUSTRIAL/SERVICE ACTIVITY	Import and trade of fruits, spices and beans.
% SALES IN CASH	80%
% SALES ON CREDIT	20% (invoices at 15, 30 days)
% TERRITORY OF SALES	100% Domestic market
% FOREIGN PURCHASES	100%
N. OF EMPLOYEES	6

### **OFFICES.-**

MAIN OFFICES, TAX DOMICILE & DEPOSIT: Located at the heading address, in commercial zone of the city of easy access. Two-story premises with an area of 250 sq.m.

### **STORE:**

Pasaje C Interior 254, Otr. Mercado. Minorista 2, La Victoria, Lima 13.

### **OPERATIONS.-**

Brands: "FRUTEXSA", "MAVIGA", "HUANCHI", "FRUTISA", "AKDAGLAR", "MUFADDAL", among others.

**DISCLAIMER** : This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

It operates directly.

It has an active portfolio of 50 clients.

Main competitors:

FRUTOS Y ESPECIAS SA  
GRUPO PLATERS SAC  
MG FRUTOS SECOS SAC  
DISTRIBUIDORA LUIS MAURO SAC  
CIA BERFRANZ SAC  
ESPECIAS DEL PERU SA  
PLATER'S FOOD S.A.C.  
VILLA NATURA PERU S.A.C  
LOGISTICA ALIMENTARIA S.A.C.  
GABRIELLE S R LTDA  
F Y D INVERSIONES S.A.C.  
REPRESENTACIONES LAU S.A.C.  
CORPORACION AGRO FRUT E.I.R.L.  
AROTOMA IMPORT E.I.R.L.  
MAIA E.I.R.L  
NATURAL BRANDS FOOD S.A.C.  
Among others.

It imports dried fruits and nuts, lentils, plums, potato starch, monosodium glutamate, cinnamon, cornstarch, among others- credit direct 30 days.

## **FOREIGN TRADE**

	<b>IMPORTS</b>
YEAR	2018 (January – June)
AMOUNT	US\$3,045,632.00
COUNTRIES	Chile, Argentina, Canada, Sri Lanka, USA, Mexico, Brazil, Poland, Madagascar, India, Netherlands, Turkey, Malaysia.
NUMBER OF OPERATIONS	97

	<b>IMPORTS</b>
YEAR	2017
AMOUNT	US\$6,477,576.00
COUNTRIES	Chile, Canada, Sri Lanka, Argentina, USA, Poland, Brazil, India, Mexico, Turkey, China, Malaysia, Ira, Ecuador, Indonesia
NUMBER OF OPERATIONS	180

IMPORTS  
YEAR 2016  
AMOUNT US\$6,102,210.00  
COUNTRIES Chile, Canada, Sri Lanka,  
Argentina, USA, Poland, Brazil,  
India, Mexico, Turkey, China,  
Malaysia, Ecuador, Indonesia.  
NUMBER OF OPERATIONS 147

IMPORTS  
YEAR 2015  
AMOUNT US\$7,544,187.00  
COUNTRIES Sri Lanka, Chile, Canada, Usa,  
Poland, China, Argentina, Mexico,  
Ecuador, Indonesia, Turkey, India.  
NUMBER OF OPERATIONS 155

IMPORTS  
YEAR 2014  
AMOUNT US\$6,753,892.27  
COUNTRIES Chile, Sri Lanka, Canada, USA,  
Brazil, China, Poland, India,  
Mexico, Turkey, Argentina,  
Vietnam.  
OPERATIONS 143

IMPORTS  
YEAR 2013  
AMOUNT US\$ 5'153,791.00  
COUNTRIES Chile, Canada, Sri Lanka, China,  
Poland, USA, Brazil, India,  
Argentina, Mexico, Turkey.  
OPERATIONS 117

## **FINANCIAL INFORMATION**

All the information comprised herein has been collected from outside sources in view that the head executives refused to provide any data on grounds of confidentiality.

Through external sources, we could not obtain financial figures.

### **FINANCIAL COMMENTS.-**

Fiscal year closure month: December 31<sup>st</sup> of each year.

### **FIXED ASSETS.-**

A fleet of vehicles  
Buildings

**DISCLAIMER** : This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

Office furniture and fittings  
Computers  
Other assets

**INSURANCE.-**

No insurance policies were found.

**TRADE REFERENCES**

**LOCAL SUPPLIERS.-**

GLOBAL CUSTOMS SERVICE SAC AG. DE AD.  
Phone: (51-1) 561.9126

GRUPO PLATERS SAC  
Phone: (51-1) 324.519

GRUPO PML SAC AGENTES DE ADUANAS  
Phone: (51-1) 452.4848  
Contact name:

**FOREIGN SUPPLIERS.-**

AMAR INTERNATIONAL  
Country: India  
Phone: (91-22) 2410.5800

CARGILL AGRICOLA S.A.  
Country: Brazil  
Phone: (55-11) 5099.3311

EXPORT PACKERS COMPANY LIMITED  
Country: Canada  
Phone: (1-905) 792.9700

FRUTEXSA – FRUTAS DE EXPORTACION SA  
Country: Chile  
Phone: (56-2) 829.6000  
Contact name: Thomas Gomez

MAVIGA NA INC.  
Country: Canada  
Phone: (1-306) 721.8900

FRUTANDINA S.A.  
Country: Argentina  
Phone: (54-264) 491.1092  
Contact name: Arturo Escabilla

GLOBALTRANSOL LLC  
Country: USA  
Phone: (1-845) 790.5277

GRANOS DE SINALOA. S.A. DE C.V.  
Country: Mexico  
Phone: (52-667) 760.2480

MAVIGA N.A. INC.  
Country: USA  
Phone: (1-509) 747.6000

NH MERCADO GLOBAL SA DE CV  
Country: Mexico  
Phone: (52-279) 834.2162  
Contact name: Mariana Lequerica

PRIMEX INTERNATIONAL TRADING CORP.  
Country: USA  
Phone: (1-310) 410.7100

TROPICAL ISLAND COMMODITIES PVT LTD  
Country: Sri Lanka  
Phone: (94-11) 233.8636

SUPPLIER	FOREIGN
START OF THE BUSINESS	Since 3 years ago
CREDIT LIMIT	Not current operation limit
CREDIT TERMS	Invoices at 30, 60 days
PRODUCTS/SERVICES	Customs Clearance
RATING	PROMPT
RATING COMMENTS	Good client. Payments with bank transfers. Supplier: NH MERCADO GLOBAL SA DE CV

SUPPLIER	FOREIGN
START OF THE BUSINESS	Over 10 years ago
CREDIT LIMIT	US\$500,000.00 Dollars
CREDIT TERMS	Invoices at 60 days
PRODUCTS/SERVICES	Plums, raisins, nuts and almonds
RATING	PROMPT
RATING COMMENTS	Good client. Payments with bank transfers. Supplier: FRUTEXSA – FRUTAS DE EXPORTACION SA

**DISCLAIMER** : This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

SUPPLIER	FOREIGN
START OF THE BUSINESS	Over 3 years ago
CREDIT LIMIT	Not current operation limit
CREDIT TERMS	Invoices at 60 days
PRODUCTS/SERVICES	Raisins
RATING	PROMPT
RATING COMMENTS	Good client. Payments with bank transfers. Supplier: FRUTANDINA SA

SUPPLIER	FOREIGN
START OF THE BUSINESS	Since 3 years ago
CREDIT LIMIT	Not current operation limit
CREDIT TERMS	Invoices at 7, 10, 20 days
PRODUCTS/SERVICES	Beans
RATING	PROMPT
RATING COMMENTS	Good client. Payments with bank transfers. Supplier: GRANOS DE SINALOA SA DE CV

**COMMENTS OF SUPPLIERS.-**

Other suppliers consulted do not provide trade references on grounds of confidentiality.

**BANKS**

Bank Name	Country	Phone Number	Contact Name
BANCO DE CREDITO DEL PERU SA	Peru	(51-1) 325.3648/325.3389	
BBVA BANCO CONTINENTAL SA	Peru	-----	
SCOTIABANK PERU SAA	Peru	(51-1) 211.6000 44188	Ext.
MI BANCO DE LA MICROEMPRESA SA	Peru	(51-1) 513.8000	

**BANK REFERENCES**

The bank data can only be obtained if the same company provides or authorizes the banks to do so; the banking system is ruled under the banking secret principle, and all banks are obligated not to disclose information about the clients.

## ***SUPERINTENDENCY***

According to the latest bulletin as of 31/05/2018 issued by the Bank and Insurance Superintendency, the subject receives a qualification of 100% NORMAL, based on the following information:

Large company credit

Foreign trade credits S/. 339,700.00

Credit cards S/.255,535.00

Loans S/.105,324.00

Current account advances S/.75,731.00

Credit cards S/.150.00

Accrued current credit interests S/.24,540.00

-----  
TOTAL DEBT S/.725,099.00

GUARANTEES S/.515,524.00  
-----

## ***CREDIT OPINION***

Commercial company with more than 9 years in market deemed to be operating normally. It holds good relations with suppliers. No detrimental records were found. Thus, it is suitable for a credit line of US\$190,000.00 Dollars.

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 68.87
UK Pound	1	INR 91.14
Euro	1	INR 80.63
PEN	1	INR 20.95

**Note** : Above are approximate rates obtained from sources believed to be correct

**INFORMATION DETAILS**

Analysis Done by :	PRA
Report Prepared by :	TPT

**DISCLAIMER** : This Report is **PRIVATE & CONFIDENTIAL** and it is prepared at the request of and for its use by the Subscriber only. The Subscriber shall use the contents of the Report merely as an aid to its business. Mira Inform Private Limited ("MIPL") has collated information/data in the Report, which have not been verified unless otherwise specifically mentioned in the Report. The Subscriber shall independently verify the accuracy and correctness of the information/data before in any way acting upon the same. MIPL shall not be liable for any harm, injury, loss or damage caused to the Subscriber due to default by the Subscriber's debtors/beneficiaries in fulfilling their obligations of any nature whatsoever. This Report or any of its portion shall not be used as a documentary evidence or otherwise before any investigative agencies or forum of law. This Report is confidential and proprietary to MIPL. The Subscriber and/or any other person(s) may not reproduce, publish or disclose any of the contents of the Report to others without the express authorization of MIPL. This Report is prepared and issued to the Subscriber without any risk, responsibility or liability on the part of MIPL or its officials.

**RATING EXPLANATIONS**

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)