

MIRA INFORM REPORT

Report No. :	520382
Report Date :	19.07.2018

IDENTIFICATION DETAILS

Name :	MAMANI MAMANI, CONSTANTINO
Registered Office :	Calle Tomas Barrón No. 10, Villa Pagador Cochabamba
Country :	Bolivia
Date of Incorporation :	2000
Com. Reg. No.:	00136472
Legal Form :	Sole Proprietorship
Line of Business :	<ul style="list-style-type: none"> • Wholesale and Retail; Repair of Motor Vehicles and Motorcycles • Import and trade of spices, condiments, dried fruits and nuts.
No. of Employees :	4

RATING & COMMENTS

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

MIRA's Rating :	A
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Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

Maximum Credit Limit :	US\$10,000.00
Status :	Satisfactory
Payment Behaviour :	No Complaints
Litigation :	Clear

NOTES :

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

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BOLIVIA - ECONOMIC OVERVIEW

Bolivia is a resource rich country with strong growth attributed to captive markets for natural gas exports – to Brazil and Argentina. However, the country remains one of the least developed countries in Latin America because of state-oriented policies that deter investment.

Following a disastrous economic crisis during the early 1980s, reforms spurred private investment, stimulated economic growth, and cut poverty rates in the 1990s. The period 2003-05 was characterized by political instability, racial tensions, and violent protests against plans - subsequently abandoned - to export Bolivia's newly discovered natural gas reserves to large Northern Hemisphere markets. In 2005-06, the government passed controversial hydrocarbons laws that imposed significantly higher royalties and required foreign firms then operating under risk-sharing contracts to surrender all production to the state energy company in exchange for a predetermined service fee. High commodity prices between 2010 and 2014 sustained rapid growth and large trade surpluses with GDP growing 6.8% in 2013 and 5.4% in 2014. The global decline in oil prices that began in late 2014 exerted downward pressure on the price Bolivia receives for exported gas and resulted in lower GDP growth rates - 4.9% in 2015 and 4.3% in 2016 - and losses in government revenue as well as fiscal and trade deficits.

A lack of foreign investment in the key sectors of mining and hydrocarbons, along with conflict among social groups, pose challenges for the Bolivian economy. In 2015, President Evo MORALES expanded efforts to court international investment and boost Bolivia's energy production capacity. MORALES passed an investment law and promised not to nationalize additional industries in an effort to improve the investment climate. In early 2016, the Government of Bolivia approved the 2016-2020 National Economic and Social Development Plan aimed at maintaining growth of 5% and reducing poverty.

Source : CIA

IDENTIFICATION OF THE COMPANY

COMPANY NAME	MAMANI MAMANI, CONSTANTINO
TRADE NAME	IMPORT EXPORT VENDILOMA
TAX ID. TYPE	NIT
TAX NUMBER	982277013
STATUS	Active
FISCAL ADDRESS	Calle Tomas Barrón No. 10, Villa Pagador
CITY/PROVINCE/STATE	Cochabamba
PHONE NUMBER(S)	(591-4) 422.0121/7271.3278
EMAIL	jhonny555@hotmail.com

REMARKS OF IDENTIFICATION

No website was found.

This report was requested with company name: CONSTANTINO MAMANI, and address: Calle Tomas Barron 10 Cochabamba, Bolivia. Please note that the correct data is shown above.

LEGAL INFORMATION

TYPE OF COMPANY	Sole Proprietorship
INCORPORATION DATE	2000
CITY OF REGISTRATION	Cochabamba
REGISTRY NUMBER	Reg. No. 00136472 of the Business Registry of Cochabamba
DURATION	Unlimited
LISTED AT STOCK EXCHANGE	NO

DIRECTORS, EXECUTIVES AND SHAREHOLDERS

NAME	JOB TITLE	STAKE
MAMANI MAMANI, CONSTANTINO	Proprietor/Manager	100%
MAMANI, EDWIN	Administrator	

DATA OF BOARD OF DIRECTORS, EXECUTIVES AND SHAREHOLDERS

MAMANI MAMANI, CONSTANTINO
Bolivian. Married. Trader.

MAMANI, EDWIN
Bolivian. Son of Mr. Constantino Mamani Mamani.

OPERATIONS

SECTOR	G- Wholesale and Retail; Repair of Motor Vehicles and Motorcycles
ACTIVITY	Trade of spices, condiments and other products
ISIC CATEGORY	47- Retail, except for motor vehicles and motorcycles
ISIC CLASS	4721- Retail of food products in specialized businesses
COMMERCIAL/INDUSTRIAL/SERVICE ACTIVITY	Import and trade of spices, condiments, dried fruits and nuts.
% SALES IN CASH	50%
% SALES ON CREDIT	50% (terms up to 30 days)
% TERRITORY OF SALES	100% (domestic market)
% FOREIGN PURCHASES	100%
N. OF EMPLOYEES	4 approximately

OFFICES.-

ADMINISTRATIVE AND SALES OFFICES & WAREHOUSE: Located at the heading address, in commercial zone of the city of easy access. Premises in good repair.

It does not have branches.

OPERATIONS.-

CORPORATE PURPOSE: Import and export of condiments and spices. Import of products of plant origin.

Operations are carried out 100% directly.

Its main clients are grocery stores, market stalls and public in general.

Main competitors:

MALDONADO LIZARAZU, ROLANDO
CODEAL SRL
L Y C ESPECIES SRL
ISRAEL IMPORTACIONES SRL

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LUQUE COLQUE, MIGUEL ANGEL
IMPORTACIONES EXPORTACIONES FAIRTR
BRANDS SRL, among others.

It imports cinnamon sticks, cumin seeds, dried coconut, pastas, among others. Imports are made in cash.

FOREIGN TRADE

	IMPORTS
YEAR	2018 (January – May)
AMOUNT	US\$58,373.00
COUNTRIES	Sri Lanka, Indonesia, India
NUMBER OF OPERATIONS	4
	IMPORTS
YEAR	2017
AMOUNT	US\$175,253.00
COUNTRIES	Mexico, Sri Lanka, Malaysia, Indonesia, India
NUMBER OF OPERATIONS	60
	IMPORTS
YEAR	2016
AMOUNT	US\$168,336.00
COUNTRIES	Sri Lanka, Mexico, Indonesia, Malaysia
NUMBER OF OPERATIONS	31
	IMPORTS
YEAR	2015
AMOUNT	US\$109,576.00
COUNTRIES	Sri Lanka, Indonesia, Malaysia, China, Mexico
NUMBER OF OPERATIONS	9
	IMPORTS
YEAR	2014
AMOUNT	US\$85,159.00
COUNTRIES	Sri Lanka, India, Malaysia, Indonesia
NUMBER OF OPERATIONS	5

IMPORTS
YEAR 2013
AMOUNT US\$93,783.00
COUNTRIES Sri Lanka, Indonesia, Malaysia

NUMBER OF OPERATIONS 7

IMPORTS
YEAR 2012
AMOUNT US\$145,988.00
COUNTRIES Sri Lanka, Indonesia, Malaysia

NUMBER OF OPERATIONS 15

FINANCIAL INFORMATION

In recent interview, Mr. Constantino Mamani (Proprietor/Manager) and Mr. Edwin Mamani (Administrator) furnished commercial information, except for financial statements as they were not available at that moment. They only indicated that its monthly sales range from US\$15,000.00 to US\$20,000.00 Dollars.

No financial statements were obtained through outside sources.

FIXED ASSETS.-

Office furniture and fittings
Silos for seeds and spices
Computers
Other assets

INSURANCE.-

No insurance policies were reported.

TRADE REFERENCES

FOREIGN SUPPLIERS.-

ALIMENTOS EXTRUIDOS SA DE CV
Country: Mexico
Phone: (52-33) 3686.1771
Contact name: Liliana Matías

BENGBU JUNYANG BUSINESS TRADE CO. LTD.
Country: China
Phone: (86-552) 207.795

JABS INTERNATIONAL PVT. LTD.

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Country: India
Phone: (91-22) 2778.4500

NH MERCADO GLOBAL SA DE CV
Country: Mexico
Phone: (52-22) 8818.2002
Contact name: Estela Calderón

PRODUCTOS ALIMENTICIOS LA MODERNA SA DE CV
Country: Mexico
Phone: (52-722) 214.5722

SDS SPICES (PRIVATE) LTD.
Country: Sri Lanka
Phone: (94-11) 266.5074

SPEKTRA MARKETING
Country: Malaysia
Phone: (60-3) 5633.4457

YAP & LIM PTE LTD.
Country: India
Phone: (91-22) 2778.4500

SUPPLIER	NATIONAL
START OF THE BUSINESS	5 years ago
CREDIT LIMIT	No current operations limit
CREDIT TERMS	Invoices at 15 days
PRODUCTS/SERVICES	Pastas
RATING	PROMPT
RATING COMMENTS	50% before shipping and 50% when delivery is made. Supplier: ALIMENTOS EXTRUIDOS SA DE CV

SUPPLIER	NATIONAL
START OF THE BUSINESS	3 to 4 years ago
CREDIT LIMIT	No current operations limit
CREDIT TERMS	Invoices at 15 days
PRODUCTS/SERVICES	Pepper
RATING	PROMPT
RATING COMMENTS	Payments with bank transfers. Supplier: NH MERCADO GLOBAL SA DE CV

COMMENTS OF SUPPLIERS.-

Possible consulted local suppliers do not register the company as credit client. Seemingly, its purchases are made in cash.

BANKS

Bank Name	Country
BANCO DE CREDITO DE BOLIVIA SA	Bolivia
BANCO NACIONAL DE BOLIVIA	Bolivia

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.

CREDIT OPINION

Trading sole proprietorship with 18 years of activity deemed to be operating normally. No detrimental records were found. Thus, it is suitable for a credit line of US\$10,000.00 Dollars. For higher amounts, pertinent guarantees are advised.

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 68.57
UK Pound	1	INR 89.73
Euro	1	INR 79.74
BOB	1	INR 9.98

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

INFORMATION DETAILS

Analysis Done by :	VIV
Report Prepared by :	TRU

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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)