

MIRA INFORM REPORT

Report No. :	535464
Report Date :	23.10.2018

IDENTIFICATION DETAILS

Name :	MANSILLA, DOMINGUEZ DE LUNA CINTHIA LORENA
Registered Office :	24 Avenida 32-32 Zona 16 Hacienda Real, Ciudad de Guatemala
Country :	Guatemala
Date of Incorporation :	1990
Legal Form :	Sole Proprietorship
Line of Business :	Import and trade of products for the manufacture of leather, textile and paper such as dye machines, textile machinery, colorants and chemicals.
No. of Employees :	5

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

Status :	Satisfactory
Payment Behaviour :	Slow but correct
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.

ECGC Country Risk Classification List

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Country Name	Previous Rating (30.06.2018)	Current Rating (30.09.2018)
Guatemala	B1	B1

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

GUATEMALA - ECONOMIC OVERVIEW

Guatemala is the most populous country in Central America with a GDP per capita roughly half the average for Latin America and the Caribbean. The agricultural sector accounts for 13.5% of GDP and 31% of the labor force; key agricultural exports include sugar, coffee, bananas, and vegetables. Guatemala is the top remittance recipient in Central America as a result of Guatemala's large expatriate community in the US. These inflows are a primary source of foreign income, equivalent to two-thirds of the country's exports and about a tenth of its GDP.

The 1996 peace accords, which ended 36 years of civil war, removed a major obstacle to foreign investment, and Guatemala has since pursued important reforms and macroeconomic stabilization. The Dominican Republic-Central America Free Trade Agreement (CAFTA-DR) entered into force in July 2006, spurring increased investment and diversification of exports, with the largest increases in ethanol and non-traditional agricultural exports. While CAFTA-DR has helped improve the investment climate, concerns over security, the lack of skilled workers, and poor infrastructure continue to hamper foreign direct investment.

The distribution of income remains highly unequal with the richest 20% of the population accounting for more than 51% of Guatemala's overall consumption. More than half of the population is below the national poverty line, and 23% of the population lives in extreme poverty. Poverty among indigenous groups, which make up more than 40% of the population, averages 79%, with 40% of the indigenous population living in extreme poverty. Nearly one-half of Guatemala's children under age five are chronically malnourished, one of the highest malnutrition rates in the world.

Source : CIA

CONFIDENTIAL REPORT

COMPANY NAME	MANSILLA, DOMINGUEZ DE LUNA CINTHIA LORENA
TRADE NAME	ENONITE
TAX ID. TYPE	NIT
TAX ID. NUMBER	24791687
CURRENT STATUS	Active
MAIN ADDRESS	24 Avenida 32-32 Zona 16 Hacienda Real
CITY/PROVINCE/STATE	Ciudad de Guatemala
PHONE NUMBER(S)	(502) 2445.5349
EMAIL	cmansilla@enonite.com cluna@enonite.com
REMARKS	OF It does not own website.
IDENTIFICATION	

This report was requested as ENONITE CINTHIA MANSILLA. Please notice that the correct data is shown above.

CREDIT OPINION

Commercial company of textile materials and inputs which seems to be operating satisfactorily in a competitive market. No detrimental were found against it.

LEGAL INFORMATION

TYPE OF COMPANY	Sole Proprietorship
INCORPORATION DATE	1990
CITY OF REGISTRATION	Guatemala City
TERM	Unlimited
LISTED AT STOCK EXCHANGE	No

BOARD OF DIRECTORS, SENIOR EXECUTIVES AND SHAREHOLDERS

NAME	JOB TITLE	STAKE
MANSILLA, DOMINGUEZ DE LUNA CINTHIA LORENA	Proprietor/Manager	
LUNA BRIELI, CESAR	Manager	

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DATA OF BOARD OF DIRECTORS, SENIOR EXECUTIVES AND SHAREHOLDERS

MANSILLA, DOMINGUEZ DE LUNA CINTHIA LORENA
Guatemalan, CUI 2408515010101. Bachelor in Marketing. Married.

OPERATIONS

SECTOR	G- Wholesale and Retail, Repair of Motor Vehicles and Motorcycles
ACTIVITY	Trade of materials and inputs for the textile manufacture
ISIC CATEGORY	47- Retail, except for motor vehicles and motorcycles
ISIC CLASS	4751- Retail of textile products in specialized stores
MAIN ACTIVITY	Import and trade of products for the manufacture of leather, textile and paper such as dye machines, textile machinery, colorants and chemicals.
% SALES IN CASH	50%
% SALES ON CREDIT	50% (terms at 30-60 days)
% TERRITORY OF SALES	100% domestic market
% DOMESTIC PURCHASES	30% domestic market
% FOREIGN PURCHASES	70%
N. OF EMPLOYEES	5

LOCATION.-

ADMINISTRATIVE AND SALE OFFICE, WAREHOUSE: Located at caption address in an urban zone of the city with easy access. Single-store rented premises.

It does not own branches.

COMMENTS AS TO OPERATIONS.-

It operates directly.

It has a portfolio of 20 active clients.

It imports colorants, thread and textile machinery from USA and China. Direct credit at 30 days and in cash.

FINANCIAL INFORMATION

We had an interview with Miss Mansilla, Dominguez de Luna Cinthia Lorena (Proprietor/Manager) who provided commercial data on the company, except for financials since they were not available at the moment of the interview.

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FINANCIAL COMMENTS. –

The interviewee only gave us the following figures:
Monthly sales of the company are US\$100,000.00 Dollars.
Goods inventory: US\$50,000.00 Dollars.

FIXED ASSETS. –

Furniture and office supplies, computer equipment, etc.

INSURANCE. –

It holds multi-risk insurance policy with ARISA SEGUROS SA (neither the coverage amount, nor the maturity date were specified).

PAYMENTS REFERENCES

LOCAL SUPPLIERS

	Phone Number	Contact Name
QUIMIPROBA SA	(502) 2473.2888	
DISTRIBUIDORA DEL CARIBE DE GUATEMALA SA	(502) 2326.6666	
AB INDUSTRIAL SA	(502) 2499.2828	

FOREIGN SUPPLIERS

	Country	Phone Number	Contact Name
EURO VISTAA (INDIA) LTD.	India	(91- 22) 6137.1371	
VARNITA TEXTILES PRIVATE LIMITED	India	(91- 731) 402. 5101	

COMMENTS OF SUPPLIERS.-

Suppliers consulted do not provide commercial information regarding clients on grounds of confidentiality.

BANKS

Bank Name	Country
BANCO G & T CONTINENTAL SA	Guatemala

BANK REFERENCES

Consulted Banks do not provide information of its clients on grounds of confidentiality.

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LITIGATIONS

No lawsuits were filed against the company.

The Office of Foreign Assets – OFAC, organism of the Office of Terrorism and Financial Intelligence of the Internal Revenue Service – IRS, manages economic penalties imposed by the US government against different countries and individuals. These penalties based on foreign policies and national security targets prevent countries, entities and individuals from using the financial system for purposes against the US policies and national security targets.

The company is not under penalty.

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 73.30
UK Pound	1	INR 95.93
Euro	1	INR 84.57
GTQ	1	INR 9.50

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

INFORMATION DETAILS

Analysis Done by :	PRI
Report Prepared by :	TPT

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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)