

MIRA INFORM REPORT

Report No. :	531530
Report Date :	25.09.2018

IDENTIFICATION DETAILS

Name :	EXPORT PACKERS COMPANY LIMITED
Registered Office :	107 Walker Drive Brampton (Ontario) L6t5k5
Country :	Canada
Financials (as on) :	2017 (Summarized)
Date of Incorporation :	1937
Legal Form :	Joint stock company
Line of Business :	Subject is a food wholesale and agricultural commodity trading company, engages in importing, exporting, and marketing food commodities in Canada and internationally.
No. of Employees :	175

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+	Low Risk	Business dealings permissible with low risk of default

Status :	Good
Payment Behaviour :	Regular
Litigation :	Exist

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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ECGC Country Risk Classification List

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
Canada	A1	A1

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

CANADA - ECONOMIC OVERVIEW

Canada resembles the US in its market-oriented economic system, pattern of production, and high living standards. Since World War II, the impressive growth of the manufacturing, mining, and service sectors has transformed the nation from a largely rural economy into one primarily industrial and urban. Canada has a large oil and natural gas sector with the majority of crude oil production derived from oil sands in the western provinces, especially Alberta. Canada now ranks third in the world in proved oil reserves behind Venezuela and Saudi Arabia and is the world's seventh-largest oil producer.

The 1989 Canada-US Free Trade Agreement and the 1994 North American Free Trade Agreement (which includes Mexico) dramatically increased trade and economic integration between the US and Canada. Canada and the US enjoy the world's most comprehensive bilateral trade and investment relationship, with goods and services trade totaling more than \$680 billion in 2017, and two-way investment stocks of more than \$800 billion. Over three-fourths of Canada's merchandise exports are destined for the US each year. Canada is the largest foreign supplier of energy to the US, including oil, natural gas, and electric power, and a top source of US uranium imports.

Given its abundant natural resources, highly skilled labor force, and modern capital stock, Canada enjoyed solid economic growth from 1993 through 2007. The global economic crisis of 2007-08 moved the Canadian economy into sharp recession by late 2008, and Ottawa posted its first fiscal deficit in 2009 after 12 years of surplus. Canada's major banks emerged from the financial crisis of 2008-09 among the strongest in the world, owing to the financial sector's tradition of conservative lending practices and strong capitalization. Canada's economy posted strong growth in 2017 at 3%, but most analysts are projecting Canada's economic growth will drop back closer to 2% in 2018.

Source : CIA

STATUTORY INFORMATION

Legal Name	EXPORT PACKERS COMPANY LIMITED
Trade Name	Export Packers
ID	ID
ID Details	Quebec Business Number (NEQ) 1161335642
Creation Date	1937
Incorporation Date	1993-12-01
Legal Address	107 WALKER DRIVE BRAMPTON (ONTARIO) L6T5K5 CANADA
Operative Address	107 Walker Dr Brampton, ON, L6T 5K5 Canada
Telephone	905-792-9700
Fax	905-792-3569
Legal Form	Joint stock company or company Constitutive regime ONTARIO: Business Corporations Act, RSO c. B.16 Current regime ONTARIO: Business Corporations Act, RSO c. B.16
E-Mail	retail@exportpackers.com / support@exportpackers.com
Registered In	CANADA
Website	www.exportpackers.com
Contact	Jeffrey Rubenstein, Vice Chair & Chief Executive Officer
Staff	175 employees
Activity	5999: Other types of wholesale

BANKS

Name of Bank	Reported Amount
There are not informed banks	
Description	The company does not make its banking data public.

HISTORY

History	The company was founded in 1937
Key Developments	NA
Parent Company	NA

PRINCIPAL ACTIVITY

General Description

Export Packers Company Limited, a food wholesale and agricultural commodity trading company, engages in importing, exporting, and marketing food commodities in Canada and internationally.

Service/Product Description

The company operates 5 segments: International Trading, Domestic Food Service, Retail, Asian and Fresh Seafood.

Its activities include global and domestic meat trading; offering juice concentrates, fruits and vegetables, field crop commodities, and dairy and seafood products; marketing domestic and imported food products to food service distributors, major chains, and independent operators; providing value-added services, such as product development and menu planning; marketing domestic and imported food products to grocery, club, and discount retailers in Canada; and providing food products, such as sea cucumber meat, geoduck, and abalone to food service distributors, major chains, and supermarkets in China, Korea, Japan, Vietnam, the Philippines, India, and Indonesia. The company also provides salmon; whole fish, loins, and fillets; freshwater products, such as lake trout, pickerel, whitefish, and yellow perch; and other items, which include scallops, clams, and pasteurized crab meat for retailers, and food service and retail distributors. In addition, it offers services, such as confirmation of product specification, commodity purchasing, quality control and safety, logistics, documentation, and financing.

Sales

Wholesale and Retail

Operations Area

National and International

Imports From

Ecuador, Australia, Nicaragua, India and Paraguay

Export To

Peru, Ecuador and Mexico

Employees

175 employees

Payments With Suppliers

Regular

Brands

Brand

Comments

FAMILY DELIGHT

NA

INDIAN JEWEL

NA

NORTHERN PRIDE

NA

OCEAN JEWEL

NA

SAVOUR-IT NA

Clients

Name of Client	Country	Comments
Jesus Simeon Mayta Aleman	PERU	NA
BASESURCORP S.A.	ECUADOR	NA
PASTIFICIO TOMBAMBA CIA. LTDA.	ECUADOR	NA
SAGA INC SA DE CV	MEXICO	NA

Comments -

Suppliers

Supplier Name	Country	Comments
OPERADORA Y PROCESADORA DE PRODUCTOS MARINOS OMARSA S.A	ECUADOR	NA
SANGER AUSTRALIA (PTY) LTD.	AUSTRALIA	NA
NUEVO CARNIC, S.A.	NICARAGUA	NA
SAILOR EXPORTS LTD.	INDIA	NA
Jbs Paraguay Sa	PARAGUAY	NA

Comments -

LOCATION

Headquarters	107 Walker Dr Brampton, ON, L6T 5K5 Canada
Branches	1125 boul. Jacques-DeGeay L'Assomption (Quebec) J5W2M3 Canada
Industries	NA

GROUP STRUCTURE AND SUBDIARY COMPANIES

Listed at the stock exchange	NO
Capital	NA
Shareholders (%)	This is a private company. The company does not disclose information on shareholders. The following information has been obtained through private sources and could not be confirmed: The company's major holder is Export Packers Company Incorporated

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Management	Export Packers Company Incorporated 107 Walker Dr Brampton, ON, L6T 5K5 Canada (905) 792-9700 www.exportpackersretail.com
Subsidiary Companies	Max Rubenstein, Founder and Chairman of The Board Jeffrey Rubenstein, Vice Chair & Chief Executive Officer Daniel LeBlanc, President and Chief Operating Officer Ralph Gobbi, Divisional Vice President Peter Kwong, Divisional Vice President Werter Mior, Executive Vice President Brian Lampert, Chief Financial Officer Werter Mior, Executive Vice President of International Trading Ralph Gobbi, Vice President International Trading Peter Kwong, Vice President Seafood Category
Related Companies	NA NA

FINANCIAL INFORMATION

General Description	The company does not make its financial statements public. The following information has been provided by private sources:
Year/Currency	2017 USD
Sales	65,000,000
Money Flow	Normal
Import Fob Dollar Year	Amount
There are not Import Fob Dollar informed	
Export Fob Dollar Year	Amount
There are not Export Fob Dollar informed	

LEGAL FILINGS

Mergers	MERGERS
	Type:

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Simplified merger

Applicable law:

ONTARIO: Business Corporations Act, RSO c. B.16

Dated:

2007-04-01

Name and address of the legal person:

1470705 ONTARIO LIMITED

107, WALKER DRIVE BRAMPTON, ONTARIO L6T5K5

EXPORT PACKERS FOOD LIMITED

20, SCOTT AVENUE PARIS, ONTARIO N3L4A5

Resultant:

1161335642

Type:

Simplified merger

Applicable law:

ONTARIO: Business Corporations Act, RSO c. B.16

Dated:

2004-04-01

Name and address of the legal person:

EGGNITION FOOD LIMITED

107, WALKER DRIVE BRAMPTON, ONTARIO L6T5K5

Resultant:

1161335642

Type:

Ordinary merger

Applicable law:

ONTARIO: Business Corporations Act, RSO c. B.16

Dated:

1993-12-01

Name and address of the legal person:

EXPORT PACKERS LIMITED

250 SUMMERLEA ROAD BRAMPTON (ONTARIO)

L6T3V6

WINNIPEG LIMITED EXPORT

68 IRENE STREET WINNIPEG (MANITOBA) R3T4E1

Resultant:

1161335642

Lawsuits

McDonald & Sons Ltd. v. Export Packers Company Limited, 1979 CanLII 2767 (BC SC)

Date: 1979-01-30

File number: C785534

Other citations: 95 DLR (3d) 174; [1979] 2 WWR 764

Citation: McDonald & Sons Ltd. v. Export Packers Company Limited, 1979 CanLII 2767 (BC SC)

Export Packers Company Limited v. SPI International

	Transportation, 2012 ONCA 481 (CanLII) Date: 2012-07-09 File number: C54536 Other citations: 294 OAC 319; [2012] OJ No 3126 (QL) Citation: Export Packers Company Limited v. SPI International Transportation, 2012 ONCA 481 (CanLII)
Trademarks	FAMILY DELIGHT (TRADEMARK) 10/12/2008 In force INDIAN JEWEL (TRADEMARK) 9/12/2008 In force THE COMPANY EXPORT PACKERS 24/2/2003 In force NORTHERN PRIDE (TRADEMARK) 9/12/2008 In force OCEAN JEWEL (TRADEMARK) 9/12/2008 In force SAVOUR-IT (TRADEMARK) 10/12/2008 In force
Patents Registered	No records found
Renewals	Document type Date of deposit in the register ANNUAL UPDATE DECLARATION 2017 2017-10-13 2016 ANNUAL UPDATE STATEMENT 2016-09-30 Current update declaration 2016-03-17 ANNUAL UPDATE STATEMENT 2015 2015-04-09 ANNUAL UPDATE STATEMENT 2014 2014-09-25 Current update declaration 2013-10-02 2013 ANNUAL UPDATE STATEMENT 2013-04-24 2012 ANNUAL UPDATE STATEMENT 2012-07-11 2011 ANNUAL UPDATE STATEMENT 2011-06-09 2010 Statement and Information Return 2010-10-07 2009 Statement and Information Return 2009-09-19 Annual statement 2008 2008-12-10 2007 Annual Return 2008-12-09 Notice of Default 2008-02-25 2005 Annual Declaration 2007-09-11 Annual statement 2004 2007-09-11 Statement and Information Return 2006 2006-10-31 Notice of Default 2006-06-20 Notice of Default 2005-06-09 Declaration of registration 2003-02-24
OFAC Sanctions List Search	The company is not listed in the OFAC list.

SUMMARY

Summary

Founded in 1937, Export Packers Company Limited, a food wholesale and agricultural commodity trading company, engages in importing, exporting, and marketing food commodities in Canada and

internationally.

The company has approximately 175 employees and generates an estimated USD 65 million in annual revenue.

The company imports from Ecuador, Australia, Nicaragua, India and Paraguay, and exports to Peru, Ecuador and Mexico, operating within national and international markets.

The company's major holder is Export Packers Company Incorporated.

This has been an ACTIVE company incorporated in QUEBEC, CANADA, in 1993.

RISK INFORMATION

Debts	Controlled
Payments	Regular
Cash Flow	Normal
State	ACTIVE

INTERVIEW

First Name	NA
Position	Receptionist / Operator
Comments	The person contacted confirmed legal and trade name, address, telephone, website, principal activity and operations area, but refused to provide further information through the phone, explaining that she is not allowed to do so. She did not tell us her name.

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 72.69
UK Pound	1	INR 95.00
Euro	1	INR 85.25
CAD	1	INR 56.09

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

INFORMATION DETAILS

Analysis Done by :	PRI
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)