

## International Developed Profile

Credit information on businesses worldwide

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Whether you're checking on an existing customer in South America or processing an application from a prospect in Asia, Experian's International Developed Profile can provide the information you need to make sound decisions on issuing credit to companies overseas. Profiles are available on almost any company in the world and provide the most recent data in just a few business days.

Using information from local credit, government, financial and business institutions as well as interviews with subject companies and suppliers, an International Developed Profile from Experian is your best source for managing your risk while conducting business internationally.

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### **One standard, easy-to-read format**

All International Developed Profiles are written in English at the time of your order, following a standardized, easy-to-comprehend template.

### **Fast, reliable delivery**

International Developed Profiles are delivered online in just a few business days.

### **Freshest information available**

Each profile is written to order based on the latest information available and direct interviews with the subject company and its suppliers and lenders.



AUGUST 8, 2002

This is an example of a typical International Developed Profile report. Content may vary from country to country and business to business, depending on information availability.

File Number: 022158021  
EXPERIAN INTERNATIONAL REPORT  
022158021

International Express Service

BUSINESS NAME:  
Ejemplo SA de CV

STYLE SUPPLIED:  
Ejemplo SA

ADDRESS:  
Avenida de la Industria 685  
Colonia Santa Engracia  
San Pedro Garza Garcia, Nuevo Leon  
MEXICO

TELEPHONE:  
52 8 1558720

FAX:  
52 8 1558820

NATURE OF ENQUIRY:  
Status

### 1 Legal Form

The business's legal form is indicated here. Examples of legal forms are corporation, limited company and limited partnership. The legal form will vary by country, depending on local business laws.

### 2 Registered Number

The company's identification number with the local government is shown here.

### 3 Principal Activity

This section indicates the kind of business in which the company engages and usually includes products sold and primary target markets.

### 4 Principals

Names and titles of key management personnel and stockholders are listed here.

### 5 Imports/Exports

The primary countries or regions with which the company trades are mentioned here.

### 6 Branches

This section provides information on company facilities, such as address, phone number, owned or leased buildings, and operation.

1 LEGAL FORM:  
JOINT STOCK COMPANY WITH VARIABLE CAPITAL

DATE STARTED:  
1952

2 REGISTERED NUMBER:  
CUP-861439-UF-8

DATE REGISTERED:  
1952

3 PRINCIPAL ACTIVITY:  
The company is involved in the manufacture and distribution of fiberglass and metal ladders, as well as metal windows, doors and profiles for the building industry.

4 PRINCIPALS:  
Eng. Ernesto Moreno Garcia - Managing Director  
Eng. Arturo Sanchez - Financial Director  
Eng. Jose Ramirez Cruz - Director (windows and doors division)  
Martin Arguello - Director (ladders division)  
Alejandro Calderon Alvarez - Accountant

EMPLOYEES:  
2,600 (Group: 14,206)

5 IMPORTS / EXPORTS:  
The subject imports raw materials from USA, exporting to Canada, USA and Central American countries.

REGISTERED OFFICE:  
As heading address

OPERATING ADDRESS:  
As heading address

6 BRANCHES:  
Branch office located at:

Avenida La Loma No 657  
Colonia San Juan Izguatepec  
Tlalneplanta, Estado de Mexico, CP 54180  
Telephone: (52 55) 4896 9900  
Fax: (52 55) 4896 9975

Rented manufacturing plant, for production of ladders and metal profiles, with integrated storage facilities, administrative offices and a showroom located at the following address:

Avenida Diego Herrera de Berlanga 792 Norte  
Fraccionamiento El Nogalar  
San Nicolas de Los Garza, Nuevo Leon CP 66480  
Telephone: (52 8) 840 9501  
Fax: (52 8) 841 9675 / 840 9070

Subject's production plant of metal doors and windows is located at  
Calle Oro, No 16  
Colonia Fomerrey No 42  
San Pedro Garza Garcia, Nuevo Leon CP 66200

PROPERTY & REAL ESTATE:  
The subject operates from offices located at the heading address.

**7 Related Companies**

The parent company and other subsidiaries or divisions are identified.

**8 Remarks/History**

A brief history of the company is provided along with additional comments by the report's author. Financial information often is included in this area.

**9 Share Capital**

If the company is publicly held, the number of shares issued is shown along with the total number of shares authorized for issue.

**10 Shareholders**

Significant known shareholders are noted in this section.

**11 Payments**

Payment performance is summarized; this section may highlight credit terms, limits or volume. Some trade references also may appear in this section.

**12 Detrimental Information**

Negative events such as collections, defaults, lawsuits or judgments will be noted in this section.

**13 Opinion**

An overall opinion of the company and its credit-worthiness appears in this section, usually accompanied by a recommendation.

**14 Credit Rating**

The maximum amount of unsecured credit that the company would be able to support is provided. This is often stated in UK pounds or the local currency of the subject company. This number is intended as a guide only. Credit-granting decisions should not be made based solely on this number.

**Supplemental information**

Reports frequently will contain additional information, such as financial statements, company history, or information on parent companies or affiliated companies.

**7 RELATED COMPANIES:**  
Parent Company:  
Grupo Meridional SA de CV  
Batallon De San Pablo 682  
San Pedro Garza Garcia,  
Nuevo Leon, Mexico 66269

Group companies include:  
Meridional Acero S.A. de C.V.  
Camino del Norte 341  
Col. Cuauhtemoc,  
San Nicolas de los Garza,  
Nuevo Leon, Mexico 66450

Fuerex S.A. de C.V.  
Eugenio Garza Sada Sur 7661  
Col. Arroyo Seco  
Monterrey, Nuevo Leon, Mexico 64740

Meridiontec S.A. de C.V.  
Av. Batallon de San Pablo 682  
Fracc. Valle Oriente,  
San Pedro Garza Garcia  
Nuevo Leon, Mexico 66269

Fuertec Argentina  
Fuertec Venezuela  
Fuertec Mexico (Fuermex)  
Grupo Meridional Chile

**8 REMARKS/HISTORY:**  
The subject was incorporated in 1952. It is a subsidiary of Grupo Meridional SA de CV, a company founded in 1936 and today one of Mexico's leading diversified industrial companies, operating four core businesses: steel processing; automotive batteries and related products; steel and plastic construction products; and aluminum and related products. With manufacturing and distribution facilities in Mexico, the United States, and Central and South America, Grupo MERIDIONAL exports to all seven continents. In 2001 Grupo Meridional's sales reached US\$2.3 billion, of which close to 45% was generated outside Mexico. Grupo Meridional shares trade on the Mexican Stock Exchange (MERD).

**Financial Information:**

Balance sheets are not available. However, subject interviewed offered the following information:  
Sales Turnover:

MEX PESO 615,436,000 - 2000 - exact  
MEX PESO 648,725,000 - 2001 - exact  
MEX PESO 700,000,000 - 2002 - estimated

**CURRENCY:**  
Mexican Peso

**9 SHARE CAPITAL AUTHORIZED:**  
342,500,000  
**ISSUED:**  
342,500,000

**10 SHAREHOLDERS:**  
Sole Shareholder:  
Grupo MERIDIONAL SA de CV (also known as Grupo Industrial Meridional)

**11 PAYMENTS:**  
It has been reported that payments are occasionally slow. The Subject stated that payments for imported merchandise are generally made by letters of credit, credits of 60 days net, and bank transfer.

**Trade Experience:**  
Time Known: 2 years  
Normal Trade Terms: 60 days from statements  
Payment Record: 60 days  
Current Credit Limit: Not disclosed  
Reputation Overall: Good account

**12 DETRIMENTAL INFORMATION:**  
No collections or legal actions have been recorded to date as far as can be established.

**BANKERS:**  
Bancomer, Avenida Universidad 1200, Mexico City  
Banamex

**13 OPINION:**  
The subject is a well-established business operating since 1952. In view of group associations, the concern can be considered a fair trade for business engagements to the level suggested. However, with the economic situation in Mexico suppliers may wish to monitor the account. It is normal accepted practice for international suppliers to deal on secured terms with Mexican importers.

**14 CREDIT RATING:**  
£200,000

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600 City Parkway West  
Orange, CA 92868  
800 520 1221

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8130/2000 12/02

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