

Delivery Date: Dec 31, 2019 Update Date: Jun 27, 2019 Subscriber No: 735222222 Ticket Key: 201912315008051193 Reference: Sample

## **EMPRESA MODELO S.A.**

ACTIVE SINGLE LOCATION

Address Avda Corrientes 456 Piso 8, Oficina 86 C1043AAR - Ciudad de Buenos Aires Argentina

**Telephone(s):** (+54) (011) 41320000 **D-U-N-S Number:** 97-081-4638

#### **IDENTIFICATION & SUMMARY**

V

#### **IDENTIFICATION**

D-U-N-S Number: Telephone(s): E-Mail:

97-081-4638 (+54) (011) 41320000 empresa@modelo.com.ar

C.U.I.T.: Facsimile(s): Website:

30-11111111-1 (+54) (011) 41320000 www.emodelo.com.ar

 Trade Name:
 Mobile Phone:

 Modelo & Co.
 011 15 41320000

**0800 Line:** 0800-333-3100

## **SUMMARY**

Legal Structure: SIC: Employees:

Corporation 3714-0200 250

3714-0300

Foundation: 5013-0100 Chief Executive:

1948

Imports:

**Control:** Yes **Position:** 1992 President

Exports:

Line of Business: Yes

Manufacture and commercialization of spare parts for automobiles



布宜 艾利斯 艾利斯 Buenos Aires 阿韋亞內達 Avellaneda

#### Address

Jorge Andrés Natalino

Avda Corrientes 456 Piso 8, Oficina 86 C1043AAR - Ciudad de Buenos Aires Argentina

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RISK EVALUATION		FINANCIAL SUMMARY	
Credit Risk Indicator (CRI)	7.75	Financial Statement Date	Dec 31, 2018
D&B Rating	3A 4	Sales	\$ 367,410,325.00
History	Complete	Net Worth	\$ 212,702,125.00
Former Rating	3A4	Capital Stock	\$ 20,000,000.00
		Profit/ Loss	\$ 19,840,024.00
		Financial Situation	GOOD
LEGAL ACTIONS		RATIOS	
Legal Actions	Yes	Current Ratio	2.15
		Debt to Equity Ratio	0.21
		INFORMATION MANAGEMENT	
PAYMENTS INFORMATION			

## Currency

All the figures declared in the present report are in \$ (Argentinian Peso), legal tender in República Argentina, unless otherwise indicated.

#### RISK ASSESSMENT

## **Risk Indicator**



#### D&B Rating

Financial Strength 3A	Risk Indicator	Financial Strength	Risk Indicator 4
Based on net worth	Unfavorable (Significant Risk - To review carefully)	Based on net worth	Unfavorable (Significant Risk - To review carefully)

**Former Rating** 

## The Dun & Bradstreet Rating of 3A 4 indicates:

- Financial Strength of USD 1,500,000 to 9,999,999 based on net worth.
- A Risk Indicator which is Unfavorable (Significant Risk To review carefully).

CREDIT RISK INDICATOR 

▼

It's an indicator that gives a score between 0 (lowest) and 10 (highest), which represents the business' strength at commercial, economic and financial level

It comes up from analyzing in standard nature different key areas contained in the present business information report, which was made based on data obtained from several sources.

Each area has a determinated weight defined by D&B, according to its importance level.

The final score is made as from the summatory of each area result.

#	Key Area	Result	Estimated Contribution	Result By Area
1	Payments Behavior	10	20.00%	2.00
2	Legal Background	0	12.50%	0.00
3	Rejected Checks	10	10.00%	1.00
4	Financial System Debt	6	10.00%	0.60
5	Liquidity Ratio	8	10.00%	0.80
6	Total Indebtedness	8	10.00%	0.80
7	Years on Business	10	7.50%	0.75
8	Employees	8	5.00%	0.40
9	Capital Stock	10	5.00%	0.50
10	Sales Tendency	10	5.00%	0.50
11	Profitability Margin	8	5.00%	0.40
			Final Indicator	7.75

For the drawing up of the Credit Risk Indicator Average by employees, antiquity and activity, only information coming from D&B Argentina's Database from May/2014 to May/2015 was taken into account.

Employees	Average Indicator
Between 0 and 10	4.71
Between 11 and 40	5.78
Between 41 and 100	6.35
Between 101 and 500	6.79
More than 500	7.02
Antiquity Range	Average Indicator
More than 20 years	6.36
Between 11 and 20	5.71
Between 5 and 11	5.3
Between 3 and 5	4.88
Between 1 and 3	4.43
Minor than 1	4.16
Activity	Average Indicator
Agriculture, Cattle, Forestry and Fishing	5.49
Mining and Oil	5.84
Constructions	6.01
Food Products and Tobacco	5.92
Non perishable Products Manufacturer	6.38
Transport and Public Services	5.9

etailer Marketing			!
rvices			
Y AREA DETAIL			
. PAYMENTS BEHAVIOR % SLOW OVER THE LEFERENCES OBTAINED	TOTAL OF TRADE	2. LEGAL BACKGROUND	
0%	10	No Suits	1
Between 0 and 10%	6	1 Suit	
Between 10 and 30%	4	2 or more Suits	
Between 30 and 50%	2	1 Bankruptcy Proceeding	
More than 50%	0	2 or more Bankruptcy Proc.	
No Information	0	Credits Meeting	
		Out-Of-Court Preventive Agreement	
. REJECTED CHECKS IN THE LAST 12 MONTH UNDS Without Rejected Checks	IS FOR LACK OF	4. FINANCE SYSTEM DEBTORS  Without Debt	
1 Rejected Check	6	100% in Situation 1	•
2 Rejected Checks	4	Between 0 and 20% Sit 2, 3	
3 Rejected Checks	2	Between 20% and 50% Sit 2, 3	
4 Rejected Checks	1	More than 50% Sit 2, 3	
More than 4 Rejected Checks	0	Between 0 and 10% Sit 4, 5, 6  More than 10% Sit 4, 5, 6	
. LIQUIDITY RATIO		6. TOTAL INDEBTEDNESS	
Greater than 2.00	10	Less than 0.20	1
Between 1.50 and 2.00	9	Between 0.20 and 0.50	
Between 1.00 and 1.50	8	Between 0.50 and 1.00	
Between 0.70 and 1.00	6	Between 1.00 and 1.50	
Between 0.50 and 0.70	4	Between 1.50 and 2.00	
Less than 0.50	0	Greater than 2.00	
No Information	0	No Information	
. YEARS ON BUSINESS		8. EMPLOYEES	

Between 101 and 500

8

Between 11 and 20

Between 5 and 11	6
Between 3 and 5	4
Less than 3	0
No Information	0

Between 41 and 100	6
Between 11 and 40	4
Between 1 and 10	2
No Information/No Employees	0

## 9. CAPITAL STOCK (IN THOUSANDS)

Greater than \$10,000	10
Between \$5,000 and \$10,000	9
Between \$2,500 and \$5,000	8
Between \$1,000 and \$2,500	7
Between \$500 and \$1,000	6
Between \$100 and \$500	5
Between \$50 and \$100	4
Between \$10 and \$50	2
Less than \$10	1
No Information	0

# 10. SALES TENDENCY ACCORDING TO THE LAST TWO BALANCE SHEETS

Greater than 10%	10
Between 5% and 10%	8
Between 0 and 5%	6
Between 0 and (5)%	4
Between (5)% and (10)%	2
Greater than (10)%	0
No Information	0

#### 11. PROFITABILITY MARGIN

Greater than 15%	10
Between 10% and 15%	9
Between 5% and 10%	8
Between 3% and 5%	6
Between 0 and 3%	4
Loss	0
No Information	0

## TRADE PAYMENTS

## TRADE EXPERIENCES

 $D\&B\ obtains\ payment\ references\ from\ local\ and\ international\ suppliers.\ References\ listed\ below\ may\ be\ from\ either\ or\ both\ sources.\ Amounts$ may be rounded to nearest figure in prescribed ranges.

Date	Fullfillmentligh Credit	Now Owes	Past Due	Terms	Last Purc	Pay Commen	Term t <b>£</b> escription	Antiquity In years
06/19	Prompt			0	06/19	Good	On current account	2
06/19	Prompt			0	06/19	Good	On current account	10
05/19	Prompt			0	05/19	Good	On current account	2
05/19	Prompt			0	05/19	Good	On current account	10
04/19	Prompt			0	04/19	Good	On current account	2
04/19	Prompt			0	04/19	Good	On current account	10

Payment references contained in this report may have been obtained from the same source in different months and monetary units. In some

instances, payment beyond terms can be the result of disputes over merchandise, lost invoices, etc.

## **COUNTRY RISK**



#### **AVERAGE PAYMENTS**

#### AVERAGE PAYMENTS IN ARGENTINA

International Risk and Payment Review is a unique Dun and Bradstreet Publication covering 122 countries worldwide.

On January 2018 this publication reported:

A) The local delay in payment was 0-1 month.

B) The foreign exchange bank delay fluctuated between 0-2 months.

For more information concerning this publication please contact your local Dun and Bradstreet representative.

#### **NEWS & ALERTS**



The following media research maybe expressed in the country's local language.

#### Clarín, Feb 28, 2019.

The General Shareholder Meeting decided the creation of a Simple Global Negotiable Papers, non-share convertibles, for a global amount of up to u\$s 200 millions and also decided the Negotiable Obligations, within the same programm, for an amount up to u\$s 50 millions, for the installation of a new industrial plant located at San Martin (Buenos Aires).

#### **BANKS**



**Date:** Jun 27, 2019

Operates with the following bank(s):

Bank Name: Banco Comafi S.A.

Address: San Martín 137, Ciudad de Buenos Aires, Argentina

Branch: headquarter

Bank Name: Citibank N.A.

Address: Bartolomé Mitre 502/30, Ciudad de Buenos Aires, Argentina

Branch: headquarter

Bank Name: Industrial and Commercial Bank of China (Argentina) S.A.

Address: Florida 99, Ciudad de Buenos Aires, Argentina

Branch: headquarter

Bank Name:	Banco Santander Río S.A.
Address:	Bartolomé Mitre 480, Ciudad de Buenos Aires, Argentina
Branch:	headquarter

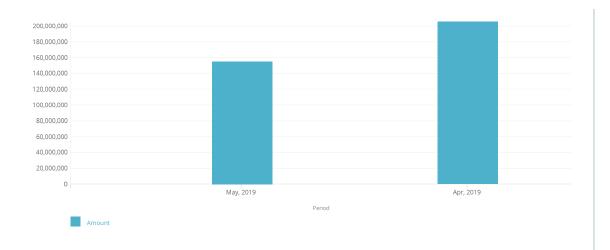
Bank Name:	HSBC Bank Argentina S.A.
Address:	Reconquista 199, Ciudad de Buenos Aires, Argentina
Branch:	headquarter

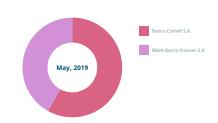
Bank Name:	Banco de Galicia y Buenos Aires S.A.U.
Address:	Teniente General Juan Domingo Perón 407, Ciudad de Buenos Aires, Argentina
Branch:	headquarter

## FINANCIAL SYSTEM DEBTORS

As per information taken from the Central Bank of the Dominican Republic Argentina (BCRA), subject registers the following information, to the date of this report:

Entity	Situation	Amount	Period
Banco Comafi S.A.	1	\$ 92,939,500.00	Apr, 2019
BBVA Banco Francés S.A.	1	\$ 70,837,500.00	Apr, 2019
Banco Santander Rio S.A.	1	\$ 41,428,500.00	Apr, 2019
Banco Comafi S.A.	2	\$ 90,000,000.00	May, 2019
BBVA Banco Francés S.A.	1	\$ 65,000,000.00	May, 2019





## **Qualification Detail according to BCRA**

1	Normal Situation (up to 31 days of delay)
2	With special tracing / Low Risk (delay from 31 to 90 days)
3	With trouble / Medium Risk (delay from 91 to 180 days)
4	High risk of insolvency / High Risk (delay from 181 to 365 days)
5	Unrecoverable (more than 365 days of delay)
6	Unrecoverable by technical disposition (slow payers from former Financial Institutions, with delay of more than 180 days)

## REJECTED CHECKS

Quantity of rejected checks without funds during the last 12 months: 0  $\,$ 

## SUMMARY OF REJECTED CHECKS IN COMPANY ACCOUNTS

Not Funds		Formal Defects		To the registration	
Quantity	Amount	Quantity	Amount	Quantity	Amount
2	76,282.02	1	97,670.69	0	0.00

## TOTAL SUMMARY OF REJECTED CHECKS IN COMPANY ACCOUNTS

	Quantity	Amount
Total Rejected Checks :	3	173,952.71

Total Paid Checks :	0	0.00
Percentage of Paid Checks :	0.00%	0.00%

#### **SUMMARY PER BANK**

Entity	Rejected non funds	5	Formal Def	ects	Rejected regis	l to the tration	Paid	l Checks
1	0	0	1	97,670.69	0	0	0	0
2	2	76,282.02	0	0	0	0	0	0
Total	2	76,282.02	1	97,670.69	0	0.00	0	0.00

Source: Banco Central de la República Argentina (www.bcra.gov.ar)

#### **CURRENT INVESTIGATION**



#### INVESTIGATION INFORMATION

On Jun 27, 2019, the Accountant Eduardo Perea (Administrative Manager) submitted the General Balance Sheet as of Dec 31, 2018. Confirmed Board of Directors, historical and business information. Also submitted a segment of Balance Sheet as of Mar 31, 2019.

It also added that subject is building a new industrial plant in the locality of San Martin, province of Buenos Aires, which will be inaugurated on September 2019.

#### **HISTORY**



## **RECORD**

Corporation. Chartered on Jan 23, 1992. Registered on May 24, 1992, at the Registro Público de Comercio, File No: 7.638, Page 12, Book 116, Volume A. Published on May 24, 1992, in Official Bulletin of the Republic of Argentina.

Term 99 years, expires on May 24, 2092.

Line of business: manufacture and commercialization of spare parts for automobiles.

The activities were started by SIMON GOLDMAN, on Jan, 1948, addressed at Avenida Leandro N. Alem 928 Piso 1, Ciudad de Buenos Aires, Argentina; , the business was continued by SIMON GOLDMAN & ASOCIADOS (D-U-N-S 97-129-3097), on Jan 01, 1970, addressed at Florida 234 Piso 4, Ciudad de Buenos Aires, Argentina; moving to Avenida Leandro N. Alem 928 Piso 1 Ciudad de Buenos Aires, Argentina, on Apr 03, 1998; followed by subject, on May, 1992; moving to heading address,, on Mar, 2002.

#### NAME/LEGAL STRUCTURE CHANGES

Originally registered on May 24, 1992, under business name of EMPRESA MODELO S.R.L., legal form Limited Partnership.

• On Feb 03, 2008 the legal structure was modified to Corporation, registered in the Registro Público de Comercio, Buenos Aires, Book 7.638.

#### CAPITAL

Capital subscribed & paid in:	\$ 20,000,000.00
Divided into:	10,000,000.00 common shares type A nominal value \$ 1, 5 votes per share.
Divided into:	5,000,000.00 common shares type B nominal value \$ 1, 1 vote per share.
Divided into:	5,000,000.00 common shares type C nominal value \$ 1, 1 vote per share.

Initial Capital: \$ 15,000,000.00

#### **CAPITAL CHANGES**

• On Apr 03, 1998, subject increased capital to \$ 20,000,000.00; registered in the Registro Público de Comercio, No: 55.533, Volume A, Book

## **AUTHORITIES**

Current Board of Directors was appointed on Feb 28, 2019, in Extraordinary General Meeting.

## **BALANCE SHEET DATE**

Balance Sheet as of Dec/31.

On Stockholders Meeting dated Mar 21, 1993 subject changed its Balance Sheet's closing date from 30/Jun to 31/Dec.

• Subject: is affiliated with ASOCIACION DE FABRICANTES ARGENTINOS DE COMPONENTES (AFAC), CORPORACION DE INDUSTRIAS TEXTILES.

#### **CAPITAL HISTORY**

Relevant information about important changes in the Company.

## LEGAL REPRESENTATIVE

Proxy held by the President and/or the Vice-President, indistinctly.

## **FORMER LEGAL ADDRESS**

Florida 234, Ciudad de Buenos Aires, Argentina.

## **CORPORATE STRUCTURE**



## STOCKHOLDERS

MAIN STOCKHOLDER:		
Company Name:	ARTES GRAFICAS MODELO S.R.L.	
Percentage of Interest:	52.00%.	
D-U-N-S:	97-129-3097	
Address:	Avenida Corrientes 456 Piso 8° Oficina 81 Ciudad de Buenos Aires Argentina	
Telephone:	(+54) (011) 55563100	
Fax:	(+54) (011) 55563183	
SIC:	2761	
Year Started:	1964	

C.U.I.T.: 30-11111111-1

MINORITY STOCKHOLDER:

NATALINO, JORGE ANDRES

I.D. No: 13.922.115, born in Argentina on Jan 16, 1933.

Percentage of Interest: 40.00%

C.U.I.T.: 20-13922115-4

Remaining shares: owned by minor stockholders

Percentage of Interest: 8.00%

#### **AFFILIATES**

Member of the Holding: MODELO

## Companies affiliates to subject:

Company Name:	MODELO S.A. DE SERVICIOS
Address:	José Alberto Carrizo 9663, Ciudad de Buenos Aires Argentina
Subject holds:	49 % of capital

## Companies subsidiaries to subject:

Company Name:	GOLDMAN AUTOMOTORES S.A.
Address:	Avenida Del Libertador 14541 Martínez Buenos Aires Argentina
Subject holds:	99.99 % of capital
Company Name:	INDUSTRIAS GOLDMAN S.A.
Company Name: Address:	INDUSTRIAS GOLDMAN S.A.  José Alberto Carrizo 9663 Ciudad de Buenos Aires Argentina

## **Temporary Joint Venture:**

Company Name:	EMPRESA MODELO S.A SOLUCIONES MODELO S.A. U.T.E.
C.U.I.T.:	30-00000000-1
Percentage of Interest:	50%
Operator:	Empresa Modelo S.A.

Request for D&B local office Business Information Reports on companies related to subject.

BOARD OF DIRECTORS	
Name:	Jorge Andrés Natalino
Position:	President
Name:	Fabián Silverman
Position:	Vice-President Vice-President
Name:	Mariano Mauricio Goldman
Position:	Director Permanent
Name:	Delia Rita García
Position:	Director Deputy
AUDITING BOARD	
Name:	Juan Alberto Triventi
Position:	Syndic Permanent
Name:	Ricardo Enrique Tagliabue
Position:	Syndic Deputy
MANAGERS	
Name:	Mariano Mauricio Goldman
Position:	Manager General
Name:	Eduardo Perea
Position:	Manager Administrative
Name:	Francisco Muzzi
Position:	Manager Financial
Name:	Luis LiĐópez
Position:	Manager Human Resources
Name:	Cristian Pardo
Position:	Manager Data Processing

## BACKGROUND **▼**

Jorge Andrés Natalino; President I.D. 3.922.115, C.U.I.T. 20-03922115-0, married to Raquel Wielzer, born in Argentina, on Jan 16, 1933. Economist.

#### Simultaneously

- He is known as Director of LONGVIE S.A. (D-U-N-S 97-000-0022).
- + He is known as Partner of ARTES GRAFICAS MODELO S.R.L. (D-U-N-S 97-129-3097).

## Previously

• He was known as Partner of SIMON GOLDMAN & ASOCIADOS.

No further commercial background known.

<b>Fabián Silverman</b> ; Vice-President I.D. 16.543.327, C.U.I.T. 20-16543327-9, single, born in Argentina, on Mar 16, 1964. Electromechanical Engineer.
Simultaneously  • He is Director of MODELO S.A. DE SERVICIOS.  • He is Director of INDUSTRIAS GOLDMAN S.A
Previously • He cooperated with INDUSTRIAS ALIMENTICIAS EL ANGEL S.A
No further commercial background known.
Mariano Mauricio Goldman; Permanent Director I.D. 15.891.997, C.U.I.T. 20-15891997-3, born in Argentina, on Dec 16, 1963. Attorney.
Simultaneously  He is Director of GOLDMAN AUTOMOTORES S.A  He is Director of MODELO S.A. DE SERVICIOS.
No further commercial background known.
Delia Rita García; Deputy Director I.D. 14.377.352, C.U.I.L. 27-14377352-0, married to Mariano Mauricio Goldman, born in Argentina, on Feb 25, 1962.
Simultaneously  • From 1992 until she is Director of MODELO S.A. DE SERVICIOS.
No further commercial background known.
Dr. Juan Alberto Triventi; Permanent Syndic I.D. 8.833.292, C.U.I.T. 20-08833292-0, married, born in Argentina, on Jun 16, 1952. Public Accountant.
Dr. Ricardo Enrique Tagliabue; Deputy Syndic I.D. 7.938.556, L.E. 7.938.556, C.U.I.T. 20-07938556-7, born in Argentina, on Jul 17, 1953. Public Accountant.
OPERATIONS •
LINE OF BUSINESS:

- SIC No 3714-0200, Manufacture of spare parts for automobiles, specially assembled of transmission and coachwork components, (80%).
- SIC No 5013-0100, Commercialization of spare parts for automobiles, (20%).

## Classification of Economic Activities (CLAE) - Form No 883

CLAE (Main Line of Business): 100100

CLAE (Secondary Line/s of Business): 100223 100224

Previoulsy, subject was dedicated to the import of car body parts.

At present operates at 70% of its capacity.

In the country, subject is considered leader in this line of business.

- Representative of DINAMO EASTERN CORPORATION, Houston, United States, (gearboxes).
- · COMPAGNIE PEINTURES S.A., París, France, (special paintings).
- WHELLSNARGS GmbH , Berlín, Germany, (bealts and gearings).

#### PRODUCTION CAPACITY

## Production Capacity: 10000000 units monthly.

• Manufactures about 7000000 units spare parts for automobiles per month.

#### **TRADEMARKS**

Manufactures under 3 trademark(s):

- HAUS Transmission elements
- · WINEX Coachwork components
- · ZERTIN Transmission elements

#### **STANDARDS**

#### Of Environment, Security and Hygiene

ISO 14001:2015 certificate was awarded from May 15, 2018 to May 15, 2020 by Det Norske Veritas, applicable to the industrial plant.

#### Of Quality

ISO 9001:2015 certificate was awarded from May 15, 2018 to May 15, 2020 by Det Norske Veritas, applicable to industrial plant.

## Of Occupational Health and Safety Management

OHSAS 18001:2007 certificate was awarded from May 15, 2018 to May 15, 2020 by Det Norske Veritas, applicable to industrial plant.

## **PURCHASES**

**Purchases from domestic suppliers:** 70% net 30-60-90 days

Purchases from foreign suppliers: 30% net 180 days, in terms of letter of credit and 21

#### **IMPORTS**

Imports mainly from:United States (gearboxes).France (special paintings).

Germany (belts and gearings).

#### **SUPPLIERS**

- NATALINO, JORGE ANDRES (D-U-N-S 97-129-2925)
- · COMPAÑIA INDUSTRIAL SUDAMERICANA S.A.
- LUIS ALBERTO DE LUCIA PUBLICIDAD S.A.
- PAPELERA 25 DE MAYO S.A.
- IMPRESORAS CACHIMAYO S.A.
- INDUSTRIAS METALURGICAS BONDEL S.A.
- INGENIERIA AUTOMOTRIZ APLICADA S.A.

## SALES

Has a portfolio of 3000 client(s) approx..

Sales are focused on:

- · To the local market 80%.
- To the foreign market 20%.
- To assembly lines 60%.
- · To distributors 30%.
- · To retailers 10%.

Sales Terms:

Net 30-60-90 days (50%) cash (50%).

#### **CUSTOMERS**

- REPUESTOS AVENIDA S.A., San Martin, Buenos Aires, (1%)
- REPUESTOS SAN MARTIN S.A., San Martin, Buenos Aires, (10%)
- WARNES REPUESTOS S.A., Buenos Aires, (30%)
- CORRIENTES REPUESTOS S.A., Goya, Corrientes, (15%)
- DANIEL ISMAEL FERREIRO S.A., Río Cuarto, Córdoba
- FABRICA DE AUTOMOVILES INTERNACIONALES S.A., Rosario, Santa Fe
- FABRICA DE AUTOS DEL SUR S.A., El Palomar, Buenos Aires
- IBM ARGENTINA S.R.L. (D-U-N-S 97-025-2151)

#### **TERRITORY**

Products are commercialized locally and in foreign countries.

Exports to:

Uruguay Colombia Ecuador Brazil

**Products:** 

transmission elements.

#### **SEASON**

Heavy sales season is from July to November.

## **VEHICLES**

Vehicle(s) include:

10 vehicles, Ford Focus, Model 2018.

## **EQUIPMENT**

Equipments include:

10 Hydraulic Press of 10 ton year 2018.

## **EMPLOYEES**

Total:

250.

## REGISTRATIONS

C.U.I.T.:

30-11111111-1 901-225263-2

Gross Revenue Tax No:

## **INSURANCES**

Has insurances taken out with:

- Seguros Sura S.A.
- Experta ART S.A.

Insurance type: work accidents, covering employees.

• Caminos Protegidos Compañía de Seguros S.A.

#### **LOCATION- REAL ESTATE**

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#### LOCATION

Heading address includes administration office, fiscal address, sales office and other facilities, occupying own real estate of 1200 covered square meters, on land of 2000 square meters, located in downtown-commercial area, on main avenue of busy traffic and of good shape. Subject shares offices with Artes Gráficas Modelo S.R.L.

It also has:

Industrial plant, occupying own real estate, located at Avenida Mitre 6640, Munro, Buenos Aires, Argentina, Telephone/s 43221122 /43221123, of 20,000.00 covered square meters, on land of 15000 square meters, located in industrial area, on main avenue of busy traffic and of good shape.

Administrative annex, occupying own real estate, located at Reconquista 1010 Piso 2, Ciudad de Buenos Aires, Argentina, of 350.00 covered square meters, located in downtown-commercial area, on main street of busy traffic and of good shape.

#### **REAL ESTATE**

Subject owns real estate located at:

Avenida Corrientes 456 Piso 8, Oficina 81, Ciudad de Buenos Aires, Argentina. Did not present title of property.

#### **Land Register Record**

Control : 100%

Avenida Mitre 6640, Munro, Buenos Aires, Argentina. Did not present title of property.

#### **Land Register Record**

Control : 100%

#### RENT(S)

Subject also rents premises located at:

Cachimayo 552, Ciudad de Buenos Aires, Argentina.

#### **LEGAL PLACE OF BUSINESS**

Avenida Corrientes 456 Piso 8, Oficina 81, (C1043AAR), Ciudad de Buenos Aires, Argentina.

## **SPECIAL EVENTS**



• On Feb 15, 2019 Sir Francisco Mauricio Goldman who held the office of President died after 10 years of service with subject.

## **PROJECTS**



#### **WORK IN PROGRESS**

Currently it maintains 5 project(s) for a total value of \$ 356,969,699.00.

## **COMPLETED PROJECTS**

Construction of Office Buildings, Buenos Aires City, Argentina.

**Value:** \$ 36,987,452

 Date Started:
 Feb 01, 2018

 Date Ended:
 Dec 31, 2018

The Customer is : Empresa Modelo

Subject company owns: 100.00 %

## **CURRENT PROJECTS**

Construction of Office Buildings, Buenos Aires City, Argentina.

 Total Value:
 \$ 56,987,452

 Date Started:
 Feb 01, 2019

Percentage Completed 35

**End date according to schedule:** Dec 31, 2019

Project Status: active

The Customer is : Empresa Modelo

## PUBLIC RECORD INFORMATION

V

Inquiries carried out as of Jun 27, 2019, allowed to report:

## **SUITS**

**Date:** May 25, 2018

Demand's Type: Ordinary Suit

Court No.: 7

Secretary No.: 14

Plaintiff: MARCELO A. SENAR

Comments: No more information could be obtained on this issue.

#### **CREDITORS MEETING**

Date of Request: Jun 19, 2007

Licitation Type: Preventive

Court No.: 1

Secretary No.: 2

Openings' Date: Jul 20, 2006

Trustee: Juan Pepe.

Address: Lavalle 800, Ciudad de Buenos Aires

Credit Verification Date: Jun 19, 2008
Creditor's Meeting Date: Jul 20, 2009

Comments: No more details could be obtained on this issue.

## FINANCIAL INFORMATION



## COMPARATIVES

	Dec 31, 2016	Dec 31, 2017	Dec 31, 2018
Current Assets	89,121,305	69,329,903	70,550,743
Current Liabilities	29,739,562	29,846,997	32,816,497
Non-Current Assets	149,358,509	149,139,536	185,735,297
Non-Current Liabilities	7,926,463	10,514,418	10,767,418
Working Capital	59,381,743	39,482,906	37,734,246
Net Tangible Capital	198,090,770	172,841,566	207,112,667
Net Worth	200,813,789	178,108,024	212,702,125
Net Sales	249,202,578	256,610,319	367,410,325
Net Profit - Loss	9,285,880	18,570,919	19,840,024

In order to estimate Net Tangible Capital, Intangible Assets were deducted from Net Worth.

## FINANCIAL STATEMENT INFORMATION

	Dec 31, 2018
Type of Audit:	Prepared from books without audit
Statement Audited by:	LOPEZ SALGADO Y ASOCIADOS, C.P.C.E.C.F. T° 7 F° 25
Signed by:	administration JUAN CARLOS VAZQUEZ, C.P.C.E.C.F. T° 67 F° 235
	The Balance sheets, drawn up in Argentina, are made under regulations established by the FEDERACION ARGENTINA DE CONSEJOS PROFESIONALES DE CIENCIAS ECONOMICAS (F.A.C.P.C.E., for its acronym in Spanish). The last ones are based on NORMAS INTERNACIONALES DE CONTABILIDAD (NIC'S, for its acronym in Spanish) Glossary: NORMAS INTERNACIONALES DE CONTABILIDAD: INTERNACIONALES DE CONTABILIDAD:

## FINANCIAL STATEMENTS

Dec 31, 2018
3,589,689
2,403,415
31,356,995
0
31,356,995
31,700,644
1,500,000
70,550,743
0
70,789
70,789
189,748

Other Assets Intangible Assets NON CURRENT ASSETS TOTAL ASSETS Liabilities Commercial Debts Banking / Financial Debts Fiscal Charges Wages and Payroll Expenses Corporations Sec. 33 Act 19550 Other Debts Wages and Payroll Expenses CURRENT LIABILITIES COURRENT LIABILITIES TOTAL LIABILITIES TOTAL LIABILITIES Subscribed Capital Non Capitalizable Contributions Stock Premium Legal Reserve Other Reserves Technical Revaluation Retained Earnings NET WORTH TOTAL LIABILITIES AND NET WORTH TOTAL LIABILITIES AND NET WORTH COORDINATE SHEET: INCOME STATEMENT  SENERAL BALANCE SHEET: INCOME STATEMENT GOOds and Services Sales Adjustments Goods and Services Net Sales Coosts GROSS PROFIT/LOSS Administration Expenses Marketing Expenses	
NON CURRENT ASSETS  TOTAL ASSETS  Liabilities  Commercial Debts  Banking / Financial Debts  Fiscal Charges  Wages and Payroll Expenses  Corporations Sec. 33 Act 19550  Other Debts  CURRENT LIABILITIES  Wages and Payroll Expenses  Forecasts  Other Debts  NON CURRENT LIABILITIES  NON CURRENT LIABILITIES  Subscribed Capital  Non Capitalizable Contributions  Stock Premium  Legal Reserve  Other Reserves  Technical Revaluation  Retained Earnings  NET WORTH  TOTAL LIABILITIES AND NET WORTH  COMMERCE SHEET: INCOME STATEMENT  GOOds and Services Sales  Adjustments  Goods and Services Net Sales  Costs  GROSS PROFIT/LOSS  Administration Expenses	978,5
TOTAL ASSETS  Liabilities  Commercial Debts  Banking / Financial Debts  Fiscal Charges  Wages and Payroll Expenses  Corporations Sec. 33 Act 19550  Other Debts  CURRENT LIABILITIES  Wages and Payroll Expenses  Forecasts  Other Debts  NON CURRENT LIABILITIES  TOTAL LIABILITIES  Subscribed Capital  Non Capitalizable Contributions  Stock Premium  Legal Reserve  Other Reserves  Technical Revaluation  Retained Earnings  NET WORTH  TOTAL LIABILITIES AND NET WORTH  Goods and Services Sales  Adjustments  Goods and Services Net Sales  Costs  GROSS PROFIT/LOSS  Administration Expenses	5,589,4
Commercial Debts Banking / Financial Debts Fiscal Charges Wages and Payroll Expenses Corporations Sec. 33 Act 19550 Dother Debts CURRENT LIABILITIES Wages and Payroll Expenses Forecasts Other Debts NON CURRENT LIABILITIES TOTAL LIABILITIES Subscribed Capital Non Capitalizable Contributions Stock Premium Legal Reserve Dother Reserves Technical Revaluation Retained Earnings NET WORTH TOTAL LIABILITIES AND NET WORTH  ENERAL BALANCE SHEET: INCOME STATEMENT  Goods and Services Sales Adjustments Goods and Services Net Sales Costs GROSS PROFIT/LOSS Administration Expenses	185,735,2
Enabling / Financial Debts Banking / Financial Debts Fiscal Charges Wages and Payroll Expenses Corporations Sec. 33 Act 19550 Debter Debts  CURRENT LIABILITIES Wages and Payroll Expenses Forecasts Debter Debts NON CURRENT LIABILITIES TOTAL LIABILITIES TOTAL LIABILITIES Subscribed Capital Non Capitalizable Contributions Stock Premium Legal Reserve Debter Reserves Technical Revaluation Retained Earnings NOTAL LIABILITIES AND NET WORTH TOTAL LIABILITIES AND NET WORTH  ENERAL BALANCE SHEET: INCOME STATEMENT  Goods and Services Sales Addjustments Goods and Services Net Sales Costs GROSS PROFIT/LOSS Addministration Expenses	256,286,0
Banking / Financial Debts Fiscal Charges Wages and Payroll Expenses Corporations Sec. 33 Act 19550 Other Debts CURRENT LIABILITIES Wages and Payroll Expenses Forecasts Other Debts NON CURRENT LIABILITIES Subscribed Capital Non Capitalizable Contributions Stock Premium Legal Reserve Other Reserves Technical Revaluation Retained Earnings NET WORTH TOTAL LIABILITIES AND NET WORTH  SOOds and Services Sales Adjustments Goods and Services Net Sales Costs RROSS PROFIT/LOSS Administration Expenses	Dec 31, 20
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Wages and Payroll Expenses Forecasts  Other Debts  NON CURRENT LIABILITIES FOTAL LIABILITIES AND NET WORTH  FOTAL LIABILITIES AND STATEMENT  FOTAL LIABILITIES AND	572,1
Total Liabilities  Stock Premium  Legal Reserve  Le	32,816,4
NON CURRENT LIABILITIES  NON CAPITAL LIABILITIES  Subscribed Capital  Non Capitalizable Contributions  Stock Premium  Legal Reserve  Other Reserves  Technical Revaluation  Retained Earnings  NET WORTH  COTAL LIABILITIES AND NET WORTH  ENERAL BALANCE SHEET: INCOME STATEMENT  Soods and Services Sales  Adjustments  Soods and Services Net Sales  Costs  SROSS PROFIT/LOSS  Administration Expenses	234,9
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TOTAL LIABILITIES  Jubscribed Capital  Jon Capitalizable Contributions  Jon Capitalizable Contribut	78,4
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Non Capitalizable Contributions Stock Premium Legal Reserve Other Reserves Technical Revaluation Retained Earnings NET WORTH TOTAL LIABILITIES AND NET WORTH  ENERAL BALANCE SHEET: INCOME STATEMENT  Goods and Services Sales Adjustments Goods and Services Net Sales Costs GROSS PROFIT/LOSS Administration Expenses	43,583,9
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egal Reserve  Other Reserves  echnical Revaluation  detained Earnings  JET WORTH  OTAL LIABILITIES AND NET WORTH  ENERAL BALANCE SHEET: INCOME STATEMENT  Stoods and Services Sales adjustments Goods and Services Net Sales GOSS PROFIT/LOSS administration Expenses	2,656,5
echnical Revaluation  tetained Earnings  JET WORTH  OTAL LIABILITIES AND NET WORTH  ENERAL BALANCE SHEET: INCOME STATEMENT  Goods and Services Sales  Idjustments  Goods and Services Net Sales	490,8
Retained Earnings  NET WORTH  TOTAL LIABILITIES AND NET WORTH  ENERAL BALANCE SHEET: INCOME STATEMENT  Goods and Services Sales  Adjustments  Goods and Services Net Sales	4,286,5
Retained Earnings  NET WORTH  OTAL LIABILITIES AND NET WORTH  ENERAL BALANCE SHEET: INCOME STATEMENT  Goods and Services Sales  Adjustments  Goods and Services Net Sales	47,454,5
TOTAL LIABILITIES AND NET WORTH  ENERAL BALANCE SHEET: INCOME STATEMENT  Goods and Services Sales Adjustments Goods and Services Net Sales Costs GROSS PROFIT/LOSS Administration Expenses	38,857,0
ENERAL BALANCE SHEET: INCOME STATEMENT  Goods and Services Sales Adjustments Goods and Services Net Sales Costs GROSS PROFIT/LOSS Administration Expenses	98,956,5
ENERAL BALANCE SHEET : INCOME STATEMENT  Goods and Services Sales  Adjustments  Goods and Services Net Sales  Costs  GROSS PROFIT/LOSS  Administration Expenses	212,702,1
Adjustments Goods and Services Net Sales Costs GROSS PROFIT/LOSS Administration Expenses	256,286,0
Adjustments Goods and Services Net Sales Costs GROSS PROFIT/LOSS Administration Expenses	Dec 31, 20
Goods and Services Net Sales Costs GROSS PROFIT/LOSS Administration Expenses	367,410,3
GROSS PROFIT/LOSS Administration Expenses	
GROSS PROFIT/LOSS Administration Expenses	367,410,3
Administration Expenses	-269,656,5
	97,753,7
Marketing Expenses	-27,786,5
	-55,886,7
Operative Profit/Loss	14,080,5
inancial Result	
Other Income/Expenses	1,355,6

Extraordinary Earnings	-1,827,197
PROFIT/LOSS BEFORE TAXES	23,033,481
Total Taxes	-3,193,457
FISCAL YEAR PROFIT (LOSS)	19,840,024
Assets and Liabilities in Foreign Currency (Value in Pesos)	
	17,535,521
(Value in Pesos)	17,535,521 29,333,353

## CONSOLIDATED BALANCE SHEET

Assets	Dec 31, 2018
CURRENT ASSETS	89,301,358
NON CURRENT ASSETS	149,635,535
TOTAL ASSETS	238,936,893
Liabilities / Shares of third parties / Net Worth	Dec 31, 2018
CURRENT LIABILITIES	32,356,413
NON CURRENT LIABILITIES	12,353,828
TOTAL LIABILITIES	44,710,241
3RD PARTY INTERESTS IN CONT. COMPANIES	16,118,628
NET WORTH	178,108,024
TOTAL	238,936,893
Income Statement	Dec 31, 2018
NET SALES	261,656,323
NET PROFIT	19,840,024

## RATIOS

	Dec 31, 2016	Dec 31, 2017	Dec 31, 2018
EFFICIENCY RATIOS			
Collection Period (days)	38.79	43.99	30.73
Inventory Turnover (times)	5.78	8.14	11.59
SOLVENCY RATIOS			
Current Indebtedness	0.15	0.17	0.16
Total Indebtedness	0.19	0.23	0.21
Current Ratio	3.00	2.32	2.15
Liquidity	1.55	1.27	1.18
Solvency	6.33	5.41	5.88
Fixed Assets	0.72	0.83	0.86
Own Resources	0.83	0.79	0.81

PROFITABILITY RATIOS			
Return on Sales (%)	3.73	7.24	5.40
Return on Assets (%)	3.89	8.50	7.74
Return on Net Worth (%)	4.62	10.43	9.33
Return Gross (%)	30.53	32.36	26.6
Return Operative (%)	8.97	4.95	3.8
Return Net (%)	3.73	7.24	5.4
	Dec 31, 2013	Dec 31, 2014	Dec 31, 201
EFFICIENCY RATIOS			
Collection Period (days)	47.24	36.62	39.5
Inventory Turnover (times)	6.15	7.11	6.0
SOLVENCY RATIOS			
Current Indebtedness	0.19	0.19	0.1
Total Indebtedness	0.24	0.24	0.2
Current Ratio	2.92	2.89	3.0
Liquidity	1.70	1.70	1.6
Solvency	5.23	5.32	5.6
Fixed Assets	0.67	0.67	0.6
Own Resources	0.79	0.80	0.8
PROFITABILITY RATIOS			
Return on Sales (%)	4.17	3.67	4.0
Return on Assets (%)	4.69	4.62	4.5
Return on Net Worth (%)	5.80	5.68	5.5
Return Gross (%)	28.45	27.48	30.7
Return Operative (%)	9.03	8.17	8.9
Return Net (%)	4.17	3.67	4.0

## **INDICATOR DEFINITIONS**

## SOLVENCY RATIOS

## **Current Ratio**

It considers the totality of assets of the company destinated to attend immediately payment agreements.

Formula: Current Assets / Current Liabilities

Condition	Interpretation
Greater than 3	Very High
Between 2 and 2.99	High
Between 1 and 1.99	Acceptable
Less than 1	Low

## Liquidity

Shows the coverage level of the debts to assets of rapidly realization.

Formula: (Current Assets - Inventory) / Current Liabilities

Condition	Interpretation
Greater than 1.99	Very High
Between 1 and 1.99	High
Between 0.5 and 1	Acceptable
Less than 0.5	Low

## Solvency

Allows to know the protection grade of a firm before an eventual exigency of total cancelation of their debts.

Formula: Total Assets / Total Liabilities

Condition	Interpretation
Greater than 3	Very High
Between 2 and 2.99	High
Between 1 and 1.99	Acceptable
Less than 1	Low

#### **Current Indebtedness**

Measures the exposition of the own permanent capital.

Formula: Current Liabilities / Net Tangible Capital

Condition	Interpretation
Greater than 1	High
Between 0.51 and 1	Acceptable
Between 0.2 and 0.5	Low
Less than 0.2	Very Low

## **Total Indebtedness**

Makes possible to know the effect over the long term debts over the net tangible capital.

Formula: Total Liabilities / Net Tangible Capital

Condition	Interpretation
Greater than 1	High
Between 0.51 and 1	Acceptable
Between 0.2 and 0.5	Low
Less than 0.2	Very Low

#### **Fixed Assets**

Express the incidences of their fixed assets destinated to the exploitation, dully depreciated over the own capital.

Formula: Fixed Assets / Net Tangible Capital

#### **Own Resources**

Shows the assets percentage not exposed by third parties.

Formula: Net Tangible Capital / Total Assets

#### **EFFICIENCY RATIOS**

## Collection Period (days)

Shows the quantity of days that the company needs to perform their collections.

Formula: Credits for Sale x 360 / Net Sales

## Inventory Turnover (times)

Allows to determinate how many times the firm has renewed its inventory.

Formula: Net Sales / Inventory

## PROFITABILITY RATIOS

#### **Return on Sales**

Allows establishing the earning margins the company operates with. \\

Formula: Net Profit x 100 / Net Sales

#### **Return on Assets**

Determinates the efficiency of the assets that were handled in the earnings generation.

Formula: Net Profit x 100 / Total Assets

## **Return on Net Worth**

Shows the invested capital return percentage.

Formula: Net Profit x 100 / Net Worth

## **OTHER FIGURES**

Quarterly Balance sheet as of Mar 31, 2019 (in Pesos).

#### Assets

CURRENT ASSETS	65,478,660
NON CURRENT ASSETS	140,352,770
TOTAL ASSETS	205,831,430

#### Liabilities

CURRENT LIABILITIES	27,543,110
NON CURRENT LIABILITIES	9,789,447
TOTAL LIABILITIES	37,332,557
NET WORTH	168,498,873
TOTAL	205 831 430

## **Income Statement**

NET SALES	125,43	36,784
NET PROFIT	7,54	12,127

Statement Audited by:	PRICE WATERHOUSE & Co. S.R.L., C.P.C.E.C.F. T°1 F°1
Signed by:	Accountant José González , C.P.C.E.C.F. T° 2 F° 4

## MONTHLY SALES FIGURES

Month/ Year	Monthly Sales
Apr/ 2017	\$ 21,000,000.00
May/ 2017	\$ 23,000,000.00

LAST GENERAL BALANCE SHEET EVALUATION

EMPRESA MODELO S.A.'s Financial Statement as of Dec 31, 2018 showed a good financial condition, which was reflected by the following:

- · A current ratio high
- · Liquidity index high

CONCLUSION

· Working capital high

On the other hand, the subject's economic situation as of that date was good, this was reflected by the following:

- · Indebtness index low
- · Creditworthy index very high

Respect to its previous fiscal the following variances can be observed:

	Variation
Cash	3%
Accounts Receivable	0%
Collection Period	-13 days
Inventory	1%
Inventory Turnover	3 times
Fixed Assets	25%
Short Terms Liabilities	10%
Working Capital	-4%
Net Sales	43%
Direct Costs	55%
Net Earnings	7%

 $The income of the period was \$\,367,\!410,\!325.00, increasing a 43.18\% if we compare it with the same period of previous year.$ 

The fiscal year closed with a Net Profit of \$ 19,840,024.00, increasing its profitability a 6.83% if we compare it with the same period of previous year.

Its Net Worth was \$ 212,702,125.00. Compared with the previous fiscal it has incremented a 16%.

Its Working Capital was \$ 37,734,246.00. Compared with the previous fiscal it has reduced a 4%.

**APPENDICES** 



## CUSTOMER SERVICE

 $Should you \ require \ any \ further \ information \ or \ have \ any \ questions, \ please \ contact \ your \ local \ Customer \ Service \ Centre.$ 

Inquiries should  ${\bf always}$  contain the below minimum details:

- Full Company Name
- Full Headquarters Address
- · Telephone Number
- Business Identification Number
- · Contact Name
- Reference
- Order Date

## **EXCHANGE RATE**

The registered values correspond to the last working day of each year. For further information about macroeconomic variables of this country, please consult the International Risk and Payment Review, a D&B's monthly publication.

Since Jan 2002, with the finalization of the Convertibility Plan, the floating exchange rate was established. As a sample of this, the fluctuation of

the local currency regarding the US Dollar during the last 5 years is detailed below:

Date	Quotation
Dec, 2013	U\$S 1 = \$ 6.52
Dec, 2014	U\$S 1 = \$ 8.55
Dec, 2015	U\$S 1 = \$ 13.43
Dec, 2016	U\$S 1 = \$ 16.30
Dec, 2017	U\$S 1 = \$ 18.98

## **D&B RATING GLOSSARY**

The following ratings are available for businesses in Argentina:

**D&B Rating** - The D&B® Rating in Argentina consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on Net Worth of a current fiscal balance sheet. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. The table below contains the values for the D&B Rating in Argentina.

#### FINANCIAL STRENGTH INDICATOR

Range USD		
Net Worth	From	То
5A	50,000,000	And above
4A	10,000,000	49,999,999
3A	1,500,000	9,999,999
2A	750,000	1,499,999
1A	375,000	749,999
A	188,000	374,999
В	94,000	187,999
C	47,000	93,999
D	24,000	46,999
E	12,000	23,999
F	6,000	11,999
G	0	5,999

Risk Indicator	Condition	Interpretation
1	Solid	Minimum expectation of risk
2	Satisfactory	Low expectation risk
3	Acceptable	Risk Slightly Over the Average
4	Unfavourable	Significant Risk - To review carefully
S	Services	Not Applicable - No Assigned condition
-	Undetermined	Insufficient information to assign a Rating

## **Alternate Ratings Used**

NQ	Cease of Operations
NB	New Business - Generally less than 2 years and six months
0	No financial statement or not up to date financial statement

N/N4	Negative Net Worth
BR	Branch of Local Company
-	Unable to locate - Non Commercial Report

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