

GLOBIS ICP – SAMPLE ARGENTINA

31 May, 2016

I. FULLCHECK REPORT

Freshly Investigated Credit Report (Fullcheck) - Executive Summary

SAMPLE ARGENTINA

Date : 16 May, 2016

Company Details

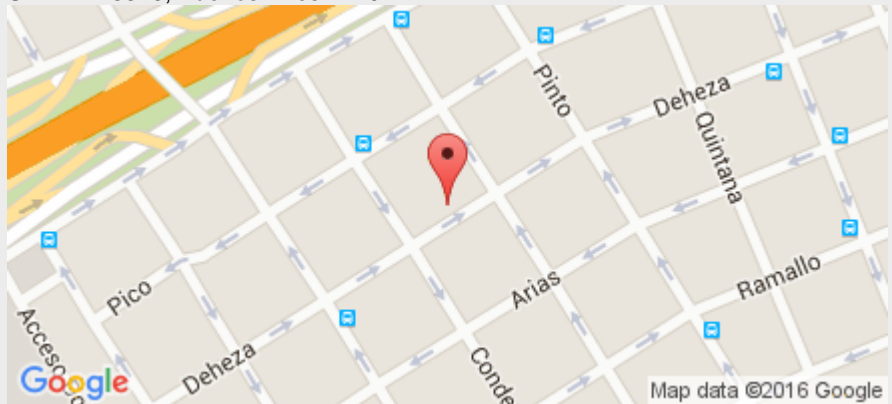
Global Identifier : P3080400

Country : Argentina

Business Entity Name : SAMPLE ARGENTINA

Name in Local Language : None

Operating Address : SAMPLE 3343, Buenos Aires 1429



Tel : [+54] 11-454604XX

Fax : [+54] 11-454604XX

Email : info@SAMPLE.com.ar
hrpt@SAMPLE.com.ar
SAMPLE@glenair.com

Website : <http://www.SAMPLE.com.ar>

Primary Business Activity : Importer

Primary Industry : Electronic Products & Components

Key Facts

Registered Legal Address	: SAMPLE 3343, Buenos Aires 1429
Trading As	: SAMPLE TECH
License Number	: Not Applicable ⁽¹⁾
Legal Form - Category	: Sole-proprietorship
Legal Form - Full Name	: Not Applicable
Legal Form - Abbreviation	: Not Applicable
License Status	: Not Applicable - Only tax number required
Operational Status of Business	: Normal
Employees	: 5
Capital	: n/a ⁽²⁾

Note:

⁽¹⁾ Although the Public Registry of Commerce - Federal is the official Issuing Authority for Business Licenses in Argentina, public access to statutory records is exceptionally bureaucratic and can take up to several weeks before obtaining just a license number.

Therefore the accepted practice by local banks and the business community requiring official authentication of the legal status of companies is to obtain the corresponding Tax Number issued by the Administracion Federal De Ingresos Publicos (AFIP).

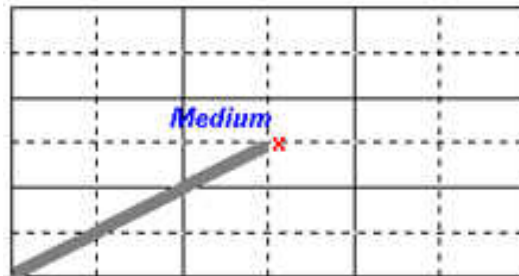
Hence the official Tax Number for this business entity is provided below.

⁽²⁾ Not applicable.

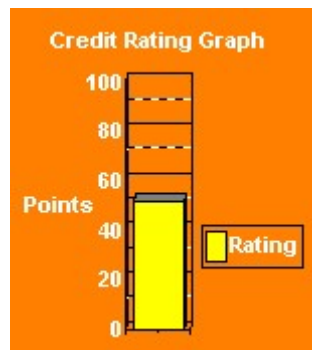
According to the corporate statutory laws for this type of Legal Form – Category (Sole-proprietorship) in Argentina, there is no requirement for Authorized Capital.

Credit Rating & Risk Analysis

Risk Index : Medium



Credit Rating : Average



Points Allocated: 52

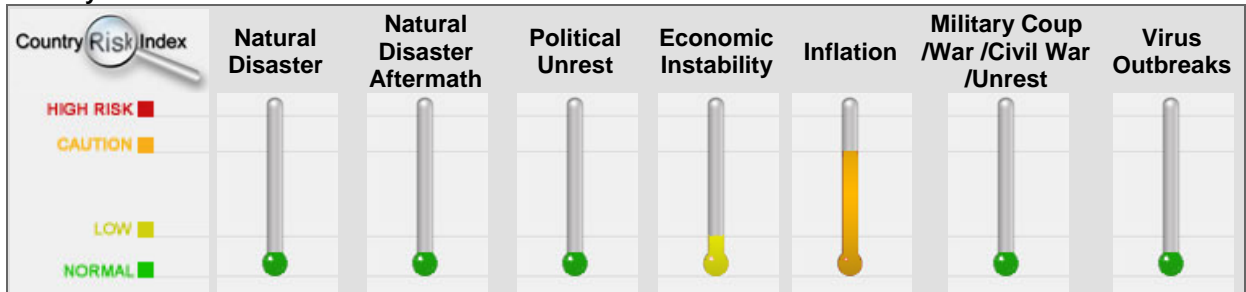
CREDIT ASSESSMENT FACTORS

Our credit risk assessment is gauged on 12 key business factors. Each factor is assigned a rating and the total is aggregated and weighed in consideration of any other influencing factors relevant to the final assessment.

These factors include:

Financial Status	Profitability	Industry sector & trends
Principals	Civil Litigation	Liabilities
Management	Scale of operations	Years in business & co history
Assets (real estate etc.)	Trade references & reputation	Family involvement & support

Country Risk Index



Adverse Data

Results : Total of 0 records found.

Recommended Credit Limit - Trade Finance

Maximum Recommended Credit : USD \$25,000 based on 90 days

Key Person

Legal Title : Proprietor / Owner

Name : Mr. Antonio Victorio SAMPLE

Registered Address : SAMPLE, Buenos Aires 1059
(GloBIS Note: Per the site visit interview, this address has not been valid for 20 years)

Nationality : Argentine

Primary Products

Products / Materials / Services Description	Activity
AC/DC converters	Importing, Trading
AR RF/microwave instrumentation	Importing, Trading
ATX products	Importing, Trading
Antennas	Importing, Trading

Batteries	Importing, Trading
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Commercial Credit Inquiries

Date of Inquiry	Industry in which Inquirer Operates	Credit Type (* / **)	Credit Amount	Period
13 May, 2016	Professional Services	MRC	USD 25,000	90 days

Note:

* **MRC:** Max. Recommended Credit amount

** **ISC :** Inquirer Specified Credit amount

Fullcheck Report Details

Country : Argentina

Business Entity Name : SAMPLE ARGENTINA

Primary Business Activity : Importer

Primary Industry : Electronic Products & Components

Office Contact Details

Operating Address : SAMPLE 3343, Buenos Aires 1429

Tel : [+54] 11-454604XX

Mobile : [+54]-15339543XX

Fax : [+54] 11-454604XX

Email : info@SAMPLE.com.ar
hrpt@SAMPLE.com.ar
SAMPLE@glenair.com

Website Details

Website : <http://www.SAMPLE.com.ar>

Status : Normal - operational

Country of Registration : Argentina

Tax / VAT Details

Tax Issuing Authority : Administracion Federal De Ingresos Publicos (AFIP)

Local Name Used : Clave Unica de Identificacion Tributaria

Acronym : CUIT

CUIT Number : 20-1325854X-X

SIC PRODUCT CLASSIFICATION & ACTIVITY

Product/Service Description	Code	Activity
Business Consulting Svcs, NEC	8748	Service
Business Services	7300	Service
Connectors, for electronic applications	3678	Importing, Trading
Electronic & Electric Equip.	3600	Importing, Trading
Electronic components, nspf	3679	Importing, Trading
Industrial instruments for measurement, display, and control of process variables; and related products	3823	Importing, Trading

Instruments & Related Products	3800	Importing, Trading
Management Services	8741	Service
Mgt Consulting Svcs	8742	Service
Primary batteries, and parts, nspf	3692	Importing, Trading

HARMONIZED PRODUCT CLASSIFICATION & ACTIVITY

Product/Service Description	Code	Activity
Antennas & parts for radar, radio navigational aids and radio remote controls	8529104000	Importing, Trading
Electric transformers, static converters & induct, parts	8504	Importing, Trading
Electrical connectors for a voltage exceeding 1,000 v	8535900040	Importing, Trading
Electrical connectors, for a voltage not exceeding 1,000 v	8536690070	Importing, Trading
Electrical connectors, printed circuit type	8536690040	Importing, Trading
Electrical mach., etc., with ind functions NESOI, parts	8543	Importing, Trading
Electronic integrated circuits & micro-assemblies, parts	8542	Importing, Trading
Microwave amplifiers	8543898000	Importing, Trading
Primary batteries	8506800000	Importing, Trading

DETAILED PRODUCT CLASSIFICATION & ACTIVITY

Products / Materials / Services Description	Ranking	Activity
Battery chargers	Primary	Importing, Trading
Broadband	Primary	Importing, Trading
Electrical connectors	Primary	Importing, Trading
Instruments	Primary	Importing, Trading
Measurement products	Primary	Importing, Trading
Measurement systems	Primary	Importing, Trading
Microwave amplifiers	Primary	Importing, Trading
Photovoltaic panels	Primary	Importing, Trading
Power supplies	Primary	Importing, Trading
RF amplifiers	Primary	Importing, Trading
Assessment	Secondary	Service
Consulting services	Secondary	Service
Enterprise management	Secondary	Service

CORE BUSINESS DESCRIPTION

Core Business

The primary business focus of SAMPLE ARGENTINA is Import agency - Finished products.

Key products include:

- AC/DC converters
- AR RF/microwave instrumentation
- ATX products
- Antennas
- Batteries
- Battery chargers
- Broadband
- Electrical connectors
- Instruments
- Measurement products
- Measurement systems
- Microwave amplifiers
- Photovoltaic panels
- Power supplies
- RF amplifiers
- RF/microwave components

An integral part of the core business includes:

- Distribution

Supplementary Business

In addition to the core business, SAMPLE ARGENTINA also is engaged in the following areas of business:

1. Service
 - Specialized professional services, including:
 - Consulting services

DOMESTIC SALES & PURCHASES

Annual Sales Analysis	Percentage
Domestic Sales	100%



Annual Purchases Analysis	Percentage
Local Purchases	30%

Imports	70%
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COMPANY MANAGEMENT

Management Listings

	Name	Nationality	Job Description	Dept. / Division
1	Mr. Antonio Victorio SAMPLE	Argentine	Proprietor / Owner	-

Management Details - 1

Personal Unique Identifier : MI03979631

Name : Mr. Antonio Victorio SAMPLE

Date of Birth : 8 Apr, 1954

Identification Number(s)

National ID No : 132585XX

Tax No : 20-1325854X-X

Registered address : SAMPLE Buenos Aires 1059
 (GloBIS Note: Per the site visit interview, this address has not been valid for 20 years)

Country of Residence : Argentina

Previous Positions

Country	Company name	Position
Argentina	SAMPLE SRL	Managing Partner
Argentina	SAMPLE 2 SRL	Managing Partner
Argentina	SAMPLE PRODUCCIONES SA	President

FINANCIAL STATEMENT - DETAILED

Based on the corporate laws of Argentina, legal entities which are a Sole-proprietorship are not required to make public disclosure of their annual financials. Therefore no financials are available for this entity.

REPUTATION

Reference checking for the purpose of establishing SAMPLE ARGENTINA's reputation within the respective industry failed to reveal any adverse information.

NEGA-SCAN - ADVERSE DATA MONITORING

DISHONORED CHECKS

No Record Found

DEBT	No Record Found
CIVIL LITIGATION	No Record Found
PERFORMANCE DEFAULTS	No Record Found
ADVERSE LOCAL MEDIA COVERAGE / ADVERSE FILING HISTORY	No Record Found

PAYMENT TERMS

Selling

Type	Terms
Local	Cash on delivery (COD) Credit - Unsecured 30~60 days

Purchasing

Type	Terms
Local	Cash on delivery (COD) Credit - Unsecured 30~60 days
ImportS	Letter of Credit (At-sight) Telegraphic Transfer (T/T) - Executed at time of transaction

BANK DETAILS

Bank Name	: BANCO SANTANDER RIO SA
Global Identifier	: P0607972
Branch	: Buenos Aires
Branch Address	: 12FI Bartolome Mitre 480 Buenos Aires 1036 (Head Office)
SWIFT Code	: BSCHARBA

IMPORT AGENCY LISTING

Supplier	: GLENAIR INC
Global Identifier	: P0943386
Country of Origin	: USA
Product Description	: Electrical connectors
Brand/s	: #1 GLENAIR
Year	: 2001
Supplier	: SAMPLE 2 INC
Global Identifier	: P1265544
Country of Origin	: USA

Product Description : RF/microwave components

Brand/s : #1 SAMPLE 2

Year : 2001

Supplier : VIASAT INC

Global Identifier : P0003247

Country of Origin : USA

Product Description : Antennas

Brand/s : #1 Viasat

Year : 2001

See Also : http://www.SAMPLE.com/pr_html/120228-new-south-american-distributors.asp
: <http://www.SAMPLE.com/contact/south-america/>

INTERNATIONAL TRADE - Activity & Markets

Country / Region	Estimated level of importance	Trading Activity
Europe	High	Importing
North America	High	Importing
USA	High	Importing

OFFICE & FACILITIES

The following information relates to the Business Entity's office as listed above:

Name : SAMPLE ARGENTINA - BUENOS AIRES

Primary Use : Office & Administration facilities

Address : SAMPLE 3343, Buenos Aires 1429

Country : Argentina

Status : Operational

COMPANY HISTORY

Date	Details
2001	Established the company.

*** End of Fullcheck Report on SAMPLE ARGENTINA ***

II. CONTACT COMPANY FOR SITE VISIT

During the course of the investigation, point of contact was Ms. Lucila SAMPLE (International Relationships and Translator; secretary@SAMPLE.com.ar). Email communication was always prompt and friendly.

III. CONDUCT A SITE VISIT

Date: May 30th, 2016

Name/s and title/s: Antonio Victorio SAMPLE (proprietor); Lucila SAMPLE (International Relationships and Translator).

Though both the above individuals were present at the interview, answers to the questions were given by Mr. SAMPLE.

Location of Interview: On-site at SAMPLE TECH ("Candidate")'s facility at the following address: SAMPLE 3343, Ciudad Autónoma de Buenos Aires. Zip Code C1429EBG.

Describe Candidate's place of business:

The Candidate's place of business is Mr. Antonio SAMPLE's own home, in a quiet neighborhood called "Saavedra." He has lived there for twenty years. The interview was held at a table in the spacious living room/dining room, on the first floor. The house has stairs on the outside, and when the door opens one enters into this living room/dining room. The space has two big windows, making it bright and light-filled. The ground floor, which our researcher was invited to visit later, is where the technicians work: the repair shop, or service shop. This latter consists of three large rooms, where three technicians repair electronic equipment.

The company has five staff members: one in charge of International Relationships and Translation (Lucila); three technicians (who do the electronic repair and service); and Antonio himself, who is proprietor and also an Engineer. Antonio and Lucila are also in charge of the commercial area. There are no shareholders.

Antonio and Lucila were very polite and nice to our researcher during the interview. Both of them, and the technicians, addressed one another and our researcher with respect and good manners. When our researcher visited the ground floor to have a look at the repair shop (because they suggested it), the technicians willingly showed our researcher around.

Interview Questions:

Ask Candidate the following questions and summarize answers provided:

- a. Ask the Candidate about the technical ability of his/her Company to sell/service *the client's* products.**

Antonio himself can cope financially, and he is the company guarantor. Besides, they have all the necessary equipment, including a Metrology Laboratory. This last is certified by the INTI (*Instituto Nacional de Tecnología Industrial*, that is: The National Institute of Industrial Technology, www.inti.gob.ar) and it deals with everything related to calibrations and equipment testing. They provide sales service, customer care and technical service.

- b. Ask the Candidate if he/she has the training in an appropriate profession or if Candidate's employees have the right education/experience for *the client's* business, etc.**

The proprietor is an Engineer. The technicians are specialized in telecommunications, electronics, laser and radio frequency (all having graduated from the Technician High School). Lucila is a Sworn Certified Translator, in charge of International Relationships.

c. What market does Candidate believe the client has in the applicable country, and what are the value, scope and timing thereof?

He believes he can do business on behalf of the client's products with VENN SA, a company related to the government, a branch of the CONAE (*Comisión Nacional de Actividades Espaciales*, that is: the Space Activities National Commission, www.conae.gov.ar). It was established to produce and launch space rockets. It is a new company, and it has already made some tests. The rockets are meant to launch satellites in space, its payload being not heavier than 400 kgs. Antonio is already trading with this company. There could be plans to sell telemetry equipment, sensors, telecommunication equipment and (satellite) launcher controls (the rockets he mentioned above). The possibility of THE CLIENT selling these products to Venn will depend on the resolution of the needed Request for Proposal. If Antonio represents THE CLIENT, he will participate, in its name, in the request for proposal.

Globally speaking, he does customer care, consulting services, and technical assistance for many companies, and he could include THE CLIENT products in this business. Among these companies are:

- VENN, as mentioned.
- INVAP
- CONAE
- Fuerza Área Argentina (Argentine Air Force)
- Fábrica Argentina de Aviones (Argentina Plane Factory)
- INTI (Instituto Nacional de Tecnología Industrial, that is: Industrial Technology National Institute)
- CITEDEF (Instituto de Investigaciones Científicas y Técnicas para la Defensa, that is: Scientific and Technic Research for Defense Institute).

Though it is not possible to be precise, because there are many aspects to take into account, he can estimate the value of this probable market to be USD\$2-3 million regarding satellite products. Regarding rockets, the timing is up to four years, and the value is some figure between half a million and two million US dollars.

There is an extra advantage concerning marketing these products in Argentina: once a product is adopted by a company, it cannot be changed later for another brand.

There are also important possibilities of providing consulting services and technical assistance to Fabrica Argentina de Aviones, which is located in Córdoba.

In Argentina, it is strongly advised that foreign companies have a local representative, so that the local company has somebody visible to deal with, phone or ask for information when needed, etc., without any language barrier.

d. Ask the Candidate for additional customer and supplier references.

Company	Contact	Telephoneⁱ	e-mail
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Information redacted.

¹ Except when specified, the country phone code for these numbers is Argentina's (54)

e. Ask the Candidate about upcoming business plans/upcoming changes.

It all depends on the economic situation of the country. There are no limits. If Argentina invests in business, his business will grow immensely. On the contrary, if there is an economic stand by, his business will suffer.

He used to be a representative of sample 2 before it was acquired by THE CLIENT, and, back then, their business was profitable. He would like to do business with sample 2 again. He says he is currently discussing this with Mr. Mitchell Sample from Sample 2 (referenced above).

f. Does the Candidate have a written code of conduct or policy on ethical behavior?

He does not have a code that is unique for everyone; he elaborates a confidential agreement ("Acuerdo de confidencialidad") with every customer or supplier, which is printed and signed by the two parties. This agreement is personal and therefore may differ from company to company because it is custom-made in every case.

g. Does the Candidate have a written policy or standards for business entertainment including gifts and customer travel?

He does not have a written policy on the matter, but he does have a policy. He says the only gifts his company makes is actually marketing material, given away on occasions such as Christmas and New Year's (rollerballs or pen drives with the company logo). Sometimes he takes a representative for dinner at a restaurant when he or she comes to Buenos Aires.

h. What are the spend limits of these policies or standards?

For taking a customer out, about 800 pesos each for dinner guest (which is a normal check - not excessive- for an average good restaurant in Buenos Aires). For marketing materials, he doesn't recall figures but he says they are not significant.

i. Is the Candidate aware of the Foreign Corrupt Practices Act and that this law will apply to them as a Consultant/Distributor/Representative of a U.S. Corporation?

Yes. He has taken the courses on corruption, bribery and ITAR, at Sample 3, Philadelphia.

j. Has the Candidate provided any gifts or courtesies to any government official, including employees of government owned entities? If yes, please provide details.

No. Just electronic cards via e-mail for Christmas and New Year's Eve.

k. Does Candidate have any current or past professional or personal relationship with government officials in the country in which it will perform services? (For purposes of this question, Candidate includes any principal, staff member, key employee, officer, director of Candidate. Personal or professional affiliations include family relationships, and past, or present official positions.) If yes, please provide details.

No.

l. Does Candidate employ any current or former employees, civilian or military, of the U.S. Government or applicable foreign government? If yes, please provide details.

No.

m. Are there any legal, arbitral or regulatory proceedings currently pending against Candidate which, if adversely determined, could have a material adverse effect on Candidate's ability to perform activities on behalf of the Company? If yes, please provide details.

No.

n. Has Candidate, or any principal, key employee, officer, director or shareholder of Candidate been indicted or convicted of any criminal offenses (excluding minor traffic offenses)? If yes, please provide details.

No.

o. Has Candidate's organization undergone any change in ownership or management in the last two years? If yes, please provide details.

No.

p. Based on your review and your International Agreements Administrator's review of Candidate's completed Application (IF706.01 or IF706.02), ask the Candidate for clarification based on any questions or inconsistencies, and ask for explanation if there were any gaps in information.

In the Fullcheck report his registered address is listed as being on Santa Fe Ave., and so our researcher asked him about that. He said that information is outdated, that he has not had that address for at least twenty years, and that he has lived in SAMPLE 3343 for the same amount of time. He added that his fiscal address was SAMPLE, Ciudad Autónoma de Buenos Aires. Apart from that, there were no gaps in information recognized by our researcher.

Conclusion/Recommendation:

- q. Does the interviewer recommend Candidate as an International Consultant, Distributor, or Representative for the Corporation/Business Unit? If "No", please explain and outline any red flags here for review by the IAA.**

Our researcher does not have any objections to the candidate. He gives the impression of being a straightforward and transparent person and our researcher did not find inconsistencies in what he said. Moreover, he constantly volunteered details and clarification to every question. Our researcher asked for permission to record the interview and he immediately agreed.

So, the answer is yes: based on this interview, our researcher recommends the candidate.

(GloBIS Note: The researcher for this interview is a licensed psychologist and is a practicing clinical psychologist, i.e., she is professionally trained in the assessment of individuals.)

Note: Mr. SAMPLE volunteered his bank account number at Chase Manhattan Bank. It is 000000984135xxx.

Please note the attached documents:

- 1) a copy of SAMPLE's AFIP tax report (this document can also be retrieved via <https://seti.afip.gob.ar/padron-puc-constancia-internet/ConsultaConstanciaAction.do> by inserting SAMPLE's CUIT number (201325854xx) and the captcha;
- and 2) copies of his business cards.

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