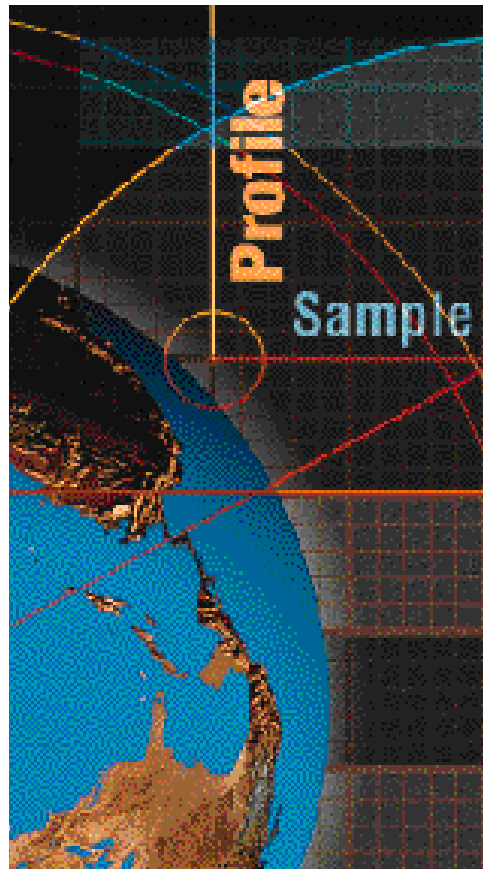


## Experian International Developed Profile



To successfully compete in the international marketplace, reliable business credit information is essential. At Experian, we gather information directly from the

credit, government and financial agencies in each country to provide you with your best source for managing the risk involved with conducting international business: Experian International Developed Profiles.

## Experian International Developed Profile highlights:

- ① **Legal Structure & History:** Includes date business established/registration number, total registered capital, and type of legal structure: sole proprietorship, general partnership, limited partnership, private limited company, public limited company. May also list main shareholders with holdings and recent changes in structure.
- ② **Management** Names and titles of key personnel and stockholders. May also include specific background information on the management.
- ③ **Related Companies:** Identifies parent company as well as other subsidiaries or divisions.
- ④ **Activities** Type of products sold by the company and whether they are a manufacturer, wholesaler, retailer, etc. Also gives further detail on business operations, including number of employees.
- ⑤ **Locations** Background information of the facilities such as size, owned or leased building, address, phone number, and operations of parent company or other subsidiaries.

### Business Information Services

### Experian International Developed Profile

EXPERIANINTERNATIONAL DEVELOPED PROFILE

File Number: 51212826  
MARCH 20, 1997

PRODUCTOS MIMI, S.A. DE C.V.  
AV. DE SAN MATEO #62  
COLONIASANTACRUZ ACATLAN  
NAUCALPAN DE JUAREZ, ESTADO DE MEXICO 53150 MEXICO  
TEL: (51-2) 999-32943

#### ① LEGAL STRUCTURE & HISTORY

PRODUCTOS MIMI, S.A. DE C.V. (Sociedad Anonima de Capital Variable) was established in Apam., Hgo., Mexico, April 3, 1989, public deed No. 8,060. It was entered in the Registro Publico, Folio Mercantil No. 122,470.

Registered capital is N\$5,000 (NEW Mexican pesos), divided into shares of N\$50.00 par value, fully paid up.

The shareholders are as follows:

1) Bertha Villa Gutierrez	25 shares
2) Angel Arturo Berrones	19
3) Enrique Martinez Moreno	19
4) Hector Acevedo Rodea	37

#### ② MANAGEMENT

Management includes:

- Enrique Martinez Moreno	President
- Nelly Guadalupe Flores	General Manager
- Dora Menendez Roldan	Finance Manager

The authorized signatures are: Enrique M. Moreno, Angel A. Berrones and Eva Hernandez Gonzales.

#### ③ RELATED COMPANIES

The company has interests in:

- Sociedad Comida	(99.9%)
- Organizacion de Comida Alemento	(25.00%)

#### ④ ACTIVITIES

This company is engaged in manufacture, distribution and sale of snacks, such as granola bars and trail mix. Products are sold under brand name: MIMI. Sales are wholesale to domestic market, principally in the States of Coahuila and Durango. Terms: cash and credit N30 - 45 and N60 days. There are 32 employees, including sales agents.

#### ⑤ LOCATIONS

The above address is the main address of this company, situated in busy industrial zone. The firm operates from 3 story building where factory, shipping and parking area, warehouse and administrative offices are located. Premises are owned by company. The firm has five vehicles for delivery. Insurance is with: Seguros de Mexico, S.A.

⑥ **Sales & Finance** Reviews sales and profits from the most recent filings and business financial trends over the past several years. This section may also include a more complete balance sheet depending on the size and the country of business.

⑦ **Payments** Summarizes payment performance, emphasizing what credit terms have been used, credit limits and overall volume.

⑧ **Banking** Identifies names and locations of banks used by the business, specific bank comments and account balance information.

⑨ **Summary** Integrates all the above information into a summary format. Evaluates the company's history, management and financial condition.

⑥ SALES & FINANCE The most recent financial details are for year end December 31, 1996 showing the following: (N\$1,000)

NET SALES	899,580	
NETPROFIT	24,072	
CASH	351,363	
ACCOUNTS RECEIVABLES	265,571	
INVENTORIES	137,986	
ADVANCED PAYMENTS	9,425	
CURRENT ASSETS	764,345	
LONG TERM INVESTMENT	58,253	
LAND	6,770	
BUILDING	18,840	
MACHINERY	16,918	
OTHER FIXED ASSETS	3,512	
LESS ACCUMULATED DEPRECIATION	6,936	
LONG TERM ASSETS		111,229
DEFERRED ASSETS	105	
GUARANTEE DEPOSIT-OUT	6,070	
OTHERS	7,852	
OTHER ASSETS		14,027
TOTALASSETS		889,601
ACCOUNTS PAYABLE	116,548	
SHORTTERM LOANS	167,529	
EXPENSES PAYABLE	21,224	
CURRENT LIABILITIES		315,301
OTHER LIABILITIES	550,000	
SURPLUS	23	
ACCUMULATED EARNINGS	24,277	
TOTAL LIABILITIES		889,601

⑦ PAYMENTS A current survey of 3 national suppliers consulted shows the following credit experiences; figures are expressed in NEW Mexican pesos:

- Known 1 year, open account, terms: N15, average monthly purchases vary, good client and payments are prompt.

- Known 2 years, open account, average monthly purchases N\$20,000, good account and payments are as agreed.

- Known 3 years, high credit N\$70,000, terms: N30, average monthly purchases vary and payments are prompt.

No suits, judgments, collection claims or returned checks were noted on public records.

⑧ BANKING Banking is with: Banamex Banco de Mexico  
Banco Internacional Citibank, N.A.

Bank reported properly managed checking account, also direct lines of credit with good experience to date.

⑨ SUMMARY This is a fairly well established Mexican company founded 4 years ago. It is a small-sized firm in the domestic market, engaged in the manufacture and sales of healthy snack foods, employing 32 persons. Annual sales for fiscal year ended December 31, 1996 were N\$899,580 NEW Mexican pesos. Banking and commercial references are favorable and company appears to be operating normally.



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