



WE UNLOCK YOUR  
WORKING CAPITAL

[www.expocredit.com](http://www.expocredit.com)

AT EXPOCREDIT WE CONTINUE HELPING ENTREPRENEURS AND BUSINESS OWNERS FROM ALL OVER THE WORLD GROW THEIR BUSINESSES BY PROVIDING SERVICES PERSONALIZED TO THEIR SPECIFIC NEEDS. HERE ARE A FEW OF OUR SUCCESS STORIES FROM THE PAST MONTH:



**Product Line:** Inventory Buyback  
**Funding Line Amount:** \$3M  
**Company type:** Importer, Processor and Wholesale Distributor  
**Industry type:** Fishing and Seafood  
**Their Annual Sales:** \$46M  
**Location:** Miami, FL

This client has over 25 years of experience in the market and a broad client base. They are a family owned business and part of an economic group with facilities in Panama, Ecuador and Miami.

**Challenge:**

This company needed to increase their specialty seafood inventory levels as their selling season approached and their fishing season ended. With an ABL line of credit maxed out, they were in critical need of additional working capital to pay fishermen.

**Solution:**

We helped increase the company's purchasing power by providing an inventory buyback facility, leveraging growing inventory before the selling season, and giving them the ability to purchase product when needed from their overseas suppliers.





**Product Line:** International Factoring

**Funding Line Amount:** \$1M

**Company type:** Commercialization

**Industry type:** Coffee

**Their Annual Sales:** \$20M

**Location:** Mexico

Founded in 1994, this company specializes in trading coffee nationally and internationally. Their main products are natural and green coffee, and they successfully commercialize their own brands as well.

**Challenge:**

This company purchases inventory using cash payments and then sells it internationally with credit terms as high as 120 days. This ongoing cycle ultimately caused a negative impact on their cash flow and restricted growth opportunities.

**Solution:**

By providing their international clients with a dependable factoring facility, this company was able to obtain quicker access to working capital from the moment their products were sold. As a result, they have significantly improved their business cycle and continue to focus on trading coffee products worldwide.



**Product Line:** Supply Chain Financing

**Funding Line Amount:** \$250K

**Company type:** Apparel Design, Print and Distribution

**Industry type:** Clothing/Textile

**Their Annual Sales:** \$22M

**Location:** Miami, FL

With an exceedingly powerful customer portfolio and almost 40 years in the market, this client caters to the creation of apparel and merchandise for numerous top global retail brands.

**Challenge:**

This distributor's business cycle was constantly affected by the seasonal sales of their main client, who generated over 50% of their revenue, and their international suppliers.

This company was giving 60-day credit terms to their clients, however, their international suppliers did not grant any terms and required cash payment for all orders, causing a high need for working capital.

**Solution:**

ExpoCredit granted the business an unsecured line of credit which enabled them to meet the payment demands of their suppliers and satisfy purchase orders from clients in a timely manner.





**Product Line:** Factoring  
**Funding Line Amount:** \$400K  
**Company type:** Distributor  
**Industry type:** Food  
**Their Annual Sales:** \$1.2M  
**Location:** Miami, FL

This client is a Miami based distributor of frozen meat, french fries, vegetables and dry food products. Although it is a relatively new company, established in 2014, their management has over 30 years of experience in the food industry.

**Challenge:**

As a startup company, this business was not granted credit terms from suppliers and encountered working capital issues as their international clients demanded credit terms.

**Solution:**

A factoring facility was implemented to accelerate payments from customers, permitting our client to buy more product and satisfy demand.



Serving small &  
large businesses.

[APPLY NOW](#)

[CONTACT US](#)

