



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: Strade AR

Funding Line Amount: \$1M

Company type: Manufacturer

Industry type: Cotton Distributor

Their Annual Sales: \$20M

Location: Mexico

Client Profile:

Mexican based company involved in the commercialization of cotton thread.

Challenge:

They were facing working capital issues due to seasonal nature of business. Because they were a recently incorporated company, their suppliers were not extending sufficient credit terms and required them to pay for the purchase of raw materials in advance

Solution:

The company was able to increase its purchasing power and alleviate cash flow by immediately paying their supplier through Strade AR. This ultimately allowed them to increase their sales volume.



Product Line: International Factoring

Client Profile:

Funding Line Amount: \$6.6M

Company type: Manufacturer

Industry type: Agricultural

Their Annual Sales: \$81M

Location: Chile

A major manufacturer of agricultural products which exports a wide variety of fruits to more than 20 countries.

Challenge:

The largest portion of their annual production occurred in the first semester of the year; 90% of their sales occurred in the second semester. Furthermore, they gave 90-day credit terms to their international clients.

Solution:

They were in desperate need of ExpoCredit's factoring services to unlock cashflow and optimize operations.



Product Line: International Factoring

Funding Line Amount: \$800K

Company type: Distributor

Industry type: Food

Their Annual Sales: \$8M

Location: Texas

Client Profile:

Part of a new trading division in a group of companies created to help target foreign markets.

Challenge:

The holding company's line of credit was maxed out and customers were demanding credit terms to start commercial relationships.

Solution:

ExpoCredit's factoring facility worked with the company to help increase cashflow and allowed them to increase their market share, and gain ground on competitors.



Product Line: Factoring

Funding Line Amount: \$1.5M

Company type: Wholesaler and Distributor

Industry type: Electronics

Their Annual Sales: \$6M

Location: Miami, FL

Client Profile:

A small business dedicated to the wholesale and distribution of cellphones.

Challenge:

They shifted their sales strategy and began operating with international carriers that were asking for credit terms of 30-60 days. Inadvertently, they were unable to maintain a steady cash flow.

Solution:

Using ExpoCredit's international factoring services this business instantly accelerated their cash flow and inventory rotation while maintaining smooth operations with international carriers.





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large businesses.

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