



WE UNLOCK YOUR
WORKING CAPITAL

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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: Factoring Line
Funding Line Amount: \$1.5 Million
Company type: Communications
Industry type: Media and Advertising
Annual Sales: \$36.7 million
Location: Miami, FL

This company is a full-service advertising agency specializing in ultra-segmentation within the U.S Hispanic market. With many years of experience, the company has become well versed in customized communications across all disciplines of advertising and promotions related to the Hispanic population.

CHALLENGE:

This Miami-based company was in urgent need of cash flow. A temporary conflict between their main debtor and a significant client directly impacted the company's sales and reduced their margins. As a result, their working capital was limited and it had been a challenge to produce new content for the network.

SOLUTION:

Since the company was a former ExpoCredit client and has a good payment history with its debtor, ExpoCredit was able to offer a factoring

line worth \$1.5 million. Through our dependable factoring facility, this company secured the working capital needed to deliver exceptional content to its clients.



Product Line: Supply Chain Financing
Funding Line Amount: \$200k
Company type: Distributor
Industry type: Food and Beverage
Annual Sales: \$18.5 Million
Location: Colombia

This company is an importer of consumer goods, groceries and general merchandise for the Colombian market. Their objective is to become a major importer of fast moving consumer goods with a focus on hard discount retailers.

CHALLENGE

Our client is experiencing rapid growth due to the success and expansion plan of one their main customers. The company needed cash to purchase the additional merchandise required by their expanding customer.

SOLUTION

To fulfill their client's growing needs, the company requested immediate working capital from ExpoCredit. With ExpoCredit's supply chain financing, the company is now able to obtain the merchandise needed to supply all the client's locations and increase profitability for both parties.



Product Line: International Factoring
Funding Line Amount: \$750k
Company type: Manufacturer
Industry type: Automotive
Annual Sales: \$2 million
Location: Mexico

This client specializes in manufacturing molded plastic parts for the automotive industry. Although are a relatively new company, they are prosperously working with world-renowned players in the automotive market.

CHALLENGE:

The company is experiencing liquidity problems due to a drastic increase in sales and extended terms of repayment. They had a factoring line in place, but were unsatisfied with the facility size and its unfavorable terms.

SOLUTION

ExpoCredit is replacing their previous factoring line with improved terms

and a larger facility size. With the company's production cycle being particularly long, ExpoCredit is helping them to reduce costs and attain more agility in their cash flow.



Product Line: Supply Chain Financing
Funding Line Amount: \$200k
Company type: Distributor
Industry type: Ceramics & Glassware
Annual Sales: \$20 million
Location: Colorado

With over two decades of market experience, this company is engaged in the importation and distribution of ceramics and glassware nationally and globally. Additionally, they are recognized as leaders in the party rental business as well as wholesale/retailers of plates and glasses.

CHALLENGE:

Experiencing significant growth, the company needed to unlock working capital to fulfill large seasonal orders from customers. However, with insufficient credit terms from suppliers, they were lacking the cash flow needed to purchase additional inventory.

SOLUTION:

Through ExpoCredit's supply chain financing, this company has been able to resume and increase operations, maximizing production and distribution demands. Consequently, they increased purchasing to fulfill large seasonal orders for the upcoming holidays.

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