



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: Supply Chain Financing

Funding Line Amount: \$1M

Industry type: Processing and Commercialization

Company type: Fishing and Seafood

Their Annual Sales: \$53M

Location: Colombia

This company has over 17 years of experience in the market and is widely recognized in Colombia as one of the largest seafood distributors. With already 12 distribution centers throughout the nation and continuous, steady increases of profitability, this company is a perfect fit for ExpoCredit's supply chain financing.

Challenge:

Due to the company's sustained, rapid growth in sales and dynamic payment terms, they began to notice a mismatch in cash flow and contacted ExpoCredit for an immediate financial solution. With a high need for working capital, they required flexible payments in order to resume their expansion strategy.

Solution:

ExpoCredit's supply chain financing allowed this company to access their products quickly and alleviate the cash flow pressure caused by their erratic payments.



Product Line: Supply Chain Financing
Funding Line Amount: \$1M
Company type: Maintenance and Repair
Industry type: Aviation
Their Annual Sales: \$32M
Location: Florida

Although it was recently established in 2009, this company is managed by highly knowledgeable professionals with over 35 years of experience in the aviation industry. Along with their strong potential

Challenge:

This company aimed to expand its operational and production segments but lacked the working capital needed. They struggled to cover expenses of costly engine parts and meet the demands of suppliers who did not grant sufficient terms.

Solution:

Understanding their hunger for growth, ExpoCredit granted the business a credit line of \$1 million which allowed them to satisfy their suppliers' payments punctually.



Product Line: Factoring
Funding Line Amount: \$500K
Company type: Wholesale, Retail and Distributor
Industry type: Telecommunications
Their Annual Sales: \$2M
Location: New York

Incorporated in 2010, this company has an extensive portfolio of services in the telephony and telecommunications sector available to both companies and users. Their personnel have ample experience in the industry, each with more than 15 years ensuring their customers receive the upmost support and products.

Challenge:

This company caters to a market with a remarkably high demand of carrier services, but where terms are short, and conditions are transferred from the supplier to the final customer.

Solution:

Our ongoing relationship has allowed this company to continue extending terms to their clients and also anticipate their cash flow to fulfill obligations with their suppliers.



Product Line: Supply Chain Financing
Funding Line Amount: \$250K
Company type: Distributor
Industry type: Natural Products
Their Annual Sales: \$26M
Location: Florida

This company specializes in a variety of natural products including vitamins, food supplements and organic groceries. It manages two divisions, online retail and an agency, each ensuring their business thrives through the use of technology, data, and strong relationships with partners.

Challenge:

With significant growth over the past five years since incorporation, this company was in the process of adding new vendors and expanding their sales volumes. However, with insufficient credit terms from suppliers and a lack of purchasing power they began to experience a shortage of cash flow.

Solution:

In order to pay suppliers and continue maximizing profitability, this company requested immediate working capital from ExpoCredit. As a result, they have been able to focus on the positioning of sales data and acquiring new vendors.



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