

Comprehensive Report



Chocolates Deliciosos Chilenos SA DEMO Report

Delivery Date: Apr 06, 2018

Subscriber No: 71600061
Reference: sample report

IDENTIFICATION & SUMMARY

Identification

D-U-N-S Number:	98-041-0237
Trading Style:	Demo report Chocolates Deliciosos Chilenos S.A.
Country Tax ID:	999999999
ID Type:	Chilean RUC (Chilean Registro Unico de Contribuyentes)
Location:	Cra 55 # 14-22 Ofic 225 Santiago Chile
Telephone(s):	(+56) 2 21234567 (+56) 2 21234568 (+56) 2 21234569
Facsimile(s):	(+56) 2 21234567
E-Mail:	choco@demo.com
Website:	www.choco.com

Summary

Type of Business:	Stock Company
Control Type:	Privately Held Registered Company
Established:	1974
Line of Business:	Manufacturers of chocolate and other cacao products
Primary SIC:	01030000
Imports:	Yes
Exports:	Yes
Employs:	200 (Here) 550 (Total)
Principal:	Luciana Aguilar President Board of Directors

RISK SUMMARY

Risk Evaluation	
Risk Indicator	3
D&B Rating	C3
Record	Clear
Legal Events	
Law Suit(s)	Yes
Payment Information	
Payment	Prompt-slow
Payment Record(s)	9
Principal Information	
Principal(s)	8
Financial Summary	
Sales	160,893,400,780 CHP 2016
Net Worth	42,409,870 CHP 2016
Capital	252,941,000
Condition	Fair

Currency

All monetary amounts quoted in this report are shown in Chilean Peso (CHP) unless otherwise stated

Risk Assessment

Risk Indicator	3

D&B Rating	C3
Financial Strength	C <i>Based on net worth</i>
Risk Indicator	3 <i>Fair</i>

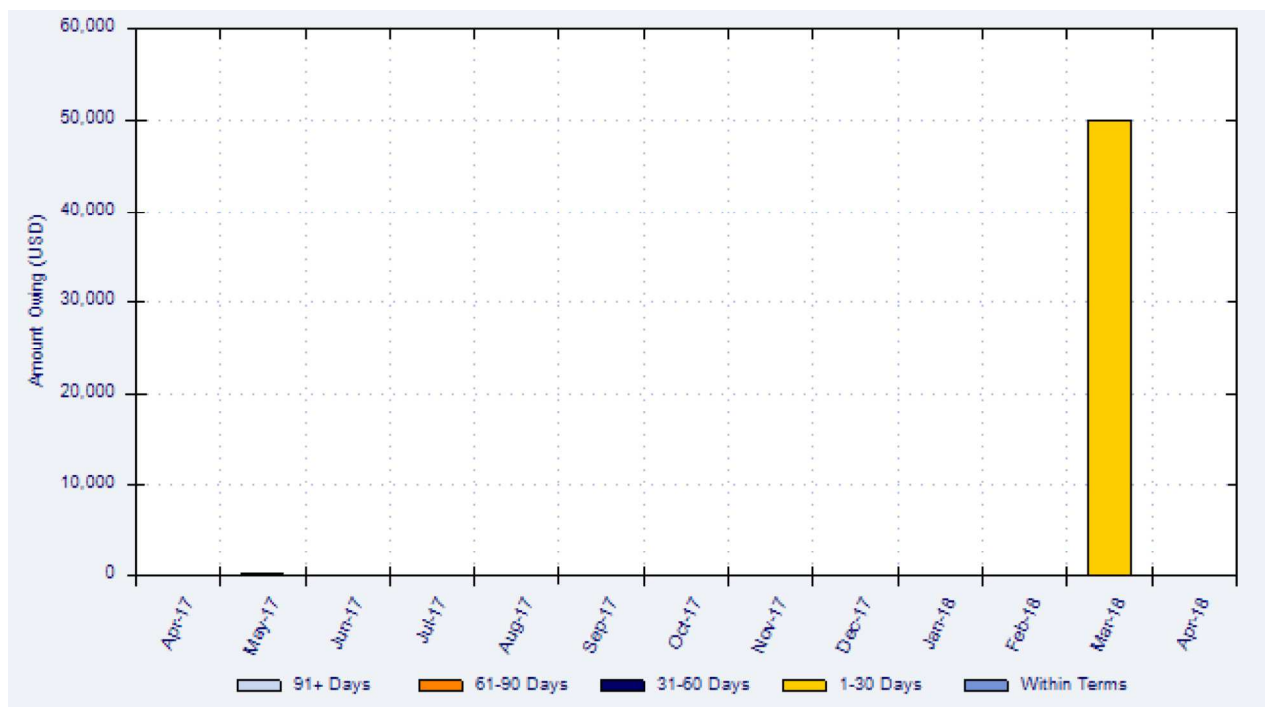
The Dun & Bradstreet Rating of C3 indicates:

- Financial Strength of USD 47,000 - 93,999 based on net worth
- A Risk Indicator which is Fair

TRADE PAYMENTS

Total Amount Owing Yearly Trend

Total Amount Owing Trend 13 months from Apr 2017 to Apr 2018



Trade Payment Summary (USD)

Value Bands	No of Exp	Total Value	Within Terms	1-30 Days	31-60 Days	61-90 Days	91+ Days
>\$50,000	1	100,000	0%	100%	0%	0%	0%
\$10,001 - \$50,000	0	0	0%	0%	0%	0%	0%
\$2,501 - \$10,000	1	10,000	33%	67%	0%	0%	0%
\$1,001 - \$2,500	0	0	0%	0%	0%	0%	0%
\$501 - \$1,000	0	0	0%	0%	0%	0%	0%
\$100 - \$500	5	1,080	56%	44%	0%	0%	0%
<\$100	2	2	40%	40%	0%	0%	20%
TOTAL	9	111,082	44%	50%	0%	0%	6%

The USD amounts represented above may be the result of converting CHP or other currency types to USD to facilitate their joint interpretation.

Trade Payment Experiences

D&B obtains payment references from local and international suppliers. References listed below may be from either or both sources. Amounts may be rounded to the nearest figure in prescribed ranges.

Date	Paying Record	Currency	High Credit	Now Owes	Past Due	Payment Terms	Last Sale
Mar 21, 2018	Ppt Slow 10-10	USD	100,000	50,000	50,000	30	Jan 28, 2018
May 24, 2017	Ppt Slow 0	CLP	150,000	140,000	0	D/ 30	Apr 15, 2017
Mar 23, 2017	Cash	USD	250	0	0	C.O.D. 0	Mar 01, 2017
Feb 23, 2017	Ppt 1-5	CLP	1,000	25	50	5	Feb 02, 2017
Feb 23, 2017	Ant-Disc 1-10	COP	1,000,000	1	20	5	Feb 02, 2017
Feb 23, 2017	Ppt 12-24	USD	10,000	10,000	0	EOM 30	Jan 01, 2017
Feb 23, 2017	Ppt	CLP	100,000	0	0	30	Jan 01, 2017
Feb 23, 2017	Ppt 5-20	USD	100	100	100	60	Dec 31, 2016
Jan 09, 2017	Ppt 100-100	CLP	1,000	1,000	1,000	C.O.D. 5	Apr 09, 2017

Payment references contained in this report may have been obtained from the same source in different months and monetary units. In some

instances, payment beyond terms can be the result of disputes over merchandise, lost invoices, etc.

PUBLIC RECORD INFORMATION

A check in our database on Jul 31, 2017 revealed numerous suits, the most important are listed below.

Date:	Feb 01, 2013
Type:	Update
Exp. #:	12345-6
Tribunal:	3, Mercantile, SANTIAGO, Santiago
Defendant:	Chocolates Deliciosos Chilenos S.A
Plaintiff:	Fabrica de Cacao Brazil
Matter:	Demand payment of CHP 150000000
Action:	Waived Citation

BANKS

The subject company currently has accounts in 2 bank in this country.

Bank Name:	Banco de Santiago
Location:	Santiago, Chile
Branch:	Recoleta
Telephone:	(+56) 2 1234567

Bank Name:	Banco Del Progreso
Location:	Santiago, Chile
Branch:	Plaza Costera
Telephone:	(+56) 2 8765432

[Banking Experience](#)

Banking reference consulted on Jul 28, 2017.

Client Since:	May 15, 1985
Account Type:	checking account
Account Status:	active
Balance:	high 6 figures
Line of Credit experience:	satisfactory
Checks:	low 5 figures

CURRENT INVESTIGATION

[Investigation Information](#)

In an interview conducted on Aug 09, 2017 Accountant Carlos Rosales Comptroller provided all information.

HISTORY

[Background](#)

Stock Company started on May 29, 1974 and registered at Public Registry, Santiago, SANTIAGO, under Registry # 1234, book 56, page 78, File # 987-1, constituted under local laws.

Duration of 50 years.

It was started in 1974.

Status active.

Changes

Original business name registered as: Chocolates Espumosos SA under Registry # 11111.

Capital

Current Capital: 252,941,000 CHF
Initial Capital: 60,000 CHF
Initial Capital Source: a bank loan: 50,000 CHF
Initial Capital Source: a personal loan: 10,000 COP
Monthly Loan Payment: 500 CHF

Capital Distribution:

Shares of this corporation are owned by the following:

Shareholders	Stock Qty	Stock Type	% Capital
Wicks Chocolates AG			55
Mrs. Luciana Aguilar			20
Mrs. Luisa Maria Robles Figueras			15
Mrs. Patricia Lopez Rojas			5
Mrs. Mariella Ortiz Rega			5

The Company has a total of 4 shareholders.

Legal Representative

Administration under the charge one members of the board

CORPORATE STRUCTURE

Parent

The subject is a subsidiary of:

Name: **Wicks Chocolates A.G.**
D-U-N-S: 54-178-1234
Location: Rue de Vries, Ginebra, Switzerland
Details: Ownership: 100%

Subsidiaries

The subject company has 3 subsidiaries including:

Name: **Chocolates Savoy S.A.**
D-U-N-S: 88-016-7499
Location: Quito, Pichincha, Ecuador

Name: **Dulces Dieteticos S.A.**
D-U-N-S: 88-016-7499
Location: Swiesimmer, Switzerland

Name: **Dulces de Guayaba S.A.**
D-U-N-S: 88-016-7499
Location: Guyana, Bolívar, Venezuela

PRINCIPALS

Name: **Mrs. Luciana Aguilar**
Position: President Board of Directors
Present Employment: Active in daily activities of the company.
Previous Employment: Type of employment: Employed with
Company: Swiss Chocolates
Location: Switzerland
Position: Manager Operations
Tenure: from 1968 to 1969

Type of employment: Employed with
Company: German Chocolates
Location: Germany
Tenure: from 1969 to 1970

Type of employment: Employed with
Company: Austria Chocolates
Location: Austria
Tenure: from 1971 to 1974

Additional Comments: married
Holds a working visa

Name: **Mrs. Luisa Maria Robles Figueras**
Position: 1st Vice President Administrative
Born: 1946
Present Employment: Started with subject in the year 1974.
Active in daily activities of the company.
Additional Comments: married

Name: **Mrs. Patricia Rojas Lopez**
Position: 2nd Vice President Administrative
Born: 1952
Present Employment: Started with subject in the year 1974.
Active in daily activities of the company.
Additional Comments: married

Name: **Mrs. Mariella Ortiz Rega**
Position: Vice President Administration & Finance

Name: **Mr. Daniel Carles**
Position: General Manager

Name: **Mr. Miguel Ordonez Coto**
Position: Manager Operations

Name: **Mr. Ramon Cortes Aguirre**
Position: Treasurer

Name: **Accountant Carlos Rosales**
Position: Comptroller

OPERATIONS

Line of Business

Manufacturers of chocolate and other cacao products

Manufactures (50.00%)

- SIC: 01030000

Manufactures (50.00%)

- SIC: 20649907 - Fudge (candy)

Production/Others

Has 5 departments.

Works 120 hours in 3 daily shift(s).

Market

In this country, the subject is considered a medium concern in this field. Competition in this market is normal.

Vehicles & Equipment

owns vehicle(s) for use of the business

Vehicles including:

Quantity	Type	Brand/Model	Manufactured	Cargo Capacity
10	delivery trucks	Ford	1993	

Trademark

Distributes under trademark(s).

Brand	Product Type	% of Sales
Chocolatisimo	powdered chocolate	25.00
Choco au Late	chocolate milk	20.00

Sales

Sales territory is principally this country and other foreign countries.

Has presence in the following Cities/States/Countries:

Countries

- Venezuela
- Bolivia
- Peru
- United States
- Brazil

Selling terms:

- Net 30 days (100%)
- Credit (40%)
- cash (60%)

Has approximately 8000 client(s).

Sells to wholesalers.

Sells to retailers.

Major Customers

Sells principally to:

Name	%	Location	D-U-N-S
Atacado al Mayor	20	Santiago, SANTIAGO, Chile	

Purchases

Purchases from 10 suppliers.

Purchases from national suppliers 75%. Imports 25%.

Imports principally from:

- United States, 55%
- Switzerland, 35%
- Denmark, 10%

National purchase terms:

- On credit 30 days
- Credit

International purchase terms:

- On credit 60 days

Employees

Employs 550.

- 10 office workers
- 410 blue collar workers
- 130 salespersons

Employees at present location: 200.

Insurance

The subject has insurance with:

Name:	Aseguradora Chilena
Location:	Santiago, SANTIAGO, Chile
Maturity Date:	Dec 25, 2013
Coverage Includes:	Chilean Peso 5,000 for fire Chilean Peso 7,000 for liability Chilean Peso 10,000 for fixed assets Chilean Peso 2,000 for commercial loss

LOCATION

Branches

The subject maintains 2 branches.

Including:

Location:	1234 Main Street, Santiago, SANTIAGO, Chile
Telephone:	(+56) 2 236978
Details:	Maintains a factory. There are 880 employees at this location.

Location:	346 Second Street, Santiago, SANTIAGO, Chile
Telephone:	(+56) 2 336964
Details:	Maintains a warehouse. There are 50 employees at this location.

Postal Address

P.O. Box No. 3122, Santiago,
Santiago, SANTIAGO,
Chile.

Facilities

At this address the subject company maintains location containing all activities.

Building Type: adapted for the company's purposes.

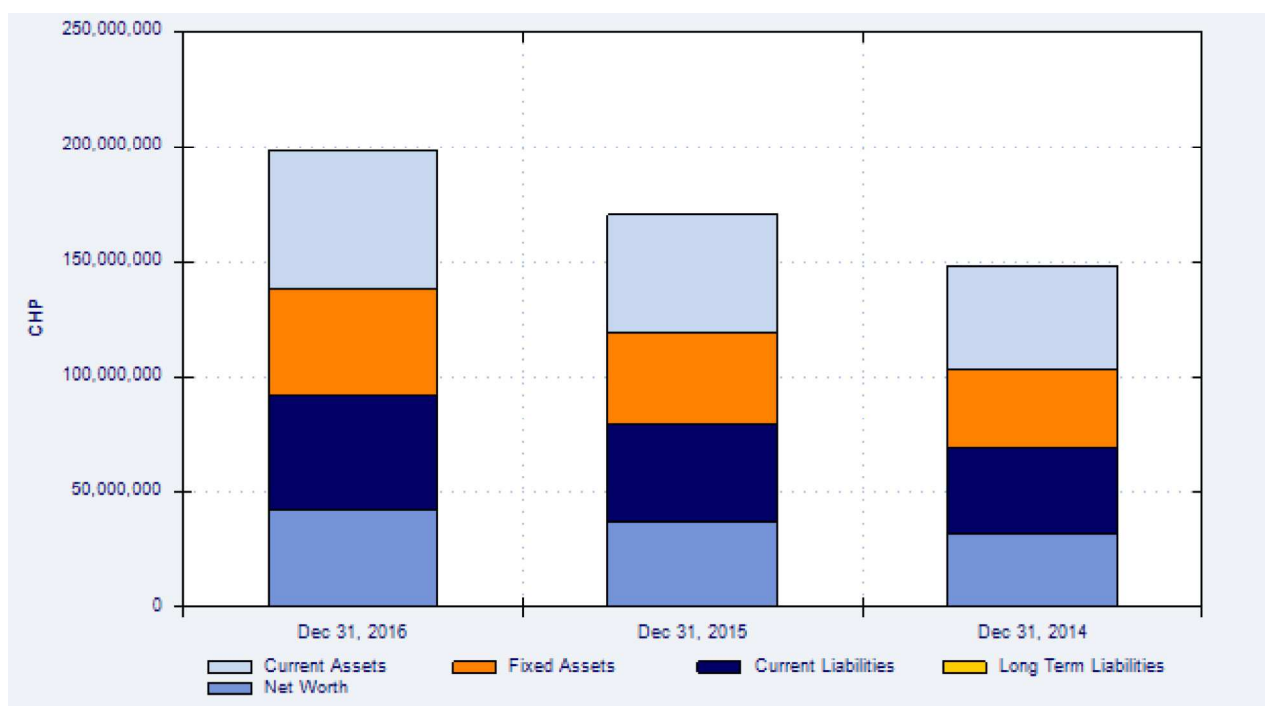
Located in industrial zone and commercial zone.

FINANCIAL INFORMATION

Comparatives

Particulars	Fiscal Individual Dec 31, 2014 single units CHP	Fiscal Individual Dec 31, 2015 single units CHP	Fiscal Individual Dec 31, 2016 single units CHP
Current Assets	44,919,827	51,657,801	59,923,049
Inventory	12,975,715	14,922,072	17,309,604
Current Liabilities	37,243,348	42,829,850	49,682,626
Working Capital	7,676,479	8,827,951	10,240,423
Fixed Assets	34,620,671	39,813,772	46,183,975
Total Assets	82,294,344	94,638,496	109,780,655
Long Term Liabilities	13,259,489	15,248,413	17,688,158
Net Worth or Total Equity	31,791,507	36,560,233	42,409,870
Net Sales	120,609,745,713	138,701,207,569	160,893,400,780
Net Income	11,012,847,402	12,664,774,512	14,691,678,705
Profit Margin : Net Income / Sales	9.131%	9.131%	9.131%

Historical Performance: Balance Sheet



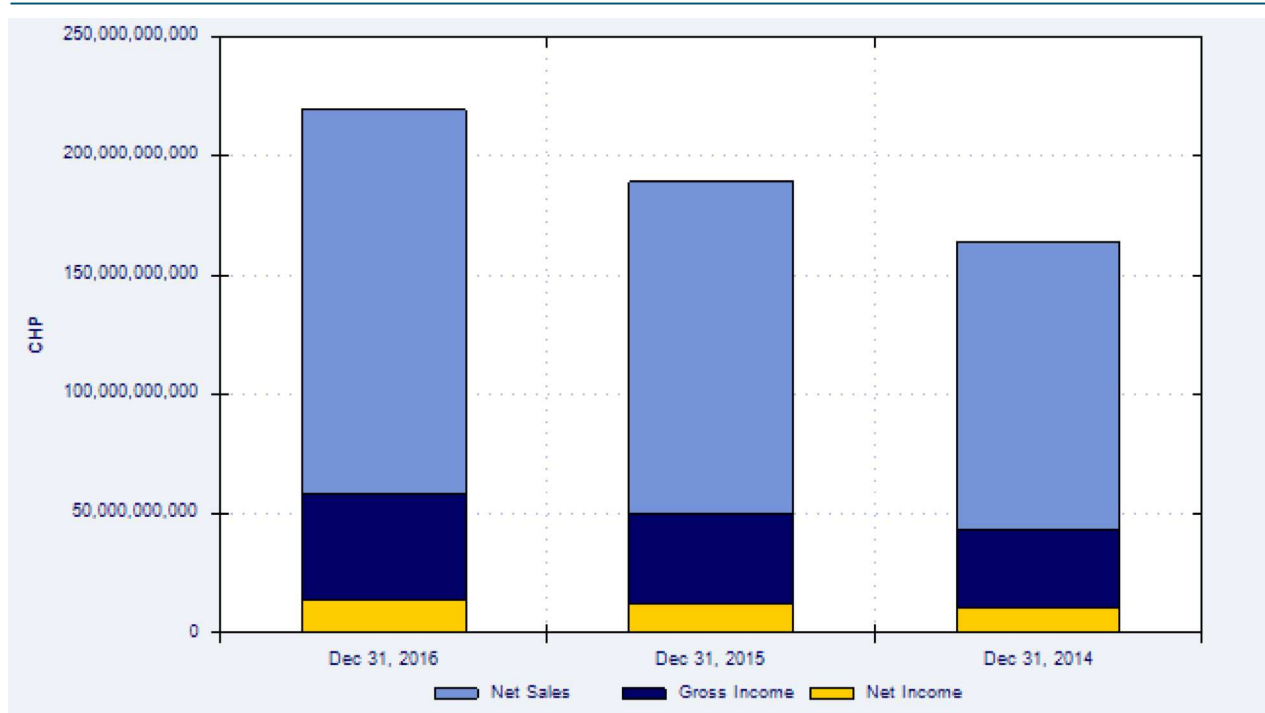
Balance Sheet

Balance Sheet Information	Fiscal Individual Dec 31, 2014 single units CHP	Fiscal Individual Dec 31, 2015 single units CHP	Fiscal Individual Dec 31, 2016 single units CHP
Externally reviewed by			
Level of Audit	Audited	Audited	Audited
Audited by	Delani Auditores Asociados	Delani Auditores Asociados	Delani Auditores Asociados
Obtained from			
Balance Sheet Information			Individual Dec 31, 2016 In millions CHP
Externally reviewed by			
Level of Audit			Not Audited
Audited by			Roberto Roberto CPA
Obtained from			The Daily Journal
Assets	Fiscal Individual Dec 31, 2014 single units CHP	Fiscal Individual Dec 31, 2015 single units CHP	Fiscal Individual Dec 31, 2016 single units CHP
Cash and Banks	9,341,942	10,743,233	12,462,151
- Liquid Assets Fund	50,000	57,500	66,700
- Banks	8,341,942	9,593,233	11,128,151

- Cash	900,000	1,035,000	1,200,600
- Savings Accounts	50,000	57,500	66,700
Negotiable Values	30,485	35,058	40,667
- Temporary	30,485	35,058	40,667
Accounts Receivable	21,992,402	25,291,262	29,337,864
- Others	1,693,682	1,947,734	2,259,372
- Account Receivable from Clients	10,711,199	12,317,879	14,288,740
- Foreign Clients	9,699,217	11,154,100	12,938,756
- Accounts receivable before Prov.	22,104,098	25,419,713	29,486,867
- Provision for Irrecoverable	111,696	128,450	149,003
Inventory	12,975,715	14,922,072	17,309,604
- Imported Goods in Transit	597,105	686,671	796,538
- Raw Materials	2,528,484	2,907,757	3,372,998
- Finished Goods	6,035,062	6,940,321	8,050,773
- Products in Process	4,309,030	4,955,385	5,748,246
- Prov. for Inv Depreciation	-493,966	-568,061	-658,951
Prepaid	579,283	666,176	772,764
- Prepaid Expenses & Others	579,283	666,176	772,764
CURRENT ASSETS	44,919,827	51,657,801	59,923,049
Fixed Assets	34,620,671	39,813,772	46,183,975
- Real Estate, Plant and Equipment	30,753,531	35,366,561	41,025,210
- Installation Expenses	-556,975	-640,521	-743,005
- Work in Progress	15,621,879	17,965,161	20,839,587
- Fixed Assets before Adjustment	45,818,435	52,691,200	61,121,792
- Accrued Depreciation	11,197,764	12,877,429	14,937,817
Investments	131,718	151,476	175,712
Other L/T Assets	2,583,580	2,971,117	3,446,496
- Deferred Assets	1,481,150	1,703,323	1,975,854
- Assets Revaluation	1,102,430	1,267,795	1,470,642
Intangibles	38,548	44,330	51,423
- Patents	38,548	44,330	51,423
TOTAL LONG TERM ASSETS	37,374,517	42,980,695	49,857,606
TOTAL ASSETS	82,294,344	94,638,496	109,780,655
Liabilities	Fiscal Individual Dec 31, 2014 single units CHP	Fiscal Individual Dec 31, 2015 single units CHP	Fiscal Individual Dec 31, 2016 single units CHP
Accounts Payable	16,396,133	18,855,553	21,872,441
- Domestic Suppliers	13,398,416	15,408,178	17,873,487
- Documents & Notes Pay.	2,997,717	3,447,375	3,998,955
Financial Obligations	18,980,013	21,827,015	25,319,337
- Financial	18,980,013	21,827,015	25,319,337
Accrued Taxes	131,439	151,155	175,340
- Taxes Payable	131,439	151,155	175,340
Social Obligations	308,186	354,414	411,120
Other Liabilities	1,427,577	1,641,714	1,904,388
- Others	1,427,577	1,641,714	1,904,388
CURRENT LIABILITIES	37,243,348	42,829,850	49,682,626
Accounts Payable	12,682,178	14,584,505	16,918,026
- Documents & Notes Pay.	1,313,261	1,510,250	1,751,890
- Liabilities Long Term	11,368,917	13,074,255	15,166,135
Other Liabilities L/T	14,581	16,768	19,451
- Others	14,581	16,768	19,451
Financial Obligations L/T	562,730	647,140	750,682
- Financial	562,730	647,140	750,682
LONG TERM LIABILITIES	13,259,489	15,248,413	17,688,158
TOTAL LIABILITIES	50,502,837	58,078,263	67,370,785
Capital	252,942	290,883	337,425
- Capital	252,942	290,883	337,425
Reserves	6,571,695	7,557,449	8,766,641
- Legal	6,571,695	7,557,449	8,766,641
Other Capital	24,966,870	28,711,900	33,305,805
- Update of Equity	7,110,023	8,176,526	9,484,771

- Accrued Profit (Loss)	17,856,847	20,535,374	23,821,034
Retained Earnings			
NET WORTH	31,791,507	36,560,233	42,409,870
TOTAL LIABILITIES AND CAPITAL	82,294,344	94,638,496	109,780,655

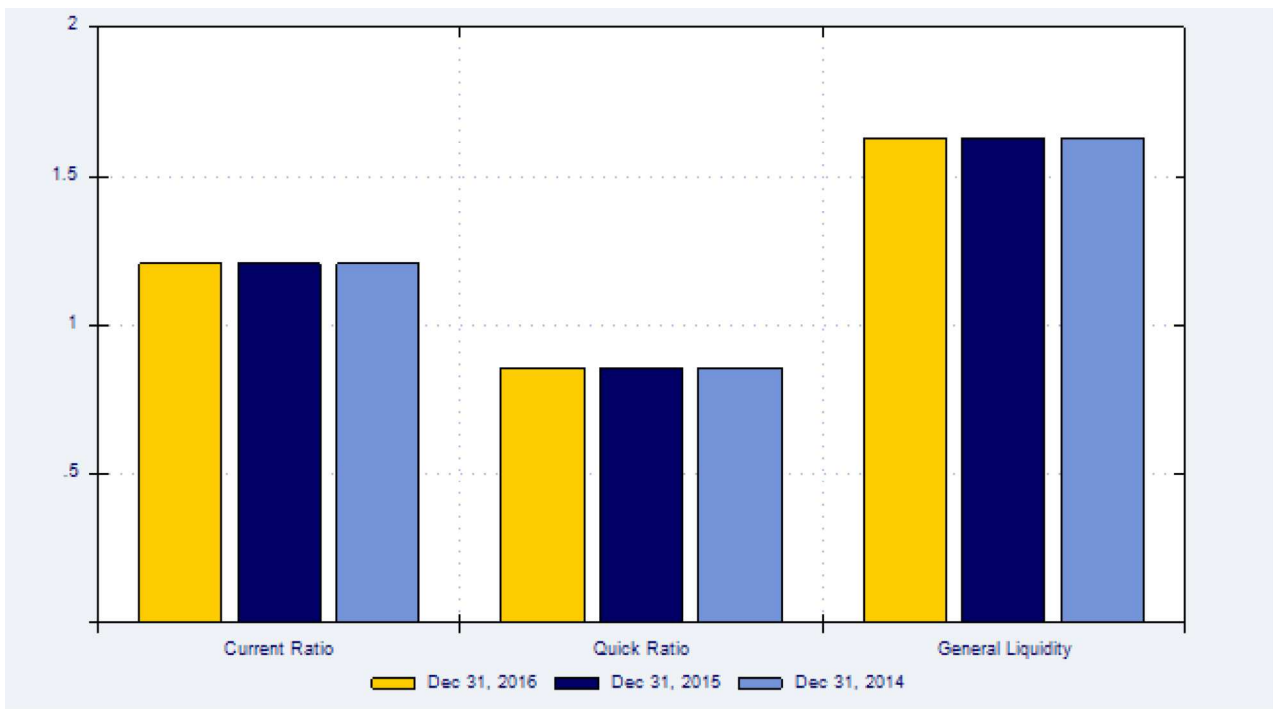
Historical Performance: Profit & Loss



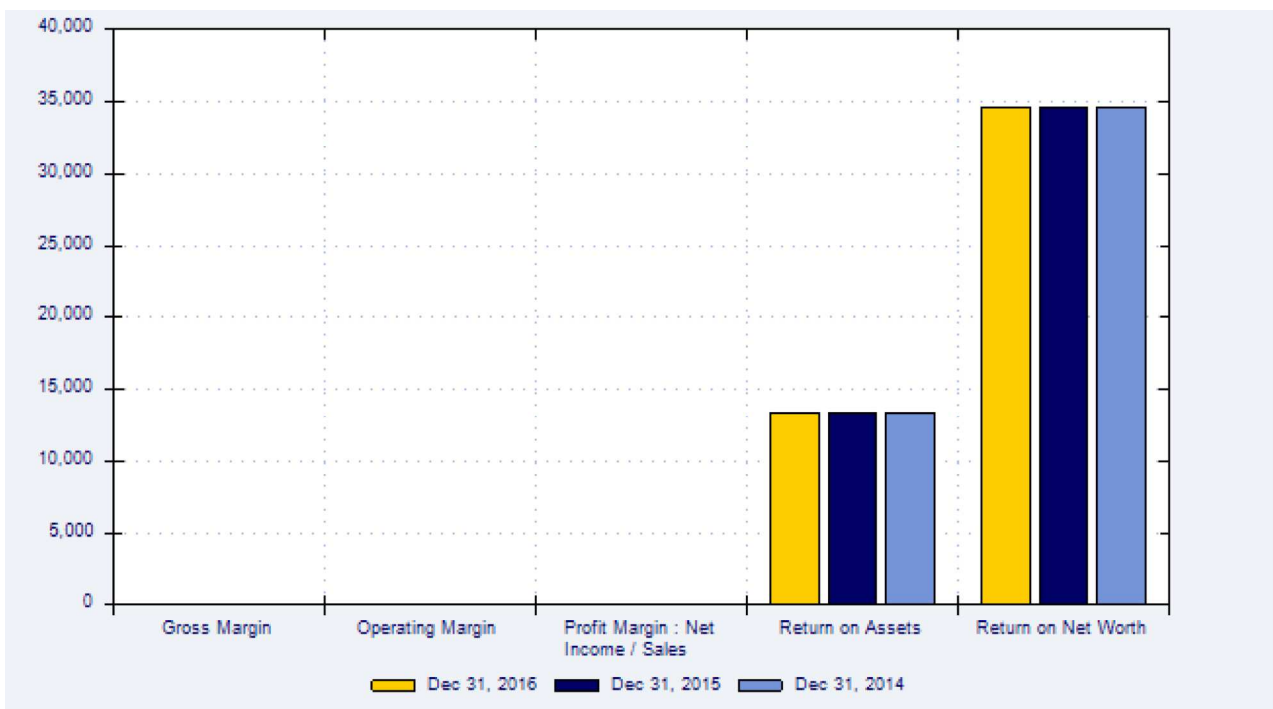
Profit & Loss

Particulars	Fiscal Individual From Jan 01, 2014 To Dec 31, 2014 single units CHP	Fiscal Individual From Jan 01, 2015 To Dec 31, 2015 single units CHP	Fiscal Individual From Jan 01, 2016 To Dec 31, 2016 single units CHP
Execution of Penalties	120,609,745,713	138,701,207,569	160,893,400,780
- Sales	120,609,745,713	138,701,207,569	160,893,400,780
Net Sales	120,609,745,713	138,701,207,569	160,893,400,780
Cost of Goods Sold	87,580,167,243	100,717,192,329	116,831,943,101
Gross Income	33,029,578,470	37,984,015,240	44,061,457,679
Net Operating Income / Loss	14,684,299,495	3,094,623	
Profit before Tax	14,683,796,536	16,886,366,016	19,588,904,939
Taxes	3,670,949,134	4,221,591,504	4,897,226,235
- Taxes	3,670,949,134	4,221,591,504	4,897,226,235
NET INCOME	11,012,847,402	12,664,774,512	14,691,678,705
Particulars	Individual From Jan 01, 2016 To Dec 31, 2016 In millions CHP		
Total Income	8,635		
Total Expenses	7,482		
BUSINESS PROFITS	1,153		

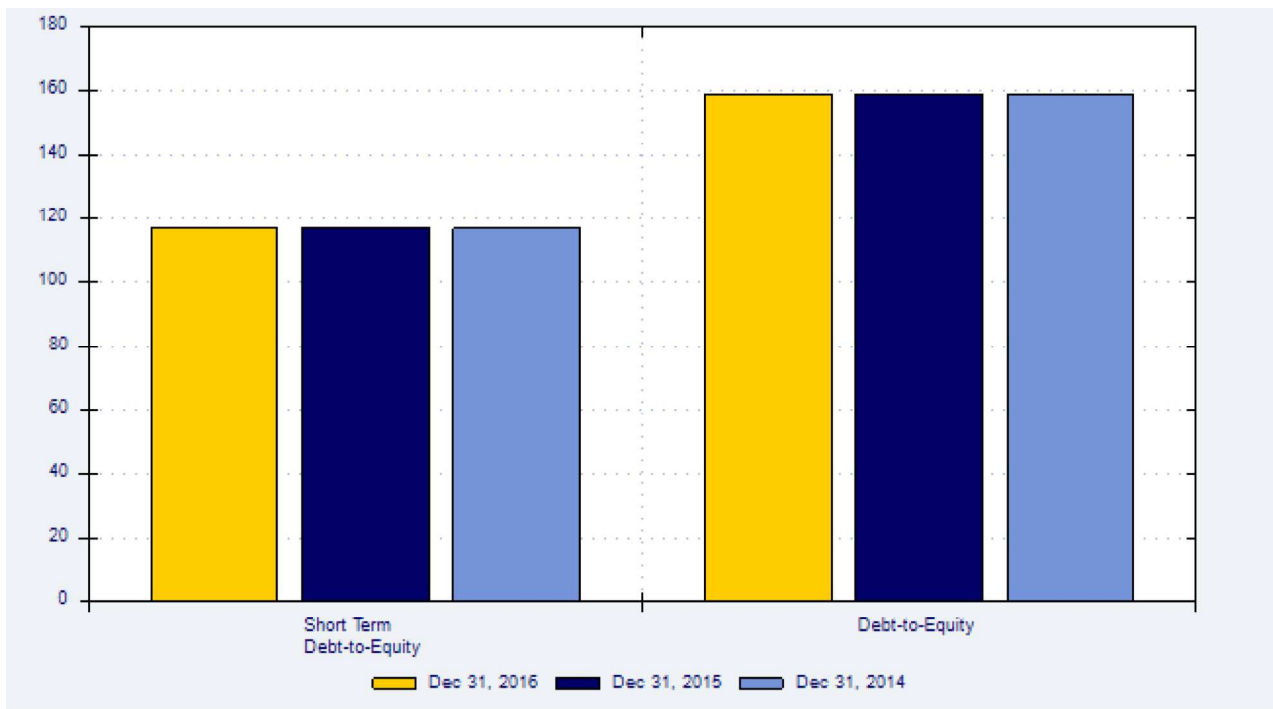
Liquidity Ratios



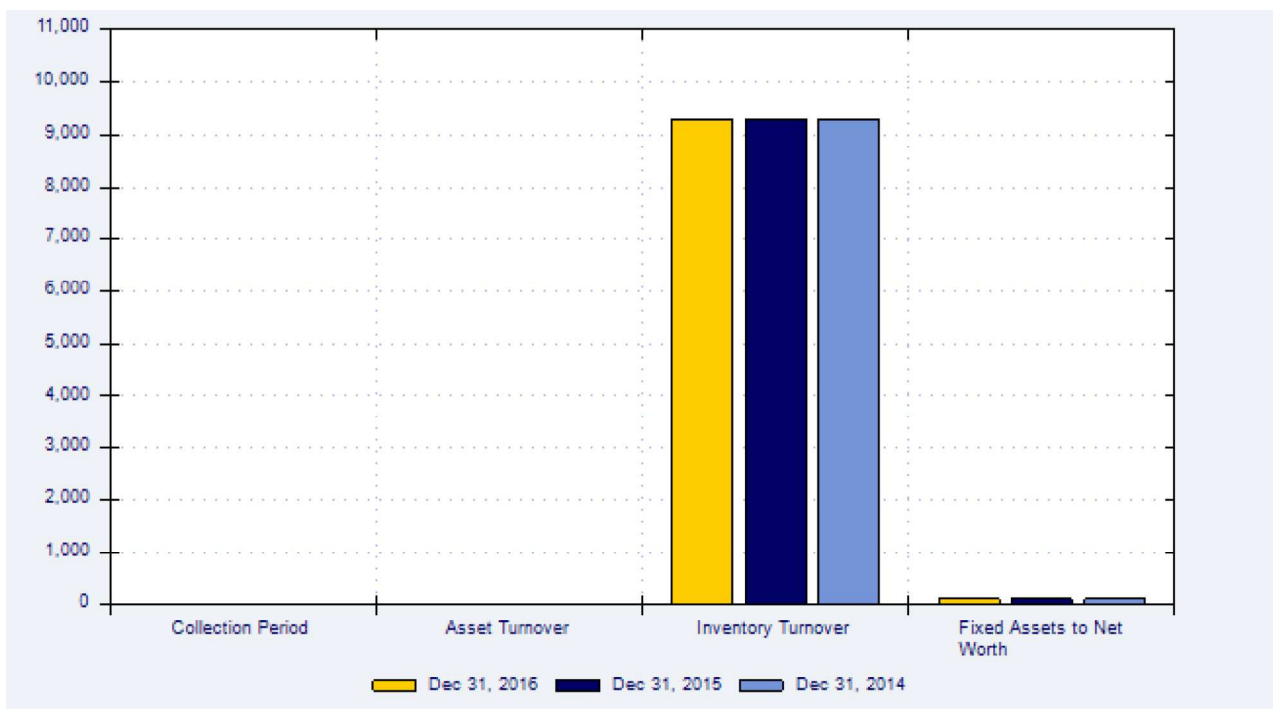
Profitability Ratios



Debt Ratios



Efficiency Ratios



Ratios

Particulars	Dec 31, 2014	Dec 31, 2015	Dec 31, 2016
LIQUIDITY RATIOS			
Current Ratio	1.21 times	1.21 times	1.21 times
Quick Ratio	0.86 times	0.86 times	0.86 times
General Liquidity	1.63 times	1.63 times	1.63 times
INDEBTEDNESS RATIO			
Short Term Debt-to-Equity	117.15 %	117.15 %	117.15 %
Debt-to-Equity	158.86 %	158.86 %	158.86 %
EFFICIENCY RATIOS			
Collection Period	0.07 days	0.07 days	0.07 days
Asset Turnover	0.00 times	0.00 times	0.00 times

Inventory Turnover	9,295.04 times	9,295.04 times	9,295.04 times
Fixed Assets to Net Worth	1.09 %	1.09 %	1.09 %
PROFITABILITY RATIOS			
Gross Margin	27.39%	27.39%	27.39%
Operating Margin	12.18%	0.00%	
Profit Margin	9.13%	9.13%	9.13%
Return on Assets	13,382.27%	13,382.27%	13,382.76%
Return on Net Worth	34,640.85%	34,640.85%	34,642.12%

CONCLUSION

The overall financial condition of the subject company is considered Fair.

Current ratio is high.

Debt-Equity ratio is medium.

Profit Margin is medium.

Current Assets are concentrated in accounts receivable and inventory.

Annual Sales from Jan 01, 2016 to Dec 31, 2016 was CHP 160,893,400,780.

Comparison of figures corresponding to the last 3 periods reflect a Upward trend.

Net Worth of this business, as of Dec 31, 2016 was CHP 42,409,870.

APPENDICES

Customer Service

Should you require any further information or have any questions, please contact your local Customer Service Center. Latin American and Caribbean subscribers please contact:

D&B Latin America Business Information Center

1560 Sawgrass Corporate Parkway, Suite 120

Sunrise, FL, USA 33323

Tel: +1 (954) 837-1506

Fax: +1 (954) 837-1548

Email: cscoff800@dnb.com

Website: www.dnbla.com

Inquiries should always contain the below minimum details:

- Full Company Name
- Full Headquarters Address
- Telephone Number
- Business Identification Number
- Contact Name
- Reference
- Order Date

Exchange Rate

Local currency equivalent of 1 USD for the last 6 years are as follows:

As on date	Value
Dec 31, 2016	669.1000 CLP
Dec 31, 2015	708.9393 CLP
Dec 31, 2014	605.8858 CLP
Dec 31, 2013	525.5645 CLP
Dec 31, 2012	478.8660 CLP

D&B Rating Glossary

The following ratings are available for businesses in Chile:

D&B Rating

The D&B® Rating in Chile consists of 2 parts, the Financial Strength Indicator and the Risk Indicator. The Financial Strength Indicator is based on Net Worth of a current fiscal balance sheet. Risk Indicator is used in conjunction with the Financial Strength Indicator. The Risk Indicator reflects D&B's opinion of the risk associated with trading with a specific business, notably the likelihood of business continuance or failure over the next 12 months. The table below contains the values for the D&B Rating in Chile.

Financial Strength Indicator

Net Worth	Range USD		Risk Indicator			
	From	To	Strong	Good	Fair	Poor
5A	50,000,000	And above	1	2	3	4
4A	10,000,000	49,999,999	1	2	3	4
3A	1,500,000	9,999,999	1	2	3	4
2A	750,000	1,499,999	1	2	3	4
1A	375,000	749,999	1	2	3	4
A	188,000	374,999	1	2	3	4
B	94,000	187,999		2	3	4
C	47,000	93,999		2	3	4
D	24,000	46,999		2	3	4
E	12,000	23,999		2	3	4
F	6,000	11,999		2	3	4
G	Up to	5,999		2	3	4

Risk Indicator	Condition	Credit Risk	Interpretation
1	Strong	Minimum Risk	Proceed with transaction - offer extended terms if required
2	Good	Low Risk	Proceed with transaction
3	Fair	Slightly greater than average risk	Proceed with transaction but monitor closely
4	Unbalanced	Significant level of risk	Review each case before extending credit and obtain more information. Take suitable assurances before extending credit, guarantees may be needed
S	Service Companies	Due to the nature of the business, a risk level was not assigned	Due to nature of Business no condition is assigned
-	Undetermined	Undetermined Risk	Insufficient information to assign a Rating

An 'S' Risk Indicator is only assigned in conjunction with a Financial Strength Indicator (e.g. 5A S, 4A S, F S, O S)

Alternate Ratings Used	
NQ	Subject ceased operations
NB	Usually less than 2 years and 6 months
O	Accounts unavailable or older than 18 months
N	Balance sheet shows negative net worth
FB	Subject is the branch of a company located in another country
BR	Subject is a branch location
-	A situation exists which is not ratable

Confidentiality

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