



## PACIFIC INC

Date of Inquiry : SAMPLE  
Reference No. : SAMPLE  
Report Type : Freshly Investigated

### Company Details

Organization Name : PACIFIC INC  
Trading Name : PWM  
Pacific WINE MERCHANTS  
Name in Local Language : N/A  
Address : 123 Pacific Road, Pacific, Pacific 1523  
Country : Pacific  
Phone (S) : [+63] 12345615  
[+63] 12345678  
Facsimile : [+63] 12345615  
[+63] 12345678  
Email : [pacific@pacific.com](mailto:pacific@pacific.com).  
[Pacific4@pacific.com](mailto:Pacific4@pacific.com)  
Website : <http://www.pwm.com>.  
Primary Business Activity : Importer  
Key Industry : Beverages

### Key Facts

Registered Legal Address : 123 Pacific Road, Pacific, Pacific 1523  
Operational Address : 123 Pacific Road, Pacific, Pacific 1523  
Name History : N/A  
License Number : 0000122357  
Date of Registration : 12 Mar, 1982



Issuing Authority : SECURITIES & EXCHANGE COMMISSION (SEC)  
Legal Form - Category : Private Company with Limited Liability  
Legal Form : Incorporated  
Legal Form - Abbreviation : INC  
Operational Status of Business : Normal  
Employees : 255  
Capital : US\$ 133,869



CREDIT INFORMATION/ RATING / RISK ANALYSIS			
Credit Rating	:	A	
Credit Scoring	:	73	
Credit Opinion	:	Good Credit Quality: Credit can proceed on a favorable basis but in strict adherence to financig terms.	
Proposed Credit Limit	:	USD \$650,000	
Revision of Credit Limit	:	Annual	
Risk Index	:	Low	
CREDIT RATING AND RISK ASSESSMENT GUIDELINES:			
A - CREDIT RATING			
Rating / Points	DESCRIPTION	SUGGESTED CREDIT LIMIT	REVIEW OF CREDIT LIMT
AA (81-100)	High Credit Qulaity: Credit can proceed with favorable & flexible financing terms.	Large amounts	Annual
A (61-80)	Good Credit Quality: Credit can proceed on a favorable basis but in strict adherence to financig terms.	Medium sized amounts	Annual
BB (41-60)	Average Credit Quality: Credit can proceed ONLY on strict financing terms.	Moderate amount	Periodic /quarterly
C (21-40)	Fair Credit Quality: Credit can proceed but with recommended with partial collateral.	Small amounts	Periodic /quarterly
NB (01-20)	New Business / Insufficient Data: Subject may be under 12 months old. Monitoring future progress is advised.	Credit based on collateral	n/a
NR (00-00)	No Rating: Insufficient data on the company to enable a more accurate assessment. Caution is advised.	n/a	n/a
B - RISK ASSESSMENT			
CREDIT POINTS	RISK INDEX	INTERPRETATION	



0 to 45	High	Risk of dealing is relatively of High Level
46 to 69	Medium	Risk of dealing is relatively of Moderate Level
70 to 100	Low	Risk of dealing is relatively of Low Level

## Report Details

Country	: Pacific
Business Entity Name	: PACIFIC INC
Primary Business Activity	: Importer
Primary Industry	: Beverages
<b>Office Contact Details</b>	
Operating Address	: 123 Pacific Road, Pacific, Pacific 1523
Tel	: [+63] 2-8322523
	: [+63] 2-8537424
	: [+63] 2-8514466
	: [+63] 2-5139676
Fax	: [+63] 2-8322624
	: [+63] 2-5139433
Email	: <a href="mailto:pacific@pacific.com">pacific@pacific.com</a> <a href="mailto:Pacific4@pacific.com">Pacific4@pacific.com</a>
<b>Website Details</b>	
Website	: <a href="http://www.pacific.com">http://www.pacific.com</a>
Status	: Normal - operational
Country of Registration	: Pacific
Ownership Type	: Registered ownership by Subject Business Entity
<b>Tax / VAT Details</b>	
Tax Issuing Authority	: BUREAU OF INTERNAL REVENUE (BIR)
Local Name Used	: Taxpayer Identification Number
Acronym	: TIN
TIN Number	: 000-123-123-000
<b>Key Person</b>	
Legal Title	: Chairman
Name	: Mr. Simon Lim Simon.
Registered Address	: 123 Pacific Road, Pacific, Pacific 1523



Nationality	: Filipino
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**Primary Products**

Products / Materials / Services Description	Activity
Alcoholic beverages	Importing, Trading
Beverages	Importing, Trading
Cigarettes	Importing, Trading
Liquors	Importing, Trading
Liquors, alcoholic	Importing, Trading

**SIC PRODUCT CLASSIFICATION & ACTIVITY**

Product/Service Description	Code	Activity
Cigarettes	2111	Importing, Trading
Wine/Distilled Alcohol Bev	5182	Importing, Trading
Wines, brandy, and brandy spirits	2084	Importing, Trading

**HARMONIZED PRODUCT CLASSIFICATION & ACTIVITY**

Product/Service Description	Code	Activity
Beverages, spirits & vinegar	2200	Importing, Trading
Cigars, cigarettes etc., of tobacco or substitutes	2402	Importing, Trading
Other spirituous beverages	2208909000	Importing, Trading
Wine of fresh grapes; grape must	2204	Importing, Trading

**DETAILED PRODUCT CLASSIFICATION & ACTIVITY**

Products / Materials / Services Description	Ranking	Activity
Liquors, beverages	Primary	Importing, Trading
Spirituous beverages	Primary	Importing, Trading
Wines	Primary	Importing, Trading

**CORE BUSINESS DESCRIPTION**

**Core Business**

The primary business focus of PACIFIC INC is Importing - General merchandise.

Key products include :

- Alcoholic beverages



- Beverages
- Cigarettes
- Liquors
- Liquors, alcoholic
- Liquors, beverages
- Spirituous beverages
- Wines

An integral part of the core business includes:

- Distribution

#### Supplementary Business

In addition to the core business, PACIFIC INC also is engaged in the following areas of business:

1. Trading
  - Trading - General products

#### DOMESTIC SALES & PURCHASES

Annual Sales Analysis	Percentage
Domestic Sales	100%
International Sales (Export)	0%

Annual Purchases Analysis	Percentage
Local Purchases	40%
Imports	60%

#### COMPANY MANAGEMENT

##### Management Listings

	Name	Nationality	Job Description	Dept. / Division
1	Mr. Simon Lim Simon	Filipino	Company Secretary	-
2	Mr. Simon Lim Simon	Filipino	Treasurer	-

##### Management Details - 1

Personal Unique Identifier : MI02249300  
Name : Mr. Raymond Lim Joseph



AKA	: Raymond Joseph	
Identification Number(s)		
Tax No	: 112-155-037	
Registered address	: 123 Pacific Road, Pacific, Pacific 1523	
Country of Residence	: Pacific	
Other Positions		
Country	Company name	Position
Pacific	BEST DRNKS INC	Director

<b>Management Details - 2</b>		
Personal Unique Identifier	: MI00812234	
Name	: Mr. Simon Lim Simon	
Registered address	: 123 Pacific Road, Pacific, Pacific 1523	
Country of Residence	: Pacific	

**FINANCIALS - SUMMARY** (Currency: USD - US Dollar)

Year	Turnover	Assets	Net Income
2000 Annual	646,619	661,198	170
2001 Annual	1,107,597	813,902	-2,731
2003 Annual	1,226,206	929,278	-214,069
2004 Annual	1,748,526	1,296,350	-397,402
2005 Annual	3,022,592	2,574,127	5,064
2007 Annual	6,572,644	4,308,457	6,400
2008 Annual	7,280,607	5,054,654	51,862
2009 Annual	8,978,023	6,940,990	230,616
2010 Annual	7,185,953	7,226,235	143,269
2011 Annual	5,174,607	4,989,166	173,590
2012 Annual	7,059,414	5,682,095	159,344

**CAPITAL** (Currency: PHP - Philippine Peso)

Authorized Capital	:	7,000,000.00
Paid-up Capital	:	5,250,000.00

Date	Authorized Capital - History
12 Mar, 1982	1,000,000
1997	2,000,000



24 Nov, 2015	7,000,000
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Date	Paid-up Capital - History
12 Mar, 1982	62,500
1997	250,000
24 Nov, 2015	5,250,000

## FINANCIAL STATEMENT - DETAILED

### Balance Sheet

Currency : PHP  
Denomination : 1  
Financial Year Ending : December

Financial Highlights	2013 Annual	2014 Annual	2015 Annual
<b>ASSETS</b>			
Current Assets(*)	277,170,611.00	316,378,397.00	318,761,621.00
Non Current Assets(*)	14,822,359.00	22,657,654.00	29,489,143.00
Total Assets(*)	291,992,970.00	339,036,051.00	348,250,764.00
<b>LIABILITIES AND STOCKHOLDER'S EQUITY</b>			
Current Liabilities(*)	283,981,915.00	172,273,197.00	199,974,291.00
Total Liabilities(*)	283,981,915.00	323,434,336.00	316,865,283.00
Shareholders Funds(*)	8,011,055.00	15,601,715.00	31,385,481.00
Non Current Liabilities(*)	0.00	151,161,139.00	116,890,992.00

#### Assets

##### Current Assets

Cash and cash equivalents	7,913,444.00	7,704,321.00	4,377,424.00
Accounts receivable	111,952,203.00	115,345,031.00	61,010,303.00
Allowance of doubtful account	2,239,044.00	(2,678,900.00)	(2,678,900.00)
Inventories	149,390,603.00	190,831,195.00	250,124,468.00
Other current assets	5,675,317.00	5,176,750.00	5,928,326.00
Total Current Assets	277,170,611.00	316,378,397.00	318,761,621.00

##### Non-current Assets

Property and equipment	14,822,359.00	16,112,320.00	18,825,422.00
Other non-current assets	-	6,545,334.00	10,663,721.00
Total Non-current Assets	14,822,359.00	22,657,654.00	29,489,143.00
Total Assets	291,992,970.00	339,036,051.00	348,250,764.00

#### Liabilities and Equity

##### Current Liabilities

Accounts payable - trade	226,795,892.00	167,215,147.00	194,396,748.00
Accrued expenses and other current liabilities	33,690,329.00	371,290.00	674,221.00
i. Loans payable	20,500,000.00	-	-
Income tax payable	2,995,694.00	4,686,760.00	4,903,322.00
Total Current Liabilities	283,981,915.00	172,273,197.00	199,974,291.00

##### Non-current Liabilities

ii. Loans payable	-	100,000,000.00	100,000,000.00
Advances from stockholders	-	47,561,139.00	12,490,992.00
Accrued retirement benefits	-	3,600,000.00	4,400,000.00
Total Non-Current Liabilities	-	151,161,139.00	116,890,992.00
Total Liabilities	283,981,915.00	323,434,336.00	316,865,283.00
Stockholders' Equity	8,011,055.00	15,601,715.00	31,385,481.00
Total Liabilities & Stockholders' Equity	291,992,970.00	339,036,051.00	348,250,764.00





**Note: (\*)**

Financial Highlights

**Income Statement**

Currency : PHP  
Denomination : 1  
Financial Year Ending : December

Financial Highlights	2013 Annual	2014 Annual	2015 Annual
Turnover(*)	397,834,384.00	514,174,642.00	602,478,169.00
Profit (Loss) Before Tax(*)	9,985,647.00	13,822,532.00	18,590,232.00
Profit After Tax attributable to Shareholders(*)	7,513,596.00	7,590,660.00	10,783,765.00

**Revenues**

Gross Sales	376,837,310.00	479,783,332.00	563,808,922.00
Exempt Sales	20,997,074.00	34,391,310.00	38,669,246.00
Total Revenues	397,834,384.00	514,174,642.00	602,478,169.00
Cost of Sales	328,445,803.00	423,418,114.00	487,436,247.00
Gross Profit	69,388,581.00	90,756,528.00	115,042,922.00

**Administrative Expenses**

Direct salaries and other benefits	13,735,901.00	16,499,535.00	21,831,959.00
Management and professional fees	1,467,661.00	1,467,661.00	1,316,237.00
Other administrative expenses	43,828,989.00	58,667,948.00	72,963,730.00
Taxes and licenses	370,383.00	298,853.00	340,764.00
Total administrative expenses	59,402,934.00	76,933,996.00	96,452,690.00
Income before tax	9,985,647.00	13,822,532.00	18,590,232.00
Add: Interest income from savings deposits	574,893.00	142,680.00	142,680.00
Less: Interest expenses on loans	51,250.00	(1,687,792.00)	(3,045,824.00)
Net income before tax	-	12,277,420.00	15,687,088.00
Less: Provision for income tax	-	4,686,760.00	4,903,322.00
Net income (loss)	7,513,596.00	7,590,660.00	10,783,765.00

**Note: (\*)**

Financial Highlights

**Financial Ratios**

Financial Highlights	2013 Annual	2014 Annual	2015 Annual
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**Growth %**

Year-on-Year Growth	37.02	29.24	17.17
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**Profitability**

Profit Margin (%)	1.89	1.48	1.79
Return on Equity (%)	93.79	48.65	34.36
Return on Assets (%)	2.57	2.24	3.10

**Leverage**

Total Debt Equity (Times)	35.45	20.73	10.10
Current Debt Equity (Times)	35.45	11.04	6.37
Long Term Debt to Equity	-	9.69	3.72
Total Asset To Total Equity	36.45	21.73	11.10

**Asset Management**

Total Assets Turnover (Times)	1.36	1.52	1.73
Fixed Assets Turnover (Times)	26.84	22.69	20.43

**Liquidity**

Current Ratio	0.98	1.84	1.59
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**OTHER LICENSES**

**Issuing Authority : DEPT. OF TRADE & INDUSTRY (DTI)**

License Number : 00531601

Date of Issuance : 9 Sep, 2008

**REPUTATION**

Reference checking for the purpose of establishing PACIFIC INC's reputation within the respective industry failed to reveal any adverse information.

**NEGA-SCAN - ADVERSE DATA MONITORING**

**DISHONORED CHECKS**

**No Record Found**

**DEBT**

**No Record Found**

**CIVIL LITIGATION**

**2 Records Found**

**Civil Litigation ( 1 )**

Position	: Defendant		
Other Parties Involved	Position	Country	Party's Name
	Plaintiff	Pacific	Ms. Simon Alonzo Simons
Case Issue	: A petition to the Court claiming a sum of money (filed under case no. 567-01, Sala 048).		
Court	: Metropolitan Trial Court, Pacific		
Date Commenced	: 28 Jun, 2001		
Status	: Not stated		

**Civil Litigation ( 2 )**

Position	: Defendant		
Other Parties Involved	Position	Country	Party's Name
	Plaintiff	Pacific	LACSON & LACSON INSURANCE BROKERS INC
Case Issue	: A petition to the Court claiming a sum of money (filed under case no. 62651, Sala 067).		
Court	: Metropolitan Trial Court, Pacific		
Date Commenced	: 9 Oct, 1998		
Status	: Not stated		

**PERFORMANCE DEFAULTS**

**No Record Found**



**ADVERSE LOCAL MEDIA COVERAGE / ADVERSE FILING HISTORY**

**No Record Found**

**PAYMENT TERMS**

**Selling**

Type	Terms
Local	Cash on delivery (COD) Credit - Unsecured 30~60 days

**Purchasing**

Type	Terms
Import	Letter of Credit (At-sight) Telegraphic Transfer (T/T) - Executed at time of transaction
Local	Credit - Unsecured 30~60 days Cash on delivery (COD)

**BANK DETAILS**

**Bank Name : RIZAL COMMERCIAL BANKING CORP**

Global Identifier : 31103063

Branch : RIZAL COMMERCIAL BANKING CORP - MAKATI, BUENDIA TO EDSA

Branch Address : 123 Pacific Road, Pacific, Pacific 1523

SWIFT Code : RCBCPHMM

**Bank Name : SECURITY BANK CORP**

Global Identifier : 31107398

Branch : SIMON-PASEO DE SIMON

Branch Address : 123 Pacific Road, Pacific, Pacific 1523

SWIFT Code : SETCPHMM

**RELATED PARTIES (Subsidiaries , Joint-ventures & Affiliates)**

The following provides a summary of the number of businesses that are related to PACIFIC INC:

TYPE	DOMESTIC
	TOTAL
Subsidiaries	-
Joint-Ventures	-
Minority shareholdings	-
Affiliates	3
Liaison / Representative Offices	-



**Domestic**

<b>Business Entity Name</b>	: <b>PACIFIC CLARK INC</b>
Global Identifier	: P0333974
Country	: Pacific
Relationship	: Affiliate
Operational Address	: 123 Pacific Road, Pacific, Pacific 1523
Primary Business Activity	: Trader
Industry	: Consumer Products

<b>Business Entity Name</b>	: <b>PACIFIC CONCEPTS INC</b>
Global Identifier	: P0033520
Country	: Pacific
Relationship	: Affiliate
Operational Address	: 123 Pacific Road, Pacific, Pacific 1523
Primary Business Activity	: Trader
Industry	: Beverages

<b>Business Entity Name</b>	: <b>PACIFIC SUBIC INC</b>
Global Identifier	: P0224004
Country	: Pacific
Relationship	: Affiliate
Operational Address	: 123 Pacific Road, Pacific, Pacific 1523
Primary Business Activity	: Trader
Industry	: Consumer Products

**SHAREHOLDERS**

Total number of shareholders	: 5
Total number of shares	: 55,000

**Currency : PHP - Philippine Peso**

No.	Shareholders	Country	Shares		
			Number	Amount (PHP)	%
1	Mr. Ralph Lim Joseph	Pacific	22,000	2,100,000.00	40.00
2	Mr. Robert Lim Joseph Jr.	Pacific	16,500	1,575,000.00	30.00
3	Mr. Raymond Lim Joseph	Pacific	5,500	525,000.00	10.00
4	Mr. Ronald Lim Joseph	Pacific	5,500	525,000.00	10.00
5	Ms. Ida Rosario M. Joseph	Pacific	5,500	525,000.00	10.00
<b>Total</b>			<b>55,000</b>	<b>5,250,000.00</b>	<b>100.00</b>



Today's Exchange rate :

**1.00 PHP = 0.019124 USD**  
Philippine Peso = United States Dollars

**COMPANY DIRECTORS**

1

Personal Unique Identifier : MI01109428

Name : Mr. Simon Lim Simon

AKA : Slmon Joseph

Identification Number(s)

Tax No : 112-154-963

Registered Address : 123 Pacific Road, Pacific, Pacific 1523

Country of Residence : Pacific

Country	University / College name	Qualification	Major
Pacific	ADAMSON UNIVERSITY	Bachelor's Degree	Management

Other Positions

Country	Company name	Position
Pacific	PACIFIC CLARK INC	President
Pacific	BEST DRINK INC	Treasurer

2

Personal Unique Identifier : MI02249300

Name : Mr. Simon Lim Simon

AKA : Simon Joseph

Identification Number(s)

Tax No : 112-155-037

Registered Address : 123 Pacific Road, Pacific, Pacific 1523

Country of Residence : Pacific

Other Positions

Country	Company name	Position
Pacific	BEST DRINK INC	Director

3

Personal Unique Identifier : MI03033179



Name : Mr. Simon Lim Simon

Identification Number(s)

Tax No : 113-394-264

Registered Address : 123 Pacific Road, Pacific, Pacific 1523

Country of Residence : Pacific

**Other Positions**

Country	Company name	Position
Pacific	BEST DRINK INC	Chairman
Pacific	PACIFIC CLARK INC	Chairman
Pacific	PACIFIC SUBIC INC	Chairman

4

Personal Unique Identifier : MI00812234

Name : Mr. Simon Lim Simon

Registered Address : 123 Pacific Road, Pacific, Pacific 1523

Country of Residence : Pacific

5

Personal Unique Identifier : MI00812233

Name : Mr. Simon Lim Simon

Identification Number(s)

Tax No : 191-898-924

Registered Address : 123 Pacific Road, Pacific, Pacific 1523

Country of Residence : Pacific

**IMPORT AGENCY LISTING**

Total number of Import Agencies represented by the SBE : 10

**Breakdown by country:**

Country	Total number of suppliers	Percentage
Italy	2	20.00%
Spain	2	20.00%
Australia	1	10.00%
Chile	1	10.00%
France	1	10.00%
Japan	1	10.00%



New Zealand	1	10.00%
Russia	1	10.00%

**Supplier** : BEST DRINK INC

Global Identifier : P1234567

Country of Origin : Italy

Product Description : Wines

Brand/s : #1 Viola

Year : 1985

**Supplier** : BEST DRINK INC

Global Identifier : P1234567

Country of Origin : Italy

Product Description : Wines

Brand/s : #1 Gancia

Year : 2000

**Supplier** : BEST DRINK INC

Global Identifier : P1234567

Country of Origin : Spain

Product Description : Wines

Brand/s : #1 D O Wines  
#2 Shangria

Year : 1985

**Supplier** : BEST DRINK INC

Global Identifier : P1234567

Country of Origin : Australia

Product Description : Wines

Brand/s : #1 Henschke

Year : 2010

**Supplier** : BEST DRINK INC

Global Identifier : v

Country of Origin : Spain

Product Description : Wines

Brand/s : #1 Marques de Murrieta

Year : 2000

**Supplier** : BEST DRINK INC

Global Identifier : P1234567

Country of Origin : Chile

Product Description : Wines



Brand/s : #1 Montes  
Year : 2000

**Supplier** : BEST DRINK INC  
Global Identifier : P0018401  
Country of Origin : New Zealand  
Product Description : Wines  
Brand/s : #1 Saint Clair  
Year : 2012

**Supplier** : BEST DRINK INC  
Global Identifier : P1234567  
Country of Origin : Japan  
Product Description : Alcoholic beverages  
Brand/s : #1 Sapporo  
Year : 2010

**Supplier** : BEST DRINK INC  
Global Identifier : P1234567  
Country of Origin : Russia  
Product Description : Wines  
Brand/s : #1 Stolichnaya  
Year : 1985

**Supplier** : BEST DRINK INC  
Global Identifier : P1234567  
Country of Origin : France  
Product Description : Liquors  
Brand/s : #1 William Fevre  
Year : 2000

**INTERNATIONAL TRADE - Activity & Markets**

Country / Region	Estimated level of importance	Trading Activity
PACIFIC / Pacific	High	Importing
Europe	High	Importing
North America	Medium	Importing
South America	High	Importing
Australia	High	Importing
Chile	High	Importing
France	High	Importing





Italy	High	Importing
Japan	High	Importing
New Zealand	High	Importing
Russia	Medium	Importing
Spain	High	Importing
USA	Medium	Importing

### DOMESTIC SUPPLIERS

Business Entity Name	Global Identifier
BEST DRINK INC	P1234567
PERNOD RICARD PACIFIC INC	P1234567

### DOMESTIC CUSTOMERS

Business Entity Name	Global Identifier
BEST HOTEL CORP	P1234567
BEST HOTELS AND RESORTS CORP	P1234567
PACIFIC CLARK INC	P1234567
PACIFIC SUBIC INC	P1234567
BEST LEISURE AND ENTERTAINMENT INC	P1234567

### AUDITORS

Auditor Name
NILA N MENDIOLA AND CO

### OFFICE & FACILITIES

The following information relates to the Business Entity's office as listed above:

<b>Name</b>	: <b>PACIFIC INC - PASAY CITY CPO, PASAY</b>
Primary Use	: Office & Administration facilities
Other Use	: This facility is also used for Warehousing
Type of Location	: Commercial
Address	: 123 Pacific Road, Pacific, Pacific 1523
Country	: Pacific
Ownership of Property	: Rented / Leased
Status	: Operational

### RANKING



Type	Coverage	Ranking Detail
Corporate Ranking	Domestic	Top 15,000 companies in Pacific - Based on Turnover in 2009, 2010, 2013, 2014 and 2015

## ASSOCIATIONS

PACIFIC INC are members of the following associations:

### Domestic Associations

Association Name
PACIFIC RETAILERS ASSOCATION - PRA

\*\*\* End of Report on PACIFIC INC \*\*\*