



# Before You Buy

## International Company Profile in Mexico

The U.S. Commercial Service (CS) is dedicated to ensuring that our services consistently meet our customers' needs in all markets worldwide. Differences in local laws, cultures, business practices, costs, and other factors usually require some adjustments in order to be effective in a particular market. Please read the overview of this service before you *sign up for an International Company Profile in Mexico*.

**How Information Is Gathered:** Information on the financial condition of a company is obtained from the Mexican company and from public sources (i.e. Registro Nacional de Sociedades, Comisión Nacional de Valores). By law, banks are not allowed to disclose any information regarding their clients. Information on the legal standing of a company is obtained from the Registro Publico de la Propiedad del Estado. The U.S. Commercial Service believes that the use of contractors, in addition to CS Mexico's research, results in a more credible report for the client as well as a higher level of service. We review and verify all information obtained from contractors before completing and approving your report. The U.S. Government does not have legal jurisdiction or special legal investigative powers in Mexico.

**Disclosure Requirements for Companies in Mexico:** Only companies that are publicly listed on the Mexican stock exchange must disclose most of the information generally expected of publicly listed companies in the United States. Companies whose stock is not publicly traded, however, are not required to disclose such information.

**Disclosing Your Identity and Purpose:** It is most helpful when we can disclose your identity, and some background on the purpose of your inquiry, to the Mexican company. Most local companies are more receptive and cooperative when they understand why we are contacting them. If we do not make such a disclosure, we are usually unable to obtain useful information. Therefore, CS Mexico requires the U.S. firm to disclose its name in order for us to conduct the ICP.

**When the Mexican Company Declines to Respond:** Regardless of our openness and transparency, some Mexican companies will remain reluctant or even unwilling to share information. Some may even be suspicious of a government inquiry. When a privately-owned Mexican company declines to provide information requested in an International Company Profile – as is their right – we will write an inconclusive report with the limited information obtained. The lack of cooperation from the Mexican firm in providing vital information does not warrant a refund.

**Lead Time:** Conducting a high-quality International Company Profile in Mexico requires 30 working days from receipt of payment.

**Service Fee:**

SME Company*	SME New-to-Export using FCS service for the first time	Large Company*
\$600	\$350	\$900

\*A Small or Medium-Sized Enterprise (SME) is defined as a firm with 500 or fewer employees or self-certified as a small business under SBA regulations. A large company is defined as a firm with more than 500 employees. Subsidiaries will be classified based on the size of the parent company.