

Argentina, Brazil, and Chile: Legal and Credit Perspectives

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2016 Economic Snapshot for Latin America: Weak recovery in commodities prices will dampen the region's growth

Latin's America's economic performance in the past two years was nothing to write home about. Aggregate regional GDP slowed sharply to 1.0% in 2014 and is expected to have contracted in 2015

- Brazilian GDP fell by 3.8% in 2015 to R\$5.904 trillion (US \$1.55 trillion),
- Argentina's GDP growth is likely to decelerate in the short term as the economy slowly adjusts to the new government's policies and may record flat growth in 2016
- Chile's economy likely grew a modest 2.1% in 2015. Chile is expected to remain on a fairly solid footing, and analysts see the economy expanding 2.2% in 2016

Credit practices for South America in Argentina, Brazil & Chile:

What do Credit Managers need to consider?

Economy
Political
Currency

Let's extend open credit terms in ARGENTINA & BRAZIL & CHILE:

What do Credit Managers need to know?

- Credit risk management tools
- About local commercial credit reports
- Customers' credit application: Unique to each country
- Are there industry credit groups in your country?

Credit practices for South America in Argentina, Brazil & Chile:

How can the local (in country) attorney firm help you?

1. What key verbiage should be included in the initial Sales contract that would make the legal process much easier?
2. Do you assist in performing on-site meetings to verify the potential customer's office, factory, or operation?
3. Are there general published bankruptcy statistics in your country?
4. Can your law firm assist in the invoicing and remitting of the funds to the overseas creditor?
5. The pre-suit options available to creditors to try and collect past due invoices.