

# INTERVIEW OF MARIO GARCIA REGIONAL MANAGER

**Can you introduce yourself and tell us more about your career at Cristal ?**

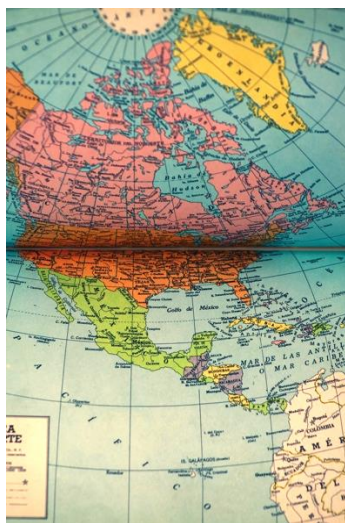


Mario Garcia,  
Regional Manager

I started in Cristal on October 2008 as a Credit Analyst, after a brief period as a personnel Supervisor, I became the Branch Manager of the Panama Office. Following Cristal's regional expansion, my position evolved to Regional Manager for Mexico, Central America, and the Caribbean.

**How would you describe the main activities of your office ?**

Here at the Panama office, we do surveys for companies based in Mexico, Central America, the Caribbean, South America and the Pacific Islands. Also, we collaborate with Cristal's Business Intelligence Department for any documents, site visits and pictures required in said areas.



**What are the specificities or opportunities of your office compared to other Cristal offices ?**

The strategic geographical position of Panama and the ethnic diversity in this country has allowed us to be a very versatile office inside the group. We can adapt to the different time zones, languages and interpretation of the different information available for each country where we produce surveys.

**What are your priorities and ambitions for your office in the coming months?**

In the coming months our mission is to keep establishing Cristal Group as a reference in the business report industry in the region. With the development of API's we are able to adapt and present the information according to the customer needs and with the continuous growth of this project, we will recruit new personnel in order to keep up with the increasing demand.

Our office is grateful to be part of the integration and cooperation between the Cristal Group International offices worldwide and we are looking forward to further collaboration, especially in the investigation of offshore companies which is one of our specialties.

**To conclude, what message would you like to convey to the team and our partners ?**

We are located in an emerging region for global commerce; therefore, we anticipate a growing demand of surveys. To our partners we say: we are ready!



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