

Austria

Total Respondents:

January 2014	20
September 2014	23
May 2015	17

Sales are primarily to:

Austria	Existing Customers	New Customers
May 2015	77%	23%

Number of Accounts & Customers in this Country

Austria	0	1-10	11-20	21-30	31-40	41+
January 2014	36%	32%	9%		5%	18%
September 2014	28%	44%			4%	24%
May 2015	23%	41%		18%		18%

Resources Used to Check Credit on Customers:

Austria	Customer Visits	Trade References	Credit Reports	Country Risk Reports	Financial Statements	Bank References
May 2015	13%	50%	100%	38%	50%	25%

Documents Used to Confirm the Sale to Customers Before Shipping Product:

Austria	Credit Applications	Purchase Orders	Sales Contract
May 2015	44%	56%	56%

Top Payment Method:

Austria	PIA Payment in Advance	L/C Letter of Credit	O/A Open Account	D/D Dated Draft	CAD Cash Against Documents	Alternative Methods Of Payment	EFT Seller Initiated	Wire Customer Initiated	Credit Card	Extended Payment Program	Not Applicable
January 2014	8%		92%								
Sept 2014	11%		89%								
May 2015	10%		70%		10%			10%			

Open Account, Average Trading Terms/Number of Days

Austria	0 – 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
January 2014	63%	18%	18%				
September 2014	67%	7%	27%				
May 2015	50%		33%	17%			

Open Account, Average Payment Delay

Austria	No Delay	Less than 30 Days	30-60 Days	61-90 Days	91+ Days
January 2014	27%	54%	18%		
September 2014	33%	67%			
May 2015	29%	71%			

In general, payment delays are due to:

Austria	Responses
May 2015	

Advice when doing business in Austria:

Austria	Responses
May 2015	

Austria

How many key accounts with large balances are past due:

Austria	May 2015
Less than 1%	100%
Between 1 -5%	
Between 6 – 10%	
About 25%	
About 33%	
About 50%	
About 60%	
About 75%	
About 100%	

Average Number of Key Accounts with Large Past Due Balances:

Austria	1 - 5	6 - 10	11- 20	20+	
January 2014	N/A				
September 2014	N/A				
May 2015					