

Bosnia and Herzegovina



Total Respondents:

September 2013	36
May 2014	18
January 2015	21

Number of Accounts & Customers in this Country

Bosnia and Herzegovina	0	1-10	11-20	21-30	31-40	41+
September 2013	80%	15%	5%			
May 2014	69%	32%				
January 2015	83%	17%				

Top Payment Method

Bosnia and Herzegovina	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	Not Applicable
September 2013		4%	23%				73%
May 2014	43%		57%				
January 2015	38%		60%		10%		

Open Account, Average Trading Terms/Number of Days

Bosnia and Herzegovina	0 – 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
September 2013	25%		50%	25%			
May 2014	25%		50%	25%			
January 2015	40%	20%	20%	20%			

Open Account, Average Payment Delay

Bosnia and Herzegovina	No Delay	Less than 30 Days	30-60 Days	61-90 Days	90+ Days		
September 2013	50%	50%					
May 2014	50%		25%	25%			
January 2015	33%	67%					

Alternative Methods of Payment

Bosnia and Herzegovina					
September 2013	No methods listed by participants				
May 2014	No methods listed by participants				
January 2015	No methods listed by participants				

Average Number of Past Due Accounts (>\$25K)

Bosnia and Herzegovina					
September 2013	None listed by participants				
May 2014	None listed by participants				
January 2015	None listed by participants				