

Denmark



Total Respondents:

January 2014	20
September 2014	23
May 2015	19

Sales are primarily to:

Denmark	Existing Customers	New Customers
May 2015	77%	8%

Number of Accounts & Customers in this Country

Denmark	0	1-10	11-20	21-30	31-40	41+
January 2014	36%	42%	9%			13%
September 2014	26%	44%	4%	7%		19%
May 2015	16%	58%	11%	11%		5%

Resources Used to Check Credit on Customers:

Denmark	Customer Visits	Trade References	Credit Reports	Country Risk Reports	Financial Statements	Bank References
May 2015	22%	44%	100%	44%	56%	22%

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

Denmark	Credit Applications	Purchase Orders	Sales Contract
May 2015	33%	56%	11%

Top Payment Method:

Denmark	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%	5%	84%								
May 2015			100%								

Open Account, Average Trading Terms/Number of Days

Denmark	0 - 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
January 2014	40%	20%	20%	20%			
September 2014	53%	8%	31%	8%			
May 2015	60%		30%	10%			

Open Account, Average Payment Delay

Denmark	No Delay	Less than 30 Days	30-60 Days	61-90 Days	91+ Days		
January 2014	45%	45%			10%		
September 2014	50%	50%					
May 2015	50%	50%					

In general, payment delays are due to:

Denmark	Responses
May 2015	Disputes

Advice when doing business in Denmark:

Denmark	Responses
May 2015	

Denmark

How many key accounts with large balances are past due:

Denmark	May 2015
Less than 1%	89%
Between 1 -5%	
Between 6 – 10%	
About 25%	
About 33%	11%
About 50%	
About 60%	
About 75%	
About 100%	

Average Number of Key Accounts with Large Past Due Balances:

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