

# Estonia



## Total Respondents:

September 2013	36
May 2014	18
January 2015	21

## Number of Accounts & Customers in this Country

Estonia	0	1-10	11-20	21-30	31-40	41+
September 2013	58%	37%	4%			
May 2014	61%	39%				
January 2015	35%	59%		6%		

## Top Payment Method

Estonia	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%	4%	39%				52%
May 2014	37%		63%				
January 2015	25%	8%	67%				

## Open Account, Average Trading Terms/Number of Days

Estonia	0 – 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
September 2013	25%	13%	37%	25%			
May 2014	40%		40%	20%			
January 2015	29%	14%	29%	29%			

## Open Account, Average Payment Delay

Estonia	No Delay	Less than 30 Days	30-60 Days	61-90 Days	90+ Days		
September 2013	63%	37%					
May 2014	60%	40%					
January 2015	37%	50%		13%			

## Alternative Methods of Payment

Estonia					
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)

Estonia				
September 2013	None listed by participants			
May 2014	None listed by participants			
January 2015	None listed by participants			