

Lebanon



Total Respondents:

October 2014	30
February 2015	45
July 2016	64

Respondents with customers in this country:

October 2014	14
February 2015	13
July 2016	9

Sales are primarily to:

	Existing Customers	New Customers
July 2016	100%	0%

Do accounts in this country represent a significant portion of respondents A/R?:

	Yes	No
July 2016	0%	100%

Respondents extending credit to customers vs. those who do not

	Extend Credit	Do Not Extend Credit
October 2014	44%	N/A
February 2015	46%	N/A
July 2016	44%	56%

Payment terms granted by those extending credit to customers in this country:

	0-30	31-60	61-90	91+
October 2014	20%	20%	40%	20%
February 2015	17%	17%	50%	17%
July 2016	25%	25%	25%	25%

Payment methods used (multiple selections permitted):

	Wire Transfer	EFT (seller initiated)	EFT (buyer initiated)	Check	Credit Card	Extended Payment Program or Progress Billing	B.P.O. (Bank Payment Obligation)	Letter of Credit	Cash Against Documents	Dated Draft	*Other	N/A
October 2014								13%	13%		31%	44%
February 2015								8%	8%		38%	46%
July 2016	50%	13%		13%	13%			38%	50%		13%	
*OTHER (NOTE: Previous surveys asked for top method of payment which included PIA and open account)												
October 2014	<ul style="list-style-type: none"> Payment in Advance, no specified payment method 											
February 2015	<ul style="list-style-type: none"> Payment in Advance, no specified payment method 											
July 2016	<ul style="list-style-type: none"> Payment in Advance, no specified payment method 											

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Payment Delays Are:

	Increasing	Decreasing	No Change	No Payment Delays
October 2014	N/A	N/A	N/A	N/A
February 2015	N/A	N/A	N/A	33%
July 2016	0%	0%	44%	56%
*NOTE: Previous Surveys asked for a verage length of payment delay.				
October 2014	<ul style="list-style-type: none"> 57% of respondents cited delays of <30 days; 14% of respondents cited delays of 30-60 days; 29% of respondents cited delays of 60-90 days 			
February 2015	<ul style="list-style-type: none"> 17% of respondents cited delays of <30 days; 17% of respondents cited delays of 30-60 days; 17% of respondents cited delays of 60-90 days; 17% of respondents cited delays of >90 days 			

Causes of payment delays, open account:

	Billing Disputes	Other Disputes	Cash Flow Issues	Inability to Pay	Unwilling to Pay	Customer Payment Policy	Government Approval	Regulatory Issues	Foreign Exchange Rates	Central Bank Issues	Cultural Norms and Customs	Other
July 2016			33%	33%							33%	

Resources used to check creditworthiness of customers (multiple selections permitted):

	Customer visits	Trade references	International credit reports	Country risk reports	Financial statements	Bank references	Tax records	Customer's borrowing relationship with their bank	Customer's line of credit with their primary bank
July 2016	56%	33%	89%	33%	44%		11%		

Documents used to confirm or finalize sale to prior to shipping (multiple selections permitted):

	Credit Applications	Purchase Orders	Sales Contract	Other
July 2016	78%	100%	78%	11%
*OTHER				
July 2016	<ul style="list-style-type: none"> Payment in full before shipping 			

Advice when doing business in this country:

July 2016	<ul style="list-style-type: none"> We only have one customer in Lebanon. We sell on a CAD basis and have not had any issues. Know your customer. L/C or payment in advance Considering the risk in the region, PIA are the best terms. Check that you are billing the parent corporation. Country is in region that is economic and war conflicts. Very unpredictable.
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