

# Papua New Guinea



## Total Respondents:

March 2014	39
November 2014	14
July 2015	20

## Number of Accounts & Customers in this Country

Papua New Guinea	0	1-10	11-20	21-30	31-40	41+
March 2014	96.30%	3.70%				
November 2014	0%					
July 2015						

## Top Payment Method

Papua New Guinea	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
March 2014	40.0%		60.0%			
November 2014	36%	14%	29%	7%	7%	7%
July 2015						

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

Papua New Guinea	0 – 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
March 2014	66.67%		33.33%				
November 2014	67%		33%				
July 2015							

## Open Account, Average Payment Delay

Papua New Guinea	No Delay	Less than 30 Days	30-60 Days	61-90 Days	90+ Days		
March 2014		66.67%	33.33%				
November 2014	50%	50%					
July 2015							

## Alternative Methods of Payment

Papua New Guinea					
March 2014	No methods listed by participants				
November 2014	No methods listed by participants				
July 2015	No methods listed by participants				

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

Papua New Guinea	1 - 5	6 - 10	11 - 20	20+
March 2014	100%			
November 2014	100%			
July 2015				

## Credit & Collections Survey Questions

1. Choose the industry that best describes your company:
2. Please indicate the number of accounts customers you currently have in this country:
3. If you do business in this country, please select your top method of payment; otherwise proceed to the next question.
4. If your company is selling on O/A (Open Account) terms, in general, what are your trading terms/payment terms granted in this country?

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5. If your company is selling on O/A (Open Account) terms and if your company is experiencing payment delays, what is the average payment delay beyond terms you are experiencing in this country?
6. What alternative method of payment do you use in this country?
7. In your experience, what is the average number of past due accounts (more than 30 days) that are \$25,000 or larger in this country?