

Andorra



Total Respondents:

January 2014	20
September 2014	23
May 2015	17

Sales are primarily to:

Andorra	Existing Customers	New Customers
May 2015	76%	18%

Number of Accounts & Customers in this Country

Andorra	0	1-10	11-20	21-30	31-40	41+
January 2014	89%	11%				
September 2014	85%	10%	5%			
May 2015	88%	12%				

Resources Used to Check Credit on Customers:

Andorra	Customer Visits	Trade References	Credit Reports	Country Risk Reports	Financial Statements	Bank References
May 2015	22%	67%	89%	22%	67%	22%

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

Andorra	Credit Applications	Purchase Orders	Sales Contract
May 2015	44%	56%	67%

Top Payment Method:

Andorra	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	20%	30%	40%	10%							
Sept 2014	24%	13%	63%								
May 2015	7%		72%		7%		7%	7%			

Open Account, Average Trading Terms/Number of Days

Andorra	0 - 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
January 2014	50%		50%				
September 2014	24%	13%	63%				
May 2015	37.5%		37.5%	25%			

Open Account, Average Payment Delay

Andorra	No Delay	Less than 30 Days	30-60 Days	61-90 Days	91+ Days		
January 2014	100%						
September 2014	60%	20%	20%				
May 2015	25%	75%					

In general, payment delays are due to:

Andorra	Responses
May 2015	Invoice approval holds up payment on average 7 days; Disputes

Advice when doing business in Andorra:

Andorra	Responses
May 2015	

Andorra

How many key accounts with large balances are past due:

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

Average Number of Key Accounts with Large Past Due Balances:

Andorra	1 - 5	6 - 10	11- 20	20+	
January 2014	66.7%	33.3%			
September 2014	100%				
May 2015					