

Azerbaijan



Total Respondents:

September 2013	36
May 2014	18
January 2015	21

Number of Accounts & Customers in this Country

Azerbaijan	0	1-10	11-20	21-30	31-40	41+
September 2013	68%	32%				
May 2014	79%	21%				
January 2015	53%	47%				

Top Payment Method

Azerbaijan	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	17%	9%	22%				52%
May 2014	67%	17%	17%				
January 2015	50%	20%	30%				

Open Account, Average Trading Terms/Number of Days

Azerbaijan	0 – 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
September 2013		40%	40%	20%			
May 2014			100%				
January 2015	33%	33%		33%			

Open Account, Average Payment Delay

Azerbaijan	No Delay	Less than 30 Days	30-60 Days	61-90 Days	90+ Days		
September 2013		80%		20%			
May 2014				100%			
January 2015		67%		33%			

Alternative Methods of Payment

Azerbaijan					
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)

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