

Belarus



Total Respondents:

September 2013	36
May 2014	18
January 2015	21

Number of Accounts & Customers in this Country

Belarus	0	1-10	11-20	21-30	31-40	41+
September 2013	61%	35%	4%			
May 2014	83%	17%				
January 2015	53%	47%				

Top Payment Method

Belarus	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	9%	5%	27%				59%
May 2014	71%		29%				
January 2015	22%	11%	67%				

Open Account, Average Trading Terms/Number of Days

Belarus	0 – 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
September 2013							
May 2014			50%	50%			
January 2015	33%	17%	50%				

Open Account, Average Payment Delay

Belarus	No Delay	Less than 30 Days	30-60 Days	61-90 Days	90+ Days		
September 2013	33%	17%	33%	17%			
May 2014		100%					
January 2015	17%	83%					

Alternative Methods of Payment

Belarus					
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)

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