

Belgium



Total Respondents:

January 2014	20
September 2014	23
May 2015	20

Sales are primarily to:

Belgium	Existing Customers	New Customers
May 2015	92%	25%

Number of Accounts & Customers in this Country

Belgium	0	1-10	11-20	21-30	31-40	41+
January 2014	30%	30%	13%	4%	4%	17%
September 2014	18%	57%				25%
May 2015	25%	45%	5%	5%	5%	15%

Resources Used to Check Credit on Customers:

Belgium	Customer Visits	Trade References	Credit Reports	Country Risk Reports	Financial Statements	Bank References
May 2015	22%	44%	100%	44%	67%	22%

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

Belgium	Credit Applications	Purchase Orders	Sales Contract
May 2015	44%	67%	44%

Top Payment Method:

Belgium	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	8%		92%								
Sept 2014	10%		85%			5%					
May 2015	10%		80%					10%			

Open Account, Average Trading Terms/Number of Days

Belgium	0 - 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
January 2014	46%		45%	9%			
September 2014	44%	25%	25%	6%			
May 2015	43%		43%	14%			

Open Account, Average Payment Delay

Belgium	No Delay	Less than 30 Days	30-60 Days	61-90 Days	91+ Days		
January 2014	18%	64%		9%	9%		
September 2014	25%	75%					
May 2015	50%	50%					

In general, payment delays are due to:

Belgium	Responses
May 2015	Disputes

Advice when doing business in Belgium:

Belgium	Responses
May 2015	

Belgium

How many key accounts with large balances are past due:

Belgium	May 2015
Less than 1%	75%
Between 1 -5%	25%
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:

Belgium	1 - 5	6 - 10	11- 20	20+	
January 2014	N/A				
September 2014	N/A				
May 2015					