

# Brunei



## Total Respondents:

April 2014	45
December 2014	42
March 2015	41

## Number of Accounts & Customers in this Country

Brunei	0	1-10	11-20	21-30	31-40	41+
April 2014	94%	6%				
December 2014	91%	9%				
March 2015	85%	15%				

## Top Payment Method

Brunei	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
April 2014	64%	36%				
December 2014	40%	40%	20%			
March 2015	40%	20%	20%			20%

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

Brunei	0 – 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
April 2014	67%		33%				
December 2014				100%			
March 2015				100%			

## Open Account, Average Payment Delay

Brunei	No Delay	Less than 30 Days	30-60 Days	61-90 Days	90+ Days		
April 2014	33%		67%				
December 2014			100%				
March 2015				100%			

## Alternative Methods of Payment

Brunei				
April 2014	No methods listed by participants			
December 2014	No methods listed by participants			
March 2015		1	Payments from Singapore	

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

Brunei	1 - 5	6 - 10	11 - 20	20+
April 2014	50%	50%		
December 2014	100%			
March 2015	100%			

## 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?
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?

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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?