

Côte d'Ivoire



Total Respondents:

December 2013	16
August 2014	19
June 2015	10

Sales are primarily to:

Côte d'Ivoire	Existing Customers	New Customers
June 2015	11%	0%

Number of Accounts & Customers in this Country

Côte d'Ivoire	0	1-10	11-20	21-30	31-40	41+
December 2013	70%	30%				
August 2014	75%	19%			6%	
June 2015	90%					10%

Resources Used to Check Credit on Customers:

Côte d'Ivoire	Customer Visits	Trade References	Credit Reports	Country Risk Reports	Financial Statements	Bank References
June 2015					100%	

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

Côte d'Ivoire	Credit Applications	Purchase Orders	Sales Contract
June 2015		50%	50%

Top Payment Method:

Côte d'Ivoire	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
December 2013	67%	33%									
August 2014	50%		50%								
June 2015			100%								

Open Account, Average Trading Terms/Number of Days

Côte d'Ivoire	0 – 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
December 2013				100%			
August 2014				100%			
June 2015			100%				

Open Account, Average Payment Delay

Côte d'Ivoire	No Delay	Less than 30 Days	30-60 Days	61-90 Days	91+ Days		
December 2013			100%				
August 2014				100%			
June 2015			100%				

In general, payment delays are due to:

Côte d'Ivoire	Responses
June 2015	N/A

Advice when doing business in Cote d'Ivoire:

Côte d'Ivoire	Responses
June 2015	N/A

Côte d'Ivoire

How many key accounts with large balances are past due:

Côte d'Ivoire	June 2015
Less than 1%	67%
Between 1 -5%	
Between 6 – 10%	33%
About 25%	
About 33%	
About 50%	
About 60%	
About 75%	
About 100%	

Average Number of Key Accounts with Large Past Due Balances:

Côte d'Ivoire	1 - 5	6 - 10	11- 20	20+	
December 2013	N/A				
August 2014	N/A				
June 2015					