## 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	Trade	Credit	Country	Financial	Bank
	Visits	References	Reports	Risk Reports	Statements	References
June 2015					100%	

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

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

#### **Top Payment Method:**

Côte d'Iv oire	PIA	r/c	O/A	D/D	CAD	Alternative	EFT	Wire	Credit	Extended	Not
3313 4 11 5 11 5	Payment	Letter	Open	Dated	Cash	Methods Of	Seller	Customer	Card	Payment	Applicable
	in	of Credit	Account	Draft	Against	Payment	Initiated	Initiated		Program	
	Advance				Documents						
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**

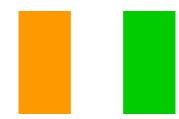
Côte d'Ivoire	No Delay	Less than 30 Days	30-60 Days	61-90 Days	91+ Days	
December 2013			100%			
August 2014				100%		
June 2015			100%	·		

#### 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:

1011 11101 11101					
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					