

Czech Republic



Total Respondents:

May 2014	18
January 2015	21
December 2016	53

Respondents with customers in this country:

May 2014	10
January 2015	17
December 2016	21

Sales are primarily to:

	Existing Customers	New Customers
December 2016	100%	0%

Do accounts in this country represent a significant portion of respondents A/R?:

	Yes	No
December 2016	0%	100%

Respondents extending credit to customers vs. those who do not

	Extend Credit	Do Not Extend Credit
May 2014	67%	N/A
January 2015	75%	N/A
December 2016	81%	19%

Payment terms granted by those extending credit to customers in this country:

	0-30	31-60	61-90	91+
May 2014	43%	57%	0%	0%
January 2015	22%	44%	34%	0%
December 2016	40%	47%	0%	13%

Payment methods used (multiple selections permitted):

	Wire Transfer	EFT (seller initiated)	EFT (buyer initiated)	Check	Credit Card	Extended Payment Program or Progress Billing	B.P.O. (Bank Payment Obligation)	Letter of Credit	Cash Against Documents	Dated Draft	*Other
May 2014	n/a	n/a	n/a	n/a	n/a	n/a	n/a	0%	0%	0%	100%
January 2015	n/a	n/a	n/a	n/a	n/a	n/a	6%	0%	6%	0%	88%
December 2016	90%	20%	10%	20%	20%	0%	5%	15%	15%	0%	5%
*OTHER (NOTE: Previous surveys asked for top method of payment which included PIA and open account)											
May 2014	<ul style="list-style-type: none"> 33% Payment in advance, 67% Open account; no payment method specified. 										
January 2015	<ul style="list-style-type: none"> 13% Payment in advance, 75% Open account; no payment method specified. 										
December 2016	<ul style="list-style-type: none"> Paypal 										

Payment Delays Are:

	Increasing	Decreasing	No Change	No Payment Delays
May 2014	N/A	N/A	N/A	38%
January 2015	N/A	N/A	N/A	58%
December 2016	10%	5%	71%	14%
*NOTE: Previous Surveys asked for average length of payment delay.				
May 2014	<ul style="list-style-type: none"> 50% reported delays <30 days; 13% reported delays of 60-90 days. 			
January 2015	<ul style="list-style-type: none"> 34% reported delays <30 days; 8% reported delays of >90 days. 			

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Causes of payment delays, open account:

	Billing Disputes	Other Disputes	Cash Flow Issues	Inability to Pay	Unwilling to Pay	Customer Payment Policy	Government Approval	Regulatory Issues	Foreign Exchange Rates	Central Bank Issues	Cultural Norms and Customs	Other
December 2016	20%	7%	39%	0%	7%	20%	7%	0%	0%	0%	0%	0%

Resources used to check creditworthiness of customers (multiple selections permitted):

	Customer visits	Trade references	International credit reports	Country risk reports	Financial statements	Bank references	Tax records	Customer's borrowing relationship with their bank	Customer's line of credit with their primary bank
December 2016	26%	42%	74%	42%	68%	26%	5%	5%	11%

Documents used to confirm or finalize sale to prior to shipping (multiple selections permitted):

	Credit Applications	Purchase Orders	Sales Contract	Other
December 2016	40%	90%	50%	0%

Advice when doing business in this country:

December 2016	<ul style="list-style-type: none"> • Ask for pre-payment to test how long it takes for them to pay you. If too long, compare to the urgency of the order. This is a good indicator that the customer has cash problems. KYC - know the shareholders and where they are located in the country or CIS. • Do the front end research thoroughly, know who you are doing business with and have all the documents signed (especially T&C's) • You will need thorough documentation and provide sufficient information to clear customs. • Research carefully, know your customers. • Would recommend prepayment while establishing a relationship, also consider credit insurance if extending terms. • Be aware of the risks when doing business here.
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