

# Falkland Islands



## Total Respondents:

February 2013	14
June 2014	20
April 2015	24

## Sales are primarily to:

Falkland Isles	Existing Customers	New Customers
April 2015	6%	0%

## Number of Accounts & Customers in this Country:

Falkland Isles	0	1-10	11-20	21-30	31-40	41+
February 2013	80%	10%				10%
June 2014	97%		3%			
April 2015	88%	6%		6%		

## Resources Used to Check Credit on Customers:

Falkland Isles	Customer Visits	Trade References	Credit Reports	Country Risk Reports	Financial Statements	Bank References
April 2015			100%		100%	

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

Falkland Isles	Credit Applications	Purchase Orders	Sales Contract
April 2015		100%	

## Top Payment Method:

Falkland Isles	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
February 2013	7.7%		7.7%								84.6%
June 2014	43%	29%			14%	14%					
April 2015	100%										

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

Falkland Isles	0 – 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
February 2013				100%			
June 2014				100%			
April 2015							

## Open Account, Average Payment Delay:

Falkland Isles	No Delay	Less than 30 Days	30-60 Days	61-90 Days	91+ Days		
February 2013					100%		
June 2014	100%						
April 2015							

## In general, payment delays are due to:

Falkland Isles	Responses
April 2015	N/A

## Advice when doing business in Falkland Islands:

Falkland Isles	Responses
April 2015	N/A

# Falkland Islands

How many key accounts with large balances are past due:

Falkland Isles	April 2015
Less than 1%	100%
Between 1 -5%	
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:

Falkland Isles	1 – 5	6 - 10	11 - 20	20+	
February 2013	100%				
June 2014	100%				
April 2015					