

Kazakhstan



Total Respondents:

September 2013	36
May 2014	18
January 2015	21

Number of Accounts & Customers in this Country

Kazakhstan	0	1-10	11-20	21-30	31-40	41+
September 2013	70%	26%			4%	
May 2014	60%	40%				
January 2015	53%	41%				6%

Top Payment Method

Kazakhstan	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	Not Applicable
September 2013	14%		24%				62%
May 2014	71%		29%				
January 2015	40%	10%	50%				

Open Account, Average Trading Terms/Number of Days

Kazakhstan	0 – 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
September 2013			50%	50%			
May 2014				100%			
January 2015	50%		25%	25%			

Open Account, Average Payment Delay

Kazakhstan	No Delay	Less than 30 Days	30-60 Days	61-90 Days	90+ Days		
September 2013	50%	25%		25%			
May 2014	50%	50%					
January 2015	20%	40%	20%	20%			

Alternative Methods of Payment

Kazakhstan					
September 2013	No methods listed by participants				
May 2014	No methods listed by participants				
January 2015	No methods listed by participants				

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

Kazakhstan				
September 2013	None listed by participants			
May 2014	None listed by participants			
January 2015	None listed by participants			