

# Kenya



## Total Respondents:

December 2013	16
August 2014	19
June 2015	11

## Sales are primarily to:

Kenya	Existing Customers	New Customers
June 2015	25%	0%

## Number of Accounts & Customers in this Country

Kenya	0	1-10	11-20	21-30	31-40	41+
December 2013	62%	31%				7%
August 2014	79%	21%				
June 2015	64%	27%				9%

## Resources Used to Check Credit on Customers:

Kenya	Customer Visits	Trade References	Credit Reports	Country Risk Reports	Financial Statements	Bank References
June 2015						N/A

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

Kenya	Credit Applications	Purchase Orders	Sales Contract
June 2015	25%	50%	25%

## Top Payment Method:

Kenya	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	25%	75%									
August 2014			100%								
June 2015			100%								

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

Kenya	0 – 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
December 2013							
August 2014				100%			
June 2015			100%				

## Open Account, Average Payment Delay

Kenya	No Delay	Less than 30 Days	30-60 Days	61-90 Days	91+ Days		
December 2013							
August 2014		50%			50%		
June 2015		50%		50%			

## In general, payment delays are due to:

Kenya	Responses
June 2015	Invoicing; fiscalization; making payments to non-residents; USD shortages

## Advice when doing business in Kenya:

Kenya	Responses
June 2015	N/A

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How many key accounts with large balances are past due:

Kenya	June 2015
Less than 1%	75%
Between 1 -5%	
Between 6 – 10%	
About 25%	
About 33%	25%
About 50%	
About 60%	
About 75%	
About 100%	

Average Number of Key Accounts with Large Past Due Balances:

Kenya	1 - 5	6 - 10	11- 20	20+	
December 2013	N/A				
August 2014	N/A				
June 2015					