

Laos



Total Respondents:

April 2014	45
December 2014	42
March 2015	41

Number of Accounts & Customers in this Country

Laos	0	1-10	11-20	21-30	31-40	41+
April 2014	94%	6%				
December 2014	88%	9%				3%
March 2015	88%	12%				

Top Payment Method

Laos	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
April 2014	50%	17%	33%			
December 2014	75%		25%			
March 2015	75%		25%			

Open Account, Average Trading Terms/Number of Days

Laos	0 - 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
April 2014				100%			
December 2014	0%						
March 2015			100%				

Open Account, Average Payment Delay

Laos	No Delay	Less than 30 Days	30-60 Days	61-90 Days	90+ Days		
April 2014	50%		50%				
December 2014		100%					
March 2015		100%					

Alternative Methods of Payment

Laos					
April 2014	No methods listed by participants				
December 2014	No methods listed by participants				
March 2015	No methods listed by participants				

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

Laos	1 - 5	6 - 10	11 - 20	20+	
April 2014	50%	50%			
December 2014	100%				
March 2015	100%				

Credit & Collections Survey Questions

1. Choose the industry that best describes your company:
2. Please indicate the number of accounts customers you currently have in this country:
3. If you do business in this country, please select your top method of payment; otherwise proceed to the next question.
4. If your company is selling on O/A (Open Account) terms, in general, what are your trading terms/payment terms granted in this country?

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5. If your company is selling on O/A (Open Account) terms and if your company is experiencing payment delays, what is the average payment delay beyond terms you are experiencing in this country?
6. What alternative method of payment do you use in this country?
7. In your experience, what is the average number of past due accounts (more than 30 days) that are \$25,000 or larger in this country?