

Libya



Total Respondents:

December 2013	16
August 2014	19
June 2015	10

Sales are primarily to:

Libya	Existing Customers	New Customers
June 2015	12.5%	0%

Number of Accounts & Customers in this Country

Libya	0	1-10	11-20	21-30	31-40	41+
December 2013	75%	25%				
August 2014	100%					
June 2015	90%					10%

Resources Used to Check Credit on Customers:

Libya	Customer Visits	Trade References	Credit Reports	Country Risk Reports	Financial Statements	Bank References
June 2015					100%	

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

Libya	Credit Applications	Purchase Orders	Sales Contract
June 2015		50%	50%

Top Payment Method:

Libya	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		100%									
August 2014		100%									
June 2015		100%									

Open Account, Average Trading Terms/Number of Days

Libya	0 – 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
December 2013							N/A
August 2014			100%				
June 2015							N/A

Open Account, Average Payment Delay

Libya	No Delay	Less than 30 Days	30-60 Days	61-90 Days	91+ Days		
December 2013							N/A
August 2014							N/A
June 2015							N/A

In general, payment delays are due to:

Libya	Responses
June 2015	N/A

Advice when doing business in Libya:

Libya	Responses
June 2015	All business is secured (letters of credit) and no business on open credit terms.

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How many key accounts with large balances are past due:

Libya	June 2015
Less than 1%	67%
Between 1 -5%	33%
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:

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