

Malawi



Total Respondents:

| | |
|---------------|----|
| December 2013 | 16 |
| August 2014 | 19 |
| June 2015 | 10 |

Sales are primarily to:

| Malawi | Existing Customers | New Customers |
|-----------|--------------------|---------------|
| June 2015 | 12.5% | 0% |

Number of Accounts & Customers in this Country

| Malawi | 0 | 1-10 | 11-20 | 21-30 | 31-40 | 41+ |
|---------------|------|------|-------|-------|-------|-----|
| December 2013 | 100% | | | | | |
| August 2014 | 86% | 14% | | | | |
| June 2015 | 90% | | | | | 10% |

Resources Used to Check Credit on Customers:

| Malawi | 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:

| Malawi | Credit Applications | Purchase Orders | Sales Contract |
|-----------|---------------------|-----------------|----------------|
| June 2015 | | 50% | 50% |

Top Payment Method:

| Malawi | 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 | | | 50% | | 50% | | | | | | |
| June 2015 | | | 100% | | | | | | | | |

Open Account, Average Trading Terms/Number of Days

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

Open Account, Average Payment Delay

| Malawi | No Delay | Less than 30 Days | 30-60 Days | 61-90 Days | 91+ Days | | |
|---------------|----------|-------------------|------------|------------|----------|--|-----|
| December 2013 | | | | | | | N/A |
| August 2014 | | 100% | | | | | |
| June 2015 | | | 100% | | | | |

In general, payment delays are due to:

| Malawi | Responses |
|-----------|-----------|
| June 2015 | N/A |

Advice when doing business in Malawi:

| Kenya | Responses |
|-----------|-----------|
| June 2015 | N/A |

Malawi

How many key accounts with large balances are past due:

| Malawi | 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:

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