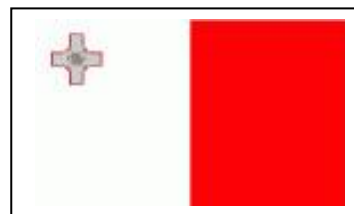


Malta



Total Respondents:

January 2014	20
September 2014	23
May 2015	16

Sales are primarily to:

Malta	Existing Customers	New Customers
May 2015	15%	

Number of Accounts & Customers in this Country

Malta	0	1-10	11-20	21-30	31-40	41+
January 2014	68%	32%				
September 2014	61%	35%				4%
May 2015	63%	31%	6%			

Resources Used to Check Credit on Customers:

Malta	Customer Visits	Trade References	Credit Reports	Country Risk Reports	Financial Statements	Bank References
May 2015	100%	100%	100%			

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

Malta	Credit Applications	Purchase Orders	Sales Contract
May 2015		100%	

Top Payment Method:

Malta	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
January 2014	17%		83%								
Sept 2014	40%		50%	10%							
May 2015			100%								

Open Account, Average Trading Terms/Number of Days

Malta	0 - 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
January 2014	40%	40%	20%				
September 2014	25%	25%	50%				
May 2015	100%						

Open Account, Average Payment Delay

Malta	No Delay	Less than 30 Days	30-60 Days	61-90 Days	91+ Days		
January 2014	40%	40%	20%				
September 2014	50%	50%					
May 2015	100%						

In general, payment delays are due to:

Malta	Responses
May 2015	

Advice when doing business in Malta:

Malta	Responses
May 2015	

Malta

How many key accounts with large balances are past due:

Malta	May 2015
Less than 1%	100%
Between 1 -5%	
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:

Malta	1 - 5	6 - 10	11- 20	20+	
January 2014	N/A				
September 2014	N/A				
May 2015					