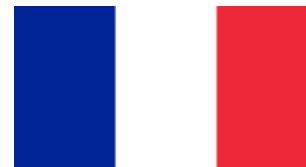


# Martinique



## Total Respondents:

November 2013	41
July 2014	14
August 2015	

## Number of Accounts & Customers in this Country

Martinique	0	1-10	11-20	21-30	31-40	41+
November 2013	85.7%	10.7%			3.6%	
July 2014	100%					
August 2015						

## Top Payment Method

Martinique	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
November 2013	50.0%	16.7%	33.3%			
July 2014			100%			
August 2015						

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

Martinique	0 - 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
November 2013	50.0%			50.0%			
July 2014	0%						
August 2015							

## Open Account, Average Payment Delay

Martinique	No Delay	Less than 30 Days	30-60 Days	61-90 Days	90+ Days		
November 2013	100%						
July 2014	0%						
August 2015							

## Alternative Methods of Payment

Martinique					
November 2013	No methods listed by participants				
July 2014	No methods listed by participants				
August 2015					

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

Martinique	1 - 5	6 - 10	11 - 20	20+
November 2013	100.0%			
July 2014	0%			
August 2015				