

Sweden



Total Respondents:

January 2014	20
September 2014	23
May 2015	17

Sales are primarily to:

Sweden	Existing Customers	New Customers
May 2015	46%	15%

Number of Accounts & Customers in this Country

Sweden	0	1-10	11-20	21-30	31-40	41+
January 2014	41%	27%	5%	13%	5%	9%
September 2014	12%	54%	8%		12%	30%
May 2015	17%	53%	12%	6%	6%	6%

Resources Used to Check Credit on Customers:

Sweden	Customer Visits	Trade References	Credit Reports	Country Risk Reports	Financial Statements	Bank References
May 2015	20%	40%	100%	60%	60%	20%

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

Sweden	Credit Applications	Purchase Orders	Sales Contract
May 2015	40%	60%	40%

Top Payment Method:

Sweden	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	9%		91%								
Sept 2014	19%		81%								
May 2015			100%								

Open Account, Average Trading Terms/Number of Days

Sweden	0 - 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
January 2014	20%	30%	30%	20%			
September 2014	47%	7%	33%	13%			
May 2015	67%		33%				

Open Account, Average Payment Delay

Sweden	No Delay	Less than 30 Days	30-60 Days	61-90 Days	91+ Days		
January 2014	33%	67%					
September 2014	56%	38%	6%				
May 2015	67%	33%					

In general, payment delays are due to:

Sweden	Responses
May 2015	

Advice when doing business in Sweden:

Sweden	Responses
May 2015	

Sweden

How many key accounts with large balances are past due:

Sweden	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:

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