

# Switzerland



## Total Respondents:

January 2014	20
September 2014	23
May 2015	17

## Sales are primarily to:

Switzerland	Existing Customers	New Customers
May 2015	62%	15%

## Number of Accounts & Customers in this Country

Switzerland	0	1-10	11-20	21-30	31-40	41+
January 2014	41%	23%	14%		5%	18%
September 2014	16%	56%	4%			20%
May 2015	12%	64%	12%			12%

## Resources Used to Check Credit on Customers:

Switzerland	Customer Visits	Trade References	Credit Reports	Country Risk Reports	Financial Statements	Bank References
May 2015	43%	43%	86%	29%	43%	43%

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

Switzerland	Credit Applications	Purchase Orders	Sales Contract
May 2015	43%	57%	29%

## Top Payment Method:

Switzerland	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	10%		90%								
Sept 2014	15%		85%								
May 2015			100%								

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

Switzerland	0 - 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
January 2014	44%	34%	11%	11%			
September 2014	63%		31%	6%			
May 2015	37.5%	37.5%	25%				

## Open Account, Average Payment Delay

Switzerland	No Delay	Less than 30 Days	30-60 Days	61-90 Days	91+ Days		
January 2014	44%	56%					
September 2014	31%	63%	6%				
May 2015	62.5%	37.5%					

## In general, payment delays are due to:

Switzerland	Responses
May 2015	Disputes

## Advice when doing business in Switzerland:

Switzerland	Responses
May 2015	

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How many key accounts with large balances are past due:

Switzerland	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:

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