

	January 2018	May 2019	February 2020
Total Respondents	84	57	58
Respondents with customers in this county	22	12	16
Sales are primarily to	January 2018	May 2019	February 2020
Existing Customers	100%	100%	100%
New Customers	0%	0%	0%
Respondents extending credit to customers vs. those who do not	January 2018	May 2019	February 2020
Extend Credit	86%	92%	94%
Do Not Extend Credit	14%	8%	6%
Payment terms granted by those extending credit to customers in this country:	January 2018	May 2019	February 2020
0-30	16%	64%	27%
31-60	42%	27%	53%
61-90	32%	0%	13%
91+	11%	9%	7%
Average days beyond terms:	January 2018	May 2019	February 2020
	19	26.5	9.1
Payment methods used (multiple selections permitted):	January 2018	May 2019	February 2020
Wire Transfer	95%	67%	100%
EFT (seller initiated)	10%	0%	13%
EFT (buyer initiated)	5%	17%	6%
Check	10%	8%	19%
Credit Card	24%	42%	25%
Extended Payment Program or Progress Billing	0%	8%	0%
B.P.O. (Bank Payment Obligation)	0%	0%	0%
Letter of Credit	14%	0%	13%
Cash Against Documents	5%	0%	6%
Dated Draft	0%	0%	0%
*Other	5%	0%	6%

**\*OTHER**

January 2018	February 2020
• ACH	• Payment Term - 50% CIA, balance at net 45

Payment Delays Are:	January 2018	May 2019	February 2020
Increasing	9%	36%	7%
Decreasing	9%	0%	0%
No Change	46%	46%	73%
No Payment Delays	36%	18%	20%

Causes of payment delays, open account:	January 2018	May 2019	February 2020
Billing Disputes	23%	0%	17%
Other Disputes	8%	0%	0%
Cash Flow Issues	15%	22%	8%
Inability to Pay	0%	0%	0%
Unwilling to Pay	8%	0%	8%
Customer Payment Policy	8%	22%	25%
Government Approval	0%	0%	0%

Causes of payment delays, open account:	January 2018	May 2019	February 2020
Regulatory Issues	0%	0%	0%
Foreign Exchange Rates	0%	0%	8%
Central Bank Issues	15%	0%	0%
Cultural Norms and Customs	8%	22%	0%
*Other	15%	34%	34%

**\*OTHER**

January 2018	May 2019	February 2020
<ul style="list-style-type: none"> <li>Pay prompt to 5 days slow.</li> <li>Hurricane Irma impacted the business environment.</li> </ul>	<ul style="list-style-type: none"> <li>Fx restrictions, unable to get US dollars</li> <li>Customer forgets to pay.</li> </ul>	<ul style="list-style-type: none"> <li>Unknown, unspecified delays.</li> <li>Customer says they forgot to pay.</li> <li>Carry through from distributor customer payment practices.</li> </ul>

**PRS Political & Economic Risk Forecast (Updated 10/01/19)**

18-month & 5-year political forecasts and probability for REGIMES most likely to hold power; risk ratings for TURMOIL (low to high), and RISK RATINGS (A+ least, D- most) for financial TRANSFER, direct INVESTMENT, and EXPORT to the country. If forecast has changed, the previous rating appears in parentheses. An asterisk means a nonincumbent regime. Most recent economic data and forecasts include a previous five-year average, a one-year forecast or estimate, and a five-year forecast average. REAL GROWTH of GDP and INFLATION are expressed as percentages, and CURRENT ACCOUNT figures are in billions of US dollars.

Country Regimes and Probabilities	Turmoil	Transfer	Investment	Export		Real GDP Growth	Inflation	Current Account
Trinidad & Tobago					2014-2018	-1.4	3.3	1.56
PNM 45%	Moderate	B	B+	B+	2019	1.0	1.3	1.50
PNM 45%	Moderate	B+	B	A-	2020-2024	1.9	3.0	0.80

Forecast provided by The PRS Group, Inc. [Click Here for More Information on the Political Risk Letter and other offerings.](#)

**Advice when doing business in this country:**

**February 2020**

- Know and verify your customer. Do your due diligence. Maintain all methods of contacts with customer (e.g. mail, phone, email).
- Understand country norms.
- Research the company before granting credit. Very stable country.
- Check bank and trade references.
- Do Due diligence; obtain financials, research company; establish strong partnerships with decision makers; have a presence there; i.e. sales people or visit customers.
- Shipping delays can cause slower than expected payments.
- Have a local agent or salesperson.
- Get to know and stay close to your customer.

**May 2019**

- Find your leverage and use it. If you have no leverage then expect payment delays.
- Mostly stable economy which is still in the rebuilding process from major storms.
- Know your customer - get financials and keep on top of the payments. Also, get to know how they are paid by their customer.
- Obtain financial statements and complete your due diligence.

**January 2018**

- Make sure you fully know who you are selling to, 5 C's of Credit.
- Lack of US funds during certain times of the month. We have opted for credit card payments to ease this.

### January 2018

- Analyze the average dollar transaction of the customer per month, to secure that the amount you are to lend is within their regular threshold.
- Start with prepay orders.
- Seller beware.

Besides checking the standard credit/bank references, I would ask your local sales rep what (or if) they know about the customer.