

	February 2017	January 2018	May 2019
<b>Total Respondents</b>	68	84	57
<b>Respondents with customers in this county</b>	21	20	7
<b>Sales are primarily to</b>	<b>February 2017</b>	<b>January 2018</b>	<b>May 2019</b>
Existing Customers	86%	90%	100%
New Customers	14%	10%	0%
<b>Respondents extending credit to customers vs. those who do not</b>	<b>February 2017</b>	<b>January 2018</b>	<b>May 2019</b>
Extend Credit	76%	70%	100%
Do Not Extend Credit	24%	30%	0%
<b>Payment terms granted by those extending credit to customers in this country:</b>	<b>February 2017</b>	<b>January 2018</b>	<b>May 2019</b>
0-30	19%	14%	14%
31-60	37%	36%	72%
61-90	44%	29%	14%
91+	0%	21%	0%
<b>Average days beyond terms:</b>	<b>February 2017</b>	<b>January 2018</b>	<b>May 2019</b>
	N/A	12.1	20
<b>Payment methods used (multiple selections permitted):</b>	<b>February 2017</b>	<b>January 2018</b>	<b>May 2019</b>
Wire Transfer	95%	94%	100%
EFT (seller initiated)	5%	6%	0%
EFT (buyer initiated)	0%	28%	0%
Check	5%	11%	0%
Credit Card	14%	22%	14%
Extended Payment Program or Progress Billing	0%	0%	0%
B.P.O. (Bank Payment Obligation)	5%	6%	0%
Letter of Credit	14%	17%	0%
Cash Against Documents	10%	0%	0%
Dated Draft	5%	6%	0%
*Other	10%	6%	0%

**\*OTHER**

February 2017	=January 2018
<ul style="list-style-type: none"> <li>• Credit Insurance</li> <li>• Payment in advance</li> </ul>	<ul style="list-style-type: none"> <li>• Credit insurance</li> </ul>

<b>Payment Delays Are:</b>	February 2017	January 2018	May 2019
Increasing	19%	6%	0%
Decreasing	5%	6%	0%
No Change	57%	47%	86%
No Payment Delays	19%	42%	14%

<b>Causes of payment delays, open account:</b>	February 2017	January 2018	May 2019
Billing Disputes	11%	9%	0%
Other Disputes	0%	9%	0%
Cash Flow Issues	11%	37%	25%
Inability to Pay	6%	0%	0%
Unwilling to Pay	11%	18%	0%
Customer Payment Policy	6%	0%	0%
Government Approval	6%	9%	25%

Causes of payment delays, open account:	February 2017	January 2018	May 2019
Regulatory Issues	0%	0%	25%
Foreign Exchange Rates	11%	0%	0%
Central Bank Issues	6%	0%	0%
Cultural Norms and Customs	6%	9%	25%
*Other	26%	9%	0%

**\*OTHER**

February 2017	January 2018
<ul style="list-style-type: none"> <li>• Non-responsive</li> <li>• Documentation issues</li> <li>• Unknown reasons</li> <li>• Customer inefficiency - administrative delays. Customer's ultimate parent is US based and experiencing financial stress.</li> </ul>	<ul style="list-style-type: none"> <li>• Subsidiary of a very large company, and as a large company they don't worry about timely payment.</li> </ul>

**PRS Political & Economic Risk Forecast (Updated 11/01/18)**

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
Uruguay					2013-2017	2.5	8.4	-0.73
*Divided Government 40%	Low	B	A-	B+	2019	2.0	7.4	-0.12
*Divided Government 40%	Low	B	B+	B	2020-2024	3.1	6.3	-0.55

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:**

**May 2019**

- Know who you are selling to - get U.S. references.
- Clearing customs can be challenging.

**January 2018**

- Obtain financial statements for review if possible. May be better to do business with payment in advance terms.
- Make sure you fully know who you are selling to, 5 C's of Credit.
- Accept only payment in advance or L/Cs.
- Understand the market conditions and management of the company. Get to know the business customs in Uruguay.
- Start with PIA terms or get additional securities in the event of payment default.
- I would start off with some type of security, LC, etc. Build a history and relationship with the customer before extending open account terms.
- Seller Beware.
- Know your customer. Make sure the party on the PO is the one you've checked for credit and the one receiving and paying for the goods.
- Besides checking the standard credit/bank references, I would ask your local sales rep what (or if) they know about the customer.

### February 2017

- Understand the country's business environment, and get a good understanding of how to conduct business in country.
- We only have two customers in Uruguay; one is a subsidiary of a major customer of ours. Based on this I cannot provide advice on what someone would need to know.
- Know your customer.
- If customer is wholly or partially owned by parent outside Uruguay, also investigate credit standing of the parent.
- We have a history of collection issues from our customers in Uruguay. They claim difficulty getting money out of the country.
- Understand Uruguay's country risk.