

Angola



Total Respondents:

December 2013	16
August 2014	19
June 2015	10

Sales are primarily to:

Angola	Existing Customers	New Customers
June 2015	33%	17%

Number of Accounts & Customers in this Country

Angola	0	1-10	11-20	21-30	31-40	41+
December 2013	100%					
August 2014	80%	20%				
June 2015	90%					10%

Resources Used to Check Credit on Customers:

Angola	Customer Visits	Trade References	Credit Reports	Country Risk Reports	Financial Statements	Bank References
June 2015		33%	33%	67%	33%	

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

Angola	Credit Applications	Purchase Orders	Sales Contract
June 2015	50%	25%	25%

Top Payment Method:

Angola	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
December 2013	60%	40%									
August 2014	100%										
June 2015	33%		67%								

Open Account, Average Trading Terms/Number of Days

Angola	0 – 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
December 2013							N/A
August 2014							N/A
June 2015			100%				

Open Account, Average Payment Delay

Angola	No Delay	Less than 30 Days	30-60 Days	61-90 Days	91+ Days		
December 2013						N/A	
August 2014						N/A	
June 2015			100%				

In general, payment delays are due to:

Angola	Responses
June 2015	USD shortages, local legislation

Advice when doing business in Angola:

Angola	Responses
June 2015	N/A

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How many key accounts with large balances are past due:

Angola	June 2015
Less than 1%	67%
Between 1 -5%	
Between 6 – 10%	
About 25%	33%
About 33%	
About 50%	
About 60%	
About 75%	
About 100%	

Average Number of Key Accounts with Large Past Due Balances:

Angola	1 - 5	6 - 10	11- 20	20+	
December 2013	N/A				
August 2014	N/A				
June 2015					