

Bolivia



Total Respondents:

June 2014	39
April 2015	24
February 2017	68

Respondents with customers in this country:

June 2014	13
April 2015	8
February 2017	22

Sales are primarily to:

	Existing Customers	New Customers
April 2015	92%	8%
February 2017	95%	5%

Do accounts in this country represent a significant portion of respondents A/R?:

	Yes	No
February 2017	0%	100%

Respondents extending credit to customers vs. those who do not

	Extend Credit	Do Not Extend Credit
June 2014	31%	N/A
April 2015	46%	N/A
February 2017	73%	27%

Payment terms granted by those extending credit to customers in this country:

	0-30	31-60	61-90	91+
June 2014	43%	28%	29%	0%
April 2015	0%	50%	50%	0%
February 2017	20%	53%	27%	0%

Payment methods used (multiple selections permitted):

	Wire Transfer	EFT (seller initiated)	EFT (buyer initiated)	Check	Credit Card	Extended Payment Program or Progress Billing	B.P.O. (Bank Payment Obligation)	Letter of Credit	Cash Against Documents	Dated Draft	*Other
June 2014	N/A	N/A	N/A	N/A	N/A	N/A	N/A	19%	13%	0%	68%
April 2015	18%	0%	N/A	N/A	0%	0%	N/A	0%	0%	0%	82%
February 2017	90%	0%	10%	10%	10%	0%	0%	19%	14%	0%	0%
*OTHER (NOTE: Previous surveys asked for top method of payment which included PIA and open account)											
June 2014	<ul style="list-style-type: none"> 31% open account, no method specified; 37% Payment in advance, no method specified. 										
April 2015	<ul style="list-style-type: none"> 46% open account, no method specified; 36% Payment in advance, no method specified. 										

Payment Delays Are:

	Increasing	Decreasing	No Change	No Payment Delays
June 2014	N/A	N/A	N/A	29%
April 2015	N/A	N/A	N/A	50%
February 2017	24%	5%	43%	28%
*NOTE: Previous Surveys asked for average length of payment delay.				
June 2014	<ul style="list-style-type: none"> 43% cited delays <30 days; 14% cited delays of 30-60 days; 14% cited delays of 60-90 days. 			
April 2015	<ul style="list-style-type: none"> 50% cited delays <30 days. 			

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Causes of payment delays, open account:

	Billing Disputes	Other Disputes	Cash Flow Issues	Inability to Pay	Unwilling to Pay	Customer Payment Policy	Government Approval	Regulatory Issues	Foreign Exchange Rates	Central Bank Issues	Cultural Norms and Customs	Other
April 2015	0%	0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	*
February 2017	0%	0%	21%	7%	7%	14%	0%	15%	15%	7%	7%	7%
*Other (Surveys prior to 2016 offered 4 answer choices: Disputes, Legal Issues, None of the Above, and "Other")												
April 2015	<ul style="list-style-type: none"> 67% - None of the Above "General slow turnaround, but usually less than 10 DBT" 											
February 2017	<ul style="list-style-type: none"> Very fluid government regulations and corruption. Becoming increasingly difficult to renew importation licenses and banks will not transfer funds after the distributor has filed their valid importation license with the bank. Last round required 6 months for the distributor, reworking forms numerous times and leaving goods stuck in customs along with unpaid invoices for several months. 											

Resources used to check creditworthiness of customers (multiple selections permitted):

	Customer visits	Trade references	International credit reports	Country risk reports	Financial statements	Bank references	Tax records	Customer's borrowing relationship with their bank	Customer's line of credit with their primary bank
April 2015	44%	44%	78%	56%	67%	22%	N/A	N/A	N/A
February 2017	42%	63%	84%	26%	95%	37%	5%	0%	0%

Documents used to confirm or finalize sale to prior to shipping (multiple selections permitted):

	Credit Applications	Purchase Orders	Sales Contract	Other
April 2015	40%	60%	40%	0%
February 2017	65%	90%	65%	5%
*OTHER				
February 2017	<ul style="list-style-type: none"> Email Confirmation 			

Advice when doing business in this country:

February 2017	<ul style="list-style-type: none"> Be very careful and make sure you have a strong relationship with your customer. If exporting from the US, keep in mind that the Bolivian government is not friendly with the US and licenses may be difficult to obtain. Overall risk is high. Given I only have one customer and selling on a prepayment basis I cannot provide any specific insight. Know your customer; know the current exchange rate, accurate information on letters of credit. I would recommend the use of insurance to underwrite the receivables Keep conservative lines of credit. Do months of trade history before going with higher lines It is recommended to pay attention to government trends. Government decisions can affect the finances of local companies Collect Hard. We usually send reminder of invoice coming due 10 days prior to due date, which helps in getting paid on time Know your customer, obtain payment in advance until a relationship is established
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