



	November 2013	July 2014	June 2020
Total Respondents	41	14	55
Respondents with customers in this county	21	0	2
Sales are primarily to	November 2013	July 2014	June 2020
Existing Customers	N/A	N/A	100%
New Customers	N/A	N/A	0%
Respondents extending credit to customers vs. those who do not	November 2013	July 2014	June 2020
Extend Credit	29%	N/A	100%
Do Not Extend Credit	71%	N/A	0%
Payment terms granted by those extending credit to customers in this country:	November 2013	July 2014	June 2020
0-30	0%	N/A	100%
31-60	50%	N/A	0%
61-90	50%	N/A	0%
91+	0%	N/A	0%
Average days beyond terms:	November 2013	July 2014	June 2020
	N/A	N/A	6
Payment methods used (multiple selections permitted):	November 2013	July 2014	June 2020
Wire Transfer	0%	N/A	100%
EFT (seller initiated)	0%	N/A	100%
EFT (buyer initiated)	0%	N/A	100%
Check	0%	N/A	100%
Credit Card	0%	N/A	100%
Extended Payment Program or Progress Billing	0%	N/A	0%
B.P.O. (Bank Payment Obligation)	0%	N/A	0%
Letter of Credit	14%	N/A	100%
Cash Against Documents	0%	N/A	0%
Dated Draft	0%	N/A	0%
*Other	86%	N/A	0%

*OTHER (NOTE: Previous surveys asked for top method of payment which included PIA and open account)

November 2013

- 57% Payment in Advance, no method specified.
- 29% Open Account, no method specified.

Payment Delays Are:	November 2013	July 2014	June 2020
Increasing	N/A	N/A	100%
Decreasing	N/A	N/A	0%
No Change	N/A	N/A	0%
No Payment Delays	N/A	N/A	0%

*NOTE: Previous Surveys asked for average length of payment delay.

November 2013

- 50% Reported delays <30 days; 50% reported delays of 61-90 days. 96% Reported 1-5 Past Due accounts, 4% reported 6-10.

Causes of payment delays, open account:	November 2013	July 2014	June 2020
Billing Disputes	N/A	N/A	0%
Other Disputes	N/A	N/A	0%
Cash Flow Issues	N/A	N/A	0%
Inability to Pay	N/A	N/A	100%
Unwilling to Pay	N/A	N/A	0%
Customer Payment Policy	N/A	N/A	0%
Government Approval	N/A	N/A	0%
Regulatory Issues	N/A	N/A	0%
Foreign Exchange Rates	N/A	N/A	0%
Central Bank Issues	N/A	N/A	0%
Cultural Norms and Customs	N/A	N/A	0%
*Other	N/A	N/A	0%

PRS Political & Economic Risk Forecast (Updated 01/01/20)

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
Cuba					2015-2019	1.3	5.5	1.98
*Reform Communist 50%	Low	D-	C	D	2020	-0.5	5.5	0.40
*Reform Communist 50%	Moderate	C-	C-	C-	2021-2025	2.4	6.0	-0.15

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:

June 2020

- Know your true customer (Who you are actually selling to, not a banner name or trade name, true legal entity (5 C's of Credit).
- Know the true legal entity you are selling not their trade/banner.