

# Ireland



## Total Respondents:

January 2014	20
September 2014	23
May 2015	18

## Sales are primarily to:

Ireland	Existing Customers	New Customers
May 2015	62%	15%

## Number of Accounts & Customers in this Country

Ireland	0	1-10	11-20	21-30	31-40	41+
January 2014	43%	37%	5%	5%		10%
September 2014	26%	52%	7%	4%		11%
May 2015	22.1%	66.7%	5.6%	5.6%		

## Resources Used to Check Credit on Customers:

Ireland	Customer Visits	Trade References	Credit Reports	Country Risk Reports	Financial Statements	Bank References
May 2015	38%	75%	100%	37.5%	50%	37.5%

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

Ireland	Credit Applications	Purchase Orders	Sales Contract
May 2015	37.5%	75%	37.5%

## Top Payment Method:

Ireland	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
January 2014	9%		91%								
Sept 2014	21%		74%			5%					
May 2015	12.5%		75%					12.5%			

## Open Account, Average Trading Terms/Number of Days

Ireland	0 – 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
January 2014	50%	10%	40%				
September 2014	50%	17%	25%	8%			
May 2015	17%	33%	50%				

## Open Account, Average Payment Delay

Ireland	No Delay	Less than 30 Days	30-60 Days	61-90 Days	91+ Days
January 2014	20%	70%		10%	
September 2014	42%	58%			
May 2015	67.7%	33.3%			

## In general, payment delays are due to:

Ireland	Responses
May 2015	Disputes

## Advice when doing business in Ireland:

Ireland	Responses
May 2015	

# Ireland

How many key accounts with large balances are past due:

Ireland	May 2015
Less than 1%	100%
Between 1 -5%	
Between 6 – 10%	
About 25%	
About 33%	
About 50%	
About 60%	
About 75%	
About 100%	

Average Number of Key Accounts with Large Past Due Balances:

Ireland	1 - 5	6 - 10	11- 20	20+	
January 2014	N/A				
September 2014	N/A				
May 2015					