

# Luxembourg



## Total Respondents:

January 2014	20
September 2014	23
May 2015	17

## Sales are primarily to:

Luxembourg	Existing Customers	New Customers
May 2015	23%	15%

## Number of Accounts & Customers in this Country

Luxembourg	0	1-10	11-20	21-30	31-40	41+
January 2014	55%	32%				14%
September 2014	60%	32%	4%			4%
May 2015	47%	41%	12%			

## Resources Used to Check Credit on Customers:

Luxembourg	Customer Visits	Trade References	Credit Reports	Country Risk Reports	Financial Statements	Bank References
May 2015	25%	25%	100%		25%	25%

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

Luxembourg	Credit Applications	Purchase Orders	Sales Contract
May 2015	50%	50%	

## Top Payment Method:

Luxembourg	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	17%		83%								
Sept 2014	22%		78%								
May 2015	25%		75%								

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

Luxembourg	0 - 30 Days	45 Days	60 Days	90 Days	120 Days	150 Days	150+ Days
January 2014	80%		20%				
September 2014	50%		33%	17%			
May 2015	67%		33%				

## Open Account, Average Payment Delay

Luxembourg	No Delay	Less than 30 Days	30-60 Days	61-90 Days	91+ Days		
January 2014	60%	40%					
September 2014	66%	17%	17%				
May 2015	100%						

## In general, payment delays are due to:

Luxembourg	Responses
May 2015	

## Advice when doing business in Luxembourg:

Luxembourg	Responses
May 2015	

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How many key accounts with large balances are past due:

Luxembourg	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:

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