



	June 2015	February 2017	March 2018
<b>Total Respondents</b>	16	77	50
<b>Respondents with customers in this county</b>	3	14	6
<b>Sales are primarily to</b>	June 2015	February 2017	March 2018
Existing Customers	100%	86%	83%
New Customers	0%	14%	17%
<b>Do accounts in this country represent a significant portion of respondent's A/R?</b>	June 2015	February 2017	March 2018
Yes	N/A	0%	33%
No	N/A	100%	67%
<b>Respondents extending credit to customers vs. those who do not</b>	June 2015	February 2017	March 2018
Extend Credit	50%	29%	83%
Do Not Extend Credit	N/A	71%	17%
<b>Payment terms granted by those extending credit to customers in this country:</b>	June 2015	February 2017	March 2018
0-30	0%	50%	40%
31-60	100%	25%	40%
61-90	0%	0%	20%
91+	0%	25%	0%
<b>Average days beyond terms:</b>	June 2015	February 2017	March 2018
	N/A	N/A	9
<b>Payment methods used (multiple selections permitted):</b>	June 2015	February 2017	March 2018
Wire Transfer	0%	83%	67%
EFT (seller initiated)	0%	0%	33%
EFT (buyer initiated)	N/A	8%	50%
Check	N/A	0%	17%
Credit Card	0%	33%	0%
Extended Payment Program or Progress Billing	0%	0%	0%
B.P.O. (Bank Payment Obligation)	N/A	0%	33%
Letter of Credit	0%	33%	50%
Cash Against Documents	0%	33%	17%
Dated Draft	0%	0%	17%
*Other	100%	8%	0%

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

June 2015	February 2017
<ul style="list-style-type: none"> <li>50% Payment in advance; 50% Open account. No methods specified.</li> </ul>	<ul style="list-style-type: none"> <li>Mobile payment transfers</li> </ul>

Payment Delays Are:	June 2015	February 2017	March 2018
Increasing	N/A	29%	50%
Decreasing	N/A	0%	0%
No Change	N/A	29%	33%
No Payment Delays	0%	42%	17%

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

June 2015
<ul style="list-style-type: none"> <li>100% of respondents cited delays of 30-60 days</li> </ul>

Causes of payment delays, open account:	June 2015	February 2017	March 2018
Billing Disputes	0%	0%	0%
Other Disputes	0%	0%	0%
Cash Flow Issues	N/A	13%	40%
Inability to Pay	N/A	13%	0%
Unwilling to Pay	N/A	13%	20%
Customer Payment Policy	N/A	0%	0%
Government Approval	N/A	0%	20%
Regulatory Issues	N/A	0%	0%
Foreign Exchange Rates	N/A	25%	20%
Central Bank Issues	N/A	25%	0%
Cultural Norms and Customs	N/A	0%	0%
*Other	N/A	11%	0%

**\*OTHER**

June 2015	February 2017
<ul style="list-style-type: none"> <li>• Legal Issues</li> </ul>	<ul style="list-style-type: none"> <li>• Documentation issues</li> </ul>

Resources used to check creditworthiness of customers (multiple selections permitted):	June 2015	February 2017	March 2018
Customer visits	0%	23%	33%
Trade references	0%	31%	50%
International credit reports	50%	85%	83%
Country risk reports	0%	38%	67%
Financial statements	50%	69%	50%
Bank references	0%	23%	83%
Tax records	N/A	0%	33%
Customer's borrowing relationship with their bank	N/A	0%	50%
Customer's line of credit with their primary bank	N/A	0%	50%

Documents used to confirm or finalize sale to prior to shipping (multiple selections permitted):	June 2015	February 2017	March 2018
Credit Applications	50%	36%	50%
Purchase Orders	100%	71%	100%
Sales Contract	50%	64%	50%
Other	0%	21%	0%

**\*OTHER**

**February 2017**

- Order acknowledgment notification
- Receipt of payment/wired funds

**Advice when doing business in this country:**

**March 2018**

- Know who you are actually doing business with, credit application, financials, thoroughly vet your customer.
- Considering the high level of country risk, it is advisable to restrict your exposure on secured payment terms only.
- Payment in advance recommended.
- Weak currency against the global currencies make it difficult for collections.
- High potential for fraud in this country, especially credit card.
- We only have two active customers in Nigeria, and one that we provide credit to. That company is actually located in the UK, and ships to their subsidiary in Nigeria.

#### February 2017

- Always verify the customer and know them and the responsible individuals as best as possible before selling or providing any wire details to them
- Be very careful and make sure that the customer can get hard currency and that the process has been initiated with the Form M
- Try the mobile payment transfer such as Paga in local ccy and then try to repatriate in Dollars
- Don't offer open credit. Pay attention to foreign exchange control policy & international trade settlement policy
- Go through all the Financial Bill of a company to avoid credit fraud.
- A higher risk country. We only have a couple of customers there on prepayment terms. Our business volume in Nigeria is very low.
- Get payment in advance
- Make sure your customer is able to get currency out of the country

#### August 2014

- NOTAP and Central Bank of Nigeria - lots of legislation for transactions in USD with non-residents.