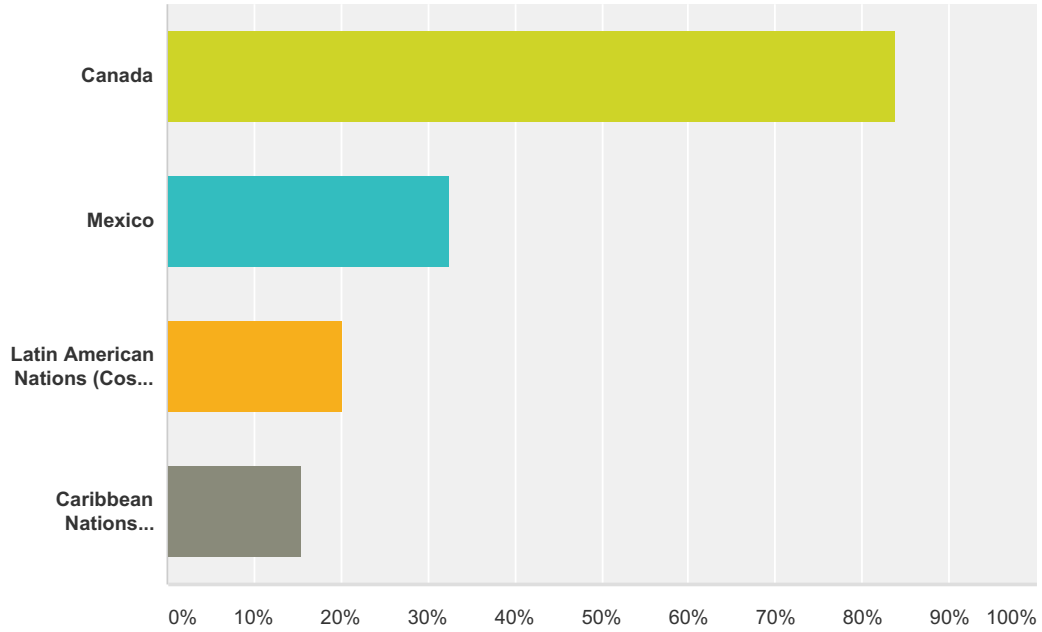


Q1 Which of these countries/groups of countries in North America, excluding the U.S., are among your TOP 5 OVERALL for sales/credit-granting activity?

Answered: 193 Skipped: 32

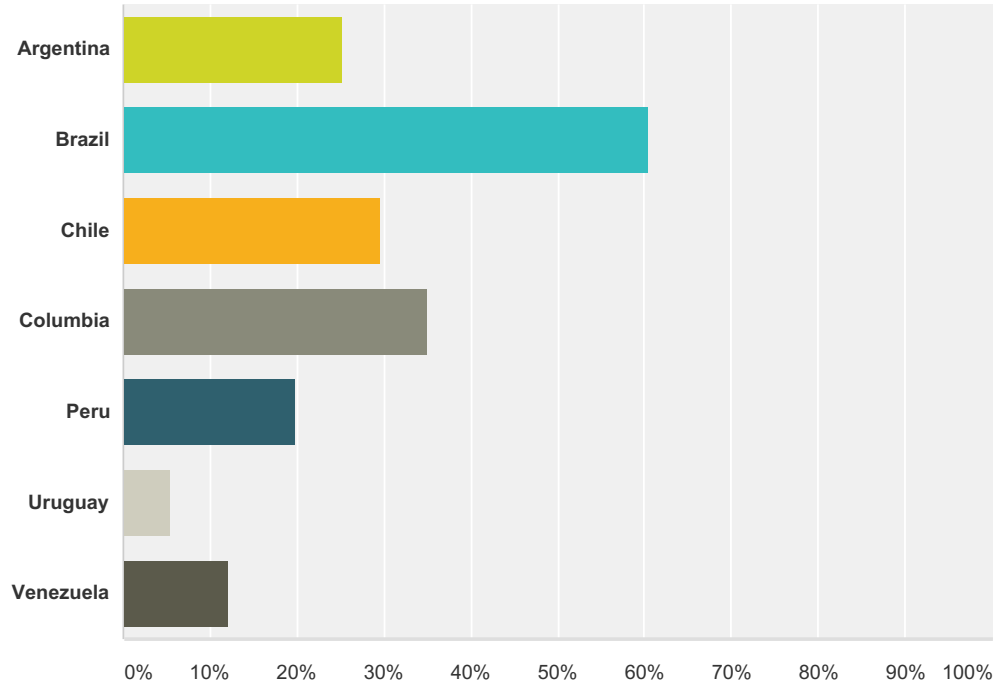


Answer Choices	Responses
Canada	83.94% 162
Mexico	32.64% 63
Latin American Nations (Costa Rica, Panama, Honduras, etc.)	20.21% 39
Caribbean Nations (Dominican Republic, Jamaica, etc.)	15.54% 30
Total Respondents: 193	

Q2 Which of these countries in South America are among your TOP 5 OVERALL for sales/credit-granting activity?

Answered: 91 Skipped: 134

2015 Doing Business In...

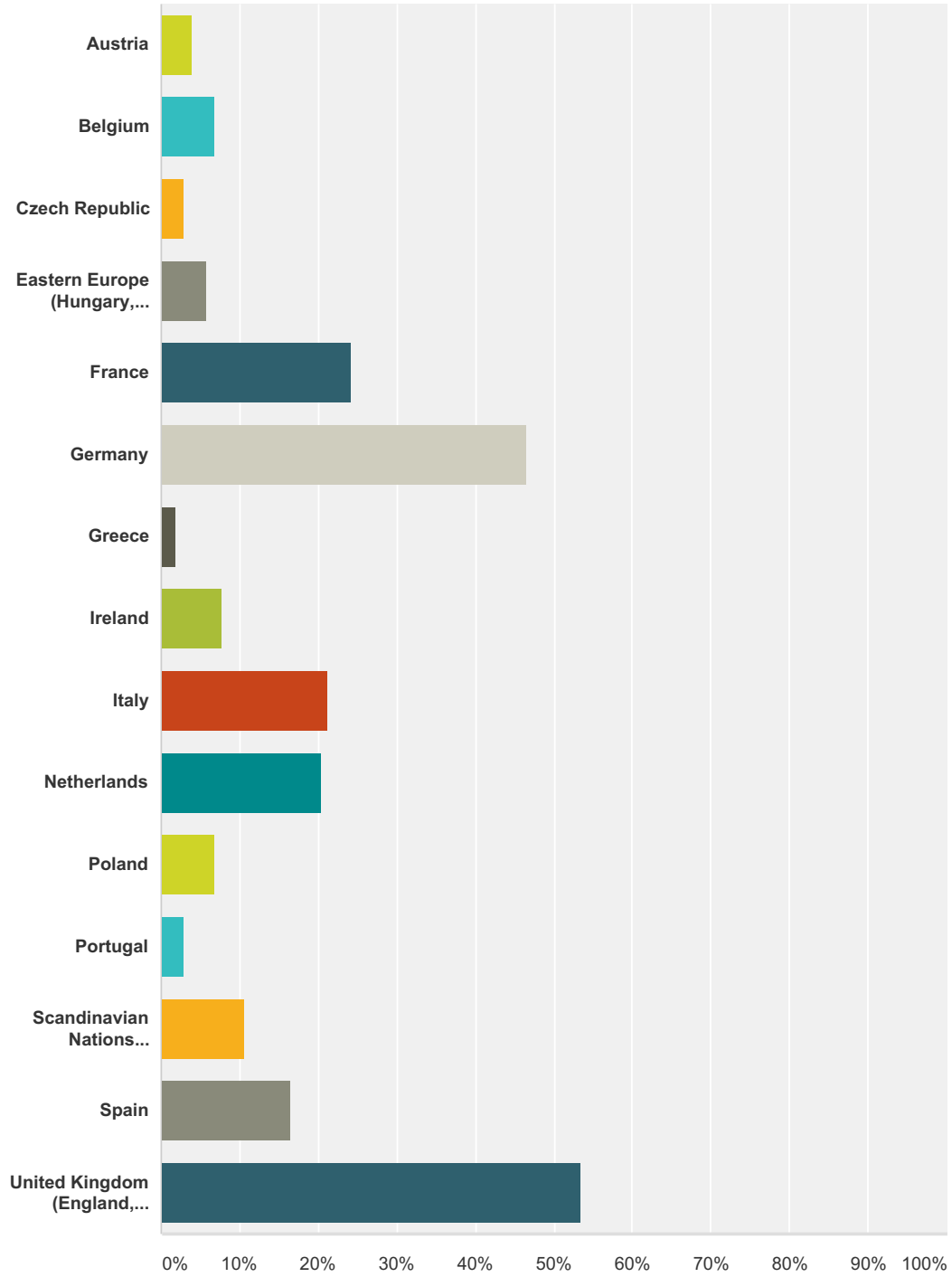


Answer Choices	Responses	
Argentina	25.27%	23
Brazil	60.44%	55
Chile	29.67%	27
Columbia	35.16%	32
Peru	19.78%	18
Uruguay	5.49%	5
Venezuela	12.09%	11
Total Respondents: 91		

Q3 Which of these countries in Europe are among your TOP 5 OVERALL for sales/credit-granting activity?

Answered: 103 Skipped: 122

2015 Doing Business In...



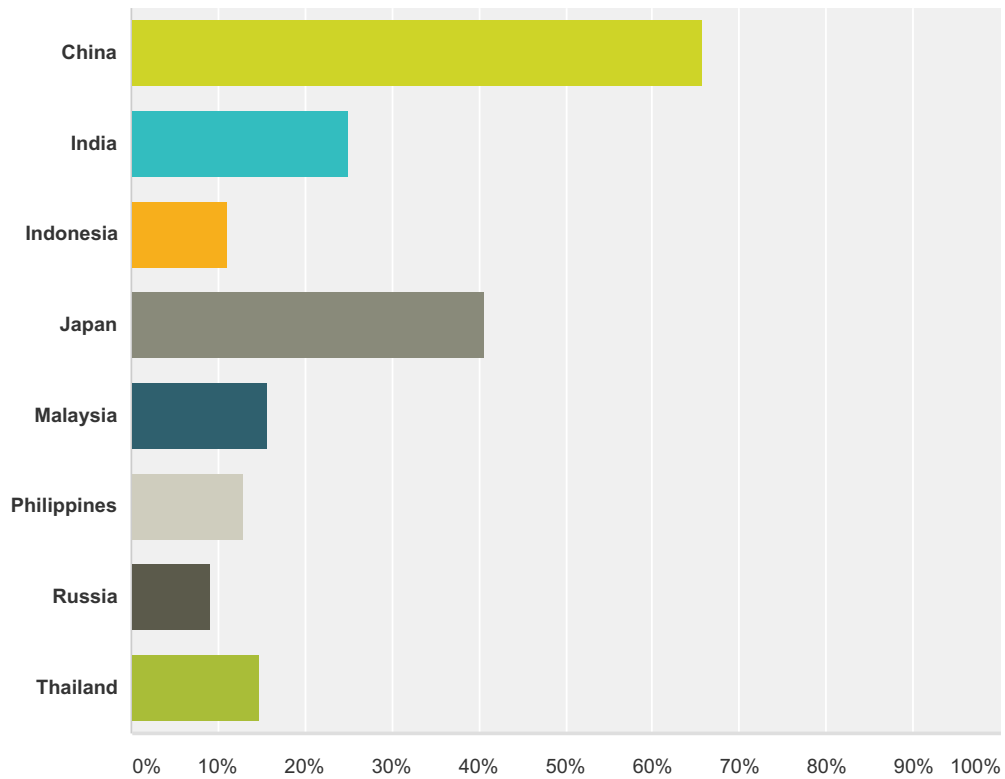
Answer Choices	Responses
Austria	3.88% 4
Belgium	6.80% 7
Czech Republic	2.91% 3
Eastern Europe (Hungary, Romania, Ukraine, etc.)	5.83% 6
France	24.27% 25

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Germany	46.60%	48
Greece	1.94%	2
Ireland	7.77%	8
Italy	21.36%	22
Netherlands	20.39%	21
Poland	6.80%	7
Portugal	2.91%	3
Scandinavian Nations (Denmark, Sweden, etc.)	10.68%	11
Spain	16.50%	17
United Kingdom (England, Scotland, Wales, etc.)	53.40%	55
Total Respondents: 103		

Q4 Which of these countries in Asia are among your TOP 5 OVERALL for sales/credit-granting activity?

Answered: 108 Skipped: 117



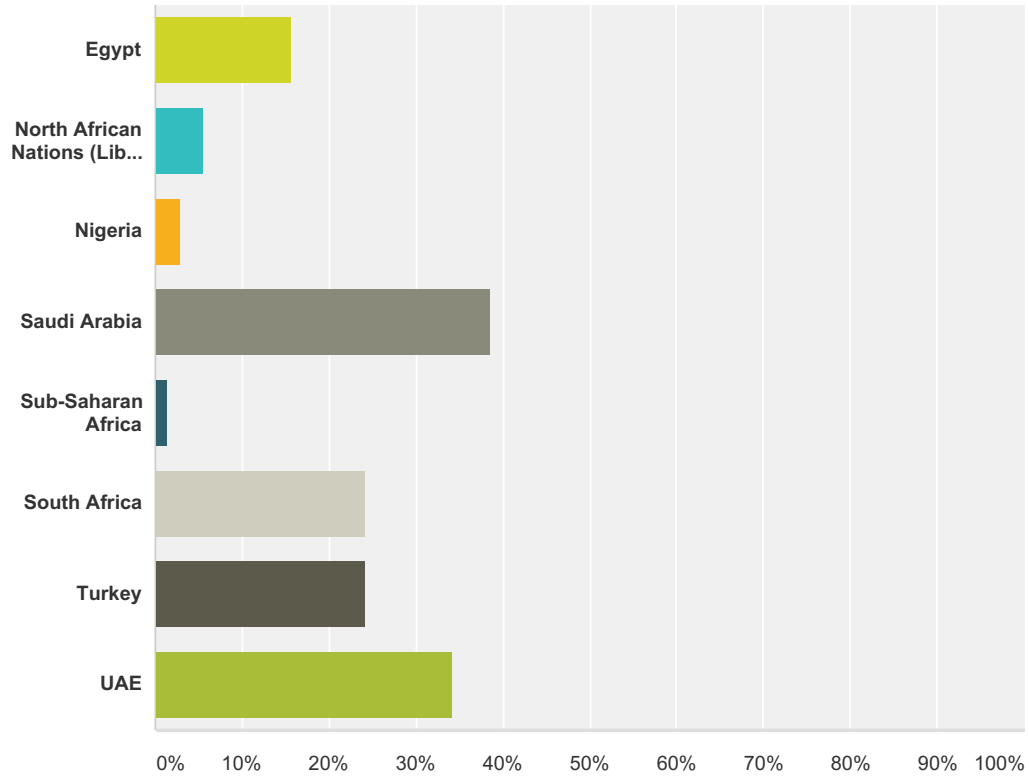
Answer Choices	Responses
China	65.74% 71

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India	25.00%	27
Indonesia	11.11%	12
Japan	40.74%	44
Malaysia	15.74%	17
Philippines	12.96%	14
Russia	9.26%	10
Thailand	14.81%	16
Total Respondents: 108		

Q5 Which of these countries in the Middle East or Africa are among your TOP 5 OVERALL for sales/credit-granting activity?

Answered: 70 Skipped: 155



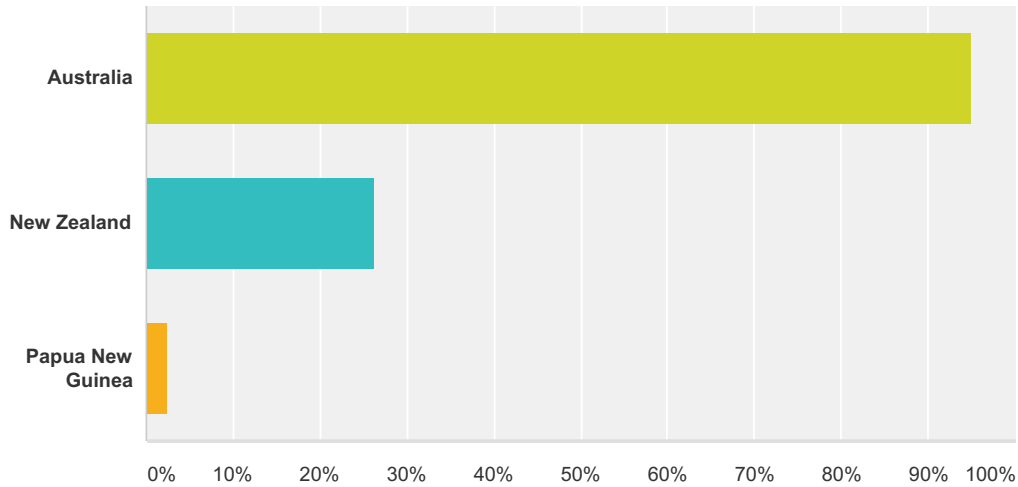
Answer Choices	Responses
Egypt	15.71% 11
North African Nations (Libya, Morocco, etc.)	5.71% 4
Nigeria	2.86% 2
Saudi Arabia	38.57% 27

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Sub-Saharan Africa	1.43%	1
South Africa	24.29%	17
Turkey	24.29%	17
UAE	34.29%	24
Total Respondents: 70		

Q6 Which of these countries in Oceania are among your TOP 5 OVERALL for sales/credit-granting activity?.

Answered: 80 Skipped: 145



Answer Choices	Responses
Australia	95.00% 76
New Zealand	26.25% 21
Papua New Guinea	2.50% 2
Total Respondents: 80	

Q7 What emerging or non-traditional market(s) are you targeting most to sell/grant credit in more going forward (if applicable)?

Answered: 62 Skipped: 163

Q8 Thank you for your participation. Please help us continue to serve you better by providing your name and email address.

Answered: 223 Skipped: 2

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Answer Choices	Responses	
Name:	100.00%	223
Company:	0.00%	0
Address 1:	0.00%	0
Address 2:	0.00%	0
City/Town:	0.00%	0
State/Province:	0.00%	0
ZIP/Postal Code:	0.00%	0
Country:	0.00%	0
Email Address:	100.00%	223
Phone Number:	0.00%	0