

Statistical appendix Atradius Payment Practices Barometer

Asia Pacific – key survey results





Statistical appendix

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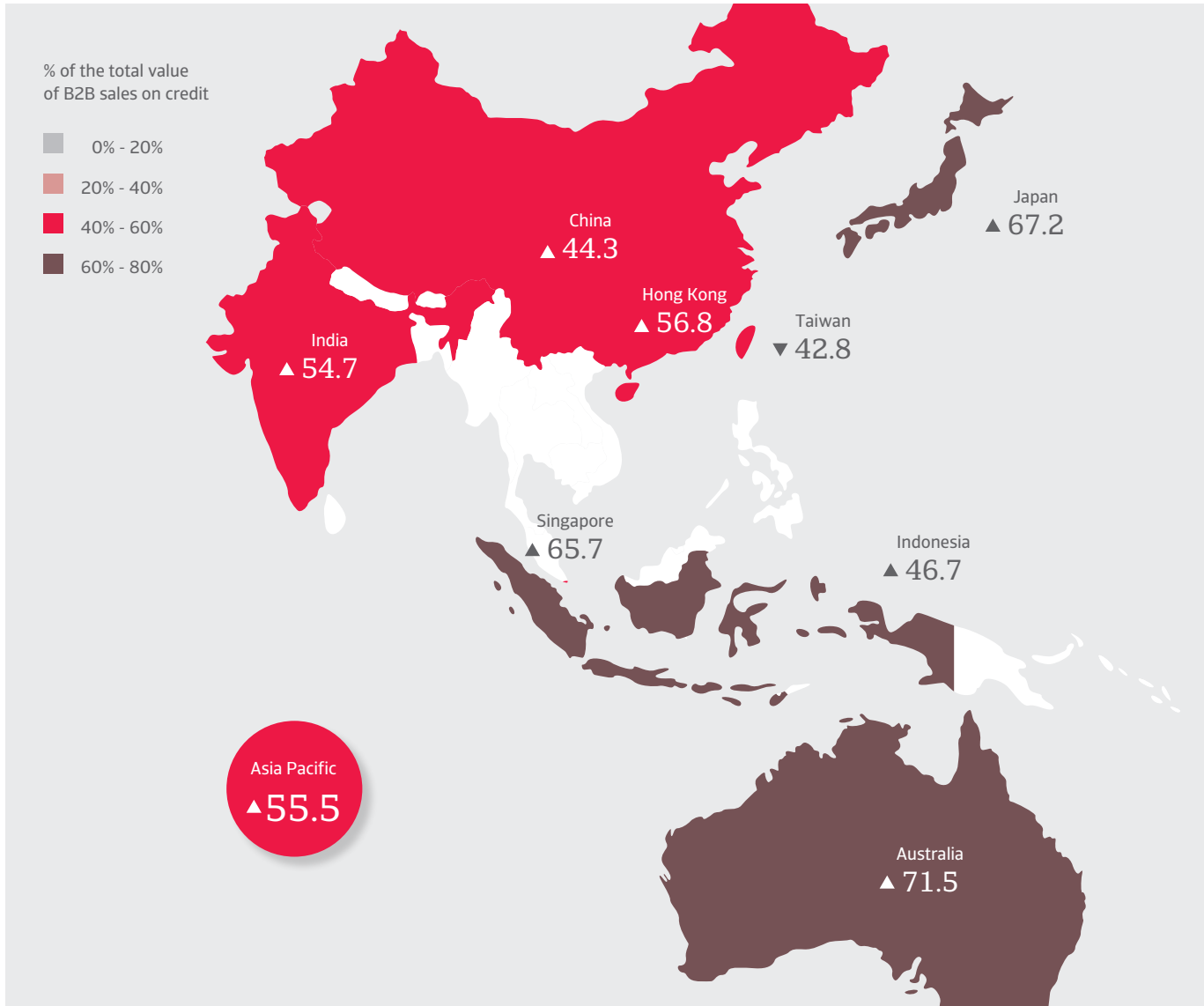
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Asia Pacific: proportion of total B2B sales made on credit



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019

By business sector / by business size

Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
56.2%	54.1%	56.1%	55.0%	55.9%	55.1%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019



Average payment terms recorded in Asia Pacific



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019

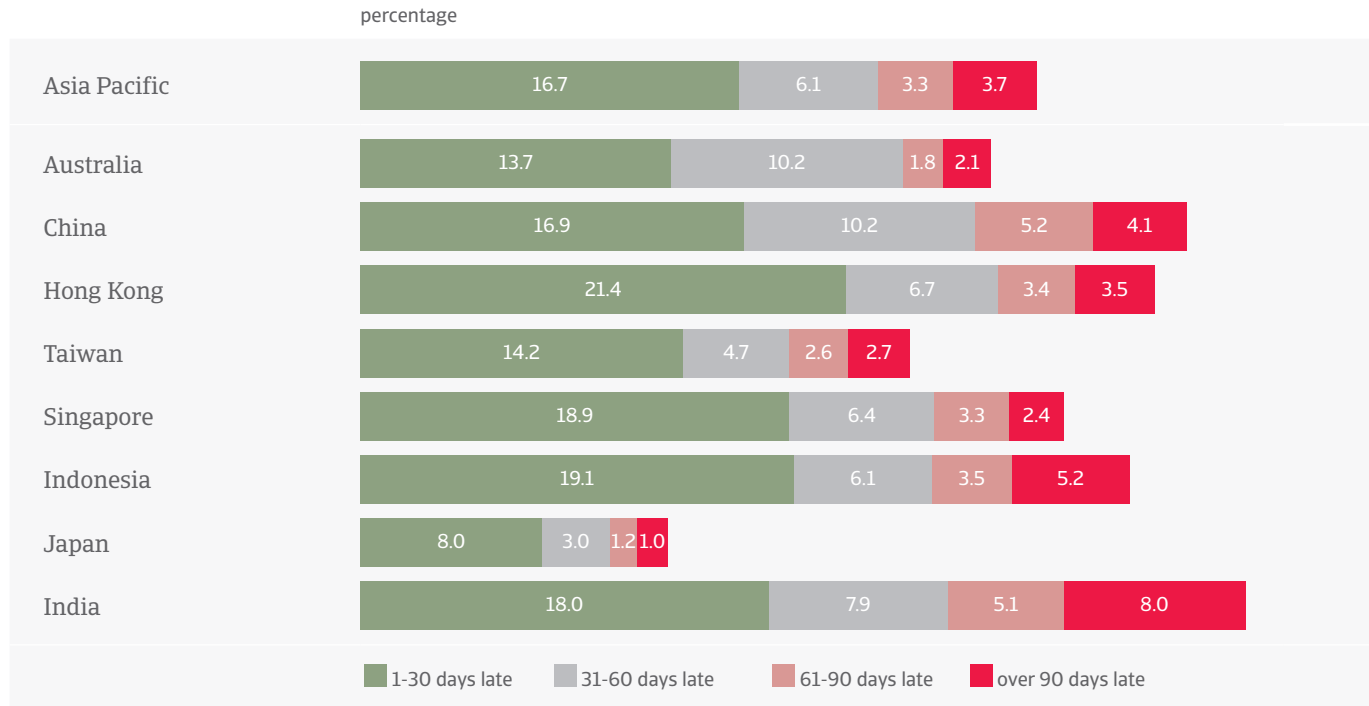
By business sector / by business size (average days)

Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
34	28	33	31	33	29

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019

Asia Pacific: % of past due B2B receivables by age of account



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019



Asia Pacific: percentage of respondents reporting late payment by B2B customers



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019

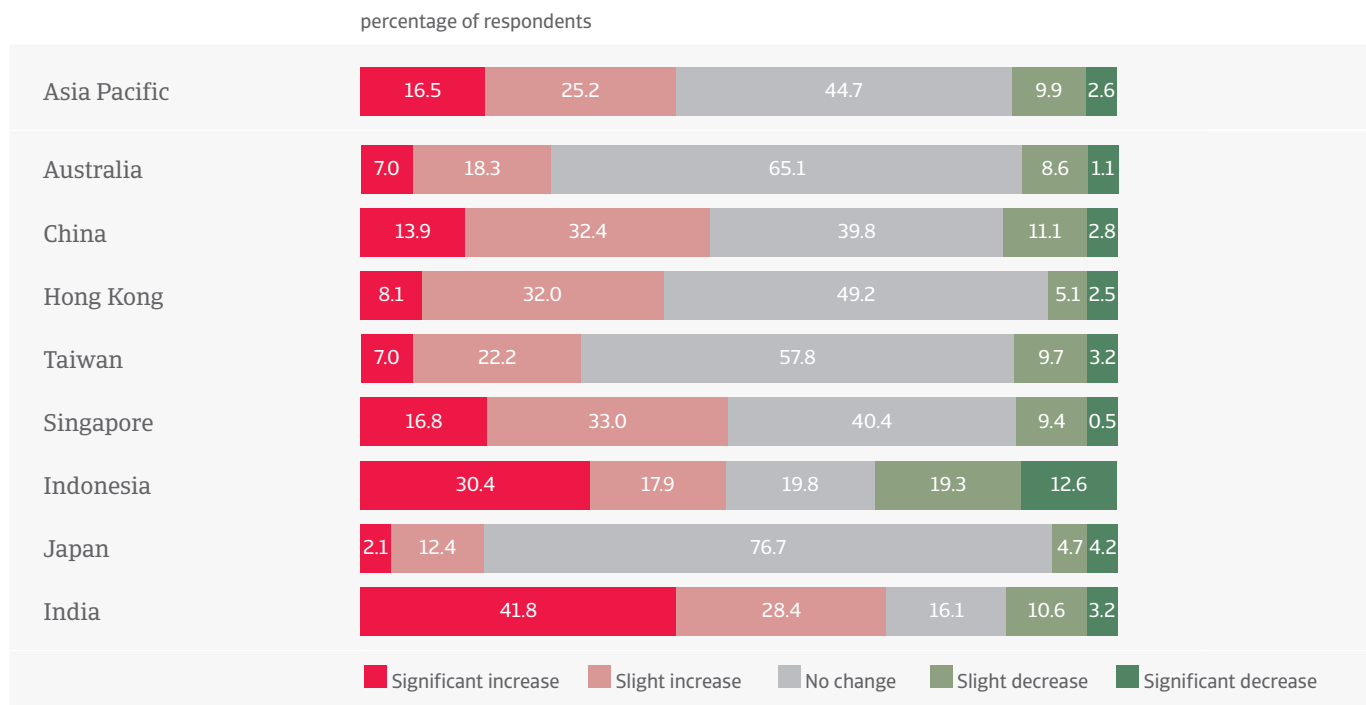
By business sector / by business size (average days)

Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
88	85	77	72	89	89

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019

Asia Pacific: expected changes in the percentage of B2B invoices paid late in the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019

By business sector / by business size

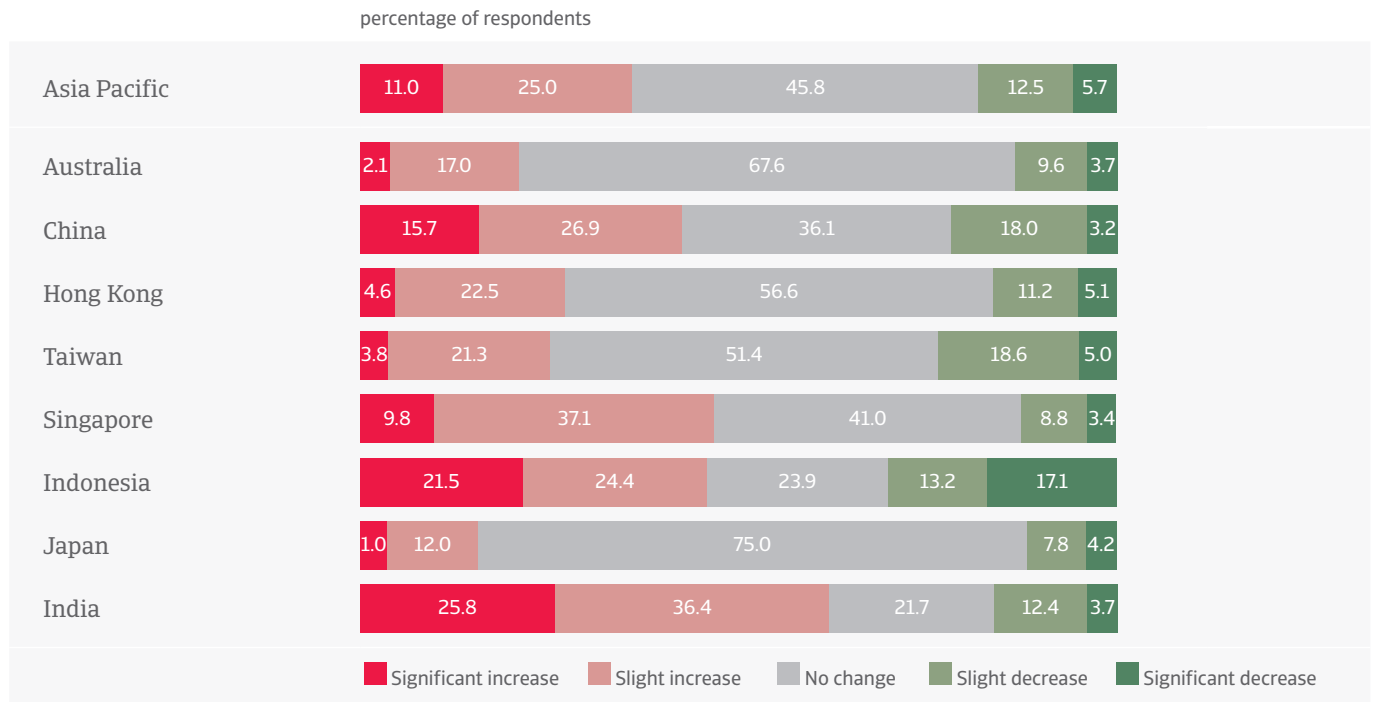
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	19.6%	16.6%	11.3%	9.4%	17.1%	26.3%
Slight increase	26.3%	29.9%	17.5%	22.6%	27.3%	23.1%
No change	41.0%	40.7%	55.6%	54.9%	40.4%	40.2%
Slight decrease	9.4%	9.4%	11.3%	8.6%	11.6%	7.1%
Significant decrease	3.7%	3.5%	4.3%	4.4%	3.7%	3.2%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019



Asia Pacific: expected changes in the percentage of outstanding B2B invoices over 90 days old



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019

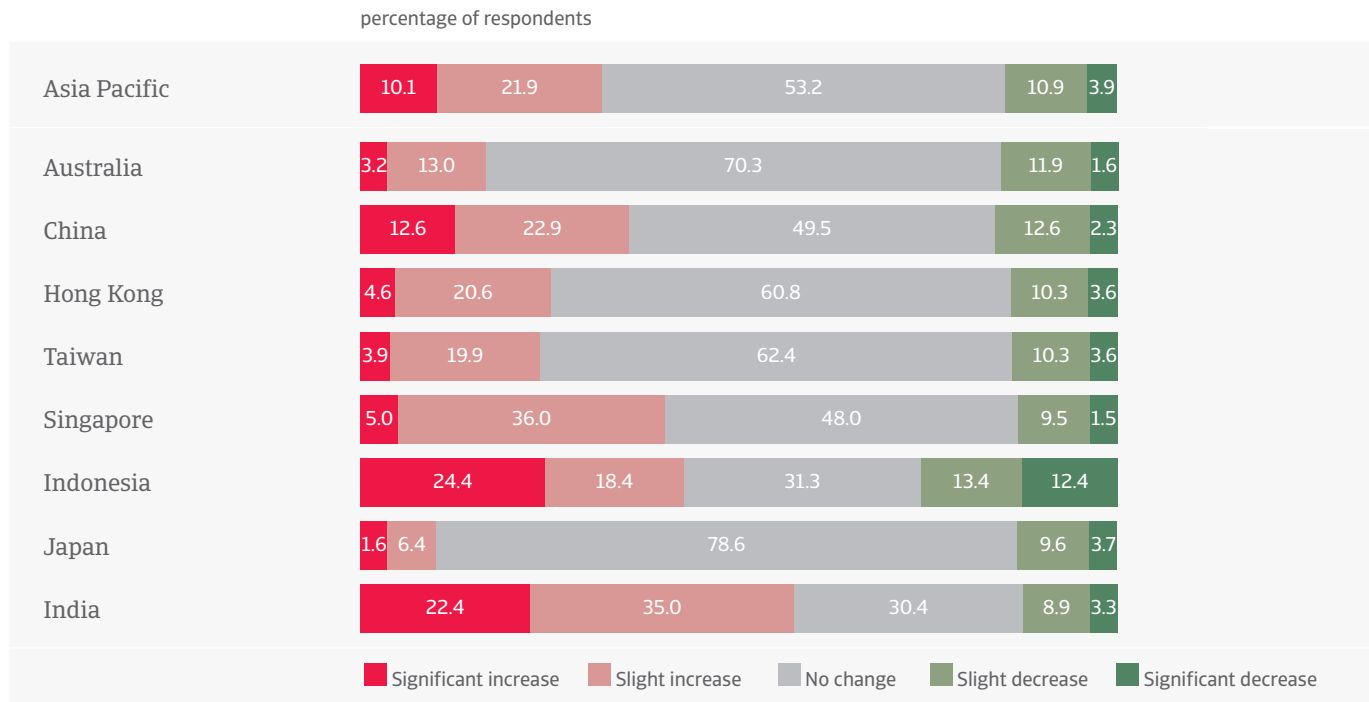
By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	13.6%	12.2%	5.3%	7.6%	9.9%	19.9%
Slight increase	25.9%	27.4%	20.6%	22.0%	26.7%	25.2%
No change	44.4%	42.7%	52.0%	53.1%	43.6%	40.4%
Slight decrease	11.1%	11.6%	15.8%	10.6%	14.3%	10.3%
Significant decrease	5.0%	6.2%	6.2%	6.8%	5.6%	4.7%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019

Asia Pacific: expected changes in DSO in 2019



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019

By business sector / by business size

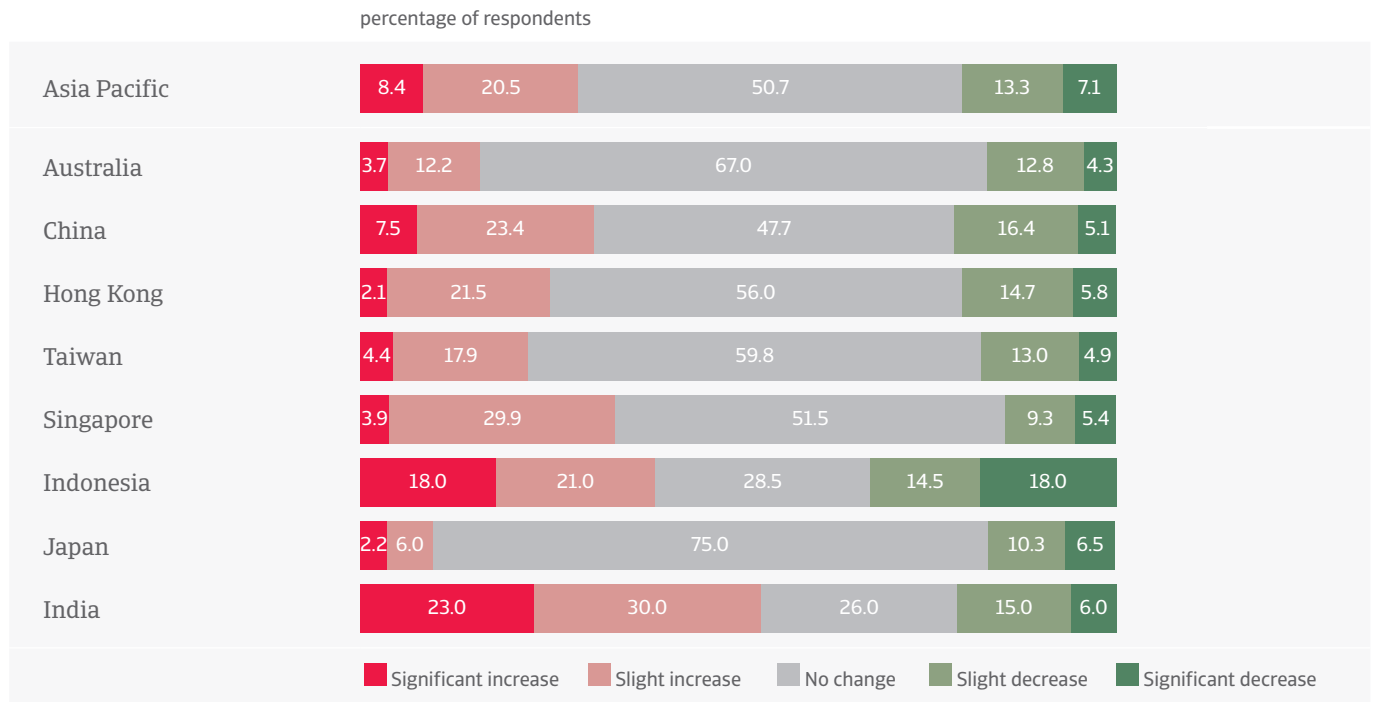
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	11.7%	11.7%	5.4%	8.2%	7.4%	21.2%
Slight increase	23.1%	24.5%	16.7%	18.0%	25.2%	18.4%
No change	51.3%	48.7%	61.8%	59.9%	52.1%	45.3%
Slight decrease	10.4%	11.4%	11.3%	9.8%	11.5%	11.2%
Significant decrease	3.5%	3.7%	4.9%	4.1%	3.8%	4.0%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019



Asia Pacific: expected uncollectables trend over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019

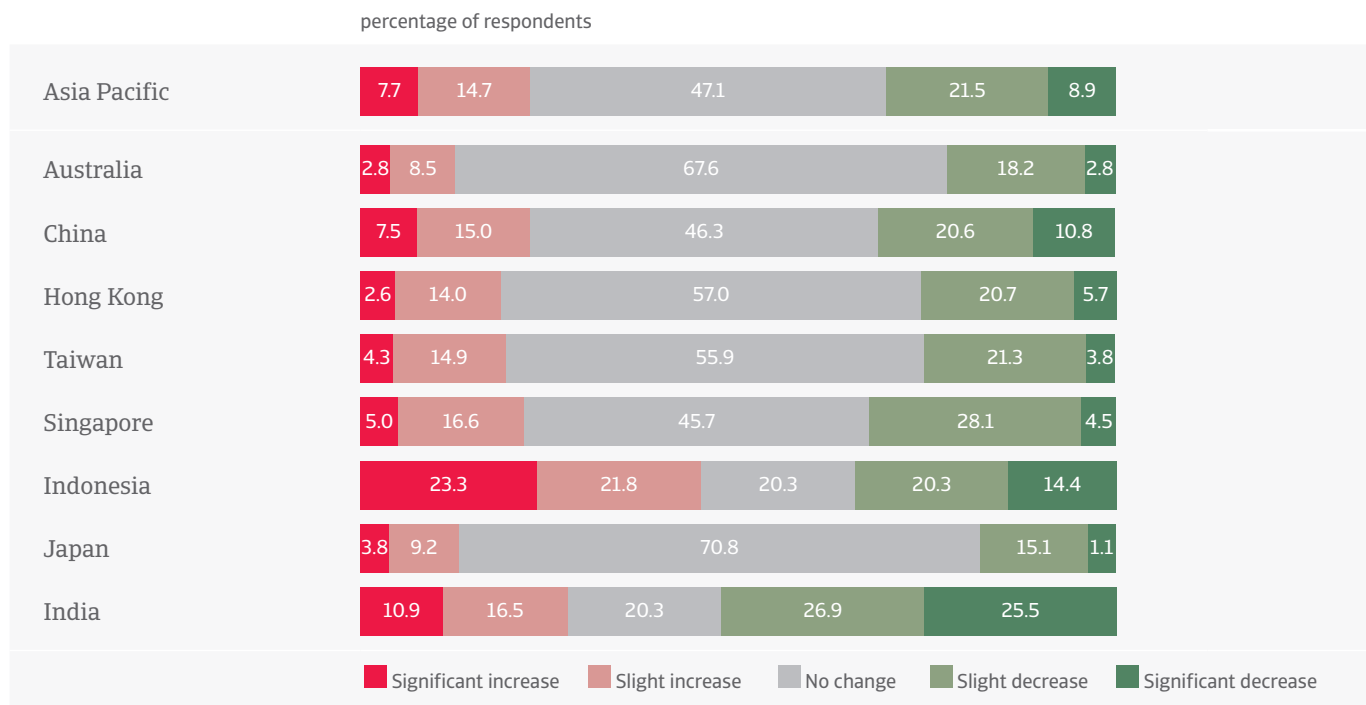
By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	11.0%	7.6%	5.1%	5.8%	7.2%	16.3%
Slight increase	21.1%	22.7%	16.97%	17.4%	21.9%	21.7%
No change	50.0%	47.5%	56.0%	59.9%	47.4%	45.3%
Slight decrease	12.1%	14.5%	13.7%	10.1%	15.9%	10.9%
Significant decrease	5.8%	7.8%	8.3%	6.9%	7.7%	5.8%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019

Asia Pacific: development of the risk of payment defaults from customers over the next year



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019

By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	6.7%	10.3%	6.2%	7.0%	6.6%	9.6%
Slight increase	13.2%	13.5%	18.7%	11.1%	16.8%	14.6%
No change	46.1%	45.0%	51.5%	56.6%	44.0%	40.7%
Slight decrease	22.6%	23.4%	17.5%	18.3%	23.6%	20.7%
Significant decrease	11.4%	7.9%	6.2%	5.5%	9.0%	14.3%

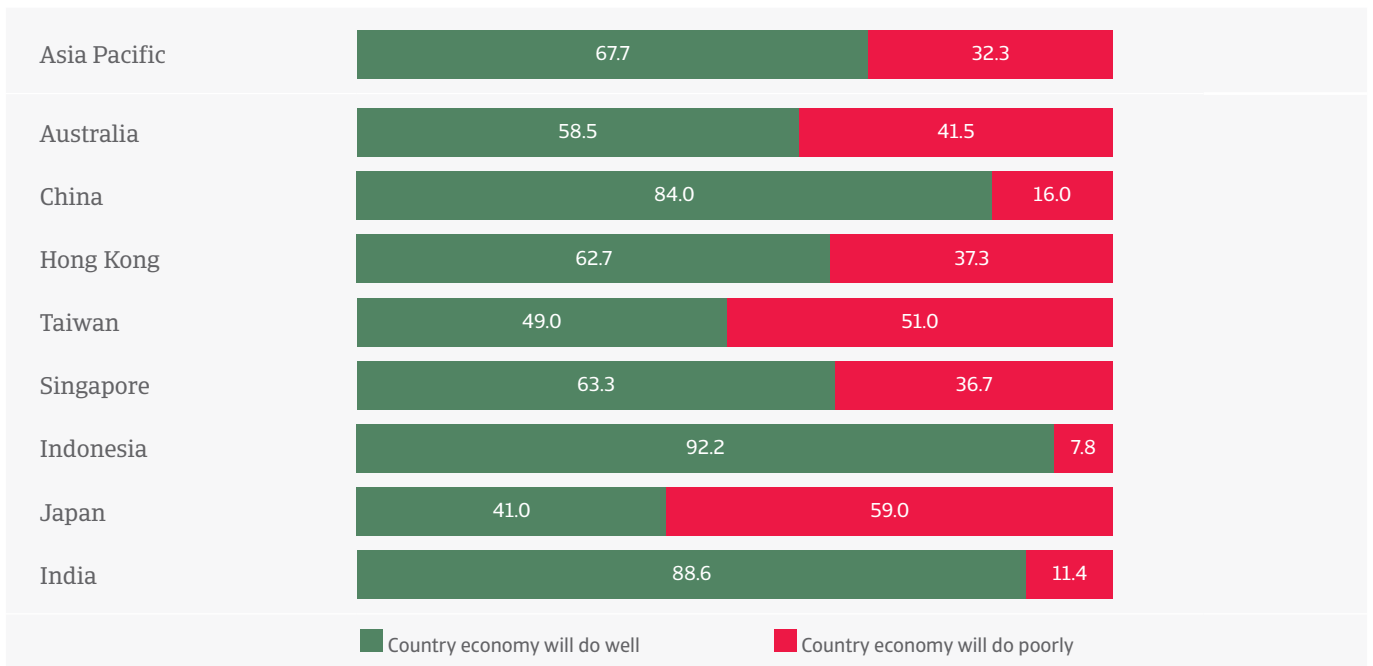
Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019



Asia Pacific: expected trend of the country economy over the next 12 months

percentage of respondents



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019

By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Country economy will do well	69.9%	69.7%	61.9%	61.3%	70.3%	71.2%
Country economy will do poorly	30.1%	30.3%	38.1%	38.7%	29.7%	28.9%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2019

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