



# Statistical appendix Atradius Payment Practices Barometer

Asia Pacific – key survey results



## Statistical appendix

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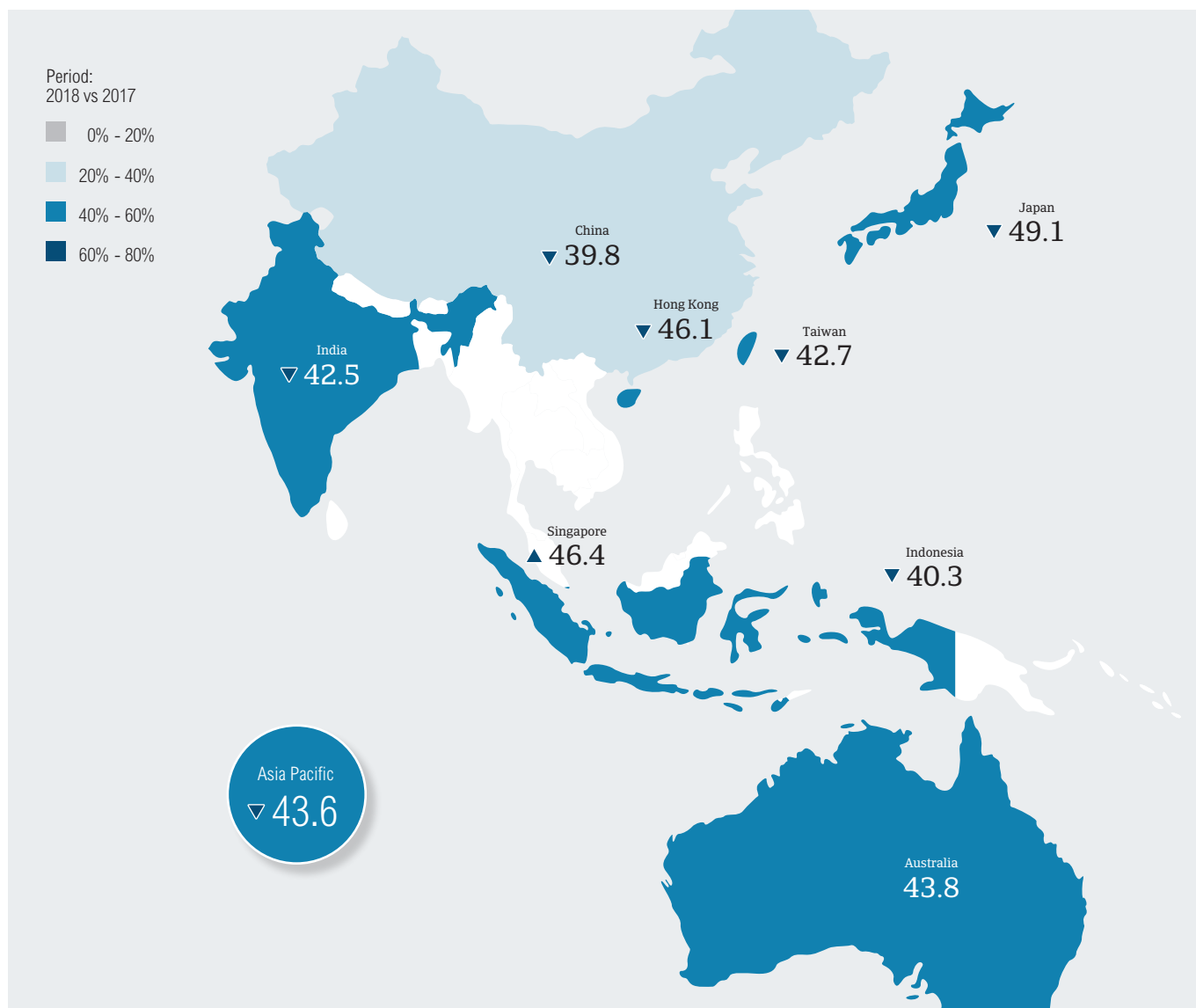
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## Asia Pacific: proportion of total B2B sales made on credit (domestic and foreign)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2018

## By industry / by business size

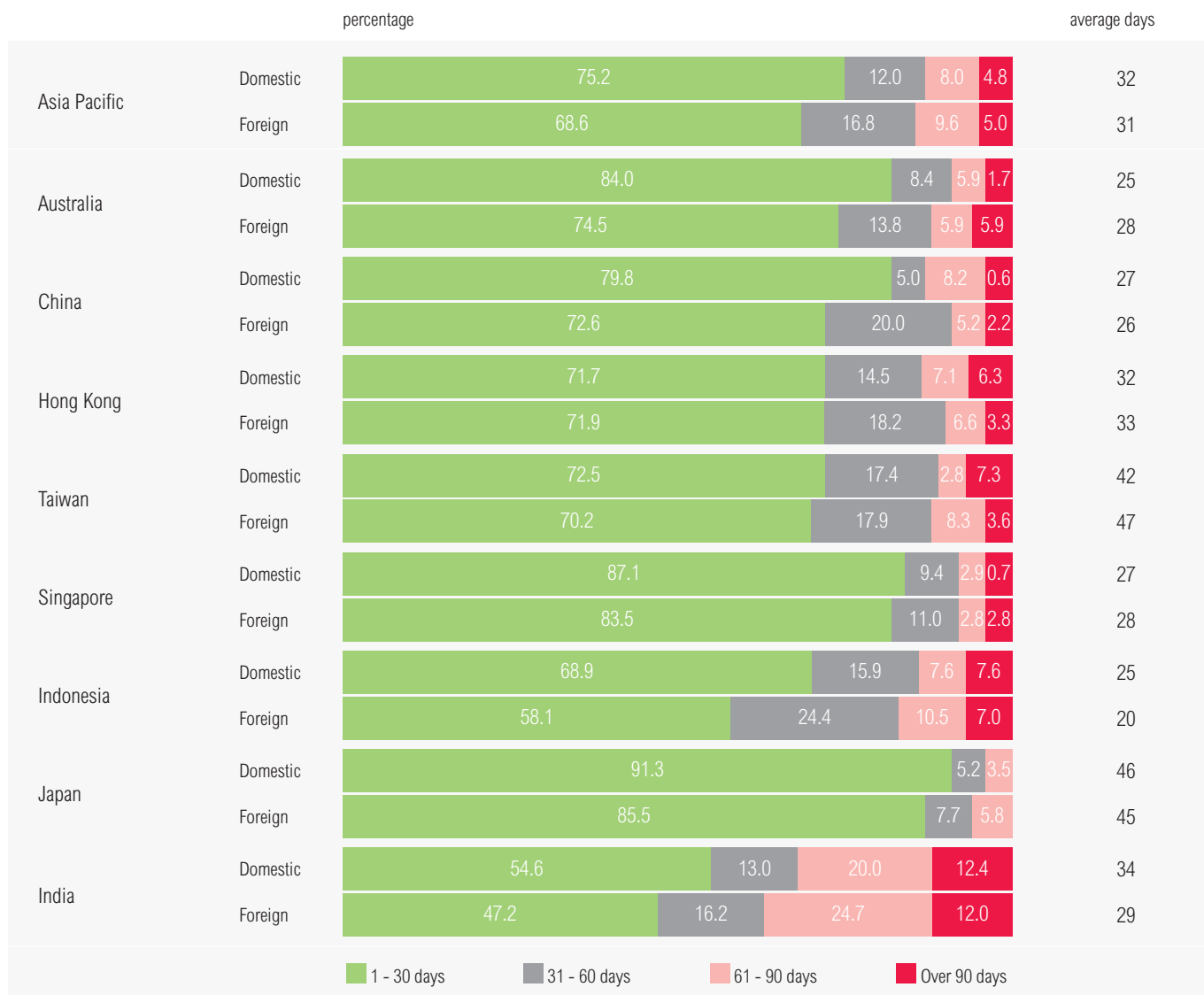
Asia Pacific	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic	52.1%	48.8%	48.4%	47.8%	50.7%	51.5%
Foreign	38.4%	36.5%	35.6%	33.0%	37.3%	40.5%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2018



## Average payment term recorded in Asia Pacific (average days – domestic and foreign)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2018

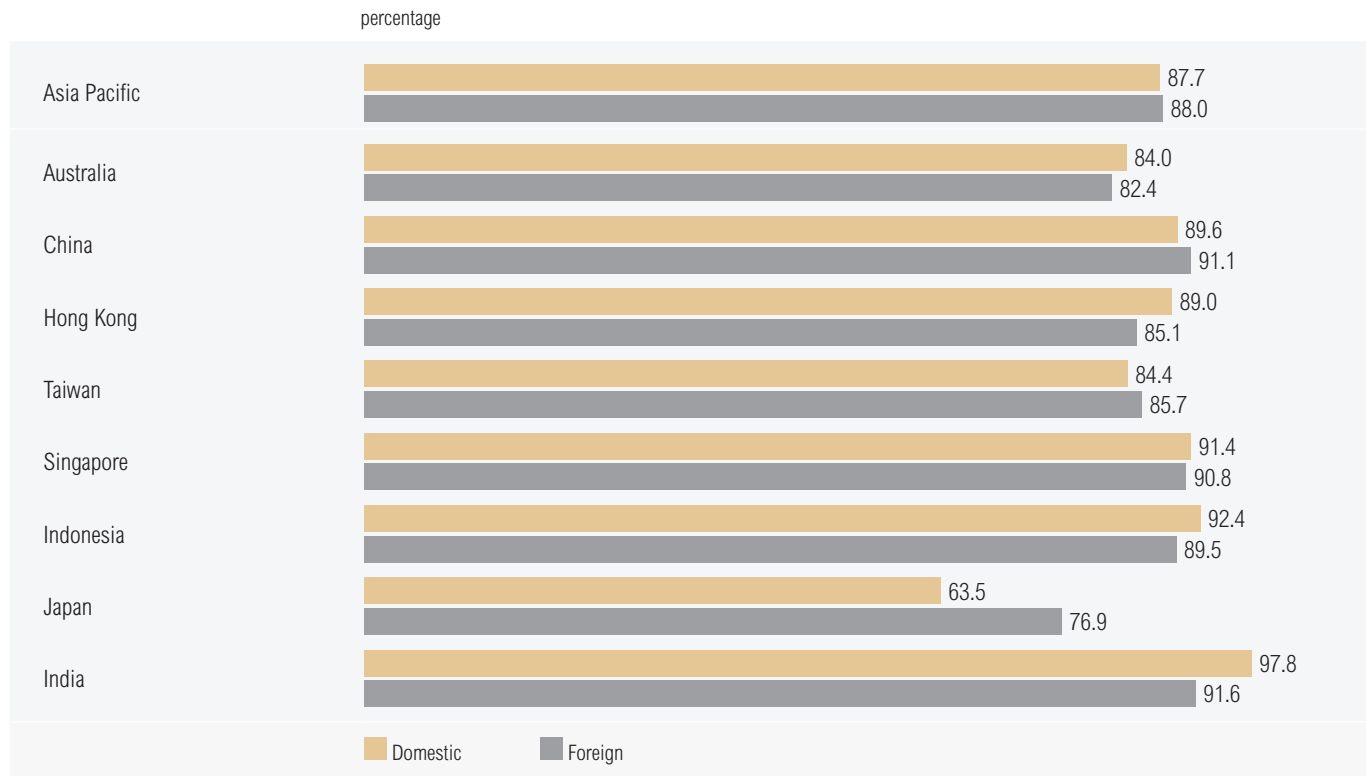
## By industry / by business size (average days)

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic	25	25	21	21	23	28
Foreign	25	28	26	29	25	28

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2018

## Asia Pacific: percentage of respondents reporting late payment by B2B customers (domestic and foreign)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2018

## By industry / by business size:

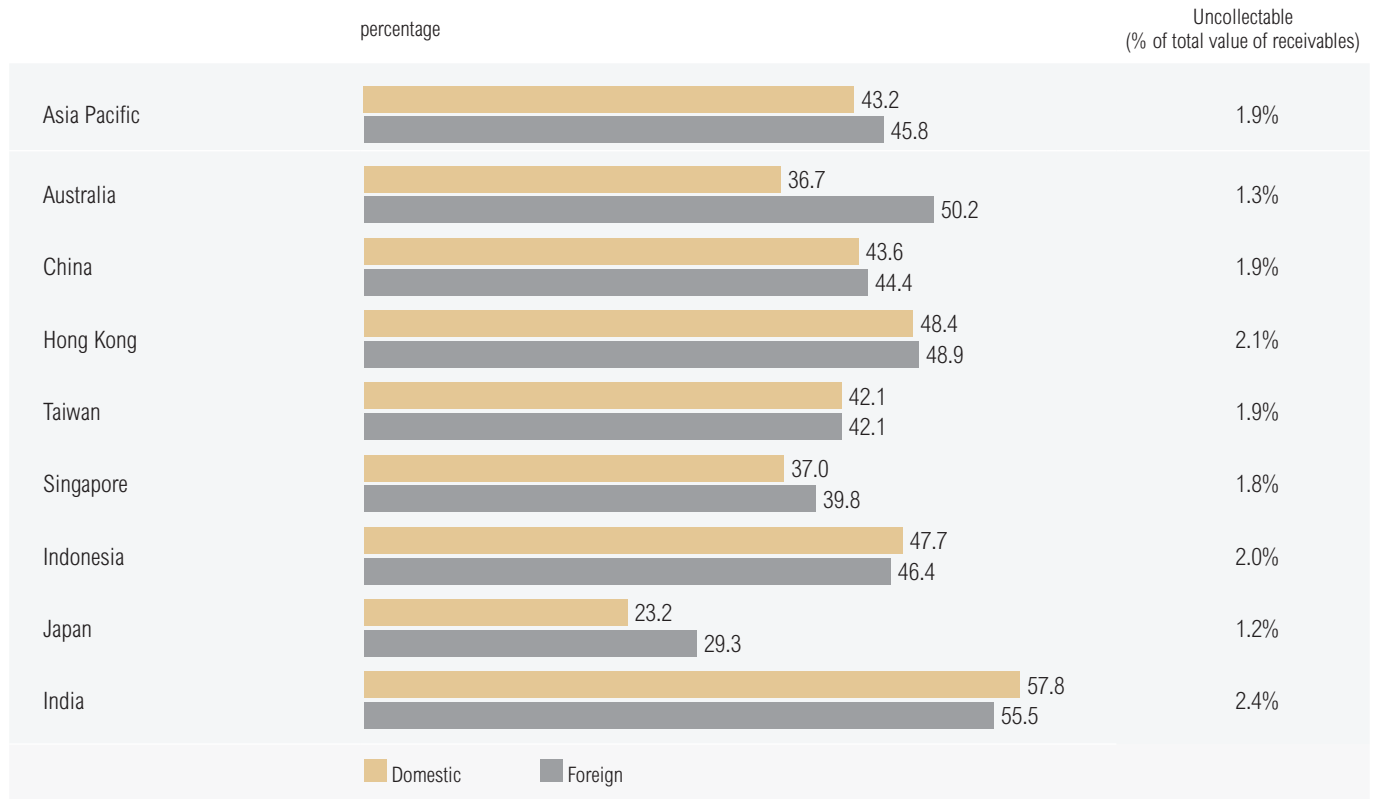
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Paid on time	53.9%	55.6%	58.3%	53.7%	57.0%	52.8%
Paid late	46.1%	44.4%	41.7%	46.3%	43.0%	47.2%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2018



## Asia Pacific: proportion of domestic and foreign past due B2B invoices



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2018

## By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic overdue	45.9%	43.1%	38.9%	42.2%	42.5%	46.3%
Foreign overdue	46.4%	45.8%	44.6%	50.5%	43.5%	48.2%
Uncollectable (domestic + foreign)	4.6%	4.4%	3.5%	3.5%	4.5%	4.5%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2018

## Asia Pacific: main reasons for payment delays by domestic B2B customers

	Insufficient availability of funds	Dispute over quality of goods delivered or service provided	Goods delivered or services provided do not correspond to what was agreed in the contract	Complexity of the payment procedure	Inefficiencies of the banking system	Incorrect information on invoice	Buyer using outstanding debts / invoices as a form of financing	Formal insolvency of the buyer (example: liquidation, receivership, bankruptcy)	Invoice was sent to wrong person
Asia Pacific	49.7%	28.1%	29.4%	28.2%	19.6%	21.2%	28.7%	17.6%	6.7%
Australia	41.0%	23.0%	28.0%	15.0%	14.0%	20.0%	41.0%	15.0%	9.0%
China	42.4%	27.7%	18.2%	27.1%	21.2%	10.0%	18.8%	7.7%	0.6%
Hong Kong	54.2%	28.0%	28.0%	36.4%	18.6%	26.3%	29.7%	15.3%	5.9%
Taiwan	55.0%	44.0%	28.0%	37.0%	16.0%	29.0%	27.0%	18.0%	9.0%
Singapore	41.5%	28.9%	31.9%	20.7%	15.6%	20.0%	33.3%	8.9%	5.9%
Indonesia	64.8%	30.3%	28.7%	33.6%	22.1%	24.6%	27.9%	31.2%	9.8%
Japan	36.5%	16.2%	31.1%	24.3%	17.6%	13.5%	16.2%	13.5%	6.8%
India	57.3%	25.4%	40.0%	29.7%	26.0%	26.5%	33.5%	28.7%	8.7%

### Industry

Manufacturing	49.1%	29.3%	30.4%	26.4%	19.6%	19.8%	25.3%	18.0%	7.3%
Wholesale/ Retail / Distribution	49.2%	27.8%	31.8%	29.4%	21.7%	23.8%	31.1%	20.1%	6.4%
Services	51.8%	26.3%	24.7%	29.8%	17.3%	20.8%	31.8%	14.1%	5.9%

### Business size

Micro enterprise	55.5%	20.7%	17.6%	26.9%	14.1%	14.1%	26.9%	12.3%	4.4%
SMEs	49.4%	29.4%	31.0%	27.7%	21.7%	22.2%	30.0%	18.7%	7.0%
Large enterprise	44.7%	32.5%	37.9%	31.1%	19.9%	26.2%	27.2%	20.4%	8.3%

Sample: all interviewed companies (active in domestic markets)

Source: Atradius Payment Practices Barometer – May 2018



## Asia Pacific: main reasons for payment delays by foreign B2B customers

	Insufficient availability of funds	Dispute over quality of goods delivered or service provided	Goods delivered or services provided do not correspond to what was agreed in the contract	Complexity of the payment procedure	Inefficiencies of the banking system	Incorrect information on invoice	Buyer using outstanding debts / invoices as a form of financing	Formal insolvency of the buyer (example: liquidation, receivership, bankruptcy)	Invoice was sent to wrong person
Asia Pacific	31.3%	31.0%	31.9%	40.7%	30.8%	23.5%	23.4%	14.6%	7.4%
Australia	32.3%	30.7%	27.4%	27.4%	19.4%	25.8%	22.6%	14.5%	6.5%
China	24.4%	20.5%	21.2%	41.0%	28.2%	16.7%	10.3%	3.2%	1.9%
Hong Kong	36.5%	37.4%	27.0%	40.0%	30.4%	31.3%	16.5%	12.2%	6.1%
Taiwan	37.7%	49.4%	38.8%	52.9%	34.1%	29.4%	32.9%	17.7%	10.6%
Singapore	24.4%	30.9%	30.1%	34.2%	37.4%	22.0%	32.5%	10.6%	6.5%
Indonesia	37.4%	31.9%	30.8%	51.7%	31.9%	26.4%	28.6%	25.3%	12.1%
Japan	33.3%	28.9%	33.3%	31.1%	22.2%	17.8%	11.1%	6.7%	8.9%
India	31.7%	27.3%	45.3%	41.0%	32.9%	21.7%	29.8%	24.8%	9.9%

### Industry

Manufacturing	26.9%	31.7%	31.4%	42.3%	29.4%	23.0%	20.0%	14.9%	6.3%
Wholesale/ Retail / Distribution	38.3%	33.2%	33.6%	40.3%	30.8%	26.9%	26.5%	14.2%	7.9%
Services	31.1%	26.8%	30.5%	37.9%	36.7%	20.0%	26.3%	14.2%	9.0%

### Business size

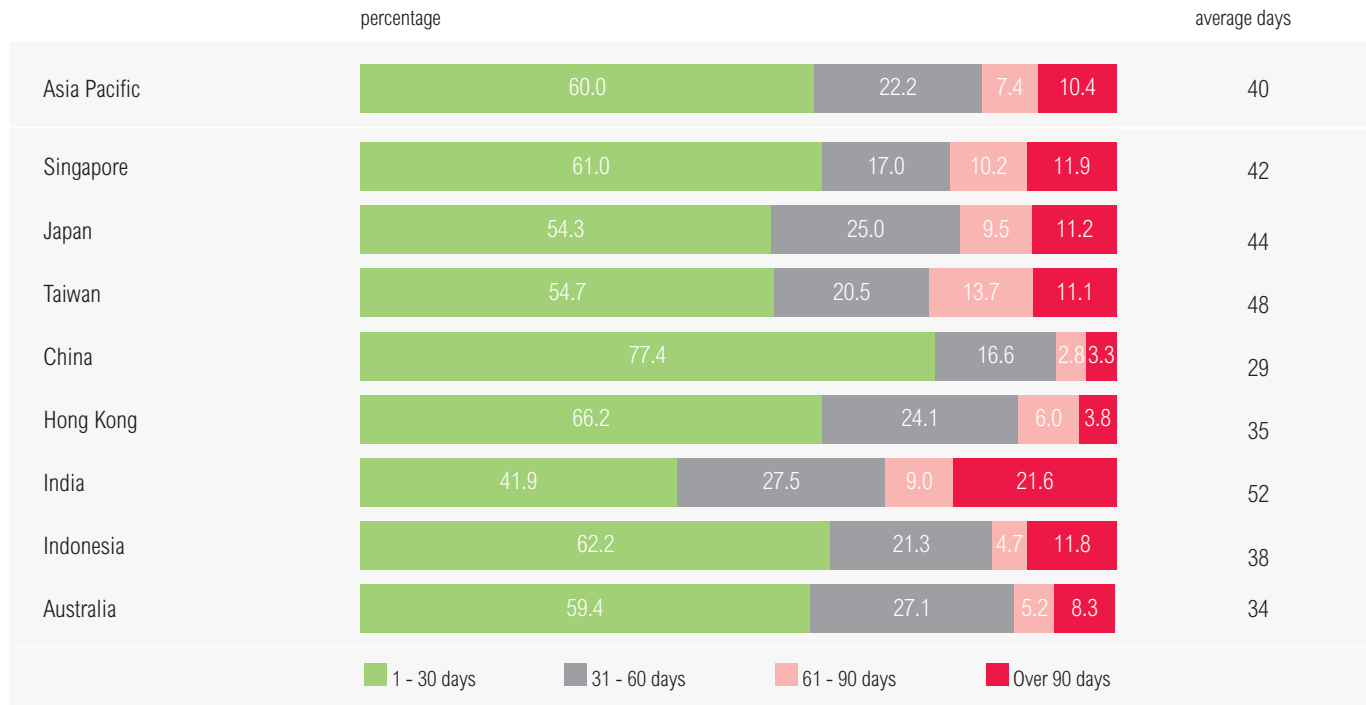
Micro enterprise	34.7%	24.3%	25.7%	32.6%	27.1%	16.0%	20.8%	9.7%	4.9%
SMEs	31.0%	31.6%	32.5%	42.4%	31.2%	23.7%	22.7%	16.0%	7.7%
Large enterprise	29.4%	34.7%	34.7%	42.3%	32.6%	28.9%	27.3%	14.4%	8.6%

Sample: all interviewed companies (active in foreign markets)

Source: Atradius Payment Practices Barometer – May 2018



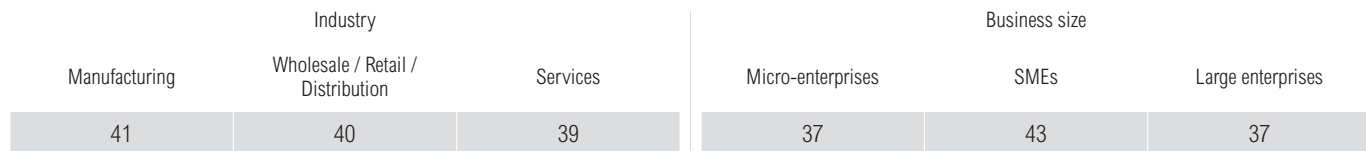
## Average DSO recorded in Asia Pacific



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2018

## By industry / by business size

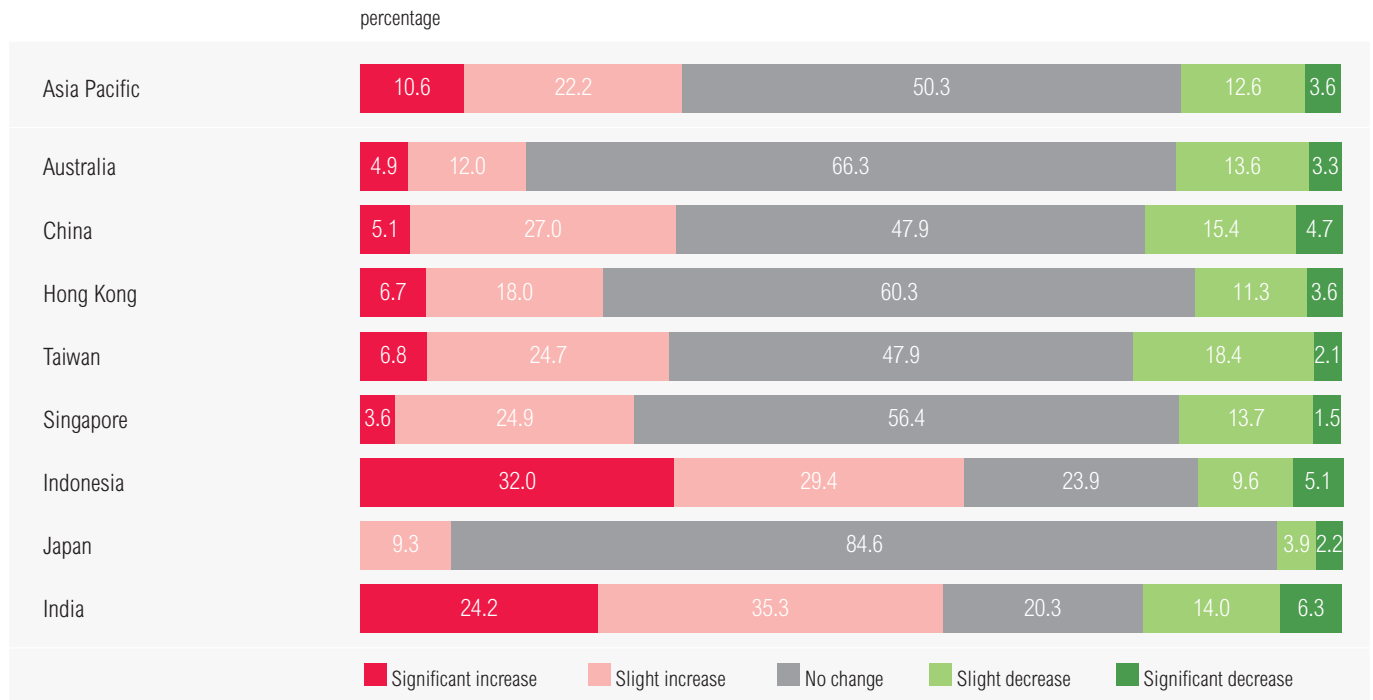


Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2018



## Asia Pacific: expected DSO trend over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2018

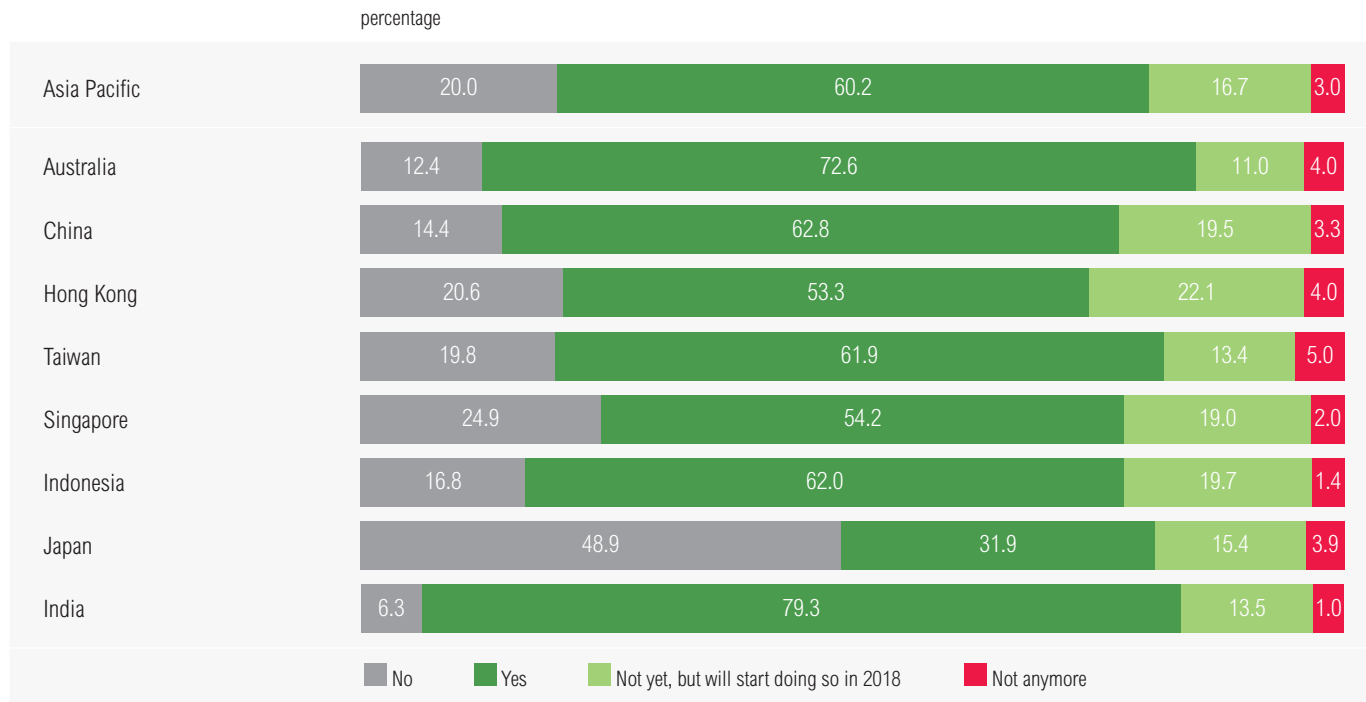
## By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	10.2%	11.8%	10.0%	10.5%	10.2%	11.8%
Slight increase	23.3%	24.2%	21.2%	18.8%	25.0%	24.2%
No change	49.1%	45.6%	56.1%	57.5%	46.7%	47.4%
Slight decrease	13.9%	13.3%	10.2%	9.1%	14.7%	12.8%
Significant decrease	3.5%	5.0%	2.5%	4.1%	3.3%	3.8%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2018

## Asia Pacific: do companies use electronic invoicing?

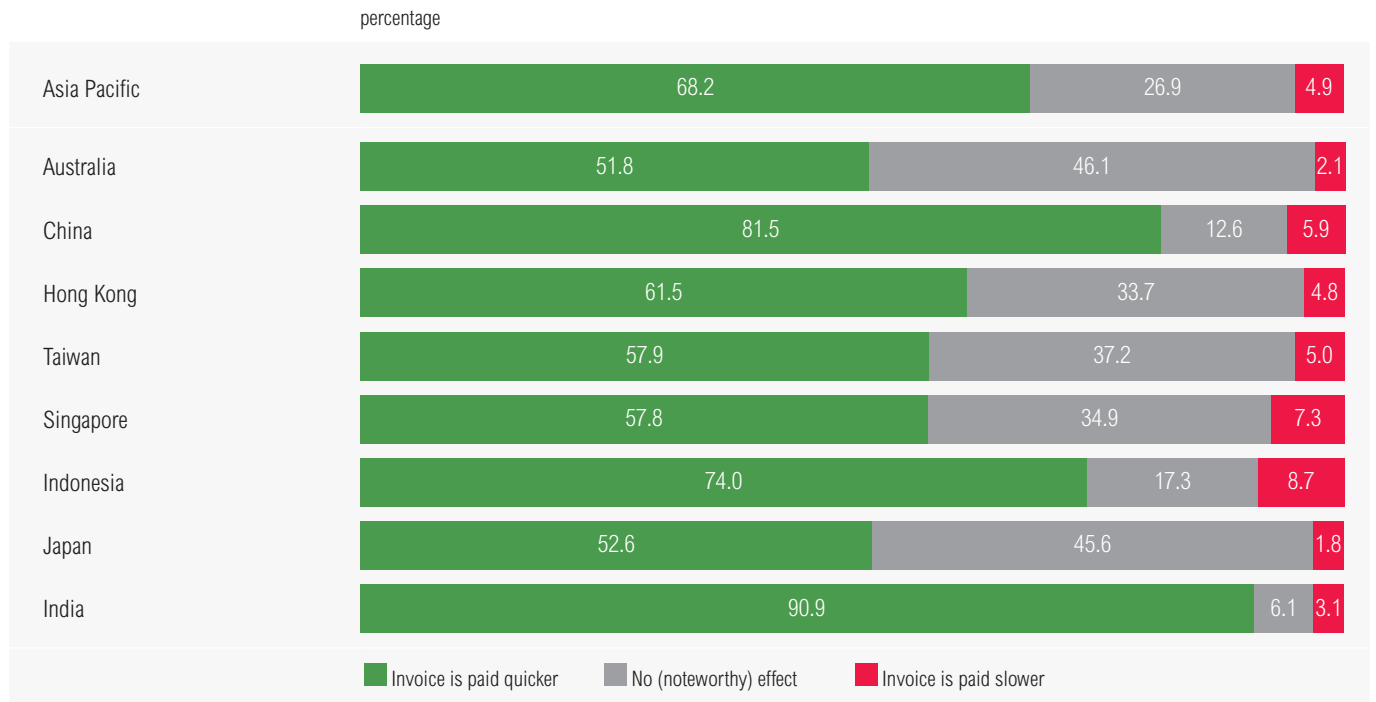


Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2018



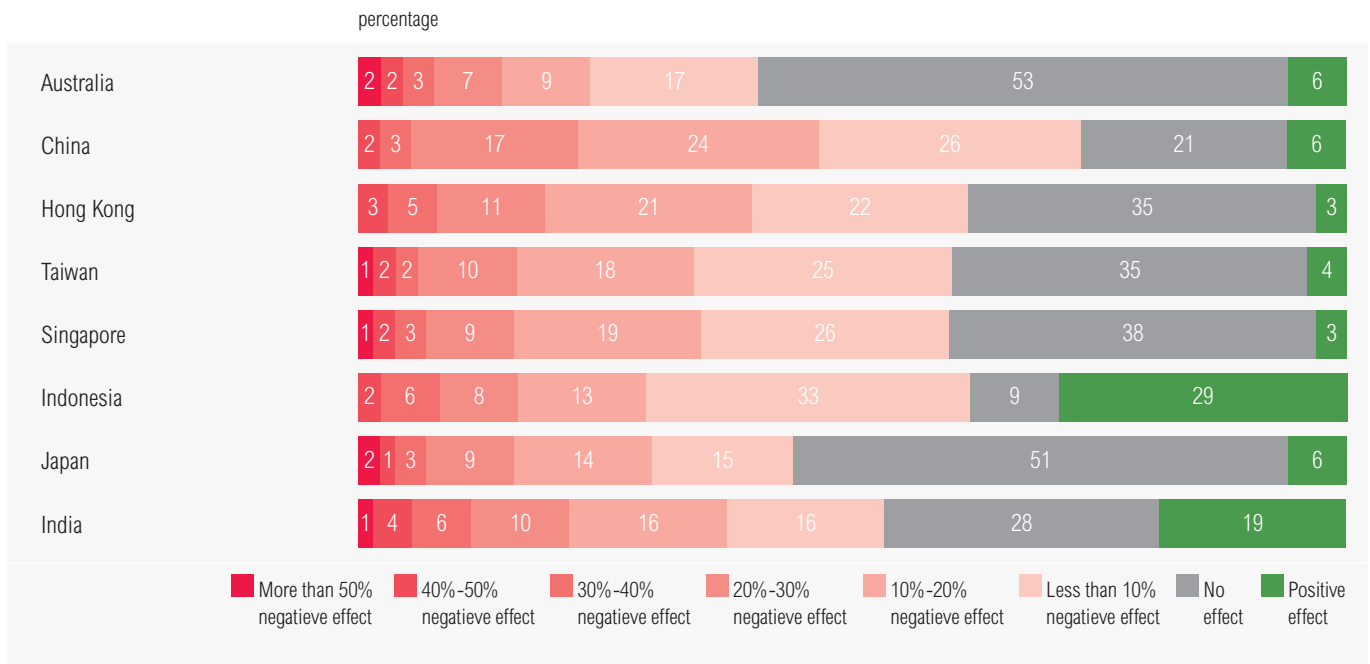
## E-invoicing: effect on payment duration



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2018

## Protectionist measures: expected effect on turnover



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2018

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