



# Statistical appendix Atradius Payment Practices Barometer

Asia Pacific – key survey results



## Statistical appendix

Asia Pacific: proportion of total B2B sales made on credit	3
Average payment terms recorded in Asia Pacific (average days)	4
Asia Pacific: percentage of respondents reporting late payment by B2B customers (domestic and foreign)	5
Asia Pacific: proportion of domestic and foreign past due B2B invoices	6
Asia Pacific: main reasons for payment delays by domestic B2B customers	7
Asia Pacific: main reasons for payment delays by foreign B2B customers	8
Average DSO recorded in Asia Pacific	9
Asia Pacific: expected DSO trend over the next 12 months	10
The greatest challenge to business profitability in 2016 for respondents in Asia Pacific	11

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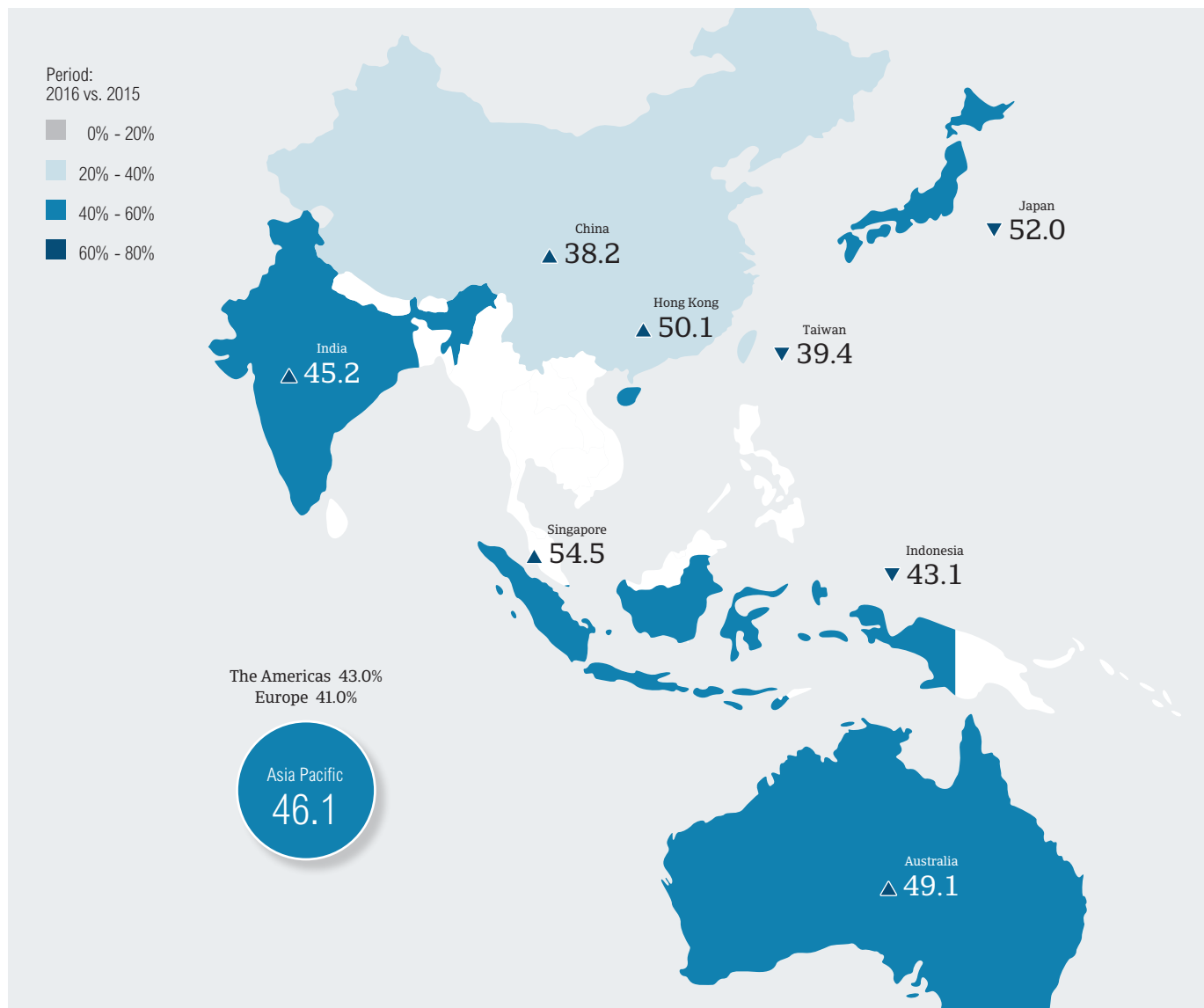
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## Asia Pacific: proportion of total B2B sales made on credit (domestic and foreign)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – October 2016

## By industry / by business size

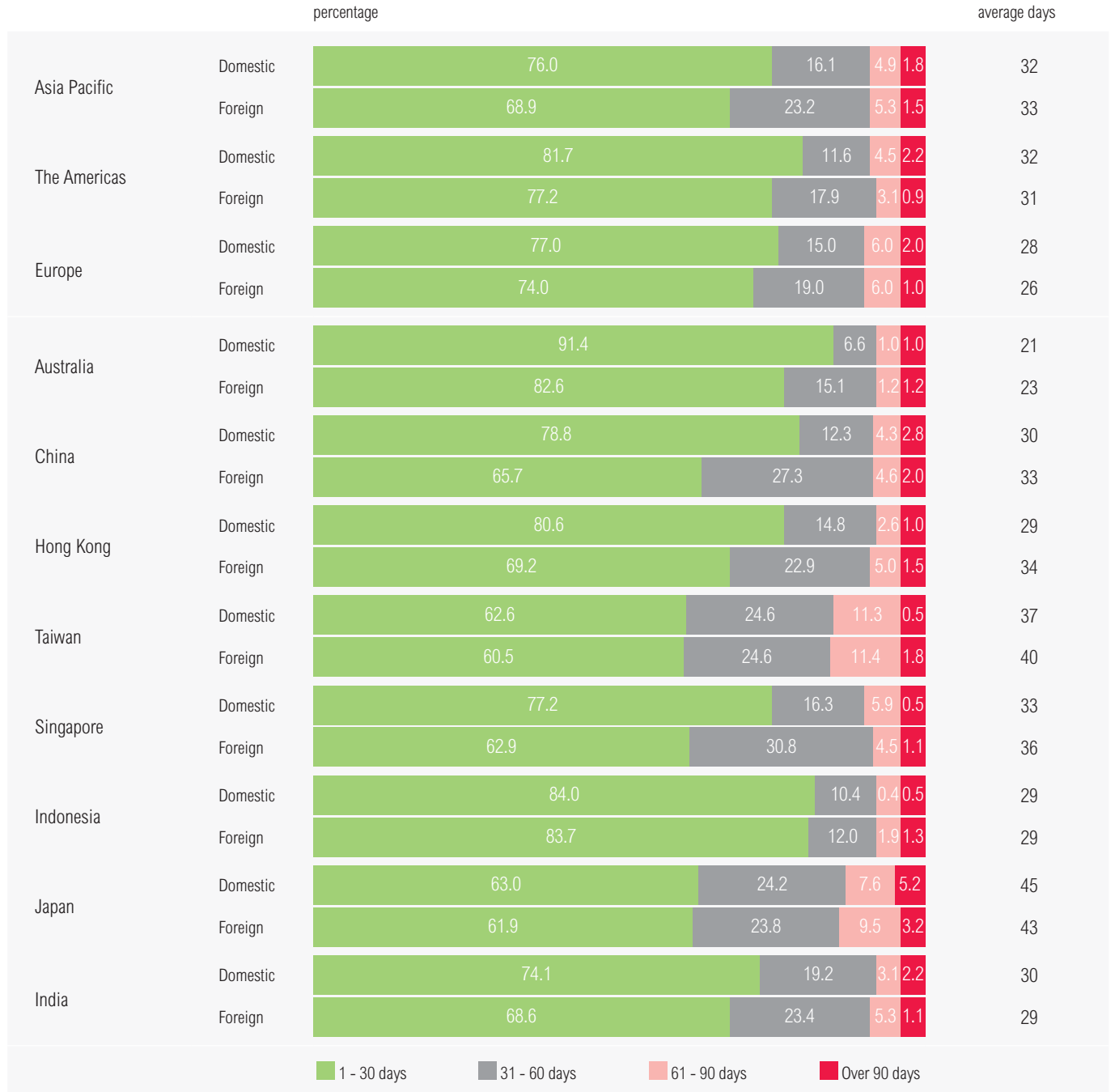
Asia Pacific	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic	51.0	49.1	50.3	44.7	51.8	56.1
Foreign	44.3	43.3	38.2	33.7	42.1	51.1

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – October 2016



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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – October 2016

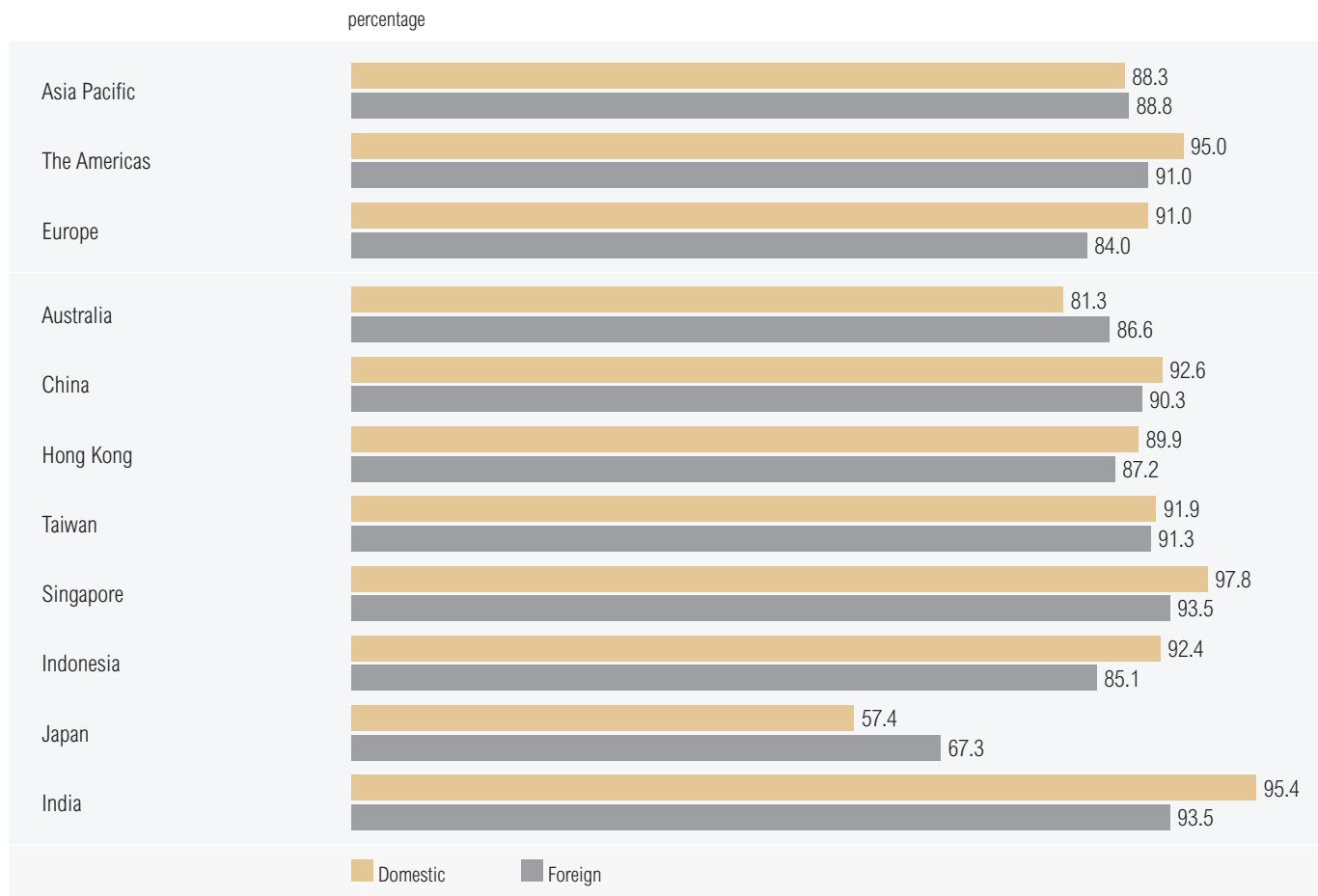
## By industry / by business size (average days)

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic	34	31	30	29	32	36
Foreign	37	31	31	29	33	40

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – October 2016

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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – October 2016

## By industry / by business size:

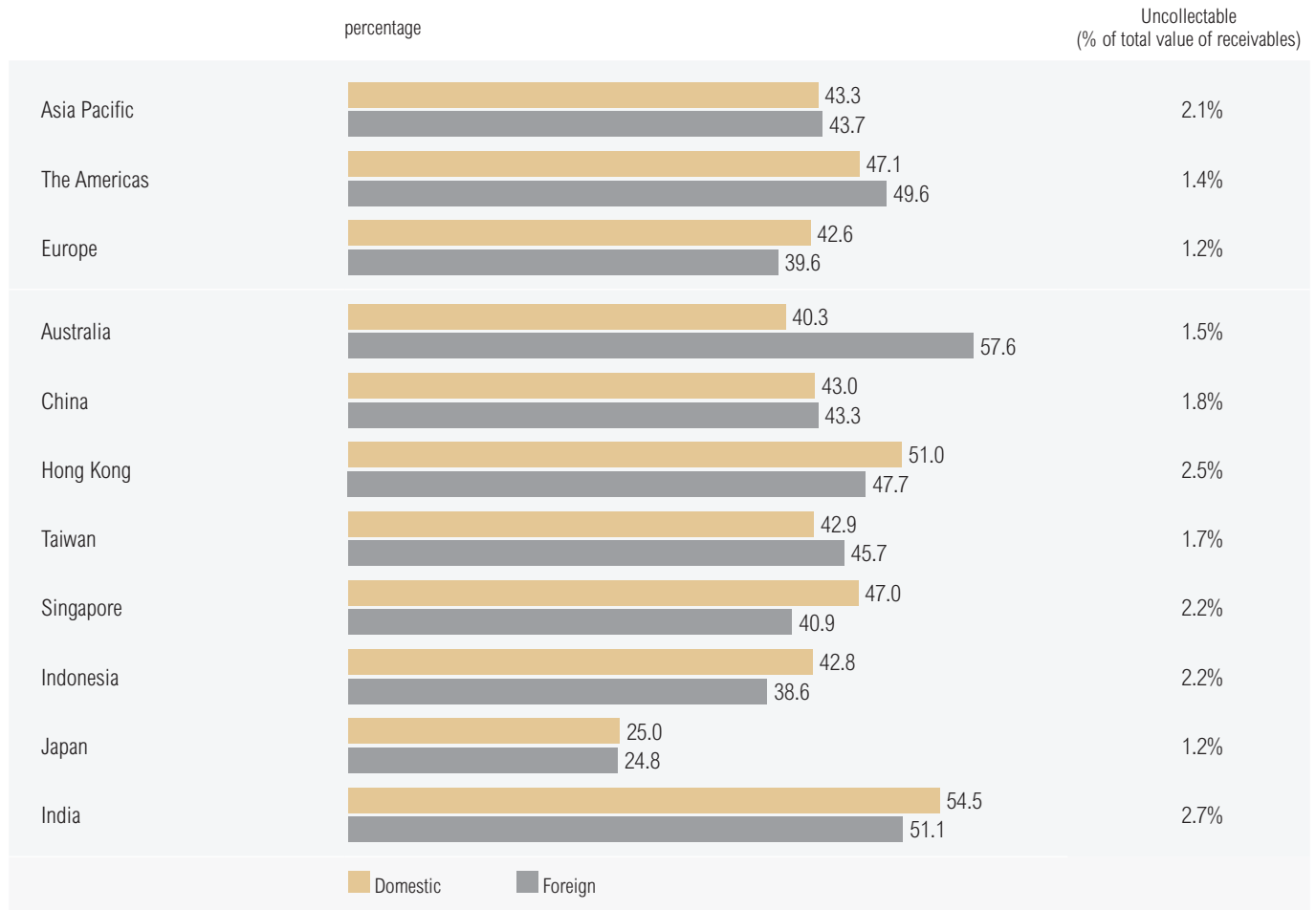
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Paid on time	55.8%	53.2%	58.3%	61.0%	55.2%	51.2%
Paid late	44.2%	46.8%	41.7%	39.0%	44.8%	48.8%

Sample: companies with customers on credit

Source: Atradius Payment Practices Barometer – October 2016



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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – October 2016

## By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic overdue	44.2%	46.8%	41.7%	39.0%	44.8%	48.8%
Foreign overdue	42.9%	45.2%	46.3%	40.7%	44.9%	47.3%
Uncollectable (domestic + foreign)	2.1%	2.1%	1.9%	1.9%	2.2%	2.0%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – October 2016

## 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	46.3%	25.4%	21.3%	27.4%	20.3%	19.6%	27.4%	21.0%	14.5%
The Americas	44.4%	16.7%	18.3%	22.8%	21.4%	17.8%	29.1%	25.2%	18.3%
Europe	61.2%	13.2%	9.2%	15.1%	10.5%	10.4%	30.5%	17.3%	7.5%
Australia	44.8%	12.4%	11.4%	20.0%	16.2%	11.4%	36.2%	11.4%	13.3%
China	35.8%	26.8%	10.5%	26.8%	23.7%	11.1%	23.7%	15.3%	11.1%
Hong Kong	47.3%	25.5%	19.4%	32.1%	19.4%	20.6%	20.0%	19.4%	18.8%
Taiwan	55.7%	35.2%	25.0%	23.3%	15.9%	23.3%	17.6%	19.3%	11.9%
Singapore	47.4%	26.6%	23.1%	22.5%	11.6%	16.8%	34.7%	12.1%	15.0%
Indonesia	56.1%	24.6%	19.3%	33.3%	27.5%	23.4%	25.2%	33.9%	11.7%
Japan	30.2%	12.5%	20.8%	28.1%	12.5%	18.8%	18.8%	17.7%	4.2%
India	46.2%	27.9%	35.1%	30.3%	28.4%	27.4%	40.4%	31.7%	23.6%

### Industry

Manufacturing	44.8%	28.0%	22.6%	26.5%	20.3%	19.9%	27.8%	19.5%	14.9%
Wholesale/ Retail / Distribution	48.3%	23.7%	21.3%	25.8%	21.6%	20.7%	25.5%	22.8%	13.4%
Services	46.5%	23.6%	19.9%	29.8%	19.2%	18.5%	28.4%	21.3%	14.9%

### Business size

Micro enterprise	47.7%	21.8%	14.0%	28.3%	19.5%	17.2%	20.1%	18.8%	10.4%
SMEs	48.0%	27.4%	23.3%	25.4%	19.8%	19.7%	29.3%	19.8%	14.5%
Large enterprise	38.4%	23.7%	25.0%	33.0%	22.8%	22.8%	31.3%	27.7%	20.1%

Sample: all interviewed companies (active in domestic markets)

Source: Atradius Payment Practices Barometer – October 2016



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

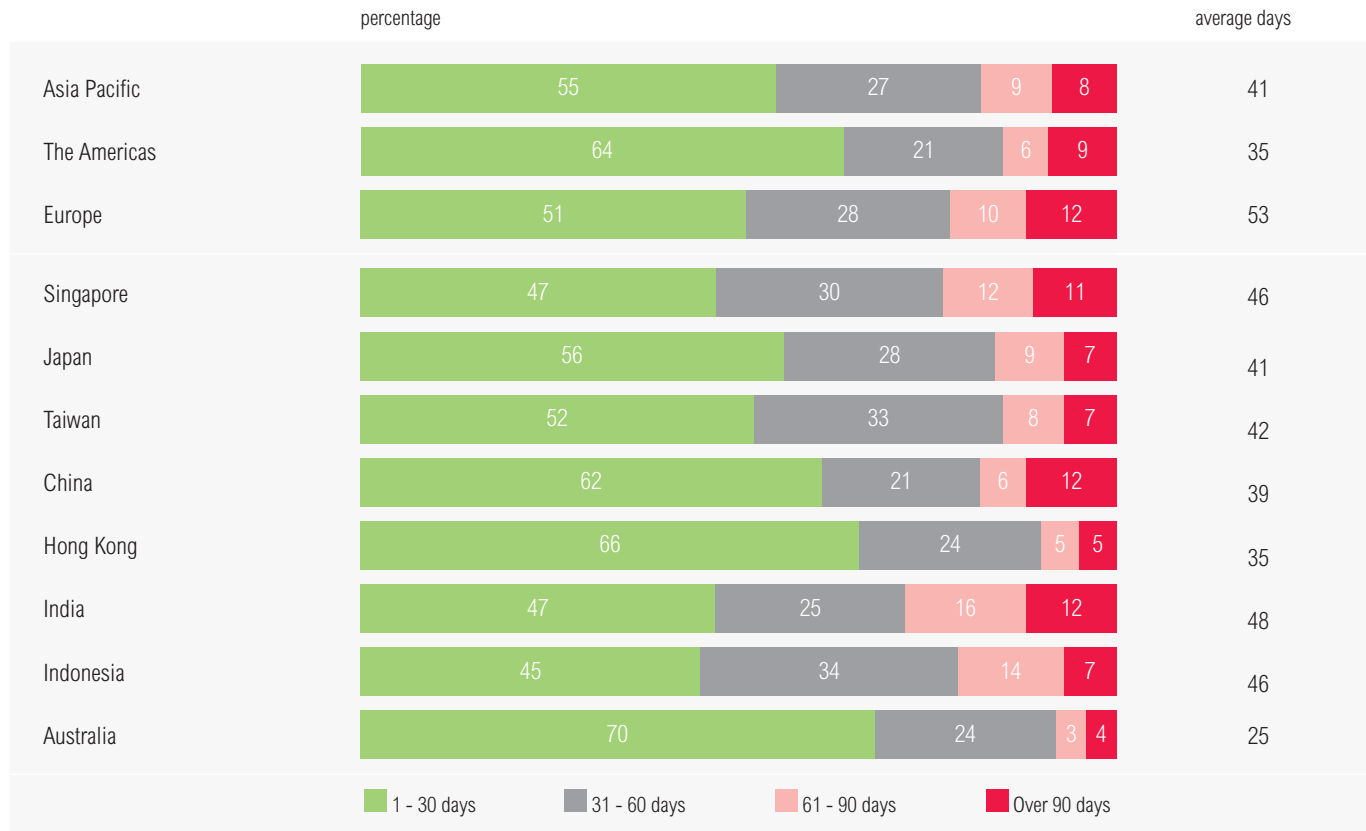
	Insufficient availability of funds	Dispute over quality of goods delivered or service provided	Goods delivered or services provided do not correspond to what was agreed in the contract	Complexity of the payment procedure	Inefficiencies of the banking system	Incorrect information on invoice	Buyer using 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	34.0%	25.2%	24.2%	37.6%	29.9%	21.1%	22.9%	20.3%	15.0%
The Americas	31.1%	21.7%	25.2%	28.6%	27.7%	23.6%	26.8%	23.3%	23.1%
Europe	40.1%	16.4%	13.9%	25.9%	20.6%	14.9%	23.5%	13.2%	9.2%
Australia	29.7%	17.2%	17.2%	25.0%	25.0%	14.1%	25.0%	7.8%	9.4%
China	19.8%	19.2%	13.0%	42.4%	29.9%	15.3%	14.7%	15.8%	8.5%
Hong Kong	32.8%	27.0%	21.3%	35.1%	28.7%	20.7%	21.8%	17.8%	17.8%
Taiwan	37.2%	29.1%	27.0%	43.2%	27.0%	20.3%	14.9%	19.6%	12.2%
Singapore	46.5%	27.7%	27.7%	31.0%	31.6%	24.5%	28.4%	19.4%	11.6%
Indonesia	36.1%	22.6%	24.8%	34.6%	33.8%	21.1%	27.1%	25.6%	18.1%
Japan	31.0%	11.9%	19.1%	33.3%	21.4%	11.9%	14.3%	9.5%	9.5%
India	36.6%	32.0%	36.0%	44.0%	32.6%	29.7%	32.0%	32.0%	25.1%
Industry									
Manufacturing	36.5%	25.9%	25.7%	36.5%	31.1%	20.5%	24.0%	21.4%	15.8%
Wholesale/ Retail / Distribution	32.7%	25.5%	20.9%	32.7%	28.1%	20.9%	21.7%	18.3%	10.3%
Services	31.6%	24.0%	24.6%	42.7%	29.5%	21.9%	22.2%	20.5%	17.5%
Business size									
Micro enterprise	37.0%	14.8%	17.6%	38.9%	27.3%	14.8%	19.4%	19.4%	12.5%
SMEs	32.9%	27.4%	25.4%	37.7%	29.7%	22.9%	23.2%	19.4%	14.1%
Large enterprise	34.3%	29.1%	27.2%	35.7%	32.9%	22.1%	25.4%	23.9%	20.2%

Sample: all interviewed companies (active in domestic markets)

Source: Atradius Payment Practices Barometer – October 2016



## Average DSO recorded in Asia Pacific



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – October 2016

## By industry / by business size

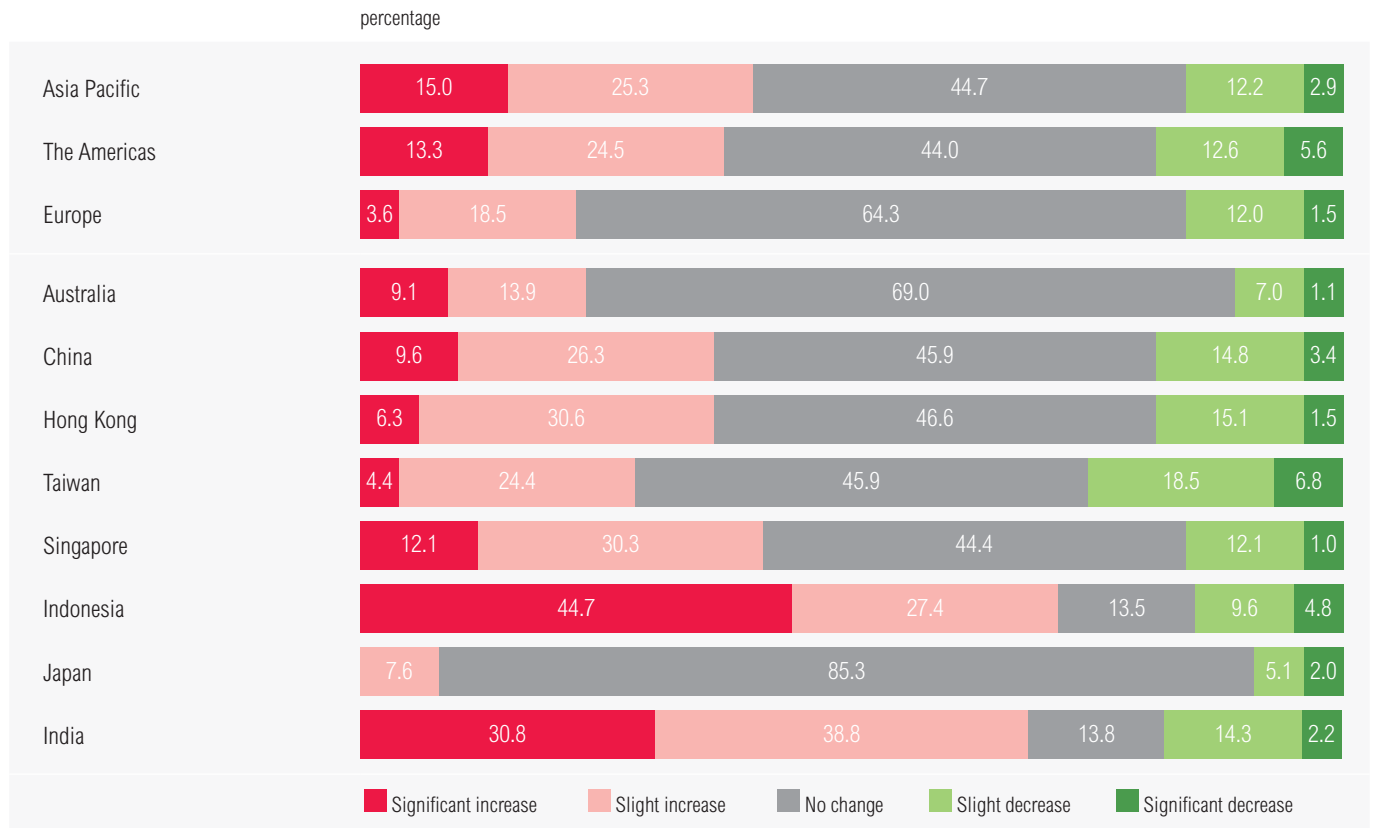


Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – October 2016



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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – October 2016

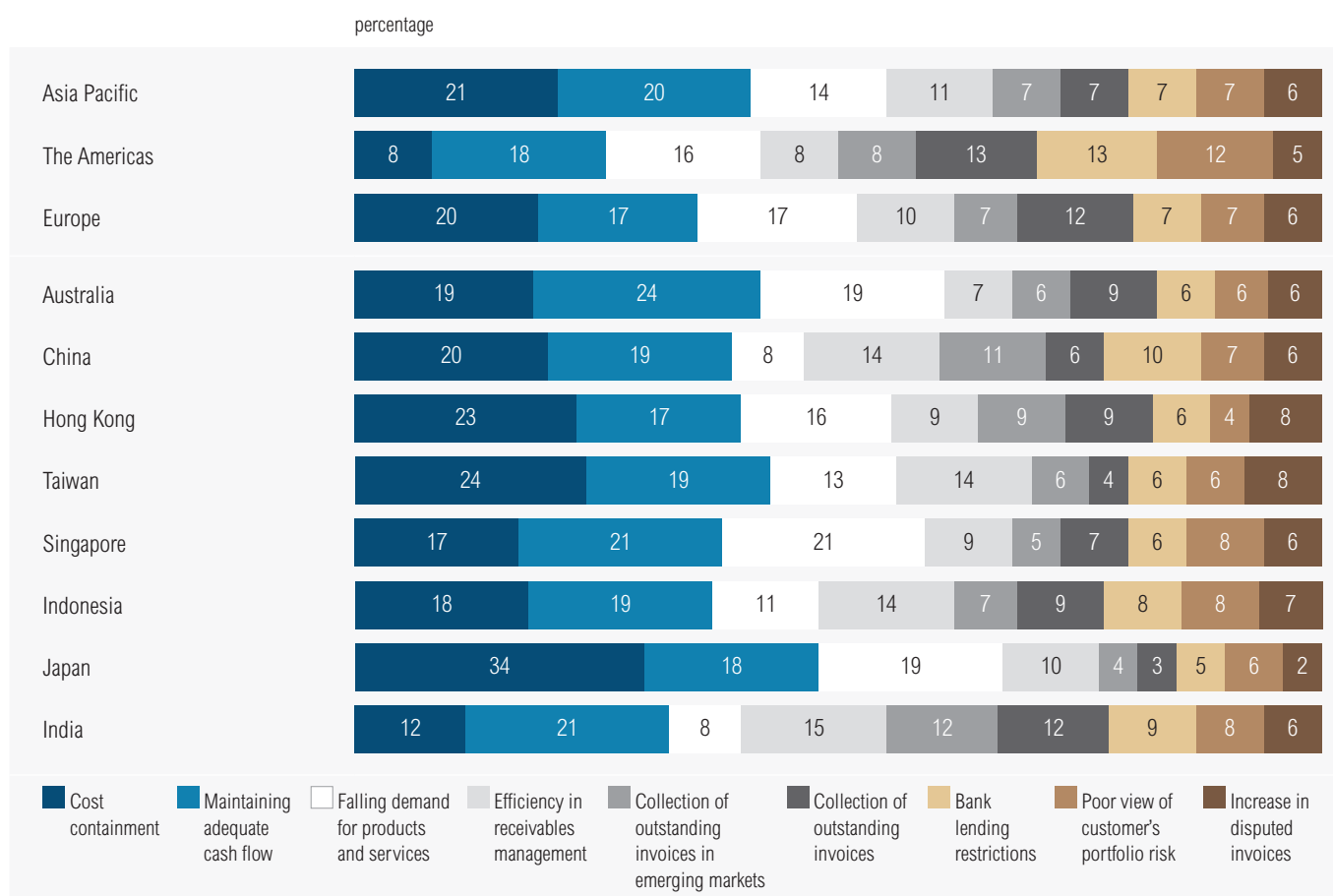
## By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	15.8%	13.9%	13.5%	11.4%	14.2%	21.4%
Slight increase	26.2%	28.4%	21.6%	18.1%	28.0%	28.7%
No change	41.6%	42.8%	48.3%	54.6%	40.9%	35.8%
Slight decrease	12.7%	11.0%	12.9%	11.7%	13.0%	11.1%
Significant decrease	3.7%	4.0%	3.7%	4.1%	3.8%	3.0%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – October 2016

## The greatest challenge to business profitability in 2016 for respondents in Asia Pacific



Sample: all interviewed companies (active in domestic and foreign markets)

Source: Atradius Payment Practices Barometer – October 2016

## By industry / by business size

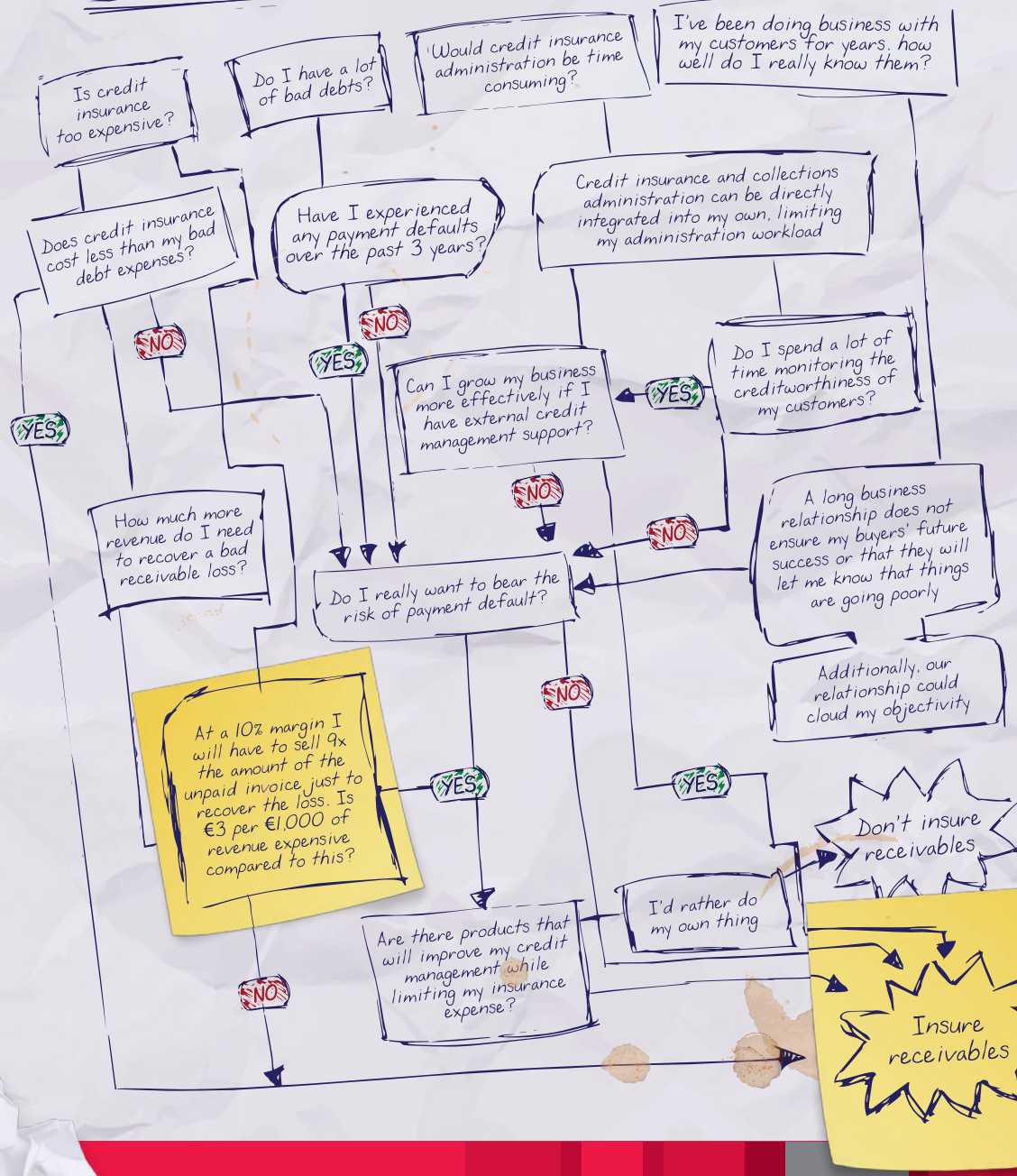
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Cost containment	20.0%	20.5%	21.3%	20.4%	22.1%	16.2%
Falling demand for products and services	10.9%	14.5%	16.6%	16.7%	12.6%	13.7%
Maintaining adequate cash flow	20.5%	20.5%	18.0%	21.7%	18.4%	19.2%
Collection of outstanding invoices	7.4%	6.8%	7.6%	8.0%	6.7%	8.1%
Collection of outstanding invoices in emerging markets	8.5%	7.3%	6.4%	6.5%	7.6%	8.5%
Bank lending restrictions	7.9%	6.8%	6.5%	6.3%	7.2%	8.5%
Efficiency in receivables management	12.5%	11.1%	10.6%	9.1%	12.0%	14.0%
Poor view of customer's portfolio risk	5.3%	6.6%	7.6%	5.9%	7.0%	5.9%
Increase in disputed invoices	7.1%	5.4%	5.3%	5.4%	6.4%	5.9%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – October 2016

# Don't overcomplicate your decision about whether to use credit insurance

## SHOULD I INSURE MY RECEIVABLES?



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