



# Statistical appendix Atradius Payment Practices Barometer

Western Europe – key survey results



## Statistical appendix

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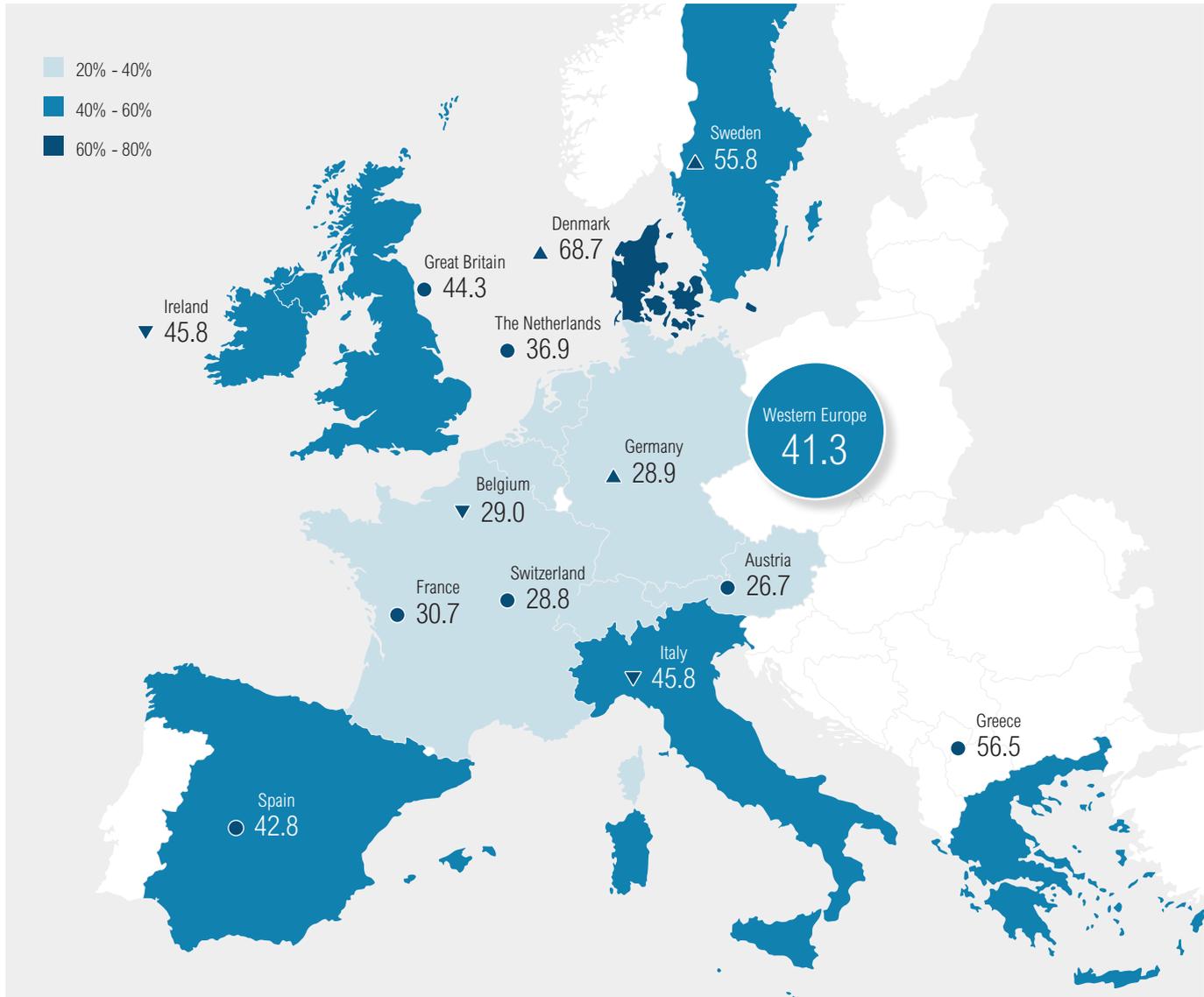
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## Western Europe: proportion of total B2B sales made on credit (domestic and foreign)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2016

## By industry / by business size

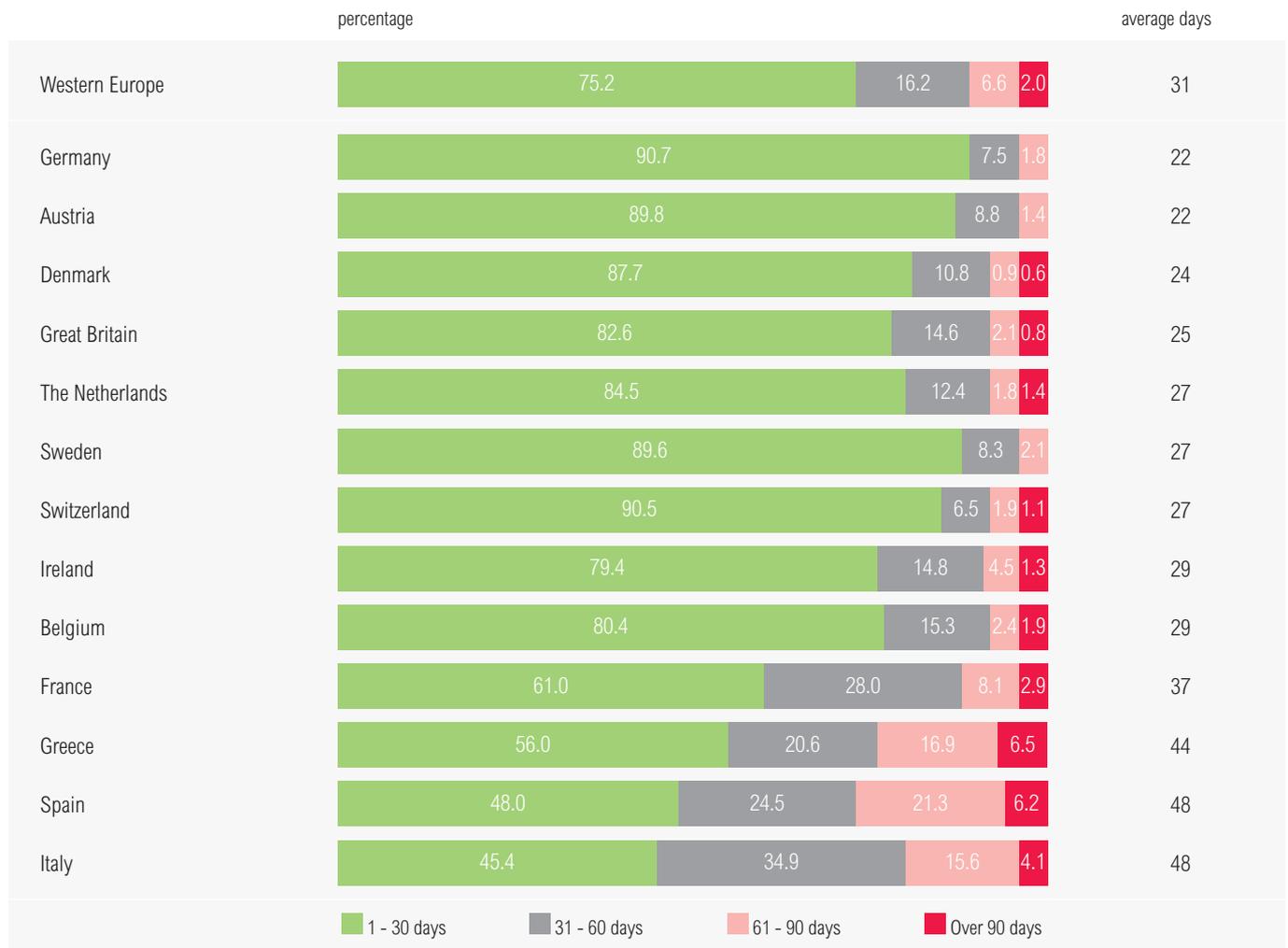
Western Europe	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic	50.8	47.3	40.8	36.2	50.4	46.3
Foreign	42.5	37.5	34.7	28.4	40.3	42.7

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2016



## Average payment term recorded in Western Europe (average days – domestic and foreign)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2016

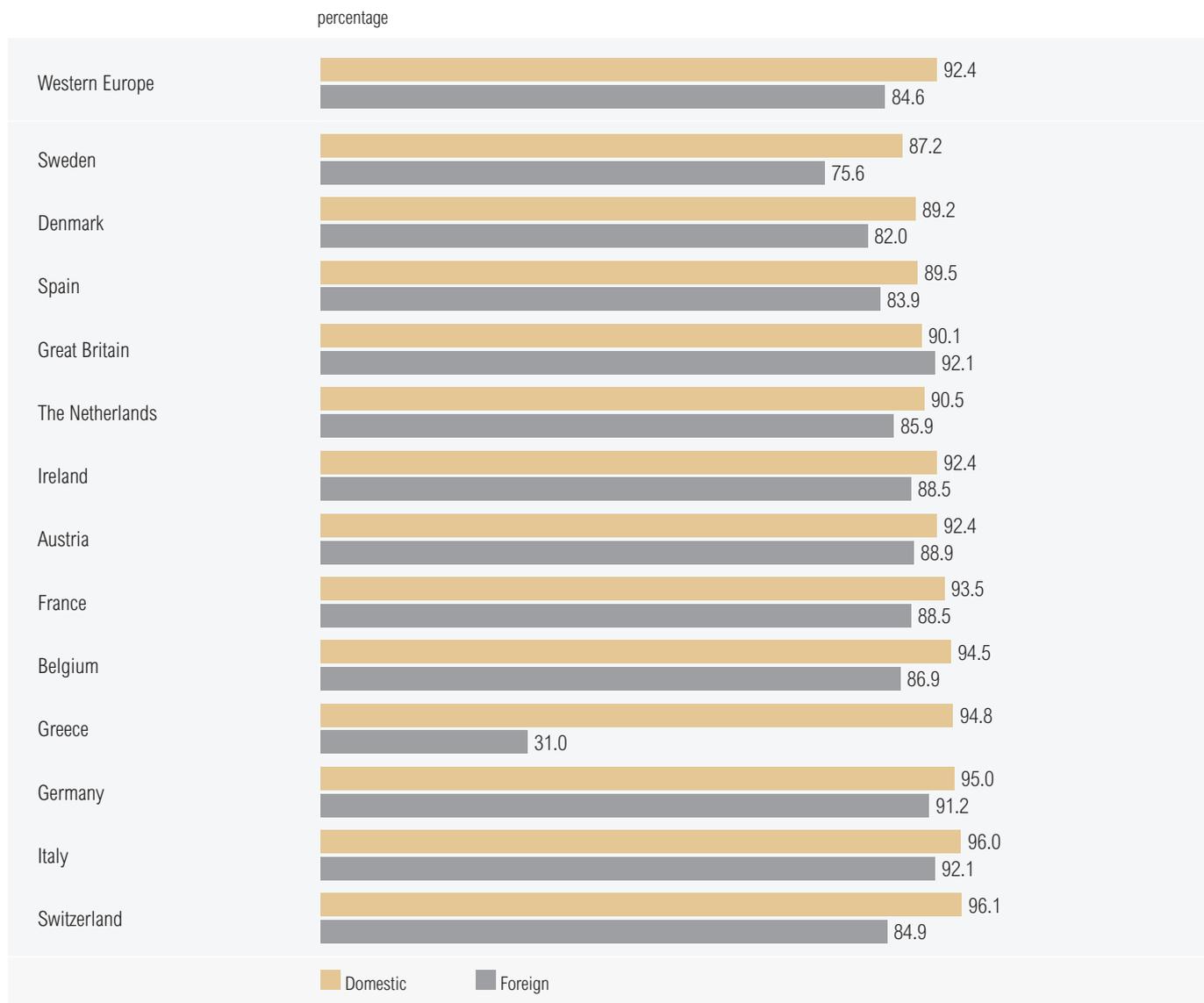
## By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
0 to 30 days	67.4%	74.0%	80.0%	83.9%	72.3%	68.5%
31 to 60 days	22.0%	16.6%	14.5%	10.9%	18.4%	21.0%
61 to 90 days	8.9%	7.4%	4.7%	4.6%	8.4%	8.7%
Over 90 days	1.7%	2.0%	0.8%	0.7%	1.0%	1.9%
Average days	36	31	29	27	33	35

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2016

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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2016

## By industry / by business size:

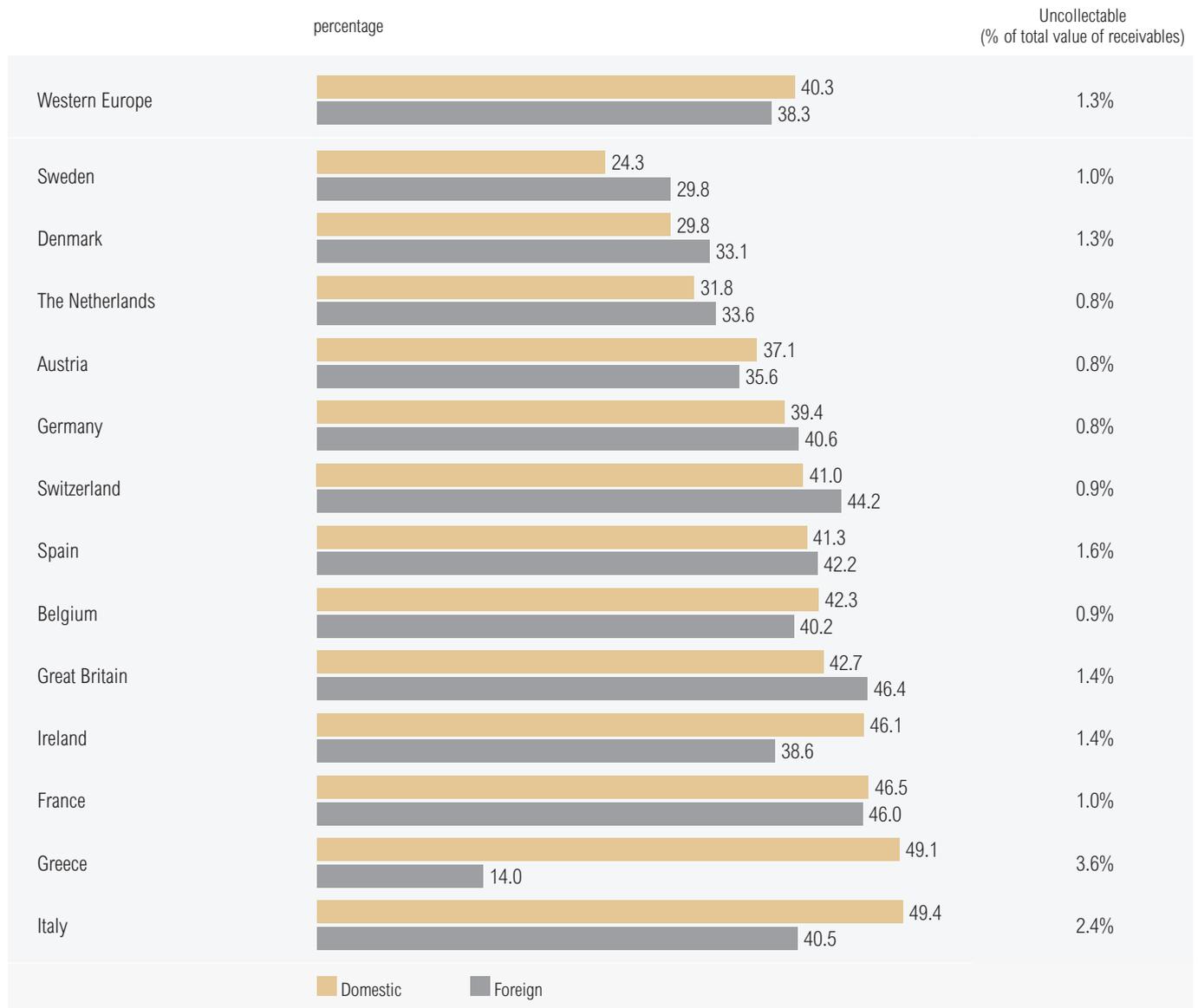
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Paid on time	6.2%	6.7%	7.4%	11.2%	5.1%	5.3%
Paid late	93.8%	93.3%	92.6%	88.8%	94.9%	94.7%

Sample: companies with customers on credit

Source: Atradius Payment Practices Barometer – Spring 2016



## Western Europe: proportion of domestic and foreign past due B2B invoices



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2016

## By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic overdue	42.7%	42.5%	37.5%	34.7%	41.9%	45.9%
Foreign overdue	40.2%	40.0%	35.8%	34.9%	38.3%	43.1%
Domestic uncollectable	1.2%	1.3%	0.9%	0.8%	1.3%	1.1%
Foreign uncollectable	0.5%	0.3%	0.2%	0.1%	0.4%	0.6%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2016

## Western Europe: 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
Western Europe	57.9%	15.5%	11.4%	17.2%	12.5%	11.4%	28.2%	15.8%	7.5%
Denmark	26.7%	16.2%	8.7%	26.7%	11.8%	6.8%	50.9%	11.2%	9.3%
Great Britain	49.4%	21.4%	19.1%	25.0%	15.5%	15.5%	26.8%	11.9%	10.1%
Germany	50.5%	22.9%	18.2%	18.8%	11.5%	12.0%	33.3%	17.7%	6.8%
Sweden	52.5%	15.4%	15.4%	18.5%	11.7%	14.2%	27.8%	5.6%	13.0%
France	53.0%	18.4%	11.9%	20.0%	11.9%	13.0%	23.8%	17.3%	7.0%
Switzerland	56.4%	13.3%	3.6%	14.6%	6.7%	7.3%	26.7%	14.6%	8.5%
The Netherlands	57.3%	15.3%	11.3%	12.7%	10.7%	14.7%	34.0%	12.7%	7.3%
Belgium	58.2%	14.3%	11.1%	15.9%	10.6%	11.6%	23.3%	23.3%	5.8%
Austria	58.3%	20.6%	13.1%	17.1%	8.6%	18.9%	26.9%	17.7%	10.9%
Spain	59.5%	10.5%	13.2%	13.7%	17.4%	13.2%	27.4%	24.7%	11.1%
Ireland	62.5%	16.9%	11.9%	20.0%	11.9%	14.4%	30.0%	7.5%	5.0%
Italy	79.8%	12.7%	8.5%	11.7%	10.8%	5.2%	22.1%	17.8%	1.9%
Greece	87.0%	1.4%	0.0%	9.6%	26.0%	2.1%	16.4%	19.2%	0.7%

### Industry

Manufacturing	58.6%	21.4%	13.3%	16.7%	14.5%	10.5%	30.3%	15.4%	6.5%
Wholesale / Retail / Distribution	60.9%	12.8%	13.7%	13.3%	12.5%	9.6%	29.5%	17.9%	5.0%
Services	56.0%	13.9%	9.3%	19.5%	11.6%	12.9%	26.5%	14.8%	9.2%

### Business size

Micro- enterprises	63.5%	6.2%	4.4%	16.1%	10.1%	5.5%	25.5%	13.9%	4.6%
SMEs	56.1%	18.4%	14.1%	16.7%	13.8%	13.1%	29.3%	16.7%	8.3%
Large enterprises	50.4%	28.1%	18.4%	23.7%	13.6%	21.1%	31.1%	16.7%	11.8%

Sample: all interviewed companies (active in domestic markets)

Source: Atradius Payment Practices Barometer – Spring 2016



## Western Europe: 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
Western Europe	40.2%	17.4%	16.5%	28.0%	23.1%	15.8%	25.7%	12.5%	8.8%
Denmark	26.2%	11.7%	8.7%	35.0%	27.2%	11.7%	46.6%	7.8%	10.7%
Switzerland	31.8%	14.8%	11.4%	27.3%	15.9%	8.0%	28.4%	13.6%	12.5%
Great Britain	33.3%	21.6%	26.1%	29.7%	36.9%	20.7%	30.6%	13.5%	9.0%
France	33.6%	18.0%	23.8%	29.5%	16.4%	18.9%	18.9%	15.6%	7.4%
Ireland	36.7%	19.3%	11.0%	30.3%	16.5%	21.1%	19.3%	6.4%	15.6%
Spain	37.2%	16.3%	11.6%	29.5%	25.6%	17.1%	16.3%	16.3%	10.1%
Belgium	42.6%	14.0%	17.1%	23.3%	22.5%	16.3%	18.6%	11.6%	8.5%
Sweden	43.7%	18.4%	17.2%	27.6%	25.3%	16.1%	32.2%	6.9%	8.1%
The Netherlands	45.3%	13.7%	10.5%	30.5%	20.0%	13.7%	30.5%	11.6%	9.5%
Germany	45.5%	24.2%	28.0%	24.2%	26.5%	9.9%	31.1%	14.4%	5.3%
Italy	48.3%	17.2%	15.2%	23.5%	22.8%	14.5%	17.2%	13.8%	4.8%
Greece	50.0%	0.0%	5.6%	33.3%	16.7%	5.6%	16.7%	0.0%	0.0%
Austria	51.2%	20.3%	15.5%	28.5%	21.1%	22.0%	28.5%	17.1%	8.1%

### Industry

Manufacturing	42.7%	21.7%	19.0%	28.3%	24.2%	12.7%	27.6%	13.7%	7.3%
Wholesale / Retail / Distribution	39.9%	18.5%	19.8%	22.3%	20.1%	17.9%	24.8%	14.6%	7.4%
Services	38.7%	13.9%	12.9%	31.2%	24.1%	16.7%	24.9%	10.5%	10.5%

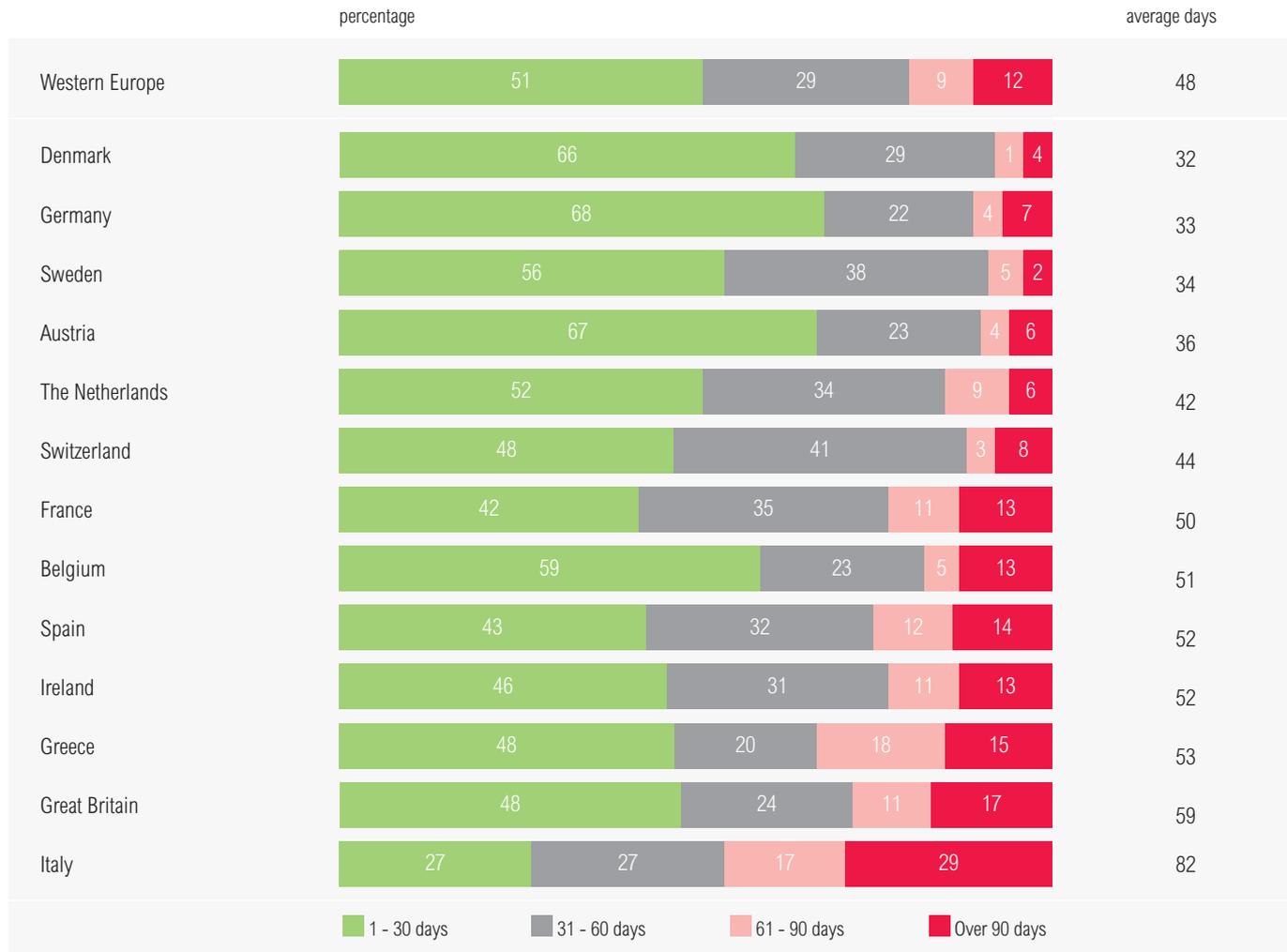
### Business size

Micro-enterprises	41.3%	7.5%	7.5%	31.0%	21.4%	10.0%	20.6%	8.2%	8.2%
SMEs	40.1%	18.3%	17.7%	25.7%	23.0%	16.5%	27.0%	12.9%	8.3%
Large enterprises	38.8%	27.9%	24.6%	35.5%	26.2%	21.3%	26.8%	16.9%	12.0%

Sample: all interviewed companies (active in domestic markets)

Source: Atradius Payment Practices Barometer – Spring 2016

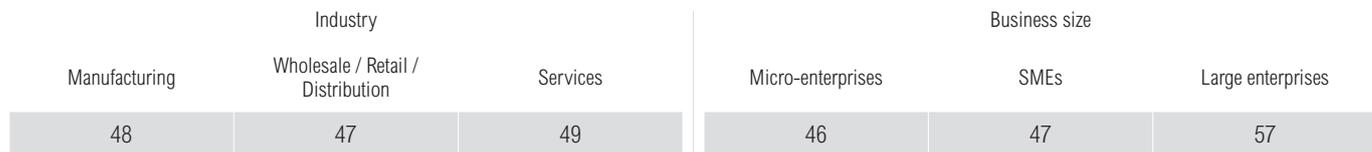
## Average DSO recorded in Western Europe



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2016

## By industry / by business size

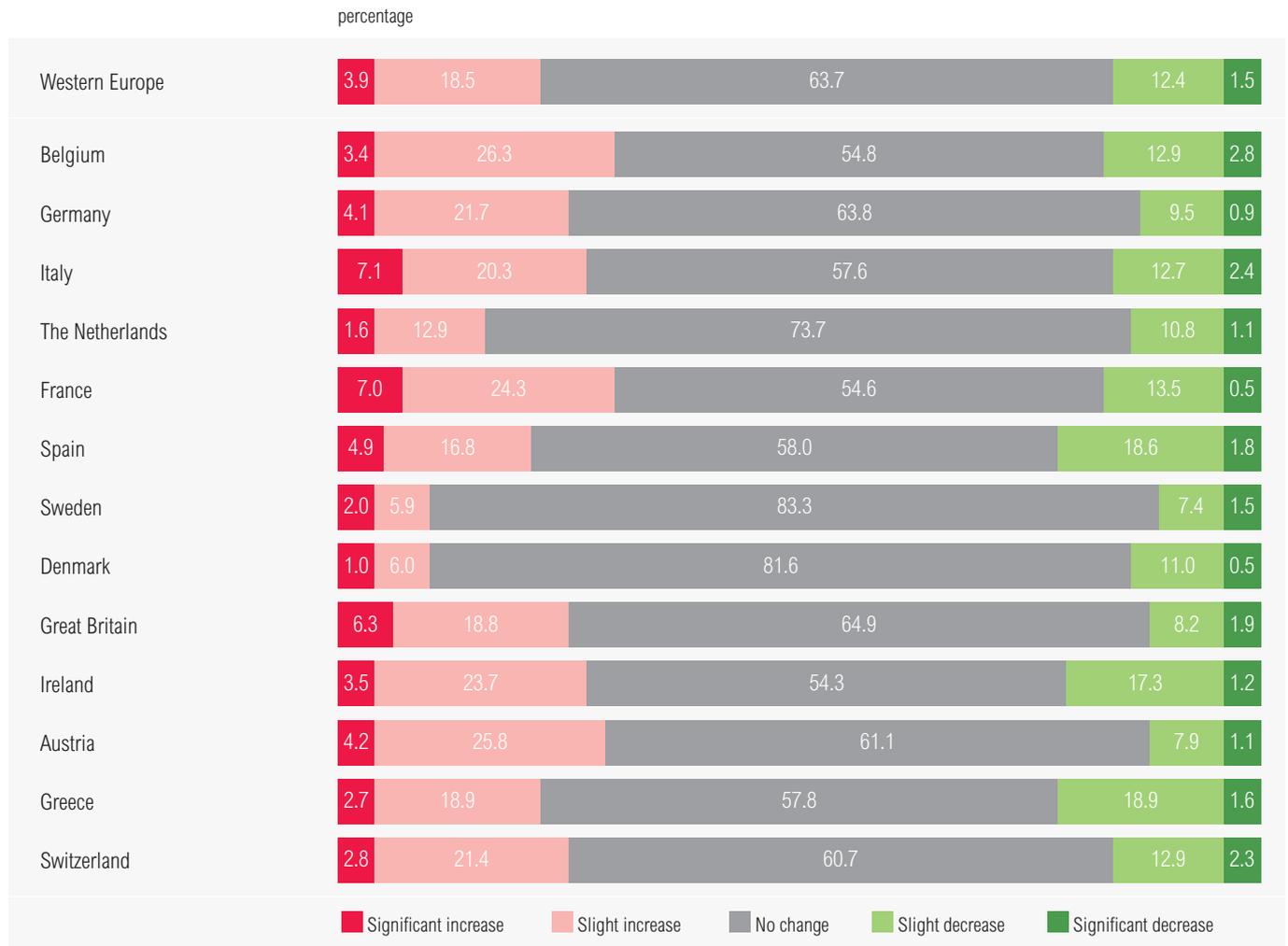


Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2016



## Western Europe: expected DSO trend over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2016

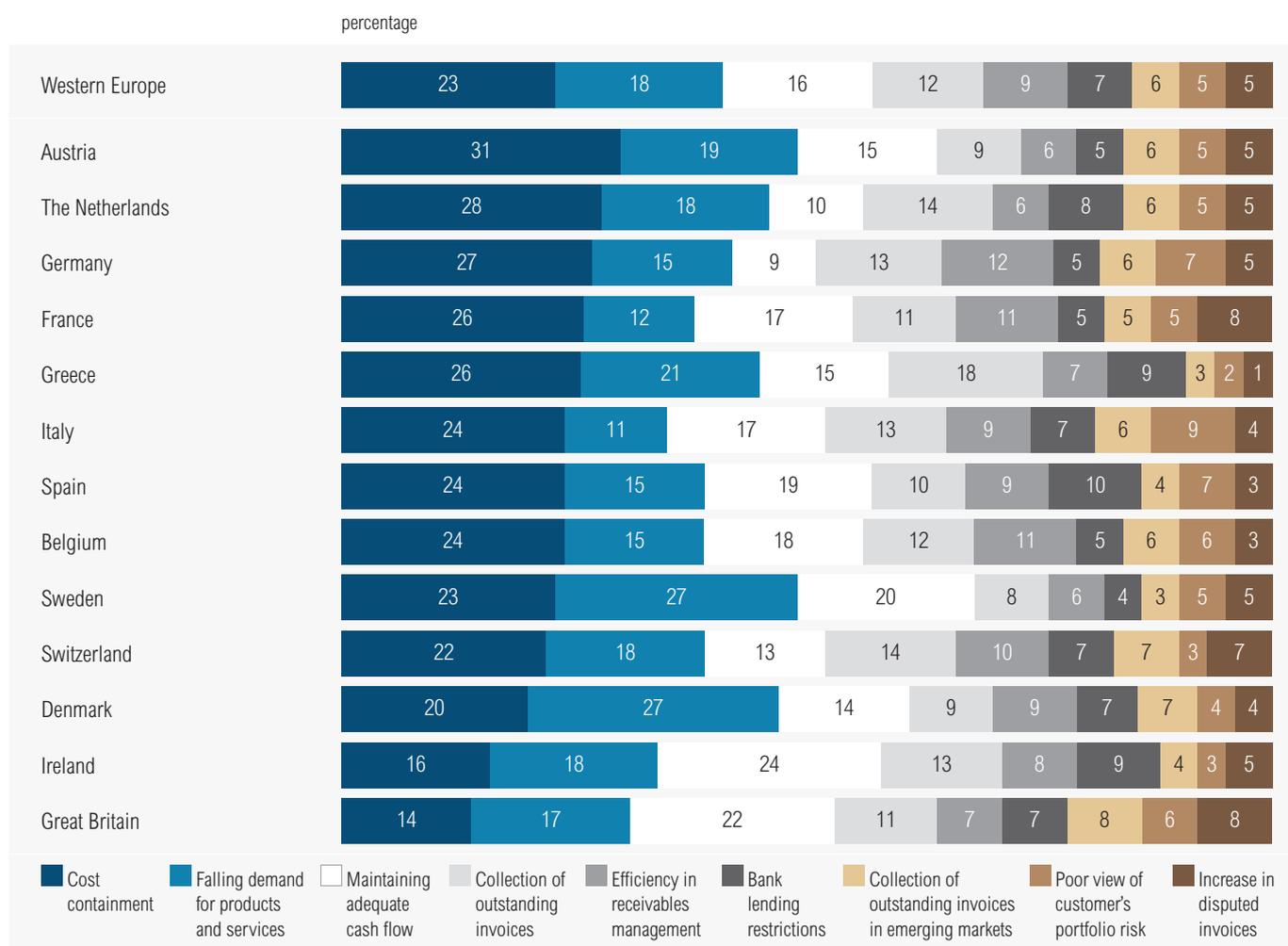
## By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	6.0%	3.4%	3.2%	2.3%	4.8%	4.8%
Slight increase	21.0%	19.6%	16.7%	13.8%	20.3%	25.0%
No change	56.8%	61.3%	68.3%	72.1%	60.4%	52.4%
Slight decrease	14.4%	15.0%	10.1%	10.0%	13.3%	15.7%
Significant decrease	1.8%	0.8%	1.7%	1.7%	1.3%	2.0%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2016

## The greatest challenge to business profitability in 2016 for respondents in Western Europe



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

Source: Atradius Payment Practices Barometer – Spring 2016

## By industry / by business size

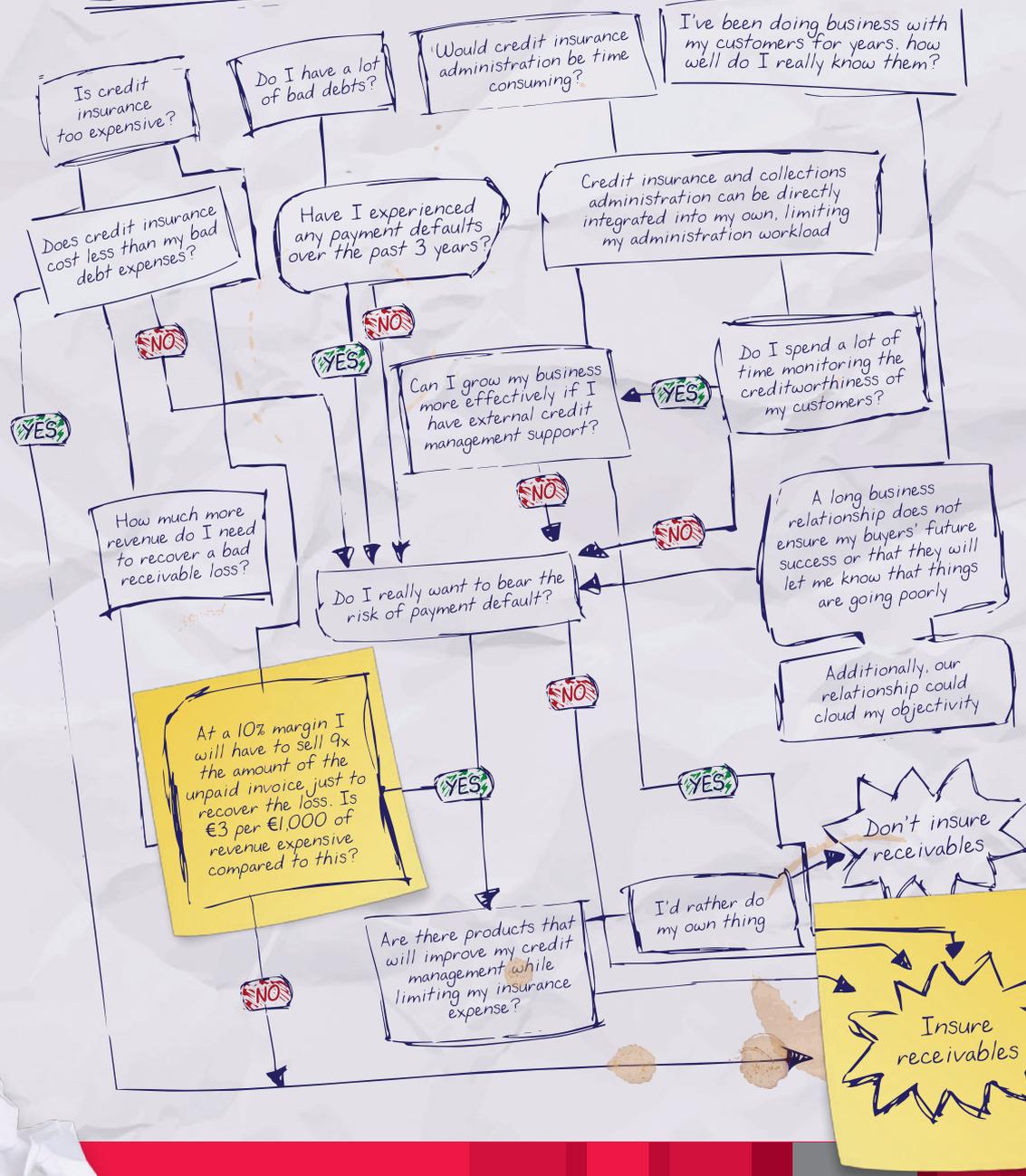
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Collection of outstanding invoices	12.5%	11.1%	12.0%	11.1%	12.9%	8.9%
Falling demand	15.6%	17.8%	18.8%	24.1%	14.1%	14.5%
Bank lending restrictions	6.9%	9.4%	5.2%	6.1%	7.0%	7.4%
Adequate cash flow	12.8%	14.2%	19.1%	19.7%	15.0%	11.5%
Cost containment	23.2%	24.8%	22.8%	20.7%	24.8%	26.0%
Efficiency in receivables management	9.6%	8.7%	8.1%	6.8%	9.4%	11.2%
Increase in disputed invoices	6.6%	4.5%	4.0%	3.4%	4.9%	8.6%
Poor view of customer's portfolio risk	6.4%	5.5%	4.3%	4.0%	5.9%	4.8%
Collection of outstanding invoices	6.6%	4.1%	5.7%	4.1%	6.2%	7.1%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2016

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

## SHOULD I INSURE MY RECEIVABLES?



credit insurance | debt collection | business information

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