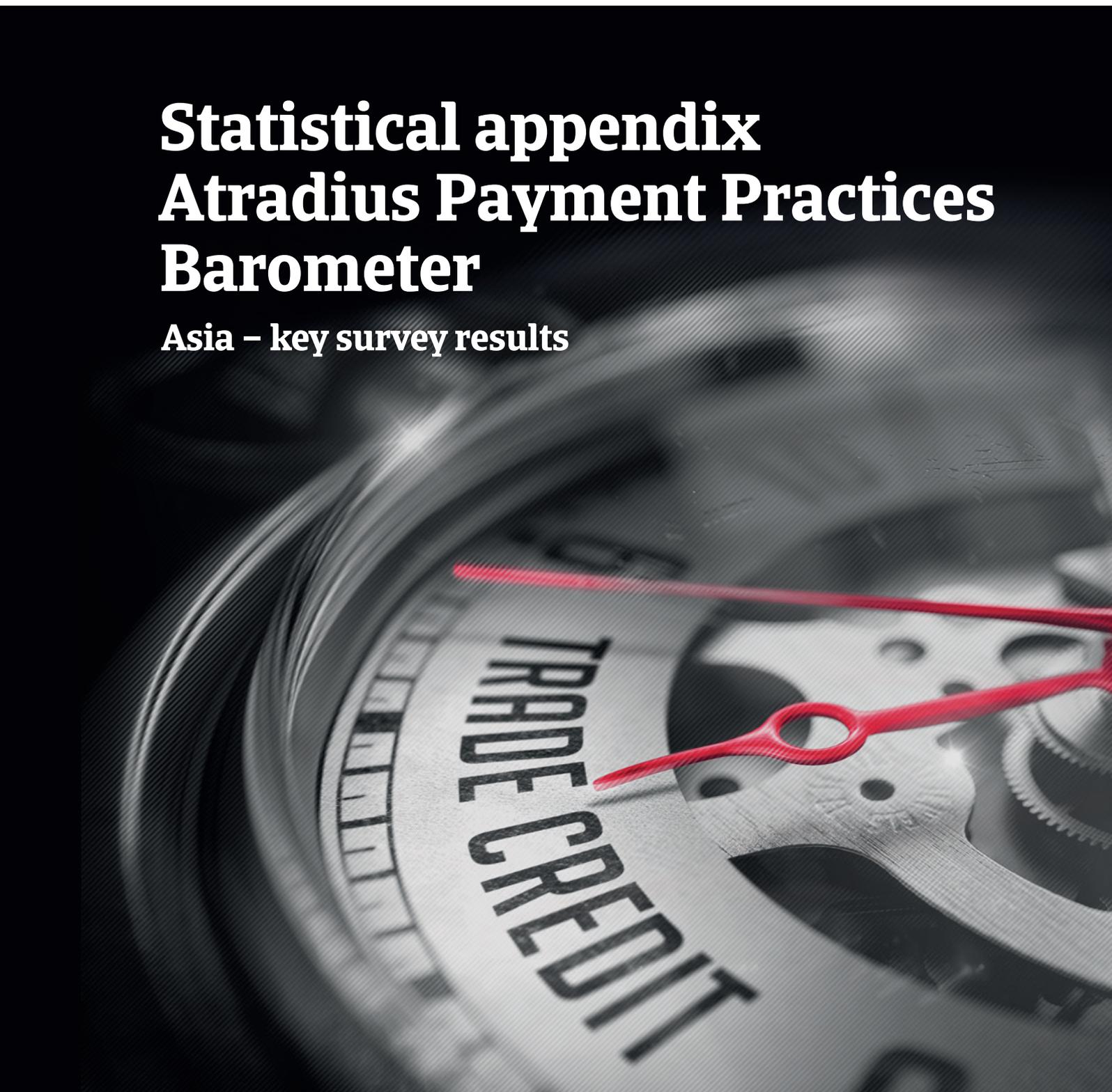


# **Statistical appendix Atradius Payment Practices Barometer**

**Asia – key survey results**





## Statistical appendix

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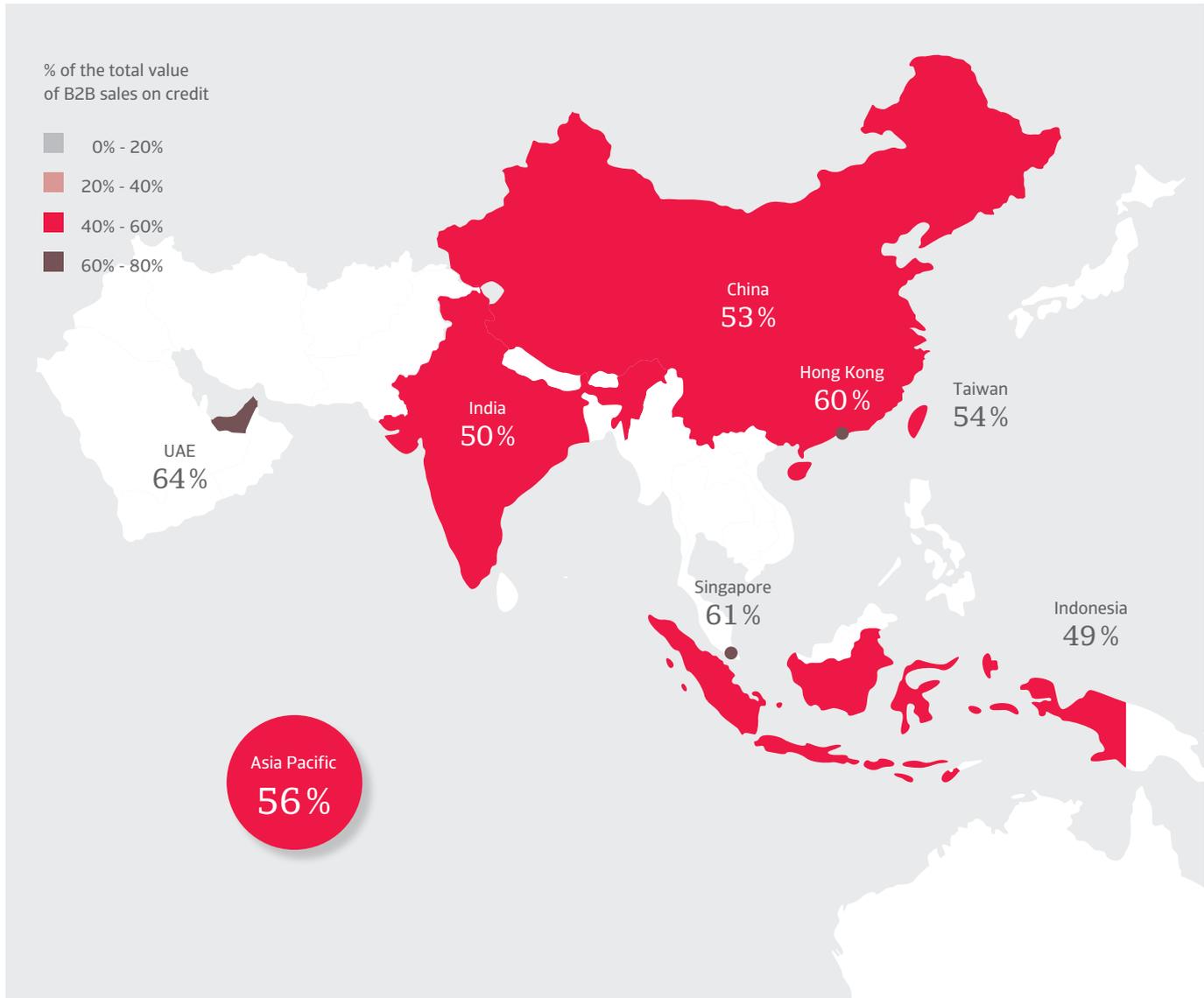
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## Asia: proportion of total B2B sales made on credit



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

## By business sector / by business size

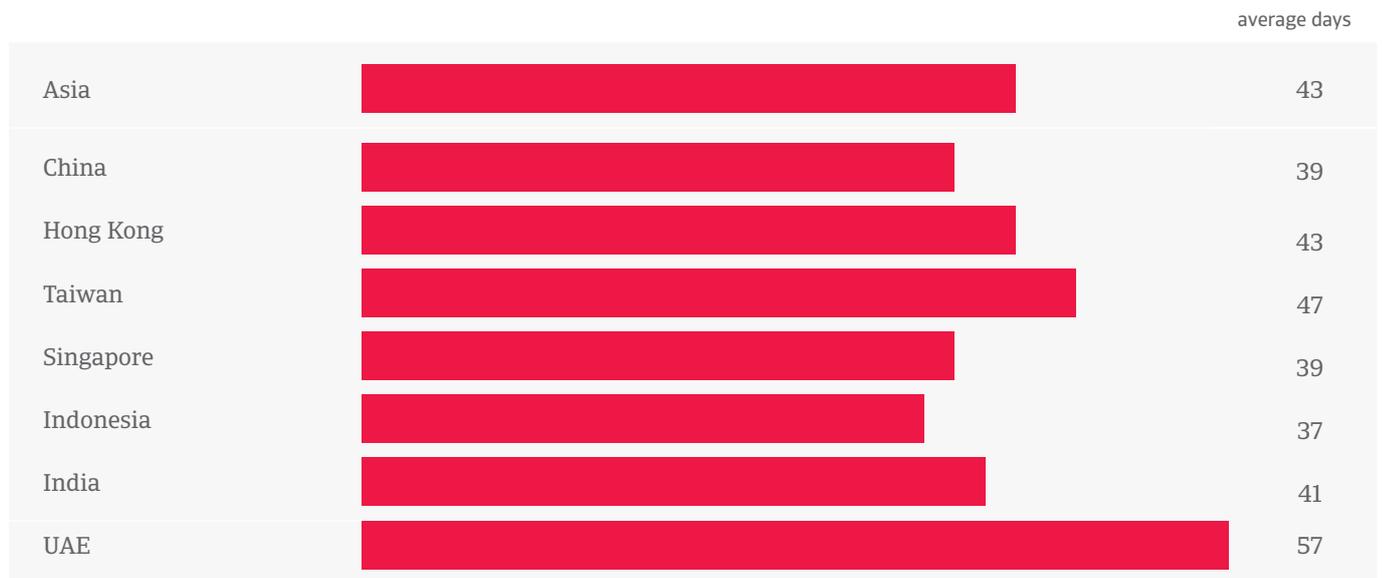
Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
57%	56%	51%	54%	54%	63%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020



## Average payment term recorded in Asia (average days)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

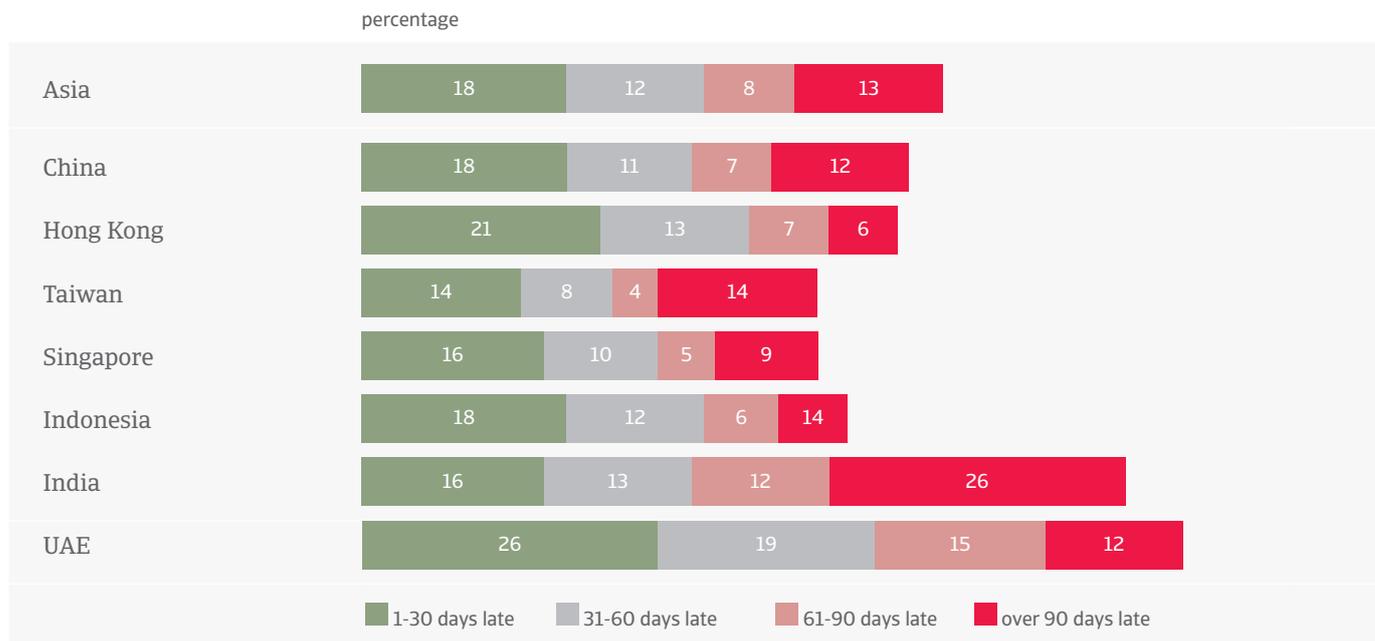
## By business sector / by business size (average days)

Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
42	45	41	41	44	40

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

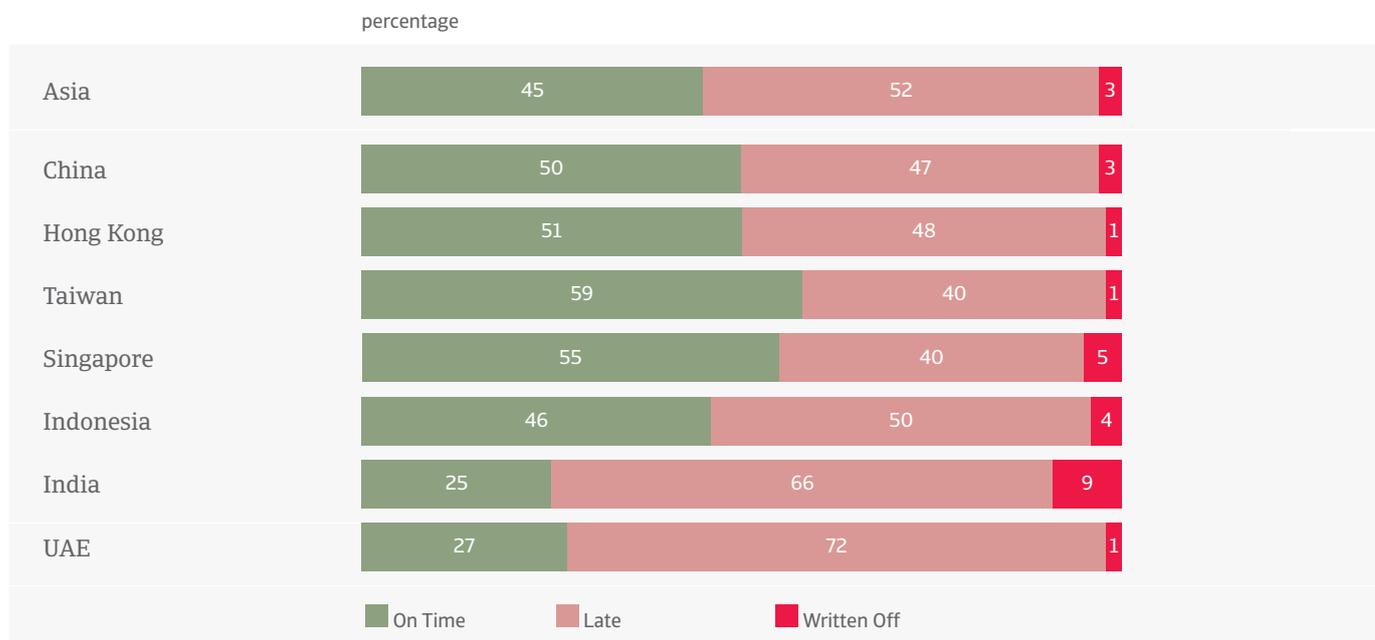
## Asia: % of past due B2B receivables by age of account



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

## Asia: % split of on time, overdue payments and write-offs



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020



## Asia: % of respondents reporting late payment from B2B customers



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

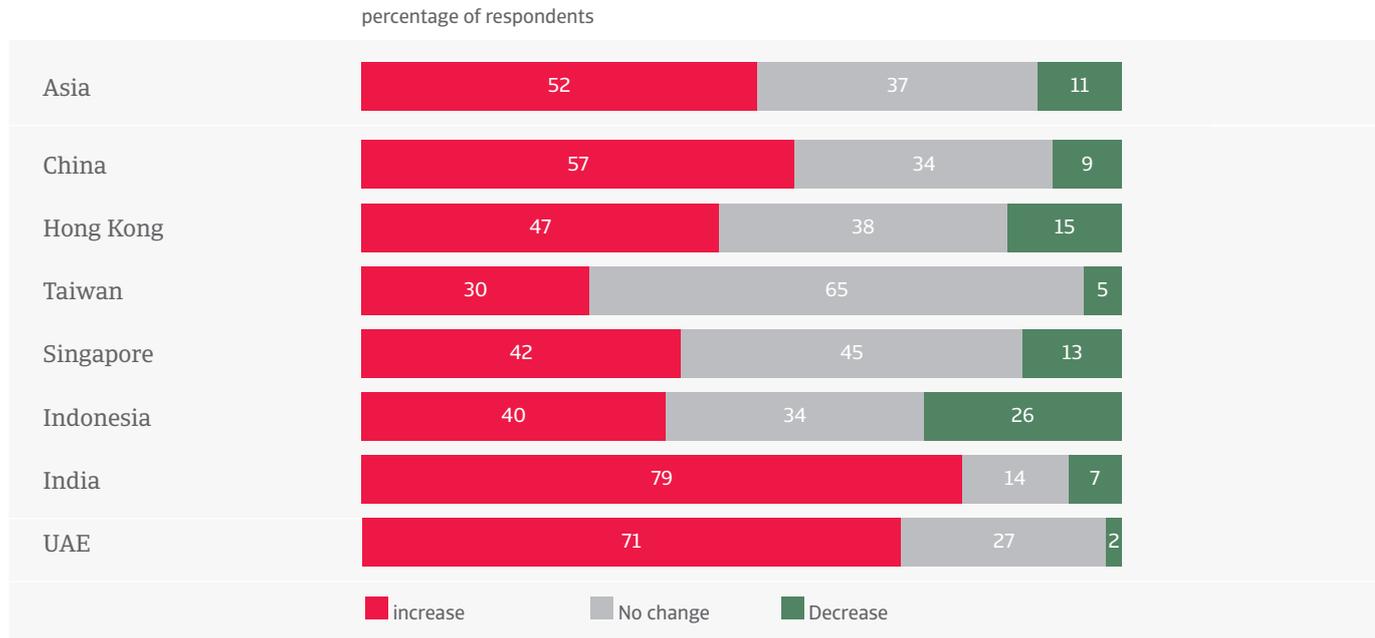
## By business sector / by business size (average days)

Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
54%	57%	48%	52%	60%	50%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

## Asia: expected changes in the percentage of overdue B2B invoices paid late over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

## By business sector / by business size

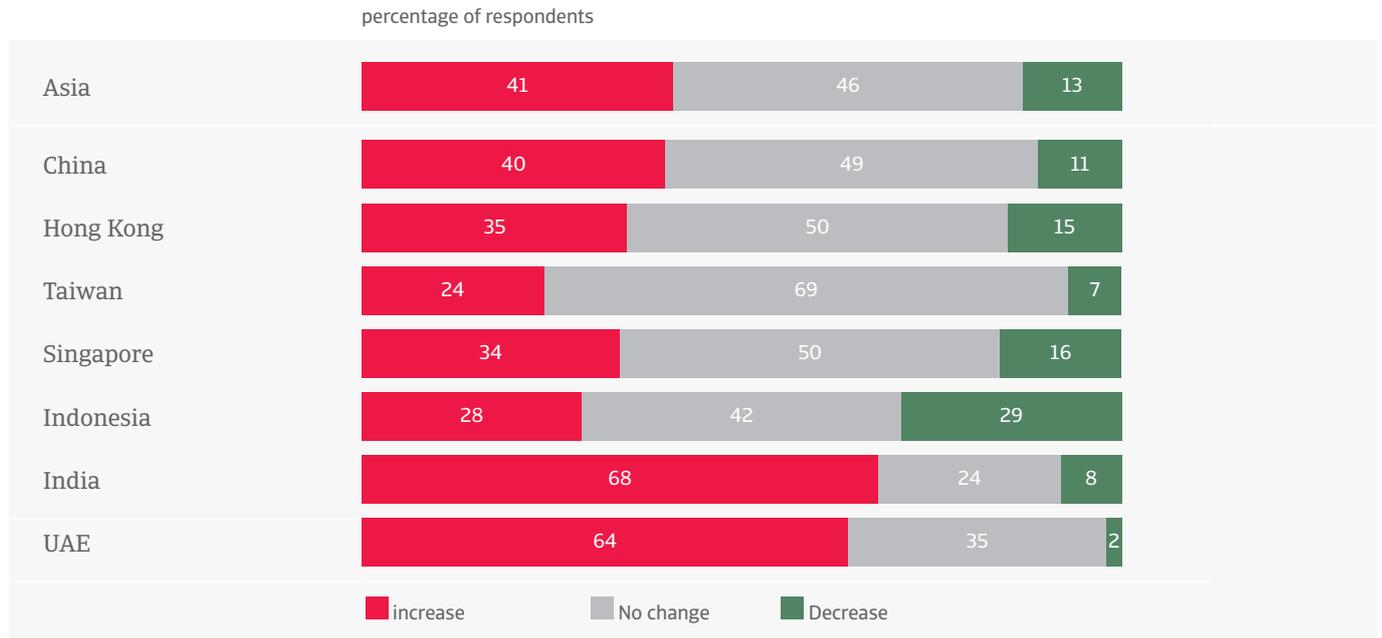
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Increase	45%	56%	56%	47%	53%	50%
No change	42%	33%	34%	41%	36%	36%
Decrease	13%	11%	9%	12%	11%	14%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020



## Asia: expected changes in the percentage of long-term overdue B2B invoices (over 90 days old)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

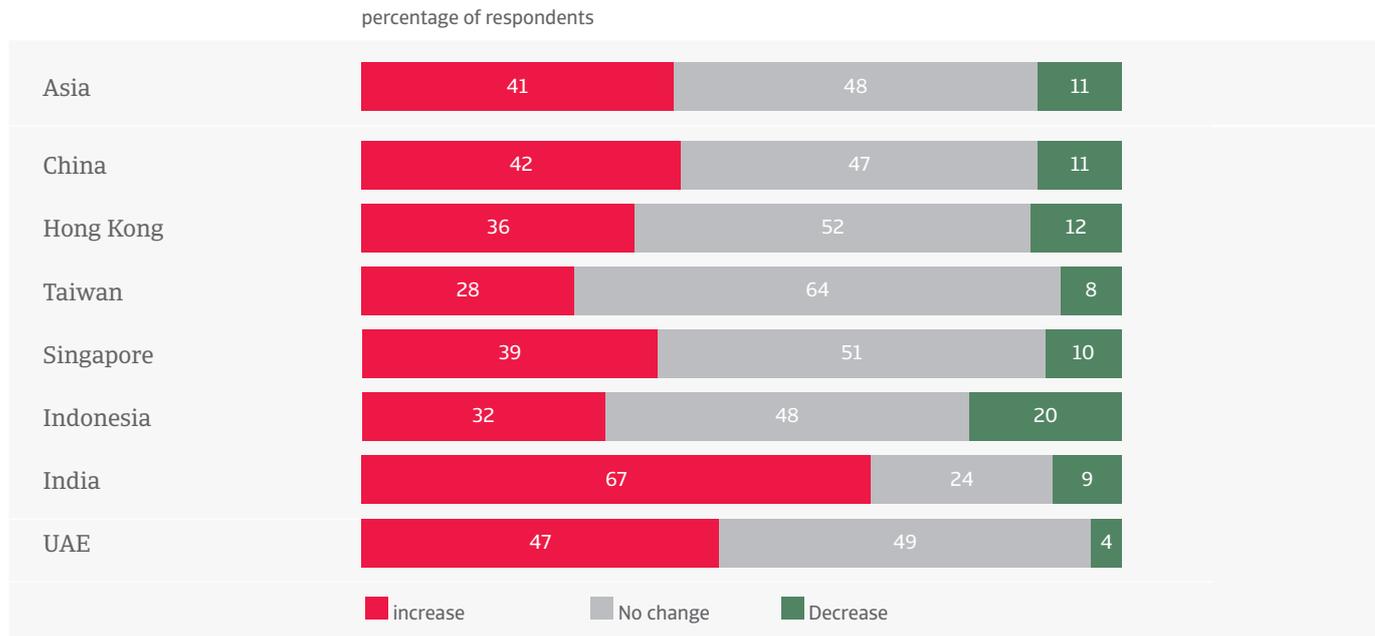
## By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Increase	37%	46%	37%	39%	43%	36%
No change	48%	42%	52%	48%	45%	47%
Decrease	16%	12%	11%	2%	12%	17%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

## Asia: expected changes in DSO



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

## By business sector / by business size

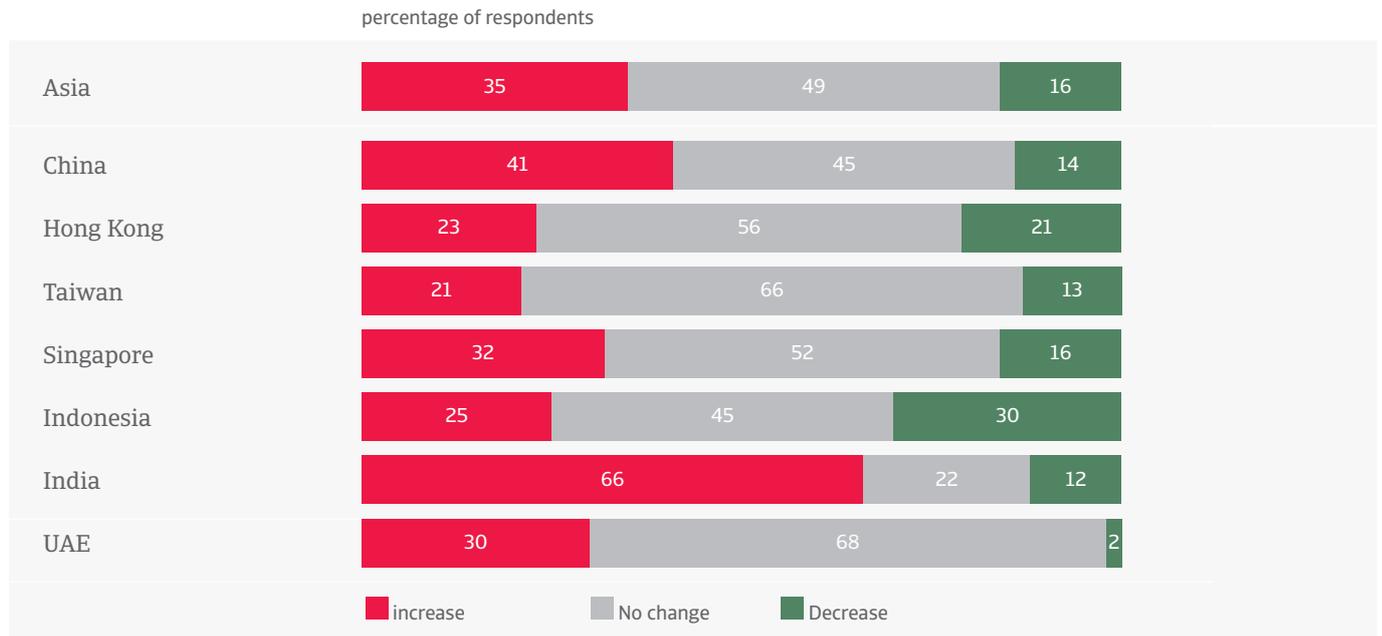
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Increase	36%	45%	45%	41%	45%	42%
No change	52%	44%	46%	56%	47%	44%
Decrease	12%	10%	9%	9%	10%	14%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020



## Asia: expected changes in the % of write-offs over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

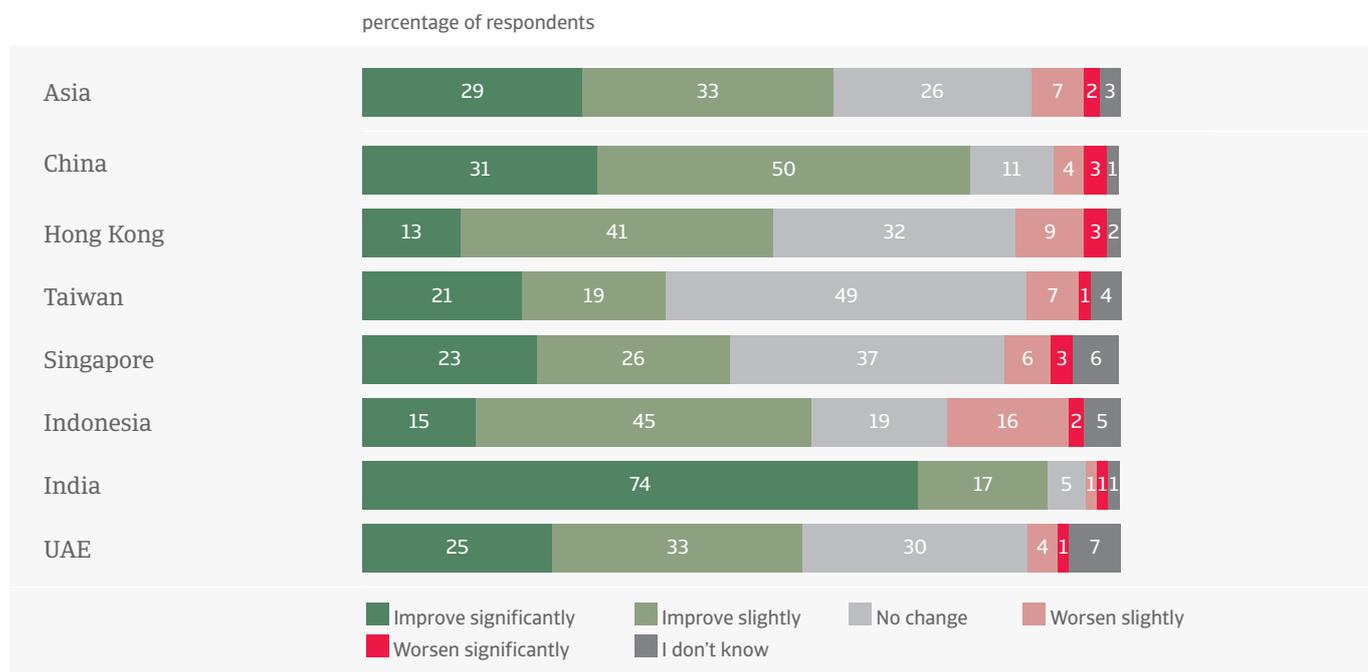
## By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Increase	30%	38%	37%	30%	35%	36%
No change	54%	46%	49%	57%	49%	45%
Decrease	17%	16%	14%	14%	16%	19%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

## Asia: expected changes in the dependence of businesses on bank finance over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

## By business sector / by business size

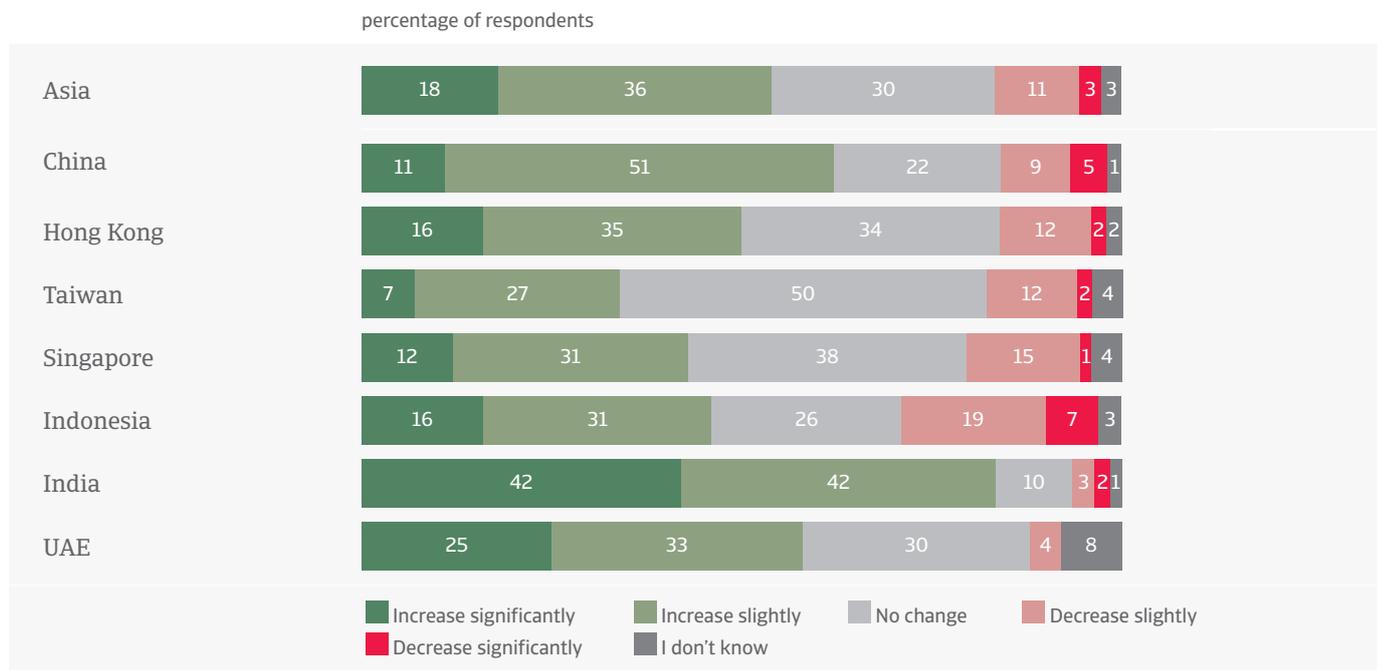
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Improve significantly	24%	17%	32%	14%	22%	25%
Improve slightly	38%	38%	40%	38%	39%	35%
No change	20%	19%	12%	26%	17%	22%
Worsen slightly	15%	20%	11%	15%	17%	15%
Worsen significantly	1%	4%	1%	3%	3%	2%
I don't know	2%	3%	4%	4%	2%	2%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020



## Asia: expected changes in the businesses' indebtedness over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

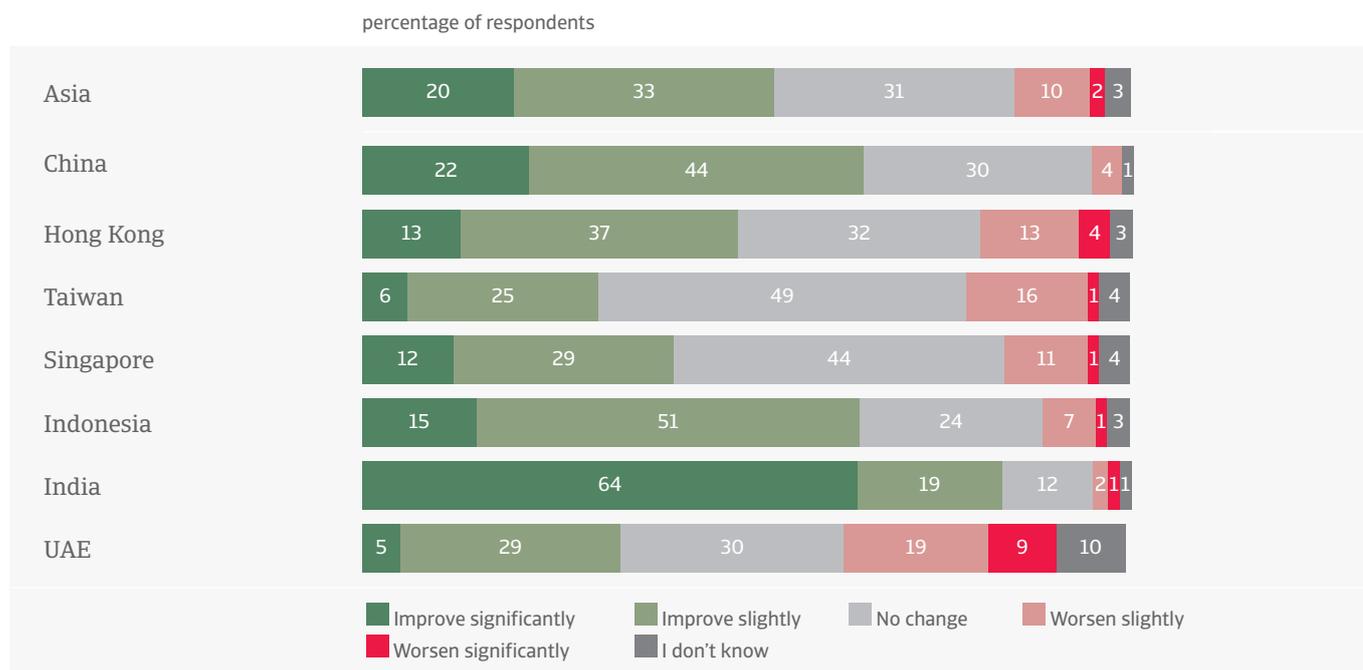
## By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Increase significantly	15%	21%	17%	18%	17%	23%
Increase slightly	35%	36%	38%	30%	37%	33%
No change	33%	28%	25%	33%	29%	30%
Decrease slightly	11%	10%	12%	12%	11%	9%
Decrease significantly	3%	2%	3%	3%	3%	3%
I don't know	3%	3%	5%	6%	3%	2%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

## Asia: expected changes in access to bank lending over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

## By business sector / by business size

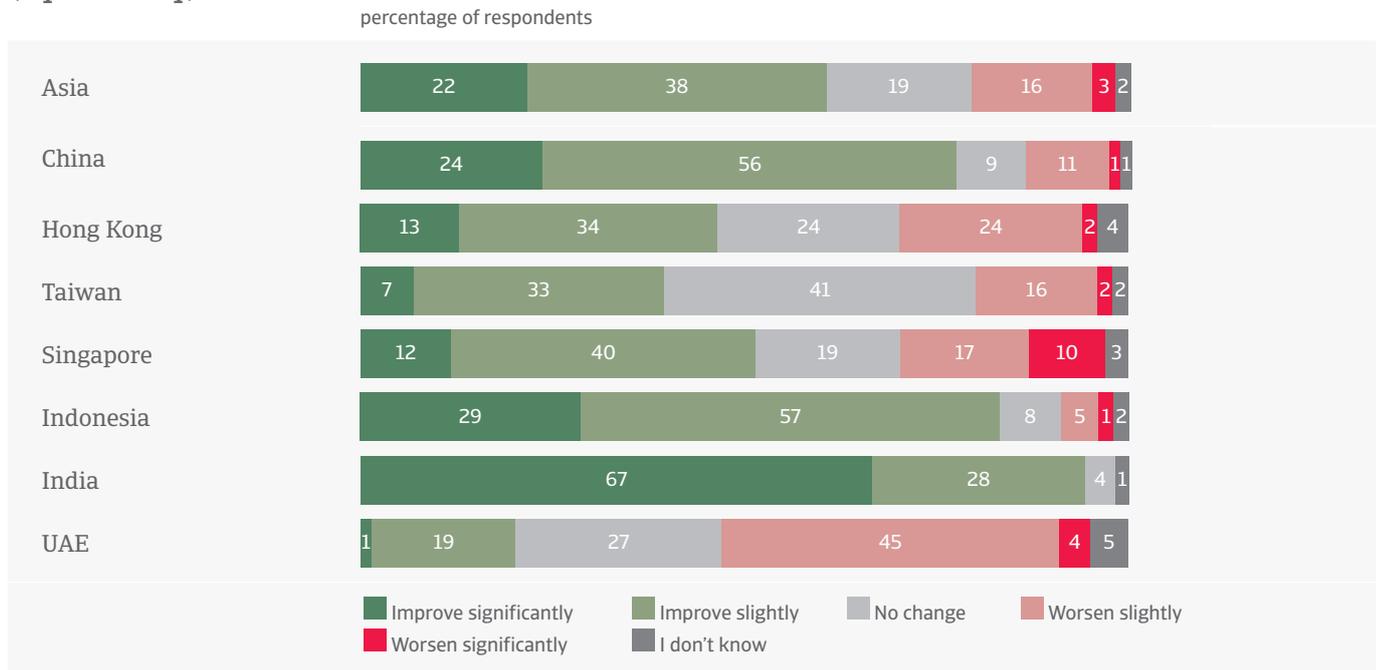
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Improve significantly	19%	17%	28%	18%	19%	21%
Improve slightly	35%	34%	25%	22%	34%	37%
No change	33%	30%	30%	39%	31%	29%
Worsen slightly	9%	12%	8%	14%	10%	9%
Worsen significantly	2%	3%	2%	1%	3%	2%
I don't know	2%	4%	6%	7%	3%	2%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020



## Asia: expected changes in business performance over the next 12 months (by country)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

## By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Improve significantly	24%	17%	32%	14%	22%	25%
Improve slightly	38%	38%	40%	38%	39%	35%
No change	20%	19%	12%	26%	17%	22%
Worsen slightly	15%	20%	11%	15%	17%	15%
Worsen significantly	1%	4%	1%	3%	3%	2%
I don't know	2%	3%	4%	4%	2%	2%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

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