

Statistical appendix Atradius Payment Practices Barometer

The Americas – key survey results





Statistical appendix

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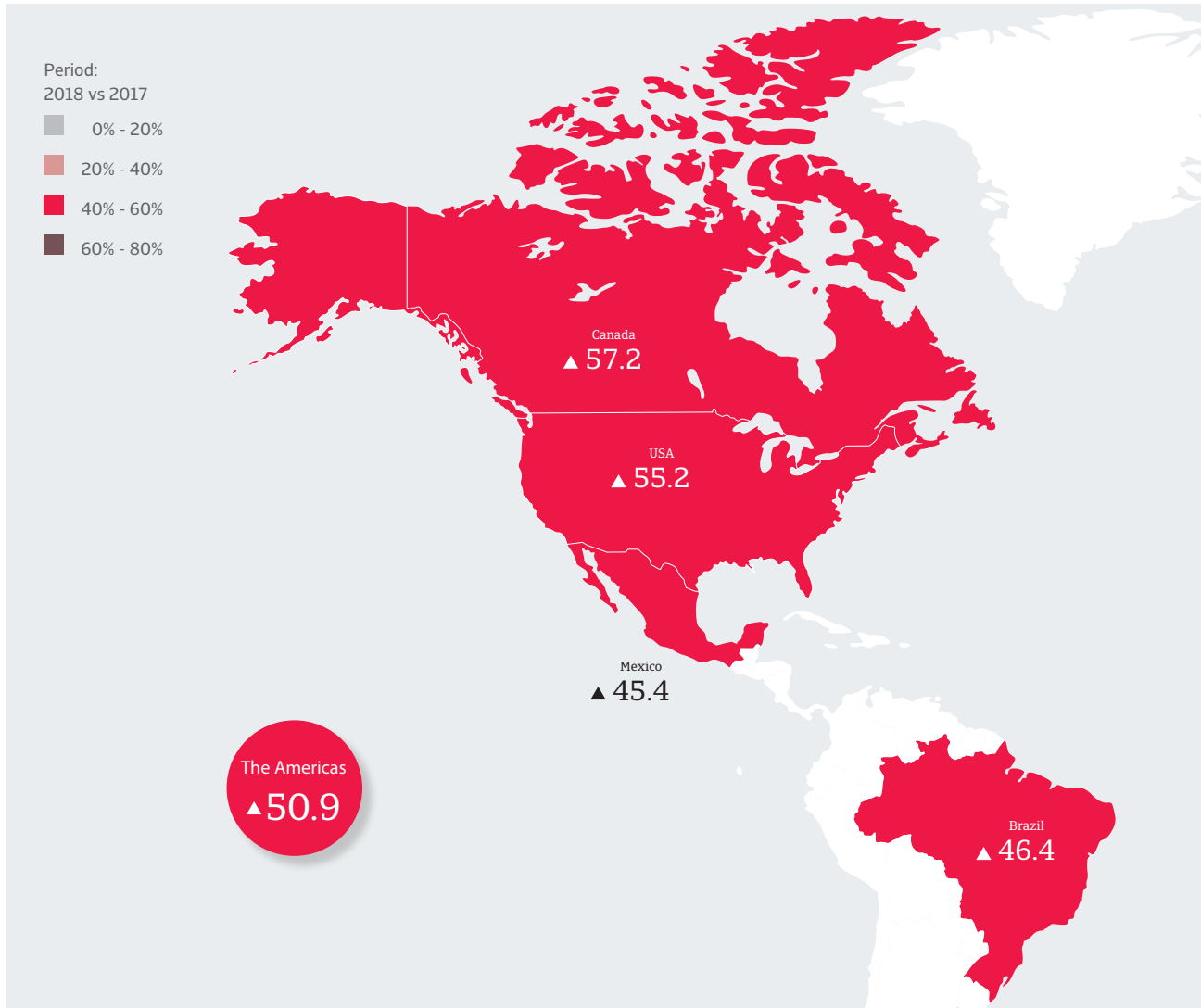
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The Americas: proportion of total B2B sales made on credit



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019

By business sector / by business size

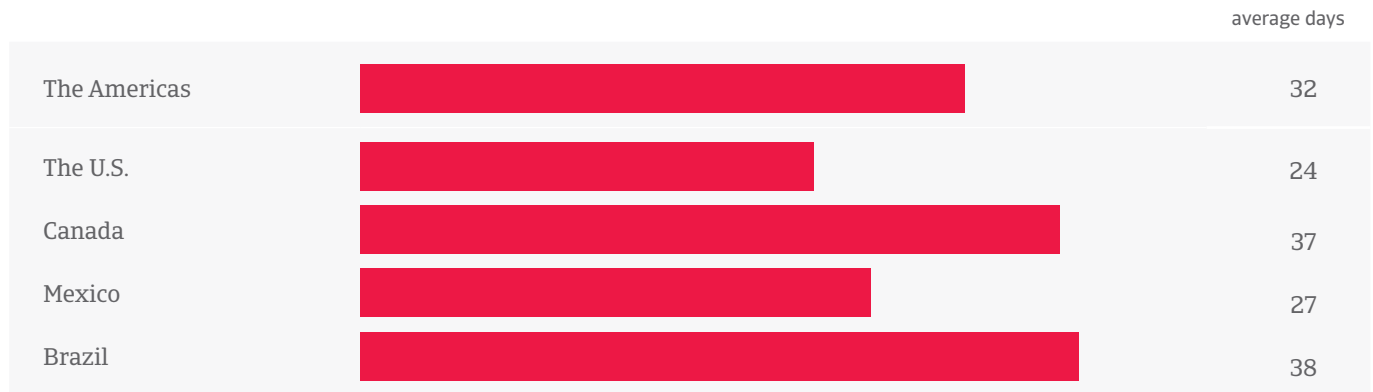
Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
55.1%	47.5%	49.9%	41.9%	54.9%	53.9%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019



Average payment terms recorded in The Americas



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019

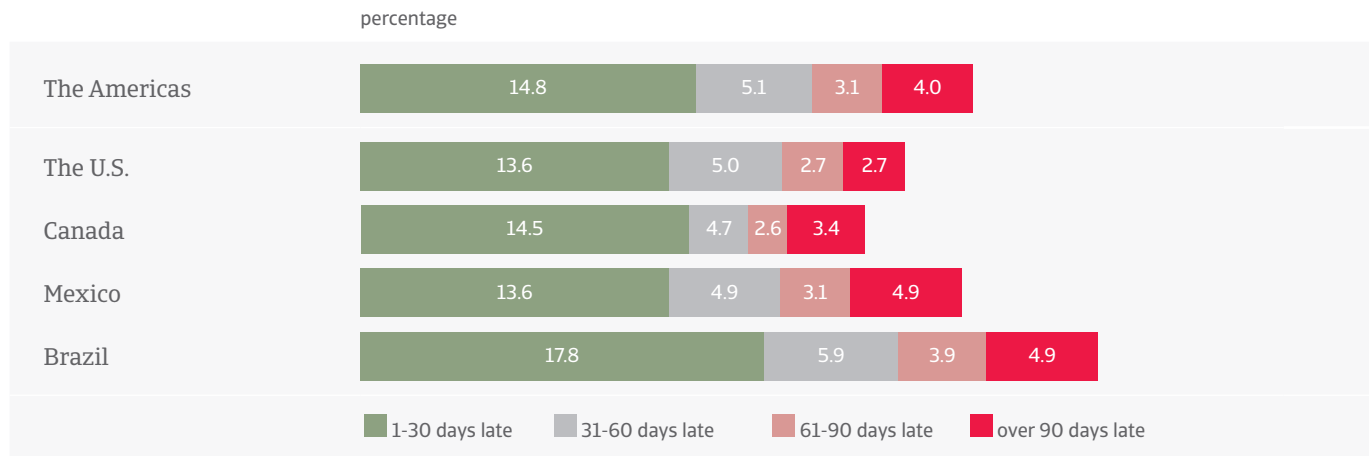
By business sector / by business size (average days)

Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
27	26	33	28	32	39

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019

The Americas: % of past due B2B receivables by age of account



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019



The Americas: percentage of respondents reporting late payment by B2B customers



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019

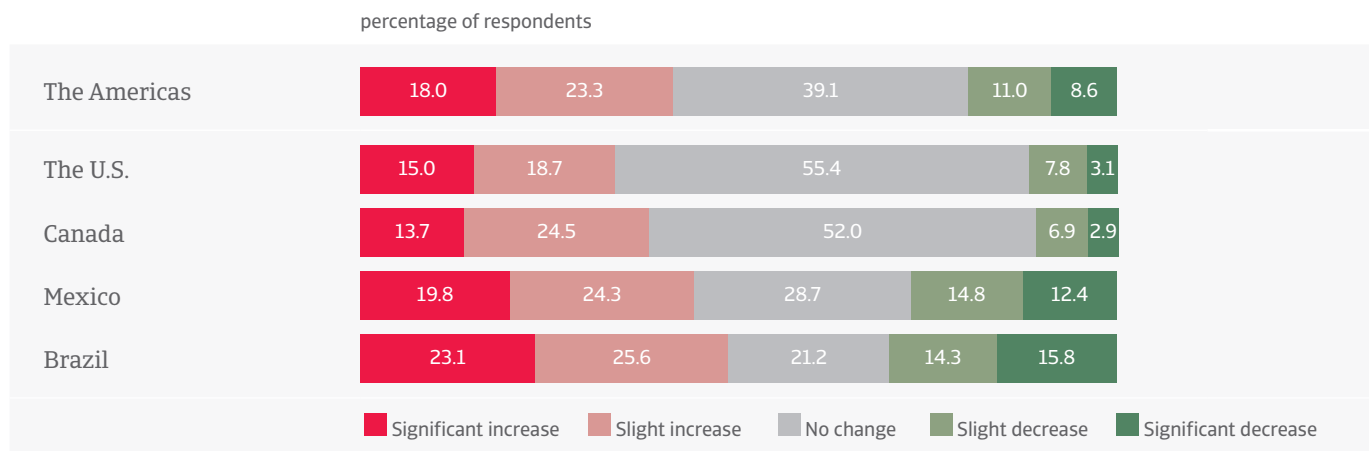
By business sector / by business size (average days)

Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
90	81	74	60	93	86

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019

The Americas: expected changes in the percentage of B2B invoices paid late in the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019

By business sector / by business size

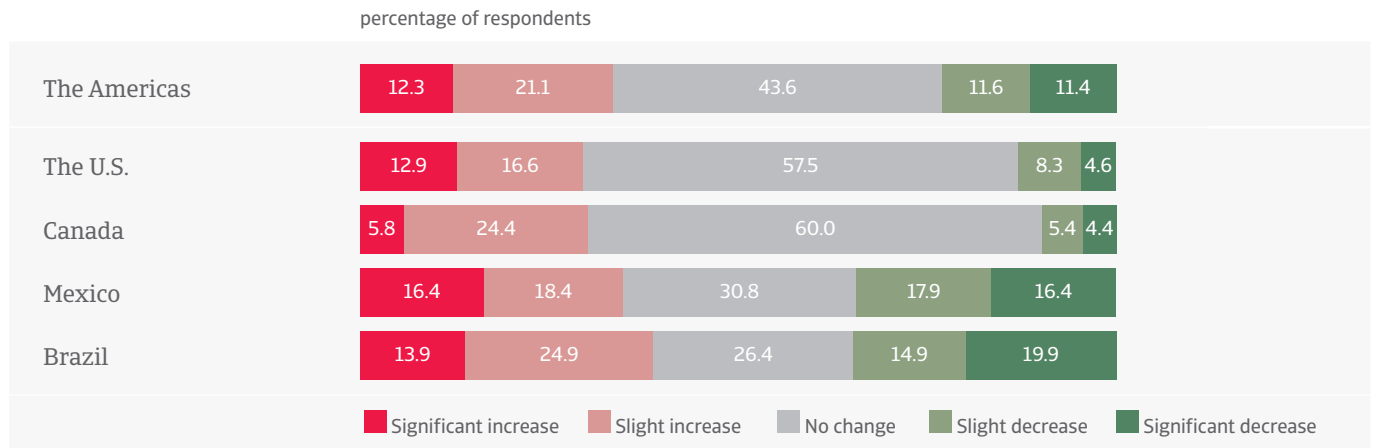
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	24.0%	16.4%	13.0%	8.9%	20.6%	29.5%
Slight increase	21.4%	29.0%	18.5%	15.8%	28.2%	21.9%
No change	37.6%	33.1%	48.3%	53.0%	32.2%	33.3%
Slight decrease	10.7%	12.0%	10.1%	12.3%	11.7%	4.8%
Significant decrease	6.3%	9.5%	10.1%	10.0%	7.3%	10.5%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019



The Americas: expected changes in the percentage of outstanding B2B invoices over 90 days old



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019

By business sector / by business size

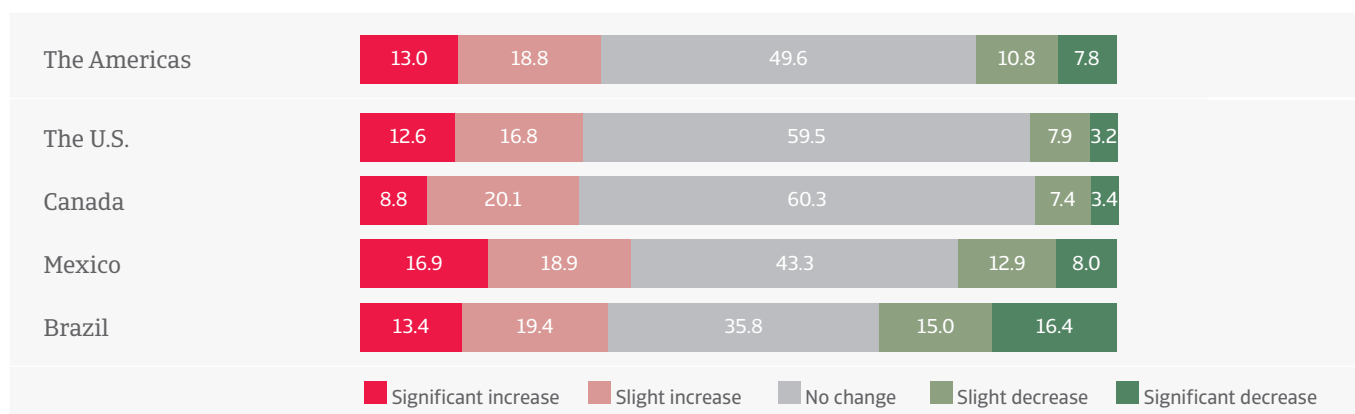
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	14.8%	13.4%	8.0%	7.0%	13.0%	21.7%
Slight increase	22.1%	25.3%	14.8%	10.1%	26.6%	25.5%
No change	44.3%	35.6%	52.7%	60.5%	36.2%	33.0%
Slight decrease	9.6%	13.7%	11.4%	10.1%	13.3%	8.5%
Significant decrease	9.2%	12.0%	13.0%	12.4%	10.8%	11.3%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019

The Americas: expected changes in DSO in 2019

percentage of respondents



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019

By business sector / by business size

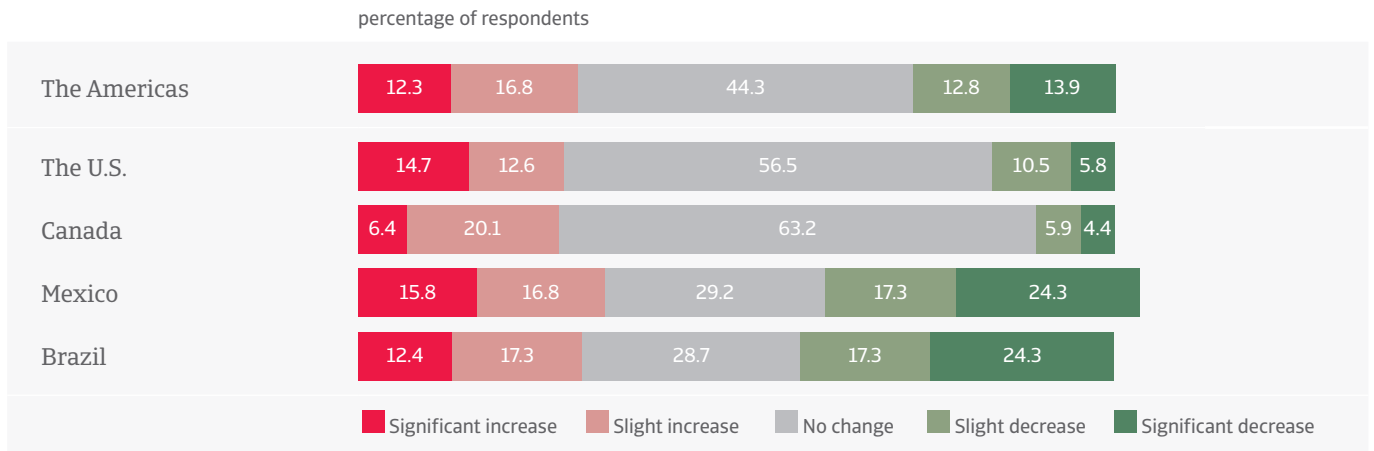
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	16.7%	14.0%	7.2%	5.1%	14.9%	23.6%
Slight increase	20.7%	18.5%	17.1%	9.4%	23.5%	22.6%
No change	47.8%	46.2%	56.0%	68.2%	42.8%	33.0%
Slight decrease	7.8%	12.3%	12.4%	8.2%	11.9%	12.3%
Significant decrease	7.0%	8.9%	7.3%	9.0%	6.9%	8.5%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019



The Americas: expected uncollectables trend over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019

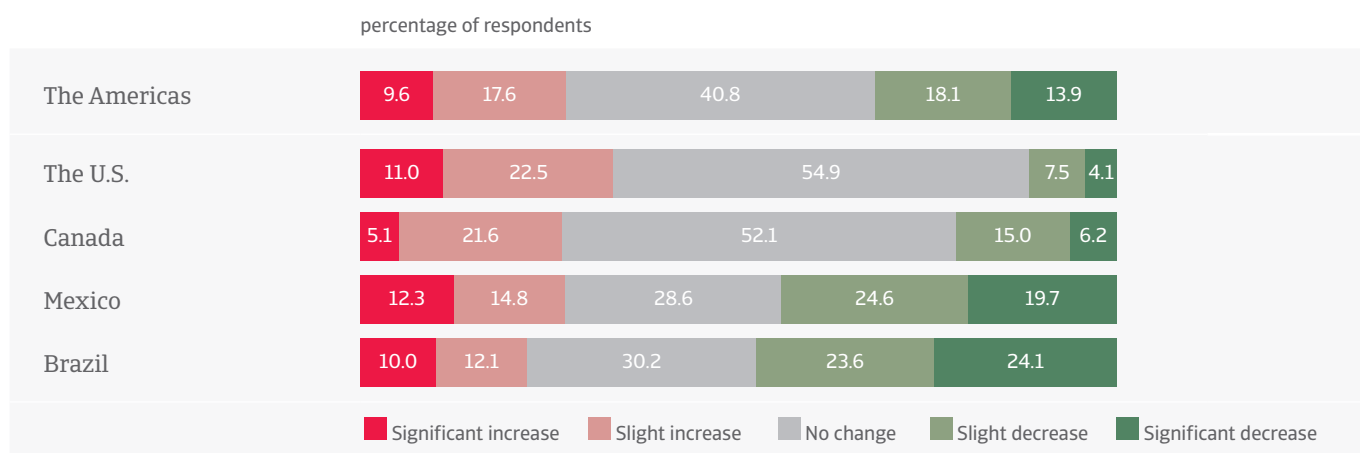
By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	17.0%	12.7%	6.3%	5.4%	13.1%	25.2%
Slight increase	19.6%	18.2%	11.8%	9.3%	20.5%	19.6%
No change	40.0%	36.9%	54.6%	60.0%	37.8%	32.7%
Slight decrease	10.7%	15.5%	11.8%	11.2%	14.3%	10.3%
Significant decrease	12.6%	13.7%	15.5%	13.9%	14.3%	12.1%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019

The Americas: development of the risk of payment defaults from customers over the next year



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019

By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	12.1%	10.0%	6.3%	4.9%	9.9%	19.4%
Slight increase	18.9%	20.7%	12.1%	8.2%	22.7%	18.4%
No change	38.5%	37.9%	47.3%	52.0%	35.1%	37.9%
Slight decrease	17.4%	18.9%	17.9%	20.1%	18.2%	12.6%
Significant decrease	13.2%	12.5%	16.5%	14.7%	14.0%	11.6%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2019

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