



Statistical appendix Atradius Payment Practices Barometer

The Americas – key survey results



Statistical appendix

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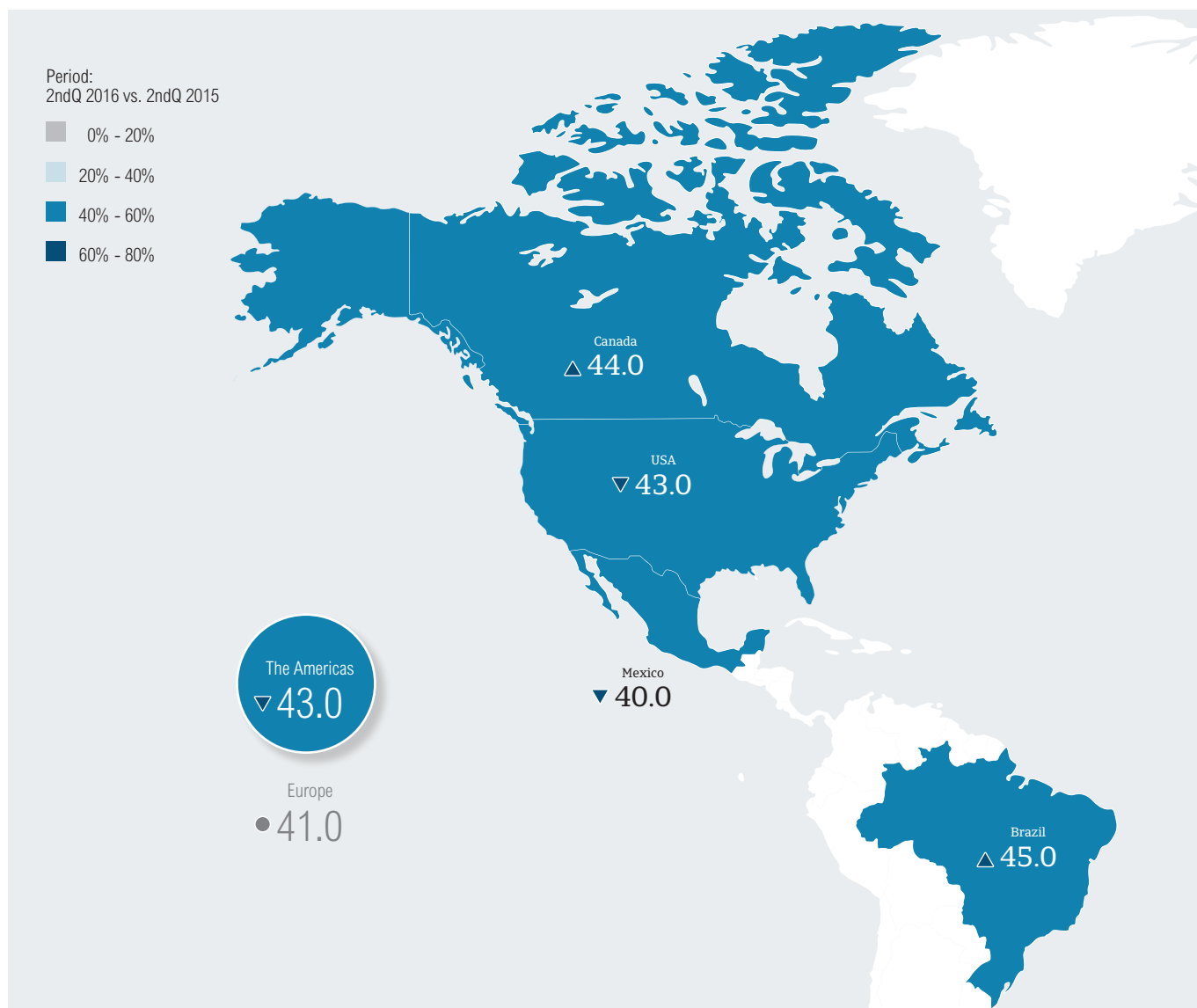
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The Americas: proportion of total B2B sales made on credit (domestic and foreign)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2016

By industry / by business size

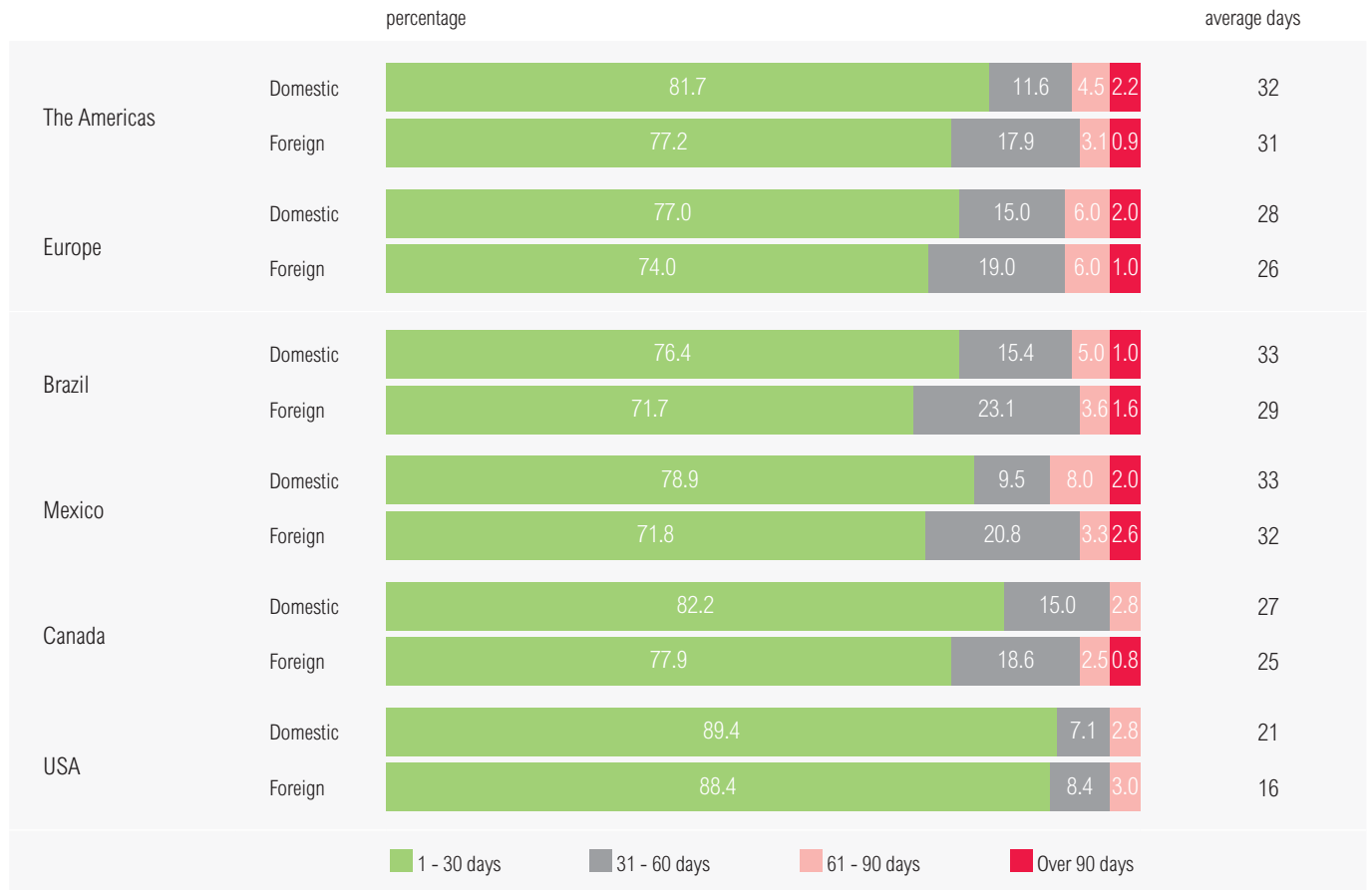
The Americas	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic	51.0	45.0	45.4	37.4	50.6	56.6
Foreign	42.8	35.9	37.3	30.0	38.7	49.7

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2016



Average payment term recorded in the Americas (average days – domestic and foreign)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2016

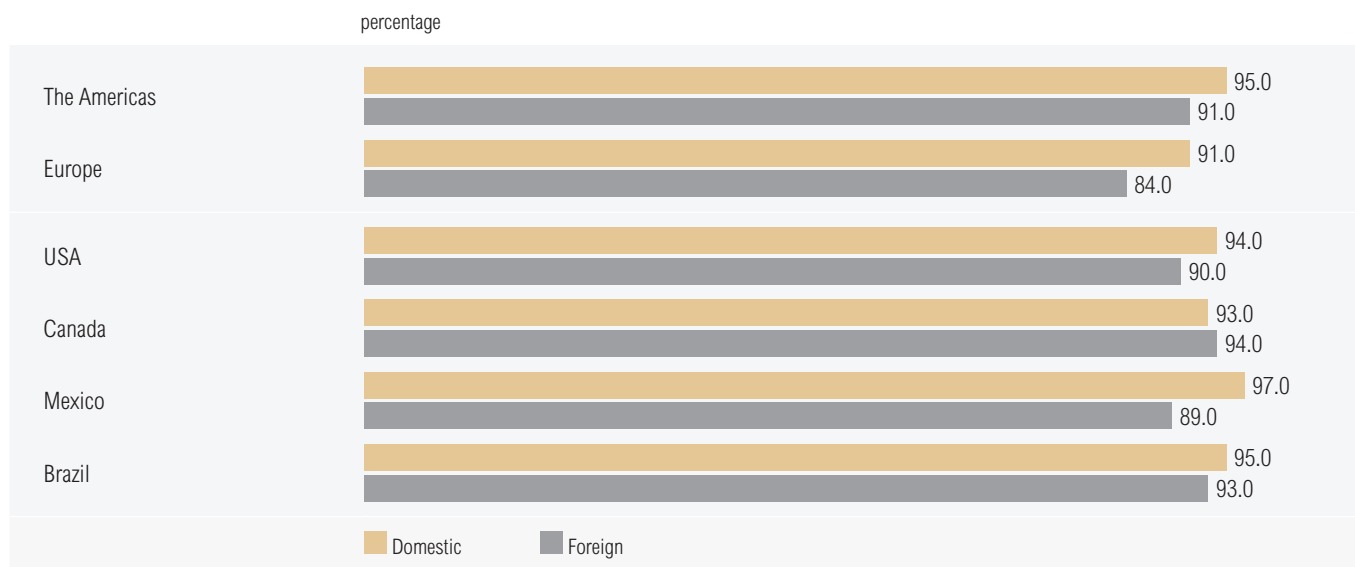
By industry / by business size (average days)

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic	26	29	30	31	26	29
Foreign	24	28	25	26	25	26

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2016

The Americas: percentage of respondents reporting late payment by B2B customers (domestic and foreign)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2016

By industry / by business size:

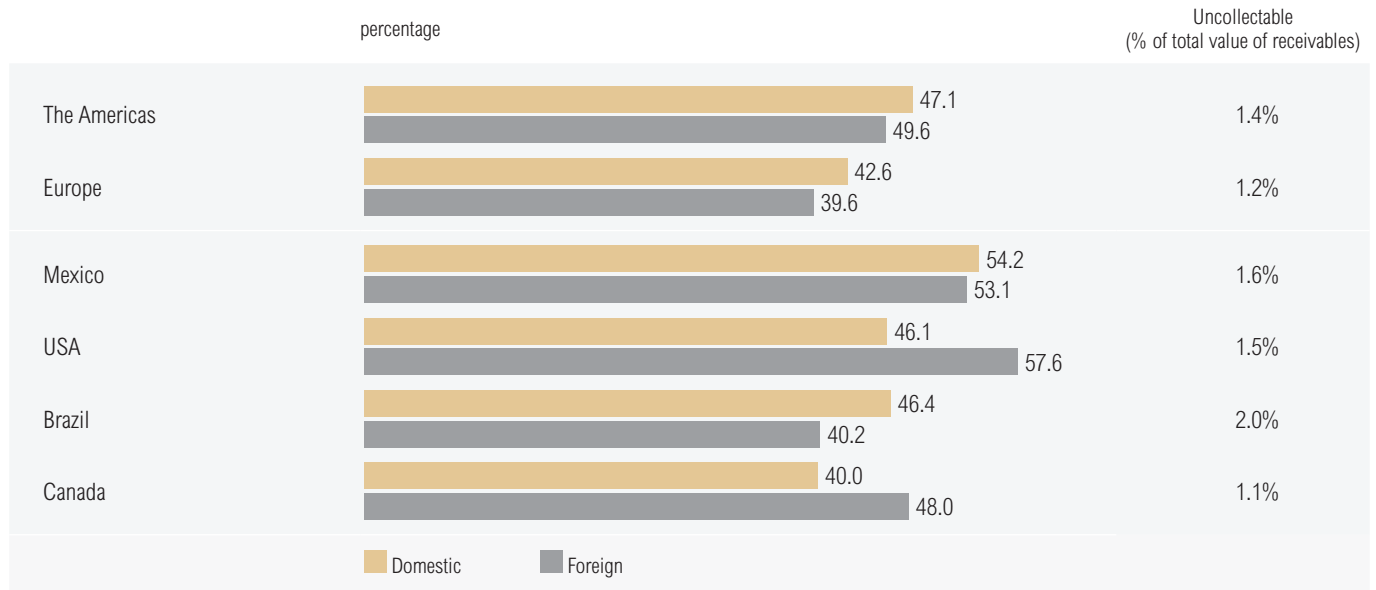
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Paid on time	55%	53%	55%	59%	54%	52%
Paid late	45%	47%	45%	41%	46%	48%

Sample: companies with customers on credit

Source: Atradius Payment Practices Barometer – September 2016



The Americas: proportion of domestic and foreign past due B2B invoices



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2016

By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic overdue	48.9%	49.3%	43.9%	39.3%	49.9%	47.1%
Foreign overdue	49.8%	51.3%	47.7%	51.4%	49.2%	49.9%
Uncollectable (domestic + foreign)	4.8%	5.0%	4.1%	3.9%	4.8%	6.0%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2016

The Americas: 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
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%
Mexico	47.5%	14.2%	13.7%	21.9%	21.3%	22.4%	31.7%	26.8%	18.0%
Canada	40.7%	18.5%	20.7%	18.5%	22.2%	19.3%	29.6%	17.0%	14.1%
Brazil	55.3%	13.8%	13.3%	19.9%	22.1%	11.6%	23.8%	27.1%	13.3%
USA	29.8%	22.0%	28.4%	31.9%	19.9%	18.4%	31.9%	28.4%	29.1%

Industry

Manufacturing	41.7%	20.9%	24.2%	26.5%	25.1%	18.5%	29.4%	25.1%	24.2%
Wholesale / Retail / Distribution	47.6%	14.8%	17.5%	19.6%	15.3%	20.1%	29.1%	26.5%	13.8%
Services	44.2%	14.6%	13.8%	22.1%	22.9%	15.4%	28.8%	24.2%	16.7%

Business size

Micro enterprise	49.0%	9.0%	5.8%	16.8%	16.1%	14.2%	23.9%	19.4%	15.5%
SMEs	43.8%	18.2%	20.3%	22.5%	21.5%	17.7%	30.1%	25.3%	17.5%
Large enterprise	38.9%	23.3%	31.1%	34.4%	30.0%	24.4%	33.3%	34.4%	26.7%

Sample: all interviewed companies (active in domestic markets)

Source: Atradius Payment Practices Barometer – September 2016



The Americas: 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
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%
Canada	33.3%	21.8%	29.9%	28.7%	25.3%	26.4%	19.5%	19.5%	23.0%
Mexico	33.3%	20.5%	12.1%	31.1%	29.6%	22.7%	25.8%	14.4%	28.8%
Brazil	26.6%	19.5%	24.8%	31.0%	29.6%	15.9%	29.2%	31.0%	14.2%
USA	31.4%	25.7%	38.1%	22.9%	29.5%	30.5%	31.4%	29.5%	25.7%

Industry

Manufacturing	30.2%	24.9%	25.4%	28.4%	27.2%	21.9%	26.6%	23.7%	23.7%
Wholesale / Retail / Distribution	32.8%	20.3%	22.7%	26.6%	32.8%	22.7%	25.0%	24.2%	21.9%
Services	30.7%	19.3%	27.1%	30.7%	23.6%	26.4%	28.6%	22.1%	23.6%

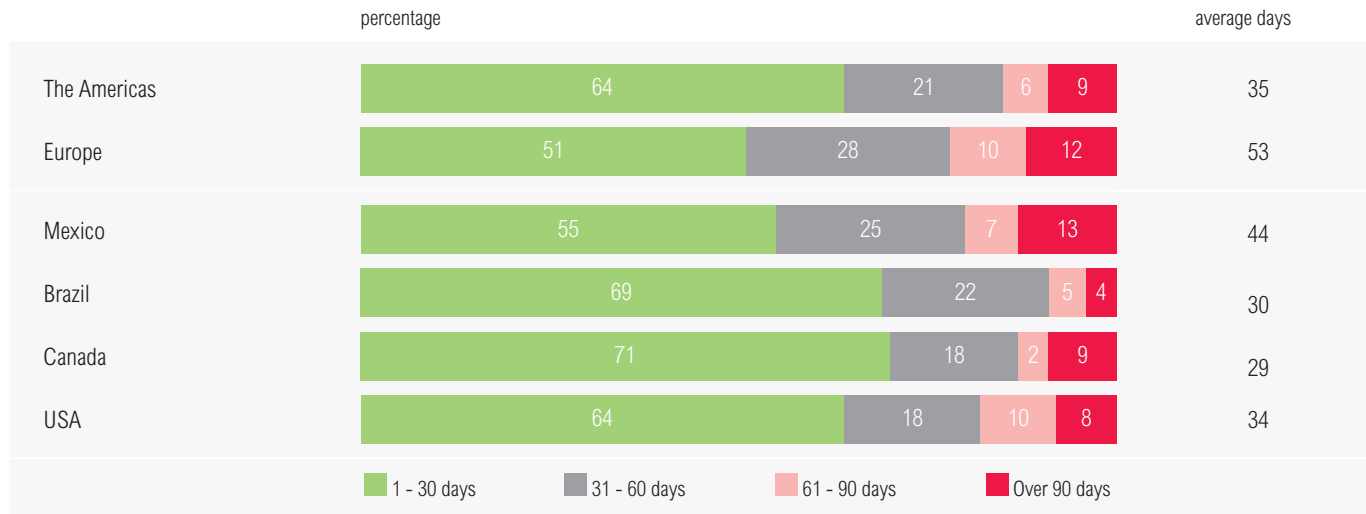
Business size

Micro enterprise	18.2%	18.2%	12.7%	27.3%	34.6%	16.4%	25.5%	20.0%	23.6%
SMEs	33.4%	19.9%	24.1%	32.4%	26.7%	24.1%	26.1%	22.8%	22.8%
Large enterprise	31.0%	32.4%	39.4%	32.4%	26.8%	26.8%	31.0%	28.2%	23.9%

Sample: all interviewed companies (active in domestic markets)

Source: Atradius Payment Practices Barometer – September 2016

Average DSO recorded in the Americas



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2016

By industry / by business size

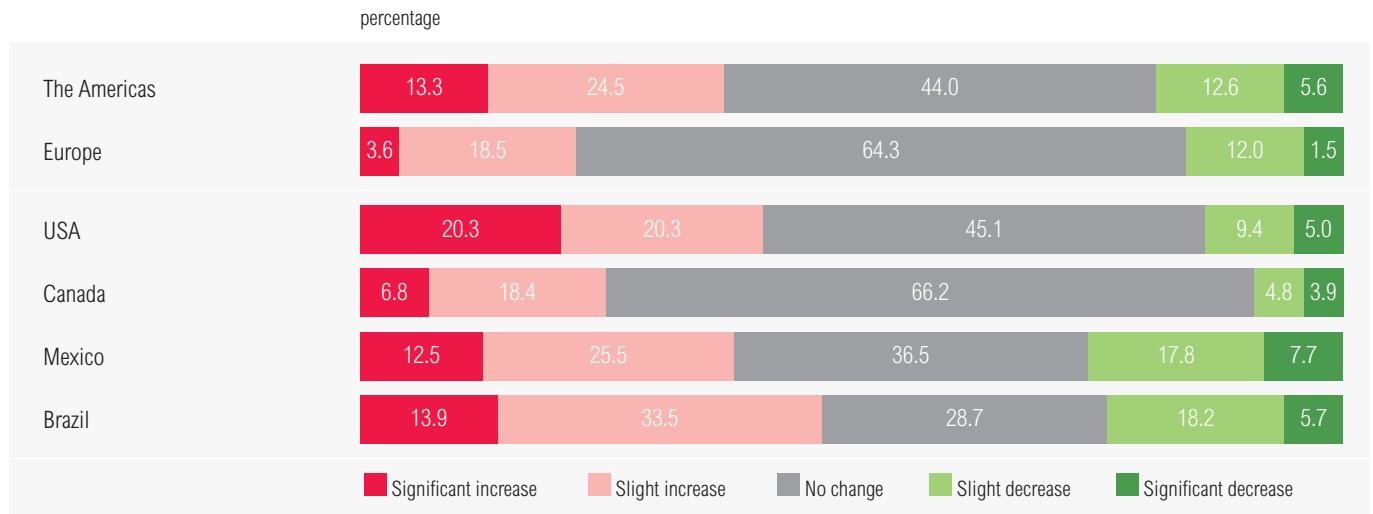


Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2016



The Americas: expected DSO trend over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2016

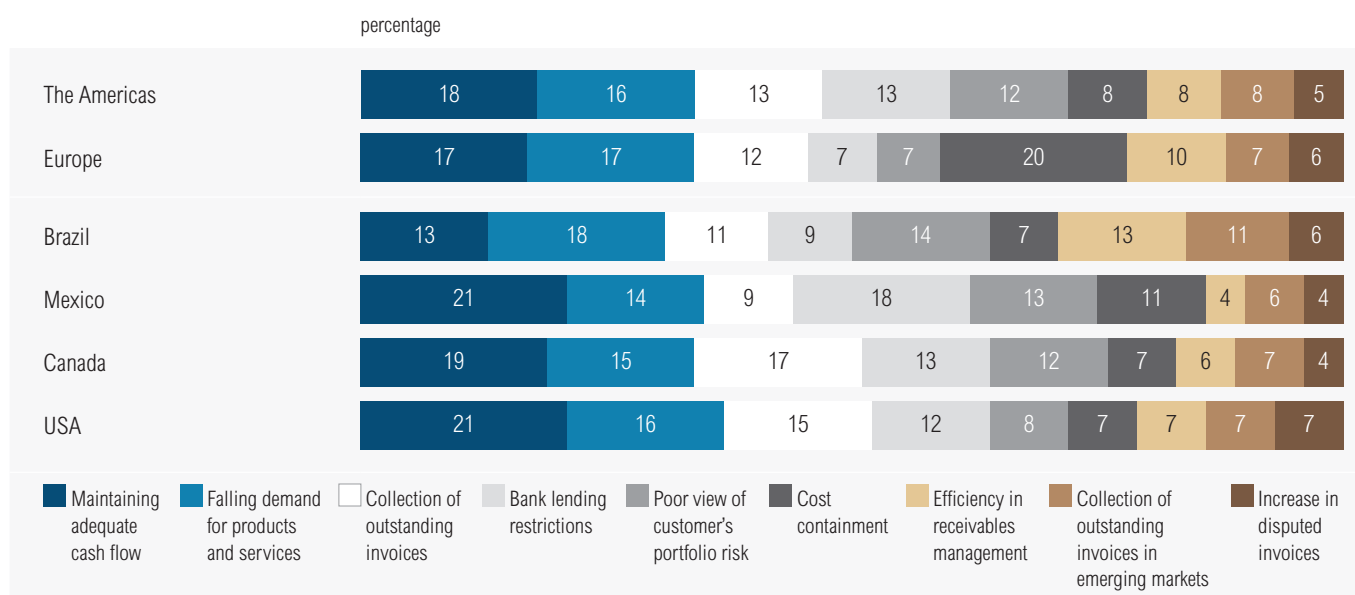
By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	18.9%	10.7%	13.3%	10.8%	13.7%	18.3%
Slight increase	23.2%	29.6%	24.5%	16.4%	28.3%	28.8%
No change	40.5%	43.4%	44.1%	56.1%	39.7%	31.7%
Slight decrease	12.4%	9.9%	12.6%	11.9%	12.8%	13.5%
Significant decrease	4.5%	6.4%	5.6%	4.8%	5.5%	7.7%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2016

The greatest challenge to business profitability in 2016 for respondents in the Americas



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

Source: Atradius Payment Practices Barometer – September 2016

By industry / by business size

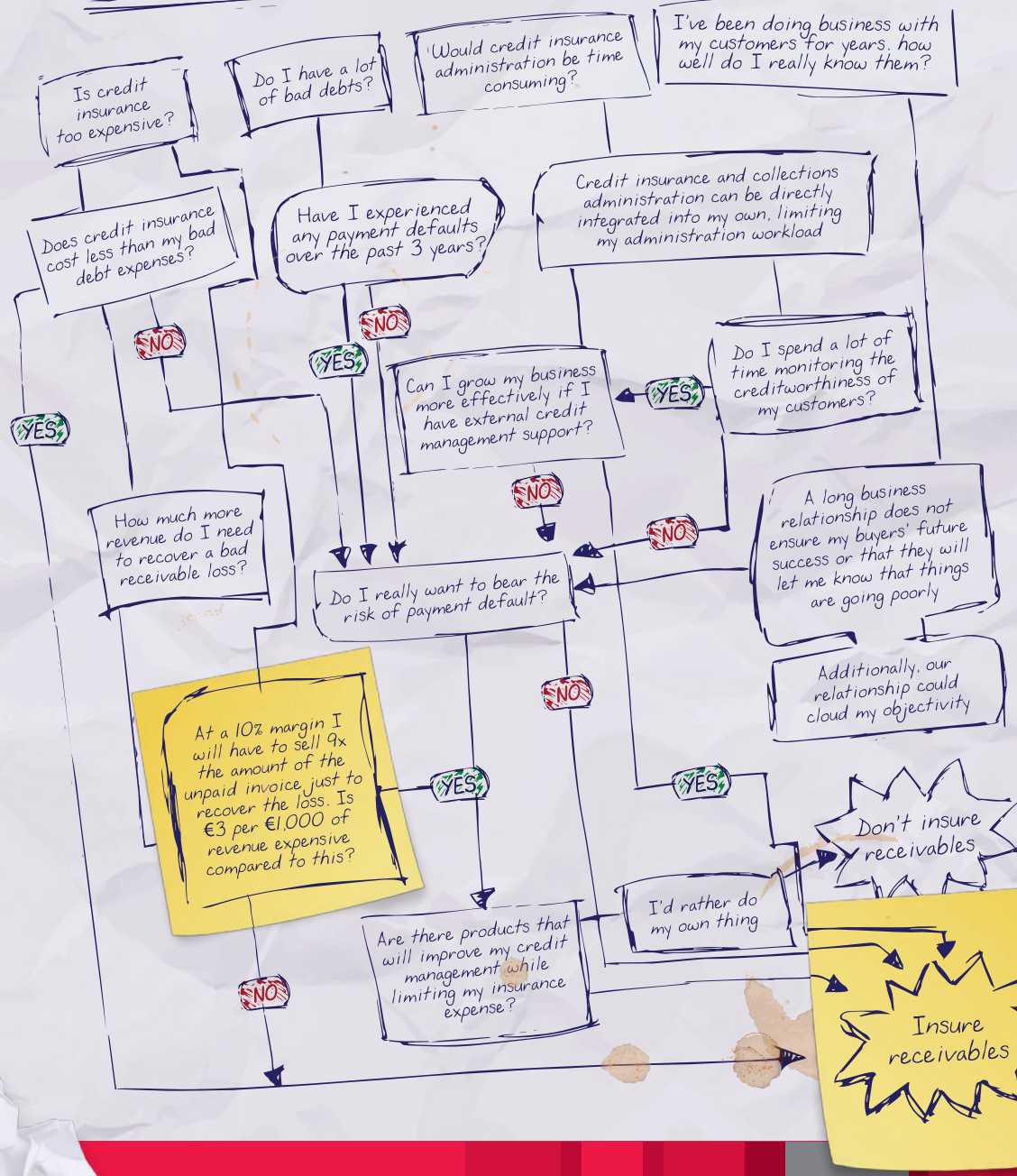
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Cost containment	14.4%	15.4%	17.7%	17.5%	15.1%	15.9%
Maintaining adequate cash flow	20.1%	19.9%	16.0%	21.1%	17.5%	15.0%
Falling demand	11.4%	11.2%	15.4%	18.3%	11.9%	3.7%
Efficiency in receivables management	9.9%	11.2%	13.1%	10.9%	12.1%	11.2%
Collection of outstanding invoices	11.0%	14.5%	12.8%	10.5%	12.9%	17.8%
Bank lending restrictions	11.4%	4.6%	7.1%	5.6%	8.8%	8.4%
Poor view of customer's portfolio risk	5.7%	5.8%	4.0%	2.8%	5.8%	7.5%
Increase in disputed invoices	7.2%	8.3%	7.1%	5.6%	8.0%	10.3%
Collection of outstanding invoices	9.1%	9.1%	6.8%	7.7%	8.0%	10.3%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2016

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

SHOULD I INSURE MY RECEIVABLES?



Managing risk, enabling trade

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Atradius N.V.
 David Ricardostraat 1 · 1066 JS Amsterdam
 Postbus 8982 · 1006 JD Amsterdam
 The Netherlands
 Phone: +31 20 553 9111

info@atradius.com
 www.atradius.com