

Statistical appendix Atradius Payment Practices Barometer

Asia – key survey results



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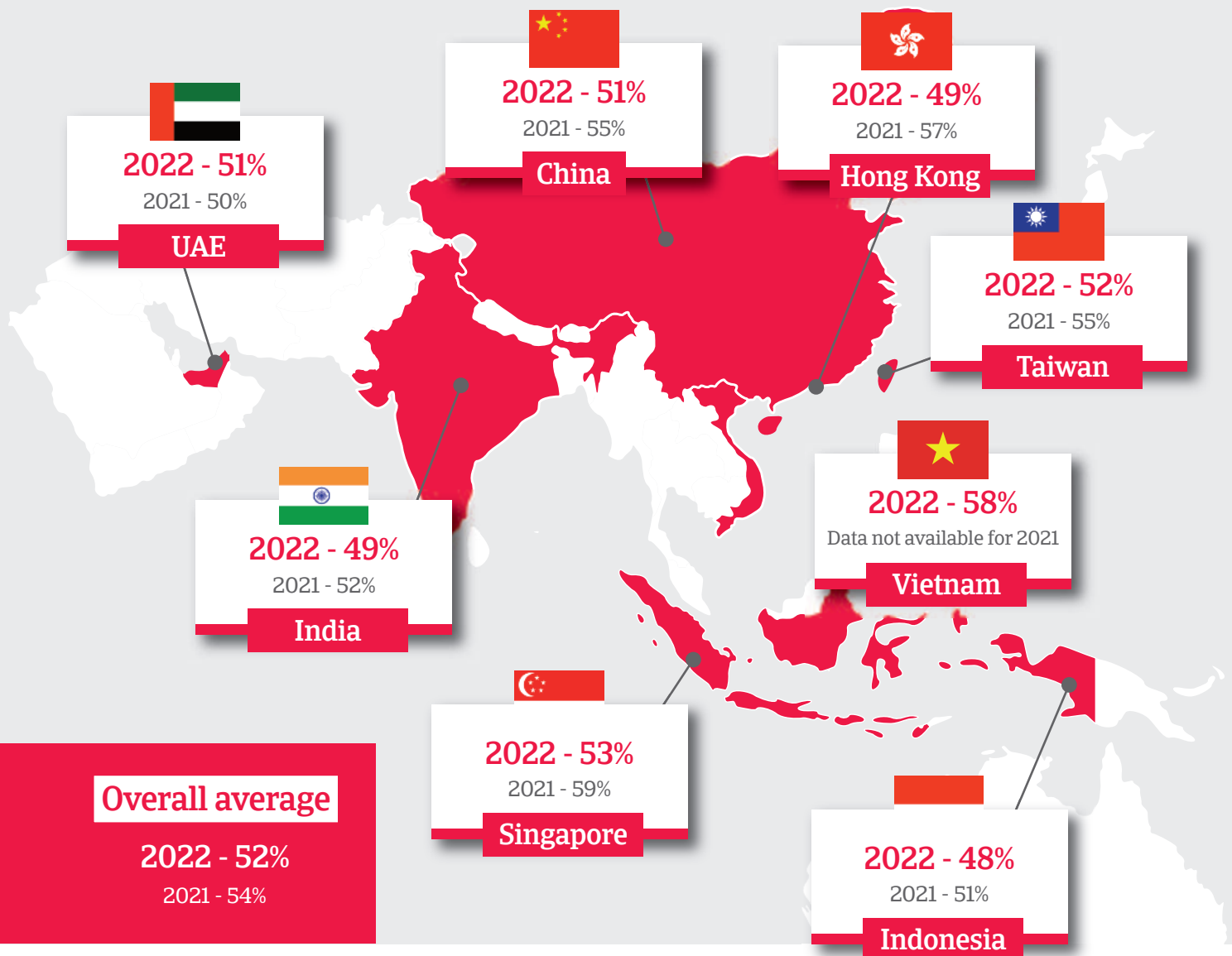
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Asia: proportion of total B2B sales made on credit (markets polled in Asia)



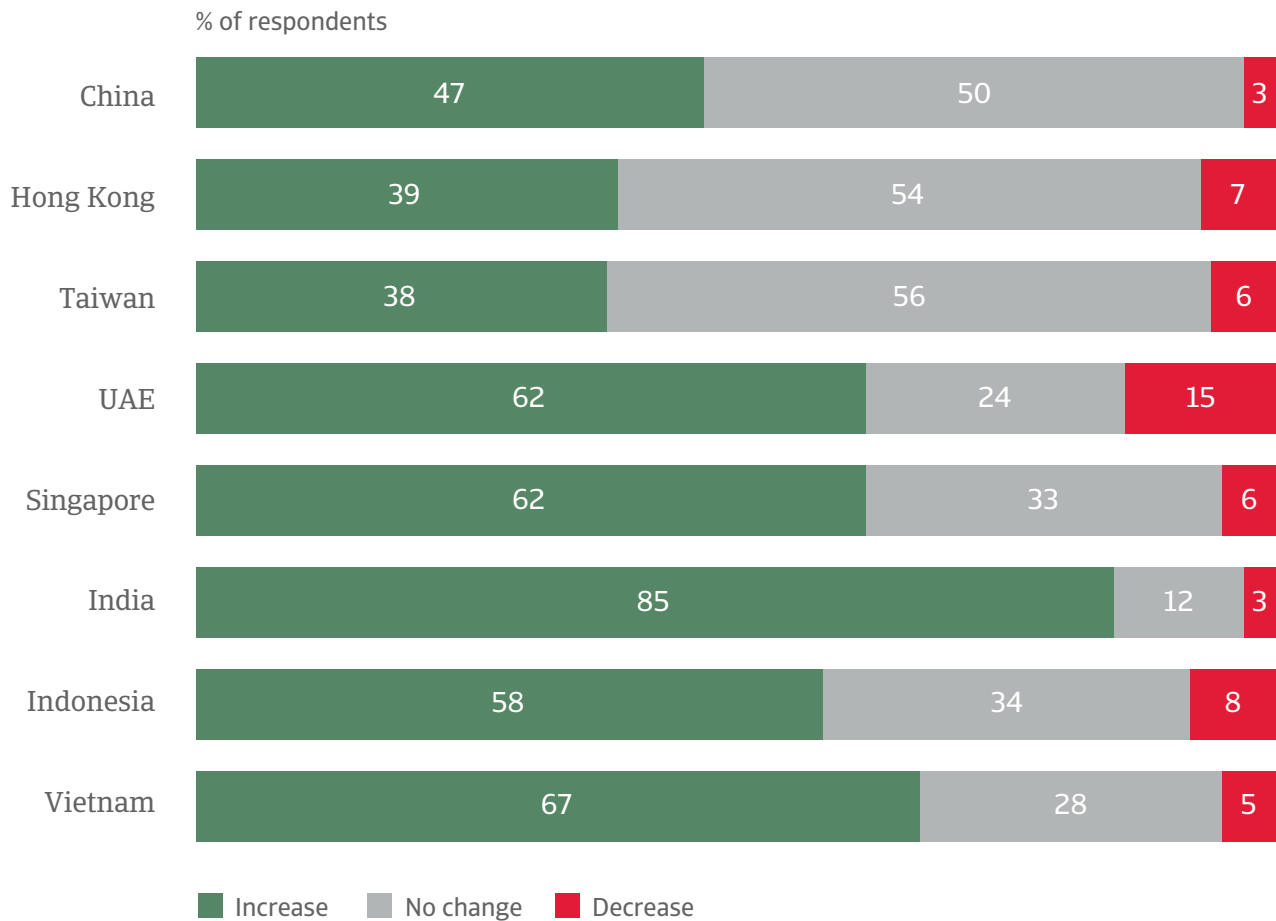
Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer Asia – June 2022

By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
2022	51%	52%	50%	54%	50%	51%	50%	55%
2021	55%	58%	52%	49%	49%	52%	55%	58%

Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer Asia – June 2022

Asia: trading on credit with B2B customers (change from 2021 survey)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer Asia – June 2022

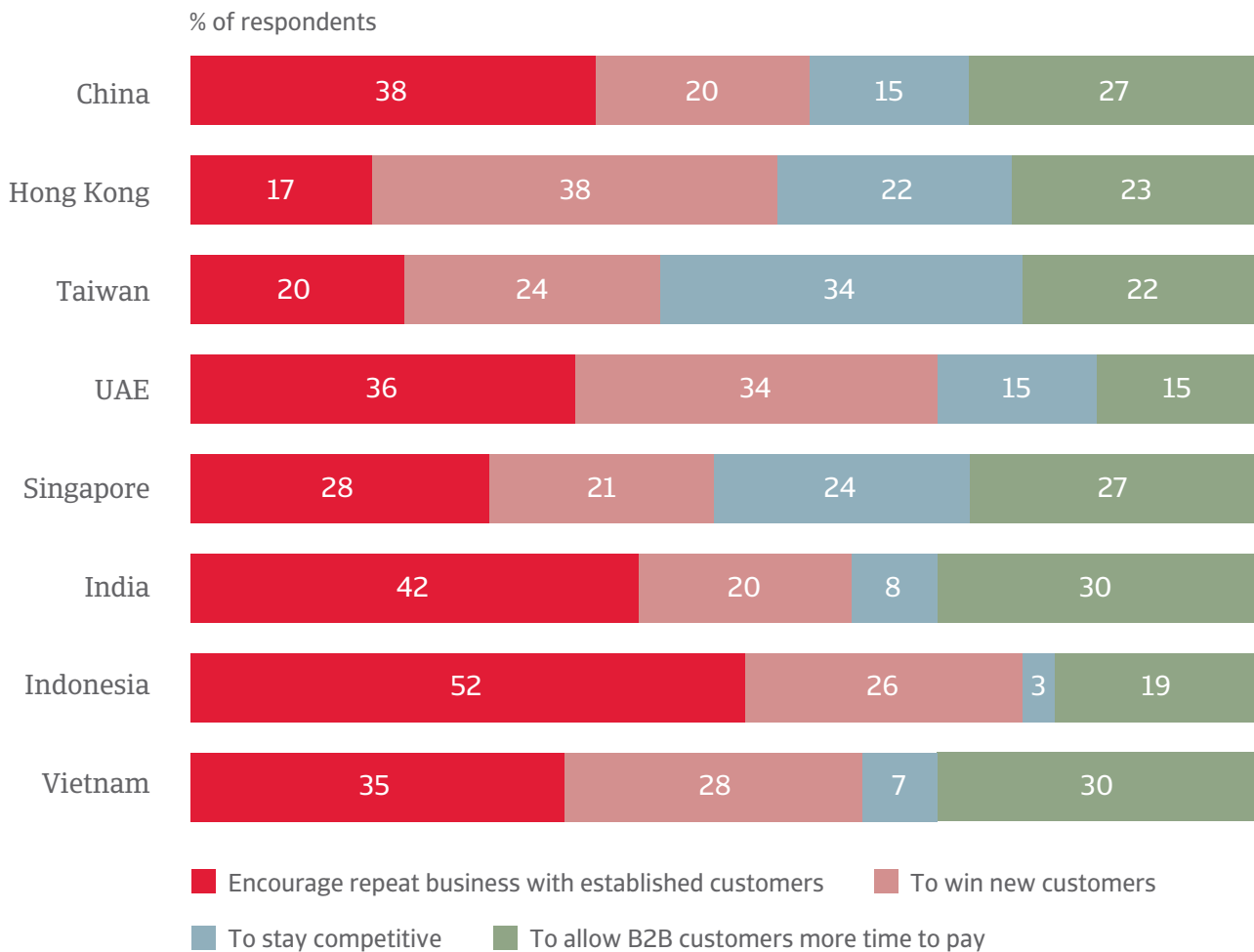
By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Increase	57%	57%	53%	61%	35%	52%	62%	64%
No change	38%	32%	40%	30%	47%	36%	34%	33%
Decrease	4%	10%	6%	7%	14%	10%	3%	2%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer Asia – June 2022

Asia: main reasons for trading on credit with B2B customers during the past 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer Asia – June 2022

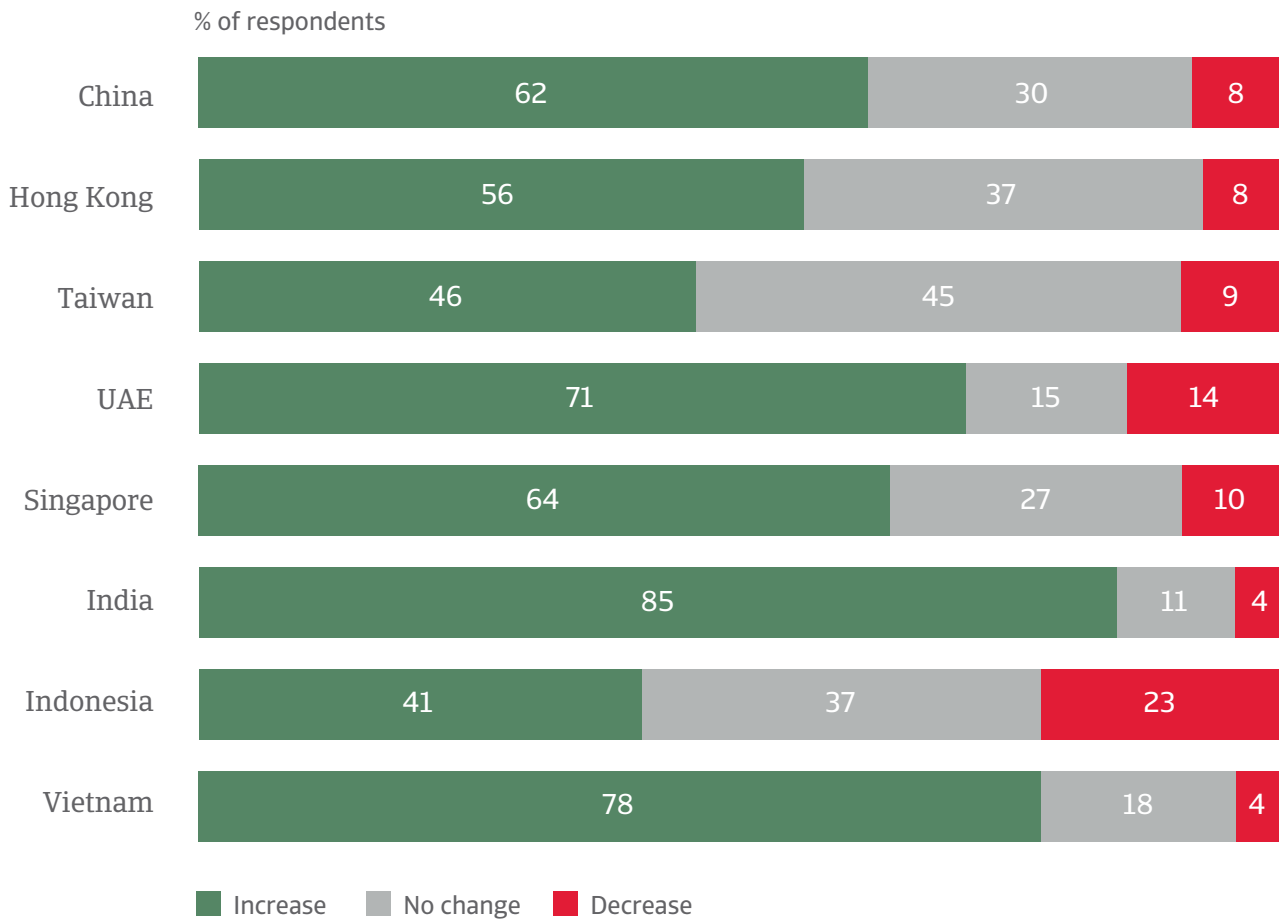
By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Encourage repeat business with established customers	34%	30%	30%	38%	46%	38%	35%	31%
To win new customers	28%	35%	19%	21%	21%	28%	28%	23%
To stay competitive	13%	16%	17%	15%	11%	17%	14%	14%
To allow B2B customers more time to pay	25%	19%	25%	26%	22%	17%	24%	31%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer Asia – June 2022

Asia: trading on credit with B2B customers (outlook for the next 12 months)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer Asia – June 2022

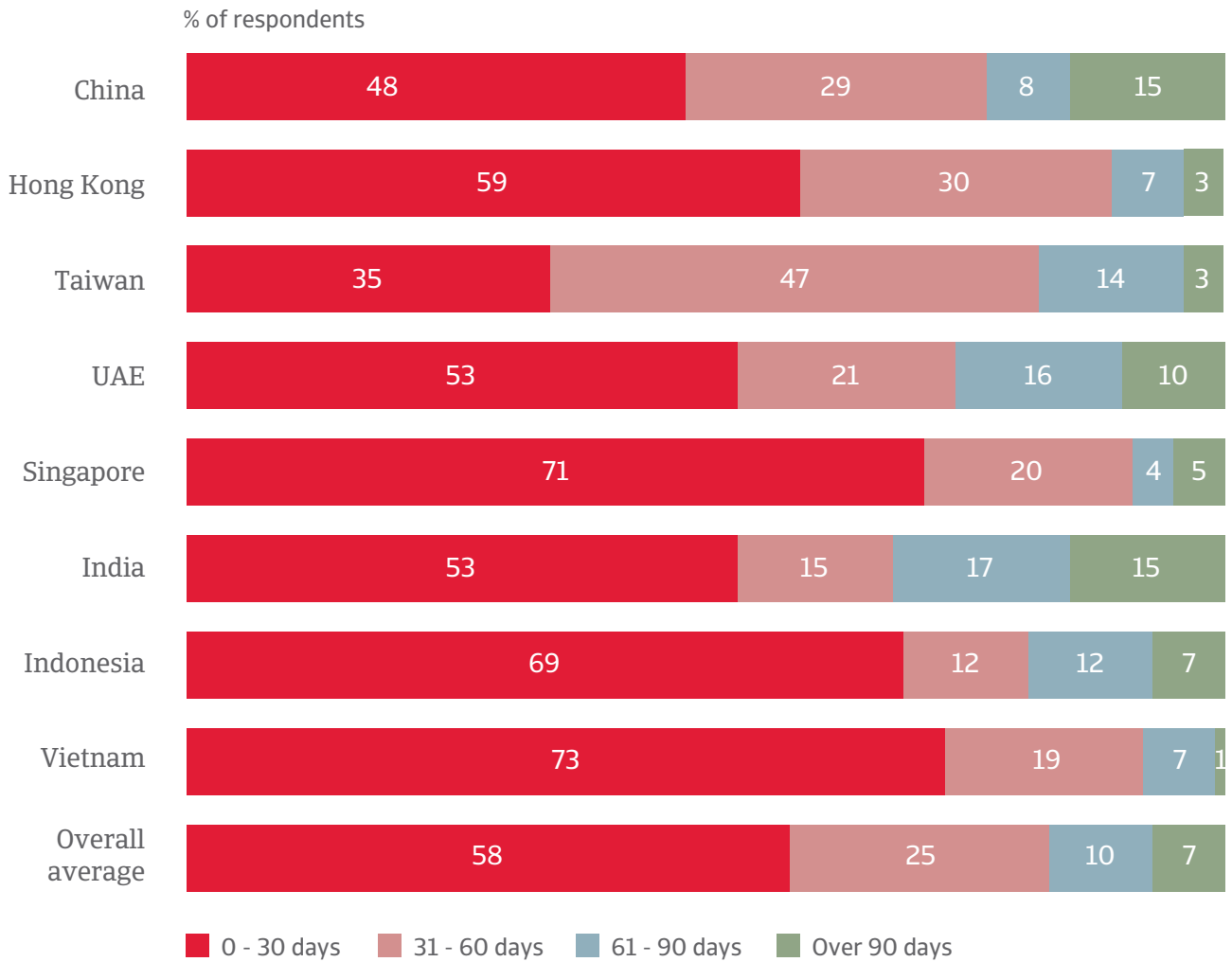
By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Increase	63%	62%	62%	65%	52%	59%	64%	69%
No change	29%	23%	28%	24%	30%	27%	29%	24%
Decrease	8%	15%	10%	11%	18%	15%	7%	6%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer Asia – June 2022

Asia: B2B payment terms (average days)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer Asia – June 2022

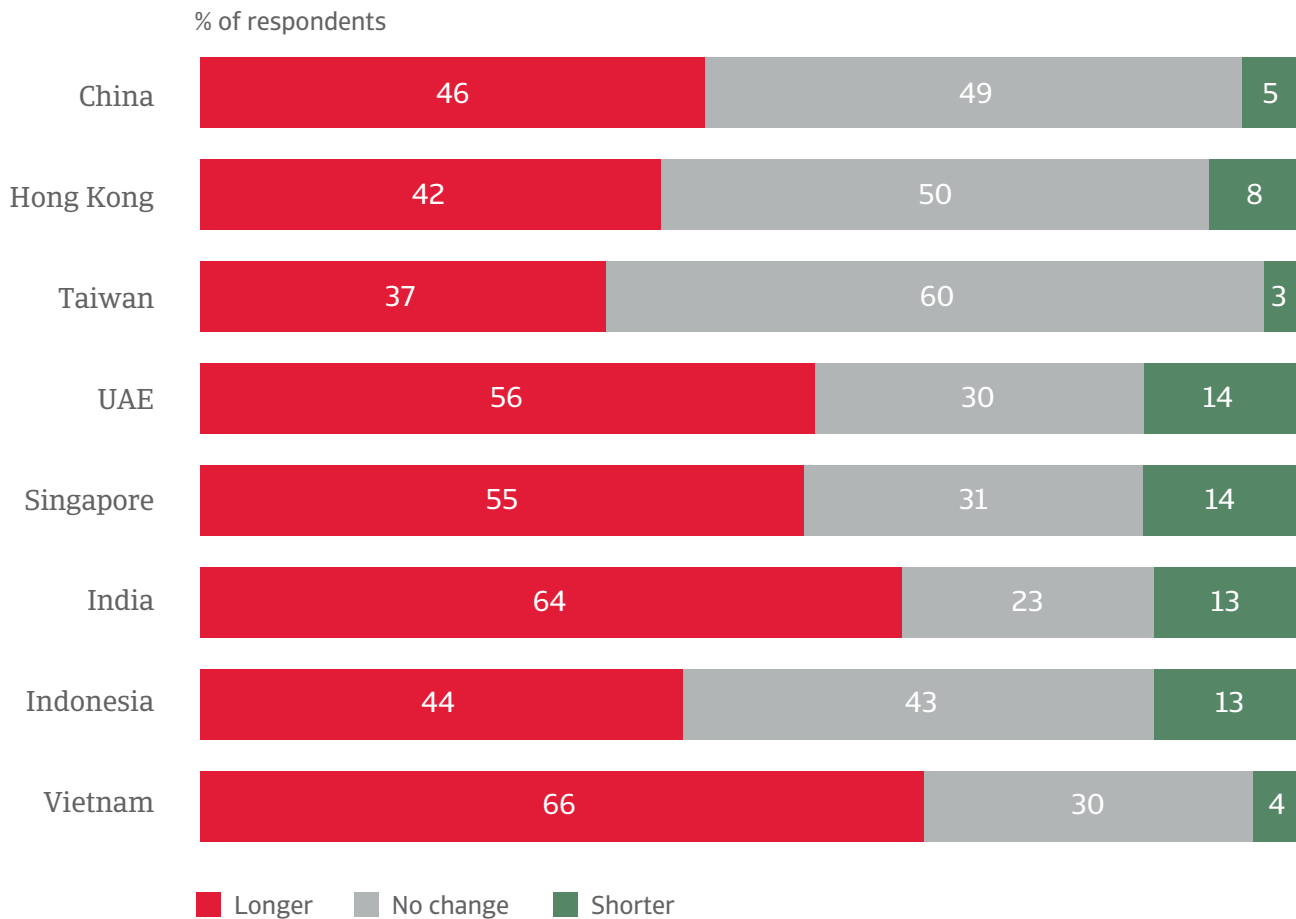
By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
0 - 30 days	54%	57%	67%	57%	56%	60%	55%	61%
31 - 60 days	27%	29%	18%	25%	23%	19%	27%	26%
61 - 90 days	12%	9%	9%	10%	12%	10%	11%	9%
Over 90 days	8%	6%	6%	9%	9%	10%	7%	4%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer Asia – June 2022

Asia: change of B2B payment terms (average days) during the past 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer Asia – June 2022

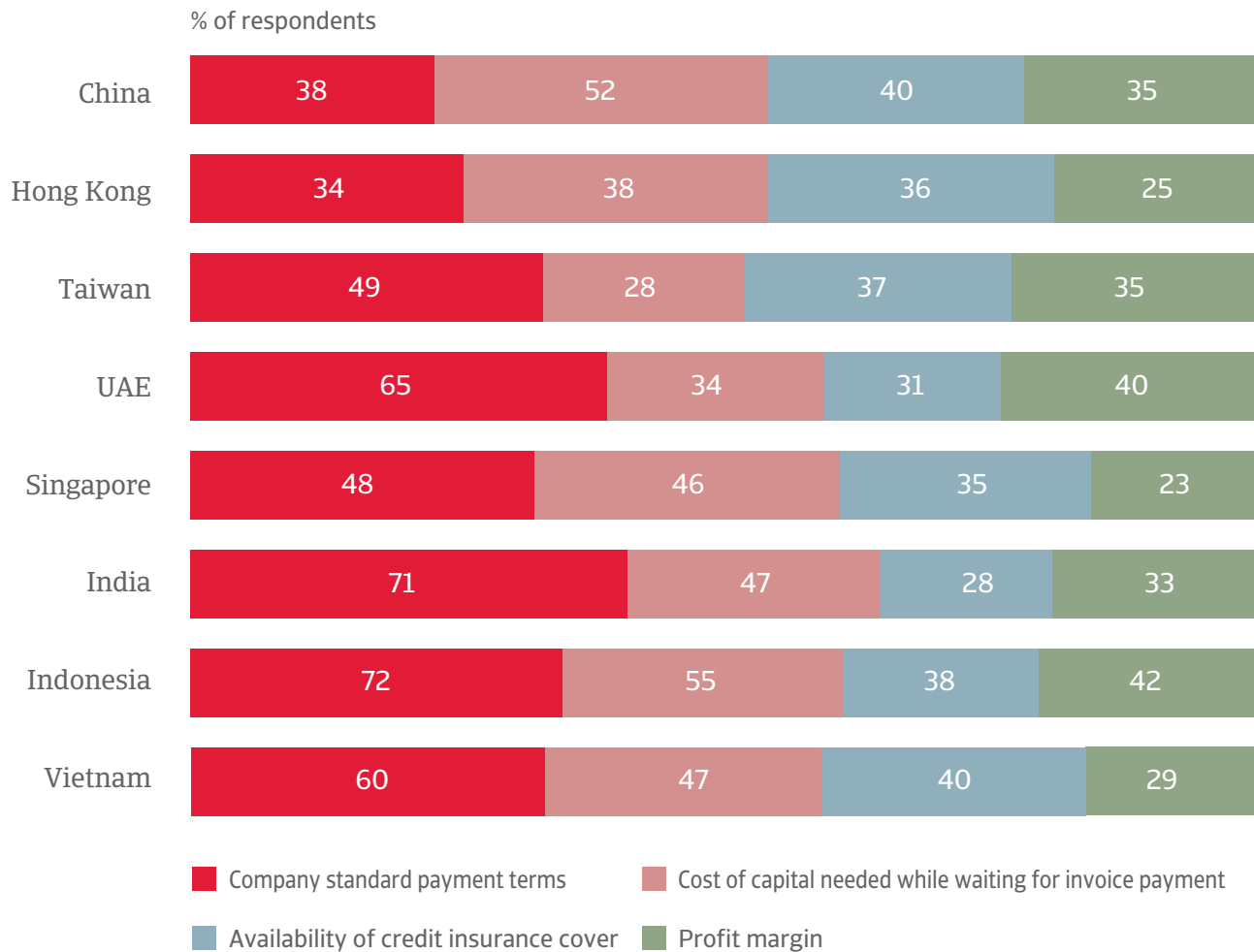
By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Longer	53%	53%	45%	51%	45%	50%	52%	54%
No change	39%	36%	47%	37%	42%	40%	39%	39%
Shorter	7%	8%	7%	11%	10%	8%	8%	7%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer Asia – June 2022

Asia: top 4 criteria for setting B2B payment terms



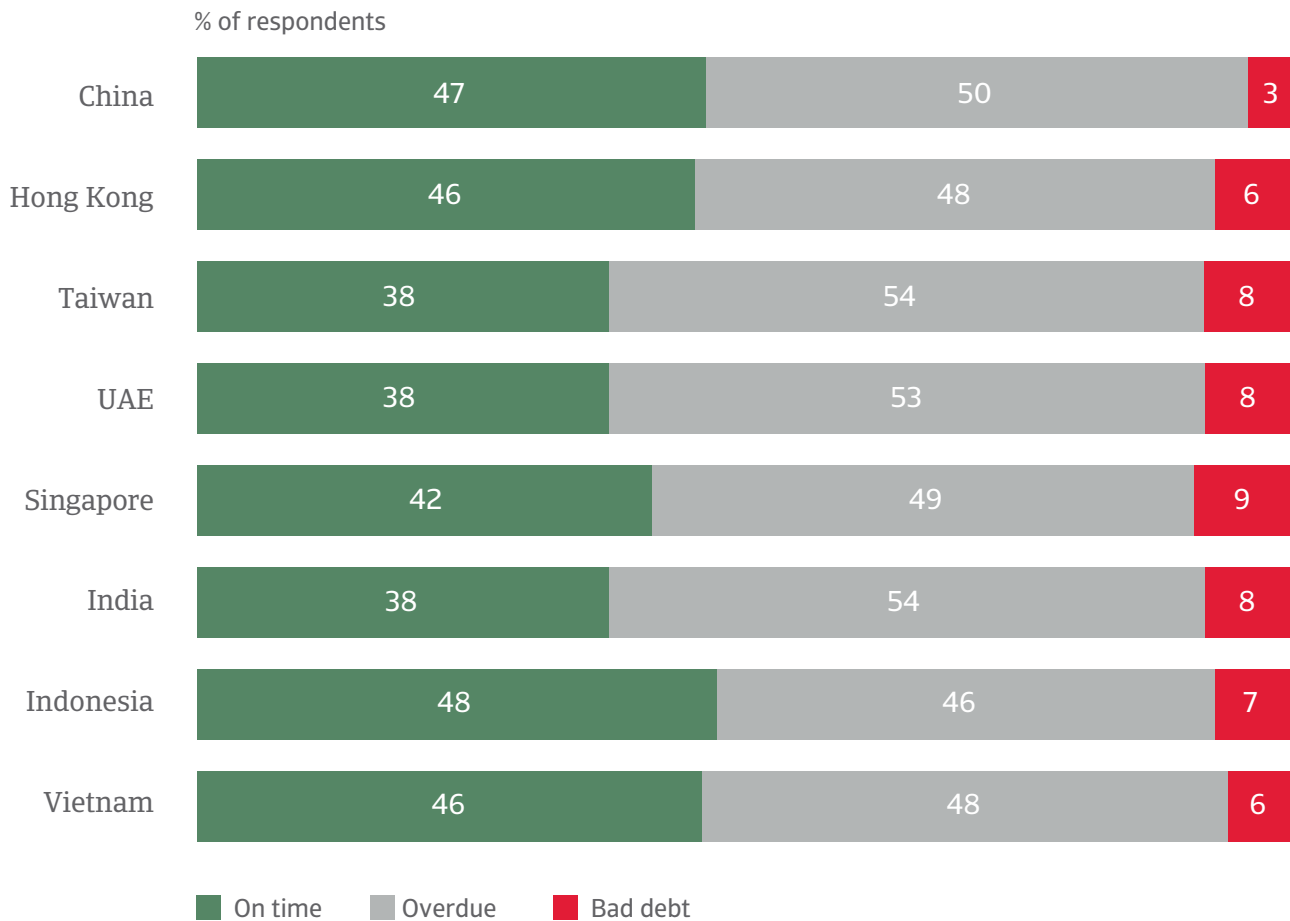
Sample: all survey respondents (multiple choice survey question)
 Source: Atradius Payment Practices Barometer Asia – June 2022

By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Company standard payment terms	52%	50%	51%	67%	62%	52%	50%	61%
Availability and cost of capital needed	43%	45%	43%	42%	37%	44%	47%	40%
Profit margin	33%	33%	35%	28%	40%	35%	30%	32%
Availability of credit insurance cover	38%	31%	29%	39%	24%	32%	38%	39%

Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer Asia – June 2022

Asia: % of B2B invoices paid on time, overdue and bad debt (% of total value)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer Asia – June 2022

By business sector / by business size

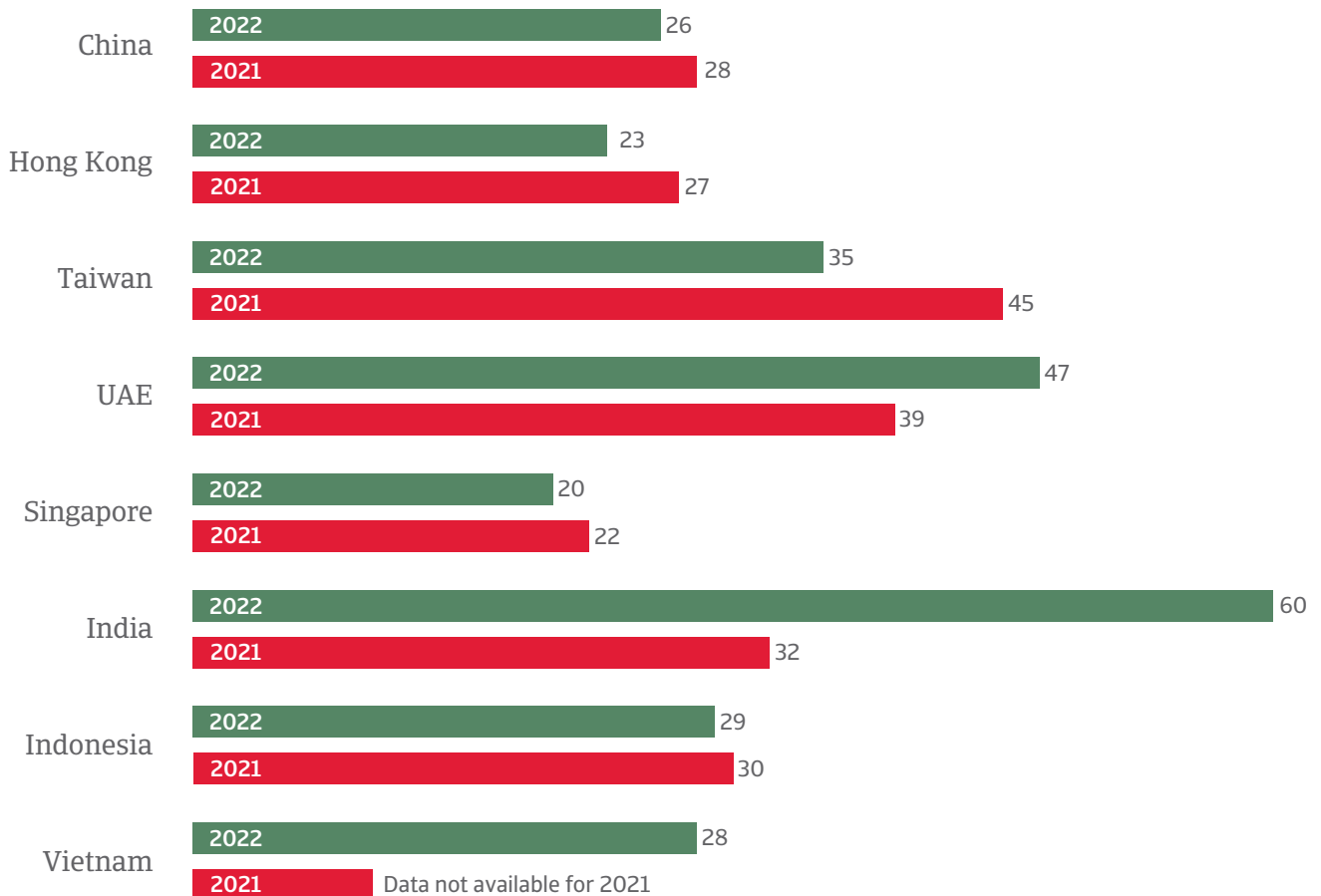
	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
On time	42%	42%	42%	48%	41%	45%	43%	42%
Overdue	51%	51%	51%	46%	54%	48%	50%	51%
Bad debt	7%	7%	7%	5%	5%	7%	7%	7%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer Asia – June 2022

Asia: payment delay* from B2B customers (average days)

*Average time it takes B2B customers to settle overdue invoices



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer Asia – June 2022

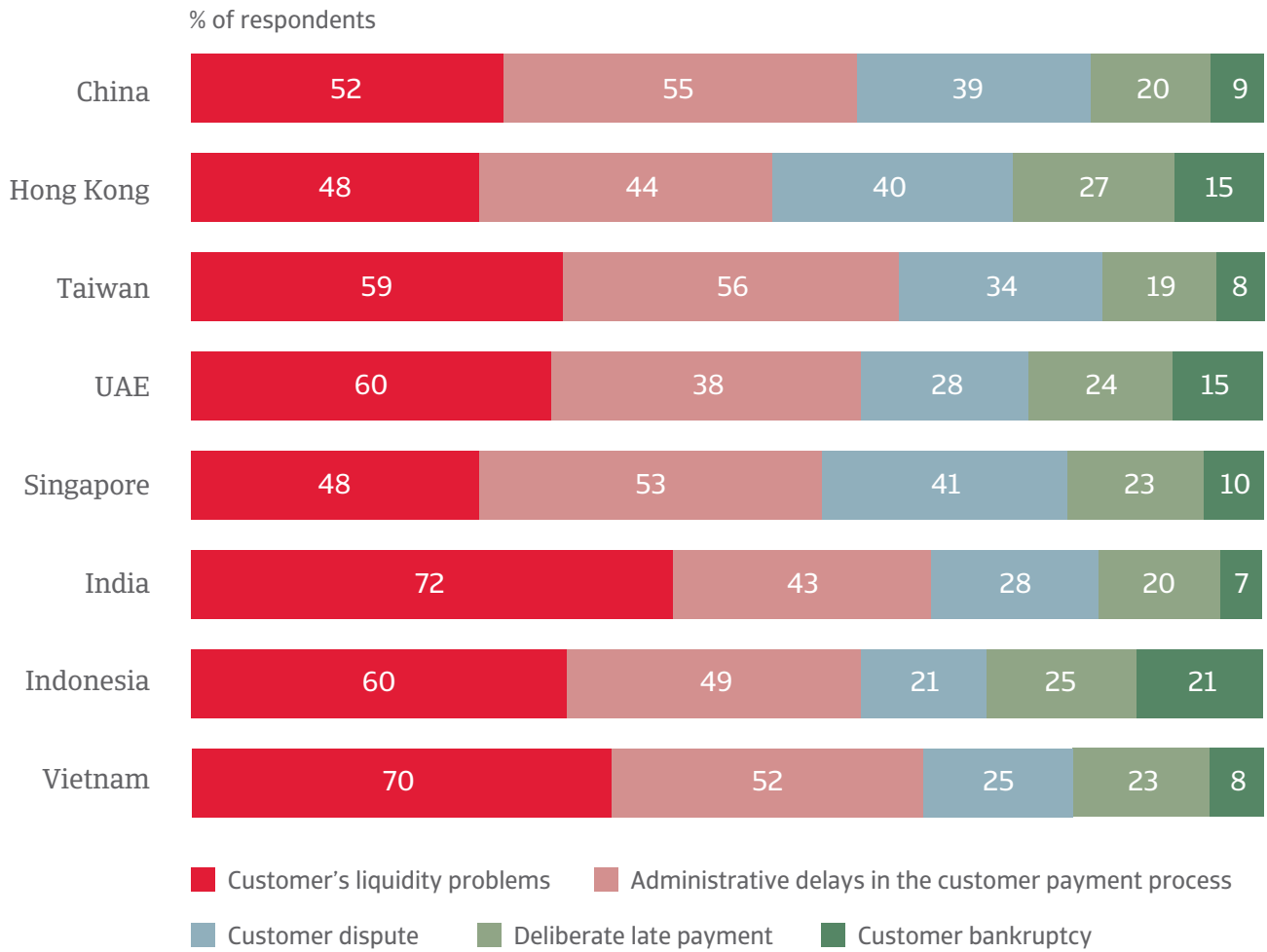
By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
2022	36%	26%	26%	36%	38%	36%	30%	32%
2021	32%	34%	31%	27%	40%	27%	33%	30%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer Asia – June 2022

Asia: main reasons that B2B customers delay invoice payment



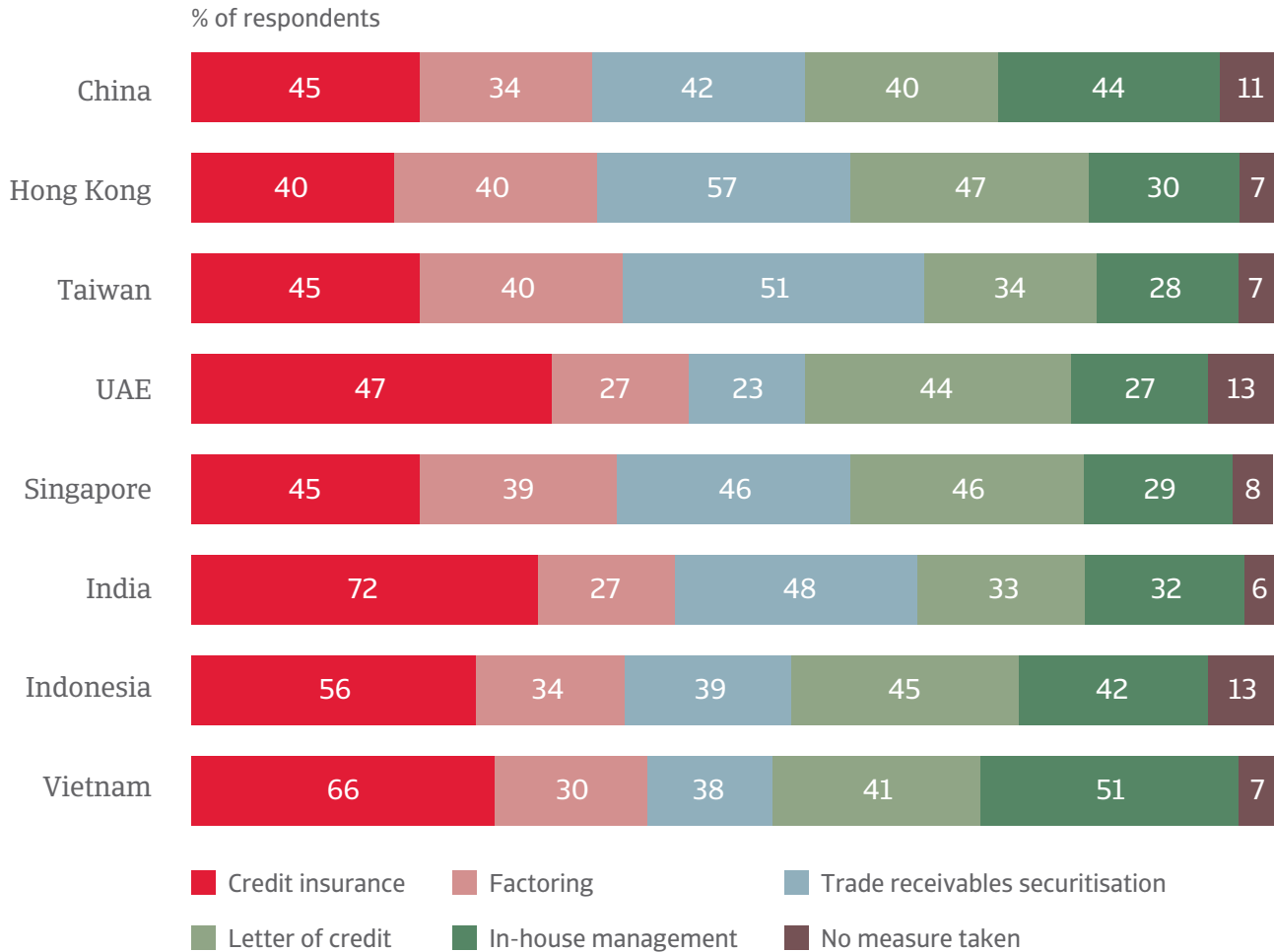
Sample: all survey respondents (multiple choice survey question)
 Source: Atradius Payment Practices Barometer Asia – June 2022

By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Customer's liquidity problems	58%	48%	59%	67%	57%	57%	56%	64%
Customer dispute	37%	31%	26%	25%	27%	32%	32%	33%
Administrative delays in the customer payment process	48%	48%	50%	49%	46%	48%	50%	48%
Deliberate late payment	22%	22%	25%	20%	24%	21%	23%	21%
Customer bankruptcy	8%	14%	13%	7%	12%	11%	10%	6%

Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer Asia – June 2022

Asia: customer credit risk management



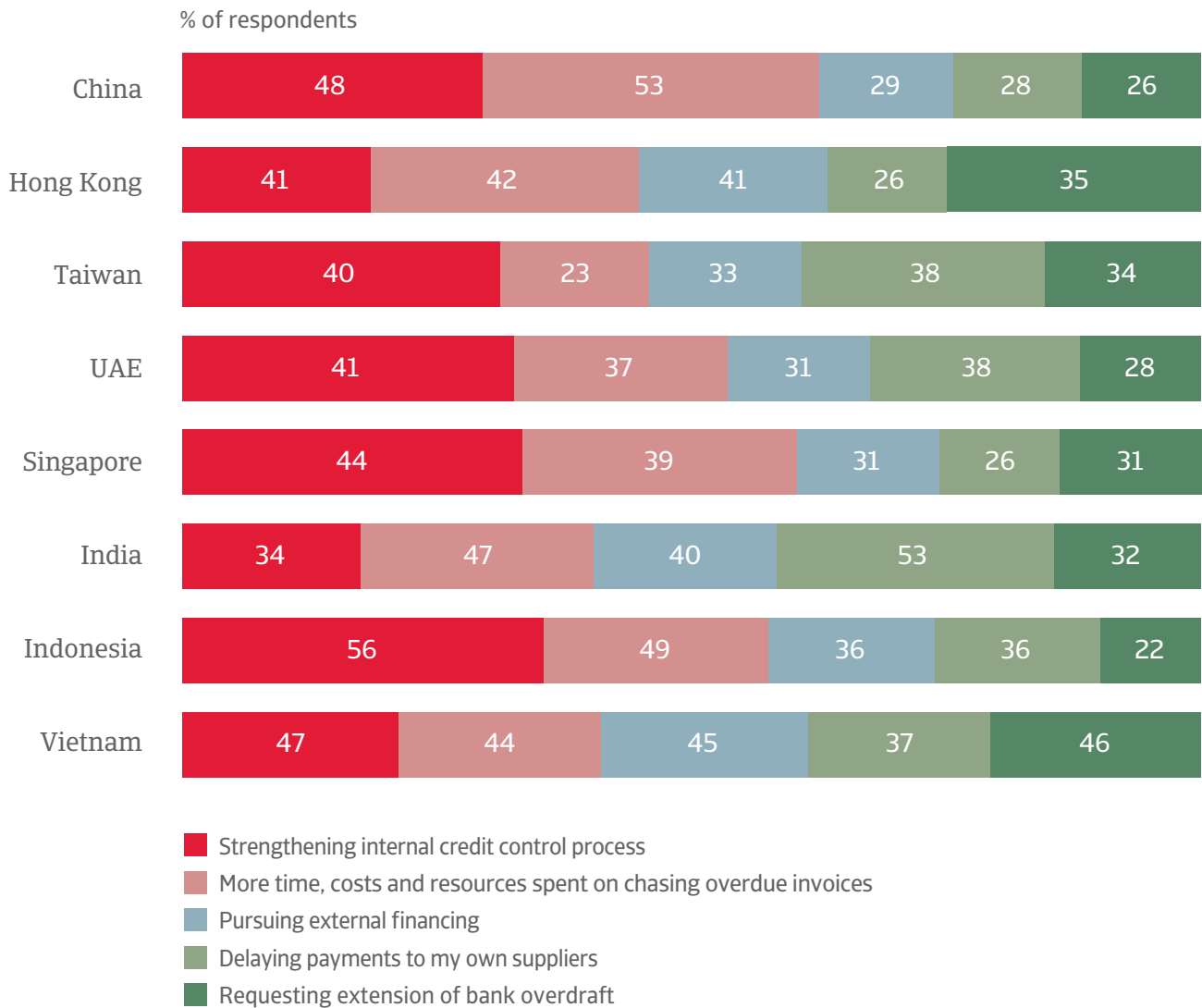
Sample: all survey respondents (multiple choice survey question)
 Source: Atradius Payment Practices Barometer Asia – June 2022

By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Credit insurance	54%	45%	47%	59%	36%	50%	52%	60%
Factoring	37%	31%	35%	24%	28%	31%	39%	30%
Trade receivables securitisation	44%	42%	41%	42%	30%	32%	49%	49%
Letter of credit	39%	50%	39%	42%	29%	41%	44%	42%
In-house management	36%	31%	34%	37%	24%	36%	36%	38%
No measure taken	7%	8%	10%	10%	24%	12%	5%	6%

Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer Asia – June 2022

Asia: to 5 measures taken to mitigate impact of customer credit risk in-house



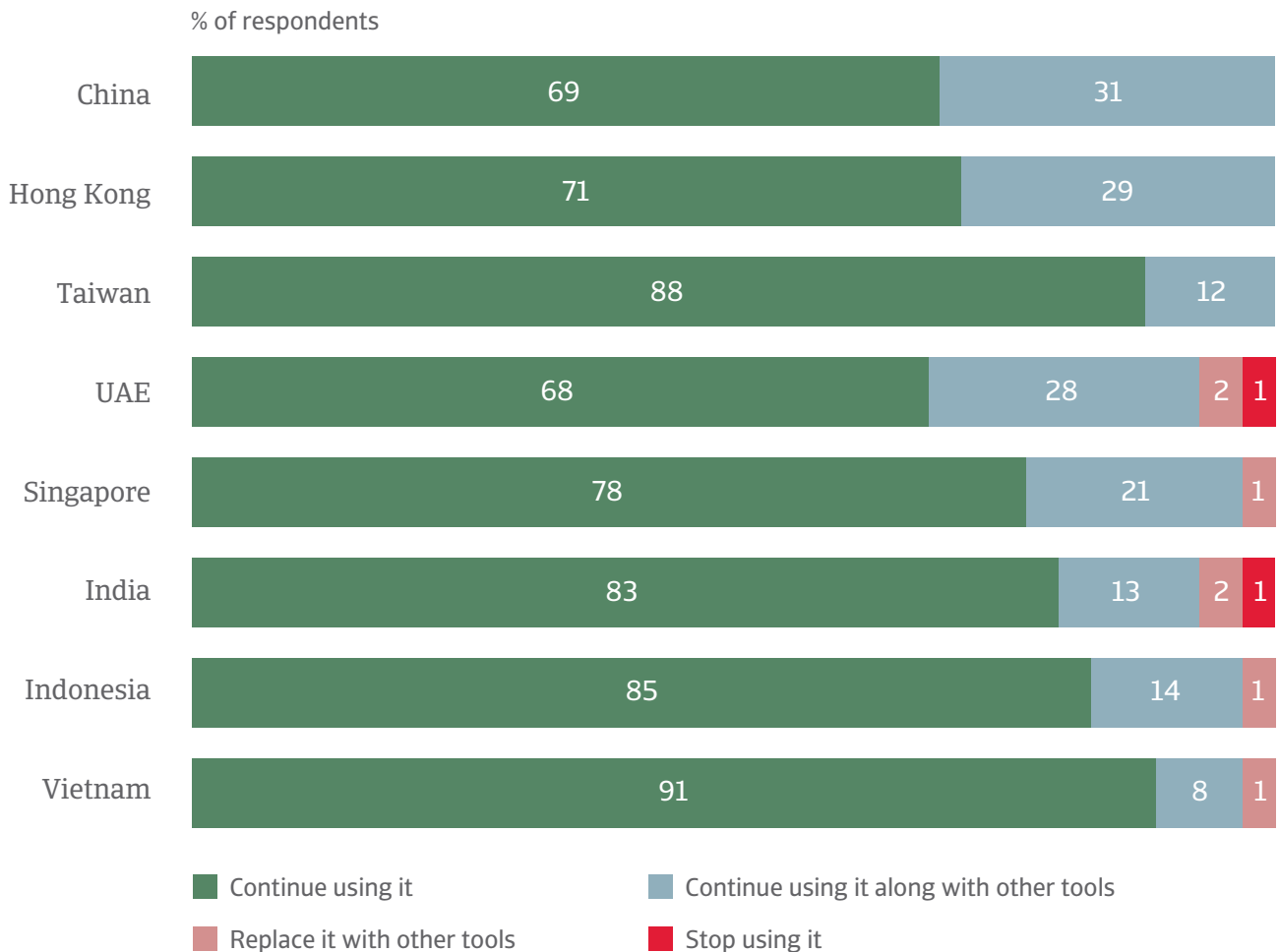
Sample: all survey respondents (multiple choice survey question)
Source: Atradius Payment Practices Barometer Asia – June 2022

By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Delaying payments to your own suppliers	32%	32%	36%	45%	32%	42%	30%	39%
Increasing the amount of time	43%	42%	41%	40%	41%	47%	45%	34%
Strengthening internal credit control process	46%	42%	46%	38%	50%	45%	44%	40%
Pursuing additional financing	35%	35%	39%	36%	27%	32%	39%	38%
Requesting a bank overdraft extension	32%	32%	34%	29%	29%	31%	33%	33%

Sample: all interviewed companies
Source: Atradius Payment Practices Barometer Asia – June 2022

Asia: trend in credit insurance use (next 12 months)



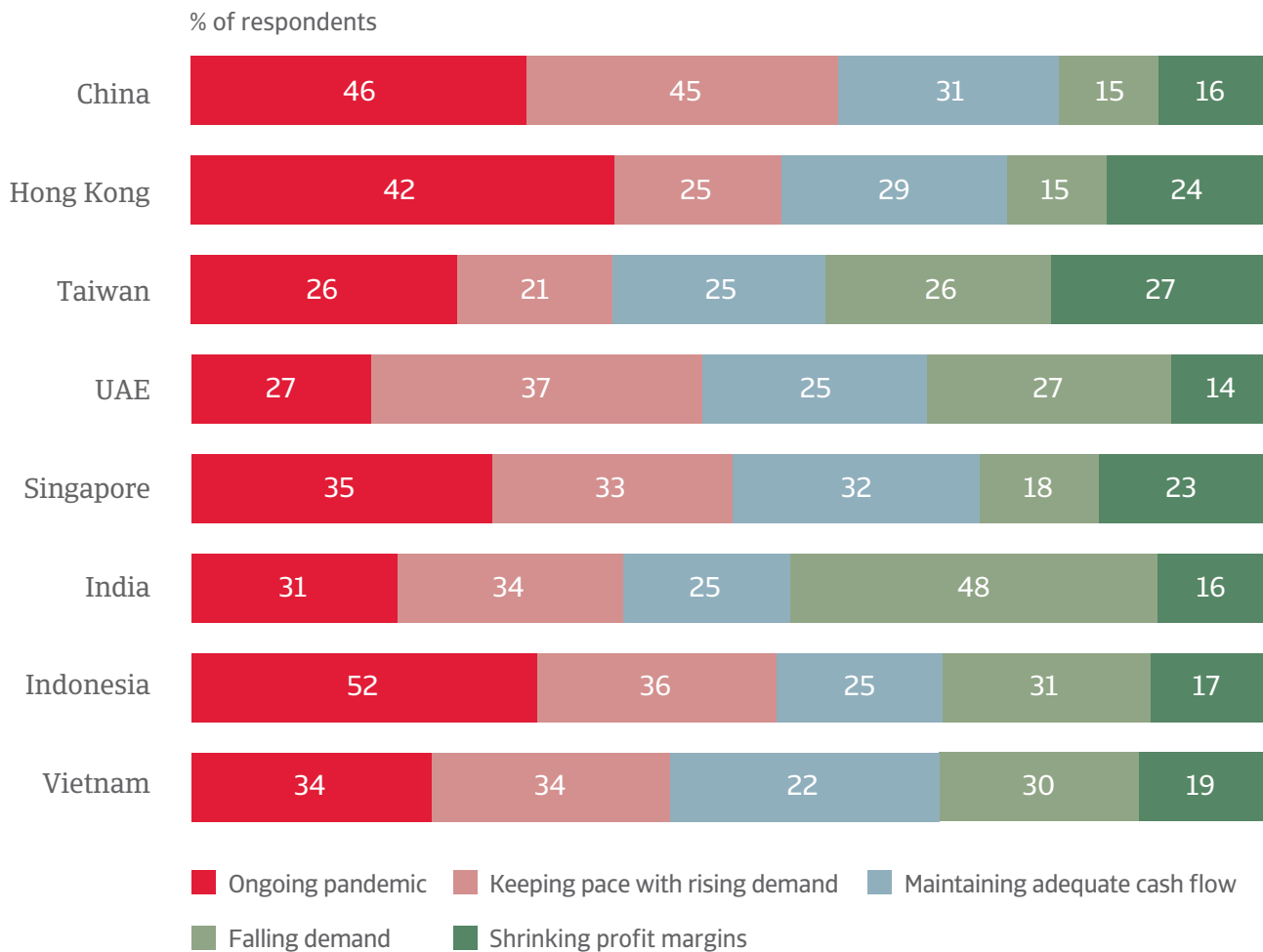
Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer Asia – June 2022

By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Continue using it	81%	78%	79%	80%	77%	73%	78%	90%
Continue using it along with other tools	18%	21%	17%	19%	20%	27%	21%	9%
Replace it with other tools	0%	1%	2%	1%	3%	0%	1%	1%
Stop using it	0%	0%	2%	0%	0%	1%	1%	0%

Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer Asia – June 2022

Asia: top 5 challenges to business profitability during the coming 12 months



Sample: all survey respondents (multiple choice survey question)
 Source: Atradius Payment Practices Barometer Asia – June 2022

By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Falling demand for our products and services	25%	23%	26%	31%	25%	25%	23%	33%
Keeping pace with rising demand for our products	34%	29%	32%	33%	31%	32%	34%	33%
Ongoing impact of pandemic on our business	38%	36%	35%	34%	36%	41%	36%	33%
Maintaining adequate cash flow	26%	26%	27%	27%	25%	29%	25%	26%
Shrinking profit margins	21%	21%	17%	17%	14%	18%	20%	21%

Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer Asia – June 2022

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