



# Statistical appendix Atradius Payment Practices Barometer

Western Europe – key survey results



## Statistical appendix

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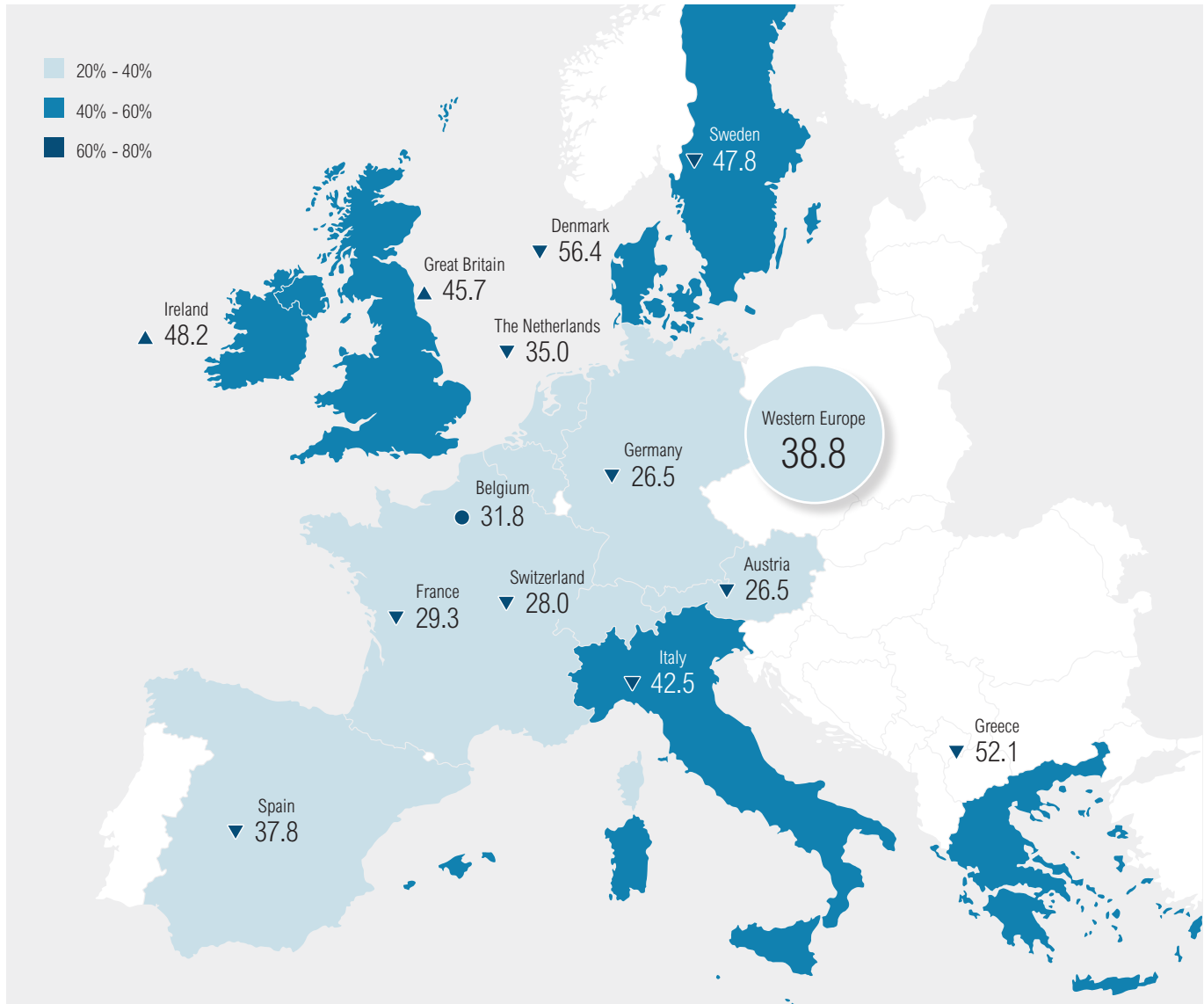
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## Western Europe: proportion of total B2B sales made on credit (domestic and foreign)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2017

## By industry / by business size

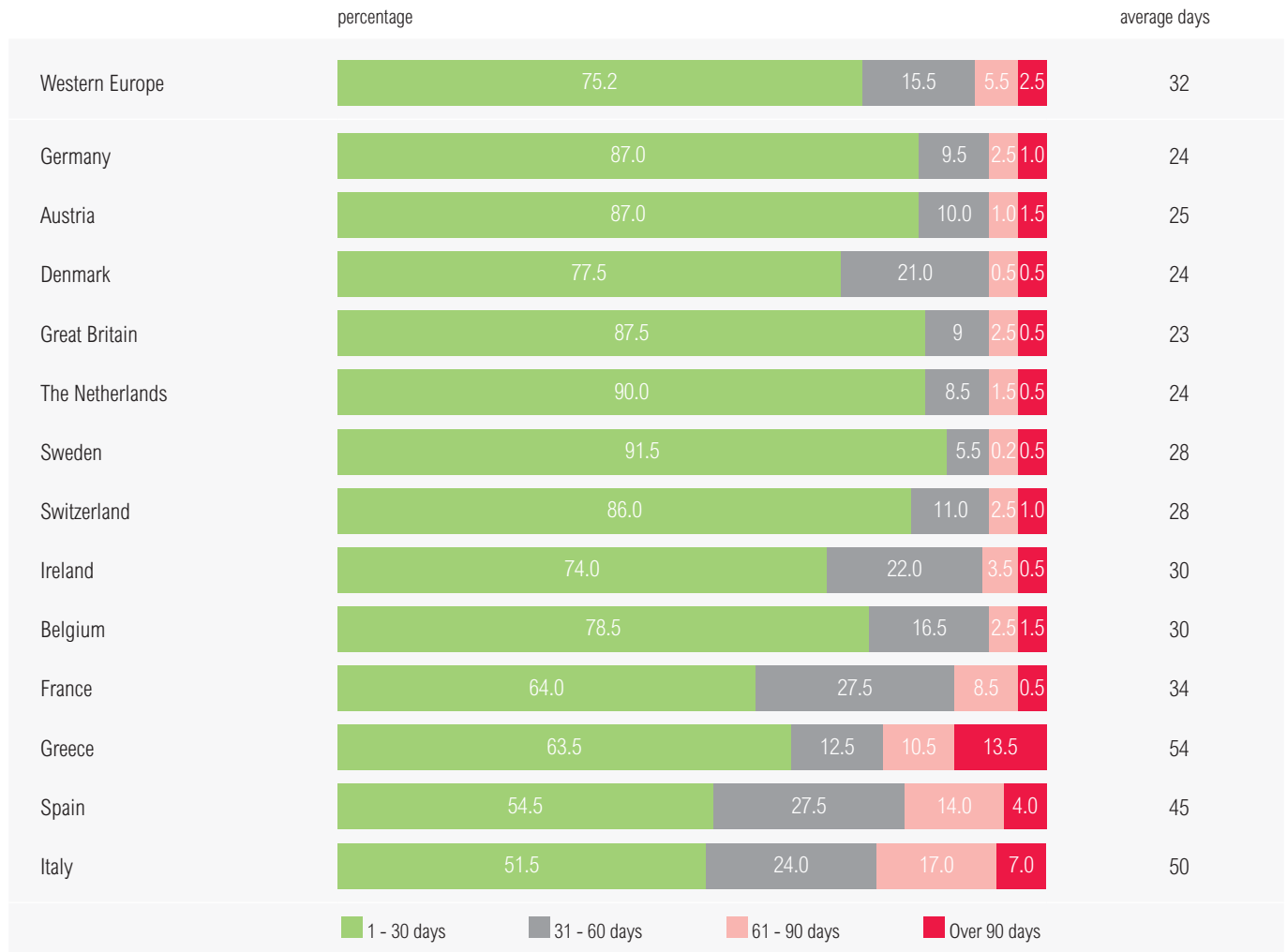
Western Europe	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic	45.9	44.8	39.7	35.8	47.0	44.0
Foreign	39.1	34.0	33.2	30.4	36.0	38.9

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2017



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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2017

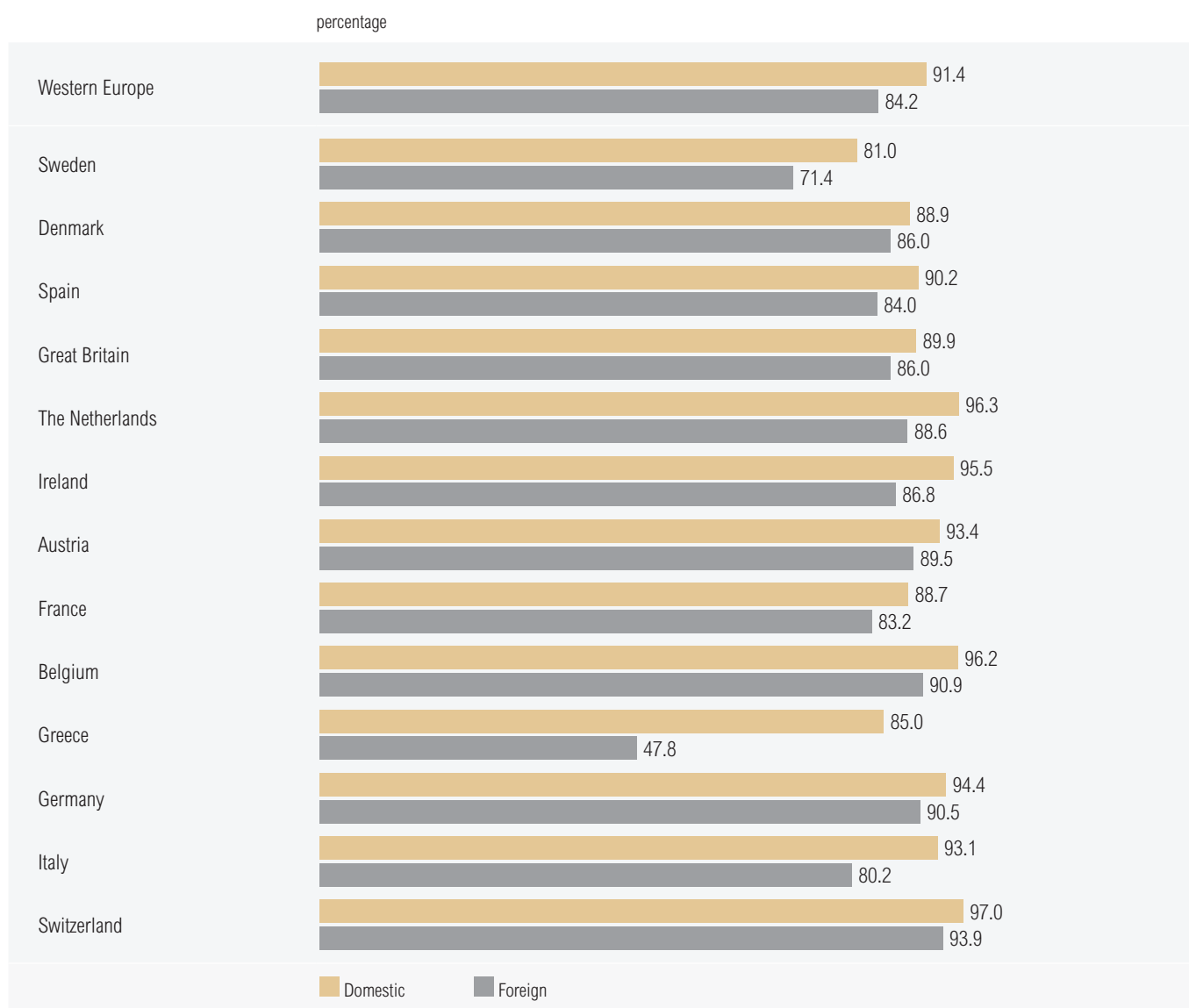
## By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
0 to 30 days	65.4%	64.9%	80.5%	83.6%	66.7%	63.9%
31 to 60 days	23.7%	25.3%	14.2%	10.9%	24.2%	26.0%
61 to 90 days	8.5%	5.4%	3.8%	3.7%	6.1%	7.6%
Over 90 days	2.4%	4.4%	1.5%	1.8%	3.0%	2.5%
Average days	36	35	29	28	34	36

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2017

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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2017

## By industry / by business size:

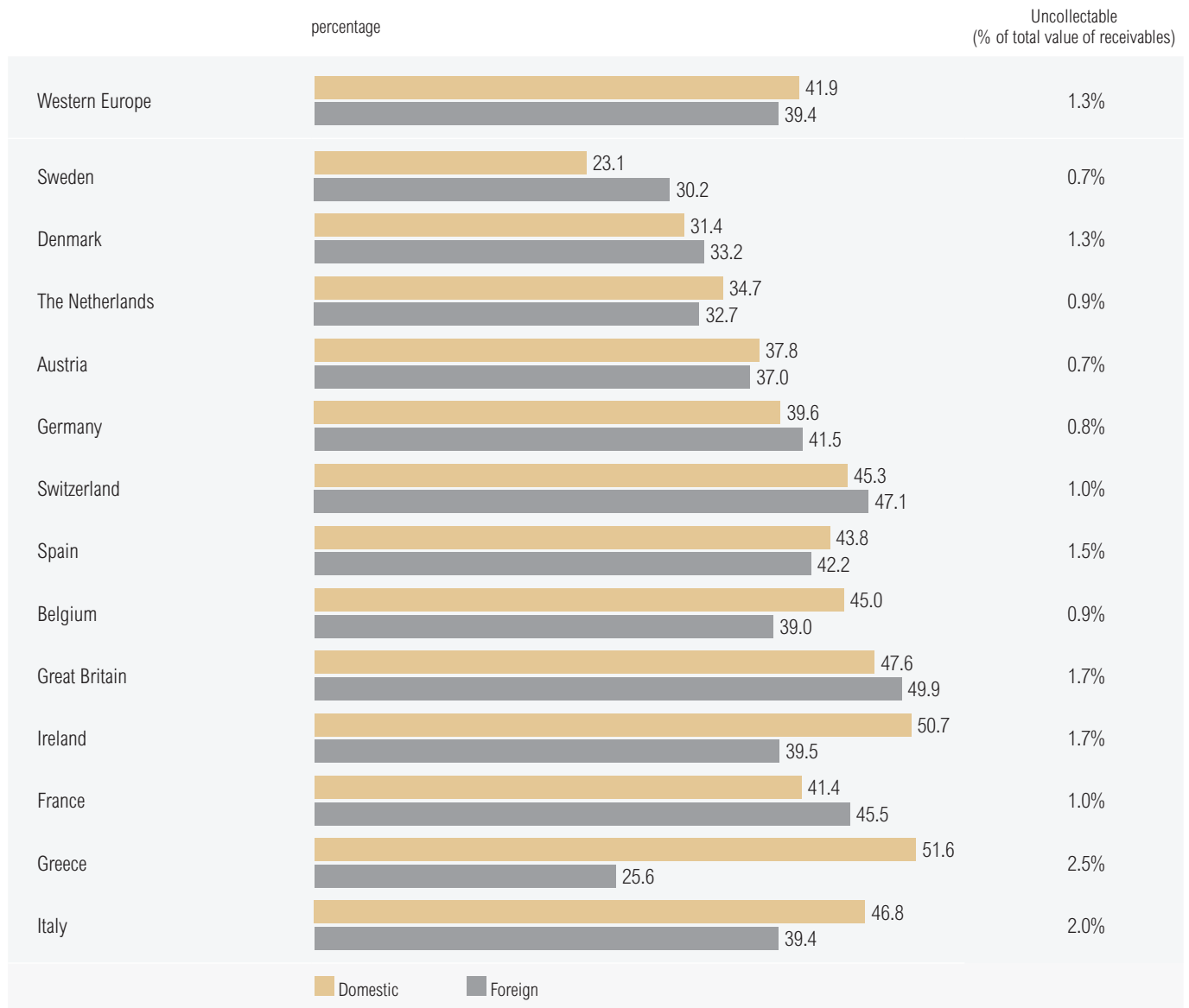
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Paid on time	7.2%	9.1%	9.4%	13.7%	7.1%	4.7%
Paid late	92.8%	90.9%	90.6%	86.3%	92.9%	95.3%

Sample: companies with customers on credit

Source: Atradius Payment Practices Barometer – Spring 2017



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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2017

## By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic overdue	44.2%	45.1%	38.2%	36.4%	43.8%	45.2%
Foreign overdue	42.6%	41.4%	35.2%	34.1%	39.9%	43.1%
Domestic uncollectable	1.1%	1.4%	0.8%	0.7%	1.3%	1.0%
Foreign uncollectable	0.4%	0.3%	0.2%	0.1%	0.4%	0.6%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2017

## 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	52.6%	16.5%	13.3%	18.2%	12.8%	12.2%	28.2%	13.1%	7.5%
Denmark	21.4%	25.3%	11.7%	27.3%	17.5%	10.4%	42.2%	9.1%	7.1%
Sweden	37.2%	11.0%	11.7%	20.0%	12.4%	12.4%	40.0%	5.5%	15.9%
Great Britain	42.7%	20.1%	26.2%	24.4%	20.1%	13.4%	23.8%	9.2%	4.3%
Germany	45.8%	25.1%	17.3%	16.8%	11.2%	15.6%	27.4%	17.3%	5.6%
France	48.4%	19.1%	20.4%	15.9%	13.4%	12.7%	15.9%	14.0%	9.6%
Spain	52.4%	11.3%	12.5%	20.8%	10.1%	16.7%	28.0%	16.7%	8.9%
The Netherlands	52.8%	13.8%	8.8%	18.9%	6.3%	14.5%	35.9%	12.6%	8.8%
Belgium	53.1%	17.2%	14.1%	16.2%	13.5%	18.2%	27.1%	17.7%	7.3%
Austria	56.1%	23.1%	12.1%	15.0%	9.3%	10.4%	31.8%	17.3%	8.1%
Switzerland	56.1%	12.8%	16.5%	20.7%	6.1%	12.8%	21.3%	15.9%	11.6%
Ireland	59.3%	18.1%	13.2%	22.0%	16.5%	13.7%	26.4%	10.4%	9.3%
Greece	75.0%	3.4%	2.0%	9.5%	20.3%	1.4%	28.4%	6.8%	0.7%
Italy	77.7%	12.2%	5.3%	10.6%	10.1%	5.3%	21.8%	14.9%	1.6%

### Industry

Manufacturing	48.7%	24.5%	17.1%	17.4%	13.1%	16.2%	27.2%	12.3%	5.2%
Wholesale / Retail / Distribution	54.1%	17.2%	16.7%	17.0%	12.2%	9.7%	30.1%	10.4%	5.9%
Services	53.9%	11.8%	9.3%	19.3%	12.9%	11.5%	27.7%	15.1%	9.7%

### Business size

Micro- enterprises	58.3%	7.7%	5.7%	15.6%	9.7%	5.4%	29.9%	10.4%	6.3%
SMEs	50.3%	19.7%	16.7%	18.9%	14.3%	14.7%	28.0%	14.0%	7.8%
Large enterprises	47.2%	27.5%	18.8%	23.1%	14.0%	20.5%	24.0%	17.0%	10.0%

Sample: all interviewed companies (active in domestic markets)

Source: Atradius Payment Practices Barometer – Spring 2017



## 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	34.6%	18.5%	17.0%	30.7%	20.4%	14.9%	24.0%	9.9%	8.7%
Denmark	11.4%	14.0%	19.3%	37.7%	31.6%	16.7%	34.2%	8.8%	7.9%
Sweden	26.0%	15.1%	6.9%	26.0%	26.0%	13.7%	39.7%	2.7%	11.0%
France	29.1%	17.5%	15.5%	26.2%	24.3%	16.5%	17.5%	10.7%	8.7%
Great Britain	31.3%	23.2%	31.3%	35.7%	20.5%	17.0%	19.6%	9.8%	2.7%
Spain	31.8%	22.4%	15.0%	30.8%	10.3%	14.0%	28.0%	6.5%	15.0%
Belgium	34.4%	15.3%	20.6%	31.3%	19.9%	15.3%	29.0%	9.9%	11.5%
Ireland	37.3%	19.8%	13.5%	34.1%	22.2%	16.7%	19.1%	7.9%	10.3%
Germany	37.8%	23.6%	21.3%	27.6%	16.5%	15.8%	26.8%	10.2%	4.7%
The Netherlands	39.8%	17.2%	10.8%	31.2%	19.4%	16.1%	21.5%	10.8%	14.0%
Italy	40.2%	14.5%	12.8%	23.1%	16.2%	8.6%	15.4%	5.1%	5.1%
Switzerland	40.5%	17.2%	19.0%	33.6%	23.3%	16.4%	14.7%	15.5%	8.6%
Greece	43.3%	6.7%	0.0%	40.0%	13.3%	3.3%	23.3%	3.3%	0.0%
Austria	47.3%	22.9%	16.8%	26.7%	18.3%	15.3%	26.7%	18.3%	9.2%

### Industry

Manufacturing	37.6%	21.0%	18.9%	29.2%	18.2%	17.5%	25.9%	10.3%	7.5%
Wholesale / Retail / Distribution	33.3%	22.0%	21.0%	28.5%	19.6%	12.4%	21.8%	10.0%	8.3%
Services	33.1%	14.3%	12.9%	33.1%	22.4%	14.7%	24.0%	9.5%	9.8%

### Business size

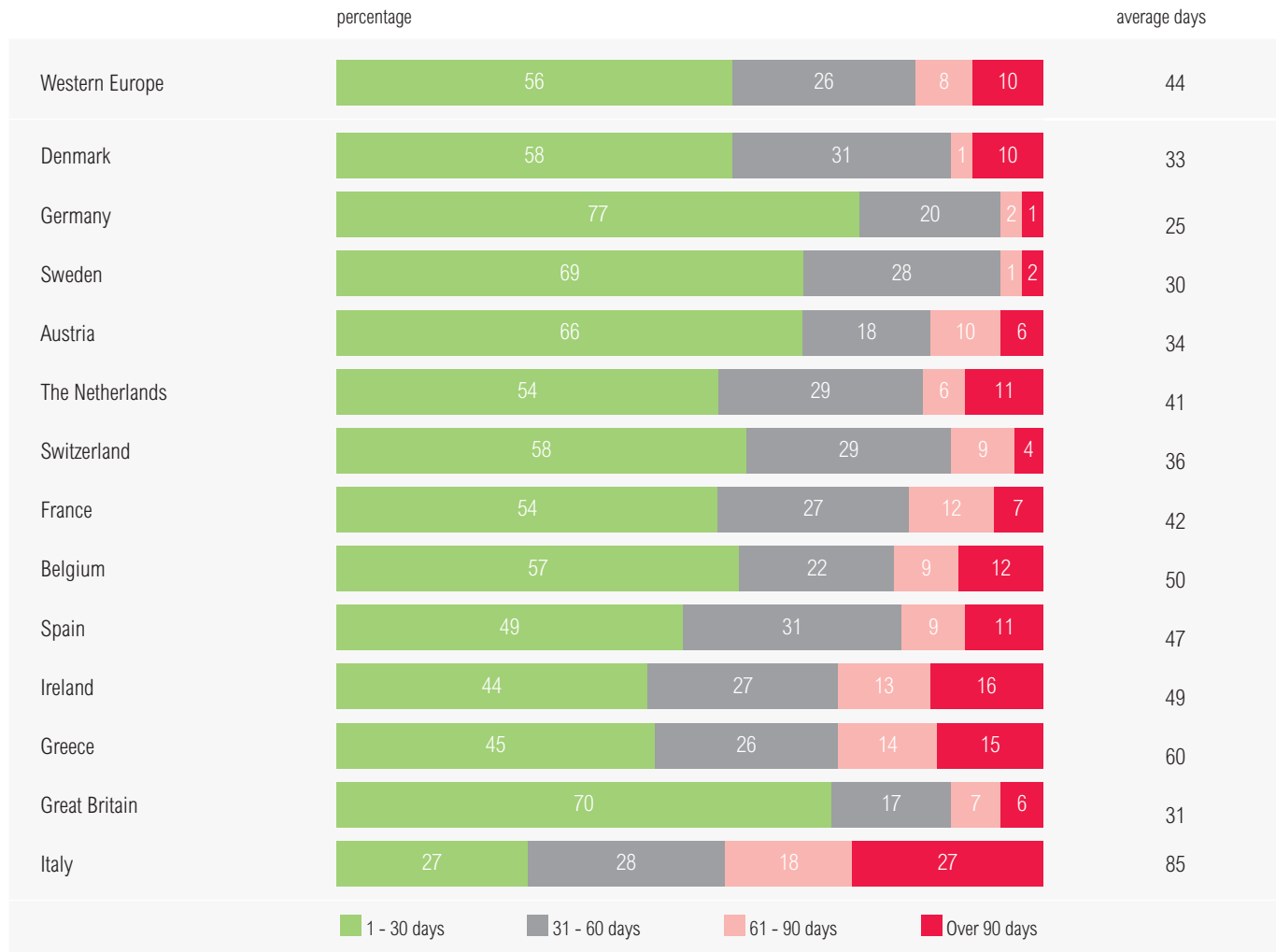
Micro-enterprises	38.5%	11.7%	10.2%	27.2%	16.6%	9.4%	20.8%	8.3%	4.5%
SMEs	31.9%	19.0%	17.5%	32.4%	21.6%	15.3%	24.0%	9.5%	10.1%
Large enterprises	41.5%	25.0%	23.5%	27.5%	19.5%	20.5%	28.0%	13.5%	8.0%

Sample: all interviewed companies (active in foreign markets)

Source: Atradius Payment Practices Barometer – Spring 2017



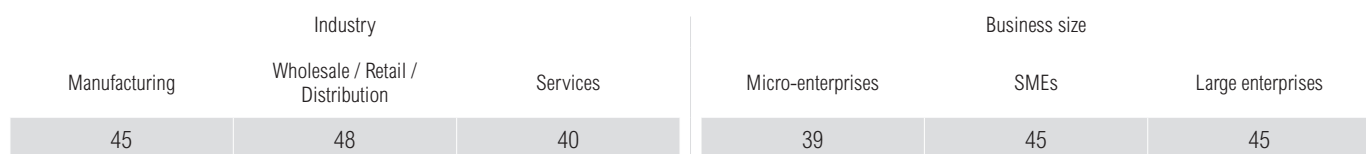
## Average DSO recorded in Western Europe



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2017

## By industry / by business size

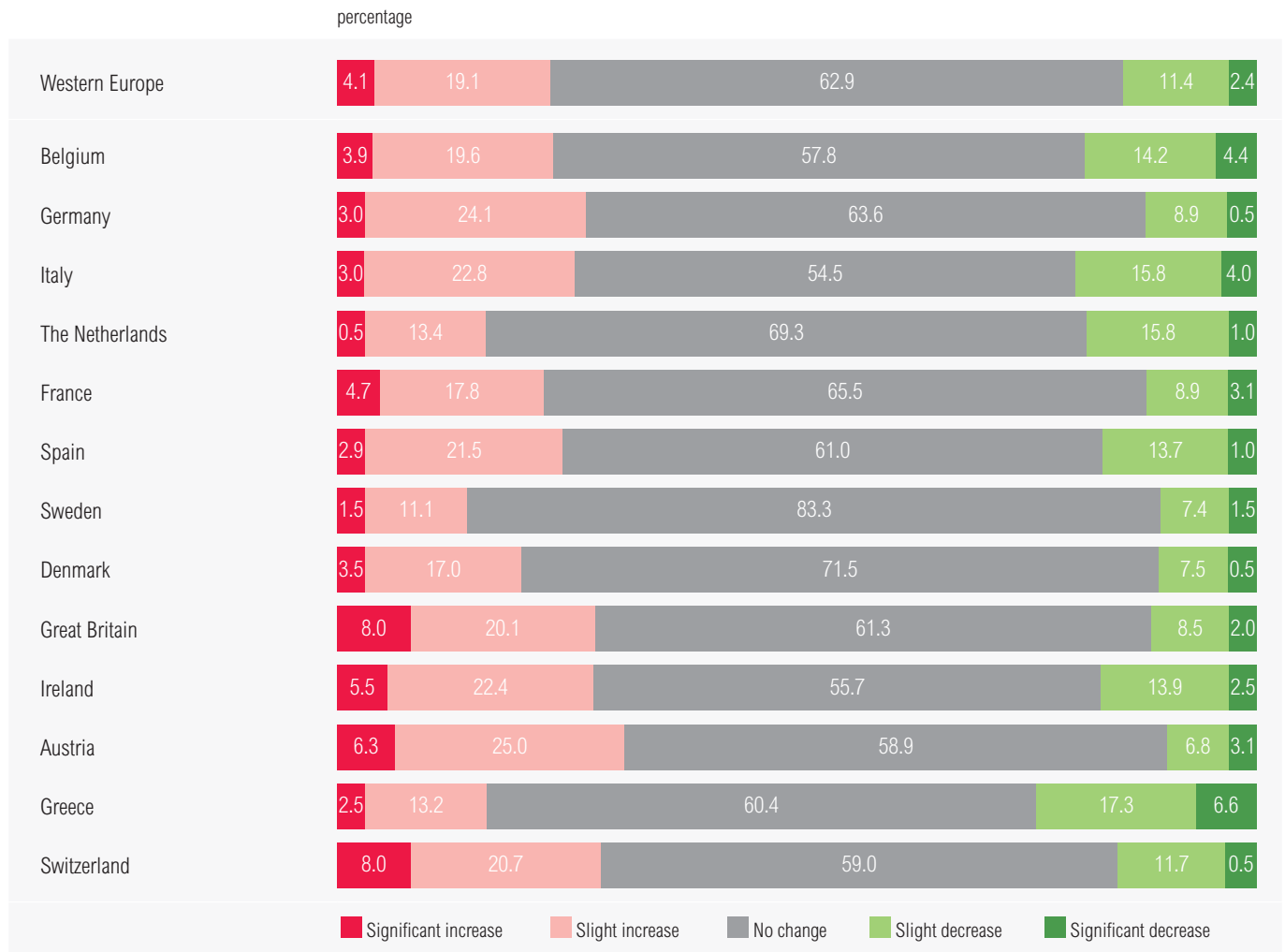


Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2017



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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2017

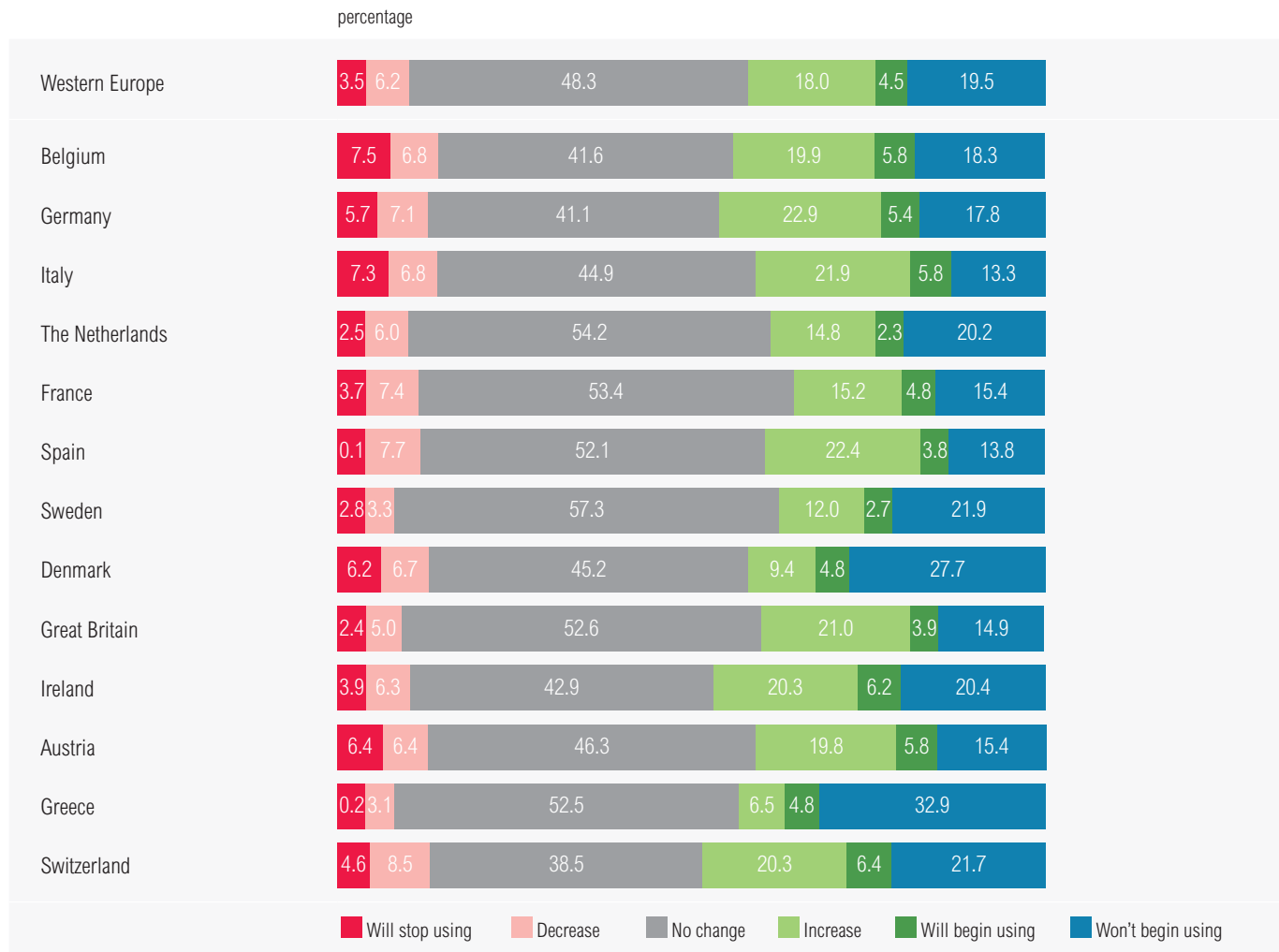
## By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	5.6%	4.8%	2.8%	2.3%	4.8%	6.4%
Slight increase	20.5%	22.7%	16.4%	14.5%	22.6%	16.7%
No change	59.0%	57.6%	68.0%	71.1%	58.5%	58.3%
Slight decrease	12.7%	11.8%	10.5%	10.0%	11.7%	15.2%
Significant decrease	2.2%	3.1%	2.2%	2.1%	2.5%	3.4%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2017

## Western Europe: intention of adjusting credit management practices

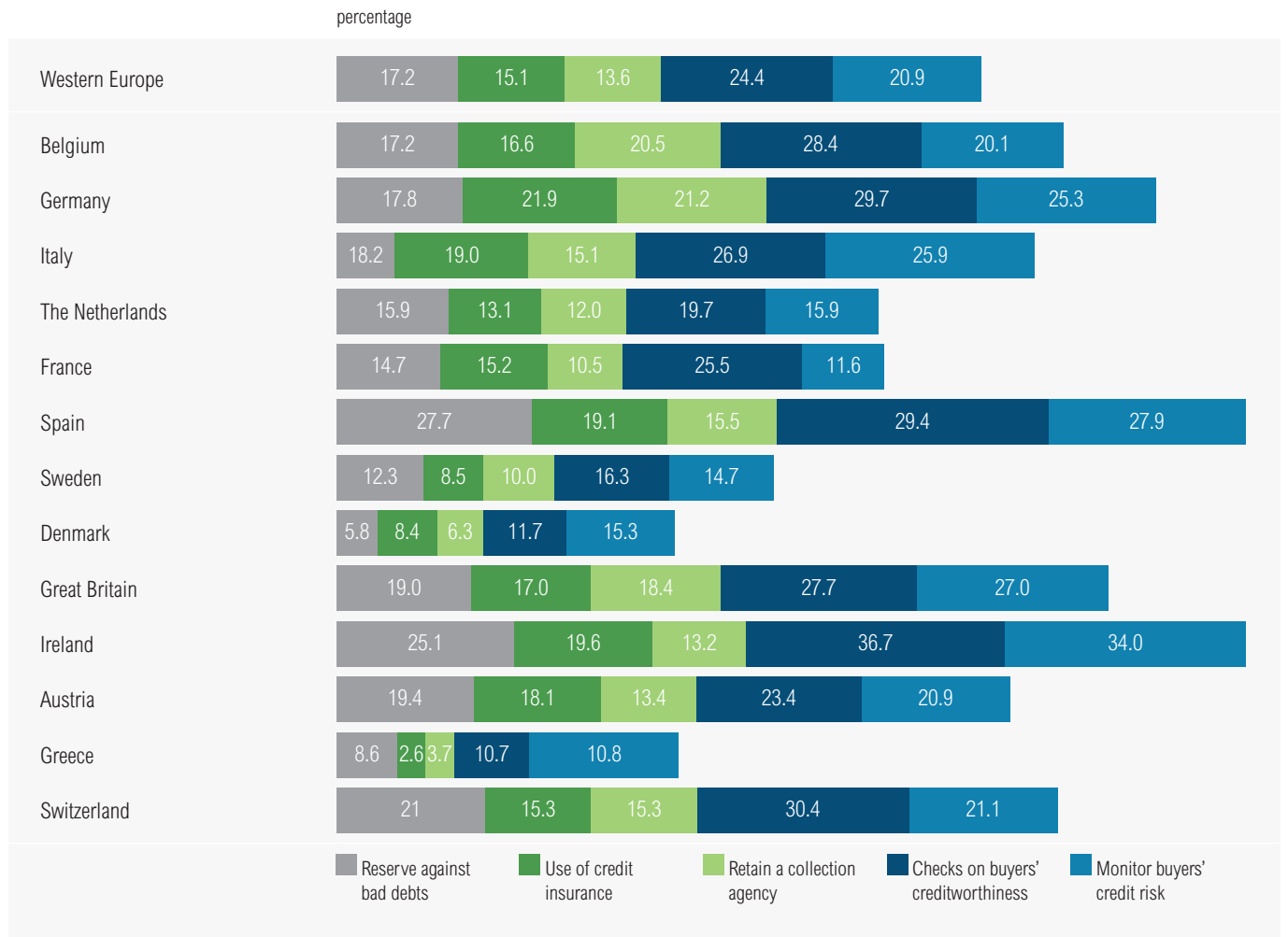


Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – Spring 2017



## Western Europe: respondents reporting intention to increase their use of credit management tools to protect themselves against the potential impact of Brexit



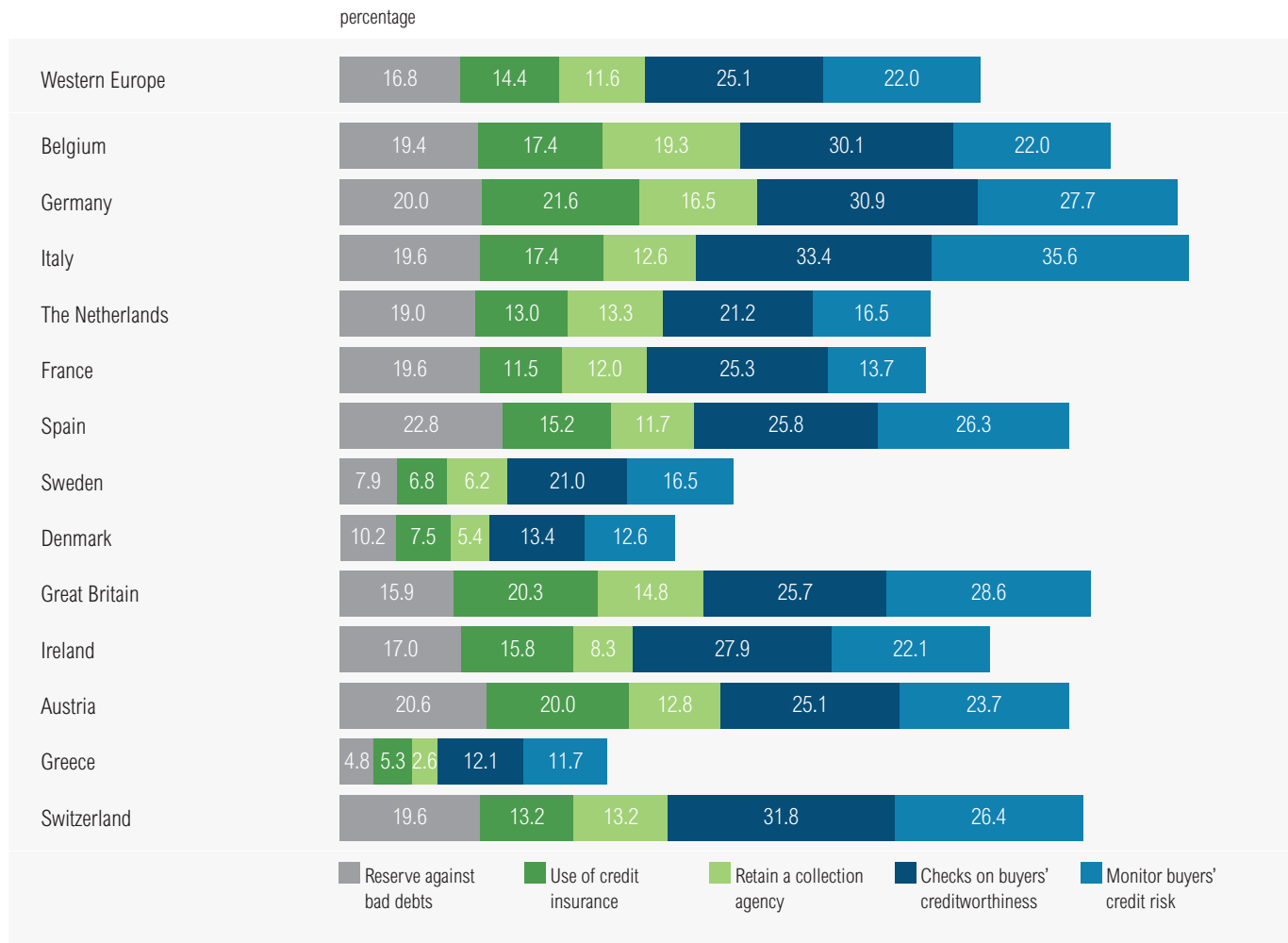
Sample: all interviewed companies (active in domestic and foreign markets)

Source: Atradius Payment Practices Barometer – Spring 2017

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Find out more about how we can support your [collections](#) requirements in your local market.

## Western Europe: repondents reporting intention to increase their use of credit management tools to protect themselves against the potential impact of US protectionism



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

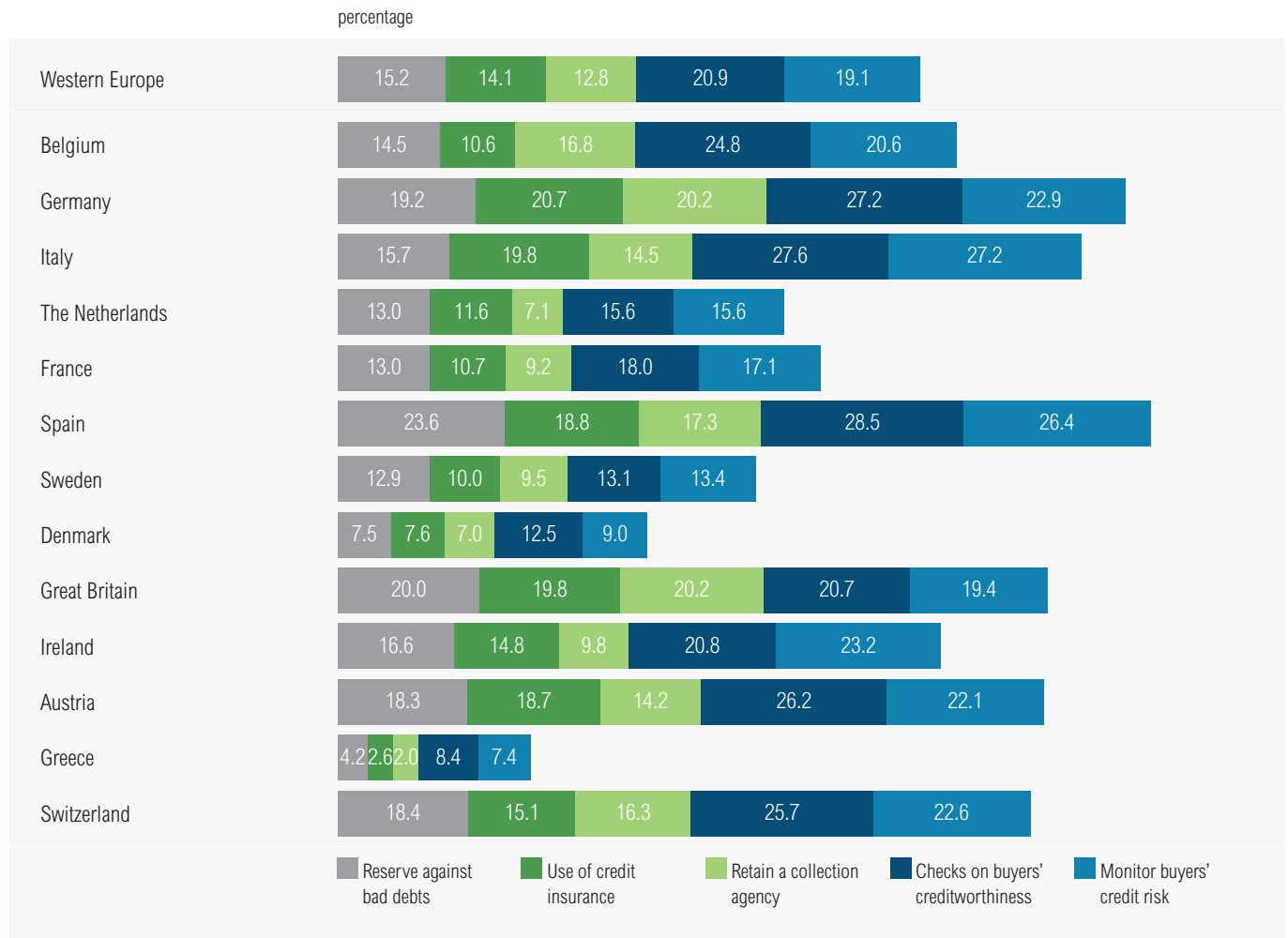
Source: Atradius Payment Practices Barometer – Spring 2017

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Find out more about how we can support your [collections](#) requirements in your local market.



## Western Europe: respondents reporting intention to increase their use of credit management tools to protect themselves against the potential impact of the slowdown in Asia



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

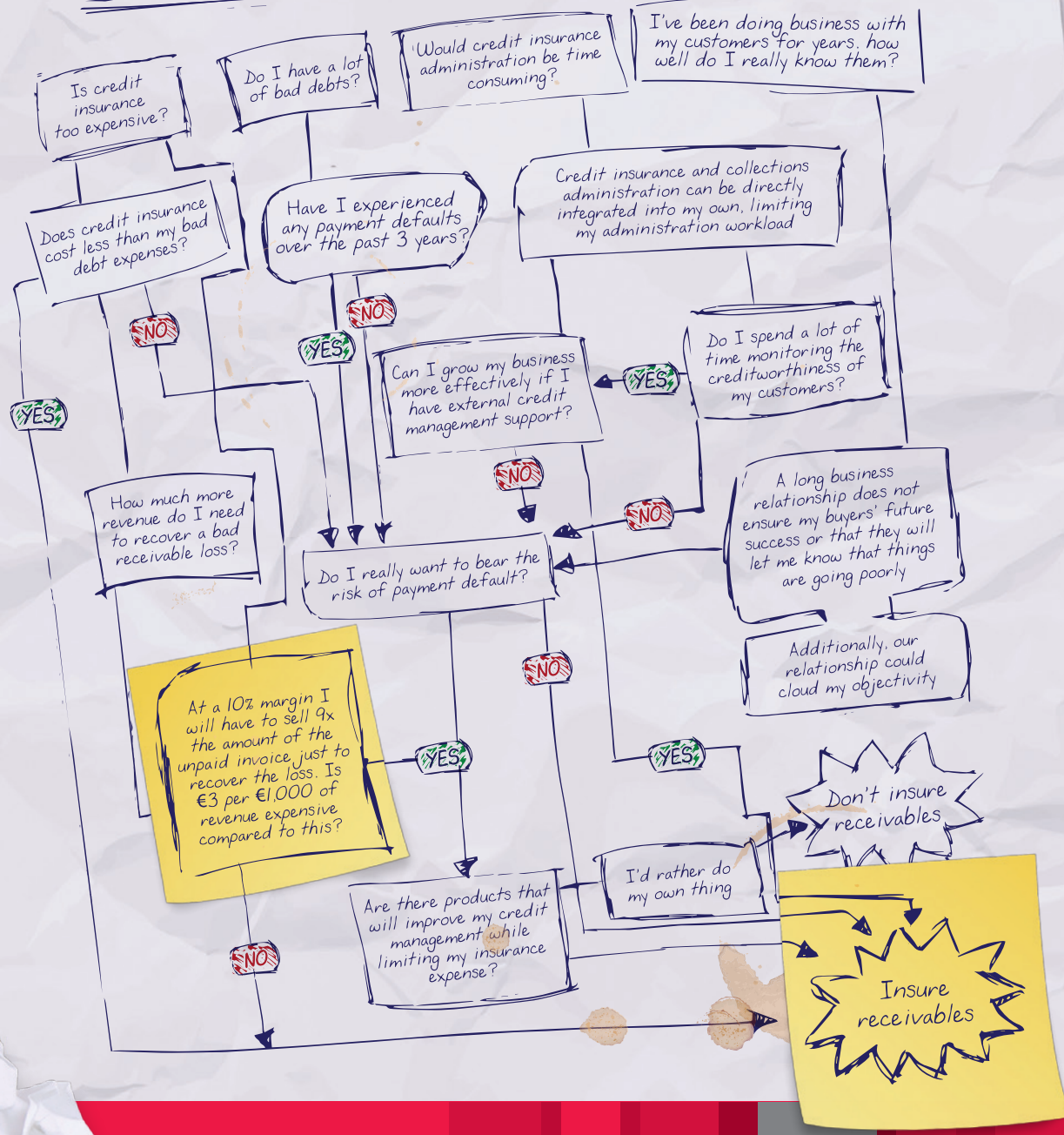
Source: Atradius Payment Practices Barometer – Spring 2017

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Find out more about how we can support your [collections](#) requirements in your local market.

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

## SHOULD I INSURE MY RECEIVABLES?



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