



Statistical appendix Atradius Payment Practices Barometer

The Americas – key survey results



Statistical appendix

The Americas: proportion of total B2B sales made on credit	3
Average payment terms recorded in the Americas (average days)	4
The Americas: percentage of respondents reporting late payment by B2B customers (domestic and foreign)	5
The Americas: proportion of domestic and foreign past due B2B invoices	6
The Americas: main reasons for payment delays by domestic B2B customers	7
The Americas: main reasons for payment delays by foreign B2B customers	8
Average DSO recorded in the Americas	9
The Americas: expected DSO trend over the next 12 months	10
Percentage of export trade within NAFTA	11
Changes in the percentage of export trade done with Canada	12
Changes in the percentage of export trade done with the US	13
Changes in the percentage of export trade done with Mexico	14
Brazil: bankruptcy proceedings and their effect on companies	15

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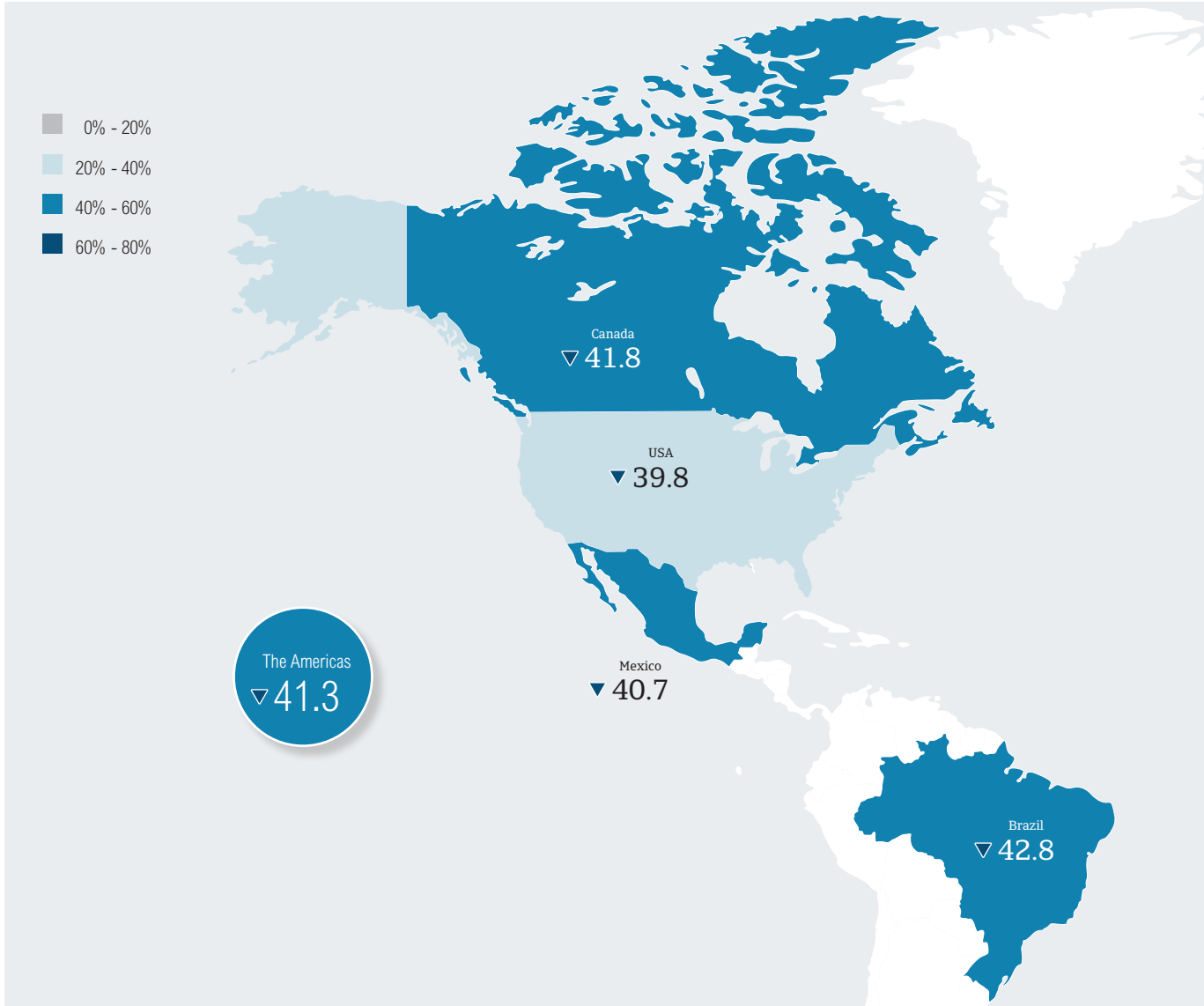
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The Americas: proportion of total B2B sales made on credit (domestic and foreign)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2018

By industry / by business size

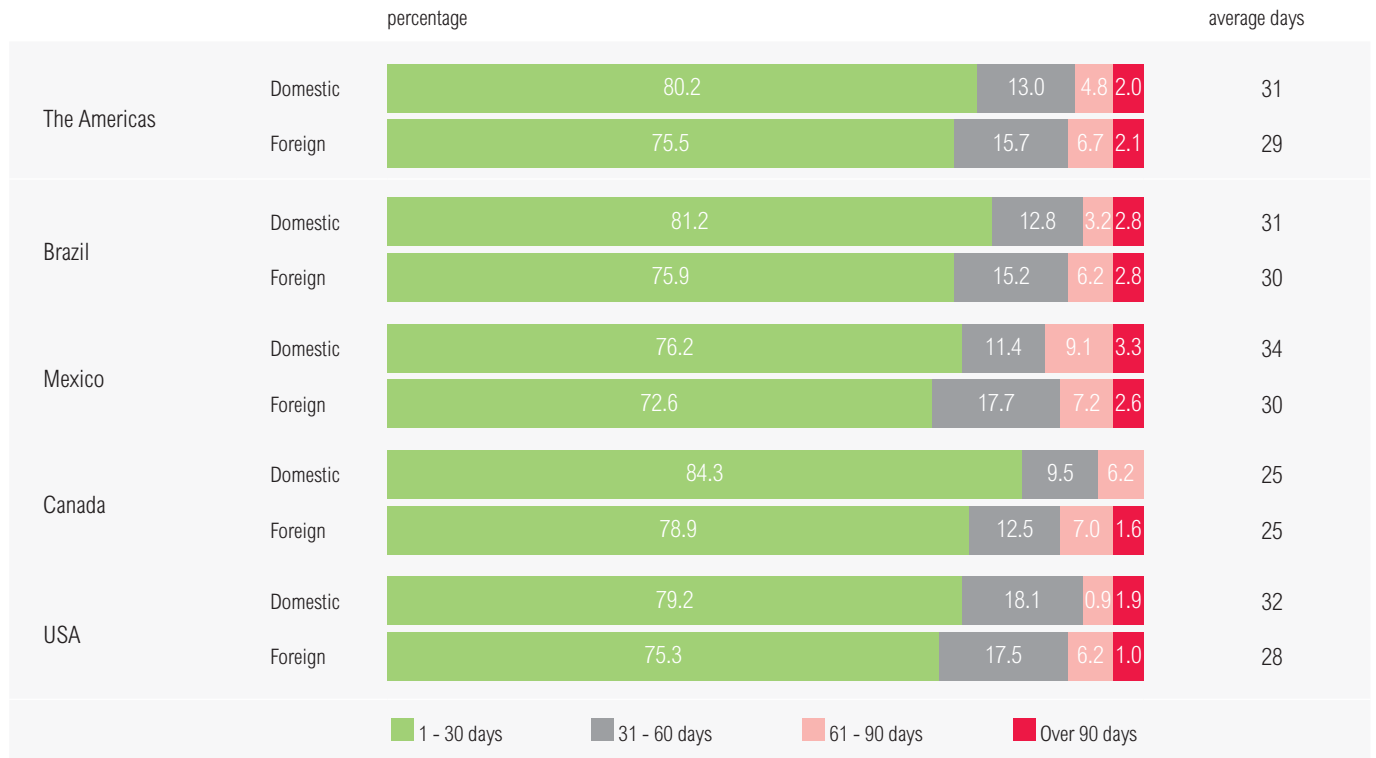
The Americas	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic	54.2%	47.3%	44.0%	36.2%	53.7%	54.0%
Foreign	37.6%	32.5%	29.9%	28.1%	34.2%	37.1%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2018



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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2018

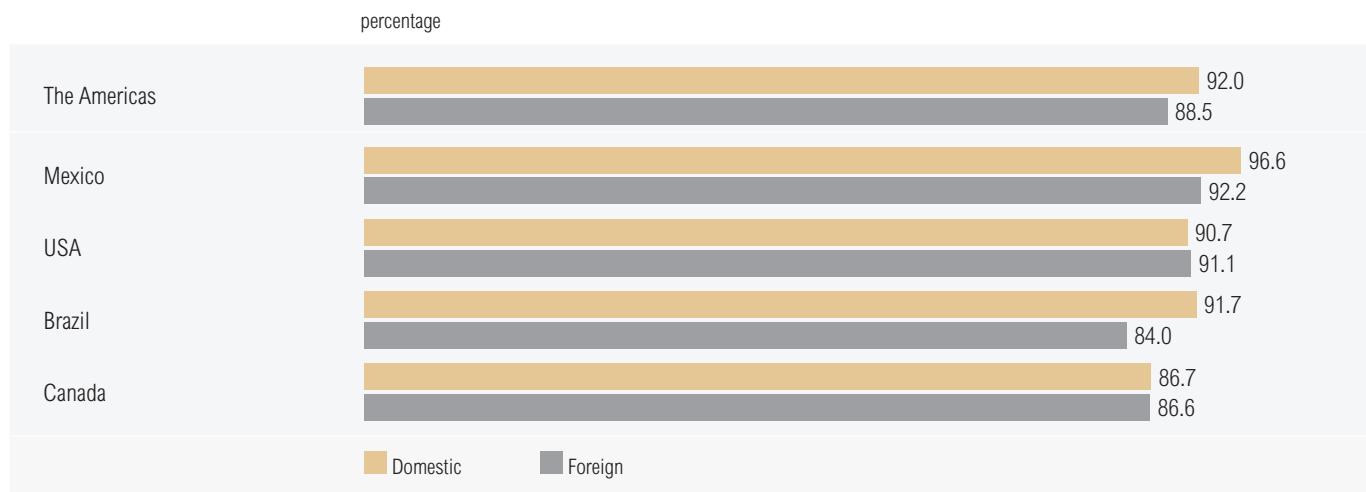
By industry / by business size (average days)

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic	31	32	29	29	30	36
Foreign	30	25	32	25	27	36

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2018

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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2018

By industry / by business size:

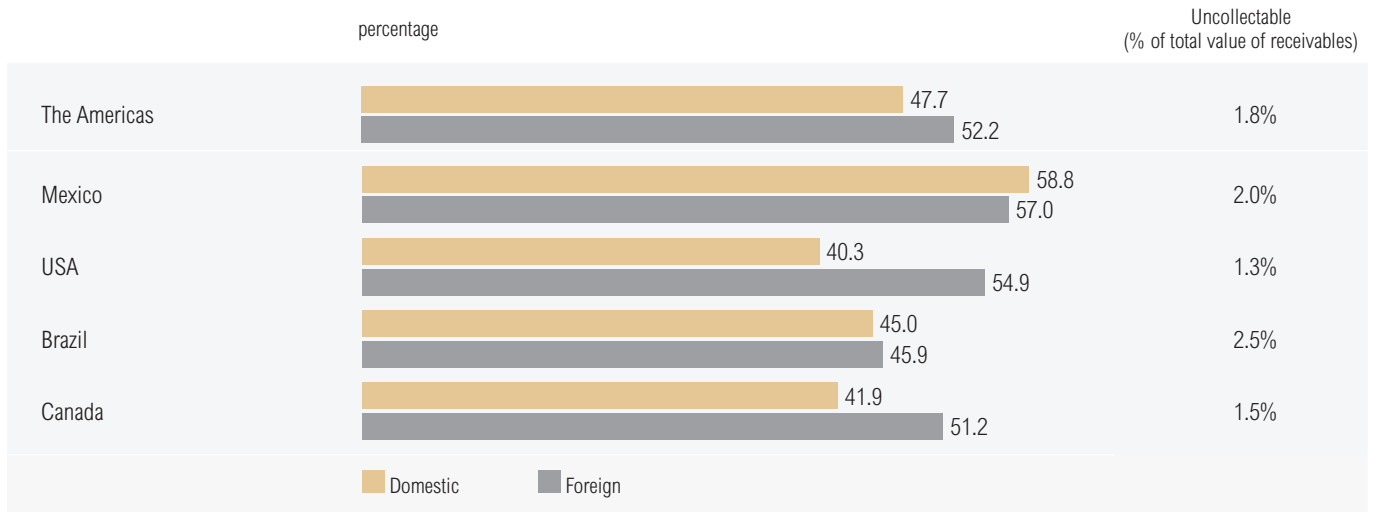
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Paid on time	49%	47%	58%	63%	48%	47%
Paid late	51%	53%	42%	37%	52%	53%

Sample: companies with customers on credit

Source: Atradius Payment Practices Barometer – June 2018



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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2018

By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic overdue	49.7%	50.7%	40.5%	33.8%	51.4%	53.4%
Foreign overdue	53.5%	55.0%	44.0%	41.5%	53.6%	53.7%
Uncollectable (domestic + foreign)	4.7%	4.6%	3.1%	2.7%	4.6%	5.2%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2018

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	49.6%	15.1%	21.2%	20.6%	20.1%	16.5%	24.7%	13.4%	7.4%
Mexico	50.3%	13.3%	21.4%	24.9%	24.9%	17.9%	30.6%	16.2%	8.7%
Canada	42.7%	16.4%	17.3%	23.6%	19.1%	14.6%	25.5%	10.9%	6.4%
Brazil	55.8%	15.7%	23.1%	13.6%	17.7%	15.7%	14.3%	11.6%	4.8%
USA	47.2%	15.7%	22.2%	20.4%	16.7%	17.6%	28.7%	13.9%	10.2%

Industry

Manufacturing	52.3%	18.6%	19.1%	20.6%	21.6%	15.6%	23.1%	8.5%	5.5%
Wholesale / Retail / Distribution	41.5%	17.5%	27.0%	19.5%	21.5%	20.5%	26.0%	17.0%	6.5%
Services	57.6%	6.5%	15.8%	22.3%	15.8%	12.2%	25.2%	15.1%	11.5%

Business size

Micro enterprise	62.3%	8.8%	10.5%	18.4%	9.7%	9.7%	23.7%	12.3%	8.7%
SMEs	45.4%	16.4%	23.2%	23.5%	25.3%	16.7%	24.1%	10.8%	7.4%
Large enterprise	49.0%	18.0%	27.0%	14.0%	15.0%	24.0%	28.0%	23.0%	6.0%

Sample: all interviewed companies (active in domestic markets)

Source: Atradius Payment Practices Barometer – June 2018



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	28.7%	21.0%	22.6%	32.6%	23.3%	20.4%	20.4%	11.1%	8.2%
Canada	25.0%	18.4%	19.7%	32.9%	29.0%	19.7%	23.7%	9.2%	5.3%
Mexico	27.8%	19.6%	27.8%	36.8%	24.8%	21.1%	16.5%	14.3%	9.0%
Brazil	29.1%	23.3%	22.3%	26.2%	18.5%	22.3%	22.3%	8.7%	8.7%
USA	33.9%	23.1%	15.4%	33.9%	21.5%	16.9%	21.5%	10.8%	9.2%

Industry

Manufacturing	26.9%	26.9%	23.5%	29.5%	26.9%	20.1%	16.1%	10.7%	6.7%
Wholesale / Retail / Distribution	28.9%	18.8%	22.2%	33.6%	18.8%	22.8%	24.2%	14.1%	8.7%
Services	31.7%	13.9%	21.5%	36.7%	25.3%	16.5%	21.5%	6.3%	10.1%

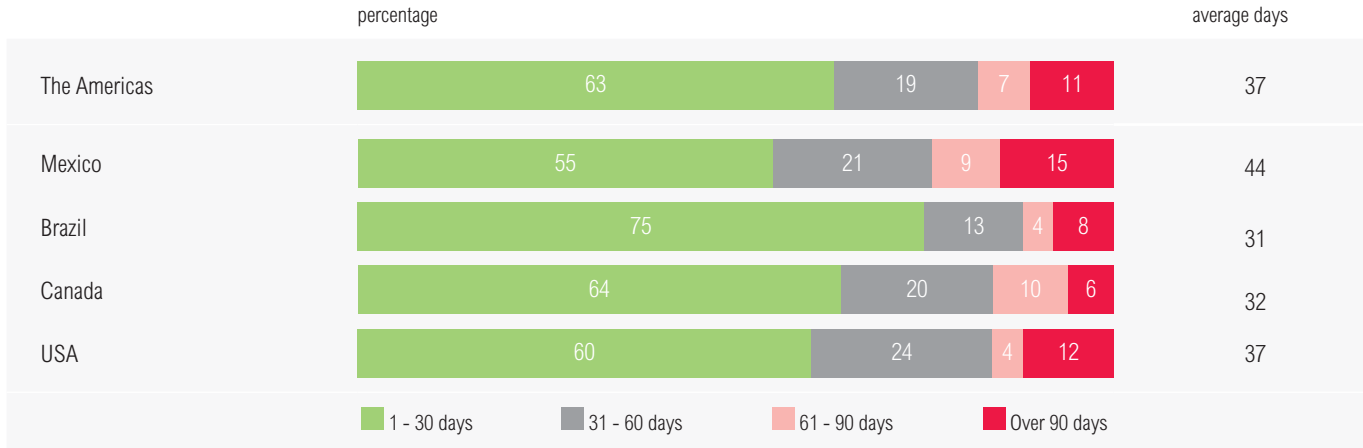
Business size

Micro enterprise	22.7%	13.6%	18.2%	40.9%	18.2%	15.9%	20.5%	9.1%	20.5%
SMEs	28.6%	21.8%	22.6%	31.4%	25.0%	19.4%	20.6%	12.3%	7.5%
Large enterprise	32.1%	22.2%	24.7%	32.1%	21.0%	25.9%	19.8%	8.6%	3.7%

Sample: all interviewed companies (active in foreign markets)

Source: Atradius Payment Practices Barometer – June 2018

Average DSO recorded in the Americas



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2018

By industry / by business size

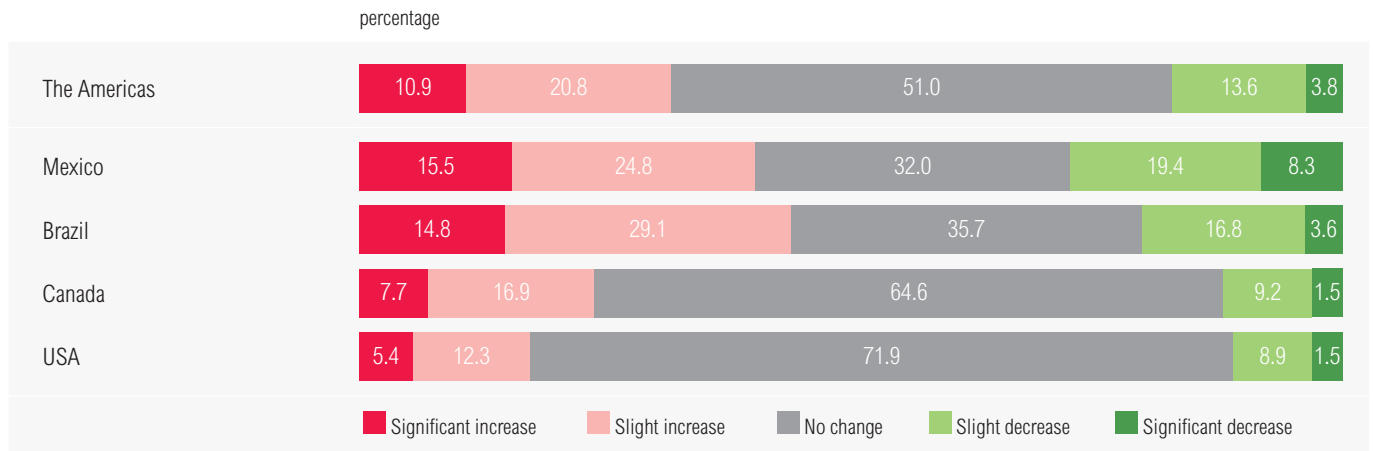


Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2018



The Americas: expected DSO over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2018

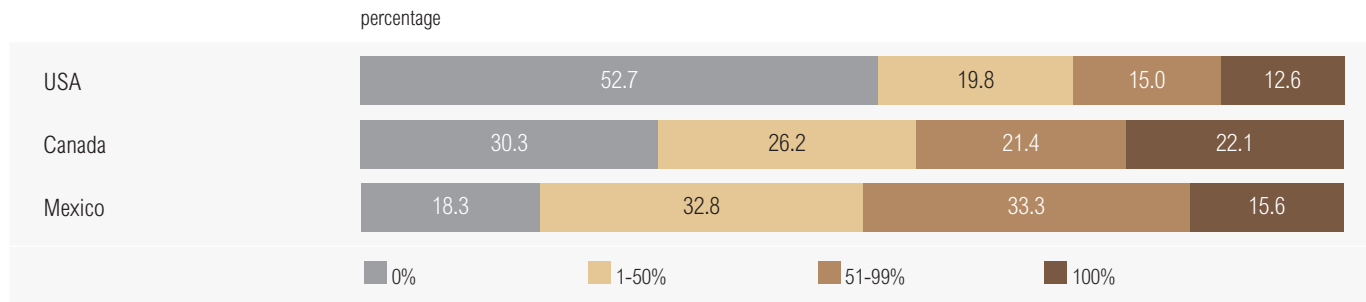
By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	14.4%	10.3%	7.9%	7.6%	10.9%	16.9%
Slight increase	19.2%	25.9%	17.3%	13.5%	22.9%	26.9%
No change	46.9%	43.4%	62.8%	61.2%	47.8%	43.1%
Slight decrease	15.5%	15.6%	9.8%	14.4%	13.9%	11.5%
Significant decrease	4.1%	4.9%	2.3%	3.4%	4.6%	1.5%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2018

Percentage of export trade within NAFTA (USA, Canada, Mexico) by country



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2018

By industry / by business size

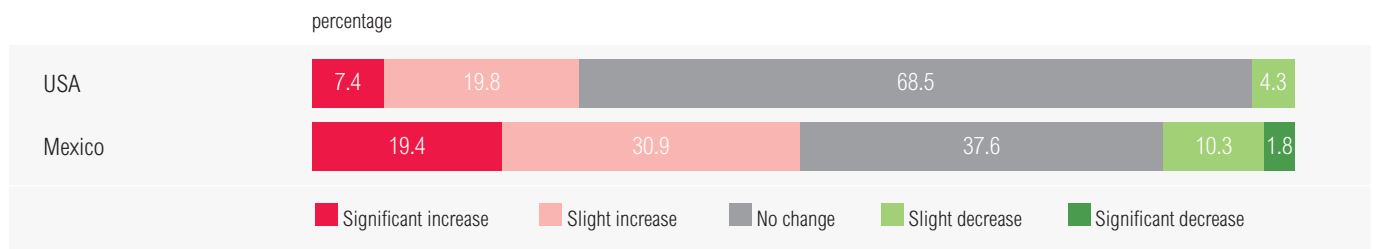


Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2018



How has the percentage of trade with Canada changed compared to one year ago



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

Source: Atradius Payment Practices Barometer – June 2018

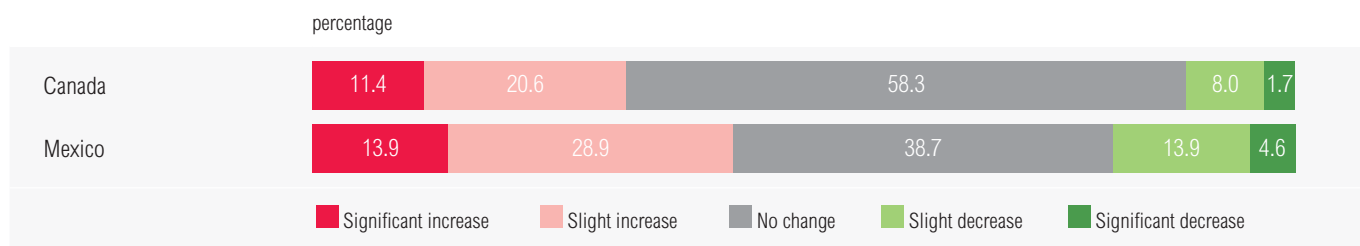
By industry / by business size

Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
2.5%	2.5%	2.7%	2.8%	2.5%	2.4%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2018

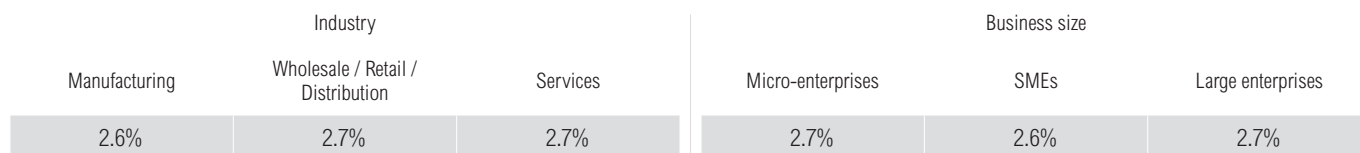
How has the percentage of trade with USA changed compared to one year ago



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

Source: Atradius Payment Practices Barometer – June 2018

By industry / by business size

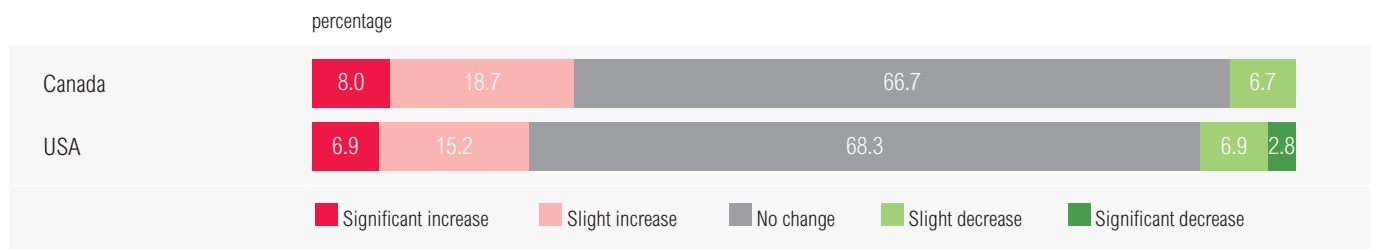


Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2018



How has the percentage of trade with Mexico changed compared to one year ago



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

Source: Atradius Payment Practices Barometer – June 2018

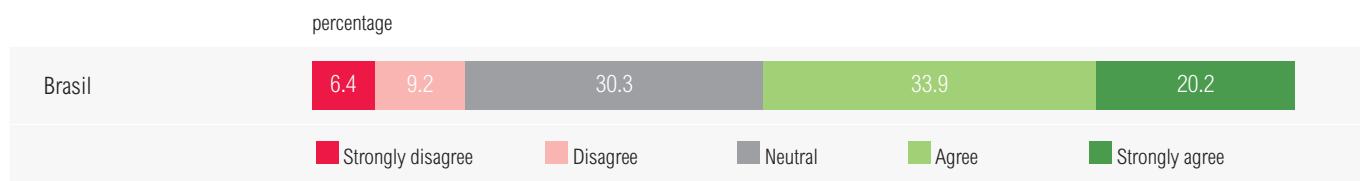
By industry / by business size

Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
2.7%	2.7%	2.9%	2.9%	2.7%	2.8%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2018

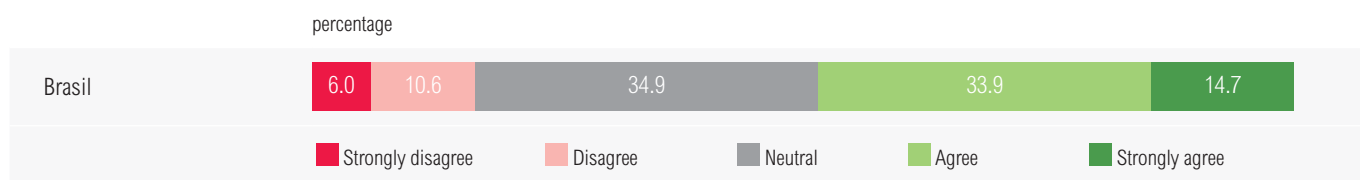
The ease of resorting to bankruptcy courts is positive for the protection and viability of companies



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

Source: Atradius Payment Practices Barometer – June 2018

The ease of resorting to bankruptcy courts greatly diminishes the effectiveness of the recovery mechanisms of the creditors



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

Source: Atradius Payment Practices Barometer – June 2018

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