



Statistical appendix Atradius Payment Practices Barometer

Survey results for the Americas



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: proportion of domestic and foreign past due B2B invoices	5
The Americas: main reasons for payment delays by domestic B2B customers	6
The Americas: main reasons for payment delays by foreign B2B customers	7
Average DSO recorded in the Americas	8
The greatest challenge to business profitability in 2015 for respondents in the Americas	9

Connect with Atradius
on Social Media



Disclaimer

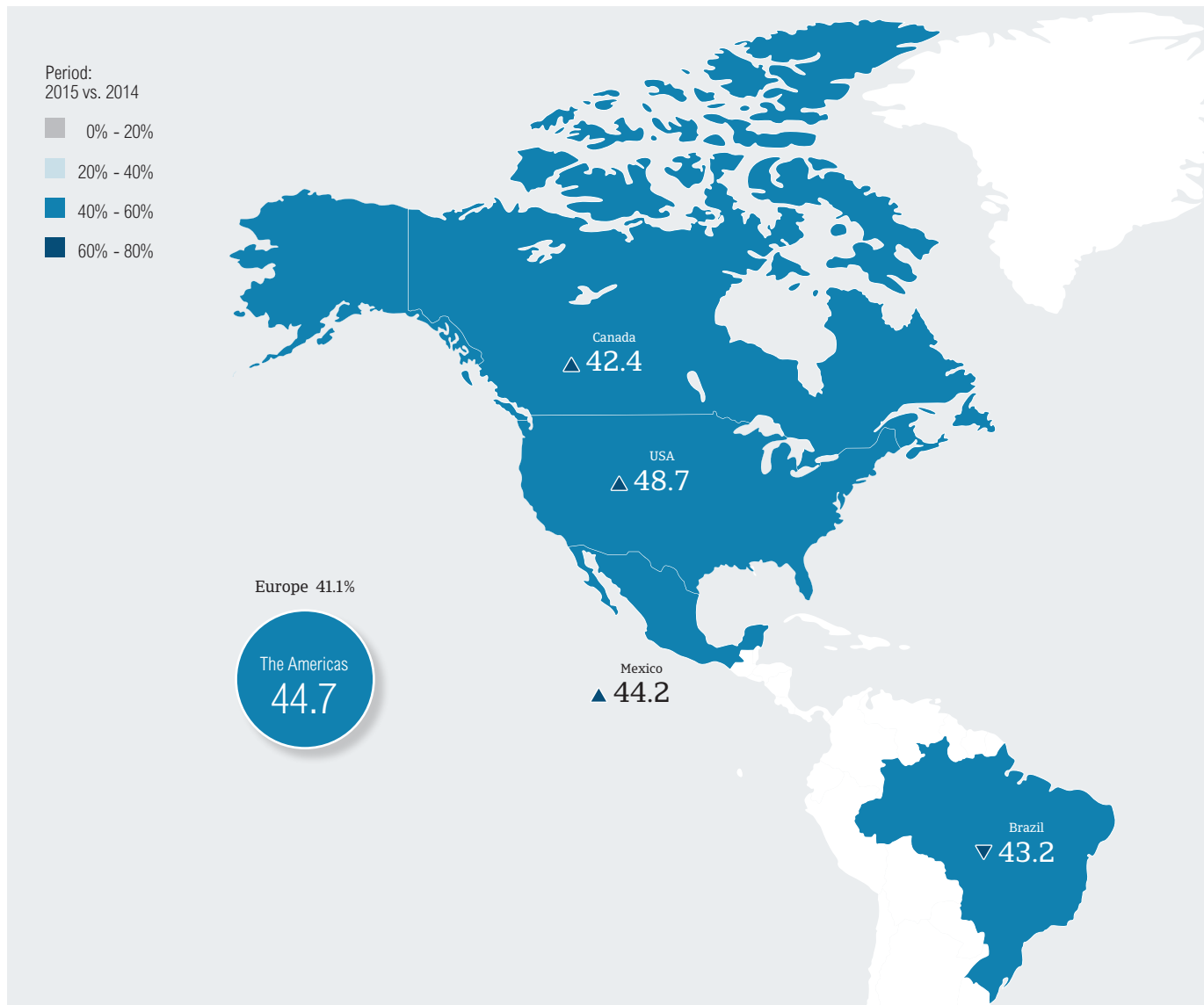
This report is provided for information purposes only and is not intended as a recommendation as to particular transactions, investments or strategies in any way to any reader. Readers must make their own independent decisions, commercial or otherwise, regarding the information provided. While we have made every attempt to ensure that the information contained in this report has been obtained from reliable sources, Atradius is not responsible for any errors or omissions, or for the results obtained from the use of this information. All information in this report is provided 'as is', with no guarantee of completeness, accuracy, timeliness or of the results obtained from its use, and without warranty of any kind, express or implied. In no event will Atradius, its related partnerships or corporations, or the partners, agents or employees thereof, be liable to you or anyone else for any decision made or action taken in reliance on the information in this report or for any consequential, special or similar damages, even if advised of the possibility of such damages.

Copyright **Atradius N.V.** 2015

If you've found this report useful, why not visit our website www.atradius.com, where you'll find many more Atradius publications focusing on the global economy, including country reports, industry analysis, advice on credit management and essays on current business issues.

On Twitter? Follow @Atradius or search #atradiusppb to stay up to date with the latest edition.

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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2015

By industry / by business size

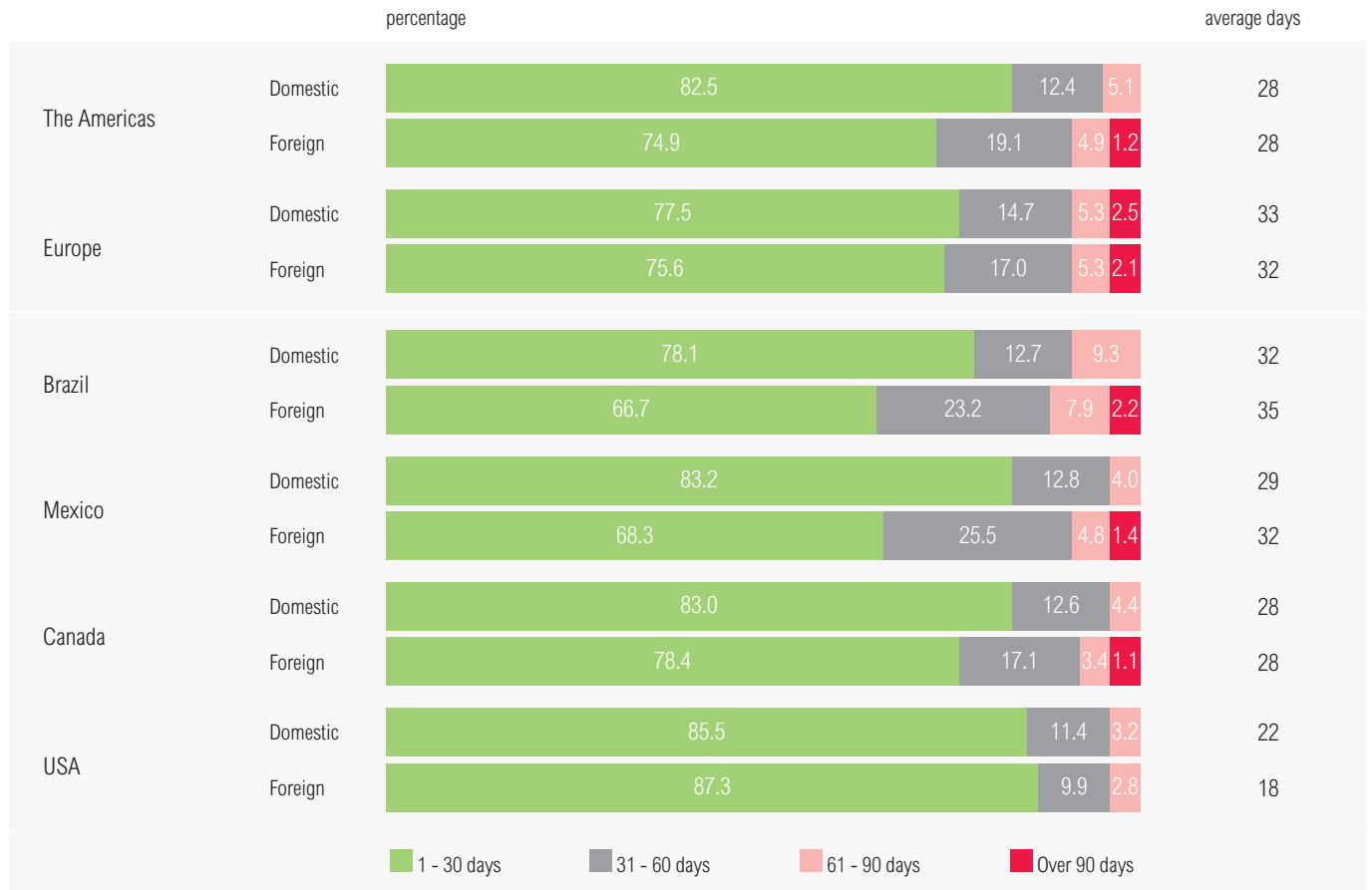
The Americas	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic	53.4%	52.6%	43.3%	42.9%	52.2%	52.6%
Foreign	45.4%	35.8%	37.5%	35.4%	40.4%	43.7%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2015



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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2015

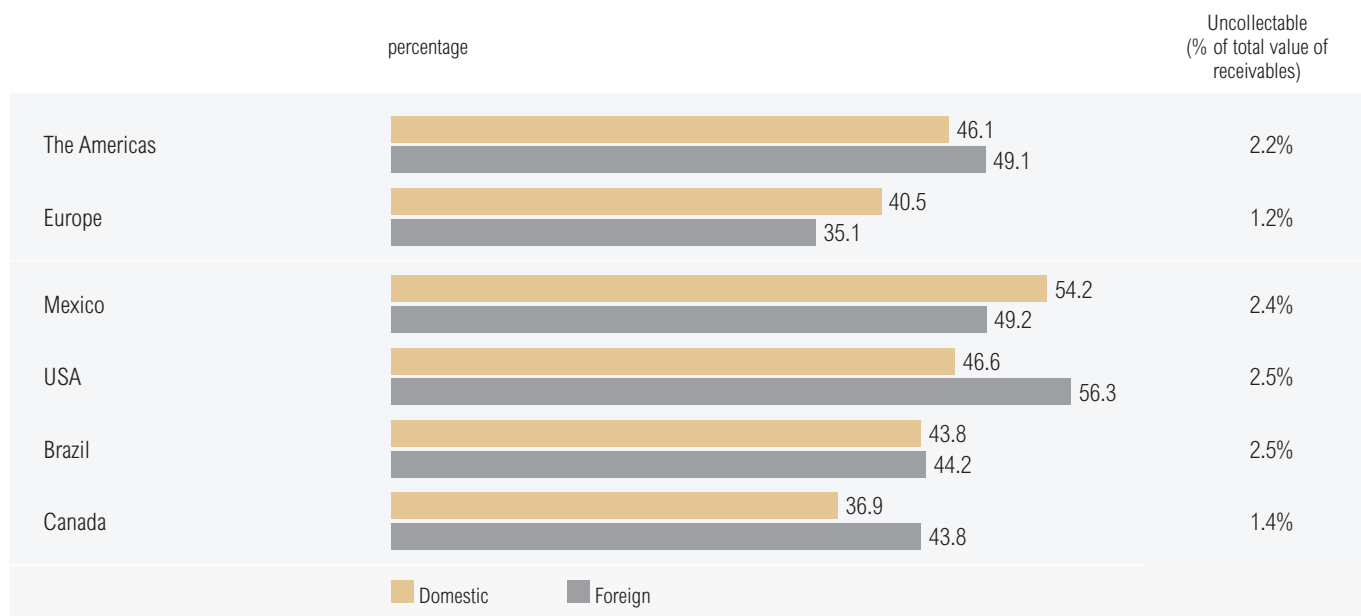
By industry / by business size (average days)

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic	30	26	27	27	27	32
Foreign	25	21	24	25	27	35

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2015

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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2015

By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic overdue	49.0%	49.7%	39.6%	39.9%	49.6%	41.6%
Foreign overdue	49.7%	53.9%	44.0%	53.1%	50.7%	40.2%
Uncollectable (domestic + foreign)	2.5%	2.3%	1.8%	1.6%	2.4%	2.4%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2015



The Americas: main reasons for payment delays by domestic B2B customers

	Insufficient availability of funds	Buyer using outstanding debts / invoices as a form of financing	Incorrect information on invoice	Complexity of the payment procedure	Formal insolvency of the buyer (example: liquidation, receivership, bankruptcy)	Inefficiencies of the banking system	Invoice was sent to wrong person	Dispute over quality of goods delivered or service provided	Goods delivered or services provided do not correspond to what was agreed in the contract	Other
The Americas	46.4%	32.8%	26.8%	25.4%	24.2%	23.7%	22.6%	18.7%	18.7%	0.7%
Europe	53.8%	34.3%	11.0%	15.4%	20.1%	11.7%	9.4%	13.5%	7.9%	5.7%
Mexico	51.2%	33.2%	28.9%	27.0%	30.3%	21.3%	25.6%	11.9%	10.0%	1.0%
Canada	47.3%	35.8%	22.4%	21.8%	14.6%	16.4%	12.1%	20.6%	20.0%	1.2%
Brazil	44.8%	26.0%	21.9%	19.3%	25.0%	30.2%	19.3%	14.1%	15.6%	0.0%
USA	42.1%	36.6%	33.0%	32.5%	24.9%	25.9%	31.5%	28.9%	30.0%	0.5%
Industry										
Manufacturing	45.6%	39.5%	29.4%	30.2%	23.8%	28.2%	26.6%	23.8%	21.4%	0.0%
Wholesale / Retail / Distribution	46.1%	29.5%	24.5%	24.5%	27.8%	23.2%	22.0%	17.0%	19.9%	1.2%
Services	47.5%	29.7%	26.5%	21.7%	21.4%	19.9%	19.6%	15.6%	15.2%	0.7%
Business size										
Micro enterprise	45.5%	29.1%	17.7%	21.4%	19.6%	15.5%	17.7%	10.0%	6.4%	1.4%
SME (Small/ Medium enterprise)	46.1%	32.4%	28.5%	25.8%	26.3%	25.6%	22.5%	21.8%	22.5%	0.5%
Large enterprise	50.0%	43.0%	39.0%	32.0%	25.0%	33.0%	34.0%	24.0%	29.0%	0.0%

Sample: all interviewed companies (active in domestic markets)

Source: Atradius Payment Practices Barometer – September 2015

The Americas: main reasons for payment delays by foreign B2B customers

	Inefficiencies of the banking system	Complexity of the payment procedure	Insufficient availability of funds	Buyer using outstanding debts / invoices as a form of financing	Formal insolvency of the buyer (example: liquidation, receivership, bankruptcy)	Incorrect information on invoice	Invoice was sent to wrong person	Dispute over quality of goods delivered or service provided	Goods delivered or services provided do not correspond to what was agreed in the contract	Other
The Americas	37.2%	33.6%	30.9%	30.3%	27.8%	27.6%	25.6%	23.3%	22.2%	0.0%
Europe	21.9%	27.0%	38.3%	28.3%	16.9%	15.0%	13.4%	16.8%	12.1%	3.1%
Canada	43.6%	29.0%	43.6%	22.6%	16.1%	24.2%	24.2%	25.8%	19.4%	0.0%
Mexico	40.2%	34.7%	33.1%	25.2%	29.1%	33.1%	31.5%	18.9%	12.6%	0.0%
Brazil	32.0%	29.6%	30.4%	30.4%	24.0%	22.4%	17.6%	17.6%	14.4%	0.0%
USA	36.4%	38.6%	23.5%	38.6%	35.6%	28.8%	28.0%	31.8%	40.2%	0.0%
Industry										
Manufacturing	40.0%	37.2%	32.2%	32.8%	30.0%	27.2%	25.0%	26.1%	25.6%	0.0%
Wholesale / Retail / Distribution	37.3%	33.3%	34.1%	26.2%	29.4%	28.6%	31.8%	23.8%	23.0%	0.0%
Services	33.6%	29.3%	26.4%	30.7%	23.6%	27.1%	20.7%	19.3%	17.1%	0.0%
Business size										
Micro enterprise	29.0%	19.4%	25.8%	27.4%	17.7%	21.0%	14.5%	12.9%	21.0%	0.0%
SME (Small/ Medium enterprise)	37.1%	32.5%	30.8%	30.2%	28.2%	27.5%	27.2%	24.6%	23.6%	0.0%
Large enterprise	44.3%	49.4%	35.4%	32.9%	34.2%	32.9%	27.9%	26.6%	17.7%	0.0%

Sample: all interviewed companies (active in domestic markets)

Source: Atradius Payment Practices Barometer – September 2015



Average DSO recorded in the Americas



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2015

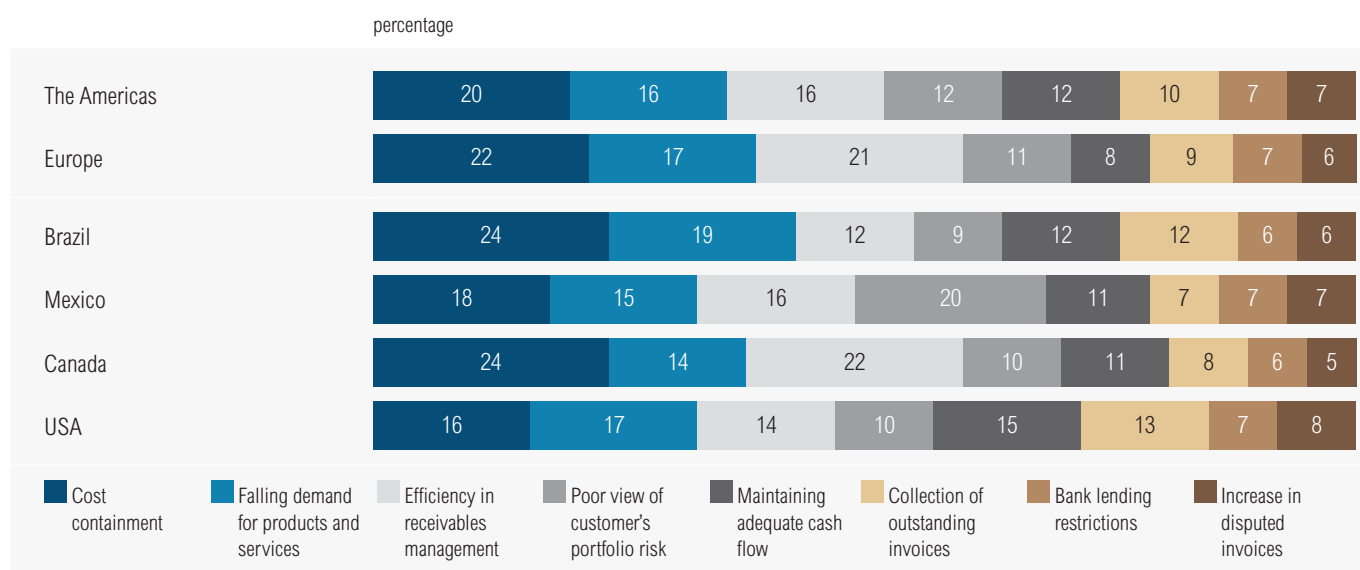
By industry / by business size

Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
34	30	26	25	31	34

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2015

The greatest challenge to business profitability in 2015 for respondents in the Americas



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

Source: Atradius Payment Practices Barometer – September 2015

By industry / by business size

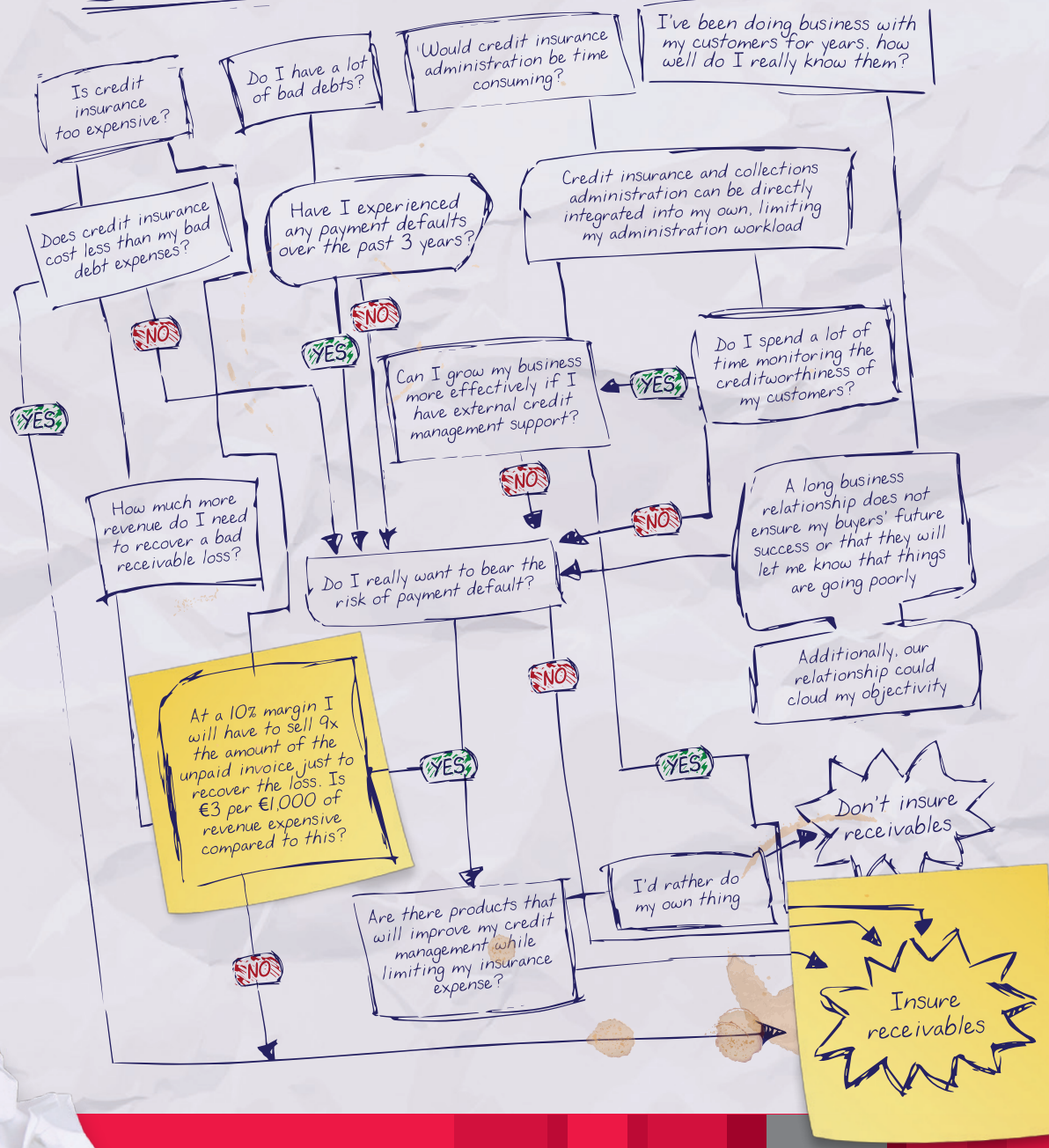
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Cost containment	19.4%	19.0%	22.2%	25.2%	18.2%	17.5%
Maintaining adequate cash flow	11.8%	19.3%	16.9%	20.0%	14.5%	13.6%
Falling demand for your products and services	16.0%	14.1%	17.9%	20.0%	13.2%	19.4%
Efficiency in receivables management	15.2%	9.7%	11.4%	6.3%	14.9%	13.6%
Collection of outstanding invoices	10.3%	12.3%	13.5%	11.5%	12.6%	11.7%
Bank lending restrictions	12.2%	11.2%	7.7%	4.8%	12.8%	11.7%
Poor view of customer's portfolio risk	6.8%	7.8%	5.5%	5.6%	7.0%	7.8%
Increase in disputed invoices	8.4%	6.7%	4.9%	6.7%	6.8%	4.9%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2015

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

SHOULD I INSURE MY RECEIVABLES?



credit insurance | debt collection | business information

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