



Statistical appendix Atradius Payment Practices Barometer

Eastern Europe – key survey results



Statistical appendix

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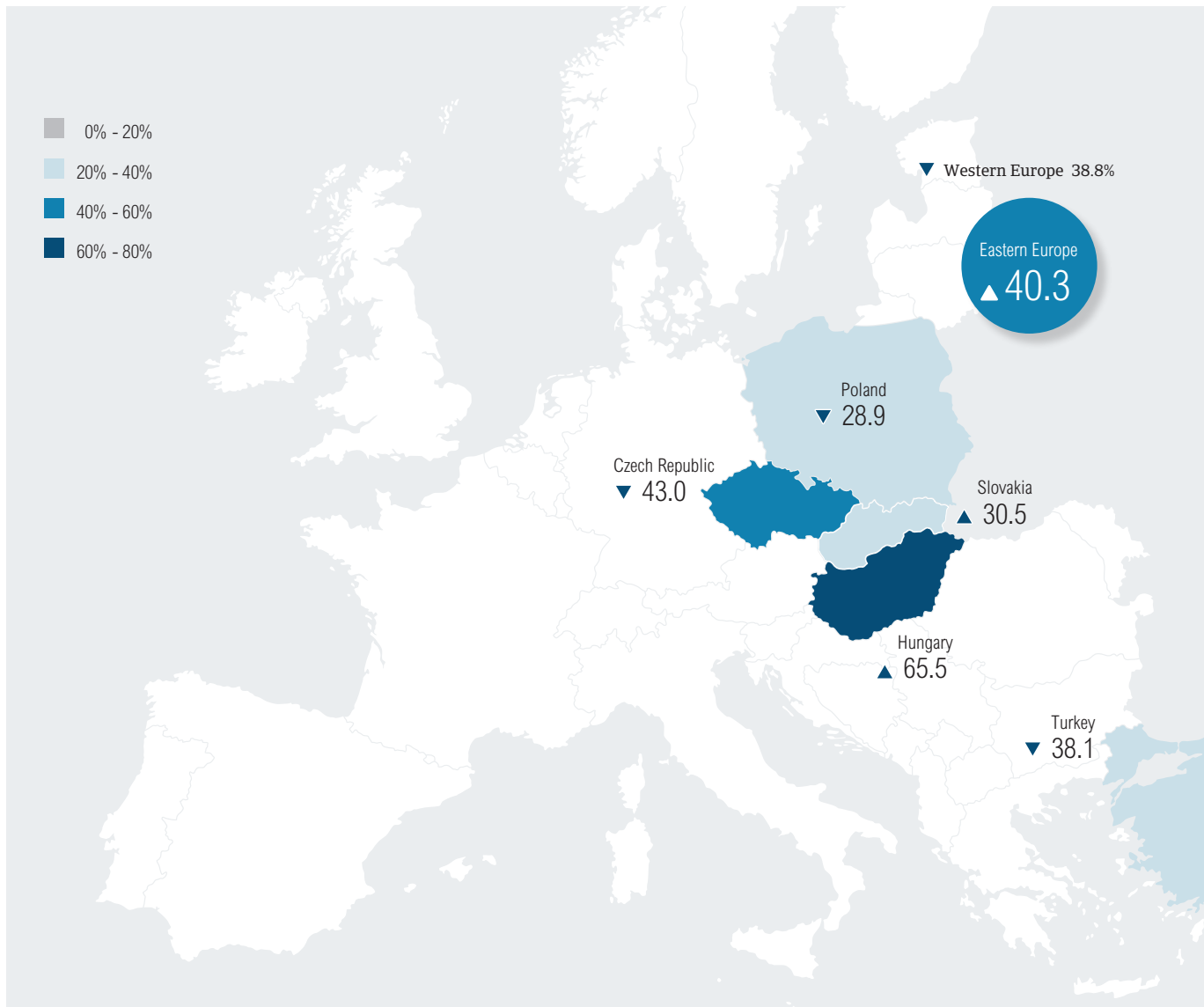
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Eastern Europe: proportion of total B2B sales made on credit (domestic and foreign)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2017

By industry / by business size

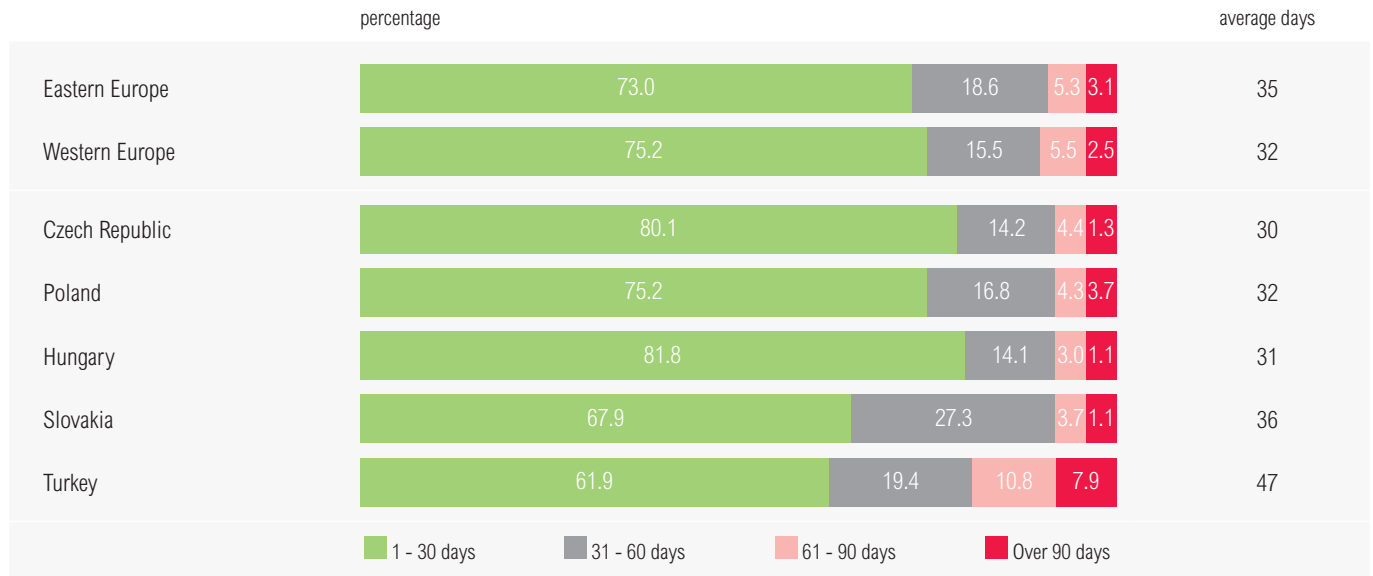
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Eastern Europe						
Domestic	45.6%	44.2%	39.5%	36.9%	46.6%	43.5%
Foreign	41.4%	37.1%	34.7%	29.0%	39.7%	46.3%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2017



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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2017

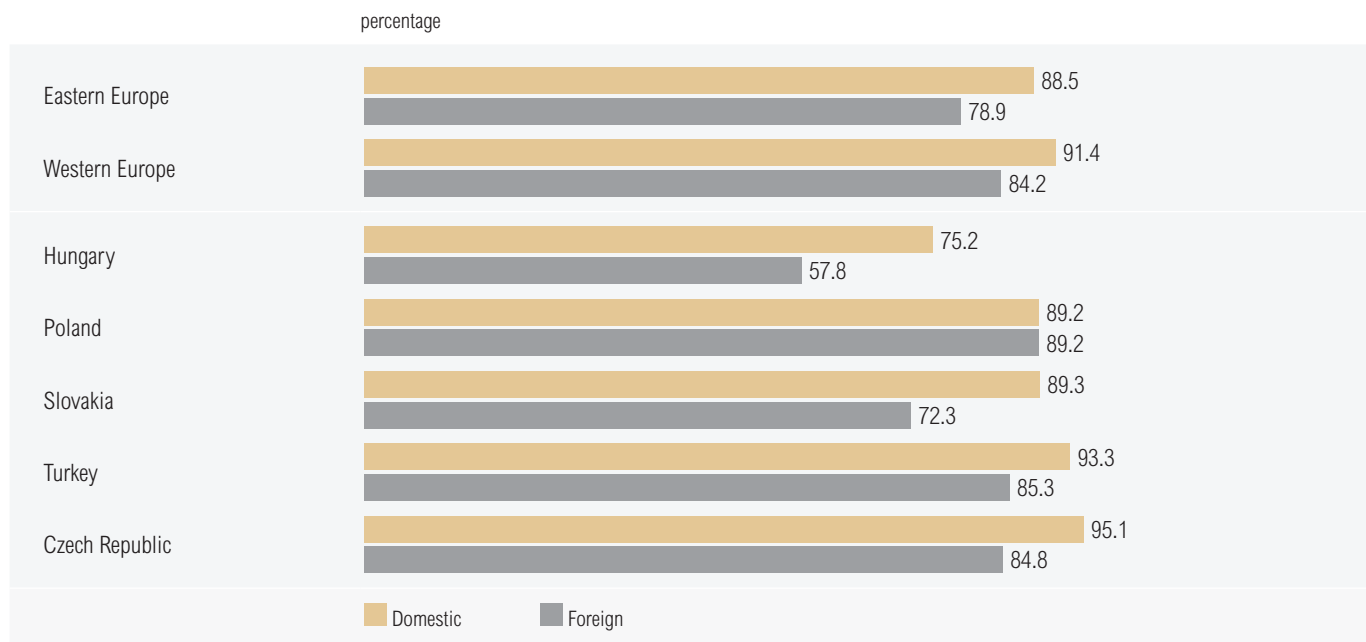
By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
1 to 30 days	64.9%	71.6%	76.0%	79.1%	65.8%	71.0%
31 to 60 days	24.5%	17.1%	18.1%	16.2%	22.7%	19.4%
61 to 90 days	6.8%	8.2%	3.5%	2.6%	7.9%	6.5%
Over 90 days	3.8%	3.1%	2.4%	2.1%	3.7%	3.2%
Average days	40	33	32	28	39	35

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2017

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



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2017

By industry / by business size:

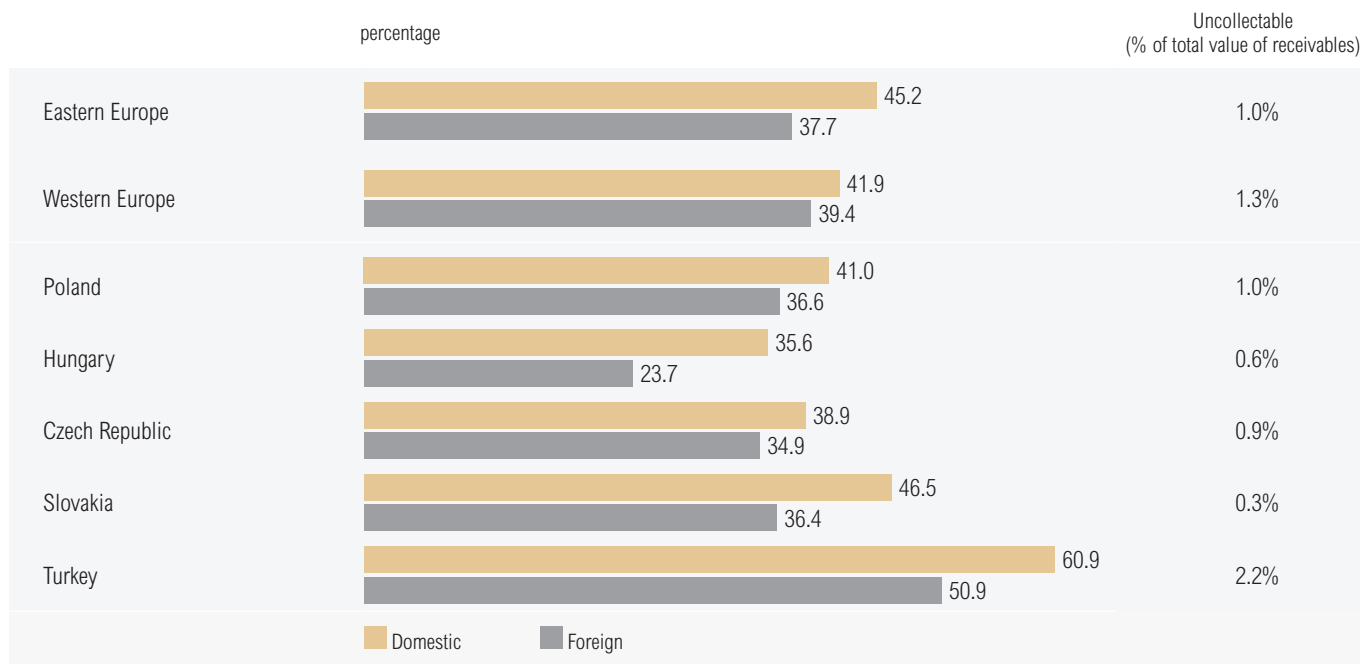
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic	88.9%	90.2%	86.9%	88.4%	88.9%	85.7%
Foreign	75.9%	85.6%	77.1%	75.3%	79.7%	81.3%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2017



Eastern Europe: proportion of domestic and foreign past due B2B invoices



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2017

By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Domestic overdue	45.4%	46.9%	43.9%	44.4%	46.3%	40.6%
Foreign overdue	35.4%	42.1%	37.0%	40.4%	38.1%	30.1%
Domestic uncollectable	0.6%	1.0%	0.7%	0.8%	0.8%	0.7%
Foreign uncollectable	0.4%	0.2%	0.1%	0.1%	0.3%	0.5%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2017

Eastern 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
Eastern Europe	58.4%	10.8%	9.0%	13.4%	11.2%	9.8%	32.4%	19.8%	5.4%
Western Europe	52.6%	16.5%	13.3%	18.2%	12.8%	12.2%	28.2%	13.1%	7.5%
Poland	63.1%	7.1%	8.3%	20.2%	13.1%	10.7%	33.9%	23.8%	5.4%
Czech Republic	41.8%	18.0%	9.3%	15.1%	8.7%	11.1%	47.7%	30.8%	6.4%
Hungary	75.7%	2.8%	2.8%	0.9%	1.9%	4.7%	11.2%	2.8%	5.6%
Slovakia	60.6%	3.2%	3.2%	2.4%	2.4%	4.7%	32.3%	8.7%	5.6%
Turkey	58.0%	17.8%	17.2%	20.7%	24.1%	14.4%	28.7%	23.6%	4.0%

Industry

Manufacturing	64.0%	13.6%	9.8%	9.8%	8.1%	6.4%	28.8%	12.7%	3.8%
Wholesale trade / Retail trade / Distribution	57.9%	8.6%	9.1%	14.7%	14.2%	12.7%	31.0%	22.8%	5.1%
Services	54.6%	10.2%	8.3%	15.2%	11.8%	10.5%	35.9%	23.2%	6.7%

Business size

Micro enterprise	62.0%	6.5%	4.7%	11.6%	8.0%	4.4%	35.9%	18.1%	2.2%
SME (Small/Medium enterprise)	57.6%	12.7%	10.5%	14.2%	13.7%	10.5%	31.2%	21.2%	6.0%
Large enterprise	49.3%	16.9%	16.9%	15.5%	9.9%	26.8%	25.4%	18.3%	14.1%

Sample: all interviewed companies (active in domestic markets)

Source: Atradius Payment Practices Barometer – May 2017



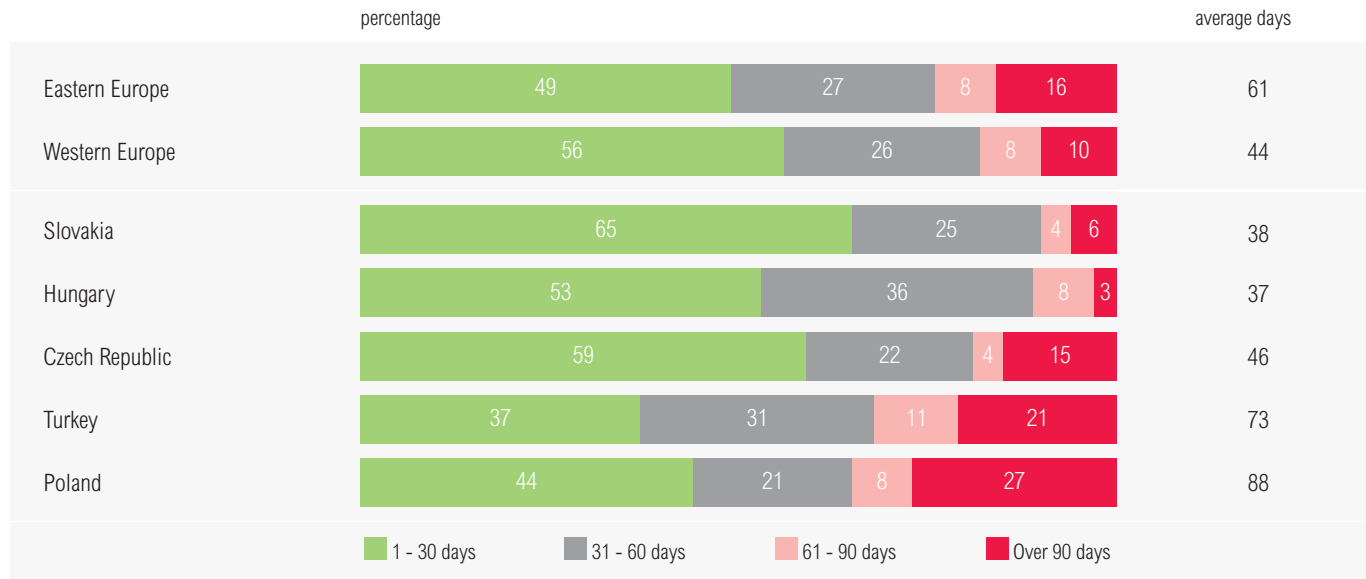
Eastern Europe: main reasons for payment delays by foreign B2B customers

	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
Eastern Europe	33.6%	15.5%	11.8%	25.7%	21.8%	12.9%	27.7%	11.3%	7.2%
Western Europe	34.6%	18.5%	17.0%	30.7%	20.4%	14.9%	24.0%	9.9%	8.7%
Poland	23.6%	8.8%	14.7%	31.4%	20.6%	12.8%	24.5%	16.7%	6.9%
Czech Republic	18.5%	29.1%	6.8%	34.0%	19.4%	15.6%	34.0%	15.5%	12.6%
Hungary	52.8%	1.9%	3.8%	5.7%	5.7%	3.8%	24.5%	3.8%	7.6%
Slovakia	50.0%	9.0%	5.1%	7.7%	2.6%	7.7%	32.0%	7.7%	6.4%
Turkey	35.8%	19.5%	21.1%	34.1%	43.9%	17.9%	23.6%	8.9%	3.3%
Industry									
Manufacturing	37.6%	15.6%	12.1%	21.4%	17.9%	10.4%	26.0%	9.8%	5.2%
Wholesale trade / Retail trade / Distribution	32.0%	12.8%	13.6%	24.0%	24.8%	10.4%	28.8%	12.0%	4.8%
Services	30.4%	17.4%	9.9%	31.7%	23.6%	17.4%	28.6%	12.4%	11.2%
Business size									
Micro enterprise	34.6%	13.5%	9.6%	20.2%	19.2%	8.7%	25.0%	8.7%	4.8%
SME (Small/Medium enterprise)	32.8%	16.9%	12.3%	27.8%	21.2%	13.3%	29.1%	12.9%	7.0%
Large enterprise	35.9%	11.3%	13.2%	24.5%	30.2%	18.9%	24.5%	7.6%	13.2%

Sample: all interviewed companies (active in foreign markets)

Source: Atradius Payment Practices Barometer – May 2017

Average DSO recorded in Eastern Europe



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2017

By industry / by business size

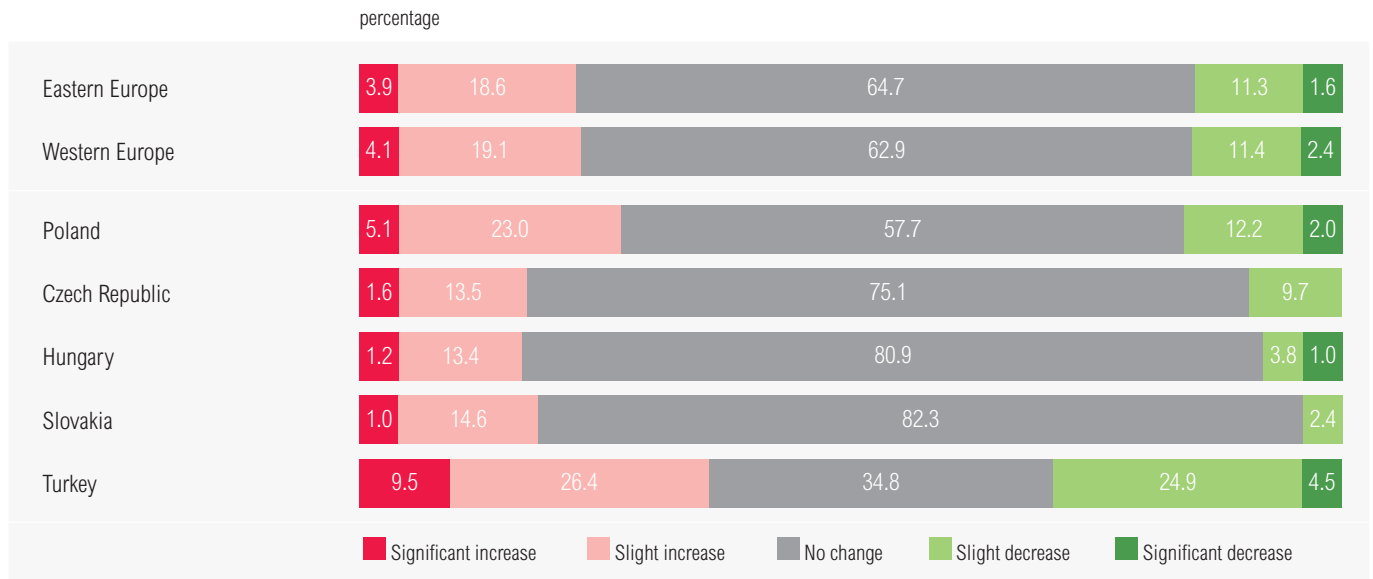
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
1 to 30 days	50.0%	51.3%	59.3	61.4%	50.9%	53.4%
31 to 60 days	29.7%	25.8%	23.6%	20.8%	28.6%	26.3%
61 to 90 days	8.7%	9.7%	7.1%	6.3%	8.9%	10.3%
Over 90 days	11.6%	13.2%	9.9%	11.5%	11.5%	9.9%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2017



Eastern Europe: expected DSO trend over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2017

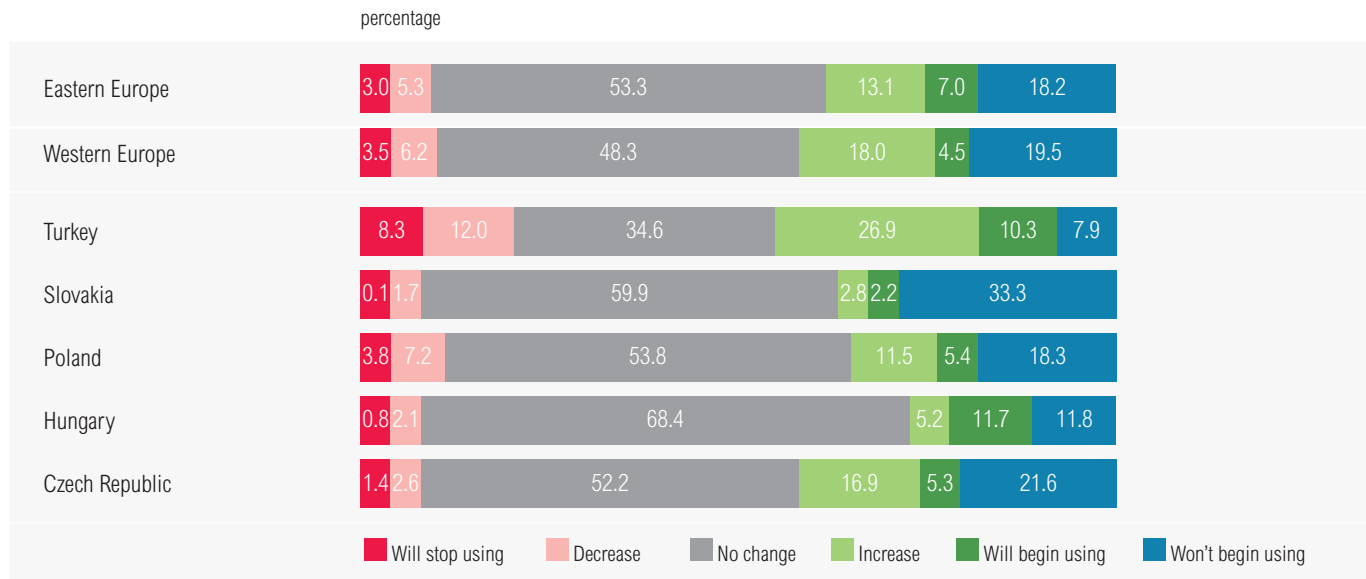
By industry / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	4.3%	4.2%	3.3%	2.1%	4.3%	8.8%
Slight increase	16.2%	25.4%	16.2%	16.7%	21.3%	10.0%
No change	66.6%	52.1%	71.2%	71.0%	59.8%	67.5%
Slight decrease	11.9%	15.3%	8.2%	9.0%	13.3%	8.8%
Significant decrease	1.0%	3.0%	1.1%	1.2%	1.2%	5.0%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2017

Eastern Europe: intention of adjusting credit management practices

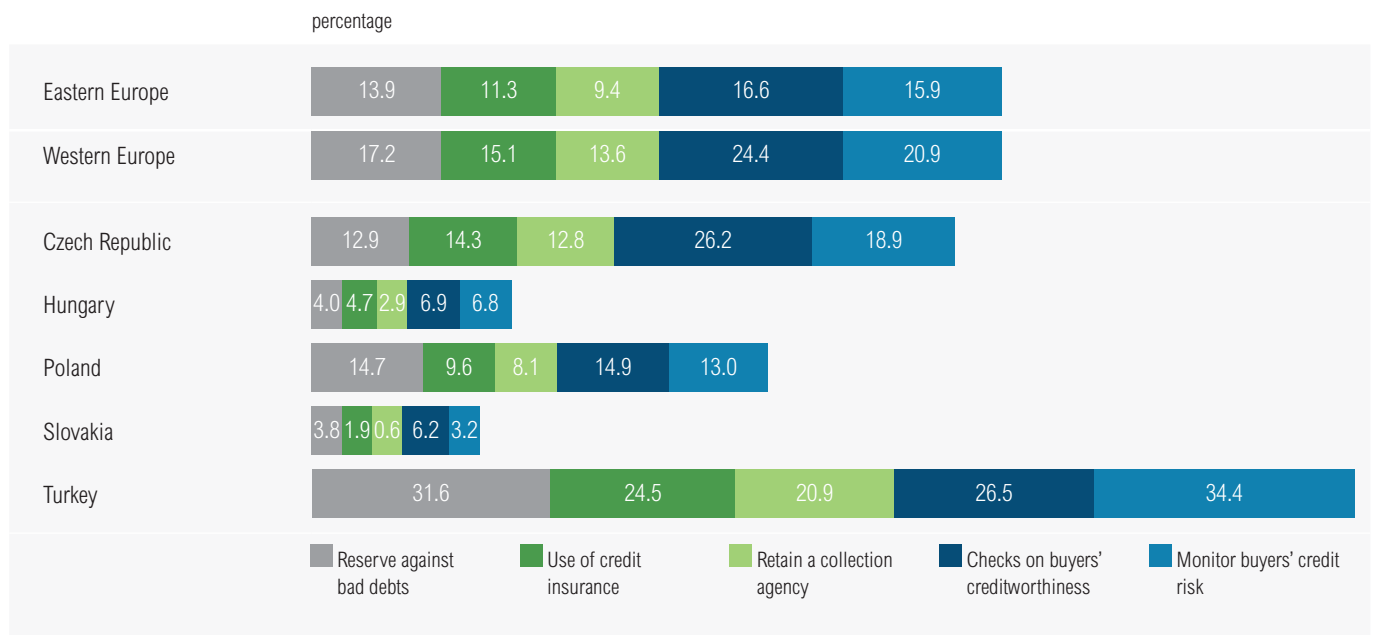


Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – May 2017



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



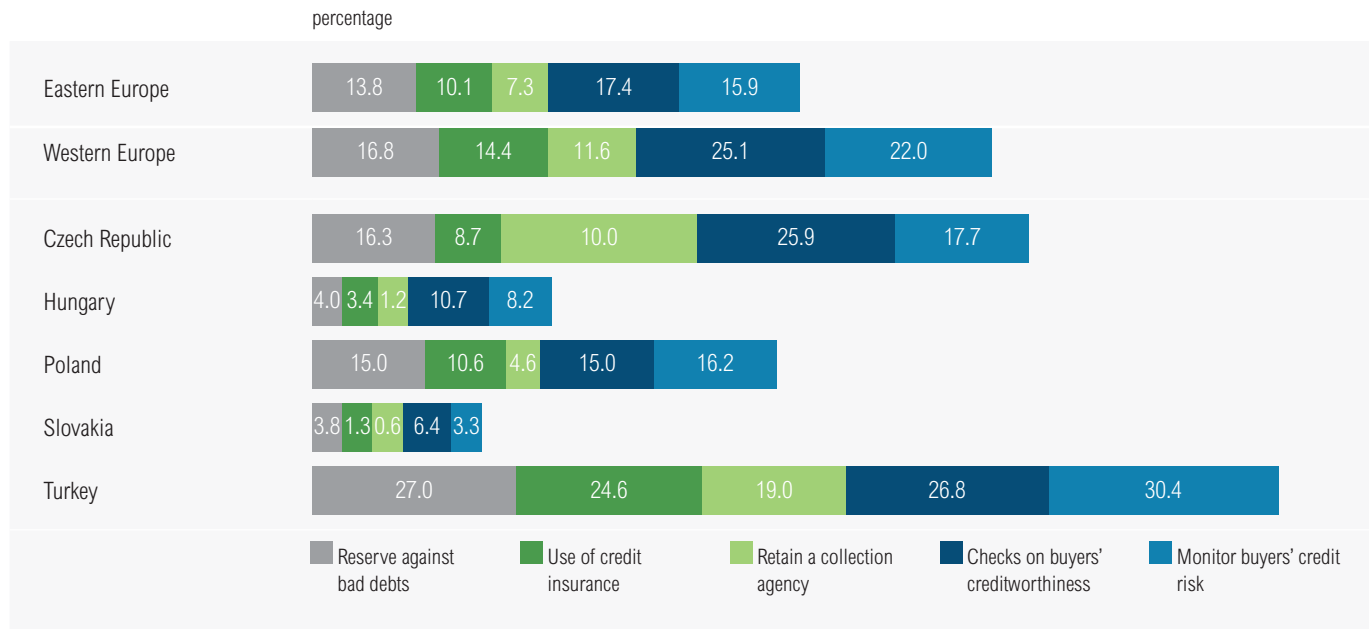
Sample: all interviewed companies (active in domestic and foreign markets)

Source: Atradius Payment Practices Barometer – May 2017

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Eastern Europe: percentage of respondents 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)

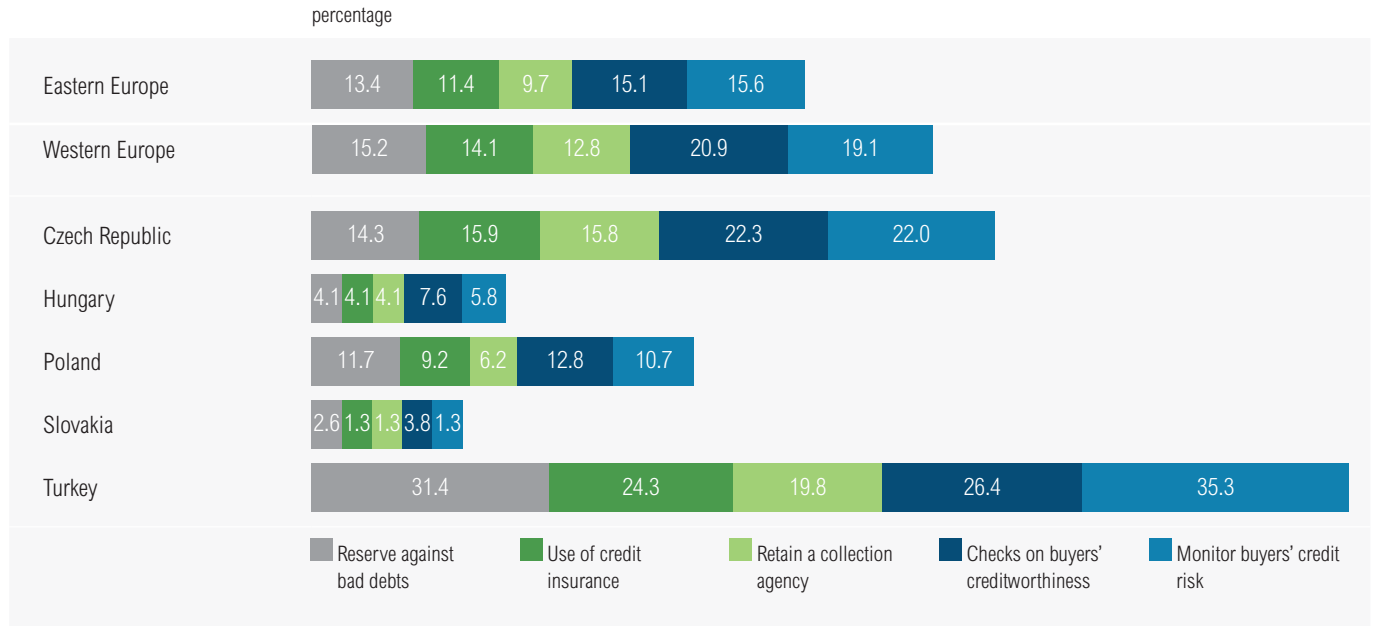
Source: Atradius Payment Practices Barometer – May 2017

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Eastern Europe: percentage of 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)

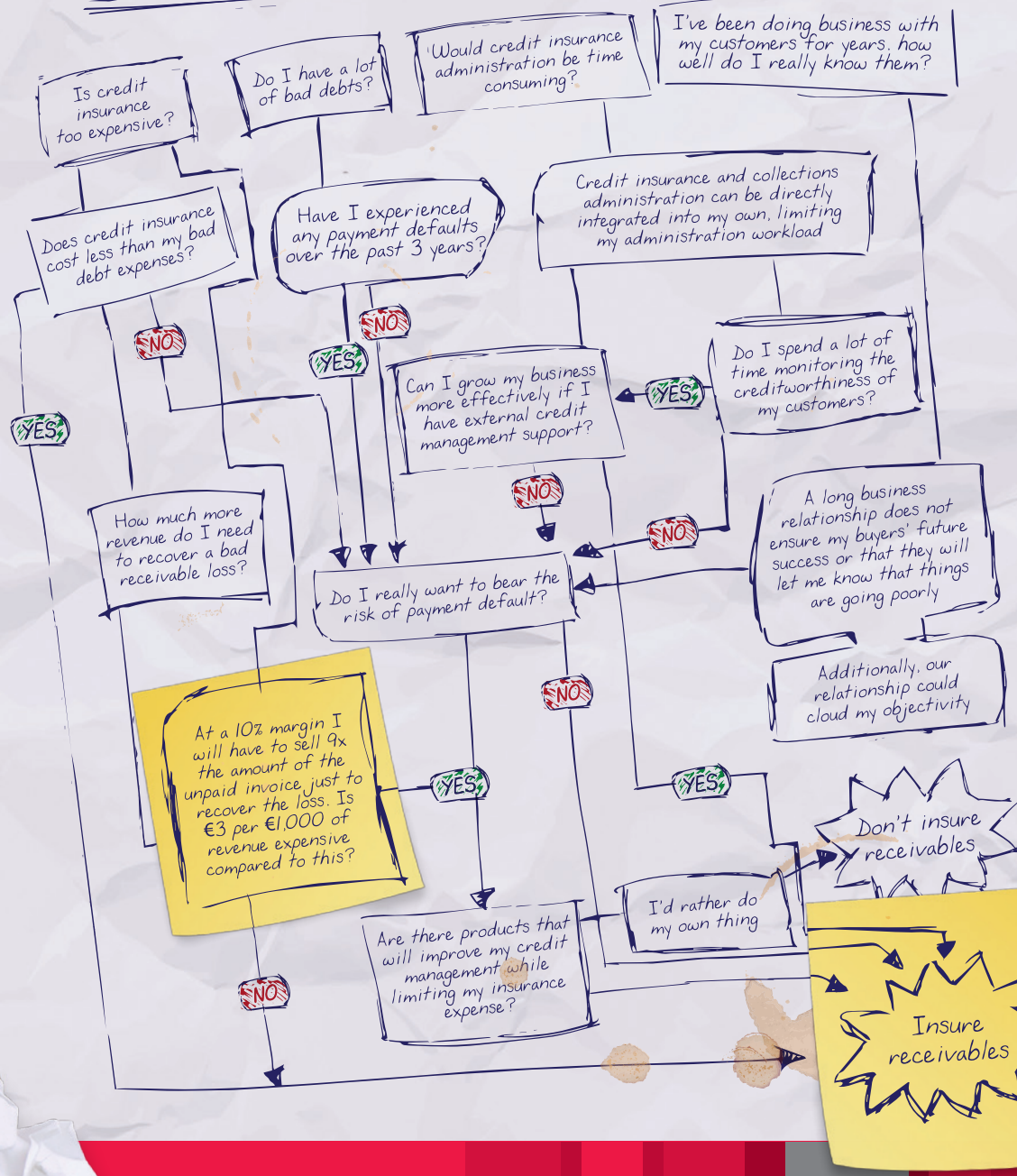
Source: Atradius Payment Practices Barometer – May 2017

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

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