

Statistical appendix Atradius Payment Practices Barometer

Eastern Europe – key survey results





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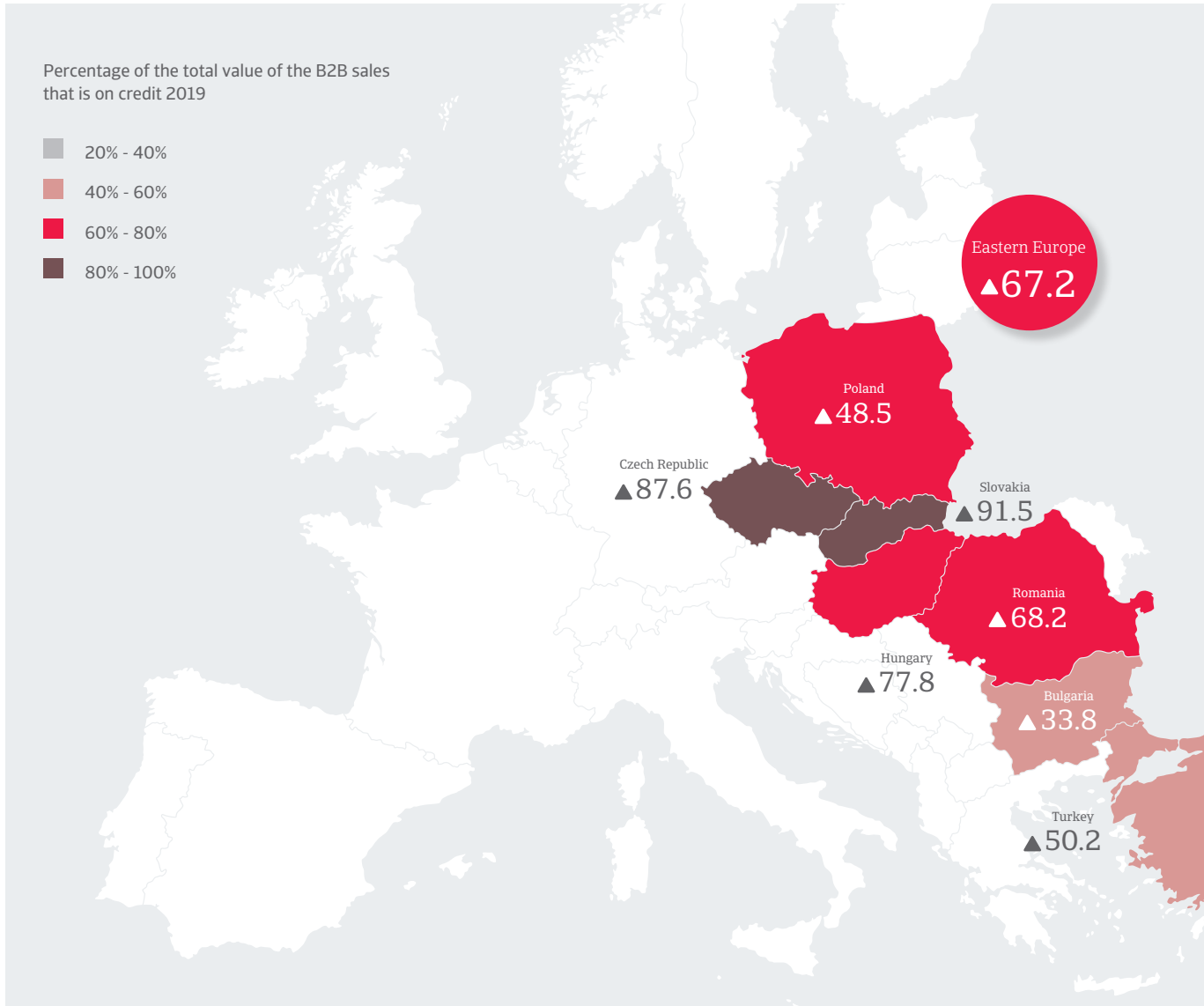
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Eastern Europe: proportion of total B2B sales made on credit



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019

By business sector / by business size

Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
74.1%	62.4%	62.9%	60.7%	70.8%	74.6%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019



Average payment term recorded in the Eastern Europe (average days)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019

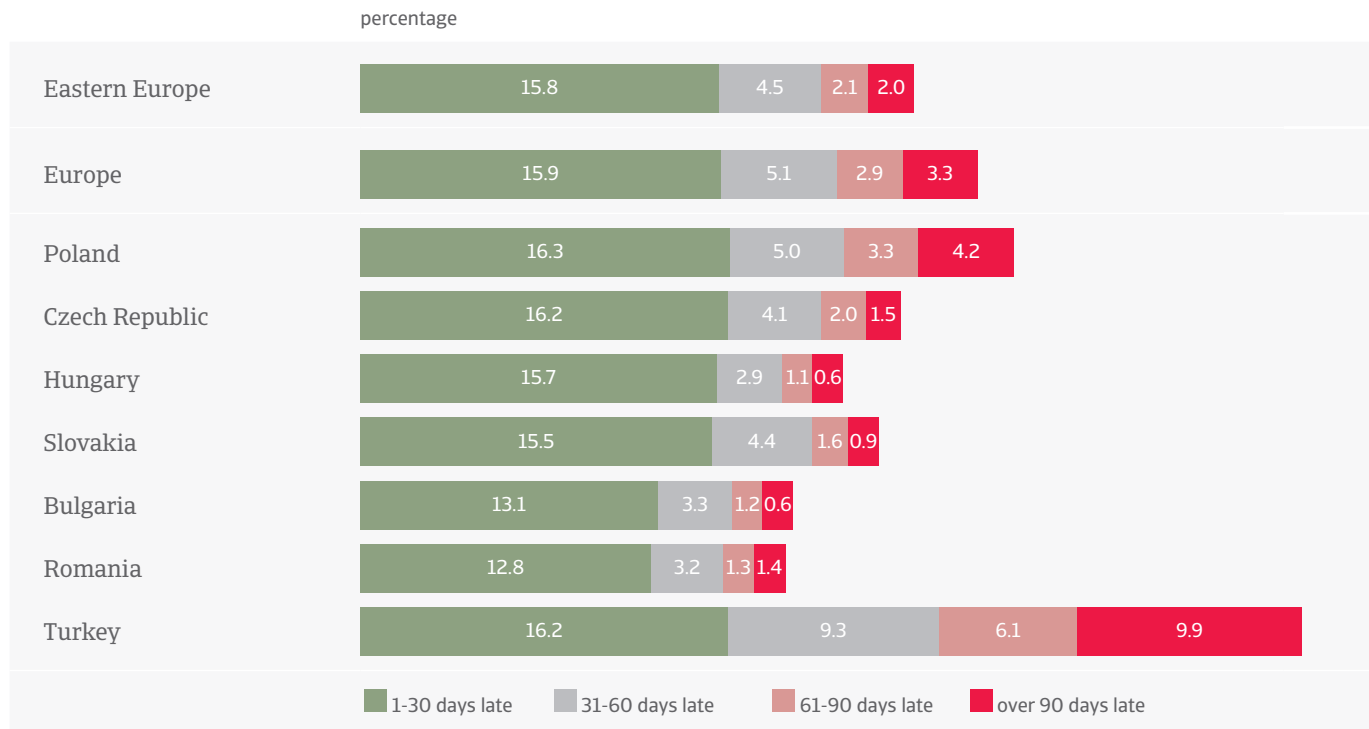
By business sector / by business size (average days)

Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
41	36	33	32	39	50

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019

Eastern Europe: % of past due B2B receivables by age of account

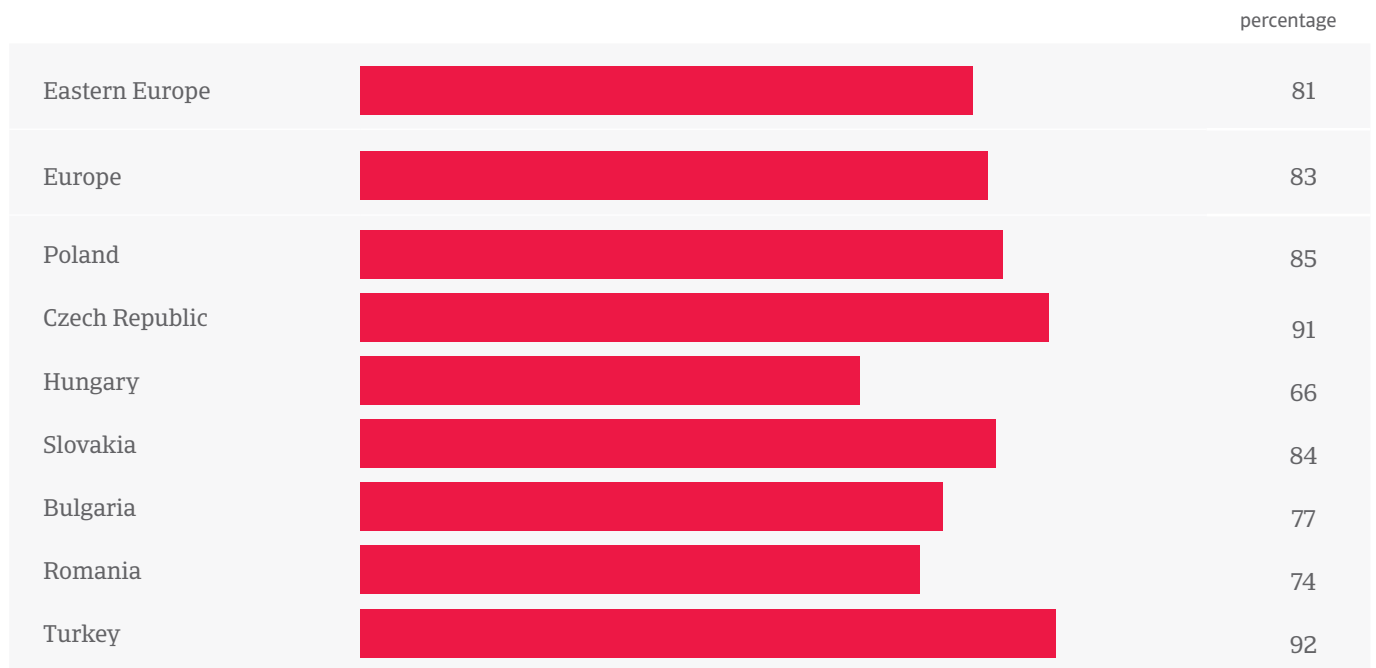


Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019



Eastern Europe percentage of respondents reporting late payment by B2B customers



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019

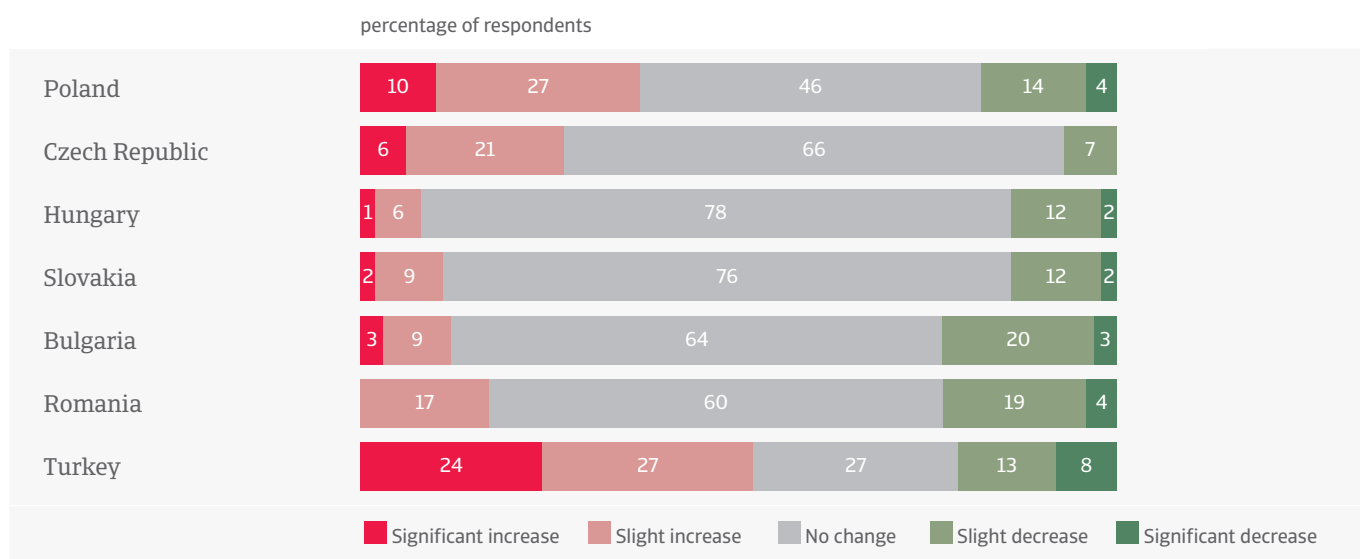
By business sector / by business size



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019

Eastern Europe: expected changes in the percentage of B2B invoices paid late in the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019

By business sector / by business size

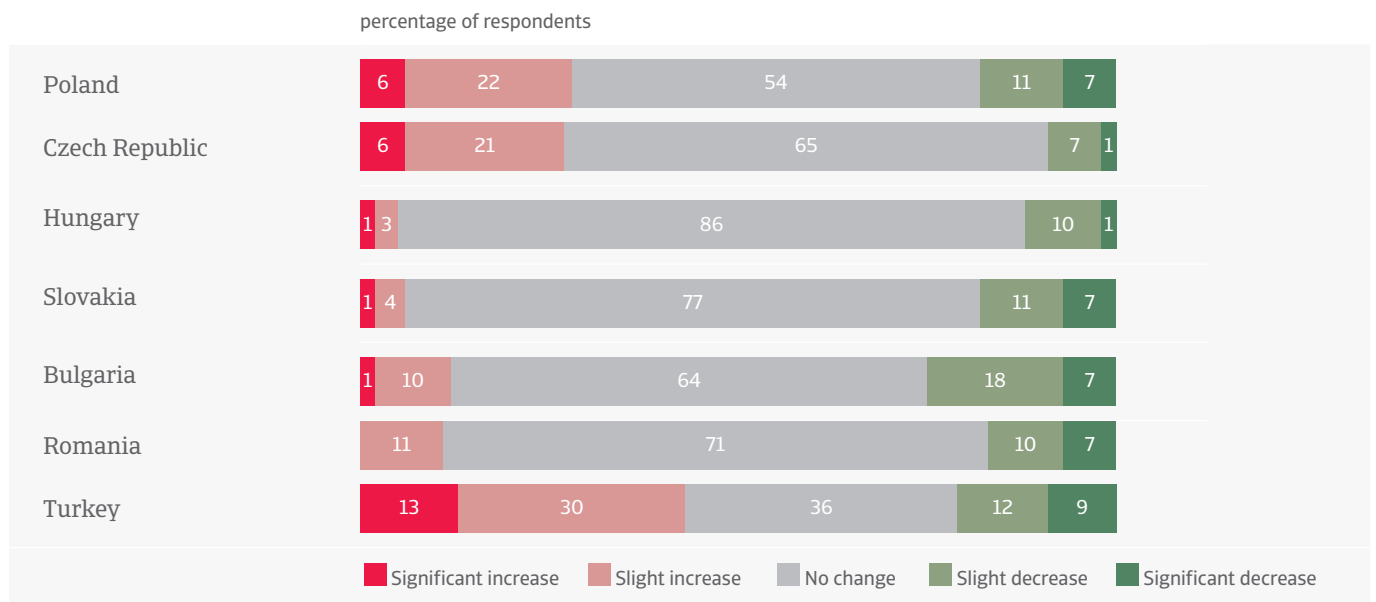
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	8%	6%	5%	4%	7%	14%
Slight increase	14%	18%	19%	17%	17%	17%
No change	62%	57%	60%	61%	60%	54%
Slight decrease	14%	15%	13%	15%	14%	8%
Significant decrease	3%	4%	4%	4%	3%	8%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019



Eastern Europe: expected changes in the percentage of outstanding B2B invoices over 90 days old



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019

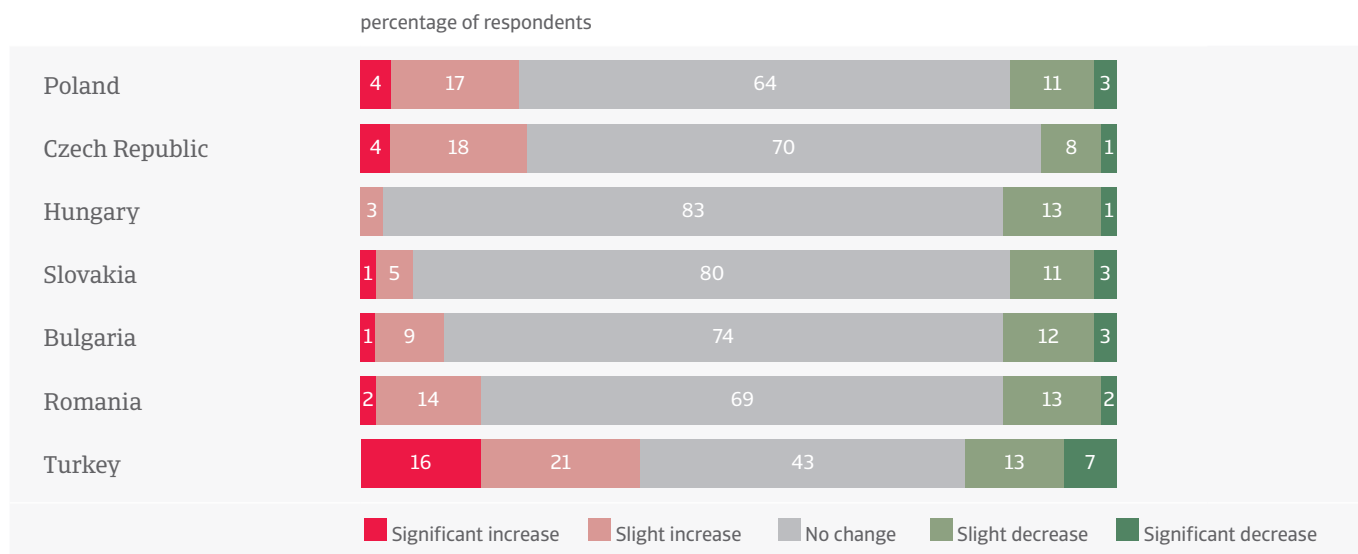
By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	5%	4%	3%	3%	4%	9%
Slight increase	13%	16%	16%	12%	16%	18%
No change	67%	64%	63%	68%	63%	58%
Slight decrease	11%	11%	12%	11%	12%	5%
Significant decrease	5%	6%	6%	5%	5%	9%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019

Eastern Europe: expected changes in DSO in 2019



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019

By business sector / by business size

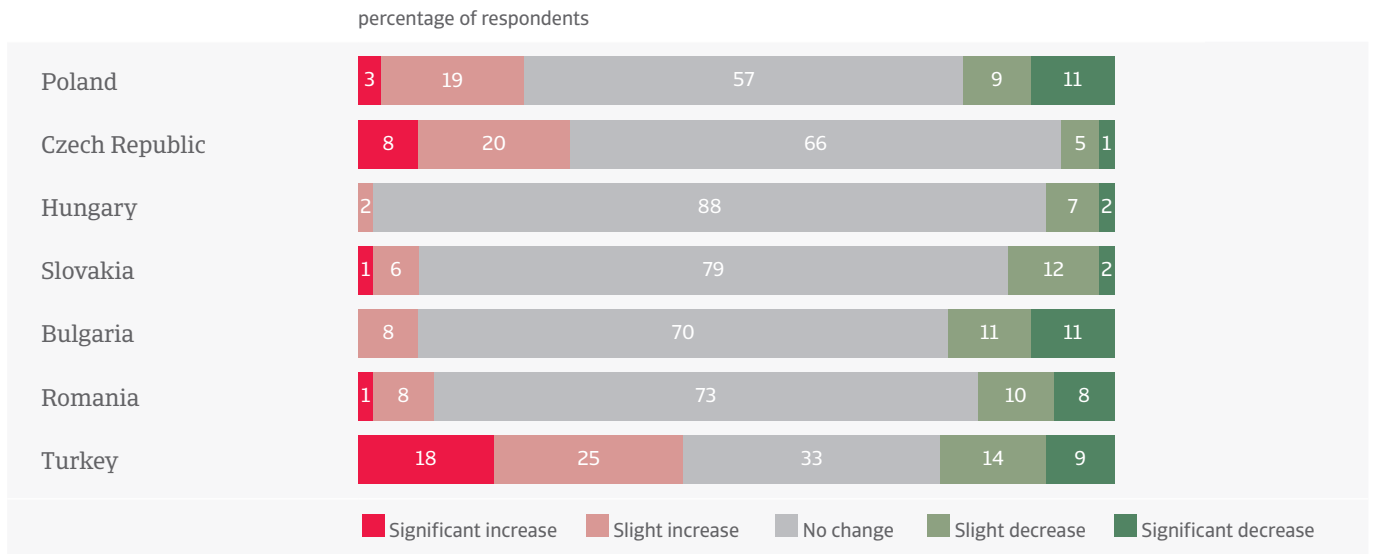
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	5%	3%	4%	3%	4%	10%
Slight increase	13%	13%	11%	13%	13%	8%
No change	69%	66%	73%	69%	69%	70%
Slight decrease	10%	15%	9%	12%	11%	9%
Significant decrease	3%	3%	3%	3%	3%	3%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019



Eastern Europe: expected uncollectables trend over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019

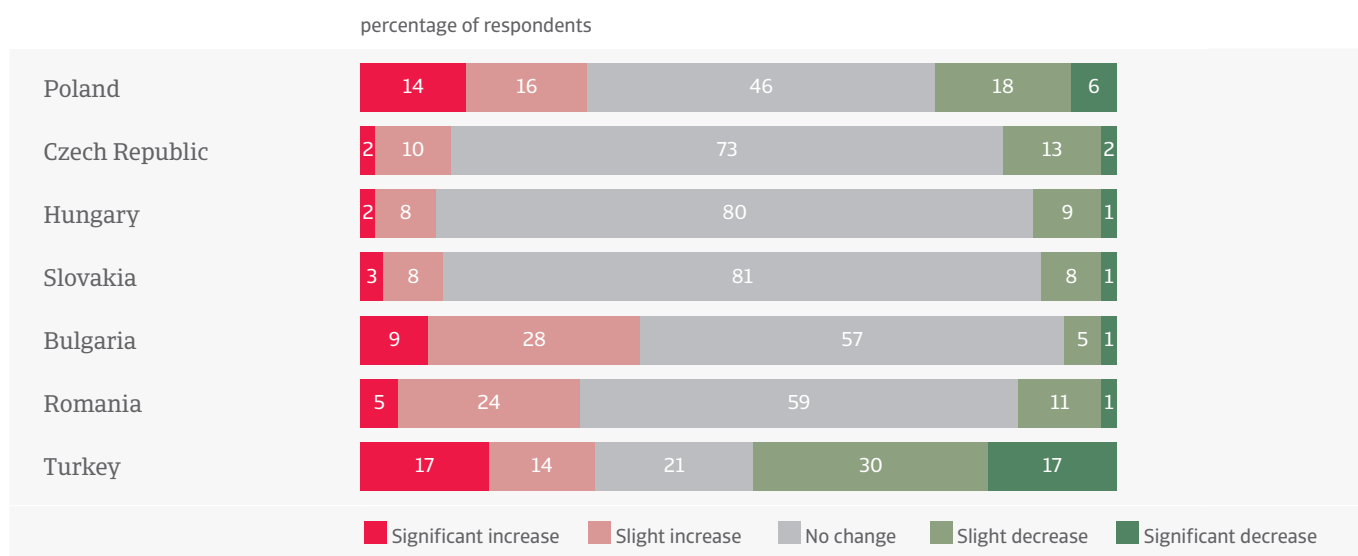
By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	5%	5%	4%	4%	5%	10%
Slight increase	10%	15%	15%	11%	14%	14%
No change	68%	64%	66%	71%	65%	56%
Slight decrease	11%	10%	7%	7%	11%	9%
Significant decrease	6%	6%	7%	7%	5%	10%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019

Eastern Europe: development of the risk of payment defaults from customers over the next year



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019

By business sector / by business size

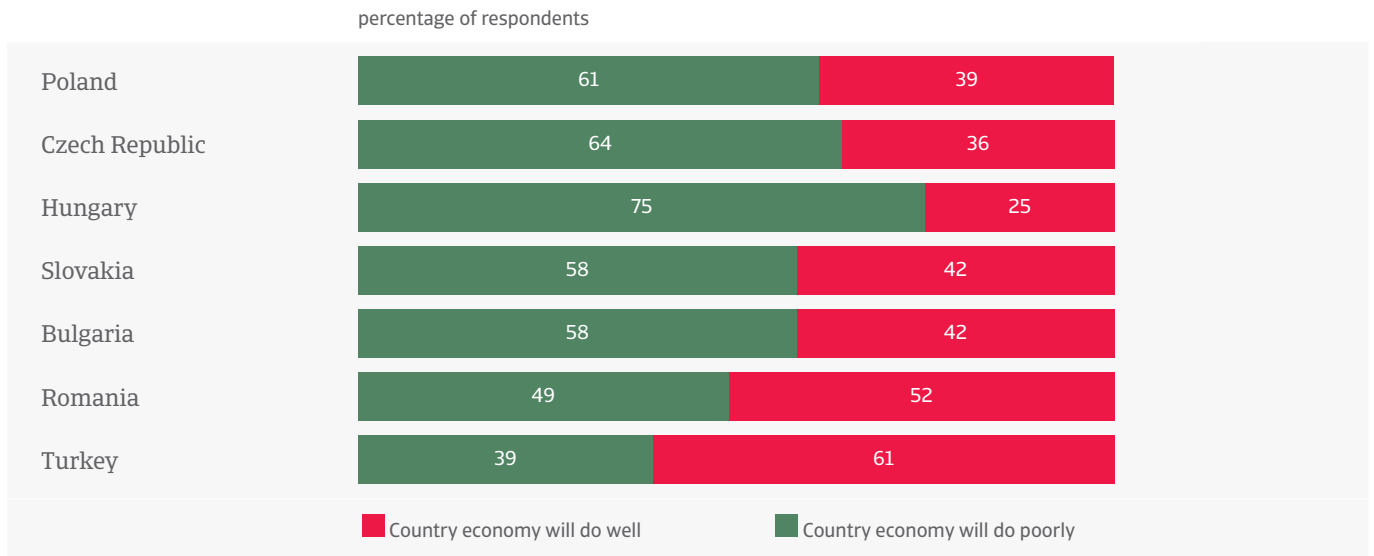
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Significant increase	6%	8%	8%	7%	7%	11%
Slight increase	14%	18%	13%	16%	15%	10%
No change	65%	55%	58%	60%	60%	53%
Slight decrease	11%	15%	16%	13%	14%	17%
Significant decrease	3%	4%	5%	5%	3%	9%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019



Eastern Europe: expected trend of the country economy over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019

By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Country economy will do well	61%	54%	57%	54%	60%	60%
Country economy will do poorly	39%	46%	43%	46%	40%	40%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – September 2019

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