



Survey design for Asia Pacific

Survey objectives

Atradius conducts annual reviews of international corporate payment practices through a survey called the “Atradius Payment Practices Barometer”. In this report focusing on Asia Pacific, which is part of the 2017 edition of the Atradius Payment Practices Barometer, companies from eight countries (Australia, China, Hong Kong, India, Indonesia, Japan, Singapore and Taiwan) have been surveyed.

Using a questionnaire, Conclusr Research conducted a net of 1,707 interviews. All interviews were conducted exclusively for Atradius, without any combination of topics.

Survey scope

- Basic population: companies from eight countries (Australia, China, Hong Kong, India, Indonesia, Japan, Singapore and Taiwan) were monitored. The appropriate contacts for accounts receivable management were interviewed.
- Selection process – Internet survey: companies were selected and contacted by use of an international Internet panel. A screening for the appropriate contact and for quota control was conducted at the beginning of the interview.
- Sample: N=1,707 people were interviewed in total (approximately n=200 people per country). In each country a quota was maintained according to three classes of company size.
- Interview: Web-assisted personal interviews (WAPI) of approximately 15 minutes duration. Interview period: Q2 of 2017.

Sample overview – Total interviews = 1,707

Country	n	%
Australia	209	12.2%
China	217	12.7%
Hong Kong	211	12.4%
India	223	13.1%
Indonesia	223	13.1%
Japan	209	12.2%
Singapore	207	12.1%
Taiwan	208	12.2%
Industry	n	%
Manufacturing	620	36.3%
Wholesale trade/ Retail trade / Distribution	449	26.3%
Services	638	37.4%
Business size	n	%
Micro enterprises	526	30.8%
SME (Small/Medium enterprises)	908	53.2%
Large enterprises	273	16.0%

It may occur that the results are a percent more or less than 100%. This is the consequence of rounding off the results. Rather than adjusting the outcome so that it totalled 100%, we have chosen to leave the individual results as they were to allow for the most accurate representation possible.