



## 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 2015 edition of the Atradius Payment Practices Barometer, companies from 8 countries (Australia, China, Hong Kong, Taiwan, Singapore, Indonesia, Japan, India) have been surveyed.

Using a questionnaire, Conclusr Research conducted a net of 1,646 interviews. All interviews were conducted exclusively for Atradius, without any combination of topics. Due to a change in research methodology for this survey, for some of the present results, no year-on-year comparison is feasible.

### Survey scope

- Basic population: companies from 8 countries were monitored (Australia, China, Hong Kong, Taiwan, Singapore, Indonesia, Japan, India). 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=1,646 people were interviewed in total (approximately n=200 people per country). In each country a quota was maintained according to four classes of company size.
- Interview: Web-assisted personal interviews (WAPI) of approximately 15 minutes duration. Interview period: 3rd Q 2015.

### Sample overview – Total interviews = 1,646

Country	n	%
Australia	210	12.8%
China	203	12.3%
Hong Kong	204	12.4%
India	206	12.5%
Indonesia	203	12.3%
Japan	209	12.7%
Singapore	205	12.5%
Taiwan	206	12.5%
Industry	n	%
Manufacturing	599	36.4%
Wholesale / Retail / Distribution	469	28.5%
Services	578	35.1%
Business size	n	%
Micro enterprises	495	30.1%
SME (Small/Medium enterprises)	891	54.1%
Large enterprises	260	15.8%

It may occur that the results are a percent more or less than 100% when calculating the results. 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.