



## 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 2016 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 2,547 interviews. All interviews were conducted exclusively for Atradius, without any combination of topics.

### Survey scope

- Basic population: companies from eight countries were monitored (Australia, China, Hong Kong, India, Indonesia, Japan, Singapore and Taiwan). 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=2,547 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 2016.

### Sample overview – Total interviews = 2,547

Country	n	%
Australia	200	7.9%
China	212	8.3%
Hong Kong	212	8.3%
India	225	8.8%
Indonesia	215	8.4%
Japan	212	8.3%
Singapore	207	8.1%
Taiwan	208	8.2%
Industry	n	%
Manufacturing	888	34.9%
Wholesale trade/ Retail trade / Distribution	665	26.1%
Services	994	39.0%
Business size	n	%
Micro enterprises	824	32.4%
SME (Small/Medium enterprises)	1.345	52.8%
Large enterprises	378	14.8%

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