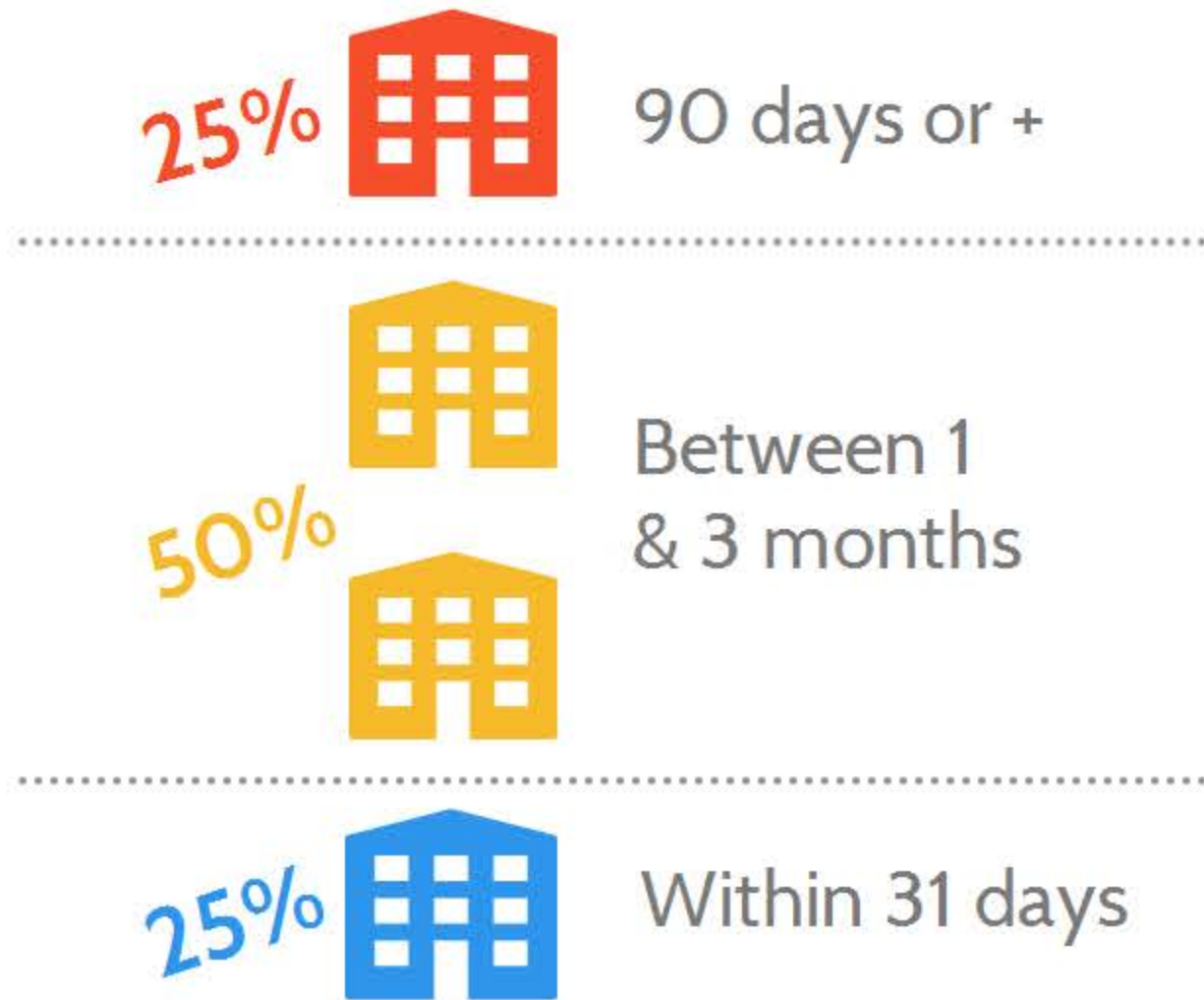




# Global Days Sales Outstanding

In 2015, how long did companies have to wait to get paid by their clients?



Average global DSO in 2015



The average DSO has remained almost stable since 2010 and should remain the same in 2016.

However, the time needed to collect trade receivables is very uneven across companies, countries and sectors.

## FOCUS ON SECTORS

The closer to the final consumer, the faster the payment!

Slowest to get paid:

- 1 Electronics 89 days
- 2 Machinery & Equipment 87 days
- 3 Construction 81 days

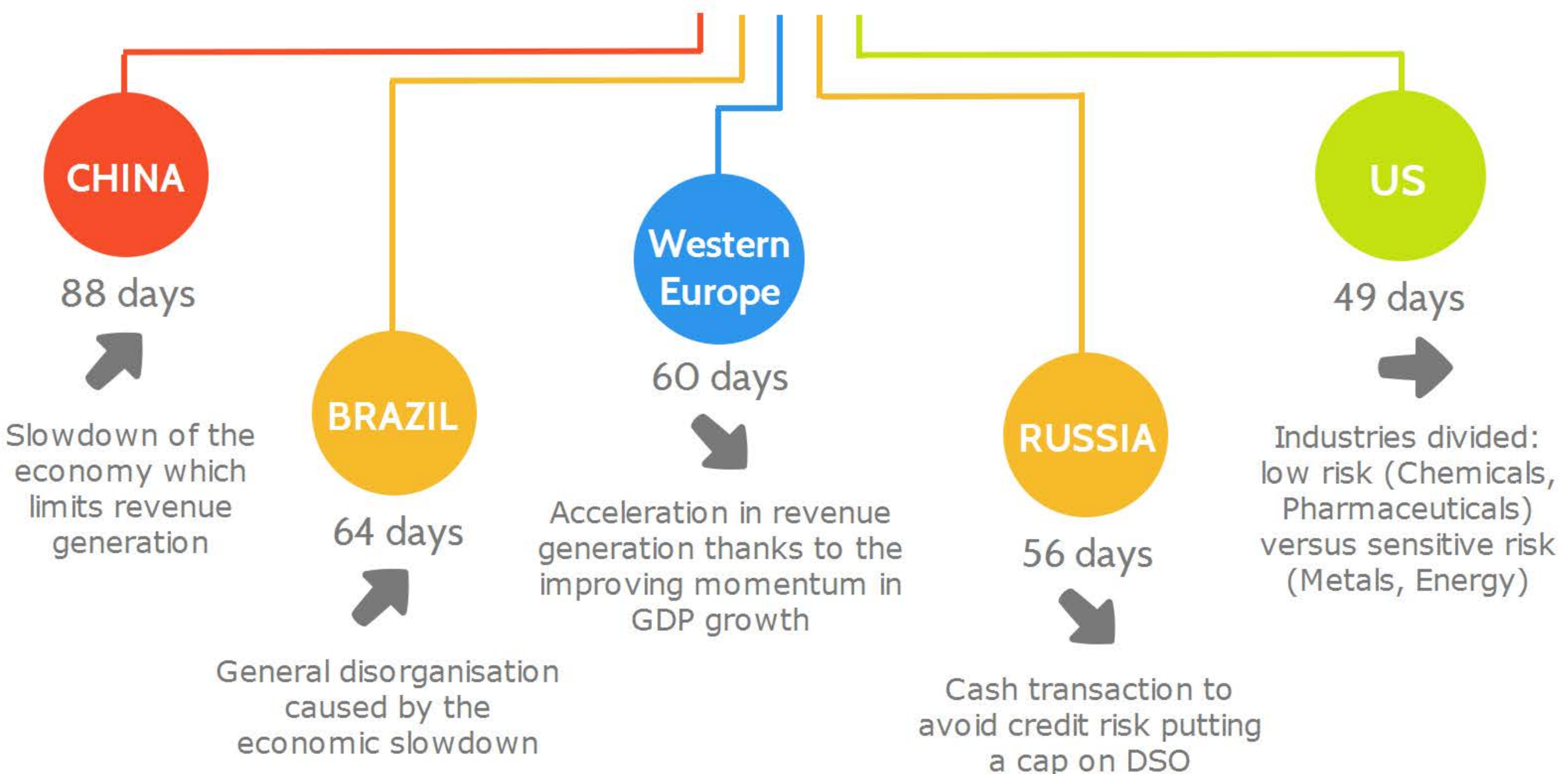
Quickest to get paid:



- DSO below 50 days
- Retail
  - Food
  - Non-business services
  - Transportation

## FOCUS ON COUNTRIES

Payment practices vary widely between countries



Source: Bloomberg, Euler Hermes (based on a panel of 27,300 listed companies worldwide)

For more information, read the Economic Insight: [Worldwide DSO: Paying the penalty for low growth](#)

[www.eulerhermes.co.uk](http://www.eulerhermes.co.uk)



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