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Press Release

Payment Collection Period in Malta – DSO

The Average DSO - *Days Sales Outstanding* or as also referred to *'the payment collection ratio'* across all the Maltese business sector as at 31st December 2019 was **76.26 days**.

This figure was derived from a survey conducted by the Malta Association of Credit Management (MACM) amongst its members. MACM represents suppliers selling on credit in Malta other creditors hailing from all sectors of the Maltese economy.

The DSO figures for specific industries and sectors were also issued and communicated to the respective MACM Members who participated in this crucial exercise.

MACM is pleased to note that there has been an improvement of **2.32 days** compared to last year's DSO figure which read 78.58 days. However, a DSO of **76.26 days** is still relatively high when compared to the average DSO of other European countries according to the European Payment Index issued by Intrum Justitia 2019, which read 40.00 days for B2B; 23.00 days for B2C; and 42.00 days for the Public Sector.

May we take this opportunity to encourage you make more use of the MACM online Systems (www.macm.org.mt) prior to granting credit (due diligence of prospective customers) and also to monitor your accounts on a daily basis using 'My Accounts'. MACM also offers other services such as

'e-letters' which should assist you to collect your overdues effectively and get paid on time – You do not pay for these services as these are all included in the annual membership fee. Should you require any assistance in using our online systems, please do not hesitate to contact us on 2142 3638.

MACM is committed to assist the Maltese business community securing sound cash flow and selling on credit profitably.

Many thanks for your support.