

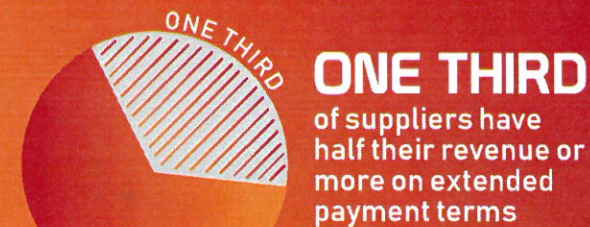


IMPACTS OF EXTENDED PAYMENT TERMS

This information is derived from the report 'Economic Analysis of Impacts of Extended Payment Terms' conducted by Lytton Advisory on behalf of Resource Industry Network. Available to download www.resourceindustrynetwork.org.au

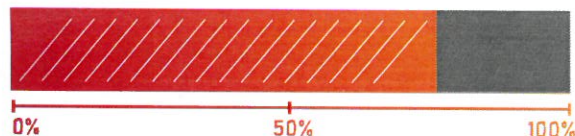
OVER THE NEXT 5 YEARS

REVERTING TO 30-DAY PAYMENT TERMS would **ADD** to the regional economy:



ONLY 4% can always match extended payment terms with their suppliers

TWO THIRDS of suppliers have found it difficult to get finance since extended payment terms have come in



75% OF SUPPLIERS



affected by extended payments terms are cutting back on new capital equipment



are not hiring new employees to expand business

70% unable to invest in pursuing new technology etc



CASE STUDY

based on two otherwise identical firms currently operating in the industry



EXTENDED PAYMENT TERMS

WHERE ARE WE HEADED?

