coface FOR TRADE

JAPAN

APAC PAYMENT SURVEY 2026

252 Companies Surveyed | Fieldwork: March – April 2026

73% (vs 91% APAC)

of surveyed **Japanese firms** report being **affected by late payments** in the past 12 months, less common than APAC but still widespread.

Payment discipline appears to be deteriorating, with more firms reporting worsening payment delays – increases in both severity and frequency – than improvements.

Thus, Japanese suppliers remain relatively cautious in credit sales and tend to offer shorter payment terms.

7.5 days shorter than the APAC average.

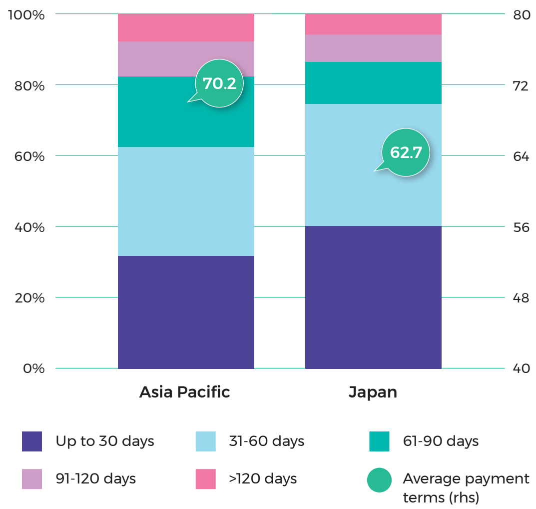
JAPAN 62.7 days

APAC 70.2 days

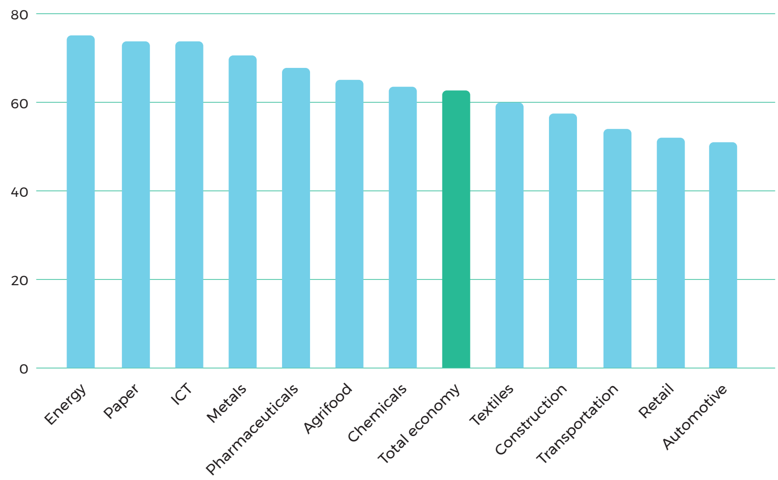
The paper and energy sectors offer the longest payment terms yet face **the longest delays**, suggesting slower buyer settlement.

Looking ahead, **chemical firms** are the **most negative** on payment trends, followed by **construction and energy**.

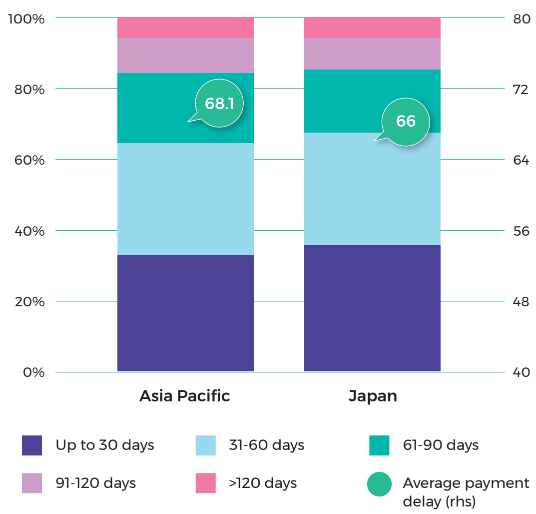
Average payment terms



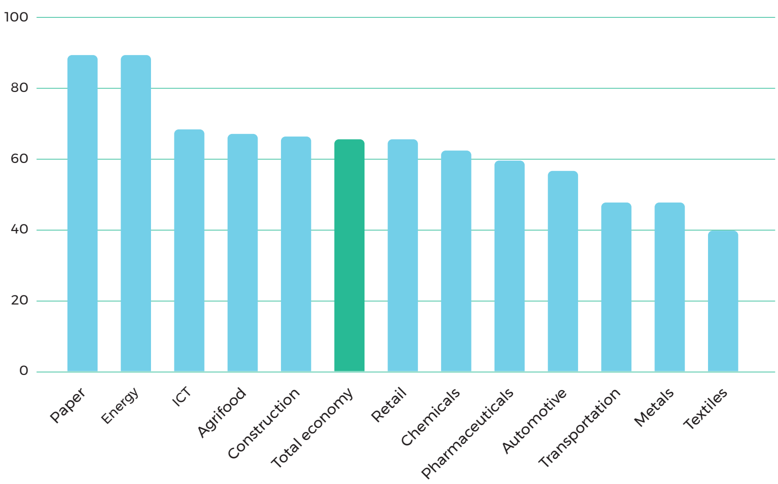
Average payment terms - by sector (in days)



Average payment delay



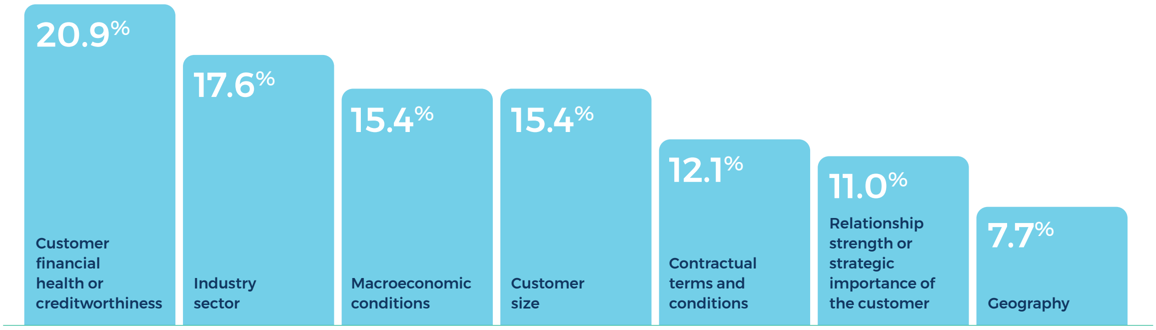
Average payment delay - by sector (in days)



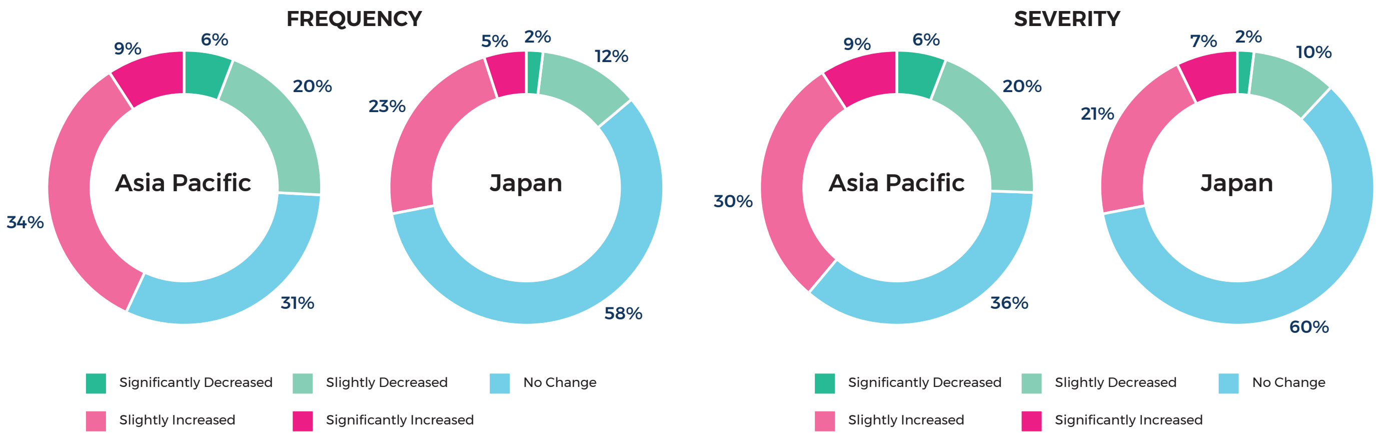
Source: Coface

- **PAYMENT TERM** The time frame between when a customer purchases a product or service and when the payment is due.
- **PAYMENT DELAY** The period between the payment due date and the date the payment is made.

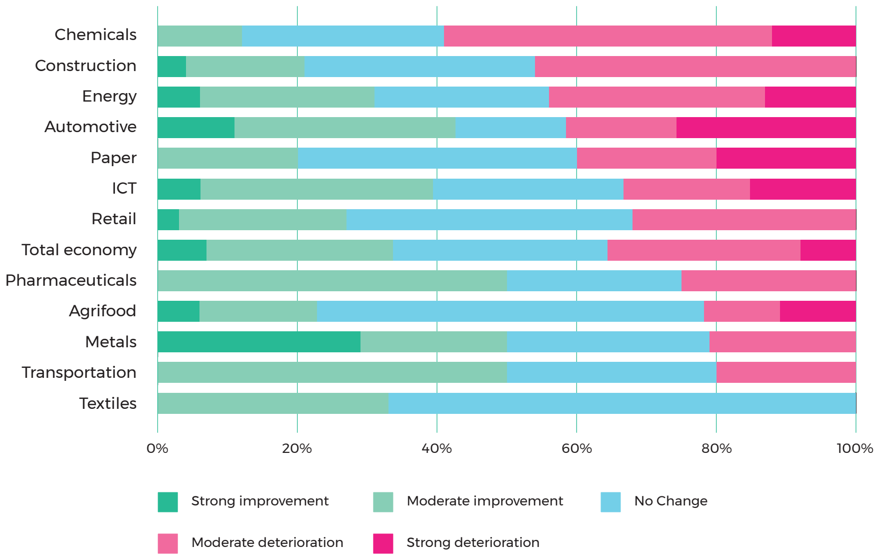
Top factor contributing to late payment



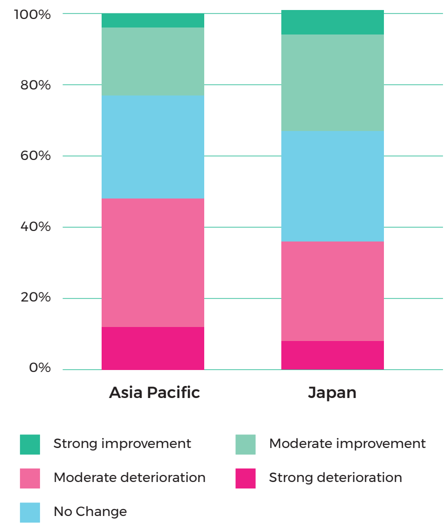
Late payments compared with 12 months ago



Payment trend expectations in next 12 months - by sector



Payment trend expectations in next 12 months



Source: Coface

Methodology

The 16th annual Coface APAC Payment Survey, conducted in March and April 2026, gathered insights from 2,800 finance professionals across multiple sectors and 10 Asia-Pacific markets, including 252 respondents in Japan. The survey examines evolving payment behaviours, liquidity pressures, customer defaults, and early warning indicators, while evaluating the governance, analytics, escalation frameworks, and customer engagement practices that strengthen organisational resilience to payment risk.