FOR COMMENTS

22 February 2017

# EC study on measures for improving B2B payment behaviour – FOR COMMENTS BY 10 MARCH

Dear members,

DG GROW has launched the following new study on late payments ‘**Business-to-business transactions: a comparative analysis of legal measures vs. soft-law instruments for improving payment behaviour’.** It has awarded the study to VVA europe.

You may remember that, in 2015, a study conducted by VVA for DG GROW, focused on the evaluation of the implementation of the Late Payments Directive 2011/16/EU in the 28 Member States and across all sectors.

The new study tackles B2B commercial relations. It will compare the effectiveness of legal measures vs. soft-law instruments in improving payment behaviour in B2B commercial transactions in 7 sectors: construction, retail and wholesale, manufacturing, IT/software/telecommunications, **food and drinks**, utilities and transport and business and professional services.

Study in 2 steps:

* Overall feedback on the situation of B2B payment behaviour (February – March).
* Interviews conducted at national level (in April): you will be conducted at this stage.

**Firs step**

As a linked document, you will find FoodDrinkEurope contribution to the previous study (COMP/CORE/021/15 dated 4 June 2015).

**Could you provide feedback on the overall situation of payment behaviour in your country/sector and focus on what has changed since 2 years? Has the situation improved globally speaking?**

Thank you for your feedback by 10 March,

Best regards,

Evelyne Dollet