

Statistical appendix Atradius Payment Practices Barometer

USMCA – key survey results



Statistical appendix

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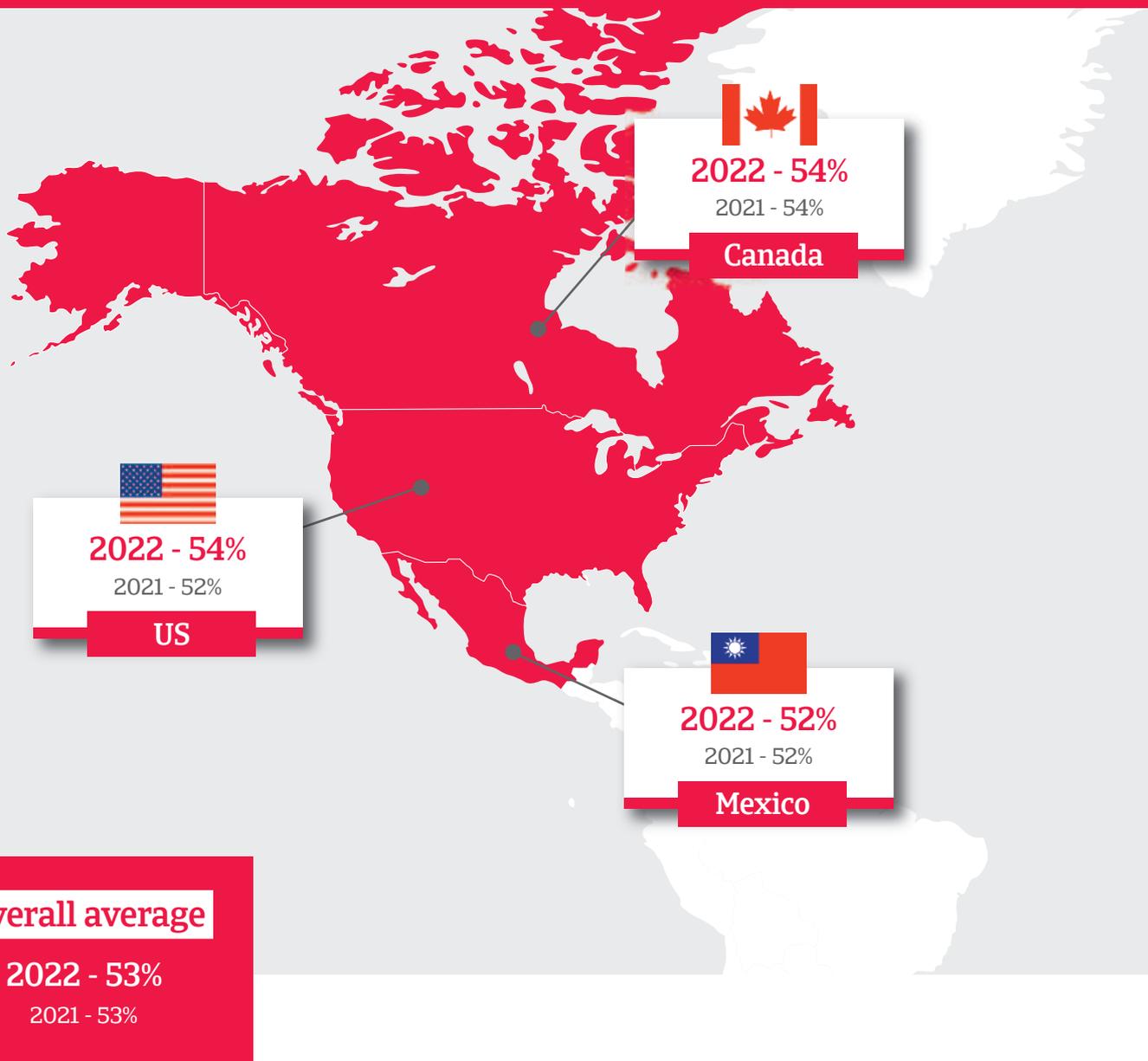
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USMCA: proportion of total B2B sales made on credit (markets polled)



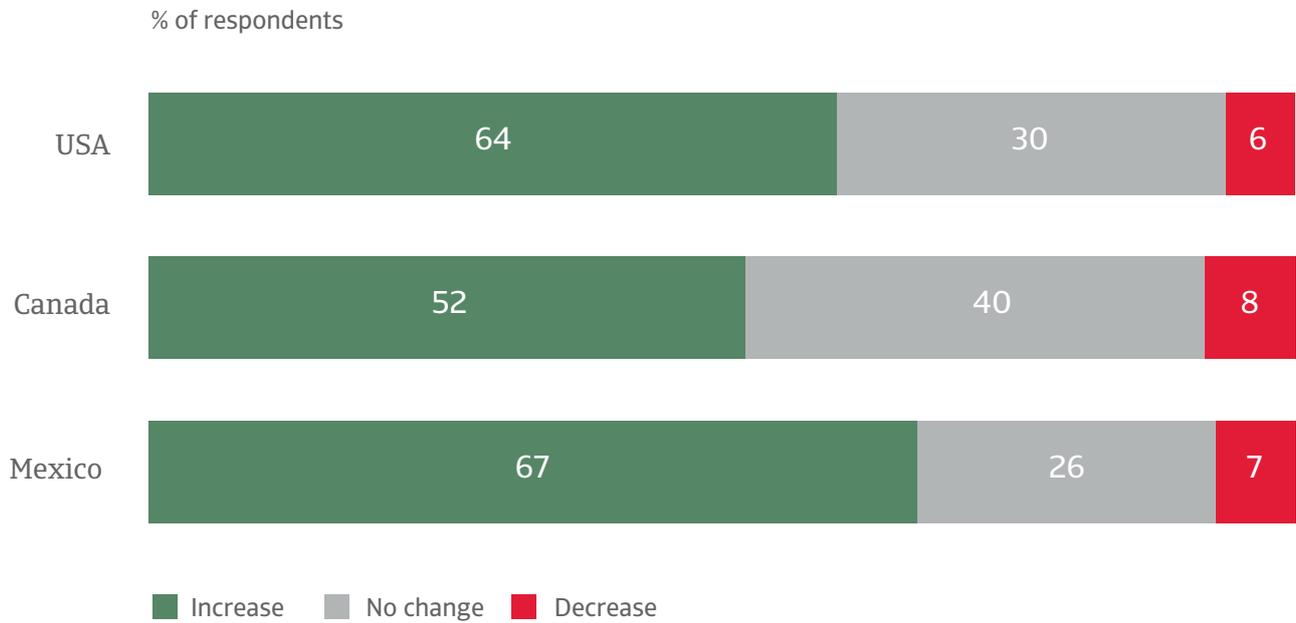
Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer USMCA – July 2022

By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
2022	55%	57%	47%	49%	49%	57%	53%	47%
2021	55%	49%	53%	52%	47%	54%	53%	49%

Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer USMCA – July 2022

USMCA: trading on credit with B2B customers (change from 2021 survey)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

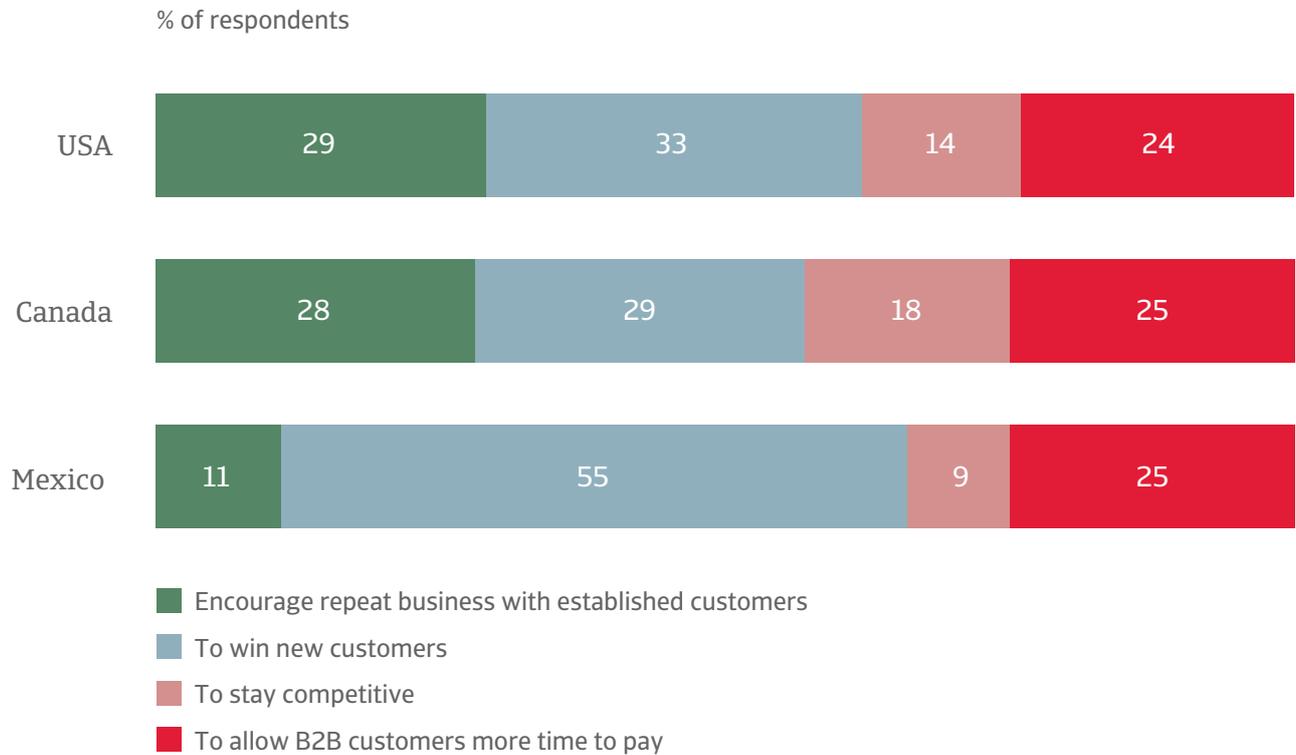
By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Increase	65%	65%	56%	51%	38%	61%	68%	55%
No change	30%	29%	33%	39%	55%	29%	27%	41%
Decrease	3%	5%	9%	5%	5%	5%	5%	1%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

USMCA: main reasons for trading on credit with B2B customers during the past 12 months



Sample: all survey respondents (multiple choice survey question)
 Source: Atradius Payment Practices Barometer USMCA – July 2022

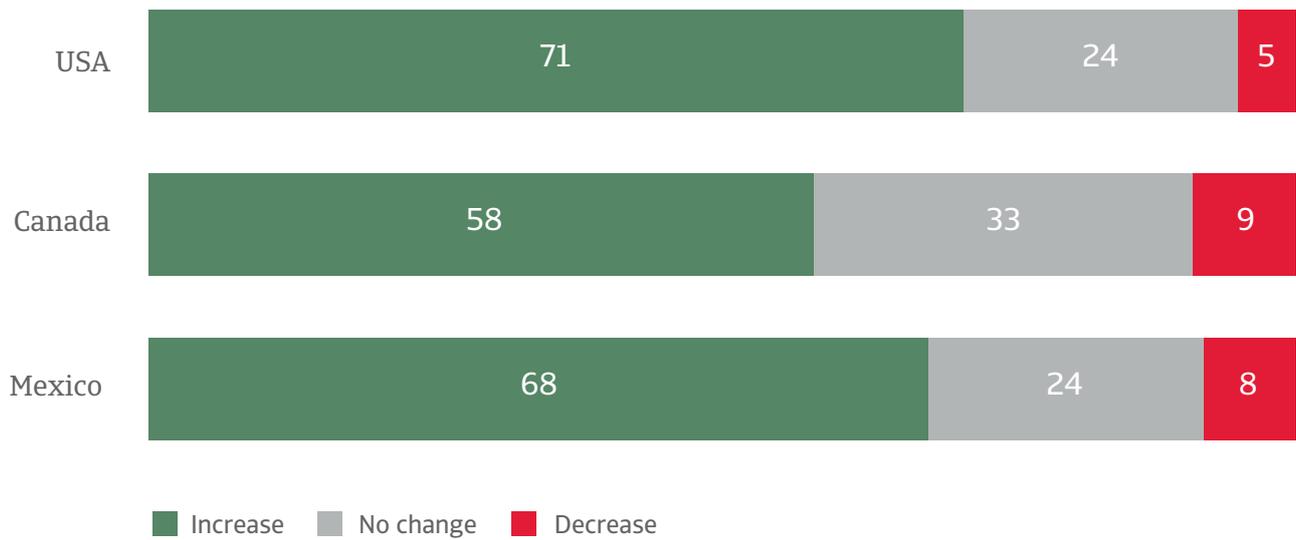
By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Encourage repeat business with established customers	25%	19%	22%	21%	21%	18%	25%	25%
To win new customers	41%	48%	28%	36%	36%	41%	37%	53%
To stay competitive	11%	12%	26%	13%	25%	17%	12%	5%
To allow B2B customers more time to pay	23%	21%	24%	27%	10%	24%	27%	17%

Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer USMCA – July 2022

USMCA: trading on credit with B2B customers (outlook for the next 12 months)

% of respondents



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Increase	68%	66%	60%	63%	47%	61%	70%	74%
No change	27%	26%	23%	28%	42%	26%	25%	22%
Decrease	5%	7%	17%	8%	11%	12%	5%	4%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

USMCA: B2B payment term (average days)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

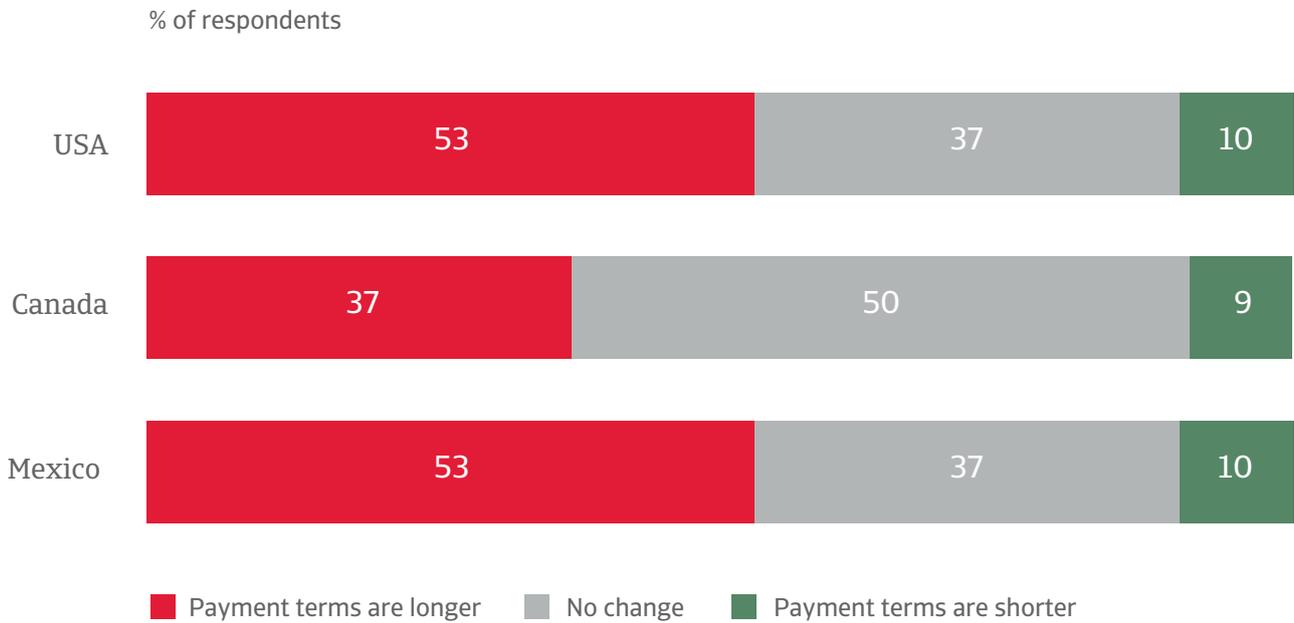
By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
2022	48%	42%	48%	33%	59%	42%	44%	36%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

USMCA: change of B2B payment terms during the past 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

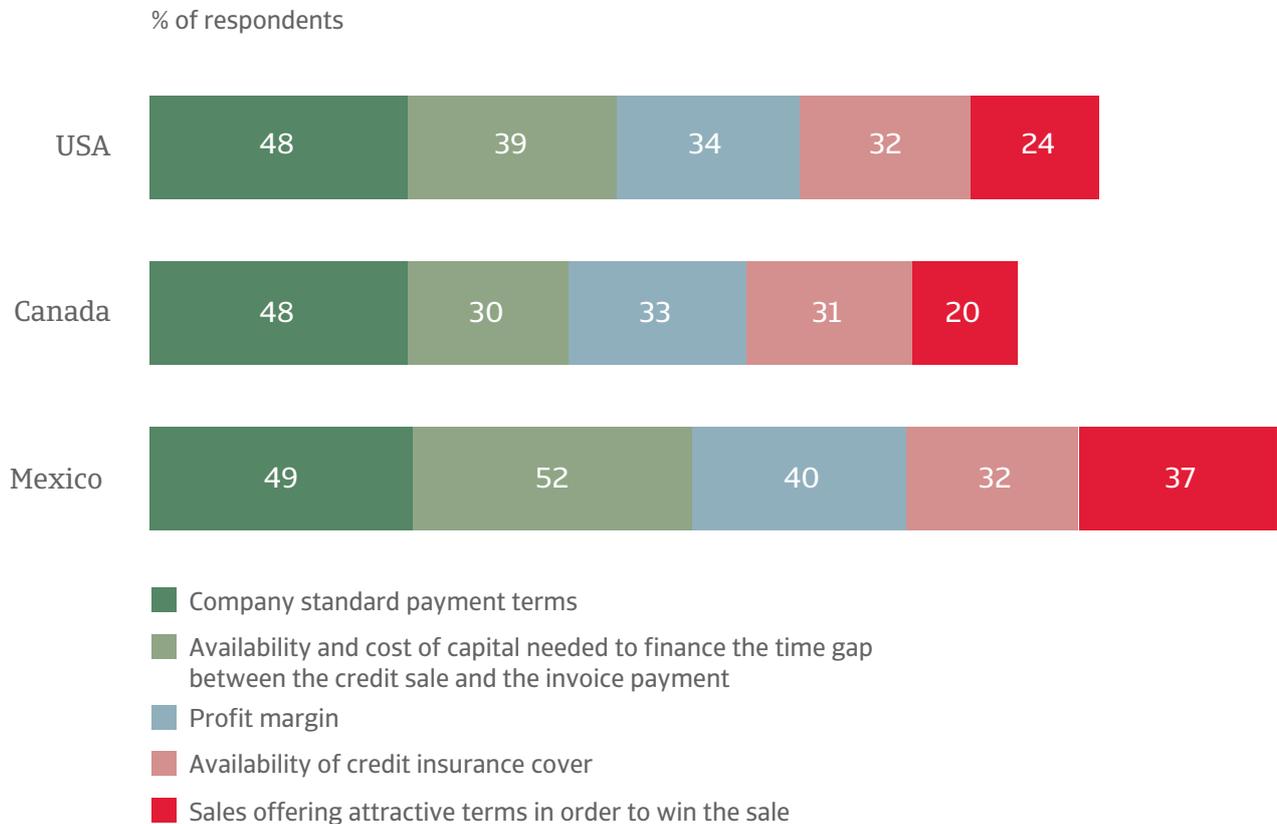
By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Longer	52%	53%	43%	36%	39%	47%	52%	41%
No change	39%	36%	36%	54%	44%	38%	40%	52%
Shorter	9%	10%	21%	11%	17%	15%	9%	7%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

USMCA: top 5 criteria for setting B2B payment terms



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

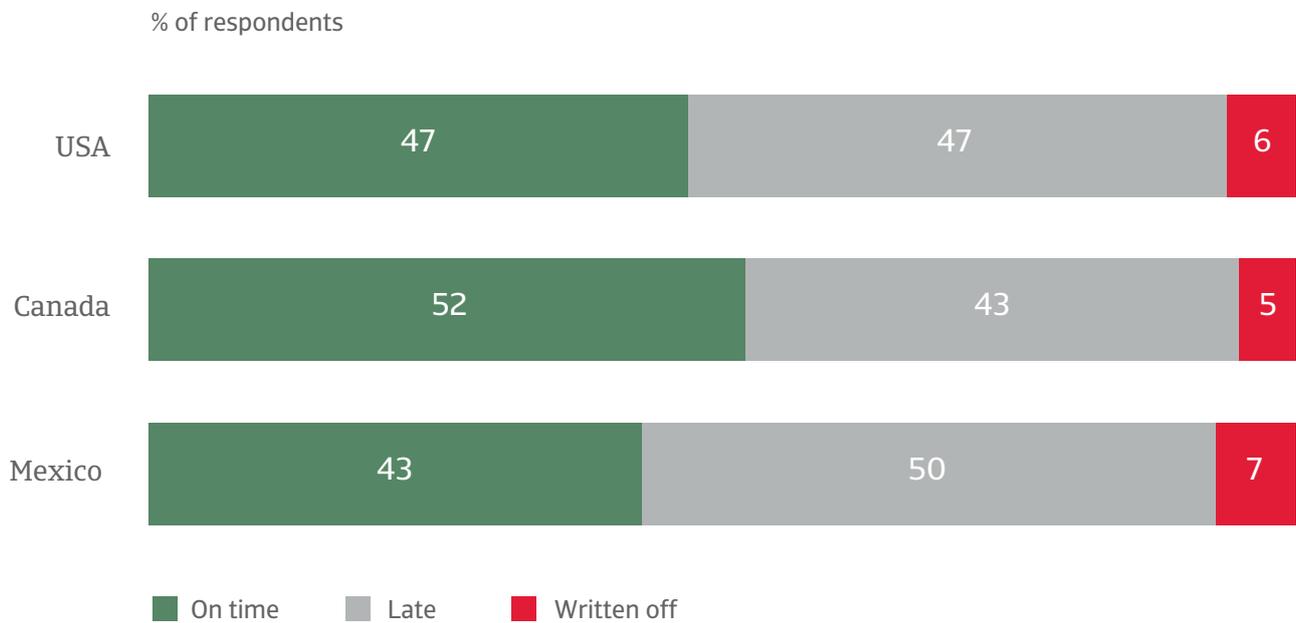
By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Company standard payment terms	48%	43%	48%	54%	48%	51%	48%	43%
Availability and cost of capital needed to finance the time gap between the credit sale and the invoice payment	41%	45%	42%	32%	29%	37%	45%	41%
Profit margin	39%	33%	38%	31%	24%	41%	33%	39%
Availability of credit insurance cover	31%	31%	37%	31%	17%	31%	35%	34%
Sales offering attractive terms in order to win the sale	27%	31%	22%	26%	21%	23%	28%	39%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

USMCA: % of B2B invoices paid on time, overdue and bad debt (% of total value)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

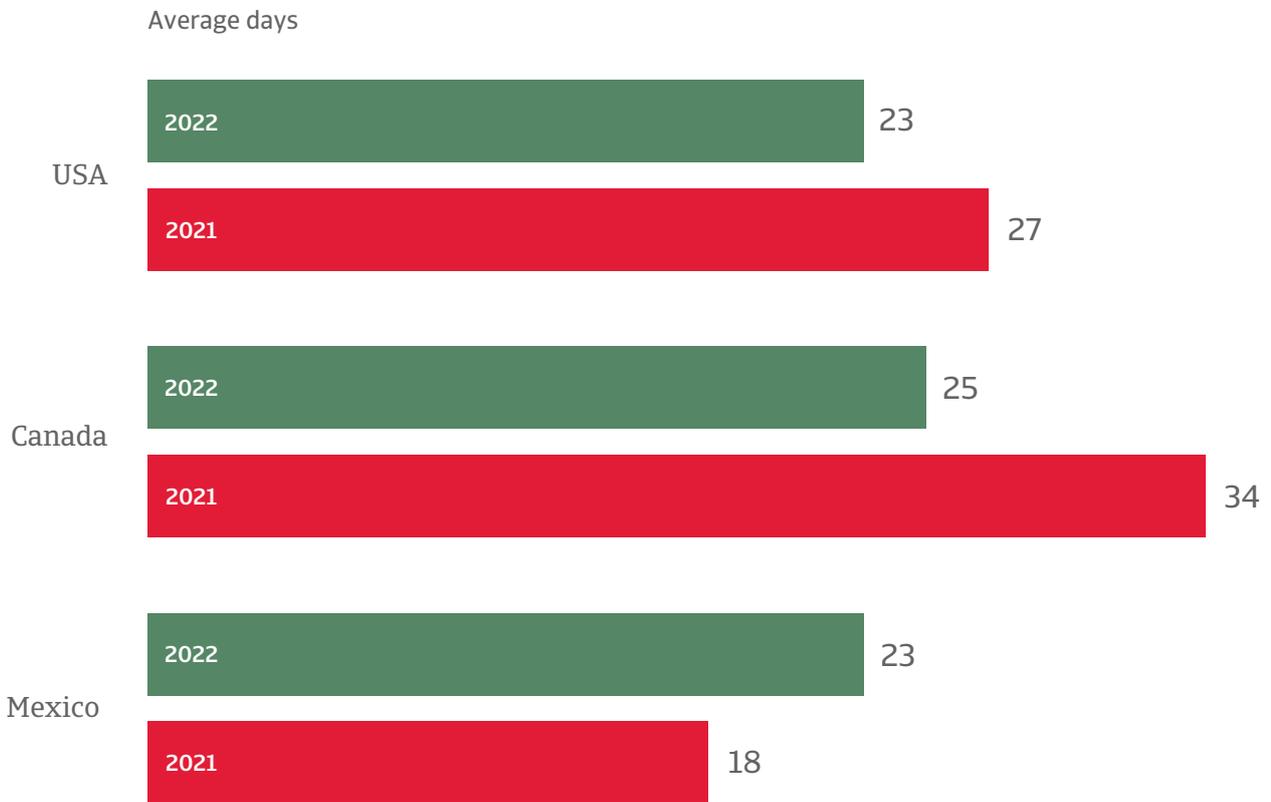
By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
On time	46%	40%	51%	53%	57%	46%	46%	46%
Late	48%	52%	42%	41%	37%	47%	47%	48%
Written off	6%	8%	6%	6%	6%	7%	6%	5%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

USMCA: payment delay* from B2B customers (average days)



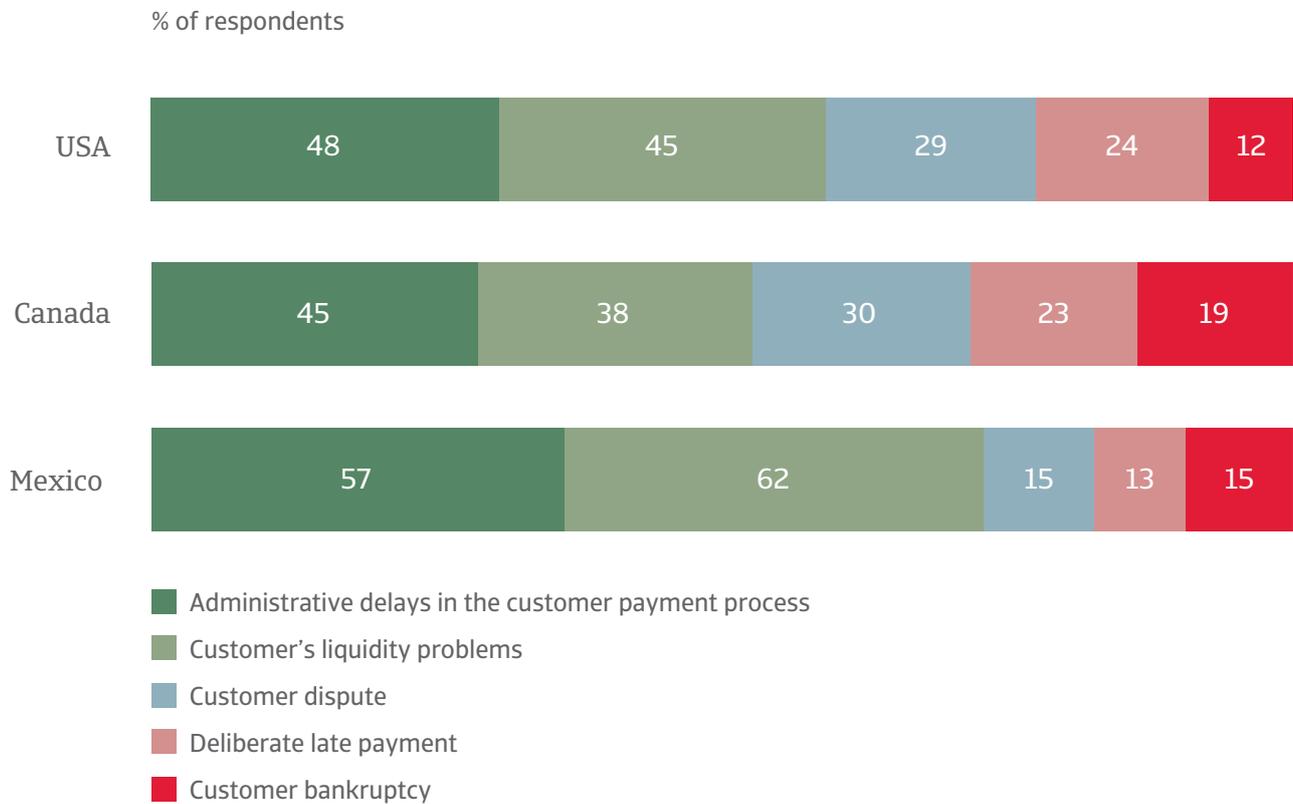
Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer USMCA – July 2022

By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise (Small enterprise)	SME (Medium enterprise)	SME (Large enterprise)	Large enterprise
2022	25%	21%	27%	23%	24%	29%	22%	16%

Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer USMCA – July 2022

USMCA: main reasons that B2B customers delay invoice payment



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

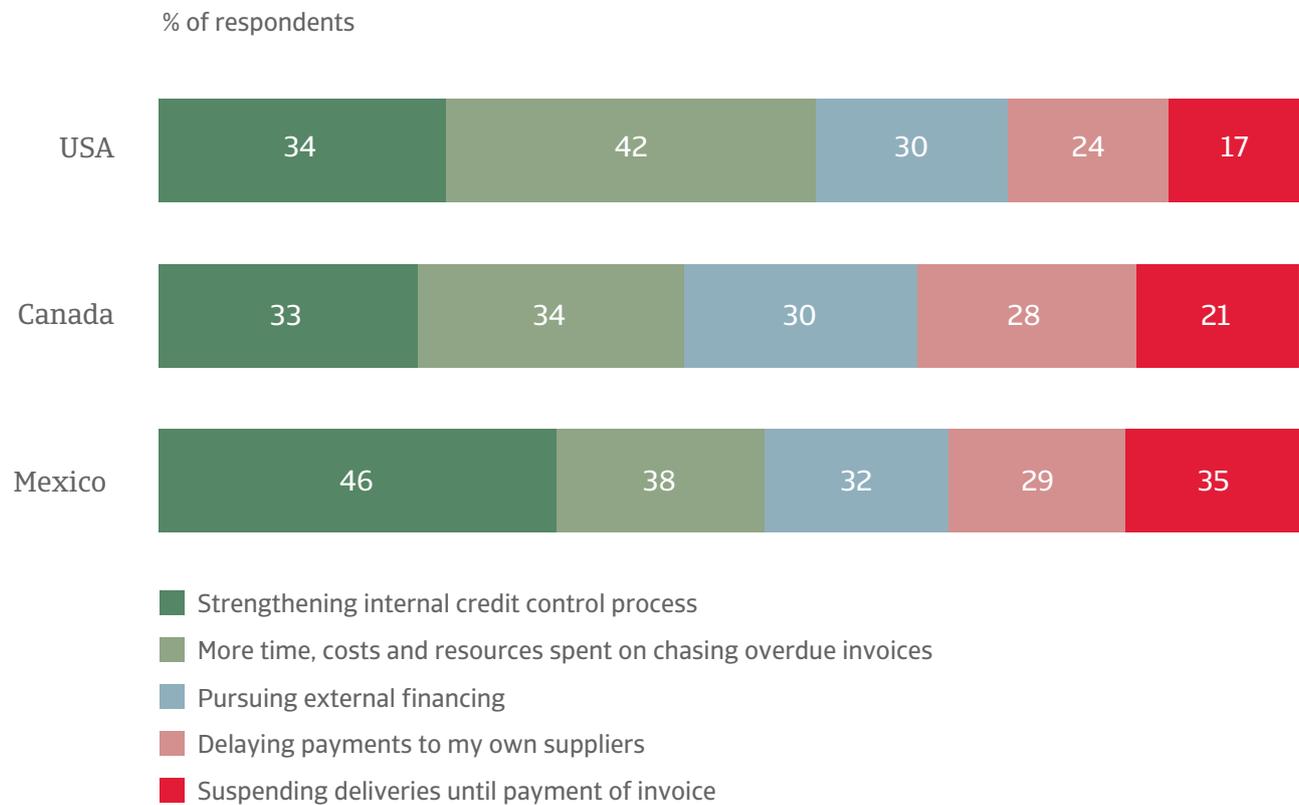
By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Customer's liquidity problems	53%	48%	47%	40%	32%	45%	54%	51%
Customer dispute	22%	27%	21%	28%	22%	24%	23%	33%
Administrative delays in the customer payment process	51%	48%	45%	52%	40%	49%	53%	51%
Deliberate late payment	18%	17%	27%	22%	12%	15%	21%	34%
Customer bankruptcy	11%	16%	27%	16%	21%	20%	12%	9%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

USMCA: top 5 measures taken to mitigate impact of customer credit risk in-house



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

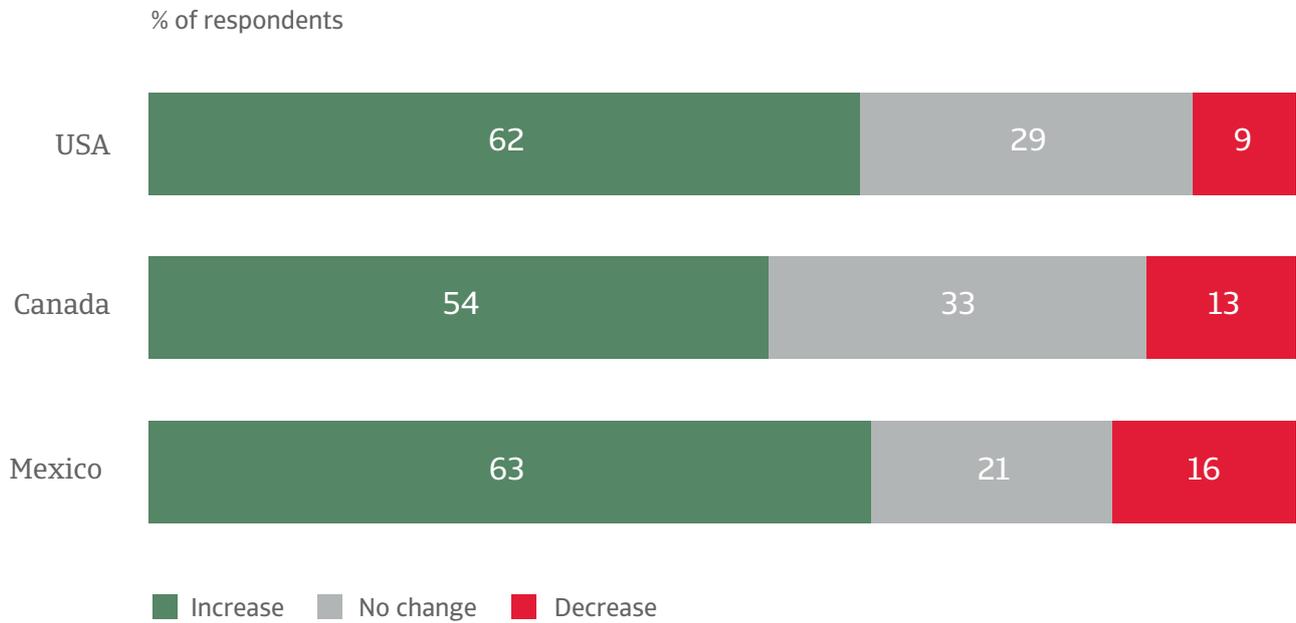
By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Delaying payments to my own suppliers	28%	23%	33%	27%	17%	25%	31%	27%
More time, costs and resources spent on chasing overdue invoices	32%	47%	32%	41%	28%	36%	39%	43%
Strengthening internal credit control process	38%	38%	46%	36%	33%	41%	35%	48%
Pursuing external financing	27%	35%	31%	33%	20%	24%	35%	40%
Suspending deliveries until payment of invoice	26%	27%	23%	21%	29%	30%	23%	16%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

USMCA: expected changes in the average DSO during the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

By business sector / by business size

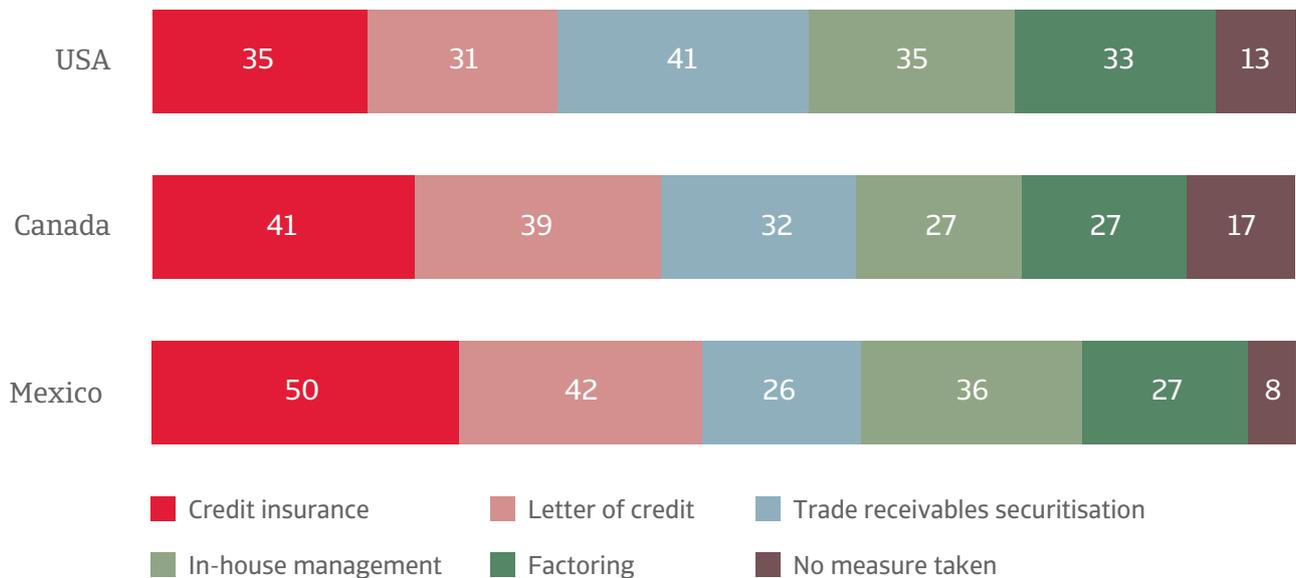
	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Increase	63%	60%	56%	56%	50%	62%	61%	66%
No change	25%	27%	31%	32%	37%	25%	29%	21%
Decrease	12%	13%	13%	12%	13%	13%	10%	13%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

USMCA: customer credit risk management

% of respondents



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

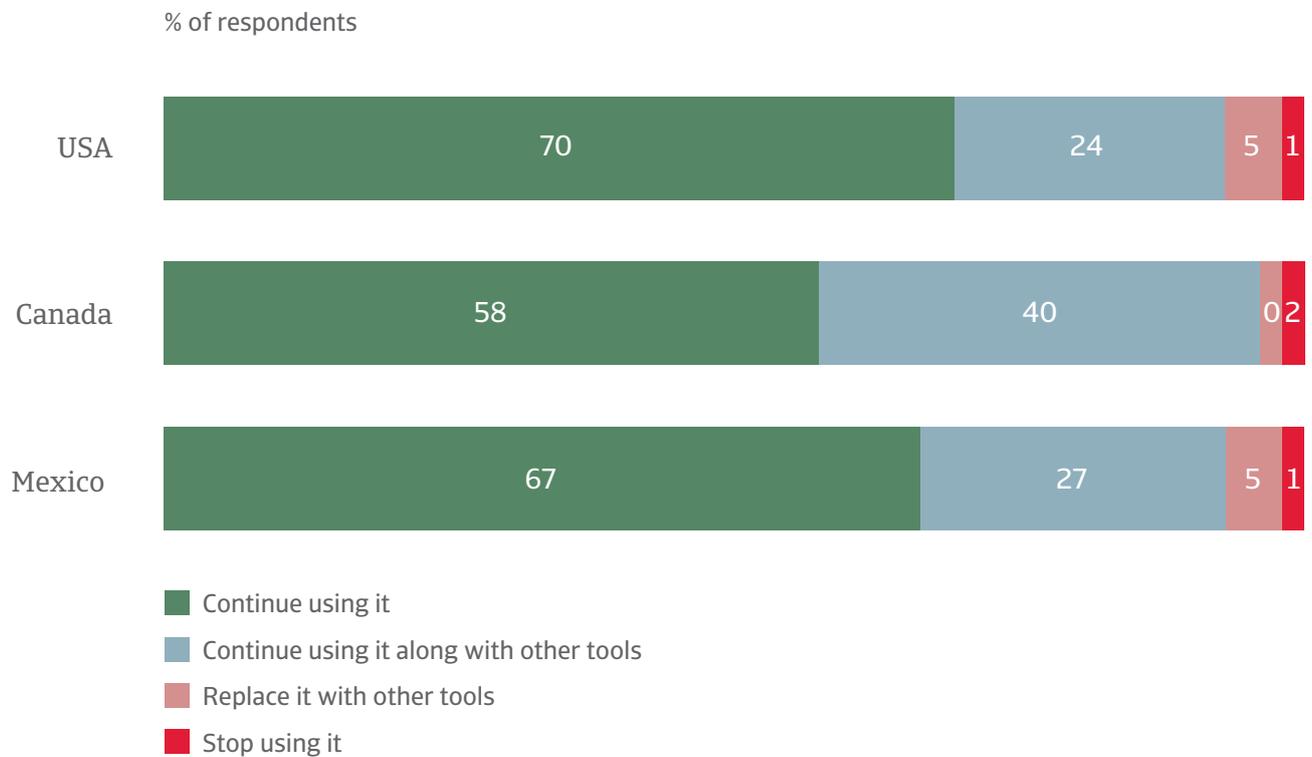
By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Credit insurance	47%	42%	41%	35%	23%	44%	47%	34%
Factoring	28%	30%	32%	27%	20%	25%	28%	46%
Trade receivables securitisation	33%	41%	24%	31%	22%	23%	37%	57%
Letter of credit	35%	41%	48%	31%	26%	41%	36%	42%
In-house management	36%	35%	28%	28%	16%	29%	38%	36%
No measure taken	9%	8%	14%	22%	33%	13%	7%	11%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

USMCA: trend in credit insurance use (next 12 months)



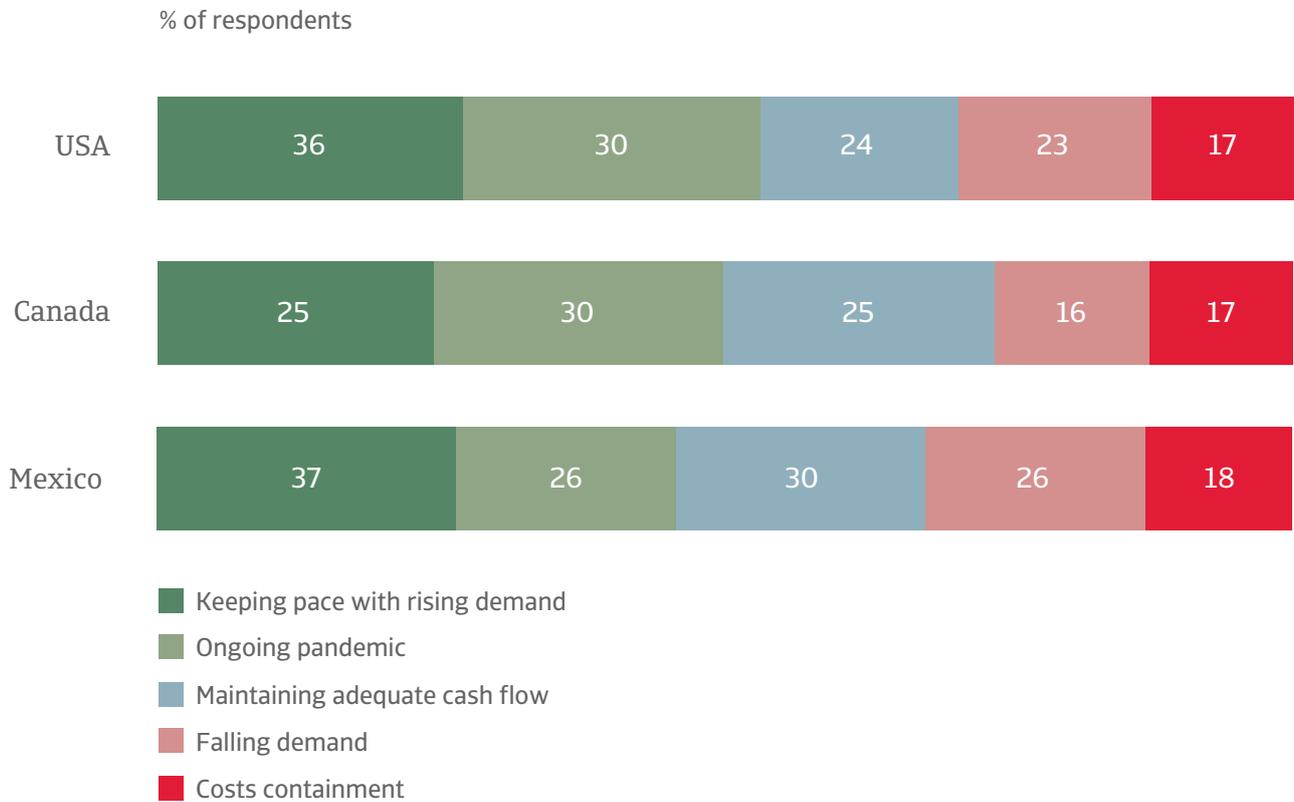
Sample: all survey respondents (multiple choice survey question)
 Source: Atradius Payment Practices Barometer USMCA – July 2022

By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Continue using it	69%	65%	52%	65%	54%	69%	62%	72%
Continue using it along with other tools	29%	24%	43%	32%	27%	26%	35%	23%
Replace it with other tools	2%	10%	0%	0%	14%	2%	3%	5%
Stop using it	0%	0%	0%	0%	0%	0%	0%	0%

Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer USMCA – July 2022

USMCA: top 5 challenges to business profitability during the coming 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	Micro enterprise	SME (Small enterprise)	SME (Medium enterprise)	Large enterprise
Falling demand	23%	21%	19%	21%	22%	23%	23%	15%
Keeping pace with rising demand	31%	36%	33%	32%	34%	29%	33%	40%
Ongoing pandemic	28%	34%	19%	31%	30%	24%	29%	43%
Maintaining adequate cash flow	28%	26%	23%	26%	18%	28%	27%	27%
Cost containment	17%	16%	17%	20%	12%	16%	17%	24%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – July 2022

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