

Statistical appendix Atradius Payment Practices Barometer

USMCA – key survey results 2023



Statistical appendix

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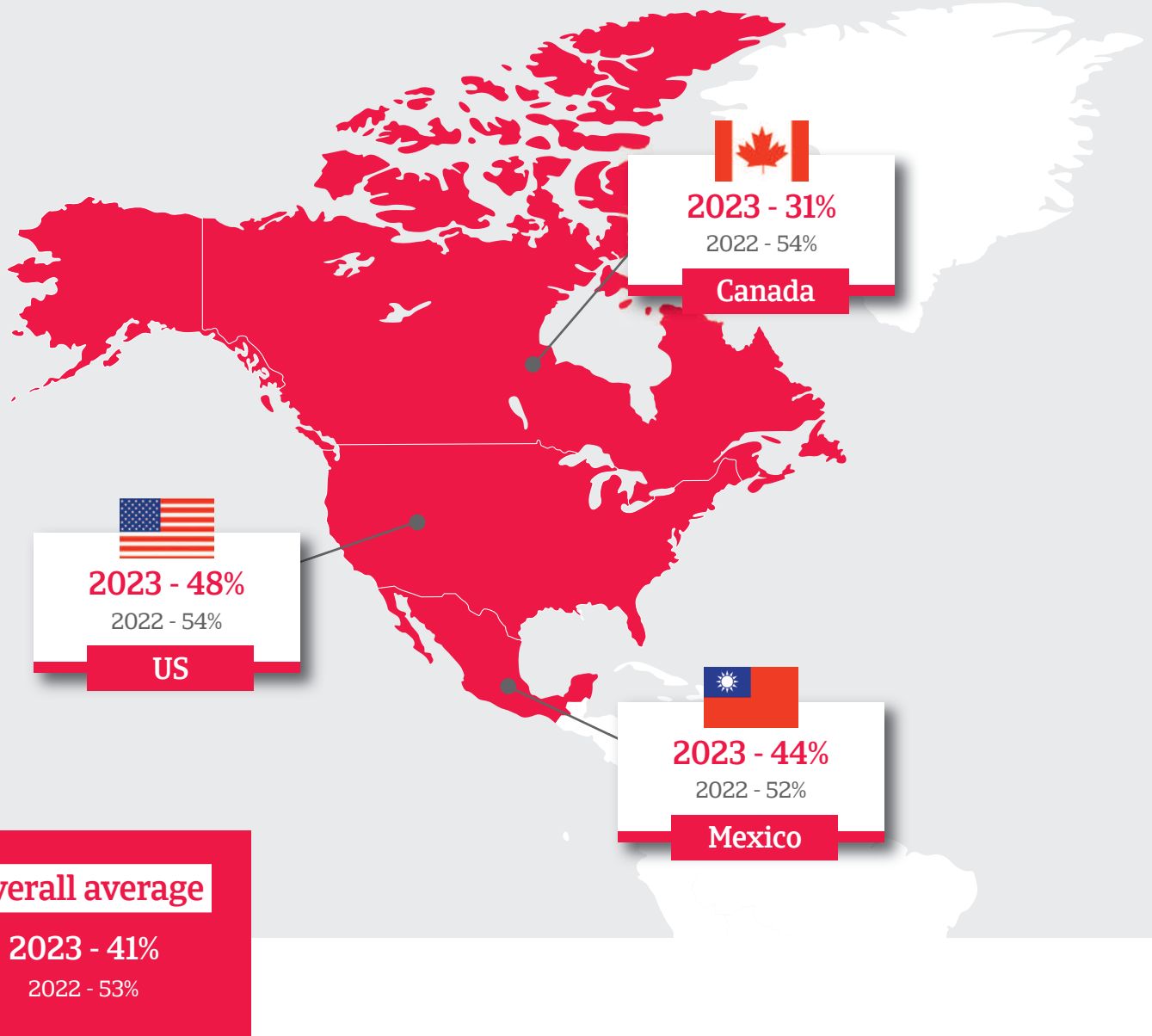
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USMCA: proportion of total B2B sales made on credit (markets polled)



Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer USMCA – 2023

By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	SME (Small enterprise)	SME (Medium enterprise)	Medium Large enterprise	Large enterprise
2023	43%	40%	42%	35%	46%	35%	43%	43%

Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer USMCA – 2023

USMCA: B2B payment term (average days)



Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer USMCA – 2023

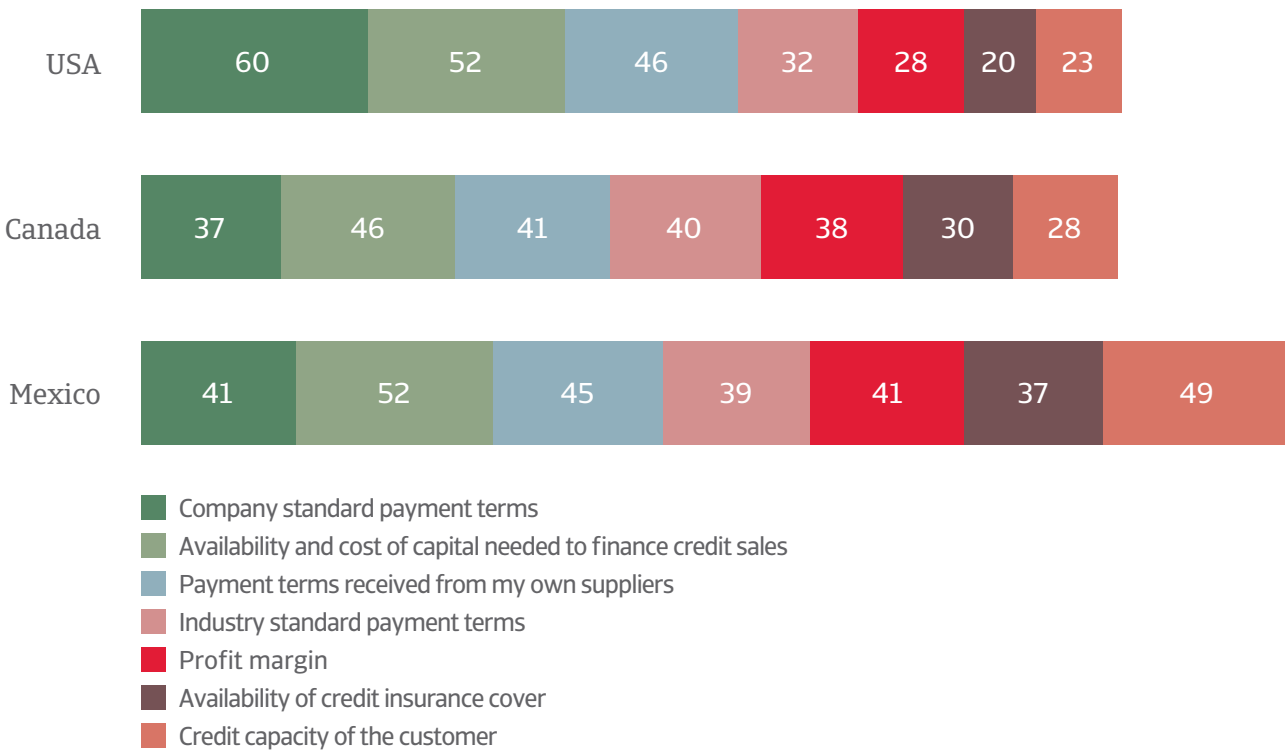
By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	SME (Small enterprise)	SME (Medium enterprise)	Medium Large enterprise	Large enterprise
2023	41%	49%	34%	23%	46%	29%	33%	50%

Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer USMCA – 2023

USMCA: top 7 criteria for setting B2B payment terms

% of respondents

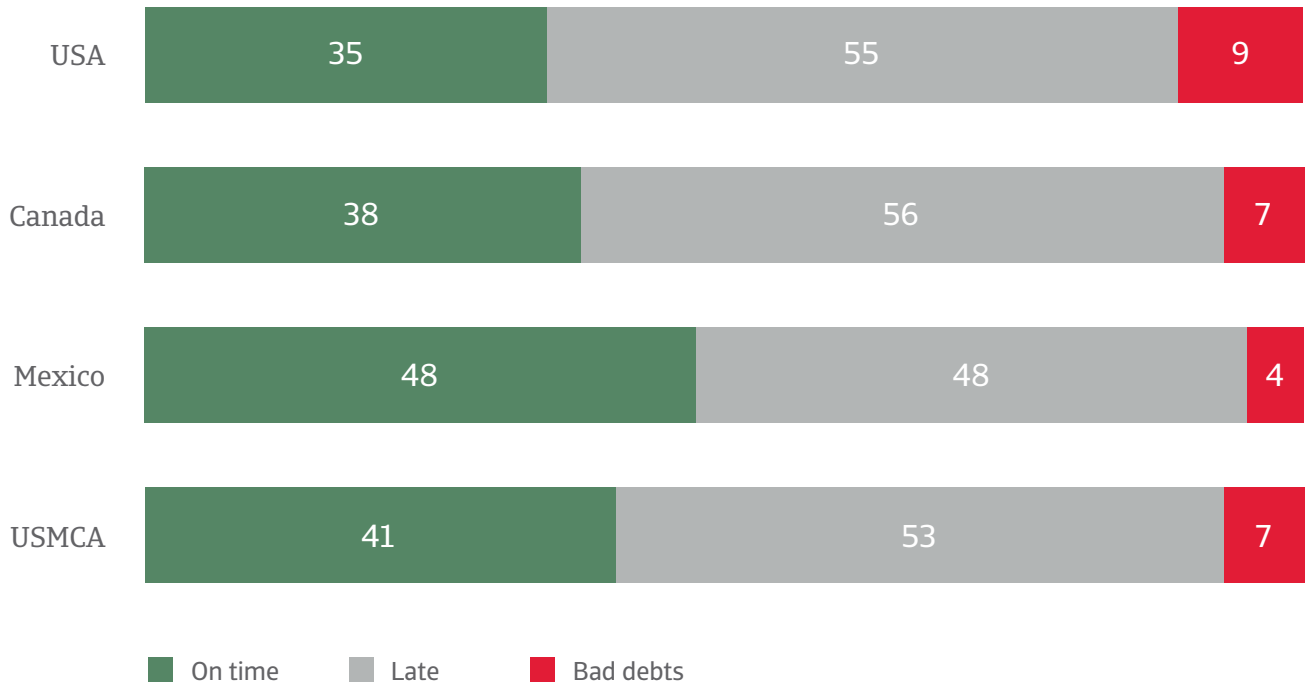


Sample: all interviewed companies

Source: Atradius Payment Practices Barometer USMCA – 2023



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



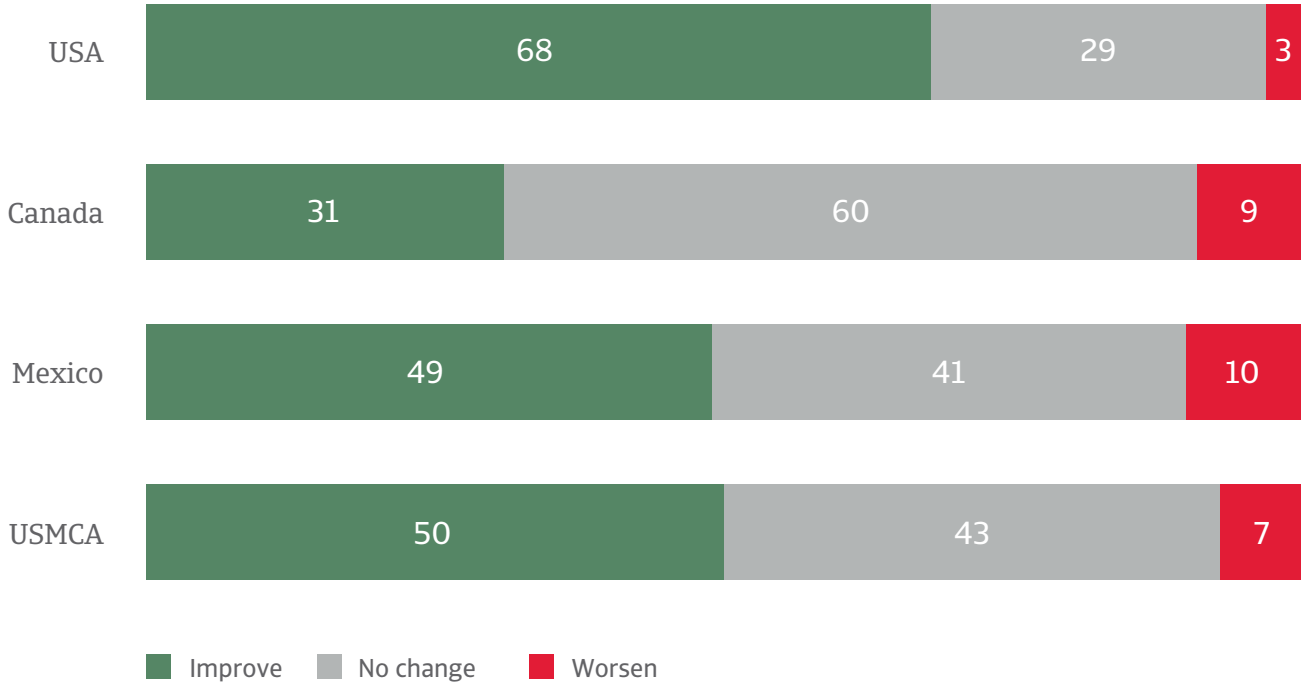
Sample: all interviewed companies
Source: Atradius Payment Practices Barometer USMCA – 2023

By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	SME (Small enterprise)	SME (Medium enterprise)	Medium Large enterprise	Large enterprise
On time	44%	40%	39%	39%	39%	45%	39%	39%
Late	49%	53%	54%	57%	55%	50%	55%	51%
Bad debts	7%	8%	7%	4%	6%	6%	6%	10%

Sample: all interviewed companies
Source: Atradius Payment Practices Barometer USMCA – 2023

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



Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer USMCA – 2023

By business sector / by business size

	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	SME (Small enterprise)	SME (Medium enterprise)	Medium Large enterprise	Large enterprise
Improve	41%	49%	62%	35%	50%	36%	50%	71%
No change	46%	42%	35%	63%	29%	58%	43%	28%
Worsen	13%	9%	4%	2%	22%	6%	6%	2%

Sample: all interviewed companies
 Source: Atradius Payment Practices Barometer USMCA – 2023

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@AtradiusUsa



@Atradius



Atradius

Atradius Trade Credit Insurance, Inc.
211 Schilling Circle, Suite 200 Hunt Valley, MD
21031 USA

Telephone: +1 800 822 3223

info.us@atradius.com
atradius.us

Atradius N.V.
David Ricardostraat 1 · 1066 JS Amsterdam
Postbus 8982 · 1006 JD Amsterdam
The Netherlands
Phone: +31 20 553 9111

info@atradius.com
atradius.com