

Atradius Payment Practices Barometer

B2B payment practices trends Slovenia 2025



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About the Atradius Payment Practices Barometer

The Atradius Payment Practices Barometer is an annual survey of business-to-business (B2B) payment practices in markets across the world.

Our survey gives you the opportunity to hear directly from businesses trading on credit with B2B customers about how they are coping with evolving trends in customer payment behaviour. Staying informed about these trends is vital because it helps to identify emerging shifts in customer payment habits, allowing businesses to address potential liquidity pressure and maintain smooth operations.

Businesses operating in – or planning to enter – the markets and industries covered by our survey can gain valuable insights from our reports, which also shed light on the challenges and risks companies anticipate in the coming months, as well as their expectations for future growth.

This report presents the survey results for **Slovenia**.

The survey was conducted between the end of Q1 and mid- Q2 2025. Survey findings should therefore be viewed with this in mind.



B2B payment practices trends

Liquidity pressure worry as companies face worsening payment behaviour

Our survey reveals increasingly challenging payment conditions in Slovenia, with most companies reporting a noticeable deterioration in the payment behaviour of B2B customers during recent months. A shift toward longer payment cycles is becoming more frequent, with overdue invoices now accounting for an average 44% of all B2B sales. The most cited cause is customer liquidity issues. Bad debts average 5% of all B2B invoices, a financial strain which is particularly acute in the automotive industry.

45% of all B2B sales are currently transacted on credit among companies in Slovenia. While many sectors prefer upfront payments to safeguard cash flow, the automotive sector leans towards a more lenient trade credit policy, probably due to the need to stay competitive in a price-sensitive market and maintain order volume. Although payment terms largely remain unchanged, the average across industries now stands at around 50 days, with more firms reporting extensions than reductions.

Slovenian firms say they typically collect payments just over a month past the due date. While about half managed to keep Days Sales Outstanding (DSO) stable, those unable to do so faced tighter liquidity, often due to locked-up capital in receivables and inventory build-up, which was another widely reported issue. Days Payables Outstanding (DPO) showed a nearly even split, with some companies holding steady while others delayed payments to bridge liquidity gaps, a move that risks damaging supplier relationships.

Supplier credit remains the dominant source of external finance, underscoring the reliance of businesses on trade-based funding rather than bank loans or internal reserves. To mitigate payment risk companies in Slovenia rely on a mix of in-house credit controls and outsourced solutions, including insurance – a widely adopted approach across industries. Continuing liquidity bottlenecks, weak customer payment practices and increased reliance on credit solutions suggest that while firms remain resilient, pressure on working capital is unlikely to ease in the short-term.

Key figures and charts on the next page

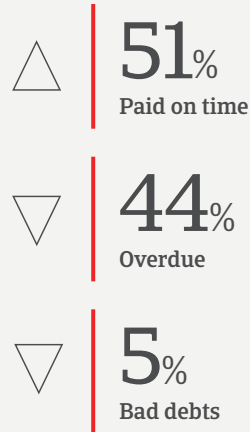


Key figures and charts

Slovenia

% of the total value of B2B invoices paid on time, overdue and bad debts

(change vs. 2024)

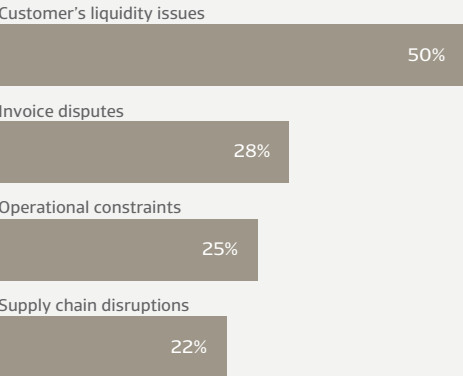


Sample: all survey respondents
Source: Atradius Payment Practices Barometer Slovenia – 2025

Slovenia

What are the top 4 reasons your B2B customers pay invoices late?

(% of respondents - multiple responses)

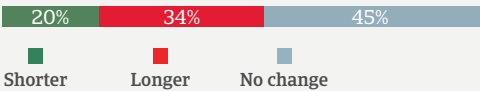


Sample: all survey respondents
Source: Atradius Payment Practices Barometer Slovenia – 2025

Slovenia

% of respondents reporting changes in Days Sales Outstanding (DSO)* over the past 12 months

(% of respondents)



*average amount of time to collect payment after a sale

Sample: all survey respondents
Source: Atradius Payment Practices Barometer Slovenia – 2025

Slovenia

What are the main sources of financing that your company used during the past 12 months?

(% of respondents - multiple response)

- 54% Trade credit
- 47% Bank loans
- 43% Internal funds
- 43% Invoice financing

Sample: all survey respondents
Source: Atradius Payment Practices Barometer Slovenia – 2025





Looking ahead

Insolvency surge fears prompt focus on working capital management

A mood of caution is clearly evident among businesses in Slovenia as they look to the year ahead. Two-thirds of companies anticipate a rise in business insolvencies during the coming months, raising concern around working capital management and overall liquidity health. Days Sales Outstanding (DSO) is expected to worsen by many companies as longer payment cycles become more common, potentially constraining cash flow further. While inventory turnover is projected to remain broadly stable, some firms anticipate liquidity being tied up in stock build-ups – working capital that could otherwise support daily operations.

Supplier payment timings (Days Payable Outstanding – DPO) are largely expected to remain unchanged, underscoring the key role that supplier credit continues to play in Slovenia as a buffer in tight liquidity environments. Despite these concerns, companies express cautious optimism about sales performance. Many expect revenues to hold up, even as profitability remains under pressure due to persistent cost challenges, particularly those linked to production input factors.

Most businesses rely on a mixed approach to growing B2B customer payment risks, which combine in-house provisioning with outsourced risk management involving insurance. This strategy reflects a pragmatic shift toward more structured and resilient risk mitigation as external uncertainties mount in a volatile economic landscape. The stability of companies in Slovenia will rely not just on how the market performs, but also on careful financial planning and strong risk management.

The regulatory landscape is also becoming a central concern and Slovenian companies are preparing for increasing compliance obligations alongside mounting pressure to integrate sustainability practices into core operations. Being agile and responsive to environmental concerns and unpredictable market conditions is now a key strategic priority. As economic and market conditions become more challenging, the financial health of businesses across all sectors will largely depend on how well they manage credit risks, working capital, and rising regulatory demands.

Key figures and charts on the next page



Key industry insights

Pharma

More than half of pharma companies have recently expanded trade credit offerings to support B2B customers, but an average 41% of sales transacted on credit shows the industry still has a cautious approach to credit risk. Payment terms are mostly unchanged, at an average 51 days from invoicing, although a slowdown in B2B payments has been widely observed. Overdue invoices now affect 38% of B2B transactions, primarily due to customer liquidity shortages, a common issue in this capital-intensive sector. Bad debts currently average 3%, relatively modest, but still impactful in terms of cash flow and liquidity management.

DSO volatility has been kept in check by most firms, but a significant build-up in inventory suggests liquidity remains tied up in stock, limiting operational flexibility. Supplier payment trends are mixed, with many delaying payments to maintain liquidity. Supplier credit is the main external financing tool. To mitigate payment risks most businesses rely on outsourced credit insurance or a model combining in-house and external risk management. There is a nearly even split between companies expecting insolvencies to rise and those who foresee stability. A cautious outlook on sales and profitability is reported amid rising compliance demands and economic volatility.

Slovenia - Pharma

Top 5 challenges companies face when offering credit to B2B customers

(% of respondents - multiple response)

Handling economic shifts impact on customer payment

41%

Preventing credit fraud

39%

Late payments

36%

Assessing customer creditworthiness

33%

Balancing customer terms with financial stability

30%

Sample: all survey respondents

Source: Atradius Payment Practices Barometer Slovenia – 2025



Slovenia - Pharma

Key industry figures

Main sources of financing
used by the industry over
the past 12 months

(% of industry respondents)

53%

Trade credit

43%

Internal funds

41%

Bank loans

29%

Invoice financing

Expected change in
insolvency risk of B2B
customers over the next
12 months

(% of industry respondents)

41%

Increase

44%

Remains
as current

15%

Do not know

Top 3 challenges businesses
in the industry expect to
face over the next 12 months

(% of industry respondents - multiple response)

61%

Increasing
regulations

56%

Being responsive
to market
shifts

37%

Environmental
concerns

Sample: all survey respondents

Source: Atradius Payment Practices Barometer Slovenia - 2025





Key industry insights

Steel and metals

Cautious credit practices and growing concerns over liquidity are evident in this sector. An average 40% of B2B sales are conducted on credit, and most firms report stable payment terms, averaging 53 days from invoicing. While many companies observe no significant shifts in B2B payment behaviour, some say there is a slowdown in customer payments. Overdue invoices currently affect 45% of B2B sales, primarily due to liquidity constraints. These delays are particularly impactful given the sector's capital-intensive nature and sensitivity to cyclical demand. Bad debts average 4% of B2B invoices, marking a notable increase that threatens cash flow and heightens liquidity pressures.

This trend corresponds with longer DSO. Inventory build-up also persists, limiting opportunities to free up working capital from either receivables or stock. Supplier payment timings have slowed as companies delay outflows to preserve liquidity. Companies chiefly rely on supplier credit and invoice financing, with payment risk mitigated through a combination of in-house provisioning and outsourced solutions. A striking 84% of businesses anticipate a surge in insolvencies, reflecting widespread concern about heightened financial vulnerability in the months ahead. Sales performance remains uncertain and profitability outlooks are cautious amid ongoing geopolitical tensions, supply chain disruptions, environmental pressures and intensifying competition.

Slovenia - Steel and metals

Top 5 challenges companies face when offering credit to B2B customers

(% of respondents - multiple response)

Late payments

47%

Bad debts

39%

Assessing customer creditworthiness

36%

Cash flow disruptions

31%

Preventing credit fraud

30%

Sample: all survey respondents

Source: Atradius Payment Practices Barometer Slovenia – 2025



Slovenia - Steel and metals

Key industry figures

Main sources of financing used by the industry over the past 12 months

(% of industry respondents)



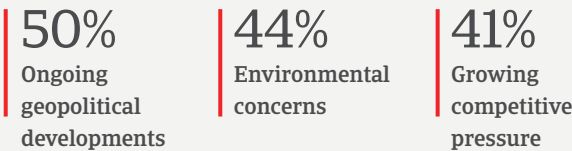
Expected change in insolvency risk of B2B customers over the next 12 months

(% of industry respondents)



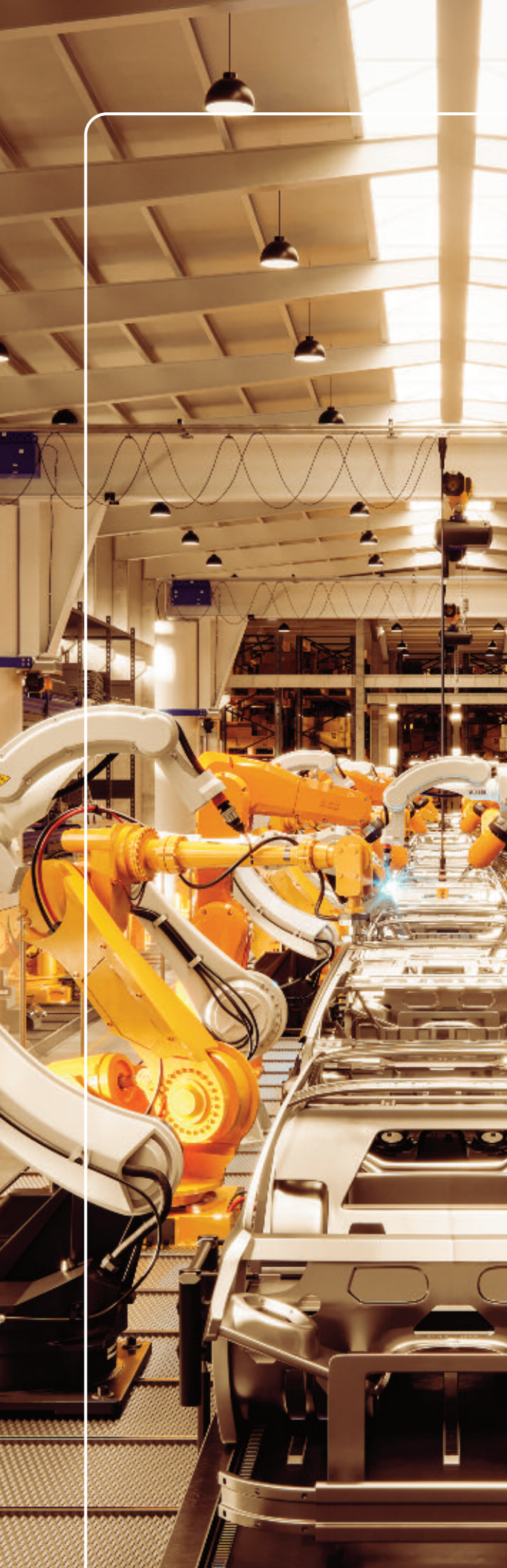
Top 3 challenges businesses in the industry expect to face over the next 12 months

(% of industry respondents - multiple response)



Sample: all survey respondents
Source: Atradius Payment Practices Barometer Slovenia – 2025





Key industry insights

Automotive

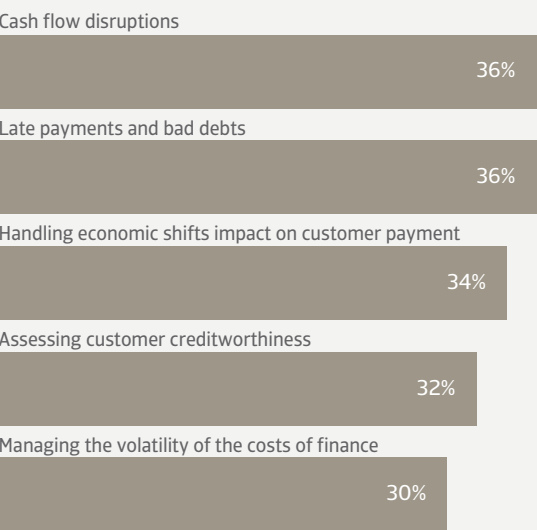
The automotive sector is increasingly turning to trade credit to sustain business relationships and support B2B sales. Two-thirds of companies have increased trade credit offerings, with 54% of sales now made on credit. Most firms report unchanged payment terms, but a significant number have adopted more relaxed terms, which average 43 days from invoicing. Overdue invoices now affecting an average 49% of all B2B sales on credit. Liquidity constraints are the main reason in an industry where high input costs and long production cycles strain financial flexibility. Bad debts average 7% of B2B invoices, placing pressure on cash flow and liquidity.

Payment collection efficiency is declining, with companies split between those experiencing longer DSO and others seeing no major changes. Inventory build-up is limiting options to unlock working capital, compounding liquidity challenges. Many businesses have slowed DPO, opting to preserve cash while risking supply chain tensions. Bank and supplier credit remain the primary external financing channels, while risk mitigation strategies rely on a combination of in-house provisioning and outsourced insurance solutions. 71% of firms anticipate a surge in insolvencies, raising alarm about financial stability. The outlook for profitability and sales are cautious as companies face rising regulatory demands and market unpredictability.

Slovenia - Automotive

Top 5 challenges companies face when offering credit to B2B customers

(% of respondents - multiple response)



Sample: all survey respondents

Source: Atradius Payment Practices Barometer Slovenia – 2025



Slovenia - Automotive

Key industry figures

Main sources of financing
used by the industry over
the past 12 months

(% of industry respondents)

59%

Bank loans

50%

Trade credit

47%

Internal funds

41%

Invoice financing

Expected change in
insolvency risk of B2B
customers over the next
12 months

(% of industry respondents)

71%

Increase

29%

Remains
as current

0%

Do not know

Top 3 challenges businesses
in the industry expect to
face over the next 12 months

(% of industry respondents - multiple response)

54%

Increasing
regulations

46%

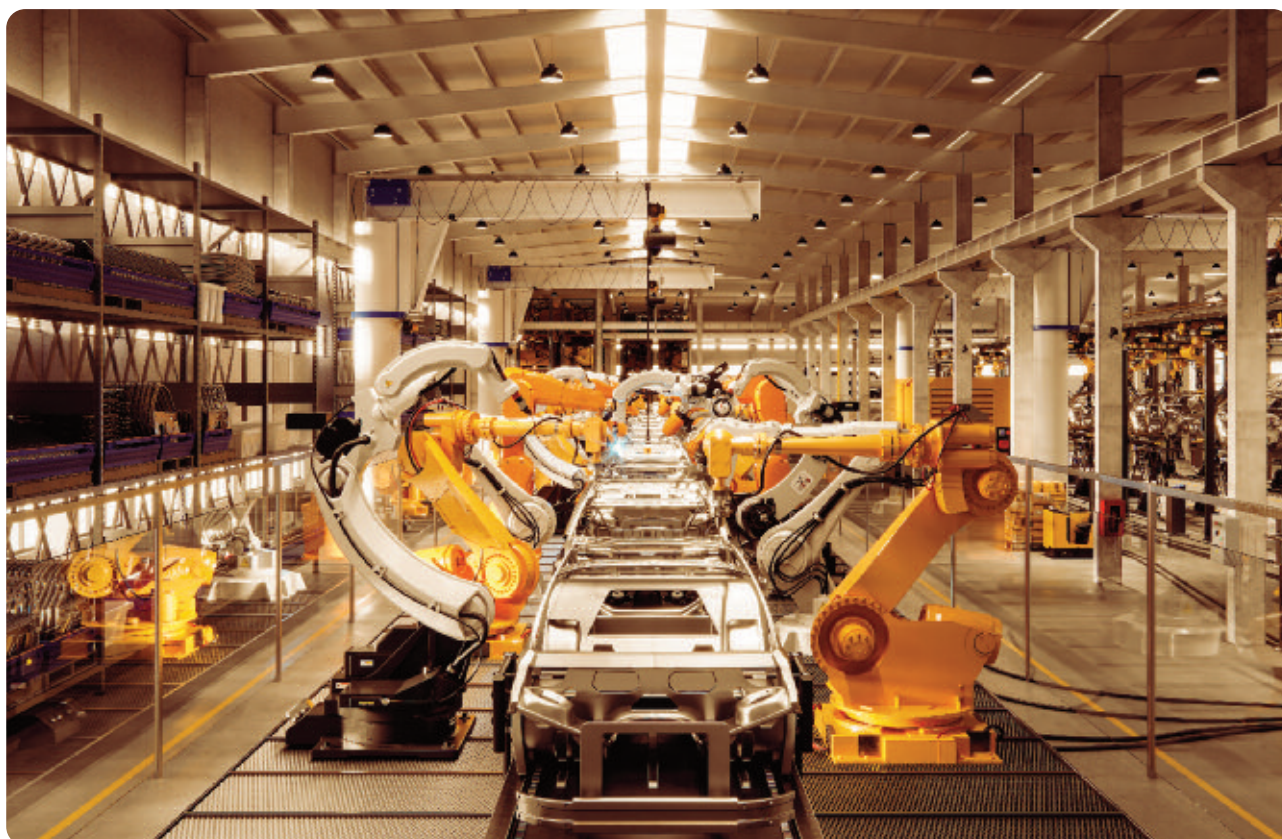
Being responsive
to market
shifts

40%

Growing
competitive
pressure

Sample: all survey respondents

Source: Atradius Payment Practices Barometer Slovenia - 2025





Survey design

Atradius conducts annual reviews of international corporate payment practices through a survey called the Atradius Payment Practices Barometer.

Sample overview – Total interviews = 210

Business sector	Interviews	%
Manufacturing	103	49
Wholesale trade	43	20
Retail trade/Distribution	43	20
Services	21	11
TOTAL	210	100
Business size	Interviews	%
SME: Small enterprises	38	18
SME: Medium enterprises	72	34
Medium Large enterprises	64	31
Large enterprises	36	17
TOTAL	210	100
Pharma	70	33.3
Steel and metals	70	33.3
Automotive	70	33.3
TOTAL	210	100

Survey scope

- Basic population: Companies from Slovenia were surveyed and the appropriate contacts for accounts receivable management were interviewed.
- Sample design: The Strategic Sampling Plan enabled us to perform an analysis of country data crossed by sector and company size.
- Selection process: Companies were selected and contacted by use of an international Internet panel. A screening for the appropriate contact, and for quota control, was conducted at the beginning of the interview.
- Sample: N=210 people were interviewed in total. A quota was maintained according to four classes of company size.
- Interview: Computer Assisted Web Interviews (CAWI) of approximately 15 minutes duration.
- The survey was conducted between the end of Q1 and the beginning of Q2 2025.
The findings should therefore be viewed with this in mind.

This is part of the 2025 edition of the Atradius Payment Practices Barometer available at

<https://group.atradius.com/knowledge-and-research>



Interested in finding out more?

Please visit the [Atradius](#) website where you can find a wide range of up-to-date publications. [Click here](#) to access our analysis of individual industry performance, detailed focus on country-specific and global economic concerns, insights into credit management issues, and information about protecting your receivables against payment default by customers.

To find out more about B2B receivables collection practices in Slovenia and worldwide, please visit atradiuscollections.com.

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