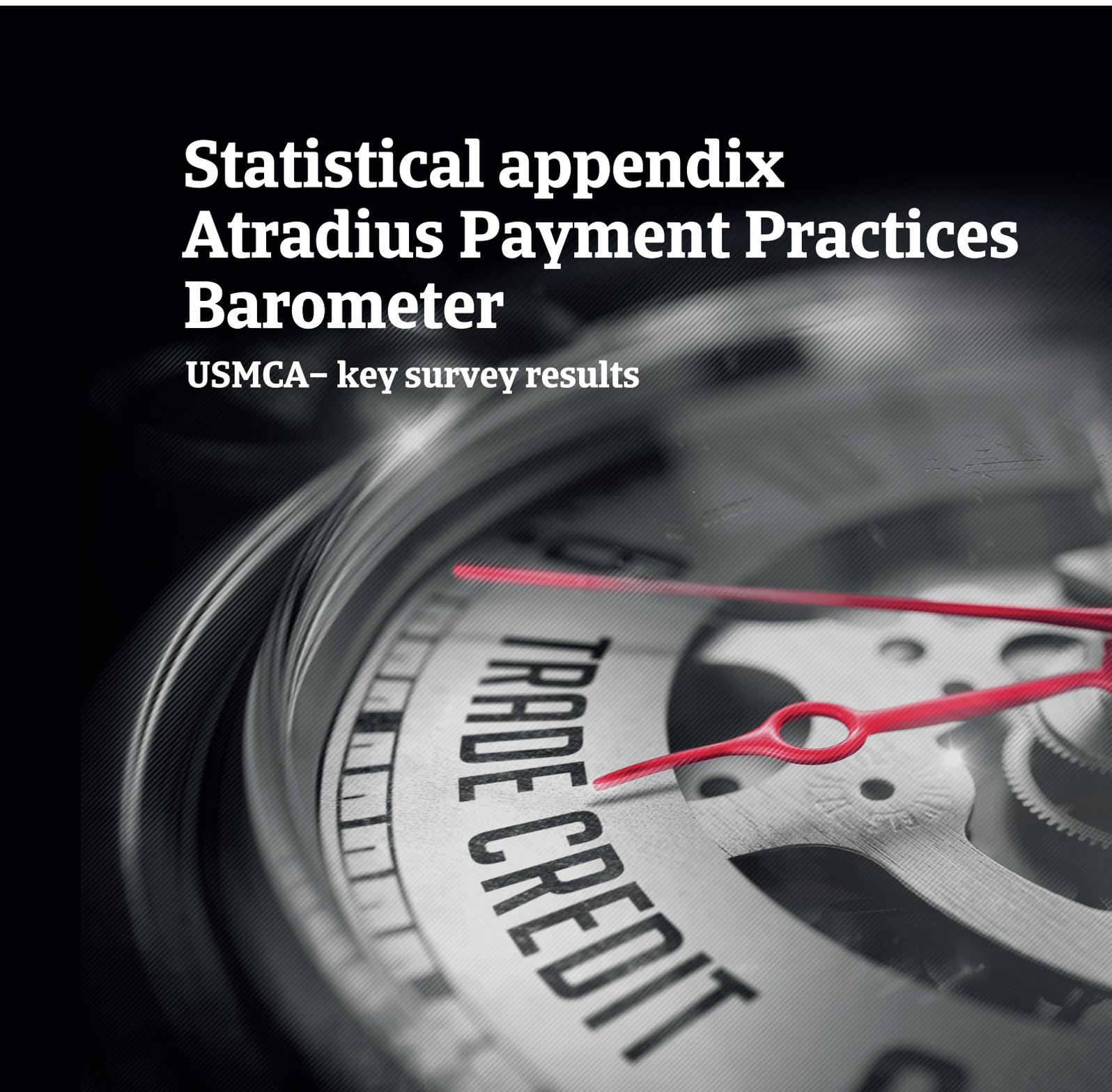


Statistical appendix Atradius Payment Practices Barometer

USMCA – key survey results





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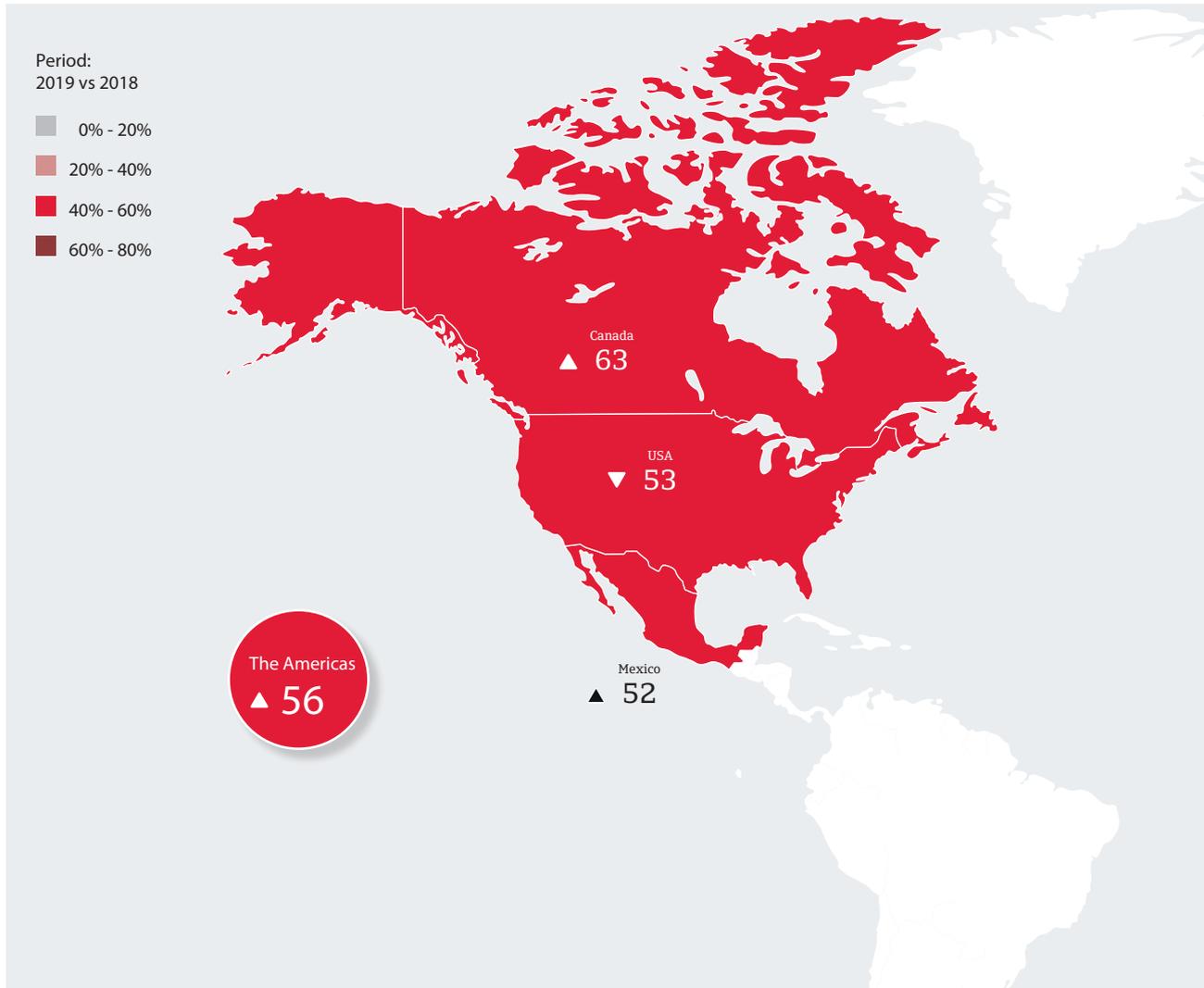
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USMCA: proportion of total B2B sales made on credit



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

By business sector / by business size

Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
57%	53%	58%	46%	57%	54%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020



Average payment term recorded in USMCA (average days)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

By business sector / by business size (average days)

Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
34	29	28	30	31	29

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

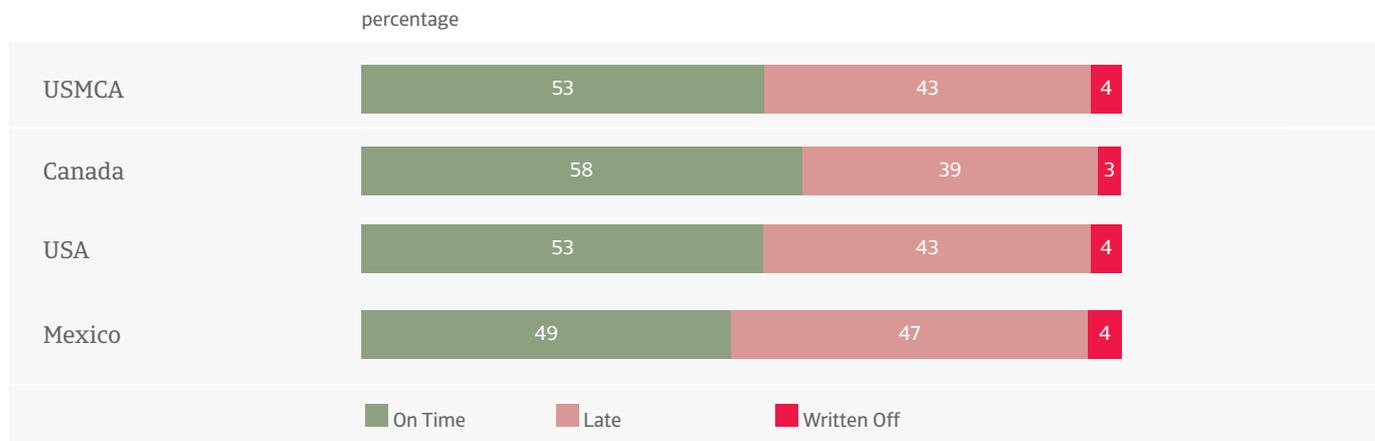
USMCA: % of past due B2B receivables by age of account



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

USMCA: % split of on time, overdue payments and write-offs

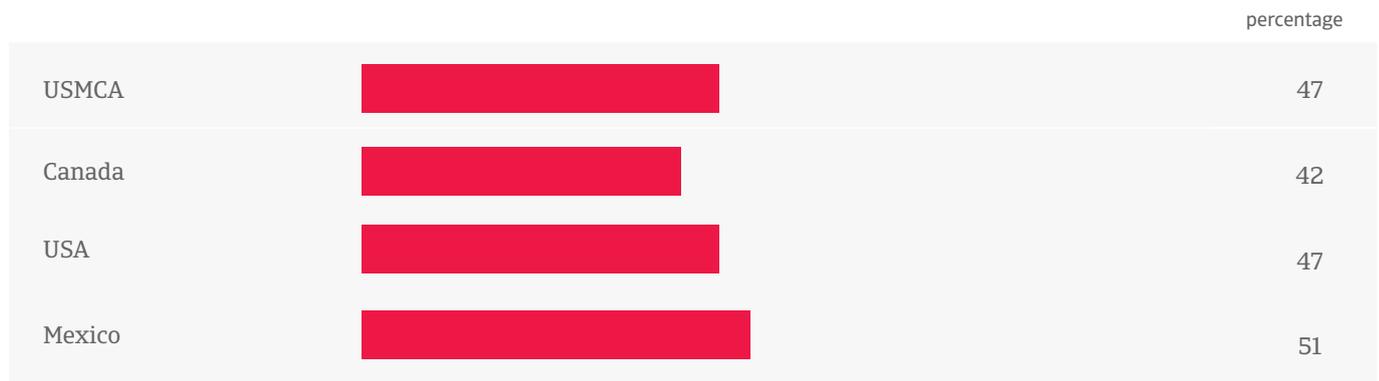


Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020



USMCA: % of respondents reporting late payment from B2B customers



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

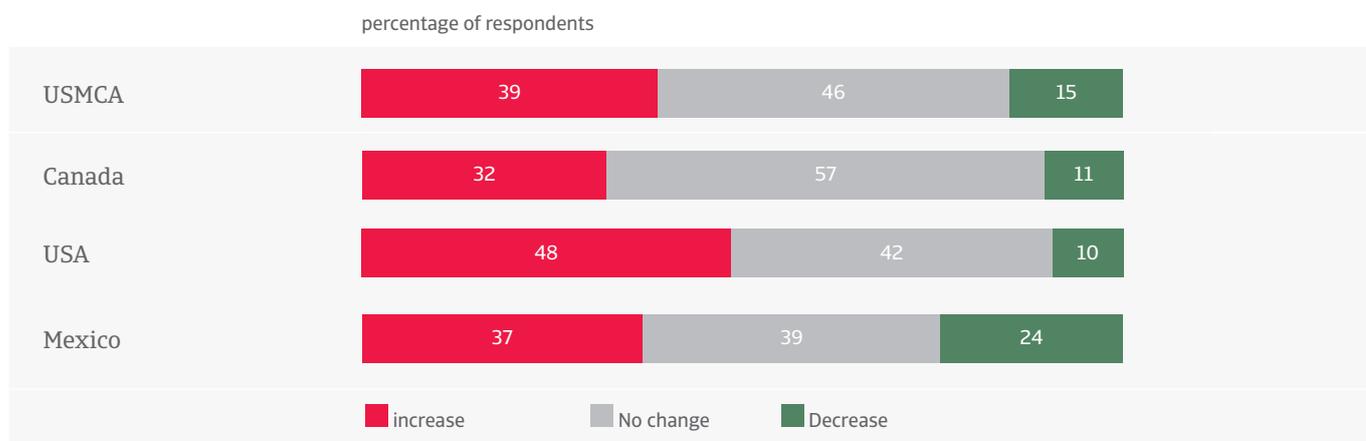
By business sector / by business size (average days)

Industry			Business size		
Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
49%	47%	41%	40%	48%	43%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

USMCA: expected changes in the percentage of overdue B2B invoices paid late over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

By business sector / by business size

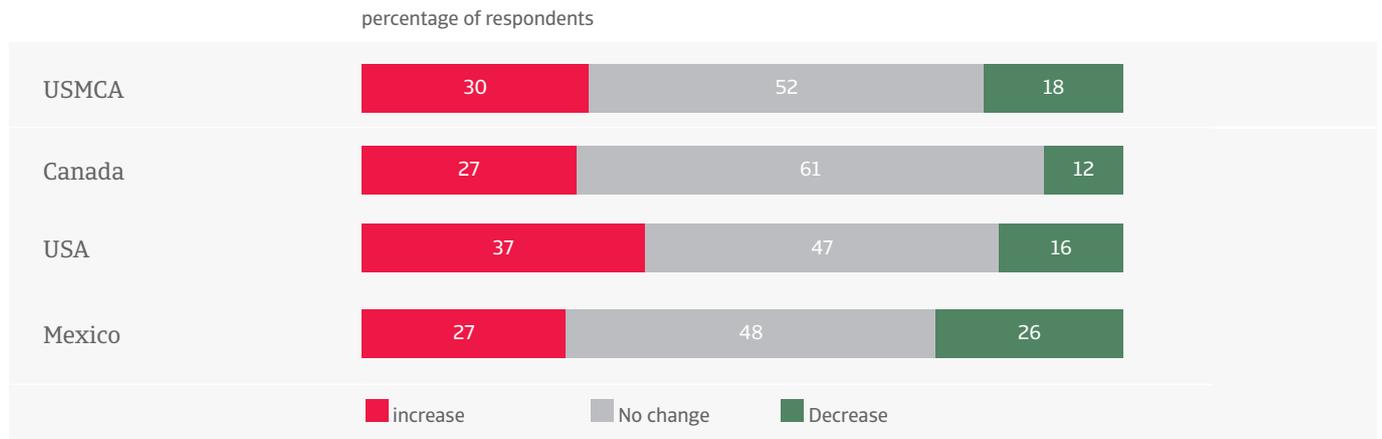
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Increase	45%	39%	30%	41%	40%	37%
No change	38%	48%	53%	41%	46%	45%
Decrease	17%	13%	17%	19%	14%	18%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020



USMCA: expected changes in the percentage of long-term overdue B2B invoices (over 90 days old)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

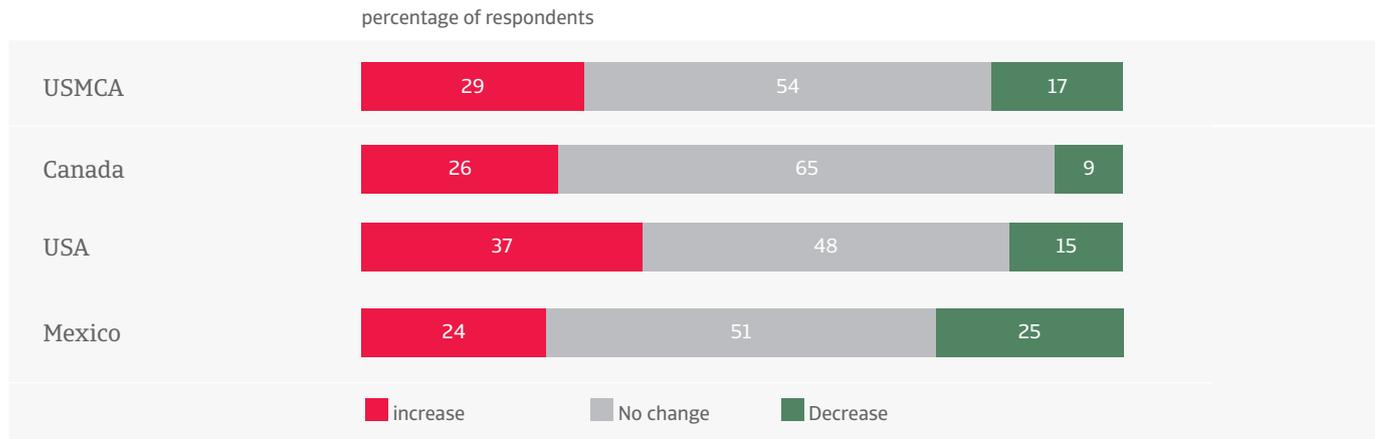
By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Increase	35%	29%	25%	29%	31%	30%
No change	47%	53%	58%	52%	51%	53%
Decrease	18%	18%	17%	19%	18%	17%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

USMCA: expected changes in DSO



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

By business sector / by business size

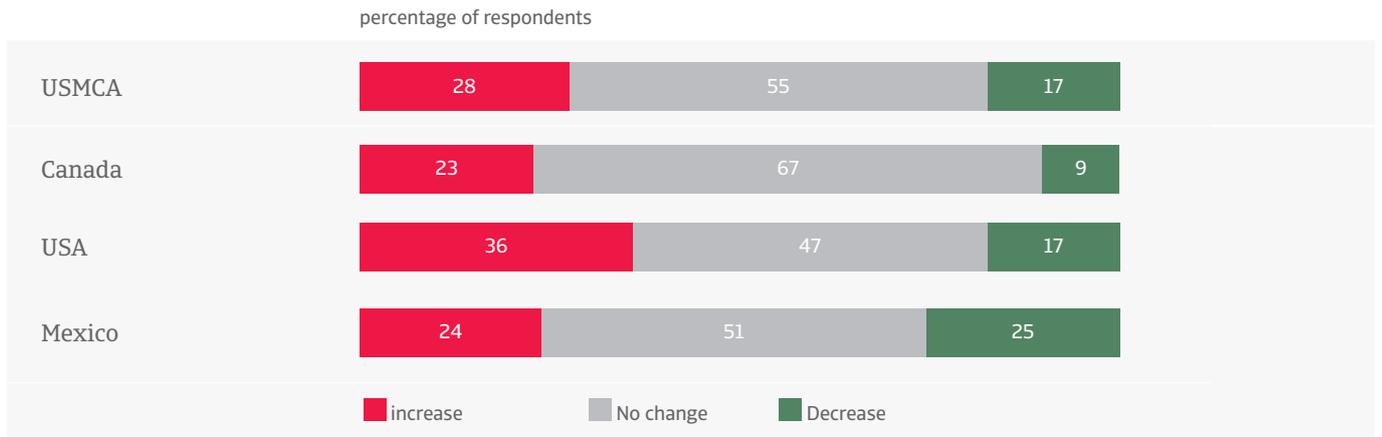
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Increase	34%	29%	23%	32%	30%	28%
No change	47%	55%	63%	51%	53%	57%
Decrease	20%	16%	13%	18%	17%	16%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020



USMCA: expected changes in the % of write-offs over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

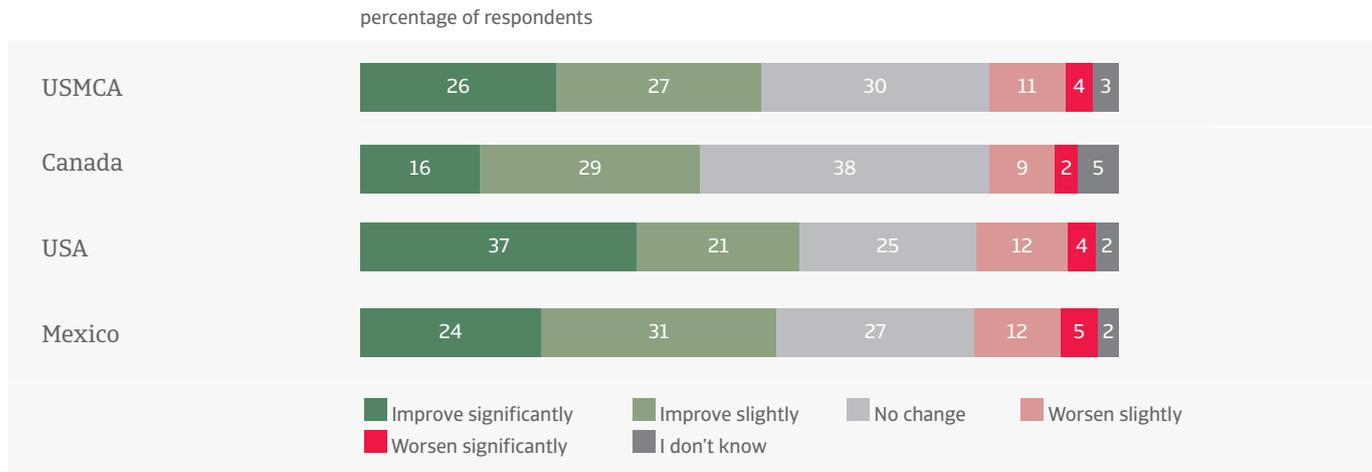
By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Increase	34%	27%	21%	24%	28%	29%
No change	48%	55%	66%	57%	54%	55%
Decrease	18%	19%	13%	19%	18%	16%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

USMCA: expected changes in the dependence of businesses on bank finance over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

By business sector / by business size

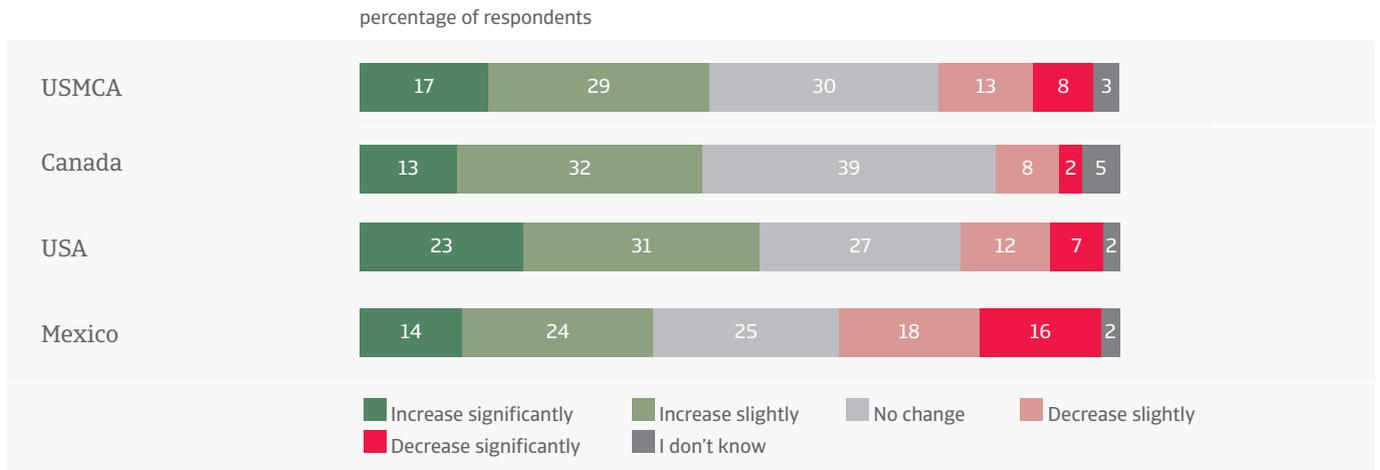
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Improve significantly	30%	23%	25%	32%	25%	27%
Improve slightly	28%	28%	23%	36%	28%	22%
No change	25%	32%	35%	18%	28%	36%
Worsen slightly	10%	11%	13%	14%	11%	9%
Worsen significantly	3%	5%	2%	0%	4%	3%
I don't know	3%	2%	3%	0%	3%	3%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020



USMCA: expected changes in the businesses' indebtedness over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

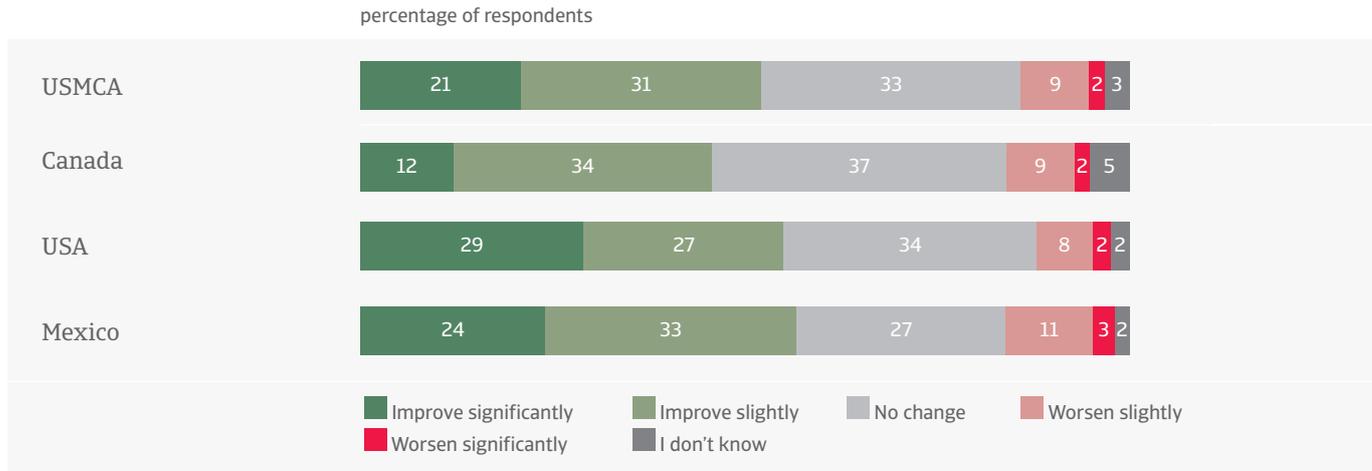
By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Increase significantly	20%	15%	14%	14%	16%	20%
Increase slightly	29%	28%	31%	29%	30%	27%
No change	22%	34%	38%	25%	28%	37%
Decrease slightly	17%	12%	6%	25%	14%	8%
Decrease significantly	8%	9%	8%	7%	9%	6%
I don't know	3%	2%	4%	0%	3%	3%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

USMCA: expected changes in access to bank lending over the next 12 months



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

By business sector / by business size

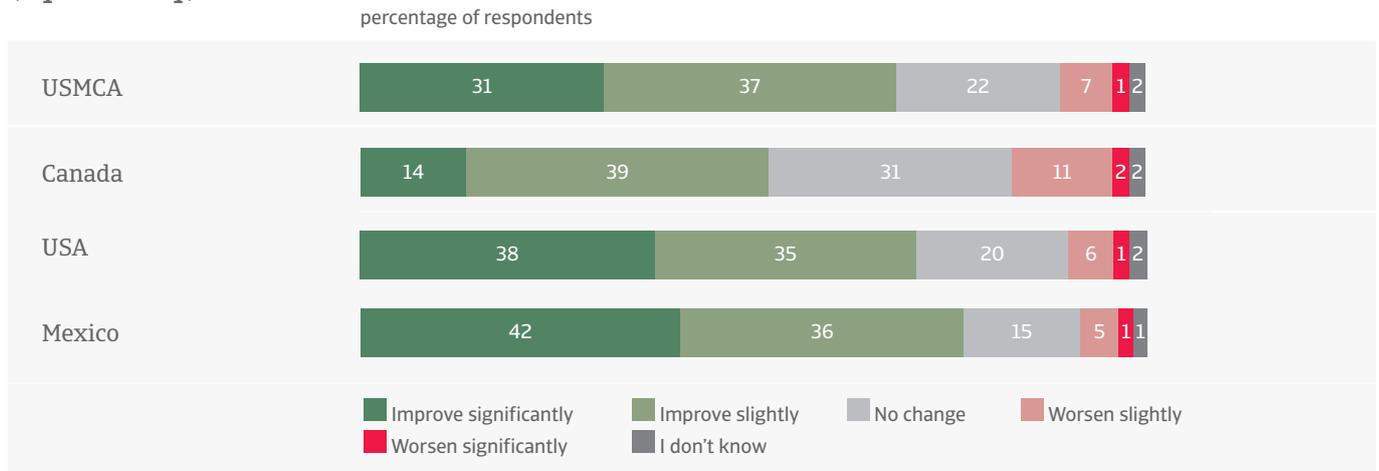
	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Improve significantly	29%	17%	18%	29%	21%	23%
Improve slightly	30%	33%	28%	18%	33%	29%
No change	29%	34%	37%	36%	32%	34%
Worsen slightly	5%	13%	9%	18%	9%	7%
Worsen significantly	3%	2%	3%	0%	1%	5%
I don't know	4%	2%	5%	0%	4%	3%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020



USMCA: expected changes in business performance over the next 12 months (by country)



Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

By business sector / by business size

	Industry			Business size		
	Manufacturing	Wholesale / Retail / Distribution	Services	Micro-enterprises	SMEs	Large enterprises
Improve significantly	38%	29%	24%	43%	30%	32%
Improve slightly	33%	39%	38%	29%	39%	32%
No change	19%	22%	27%	7%	21%	27%
Worsen slightly	7%	8%	6%	18%	6%	8%
Worsen significantly	1%	1%	2%	4%	1%	1%
I don't know	2%	0%	4%	0%	2%	0%

Sample: all interviewed companies

Source: Atradius Payment Practices Barometer – June 2020

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