

Atradius Payment Practices Barometer 2023

Key trends for B2B payments and cash flow

Statistical Appendix

Survey results for Western Europe



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 provides us with the opportunity to hear directly from companies polled about how they are coping with the impact of the current challenging economic and trading environment on payment behaviour of their B2B customers. This can give valuable insights into how businesses are paid by their B2B customers, and how they tackle the pain points caused by poor payment practices.

The findings about what measures are undertaken to fund a sudden need for cash, and what credit management tools they use to mitigate the risk of long-term cash flow problems, may also be valuable information in helping understand how companies respond to the crucial issue of late or non-payment in the current uncertain times. However, the survey also has a strong focus on the challenges and risks that companies polled believe they will encounter during the coming months, and their expectations for future business growth.

We believe the results of our survey can supply useful insights into the current dynamics of corporate payment behaviour in B2B trade, and identify emerging trends that may shape its future. This can be extremely useful to companies doing business, or planning to do so, in the markets polled.

In this report, you will find the survey results for Western Europe. Markets surveyed: Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Netherlands, Spain, Sweden, Switzerland and the United Kingdom.

Insights into topics by country and local sectors can be found in the country reports that form the 2023 edition of the survey for Western Europe.

The survey was conducted between the end of Q1 and the beginning of Q2 2023, and findings should therefore be viewed with this in mind.

Statistical Appendix

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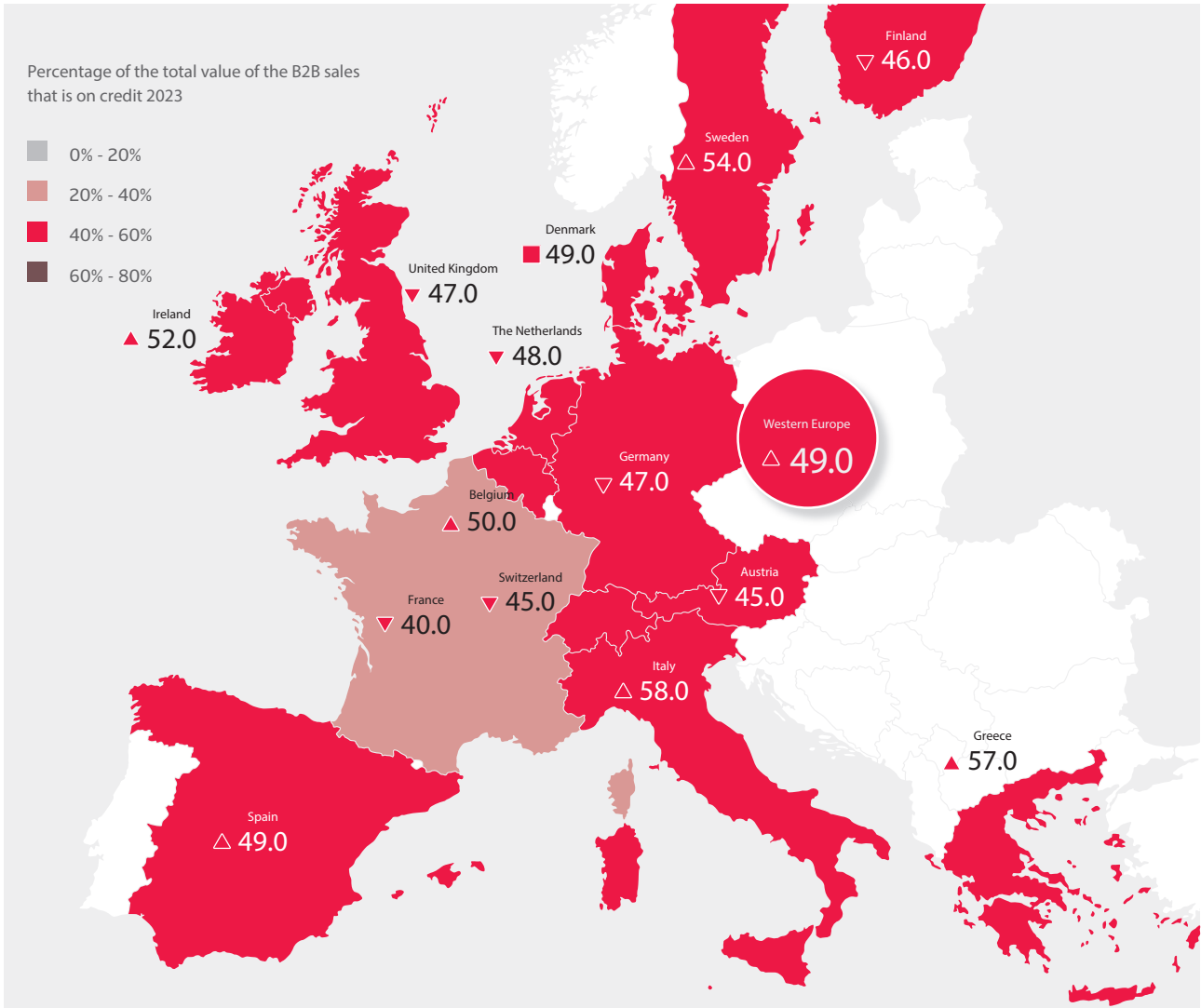
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Western Europe: proportion of total B2B sales made on credit



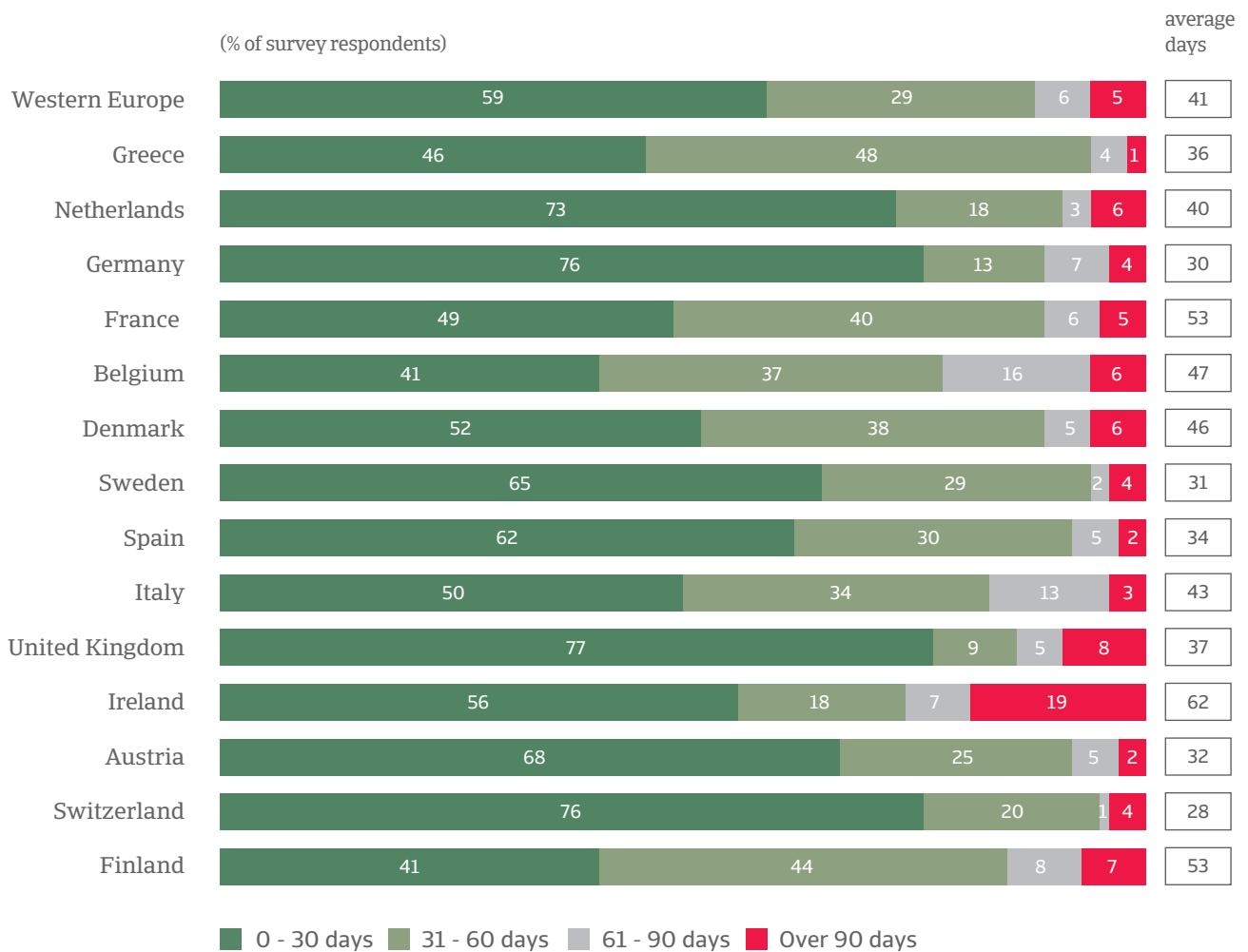
Sample: all interviewed companies (active on domestic and export markets)
 Source: Atradius Payment Practices Barometer Western Europe – 2023

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	49%	45%	51%	53%	50%	48%	49%	48%

Sample: all interviewed companies (active on domestic and export markets)
 Source: Atradius Payment Practices Barometer Western Europe – 2023

Western Europe: payment terms (average days) set for B2B customers



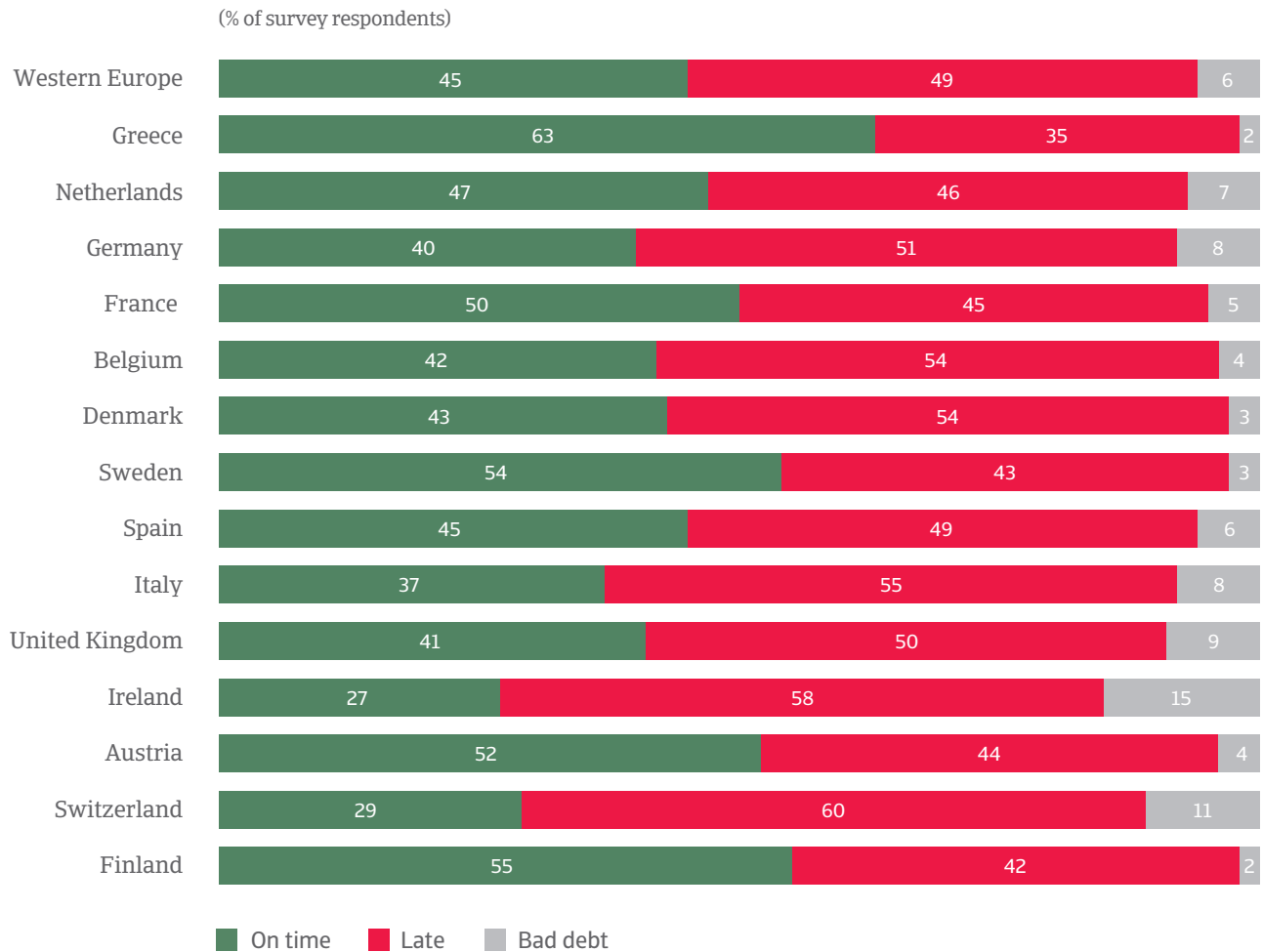
Sample: all interviewed companies (active on domestic and export markets)
 Source: Atradius Payment Practices Barometer Western Europe – 2023

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
0 - 30 days	64%	48%	64%	61%	64%	56%	56%	70%
31 - 60 days	24%	43%	20%	27%	23%	32%	31%	22%
61 - 90 days	6%	7%	8%	6%	8%	7%	6%	4%
Over 90 days	6%	3%	8%	6%	6%	5%	6%	4%

Sample: all interviewed companies (active on domestic and export markets)
 Source: Atradius Payment Practices Barometer Western Europe – 2023

Western Europe: % of B2B invoices paid on time, late and written off as uncollectable over the past 12 months



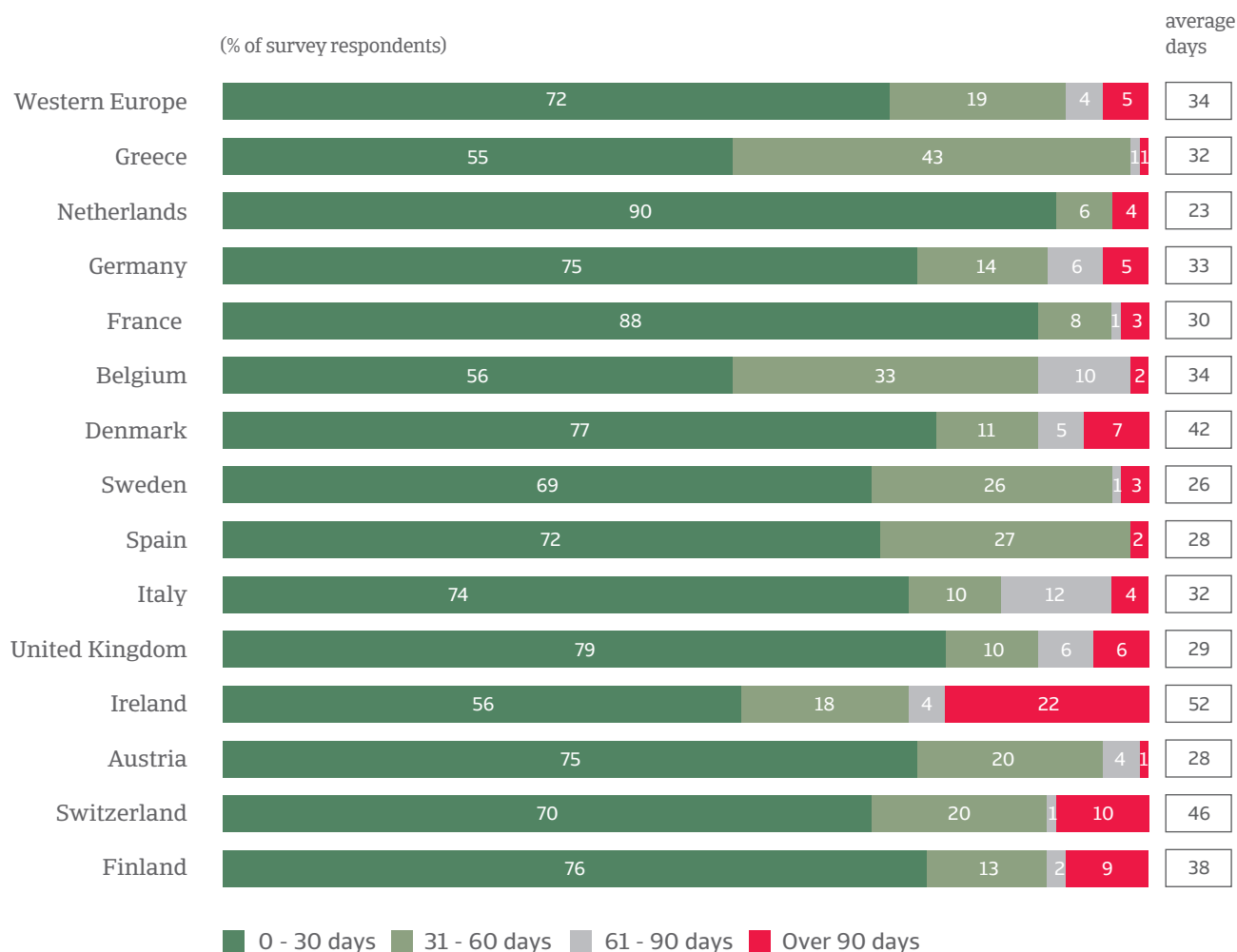
Sample: all interviewed companies (active on domestic and export markets)
Source: Atradius Payment Practices Barometer Western Europe – 2023

By business sector / by business size

2023	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	SME (Small enterprise)	SME (Medium enterprise)	Medium Large enterprise	Large enterprise
On time	46%	43%	38%	44%	43%	47%	41%	50%
Late	48%	52%	55%	48%	51%	47%	52%	44%
Bad debt	6%	5%	7%	8%	6%	6%	7%	6%

Sample: all interviewed companies (active on domestic and export markets)
Source: Atradius Payment Practices Barometer Western Europe – 2023

Western Europe: average payment delay



Sample: all interviewed companies (active on domestic and export markets)
 Source: Atradius Payment Practices Barometer Western Europe – 2023

By business sector / by business size

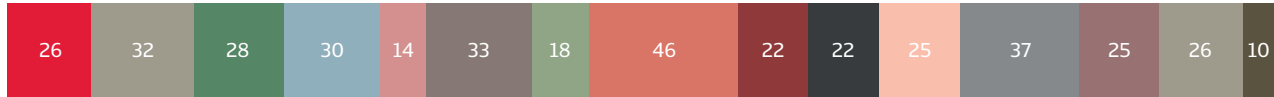
	Business sector				Business size			
	Manufacturing	Wholesale	Retail / Distribution	Services	SME (Small enterprise)	SME (Medium enterprise)	Medium Large enterprise	Large enterprise
0 - 30 days	72%	77%	66%	66%	74%	74%	67%	75%
31 - 60 days	20%	15%	21%	20%	15%	18%	24%	14%
61 - 90 days	3%	5%	5%	3%	4%	3%	4%	4%
Over 90 days	5%	3%	8%	11%	8%	4%	5%	6%

Sample: all interviewed companies (active on domestic and export markets)
 Source: Atradius Payment Practices Barometer Western Europe – 2023

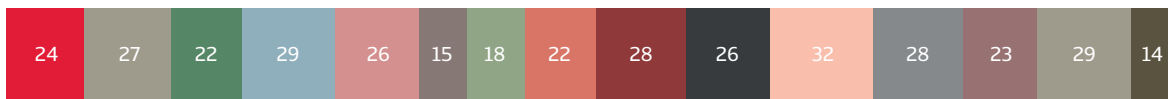
Western Europe: impact of inflation on the cost structure of the business

(% of survey respondents)

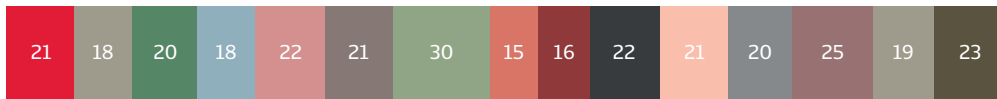
Inventory costs



Production costs



Demand (sales) for my products and/or services



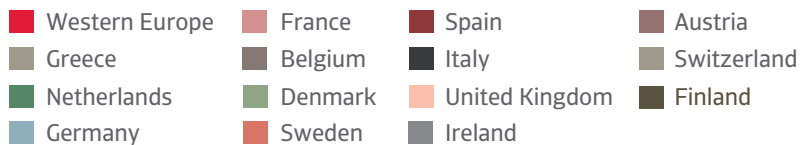
Borrowing costs



Labour costs



No impact from inflation



Sample: all interviewed companies (active on domestic and export markets)

Source: Atradius Payment Practices Barometer Western Europe – 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
Production costs	31%	14%	22%	23%	23%	24%	24%	29%
Inventory costs	29%	21%	28%	29%	25%	22%	30%	30%
Demand (sales) for my products and/or services	19%	24%	22%	19%	18%	21%	22%	18%
Borrowing costs	12%	27%	14%	12%	15%	20%	16%	11%
Labour costs	7%	12%	9%	13%	13%	10%	7%	9%
No impact from inflation	2%	1%	4%	2%	3%	2%	1%	2%

Sample: all interviewed companies (active on domestic and export markets)

Source: Atradius Payment Practices Barometer Western Europe – 2023

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