

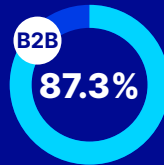
# A Brief Guide to B2B Payments in the Electronics Industry

**B2B is booming in the global electronics space, but manufacturers and retailers need to look at new payment methods to take a share of the projected market growth.**



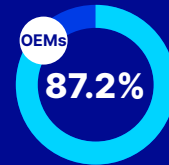
### Expected Market Growth to \$38.73 Billion in 2026

The global B2B electronics market size is expected to grow to \$38.73 billion in 2026, at a CAGR of 4.8%. (The Business Research Company)\*



### 87.3% of the electronics products market is dominated by B2B

B2B dominated the electronic products market, accounting for 87.3% of the total market. B2B is expected to remain as the fastest growing segment at a CAGR of 2.6%. (Business Wire)\*\*



### 87.2% of the B2B electronics product market claimed by OEMs

OEM was the largest segment of the market by sales channel, claiming 87.2% of the total market in 2019. OEM is set to be the fastest-growing segment in the electronic products market, at a CAGR of 2.4%. (Business Wire)\*\*

## Three ways electronics manufacturers and retailers can attract B2B buyers and simplify processes:



### Target B2B buyers directly

Reduce revenue and margin loss by removing the need to rely on a distributor. Take control and target B2B buyers directly.



### Offer a line of credit and payment on terms without risk

Increase revenue by providing B2B buyers with a line of credit to pay for high-value electronic goods.



### Eliminate late payment and reduce fraudulent orders

Remove risk by fully digitizing the B2B payments process placing risk assessment, underwriting and collections with one trusted provider.

## TreviPay in numbers:

**\$5k-\$20m**

### Credit lines of \$5k to \$20 million

TreviPay enables you to offer market-leading credit lines to your B2B buyers.



### Zero credit risk

TreviPay underwrites the risk so there is zero credit risk or A/R overhead for your business. All processes are digital, so you'll never need to handle this manually.



### 32 countries

TreviPay offers pay in and pay out capabilities in 32 countries.

\*<https://www.thebusinessresearchcompany.com/report/business-to-business-electronic-global-market-report>

\*\*<https://www.businesswire.com/news/home/20210812005683/en/Electronic-Products-Global-Market-Opportunities-and-Strategies-Report-2021-COVID-19-Impact-and-Recovery-to-2030---ResearchAndMarkets.com>

**Find out more about how TreviPay is helping electronics manufacturers and retailers to power up sales.**

**TreviPay.com**

The Global B2B Payments & Invoicing Network