

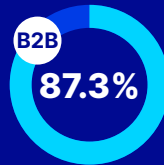
A Brief Guide to B2B Payments in the Electronics Industry

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.



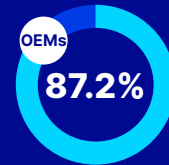
Expected Market Growth to \$38.73 Billion in 2026

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 \$20M+

TreviPay enables you to offer market-leading uncapped 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