

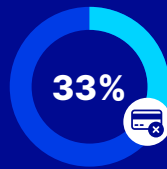
A Brief Guide to B2B Payments in the Manufacturing Industry

The manufacturing industry dominates the global B2B payments market, but the cost-of-living crisis is impacting suppliers' ability to pay, so companies with a higher digital maturity have the greatest advantage.



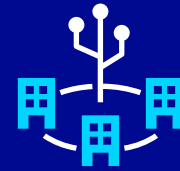
The manufacturing industry accounts for 40% of the global B2B payments market

By industry vertical, the manufacturing segment held the largest market share in 2021, accounting for two-fifths of the global B2B payments market.*



33% struggle to pay manufacturing suppliers due to the cost-of-living crisis

16% struggle to pay suppliers because of the cost-of-living crisis, rising to 33% for the manufacturing sector.**



Manufacturers with higher digital maturity have a greater advantage

Manufacturers with a higher digital maturity pre-pandemic have a greater advantage and resilience over companies who had low digital maturity, as did those who upped their digitalisation during the pandemic.***

Three ways manufacturers can attract B2B buyers and simplify processes:



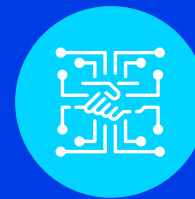
Offer a line of credit and payment on terms with zero risk

Extend a line of credit and payment on terms to encourage additional spending, repeat visits and increased customer loyalty.



Go direct to B2B customers

Transform the manufacturing buyer-seller relationship with a direct-to-customer sales model to help increase your margins or pass on discounts to buyers.



Digitally transform back-end business processes

A totally digital experience will eliminate payments complexity with frictionless Accounts Receivables for you and Accounts Payments for your clients.

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.

*PR News Wire
**STA International
***Deloitte

Find out more about how TreviPay is helping manufacturers build stronger relationships with their customers.

TreviPay.com

The Global B2B Payments & Invoicing Network