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Accounts Receivable Industry Report

2022 Full Year, Annual Report for Benchmarking Accounts Receivable Performance by Industry.



Summary

This report is designed to help you benchmark the payment performance of your customers and partners against similar businesses in the same industry. It lists the details of 21 key sectors, comprised of over 700 industries by SIC code. We have grouped this report into broad sectors based on two digits SIC code groupings to make it easier for you to identify the key sectors of interest.

This report shows the percentage of invoices paid on time or within terms, then up to 30 days late, up to 60 days, up to 90 days, and beyond 90 days late. We have also included the sector's average number of days beyond terms (DBT) and an indicator as to whether this is improving, stable or worsening.

While the report is not designed to be used as a stand-alone decision-making tool, we recommend that you use the information to benchmark your accounts receivable performance against industry averages to identify potential areas of improvement or update existing credit policies.

Creditsafe relies on contributors to share accounts receivable data as part of our Global Trade Payment Data Programme. This insight, also used in our scores and presented in our credit reports, allows companies to make more informed trade credit decisions, reduce DSO, and limit exposure to bad debt.

Creditsafe can analyse your entire customer ledger and apply risk indicators to identify industries and low, medium and high-risk customers within your portfolio. Please get in touch with your account manager or one of our experts to learn more.

Methodology

This report is created by analysing trusted accounts receivable data from Creditsafe customers. In this report, we analysed more than 100 million invoices paid in 2021 & 2022 to identify trends and highlight the typical payment performance of companies within certain sectors and countries.

Key Findings by Sector

- **53%** of invoices paid by the Construction sector were paid late in 2022, up 13% compared to 2021. The average number of days beyond agreed terms (DBT) remained unchanged.
- **48%** of invoices paid by the Manufacturing sector were paid late in 2022, up 6% compared to 2021. The average number of days beyond agreed terms (DBT) rose by two days.
- **46%** of invoices paid by Energy Supply companies were paid late in 2022, up 11% compared to 2021. The average number of days beyond agreed terms (DBT) rose by two days.
- **16%** of invoices paid by the Real Estate companies were paid late in 2022, down 6% compared to 2021. The average number of days beyond agreed terms fell by five days.



Sector Overview

% of late payments by Sector

Across all 21 sectors, on average, 43% of all invoices paid in 2022 were paid beyond agreed terms. Only 3 of 21 sectors saw an improvement in late payments compared to the same period in 2021. The Construction, Health & Social Care, and Hospitality sectors saw the most significant rise in the percentage of late payments compared to 2021.

Days beyond agreed terms (DBT) by Sector

When looking at the average number of days beyond given terms (DBT), we can see that just 9 of the 21 sectors showed signs of year-on-year improvement; of those worsening, the DBT increased by an average of 2 days in 2022 compared to the same period in 2021.

		9	% Late payment	s	Γ	Average	e days beyon	d terms
-	Sector	2021 % Late	2022 % Late	YoY Change		2021 DBT	2022 DBT	YoY Change
А	Agriculture, Forestry and Fishing	30.38%	36.19%	5.80%	Ī	7.13	8.12	0.99
В	Mining and Quarrying	50.72%	57.99%	7.27%	Γ	16.87	18.18	1.31
С	Manufacturing	41.31%	47.74%	6.43%	Γ	10.14	12.23	2.09
D	Energy Supply	35.49%	46.17%	10.67%		9.99	12.06	2.07
Е	Water & Waste	48.83%	53.23%	4.40%		14.36	12.28	-2.08
F	Construction	39.88%	52.93%	13.05%		11.87	11.56	-0.31
G	Wholesale and retail trade	34.31%	41.57%	7.26%		9.1	10.55	1.45
Н	Transportation and Storage	41.08%	43.69%	2.61%		12.56	10.92	-1.64
I	Hospitality	28.21%	38.41%	10.21%		9.99	8.09	-1.9
J	IT and Communications	29.90%	36.57%	6.67%	Ī	8.94	8.73	-0.21
К	Financial and Insurance	31.99%	44.55%	12.56%	Ī	10.74	12.24	1.5
L	Real Estate	21.97%	15.78%	-6.19%		10.36	4.97	-5.39
М	Professional and Scientific	31.17%	35.19%	4.02%	Ī	10.41	9.28	-1.13
Ν	Business Admin & Support	40.78%	47.18%	6.40%	Ī	12.65	13.33	0.68
0	Public Administration	34.62%	37.47%	2.84%	Ī	12.59	13.37	0.78
Р	Education	20.76%	30.17%	9.41%	Ī	6.53	10.95	4.42
Q	Health & Social	20.96%	32.75%	11.79%		6.3	9.43	3.13
R	Entertainment	24.98%	33.82%	8.84%	ſ	7.41	7.85	0.44
S	Other Service	35.41%	46.65%	11.23%	ſ	10.74	13.47	2.73
Т	Business from Home	27.13%	25.11%	-2.02%	ſ	11.08	7.58	-3.5
U	International Bodies	34.90%	24.84%	-10.06%	Ī	12.88	11.57	-1.31



Country Overview

% of Late Payments, and Days Beyond agreed Terms (DBT) by Country

Creditsafe directly collects and shares information on how companies across 9 home countries are paying their suppliers. The below table shows how companies in each of the 9 countries perform in terms of late payments and the average number of days they take to pay invoices beyond agreed terms in 2022 compared to 2021.

Late payments improved across just 4 of the 9 countries in 2022 compared to 2021, and the average number of days taken to pay invoices (beyond agreed terms) declined across five countries.

Although the % of late payments increased by over 8% in the UK, the total number of days beyond agreed terms only increased by 0.43 day(s).

		%	6 Late payment	s
-	Country	2021 % Late	2022 % Late	YoY Change
GB	United Kingdom	35.09%	43.28%	8.19%
BE	Belgium	49.85%	44.70%	-5.16%
DE	Germany	35.64%	37.66%	2.02%
IE	Ireland	48.73%	45.03%	-3.71%
IT	Italy	41.75%	38.40%	-3.35%
NL	Netherlands	42.17%	44.03%	1.86%
SE	Sweden	43.29%	44.02%	0.73%
FR	France	39.17%	37.52%	-1.66%
US	United States of America	37.13%	44.34%	7.21%

Average	e days beyon	d terms
2021 DBT	2022 DBT	YoY Change
10.04	10.47	0.43
12.2	12.76	0.56
11.4	5.75	-5.65
12.5	11.06	-1.44
13.58	8.01	-5.57
8.15	8.01	-0.14
8.6	11.05	2.45
9.28	7.34	-1.94
12.97	20.56	7.59

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Agriculture, Forestry and Fishing

Companies within this sector grow crops, raise and fatten animals for food products, and grow and harvest timber. Crop producers grow grain, tobacco, vegetables, fruits and nuts.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
01	Crop and animal production, hunting and related services	64.62%	28.27%	4.91%	1.18%	1.01%
02	Forestry and logging	54.61%	31.27%	9.25%	1.96%	2.91%
03	Fishing and aquaculture	62.65%	16.60%	13.64%	3.47%	3.64%

Mining & Quarrying

This sector contains companies who manage the extracting and excavating of, coal and lignite, petroleum, natural gas' and metal ores.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
05	Mining of coal and lignite	72.22%	27.54%	0.08%	0.08%	0.08%
06	Extraction of crude petroleum and natural gas	43.45%	25.03%	11.20%	7.28%	13.04%
07	Mining of metal ores	65.38%	21.15%	5.13%	1.28%	7.05%
08	Other mining and quarrying	37.08%	35.95%	17.38%	5.83%	3.76%
09	Mining support service activities	53.23%	33.46%	8.40%	2.23%	2.67%



Manufacturing

This sector consists of companies who are responsible for manufacturing food products, beverages, alcohol, clothing, pharmaceutical and a range of other goods and products. It also includes companies who install and repair manufacturing machinery.

There are 260 unique SIC codes for Manufacturing. We have grouped them into 24 categories.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
10	Manufacture of food products	61.42%	28.95%	5.19%	1.51%	2.93%
11	Manufacture of beverages	60.14%	30.65%	5.10%	1.43%	2.68%
12	Manufacture of tobacco products	50.00%	23.13%	7.46%	6.72%	12.69%
13	Manufacture of textiles	61.26%	27.58%	7.05%	1.36%	2.75%
14	Manufacture of wearing apparel	56.19%	30.83%	6.23%	3.15%	3.59%
15	Manufacture of leather products	52.96%	32.91%	7.19%	3.19%	3.75%
16	Manufacture of wood and of products of wood except furniture	53.91%	37.97%	5.30%	1.38%	1.44%
17	Manufacture of paper and paper products	72.59%	22.16%	3.70%	0.73%	0.82%
18	Printing and reproduction of recorded media	73.29%	17.82%	5.42%	1.64%	1.83%
19	Manufacture of coke and refined petroleum products	53.18%	22.98%	14.07%	4.37%	5.40%
20	Manufacture of chemicals and chemical products	56.80%	33.39%	5.15%	1.82%	2.84%
21	Manufacture of basic pharmaceutical products	58.72%	30.87%	5.62%	1.74%	3.05%
22	Manufacture of rubber and plastic products	51.60%	41.09%	4.81%	1.01%	1.49%
23	Manufacture of other non-metallic mineral products	56.08%	34.62%	5.84%	1.67%	1.79%
24	Manufacture of basic metals	42.01%	40.18%	8.91%	3.04%	5.86%
25	Manufacture of fabricated metal products, except machinery	44.91%	37.05%	10.79%	2.90%	4.35%
26	Manufacture of computer, electronic and optical products	53.94%	30.31%	9.05%	2.87%	3.85%
27	Manufacture of electrical equipment	51.15%	32.59%	9.24%	3.26%	3.76%
28	Manufacture of machinery and equipment.	44.81%	37.73%	11.53%	2.50%	3.43%
29	Manufacture of motor vehicles, trailers and semi-trailers	47.45%	37.95%	8.64%	3.43%	2.53%
30	Manufacture of other transport equipment	39.28%	33.53%	19.19%	5.60%	2.40%
31	Manufacture of furniture	53.55%	42.35%	2.97%	0.49%	0.64%
32	Other manufacturing	50.96%	37.30%	6.56%	1.82%	3.35%
33	Repair and installation of machinery and equipment	51.05%	33.77%	8.12%	3.30%	3.76%

Energy Supply

This sector includes companies who produce and supply gas and electric. It also includes air conditioning supply companies.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
35	Electricity, gas, steam and air conditioning supply	55.38%	32.06%	7.38%	2.13%	3.05%



Water & Waste

This sector includes companies who are responsible for the collection and disposal of hazardous and non-hazardous waste, commercial waste, sewerage, treatment of waste and collection and treatment of water.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
36	Water collection, treatment and supply	53.99%	30.18%	9.40%	2.00%	4.44%
37	Sewerage	67.14%	23.96%	5.03%	1.94%	1.92%
38	Waste collection, treatment and disposal activities	52.57%	37.90%	5.36%	1.52%	2.66%
39	Remediation activities and other waste management services.	36.12%	53.01%	7.73%	1.29%	1.85%

Construction

This sector includes companies who manage the construction of commercial and residential buildings, roads and railways. It also includes demolition, electrical installation, plumbing, plastering, painting, glazing, roofing, and other specialised construction companies.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
41	Construction of buildings	48.66%	40.86%	6.04%	1.78%	2.66%
42	Civil engineering	45.54%	44.09%	5.69%	1.88%	2.79%
43	Specialised construction activities	46.18%	43.60%	6.32%	1.66%	2.23%

Wholesale & Retail Trade

This sector includes the sale of new and used cars and motor vehicles, wholesale of timber and building materials, food and beverage wholesale and all retail trade from stores and online.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
45	Wholesale, retail trade and repair of motor vehicles	54.16%	30.41%	9.63%	3.47%	2.32%
46	Wholesale trade, except of motor vehicles	53.79%	35.07%	6.02%	1.96%	3.15%
47	Retail trade, except of motor vehicles	63.13%	24.98%	5.49%	3.07%	3.33%



Transportation & Storage

This sector includes all types of transport companies, including; public transport, freight, rail, air and sea transport. It also includes removal services, warehouses and storage and postal and courier services.

There are 33 SIC codes in this sector which have been grouped into the 5 categories listed below.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
49	Land transport and transport via pipelines	60.47%	28.02%	6.49%	2.10%	2.92%
50	Water transport	42.08%	39.51%	10.32%	3.03%	5.07%
51	Air transport	43.59%	41.62%	8.08%	3.01%	3.70%
52	Warehousing and support activities for transportation	50.42%	38.57%	6.80%	1.81%	2.40%
53	Postal and courier activities	67.46%	20.68%	5.53%	2.83%	3.50%

Hospitality

Accommodation companies in this sector include; Hotels, holiday and caravan parks, youth hostels and B&B's. Food and beverage companies include; licenced and unlicensed restaurants, cafes, take-away food shops, event catering services, public houses, bars and licenced clubs.

This sector takes an average 29 days to pay its suppliers, with 70% of invoices being paid on time.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
55	Accommodation	68.13%	24.71%	3.55%	1.36%	2.25%
56	Food and beverage service activities	58.68%	33.05%	3.91%	1.99%	2.37%

IT & Communications

This sector is made up of 32 SIC codes which include the publishing of books, films, games, TV and radio. It also includes cinemas, newspapers and online media agencies, data processing and software companies.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
58	Publishing activities	64.55%	24.83%	4.99%	2.22%	3.42%
59	Video and television production, and music publishing activities	69.25%	20.17%	5.29%	2.02%	3.27%
60	Programming and broadcasting activities	72.95%	16.76%	4.86%	2.35%	3.09%
61	Telecommunications	55.80%	29.25%	8.86%	2.81%	3.28%
62	Computer programming, consultancy and related activities	64.57%	28.76%	3.59%	1.66%	1.42%
63	Information service activities	67.47%	24.10%	3.76%	2.09%	2.58%



Finance & Insurance

This sector is made up of 34 SIC codes and includes banks, building societies, lenders, leasing, factoring, insurance, pensions, investment and fund management companies. It also includes financial holding companies for certain sectors.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
64	Financial service activities, except insurance and pensions	62.30%	26.18%	4.23%	2.35%	4.94%
65	Insurance, pension funding, except compulsory social security	74.79%	18.05%	4.24%	1.37%	1.55%
66	Activities auxiliary to financial services and insurance activities	59.59%	24.78%	9.88%	3.95%	1.80%

Real Estate

This sector is made up of 7 SIC codes which is made up of buying and selling of real estate, leasing and rental agencies, real estate agencies, and property management companies.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
68	Real estate activities	83.62%	11.08%	2.51%	0.93%	1.85%

Professional & Scientific

This sector is made up of 33 SIC codes that include barristers, solicitors, tax, accountants, bookkeeping and auditing companies, PR and advertising agencies, and other professional services.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
69	Legal and accounting activities	77.48%	16.49%	3.25%	1.22%	1.55%
70	Activities of head offices; management consultancy activities	67.87%	24.38%	4.55%	1.08%	2.11%
71	Architectural and engineering activities; testing and analysis	58.39%	27.29%	7.47%	2.44%	4.40%
72	Scientific research and development	57.61%	28.58%	6.41%	2.78%	4.63%
73	Advertising and market research	64.38%	27.82%	3.99%	1.60%	2.21%
74	Other professional, scientific and technical activities	61.48%	27.28%	5.55%	2.30%	3.39%
75	Veterinary activities	83.17%	11.03%	2.93%	1.08%	1.79%



Business Administration & Support

This sector is made up of 44 SIC codes and includes companies who rent and lease machinery, vehicles and other equipment. It also includes recruitment agencies, travel agencies, cleaning companies and general facilities management. Office administrative support companies include, call centres, exhibition and event halls, conference organisers, credit bureaus, collection agencies, packaging companies and other business support activities.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
77	Rental and leasing activities	47.61%	34.76%	10.00%	3.36%	4.26%
78	Employment activities	52.65%	38.02%	4.63%	1.64%	3.07%
79	Travel agency, tour operator and other reservation services	64.17%	23.93%	5.29%	2.83%	3.78%
80	Security and investigation activities	57.65%	25.31%	7.34%	3.35%	6.35%
81	Services to buildings and landscape activities	58.09%	30.18%	6.35%	2.05%	3.33%
82	Office administrative, support and other business support	54.66%	32.02%	7.48%	2.51%	3.34%

Public Administration

This sector includes public administration companies including regulatory bodies, foreign affairs, military and defence organisations, justice and judicial activities, and all other public services.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
84	Public administration and defence; compulsory social security	63.82%	21.70%	7.71%	2.48%	4.28%

Education

This sector includes all types of education companies, including; nursery, primary and secondary education, colleges and universities, driving schools and education support services.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
85	Education	70.02%	18.07%	5.02%	2.77%	4.12%

Health & Social Care

This sector includes hospitals, nursing homes, dentists, private health clinics, residential care agencies, child day-care and other social work activities.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
86	Human health activities	66.26%	23.75%	4.56%	2.20%	3.24%
87	Residential care activities	67.60%	21.51%	5.81%	2.38%	2.70%
88	Social work activities without accommodation	70.44%	19.88%	5.17%	1.87%	2.65%



Entertainment

This sector includes performing arts, museums, art galleries, botanical gardens and zoos, gambling and betting companies, race courses, fitness companies, amusement parks, theme parks and sporting companies.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
90	Creative, arts and entertainment activities	69.58%	22.29%	3.41%	1.66%	3.06%
91	Libraries, archives, museums and other cultural activities	69.04%	22.77%	3.37%	1.63%	3.19%
92	Gambling and betting activities	71.24%	19.47%	2.73%	0.93%	5.62%
93	Sports activities and amusement and recreation activities	65.23%	27.32%	3.59%	1.56%	2.30%

Other Service

This sector includes membership organisations such as, trade unions, religious and political organizations and professional membership organisations. It also includes companies who repair computers, electronics, furniture and other household goods. Other personal service activities include; hairdressers, dry cleaners, funeral services and personal trainers.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
94	Activities of membership organisations	63.77%	27.36%	4.23%	1.88%	2.76%
95	Repair of computers and personal and household goods	51.36%	38.57%	4.74%	2.50%	2.83%
96	Other personal service activities	52.79%	31.56%	8.04%	3.36%	4.25%

Business from Home

This sector includes companies who are registered as a business from home or companies who employ personnel who produce goods or services from home.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
97	Activities of households as employers of domestic personnel	62.25%	27.21%	5.43%	1.84%	3.27%
98	Goods and services producing activities of private households	76.14%	17.03%	2.87%	1.29%	2.67%

International Bodies

Companies in this sector include International organisations and associations.

SIC	Description	Within terms	Up to 30 days late	30-60 days late	60-90 days late	90+ days late
99	Activities of extraterritorial organisations and bodies	35.27%	41.25%	17.10%	3.70%	2.69%