

RISKY BUSINESS:

THE CFO PERSPECTIVE ON TRADE CHALLENGES

OVERCOMING RISK AND UNCERTAINTY AMID COVID-19

A Euler Hermes survey of 250 North American CFOs of companies with at least \$5M in annual revenue revealed...

1

Cash Flow Risks Loom Large

- 61% Report customer payment defaults have increased over the same time frame last year
- 41% Experienced major cash flow disruptions as a result of COVID-19

2

Conservative Risk Posture Can Protect, But At What Cost?

- 45% Plan to be more restrictive with extending credit terms in response to the recent crisis
- 80% Have experienced a loss of business from stricter payment terms
- \$1.1M Average revenue left on the table in 2019 as a result of a conservative risk posture

3

A Climate of Uncertainty: Top Long-Term Concerns

- 1 Workplace Safety – 22%
- 2 Achieving Growth – 20%
- 3 Supply Chain Disruption – 11%

4

Pivoting Risk Strategies

- 94% Predict that their company will change their overall risk strategy in preparation for future crises like COVID-19
- 33% Are making significant changes to their business models

Get the full report today at Eulerhermes.us/CFO-report