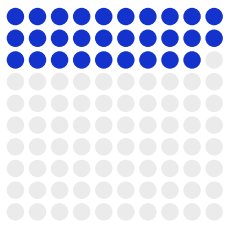


Europe Highlights

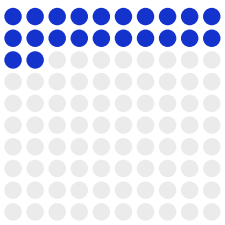


What Growth Corporates Want



29%

of Growth Corporates want **simplified digital tools** for credit and account management.



22%

seek **AI and forecasting tools**—the highest rate globally.

Industry standouts:

- Nearly 1 in 3 Agriculture and Facility Management firms want AI and forecasting tools.
- About 1 in 4 Commercial Travel, Manufacturing and Construction firms want relationship managers with industry expertise.



Solution Adoption

Firms achieved an average of \$21.4M a year (4.4% of annual revenues) in bottom line benefits using working capital solutions; **61% reinvested** in building cash reserves.



64% used at least one working capital solution—down from 88% in 2024.

Adoption slowed across all industries, but remains above average in:



Commercial Travel: 81%



Agriculture: 75%



Retail: 75%



9% used solutions to fund unplanned growth opportunities—the **third-highest** rate across regions.



24% used them to drive planned growth and other investments.

Year-over-year drops in solution use include:

- Overdrafts: down to 13% from 20%
- Corporate/virtual cards: down to 6% from 16%



Working Capital Efficiency

52 » 54

The Working Capital Index rose **from 52 to 54 year over year.**

- All industries improved their scores, except Retail and Facility Management.



Cash flow uncertainty dropped from 18% to 6%.



Early payments now account for 36% of invoices, up from 35% in 2024.



Supplier integration in payment systems increased from 43% to 47%.



65% use AI for working capital optimization—the highest regional rate.



Commercial Cards

Late payments **cost firms an average of \$20.2M a year** (4.0% of annual revenue).

54% use **card acceptance** to reduce DSO.

Top reasons to accept cards:

- Faster settlement (54%)
- Easier tracking (44%)
- Better transaction data (41%)

Top reasons to pay with cards:

- Streamlined workflows (45%)
- Control over approvals and timing (43%)
- Reduced operational burden (43%)