

# Early Payment Powering Small Businesses

In late 2019, we performed a survey across our supplier base to understand what was top of mind amongst our network of suppliers. Due to the economic shift we have seen since the COVID-19 crisis we are presenting additional data to provide a view that more accurately represents the current environment.

As the economy has contracted, we have seen early payments become more important than ever for small and medium businesses. This is reflected in the triple-digit increase in adoption we have seen for early payment in March 2020.



Early payment volume was up **208%** month-over-month in March 2020

The sheer magnitude of payments accelerated during the month of March suggest that there is a critical need for liquidity to empower small businesses during this challenging period.



New supplier adoption was up **178%** month-over-month in March 2020

An uncertain economic climate attracted new suppliers to participate in Taulia's early payment programs as a method of financing their business. The ability to accelerate invoices is a quick and cost effective way to secure addition funding.



**56%** of small businesses want to be paid early

Small businesses request early payment to overcome cash flow gaps, have payment predictability and generate working capital to meet their business needs.



**97%** of suppliers have a favourable experience using Taulia

Taulia's solution continues to support the working capital needs of all types of businesses leading to a satisfaction score that remains strong.