



# RISKY BUSINESS: HOW MARKET RISK AND UNCERTAINTY IS KEEPING CFOS UP AT NIGHT

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



## A CLIMATE OF UNCERTAINTY

**75%** at least moderately concerned about the risks they face in the next 12 months

**58%** don't feel fully prepared to handle the current risk landscape



## NON-PAYMENT RISK LOOMS LARGE

Within the last 3 years:

**72%** of CFOs reported at least one non-payment event

**17.2** Average number of non-payment events



## CONSERVATIVE RISK POSTURE CAN PROTECT, BUT AT A COST

**57%** report a loss of revenue from restricting payment terms to customers

**\$1.4M** Average revenue left on the table as a result of risk aversion

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