

A blurred, high-angle view of a server room with rows of server racks and overhead lighting, creating a sense of motion and modern technology.

sends

TRANSFORMING BUSINESS PAYMENTS

EXPLORING THE FUTURE
OF FINANCIAL CONNECTIVITY
— **SENDS WHITEPAPER 2025**

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TRANSFORMING BUSINESS PAYMENTS:

HOW SENDS ADDRESSES STRUCTURAL CHALLENGES IN THE UK B2B PAYMENTS MARKET

Overview of market dynamics, operational challenges, and innovation opportunities

The UK business-to-business (B2B) payments market is at a pivotal transformation point, with long-standing structural inefficiencies creating significant opportunities for innovation. Valued at **\$110.9 billion** in **2024**, the market is projected to reach **\$225.4 billion** by **2033**, representing a solid **8.2% CAGR**. However, beneath this strong growth lies a complex network of operational challenges that traditional payment systems continue to struggle with.

Sends emerges as a transformative player, leveraging technology to overcome these challenges. Through seamless UK online banking integration, automated processing, and advanced security protocols, **Sends** delivers a modern payments infrastructure built to meet the evolving needs of British businesses.

This whitepaper explores the current state of **the UK and European B2B payments markets**, identifies key structural pain points, and demonstrates how **Sends** directly addresses these issues — positioning businesses for sustainable growth in an increasingly digital economy.

UK B2B PAYMENTS MARKET FORECAST

Market Size and Growth Trajectory

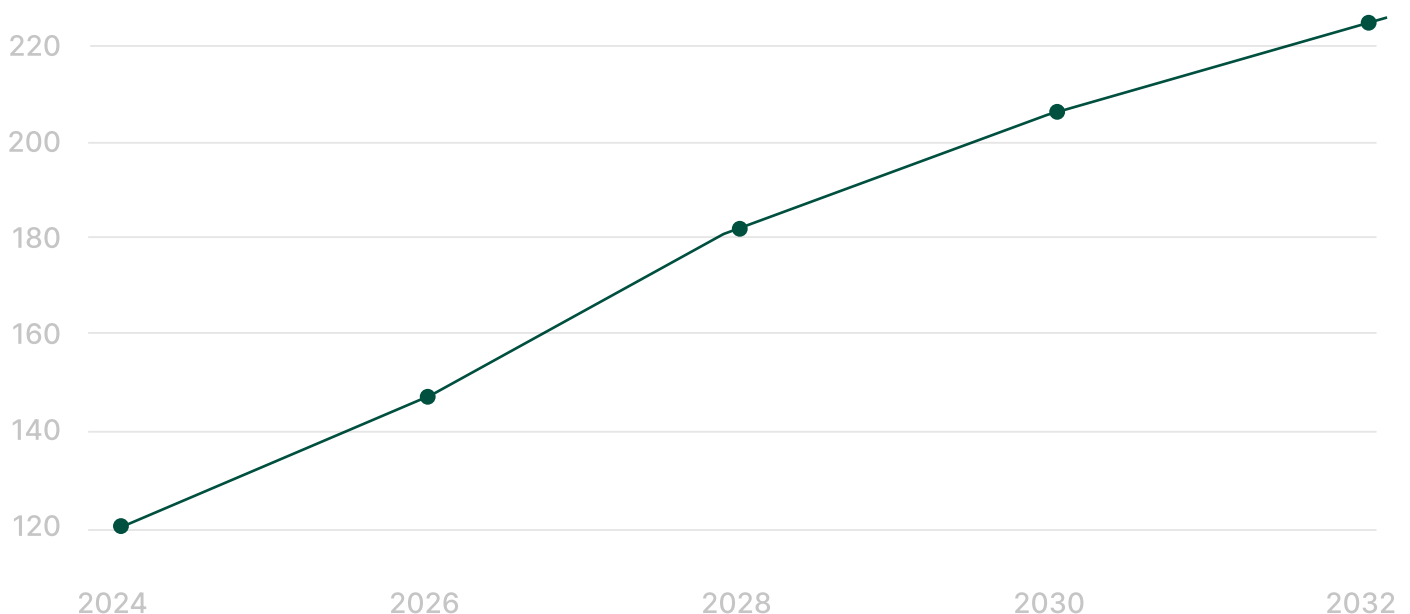
The UK B2B payments market is on a strong upward path, reflecting steady adoption of digital infrastructure and automation.

Key Insights from the Chart:

- **Market Value:** \$110.9 billion (2024) expanding to \$225.4 billion (2033)[1]
- **Growth Rate:** Consistent 8.2% CAGR over the forecast period [1]
- **Transaction Volume:** \$2.8 trillion in total transaction value (2024), rising to \$3.8 trillion (2028)[2]
- **Market Expansion:** 36% growth anticipated between 2024-2028[2]

UK B2B PAYMENTS MARKET GROWTH, 2024-2033

Market Value (USD Billion)



Future growth will be driven by open banking adoption, instant payments, and AI-powered automation.

Payment Method Distribution

The UK market exhibits a diverse payment landscape, with traditional and digital methods coexisting:

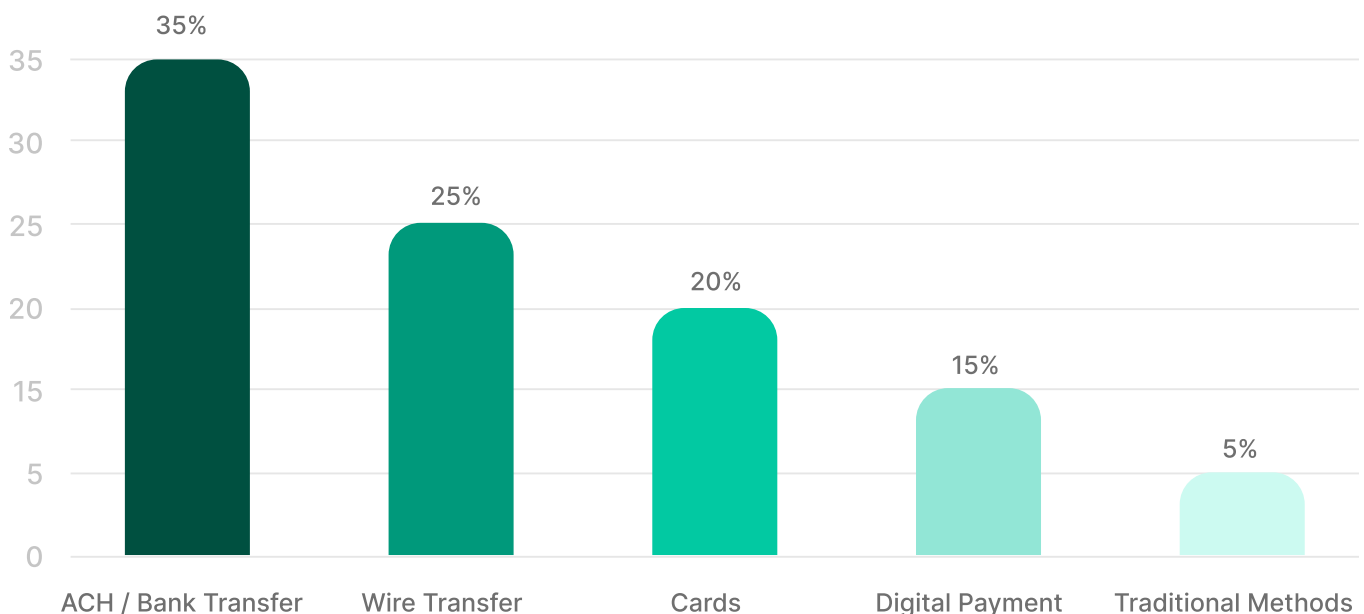
- **ACH / Bank Transfers:** **35% market share** — fastest-growing segment [1] [3]
- **Wire Transfers:** **25% market share** — stable institutional preference [1]
- **Card-Based Payments:** **20% market share**, including virtual card adoption [1]
- **Digital Payment Solutions:** **15% market share** — expanding rapidly with fintech integration [4]
- **Traditional Methods:** **5% market share** — steadily declining [1]

This diversification highlights how automation and real-time payment systems are reshaping business transactions across the UK.



UK PAYMENT METHODS MARKET SHARE

Market Share (%)



Sectoral Analysis Manufacturing leads B2B payment adoption, with a 28% market share, followed by IT & Telecommunications (18%) and Banking, Financial Services & Insurance (15%). Large enterprises dominate transaction volumes, accounting for 75% of the total payment value, despite representing only 60% of market participants.

EUROPEAN B2B PAYMENTS MARKET PROJECTIONS

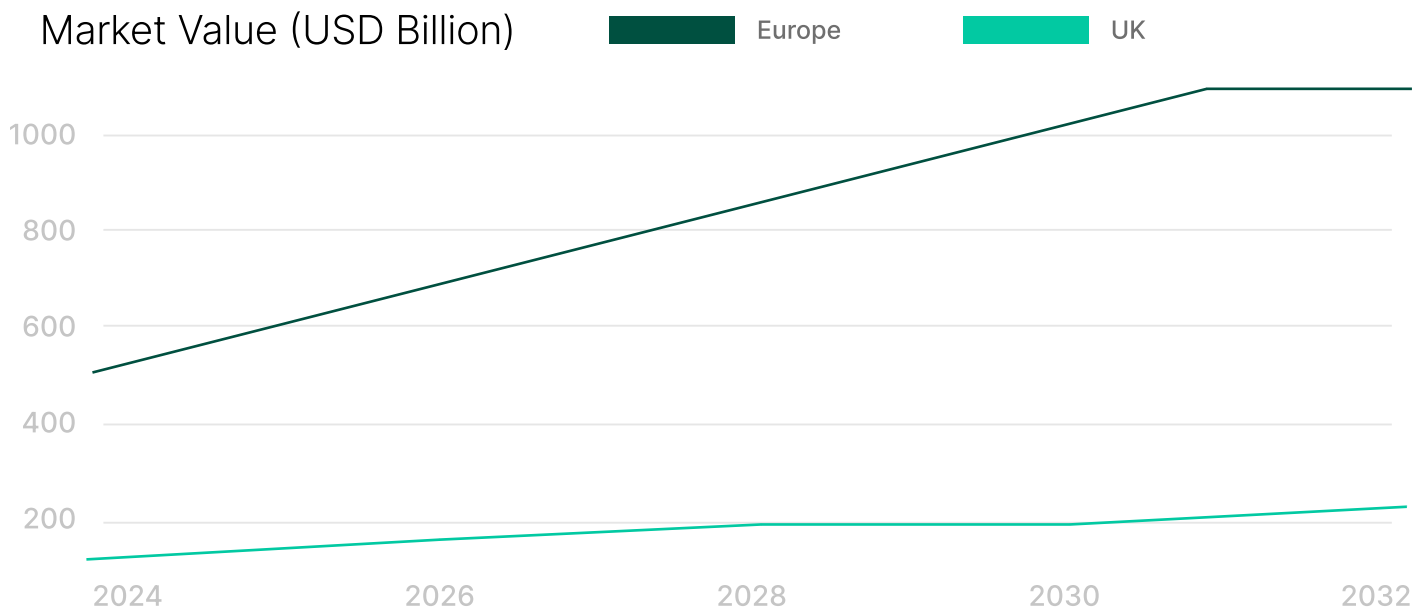
Continental market overview

The broader European B2B payments market provides crucial context for UK developments:

- **Market Valuation:** \$509.9 billion (2024) projected to reach \$1,121.4 billion (2033) [3] [5]
- **Geographic Distribution:** Germany leads with the largest market share, followed by France and the UK [6]
- **Regional CAGR:** 8.2% consistent with UK growth patterns [3]



B2B PAYMENTS MARKET GROWTH (UK VS EUROPE, 2024-2033)



Regulatory Environment

European payment regulations significantly influence UK market dynamics:

- **SEPA Instant Credit Transfer (SCT Inst):** 14% of conventional credit transfers are now processed instantly [7]
- **Instant Payment Regulation:** Mandating real-time payment capabilities [9] [10]
- **Payment Services Directive 2 (PSD2):** Driving open banking adoption across Europe [8] [5]

Cross-border payment trends

65% of Payment Service Providers across **23 SEPA** countries now support instant payments, with **99% of transactions completed** within five seconds [11]. This infrastructure development creates opportunities for UK businesses to leverage enhanced European payment networks.

CROSS-BORDER PAYMENT TRENDS

Primary Challenge Categories

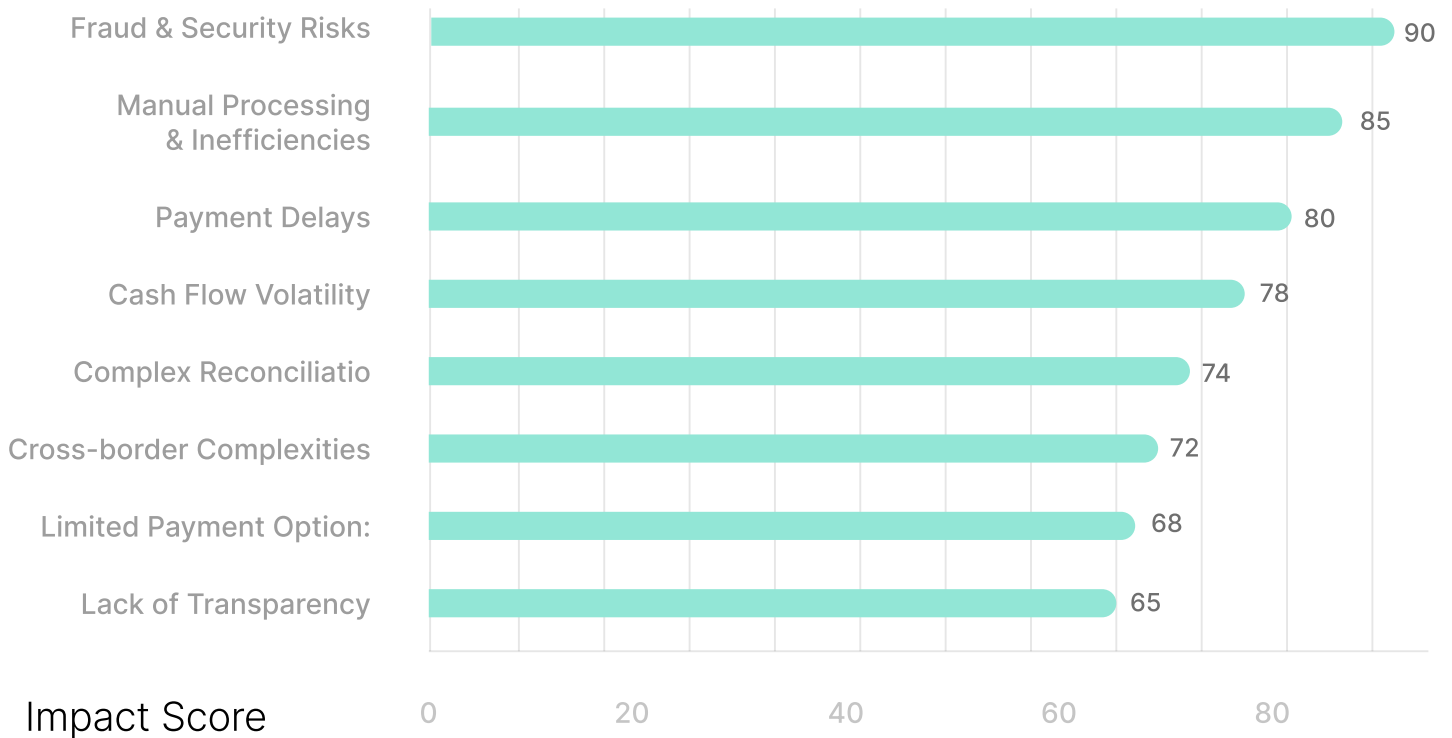
Research identifies eight critical structural challenges impacting B2B payment efficiency:

While these challenges vary in nature — from operational inefficiencies to fraud risks — their combined effect shapes the overall resilience and efficiency of Europe's B2B payment ecosystem.

The chart on the next page illustrates the relative impact of each factor based on 2024 research findings.



B2B PAYMENT CHALLENGE IMPACT SCORES (2024)



Manual Processing and Inefficiencies

(Impact Score: 85/100) Traditional B2B payment processes rely heavily on manual intervention, creating bottlenecks and errors:

- **75%** of organisations report significant manual processing challenges [12] [13]
- Paper-based workflows increase processing time by **300-400%**[12]
- Human error rates in manual data entry reach **15-20%**[13]

Payment Delays

(Impact Score: 80/100) Payment processing delays represent a fundamental challenge:

- **68%** of businesses experience regular payment delays [13]
- Average payment terms extend to **30-60 days** in B2B transactions [13]
- **90% of UK companies** faced late payments in 2025[14]

Fraud and Security Risks

(Impact Score: 90/100) Security concerns represent the highest-impact challenge:

- **79%** of organisations experienced payment fraud in **2024**[15]
- Business Email Compromise (BEC) affects **63% of companies** [15]
- **\$41 million** in losses recorded from e-commerce fraud in **2022**[16]

Cash Flow Volatility

(Impact Score: 78/100) Unpredictable payment timing creates working capital challenges:

- **71%** of businesses report cash flow volatility issues [13]
- Late payment recoveries decreased from **41% to 22% in 2024**[15]

Technology Infrastructure Challenges

Legacy payment systems create additional structural impediments:

- **\$57 billion** potential losses from outdated banking technology by **2028** [17]
- **Complex** reconciliation processes affect **62%** of organisations [13]
- **Limited payment** options restrict **45%** of business transactions [13]

INNOVATION TRENDS RESHAPING B2B PAYMENTS

Digital Transformation Acceleration

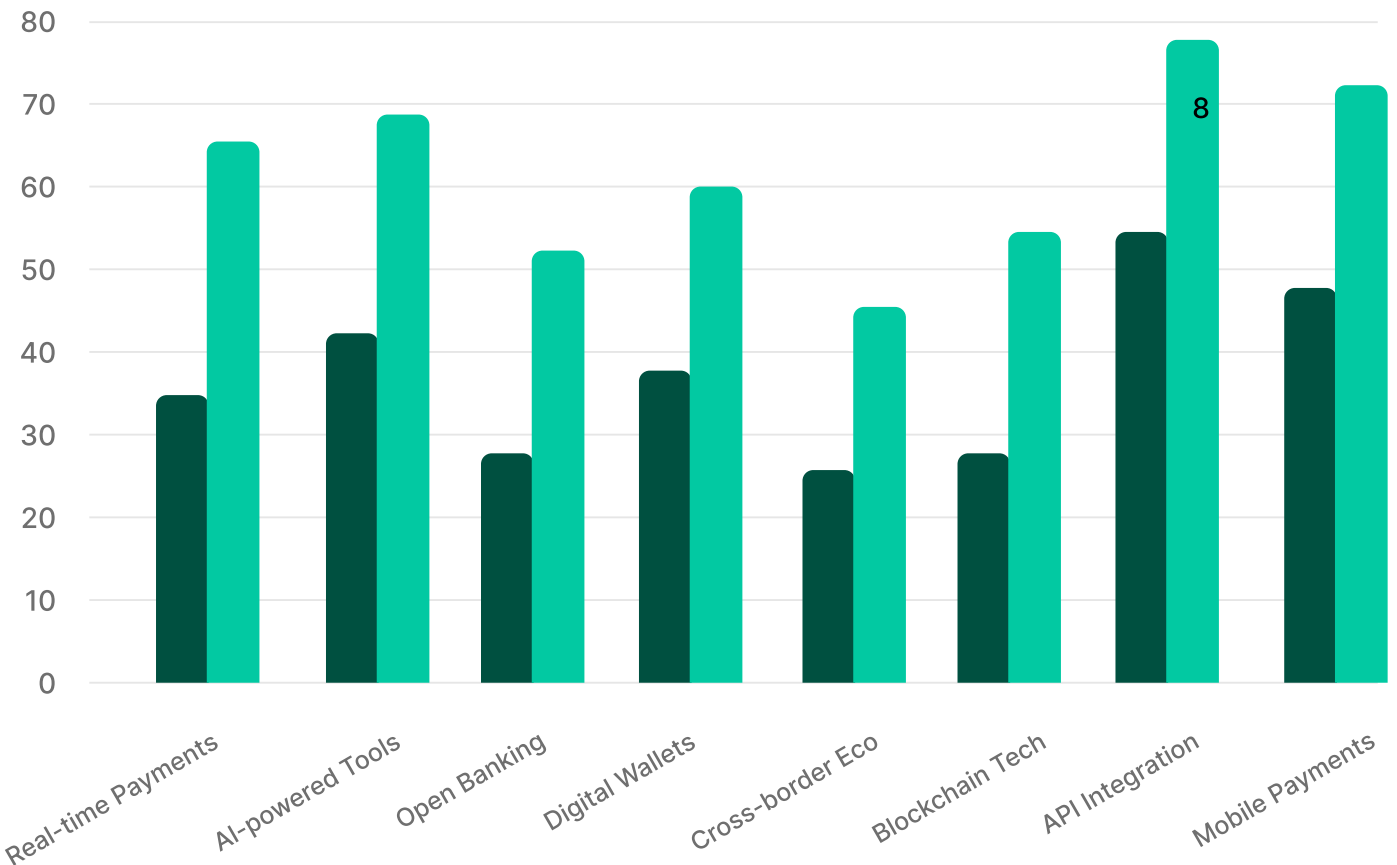


INNOVATION ADOPTION: CURRENT VS 2025

Adoption Rate (%)

Current Rate

Expected 2025



The B2B payments sector undergoes rapid digitalisation:

Real-time Payment Systems

- Current adoption: **35% of UK businesses**
- 2025 projection: **65% adoption rate**
- Transaction growth: Real-time payments increased **42.2% year-over-year**^[18]

Artificial Intelligence Integration

- **Fraud detection:** 42% current adoption, 67% projected by 2025
- 30% reduction in fraud losses through AI implementation^[18]
- **Automated** reconciliation reduces processing time by 80%^[13]

Open Banking Evolution

- **28% current adoption** rising to 52% by 2025
- **Pay-by-bank** solutions gaining traction in e-commerce^[9]
- **Account-to-account** transfers reducing interchange fees ^[19]

Application Programming Interface (API)

Application Programming Interface (API) adoption shows strongest growth:

- **Current adoption:** 55% of payment providers
- **Integration efficiency:** 60% reduction in onboarding time^[20]
- **2025 projection:** 78% market penetration

HOW SENDS ADDRESSES STRUCTURAL CHALLENGES

As an **FCA-authorized Electronic Money Institution**, **Sends** directly tackles structural challenges through:

Seamless Integration Solution

Sends directly addresses integration complexities through:

- **UK Online Banking Integration:** Eliminates card detail entry requirements [21]
- **Multi-platform Compatibility:** Supports websites, applications, and social platforms [21]
- **FCA Regulation Compliance:** Ensures highest security standards [21]

Operational Efficiency Enhancement

Sends transforms traditional payment workflows:

- **Instant Transaction Processing:** Completes payments within seconds [21]
- **Automated Reconciliation:** Reduces manual processing requirements
- **Enhanced Conversion Rates:** Streamlined checkout processes improve completion rates

Security and Fraud Prevention

Sends implements:

- **Bank-grade Security:** Compliance with the highest industry standards [21]
- **Real-time Fraud Detection:** Advanced monitoring capabilities
- **Secure Authentication:** Leverages existing banking security protocols

Working Capital Optimisation

Sends addresses cash flow challenges through:

- **Immediate Settlement:** Real-time fund availability
- **Transparent Processing:** Clear transaction status visibility
- **Predictable Payment Terms:** Reduced uncertainty in cash flow management

MARKET OPPORTUNITIES AND GROWTH PROJECTIONS

Sends operates within multiple high-growth segments:

Digital Payment Market

- **UK Digital Payments: \$447.9 billion (2025) to \$942.1 billion (2029)** [4]
- **Growth Rate: 20%+ CAGR in digital payment adoption** [4]

Real-time Payment Adoption

- **Current Market: \$2.79 billion (2025)** [22]
- **Projected Value: \$13.35 billion (2030)** [22]
- **Growth Multiple: 4.8x expansion over five years** [22]

Competitive Positioning

Sends' unique value proposition addresses specific market gaps:

- **87% of UK adults use online banking services** [4]
- **60% utilise mobile banking platforms** [4]
- **Instant payment demand drives adoption of alternative solutions** [9]

Revenue Opportunity Assessment

Market analysis indicates significant revenue potential:

- **B2B Payment Processing: \$120+ billion annual market** [1]
- **Cross-border Transactions: Growing 8.2% annually** [3]
- **Digital Transformation: Creating new service opportunities**

CONCLUSION AND STRATEGIC RECOMMENDATIONS

Sends represents a shift in **B2B payment** processing, directly addressing the eight critical challenges identified in this analysis. Through seamless **UK online banking integration**, enhanced security protocols, and streamlined operational processes, Sends positions businesses to capitalise on the **8.2% annual market** growth whilst reducing operational costs and improving cash flow management.

Strategic imperatives for market participants

- **Adopt Digital Transformation:** Organisations must transition from legacy manual processes to automated, API-driven solutions
- **Prioritise Security:** With 79% of businesses experiencing fraud, robust security infrastructure becomes non-negotiable[15]
- **Implement Real-time Capabilities:** Growing demand for instant payments requires infrastructure investment
- **Adopt Integrated Solutions:** Seamless platform integration reduces operational complexity and improves efficiency

The Sends Advantage

- **Speed:** Account activation within days, enabling rapid market entry.
- **Growth:** Clients expand into new geographies more quickly with global **acquiring support and the Merchant portal management possibilities.**
- **Compliance: PCI DSS Compliant (Version 4.0) with continuous monitoring.**

Legacy financial systems constrain business agility and growth. Sends empowers modern enterprises with an integrated, secure, and adaptive platform that streamlines every stage of the payment journey — from seamless onboarding to efficient daily settlements.

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