

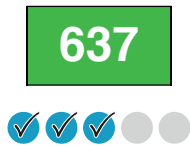
Cortera Payment Risk Segment

SAMPLE COMPANY

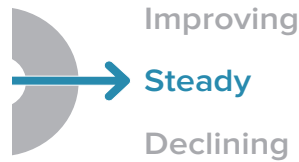
 123 MAIN ST
 SHERWIN , AL 36600
 Phone: (888) 123-4567
 Web: <http://www.sampleco.com>
Link ID: 010203040
Location Type: Branch

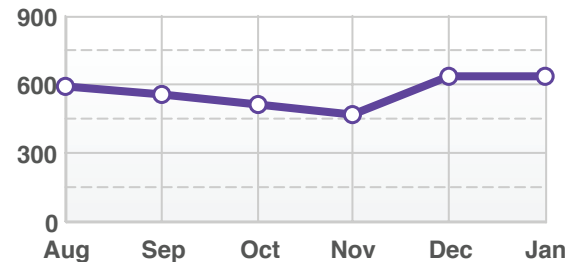
Ultimate Parent: SAMPLE WORLD HEADQUARTERS
Link ID: 010203041

NOTE: This report is compiled from ALL members of the corporate family.

Risk Segment Breakdown
Current CPR Score


This company exhibits average payment behavior.

Payment Trend

 This company's payment trend is **STABLE** over the past three months.

CPR Score History


This company's payment score over the past six months.

Family Payment Experience Summary

Number of tradelines	387
Payment experiences	3,212
Average DBT (Days Beyond Terms) - prior 3 mos.	10
Average monthly balance - prior 3 mos.	\$24,914,469
% of debt 31+ days past due - prior 3 mos.	10%
% of debt 61+ days past due - prior 3 mos.	7%
Last Updated	01/2012

Comparisons

	Your A/R	All A/R	Industry Benchmark
Days Beyond Terms	37	10	8
% of debt reported current	33%	74%	80%
% of debt 90+ days past due	-	2%	4%
Total balance	\$12,604	\$24,914,469	\$73,055

Payment Aging Details

Date	# Trades	Current	%	1-30	%	31-60	%	61-90	%	90+	%	Balance	% Past Due
01/2012	387	\$22,007,516	77%	\$4,039,082	14%	\$786,779	3%	\$1,293,978	5%	\$529,041	2%	\$28,656,396	23%
12/2011	396	\$23,212,528	73%	\$5,871,534	18%	\$891,816	3%	\$1,342,655	4%	\$498,778	2%	\$31,817,311	27%
11/2011	350	\$10,280,761	72%	\$2,144,936	15%	\$625,369	4%	\$794,689	6%	\$423,944	3%	\$14,269,699	28%
10/2011	339	\$10,072,405	72%	\$2,392,533	17%	\$528,796	4%	\$610,049	4%	\$330,012	2%	\$13,933,795	28%
09/2011	342	\$9,475,175	75%	\$1,569,695	12%	\$762,170	6%	\$561,065	4%	\$284,560	2%	\$12,652,665	25%
08/2011	338	\$9,365,933	72%	\$2,154,158	17%	\$717,641	6%	\$425,047	3%	\$257,873	2%	\$12,920,652	28%

Transportation Payment Behavior

Transportation Payment Behavior shows how this company paid suppliers in various freight categories over the past 3 months

	Truckload	LTL*	Rail	Air	Fuel	Leasing	Other	TOTAL
Number of Tradelines	18	23	5	2	1	5	5	59
Average DBT**	5.55	21.34	34.31	30.05	45.0	13.41	7.63	10.58
Average Balance	\$8,648,009	\$3,685,019	\$162,471	\$15,591	\$57	\$121,108	\$201,738	\$12,833,993
Debt 31+	2.97%	25.54%	35.62%	37.65%	100.0%	8.75%	6.79%	10.02%
Debt 61+	1.65%	18.93%	28.59%	22.1%	0.0%	6.85%	1.87%	7.03%

*Less-than-Truckload, **Days Beyond Terms

Shipping Spend Insights

Shipping Index

Entire corporate family, all shipping spend categories



1 Year Index

+24.1

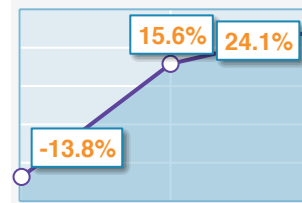
Growth rate of shipping index for last 12 months versus previous 12 months.

Percentile Rank

53%

This company's growth rate against all other companies in Cortera's database.

3 Year Trend

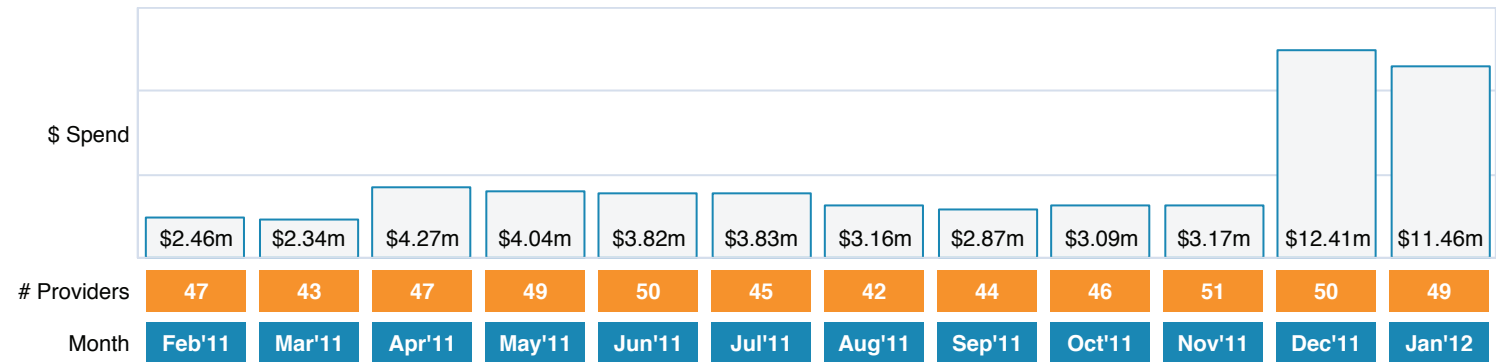


+8.6

Year-over-year change in shipping index with average growth rate.

Shipping Trend

Entire corporate family - last 12 months



Spend By Category

Category	At this Location	Entire Corporate Family
Truckload (TL)	\$20,850,000	\$25,978,000
Less-than-Truckload (LTL)	\$78,000	\$27,205,000
Rail	\$75,000	\$1,632,500
Air	\$32,000	\$70,000
Fuel	\$40,000	\$151,000
Leasing	\$20,000	\$1,233,000
Other	\$80,000	\$667,500
TOTAL	\$21,175,000	\$56,937,000

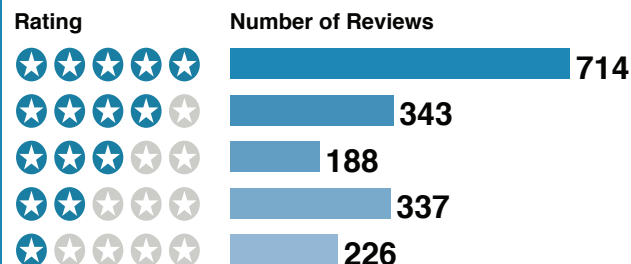
Cortera has unique insights into companies' freight shipping related spending. Shipping Spend provides a breakdown of known spending in several freight categories over the last 12 months. The actual spend may be higher.



Community Payment Reviews

What others are saying about this company's payment behavior.

3.5 Average
 Based on 1,808 Ratings



Growth Clues

Growth Clues are triggered by positive signals such as increased purchasing, new funding, or expansion that could present growth opportunities for your business.

Change Detected

- Increase in Key Purchases
- Signs of Improving Financial Conditions
- Improving Payment Behavior
- Signs of Increased Online Activity
- Signs of Operational Changes



These are financial articles found in local and national publications over the past 12 months that may provide leading indication of changes in payment behavior.

Topic	Count	Most Recent
Operations	4	02/17/2012
Increasing staff	1	02/21/2012

Date	Topic	Most Recent Headline(s)
02/21/12	Increasing staff	Sample Company to increase workforce in 2012 (Alabama Newspaper - Sherwin, AL)
02/17/12	Operations	Sample Company appoints Thomas Lee as new CEO (Alabama Newspaper - Sherwin, AL)
02/17/12	Operations	Sample Company moves headquarters to Sherwin, AL (Alabama Newspaper - Sherwin, AL)
01/31/12	Operations	Sample Company acquires ABC Company for undisclosed amount of money (Alabama Newspaper - Sherwin, AL)

Corporate Demographics

Business Demographics:

Company Name:	SAMPLE WORLD HEADQUARTERS
Website:	http://www.samplecompany.com
Year Started:	1995
Ownership:	Private
State of Incorporation:	DE
Employees:	500 - 1,000
Annual Sales:	\$75,000,000 to \$199,999,999
SIC:	5085 - Industrial Supplies

Executives:

THOMAS LEE, CEO
ROBERT WONG, CFO
JIM JOHNSON, COO
HOLLY MARTIN, GENERAL COUNSEL

Competitors:

[ALABAMA SUPPLY COMPANY](#)
[SHERWIN SAFETY](#)
[HORNET INDUSTRY SUPPLY](#)

Corporate Structure

Have updated information? Email us at data_quality@cortera.com.

- 1. SAMPLE COMPANY - SHERWIN, AL, US
- 2. SAMPLE COMPANY - SHERWIN, PA, US
- 2. SAMPLE STORE CO - ALLIANCE, NE, US
- 2. SAMPLE INC - LACHINE, FC, CA
- 2. SAMPLE ABC LLC - WILMINGTON, DE, US

25 Locations

This is the total number of known locations (mailing addresses, P.O. Boxes, etc).

Corporate Public Records

Bankruptcies:

Date Filed	Filing Type	Case #	Court	Court Location	Disposition/Date
2009-08-10	CHAPTER 11 FILING (NEW/REOPEN)	0999999	ALABAMA FED COURT - SHERWIN	SHERWIN, AL	
Debtor: SAMPLE COMPANY, 123 MAIN ST., SHERWIN , AL 36600					

Tax Liens & Judgments:

Date Filed	Amount	Creditor	Filing Type	Release Date	Case #	Court
2011-07-09	\$1,110	STATE OF ALABAMA	STATE TAX WARRANT		08888888	SHERWIN COUNTY CIRCUIT COURT SHERWIN, AL
Debtor: SAMPLE COMPANY, 123 MAIN ST., SHERWIN , AL 36600						
2011-07-09	\$1,107	STATE OF ALABAMA	STATE TAX WARRANT		07777777	SHERWIN COUNTY CIRCUIT COURT SHERWIN, AL
Debtor: SAMPLE COMPANY, 123 MAIN ST., SHERWIN , AL 36600						

Third Party Collections Activity

Collections:

Collection Referrals: Past 12 Months	Value of all Open or Closed-Unpaid Collections Accounts	Number of Active Collections Trades	Latest Collection Placement
3 trades	\$23,325	20 trades	1 month ago

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