

The Cortera Industry Monitors are the most intuitive measures of key purchase, payment and financial trends across major industries. Industry Monitors are created from data on over 10 million companies and over \$1 trillion in business-to-business transactions.

1 PAYMENTS

DBT = **6.7** days late

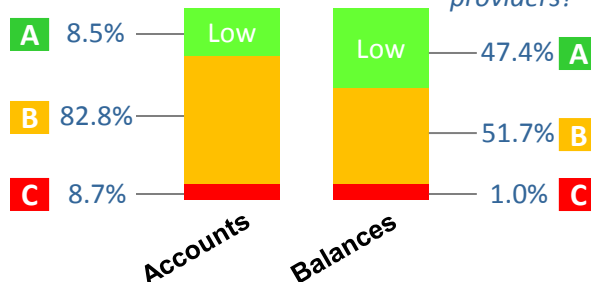
How **FAST** companies are paying Industrial Supplies providers

DBT = **6.5** days late

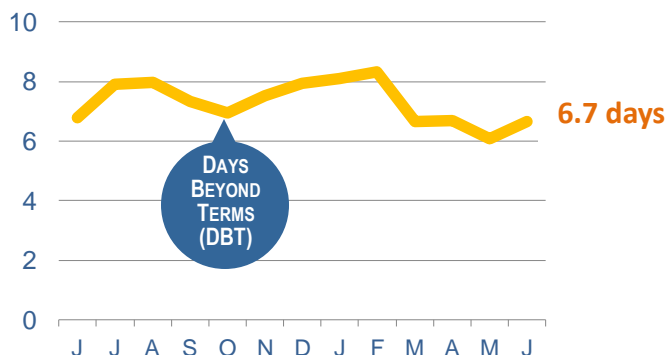
How fast those companies are **PAYING OTHER PROVIDERS**

2 RISK RATINGS

How risky are customers of Industrial Supplies providers?



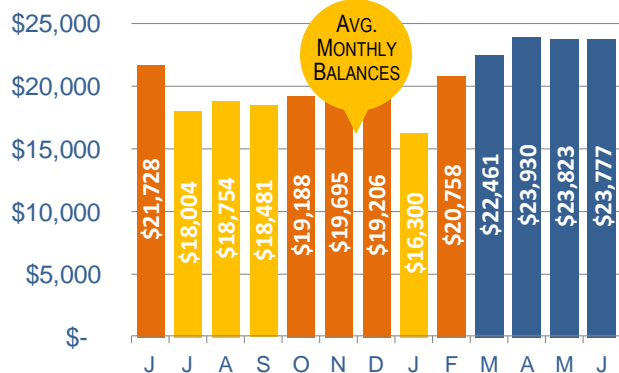
3 PAYMENT BEHAVIOR TRENDS



4 INDUSTRY RANKINGS

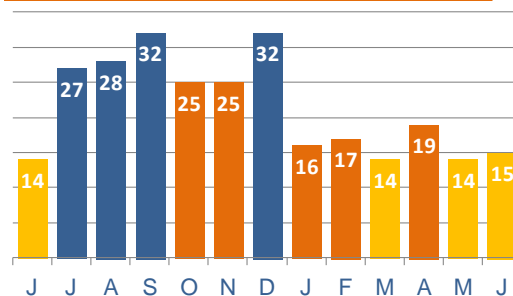
Industry	DBT
Manufacturing Materials	5.0
Food & Beverage	5.8
Industrial Supply	6.7
Transportation	7.5
Apparel & Outdoor	7.7
Building Supply	8.1
Construction	12.6

5 CUSTOMER SPENDING TRENDS

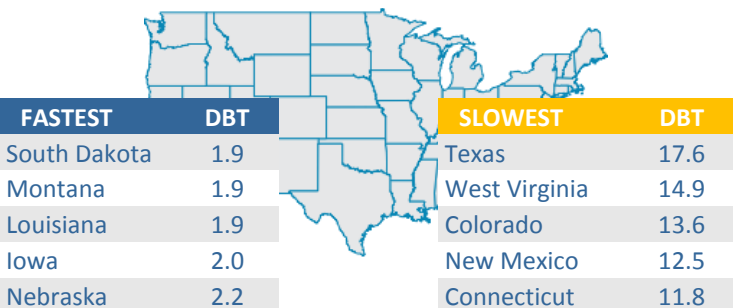


6 BANKRUPTCIES

95 Industrial Supply customers have filed bankruptcy in 2014



7 GEOGRAPHY MATTERS



8 PAYMENTS BY BALANCE SIZE

Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$6,000+	6.5 days
\$1,500 - \$6,000	10.6 days
\$500 - \$1,500	10.4 days
\$175 - \$500	11.2 days
<\$175	12.7 days