

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 = **10.8** days late

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

DBT = **7.2** days late

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

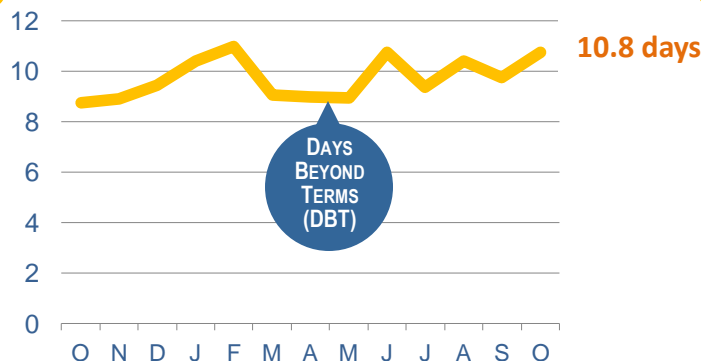
2 RISK SCORES

How risky are customers of Industrial Supplies providers?

	Avg. Score
Manufacturing Materials	647 -1
Construction	645 -1
Building Supply	633 +5
Apparel & Outdoor	615 +8
Transportation	614 -2
Industrial Supply	611 -1
Food & Beverage	595 -1

More Risk

3 PAYMENT BEHAVIOR TRENDS

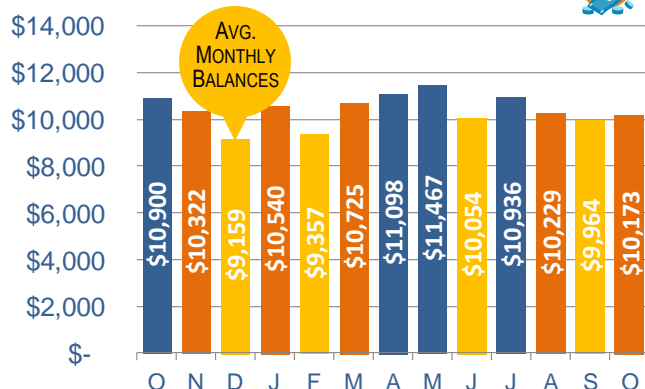


4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	5.6 +0.7
Food & Beverage	5.8 +0.2
Apparel & Outdoor	6.7 -0.3
Building Supply	7.7 +0.2
Transportation	8.5 +0.3
Industrial Supply	10.8 +1.1
Construction	11.9 -

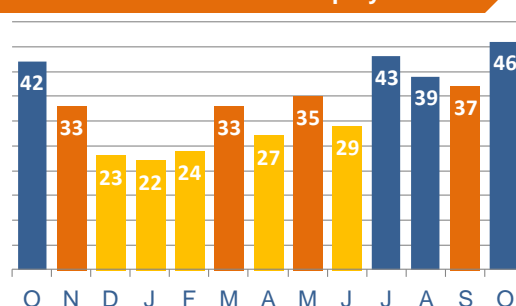
Slower Payment

5 CUSTOMER SPENDING TRENDS



6 BANKRUPTCIES

335 Industrial Supply customers have filed bankruptcy in 2015



7 GEOGRAPHY MATTERS

FASTEST	DBT	SLOWEST	DBT
Hawaii	4.5	Delaware	25.5
Alaska	4.6	South Dakota	23.9
Michigan	5.4	Texas	22.1
Tennessee	5.6	Mississippi	18.2
Ohio	5.6	North Dakota	16.8

8 PAYMENTS BY BALANCE SIZE

Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$3,200+	10.8 days
\$900 - \$3,200	9.0 days
\$350 - \$900	10.5 days
\$150 - \$350	12.6 days
<\$150	11.0 days