

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

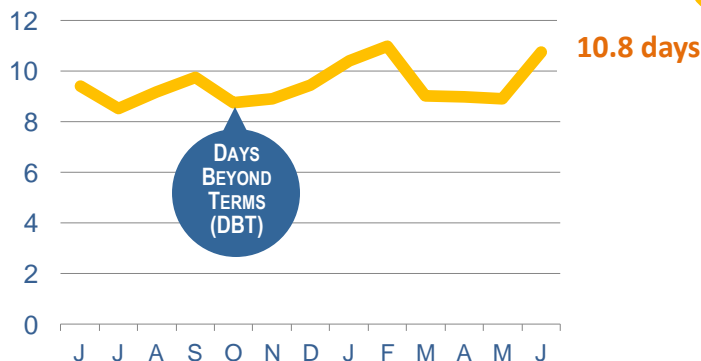
How risky are customers of Industrial Supplies providers?

Avg. Score

Manufacturing Materials	640
Construction	633
Building Supply	627
Transportation	608
Apparel & Outdoor	605
Industrial Supply	599
Food & Beverage	584

More Risk

3 PAYMENT BEHAVIOR TRENDS

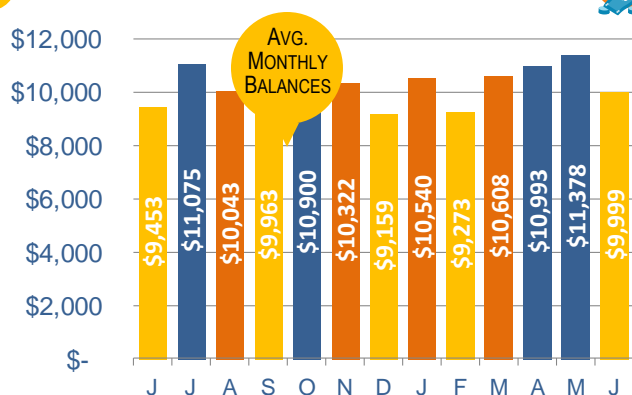


4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	5.3
Food & Beverage	5.9
Apparel & Outdoor	7.6
Building Supply	7.8
Transportation	8.3
Industrial Supply	10.8
Construction	12.5

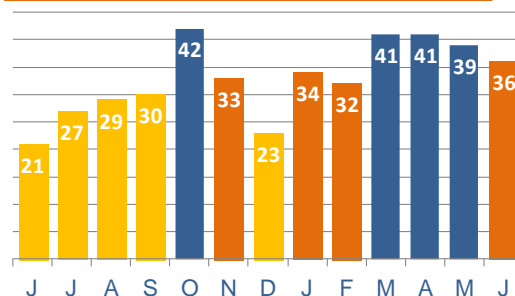
Slower Payment

5 CUSTOMER SPENDING TRENDS

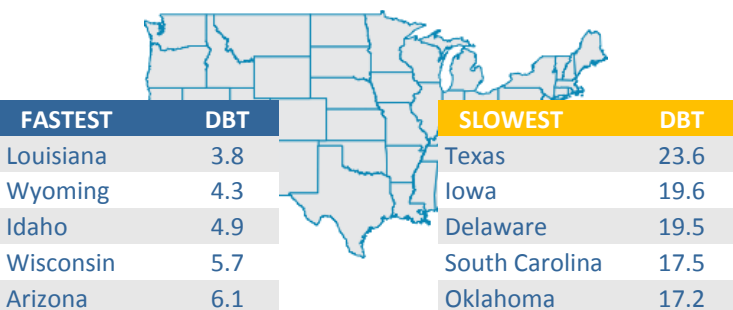


6 BANKRUPTCIES

223 Industrial Supply customers have filed bankruptcy in 2015



7 GEOGRAPHY MATTERS



8 PAYMENTS BY BALANCE SIZE

Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$2,900+	10.7 days
\$900 - \$2,900	11.7 days
\$350 - \$900	12.2 days
\$150 - \$350	12.9 days
<\$150	11.9 days