

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 = **10.4** days late

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

DBT = **7.1** days late

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

## 2 RISK SCORES

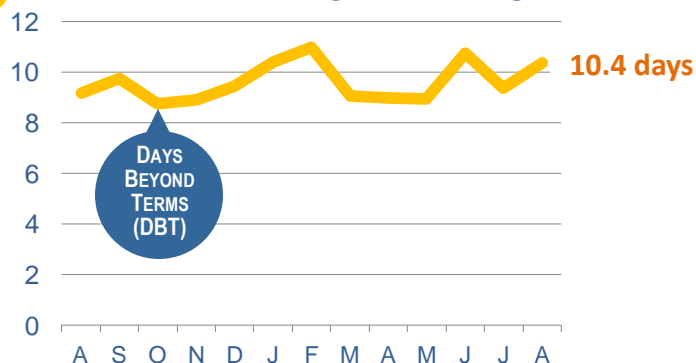
How risky are customers of Industrial Supplies providers?

Avg. Score

Manufacturing Materials	643
Construction	641
Building Supply	631
Transportation	612
Apparel & Outdoor	607
<b>Industrial Supply</b>	<b>605</b>
Food & Beverage	589

More Risk

## 3 PAYMENT BEHAVIOR TRENDS

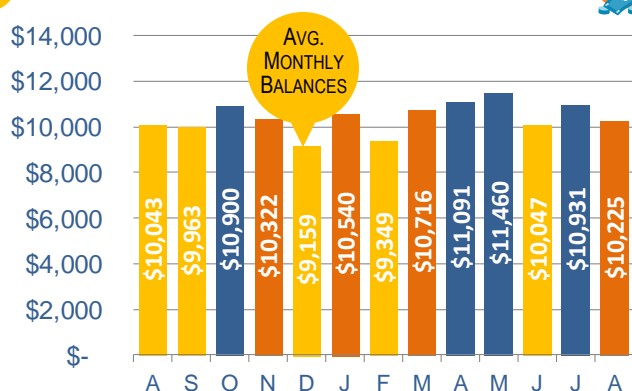


## 4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	5.0
Food & Beverage	5.7
Building Supply	7.2
Apparel & Outdoor	7.4
Transportation	8.2
<b>Industrial Supply</b>	<b>10.4</b>
Construction	11.4

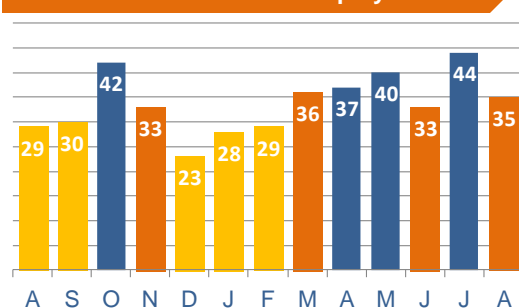
Slower Payment

## 5 CUSTOMER SPENDING TRENDS

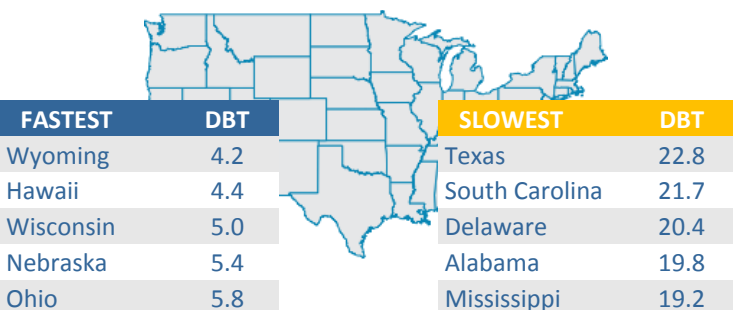


## 6 BANKRUPTCIES

**282** 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
\$3,100+	10.4 days
\$900 - \$3,100	8.8 days
\$350 - \$900	10.4 days
\$150 - \$350	12.2 days
<\$150	11.0 days