

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 \$1.2 trillion in business-to-business transactions.

1 PAYMENTS

DBT = **10.7** days late

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

DBT = **6.8** days late

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

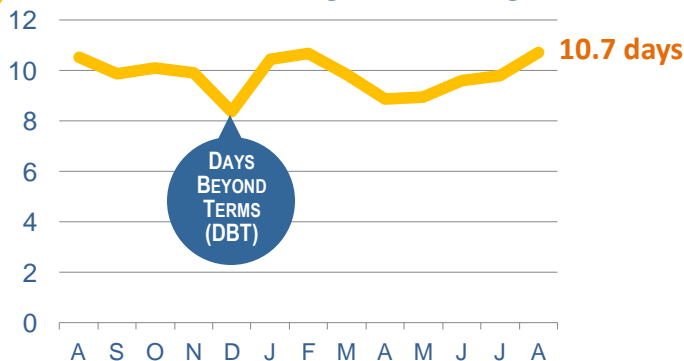
2 RISK SCORES

How risky are customers of Industrial Supplies providers?

	Avg. Score
Manufacturing Materials	647 -
Construction	641 -3
Building Supply	621 -6
Apparel & Outdoor	616 -3
Transportation	609 -5
Industrial Supply	597 -3
Food & Beverage	594 -2

More Risk

3 PAYMENT BEHAVIOR TRENDS

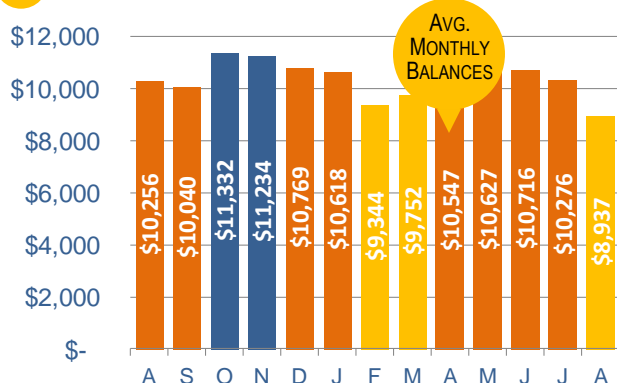


4 INDUSTRY PAYMENT RANKINGS

Industry	DBT	
Food & Beverage	5.0	+0.3
Manufacturing Materials	5.3	+1.1
Apparel & Outdoor	6.6	+0.2
Transportation	7.6	+0.4
Building Supply	8.7	+1.2
Industrial Supply	10.7	+1.9
Construction	12.0	+1.0

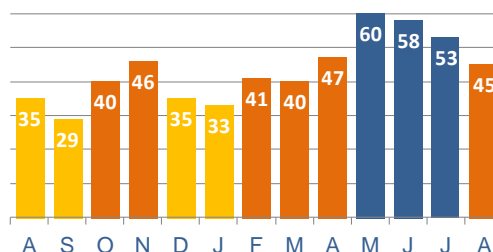
Slower Payment

5 CUSTOMER SPENDING TRENDS

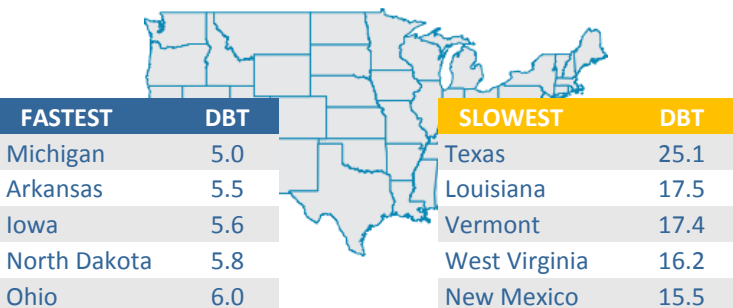


6 BANKRUPTCIES

377 Industrial Supply customers have filed bankruptcy in 2016



7 GEOGRAPHY MATTERS



8 PAYMENTS BY BALANCE SIZE

Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$3,000+	10.7 days
\$800 - \$3,000	11.4 days
\$300 - \$800	12.8 days
\$100 - \$300	13.6 days
<\$100	12.8 days