

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 = **8.8** days late

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

DBT = **7.0** days late

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

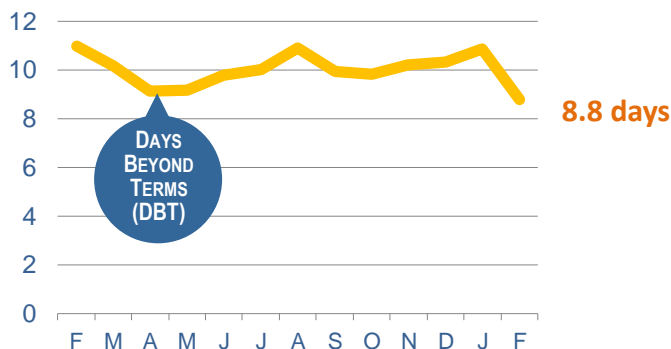
2 RISK SCORES

How risky are customers of Industrial Supplies providers?

	Avg. Score
Manufacturing Materials	670 +2
Construction	658 +1
Building Supply	655 -
Transportation	641 +3
Food & Beverage	632 +2
Industrial Supply	626 +3
Apparel & Outdoor	623 -7

More Risk

3 PAYMENT BEHAVIOR TRENDS

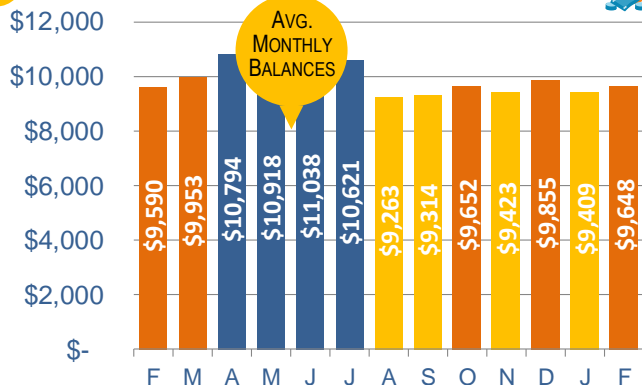


4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	5.1 +0.1
Food & Beverage	5.1 -0.4
Transportation	8.4 +0.1
Industrial Supply	8.8 -2.1
Apparel & Outdoor	9.6 +1.2
Building Supply	9.6 -0.2
Construction	13.1 -1.2

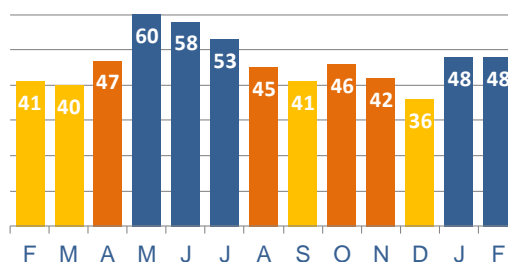
Slower Payment

5 CUSTOMER SPENDING TRENDS



6 BANKRUPTCIES

96 Industrial Supply customers have filed bankruptcy in 2017



7 GEOGRAPHY MATTERS

FASTEST	DBT	SLOWEST	DBT
Michigan	3.7	Texas	15.0
South Dakota	4.9	Nevada	14.5
Louisiana	5.1	West Virginia	13.9
Iowa	5.6	New Hampshire	13.7
Idaho	5.7	Rhode Island	12.8

8 PAYMENTS BY BALANCE SIZE

Companies pay key suppliers **faster** than others

Monthly Balance	DBT
\$2,800+	8.7 days
\$800 - \$2,800	10.2 days
\$300 - \$800	11.4 days
\$100 - \$300	12.5 days
<\$100	12.0 days