

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 annual business-to-business transactions.

1 PAYMENTS

DBT= **7.7** days late

How FAST companies are paying Industrial Supply providers

DBT= **5.7** days late

How fast those companies are PAYING OTHER PROVIDERS

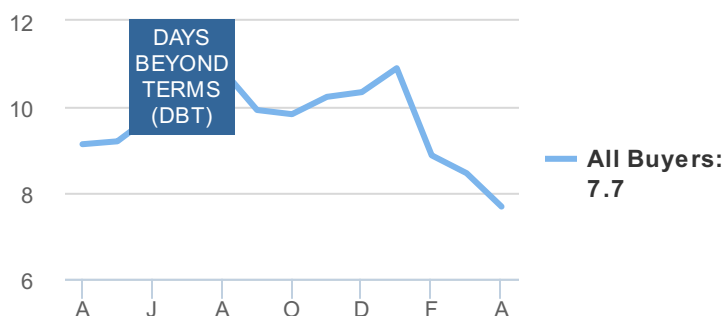
2 RISK SCORES

How risky are customers of Industrial Supply providers?

	Avg. Score
Manufacturing Materials	673 +3
Construction	661 +3
Building Supply	660 +4
Transportation	645 +4
Food & Beverage	634 +1
Apparel & Outdoor	633 +6
Industrial Supply	630 +2

More Risk

3 PAYMENT BEHAVIOR TRENDS

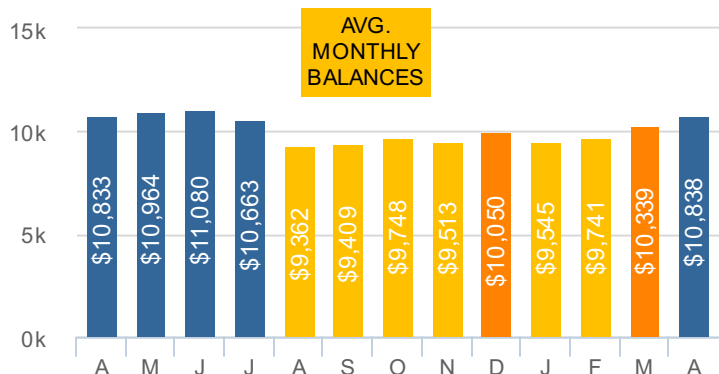


4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	3.9 -0.3
Food & Beverage	4.5 -0.2
Apparel & Outdoor	5.7 -0.8
Transportation	7.3 -0.8
Industrial Supply	7.7 -0.8
Building Supply	8.3 -1.1
Construction	12.0 -1.4

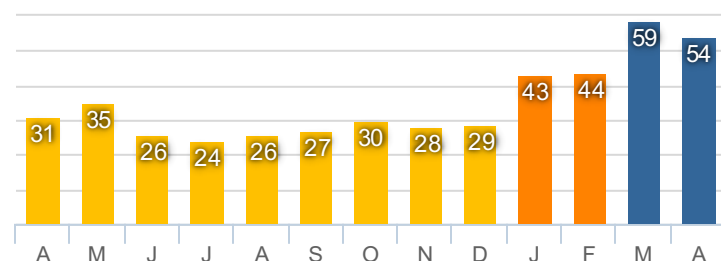
Slower Payment

5 CUSTOMER SPENDING TRENDS

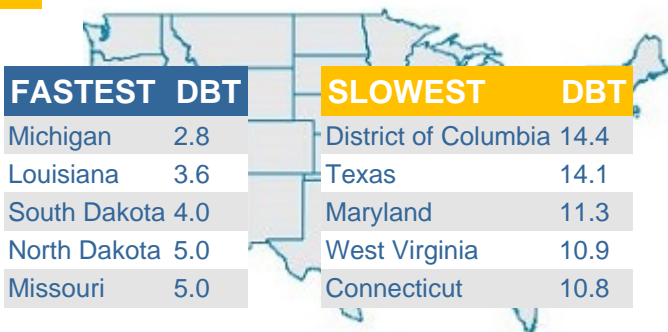


6 BANKRUPTCIES

200 Industrial Supply customers have filed bankruptcy in 2017



7 GEOGRAPHY MATTERS



8 PAYMENTS BY BALANCE SIZE

