

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= **9.2** days late

How FAST companies are paying Industrial Supply providers

DBT= **6.3** days late

How fast those companies are PAYING OTHER PROVIDERS

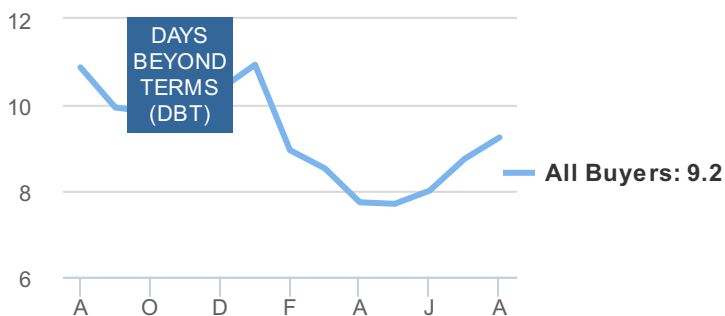
2 RISK SCORES

How risky are customers of Industrial Supply providers?

	Avg. Score
Manufacturing Materials	672 -3
Building Supply	659 -3
Construction	657 -6
Transportation	644 -4
Apparel & Outdoor	637 -
Food & Beverage	631 +1
Industrial Supply	629 -2

More Risk

3 PAYMENT BEHAVIOR TRENDS

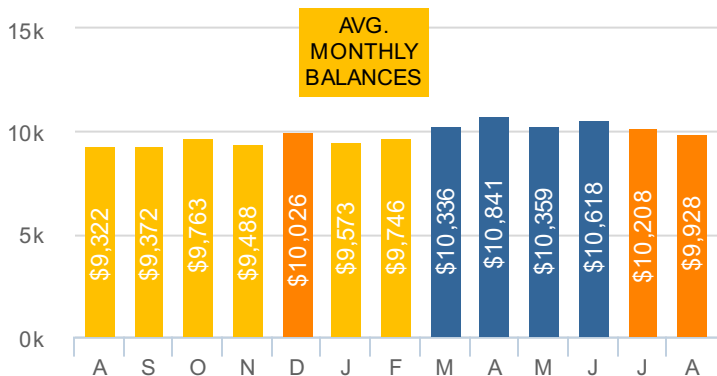


4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	3.9 +0.2
Food & Beverage	4.9 +0.3
Apparel & Outdoor	6.0 -0.1
Building Supply	8.2 +0.7
Transportation	8.2 +1.0
Industrial Supply	9.2 +0.5
Construction	13.5 +0.6

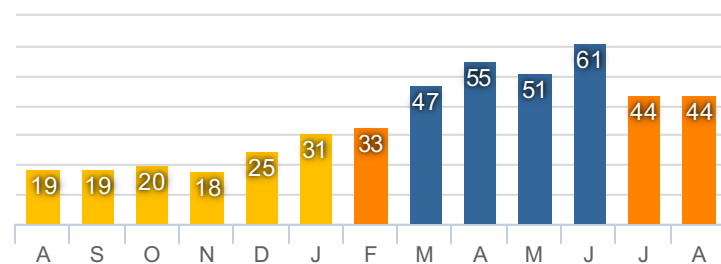
Slower Payment

5 CUSTOMER SPENDING TRENDS

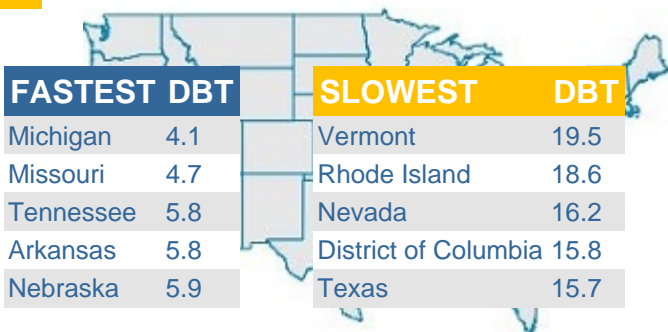


6 BANKRUPTCIES

366 Industrial Supply customers have filed bankruptcy in 2017



7 GEOGRAPHY MATTERS



8 PAYMENTS BY BALANCE SIZE

