

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= **7.2** days late

How fast those companies are PAYING OTHER PROVIDERS

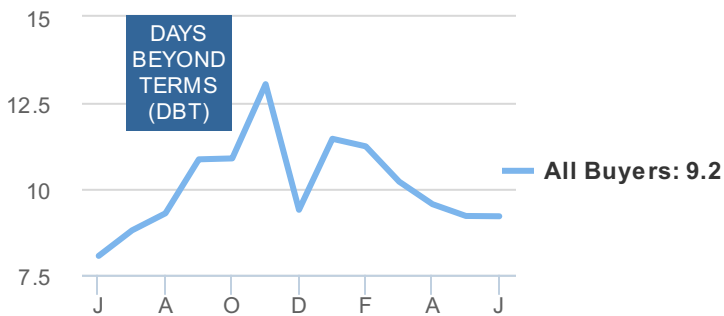
### 2 RISK SCORES

How risky are customers of Industrial Supply providers?

	Avg. Score
Manufacturing Materials	698 -
Building Supply	679 +1
Construction	667 -
Apparel & Outdoor	663 +1
Transportation	645 -1
<b>Industrial Supply</b>	<b>642 -1</b>
Food & Beverage	638 -2

More Risk

### 3 PAYMENT BEHAVIOR TRENDS

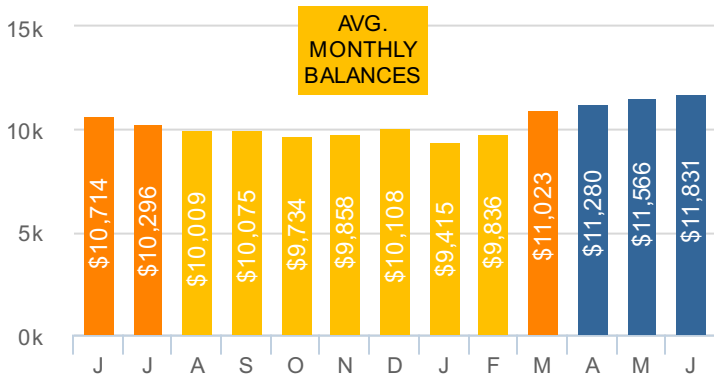


### 4 INDUSTRY PAYMENT RANKINGS

Industry	DBT
Manufacturing Materials	4.2 -0.1
Food & Beverage	5.3 +0.1
Apparel & Outdoor	5.6 -0.4
Building Supply	8.2 -0.3
Transportation	9.2 -0.0
<b>Industrial Supply</b>	<b>9.2 -0.0</b>
Construction	14.0 +0.1

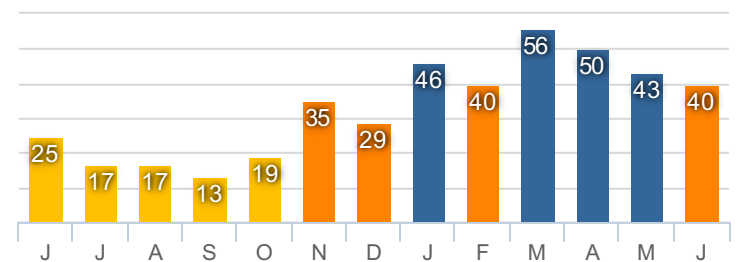
Slower Payment

### 5 CUSTOMER SPENDING TRENDS

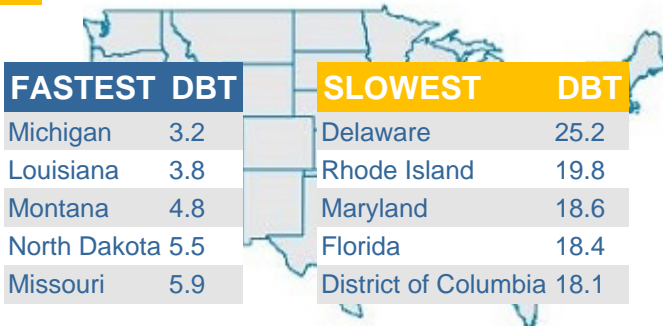


### 6 BANKRUPTCIES

**275** Industrial Supply customers have filed bankruptcy in 2018



### 7 GEOGRAPHY MATTERS



FASTEST DBT		SLOWEST DBT	
Michigan	3.2	Delaware	25.2
Louisiana	3.8	Rhode Island	19.8
Montana	4.8	Maryland	18.6
North Dakota	5.5	Florida	18.4
Missouri	5.9	District of Columbia	18.1

### 8 PAYMENTS BY BALANCE SIZE

Monthly Balance	DBT
\$3,300+	9.0 days
\$900 - \$3,300	14.7 days
\$300 - \$900	12.8 days
\$100 - \$300	12.2 days
<\$100	11.9 days

Companies pay key suppliers faster than others