



The AR Reliance Score Report

August 2023

Vertical IQ and Lendovative are working together to provide the AR Reliance Score – a sales tool for lenders that provides accounts receivable (AR) financing to SMBs in the United States. Utilizing data from the Risk Management Association (RMA) relating to AR and average industry growth rates, the AR Reliance Score serves as an indicator of how likely specific NAICS groups are to need receivables financing over the short term.

If you would like to know more about the full scope of Vertical IQ’s and Lendovative Technologies’ services, reach out to either organization at info@verticaliq.com or info@lendovative.com.

Industry Sector	NAICS	AR as % of Assets	5-year Average Growth	AR Reliance Score
Telemarketing Bureaus	561422	46.9	3.3	5.02
Drywall and Insulation Contractors	238310	42.4	5	4.74
Security Guards and Patrol Services	561612	41.4	5.3	4.67
Commercial Building Contractors	2362	40.6	5.4	4.60
Translation and Interpretation Services	541930	40.2	5.6	4.58
Glass and Glazing Contractors	238150	40.5	5	4.55
Freight Forwarding Services	488510	40.5	4.7	4.52
Structural Steel and Precast Concrete Contractors	238120	39	5	4.40
Computer Facilities Management Services	541513	38	4.7	4.27
Electrical Contractors	238210	37.5	5	4.25
Employment Services	5613	38.1	4.1	4.22

Industry Sector	NAICS	AR as % of Assets	5-year Average Growth	AR Reliance Score
Painting & Wall Covering Contractors	238320	36.9	5	4.19
Framing Contractors	238130	36.7	5	4.17
Computer System Design Services	541512	36.6	4.7	4.13
Process, Distribution & Logistics Consulting	541614	34.4	5.3	3.97
Flooring Contractors	238330	34	5	3.90
Architectural Services	541310	34	4.1	3.81
Market Research & Public Opinion Polling	541910	32.5	5.6	3.81
Roofing and Siding Contractors	238160, 238170	32.2	5	3.72
HVAC & Plumbing Contractors	238220	32	5	3.70
Concrete & Masonry Contractors	238110, 238140	31.6	5	3.66
Electrical Equipment Distributors	423610	33.9	2.2	3.61
Computer Programming Services	541511	29.9	5.1	3.50
Environmental Consulting Services	541620	29.2	5.5	3.47
Wood Container and Pallet Manufacturers	321920	31.6	3.1	3.47
Utility System Construction	2371	29.3	5.1	3.44
Finish Carpentry Contractors	238350	29	5	3.40
Chemical Distributors	4246	31.7	2.2	3.39
Tile and Terrazzo Contractors	238340	28.9	5	3.39
Computer & Office Equipment Distributors	423420, 423430	30.3	3.2	3.35

Industry Sector	NAICS	AR as % of Assets	5-year Average Growth	AR Reliance Score
Moving Companies	484210	30.2	3.3	3.35
Packaging and Labeling Services	561910	29.8	3.5	3.33
Advertising & PR Agencies	541810, 541820	29	4	3.30
Iron & Steel Mills	331110	30	2.6	3.26
Janitorial Services	561720	27.2	5.3	3.25
Lumber Distributors	423310	29.2	2.9	3.21
Data Processing & Hosting	518210	23.3	7.9	3.12
Management Consulting Services	541611	25.8	5.3	3.11
Medical Equipment Distributors	423450	28.1	3	3.11
Food Distributors	4244	29.1	1.9	3.10
Paper Products Distributors	4241	30.3	0.5	3.08
Solar Electric Power	221114	8.1	22.7	3.08
Hardware, Plumbing & HVAC Distributors	4237	27.8	2.7	3.05
Industrial Supply Distributors	423840	28.2	2.3	3.05
Drilling Oil & Gas Wells	213111	21.5	8.9	3.04
Metal Service Centers	423510	27.5	2.9	3.04
Site Prep Contractors	238910	25.4	5	3.04
Direct Mail Advertising	541860	26.3	4	3.03
Testing Laboratories	541380	26.2	4.1	3.03
Furniture & Home Furnishings Wholesalers	4232	27.8	2.4	3.02

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Architectural & Structural Metals Mfrs	3323	26.8	3.1	2.99
Marketing Consulting Services	541613	24.6	5.3	2.99
Building Materials Distributors	4233	26.8	2.9	2.97
Ambulance Services	621910	23.3	6	2.93
Oil & Gas Support Services	213112	20.5	8.4	2.89
Sign Manufacturers	339950	27.3	1.3	2.86
Biotechnology Research Services	541714	23.3	5.2	2.85
Security System Services	561621	22.9	5.3	2.82
Internet Publishing & Web Search Portals	519290	21.4	6.4	2.78
Highway, Street & Bridge Construction	237310	24.1	3.2	2.73
Semiconductor Manufacturers	334413	27	0.1	2.71
Reupholstery and Furniture Repair	811420	24.4	2.6	2.70
HVACR Equipment Manufacturers	3334	26	0.9	2.69
Perishable Prepared Food Manufacturers	311991	23	3.9	2.69
Cement & Concrete Products Manufacturers	3273	23.6	3.2	2.68
CPA Practices	541211	22.1	4.7	2.68
Geophysical Surveying and Mapping Services	541360	22.7	4.1	2.68
Home Healthcare Services	621610	19.9	6.4	2.63
Equipment & Machinery Repair Services	811310	23.6	2.6	2.62
Telecommunications Resellers	517121	23.5	2.7	2.62

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Software Publishers	513210	20.5	5.6	2.61
Seafood Product Preparation & Packaging	311710	22.4	3.6	2.60
Tire Wholesalers	423130	23.8	2.1	2.59
Building Inspection Services	541350	21.5	4.1	2.56
Courier and Messenger Services	4921, 4922	21.5	4.1	2.56
Industrial Machinery Distributors	423830	23.9	1.6	2.55
Local General Freight Trucking	484110	22.1	3.3	2.54
Landscape Architectural Services	541320	21.3	4.1	2.54
Paint and Varnish Wholesalers	424950	24.2	1.1	2.53
Interior Design Services	541410	20.2	5	2.52
Steel Products Manufacturers	3312	22.5	2.6	2.51
Material Handling Equipment Manufacturers	333921, 333922, 333923, 333924	22.5	2.5	2.50
Warehousing and Storage Services	4931	19.9	5.1	2.50
Seasoning and Dressing Manufacturers	311941, 311942	21.4	3.5	2.49
Trucking Companies	484110, 484121, 484122, 484210, 484220, 484230	21.5	3.3	2.48
Electrical Equipment Manufacturers	3353	23.6	1.1	2.47
Resin, Rubber & Fiber Manufacturers	3252	23.2	1.3	2.45
Rubber Product Manufacturers	3262	23.2	1.3	2.45
Soap & Toilet Preparation Manufacturers	3256	23.3	1.2	2.45

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Long Distance General Freight Trucking	484121, 484122	21.1	3.3	2.44
Motion Picture,TV & Video Production	512110	20.8	3.5	2.43
Process Control Instrument Manufacturers	334513	23.8	0.5	2.43
Spring and Wire Product Manufacturers	3326	22.4	1.9	2.43
Locksmiths	561622	18.8	5.3	2.41
Plywood and Engineered Wood Manufacturers	3212	21.5	2.6	2.41
Furniture Manufacturers	3371, 3372	23.2	0.9	2.41
Dairy Product Manufacturers	3115	19.9	4.1	2.40
Aluminum Production	3313	22.9	1	2.39
Farm Raw Product Wholesalers	4245	19.7	4	2.37
Paper Products Manufacturers	3222	22.5	1.2	2.37
Wine & Spirits Distributors	424820	19.2	4.5	2.37
Snack Food Manufacturers	31191	19.4	4.1	2.35
Graphic Design Services	541430	18.4	5	2.34
Ambulatory Surgery Centers	621493	17	6.3	2.33
Auto Parts Manufacturers	3363	20.6	2.7	2.33
Commercial Printers	3231	23.1	0.2	2.33
Aircraft Engine & Parts Mfrs	336412, 336413	15	8.2	2.32
Medical Device Manufacturers	339112, 339113	21	2.2	2.32

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Carpet and Upholstery Cleaners	561740	17.8	5.3	2.31
Metal Coating, Engraving & Heat Treating	3328	21.6	1.5	2.31
Pet & Animal Food Manufacturers	3111	20	3.1	2.31
Commercial Equipment Wholesalers	423440	20.5	2.5	2.30
Recyclable Material Wholesalers	423930	21.3	1.7	2.30
Landscaping Services	561730	17.5	5.3	2.28
Battery Manufacturers	33591	20.9	1.9	2.28
Nursing Homes	623110	17.2	5.6	2.28
Computer & Office Equipment Repair	811210	21	1.7	2.27
Household Appliance Manufacturers	3352	20.7	2	2.27
Heavy Duty Truck Manufacturers	336120	17.6	5	2.26
Lighting Equipment Manufacturers	3351	21.3	1.2	2.25
Auto Parts Distributors	423120	18.8	3.6	2.24
Aviation Support Services	4881	13.5	8.8	2.23
Motorcoach, Travel Trailer & Camper Manufacturers	336213, 336214	18	4.3	2.23
Forging and Stamping	3321	20.8	1.2	2.20
Rehabilitative Therapy Practices	621340	15.9	6.1	2.20
Farm Supplies Wholesalers	424910	19.1	2.8	2.19
Machine Shops	332710	20.1	1.8	2.19

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Metal Valve Manufacturers	33291	21.1	0.6	2.17
Waste Management Services	562	17.4	4.3	2.17
Construction Machinery Manufacturers	333120	18.7	2.7	2.14
Electronic Component Manufacturers	334416, 334417, 334419	21.1	0.3	2.14
Taxi and Limousine Services	485310, 485320	10.6	10.7	2.13
Hardware Manufacturers	332510	20.5	0.7	2.12
Metalworking Machinery Manufacturers	3335	20.9	0.3	2.12
Marine Support Services	4883	16.4	4.7	2.11
Medical Billing Services	541219	16.4	4.7	2.11
Agricultural Chemical Manufacturers	3253	18.9	2.1	2.10
Meat Products Manufacturers	3116	17.1	3.8	2.09
Home Furnishings Stores	44912	18.4	2.3	2.07
Medical & Imaging Labs	621511, 621512	16.5	4.2	2.07
Clay Product & Refractory Manufacturers	3271	19.6	1	2.06
Plastic Bottle Manufacturers	326160	18.6	2	2.06
Cut Stone & Stone Product Manufacturers	327991	16.2	4.3	2.05
Mining and Oil & Gas Machinery Manufacturers	333131, 333132	16.7	3.8	2.05
Pharmaceutical Manufacturers	3254	16.2	4.3	2.05

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Industrial Machinery Manufacturers	3332	19.5	0.9	2.04
Paint, Coating & Adhesive Manufacturers	3255	18.8	1.5	2.03
Wood Window and Door Manufacturers	321911	17.4	2.8	2.02
Audio & Video Equipment Manufacturers	334310	19.1	1	2.01
Glass & Glass Product Manufacturers	3272	19.6	0.4	2.00
Motorcycle and Bicycle Manufacturers	336991	17.9	2	1.99