



# 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](mailto:info@verticaliq.com) or [info@lendovative.com](mailto: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              |



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|--|----------------|-------------------|-----------------------|-------------------|
| 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              |