



# The AR Reliance Score Report

## June 2024

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
Employment Services	5613	43.4	6.9	5.03
Drywall and Insulation Contractors	238310	43.8	5	4.88
Telemarketing Bureaus	561422	45	3.8	4.88
Security Guards and Patrol Services	561612	43	5.4	4.84
Commercial Building Contractors	2362	42.2	5.5	4.77
Translation and Interpretation Services	541930	39.6	5.1	4.47
Electrical Contractors	238210	39.5	5	4.45
Process, Distribution & Logistics Consulting	541614	38.5	5.1	4.36
Computer System Design Services	541512	39.1	3.7	4.28
Glass and Glazing Contractors	238150	37.4	5	4.24
Pawn Shops	522299	38.9	3.5	4.24
Solar Electric Power	221114	10.6	31.7	4.23
Flooring Contractors	238330	37.2	5	4.22
Structural Steel and Precast Concrete Contractors	238120	37.2	4.8	4.2
Freight Forwarding Services	488510	36.2	4.9	4.11
Environmental Consulting Services	541620	35.8	5.1	4.09
Concrete & Masonry Contractors	238110, 238140	36.1	4.8	4.09
Roofing and Siding Contractors	238160, 238170	35.5	5	4.05
Architectural Services	541310	36.4	3.9	4.03
Janitorial Services	561720	34.3	5.7	4
Painting & Wall Covering Contractors	238320	34.6	5	3.96
Engineering Services	541330	35.3	3.9	3.92
Market Research & Public Opinion Polling	541910	33.7	5.1	3.88

Industry Sector	NAICS	AR as % of Assets	5-year Average Growth	AR Reliance Score
HVAC & Plumbing Contractors	238220	33.6	5	3.86
Computer Facilities Management Services	541513	33.5	4.2	3.77
Utility System Construction	2371	31.1	5.6	3.67
Management Consulting Services	541611	31.4	5.1	3.65
Graphic Design Services	541430	31.8	4.6	3.64
Computer Programming Services	541511	31.9	4.5	3.64
Framing Contractors	238130	30.8	5	3.58
Commercial Banks	522110	31.5	4.3	3.58
Advertising & PR Agencies	541810, 541820	29.9	5.1	3.5
Drilling Oil & Gas Wells	213111	28.2	6.6	3.48
Paper Products Distributors	4241	33.9	0.8	3.47
Specialized Heavy and Civil Engineering Construction	237990	29.7	4.7	3.44
Chemical Distributors	4246	31.9	2.5	3.44
Insurance Claims Adjusters	524291	27.8	6.2	3.4
HR Consulting Services	541612	28.6	5.1	3.37
Drug and Druggists' Sundries Wholesalers	424210	26.9	6.7	3.36
Security System Services	561621	28.2	5.4	3.36
Site Prep Contractors	238910	28.6	4.8	3.34
Oil & Gas Support Services	213112	26.4	6.9	3.33
Marketing Consulting Services	541613	28.1	5.1	3.32
Food Distributors	4244	30.8	2	3.28
Highway, Street & Bridge Construction	237310	28.1	4.6	3.27
Industrial Supply Distributors	423840	29.7	2.9	3.26
Tile and Terrazzo Contractors	238340	27.4	5	3.24
Electrical Equipment Distributors	423610	29.8	2.5	3.23
Finish Carpentry Contractors	238350	27.1	5	3.21
Data Processing & Hosting	518210	24.1	7.7	3.18
Residential Remodelers	236118	26.2	5.6	3.18
Wood Container and Pallet Manufacturers	321920	29.6	2.1	3.17
Mining and Oil & Gas Machinery Manufacturers	333131, 333132	25.9	5.6	3.15
Seafood Product Preparation & Packaging	311710	27.7	3.1	3.08
Hardware, Plumbing & HVAC Distributors	4237	28.6	2.2	3.08
Moving Companies	484210	26.9	3.5	3.04
Computer & Office Equipment Distributors	423420, 423430	27	3.3	3.03
Architectural & Structural Metals Mfrs	3323	28.1	2.2	3.03
Electrical Equipment Manufacturers	3353	28.8	1.3	3.01
Ambulance Services	621910	24	5.9	2.99
Medical Equipment Distributors	423450	25.5	3.5	2.9

Industry Sector	NAICS	AR as % of Assets	5-year Average Growth	AR Reliance Score
HVACR Equipment Manufacturers	3334	27.7	1.2	2.89
Home Healthcare Services	621610	22.5	6.3	2.88
Locksmiths	561622	23.3	5.4	2.87
Biotechnology Research Services	541714	23.5	5.2	2.87
CPA Practices	541211	24	4.7	2.87
Equipment & Machinery Repair Services	811310	26.3	2.4	2.87
Iron & Steel Mills	331110	25.9	2.6	2.85
Recyclable Material Wholesalers	423930	25.4	3	2.84
Steel Products Manufacturers	3312	25.8	2.6	2.84
Reupholstery and Furniture Repair	811420	25	3.2	2.82
Lumber Distributors	423310	25.2	2.9	2.81
Aluminum Production	3313	25.9	2	2.79
Spring and Wire Product Manufacturers	3326	26.2	1.6	2.78
Blood and Organ Banks	621991	21.8	5.9	2.77
Packaging and Labeling Services	561910	23.5	4.1	2.76
Geophysical Surveying and Mapping Services	541360	23.6	3.9	2.75
Metal Service Centers	423510	24.9	2.4	2.73
Building Materials Distributors	4233	24.9	2.3	2.72
Landscape Architectural Services	541320	23.2	3.9	2.71
Aircraft Engine & Parts Mfrs	336412, 336413	17.5	9.5	2.7
Food Service Contractors	722310	20.1	6.9	2.7
Software Publishers	513210	21.2	5.8	2.7
Cement & Concrete Products Manufacturers	3273	23	4	2.7
Farm Raw Product Wholesalers	4245	22.9	3.9	2.68
Battery Manufacturers	33591	25.5	1.3	2.68
Collection Agencies	561440	22.9	3.8	2.67
Wood Window and Door Manufacturers	321911	23.5	3	2.65
Industrial Machinery Distributors	423830	24.5	1.9	2.64
Landscaping Services	561730	20.6	5.7	2.63
Drug Stores & Pharmacies	456110	22.3	3.9	2.62
Commercial Equipment Wholesalers	423440	23.3	2.6	2.59
Medical Billing Services	541219	21.1	4.7	2.58
Interior Design Services	541410	21.2	4.6	2.58
Direct Mail Advertising	541860	20.5	5.1	2.56
Lighting Equipment Manufacturers	3351	24.2	1.4	2.56
Testing Laboratories	541380	21.6	3.9	2.55
Courier and Messenger Services	4921, 4922	22.1	3.4	2.55
Tire Wholesalers	423130	23.4	1.8	2.52