



The AR Reliance Score Report

November 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 or info@lendovative.com.

Industry Sector	NAICS	AR as % of Assets	5-year Average Growth	AR Reliance Score
Employment Services	5613	43.4	7.2	5.06
Drywall and Insulation Contractors	238310	43.8	5.6	4.94
Telemarketing Bureaus	561422	45	3.2	4.82
Security Guards and Patrol Services	561612	43	4.9	4.79
Commercial Building Contractors	2362	42.2	4.7	4.69
Electrical Contractors	238210	39.5	5.6	4.51
Solar Electric Power	221114	10.6	34.4	4.5
Process, Distribution & Logistics Consulting	541614	38.5	5.6	4.41
Translation and Interpretation Services	541930	39.6	4.4	4.4
Glass and Glazing Contractors	238150	37.4	5.6	4.3
Flooring Contractors	238330	37.2	5.6	4.28
Structural Steel and Precast Concrete Contractors	238120	37.2	5.6	4.28
Pawn Shops	522299	38.9	3.7	4.26
Internet Publishing & Web Search Portals	519290	32.2	9.7	4.19
Environmental Consulting Services	541620	35.8	6	4.18
Concrete & Masonry Contractors	238110, 238140	36.1	5.6	4.17
Roofing and Siding Contractors	238160, 238170	35.5	5.6	4.11
Freight Forwarding Services	488510	36.2	4.8	4.1
Architectural Services	541310	36.4	4.1	4.05
Painting & Wall Covering Contractors	238320	34.6	5.6	4.02
Janitorial Services	561720	34.3	5.4	3.97
Engineering Services	541330	35.3	4.1	3.94
HVAC & Plumbing Contractors	238220	33.6	5.6	3.92

Industry Sector	NAICS	AR as % of Assets	5-year Average Growth	AR Reliance Score
Utility System Construction	2371	31.1	7.5	3.86
Market Research & Public Opinion Polling	541910	33.7	4.4	3.81
Management Consulting Services	541611	31.4	5.6	3.7
Computer Programming Services	541511	31.9	4.9	3.68
Framing Contractors	238130	30.8	5.6	3.64
Computer Facilities Management Services	541513	33.5	2.7	3.62
Graphic Design Services	541430	31.8	4.2	3.6
Specialized Heavy and Civil Engineering Construction	237990	29.7	5.6	3.53
Paper Products Distributors	4241	33.9	1	3.49
Chemical Distributors	4246	31.9	2.9	3.48
Drilling Oil & Gas Wells	213111	28.2	6.5	3.47
Advertising & PR Agencies	541810, 541820	29.9	4.5	3.44
Insurance Claims Adjusters	524291	27.8	6.5	3.43
HR Consulting Services	541612	28.6	5.6	3.42
Site Prep Contractors	238910	28.6	5.6	3.42
Wood Container and Pallet Manufacturers	321920	29.6	4.5	3.41
Food Distributors	4244	30.8	3	3.38
Marketing Consulting Services	541613	28.1	5.6	3.37
Drug and Druggists' Sundries Wholesalers	424210	26.9	6.7	3.36
Petroleum Product Wholesalers	424720	31.4	2.1	3.35
Highway, Street & Bridge Construction	237310	28.1	5.4	3.35
Oil & Gas Support Services	213112	26.4	7.1	3.35
Electrical Equipment Distributors	423610	29.8	3.4	3.32
Security System Services	561621	28.2	4.9	3.31
Tile and Terrazzo Contractors	238340	27.4	5.6	3.3
Finish Carpentry Contractors	238350	27.1	5.6	3.27
Data Processing & Hosting	518210	24.1	8.4	3.25
Hardware, Plumbing & HVAC Distributors	4237	28.6	3.8	3.24
Industrial Supply Distributors	423840	29.7	2.6	3.23
Residential Remodelers	236118	26.2	6.1	3.23
Mining and Oil & Gas Machinery Manufacturers	333131, 333132	25.9	6	3.19
Architectural & Structural Metals Mfrs	3323	28.1	3	3.11
Seafood Product Preparation & Packaging	311710	27.7	3.1	3.08
Moving Companies	484210	26.9	3.8	3.07
Lumber Distributors	423310	25.2	5.4	3.06
Building Materials Distributors	4233	24.9	5.5	3.04
Electrical Equipment Manufacturers	3353	28.8	1.5	3.03
HVACR Equipment Manufacturers	3334	27.7	2.2	2.99

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Iron & Steel Mills	331110	25.9	3.9	2.98
Ambulance Services	621910	24	5.8	2.98
Steel Products Manufacturers	3312	25.8	3.9	2.97
Battery Manufacturers	33591	25.5	3.5	2.9
Biotechnology Research Services	541714	23.5	5.4	2.89
Home Healthcare Services	621610	22.5	6.4	2.89
Spring and Wire Product Manufacturers	3326	26.2	2.4	2.86
Recyclable Material Wholesalers	423930	25.4	3.1	2.85
Metal Service Centers	423510	24.9	3.5	2.84
Packaging and Labeling Services	561910	23.5	4.8	2.83
Aluminum Production	3313	25.9	2.3	2.82
Locksmiths	561622	23.3	4.9	2.82
CPA Practices	541211	24	3.9	2.79
Cement & Concrete Products Manufacturers	3273	23	4.9	2.79
Geophysical Surveying and Mapping Services	541360	23.6	4.1	2.77
Blood and Organ Banks	621991	21.8	5.8	2.76
Wood Window and Door Manufacturers	321911	23.5	4	2.75
Landscape Architectural Services	541320	23.2	4.1	2.73
Industrial Machinery Distributors	423830	24.5	2.3	2.68
Software Publishers	513210	21.2	5.5	2.67
Reupholstery and Furniture Repair	811420	25	1.4	2.64
Metal Valve Manufacturers	33291	24	2.3	2.63
Commercial Equipment Wholesalers	423440	23.3	3	2.63
Courier and Messenger Services	4921, 4922	22.1	4.2	2.63
Farm Raw Product Wholesalers	4245	22.9	3.3	2.62
Collection Agencies	561440	22.9	3.2	2.61
Landscaping Services	561730	20.6	5.4	2.6
Lighting Equipment Manufacturers	3351	24.2	1.5	2.57
Metal Coating, Engraving & Heat Treating	3328	23.2	2.5	2.57
Testing Laboratories	541380	21.6	4.1	2.57
Process Control Instrument Manufacturers	334513	25.3	0.3	2.56
Rubber Product Manufacturers	3262	23.5	2	2.55
Drug Stores & Pharmacies	456110	22.3	3.2	2.55
Semiconductor Manufacturers	334413	24.6	0.8	2.54
Tire Wholesalers	423130	23.4	2	2.54
Interior Design Services	541410	21.2	4.2	2.54
Wine & Spirits Distributors	424820	20.9	4.5	2.54
Lawn and Garden Equipment Manufacturers	333112	20.9	4.3	2.52