GORMAN MANUFACTURING COMPANY, INC.

D-U-N-S® 80-473-5132

Headquarters
492 Koller St,
San Francisco, CA 94110

Phone 650 555-0000

COMPR

Purchase Date: 07/26/2020
Last Update Date: 06/16/2020
Attention: Sample Report

Executive Summary

Company Info
Year Started 1985
CEO LESLIE SMITH, PRES
Employees 153
Employees Here 120 at this location
Working Capital $6,366,121
Do not confuse with other Gorman companies, this is a fictitious company used by D&B for demonstration purposes
Sales (Financial Statement) $32,698,577
Net Worth (Financial Statement) 4,110,181
As of 12/31/2019

Predictive Analytics

Financial Stress Class
The Financial Stress Class of 3 for this company shows that firms with this class had a failure rate of 0.24% (24 per 10,000).

Financial Stress Class 3
Financial Stress Score 1,470
Highest Risk 1,001
Lowest Risk 1,875

Credit Score Class
The Credit Score class of 5 for this company shows that 53.10% of firms with this classification paid one or more bills severely delinquent.

Credit Score Class 5
Credit Score 430
Highest Risk 101
Lowest Risk 670

D&B Viability Rating
D&B Viability Rating 1 3 A A

Viability Score

Portfolio Comparison

Data Depth Indicator A

D&B Rating

Credit Score Class 5
Credit Limit Recommendation

D&B PAYDEX®

Up to 24 month D&B PAYDEX

Up to 3 month D&B PAYDEX

D&B Viability Rating

D&B Rating

Financial Strength

Composite Credit Appraisal

D&B PAYDEX®

Risk Category

Conservative Credit Limit $85,000
Aggressive Credit Limit $200,000

Risk Category

Moderate

High

Conservative Credit Limit

Aggressive Credit Limit

Data Depth Indicator A

Descriptive

Predictive
### Business Information

<table>
<thead>
<tr>
<th>Business Summary</th>
<th>Credit Capacity Summary</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Branch &amp; Division</strong></td>
<td><strong>D&amp;B Rating</strong></td>
</tr>
<tr>
<td>YES</td>
<td>3A4</td>
</tr>
<tr>
<td><strong>Financing</strong></td>
<td><strong>Prior D&amp;B Rating</strong></td>
</tr>
<tr>
<td>SECURED</td>
<td>3A4</td>
</tr>
<tr>
<td><strong>Financial Condition</strong></td>
<td><strong>Rating Date</strong></td>
</tr>
<tr>
<td>FAIR</td>
<td>11/22/2013</td>
</tr>
<tr>
<td><strong>SIC</strong></td>
<td><strong>Payment Activity</strong></td>
</tr>
<tr>
<td>2752 Lithographic commercial printing</td>
<td>USD</td>
</tr>
<tr>
<td><strong>NAICS</strong></td>
<td><strong>Average High Credit</strong></td>
</tr>
<tr>
<td>323111 Commercial Printing (except Screen and Books)</td>
<td>$10,000</td>
</tr>
<tr>
<td><strong>History Status</strong></td>
<td><strong>Highest Credit</strong></td>
</tr>
<tr>
<td>CLEAR</td>
<td>25,000</td>
</tr>
<tr>
<td><strong>History Status</strong></td>
<td><strong>Total Highest Credit</strong></td>
</tr>
<tr>
<td>CLEAR</td>
<td>180,050</td>
</tr>
</tbody>
</table>

#### D&B Viability Rating

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable assessment of the probability that a company will no longer be in business within the next 12 months.

**Viability Score**
- Compared to All US Businesses within D&B Database:
  - Level of risk: Low Risk
  - Businesses ranked 1 have a probability of becoming no longer viable: 0.2%
  - Percentage of businesses ranked 1: 0.3%
  - Across all US businesses, the average probability of becoming no longer viable: 14%

**Portfolio Comparison**
- Compared to all Businesses within the same MODEL SEGMENT:
  - Level of risk: Low Risk
  - Businesses ranked 3 within this model segment have a probability of becoming no longer viable: 0.2%
  - Percentage of businesses ranked 3 within this model segment: 15%
  - Within this model segment, the average probability of becoming no longer viable: 0.6%

**Data Depth Indicator**
- **Data Depth Indicator Details:**
  - Rich Firmographics
  - Extensive Commercial Trading Activity
  - Comprehensive Financial Attributes

<table>
<thead>
<tr>
<th>Company Profile Details:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Financial Data: Available</td>
</tr>
<tr>
<td>• Trade Payments: Available (3+Trade)</td>
</tr>
</tbody>
</table>
Business History

Officers
LESLIE SMITH, PRES;
KEVIN J HUNT, SEC-TREAS

Directors
THE OFFICER(S)

As of 06/16/2020

The California Secretary of State's business registrations file showed that Gorman Manufacturing Company, Inc. was registered as a Corporation on May 21, 1985.

Business started 1985 by Leslie Smith and Kevin J Hunt. 60% of capital stock is owned by Leslie Smith. 40% of capital stock is owned by Kevin J Hunt.


AFFILIATE:
The following is related through common principals, management and/or ownership. Gorman Affiliate Ltd, San Francisco, CA, started 1985. Operates as commercial printer.

Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Jul 11 2020:

This data is for informational purposes only, certification can only be obtained through the Sacramento Office of the California Secretary of State.

Government Activity Summary

Activity Summary

<table>
<thead>
<tr>
<th>Possible candidate for socioeconomic program consideration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Borrower</td>
</tr>
<tr>
<td>Administrative Debt</td>
</tr>
<tr>
<td>Grantee</td>
</tr>
<tr>
<td>Party Excluded from Federal Programs</td>
</tr>
</tbody>
</table>

Public Company | N/A |
Contractor | Yes |
Importer/Exporter | N/A |

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

Operations Data

As of 06/16/2020

Description: Engaged in commercial lithographic printing (100%).
Terms are Net 30 days. Has 240 account(s). Sells to commercial concerns. Territory: United States.
Nonseasonal.
Employees: 153 which includes officer(s). 120 employed here.
Facilities: Occupies premises in a one story cinder block building.
Location: Central business section on well traveled street.

Industry Data

SIC

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
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<tbody>
<tr>
<td>27520000</td>
<td>Commercial printing, lithographic</td>
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</table>

NAICS

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>323111</td>
<td>Commercial Printing (except Screen and Books)</td>
</tr>
</tbody>
</table>

Family Tree

Divisions Domestic

GORMAN MANUFACTURING COMPANY, INC.;
(D-U-N-S®:11-760-5260)
AKA: SCREEN PRINTING DIVISION
492 KOLLER ST,
SAN FRANCISCO, CA 94110

Branches Domestic
### Financial Statements

#### Three Years Comparative Statement

<table>
<thead>
<tr>
<th></th>
<th>Fiscal Consolidated Dec 31 2017</th>
<th>Fiscal Consolidated Dec 31 2018</th>
<th>Fiscal Consolidated Dec 31 2019</th>
<th>This Business</th>
<th>Industry Median</th>
<th>Industry Quartile</th>
</tr>
</thead>
<tbody>
<tr>
<td>Curr Assets</td>
<td>$11,264,427</td>
<td>$12,893,374</td>
<td>$17,159,208</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Curr Liabs</td>
<td>9,856,794</td>
<td>9,168,479</td>
<td>10,793,087</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current Ratio</td>
<td>1.14</td>
<td>1.41</td>
<td>1.59</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Working Capital</td>
<td>1,368,633</td>
<td>3,724,895</td>
<td>6,366,121</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Assets</td>
<td>2,689,091</td>
<td>2,004,111</td>
<td>2,307,502</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Worth</td>
<td>3,497,845</td>
<td>3,518,947</td>
<td>4,110,181</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales</td>
<td>24,662,580</td>
<td>22,589,957</td>
<td>32,698,577</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long Term Liab</td>
<td>559,879</td>
<td>2,210,099</td>
<td>4,563,442</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Profit (Loss)</td>
<td>286,148</td>
<td>1,387,498</td>
<td>3,189,738</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Key Business Ratios (Based on 36 establishments)

- **Profitability**
  - Return on Sales: 9.8, 1.5, 1
  - Return on Net Worth: 77.6, 6.6, 1

- **Short Term Solvency**
  - Current Ratio: 1.6, 1.6, 2
  - Quick Ratio: 1.1, 1.0, 2

- **Efficiency**
  - Assets Sales: 59.5, 90.6, 2
  - Sales / Net Working Capital: 5.1, 6.9, 3

- **Utilization**
  - Total Liabs / Net Worth: 373.6, 78.0, 4

As of 12/31/2019

#### Most Recent Financial Statement

Fiscal Consolidated statement dated DEC 31 2019:

<table>
<thead>
<tr>
<th>Assets</th>
<th>USD</th>
<th>Liabilities</th>
<th>USD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Assets</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$4,564,200</td>
<td>Accts Pay</td>
<td>$5,986,023</td>
</tr>
<tr>
<td>Accts Rec</td>
<td>7,360,218</td>
<td>Accruals</td>
<td>1,958,988</td>
</tr>
<tr>
<td>Inventory</td>
<td>5,234,790</td>
<td>L.T. Liab-(1yr)</td>
<td>2,850,076</td>
</tr>
<tr>
<td>Total Current Assets</td>
<td>17,159,208</td>
<td>Total Current Liabilities</td>
<td>10,793,087</td>
</tr>
<tr>
<td>Non Current Assets</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fixt &amp; Equip</td>
<td>2,007,502</td>
<td>L.T. Liab-Other</td>
<td>4,563,442</td>
</tr>
<tr>
<td>Deposits</td>
<td>300,000</td>
<td>COMMON STOCK</td>
<td>50,000</td>
</tr>
<tr>
<td>Total Assets</td>
<td>19,466,710</td>
<td>RETAINED EARNINGS</td>
<td>2,565,432</td>
</tr>
<tr>
<td></td>
<td></td>
<td>NET WORTH</td>
<td>709,543</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Total Liabilities &amp; Net Worth</td>
<td>19,466,710</td>
</tr>
</tbody>
</table>

As of 06/16/2020


**Statement Source**
Prepared from statement(s) by Accountant: Johnson, Jordan & Jones CPAs.

**Accountant's Opinion**
A review of the accountant's opinion indicates the financial statements meet generally accepted accounting principles and that the audit contains no qualifications.

Fixed assets shown net less $500,763 depreciation.

On June 16, 2020 the financial information was updated.

#### Indicators

### Public Filings Summary

The following data includes both open and closed filings found in D&B's database on this company

<table>
<thead>
<tr>
<th>Record Type</th>
<th>No. of Records</th>
<th>Most Recent Filing Date</th>
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</thead>
</table>
### Full Filings

#### Judgments

<table>
<thead>
<tr>
<th>Award</th>
<th>$700</th>
<th>Latest Info Received</th>
<th>04/07/2014</th>
<th>Status</th>
<th>Unsatisfied</th>
<th>Type</th>
<th>Judgment</th>
</tr>
</thead>
<tbody>
<tr>
<td>against</td>
<td>Gorman Manufacturing Company Inc - Test Case</td>
<td>Status Attained</td>
<td>01/01/2014</td>
<td>Where Filed</td>
<td>Los Angeles, County Of, Norwalk, CA</td>
<td>FILING NO.</td>
<td>123456</td>
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<tr>
<td>In Favor of</td>
<td>ABC Manufacturing - Test Case</td>
<td>Date Filed</td>
<td>01/01/2014</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</table>

#### Suits

<table>
<thead>
<tr>
<th>Amount</th>
<th>$750</th>
<th>Latest Info Received</th>
<th>04/07/2014</th>
<th>Status</th>
<th>Pending</th>
<th>Type</th>
<th>Original</th>
</tr>
</thead>
<tbody>
<tr>
<td>Where Filed</td>
<td>Supreme Court Of The State Of Tennessee, Knoxville, TN</td>
<td>Status Attained</td>
<td>02/01/2014</td>
<td>Plaintiff</td>
<td>TEST CASE</td>
<td>Date Filed</td>
<td>02/01/2014</td>
</tr>
<tr>
<td>Defendant</td>
<td>Gorman Manufacturing Inc - Test Case</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### UCC Filings

<table>
<thead>
<tr>
<th>Filing No.</th>
<th>77777</th>
<th>Latest Info Received</th>
<th>05/03/2014</th>
<th>Where Filed</th>
<th>SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA</th>
<th>Type</th>
<th>Original</th>
</tr>
</thead>
<tbody>
<tr>
<td>Secured Party</td>
<td>VAL MAGEE - TEST, ALLENTOWN, PA</td>
<td>Date Filed</td>
<td>01/01/2014</td>
<td>Debtor</td>
<td>Gorman Manufacturing Company Inc - Test Case</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Filing No.</td>
<td>55555</td>
<td>Latest Info Received</td>
<td>01/03/2014</td>
<td>Where Filed</td>
<td>SECRETARY OF STATE/UCC DIVISION, HARRISBURG, PA</td>
<td>Type</td>
<td>Original</td>
</tr>
<tr>
<td>Secured Party</td>
<td>TEST CASE BUSINESS 1</td>
<td>Date Filed</td>
<td>01/01/2014</td>
<td>Debtor</td>
<td>Gorman Manufacturing Company and OTHERS</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed.

### Commercial Credit Score

#### Summary

- **Credit Score Class**: 5 (High risk of severe payment delinquency over next 12 months.)
- **Number of Payment Experiences**: 19

#### Incidence of Delinquent Payment

- **Among Companies with This Class**: 53.10%
- **Average Compared to All Businesses**: 10.20%
- **Credit Score Percentile**: 9
- **Credit Score**: 430

#### Key Factors

- Proportion of past due balances to total amount owing
- Proportion of slow payments in recent months
- Higher risk industry based on delinquency rates for this industry
- Increase in proportion of delinquent payments in recent payment experiences
- Total Liabilities to Net Worth influencing the score
- Evidence of open suits and judgments

#### Notes:

- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this classification. It does not mean the firm will necessarily experience delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Credit Score Percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Credit Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.
Credit Score Percentile Norms Comparison

- Higher risk than other companies in the same region.
- Higher risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

Financial Stress Score

Summary

<table>
<thead>
<tr>
<th>Financial Stress Class</th>
<th>Financial Stress National Percentile</th>
<th>Financial Stress Score</th>
<th>Probability of Failure with This Score</th>
<th>Average Failure Rate within D&amp;B database</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>44</td>
<td>1470</td>
<td>0.24%</td>
<td>0.48%</td>
</tr>
<tr>
<td>High</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Low</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Key Factors

- Composite credit appraisal is rated limited.
- High proportion of past due balances to total amount owing.
- Low proportion of satisfactory payment experiences to total payment experiences.
- High proportion of slow payment experiences to total number of payment experiences.
- UCC Filings reported.

Notes:

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The probability of failure shows the percentage of firms in a given percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Financial Stress Percentile Comparison

- Higher risk than other companies in the same region.
- Higher risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.

Advanced Paydex + CLR

D&B PAYDEX®
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

**Up to 3 month D&B PAYDEX**
- 67
- Based on payments collected over last 3 months.

**Up to 24 month D&B PAYDEX**
- 68
- When weighted by dollar amount, payments to suppliers average 17 days beyond terms. Based on payments collected up to 24 months.

- When weighted by dollar amount, the industry average is 6 days beyond terms.

**Payment Trend**
- Unchanged
- Payments Within Terms: 79%
- Average High Credit: $10,000

**Total Payment Experiences for the HQ**
- 19
- Highest Now Owing: $15,000
- Highest Past Due: $5,000
- Total Placed for Collection: 0
- Largest High Credit: $25,000

**Credit Limit Recommendation**
- Recommendation Date: 07/26/2020
- Conservative Credit Limit: $85,000
- Aggressive Credit Limit: $200,000
- Key Factor: Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits.

**PAYDEX Yearly Trend**
- Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters.
- The Primary Industry is Lithographic commercial printing, based on SIC code 2752.

**Note**
- Current PAYDEX® for this Business is 68, or equal to 17 days beyond terms.
- The 24 month high paydex is 73.0, or equal to 11 days beyond terms.
- The 24 month low paydex is 62.0, or equal to 21 days beyond terms.
- Industry upper quartile represents the performance of the payers in the 75th percentile.
- Industry lower quartile represents the performance of the payers in the 25th percentile.

**Payment Habits**
- Over $100,000
  - % of Payments Within Terms: 0%
  - No. of Payment Experiences: 0
  - Total Amount Used: $0
Credit Extended | % of Payments Within Terms | No. of Payment Experiences | Total AmountUSD |
---|---|---|---|
50,000-100,000 | 0% | 0 | 0 |
15,000-49,999 | 49% | 6 | 100,000 |
5,000-14,999 | 94% | 11 | 77,500 |
1,000-4,999 | 100% | 1 | 2,500 |
Under 1,000 | 0% | 0 | 0 |

Based on up to 24 months of payments

Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 19 payment experiences in D&B's file, with 16 experiences reported during the last three month period.

The highest Now Owes on file is $15,000. The highest Past Due on file is $5,000.

All Industries

<table>
<thead>
<tr>
<th>Industries</th>
<th>Total Received</th>
<th>Total Amounts</th>
<th>Largest High Credit</th>
<th>Days Slow (%)</th>
<th>Now Owes</th>
<th>Past Due</th>
<th>Selling Terms</th>
<th>Last Sale within (months)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Car body repair/paint</td>
<td>5</td>
<td>$52,500</td>
<td>$15,000</td>
<td>0-30: 72</td>
<td>1</td>
<td>1</td>
<td>N/A</td>
<td>4-5</td>
</tr>
<tr>
<td>Ret misc vehicles</td>
<td>5</td>
<td>50,000</td>
<td>15,000</td>
<td>31-60: 10</td>
<td>0</td>
<td>14</td>
<td>14</td>
<td>0</td>
</tr>
<tr>
<td>Real estate agent/mgr</td>
<td>5</td>
<td>42,500</td>
<td>15,000</td>
<td>61-90: 18</td>
<td>0</td>
<td>0</td>
<td>18</td>
<td>0</td>
</tr>
<tr>
<td>Nonclassified</td>
<td>3</td>
<td>35,000</td>
<td>25,000</td>
<td>90+: 36</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

Other Payment Categories

<table>
<thead>
<tr>
<th>Category</th>
<th>Total Received</th>
<th>Total Dollar Amounts</th>
<th>Largest High Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash experiences</td>
<td>1</td>
<td>$50</td>
<td>$50</td>
</tr>
<tr>
<td>Payment record unknown</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Unfavorable comments</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Placed for Collection</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

Detailed Payment History

<table>
<thead>
<tr>
<th>Date Reported</th>
<th>Paying Record</th>
<th>High Credit</th>
<th>Now Owes</th>
<th>Past Due</th>
<th>Selling Terms</th>
<th>Last Sale within (months)</th>
</tr>
</thead>
<tbody>
<tr>
<td>June 2020</td>
<td>(001)</td>
<td>$50</td>
<td>$0</td>
<td>$0</td>
<td>Cash account</td>
<td>4-5</td>
</tr>
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Lines shown in red are 30 or more days beyond term
Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

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END OF REPORT