



# The AR Reliance Score Report

November 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	3.8	5.07
Drywall and Insulation Contractors	238310	42.4	5	4.74
Pawn Shops	522299	43.7	3.5	4.72
Security Guards and Patrol Services	561612	41.4	5.4	4.68
Commercial Building Contractors	2362	40.6	5.5	4.61
Glass and Glazing Contractors	238150	40.5	5	4.55
Freight Forwarding Services	488510	40.5	4.9	4.54
Translation and Interpretation Services	541930	40	5	4.53
Employment Services	5613	38	6.9	4.50
Structural Steel and Precast Concrete Contractors	238120	39.0	5	4.38
Electrical Contractors	238210	37.5	5.0	4.25

Industry Sector	NAICS	AR as % of Assets	5-year Average Growth	AR Reliance Score
Computer Facilities Management Services	541513	38.0	4	4.22
Painting & Wall Covering Contractors	238320	36.9	5	4.19
Framing Contractors	238130	36.7	5.0	4.17
Computer System Design Services	541512	36.6	3.7	4.03
Solar Electric Power	221114	8	32	3.98
Process, Distribution & Logistics Consulting	541614	34	5.1	3.95
Flooring Contractors	238330	34.0	5.0	3.90
Architectural Services	541310	34.0	4	3.79
Market Research & Public Opinion Polling	541910	33	5	3.76
Engineering Services	541330	33.6	4	3.75
Roofing and Siding Contractors	238160, 238170	32.2	5.0	3.72
HVAC & Plumbing Contractors	238220	32.0	5.0	3.70
Concrete & Masonry Contractors	238110, 238140	31.6	4.8	3.64
Electrical Equipment Distributors	423610	33.9	2.5	3.64
Utility System Construction	2371	29.3	5.6	3.49
Computer Programming Services	541511	30	5	3.44
Environmental Consulting Services	541620	29.2	5.1	3.43
Chemical Distributors	4246	31.7	3	3.42
Advertising & PR Agencies	541810, 541820	29.0	5.1	3.41

Industry Sector	NAICS	AR as % of Assets	5-year Average Growth	AR Reliance Score
Finish Carpentry Contractors	238350	29.0	5.0	3.40
Packaging and Labeling Services	561910	29.8	4.1	3.39
Tile and Terrazzo Contractors	238340	29	5	3.39
Moving Companies	484210	30	3.5	3.37
Wood Container and Pallet Manufacturers	321920	31.6	2.1	3.37
Computer & Office Equipment Distributors	423420, 423430	30.3	3.3	3.36
Janitorial Services	561720	27.2	5.7	3.29
Iron & Steel Mills	331110	30.0	2.6	3.26
Lumber Distributors	423310	29.2	3	3.21
US Construction Sector	23	27.0	4.8	3.18
Medical Equipment Distributors	423450	28.1	3.5	3.16
Direct Mail Advertising	541860	26.3	5.1	3.14
Food Distributors	4244	29.1	2.0	3.11
Industrial Supply Distributors	423840	28.2	2.9	3.11
Paper Products Distributors	4241	30.3	0.8	3.11
Data Processing & Hosting	518210	23.3	7.7	3.10
Management Consulting Services	541611	25.8	5	3.09
Site Prep Contractors	238910	25.4	5	3.02
Testing Laboratories	541380	26.2	3.9	3.01
Furniture & Home Furnishings Wholesalers	4232	27.8	2.2	3.00

Industry Sector	NAICS	AR as % of Assets	5-year Average Growth	AR Reliance Score
Trucking Companies	484110, 484121, 484122, 484210, 484220, 484230	21.5	3.5	2.50
Aluminum Production	3313	22.9	2.0	2.49
Courier and Messenger Services	4921, 4922	21.5	3.4	2.49
Electrical Equipment Manufacturers	3353	23.6	1.3	2.49
Warehousing and Storage Services	4931	19.9	5.0	2.49
Interior Design Services	541410	20.2	4.6	2.48
Collection Agencies	561440	20.9	3.8	2.47
Plywood and Engineered Wood Manufacturers	3212	21.5	3.2	2.47
Seasoning and Dressing Manufacturers	311941, 311942	21.4	3	2.47
Long Distance General Freight Trucking	484121, 484122	21.1	4	2.46
Aircraft Engine & Parts Mfrs	336412, 336413	15.0	9.5	2.45
US Finance and Insurance Sector	52	19.6	4.8	2.44
Furniture Manufacturers	3371, 3372	23.2	1.2	2.44
Recyclable Material Wholesalers	423930	21.3	3	2.43
Locksmiths	561622	19	5.4	2.42
Paper Products Manufacturers	3222	22.5	1.7	2.42
Motion Picture,TV & Video Production	512110	20.8	3.2	2.40
Resin, Rubber & Fiber Manufacturers	3252	23	0.8	2.40
Rubber Product Manufacturers	3262	23	0.8	2.40