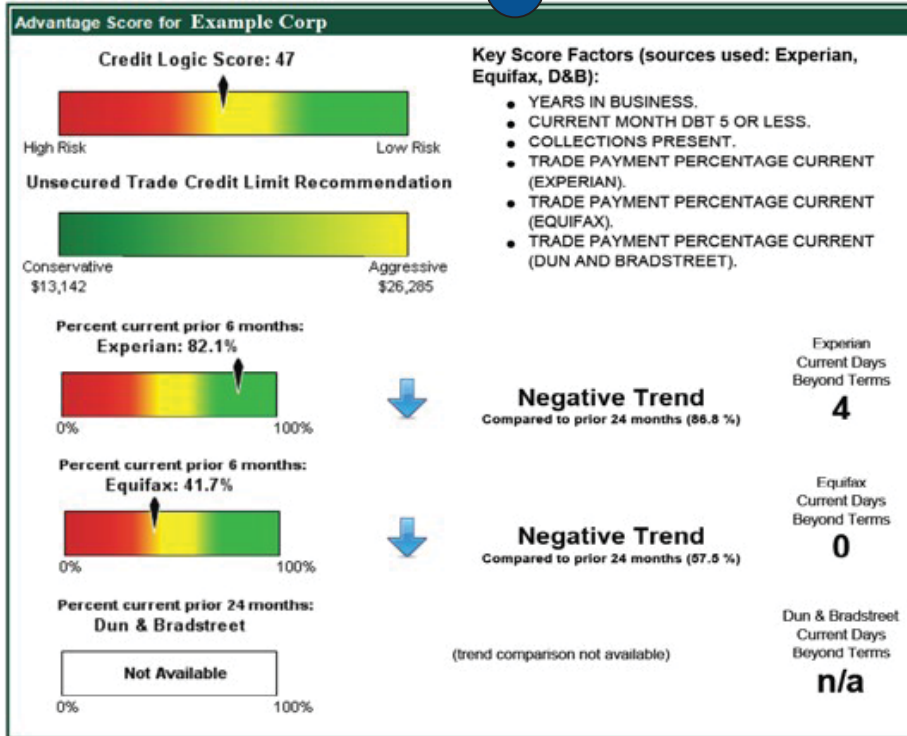


## Reading the Commercial Credit Report Pro

Get up to double the business credit information with our Advantage series reports including data from Experian, Dun & Bradstreet and Equifax. Too many times a single bureau is not enough to know for sure if a deal is good or not. Leverage the power of our combo bureau Advantage Reports and approve more good deals. The ideal combination of unique industry and financial trade, public record, collections, corporate linkage and company background information provide the complete picture. The Commercial Credit Report Pro includes Experian, D&B, and Edgar.

## Scoring and Company Information

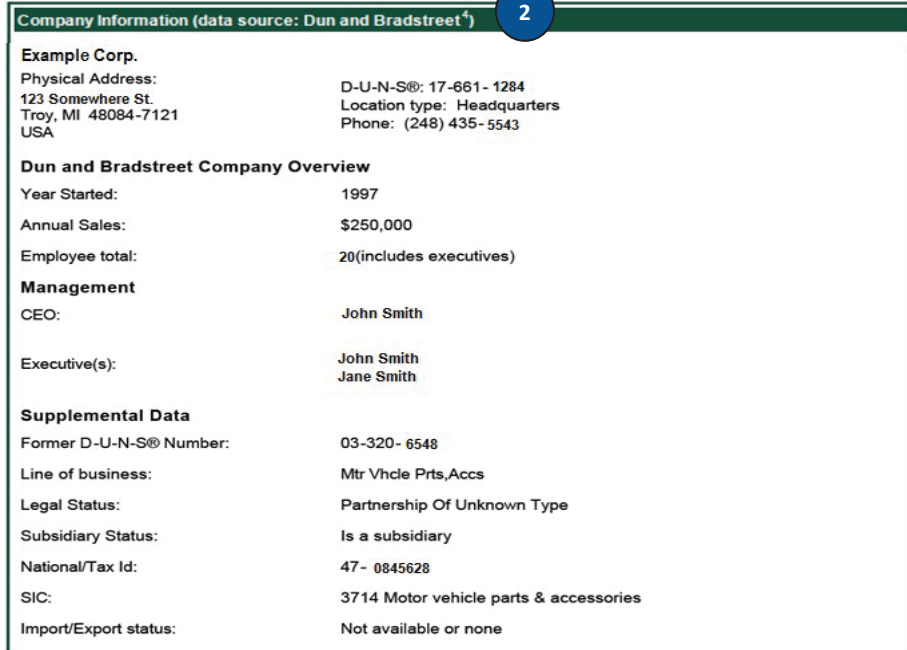
1



### 1. The Credit Logic Score

The Credit Logic Score ranges from 0 (high risk) to 100 (low risk). The Unsecured Trade Credit Limit Recommendation is based on the company's credit history with options from conservative to aggressive. The next two smaller bars show you the percent of on-time payments the company has made in the last six months. To the right of each, an arrow indicates if the company is trending negatively, positively, or has minimal change compared to the prior 24 months.

2



**Company Information (data source: Dun and Bradstreet\*)**

**Example Corp.**

Physical Address: D-U-N-S@: 17-661- 1284  
 123 Somewhere St. Location type: Headquarters  
 Troy, MI 48084-7121 Phone: (248) 435- 5543  
 USA

**Dun and Bradstreet Company Overview**

Year Started: 1997  
 Annual Sales: \$250,000  
 Employee total: 20(includes executives)

**Management**

CEO: John Smith  
 Executive(s): John Smith, Jane Smith

**Supplemental Data**

Former D-U-N-S@ Number: 03-320- 6548  
 Line of business: Mtr Vhcle Prts,Accs  
 Legal Status: Partnership Of Unknown Type  
 Subsidiary Status: Is a subsidiary  
 National/Tax Id: 47- 0845628  
 SIC: 3714 Motor vehicle parts & accessories  
 Import/Export status: Not available or none

### 2. Company Information

D&B provides the most in-depth and up-to-date company demographics. We've included this section in your report to give you an overview of the business's annual sales, net worth, employee total, company management, type of industry, SIC, legal status and supplemental data, etc.

# Commercial Credit Report Pro Guide

## Corporate Linkage (data source: Experian<sup>1</sup>) 3

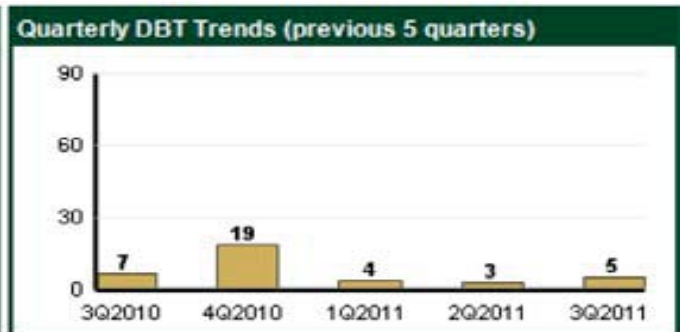
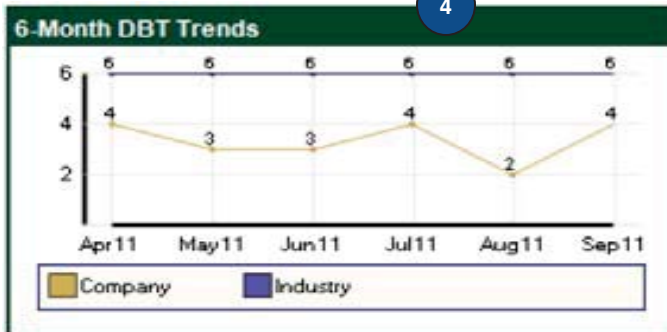
Type of Location	Business Name	Address	Experian BIN
ULTIMATE PARENT	EXAMPLE CORP.	123 SOMEWHERE ST TROY MI	749954632
PARENT/HEADQUARTERS	EXAMPLE CORP.	123 SOMEWHERE ST TROY MI	749954632 *Matches inquired upon business
BRANCH	EXAMPLE CORP.	987 SOMEWHERE ELSE ST TROY MI	749935456
BRANCH	EXAMPLE CORP.	456 ANYWHERE DR TROY MI	749985165
BRANCH	EXAMPLE CORP.	321 RIGHT HERE AVE NEW YORK NY	945435628

## 3. Corporate Linkage

The Corporate Linkage section includes the ultimate parent, headquarters, and branches of the company.

## 4. Trends

The 6-Month and Quarterly DBT (Days Beyond Terms) allow you to identify any changes in payment habits over the last six months or last 5 quarters and compare the company's payment history with the industry average. This will allow you to identify any seasonal trends in a company's ability to meet its payment obligations in addition to identifying improving or deteriorating payment trends.



## Monthly Payment Trends (data source: Experian<sup>1</sup>)

Date Reported	Payment Trends Analysis				Account Status Days Beyond Terms					
	Industry		Business		Balance	Cur	1-30	31-60	61-90	91+
	Cur	DBT	DBT	DBT						
CURRENT	85%	6	4	\$32,000	81%	17%			2%	
08/1/2011	85%	6	2	\$61,400	90%	9%	1%			
07/1/2011	85%	6	4	\$82,100	83%	11%	6%			
06/1/2011	85%	6	3	\$69,000	82%	18%				
05/1/2011	86%	6	3	\$67,200	82%	18%				
04/1/2011	85%	6	4	\$67,600	79%	18%	3%			

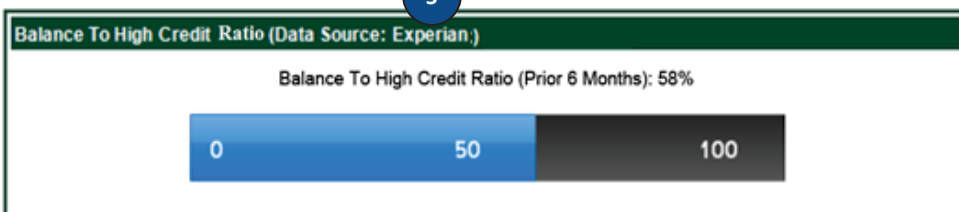
\* Days Beyond Terms (DBT) is a dollar weighted calculation of the average number of days that payment was made beyond the invoice due date based on trades on file that have been updated in the previous 3 months.

## Quarterly Payment Trends (data source: Experian<sup>1</sup>)

Quarter	Payment History Quarterly Averages				Account Status Days Beyond Terms			
	Months	DBT	Balance	Cur	1-30	31-60	61-90	91+
Q3 - 2011	JUL-SEP	5	\$40,300	81%	16%	1%	1%	1%
Q2 - 2011	APR-JUN	3	\$66,500	81%	17%	2%		
Q1 - 2011	JAN-MAR	4	\$42,200	84%	12%	4%		
Q4 - 2010	OCT-DEC	19	\$18,100	56%	2%	42%		
Q3 - 2010	JUL-SEP	7	\$17,100	59%	39%	2%		

\* Days Beyond Terms (DBT) is a dollar weighted calculation of the average number of days that payment was made beyond the invoice due date based on trades on file that have been updated in the previous 3 months.

## Balance to High Credit Ratio 5



## 5. Balance to High Credit Ratio

The Balance to High Credit Ratio shows you how much credit the company has been using compared to their credit limit.

# Commercial Credit Report Pro Guide

## D&B Payment Habits by Industry

6

Dun and Bradstreet Payment Habits By Industry								
ABC CORP UNION CITY, CA D-U-N-S NUMBER: 55-550-0000								
SUMMARY OF PAYMENT HABITS BY INDUSTRY								
PAYMENT ANALYSIS BY INDUSTRY								
There are 116 payment experiences in D&B's file for the most recent 12 months with 69 experiences reported during the last three month period.								
	TOTAL REC'D #	DOLLAR AMOUNT \$	HIGHEST CREDIT \$	WITHIN TERMS	SLOW 1-30	SLOW 31-60	SLOW 61-90	SLOW 91+
				-----% of dollar amount-----				
Total in D&B's File	116	3,443,950	2,000,000					
INDUSTRY								
Whol electronic parts	9	113,600	65,000	27	73	0	0	0
Short-trm busn credit	7	5,450	2,500	91	9	0	0	0
Nonclassified	6	79,000	35,000	95	5	0	0	0
Telephone communictns	5	39,500	30,000	100	0	0	0	0
Public finance	5	72,500	30,000	100	0	0	0	0
Misc business service	5	4,000	2,500	100	0	0	0	0
Whol misc profsn eqpt	4	122,000	100,000	59	41	0	0	0
Misc equipment rental	4	25,050	15,000	100	0	0	0	0
Mfg drug preparations	4	27,500	7,500	41	45	14	0	0
Courier service	3	2,140,000	2,000,000	2	98	0	0	0
Electric services	3	55,000	45,000	100	0	0	0	0
Whol office supplies	3	25,500	25,000	50	50	0	0	0
Whol medical equip	2	180,000	100,000	56	44	0	0	0
Radiotelephone commun	2	40,100	40,000	100	0	0	0	0
Whol computers/softwr	2	35,000	20,000	100	0	0	0	0
Data processing svcs	2	10,000	10,000	100	0	0	0	0
Whol industrial suppl	2	5,500	5,000	55	45	0	0	0
Whol industrial equip	2	7,500	5,000	67	33	0	0	0
Whol chemicals	2	5,050	5,000	99	0	0	1	0
Trucking non-local	2	5,250	5,000	100	0	0	0	0
Executive office	2	2,500	2,500	100	0	0	0	0
Whol petroleum prdts	2	1,500	1,000	67	33	0	0	0
Whol office equipment	2	800	750	100	0	0	0	0
Mfg print circuit brd	1	200,000	200,000	50	50	0	0	0
Mfg computers	1	80,000	80,000	100	0	0	0	0
Paper mill	1	70,000	70,000	100	0	0	0	0
Whol service paper	1	20,000	20,000	100	0	0	0	0

## 6. D&B Payment Habits by Industry

The D&B Payment Summary reflects payment information in D&B's file for the prior 12 months.

It provides you with details on how prompt the target company is about paying vendors, broken up by industry. For each industry, you are shown how many trade lines were received, the total dollar amount for that industry, highest credit amount, and the percent of those lines that are being paid promptly or beyond terms.

## D&B PAYDEX Score

7

Dun and Bradstreet PAYDEX Score	
<b>D&amp;B PAYDEX:</b>	
<b>65</b>	
<b>PAYDEX® Score</b>	
A unique, dollar weighted indicator of payment performance based on payment experiences, as reported to D&B by trade references. D&B must have three or more pieces of trade to calculate a PAYDEX Score.	
PAYDEX	Payment Practices
100	Anticipate
90	Discount
80	Prompt
70	15 Days Beyond Terms
60	22 Days Beyond Terms
50	30 Days Beyond Terms
40	60 Days Beyond Terms
30	90 Days Beyond Terms
20	120 Days Beyond Terms
1-19	Over 120 Days Beyond Terms
UN	Unavailable

## 7. Dun and Bradstreet PAYDEX Score

The PAYDEX score, possibly the most popular component of D&B reports, is a unique, dollar weighted indicator of payment performance based on payment experiences, as reported to D&B by trade references. Under the score, we provide you with a score chart to reference. If a company has a score of 80, they are prompt in payment. Anything above 80 is more prompt, and anything below 80 is beyond terms.

# Commercial Credit Report Pro Guide

## Legal Filings

8

Legal Filings and Collections (data source: Experian <sup>1</sup> )						
Filing Type:	Total Filed	Total Balance	Total Collections	Original Balance	Amount Paid	Balance Remaining
Tax Liens	0	\$0	1	\$2,379	\$1,850	\$529
Judgments	0	\$0				

## 8. Legal Filings

The Legal Filings box will give you a snapshot of the filings (tax liens, judgments, bankruptcies) that will be shown in detail later in the report.

## Trade Payment Experiences

9

Trade Payment Experiences (Trade lines with an (*) after date are newly reported)						Account Status Days Beyond Terms				Comments
Business Category	Date Reported	Payment Terms	Recent High Credit	Balance	Cur	1-30	31-60	61-90	90+	
LEASING	10/2011	NET 30	<\$100	\$0						
ACCT SVCS	09/2011	VARIED	\$5,600	\$1,700	100%					
BLDG MATRL	09/2011	CREDIT	\$12,400	\$9,300	100%					
COMMUNICTN	09/2011	VARIED	\$1,000	\$1,000	100%					ACCTCLOSED
CRED CARD	09/2011	REVOLVE	\$7,000	\$0						
CRED CARD	09/2011	REVOLVE	\$6,000	\$2,400	100%					
CRED CARD	09/2011	CONTRCT	\$3,300	\$1,300	100%					
ELEC DISTR	09/2011	VARIED	\$119,700	\$119,700	23%	34%	40%	3%		
ELEC SUPLR	09/2011	N10PRXO	\$630,800	\$630,800	56%	12%	12%	18%	2%	
PLBG EQUIP	09/2011	N25PRXO	\$5,600	\$2,000	100%					
STONE&CLAY	09/2011	N15PRXO	\$6,000	\$2,900			100%			
ELEC DISTR	08/2011	VARIED	\$50,700	\$50,700	31%	24%	45%			
RENTALS	08/2011	NET 45	\$5,900	\$900	96%		2%		2%	
PACKAGING	06/2011	NET 30	\$0	\$0						CUST 2 YR
INDUS SUPL	02/2011	NET 30	\$100	<\$100	100%					CUST 2 YR
CRED CARD	10/2010	CREDIT	\$8,200	\$1,400	100%					ACCTCLOSED

## 9. Trade Payment experiences

Trade Payment Experiences offer detailed payment information provided by third party creditors. The information is industry specific and includes payment terms, recent high credit limit, current balance, and aging. Each trade line represents an individual supplier's perspective on how the company meets its financial obligations. The information will help identify payment trends in specific industries.

## Trade Payment Totals

10

Trade Payment Experiences					Account Status Days Beyond Terms				Comments
Type	Lines Reported	Recent High Credit	Balance	Cur	1-30	31-60	61-90	90+	
Trade Lines Totals (last 12 months)	15	\$630,800	\$822,800	50%	16%	18%	14%	2%	
Trade Lines Totals	20	\$630,800	\$824,200	51%	16%	18%	14%	2%	

## 10. Trade Payment Totals

The Trade Payment Totals box shows you a total of the detailed trade payments that you examined in the box before.

11

Collection Filings (data source: Experian <sup>1</sup> )						
Date Placed	Status	Original Balance	Outstanding Balance	Date Closed	Agency	Agency Phone
01/2009	Paid in Full	\$917	\$917	01/1/2009	ABC Inc.	800-880-5462
11/2008	Creditors Request	\$16,000	\$16,000	11/1/2008	A Company	985-875-1234
11/2008	Open Account	\$16,329	\$16,329		Test Brothers	985-626-9876

## 11. Collection Filings

Collections may indicate financial stress. Collection data includes filing date, status, and amount.

12

Bankruptcies (data source: Experian <sup>1</sup> )								
File Date	Filing Type	Status	Liability Amount	Asset Amount	Exempt Amount	Owner	Filing Number	Jurisdiction
04/10/2003	BANKRUPTCY	CHAPTER 13 DISMISSED	\$0	\$0	\$0		0022501	

## 12. Bankruptcies

Bankruptcy information includes the file date, type, and status.

# Commercial Credit Report Pro Guide

13

Tax Liens (data source: Experian <sup>1</sup> )					
File Date	Filing Type	Status	Amount	Filing Number	Jurisdiction
12/01/2010	STATE TAX	LIEN	\$16,329	10ST1681HC	SEDGWICK COUNTY DIST
06/01/2010	STATE TAX	LIEN	\$2,224	B2914P4987	SEDGWICK COUNTY CLER
12/29/2009	STATE TAX	LIEN	\$4,768	B2911P3975	SEDGWICK COUNTY CLER
01/29/2009	STATE TAX	LIEN	\$1,752	B2903P4171	SEDGWICK COUNTY CLER
11/03/2008	STATE TAX	LIEN	\$4,214	B2901P7959	SEDGWICK COUNTY CLER

## 13. Tax Liens

Tax liens are filed by the city, county, state, or federal government to cover unpaid tax obligations.

14

Judgments (data source: Experian <sup>1</sup> )						
File Date	Filing Type	Status	Amount	Plaintiff	Filing Number	Jurisdiction
12/17/2010	JUDGMENT	SATISFIED	\$128,409	JOHN SMITH	02CV092953	ANOKA COUNTY DISTRIC
06/10/2009	JUDGMENT	FILED	\$128,409	JOHN SMITH	02CV092953	ANOKA COUNTY DISTRIC
04/02/2008	JUDGMENT	SATISFIED	\$32,323	JOHN SMITH	02C807001338	ANOKA COUNTY DISTRIC

## 14. Judgments

This portion of the Public Records section provides you with details on all judgments filed against the target company. You are provided with a case number, filing date, cause of action, reported date, total assets, total liabilities, disposition status and date, and the court info.

## UCC Filings

15

UCC Filings (data source: Experian <sup>1</sup> )	
There are 43 UCC filings for this company.	
<b>Date Filed:</b> 05/12/2011	<b>Document Number:</b> 2011068546
<b>Status:</b> FILED	<b>Filing Location:</b> SEC OF STATE MICHIGA
<b>Secured Party:</b> THAT ONE COMPANY, IL CHICAGO 60670 10	
<b>Collateral:</b> EQUIP	
<b>Date Filed:</b> 02/17/2011	<b>Document Number:</b> 2011 0594563
<b>Status:</b> AMENDED	<b>Filing Location:</b> SEC OF STATE DELAWAR
<b>Secured Party:</b> ABC TEST CORP, IL CHICAGO 60670 10	
<b>Date Filed:</b> 02/17/2011	<b>Document Number:</b> 2011 0597468
<b>Status:</b> AMENDED	<b>Filing Location:</b> SEC OF STATE DELAWAR
<b>Secured Party:</b> THIS BUSINESS, IL CHICAGO 60670 10	

## 15. Uniform Commercial Code Filings

UCC's are filed whenever a business pledges an asset as collateral for a loan, lease or Line of Credit (LOC). The collateral is identified in general terms such as; accounts receivables, property, accounts, leases, and inventory. Contracts and notes receivable or proceeds. The Company or financial institution making the loan is also identified.

## 16. EDGAR Financial Statements

The EDGAR Financial Statements section is broken up into four parts: Income Statements, Balance Sheets, Cash Flow Statements, and Financial Ratios. These sections provide you with the last four years of financial information on the target company. This information is included in your report if the target company is publicly traded.

16

Income Statements (values in 000's) (data source: EDGAR <sup>3</sup> )				
	12/31/2011	12/31/2010	12/31/2009	12/31/2008
Total Revenue	\$1,318,400	\$1,284,600	\$1,233,300	\$1,578,200
Cost of Revenue	\$903,700	\$887,500	\$868,700	\$1,094,400
Gross Profit	\$414,700	\$397,100	\$364,600	\$483,800
Operating Expenses				
Sales, General and Admin.	\$293,900	\$281,200	\$263,000	\$379,000
Non-Recurring Items	(\$700)	(\$500)	\$19,100	\$303,200
Other Operating Items	\$6,300	\$6,700	\$7,100	\$7,700
Operating Income	\$115,200	\$109,700	\$75,400	(\$206,100)
Add'l Income/expense Items	(\$3,600)	(\$1,200)	(\$5,400)	\$17,300
Earnings Before Interest and Tax	\$42,900	\$38,500	\$7,400	(\$182,300)
Interest Expense	\$0	\$0	\$0	\$63,700
Earnings Before Tax	\$42,900	\$38,500	\$7,400	(\$246,000)
Income Tax	\$24,300	\$30,700	\$126,000	\$16,900
Minority Interest	\$0	\$0	\$0	(\$100)
Equity Earnings	\$8,500	\$8,300	\$4,400	\$6,500
Unconsolidated Subsidiary				
Net Income-Cont. Operations	\$18,600	\$7,800	(\$118,600)	(\$263,000)
Discontinued Operations	\$38,100	\$4,600	(\$7,500)	(\$76,200)
Net Income	\$56,700	\$12,400	(\$126,100)	(\$339,200)
Net Income Applicable to Common Shareholders	\$56,700	\$12,400	(\$126,100)	(\$339,200)

Cash Flow Statements (values in 000's) (data source: EDGAR <sup>3</sup> )				
	12/31/2011	12/31/2010	12/31/2009	12/31/2008
Net Income	\$56,700	\$12,400	(\$126,100)	(\$339,200)
Cash Flows-Operating Activities				
Depreciation	\$41,100	\$42,800	\$45,800	\$48,700
Net Income Adjustments	(\$27,200)	\$15,700	\$126,800	\$315,100
Changes in Operating Activities				
Accounts Receivable	\$600	(\$18,500)	\$41,500	\$80,800
Inventory	\$5,400	(\$9,800)	\$78,700	(\$8,400)
Other Operating Activities	(\$2,700)	(\$8,000)	\$6,000	\$4,400
Liabilities	(\$12,100)	\$20,300	(\$101,200)	(\$64,200)
Net Cash Flow-Operating	\$61,800	\$54,900	\$71,500	\$37,200
Cash Flows-Investing Activities				
Capital Expenditures	(\$13,500)	(\$12,600)	(\$10,300)	(\$43,500)
Other Investing Activities	\$53,500	(\$2,300)	\$6,400	\$24,800
Net Cash Flows-Investing	\$40,000	(\$14,900)	(\$3,900)	(\$18,700)
Cash Flows-Financing Activities				
Sale and Purchase of Stock	(\$200)	(\$100)	(\$300)	\$300
Net Borrowings	(\$62,900)	\$800	(\$23,600)	(\$38,000)
Net Cash Flows-Financing	(\$63,100)	(\$100)	(\$44,500)	(\$37,700)
Effect of Exchange Rate	(\$700)	(\$300)	\$2,400	(\$5,000)
Net Cash Flow	\$38,000	\$39,600	\$25,500	(\$24,200)

# Commercial Credit Report Pro Guide

**Balance Sheets (values in 000's) (data source: EDGAR<sup>3</sup>)**

	12/31/2011	12/31/2010	12/31/2009	12/31/2008
<b>Current Assets</b>				
Cash and Cash Equivalents	\$3,389,871	\$2,785,013	\$1,565,658	\$1,216,743
Short Term Investments	\$119,263	\$54,419	\$50,905	\$0
Net Receivables	\$290,688	\$430,453	\$297,308	\$169,207
Inventory	\$122,279	\$146,524	\$69,705	\$84,637
Other Current Assets	\$52,710	\$114,601	\$58,194	\$156,574
<b>Total Current Assets</b>	<b>\$3,974,811</b>	<b>\$3,531,010</b>	<b>\$2,041,770</b>	<b>\$1,627,161</b>
<b>Long Term Assets</b>				
Long Term Investments	\$74,033	\$0	\$0	\$0
Fixed Assets	\$171,721	\$164,155	\$174,516	\$192,262
Other Assets	\$35,074	\$27,353	\$17,696	\$9,873
Deferred Asset Charges	\$26,629	\$37,319	\$59,249	\$50,611
<b>Total Assets</b>	<b>\$4,282,268</b>	<b>\$3,759,837</b>	<b>\$2,293,231</b>	<b>\$1,879,907</b>
<b>Current Liabilities</b>				
Accounts Payable	\$164,364	\$193,540	\$138,185	\$124,358
Short Term Debt/Current Portion of Long Term Debt	\$500,000	\$0	\$0	\$0
Other Current Liabilities	\$351,855	\$502,947	\$351,776	\$261,664
<b>Total Current Liabilities</b>	<b>\$1,016,219</b>	<b>\$696,487</b>	<b>\$489,961</b>	<b>\$386,022</b>
<b>Long Term Debt</b>				
	\$0	\$500,000	\$500,000	\$500,000
Other Liabilities	\$272,153	\$239,698	\$217,934	\$194,008
<b>Total Liabilities</b>	<b>\$1,288,372</b>	<b>\$1,436,185</b>	<b>\$1,207,895</b>	<b>\$1,080,030</b>
<b>Stock Holders Equity</b>				
Common Stocks	\$322	\$319	\$297	\$293
Capital Surplus	\$1,050,752	\$908,989	\$372,098	\$272,424
Retained Earnings	\$1,942,955	\$1,414,344	\$712,941	\$528,278
Other Equity	(\$133)	\$0	\$0	(\$1,118)
<b>Total Equity</b>	<b>\$2,993,896</b>	<b>\$2,323,652</b>	<b>\$1,085,336</b>	<b>\$799,877</b>

**Financial Ratios (data source: EDGAR<sup>3</sup>)**

	12/31/2011	12/31/2010	12/31/2009	12/31/2008
<b>Liquidity Ratios</b>				
Current Ratio	203%	189%	180%	143%
Quick Ratio	130%	112%	105%	70%
Cash Ratio	40%	25%	15%	4%
Inventory Turnover	667%	624%	609%	592%
<b>Profitability Ratios</b>				
Gross Margin	31%	31%	30%	31%
Operating Margin	9%	9%	6%	-13%
Pre-Tax Margin	3%	3%	1%	-16%
Profit Margin	4%	1%	-10%	-21%
Pre-Tax ROE	-59%	-48%	-5%	7.235%
After Tax ROE	-92%	-16%	108%	9.976%

If you have any further questions about  
How to read your report, please call  
(800) 748-6290