



TAKING THE RISK OUT OF
SMALL BUSINESS LENDING

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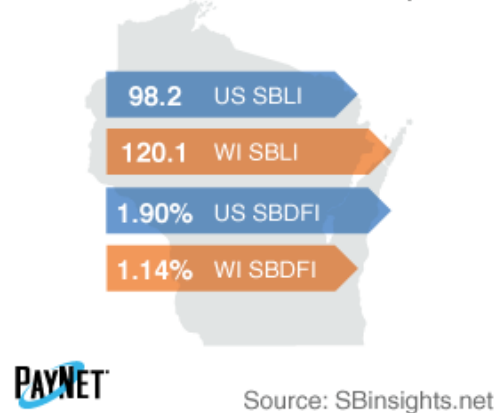
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Wisconsin Small Business Defaults Stable in April

PayNet, the leading provider of small business credit assessments on private companies, reports that in April 2017 the percentage of Wisconsin's small businesses defaulting on loans has remained steady. Of the 18 major industries, defaults dropped in 12 and rose in 5 in the state compared to the previous month.

PayNet's Small Business Default Index (SBDFI) for Wisconsin ranked 2nd nationally at only 1.14% and was unchanged from March. Compared to the national SBDFI level of 1.90%, Wisconsin's SBDFI was 76 basis points less. The national SBDFI increased 26 basis points year-over-year, whereas Wisconsin's SBDFI dropped 14 basis points.

Wisconsin Small Business Credit Trends
April 2017



Transportation and Warehousing (3.26%); Mining, Quarrying, and Oil and Gas Extraction (1.99%); and Agriculture, Forestry, Fishing and Hunting (1.81%) exhibited the highest default rates of all industries in Wisconsin. Nationally, Transportation and Warehousing had a default rate of 4.54%, with a difference of +1.12% compared to the prior year versus a variance of -0.21% in Wisconsin.

Wisconsin's PayNet Small Business Lending Index (SBLI) ranked 3rd nationally at 120.1, rising 0.1% from last month's state level to a value 22.3% greater than the national SBLI level this month (98.2). Year-over-year, business investment deteriorated 5.0%.

"Time will tell how these conditions will affect Wisconsin's economy going forward," says William Phelan, president of PayNet.

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About

PayNet is the leading provider of credit ratings on small businesses enabling lenders to achieve optimal risk management, growth and operational efficiencies. PayNet maintains the largest proprietary database of small business loans, leases and lines of credit encompassing over 23 Million contracts worth over \$1.4 Trillion. Using state-of-the-art analytics, PayNet converts raw data into real-time marketing intelligence and predictive information that subscribing lenders use to make informed small business financial decisions and improve their business strategy. For more information, visit www.paynet.com.

PayNet Small Business Lending Index (SBLI)

The PayNet SBLI is based on new commercial loan and lease originations by major U.S. lenders in PayNet's proprietary database. This index measures the volume of loans to small businesses formulated on a rolling 12-month basis. Small businesses generally respond to changes in economic conditions more rapidly than do larger businesses; this statistic is a leading indicator of macroeconomic and industry trends

PayNet Small Business Default Index (SBDFI)

The PayNet Small Business Default Index (SBDFI) measures the percent of loans and leases to small businesses that have defaulted in the past 12 months.

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