

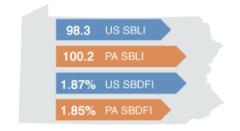
Pennsylvania Small Business Defaults Increasing in March

In March 2017, small business loan defaults worsened in Pennsylvania, according to data announced by PayNet. Of the 18 major industries, 9 rose and 8 dropped in the state.

Despite a 9 basis point climb from February, Pennsylvania's 1.85% PayNet Small Business Default Index (SBDFI) was still 2 basis points below the national SBDFI level of 1.87%. Pennsylvania's SBDFI increased 37 basis points over the last year, while the national SBDFI increased 25.

Pennsylvania Small Business Credit Trends

March 2017





Source: SBinsights.net

The industries with the highest default rate in Pennsylvania were

Mining, Quarrying, and Oil and Gas Extraction (4.76%); Transportation and Warehousing (3.64%); and

Manufacturing (2.47%). Nationally, Mining, Quarrying, and Oil and Gas Extraction had a default rate of 4.61%,
with a difference of +1.81% compared to the prior year variance of -0.75% in Pennsylvania.

At 100.2, the PayNet Small Business Lending Index (SBLI) for Pennsylvania surpassed the national SBLI level (98.3) despite declining by 0.2% from the previous month's state level. Small business borrowers are being cautious and holding off on new investment.

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

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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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