

INCANS[®] T200 Report

Tenant Income Risk Scores & Projected Default Rates

Q2 2023

NORTH AMERICA – U.S. & Canada

Key Highlights

The hospitality sector improves but remains below average. At the end of Q2, the pub and restaurant sector had shown the highest 12-month increase ahead of all other sectors. Albeit, had an average INCANS[®] Tenant Global Score of 77/100, marginally below the North American all market tenant average of 81/100.

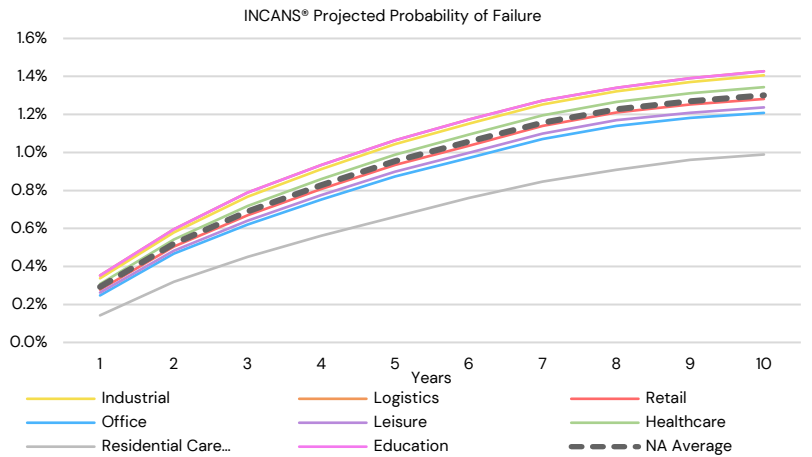
Office and retail tenants maintain above average scores. The office and retail sectors continue to outperform the NA average with an average INCANS[®] Tenant Global Score of 84/100 and 82/100 respectively. The US office sector witnessed increased leasing activity and shows some signs of continued post-pandemic recovery.

Industrial sector remains unchanged this year. The industrial sector reflects a rather more subdued level of activity due to economic headwinds and financial pressures. The sector had an average INCANS[®] Tenant Global Score of 78/100, with an increase of just 1 point over the last 12 months.

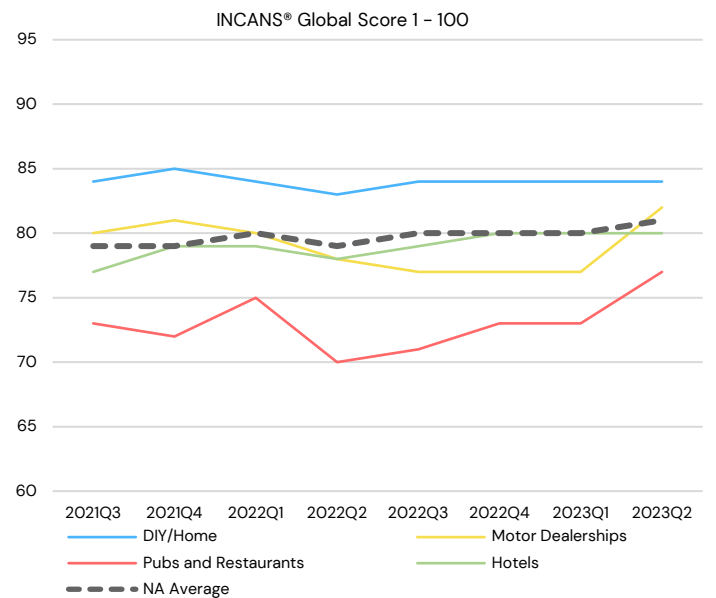
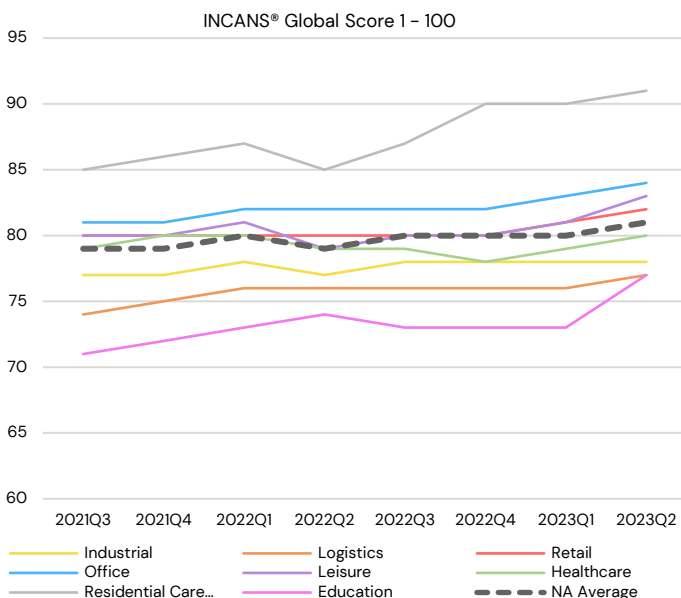
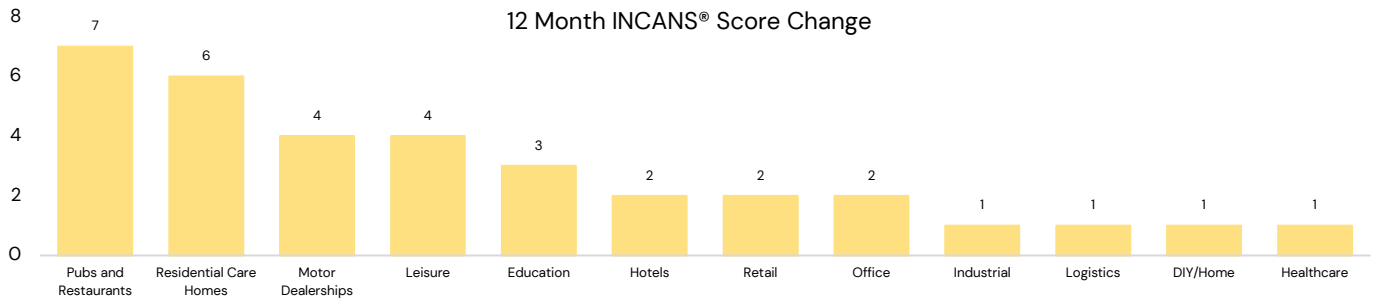
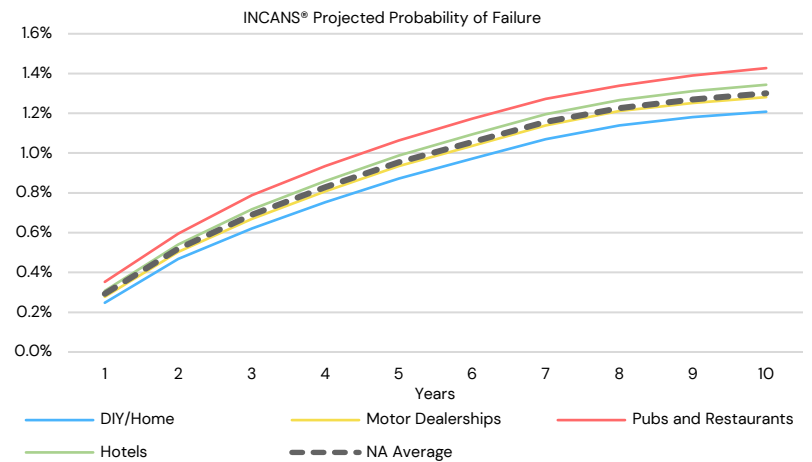
The INCANS[®] T200 series of reports have been developed by Income Analytics using company level data provided by Dun & Bradstreet. The figures are calculated at the end of each quarter by generating an average % probability of failure for the top 200 companies in each of the 83 x SIC 2 industry code type across a particular country or geographic region.

INCANS® Global Score by Property Type

Sector	Quarterly Score 1 - 100
Residential Care Homes	91
Office	84
Leisure	83
Retail	82
NA Average	81
Healthcare	80
Industrial	78
Education	77
Logistics	77



Sub Sector	Quarterly Score 1 - 100
DIY/Home	84
Motor Dealerships	82
NA Average	81
Hotels	80
Pubs and Restaurants	77



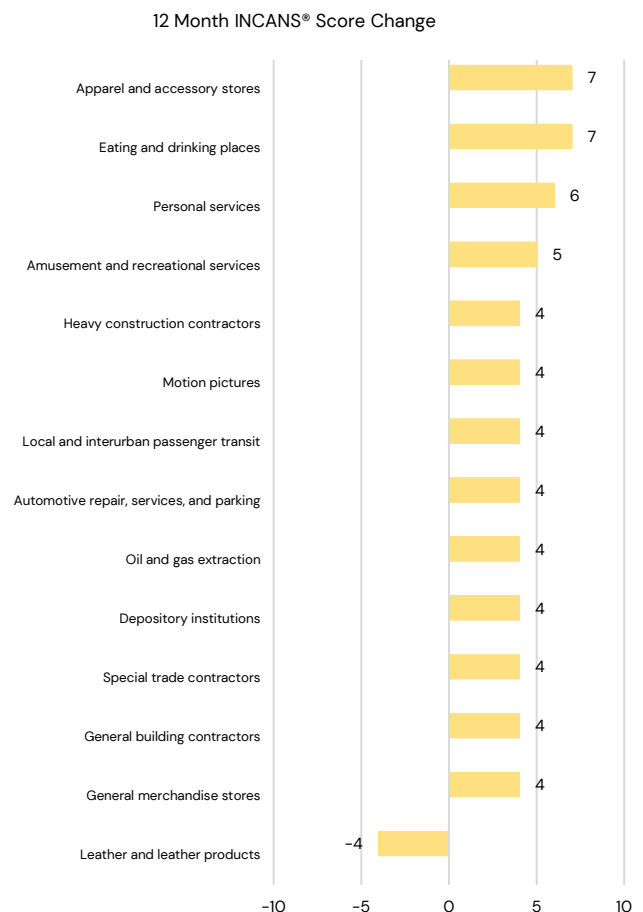
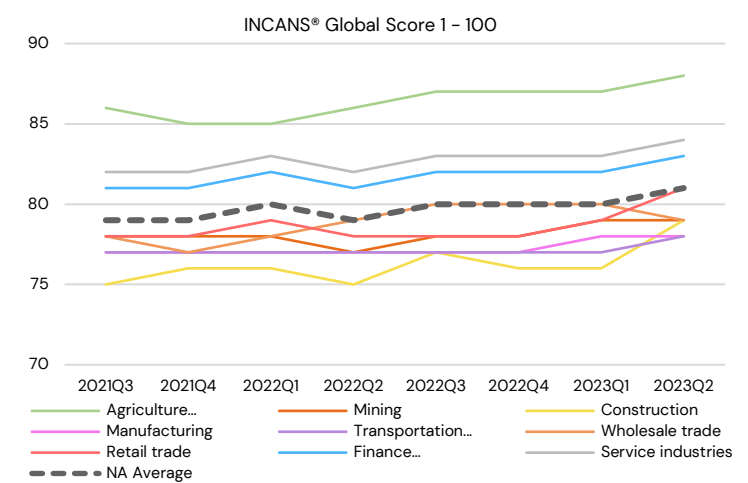
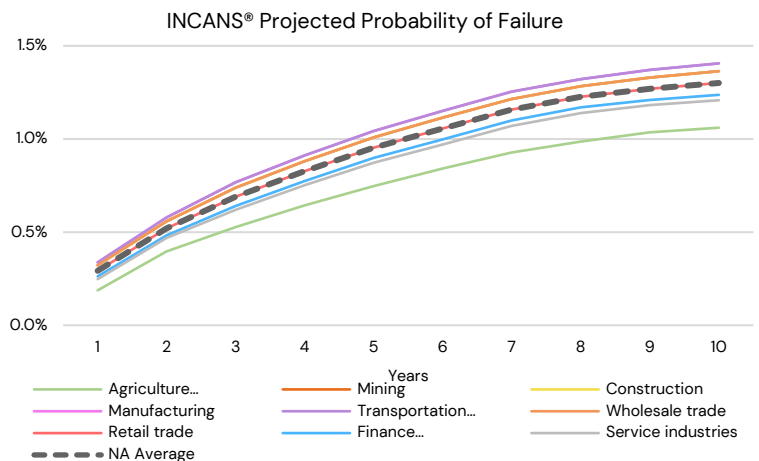
INCANS® Global Score by Industry Type

Industry Type	Quarterly Score 1 - 100
Agriculture, forestry, and fishing	88
Service industries	84
Finance, insurance, and real estate	83
Retail trade	81
Wholesale trade	79
Construction	79
Mining	79
Manufacturing	78
Transportation, communications, and utilities	78

Industry Type	12 Month Score Change
Construction	4
Retail trade	3
Agriculture, forestry, and fishing	2
Service industries	2
Finance, insurance, and real estate	2
Mining	2
Transportation, communications, and utilities	1
Manufacturing	1
Wholesale trade	0

Top SIC2 Industry Averages	INCANS® Score
Legal services	91
Agricultural production- livestock	90
Metal mining	89
Museums, art galleries, botanical & zoological gardens	89
Agricultural production- crops	89
Fishing, hunting, and trapping	89
Depository institutions	88
Personal services	88
Building materials, hardware, garden supply, & mobile home	87
Miscellaneous repair services	87

Bottom SIC2 Industry Averages	INCANS® Score
Transportation services	72
Leather and leather products	72
Transportation equipment	72
Pipelines, except natural gas	73
Railroad Transportation	73
Tobacco manufactures	73
Oil and gas extraction	75
Industrial machinery and equipment	75
Miscellaneous manufacturing industries	76
Textile mill products	76



INCANS® Top 200 Methodology

What is the INCANS® Tenant Global Score?

The INCANS® Tenant Global Score is a normalised international cross border score that predicts the likelihood that a company will seek credit relief or worse, go out of business within the next 12 months. The scale is based on the historical default data from every company over recent history. A higher score indicates a lower probability of failure or default. It can be interpreted as the rough percentile the company sits in against all global companies in terms of their failure risk over all of modern history. e.g. 100/100 means that the company is broadly in the top 1% of all global companies that have existed over modern history. A score today in any country is comparable in risk level with the same score at any point in time in any other country.

Methodology

- PARTITION** Split the entire D&B universe of 500m+ companies into global regions: UK, Western Europe, North America, and Eastern Europe.
- CORPORATE GROUP** Group the companies into their corporate group – taking the highest parent company in each region. (Note that multiple parent branches may exist in the event that the global parent is outside of the region.)
- CONSOLIDATE REVENUES** Calculate the consolidated total revenue for each parent together with all of its subsidiaries.
- INDUSTRY CLASSIFICATION** Define industry type using a globally standardised SIC system based around the US 1987 SIC classification system. Take the SIC of the parent company of each corporate group and identify the top 200 corporate groups by revenue in each of the 83 x SIC 2 industry 4 sectors in each region.
- CLEAN & RECLASSIFY** Remove any companies which are currently unscored (e.g. for regulatory reasons), and assign any companies in general SIC groups (e.g. Holding Companies) into their primary business activity classification.
- CREATE AVERAGES & AGGREGATES** Create averages for each of the 83 x SIC 2 Industry sectors, and aggregate these into the main 10 x Industry Groups (SIC 1). Assign the industry SIC 2 codes to relevant Real Estate Sectors, and create custom-defined Subsectors to produce scores for likely occupiers of each type of assets.

Disclaimer

The Scores and Ratings included in this report are designed as a tool to help real estate professionals make their own investment related decisions, and should be used as part of a balanced and complete assessment relying on the knowledge and expertise of the user, and where appropriate on other information sources.

The Score and Rating models are developed using statistical analysis in order to generate a prediction of future events. Income Analytics predictive models use data provided by Dun & Bradstreet ("D&B").

D&B monitors the performance of thousands of businesses for at least 12 months in order to identify characteristics common to specific business events. These characteristics are weighted by significance to form rules within the models that identify other businesses with similar characteristics and provide a Score and Rating.

Like all forward looking predictions, Income Analytics Scores & Ratings are not a statement of what will happen, but an indication of what is more likely to happen based on previous experience using base data provided by D&B.

Whilst Income Analytics uses extensive procedures to maintain the quality of the information we hold, we cannot guarantee that it is always accurate, complete or up to date, and this may affect the Scores & Rating we publish.

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