

August 13, 2019



CreditRiskMonitor's assessment of Dean Foods Company's ("Dean Foods") "high risk" status has been determined by a combination of factors:

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MONTHLY AVERAGE FRISK® SCORE

CreditRiskMonitor's proprietary FRISK® score signals that Dean Foods Company (NYSE: DF) **has a 10 to 50 times greater risk of bankruptcy** than the average public company.

Business Name	2018					2019					A		
	A	S	O	N	D	J	F	M	A	M		J	J
Dean Foods Company	3	3	3	2	1	2	2	1	1	1	1	1	1

The FRISK® score is 96% accurate* in predicting the risk of corporate failure/bankruptcy over a 12-month horizon. All FRISK® scores are recalculated every night for each subsequent 12-month period.

FRISK® Probability of bankruptcy within 12 months			
	FRISK®	From	To
Best	10	0.00%	0.12%
	9	0.12%	0.27%
	8	0.27%	0.34%
	7	0.34%	0.55%
	6	0.55%	0.87%
Worst	5	0.87%	1.40%
	4	1.40%	2.10%
	3	2.10%	4.00%
	2	4.00%	9.99%
	1	9.99%	50.00%

While the percentage risk of bankruptcy varies at each FRISK® score, 96% of public companies that eventually go bankrupt enter the FRISK® "red zone" prior to filing. **A FRISK® score of 5 or less is an important warning sign.**

* FRISK® score accuracy of 96% is based on backtesting of U.S. public companies; results may vary by country.

THE FRISK® SCORE COMPONENTS

At the core of the CreditRiskMonitor process is our 96% accurate FRISK® score, which indicates a company's level of financial stress on a scale of 1 to 10, based on the probability of bankruptcy over a 12-month horizon. When available, the FRISK® score incorporates a number of powerful risk indicators including:

A “Merton” type model using stock market capitalization and volatility

Financial ratios, including those used in the Altman Z”-Score Model

Bond agency ratings from Moody’s, Fitch, & DBRS

Crowdsourced CreditRiskMonitor Usage Data

Crowdsourcing has enhanced the accuracy and timeliness of the FRISK® score. We collect and analyze data patterns from thousands of CreditRiskMonitor subscribers, including professionals from more than 35% of the Fortune 1000 and other large corporations worldwide.

The crowdsourcing advantage is even more powerful in our FRISK® score since many of the professionals who use our service are credit managers:

- Credit managers control one of the largest sources of working capital going into a company
- They are not held to the same “Fair Disclosure” restrictions that prevent non-disclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their own company’s management and sales representatives to be alerted to concerns in a public company’s performance
- It is commonly known credit managers confidentially share information with other credit managers, thus collectively, their behavior helps to provide advanced insight to financial problems in public companies

[Read more in Credit Research Foundation’s quarterly journal article, “Assessing Public Company Financial Risk by Crowdsourcing the Research of Credit Professionals”](#)

COMPANY REPORT DETAIL

Dean Foods Company

2711 N Haskell Ave Ste 3400

Phone: (214) 303-3400

DALLAS, TX 75204-2928 United States

Ticker: DF

Latest Financial Statements as of 6/30/2019

Business Summary

Dean Foods Company is a food and beverage company. The Company processes and distributes fluid milk, and other dairy and dairy case products in the United States. It is engaged in manufacturing, marketing, selling and distributing a range of branded and private label dairy and dairy case products. It offers branded and private label dairy case products, including fluid milk, ice cream, cultured dairy products, creamers, ice cream mix and other dairy products to retailers, distributors, foodservice outlets, educational institutions and governmental entities across the United States. It also offers juices, teas and bottled water. The Company's portfolio includes DairyPure®, a national white milk brand, and TruMoo®, a national flavored milk brand, along with regional dairy brands such as Alta Dena®, Berkeley Farms®, Country Fresh®, Dean's®, Friendly's®, Garelick Farms®, LAND O LAKES® milk and cultured products (licensed brand), Lehigh Valley Dairy Farms®, Mayfield®, McArthur®, Meadow Gold®, Oak Farms®, PET® (licensed brand), T.G. Lee®, Tuscan® and more. In all, it has more than 50 national, regional and local dairy brands, as well as private labels. The Company also sells and distributes organic juice, probiotic-infused juices, and fruit-infused waters under the Uncle Matt's Organic® brand. Additionally, it is party to the Organic Valley Fresh joint venture which distributes organic milk under the Organic Valley® brand to retailers.

(Source: 10-K)

Employees: 15,000 (as of 12/31/2018)

Incorporated: 9/19/1994

Federal Tax Id: 752559681

Credit Score History

Why are these scores different?

Auditor Information

Score/ Index	2018					2019							
	A	S	O	N	D	J	F	M	A	M	J	J	A
FRISK® Score*	3	3	3	2	1	2	2	1	1	1	1	1	1
DBT Index	9	9	9	9	9	8	9	9	9	9	9	9	9
Z®-Score	1.27		1.09			-0.6			-0.92				-1.27

*FRISK® Scores are month-end

Last Audit: 12/31/2018

Auditors: Deloitte & Touche LLP

Opinion: F

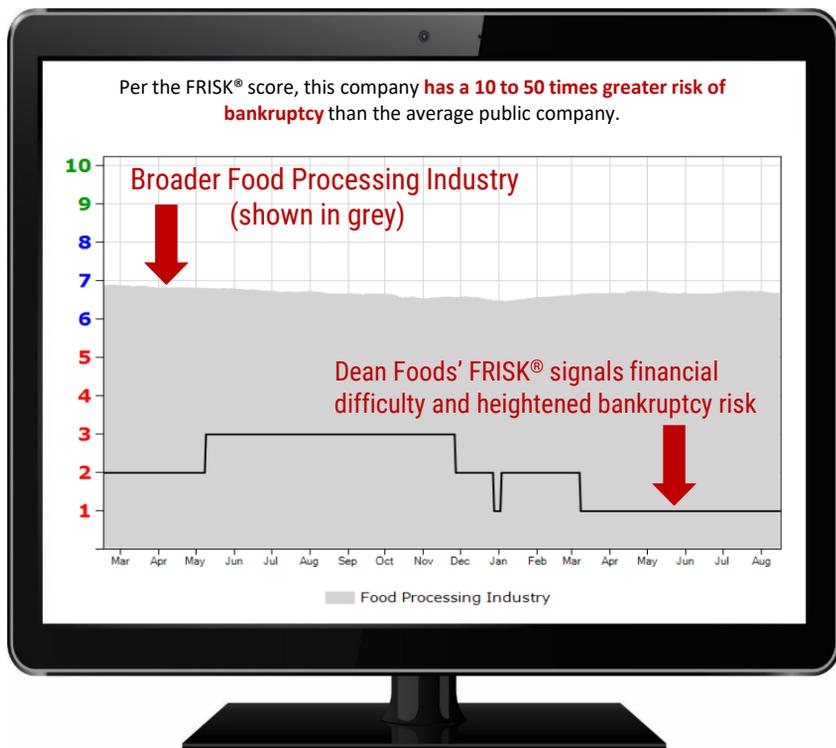
The FRISK® score is a 96% accurate method by which to monitor public company bankruptcy risk.

Payment performance, captured by the Days Beyond Terms (DBT) index, which is very similar to D&B's PAYDEX® score, is not an effective indicator of financial stress for publicly traded companies since they often continue to pay on time right up until their bankruptcy filing. This is what's commonly called the "Cloaking Effect."

Agency Credit Ratings

Rating Agency	Long Term Rating	Outlook	Short Term Rating	Wa
Moody's	Caa1	Negative	SGL-3	C
Fitch	NR		NR	

FRISK® DEEP DIVE



The FRISK® score relative to the broader Food Processing industry raises an additional red flag signaling heightened risk relative to peers, as well...

MAKING IMMEDIATE ATTENTION REQUIRED.

ADJUSTED MARKET CAP VOLATILITY



One of the inputs of the FRISK® score is a company's market cap volatility, adjusted for dividends, over the course of a year. Incorporating this information allows us to capture the "wisdom of markets" on a daily basis. This ensures our subscribers are getting the most up to date view of the risks they face since stocks tend to be more liquid and faster moving than bond prices and ratings.

FRISK® STRESS INDEX

#	Business Name	Country	FRISK® score
1	Dean Foods Co	United States	1
2	Fauji Foods Ltd	Pakistan	1
3	Kwality Ltd	India	1
4	Kwality Ltd (Parent)	India	1
5	Milkiland NV	Netherlands	1
6	Anik Industries Ltd	India	2
7	Ste Elbene Industrie SA	Tunisia	2
8	Centrale Danone SA	Morocco	3
9	China Shengmu Organic Milk Ltd	China	3
10	Unikai Foods PJSC	United Arab Emirates	3

FRISK® Stress Index - SIC classification: Fluid milk

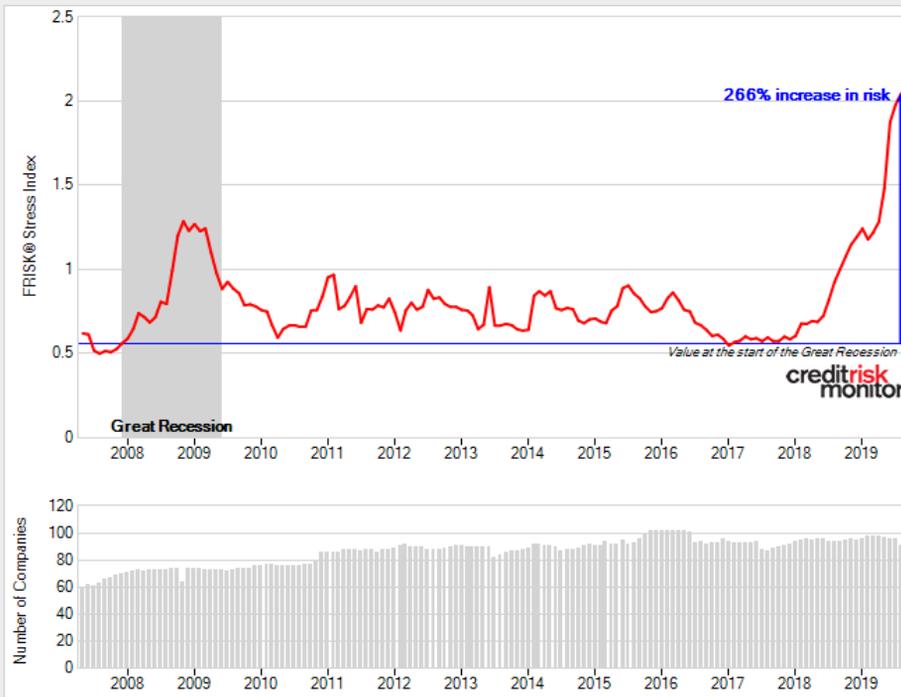
Primary industry codes only
 Primary and secondary industry codes

Businesses From: All Businesses CLEAR
 In Industry: SIC 2026: Fluid milk
 Country: All Countries

UPDATE RESULTS

Scale: Auto

Total Companies in all months 132



The FRISK® Stress Index shows the collective probability of failure in a group of companies (such as an industry, country or portfolio) over the next 12 months. It is designed to show trends in risk level across groups of companies and is shown on a zero to 50 scale, with 50 being the most risky.

The average probability of failure for SIC code 2026 (Fluid milk) has increased 266% since 2007. Dean Foods is among the weakest names in the industry as evidenced by its FRISK® score of 1.

PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS

The Peer Analysis expands to provide a ranking of a company's competitors, which can help provide options for alternate suppliers or new customers

Calendar Year/Quarter: 2019.2

Businesses in Peer Group: 436	Ranking Within Peer Group	Number Of Peers Ranked	Company Value	Peer Group Range		
				Low	Median	High
Credit Ratings						
Z-Score	46	47	-1.27	-2.03	3.28	137.00
Performance ratios:						
Net Sales (Thousands of U.S. Dollars)	3	5	1,843,498	1,250,700	1,843,498	9,997,000
Gross Margin % Of Sales	45	56	20.58	38.69	31.88	60.78
Gross Margin % Of Sales -- TTM	45	56				
SGA % Of Sales	34	55				
SGA % Of Sales -- TTM	33	55				
Operating Margin % Of Sales	52	58				
Operating Margin % Of Sales -- TTM	52	58				
EBITDA Margin Of Sales	27	30				
EBITDA Margin Of Sales -- TTM	27	31				
Net Profit Margin % Of Sales	53	58				
Net Profit Margin % Of Sales -- TTM	53	58				
Pre-tax Income % Of Sales	53	58	-3.76	-126.30	6.99	14,750.40
Effective Tax Rate	9	56	6.46	-13.34	24.71	254.77
Depreciation % Of Prop/Plant/Equipment	30	51	10.28	2.57	10.17	42.00
Capital Expense % Of Prop/Plant/Equipment	6	31	5.73	0.33	11.13	24.85
Interest Coverage	26	28	-0.96	-1.83	8.18	568.20
Interest Coverage -- TTM	29	29	-3.84	-3.84	6.18	476.35
Liquidity ratios:						
Cash Ratio	42	47	0.03	0.00	0.33	2.09
Quick Ratio	22	45	0.71	0.07	0.70	2.74
Current Ratio	29	47	1.15	0.54	1.29	3.66
Efficiency ratios:						
Accounts Receivable Turnover	20	57				
Days Sales Outstanding	21	58				
% of Inventory Financed by Vendors		38				
% of Inventory Financed by Vendors -- TTM		50				
Inventory Turnover	3	57				
Inventory Turnover -- TTM	3	57				
Days Sales in Inventory	3	56				
Inventory to Working Capital	27	46				
Accounts Payable Turnover		51				
Accounts Payable Turnover -- TTM		52				
Leverage & debt coverage:						
Total Debt to Equity Ratio	44	44	5.03	0.00	0.59	5.03
Debt to Tangible Equity Ratio	37	37	18.78	0.00	0.55	18.78
Total Debt to Assets Ratio	36	44	0.42	0.00	0.29	0.54
Short-Term Debt % of Total Debt	1	43	0.11	0.11	43.94	100.00
Short-Term Debt % of Working Capital	3	43	0.94	-1,124.63	16.97	881.86
Liabilities to Net Worth Ratio	40	40	40.55	0.01	0.98	40.55
Total Liabilities to Equity Ratio	47	47	10.86	0.01	1.13	10.86
TTM EBITDA to Total Debt	29	29	-0.25	-0.25	0.32	2,958.30
Net Debt to TTM EBITDA		25		-1.08	2.21	12.73

Rank	Company Name
1	Dukat dd
2	Vietnam Dairy Products JSC
3	RFM Corporation
4	Uni-President Enterprises Corp.
5	Trafco Group BSC

Rank	Company Name
1	Dukat dd
2	Nestle India Limited
3	Ultrajaya Milk Indty & Trading Co Tbk PT
4	RFM Corporation
5	Fraser & Neave Holdings Berhad

Green - Ranked in Upper Quartile of Peer Group	
White - Ranked in the Middle Two Quartiles of Peer Group	
Red - Ranked in Lower Quartile of Peer Group	
Orange - Confidential	
Grey - Data is Not Available	

TTM = trailing 12 months
N/A = Not Available

Dean Foods demonstrates bottom quartile ranking in key financial ratios (shown in red) versus its industry peers.

QUARTERLY PERFORMANCE RATIOS

Operating and net losses in each of the last five fiscal quarters

Poor interest coverage ratio & cumulative negative free cash flow

Performance Ratios - Sequential Quarters

(Thousands of U.S. Dollars)

Period Ended	3 mos 6/30/2019	3 mos 3/31/2019	3 mos 12/31/2018	3 mos 9/30/2018	3 mos 6/30/2018
Net Sales \$	\$1,843,498	\$1,795,434	\$1,929,480	\$1,894,066	\$1,951,230
% change	2.68%	-6.95%	1.87%	-2.93%	-1.48%
Gross Margin \$	\$379,480	\$373,753	\$383,394	\$390,597	\$432,784
% change	1.53%	-2.51%	-1.84%	-9.75%	-3.50%
% of sales	20.58%	20.82%	19.87%	20.62%	22.18%
change as % of incremental sales	11.92%	n/m	-20.34%	n/m	n/m
SG&A \$	\$407,398	\$410,797	\$440,800	\$415,826	\$402,693
% change	-0.83%	-6.81%	6.01%	3.26%	-4.47%
% of sales	22.10%	22.88%	22.85%	21.95%	20.64%
change as % of incremental sales	-7.07%	n/m	70.52%	n/m	n/m
Operating margin \$	(\$51,640)	(\$44,571)	(\$263,863)	(\$25,783)	(\$40,892)
% change	-15.86%	83.11%	-923.40%	36.95%	-366.48%
% of sales	-2.80%	-2.48%	-13.68%	-1.36%	-2.10%
change as % of incremental sales	-14.71%	n/m	-672.28%	n/m	n/m
EBITDA \$	(\$15,553)	(\$8,965)	(\$229,662)	\$9,976	(\$3,348)
% change	-73.49%	96.10%	-2,402.15%	397.97%	-106.31%
% of sales	-0.84%	-0.50%	-11.90%	0.53%	-0.17%
change as % of incremental sales	-13.71%	n/m	-676.68%	n/m	n/m
EBIT \$	(\$53,828)	(\$46,738)	(\$267,479)	(\$28,132)	(\$43,373)
% change	-15.17%	82.53%	-850.80%	35.14%	-434.28%
% of sales	-2.92%	-2.60%	-13.86%	-1.49%	-2.22%
change as % of incremental sales	-14.75%	n/m	-675.85%	n/m	n/m
Pre-tax income \$	(\$69,340)	(\$63,783)	(\$279,587)	(\$40,025)	(\$55,743)
% change	-8.71%	77.19%	-598.53%	28.20%	-6,720.31%
% of sales	-3.76%	-3.55%	-14.49%	-2.11%	-2.86%
change as % of incremental sales	-11.56%	n/m	-676.46%	n/m	n/m
Net income (loss) \$	(\$64,471)	(\$61,574)	(\$260,117)	(\$26,424)	(\$40,094)
% change	-4.70%	76.33%	-884.40%	34.09%	-15,029.81%
% of sales	-3.50%	-3.43%	-13.48%	-1.40%	-2.05%
change as % of incremental sales	-6.03%	n/m	-659.89%	n/m	n/m
Tax expense \$	(\$4,477)	(\$1,956)	(\$16,286)	(\$13,377)	(\$13,727)
Effective tax rate	6.46%	3.07%	5.83%	33.42%	24.63%
Depreciation expense \$	\$33,125	\$32,623	\$32,667	\$32,958	\$34,947
% of sales	1.80%	1.82%	1.69%	1.74%	1.79%
% of capital expenses	179.39%	123.02%	69.97%	105.00%	168.14%
% of PP&E, net (annualized)	10.28%	11.27%	13.03%	13.18%	13.59%
Capital expenditures \$	\$18,465	\$26,518	\$46,687	\$31,388	\$20,784
% change	-30.37%	-43.20%	48.74%	51.02%	25.90%
% of PP&E, net (annualized)	5.73%	9.16%	18.62%	12.55%	8.08%
% of working capital (annualized)	52.48%	55.84%	74.03%	42.37%	24.62%
Interest coverage ratio	(0.96)	(0.47)	(15.81)	0.72	(0.24)
% change	-103.50%	97.01%	-2,287.85%	403.53%	-106.30%
Free cash flow \$	\$24,375	(\$98,564)	(\$13,523)	(\$32,350)	\$61,023
% change	124.73%	-628.86%	58.20%	-153.01%	171.88%
Source:	10-Q 8/8/2019	10-Q 5/8/2019	10-K 2/28/2019	10-Q 11/8/2018	10-Q 8/7/2018

QUARTERLY LEVERAGE RATIOS

Five key leverage ratios escalate & signal heightened financial risk relative to its industry peers

Leverage Ratios - Sequential Quarters

(Thousands of U.S. Dollars)

Period Ended	6/30/2019	3/31/2019	12/31/2018	9/30/2018	6/30/2018
Total debt \$	\$984,935	\$1,009,681	\$906,344	\$887,164	\$856,959
% change	-2.45%	11.40%	2.16%	3.52%	-5.54%
Stockholders' equity \$	\$195,759	\$256,146	\$314,732	\$584,334	\$617,461
% change	-23.58%	-18.61%	-46.14%	-5.37%	-5.06%
Total debt to equity ratio	5.03	3.94	2.88	1.52	1.39
% change	27.64%	36.88%	89.68%	9.39%	-0.50%
Tangible net worth \$	\$52,444	\$107,681	\$161,117	\$234,855	\$262,839
% change	-51.30%	-33.17%	-31.40%	-10.65%	-19.76%
Total debt to tangible net worth	18.78	9.38	5.63	3.78	3.26
% change	100.29%	66.68%	48.92%	15.86%	17.72%
Total assets \$	\$2,322,297	\$2,442,300	\$2,118,492	\$2,354,462	\$2,357,563
% change	-4.91%	15.28%	-10.02%	-0.13%	-3.56%
Total debt to assets ratio	0.42	0.41	0.43	0.38	0.36
% change	2.59%	-3.37%	13.54%	3.66%	-2.05%
Tangible assets \$	\$2,178,982	\$2,293,835	\$1,964,877	\$2,004,983	\$2,002,941
% change	-5.01%	16.74%	-2.00%	0.10%	-5.61%
Short-term debt \$	\$1,060	\$1,053	\$1,174	\$1,162	\$1,150
% change	0.66%	-10.31%	1.03%	1.04%	1.14%
Short-term debt % of total debt	0.11%	0.10%	0.13%	0.13%	0.13%
% change	3.16%	-19.46%	-1.15%	-2.38%	7.10%
Short-term debt % of working capital	0.94%	0.63%	0.56%	0.40%	0.38%
% change	50.06%	12.57%	40.03%	3.31%	26.88%
Total liabilities \$	\$2,126,538	\$2,186,154	\$1,803,760	\$1,770,128	\$1,740,102
% change	-2.73%	21.20%	1.90%	1.73%	-3.02%
Total liabilities to equity ratio	10.86	8.53	5.73	3.03	2.82
% change	27.28%	48.92%	89.19%	7.49%	2.15%
Total liabilities to tangible net worth ratio	40.55	20.30	11.20	7.54	6.62
% change	99.73%	81.34%	48.54%	13.85%	20.85%
Total debt to EBITDA ratio (annualized)	n/a	n/a	n/a	22.23	n/a
Source:	10-Q 8/8/2019	10-Q 5/8/2019	10-K 2/28/2019	10-Q 11/8/2018	10-Q 8/7/2018

QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN

Significant erosion of working capital

Meager cash ratio signals potential ST liquidity issues

Liquidity Ratios - Sequential Quarters

(Thousands of U.S. Dollars)

Period Ended	6/30/2019	3/31/2019	12/31/2018	9/30/2018	6/30/2018
Current assets \$	\$861,202	\$935,262	\$912,280	\$938,641	\$943,281
% change	-7.92%	2.52%	-2.81%	-0.49%	-5.87%
% of short-term debt	81,245.47%	88,818.80%	77,706.98%	80,778.06%	82,024.43%
Current liabilities \$	\$748,185	\$766,789	\$700,835	\$645,545	\$643,664
% change	-2.43%	9.41%	8.56%	0.29%	2.77%
Working capital \$	\$113,017	\$168,473	\$211,445	\$293,096	\$299,617
% change	-32.92%	-20.32%	-27.86%	-2.18%	-20.28%
% of sales (annualized)	1.53%	2.35%	2.74%	3.87%	3.84%
Cash \$	\$20,947	\$22,573	\$24,176	\$21,785	\$25,434
% change	-7.20%	-6.63%	-10.98%	-14.35%	-9.57%
% of short-term debt	1,976.13%	2,143.68%	2,059.28%	1,874.78%	2,211.65%
Cash ratio	0.03	0.03	0.03	0.03	0.04
% change	-4.76%	-14.78%	2.37%	-14.68%	-12.03%
Quick assets \$	\$530,758	\$599,812	\$613,439	\$634,039	\$618,641
% change	-11.51%	-2.22%	-3.25%	2.49%	-7.03%
% of short-term debt	50,071.51%	56,962.20%	52,252.04%	54,564.46%	53,794.87%
Quick ratio	0.71	0.78	0.88	0.98	0.96
% change	-9.31%	-10.64%	-10.88%	2.20%	-9.54%
Current ratio	1.15	1.22	1.30	1.45	1.47
% change	-5.62%	-6.30%	-10.47%	-0.78%	-8.41%
Source:	10-Q 8/8/2019	10-Q 5/8/2019	10-K 2/28/2019	10-Q 11/8/2018	10-Q 8/7/2018

Unable to generate any positive returns

Rate of Return - Sequential Quarters

(Thousands of U.S. Dollars)

Period Ended	3 mos 6/30/2019	3 mos 3/31/2019	3 mos 12/31/2018	3 mos 9/30/2018	3 mos 6/30/2018
Return on equity	-25.17%	-19.56%	-44.52%	-4.28%	-6.16%
% change	-28.65%	56.05%	-940.19%	30.58%	-15,159.65%
Return on net tangible equity	-59.87%	-38.22%	-110.76%	-10.05%	-12.24%
% change	-56.66%	65.49%	-1,001.69%	17.87%	-15,049.01%
Return on total assets	-2.71%	-2.70%	-11.63%	-1.12%	-1.67%
% change	-0.23%	76.78%	-936.97%	32.83%	-15,505.61%
Return on tangible assets	-2.88%	-2.89%	-13.10%	-1.32%	-1.94%
% change	0.31%	77.93%	-893.83%	32.17%	-15,704.88%
Source:	10-Q 8/8/2019	10-Q 5/8/2019	10-K 2/28/2019	10-Q 11/8/2018	10-Q 8/7/2018

YEAR-OVER-YEAR STATEMENT OF CASH FLOWS

Negative cash from operating activities

Statement of Cash Flows - Year-over-Year - Standardized - Year to Date

(Thousands of U.S. Dollars)

Period Ended	6 mos 6/30/2019	6 mos 6/30/2018	6 mos 6/30/2017	6 mos 6/30/2016	6 mos 6/30/2015
Cash Flows from Operating Activities:					
Net income	(\$126,690)	(\$40,359)	\$7,888	\$72,572	(\$47,221)
Depreciation/depletion	76,048	80,102	86,489	87,876	86,965
Deferred taxes	(7,472)	(16,472)	7,533	17,577	(43,818)
Non-cash Items	74,771	43,681	9,893	(21,666)	137,568
Changes in working capital	(45,863)	53,808	(32,623)	(31,040)	138,277
Total cash from operating activities	(29,206)	120,760	79,180	125,319	271,771
Cash Flows from Investing Activities:					
Capital expenditures	(44,983)	(37,292)	(34,551)	(45,752)	(48,051)
Other investing cash flow items, total	4,632	(906)	(28,115)	(146,610)	12,815
Total cash from investing activities	(40,351)	(38,198)	(62,666)	(192,362)	(35,236)
Cash Flows from Financing Activities:					
Financing cash flow items	(9,561)	0	(1,764)	699	(14,892)
Total cash dividends paid	0	(16,438)	(16,357)	(16,514)	(13,212)
Issuance/retirement of stock, net	(438)	(413)	(1,232)	(25,646)	939
Issuance/retirement of debt, net	76,327	(56,789)	16,368	72,405	(119,398)
Total cash from financing activities	66,328	(73,640)	(2,985)	30,944	(146,563)
Foreign exchange effects	n/a	n/a	0	(825)	(644)
Net change in cash	(3,229)	8,922	13,529	(36,924)	89,328
Net cash-beginning balance	24,176	16,512	17,980	60,734	16,362
Net cash-ending balance	\$20,947	\$25,434	\$31,509	\$23,810	\$105,690
Source:	10-Q 8/8/2019	10-Q 8/7/2018	10-Q 8/8/2017	10-Q 8/8/2016	10-Q 8/10/2015

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