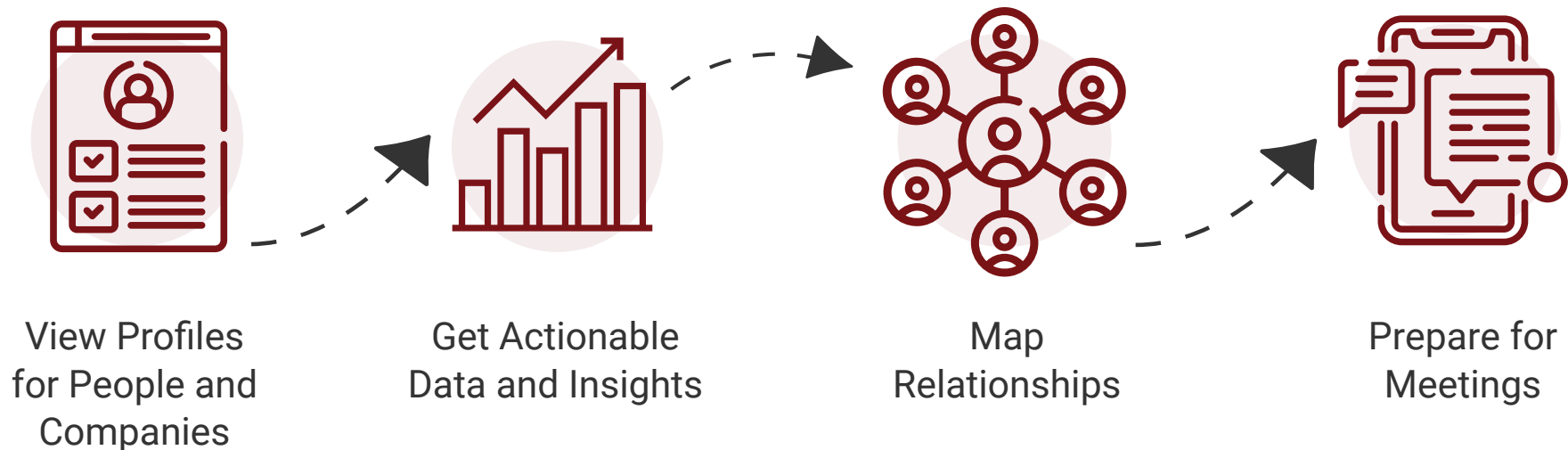


IBISWorld Integration with RelPro

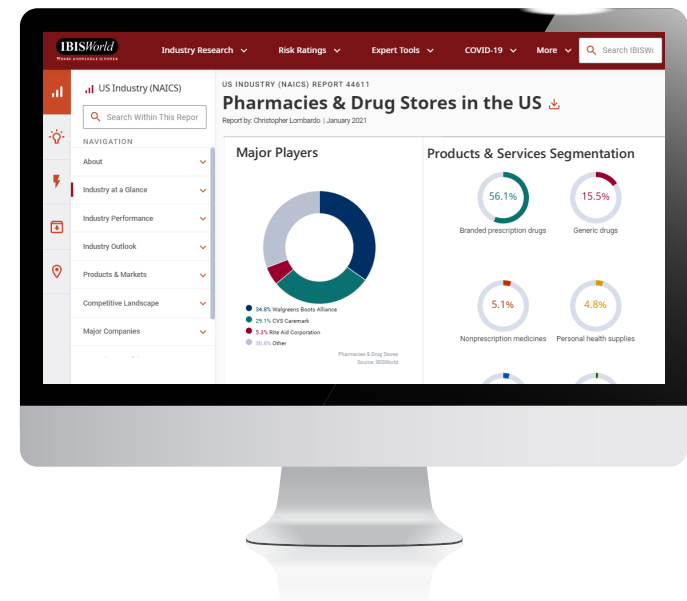
The world leader in industry research is now accessible through RelPro's first-class relationship intelligence platform. This powerful integration allows relationship managers to combine company and contact information with invaluable industry insights.



Banking Professionals Trust IBISWorld

Bankers depend on IBISWorld's accurate and reliable industry research to forge stronger customer relationships.

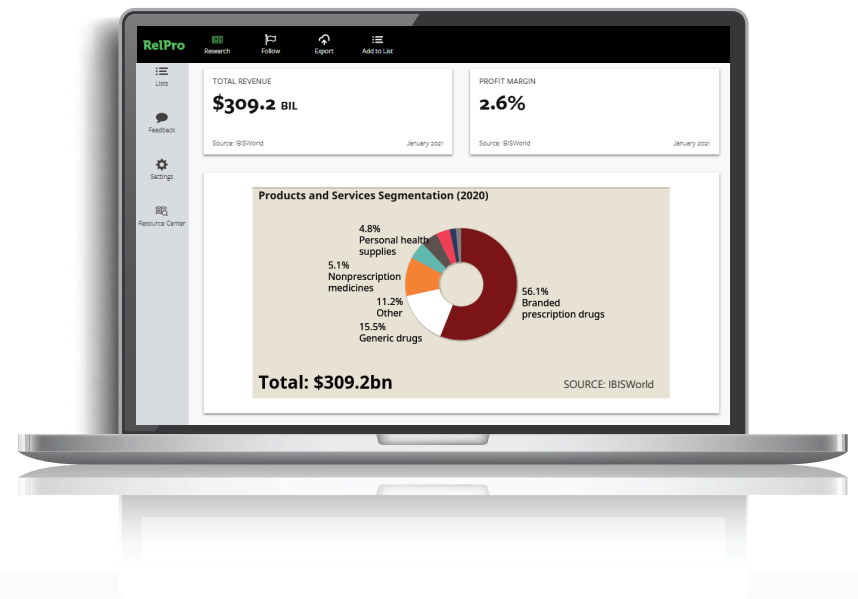
- ✔ **Establish Credibility:** Anticipate prospects' pain points and use their language to demonstrate expertise
- ✔ **Develop Immediate Rapport:** Get prospects to open up and reveal important information by asking industry-specific questions and discussing relevant issues, threats, and opportunities
- ✔ **Save Time with More Effective Prospecting:** Enhance sales planning by targeting industries with market conditions that suit your product or service
- ✔ **Accelerate the Loan Cycle:** Complete a more detailed analysis of your prospect's operating environment to strengthen loan applications
- ✔ **Challenge Prospects with Key Industry Insights:** Encourage leads to think differently about their problems and consider new opportunities



Relationship Building Made Easier Using RelPro

RelPro's relationship intelligence platform is the perfect home for IBISWorld data. When integrated, these solutions help you manage relationships and save time.

- ✔ **Save Time:** RelPro is easy-to-use and integrates with your workflow
- ✔ **Qualify Companies:** Filter by location, revenue, industry, funding, PPP Loans and UCC Filings
- ✔ **Stay in Touch:** Use RelPro's Alerts to keep communication with prospects and clients on track
- ✔ **Find Key Decision Makers:** RelPro's accurate contact details help you touch base with key executives
- ✔ **Be More Prepared:** Arm yourself with prospect research and actionable insights before making calls
- ✔ **Integrated Relationship Intelligence:** 17+ data sources, including BoardEx, Crunchbase, D&B, GuideStar & ZoomInfo



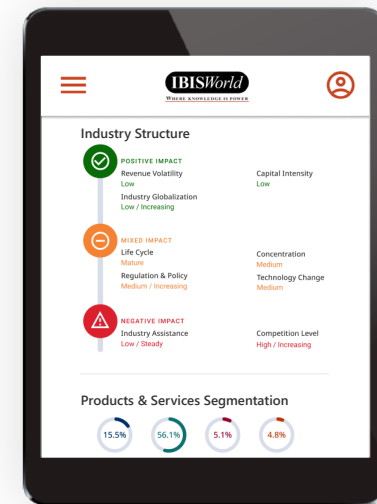
IBISWorld + RelPro: Better Together



IBISWorld provides trusted industry research on thousands of industries worldwide, helping you save research time, understand market risks, benchmark against industry averages, and gain insights into your customers' industries.



RelPro aggregates contact details and relationship intelligence for over 7 million companies and 150 million decision-makers from best-in-class sources so that you can easily and accurately find real-time leads, develop prospects, and strengthen existing relationships.



The desktop view of RelPro displays a detailed table of industry structure metrics for 'PHARMACIES & DRUG STORES IN THE US'. The table has three columns: Title, Level, and Trend.

Title	Level	Trend
Life Cycle	Mature	-
Revenue Volatility	Low	-
Capital Intensity	Medium	-
Industry Assistance	Medium	Steady
Concentration Level	Medium	-
Regulation Level	Heavy	Steady
Technology Change	Medium	-
Barriers to Entry	Medium	Increasing
Industry Globalization	Medium	Increasing
Competition Level	High	Increasing