

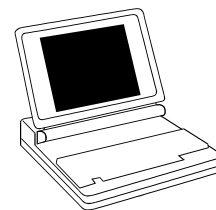
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This study contains an analysis of workforce levels and inflation adjusted sales over five years with share of workforce and inflation adjusted sales as well as real growth rates. Relative employee effectiveness is shown, comparing the company's sales per employee with that of the average for its industry. Employee productivity is illustrated by comparing the company's growth in gross margin with its growth in workforce. What-If Scenarios and Management By Objective analysis provide a true picture of competition and market share by company and industry. In addition to individual company listings, summaries of sales per employee for the last five calendar years by industry and sector are provided.

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IRS Corporate Financial Ratios

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ISBN 1-945225-03-3 300 pages \$ 225 US
Book and IRS-CALC \$ 325 US

Industry Spotlight

This excellent source of competitive financial intelligence features selected balance sheet and income statement items along with seventeen key financial ratios from corporate tax returns of companies in any one of 250+ NAICS industries broken down by profitable firms versus firms with losses in eleven asset size classes. Financial ratios include: inventory turnover, gross and net margin, days receivables outstanding, days payables outstanding, effective tax rate and Z-score corporate creditworthiness. Definitions and guides to interpreting the ratios are included.

1 industry (PDF format) 38 pages \$ 35 US
All industry reports \$ 495 US

Industry Spotlight on Sub-S Corporations

This excellent source of competitive financial intelligence features selected balance sheet and income statement items along with fifteen financial ratios from corporate tax returns of sub-S corporations in any one of 20 NAICS industry sectors broken down by profitable firms versus firms with losses in ten asset size classes. Financial ratios include: inventory turnover, gross and net margin, days receivables outstanding, days payables outstanding and Z-score corporate creditworthiness. Definitions and guides to interpreting the ratios are included.

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Corporate Credit Outlook

Produced each month, this study provides credit worthiness measures for each of 4,000+ public companies along with comparison to industry peer norms. Used as an early warning system by credit managers to manage credit risks and exposure. Also provides valuable insight to financial analysts to aid in evaluating investment opportunities. An invaluable tool to guide business managers to judge the creditworthiness of potential partners, suppliers or customers. Mean scores and ratios for each industry peer group are also provided. For each company, a Z-score corporate credit worthiness value calculated from the latest published quarterly financial statements is listed as well as an estimate for four quarters in the future. Future values for other measures of liquidity such as current ratio, total asset turnover, return on assets, interest coverage ratio, variation in net income and percent change in net income are also reported. The two datafiles contain information by company and by industry group.

Report (PDF format)	218 pages	\$ 495 US
Report and Excel datafiles		\$ 595 US

Credit Risk Watch

Distributed monthly, this PDF report provides highlights of credit worthiness measures for over 4,000 public companies. Financial ratios measuring factors which contribute to creditworthiness such as liquidity, capital productivity, return on assets, interest coverage, capital adequacy and excess cash flow are provided. Ideal reference for credit managers, financial analysts and business managers. For each highlighted company, a Z-score corporate credit worthiness value calculated from the latest published quarterly financial statements is listed as well as an estimate for four quarters in the future. The study highlights the least creditworthy firms based on future Z scores, the most eroding credit based on expected change in Z scores, and the most underperforming company in each industry group based on difference of Z score from the group average. Each monthly edition of the Excel data files includes current values for the measures as well as projections for four fiscal quarters into the future.

Credit Risk Watch	1 year subscription	\$ 149 US
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Financial Baseline Forecasts

Financial Baseline Forecasts

This series of monthly PDF reports presents forecasts of near term corporate financial performance for over 4,000 individual companies in eleven major industry sectors. Forecasts for each company include for the next four quarters: sales, earnings, dividends, cash flows, debt, profit margins and rates of return.

These baseline forecasts represent a reasonable forecast of near term financial performance given publicly available historical data on each firm, its competitors and industry, the historical behavior of the stock market and the firm's relationship to the stock market. Using these forecasts, along with a valuation model which determines how the market has valued this company in the past in terms of its measures of financial return, a forecast of near term future fair market value is presented. Also included is growth rate analysis, share analysis, market value analysis and risk analysis. The risk analysis includes market value beta, dividend coverage ratio, liability to equity ratio, takeover index, z-score and variation in sales, operating income, cost of capital, earnings per share, cash flow per share, and share price.

Rankings by growth in earnings per share, growth in cash flow per share, annual revenues, annual net income, share of market value to share of net income are made and the top 30 companies and bottom 30 in each sector are listed.

Designed for professionals to track competitors, manage money, spot industry trends, write industry reports, avoid bad credit risks, audit investments and spot acquisition candidates. This is an ideal reference for investment analysts, strategic planners, money managers, management consultants, CFOs, M&A specialists, economists, CEOs and new business directors.

Industry sectors (each containing from 100 to 700 companies) covered are: Energy, Materials, Industrials, Consumer Discretionary, Consumer Staples, Health Care, Financials, Information Technology, Telecommunication Services, Utilities and Real Estate.

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SG&A Benchmarks

SG&A Benchmarks

SG&A Benchmarks is a series of PDF reports published by Schonfeld & Associates for use as a convenient source of information for professional managers seeking benchmark information on the Selling, General & Administrative spending practices of major public corporations within specific industry sectors.

Each title within the **SG&A Benchmarks** series is produced for a specific industry sector. The sector summary chart provides a side by side comparison of 10thile, median and 90thile values for each industry within the sector. For each industry within the sector, individual companies are listed with their historical SG&A to Sales percentage and growth rates in sales and spending for the past year. For use in setting and evaluating budgets, estimates are given for the current year SG&A to Sales percentage and expected growth in sales and SG&A spending. To allow for easy identification of relative performance within each industry, individual companies are grouped by size based on sales. The firms are presented in three groups as defined by sales of less than \$100 million, sales between \$100 million and \$1 billion, and sales of more than \$1 billion. Since location and annual sales may be of interest, total annual sales and headquarters city are also reported

The tables for each individual industry present values for both last year and this year of SG&A as a percentage of sales and the annual percentage growth rate in SG&A spending as well as in sales for each company within the industry. Comparing the growth rate of SG&A expenses and sales gives a snapshot of where the profitability of the firm may be heading.

Two sets of industry tabulations are presented. Alphabetical order by company name aids in locating a firm. Order by SG&A to Sales ratio showcases the 'leaner and meaner' firms in each industry.

This report will benefit anyone seeking competitive benchmark intelligence including: corporate staff, financial analysts, investment professionals, lenders, M&A advisors, appraisers and industry consultants.

SG&A Benchmarks—Materials Sector covers 310 companies in five industries. Published Dec 2017. \$ 149 US.
Materials Sector 27 pages

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Industrials Sector 53 pages

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12 FINANCE AND INSURANCE
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5 Consumer Staples
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8 Information Technology
9 Telecommunication Services
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