

THOMSON REUTERS I/B/E/S KEY PERFORMANCE INDICATORS

DELIVERED VIA WHARTON RESEARCH DATA SERVICES

Newly expanded offering helps you outperform with more informed decisions.

In today's competitive market, generic financial measures alone do not provide the complete picture of a company's health. Granular, industry-specific information can be a critical factor in determining the success of an enterprise. You need tools to effectively evaluate a business and how likely it is to perform in the medium and long terms. Tools like Key Performance Indicators (KPIs) are quantifiable measurements that reflect the critical success factors of an organization.

DEEPER INSIGHT AND ANALYSIS TO STAND OUT FROM THE COMPETITION

I/B/E/S Key Performance Indicators are a powerful, and rapidly expanding new suite of forecast content. To give you that extra edge, this industry-specific content is available on over 216 key metrics, across 12 industries.

- Estimates and Actuals provided together with derived Surprise data, enable you to analyze broker expectations against reported results
- Consensus and Detail forecasts are available on an Annual and Interim basis. Same Store Sales (SSS) data is available on a monthly and quarterly basis
- For SSS and Pharmaceutical Sales, business segment and product breakdowns are available, along with deep historical content
- Clients can cross pollinate the reported values from the Worldscope Fundamentals database with the Estimates database to get access to richer history. The fundamentals KPIs have 70% overlap with Estimates KPIs and are available across 202 standardized metrics, 15 industries, with annual history back to 1997

KEY BENEFITS

- Identify trends within the Airlines, Banking, Energy, Insurance, Pharmaceuticals, Real Estate, Retail/ Restaurants and Technology
- Make informed portfolio allocation changes
- Target investment opportunities sectors
- View a firm's store or drug expectation at a detail or aggregate level

GLOBAL KPI COVERAGE BY INDUSTRY

Airlines and Transportation	686 Passenger Transportation, Freight and Logistics Services
Banking and Investment Services	1,173 Banking Services, 534 Investment Banking and Investment Services
Energy	3,058 securities across Integrated Oil and Gas, Exploration and Production, Refining and Marketing
Home Builders	1,128 Construction and Engineering, Home building, Construction Supplies and Materials
Hotels and Entertainment Services	1,087 Residential & Commercial REITs, Hotels and Entertainment Services
Insurance	340 securities across Life and Health Insurance, Multiline, Property and Casualty, and Reinsurance
Metals and Mining	1,063 Mineral Resources
Pharmaceuticals and Healthcare	1,800 unique drugs across 2,055 Biotech/ Pharmaceutical securities and Health Services
Real Estate	1,244 Real Estate Operations securities
Retail and Restaurant	1,710 unique brands/segments across 4,692 Retail and Restaurant securities
Technology	1,807 Technology Equipments, Semiconductor and Equipments, 1,050 Software and IT Services
Telecommunication	1,383 Communication, Networking, Media and Publishing

AIRLINES

11 measures collected, notably Available Seat Kilometres (ASK), Available Seat Miles (ASM), Cost per ASK, Cost per ASM, Passenger Load Factor, Revenue Passenger Kilometres and Revenue per ASM.

The Airline Sector includes companies whose business interests are involved in air transport services for paying passengers and freight.

BANKING/FINANCE

31 measures collected, including Loan Loss Provision, Net Interest Income, Deposits and Assets Under Management. Over 30 KPIs are collected for this sector so you can perform highly detailed analysis of forecasted and historical performance across income, expenditure, assets and liabilities.

ENERGY

30 measures collected, notably various types of Production Per Day (Oil, Gas, etc.), Upstream/Downstream Income, Exploration Expense, Distributable Cash Flow and Maintenance Capex.

The Energy Sector includes companies whose business interests are involved in the production, refining and supply of all forms of energy. This also includes the exploration, transportation, marketing and research involved in energy creation and supply. Analysis of this sector requires a significant level of knowledge and understanding as it is particularly sensitive to changes (or the perception of changes) to supply and demand. The KPIs relevant to this sector are designed to allow analyses which can take into account changes in supply on several different levels.

GENERIC

33 Generic Measures were introduced – where new measures were added and existing measures were expanded in coverage scope. New measures introduced include Depreciation and Amortization, Cash Flow from Financing, Cash Flow from Investing and Cash Flow from Operations.

Existing KPIs are now expanded to other sectors; this includes Total Assets, Operating Expenses and Stock Based Compensation.

INSURANCE

19 measures collected, including Net Premiums (both Written and Earned), Embedded Value and Combined Ratio. Includes companies which provide any type of Insurance, including Life & Health Insurance, Multiline Insurance, Property and Casualty Insurance and Reinsurance. The relevant KPIs give you the opportunity to perform highly detailed analysis of forecasted and historical performance of income, expenditure, assets and liabilities.

PHARMACEUTICALS

Pharmaceutical Drug Unit Sales are collected across 120+ companies and on 1,800 unique drugs. Data includes revenue associated with individual drug brands, across an aggregate and geographic level. Thomson Reuters links these drugs on multiple levels depending on the business relationship, chemical ingredients and purpose associated with each – allowing not only specific forecast data for each separate drug, but also aggregate sales of generic ingredients and instances where global revenues are shared as a joint venture between companies.

REAL ESTATE

30 measures collected, notably 3 flavors of Funds from Operations; including NAREIT-Defined, Cash Available for Distribution, Development Costs and Net Operating Income, EBITDAR and NAV per Share. Real Estate Investment Trust (REITs) are corporate entities that own, operate, acquire, develop and manage real estate assets on behalf of their shareholders. The KPIs for REITs will give an improved picture of cash flow from operations compared to net income, including noncash related expenses such as depreciation and amortization.

RETAIL/RESTAURANTS

Same Store Sales (SSS) for retailers and restaurants are collected across over 130 stores and restaurants and 242 unique brands/segments in North America. On a monthly, quarterly and annual basis, this content can be viewed on a consolidated company basis, geographic and individual store banner level segments, when available.

To help you differentiate your strategy, the Thomson Reuters Proprietary Research team offers a series of unique Indices Reports, which are regularly cited in major media outlets.

TECHNOLOGY

8 measures collected, notably: Compensation Ratio, Net Revenue, SG&A Expense and R&D Expense. 7 measures are now considered Generic.

The Technology Sector includes companies that are involved in the manufacture and sale of technological goods and services. The KPIs relevant to this sector give you the opportunity to perform highly detailed analysis of forecasted and historical performance of income and expenditure.

TELECOMMUNICATION

7 measures collected, notably: Subscriber Acquisition Cost (SAC), Subscribers, Net Subscriber Additions, Churn (%) and Access Line.

The Telecommunication Sector includes companies that are involved in Communication & Networking and Telecommunication Services. The KPIs relevant to this sector give you the opportunity to perform highly detailed analysis of forecasted and historical performance of income and expenditure.

ABOUT WRDS: Wharton Research Data Services (WRDS) is the award-winning research platform and business intelligence tool for over 40,000 corporate, academic, government and nonprofit users at 400+ institutions in 30+ countries. WRDS provides the user with one location to access over 200 terabytes of data across multiple disciplines including accounting, banking, economics, ESG, finance, healthcare, insurance, marketing and statistics. Flexible data delivery options include a powerful Web query method that reduces research time, the WRDS Cloud for executing research and strategy development, and the WRDS client server using PCSAS, Matlab, Python and R. Our Analytics team, doctoral-level support and rigorous data review and validation give clients the confidence to tailor research within complex databases and create a wide range of reliable data models.

From partnerships with data vendors to our own tools, including the WRDS SEC Analytics Suite and the Wharton School's OTIS, WRDS is the global gold standard in data management and research, all backed by the credibility and leadership of the Wharton School.

ABOUT THE WHARTON SCHOOL: Founded in 1881 as the first collegiate business school, the Wharton School of the University of Pennsylvania is recognized globally for intellectual leadership and ongoing innovation across every major discipline of business education. With a broad global community and one of the most published business school faculties, Wharton creates economic and social value around the world. The Wharton School has 5,000 undergraduate, MBA, executive MBA and doctoral students; more than 9,000 participants in executive education programs annually; and a powerful alumni network of 94,000 graduates.

ABOUT THOMSON REUTERS: We're the world's leading source of intelligent information for businesses and professionals. We combine industry expertise with innovative technology to deliver critical information to leading decision makers in the financial and risk, legal, tax and accounting, intellectual property and science and media markets, powered by the world's most trusted news organization.

BEST-OF-CLASS CONTENT TO POWER YOUR RESEARCH AND MORE

- I/B/E/S ESTIMATES
- I/B/E/S GUIDANCE
- I/B/E/S GLOBAL AGGREGATES
- I/B/E/S KEY PERFORMANCE INDICATORS
- WORLDSCOPE FUNDAMENTALS
- GLOBAL OWNERSHIP HOLDINGS
- INSTITUTIONAL HOLDINGS (13F FILING)
- MUTUAL FUND HOLDINGS
- LIPPER HEDGE FUND (FORMERLY TASS)
- INSIDER FILINGS (IFDF)
- SDC MERGERS & ACQUISITIONS FEED
- SDC NEW ISSUES FEED
- DEALSCAN

For more information, please contact wrds@tr.com or visit financial.tr.com