USER GUIDE

EMIS UNIVERSITY
EMIS database supports the following browsers. For the best experience, please use the recommended browser versions:

<table>
<thead>
<tr>
<th>Browser</th>
<th>Minimum Version</th>
<th>Recommended Version</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chrome</td>
<td>v14 and above</td>
<td>v21 and above</td>
</tr>
<tr>
<td>Opera</td>
<td>v7 and above</td>
<td>v11.6 and above</td>
</tr>
<tr>
<td>Internet Explorer</td>
<td>v11</td>
<td>v11</td>
</tr>
<tr>
<td>Firefox</td>
<td>v6 and above</td>
<td>v12 and above</td>
</tr>
<tr>
<td>Safari</td>
<td>v4 and above</td>
<td>v5 and above</td>
</tr>
</tbody>
</table>

Besides, your browser need to support:

- **JavaScript**
  To access EMIS, JavaScript must be enabled for your browser.

- **Cookies**
  To log in and do customization, cookies must be enabled for your browser.

- **Adobe Flash Player**
  To view some charts, including the tutorials, you need to have the latest versions of Adobe Flash Player installed, which is freely available for download from the Adobe website.
EMIS University Home page

A. New Header with "Home" icon hyperlinking from all pages to new Home page

B. Search for Company Profiles and Financials

C. Find Industry Reports and news

D. Find Country reports and news

E. Company screener - filter companies by financials and ratios

F. Find Industry Statistics & Forecasts or Macro Stats & Forecasts

G. Navigation to Company Pillar, Industry Pillar and Country Pillar landing pages

H. Browse EMIS Sources, explore EMIS Tutorials or check trending topics

I. Browse EMIS Sources, explore EMIS Video Tutorials or check trending topics

J. Browse EMIS Sources, explore EMIS Webinars or check trending topics

K. Browse EMIS Sources, explore EMIS User Guide or check trending topics

L. Browse EMIS Sources, explore EMIS - Newsletters or check trending topics

M. Browse EMIS Sources, explore EMIS - IR/Financials or check trending topics

N. Browse EMIS Sources, explore EMIS - Research or check trending topics

O. Browse EMIS Sources, explore EMIS - Statistics or check trending topics

P. Browse EMIS Sources, explore EMIS - Country Reports or check trending topics

Q. Browse EMIS Sources, explore EMIS - Industry Reports or check trending topics

R. Browse EMIS Sources, explore EMIS - Company Reports or check trending topics

S. Browse EMIS Sources, explore EMIS - Company Profiles or check trending topics

T. Browse EMIS Sources, explore EMIS - Country Profiles or check trending topics

U. Browse EMIS Sources, explore EMIS - Industry Profiles or check trending topics

V. Browse EMIS Sources, explore EMIS - Company Statistics or check trending topics

W. Browse EMIS Sources, explore EMIS - Country Statistics or check trending topics

X. Browse EMIS Sources, explore EMIS - Industry Statistics or check trending topics

Y. Browse EMIS Sources, explore EMIS - Company Forecasts or check trending topics

Z. Browse EMIS Sources, explore EMIS - Country Forecasts or check trending topics

[Webinar: Post Pandemic World] How are industries in China recovering from COVID-19. Tuesday, April 20. 12:00 PM GMT. EMEA Session: 15:00 PM GMT. REGISTER HERE.
New Account Settings feature can be accessed from the top right header. You can set your start page and set your user interface language, content language, and Translation language.

Recently Visited pages that allows users to quickly navigate to last visited pages in Company Profile, Industry Profile and Country Profiles and last used features.
I. The Search Bar

The search bar is available in all tabs of EMIS. The search is done in the full database, so as the result you are likely to see articles, researches, companies and a lot more.
I. Mega Menu

When you start typing you will see a menu that provides various options to select from.

You can access your previous searches, company industry and country profiles, as well as available sources:

- solar panels
  - Your previous searches
  - solar panels poland
  - solar panels
- Companies
  - Sunergy Solar Panels W.L.L.
  - Echo Solar Panels Manufacturing Llc
  - Solar Shakthi Panels Private Limited
  - Credence Solar Panels Private Limited
  - Sunrise Solar Panels India Private Limited
- Industries
  - Solar Electric Power Generation
2. Boolean Search Operators and Search Functionalities

Both within the search bar and in the "Refine Search" view in the results page, you are allowed to use Boolean operators. These are:

<table>
<thead>
<tr>
<th>Operators</th>
<th>Examples</th>
</tr>
</thead>
<tbody>
<tr>
<td>AND</td>
<td>Using AND means that you want all keywords with AND between them within the search results. So, if you search for <code>telecom AND industry AND growth</code> you will get hits containing all 3 words. Please note that AND is the default Boolean operator we use (except in Chinese language, where OR is the default), so if you do not add any other operators between keywords, we consider that you want to see all keywords in the results. If you type <code>telecom industry</code> for instance, it is equivalent to <code>telecom AND industry</code>.</td>
</tr>
<tr>
<td>OR</td>
<td><code>telecom OR industry</code> This search will retrieve articles that contain either the word <code>telecom</code> or <code>industry</code> or both.</td>
</tr>
<tr>
<td>NOT</td>
<td><code>telecom NOT industry</code> This search will retrieve articles that contain the word <code>telecom</code>, but not <code>industry</code>.</td>
</tr>
<tr>
<td>NEAR</td>
<td><code>internet nearN banking</code> (where N is an integer) This search will retrieve articles that contain <code>Internet</code> within N words (or less) of the keyword <code>Banking</code>. Note: The N is optional; if omitted, the number 10 is assumed. Values must be 1 or more.</td>
</tr>
<tr>
<td>Parentheses</td>
<td>Use parentheses () to separate search operators. Take for instance, a search such as the following: <code>(PE OR “private equity”) AND ITES</code> This search will retrieve articles containing any of the words (phrases) in within the parentheses, and the word <code>ITES</code>.</td>
</tr>
<tr>
<td>*</td>
<td><code>bank*</code> This will retrieve articles containing words derived from bank: <code>bank</code>, <code>banks</code>, <code>banking</code>, <code>banker</code>, etc. It can be used only at the end of words.</td>
</tr>
<tr>
<td>?</td>
<td>The ? operator will substitute for any character . Use ? to search for words which can be spelled in different ways. For example: if you search for <code>organisation</code>, the search will retrieve results containing either <code>organisation</code> or <code>organization</code>.</td>
</tr>
<tr>
<td>$, $, €, £, ¥, €, +</td>
<td>These special characters are considered in search, so if you will search for <code>$100</code>, your search results will not contain words without &quot;$&quot;.</td>
</tr>
<tr>
<td>Stemming</td>
<td>When you are doing a single language search, we enable stemming. Stemming means that we find your keyword's root form and we will search for all keywords with the similar root. For example: If you search for <code>manufacturing</code>, you will get results with the following keywords: <code>manufacturing</code>, <code>manufacture</code>, <code>manufacturer</code>, <code>manufacturers</code> etc. If you want to turn off stemming, put your keywords into quotation marks. Stemming is by default turned off in the following languages: Turkish, Hungarian.</td>
</tr>
</tbody>
</table>

Please note that if you use any Boolean items in search, those are always treated as Boolean operators and not as keywords unless you put them into quotation marks. E.g. if you search for "has not results containing has", you will get results containing has, but not confirmed. If you search for "has not confirmed", you will get articles containing the exact phrase has not confirmed.
Once you push the search button in the Search Bar, you will be navigated to the Search Results Page. Here you can check available content and apply filters for better results.

Use Categories to navigate to your preferred content

Apply Country, Industry and Company filter to get results you require

Use filtering options recommended for your search for precise results

Quickly check results by categories: Reports, News, Companies, Statistics, M&A
When you select a category, you want to check, you will be redirected to a new screen that is optimized for your choice. Reports and News pages provide dedicated filters and a reading pane to help you quickly find what you need.

Take advantage of dedicated filters: Topics, Sources, Date Range, Number of pages and Languages.

Open Categories on the left pane to go back to Overview.

Reading pane allows you to read articles without leaving search results.
Companies category view provide relevant filters and additional details so you can quickly find the company you’re looking for.

Use Revenue and Number of Employees filters to define the size of a company you’re looking for.

Open Categories on the left pane to go back to Overview.

Sort results by revenue, number of employees or name.

Check details in results to make sure you find the right company.
Easy Boolean Builder

Here you can build Boolean queries easily. All of these words means an AND logic between words. At least one of these words is for OR logic. None of these words is nor NOT logic and with Exact phrase you can search for exact phrase matches.

Search Multiple Fields

By using the “plus” you can add extra search bars and set some keywords to be searched in All text, while others in Title, Body or Title and Abstract.

Simple keyword search

Here you can go back to Single keyword search view.
3.4 Open Web Reports

Open Web Reports powered by ReportLinker is a new capability that allows you to browse and download open web reports for your keyword search, hence complementing your research analysis. You can find here over 1.8 million open web reports, across valuable sources like USDA, World Bank, EIA, EBC, WHO, etc.

A. Put your keywords here. AND, OR, NOT Booleans are supported. Please note that this section is supported by ReportLinker’s API, so search experience might be a different than in our main search page.

B. Sort here by Newest or Relevance.

C. Set additional filters here. Please note that we support here a limited set of industries.

D. Click on a title or hyperlink to navigate to the report.
1.1 Landing page

This page allows you to search and browse for any company related information you need.

- Use the search box to find company profile or any other company related information
- Check the widgets to quickly navigate to the type of information or a tool you need
- Save companies you monitor for quick access
- Check top companies for selected country and industry with an option to view more
### Company Screener

#### Database Results

**Clear all Filters**  **Hide search criteria**

**Brazil x**  **Manufacturing (O1) x**  **Total operating revenue 10 - 15 x**

Companies found (7,175)

<table>
<thead>
<tr>
<th>Num</th>
<th>Country</th>
<th>Company</th>
<th>Industry (NAICS)</th>
<th>Main Activities (NAICS)</th>
<th>Total operating revenue</th>
<th>Business description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Brazil</td>
<td>Werlitia S.A.</td>
<td>Corporate, Subsidiary, and Regional Managing Offices (551114); Support Activities for Nonmetallic Minerals (except Fuels)</td>
<td>All Other Nonmetallic Mineral Mining (212390)</td>
<td>14.99</td>
<td>The company is the headquarters in Sao Paulo, extracting nonmetallic minerals.</td>
</tr>
<tr>
<td>2</td>
<td>Brazil</td>
<td>Comitbo Companhia Catarinense de Fiação</td>
<td>Fiber, Yarn, and Thread Mills (3131)</td>
<td>Fiber, Yarn, and Thread Mills (3131)</td>
<td>14.96</td>
<td>The company Comitbo was founded in Joinville. The company focuses on the production of fibers and threads.</td>
</tr>
<tr>
<td>3</td>
<td>Brazil</td>
<td>Cinevit Industria e Comercio S.A.</td>
<td>Administrative Management and General Management Consulting Services (541611); Computer Terminal and Other Computer Peripheral Equipment Manufacturing (3344)</td>
<td>Computer Terminal and Other Computer Peripheral Equipment Manufacturing (3344)</td>
<td>14.86</td>
<td>The company operates in the city of Foz do Iguaçu.</td>
</tr>
<tr>
<td>4</td>
<td>Brazil</td>
<td>Cseti Cafe S.A.</td>
<td>Coffee Farming (111130); Offices of Other Holding Companies (591112); Book, Periodical, and Newspaper Merchant Wholesalers (511132)</td>
<td>Coffee Farming (111130)</td>
<td>14.02</td>
<td>The company is involved in the production and sale of coffee products.</td>
</tr>
<tr>
<td>5</td>
<td>Brazil</td>
<td>Cicero Autoexportadores S.A.</td>
<td>Engineering Services (54123); Spinning and Wire Product Manufacturing (33251)</td>
<td>Spring and Wire Product Manufacturing (33251)</td>
<td>14.94</td>
<td>The company was founded in 2010, with its state of Minas Gerais.</td>
</tr>
<tr>
<td>6</td>
<td>Brazil</td>
<td>Inda de Fibras Costa S.A.</td>
<td>Other Miscellaneous Manufacturing (3399); Textile and Fabric Finishing and Dyeing</td>
<td></td>
<td>14.51</td>
<td>The company was founded in 1966.</td>
</tr>
</tbody>
</table>

### Filters

- **Enter keyword(s):**
- **Brazil**
- **Manufacturing**
- **Listed/Unlisted**
- **USD**
- **FY**
- **Consolidated Preferred**
- **All Companies**

### Filters Options

- **Total Operating Revenue:**
  - 10 - 15

- **Net Profit (Loss) For The Period:**
  - min
  - max

- **Exclude companies without official financials**
Filters

Filters section provides quick access to the most important company and financial filters.

- **Keyword search** allows matching companies against provided keywords. The search covers company name, key executives, shareholders, subsidiaries, auditors, business description and products.

- **Country selection** allows to narrow down your criteria to given market. The default selection is based on EMIS subscription settings.

- **Global financial standard selection** defines set of accounts you can use for company screening. You can select financial templates dedicated for banks, insurers or regular non-financial businesses.

- **You can exclude companies with estimated financials and companies without financials from your search.** Please note the filter is checked out automatically in case banking, insurance or non-financial standards are chosen.
EMIS Company Screener

More Filters

Filters section provides access to searchable company data points on EMIS. It starts with keyword search, followed by company information and financial filters.

Keyword search allows matching companies against provided keywords. You can either search in all textual information or define the field in aim to get precise results.

You can search up to 10 different keywords. Click the “+” to add new input section. You can define the search field per section.

You can use several company profile related filters.
More Filters

Filters section provides access to searchable company data points on EMIS. It starts with keyword search, followed by company information and financial filters.

Select financial standard:
- **All Companies** — covers accounts available for all companies in EMIS database. By using it you can search all the entities however, the list of filters will be limited to the common ones.
- **Non-financial Standard** — provides detailed filters for regular businesses, not active in financial industry.
- **Banking Standard** — gives a list of filters applicable for banks.
- **Insurance Standard** — allows you to search detailed insurance related accounts.

You can exclude companies with estimated financials and companies without financials from your search. Please note the filter is checked out automatically in case banking, insurance or non-financial standards are chosen.

Add new filter button gives you access to all the available filters for the selected financial standard. Please note that the filters will be grouped by following sections: financials, ratios, multiples & market data.
Add filters to “more filters” view. Remember that they will be assigned to categories:
- Financials (income statement, balance sheet, cash flow)
- Ratios
- Multiples & Market Data
EMIS Company Screener

Results Table

Applied criteria list is displayed above the results. You can click on the condition and navigate to the filter in aim to refine applied values.

Click share link to share results and applied criteria

Click Customize Columns in aim to add more columns to the results table.

Click Export to export results to Excel
EMIS Company Screener

Results Table – customize columns

Select and organize data in line with your needs. The grey columns are fixed and cannot be moved. Please note that the Company ID column must stay in the end due to exporting mechanism.

Search for required data points

Select or deselect columns

Select all

Clear selection

Company Information
Income Statement
Balance Sheet
Cash Flow
Ratios
Multiples
Market Data

Name
Country
Company
Industry (NAICS)
Main Activities (NAICS)
Total operating revenue
Business description
Profit before income tax
Income tax
Current Ratio
Fiscal Year
Audited
**Results Table – export**

- **Export current table view or edit the data points.**
- **Select and organize data in line with your needs. The grey columns are fixed and cannot be moved. Please note that the Company ID column must stay in the end due to exporting mechanism.**
- **Search for required data points**
- **Select or deselect columns**
- **Define statement period, year and consolidation status**
Editor’s Choice: The Editor’s Choice content provides a selection of the most important stories of the day for the respective country or region, put together by the EMIS editorial team from leading local and global publications. Two views are provided for this section: abstract view and listed view. Under abstract view, only one top story article will be displayed at one time, with abstract, user can use the numbers below to switch to other articles.

News by Topics: Our editors select the relevant news for each country and categorize the information into six sections – Political, Company, Industry, Financial Markets, Economic and Environmental for easy access.

Trending News: You can see five most viewed News in the last 7 days.

My Newsstand: For quick access to your favorite publications, select the publications you wish to display on your News page.
The News section is designed to provide you with quick access to thousands of news sources in 15 languages from nearly 100 countries. The news platform can be accessed through Quick Links.
Trending reports:
You can see most viewed Reports in the last 7 days.

Filter by: Filter your search for any particular report using the criteria provided in the “Filter by” section, and click on “Get Results” to retrieve documents based on your query.

Featured Reports:
This section displays the latest three reports from the following premium research publications:
- Emerging Markets Insight (EMI)
- Datamonitor Industry Profiles
- BMI - Industry Forecast Scenario
- Euromonitor - Sector Capsules
- Mergent - Asia Pacific Industry Reports
- BMI - Risk, Reward Report

Latest reports: In this section you can find the latest research reports from the best local and global research firms, brokerage houses and analysts. Some reports are in PDF format, you may need to download Adobe Acrobat.

You can select and access multiple reports and customize your query by selecting your preferred document format and the number of its pages.

Reports
EMIS is a premier provider of a comprehensive collection of industry information, corporate and analytical content on the world’s emerging markets. The Reports section of the service offers quick and easy access to the most credible research and analytical sources available in a single location.

Search through more than 2,800 trusted business and financial sources from around the world. Gain industry insight from Dun & Bradstreet, Oxford Economics, Business Monitor International, Standard & Poor’s and more.
1.1 Landing page

This page allows you to search and browse for any country related information you need.

- Use the search box to find country profile or any other country related information
- Check the widgets to quickly navigate to the type of information B or a tool you need
- Save country profiles you monitor for quick access
- Browse the list to find a country profile you need
The Macroeconomic Statistics and Forecasts service allows users to get a quick snapshot of country performance, create their own quick data snapshot or deep-dive in historic and forecast data to get detailed macroeconomic information. Comparing countries is also made easy.

The data is from IMF and CEIC, providing a trustworthy source of information.
Landing Page

In the right pane of the landing page we provide you a quick snapshot of single country data or top country comparison. You can export data here directly, or can go further and use the left pane to get exactly what you need.

Macroeconomic Statistics and Forecasts

Single country landing page with macroeconomic data snapshot. Below the charts data table is available as well.

Export here data tables in Excel.

Exporting charts in picture format is available here.

Multi-country landing page.
Top Indicators

In the Top Indicators tab you can select and export/compare key data for one or more countries. By default we have selected annual data, but you can view quarterly and monthly frequencies as well.

Tab selection is Top Indicators

Search here by keywords, countries and frequency.

Select data series and countries to display here. (For single country selection the +/- expance/collapse option is hidden.)

Data selection is displayed here. Options are:
- Custom period: select the desired time range for the data
- Clear All Selections: removes all series
- Hide chart: only data table is displayed
- All Historical Data: shows full data coverage length
- Export: export data in Excel
- Add to Dashboard: link to current page is saved to Dashboard
- Share link: gives you link to current page

See data source here (or by mouseover on series name)
Macroeconomic Statistics and Forecasts

All Indicators

This is the place for historic data, where actual statistics can be discovered in details.

In filters indicators (like National Accounts) and Units (like % or USD mn) are added. By navigating between tabs, only country filter will be kept.

Data is sorted by countries. Below countries you see the same structure for available data. Select whatever you want to display in the right pane.

Panes can be resized by using the arrows to show series data or full-sized charts and tables.

Macroeconomic Statistics and Forecasts

Selected 3 series

Custom period: 01/12/2018 - 01/12/2019

Clear All | Collapse All

Top Indicators | All Indicators | Forecast

Country | Series name | Units | 01/12/2013 | 01/12/2014 | 01/12/2015 | 01/12/2016 | 01/12/2017 | 01/12/2018 | 01/12/2019

Brazil | Consumer Price Index | 2010=100 | 138.33 | 150.48 | 155.67 | 161.37 | 167.40

China | Consumer Price Index | 2010=100 | 114.92 | 117.22 | 119.09 | 121.56 | 125.06

Australia | Consumer Price Index | 2010=100 | 112.04 | 113.48 | 115.93 | 117.90 | 119.90

Source: View details
Forecast

In the Forecast tab predictions on future data by IMF are displayed. Most data also has historic parts as well, so you can compare the past and the future in the same chart immediately.
1.6 Reports

This section is accessed by clicking on the headers of the Reports boxes in the Overview Section of Country Analysis. The section provides access to premium publications providing Country forecast overviews, Country risk reports or Macroeconomic Insights from leading think tanks and consultancies that facilitate users make sense of complex economic events.

1.7 News

This section is accessed by clicking on the headers of the News boxes in the Overview Section of Country Analysis. The section allows users to understand and act on the latest opportunities or looming risks, or simply stay up-to-date on critical macroeconomic news that may affect their businesses.
1.2 Country profile

This page allows you to browse all kind of country information – economical, political, financial markets related & more.

A. Click on the country name to change to a different profile

B. Use the tabs to navigate to different sections of the profile

C. Check overview of the country – latest news, reports, statistics & more
1.1 Landing page

This page allows you to search and browse for any industry related information you need.

Use the search box to find industry profile or any other industry related information

Check the widgets to quickly navigate to the type of information or a tool you need

Save industries you monitor for quick access

Browse the list to find a sector or a niche industry
I.2. Statistics Database

Allows you to expand or collapse the main industries by clicking on the + or - signs and then select the desired sub-industry by clicking on it. Then the Statistics page will load all available series from the relevant database.

By clicking on the Frequency dropdown menu you can choose to display series from different time periods. You are able to select either all periods or only annual, semiannual, quarterly, monthly, weekly or daily statistics.

Selecting different statistics can be done by marking the checkboxes of the desired series.

The View Selected option will open a new screen where you can find further details and graphical representations.

Clicking on the Export button allows you to download the data from the selected series to Excel.
1.2. Statistics Database

You can select different time periods to be reviewed by dragging and stretching the slider bar or

Use the Custom period selector by inputting the desired dates from – to;

The Chart Type dropdown menu allows you to select between a linear and columnar graphical representation of the series and you can also turn the statistical values into percentages.
**Sources**

EMIS is a premier provider of company and industry information, alongside the relevant proprietary and multi-source news, research and analytics on the world’s emerging markets.

The service delivers proprietary and multi-source news and research from over 16,000 publications in 15 languages, covering more than 100 countries.

The Sources section can be reached from the Quick Links menu.

**Providers:** Select content providers from the dropdown, to view the list of all their publications.

**Languages:** Filter publications based on the content language.

**Source Types:** Use this filter to view publications from Newspapers, Magazines, Newswires/News agencies, Banks/Brokerage Houses, Consultancies/Market Research Companies, Government Institutions, Central Banks, etc.

**Content Types:** Use this filter to view publications by content types, e.g. News, Analysis/Research, Rating Analysis, Company Annual Reports, Industry Statistics, etc.
USER GUIDE – SOURCES

**Editor’s Choice**

You can see a selection of the best sources of EMIS in the Sources - Editor’s Choice page. You can reach it from Quick Links.

**Filter Sources:**
Filter Sources: by Countries, Languages and Industries.

**Source Types:**
Select sorting by Categories, Content Types or Publication Names.

**New Releases:**
Our newest source releases are displayed in the right pane.

You can refine sorting at the bottom of the boxes.
1. Key Indicators

Benchmark can be accessed after selecting an industry from left pane in Industry Analysis. Note that Benchmark tab is available only in those countries/industries that have at least five companies with financial data. Also, Benchmark is available only for non-financial industries.

Industry tree will allow for navigation to different industries. Selected industries will be highlighted in this tree. Search box can be used to find a particular industry.

Key Indicators will provide a comprehensive image of selected industry, by showing aggregated data for assets, sales, net profit, number of employees, as well as different financial ratios.

Balance Sheet displays industry aggregated values for total assets, liabilities, shareholders’ equity, plus other relevant accounts for a balance sheet statement. Data can be viewed for 5 years history.

Income Statement shows the industry aggregated data for revenues, expenses, profit, and different financial accounts that are part of an income statement.

Cash Flow displays industry aggregated data for net operating cash flow, free cash flow, and other financial accounts that are part of a cash flow statement.

Rankings tab presents all companies that are part of the selected industry, sorted from top company to bottom company.

Data in Key Indicators table can be viewed either as a sum of all companies present in selected industry, either as an average of all companies. Additionally, data can be viewed in local currency, Euro, or USD, and, depending on the availability of data, in annual or quarterly figures.
2. My Benchmark Industries

**My Benchmark Industries** offers different functionalities that can be used to create an industry which will include desired companies. For example, you need an industry defined on local business rules, and not EMIS industry classification, My Benchmark Industries can be used for this scope.

**Copy Company to Industry** can be used to copy a company to your own Benchmark industry.

**Add Company Data** allows you to add a company a Benchmark industry for evaluation purposes. The new company created will be available solely for the user.

**Import from Industry** can be used to import all companies from an EMIS industry to your Benchmark industry.

**Add Industry** can be used to create a Benchmark industry.

**Delete Industry** should be accessed only when you want to remove a Benchmark industry.

**Edit Industry** allows you to remove particular companies from a Benchmark industry.
3. Ranking

**Industry Ranking:** you can select from 26 different financial criteria, in order to view the ranking of companies. Indicators vary from financial statement accounts like Sales or Assets, to different profitability or efficiency ratios.

**Ranking table** displays data for the last 5 available years. Also, you can view companies sorted from top to bottom or in reverse order, for any of those 5 years.

**EMIS Benchmark Score:** Select the star icon to view the EMIS Benchmark Score for any company.
4. EMIS Benchmark Score

Company Benchmark Score tab can be accessed either from company level or from Rankings in Industry Benchmark tab.

View details for the period and number of companies taken into account for EMIS Benchmark Score calculation.

EMIS Benchmark Score is calculated with 14 default financial indicators. For detailed methodology about calculation method, please check next page.

Customize Score offers possibility to add or remove financial indicators and generate a different Benchmark Score.

14 financial indicators are used to calculate EMIS Benchmark Score. Indicators are grouped in 4 categories: Size, Growth, Profitability and Indebtedness.
5. EMIS Benchmark Score calculation methodology

EMIS Benchmark score is calculated based on a simple average of 14 different indicators:

1. Sales
2. Assets
3. Profit
4. Total Shareholders’ Equity
5. Net Sales Growth Rate %
6. Inc. / Dec. in Assets
7. Inc. / Dec.in Net Income
8. Increase (Decrease) in Equity
9. Net Income / Net Sales
10. Return On Assets
11. Net Income / Net Worth
12. Indebtedness
13. Leverage
14. Total Liabilities / Sales

Additionally, user can customize the Benchmark Score by removing indicators from default selection or by adding new ones (12 more indicators)

1. Operational Profit / Sales
2. Current Liabilities / Total Liabilities
3. Days Receivables
4. Days Inventory
5. Suppliers Turnover
6. Operational Cycle
7. Current Ratio
8. Quick Ratio
9. Working Capital
10. Gross Profit
11. Other Income
12. Total Employee

All indicators are calculated using the ranking of company in industry, which is transformed to a scale where 100 is top position and 1 the lowest position.

As an example, if an industry has 50 companies, sorted by Total Assets from top company to bottom company, then the first company in this ranking will have a score of 100 for Total Assets.

Similarly, the second company in this ranking will have a score of 98 for Total Assets – position 2 out of 50 represents a drop of 2 points on a scale of 100.

Or the company from 10th position will have a score of 80 for Total Assets.

So, after calculating all different indicators (Sales, Assets, etc.), EMIS Benchmark Score is calculated as a simple average of the 14 default indicators or of the indicators selected by the user.

As a brief interpretation, the higher the score is, the better the company is positioned in its industry. Additionally, user can see the average positioning of companies in industry below of the EMIS Benchmark Score chart.

All financial accounts present in Benchmark Score are calculated by our team (with credit analysis experience), and are based on local financial data. Basically, Benchmark functionality is based on a global financial template developed by EMIS, and we calculate financial accounts for these template using local data.

This way we ensure a global methodology and option to compare companies across sectors and countries.

Furthermore, all ratios present in Benchmark use same methodology. To check how particular ratios are calculated, you can go to Key Indicators in Benchmark industry page, and on mouse over a ratio you will see the formula used.
6. How to manage My Benchmark Industries

In order to perform an analysis that requires a customized set of companies, users can create their own industry, add the desired companies, and generate industry aggregated data, rankings and EMIS Benchmark Score.

**Step 1: Create an industry**

Go to Industry Tree Menu and select "My Benchmark Industries"

Next, select “Add Industry” and input a name for the new industry.

The new industry will appear in left Industry tree, under My Benchmark Industries. **Please note that the new industry will be solely to the user that created the industry.**
Step 2: Add companies to the new industry

Three different functionalities can be used to populate the new industry with companies.

A. “Import from Industry” functionality can be used to import an entire set of companies from an EMIS Industry.

Find the name of the industry in the list box or use the search form to filter the industries, and press “Import from Industry”. All companies present in the selected industry will be added to your industry. Please note that depending on the number of companies imported to your industry, this operation can take a couple of minutes, period during which you won’t see the companies.
B. “Copy Company to Industry” functionality can be used to add only one company to your new industry. Searching for a particular company (present in EMIS database) can be done using the fiscal ID. Simply input a valid ID, and “Company Name” will be displayed automatically. Next, select “Copy Company to Industry”.

C. “Add Company Data” functionality can be used to add to your Benchmark industry a company that is not present in EMIS database. Also, this form can be used to add financial data for an existing company, in case this data is missing. First step input a valid fiscal ID. In case the company exists in our database, then the rest of the fields (Company Name, contact information, or Industry Code) will be automatically populated with proper information. If the company is not present in our database, then you need to add a company name (mandatory field) and contact information (optional fields). Please note that if you add a new company, then it will be vEMISble only to the user that created the company.
Add Financial Data – you can add data for two different periods (annually, quarterly or monthly). If you want to add more data, simply reuse the “Add Company Data” form, using the same fiscal ID.

Note: Financial Data form is checking that data is correct, and Save will be available only if data input does not contain any errors.

Step 3: Edit Industry

This form can be used to remove companies that you don’t want to be included in your industry.

Simply select the companies you want to be remove and press “Delete Selected”.
EMIS Credit Analytics is a risk assessment model based on the concept of industry benchmark. The scoring mechanism takes into consideration:
• relative performance of the company against the industry;
• analysis of the company’s financial statements by key indicators and ratios.

The tool provides a credit risk score and calculates a target credit exposure recommendation for a given business, adjusted by a set of parameters customized by users.

I.1. Landing Page

EMIS Credit Analytics allows you to:
• verify the creditworthiness of your customers;
• benchmark your customers’ portfolio against the industry;
• mitigate counterparty risk;
• manage risk exposure;
• customize the scoring model.
I.2. Summary Tab

The Summary Tab presents the key results of the scoring process.

- **EMIS Financial Score** – reflects the internal financial strength and the result of industry benchmarking.
- **EMIS Benchmark Score** – reflects the position of the company within its sector.
- **EMIS Trend Score** – reflects the internal financial strength of the entity.
- **EMIS Credit Quota** – maximum credit exposure recommendation.

The dropdown list allows users to select a sector relevant for the company's main and secondary activities. All industries of a higher level are also available, e.g., if the company is classified as Construction of Buildings (223), Construction (22) is also available in the dropdown list. The default selection is the main activity of the lowest level. If there is more than one main activity, the default option is the first activity displayed in the company profile list. If the Industry is changed on one page, it also affects all other EMIS Credit Analytics pages, where the Industry selection dropdown list is available or the Industry selection is relevant.
1.3. EMIS Financial Score

**Score Scale** – The user can select between two Score Scales – Financial Scale (8 notches) and Business Scale (5 notches). The Business Scale is selected by default. The notches are presented in the tables below:

**Business Scale**
- 1 A Very low risk
- 2 B Low risk
- 3 C Average risk
- 4 D High risk
- 5 E Very high risk

**Financial Scale**
- 1 AA Very low risk
- 2 A Low risk
- 3 BB Moderate low risk
- 4 B Below average risk
- 5 CC Above average risk
- 6 C Moderate high risk
- 7 D High risk
- 8 E Very high risk

**Risk Profile** – The user can select from 3 Risk Profiles:
- Normal Risk;
- High Risk;
- Low Risk. Normal Risk is the default setting.

The dropdown list allows users to select a sector relevant to the company’s main and secondary activities. All industries of a higher level are also available, this is the same dropdown list as on the Summary Tab.

Allows you to look up EMIS Benchmark Score details. The EMIS Benchmark Score functionality is fully described in section 1.4. EMIS Benchmark Score of this manual.

Allows you to look up EMIS Trend Score details.
Weight: describes the percentage that the subsequent parts take in the Financial Score. The weight can be adjusted manually in the Set Parameters section.

Score: an intermediary scoring value that is used for the Trend Score calculation.

Final Score: a letter assigned to the score. It uses the same scale as the Financial Score.

The EMIS Benchmark Score functionality is fully described in the section 1.4. EMIS Benchmark Score of this manual.
EMIS Trend Score presents 3 tables with indicators, for 3 parts of the financial statement - Balance Sheet, Income Statement and Cash Flow. The selected indicators from all 3 sections are used to calculate the Score.

Each indicator’s value is compared to its previous period value to determine the period-over-period change. EMIS Trend Score uses a three-level score of numbers from 1 to 3. Each indicator will have a number assigned:

• 1 if the indicator improves;
• 2 if the indicator maintains its trend;
• 3 if the indicator deteriorates.

There is a tolerance range which describes the percentage of change that is tolerated in order to decide on improvement or deterioration. It can be customized in the Set Parameters page.

Each table presents an average value at the bottom that can be any number from 1 to 3. The averages are weighted based on the settings in the Set Parameters page. The final score is also a weighted average.

The final Trend Score, as well as the 3 sections’ separate scores have their equivalents on the Financial Score letter scale, which are presented after each table, together with text explanations. If there is no data for the period directly preceding the latest period, a Score of 2 will be assigned.
1.4. EMIS Benchmark Score

EMIS Benchmark Score – reflects the position of company within its sector of operations.

EMIS Benchmark Score customization – see on the next page.

EMIS Benchmark Score radar chart – graphical presentation of the strengths and weaknesses of the analysed company.
The window allows users to select financial parameters that they consider fundamentally important for the benchmarking process in a given industry.
1.4. EMIS Benchmark Score

**Ranking:** shows the rank of a business in the industry by given financial parameters. Score: a number assigned to the ranking. Score is expressed as a number on the 0-100 scale (1 place in the industry scores 100).

EMIS Benchmark Score is calculated as an average scoring calculate on the basis of the following sets of financial indicators and ratios:
- Business size;
- Profitability;
- Growth;
- Indebtedness.

EMIS Benchmark Score is first translated to the letter scale, and then from the letter scale to the 1-3 score scale. The assigned 1-3 notch and the letter notch are vEMISble on EMIS Financial Score tab.
Translation of EMIS Benchmark Score to the letter scale is conducted on the basis of the below tables:

### FINANCIAL SCALE

<table>
<thead>
<tr>
<th>NOTCH</th>
<th>NORMAL RISK</th>
<th>HIGH RISK</th>
<th>LOW RISK</th>
</tr>
</thead>
<tbody>
<tr>
<td>AA</td>
<td>70.000</td>
<td>100.000</td>
<td>77.00</td>
</tr>
<tr>
<td>A</td>
<td>60.000</td>
<td>69.999</td>
<td>66.00</td>
</tr>
<tr>
<td>BB</td>
<td>50.000</td>
<td>59.999</td>
<td>55.00</td>
</tr>
<tr>
<td>B</td>
<td>40.000</td>
<td>49.999</td>
<td>44.00</td>
</tr>
<tr>
<td>CC</td>
<td>30.000</td>
<td>39.999</td>
<td>33.00</td>
</tr>
<tr>
<td>C</td>
<td>20.000</td>
<td>29.999</td>
<td>22.00</td>
</tr>
<tr>
<td>D</td>
<td>10.000</td>
<td>19.999</td>
<td>11.00</td>
</tr>
<tr>
<td>E</td>
<td>0.000</td>
<td>9.999</td>
<td></td>
</tr>
</tbody>
</table>

### BUSINESS SCALE

<table>
<thead>
<tr>
<th>NOTCH</th>
<th>NORMAL RISK</th>
<th>HIGH RISK</th>
<th>LOW RISK</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>70.000</td>
<td>100.000</td>
<td>77.00</td>
</tr>
<tr>
<td>B</td>
<td>59.999</td>
<td>69.999</td>
<td>66.00</td>
</tr>
<tr>
<td>C</td>
<td>39.999</td>
<td>59.998</td>
<td>44.00</td>
</tr>
<tr>
<td>D</td>
<td>10.000</td>
<td>39.998</td>
<td>11.00</td>
</tr>
<tr>
<td>E</td>
<td>0.000</td>
<td>9.999</td>
<td></td>
</tr>
</tbody>
</table>

The translation of EMIS Benchmark Score to the 1-3 score scale is conducted on the basis of the below tables:

### FINANCIAL SCALE

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>NORMAL RISK</th>
<th>HIGH RISK</th>
<th>LOW RISK</th>
</tr>
</thead>
<tbody>
<tr>
<td>AA</td>
<td>1.500</td>
<td>1.35</td>
<td>1.65</td>
</tr>
<tr>
<td>A</td>
<td>1.700</td>
<td>1.53</td>
<td>1.87</td>
</tr>
<tr>
<td>BB</td>
<td>2.000</td>
<td>1.8</td>
<td>2.2</td>
</tr>
<tr>
<td>B</td>
<td>2.300</td>
<td>2.07</td>
<td>2.53</td>
</tr>
<tr>
<td>CC</td>
<td>2.450</td>
<td>2.205</td>
<td>2.695</td>
</tr>
<tr>
<td>C</td>
<td>2.650</td>
<td>2.385</td>
<td>2.915</td>
</tr>
<tr>
<td>D</td>
<td>2.850</td>
<td>2.565</td>
<td>3.00</td>
</tr>
<tr>
<td>E</td>
<td>3.000</td>
<td>3</td>
<td>3.00</td>
</tr>
</tbody>
</table>

### BUSINESS SCALE

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>NORMAL RISK</th>
<th>HIGH RISK</th>
<th>LOW RISK</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>1.500</td>
<td>1.35</td>
<td>1.65</td>
</tr>
<tr>
<td>B</td>
<td>2.000</td>
<td>1.8</td>
<td>2.2</td>
</tr>
<tr>
<td>C</td>
<td>2.650</td>
<td>2.385</td>
<td>2.915</td>
</tr>
<tr>
<td>D</td>
<td>2.850</td>
<td>2.565</td>
<td>3</td>
</tr>
<tr>
<td>E</td>
<td>3.000</td>
<td>3</td>
<td>3</td>
</tr>
</tbody>
</table>
1.4. EMIS Credit Quota

**EMIS Credit Quota** – target credit exposure recommended by EMIS

**Customer Type** – place to define the level of participation in customer’s payables

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Special Customer</td>
<td>50%</td>
</tr>
<tr>
<td>High Participation</td>
<td>30%</td>
</tr>
<tr>
<td>Medium Participation</td>
<td>15%</td>
</tr>
<tr>
<td>Low Participation</td>
<td>10%</td>
</tr>
<tr>
<td>New Customer</td>
<td>3%</td>
</tr>
<tr>
<td>Other</td>
<td>Value inserted by the user</td>
</tr>
</tbody>
</table>

**Choose Industry** – select industry for benchmarking

The table is divided in 3 parts:
1. Parameters related to Suppliers account (Accounts Payable)
2. Cycle and turnover parameters
3. Parameters related to Financial Liabilities account

The first two columns contain Company data – account name and the corresponding account value. There are also Suppliers and Financial Liabilities accounts for the Company for reference – they are not used in the calculation.

- Industry average for given multiplier.
- Calculated credit – it is calculated on the basis of the company financial parameters and the industry average value for the given multiplier.
- Average credit based on industry – figure calculated as the average of calculated credits per each financial parameter.
1.4. EMIS Credit Quota

**Customization box** — users can set up industry, customer type, scale and risk profile here.

**Calculation graph:**

1. Base figure — average credit calculated on the basis of industry multipliers.
2. Participation adjustment — managed by customer type set up menu.
3. Financial score adjustment — correction reflecting the internal financial strength of the entity.
4. Figure after the participation adjustment.

*Financial score adjustment factor. The tables below present all the combinations of adjustment factors depending on the scale.*

<table>
<thead>
<tr>
<th>Financial Scale Adjustments</th>
<th>Notch</th>
<th>Factor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expanded Quota</td>
<td>AA</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>A</td>
<td>1.5</td>
</tr>
<tr>
<td>Normal Quota</td>
<td>BB</td>
<td>1</td>
</tr>
<tr>
<td>Reduced Quota</td>
<td>B</td>
<td>0.8</td>
</tr>
<tr>
<td></td>
<td>CC</td>
<td>0.6</td>
</tr>
<tr>
<td></td>
<td>C</td>
<td>0.4</td>
</tr>
<tr>
<td>No Quota</td>
<td>D</td>
<td>0.2</td>
</tr>
<tr>
<td></td>
<td>E</td>
<td>0</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Business Scale Adjustments</th>
<th>Notch</th>
<th>Factor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expanded Quota</td>
<td>A</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>B</td>
<td>1</td>
</tr>
<tr>
<td>Reduced Quota</td>
<td>C</td>
<td>0.75</td>
</tr>
<tr>
<td>No Quota</td>
<td>D</td>
<td>0.5</td>
</tr>
<tr>
<td></td>
<td>E</td>
<td>0</td>
</tr>
</tbody>
</table>

**EMIS Credit Quota** — target credit exposure recommended by EMIS, final figure.
1.5. Company vs Industry

1.5.1. Company vs Industry – Key Stats

The Company vs Industry section is built up by the following subsections:

- Key Stats;
- Income Statement;
- Balance Sheet;
- Cash Flow.

At the top of Company vs Industry pages there are:

1. Reporting Period dropdown
2. Currency selection dropdown (available only on Key Stats page)
3. Industry selection dropdown
4. Download to Excel icon

The Key Stats page has the standard elements plus the Currency dropdown. The upper part shows the Reporting Details section, which is a collapse/expand section, collapsed by default. It contains the following information for the 4-year period of company data:

- **Statement Type:** shows the kind of financial statement - Individual or Consolidated;
- **Audited:** shows if the Financial statement is Audited or Non Audited;
- **Provider:** Display Source name;
- **Companies in Industry:** shows the number of companies in the industry for each year;
- **EMIS Benchmark Score:** shows the score for the company for each year.

Below Reporting Details there is a table with data that contains one-year data for the Industry and four-year data for the company.

The first column shows Indicators’ names. The second column displays Industry average for the latest year. The next columns show Company data. The last row of each table contains the Average Company Ranking of all the Rankings for individual indicators.

When the user hovers the mouse over an indicator’s name, it shows a detailed formula of calculation.
1.5.2. Company vs Industry – Income Statement, Balance Sheet, Cash Flow

Each page has two views, which are controlled by a toggle buttons 😄:

- table with 3-year company and industry data, showing vertical or/and horizontal analysis;
- charts with horizontal and vertical analysis.

Table view:

- On the left there is a table with relevant indicators for the Company and Industry. The first column shows Indicators’ names 😅.
- The next columns display 3-year Industry and Company data. There are always 2 columns for one year, one for Company, and one for Industry 😍.

Company and Industry columns display vertical analysis data (V%) and horizontal analysis data (H%).

Chart view:
1.4. Conclusions

The Conclusions page is a ready-to-print one page report that is also available as a separate page online. It has the Industry dropdown list for quick toggle between the selected company’s activities.
### 1.4. Set Parameters

The Set Parameters page allows users to customize some of the settings of the EMIS Financial Score, as well as Score Scales and Risk Profiles. The page is divided into two parts:

1. Score Scales and Risk Profiles
2. EMIS Financial Score parameters

![Score Scales and Risk Profiles](image)

**Score Scales:** users can choose between two Score Scales: Business Scale (set as default) and Financial Scale. These settings affect all pages where the letter scale is displayed.

**Risk Profiles:** the user can choose between three Risk Profiles: High Risk, Medium Risk (set as default) and Low Risk. These settings affect EMIS Trend Score and EMIS Financial Score calculations (translation of the scores between different scales).
1.4. Set Parameters

- White boxes \( A \) are editable fields in which the user can type their own numbers.
- Blue boxes \( B \) show total weight for each of the financial statement part.
- Black boxes \( C \) show the total 100% that other boxes need to sum up to.
- Save button \( D \) saves the settings for all companies in EMIS, for the particular user profile. If there is no profile and the user is a site/intranet user, the settings are remembered until the user logs out.

After saving, the parameters should be applied to all other company profiles the user \( vEMIS \)s, and also remain as changed when the user logs out and then logs in for another session.

Vertical weighting – it describes how much each parameter weights when calculating EMIS Trend Score average. All vertical weights must sum up to 100%. If the user enters numbers that do not sum up, he will see a dialog box saying “Please make sure all vertical weights sum up to 100%” and relevant boxes will be highlighted.
1.4. Set Parameters

Tolerance Margin – defines the maximum percentage each indicator can increase or deteriorate to have a score of 2 assigned.

Financial Conditions – there is a list of conditions that affect both EMIS Trend Score and final EMIS Financial Score. They define the maximum score that can be assigned given that the condition is met. The user can customize the maximum score, by choosing the letter from the dropdown list that is available next to each Condition. The Conditions can be deactivated by unchecking the check box on the left of each Condition.
**USER GUIDE – EQUITY CHARTS**

**Equity Charts:**
Access Equity Charts tab to view the end of day data for indices and quotes.

**Main indices:**
You will see interactive charts of the main indices for the selected country or region. Also, you can view different indices by selecting the ticker from drop-down menu.

**End of day data:**
Switch to different sub-tabs to end of day summary for different indices, as well as the top and worst performers on the local stock exchange.

**Symbol lookup:**
Allows you to search for any quote or index present on the local stock exchange.

**Quick Links:**
You can quickly navigate to view different market segments or view market summary and comments for the previous day.
**USER GUIDE – EQUITY CHARTS**

**Company/Index Name:** Below the company or index name you can view details about the last trading day.

**Compare:** This option allows you to view the evolution of two or more quotes or indices. Simply click on the compare button, and input the name of the next quote you would like to see. Please note that this type of comparison will work only with a line chart type.

**Overlays:** For company quotes, you can add news from different publications or news by topic, like financial results, corporate changes, ownership changes or investor relationship reports.

**Chart type:** You can modify the chart type, by choosing one of these options: line chart, area chart, step chart, or OHLC chart.

**Quote Indicators:** Table presents information about last year of trading: minimum and maximum quotation, percentage change in one year, or percentage change since the beginning of the year.

**Quote History:** You can view last 5 trading days, or you can export the full history for any quote or index.
User Guide

Company Profiles
User Guide on Company Profiles

- Overview,
- Financials,
- Similar Companies.
I. COMPANY PROFILE

1.1. Finding company profiles

Find companies using the search box on the top right corner of each page. You can find companies using their names or company ID number, such as fiscal ID. Click on a name in quick access menu or go to search results page to select your company. Click on the name or links below to find information you need.
1.2. Company Overview

In this section you can find all basic information about the company.

Click Show more under a panel to view more data.

Use Report Builder to create a custom report from all data available in the profile.

Download a PDF version of the page.

View, export and chart key financials.
Click on the table to add data to the chart.
1.3. Financials

In this section you can view interactive tables with company financials and ratios, as well as access source documents (financial data as reported by the company).

Use the menu to select financials, ratios or as reported documents

Quickly switch between annual analysis and latest interim data (quarterly etc.)

Options on the top allow you to change periods, units, currency, statement type and more

Hover over or click table row to see growth figures. Click to select accounts for charting.

Export the table with single click
1.4. Similar Companies

In this section you can view a list of companies that are similar to the selected company in terms of business line and size (based on revenue). You can also compare selected financials and export the selected data, as well as full statements.

A Adjust company list by changing industry and country/region options

B You can add individual companies and change data points using options on the right

C Export data using various options from the menu

D Remove companies by clicking on delete icon. The icon appears on hovering the mouse over the table
1.4. Similar Companies – add financials

Use Add financials & ratios menu to adjust the data you want to compare.

Choose from selected financial statement accounts and ratios.
Click Apply to view the data.

Select „Save“ to remember the selected set for later use.
Your saved template will be later available on the top of the menu.
User Guide

EMIS DealWatch
Overview

The Overview tab provides a quick summary of the latest from all DealWatch sections – deals, deal news and reports, and the top financial and legal advisors. The content displayed is based on the user's subscription and the country selected in the top right side of the page.

- View Deals section for a quick summary of the database and to check biggest deals that happened recently in your selected country/region.
- Check statistics for cross-border activity. This panel is available when you selected one country only.
- Read latest M&A news.
- Check latest M&A reports from EMIS analysts.
- League Tables show the top five financial and legal advisors for the respective region.
EMIS DealWatch

Deals

The Overview tab provides a quick summary of the latest from all DealWatch sections – deals, deal news and reports, and the top financial and legal advisors. The content displayed is based on the user's subscription and the country selected in the top right side of the page.

Use the filters to find a specific deal or to create a list of deals needed for your research. For advanced search open More filters.

Click on Details link under deal ID to view detailed page on the selected deal. The link appears when hovering the mouse over deal ID.

Select individual deals to view details or export to Excel.

View the summary of your results.

Check individual deals matching your selected criteria and export to Excel. Adjust the information in the table using Customise columns.

View individual deals in the table or switch to world map view or charts view.
EMIS DealWatch

Deals – Advanced Search

If you would like to perform a more detailed search in the Deals database you can use advanced filtering options that are available via More filters link. These include financial indicators, payment methods, deal status & more.
Use the filters to find a specific advisers or create tables needed for your research
Use Adviser type filter to switch between financial advisers, legal advisers or manager/brokers

League Tables

The League Tables is a searchable ranking of M&A and ECM financial and legal advisors. The ranking is based on the total deal value and the number of deals they advised.
M&A News

On the News tab you can access latest articles published about M&A and ECM news, as curated by our editorial team.
EMIS DealWatch

M&A Reports

The Reports tab contains proprietary DealWatch content – monthly M&A newsletters on global M&A developments, quarterly and annual M&A reports on Emerging Europe, Latin America, Emerging Asia, Africa & Middle East.
User Guide on Industry Tools

- DuPont Pyramid,
- Concentration Analysis,
- Distribution Analysis.
The analysis is done per given industry in a given country hence, user must select country and industry before checking the results however, the selection can be changed at any time on the result page.
1. INDUSTRY TOOLS

1.2. Concentration Analysis

The tool is available under Industries Analysis tab in the Tools section.

The cumulative figures are obtained by summing up the market share figures and sales figures of the companies in the company selected set.

NOTE: Companies have to be ordered Ascending by sales, and then the sum up of sales the figures and market shares can be done.

“X_k - X_{k-1}” - the column shows the difference between Cumulative Market Share for the company minus the same figure for the previous company. Basically, it represents the single “step” of X axis in Lorenz Curve chart.

“Y_k + Y_{k-1}” - the column shows the total of Cumulated Sales % of a company plus the same figure for the company below.
1. INDUSTRY TOOLS

DuPont Analysis Page

Normal DuPont Analysis

\[ \text{ROE} = \text{Net Profit Margin} \times \text{Total Assets Turnover} \times \text{Financial Leverage} \]

Where,

\[ \text{Net Profit Margin} = \frac{\text{Net Income}}{\text{Revenues}} \]

\[ \text{Total Assets Turnover} = \frac{\text{Revenues}}{\text{Total Assets}} \]

\[ \text{Financial Leverage} = \frac{\text{Total Assets}}{\text{Total Equity}} \]

Switch to Extended DuPont analysis

Extended DuPont

\[ \text{ROE} = \text{Tax Burden} \times \text{Interest Burden} \times \text{EBIT Margin} \times \text{Asset Turnover} \times \text{Financial Leverage} \]

Where,

\[ \text{Tax Burden} = \frac{\text{Net Income}}{\text{EBIT}} \]

\[ \text{Interest Burden} = \frac{\text{EBT}}{\text{EBIT}} \]

\[ \text{EBIT Margin} = \frac{\text{EBIT}}{\text{Revenues}} \]

\[ \text{Total Asset Turnover} = \frac{\text{Revenues}}{\text{Total Assets}} \]

\[ \text{Financial Leverage} = \frac{\text{Total Assets}}{\text{Total Equity}} \]
1.2. Concentration Analysis

Concentration Analysis – Lorenz Curve View

Lorenz Curve shows the proportion of distribution assumed by the bottom % market shares, where it shows what y% of the market share for the bottom x% of companies in the sector have.

Equality Line represents a state where the market revenues are equally shared amongst all the companies in the sample.
1.3. Distribution Analysis
1. INDUSTRY TOOLS

1.3. Distribution Analysis

The user can toggle between table and chart.

Sample Central Tendency gives the mean, median, high, low, number of companies’ standard deviation for the sample selected by the user.

Interquartile - helps the user to understand how the company is placed within a particular quartile. It may be the case that a company’s rank to be high, but its interquartile position may be tending on a lower side, thus helping the user to find out actual position of a company with respect to its competition.

Search for a company functionality allows the user to search for a company within the table, the table will focus on that particular company only.

Upper limits for Quartiles and Deciles

Distribution Analysis - Editing the Indicators
1.3. Distribution Analysis - Parameters

Only one financial indicator can be selected in order to perform the selected type of analysis.

Only one year can be selected for the analysis.

User will be able to see both charts on the same page. Also, if user searches for a company, chart will automatically show relevant quartile/decile.

Note: Chart is constructed using a logarithmic Y axis.