

USER GUIDE

EMIS UNIVERSITY

USER GUIDE – SYSTEM REQUIREMENTS

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

Browser	Minimum Version	Recommended Version
Chrome	v14 and above	v21 and above
Opera	v7 and above	v11.6 and above
Internet Explorer	v11	v11
Firefox	v6 and above	v12 and above
Safari	v4 and above	v5 and above

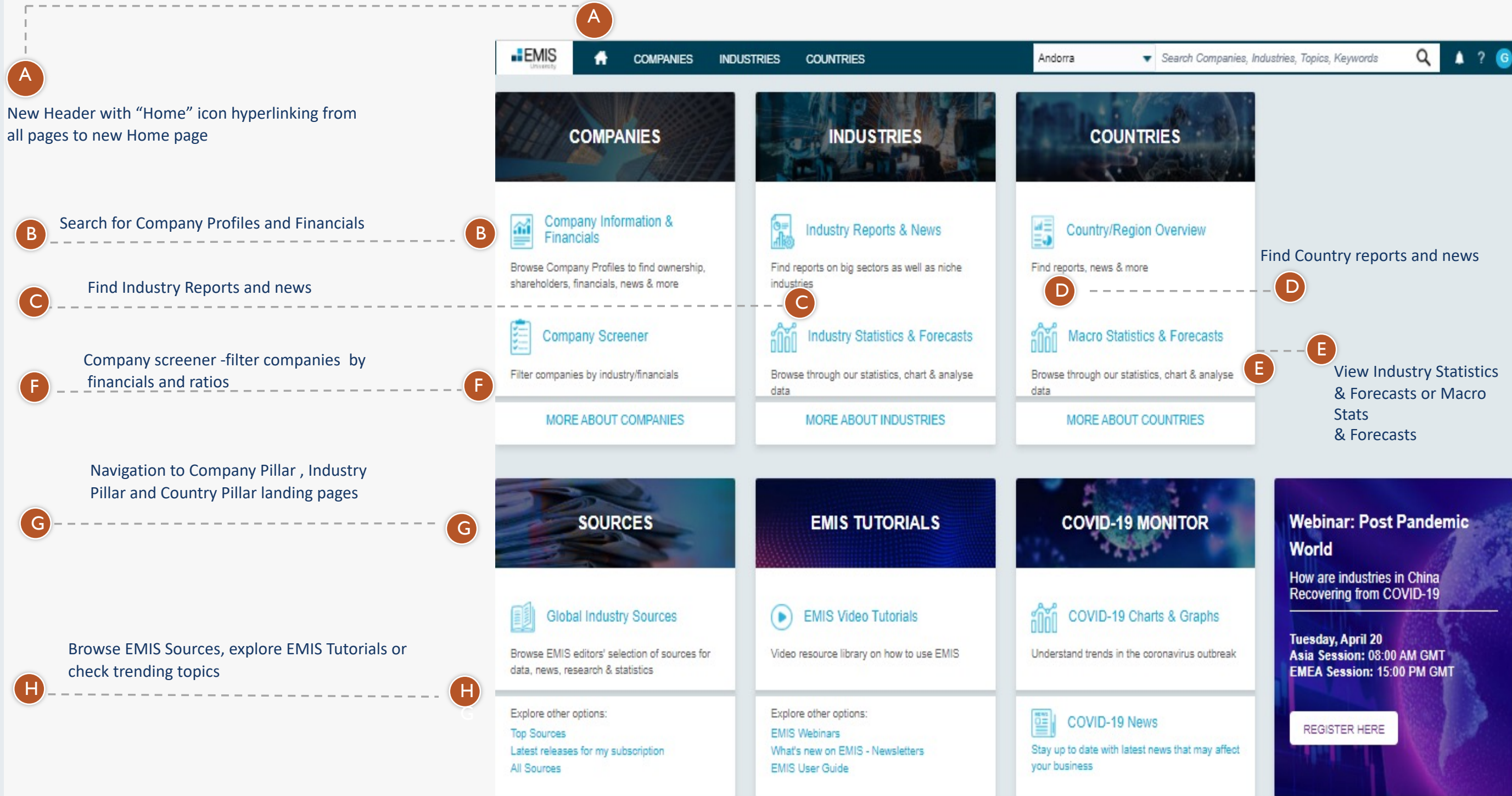
Besides, your browser need to support:

- **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.

User Guide
EMIS University
Home page



EMIS University Home page



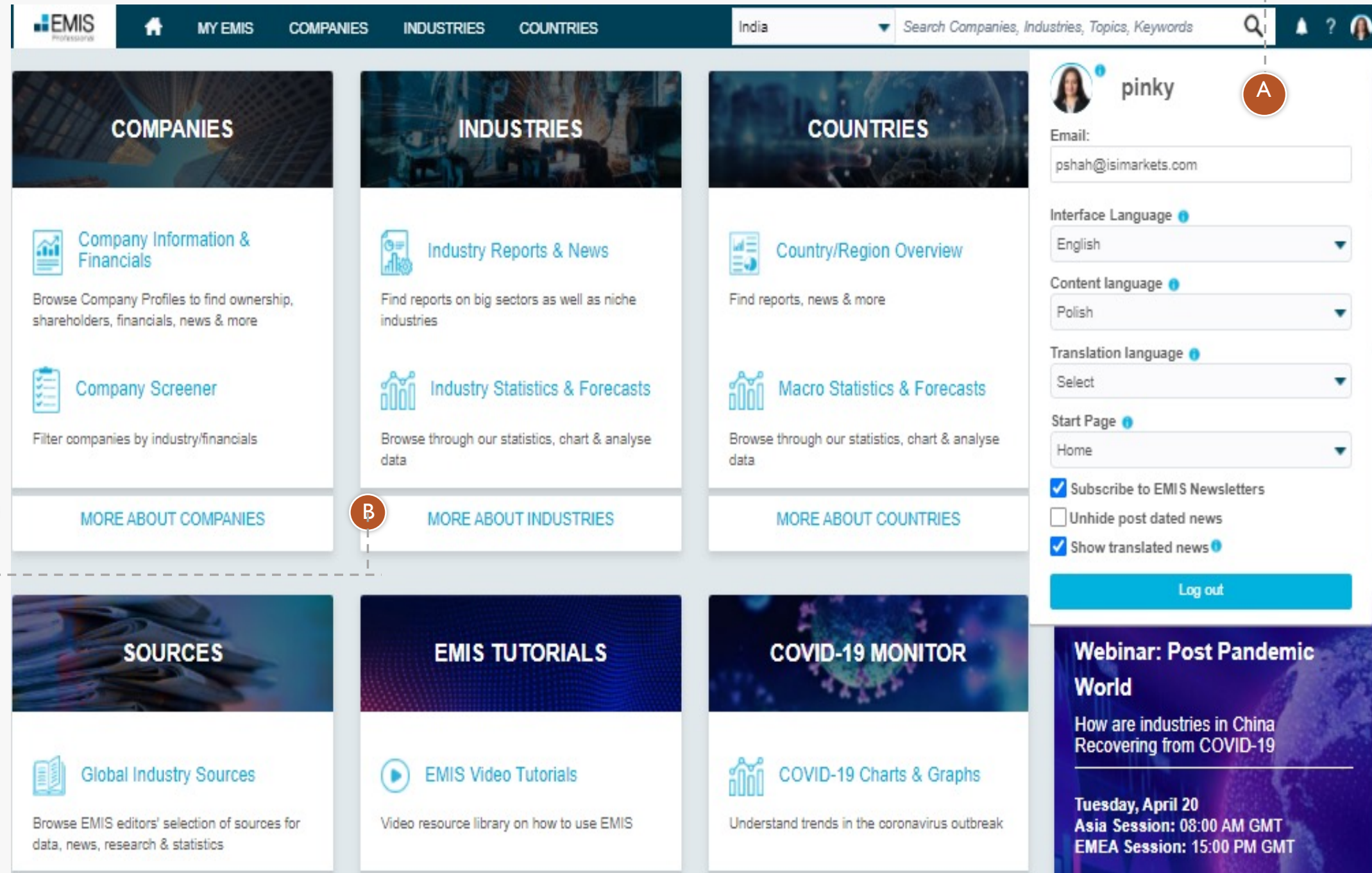
EMIS Account Settings

A

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.

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

B



COMPANIES

Company Information & Financials
Browse Company Profiles to find ownership, shareholders, financials, news & more

Company Screener
Filter companies by industry/financials

INDUSTRIES

Industry Reports & News
Find reports on big sectors as well as niche industries

Industry Statistics & Forecasts
Browse through our statistics, chart & analyse data

COUNTRIES

Country/Region Overview
Find reports, news & more

Macro Statistics & Forecasts
Browse through our statistics, chart & analyse data

SOURCES

Global Industry Sources
Browse EMIS editors' selection of sources for data, news, research & statistics

EMIS TUTORIALS

EMIS Video Tutorials
Video resource library on how to use EMIS

COVID-19 MONITOR

COVID-19 Charts & Graphs
Understand trends in the coronavirus outbreak

Webinar: Post Pandemic World
How are industries in China Recovering from COVID-19
Tuesday, April 20
Asia Session: 08:00 AM GMT
EMEA Session: 15:00 PM GMT

Account Settings

Email: pshah@isimarkets.com

Interface Language: English

Content language: Polish

Translation language: Select

Start Page: Home

☒ Subscribe to EMIS Newsletters

☐ Unhide post dated news

☒ Show translated news

Log out

EMIS Tab Menu

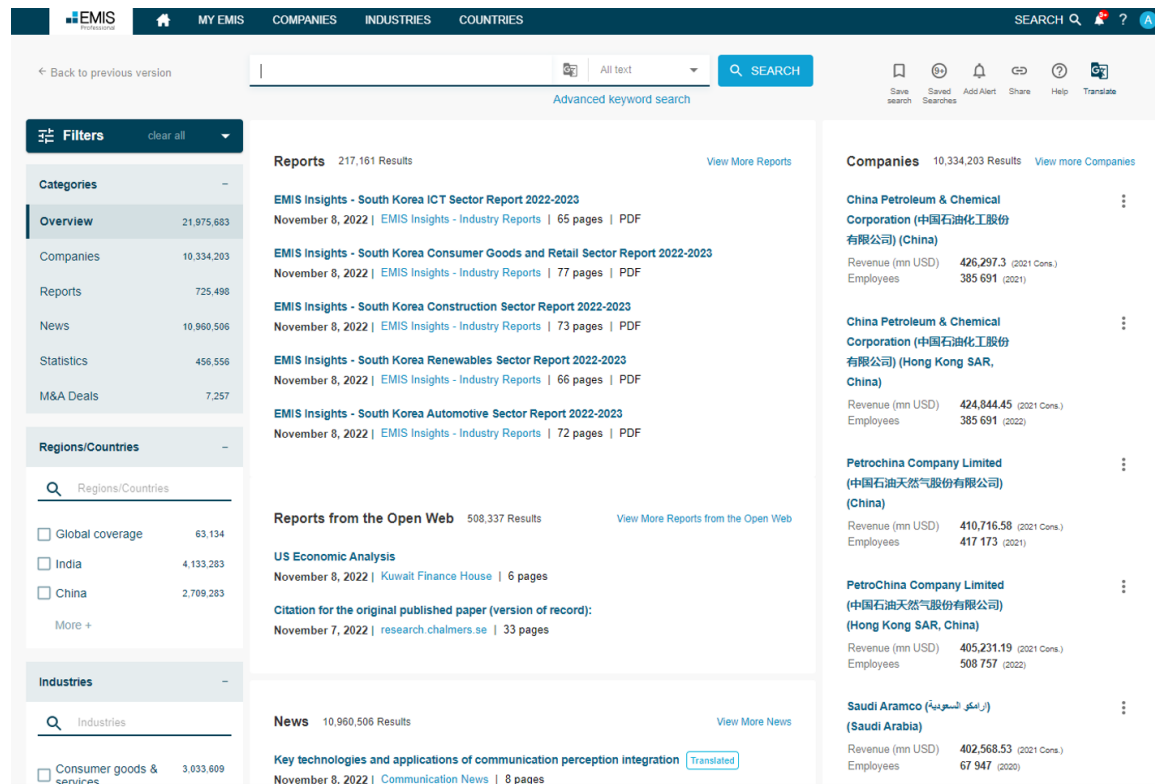
A

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

A

The screenshot displays the EMIS website interface. At the top, there is a dark blue header with the EMIS logo and navigation tabs: COMPANIES, INDUSTRIES, and COUNTRIES. A search bar is located on the right side of the header. Below the header, the main content area is divided into several sections. The 'Recently Visited' section is highlighted with a dashed line and a red circle labeled 'A'. This section includes links to 'Similar companies - Tata Power Company Ltd.', 'Overview - Banco Santander S.A.', and 'Company Screener'. Below this, there are three main navigation areas: 'COMPANIES', 'INDUSTRIES', and 'COUNTRIES'. Each area has a corresponding icon and a brief description of the content available. For example, the 'COMPANIES' section includes 'Company Information Financials', 'Company Screener', and 'MORE ABOUT COMPANIES'. The 'INDUSTRIES' section includes 'Industry Statistics & Forecasts' and 'MORE ABOUT INDUSTRIES'. The 'COUNTRIES' section includes 'Macro Statistics & Forecasts' and 'MORE ABOUT COUNTRIES'. At the bottom of the page, there are three more sections: 'SOURCES', 'EMIS TUTORIALS', and 'COVID-19 MONITOR'. Each section has a corresponding icon and a brief description of the content available. For example, the 'SOURCES' section includes 'Global Industry Sources' and 'Explore other options: Top Sources'. The 'EMIS TUTORIALS' section includes 'EMIS Video Tutorials' and 'Explore other options: EMIS Webinars'. The 'COVID-19 MONITOR' section includes 'COVID-19 Charts & Graphs' and 'Explore other options: COVID-19 News'. On the far right, there is a sidebar with a 'Webinar: Post Pandemic World' announcement, including the date 'Tuesday, April 20', the time 'Asia Session: 08:00 AM GMT' and 'EMEA Session: 15:00 PM GMT', and a 'REGISTER HERE' button.

EMIS SEARCH



The screenshot displays the EMIS Search interface. At the top, there's a navigation bar with 'MY EMIS', 'COMPANIES', 'INDUSTRIES', and 'COUNTRIES'. A search bar is on the right. Below the navigation bar, a 'Filters' sidebar on the left allows filtering by 'Categories' (Overview, Companies, Reports, News, Statistics, M&A Deals) and 'Regions/Countries' (Global coverage, India, China, etc.). The main content area is divided into three sections: 'Reports' (217,161 Results), 'Companies' (10,334,203 Results), and 'News' (10,960,506 Results). Each section lists specific reports or company profiles with details like date, page count, and PDF availability. For example, under 'Reports', there are several 'EMIS Insights - South Korea' reports for various sectors. Under 'Companies', profiles for 'China Petroleum & Chemical Corporation' and 'PetroChina Company Limited' are shown with revenue and employee data. Under 'News', a report on 'Key technologies and applications of communication perception integration' is listed.

I.The Search Bar



This screenshot shows the top header of the EMIS Professional website. It includes the EMIS Professional logo, navigation tabs for 'MY EMIS', 'COMPANIES', 'INDUSTRIES', and 'COUNTRIES', and a search bar on the right with the placeholder text 'Search Companies, Industries, Topics, Keywords'.

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.

EMIS SEARCH

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:

Operators	Examples
AND	Using AND means that you want all keywords with AND between them within the search results. So, if you search for telecom AND industry AND growth 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 telecom industry for instance, it is equivalent to telecom AND industry .
OR	telecom OR industry This search will retrieve articles that contain either the word telecom or industry or both.
NOT	telecom NOT industry This search will retrieve articles that contain the word telecom , but not industry .
NEAR	internet nearN banking (where N is an integer) This search will retrieve articles that contain Internet within N words (or less) of the keyword Banking . Note: The N is optional; if omitted, the number 10 is assumed. Values must be 1 or more.
Parentheses ()	Use parentheses () to separate search operators. Take for instance, a search such as the following: (PE OR “private equity”) AND ITES This search will retrieve articles containing any of the words (phrases) in within the parentheses, and the word ITES .
*	bank* This will retrieve articles containing words derived from bank: bank, banks, banking, banker , etc. It can be used only at the end of words.
?	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 organi?ation , the search will retrieve results containing either organisation or organization .
%, \$, £, ¥, €, +	These special characters are considered in search, so if you will search for \$100 , your search results will not contain words without “\$”.
Stemming	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 manufacturing , you will get results with the following keywords: manufacturing, manufacture, manufacturer, manufacturers 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

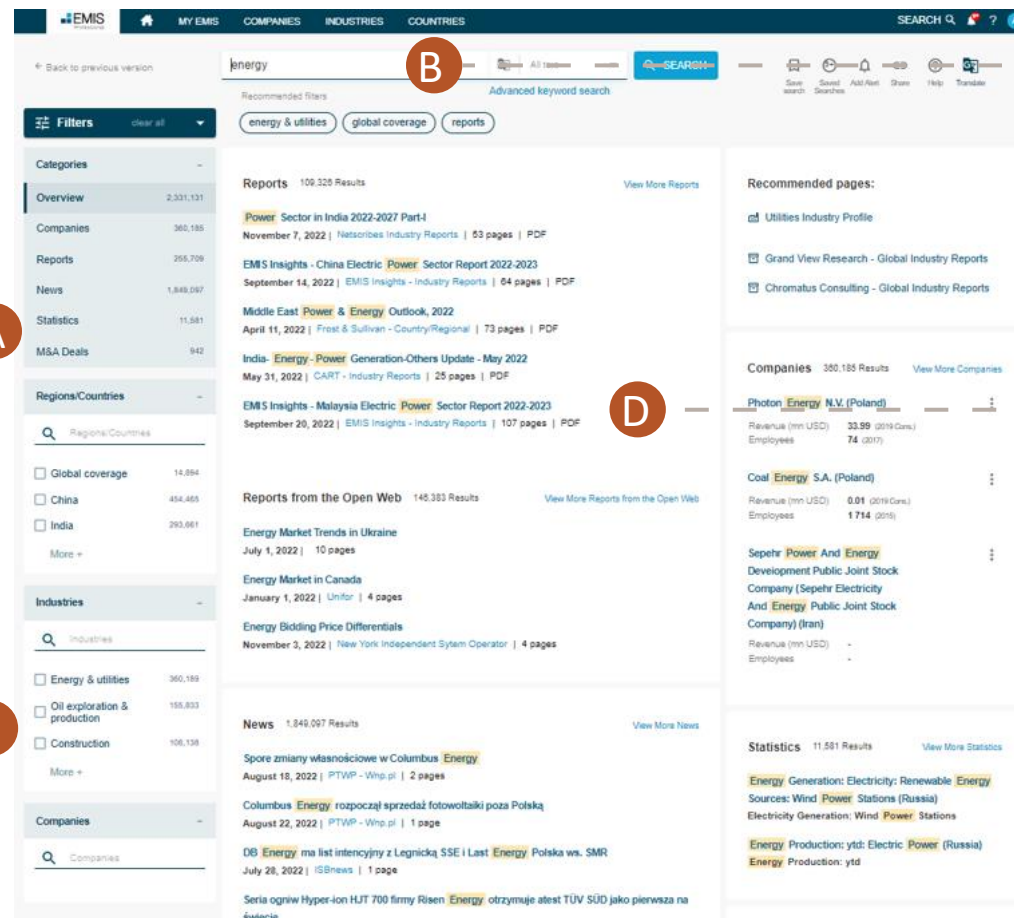
Please note that if you use any Boolean items in search, those are always treated as Boolean operators and not as keywords unless you put them into quotation marks. E.g. if you search for has not confirmed, you will get results containing has, but not confirmed. If you search for “has not confirmed”, you will get articles containing the exact phrase has not confirmed.

EMIS SEARCH - OVERVIEW

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



The screenshot shows the EMIS Search Results Page for the query 'energy'. The page is divided into several sections:

- Filters (A):** A sidebar on the left containing filters for Categories, Regions/Countries, Industries, and Companies. Each filter has a search bar and a list of options with counts.
- Search Bar (B):** At the top, featuring a search input field, a search button, and a 'SEARCH' button.
- Results (D):** The main content area displaying search results for 'energy'. It includes sections for Reports, Companies, News, and Statistics, each with a list of results and a 'View More' link.
- Recommended pages:** A section on the right side of the page listing recommended pages such as 'Utilities Industry Profile', 'Grand View Research - Global Industry Reports', and 'Chromatus Consulting - Global Industry Reports'.

Use filtering options recommended for your search for precise results

Quickly check results by categories: Reports, News, Companies, Statistics, M&A

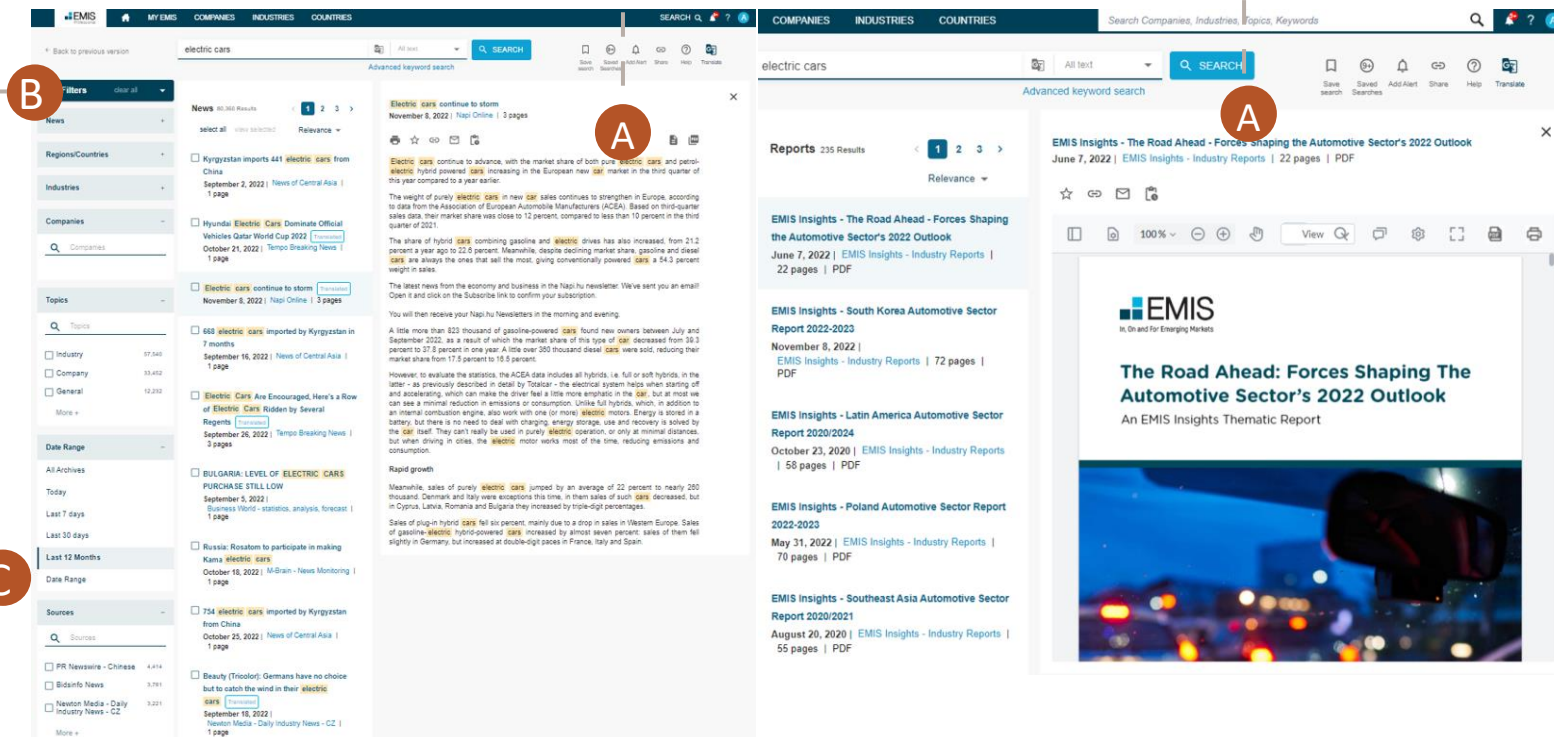
EMIS SEARCH – CATEGORY VIEW – REPORTS AND NEWS

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.

Open Categories on the left pane to go back to Overview

Reading pane allows you to read articles without leaving search results

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



The screenshot displays the EMIS Search interface for the category 'electric cars'. The left sidebar (labeled B) contains filters for Regions/Countries, Industries, Companies, Topics, Date Range, and Sources. The main content area (labeled A) shows search results for 'electric cars' with a list of news articles and a detailed article preview on the right. The preview includes the title 'Electric cars continue to storm', the date 'November 8, 2022', and a brief summary of the article content. The right sidebar (labeled C) shows a list of reports, including 'EMIS Insights - The Road Ahead - Forces Shaping the Automotive Sector's 2022 Outlook'.

EMIS SEARCH – CATEGORY VIEW - COMPANIES

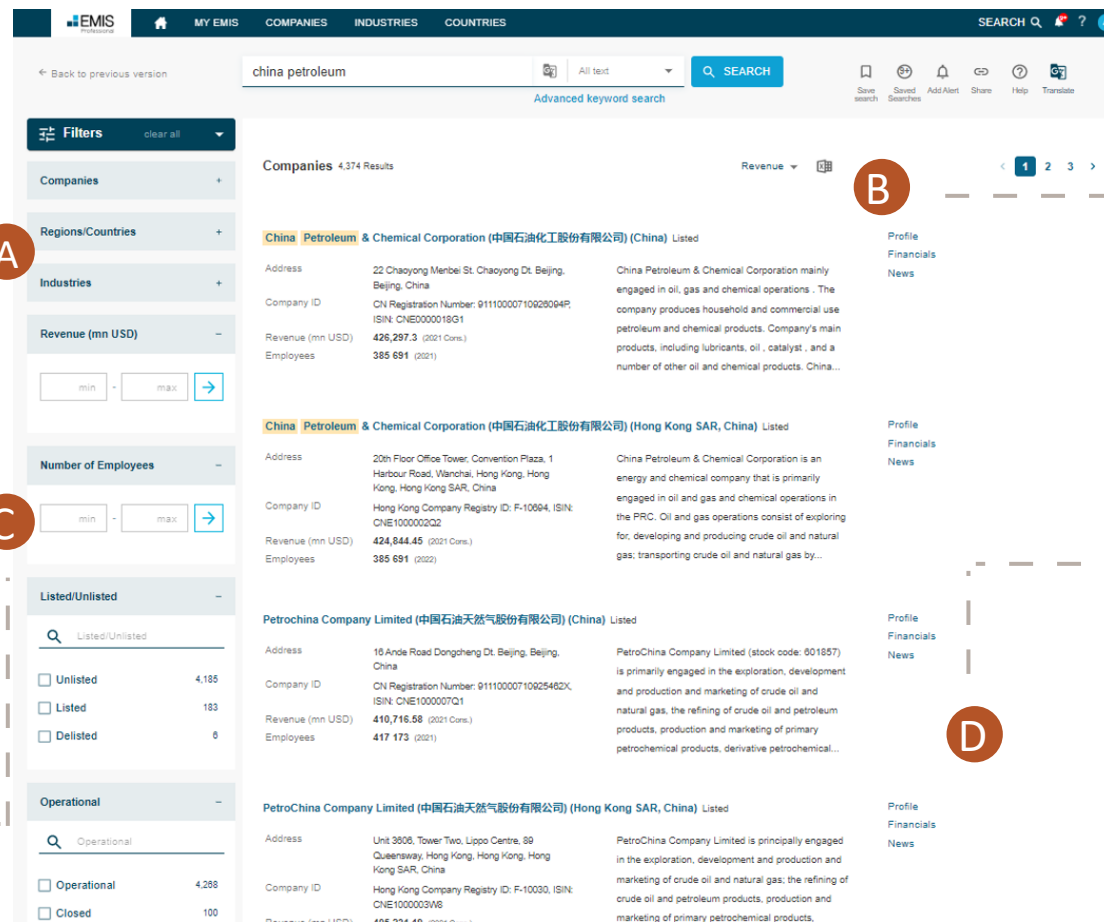
Companies category view provide relevant filters and additional details so you can quickly find the company you're looking for

Open Categories on the left pane to go back to Overview

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

Sort results by revenue, number of employees or name

Check details in results to make sure you find the right company



Back to previous version

chinese petroleum

Advanced keyword search

Filters

Companies

Regions/Countries

Industries

Revenue (mn USD)

Number of Employees

Listed/Unlisted

Operational

Companies 4,374 Results

Revenue

Sort

1 2 3

China Petroleum & Chemical Corporation (中国石油化工股份有限公司) (China) Listed

Address: 22 Chaoyang Menbei St. Chaoyang Dt. Beijing, Beijing, China

Company ID: CN Registration Number: 91110000710620094P, ISIN: CNE0000019G1

Revenue (mn USD): 426,297.3 (2021 Cons.)

Employees: 385,691 (2021)

China Petroleum & Chemical Corporation mainly engaged in oil, gas and chemical operations. The company produces household and commercial use petroleum and chemical products. Company's main products, including lubricants, oil, catalyst, and a number of other oil and chemical products. China...

China Petroleum & Chemical Corporation (中国石油化工股份有限公司) (Hong Kong SAR, China) Listed

Address: 20th Floor Office Tower, Convention Plaza, 1 Harbour Road, Wanchai, Hong Kong, Hong Kong, Hong Kong SAR, China

Company ID: Hong Kong Company Registry ID: F-10594, ISIN: CNE10000002Q2

Revenue (mn USD): 424,844.45 (2021 Cons.)

Employees: 385,691 (2022)

China Petroleum & Chemical Corporation is an energy and chemical company that is primarily engaged in oil and gas and chemical operations in the PRC. Oil and gas operations consist of exploring for, developing and producing crude oil and natural gas; transporting crude oil and natural gas by...

Petrochina Company Limited (中国石化天然气股份有限公司) (China) Listed

Address: 16 Ande Road Dongcheng Dt. Beijing, Beijing, China

Company ID: CN Registration Number: 91110000710625462X, ISIN: CNE10000007Q1

Revenue (mn USD): 410,716.58 (2021 Cons.)

Employees: 417,173 (2021)

PetroChina Company Limited (stock code: 601857) is primarily engaged in the exploration, development and production and marketing of crude oil and natural gas, the refining of crude oil and petroleum products, production and marketing of primary petrochemical products, derivative petrochemical...

Petrochina Company Limited (中国石化天然气股份有限公司) (Hong Kong SAR, China) Listed

Address: Unit 3608, Tower Two, Lippo Centre, 89 Queensway, Hong Kong, Hong Kong, Hong Kong SAR, China

Company ID: Hong Kong Company Registry ID: F-10030, ISIN: CNE1000003W6

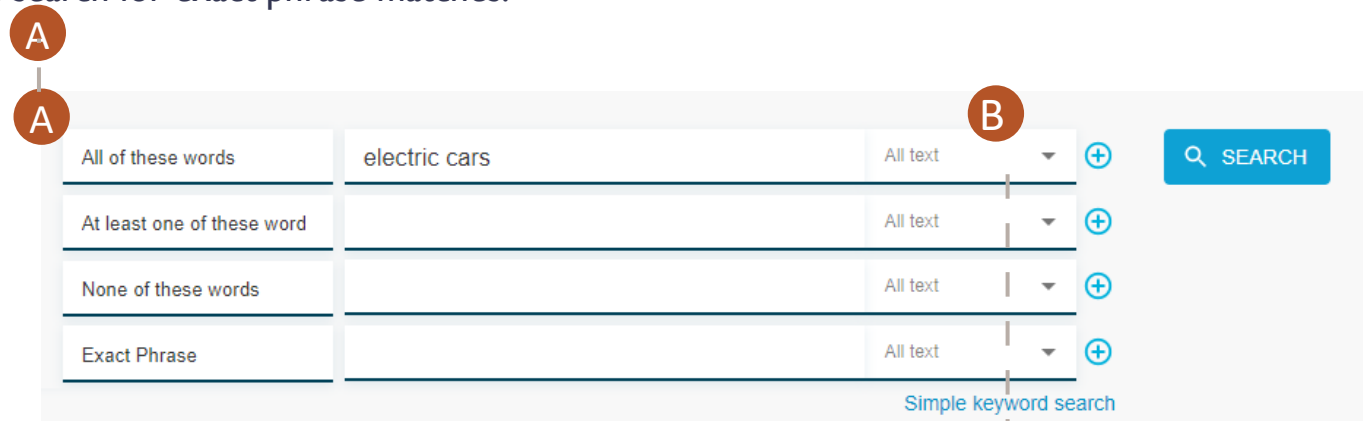
Revenue (mn USD): 406,254.45 (2021 Cons.)

PetroChina Company Limited is principally engaged in the exploration, development and production and marketing of crude oil and natural gas; the refining of crude oil and petroleum products, production and marketing of primary petrochemical products.

EMIS SEARCH – CATEGORY VIEW - COMPANIES

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.



All of these words	electric cars	All text	+
At least one of these word		All text	+
None of these words		All text	+
Exact Phrase		All text	+

Simple keyword search

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.

Reports from the Open Web

Last 12 Months

153 countries/regions


Industries

Less filters

Sources

Clear All


Results: 38,128 [Video Tutorial](#) Sort By: **Relevance**



TELECOM REVENUES
Telecom Market in India

November 01, 2020 | 39 Pages | India Brand Equity Foundation powered by ReportLinker
Open/Download pdf: <https://www.ibef.org/download/Telecommunications-November-2020.pdf>


The Indian telecom sector's gross revenue declined from US\$ 40.29 billion in FY16 to US\$ 35.87 billion in FY20. Gross revenue of the telecom sector stood at Rs.



TELECOM REVENUES
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Indian telecom sector's gross revenue declined from US\$ 40.29 billion in FY16 to US\$ 33.97 billion in FY19. Gross revenue of the telecom sector stood at Rs 185,291 crore (US\$ 26.51 billion) in FY20 (April-December 2019).



TELECOM REVENUES
Telecom Market in India

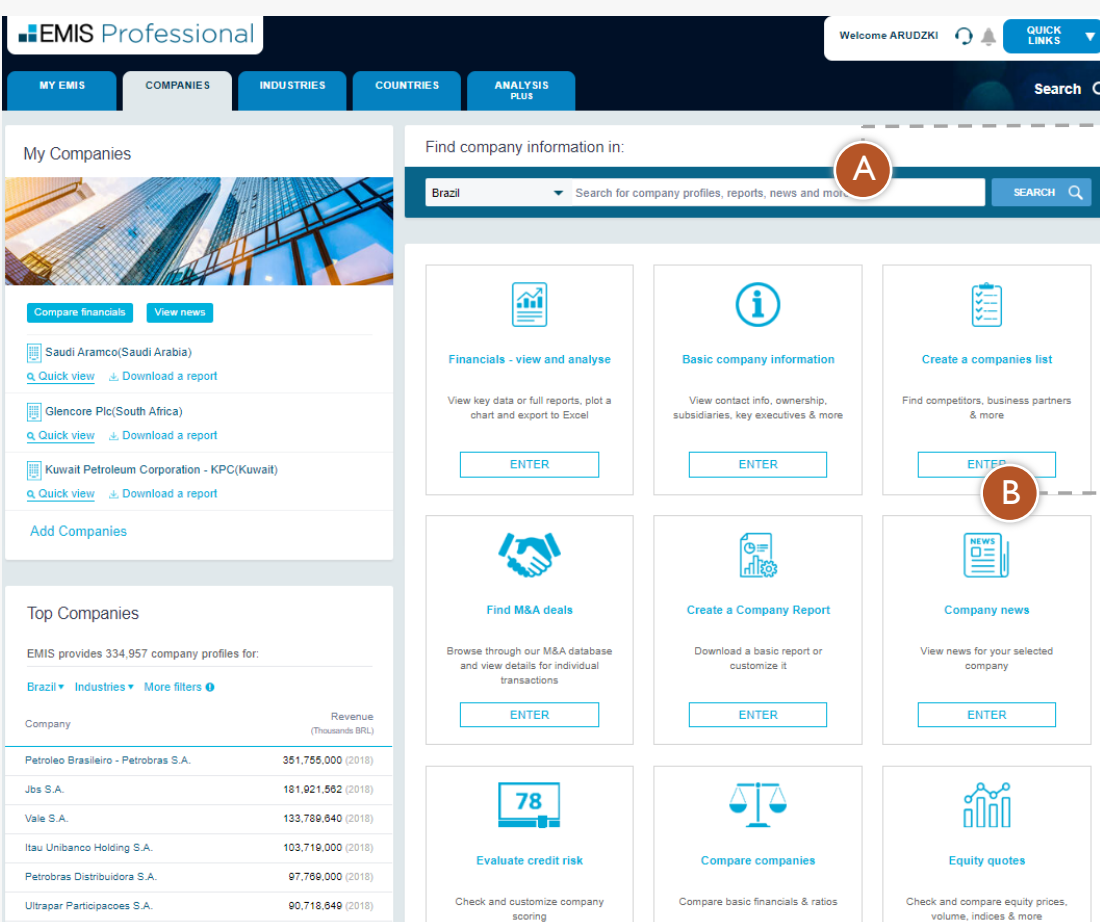
June 01, 2020 | 39 Pages | India Brand Equity Foundation powered by ReportLinker
Open/Download pdf: <https://www.ibef.org/download/Telecommunications-June-2020.pdf>

Indian telecom sector's gross revenue declined from US\$ 40.29 billion in FY16 to US\$ 33.97 billion in FY19. Gross revenue of the telecom sector stood at Rs 121,527 crore (US\$ 17.39 billion) in FY20 (April-September 2019).

USER GUIDE - COMPANIES

1.1 Landing page

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



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

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

C Save companies you monitor for quick access

D Check top companies for selected country and industry with an option to view more

My Companies

Compare financials View news

Saudi Aramco(Saudi Arabia)
Quick view Download a report

Glencore Plc(South Africa)
Quick view Download a report

Kuwait Petroleum Corporation - KPC(Kuwait)
Quick view Download a report

Add Companies

Top Companies

EMIS provides 334,957 company profiles for:

Brazil Industries More filters

Company	Revenue (Thousands BRL)
Petroleo Brasileiro - Petrobras S.A.	351,755,000 (2018)
Jbs S.A.	181,921,562 (2018)
Vale S.A.	133,789,840 (2018)
Itau Unibanco Holding S.A.	103,719,000 (2018)
Petrobras Distribuidora S.A.	97,769,000 (2018)
Ultrapar Participacoes S.A.	90,718,849 (2018)

Find company information in:

Brazil Search for company profiles, reports, news and more

Financials - view and analyse
View key data or full reports, plot a chart and export to Excel
ENTER

Basic company information
View contact info, ownership, subsidiaries, key executives & more
ENTER

Create a companies list
Find competitors, business partners & more
ENTER

Find M&A deals
Browse through our M&A database and view details for individual transactions
ENTER

Create a Company Report
Download a basic report or customize it
ENTER

Company news
View news for your selected company
ENTER

Evaluate credit risk
Check and customize company scoring

Compare companies
Compare basic financials & ratios

Equity quotes
Check and compare equity prices, volume, indices & more



EMIS Company Screener

Company Screener

[User Guide](#)

Filters

[More Filters](#)

Enter keyword(s)

Brazil

Manufacturing

Listed/Unlisted

USD Million

FY Latest

Consolidated Preferred

All Companies

Total Operating Revenue

10 - 15

Net Profit (Loss) For The Period

min - max

☐ Exclude companies without official financials

Database Results

[Clear all Filters](#) [Hide search criteria](#) [Share link](#)

Brazil x Manufacturing (31) x Total operating revenue 10 - 15 x

Companies found (7,175) [Customise Columns](#) [Export](#)

<input type="checkbox"/>	Num	Country	Company	Industry (NAICS)	Main Activities (NAICS)	Total operating revenue	Business description
<input type="checkbox"/>	1	Brazil	Xilolite S.A.	Corporate, Subsidiary, and Regional Managing Offices(551114); Support Activities for Nonmetallic Minerals (except Fuels)...	All Other Nonmetallic Mineral Mining(212399)	14.99	The company Xilolite headquartered in Sa...
<input checked="" type="checkbox"/>	2	Brazil	Comfio Companhia Catarinense de Fiacao	Fiber, Yarn, and Thread Mills(3131)	Fiber, Yarn, and Thread Mills(3131)	14.96	The company Comfio Fiacao was founded Joinville. The compa...
<input checked="" type="checkbox"/>	3	Brazil	Cianet Industria e Comercio S.A.	Administrative Management and General Management Consulting Services(541611); Computer Terminal and Other Computer Perip...	Computer Terminal and Other Computer Peripheral Equipm Manufacturing(334...	14.88	Cianet Networking w in the city of Palhoca, company operat...
<input type="checkbox"/>	4	Brazil	Ac Cafe S.A.	Coffee Farming(1113392); Offices of Other Holding Companies(551112); Book, Periodical, and Newspaper Merchant Wholesaler...	Coffee Farming(1113392)	14.82	
<input type="checkbox"/>	5	Brazil	Ciser Fixadores Automotivos S.A.	Engineering Services(54133); Spring and Wire Product Manufacturing(33261)	Spring and Wire Product Manufacturing(33261)	14.64	The company Ciser M founded in 2010, hea state of Minas Gerais
<input type="checkbox"/>	6	Brazil	Industria de Feltros Santa Fe S.A.	Other Miscellaneous Manufacturing(3399);	Textile and Fabric Finishing and	14.61	The company Industr founded in 1966-08-5

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.

The diagram illustrates the layout of the EMIS Company Screener filters section. It features four callout boxes labeled A, B, C, and D, each pointing to a specific filter area in the interface. Callout A points to the keyword search bar. Callout B points to the country selection dropdown. Callout C points to the global financial standard selection dropdown. Callout D points to the checkbox for excluding companies without official financials. The interface also includes a 'More Filters' link at the top right and a 'Clear all Filters' link at the bottom right.

Filters [More Filters >](#)

A Enter keyword(s)

B Brazil
Manufacturing
Listed/Unlisted

C All Companies
All Companies
Non-Financial Standard
Banking Standard
Insurance Standard

D ☐ Exclude companies without official financials

[More Filters >](#)
[Clear all 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.

All Filters Companies found (9,281,824) [Clear all Filters](#) [Less Filters](#)

All

Company name

Key Executives

Shareholders

Subsidiaries

Financial Auditors

Business Description

Products

Enter keywords

+

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

161 countries/regions

Industries

Listed/Unlisted

Number Of Employees

min

-

max

State/County

City

Operational Status

Stock Exchanges

Import Countries

Legal Form

Market Indices

Export Countries

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.

Standard:

All Companies
Non-Financial Standard
Banking Standard
Insurance Standard

☐ Exclude companies without official financials

USD
Million

Period:
FY
Latest

Type:
Consolidated Preferred

Financials:

Total Operating Revenue

min - max

Operating Profit (EBIT)

min - max

Net Profit (Loss) For The...

min - max

Total Assets

min - max

Total Equity

min - max

+ Add new filter

Ratios:

Total Operating Revenue Trend

min - max

Operating Profit Margin (ROS)

min - max

Operating Profit Trend

min - max

Net Profit Margin

min - max

Net Profit Trend

min - max

+ Add new filter

Multiples & Market Data:

Earnings Per Share (EPS)

min - max

Price To Earnings (P/E)

min - max

+ Add new filter

Select financial standard:

All Companies – covers accounts available for all companies in EMIS database. By using it you can search all the entitles 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.

More Filters – add new filter

Add filter(s)

Search

Select from:

All
Income Statement
Balance Sheet
Cash Flow
Ratios
Multiples
Market Data

Select All
Clear Selection

☒ Total operating revenue
☒ Operating profit (EBIT)
☐ Profit before income tax
☐ Income tax
☐ Tax difference due to consolidation
☐ Profit after income tax
☐ Profit (Loss) From Discontinued Operations
☒ Net Profit (Loss) for the Period
☐ Other comprehensive result for the period, net of tax
☐ Comprehensive income
☐ - Comprehensive Profit (loss) attributable to Minority Interests
☐ Lower Limit of Revenue Range
☐ Upper Limit of Revenue Range

Add filter(s)
Cancel

A Search for financial accounts, ratios, multiples by typing in a filter name in the search box. You can narrow down your results by selecting categories like income statement, balance sheet, cashflow, ratios, multiples and market data.

B The list contains all the filters available for the selected financials standard.

C 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

Database Results [Clear all Filters](#) [Hide search criteria](#)

Brazil x

Manufacturing (31) x

Total operating revenue 10 - 15 x

Companies found (7,175) ▼

Customise Columns

Export

Share link

<input type="checkbox"/>	Num	Country	Company	Industry (NAICS)	Total operating revenue	Fiscal Year	Audited	Consolidated
<input type="checkbox"/>	1	Brazil	Xilolite S.A.	Corporate, Subsidiary, and Regional Managing Offices(551114); Support Activities for Nonmetallic Minerals (except Fuels)...	14.99	2019	N	Individual
<input type="checkbox"/>	2	Brazil	Comfio Companhia Catarinense de Fiacao	Fiber, Yarn, and Thread Mills(3131)	14.96	2019	N	Individual
<input type="checkbox"/>	3	Brazil	Cianet Industria e Comercio S.A.	Administrative Management and General Management Consulting Services(541611); Computer Terminal and Other Computer Perip...	14.88	2018	N	Individual
<input type="checkbox"/>	4	Brazil	Ac Cafe S.A.	Coffee Farming(1113392); Offices of Other Holding Companies(551112); Book, Periodical, and Newspaper	14.82	2018	N	Consolidate

A

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.

B

Click share link to share results and applied criteria

C

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

D

Click Export to export results to Excel

Results Table – customize columns

A 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

C Select or deselect columns

Results Table – export

Export

Data points option:

Current table view

Customise (edit data points)

Selected 15 of 212

Num

Country

Company

Industry (NAICS)

Main Activities (NAICS) ✕

Total operating revenue ✕

Business description ✕

Profit before income tax ✕

Income tax ✕

Current Ratio ✕

Fiscal Year

Audited

Consolidated

Source

Company ID ✕

Search

Select From:

All

Company Information

Income Statement

Balance Sheet

Cash Flow

Ratios

Multiples

Market Data

Select all

Clear selection

☒ Num
☒ Country
☒ Company
☒ Business description
☒ Industry (NAICS)
☒ Main Activities (NAICS)
☐ Secondary Activities (NAICS)
☐ Industry (EMIS 14)
☐ Main Activities (EMIS 14)
☐ Secondary Activities (EMIS 14)
☐ Industry (CNAE V2.0)
☐ Main Activities (CNAE V2.0)
☐ Secondary Activities (CNAE V2.0)

FY

Latest

Consolidated Preferred

All

None

Latest

2021

2020

2019

2018

2017

Consolidated Preferred

Consolidated Preferred

Consolidated Only

Individual Only

Select statement options:

FY

Latest

Consolidated Preferred

Export

A Export current table view or edit the data points.

B 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.

C Search for required data points

D Select or deselect columns

E Define statement period, year and consolidation status

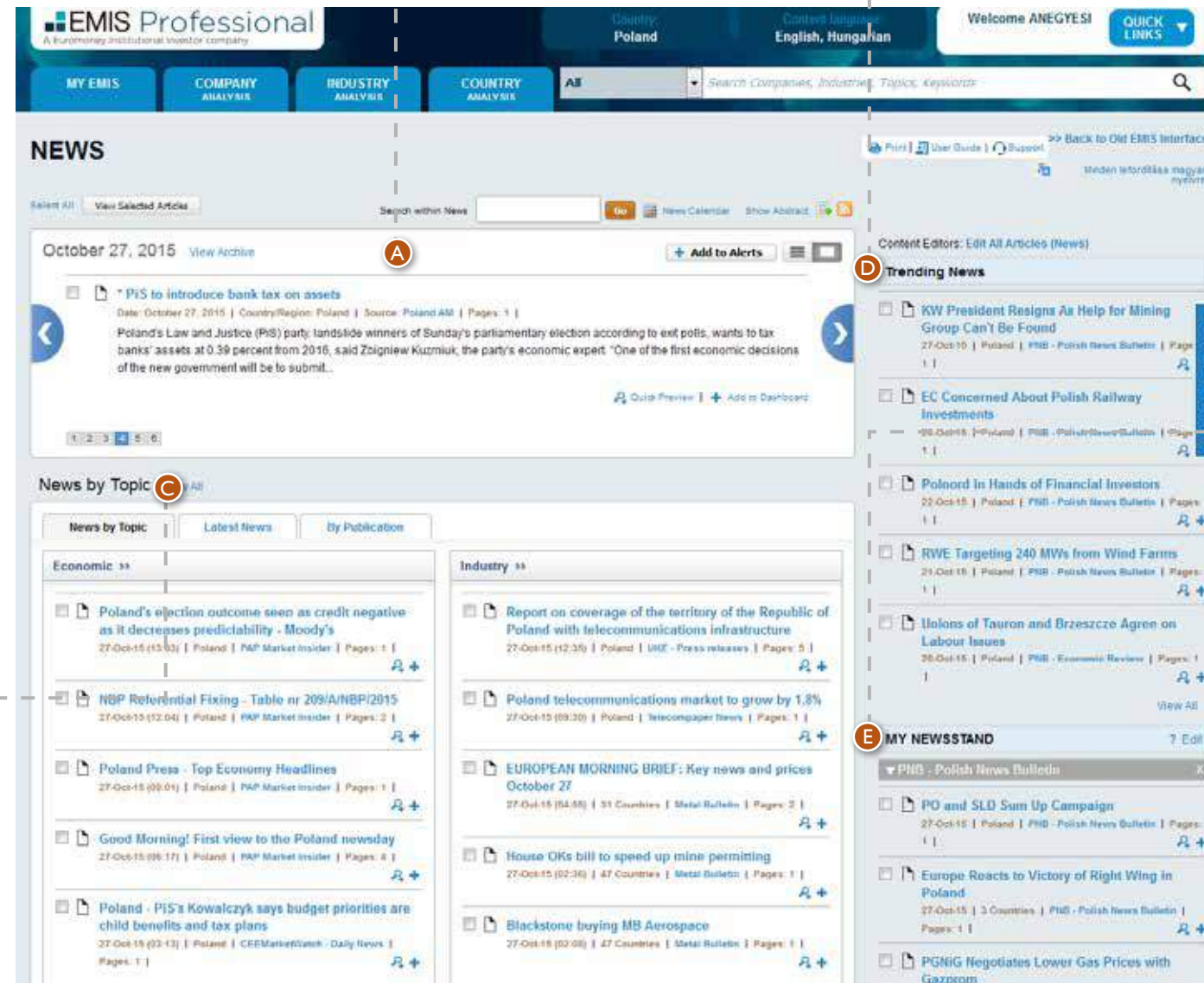
News

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

A 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.*

C 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.

E My Newsstand: For quick access to your favorite publications, select the publications you wish to display on your News page.

News

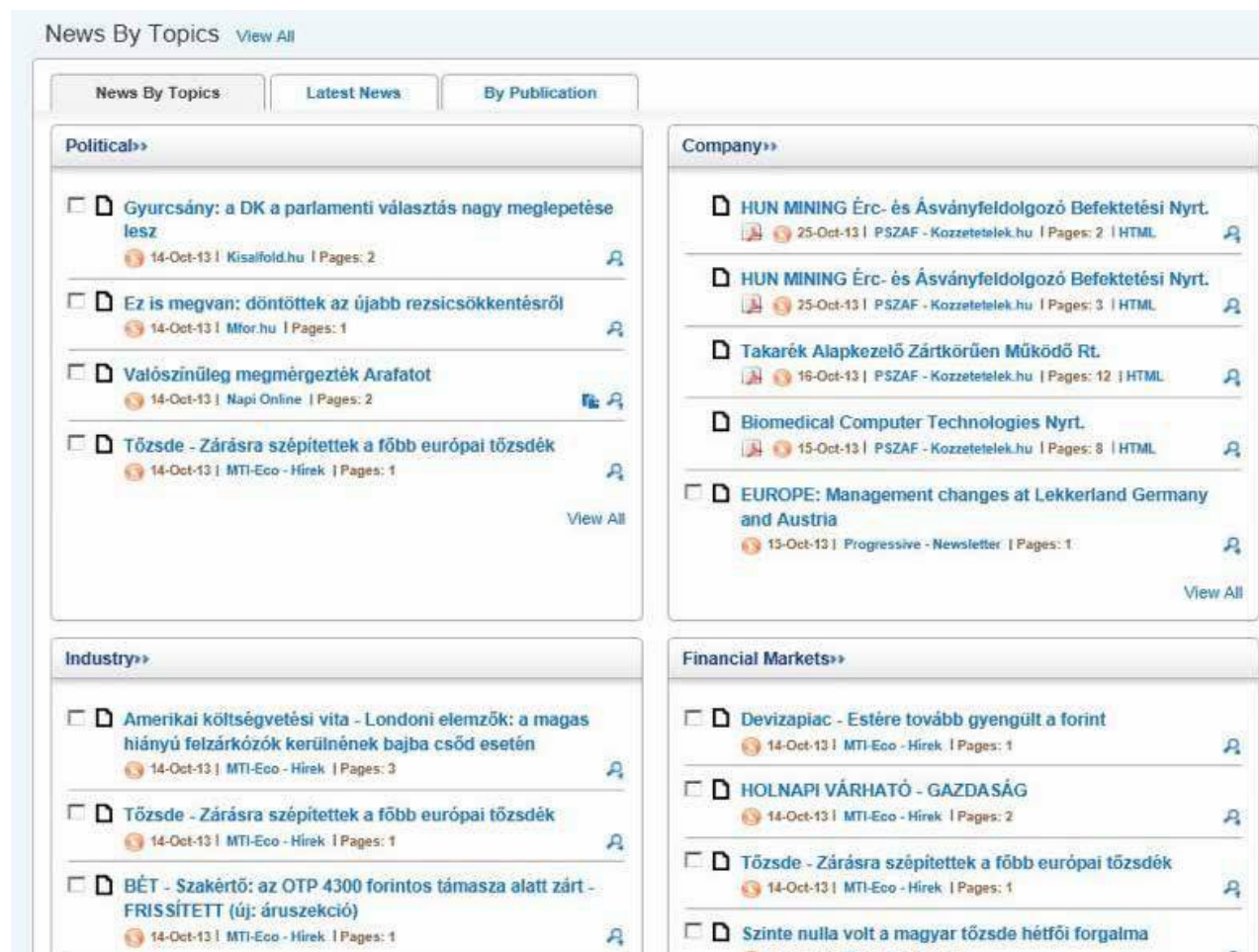
The News section is designed to provide you with quick access to thousands of news sources in 15 languages from nearly 100 countries.

The news platform can be accessed through Quick Links

*



**



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.

Featured Reports:

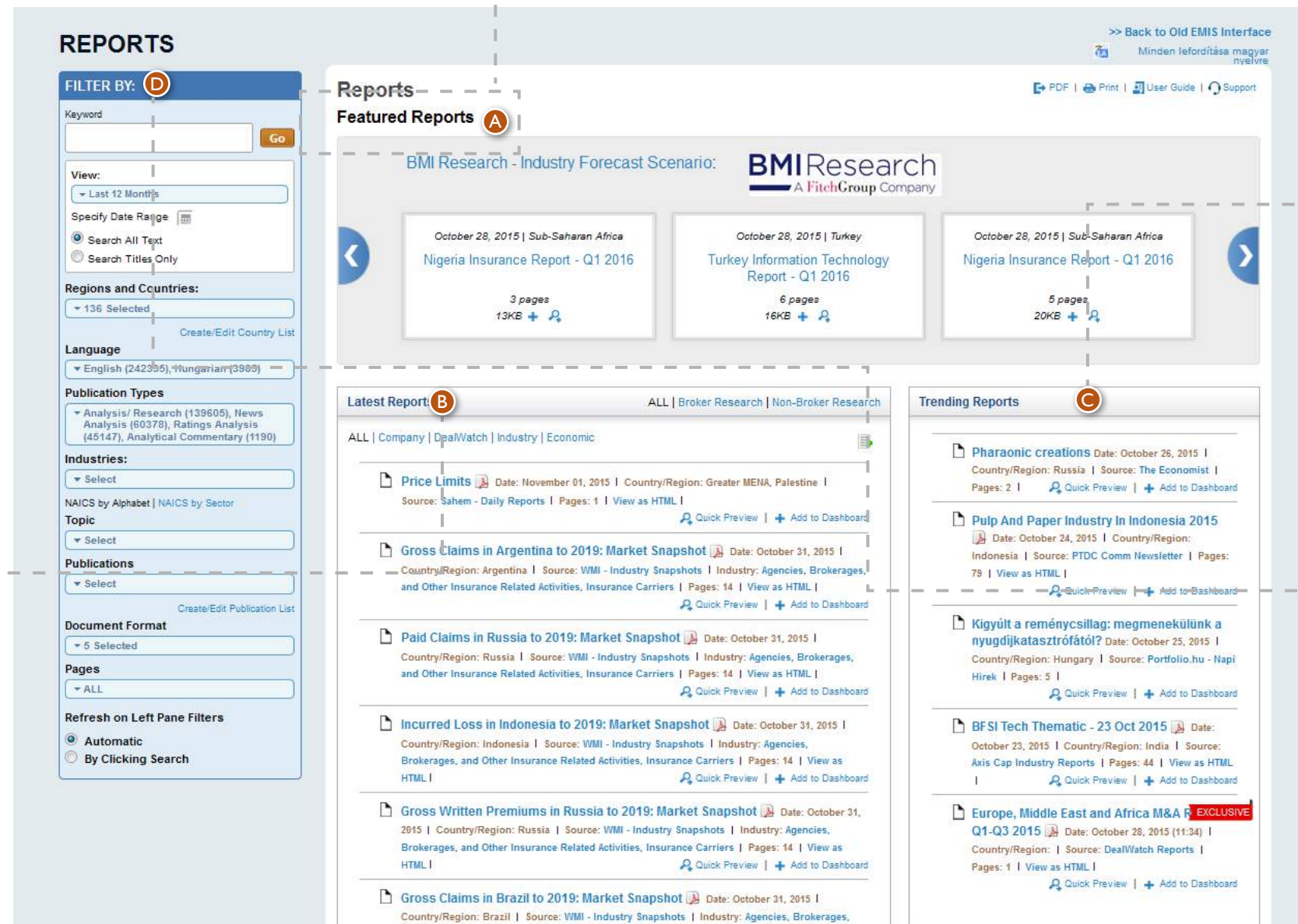
This section displays the latest three reports from the following premium research publications:

- 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.



The screenshot displays the EMIS Reports interface with the following sections and filters:

- REPORTS FILTER BY:**
 - Keyword:** Search bar with a "Go" button.
 - View:** Last 12 Months.
 - Specify Date Range:** Search All Text, Search Titles Only.
 - Regions and Countries:** 136 Selected.
 - Language:** English (242395), Hungarian (3989).
 - Publication Types:** Analysis/ Research (139605), News Analysis (60378), Ratings Analysis (45147), Analytical Commentary (1190).
 - Industries:** Select.
 - NAICS by Alphabet | NAICS by Sector:** Select.
 - Publications:** Select.
 - Document Format:** 5 Selected.
 - Pages:** ALL.
 - Refresh on Left Pane Filters:** Automatic, By Clicking Search.
- Featured Reports (A):**
 - BMI Research - Industry Forecast Scenario: BMI Research (A FitchGroup Company).
 - October 28, 2015 | Sub-Saharan Africa: Nigeria Insurance Report - Q1 2016 (3 pages, 13KB).
 - October 28, 2015 | Turkey: Turkey Information Technology Report - Q1 2016 (6 pages, 16KB).
 - October 28, 2015 | Sub-Saharan Africa: Nigeria Insurance Report - Q1 2016 (5 pages, 20KB).
- Latest Report (B):**
 - ALL | Company | DealWatch | Industry | Economic.
 - Price Limits: Date: November 01, 2015 | Country/Region: Greater MENA, Palestine | Source: Sahem - Daily Reports | Pages: 1 | View as HTML | Quick Preview | Add to Dashboard.
 - Gross Claims in Argentina to 2019: Market Snapshot: Date: October 31, 2015 | Country/Region: Argentina | Source: WMI - Industry Snapshots | Industry: Agencies, Brokerages, and Other Insurance Related Activities, Insurance Carriers | Pages: 14 | View as HTML | Quick Preview | Add to Dashboard.
 - Paid Claims in Russia to 2019: Market Snapshot: Date: October 31, 2015 | Country/Region: Russia | Source: WMI - Industry Snapshots | Industry: Agencies, Brokerages, and Other Insurance Related Activities, Insurance Carriers | Pages: 14 | View as HTML | Quick Preview | Add to Dashboard.
 - Incurred Loss in Indonesia to 2019: Market Snapshot: Date: October 31, 2015 | Country/Region: Indonesia | Source: WMI - Industry Snapshots | Industry: Agencies, Brokerages, and Other Insurance Related Activities, Insurance Carriers | Pages: 14 | View as HTML | Quick Preview | Add to Dashboard.
 - Gross Written Premiums in Russia to 2019: Market Snapshot: Date: October 31, 2015 | Country/Region: Russia | Source: WMI - Industry Snapshots | Industry: Agencies, Brokerages, and Other Insurance Related Activities, Insurance Carriers | Pages: 14 | View as HTML | Quick Preview | Add to Dashboard.
 - Gross Claims in Brazil to 2019: Market Snapshot: Date: October 31, 2015 | Country/Region: Brazil | Source: WMI - Industry Snapshots | Industry: Agencies, Brokerages, and Other Insurance Related Activities, Insurance Carriers | Pages: 14 | View as HTML | Quick Preview | Add to Dashboard.
- Trending Reports (C):**
 - Pharaonic creations: Date: October 26, 2015 | Country/Region: Russia | Source: The Economist | Pages: 2 | Quick Preview | Add to Dashboard.
 - Pulp And Paper Industry In Indonesia 2015: Date: October 24, 2015 | Country/Region: Indonesia | Source: PTDC Comm Newsletter | Pages: 79 | View as HTML | Quick Preview | Add to Dashboard.
 - Kigyúlt a reménycsillag: megmenekülünk a nyugdíjkatasztrófától?: Date: October 25, 2015 | Country/Region: Hungary | Source: Portfolio.hu - Napi Hírek | Pages: 5 | Quick Preview | Add to Dashboard.
 - BFSI Tech Thematic - 23 Oct 2015: Date: October 23, 2015 | Country/Region: India | Source: Axis Cap Industry Reports | Pages: 44 | View as HTML | Quick Preview | Add to Dashboard.
 - Europe, Middle East and Africa M&A Q1-Q3 2015: Date: October 28, 2015 (11:34) | Country/Region: | Source: DealWatch Reports | Pages: 1 | View as HTML | Quick Preview | Add to Dashboard.

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.

USER GUIDE - COUNTRIES

1.1 Landing page

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

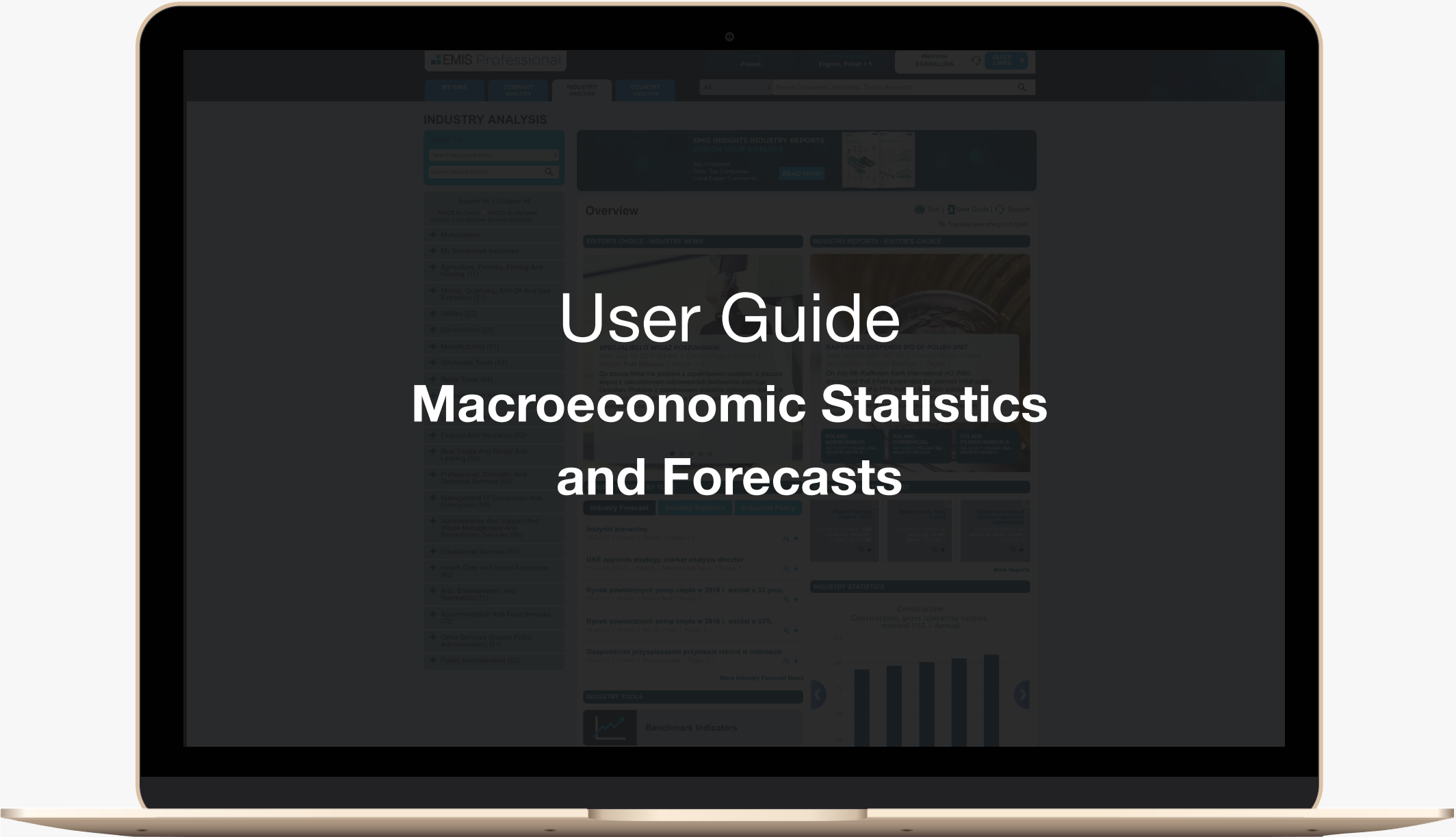
Save country profiles you monitor for quick access

Browse the list to find a country profile you need

The screenshot shows the EMIS Professional 'COUNTRIES' landing page. At the top, there's a navigation bar with tabs for MY EMIS, COMPANIES, INDUSTRIES, COUNTRIES, and ANALYSIS. A search bar is located on the right. Below the navigation bar, the page is divided into several sections. On the left, there's a 'My Country/Region' section with a world map and a message 'You haven't saved any country/region yet.' with a link to 'Add country/region'. Below this is an 'Explore country/region profiles' section with a search bar and a list of countries starting with 'A' (Afghanistan, Albania, Algeria, Angola, Argentina, Armenia, Azerbaijan, Bahamas, Bahrain, Bangladesh). On the right, there's a 'Find country/region information' section with a search bar and a grid of widgets. The widgets include: 'Country Overview' (View latest news, statistics, forecasts & more), 'Macroeconomic Statistics and Forecasts' (View and compare data in a table and on a chart), 'Find country reports' (Find reports from multiple local and global sources), 'Country News' (Read country news from multiple local and global sources), 'View country information sources' (Browse a variety of sources for your selected country), 'Analyse M&A market' (Find deals that are happening in countries of your interest), and 'Equity Market' (Check forecasts for key macroeconomic data). Each widget has an 'ENTER' button. Annotations A, B, C, and D point to specific features: A points to the search bar in the 'Find country/region information' section; B points to the 'Analyse M&A market' widget; C points to the 'Add country/region' link; and D points to the country list in the 'Explore country/region profiles' section.

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

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

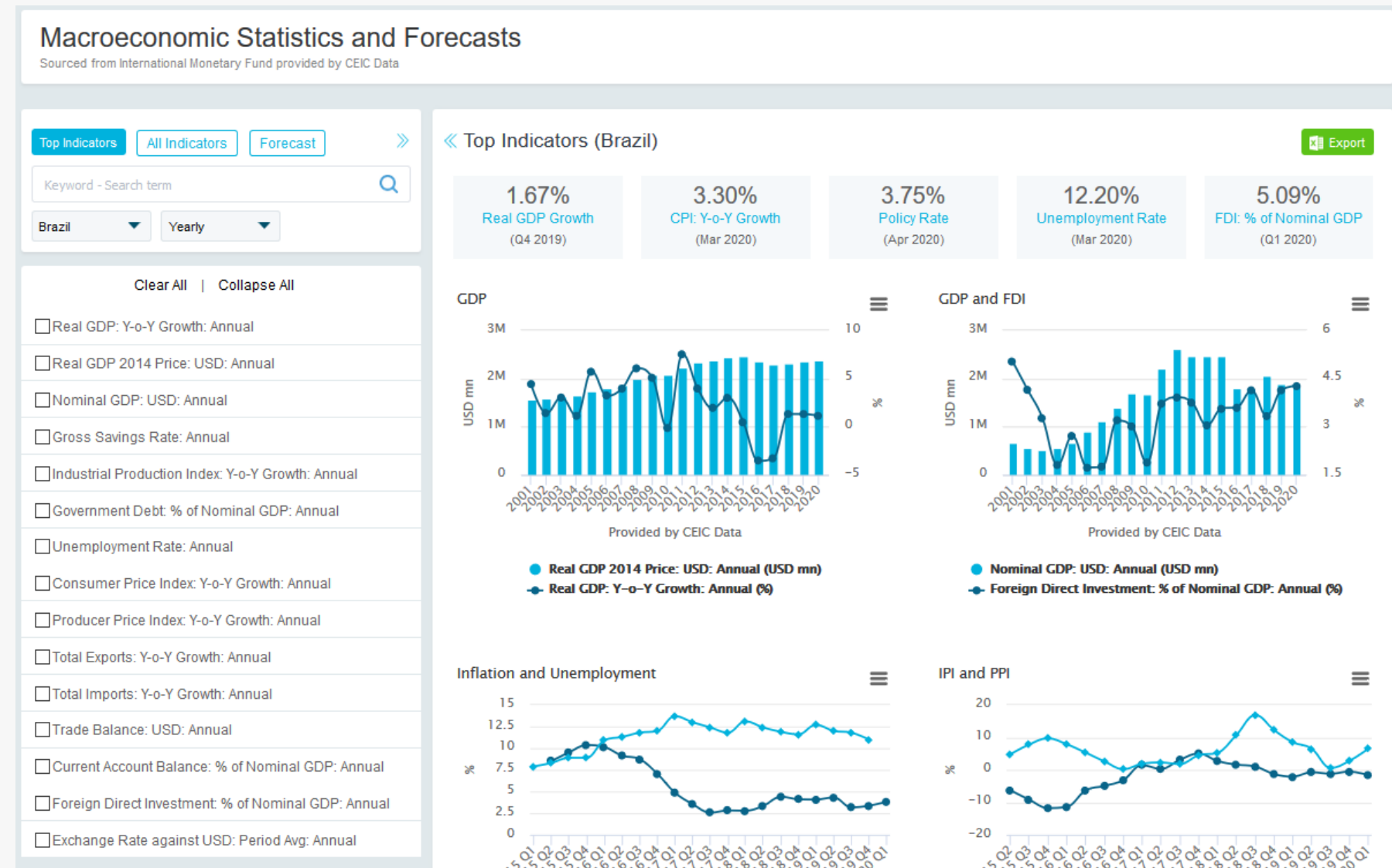


Macroeconomic Statistics and Forecasts

Overview

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.

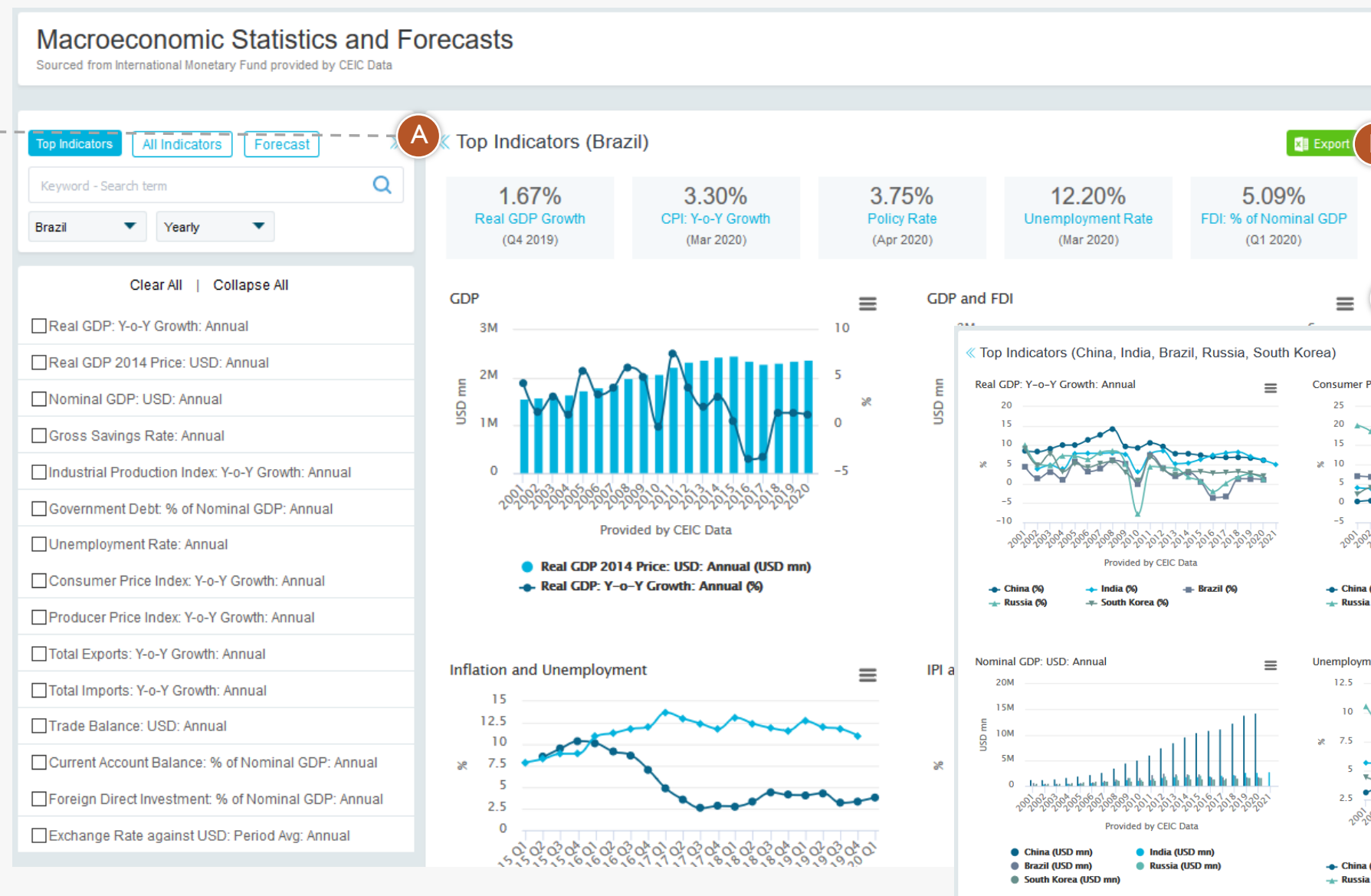


Macroeconomic Statistics and Forecasts

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.

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



Export

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 +/- expand/collapse option is hidden.)

Macroeconomic Statistics and Forecasts

Sourced from International Monetary Fund provided by CEIC Data

Top Indicators All Indicators Forecast

Keyword - Search term

190 countries... Yearly

Clear All Collapse All

☐ Real GDP: YoY: Annual

- ☐ Albania
- ☐ Algeria
- ☐ Argentina
- ☐ Armenia
- ☐ Australia
- ☐ Austria
- ☐ Azerbaijan
- ☐ Bahrain
- ☐ Bangladesh
- ☐ Belarus
- ☐ Belgium
- ☐ Bolivia
- ☐ Bosnia and Herzegovina
- ☐ Botswana
- ☒ Brazil
- ☐ Brunei
- ☐ Bulgaria
- ☐ Cambodia
- ☐ Canada
- ☐ Chile
- ☒ China
- ☐ Colombia
- ☐ Croatia
- ☐ Cyprus

<< Selected 3 series

Clear All Selections

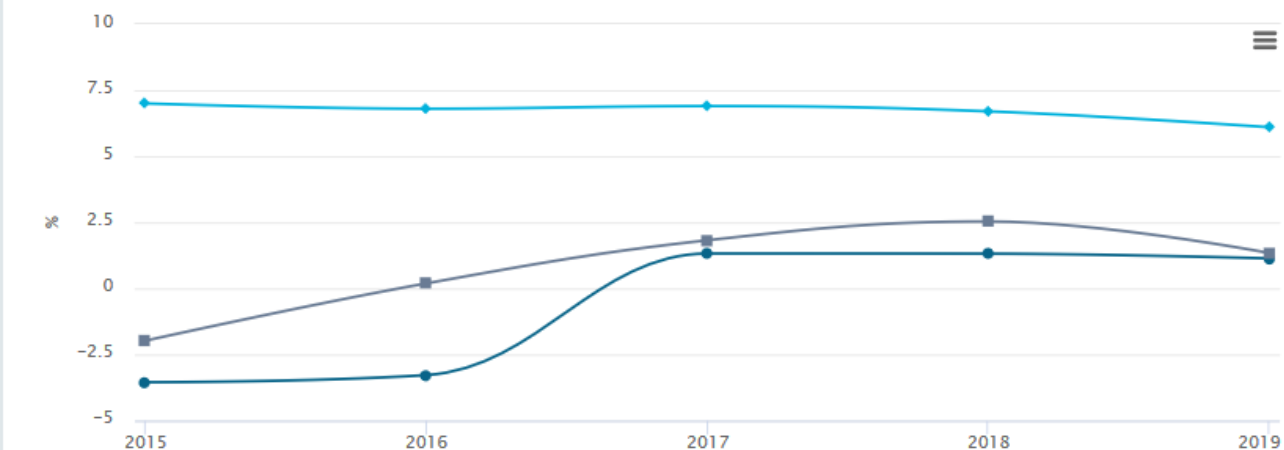
Hide chart

All Historical Data

Export

Custom period: 01/12/2015 - 01/12/2019

+ Add to Dashboard Share link



Provided by CEIC Data

Real GDP: YoY: Annual: Brazil (%) Real GDP: YoY: Annual: China (%) Real GDP: YoY: Annual: Russia (%)

Sort by: Default

Country	Series name	Units	01/12/2015	01/12/2016	01/12/2017	01/12/2018	01/12/2019
Brazil	Real GDP: YoY: Annual	%	-3.55	-3.28	1.32	1.32	1.14
China	Real GDP: YoY: Annual	%	7.00	6.80	6.90	6.70	6.10
Russian Federation	Real GDP: YoY: Annual: Russia	%	-1.97	0.19	1.83	2.54	1.34

Source: View details

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 mouserover on series name)

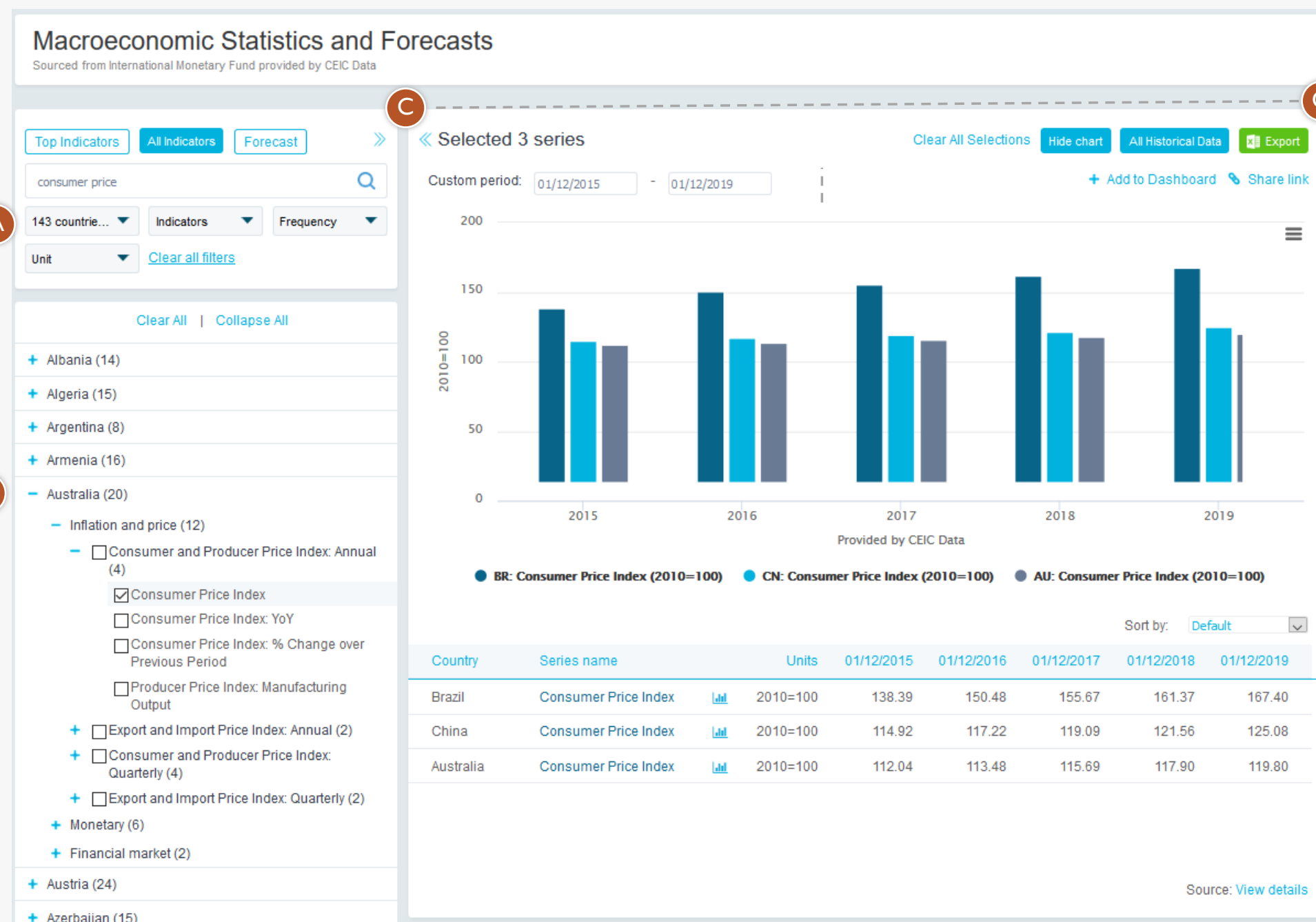
Macroeconomic Statistics and Forecasts

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.

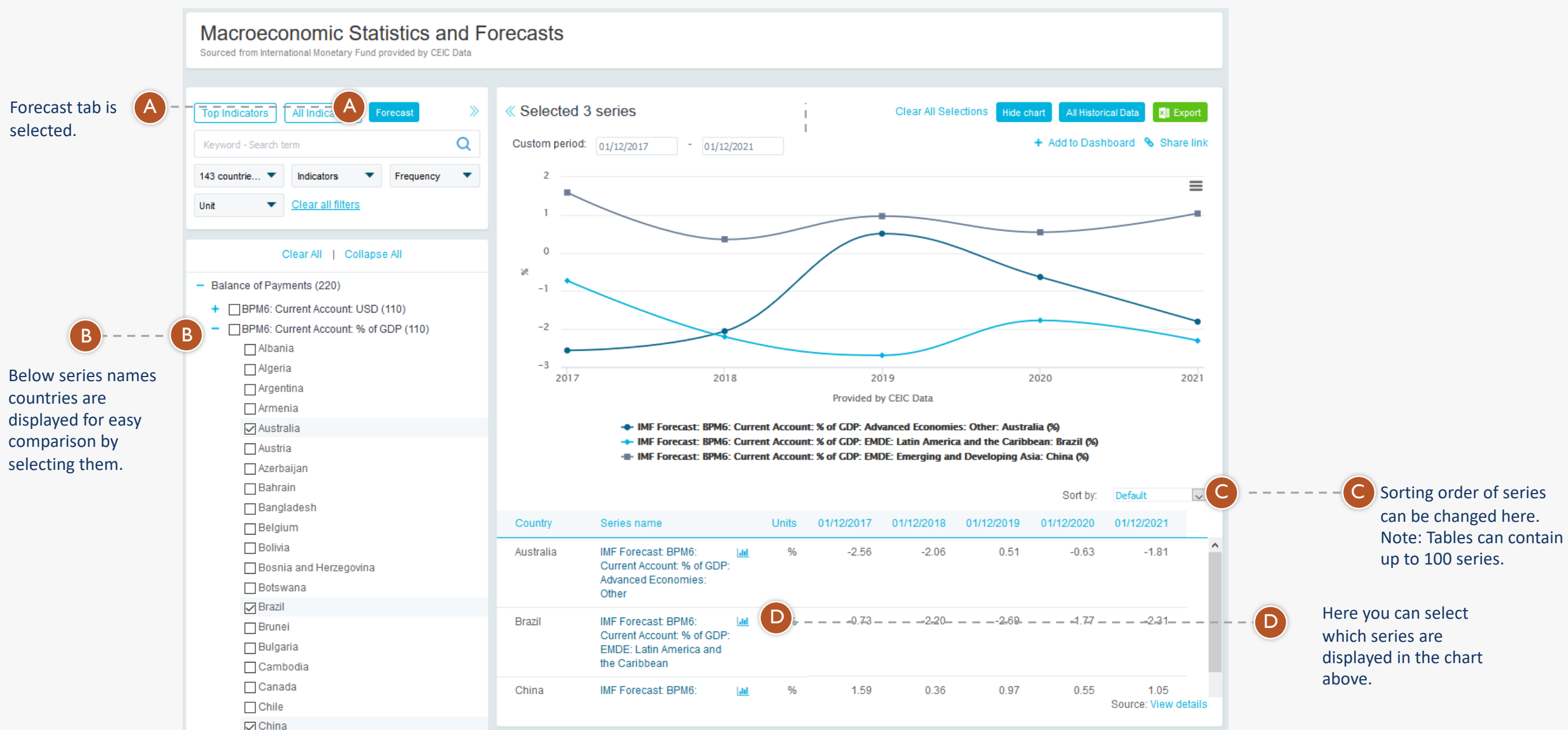


Panes can be resized by using the arrows to show series data or full-sized charts and tables.

Macroeconomic Statistics and Forecasts

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.



I.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.

I.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.

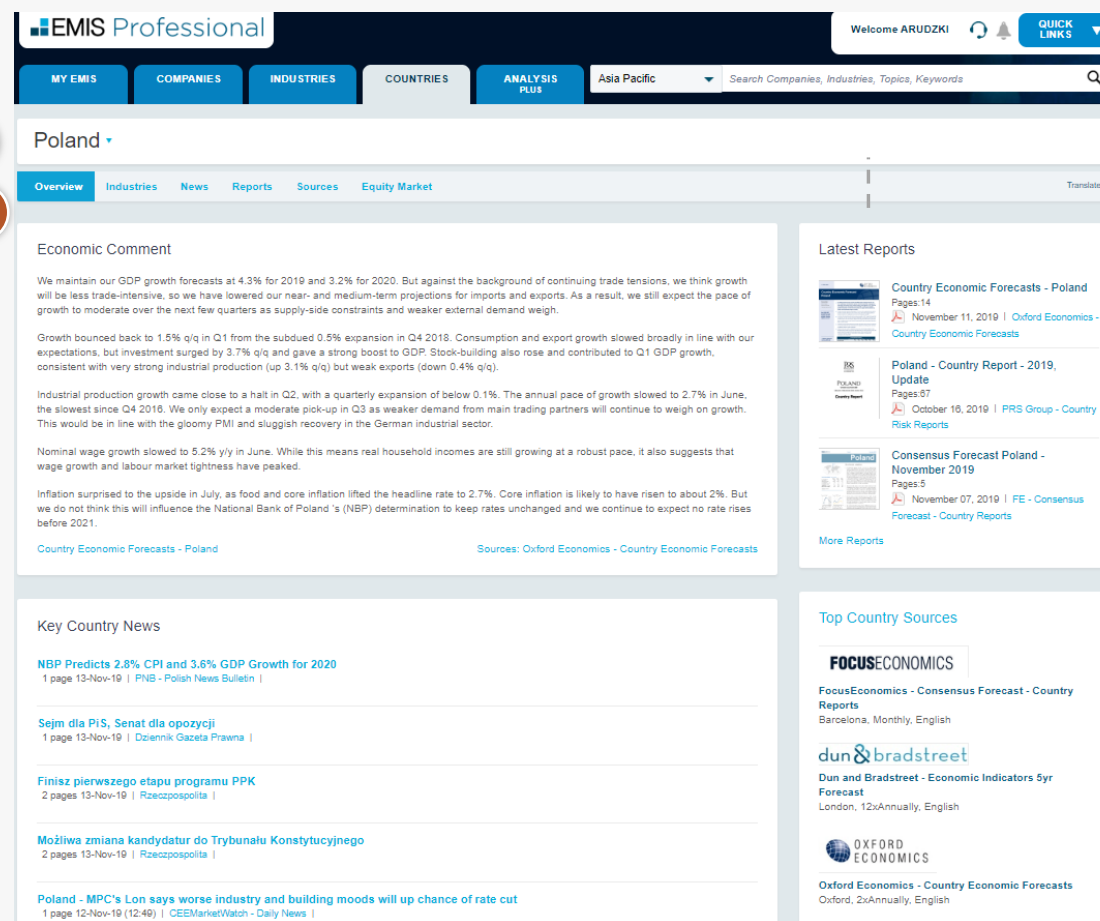
USER GUIDE - COUNTRIES

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



The screenshot displays the EMIS Professional interface for the Poland country profile. The top navigation bar includes tabs for MY EMIS, COMPANIES, INDUSTRIES, COUNTRIES, and ANALYSIS PLUS. The 'COUNTRIES' tab is active, showing a dropdown menu with 'Poland' selected. Below the navigation bar, the 'Overview' tab is selected, displaying the 'Economic Comment' section. The 'Latest Reports' section on the right lists several reports, including 'Country Economic Forecasts - Poland' and 'Poland - Country Report - 2019, Update'. The 'Key Country News' section on the left lists recent news items, such as 'NBP Predicts 2.8% CPI and 3.6% GDP Growth for 2020'. The 'Top Country Sources' section on the right lists various sources, including 'FOCUS ECONOMICS', 'Dun and Bradstreet', and 'OXFORD ECONOMICS'.

C Check overview of the country – latest news, reports, statistics & more

USER GUIDE - INDUSTRIES

1.1 Landing page

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

The screenshot shows the EMIS Professional Industries landing page. The page is divided into several sections:

- Header:** Includes the EMIS Professional logo, a welcome message for ARUDZKI, and navigation tabs for MY EMIS, COMPANIES, INDUSTRIES, COUNTRIES, and ANALYSIS PLUS. A search bar is located in the top right corner.
- My Industries:** A section on the left side of the page that lists industries you are monitoring. It includes a list of industries (Agriculture (Central Europe), Agriculture (Poland), Agriculture (67 countries)) with a 'Quick view' link for each. There is also an 'Add Industries' button.
- Find industry information in:** A search bar on the right side of the page that allows you to search for industry profiles, reports, news, statistics and more. It includes a dropdown menu for 'Brazil' and a 'SEARCH' button.
- Widgets:** A grid of nine widgets on the right side of the page, each with an icon and a description of the information or tool it provides. The widgets are:
 - Industry Reports:** Find reports on big sectors or niche industries from multiple local and global sources.
 - Industry News:** Read industry news from multiple local and global sources.
 - Industry Statistics:** View and compare data in a table and on a chart.
 - Compare industries:** View and compare industry trends for dozens of indicators.
 - Analyse M&A market:** Find deals that are happening in industries of your interest.
 - Companies in industry:** View and export list of companies for your selected industries.
 - Industry benchmark indicators:** Analyse industry aggregated data for key financial indicators.
 - Create a custom industry:** Build your own industry to benchmark companies against.
 - Industry analytical tools:** Choose from a variety of tools to analyse an industry of your choice.

Annotations A, B, C, and D point to specific features on the page:

- A:** Use the search box to find industry profile or any other industry related information
- B:** Check the widgets to quickly navigate to the type of information or a tool you need
- C:** Save industries you monitor for quick access
- D:** Browse the list to find a sector or a niche industry

I.2. Statistics Database

A 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.

B 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.

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

The screenshot displays the EMIS Statistics Database interface. On the left, a sidebar lists various industry categories with expand/collapse icons. The main area shows a search bar, a frequency dropdown menu, and a table of data for Poland. The table is titled 'Oxford Economics - Industry Forecast Data' and contains two sections: 'Annual' and 'Quarterly' data for various construction-related indicators.

INDICATOR	UNIT	2015	2016	2017	2018	2019
Construction, Output (value-added index) - Annual		118.29	121.73	125.64	129.51	133.37
Construction of buildings, Output (VA index) - Annual		151.91	155.38	159.56	163.55	167.56
Building, non-residential, Output (V-A index) - Annual		151.35	154.49	158.00	160.96	163.73
Residential building, Output (value-added index) - Annual		122.11	125.35	129.59	134.19	139.08

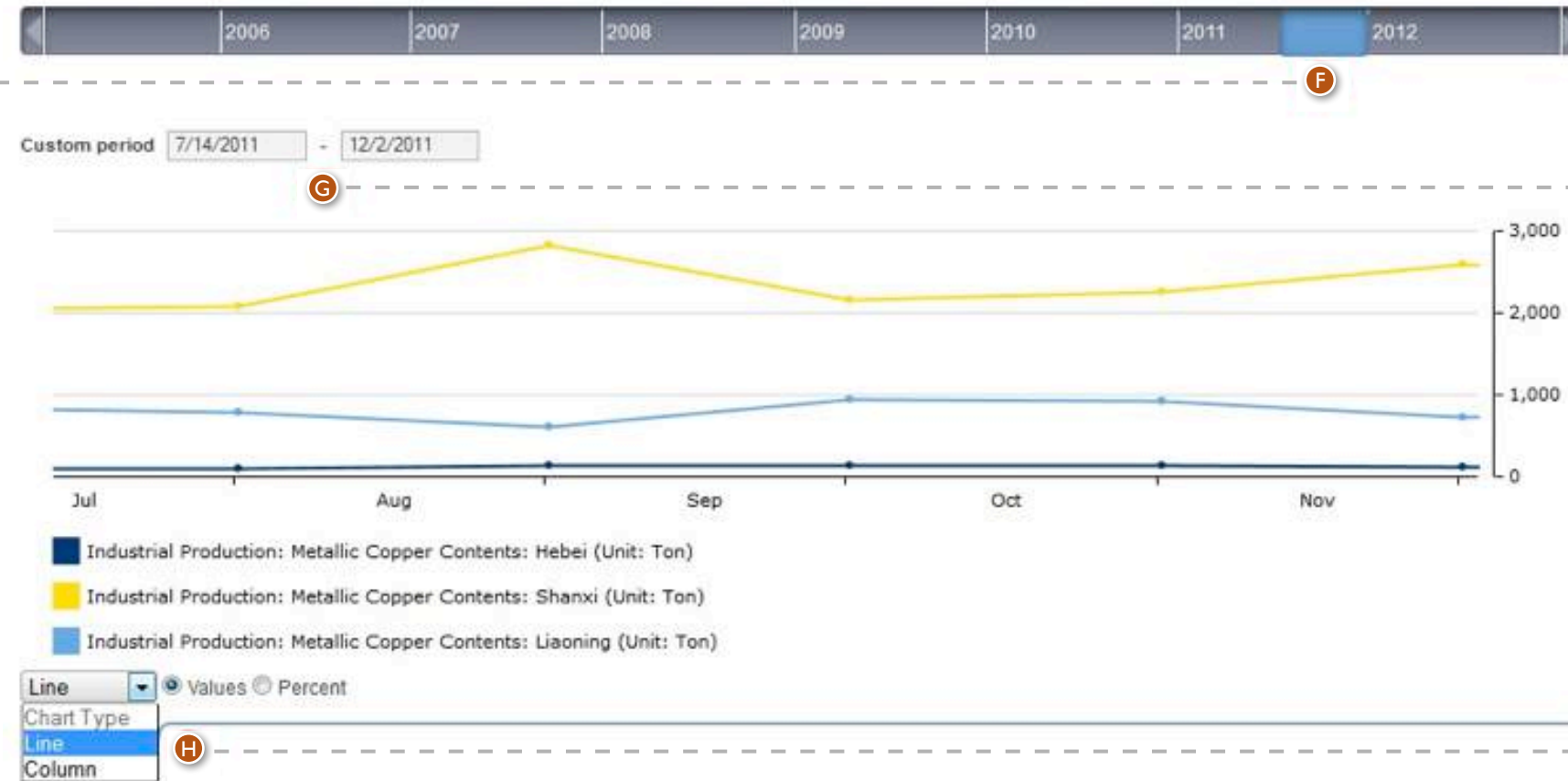
INDICATOR	UNIT	2015 Q4	2016 Q1	2016 Q2	2016 Q3	2016 Q4
Construction, Output (value-added index) - Quarterly		119.59	120.44	121.30	122.16	123.01
Construction of buildings, Output (VA index) - Quarterly		15.96	155.38	16.16	16.27	16.38
Residential building, Output (value-added index) - Quarterly		11.66	125.35	11.76	11.82	11.89
Building, non-residential, Output (V-A index) - Quarterly		11.66	154.49	11.76	11.82	11.89

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

E Clicking on the Export button allows you to download the data from the selected series to Excel.

I.2. Statistics Database

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



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

H 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.

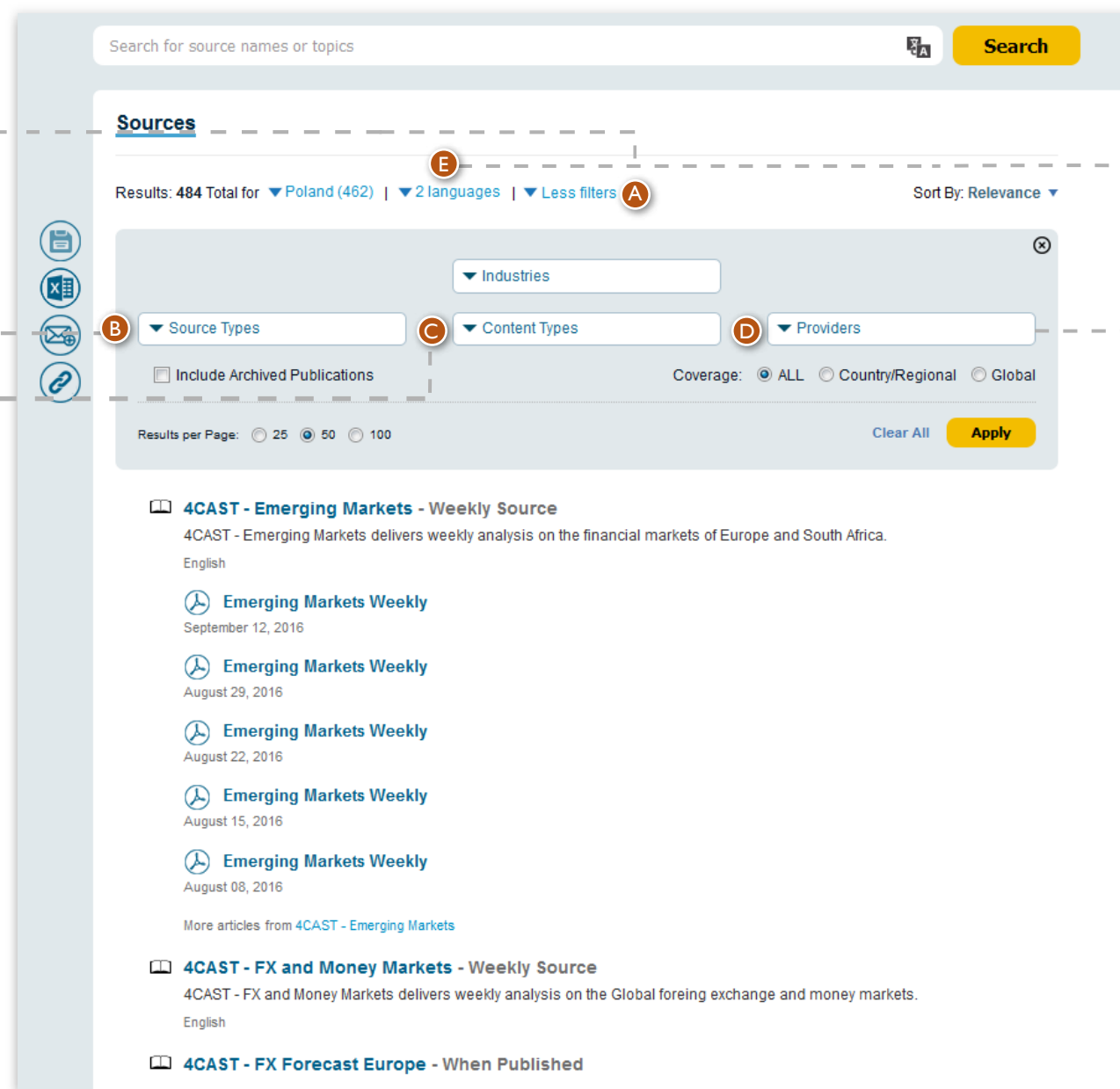
A Use the More Filters option to show all filtering possibilities.

B 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.

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

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

E Languages:
Filter publications based on the content language.



The screenshot shows the EMIS Sources interface. At the top is a search bar with the placeholder text "Search for source names or topics" and a "Search" button. Below the search bar is the "Sources" section header. Underneath, it displays "Results: 484 Total for" followed by filters: "Poland (462)", "2 languages", and "Less filters". A "Sort By: Relevance" dropdown is on the right. A "More Filters" icon (A) is located next to the "Less filters" link. Below this is a filter panel with several dropdown menus: "Industries", "Source Types" (B), "Content Types" (C), and "Providers" (D). There is also a checkbox for "Include Archived Publications" and a "Coverage" section with radio buttons for "ALL", "Country/Regional", and "Global". At the bottom of the filter panel are "Results per Page" options (25, 50, 100), a "Clear All" link, and an "Apply" button. The main content area lists several sources, including "4CAST - Emerging Markets - Weekly Source" and "4CAST - FX and Money Markets - Weekly Source", each with a brief description and a date.

Editor's Choice

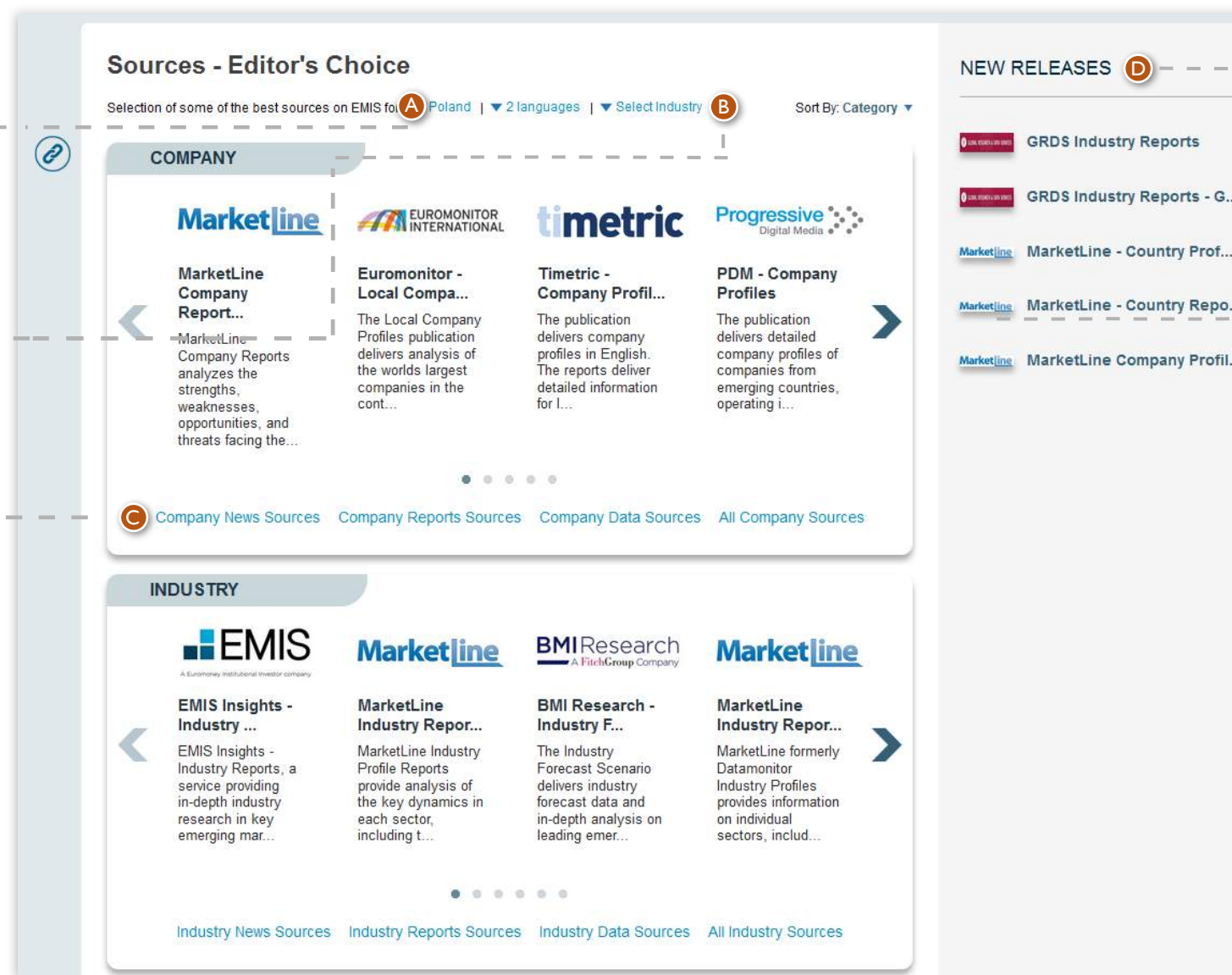
You can see a selection of the best sources of EMIS in the Sources - Editor's Choice page. You can reach it from Quick Links.

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

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

C You can refine sorting at the bottom of the boxes.

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



Sources - Editor's Choice

Selection of some of the best sources on EMIS for **A** Poland | **B** 2 languages | Select Industry | Sort By: Category ▼

COMPANY

MarketLine
MarketLine Company Report...
MarketLine Company Reports analyzes the strengths, weaknesses, opportunities, and threats facing the...

EUROMONITOR INTERNATIONAL
Euromonitor - Local Compa...
The Local Company Profiles publication delivers analysis of the worlds largest companies in the cont...

timetric
Timetric - Company Profil...
The publication delivers company profiles in English. The reports deliver detailed information for l...

Progressive Digital Media
PDM - Company Profiles
The publication delivers detailed company profiles of companies from emerging countries, operating i...

C Company News Sources | Company Reports Sources | Company Data Sources | All Company Sources

INDUSTRY

EMIS
EMIS Insights - Industry ...
EMIS Insights - Industry Reports, a service providing in-depth industry research in key emerging mar...

MarketLine
MarketLine Industry Repor...
MarketLine Industry Profile Reports provide analysis of the key dynamics in each sector, including t...

BMI Research
BMI Research - Industry F...
The Industry Forecast Scenario delivers industry forecast data and in-depth analysis on leading emer...

MarketLine
MarketLine Industry Repor...
MarketLine formerly Datamonitor Industry Profiles provides information on individual sectors, includ...

Industry News Sources | Industry Reports Sources | Industry Data Sources | All Industry Sources

NEW RELEASES **D**

- GRDS Industry Reports
- GRDS Industry Reports - G...
- MarketLine - Country Prof...
- MarketLine - Country Repo...
- MarketLine Company Profil...

I. Key Indicators

A **Benchmark** can be accessed **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.

B **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.

C **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.

D **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.

YEAR	2013	2012	2011	2010	2009
Companies in Industry	10508	11438	11125	10870	9482
SIZE					
Sales	138,309,208	153,555,857	174,824,351	160,554,970	111,437,579
Assets	209,564,516	216,856,880	230,240,895	237,119,070	215,778,527
Profit	2,688,681	-5,560,295	-145,784	8,001,821	7,900,945
Total Shareholders' Equity	66,666,519	73,160,501	76,060,477	79,573,921	12,441,824
GROWTH					
Net Sales Growth Rate %	-9.93%	+12.17%	8.89%	-0.55%	-3.27%
Inc. / Dec. in Assets	-3.36%	-5.81%	-2.90%	9.89%	9.27%
Inc. / Dec. in Net Income	148.36%	-3,714.06%	-101.82%	1.28%	19.29%
Increase (Decrease) in Equity	-8.88%	-3.81%	-4.42%	9.85%	19.37%
PROFITABILITY					
Net Income / Net Sales	1.94%	-3.62%	-0.08%	4.98%	4.99%
Return On Assets	1.28%	-2.56%	-0.06%	3.37%	3.66%
Net Income / Net Worth	4.03%	-7.60%	-0.19%	10.06%	10.91%
Operational Profit / Sales	4.66%	-2.78%	3.26%	7.11%	7.70%
INDEBTEDNESS					
Indebtedness	67.69%	66.26%	65.54%	64.81%	64.33%
Leverage	212.78%	196.41%	199.40%	192.53%	191.62%
Total Liabilities / Sales	102.56%	93.58%	89.32%	95.42%	85.99%
Current Liabilities / Total Liabilities	61.78%	63.25%	63.25%	54.23%	55.87%
EFFICIENCY					
Days Receivables	88	86	91	83	73
Days Inventory	150	148	149	168	171

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

F **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.

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

H **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.

USER GUIDE - BENCHMARK

2. My Benchmark Industries

A 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.

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

C 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.

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

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

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

G Edit Industry allows you to remove particular companies from a Benchmark industry.

3. Ranking

A 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.

The screenshot displays the EMIS Professional Benchmarking interface. On the left, a sidebar (A) lists various industry categories such as Agriculture, Mining, Utilities, Construction, Manufacturing, and Retail Trade. The main area shows the 'Construction' industry selected, with a 'Benchmark' table (B) displaying company rankings for Sales over five years (2011-2015). A star icon (C) is shown next to a company name in the table, indicating the EMIS Benchmark Score.

COMPANY	2015	2014	2013	2012	2011
Budimex S.A.	1st	2nd	3rd	4th	5th
Skanska S.A.	2nd	3rd	4th	5th	6th
PHO Energy S.A.	3rd	4th	5th	6th	7th
Strabag SE	4th	5th	6th	7th	8th
Polimex - Mostostal S.A.	5th	6th	7th	8th	9th
PHO S.A.	6th	7th	8th	9th	10th
Traksa PHO S.A.	7th	8th	9th	10th	11th
Ernst & Young	8th	9th	10th	11th	12th
Mohr Eng. Central Europe S.A.	9th	10th	11th	12th	13th
Wartbud S.A.	10th	11th	12th	13th	14th
Porr (Poland) S.A.	11th	12th	13th	14th	15th
Mrbud S.A. w Skarbowcach	12th	13th	14th	15th	16th
Unibet S.A.	13th	14th	15th	16th	17th
Elektrobudowa S.A.	14th	15th	16th	17th	18th
Agri Metro Polska Asfalt S.P.A.	15th	16th	17th	18th	19th
Gutermat Agt	16th	17th	18th	19th	20th
Echa Investment S.A.	17th	18th	19th	20th	21st
Traksa Invest Sp. z o.o.	18th	19th	20th	21st	22nd

B 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.

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

4. EMIS Benchmark Score

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

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

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

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

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

SIZE	RANKING	SCORE	GROWTH	RANKING	SCORE
Sales	1	100	Net Sales Growth Rate %	2360	64.51
Assets	3	99.97	Inc. / Dec. in Assets	1408	77.90
Profit	2	99.98	Inc. / Dec. in Net Income	1277	79.96
Total Shareholders' Equity	8	99.89	Increase (Decrease) in Equity	577	91.87
Average Size	4	99.96	Average Growth	1379	78.34

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.



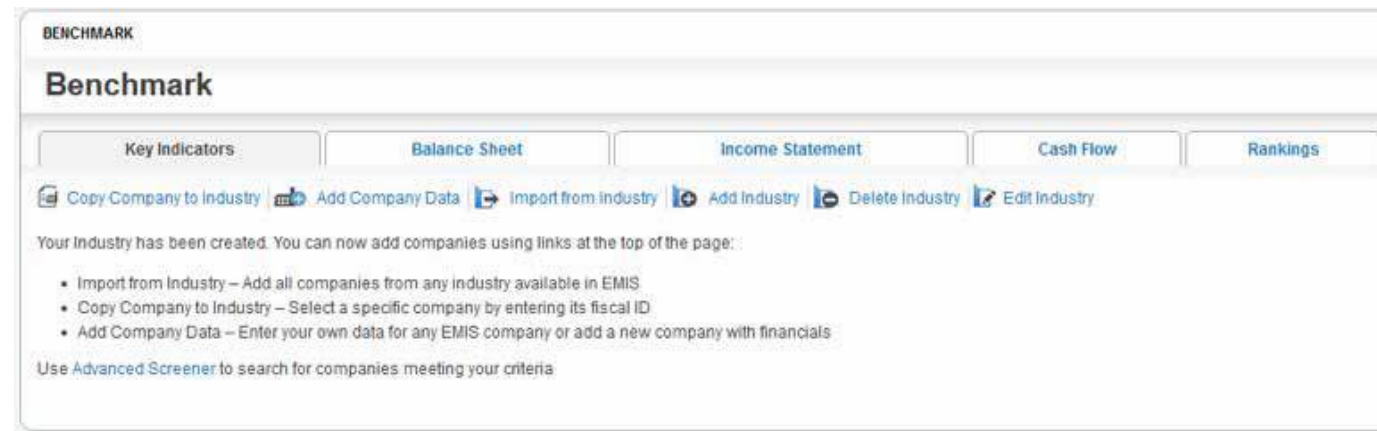
The new industry will appear in left Industry tree, under My Benchmark Industries.

Please note that the new industry will be solely to the user that created the industry.

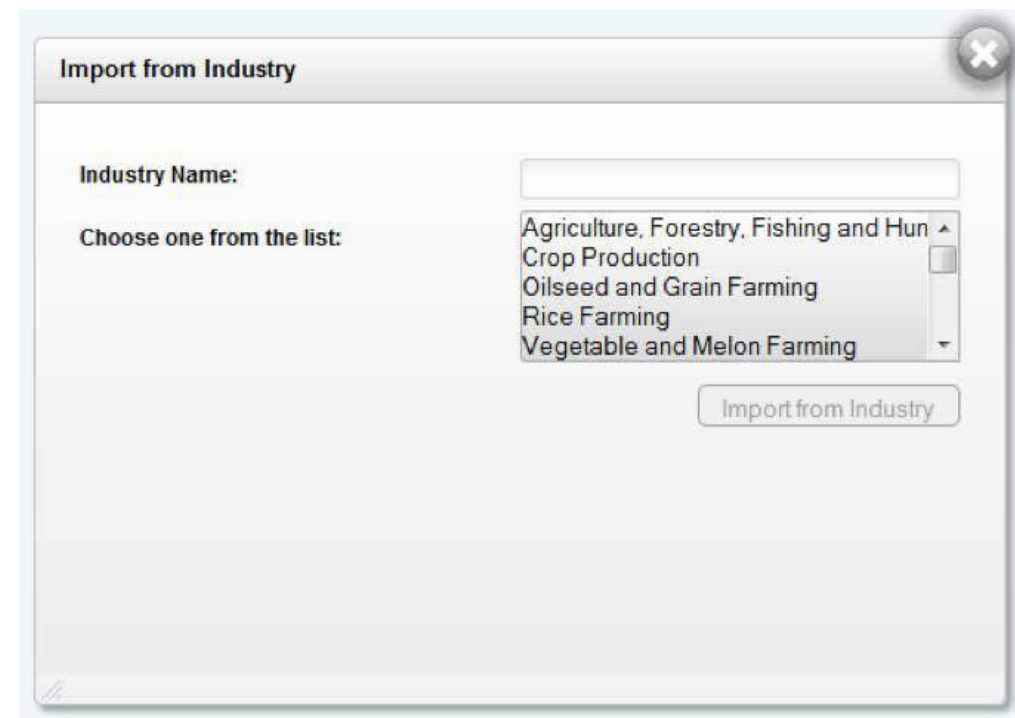
USER GUIDE - BENCHMARK

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.



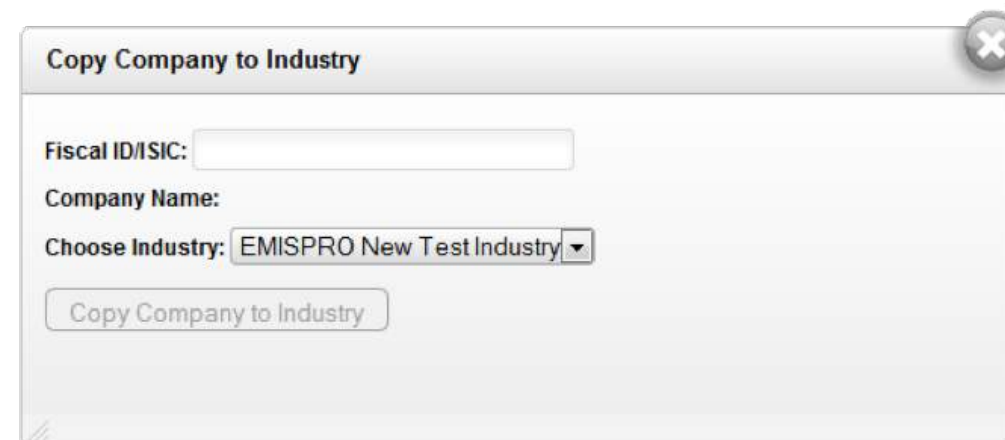
Find the name of the industry in the list box or use the search form to filter the industries, and press “Import from Industry”.

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.

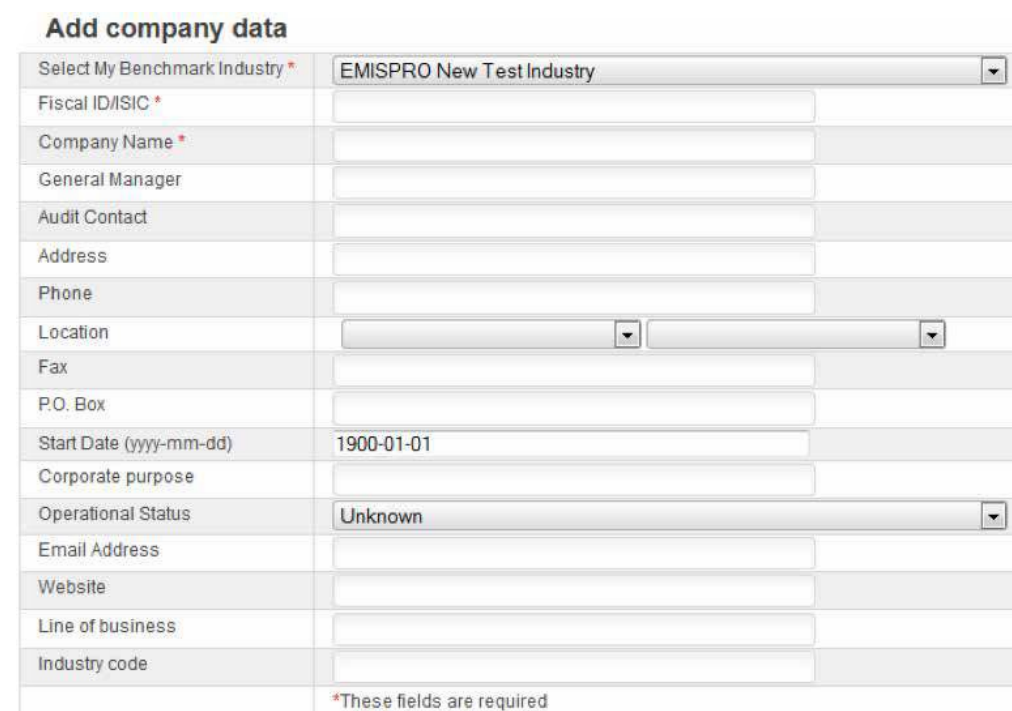
USER GUIDE - BENCHMARK

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.

USER GUIDE - BENCHMARK

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.

Add Financial Data		
Currency	Thousands (RON)	Thousands (RON)
Period		
Balance		
Cash and Banks	0.0	0.0
Short Term Investments	0.0	0.0
-Customers	0.0	0.0
-Doubtful Debt	0.0	0.0
-Provisions	0.0	0.0
Account Receivables (Trade)	0.0	0.0
-Raw materials	0.0	0.0
-Work in Process	0.0	0.0
-Finished Goods	0.0	0.0
Inventory	0.0	0.0
Taxes, Contributions Pre Payments	0.0	0.0
Other Accounts Receivables	0.0	0.0
Deferred Assets	0.0	0.0
Other Current Assets	0.0	0.0
Current Assets	0.0	0.0

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.

Benchmark

Key Indicators
Balance Sheet
Income Statement
Cash Flow
Rankings

Copy Company to Industry
Add Company Data
Import from Industry
Add Industry
Delete Industry
Edit Industry

Edit Industry

Select/Deselect All
Delete Selected

☐ 24 Din 24 SRL
☐ A & Amp; S International 2000 SRL
☐ A & Amp; S Zimbru SRL
☐ A G Cerchez SRL
☐ A G V Impex SRL
☐ Abelda SRL
☐ Acrescent SRL
☐ Acvita S. R. L.
☐ Ada Prod Com SRL
☐ Adam Agroent Srl
☐ Adela S. R. L.
☐ Adige S. R. L.
☐ Adviodca SRL
☐ Af 76 Agri SRL
☐ Afliu Trans Srl
☐ Agermec SRL Piestesti
☐ Agertrans SA

Simply select the companies you want to be remove and press “**Delete Selected**”.

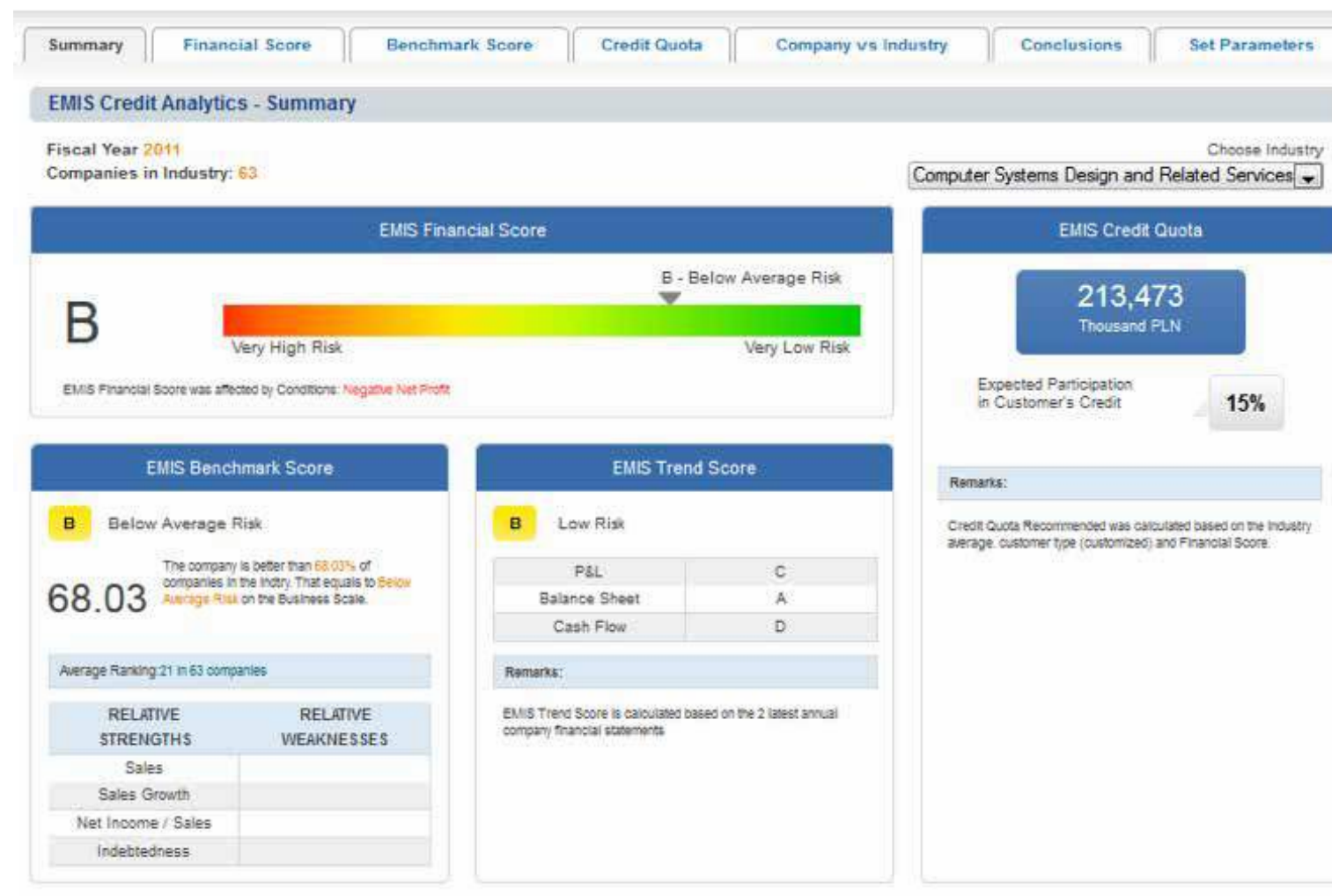
I.I. Landing Page

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.



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.

A EMIS Financial Score – reflects the internal financial strength and the result of industry benchmarking

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

C EMIS Trend Score – reflects the internal financial strength of the entity

E EMIS Credit Quota – maximum credit exposure recommendation.

Summary
Financial Score
Benchmark Score
Credit Quota
Company vs Industry
Conclusions
Set Parameters

EMIS Credit Analytics - Summary

Fiscal Year 2011
Companies in Industry: 63
Choose Industry
Computer Systems Design and Related Services

A EMIS Financial Score

B

EMIS Financial Score was affected by Conditions: Negative Net Profit

E EMIS Credit Quota

213,473

Thousand PLN

Expected Participation in Customer's Credit

15%

Remarks:

Credit Quota Recommended was calculated based on the Industry average, customer type (customized) and Financial Score.

B EMIS Benchmark Score

B

Below Average Risk

68.03

The company is better than 68.03% of companies in the industry. That equals to Below Average Risk on the Business Scale.

Average Ranking: 21 in 63 companies

RELATIVE STRENGTHS

Sales	
Sales Growth	
Net Income / Sales	
Indebtedness	

RELATIVE WEAKNESSES

C EMIS Trend Score

B

Low Risk

P&L	C
Balance Sheet	A
Cash Flow	D

Remarks:

EMIS Trend Score is calculated based on the 2 latest annual company financial statements

The dropdown list **E** 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.

I.3. EMIS Financial Score

A EMIS Financial Score – reflects the internal financial strength and the result of industry benchmarking, it is the same score as on the Summary Tab

B 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

Criteria	Weight	Score	Final Score
I. EMIS Benchmark Score	50%	2,00	B - Low Risk
II. EMIS Trend Score	50%	1,98	B - Low Risk
III. EMIS Financial Score	100%	1,99	B - Low Risk

Note: The Financial Score was not affected by Financial Conditions

Business Scale

A - Very Low Risk
B - Low Risk
C - Average Risk
D - High Risk
E - Very High Risk

C 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 **D** 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.

E Allows you to look up EMIS Benchmark Score details. The EMIS Benchmark Score functionality is fully described in section I.4. EMIS Benchmark Score of this manual.

F Allows you to look up EMIS Trend Score details

USER GUIDE - EMIS CREDIT ANALYTICS

A

Weight: describes the percentage that the subsequent parts take in the Financial Score. The weight can be adjusted manually in the Set Parameters section.

C

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

Criteria			Weight	Score	Final Score
I. EMIS Benchmark Score			A 50%	B 2,00	C B Low Risk
SIZE			RANKING	SCORE	
Sales	1			100	
Assets	1			100	
Profit	1			100	
Total Shareholders' Equity	1			100	
Average Size	1			100	
PROFITABILITY			RANKING	SCORE	
Net Income / Net Sales	21			68.25	
Return On Assets	35			48.03	
Net Income / Net Worth	42			34.92	
Average Profitability	33			49.73	
GROWTH			RANKING	SCORE	
Net Sales Growth Rate %	8			88.89	
Inc. / Dec. in Assets	32			50.79	
Inc. / Dec. in Net Income	33			49.21	
Increase (Decrease) in Equity	27			58.73	
Average Growth	25			61.9	
INDEBTEDNESS			RANKING	SCORE	
Indebtedness	22			66.67	
Leverage	24			63.49	
Total Liabilities / Sales	48			25.4	
Average Indebtedness	31			51.85	
EMIS Benchmark Score				68,03	

B

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

The EMIS Benchmark Score functionality is fully described in the section I.4. EMIS Benchmark Score of this manual.

USER GUIDE - EMIS CREDIT ANALYTICS

A 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.

B 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 **B** is also a weighted average.

II. EMIS Trend Score **A** 50% **B** 1,98 **B** Low Risk **D**

Scoring Range: 1 - Improves, 2 - Maintains (According to the tolerance margin), 3 - Deteriorates Customize EMIS Trend Score

P&L	2011	2012	TOTAL
Sales Growth	1	N/A	1
Operating Profit/Sales	3	N/A	3
Net Income/Sales	3	N/A	3
Total P&L	2,33	N/A	2,33

C **C** Average Risk **D**

BALANCE	2011	2012	TOTAL
Days Receivables	1	N/A	1
Days Inventory	1	N/A	1
Current Ratio	2	N/A	2
Indebtness (Total Assets/Total Liabilities)	2	N/A	2
Total Liabilities/Sales	1	N/A	1
Total Balance	1,36	N/A	1,36

C **A** Very Low Risk **D**

CASH FLOW	2011	2012	TOTAL
Cash From Sales	1	N/A	1
Cash For Production	3	N/A	3
Cash For Operation	3	N/A	3
Net Operation Cash Generation (NOCG)	3	N/A	3
Free Cash Flow	3	N/A	3
Cash Flow After Financial Expenses	3	N/A	3
Cash Flow After Financial	3	N/A	3
Reduction in Debt	2	N/A	2
Total Cash Flow	2,70	N/A	2,70

C **D** High Risk **D**

D 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.

I.4. EMIS Benchmark Score

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



B EMIS Benchmark Score customization – see on the next page

D EMIS Benchmark Score radar chart – graphical presentation of the strengths and weaknesses of the analysed company.

Customize EMIS Benchmark Score
Select/Deselect accounts to customize

<input checked="" type="checkbox"/> Sales	<input checked="" type="checkbox"/> Assets	<input checked="" type="checkbox"/> Profit
<input checked="" type="checkbox"/> Net Worth	<input checked="" type="checkbox"/> Net Sales Growth Rate %	<input checked="" type="checkbox"/> Inc. / Dec. in Assets
<input checked="" type="checkbox"/> Inc. / Dec.in Net Income	<input checked="" type="checkbox"/> Increase (Decrease) in Equity	<input checked="" type="checkbox"/> Net Income / Net Sales
<input checked="" type="checkbox"/> Return On Assets	<input checked="" type="checkbox"/> Net Income / Net Worth	<input type="checkbox"/> Operational Profit / Sales
<input checked="" type="checkbox"/> Indebtedness	<input checked="" type="checkbox"/> Leverage	<input checked="" type="checkbox"/> Total Liabilities / Sales
<input type="checkbox"/> Days Receivables	<input type="checkbox"/> Days Inventory	<input type="checkbox"/> Suppliers Turnover
<input type="checkbox"/> Operational Cycle	<input type="checkbox"/> Current Ratio	<input type="checkbox"/> Quick Ratio
<input type="checkbox"/> Working Capital	<input type="checkbox"/> Gross profit / Net sales	<input type="checkbox"/> Other Income / Net Profit
<input type="checkbox"/> Current Liabilities / Total Liabilities	<input type="checkbox"/> Total Employee	<input type="checkbox"/> Reduction in Debt

Apply Cancel

- ^A The window allows users to select financial parameters that they consider fundamentally important for the benchmarking process in a given industry.

I.4. EMIS Benchmark Score

A 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).

SIZE			GROWTH		
	RANKING A	SCORE		RANKING B	SCORE
Sales	1	100	Net Sales Growth Rate %	8	88.89
Assets	1	100	Inc. / Dec. in Assets	32	50.79
Profit	1	100	Inc. / Dec. in Net Income	33	49.21
Total Shareholders' Equity	1	100	Increase (Decrease) in Equity	27	58.73
Average Size	1	100.00	Average Growth	25	61.90

PROFITABILITY			INDEBTEDNESS		
	RANKING	SCORE		RANKING	SCORE
Net Income / Net Sales	21	68.25	Indebtedness	22	66.67
Return On Assets	35	46.03	Leverage	24	63.49
Net Income / Net Worth	42	34.92	Total Liabilities / Sales	48	25.40
Average Profitability	33	49.73	Average Indebtedness	31	51.85

Average Ranking	21
-----------------	----

B 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 I-3 score scale. The assigned I-3 notch and the letter notch are visible on EMIS Financial Score tab.

Criteria	Weight	Score	Final Score
1. EMIS Benchmark Score	50%	2.00	B Low Risk

USER GUIDE - EMIS CREDIT ANALYTICS

Translation of EMIS Benchmark Score to the letter scale is conducted on the basis of the below tables:

FINANCIAL SCALE

NOTCH	NORMAL RISK		HIGH RISK		LOW RISK	
AA	70.000	100.000	77.00	100	63	100
A	60.000	69.999	66.00	76.9989	54.00	62.9991
BB	50.000	59.999	55.00	65.9989	45.00	53.9991
B	40.000	49.999	44.00	54.9989	36.00	44.9991
CC	30.000	39.999	33.00	43.9989	27.00	35.9991
C	20.000	29.999	22.00	32.9989	18.00	26.9991
D	10.000	19.999	11.00	21.9989	9.00	17.9991
E	0.000	9.999	-	10.9989	-	8.9991

BUSINESS SCALE

NOTCH	NORMAL RISK		HIGH RISK		LOW RISK	
A	70.000	100.000	77.00	100	63	100
B	59.999	69.999	66.00	76.9989	54.00	62.9991
C	39.999	59.998	44.00	65.9978	36.00	53.9982
D	10.000	39.998	11.00	43.9978	9.00	35.9982
E	0.000	9.999	-	10.9989	-	8.9991

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

FINANCIAL SCALE

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

BUSINESS SCALE

CATEGORY	NORMAL RISK	HIGH RISK	LOW RISK
A	1.500	1.35	1.65
B	2.000	1.8	2.2
C	2.650	2.385	2.915
D	2.850	2.565	3
E	3.000	3	3

I.4. EMIS Credit Quota

A EMIS Credit Quota – target credit exposure recommended by EMIS

B Customer Type – place to define the level of participation in customer's payables

Parameter	Percentage
Special Customer	50%
High Participation	30%
Medium Participation	15%
Low Participation	10%
New Customer	3%
Other	Value inserted by the user

C Choose Industry – select industry for benchmarking

D 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

SummaryFinancial ScoreBenchmark ScoreCredit QuotaCompany vs IndustryConclusionsSet Parameters

Credit Quota

Fiscal Year: 2011Companies in Industry: 5

Customer Type: Medium ParticipationChoose Industry: Petroleum Refineries

EMIS Credit Quota (Score adjusted) 1,882,778 Thousand PLN

Key parameters affecting quota value:

Participation in credit: 15%Financial Score: C

Average Credit Based on Industry:

COMPANY INDICATORS	VALUE	INDUSTRY MULTIPLIERS	% MAX	CALCULATED CREDIT
Assets	58,731,478	Suppliers / Assets	33.86%	19,767,311
Net worth	28,798,883	Suppliers / Net worth	76.83%	20,588,123
Tangible Net Worth	28,798,883	Suppliers / Tangible Net Worth	76.83%	20,588,123
Net Sales	107,979,729	Suppliers / Net Sales	19.17%	20,703,271
Cost of Goods Sold	100,784,703	Suppliers / Cost of Goods Sold	20.65%	20,816,814
Operating Profit	2,088,472	Suppliers / Operating Profit	781.69%	16,153,382
Net Profit	2,383,397	Suppliers / Net Profit	831.05%	19,641,086
SUPPLIERS	19,812,793			
Net Sales	107,979,729	Financial Liabilities / Net Sales	0.00%	0
Assets	58,731,478	Financial Liabilities / Assets	0.00%	0
FINANCIAL LIABILITIES	0			
Operating Cycle	85	Operating Cycle	89	25,019,021
Suppliers Turnover	71	Suppliers Turnover	74	20,816,814
AVERAGE CREDIT based on Industry				16,735,805

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.

F Industry average for given multiplier.

G Calculated credit – it is calculated on the basis of the company financial parameters and the industry average value for the given multiplier.

H Average credit based on industry – figure calculated as the average of calculated credits per each financial parameter.

I.4. EMIS Credit Quota

A Customization box – users can set up industry, customer type, scale and risk profile here. Calculation graph:

B Base figure – average credit calculated on the basis of industry multipliers.

C Participation adjustment – managed by customer type set up menu.

D Financial score adjustment – correction reflecting the internal financial strength of the entity.

E Figure after the participation adjustment.

Credit Quota Calculation

Customize Calculation: **A**

Choose Industry: Petroleum Refineries

Customer Type: Medium Participation

Rating Scale: Business Scale

Risk Profile: Medium Risk

AVERAGE CREDIT
(Based On Industry)
16,735,805 **B**

EXPECTED PARTICIPATION
(In Customer's Credit)
15% **C**

FINANCIAL SCORE
C **D**

X

CALCULATED CREDIT
(Average X Participation)
2,510,371 **E**

X

QUOTA ADJUSTMENTS
0.75 **F**

CREDIT QUOTA
(Adjusted by Score)
1,882,778 **G**
(THOUSAND PLN)

Score Multipliers **H**

QUOTA ADJUSTMENTS ACCORDING TO THE FINAL SCORE	BUSINESS SCALE	MULTIPLIERS
Expanded Quota	A	2
Normal Quota	B	1
Reduced Quota	C	0.75
	D	0.5
No Quota	E	0

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

Financial Scale Adjustments	Notch	Factor
Expanded Quota	AA	2
	A	1.5
Normal Quota	BB	1
Reduced Quota	B	0.8
	CC	0.6
	C	0.4
No Quota	D	0.2
	E	0

Business Scale Adjustments	Notch	Factor
Expanded Quota	A	2
	B	1
Reduced Quota	C	0.75
No Quota	D	0.5
No Quota	E	0

G EMIS Credit Quota – target credit exposure recommended by EMIS, final figure.

I.5. Company vs Industry

I.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:

- B** Reporting Period dropdown
- C** Currency selection dropdown (available only on Key Stats page)
- D** Industry selection dropdown
- E** Download to Excel icon

The Key Stats **A** 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.

Summary

Financial Score

Benchmark Score

Credit Quota

Company vs Industry

Conclusions

Set Parameters

Company Vs Industry - Key Stats

Reporting period:

Currency:

Choose Industry

Annual

Thousands PLN

Computer Systems Design and Related Services

Download to

REPORTING DETAILS

SIZE	2011 INDUSTRY	2011		2010		2009	
		VALUE	RANKING	VALUE	RANKING	VALUE	RANKING
Sales	157,007	4,977,000	1	3,262,900	1	3,079,266	1
Assets	227,331	9,483,800	1	8,485,900	1	5,748,456	1
Profit	10,218	397,100	1	414,300	1	373,365	1
Total Shareholders' Equity	160,762	7,052,900	1	6,341,100	1	4,351,316	1
Average Size Position			1		1		1

GROWTH	2011 INDUSTRY	2011		2010		2009	
		VALUE	RANKING	VALUE	RANKING	VALUE	RANKING
Net Sales Growth Rate %	348.51%	52.53%	8	5.96%	224	9.95%	148
Inc. / Dec. In Assets	508.56%	12.02%	32	47.27%	81	0.35%	235
Inc. / Dec. In Net Income	352.02%	-4.15%	33	10.96%	208	16.10%	143
Increase (Decrease) In Equity	589.76%	11.23%	27	45.73%	77	15.03%	149
Average Growth Position			25		148		168

REPORTING DETAILS			
	2011	2010	2009
Statement type	Consolidated	Consolidated	Consolidated
Audited	Audited	Audited	Audited
Provider	CorporateDB/Notoria	CorporateDB/Notoria	CorporateDB/Notoria
Companies in Industry	63	496	532
EMIS Benchmark Score	68.03	70.68	71.20

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 **G**. The second column displays Industry average for the latest year **H**. The next columns **I** 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

Company vs Industry

Key Stats

Income Statement

Balance Sheet

Cash Flow

Summary Financial Score Benchmark Score Credit Quota Company vs Industry Conclusions Set Parameters

Company Vs Industry - Income Statement

Reporting Period: Annual Choose Industry: Computer Systems Design and Related Services

Table Charts **A**

Download to

► Reporting Details

OPERATING PROFIT B	2011 INDUSTRY C		2011 COMPANY		2010 INDUSTRY C		2010 COMPANY		2009 INDUSTRY C		2009 COMPANY	
	V%	H%	V%	H%	V%	H%	V%	H%	V%	H%	V%	H%
Sales	100.00%	348.51%	100.00%	52.53%	100.00%	12.50%	100.00%	5.96%	100.00%	0%	100.00%	0%
Cost Of Goods Sold	74.77%	470.33%	72.00%	63.47%	58.54%	16.46%	67.18%	7.94%	58.55%	0%	65.95%	0%
Gross Profit	25.23%	171.66%	28.00%	30.15%	41.46%	7.34%	32.82%	2.13%	43.45%	0%	34.05%	0%
Administrative And General Expenses	19.07%	171.30%	8.04%	41.38%	31.39%	4.27%	8.67%	-8.38%	33.87%	0%	9.82%	0%
Selling Expenses	19.66%	410.21%	7.01%	57.39%	17.21%	-5.73%	6.80%	0.46%	20.54%	0%	7.17%	0%
Operational Profit	9.40%	406.19%	12.95%	13.87%	8.29%	19.48%	17.35%	7.72%	7.81%	0%	17.07%	0%

NON OPERATING INCOME	2011 INDUSTRY		2011 COMPANY		2010 INDUSTRY	
	V%	H%	V%	H%	V%	H%
Total Non-operating Revenue	2.66%	1,317.60%	3.16%	182.55%	0.84%	-20.99%
Financial Revenue	2.66%	1,317.60%	3.16%	182.55%	0.84%	-20.99%
Total Non-operating Expenses	1.57%	452.59%	1.76%	-31.43%	1.27%	-2.95%
Financial Expenses	1.57%	452.59%	1.76%	-31.43%	1.27%	-2.95%
Profit Before Income Taxes	10.25%	480.16%	14.35%	44.55%	7.89%	18.48%

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

- 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 **B**.
- 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 **C**.

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

Chart view:



I.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.

Conclusions

NIP 5220003782

Headquarters

ul. Olchowa 14

35-322 Rzeszów, Podkarpackie

Tel: (0-17) 875-54-00

Fax: (0-17) 875-54-08

Email: info@asseco.pl

Asseco Poland S.A.

EMIS Credit Analytics

Date: 2013, 25 Oct

EMIS Benchmark Score (Business Performance Score) is based on financial statements as of 2011. EMIS Benchmark Score of Asseco Poland S.A. is the result of comparing its financial results with that of 63 companies classified by EMIS Credit Analytics within "Computer Systems Design and Related Services" industry.

EMIS Benchmark Score
(Against Industry)

68.03

B - Low Risk

Very High Risk

Very Low Risk

Choose Industry: Computer Systems Design and Related Services

Note: Companies classified in "Computer Systems Design and Related Services" are not necessarily direct competitors. Please refer to Benchmark Ranking for complete details of the companies classified within this industry.

EMIS Benchmark Score is the result of the company's ranking within its industry in different financial ratios of Size, Profitability, Growth, Indebtness, Efficiency and Liquidity Ratios. In the result it is important to note:

RELATIVE STRENGTHS	RANKING	SCORE
Sales	1	100
Sales Growth	8	88.89
Net Income / Sales	21	88.25
Indebtedness	22	88.67

EMIS Benchmark Score contributes 50% to the Financial Score. The other 50% is represented by evolution versus previous period of Profit & Loss, Balance Sheet and Cash Flow Statement.

EMIS TREND SCORE	
Profit & Loss	C
Balance Sheet	A
Cash Flow Statement	D

EMIS Financial Score

B

B - Low Risk

Very Low Risk

Very High Risk

Note: The Financial Score is not deteriorated by Financial Conditions (see [Parameters](#)).

Based on the average credit quote of 1,423,155 in the Computer Systems Design and Related Services industry, an EMIS Financial Score of B and an expected participation in the company's credit of 15%, the recommended credit quota is 213,473.

EMIS Credit Quota
(Score adjusted)

213,473
Thousand PLN

Key parameters affecting quota value

Participation in credit

15%

Financial Score

B

I.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

The screenshot shows the 'Set Parameters' page in the EMIS Credit Analytics application. At the top, there are tabs for 'Summary', 'Financial Score', 'Benchmark Score', 'Credit Quota', 'Company vs Industry', 'Conclusions', and 'Set Parameters'. The 'Set Parameters' tab is selected. Below the tabs, there is a section titled 'Set Parameters below to customize:' with 'Save' and 'Set back to default' buttons. The main content area is divided into two columns: 'SCORE SCALE' and 'RISK PROFILE'. Under 'SCORE SCALE', there are two options: 'Financial Scale' (selected) and 'Business Scale'. Each option lists 8 risk categories: AA - Very Low Risk, A - Low Risk, BB - Moderate Low Risk, B - Below Average Risk, CC - Above Average Risk, C - Moderate High Risk, D - High Risk, and E - Very High Risk. Under 'RISK PROFILE', there are three options: 'High Risk' (selected), 'Medium Risk', and 'Low Risk'. Each option has a brief description of its use.

A 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.

B 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).

I.4. Set Parameters

EMIS Trend Score ⓘ

VERTICAL WEIGHTING	Prior Periods %	Interim Figures %
P&L		
Sales Growth	12	17
Operating Profit	12	15
Net Profit	12	14
P&L Sub total	36	46
Balance		
Days Receivables	10	14
Days Inventory	10	13
Current Ratio	8	9
Indebtness	8	9
Indebtedness/sales	8	9
Balance Sub Total	44	54
Cash Flow		
Cash from Sales	2	
Cash for Production	2	
Cash for Operations	2	
Operating Cash Generation	5	
Free Cash Flow	3	
Cash Flow After Fin Ex	2	
Cash Flow After Fin Result	2	
Reduction in Debt	2	
Cash Flow Sub Total	20	
Total Vertical Weights	100	100

EMIS Financial Score ⓘ

FINANCIAL CONDITIONS	Score
Selection Condition	
<input checked="" type="checkbox"/> Negative Net Income(Loss)	B
<input checked="" type="checkbox"/> Negative Operating Profit	C
<input checked="" type="checkbox"/> Negative Net Worth	E
<input checked="" type="checkbox"/> Negative Operating Cash Generation	C
<input checked="" type="checkbox"/> Negative Cash Flow	C
<input checked="" type="checkbox"/> Negative Cash Flow after Financial Costs	C

FINAL WEIGHTING

EMIS Benchmark Score	EMIS Trend Score	
%	%	%
50	50	100

Save Set back to default

- 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 vEMISs, 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.

I.4. Set Parameters

TOLERANCE MARGIN A

Prior Periods	Interim Figures
%	%
5	5

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

FINANCIAL CONDITIONS B

Selection Condition	Score
<input checked="" type="checkbox"/> Negative Net Income(Loss)	C
<input checked="" type="checkbox"/> Negative Operating Profit	C
<input checked="" type="checkbox"/> Negative Net Worth	E
<input checked="" type="checkbox"/> Negative Operating Cash Generation	C
<input checked="" type="checkbox"/> Negative Cash Flow	C
<input checked="" type="checkbox"/> Negative Cash Flow after Financial Costs	C

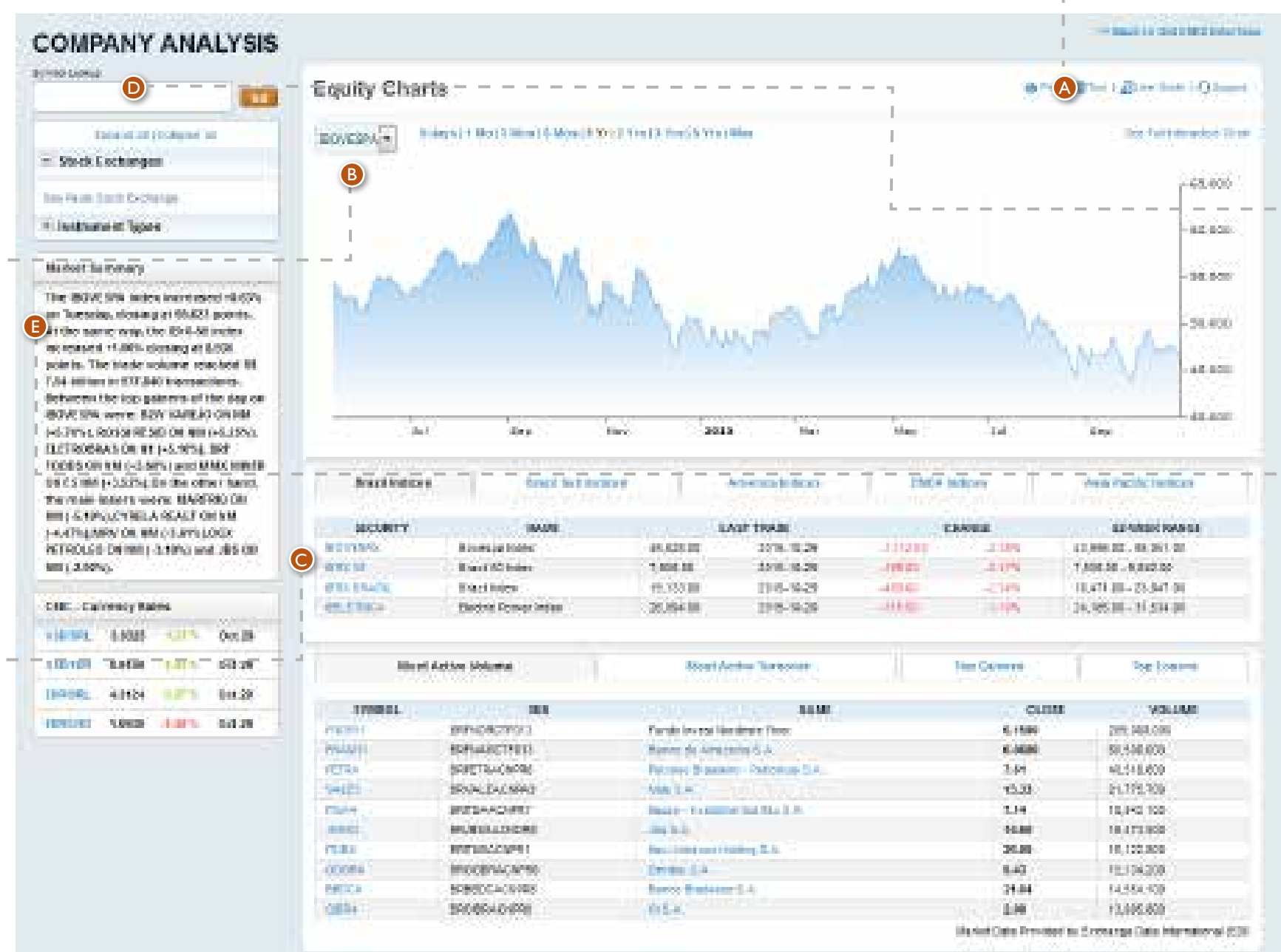
B Financial Conditions – there is a list of conditions that affect both EMIS Trend Score and final EMIS Financial Score. They define the maximum score that can be assigned given that the condition is met. The user can customize the maximum score, by choosing the letter from the dropdown list that is 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

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

B 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.

C 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.



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

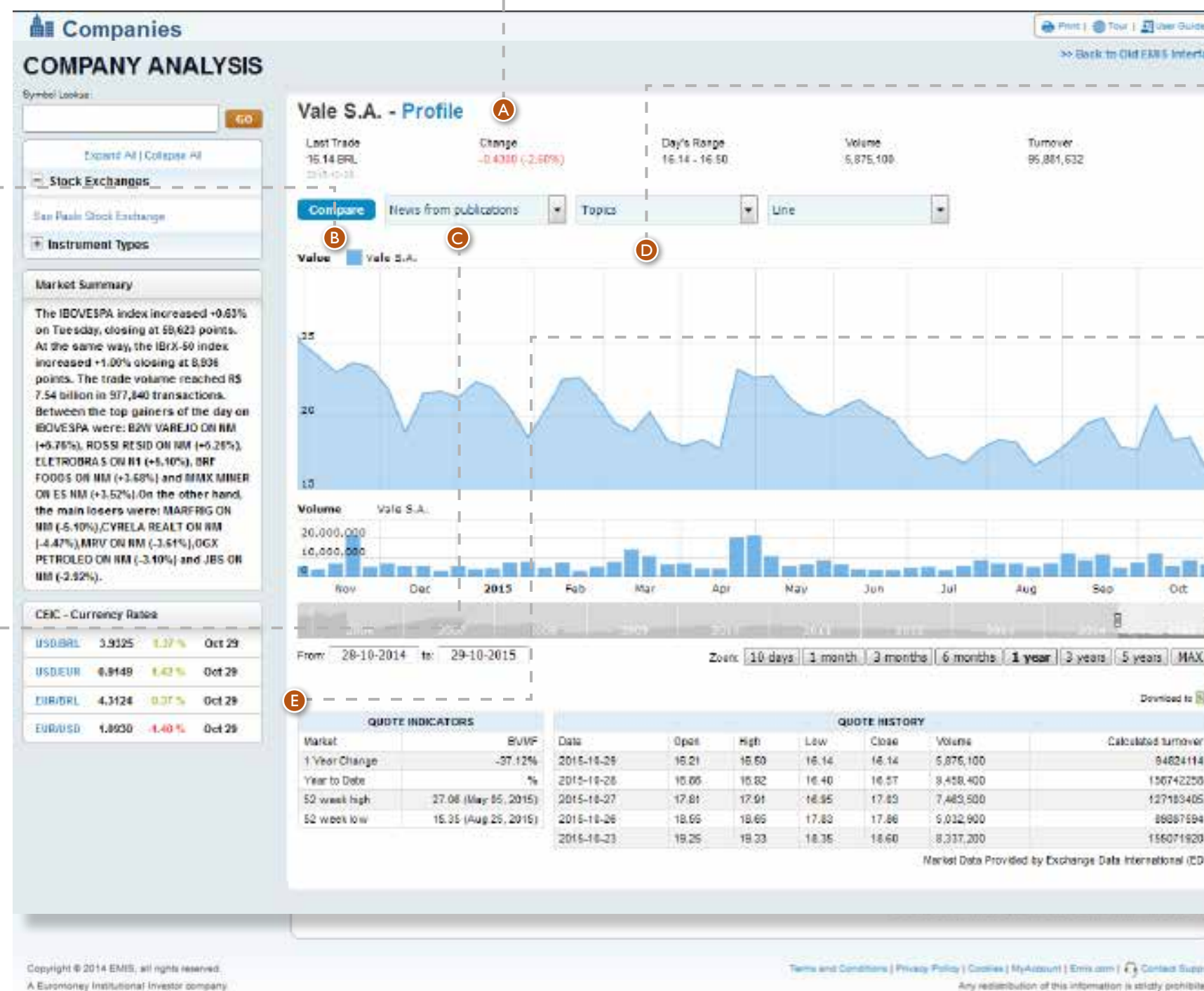
E Quick Links:
You can quickly navigate to view different market segments or view market summary and comments for the previous day.

USER GUIDE – EQUITY CHARTS

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

B Compare: This option allows you to view evolution of two or more quotes or indices. Simply click on 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.

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



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

E 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.

F 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



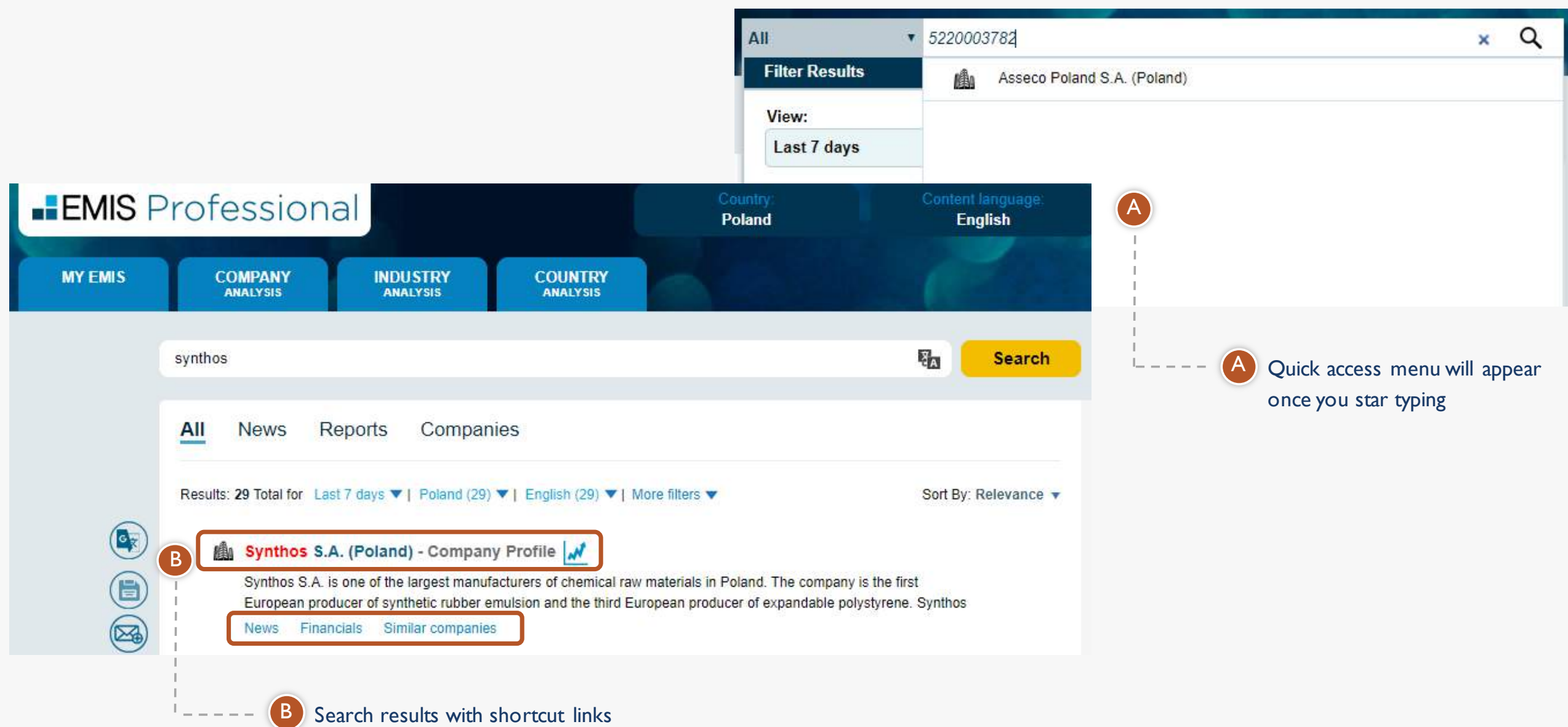
User Guide on Company Profiles

- Overview,
- Financials,
- Similar Companies.

I. COMPANY PROFILE

I.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.



The screenshot shows the EMIS Professional search interface. At the top, there's a search bar with 'synthos' entered and a yellow 'Search' button. Below the search bar, there's a navigation menu with 'All', 'News', 'Reports', and 'Companies'. The 'All' tab is selected. Below the navigation menu, there's a summary of results: 'Results: 29 Total for Last 7 days | Poland (29) | English (29) | More filters'. The search results are sorted by 'Relevance'. The first result is 'Synthos S.A. (Poland) - Company Profile', which is highlighted with a red box. Below this result, there are links for 'News', 'Financials', and 'Similar companies'. On the left side of the search results, there's a vertical menu with icons for 'MY EMIS', 'COMPANY ANALYSIS', 'INDUSTRY ANALYSIS', and 'COUNTRY ANALYSIS'. On the right side, there's a 'Filter Results' panel with a 'View: Last 7 days' option. Annotations A and B are present: A points to the search bar and the 'Filter Results' panel, and B points to the search results with shortcut links.

A Quick access menu will appear once you start typing

B Search results with shortcut links

I. COMPANY PROFILE

I.2. Company Overview

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

EMIS Professional Country: Poland Content language: English Welcome ARUDZKI QUICK LINKS

MY EMIS COMPANY ANALYSIS INDUSTRY ANALYSIS COUNTRY ANALYSIS All Search Companies, Industries, Topics, Keywords

Asseco Poland S.A. (Poland) Add to Alerts Add to Dashboard Report Builder

Overview Financials News Reports Similar Companies M&A Deals EMIS Credit Analytics Minden lefordítása magyar nyelvre PDF

Corporate Information Profile Updated: February 16, 2018

Main Activities: Custom Computer Programming Services (541511) Computer Systems Design Services (541512) ...More »

Main Products: Software

Asseco Poland is the largest IT company listed on the Stock Exchange in Warsaw. Has also become an important player on the European market for software producers. The company deve...More »

Ul. Olchowa 14 Rzeszow, Podkarpackie, Poland EMISid: 1454905 ISIN: PLSOFTB00016 More IDs

Website: <http://www.asseco.pl> Total Employees: 22,364 (2016)

Full name: Asseco Poland S.A. Status: Operational, Listed

Legal Form: Public Limited Company

Show more

Key Executives

Financials Export

Net sales revenue Net Profit (Loss) for the Period Return on Sales (ROS)

PLN Thousands	2017 Q3C	2016 Q3C	Growth
Total operating revenue	5,434,100	5,707,100	-4.78% ▼
Net sales revenue	5,403,500	5,672,900	-4.75% ▼
Gross profit	1,166,300	1,356,300	-14.01% ▼

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

C Download a PDF version of the page

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

B Click Show more under a panel to view more data

I. COMPANY PROFILE

I.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).

Asseco Poland S.A. (Poland) ✎ ☐ Add to Alerts ☐ Add to Dashboard 📄 Report Builder

Overview **Financials** News Reports Similar Companies M&A Deals EMIS Credit Analytics

Financial ☑ Financial Statements ☑ Ratios & Multiples ☑ Financial Documents/Annual Reports

☑ Annual only ☑ Interim included Global Standard Cons. PLN Thousands Show More Options More periods Export

Statement type	Period end date	Annual, Cons. 2016-12-31 2016	Annual, Cons. 2015-12-31 2015	Annual, Cons. 2014-12-31 2014	Annual, Cons. 2013-12-31 2013	Annual, Cons. 2012-12-31 2012
- Income Statement						
- Total operating revenue	☑ Select to chart	7,993,200.00 9.58%	7,294,500.00 16.45%	6,264,100.00 7.89%	5,806,000.00 4.66%	5,547,600.00
Net sales revenue		7,932,000.00	7,256,200.00	6,231,900.00	5,780,000.00	5,529,100.00
Cost of goods sold		-6,065,500.00	-5,507,100.00	-4,712,100.00	-4,353,100.00	-4,051,700.00
- Gross profit		1,866,500.00	1,749,100.00	1,519,800.00	1,426,900.00	1,477,400.00

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

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

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


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

E Export the table with single click

I. COMPANY PROFILE

I.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.

Synthos S.A. (Poland) 

[Add to Alerts](#) [Add to Dashboard](#) [Report Builder](#)

Overview Financials News Reports **Similar Companies** M&A Deals EMIS Credit Analytics

Similar companies Resin, Synthetic Rubber, ... Poland Consolidated Preferred Thousands PLN + Add financials & ratios + Add Companies Export

Company	Total operating revenue	Total Operating Revenue Trend (%)	Return on Sales (ROS) (%)	Net Profit (Loss) for the Period
Grupa Azoty S.A.	9,003,069	-10.57	4.19	375,152
Synthos S.A.	4,755,000	17.18	5.38	256,000
Basell Orlen Polyolefins Sp. z o.o.	3,783,067	12.35	13.58	512,826
Synthos Dwory 7 Sp. z o.o. sp. j.	1,953,576	-10.73	12.83	249,820
Stepan Polska Sp. z o.o.	608,412	N/A	5.51	33,417
Solvay Engineering Plastics Poland Sp. z o.o.	559,975	5.20	4.86	27,138
Eurofoam Sp. z o.o. (Zgierz)	502,022	5.99	6.72	33,482
Lerg S.A.	443,106	N/A	4.44	19,383
Sirmax Polska Sp. z o.o.	226,992	11.17	20.86	51,165
Mcns Polyurethanes Europe Sp. z o.o.	224,379	13.47	8.89	19,990

View more companies View on chart

Export Options:

- ☒ Current Page
- ☐ Full statements
- ☐ Stock valuation

[Export](#)

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

I. COMPANY PROFILE

I.4. Similar Companies – add financials

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

Add financials & ratios Click on items below to select/deselect

Select Template:

Income Statement

- ☒ Total operating revenue
- ☐ Net sales revenue
- ☒ Cost of goods sold
- ☒ Gross profit
- ☒ Depreciation, amortization and impairment charges
- ☐ Operating profit (EBIT)
- ☐ EBITDA
- ☐ Finance costs
- ☐ Income tax
- ☒ Net Profit (Loss) for the

Balance Sheet

- ☒ Total assets
- ☐ Non-current assets
- ☐ Intangible assets and goodwill
- ☐ Current assets
- ☐ Cash and Cash Equivalents
- ☒ Total equity
- ☐ Total liabilities
- ☐ Non-current liabilities
- ☐ Non-current loans and borrowings

Cash Flow

- ☐ Net cash flow from (used in) operating activities
- ☐ Net cash flow from (used in) investing activities
- ☐ Net cash flow from (used in) financing activities

Ratios

- ☒ Total Operating Revenue Trend
- ☐ Net Income Trend
- ☐ Operating Profit (EBIT) Margin
- ☒ Return on Sales (ROS)
- ☐ Return on Equity (ROE)
- ☐ Current Ratio
- ☐ Debt / EBITDA
- ☐ Leverage Ratio

[More Ratios](#)

☐ Save

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

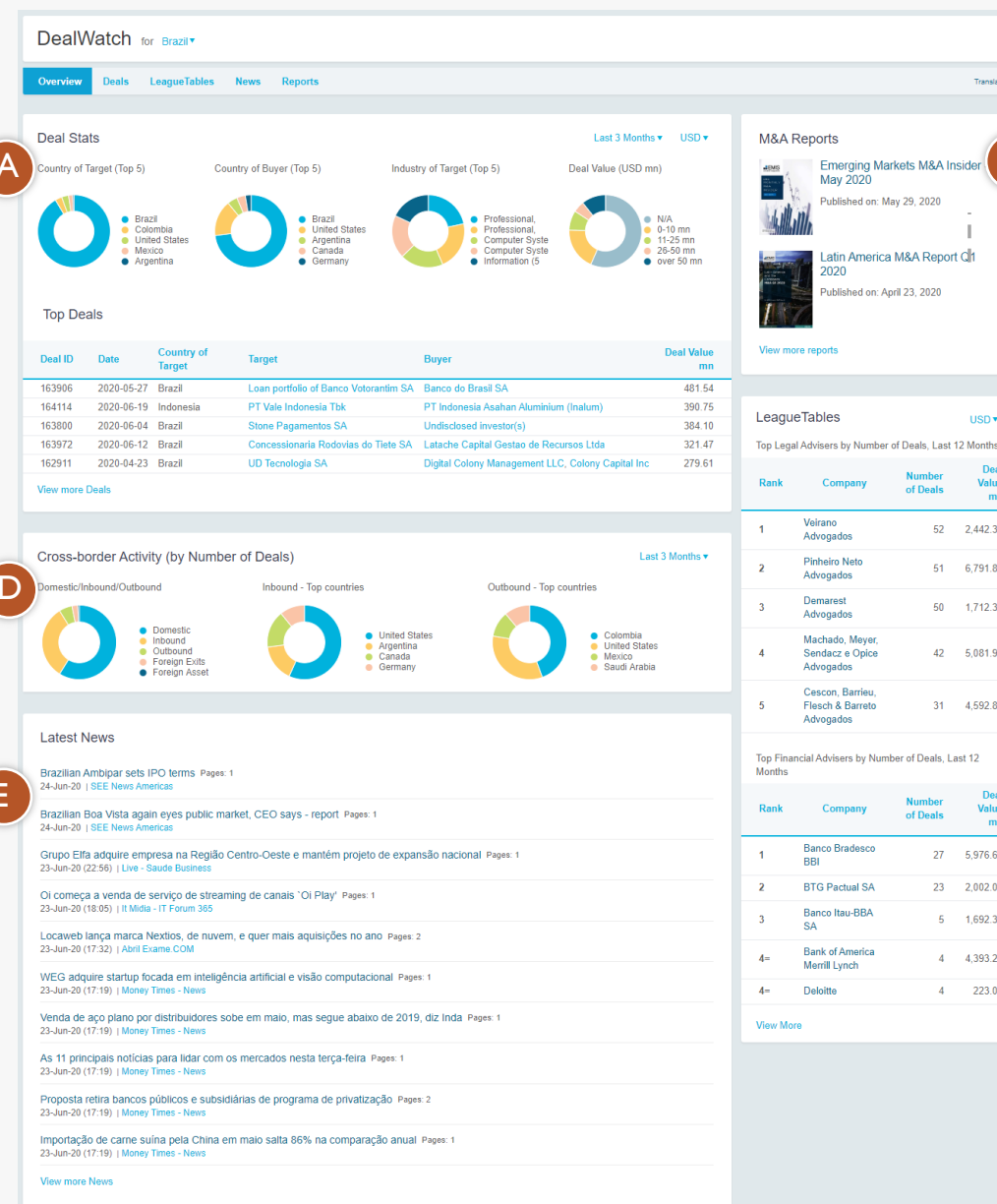
A View Deals section for a quick summary of the database and to check biggest deals that happened recently in your selected country/region

D Check statistics for cross-border activity. This panel is available when you selected one country only.

E Read latest M&A news

C Check latest M&A reports from EMIS analysts

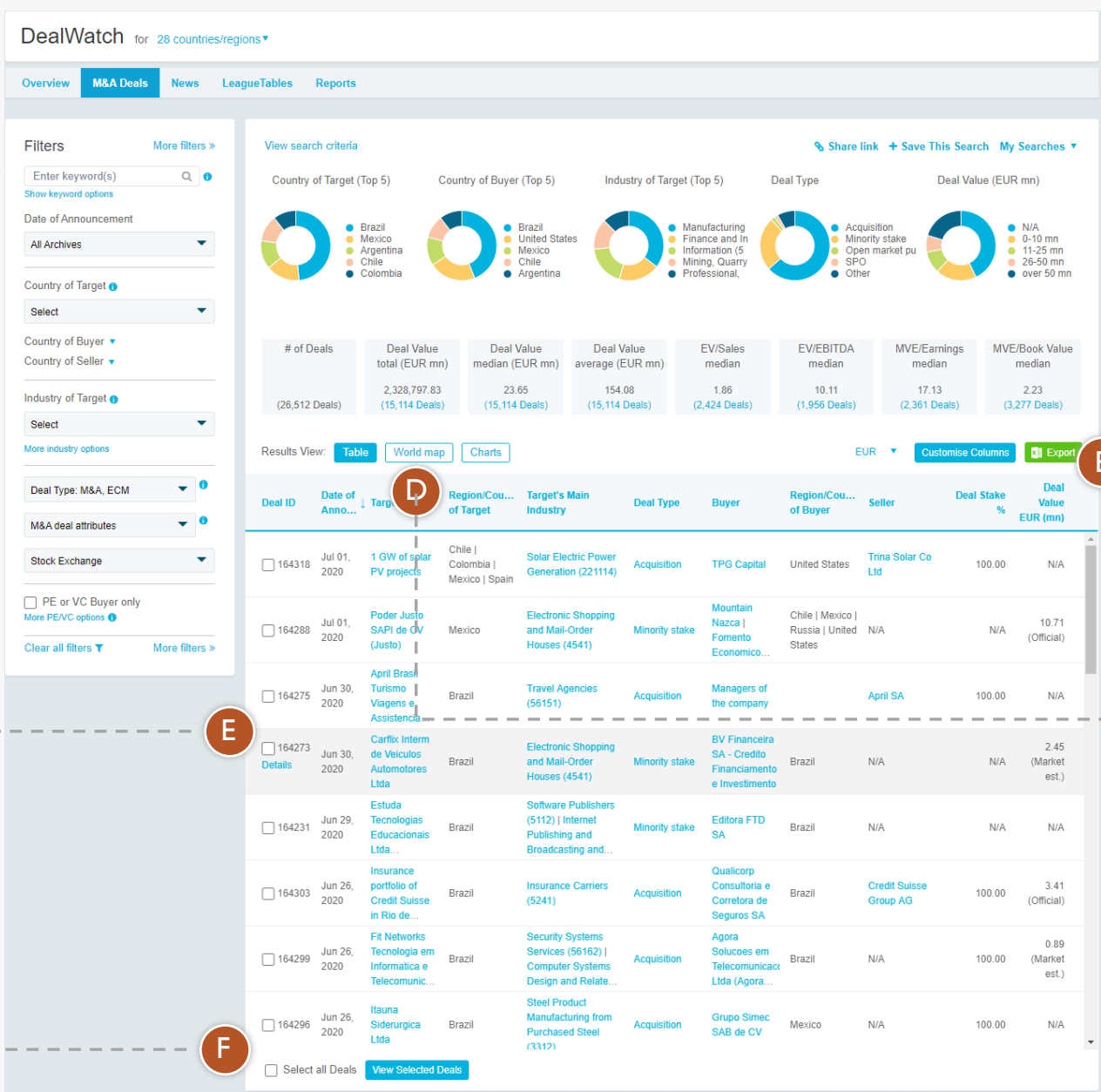
B League Tables show the top five financial and legal advisors for the respective region.



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



A 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

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

C View the summary of your results

D View individual deals in the table or switch to world map view or charts view

E 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

F Select individual deals to view details or export to Excel

The screenshot shows the DealWatch interface for 28 countries/regions. The Overview tab is active, displaying a summary of deals with various filters and a table of results. The table includes columns for Deal ID, Date of Announcement, Region/Country of Target, Target's Main Industry, Deal Type, Buyer, Region/Country of Buyer, Seller, Deal Stake %, and Deal Value (EUR mn). The table is currently in Table view, but options for World map and Charts views are available. The table lists several deals, including those from Chile, Mexico, and Brazil, with details on deal value, stake, and industry.

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.

The screenshot displays the EMIS DealWatch Advanced Search interface. The main panel is titled "Filters" and shows "Result: 26,512 Deals". It includes a search bar with the placeholder "Enter keyword(s)" and a "Show keyword options" link. Below the search bar are several filter sections:

- Date of Announcement:** A dropdown menu currently set to "All Archives".
- Country of Target:** A dropdown menu currently set to "Select".
- Country of Buyer:** A dropdown menu.
- Country of Seller:** A dropdown menu.
- Industry of Target:** A dropdown menu currently set to "Select", with a "More industry options" link below it.
- Deal Type:** A dropdown menu currently set to "M&A, ECM".
- M&A deal attributes:** A dropdown menu.
- Stock Exchange:** A dropdown menu.
- PE or VC Buyer only:** A checkbox, with a "More PE/VC options" link below it.

At the bottom of the filter panel is a "Clear all filters" link. To the right of the filter panel are several sections for advanced filtering:

- Deal Value:** Input fields for "min" and "max" followed by "EUR mn".
- Stake Size:** A dropdown menu currently set to "ALL".
- Deal Status:** A section with three checkboxes: "Announced", "Completed", and "Failed".
- Deals with Advisers only, Deals with Source link only, Deals with listed Targets only, Deals with listed Buyers only, Deals where Target has detailed company profile, Deals where Target has financial documents:** A section with six checkboxes.
- Payment methods:** A dropdown menu.
- Target's Valuation Multiples:** A section with four rows of input fields for "min" and "max" values: "EV/Sales", "EV/EBITDA", "MVE/Earnings", and "MVE/Book Value".
- Target's Valuation Figures:** A section with three rows of input fields for "min" and "max" values: "Enterprise Value", "Target's Market Value of Equity", and "Book Value of Equity".

At the top right of the filter panel are links for "Clear all filters" and "Close".

Callouts are present on the interface:

- A:** Expanded Filters panel contains basic and advanced options (points to the left side of the filter panel).
- B:** Close advanced filters to see full table of results (points to the "Close" link).
- C:** Target's multiples & valuation figures (points to the "Target's Valuation Multiples" and "Target's Valuation Figures" sections).

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.

A 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

M&A Database for 185 countries/regions ▼

M&A Database Deal Database **League Board** News Reports

Filters

Search for Adviser

Last 12 Months

Adviser type: Financial

Deal Type: M&A, ECM

Country of Target

Select

Country of Buyer

Country of Seller

Industry of Target

Select

More industry options

Deal Value:

min

 -

max

 USD mn

☐ PE/VC Deals

More PE/VC options

League Tables: View search criteria

Share link + Save This Search My Searches

Submit deal info Export

Top Financial Advisers by Value of Deals

Rank	Company	Deal Value (USD mn)	Number of Deals
1	Goldman Sachs	98,265.58	15
2	Morgan Stanley & Co LLC	95,265.91	14
3	Citigroup Inc	83,507.17	42
4	Bank of America Merrill Lynch	74,797.20	18
5	JPMorgan Chase & Co	67,295.91	17
6	Barclays PLC	62,851.00	5
7	Lazard Ltd	39,407.45	10
8	HSBC Holdings PLC	38,158.22	10
9	Credit Suisse	36,087.92	10
10	Moelis & Company	31,532.77	4

next

Top Financial Advisers by Number of Deals

USD ▼

Rank	Company	Deal Value (USD mn)	Number of Deals
1	Citigroup Inc	83,507.17	42
2	BTG Pactual SA	6,808.83	40
3	KPMG	6,245.22	33
4	Banco Bradesco BBI	7,452.02	32
5	Huatai United Securities Co Ltd	5,405.63	23
6=	CITIC Securities	14,222.25	20
6=	PwC	2,549.25	20
7	Bank of America Merrill Lynch	74,797.20	18
8=	JPMorgan Chase & Co	67,295.91	17
8=	Deloitte	3,172.17	17

next

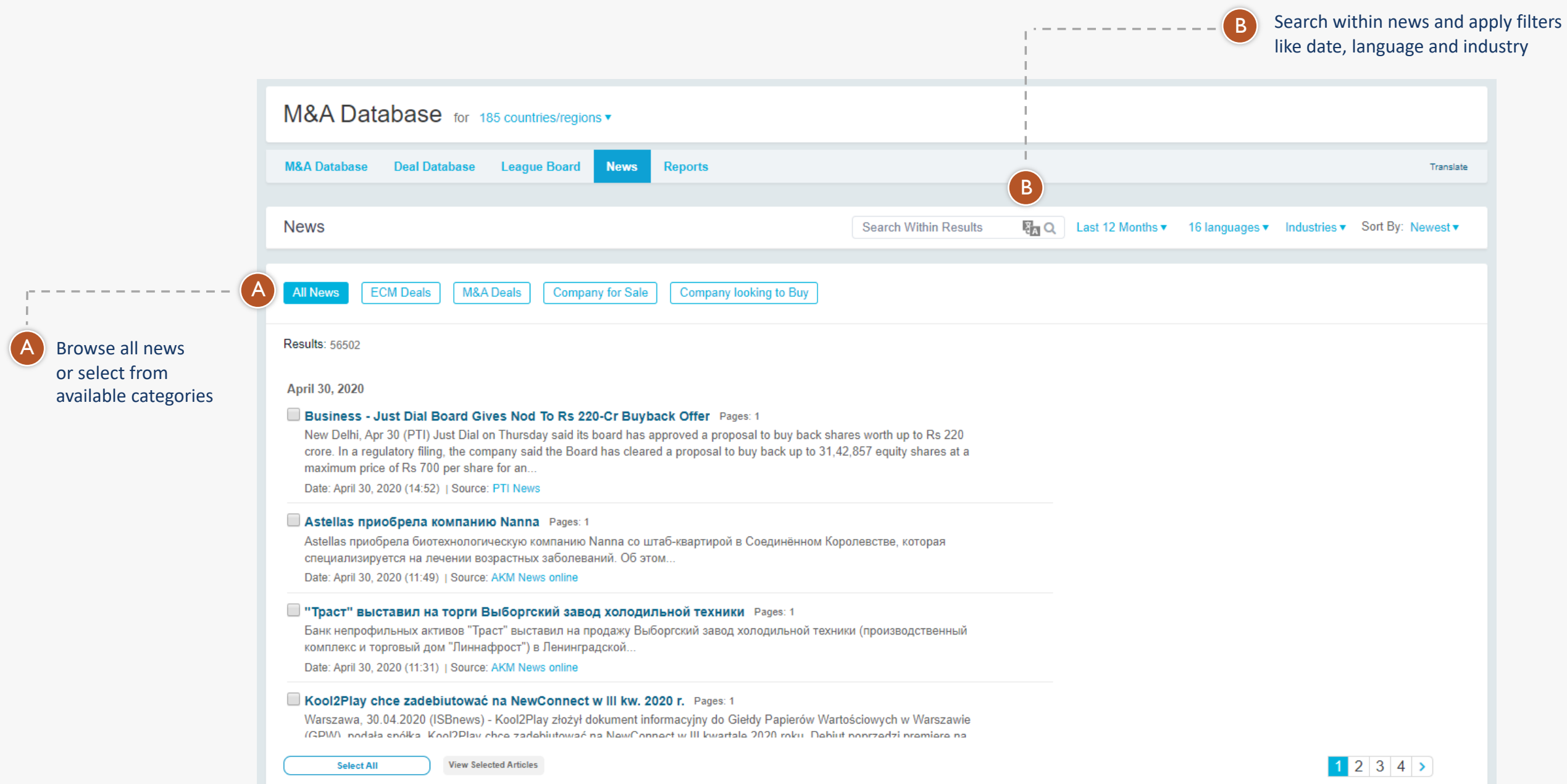
B Export full tables to excel

C Submit your own deal information in email or Excel file

Note: Updated Daily, Last 12 Months

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.



A Browse all news or select from available categories

B Search within news and apply filters like date, language and industry

M&A Database for 185 countries/regions ▼

M&A Database Deal Database League Board **News** Reports Translate

News Search Within Results Last 12 Months ▼ 16 languages ▼ Industries ▼ Sort By: Newest ▼

A All News ECM Deals M&A Deals Company for Sale Company looking to Buy

Results: 56502

April 30, 2020

- ☐ **Business - Just Dial Board Gives Nod To Rs 220-Cr Buyback Offer** Pages: 1
New Delhi, Apr 30 (PTI) Just Dial on Thursday said its board has approved a proposal to buy back shares worth up to Rs 220 crore. In a regulatory filing, the company said the Board has cleared a proposal to buy back up to 31,42,857 equity shares at a maximum price of Rs 700 per share for an...
Date: April 30, 2020 (14:52) | Source: [PTI News](#)
- ☐ **Astellas приобрела компанию Nappa** Pages: 1
Astellas приобрела биотехнологическую компанию Nappa со штаб-квартирой в Соединённом Королевстве, которая специализируется на лечении возрастных заболеваний. Об этом...
Date: April 30, 2020 (11:49) | Source: [AKM News online](#)
- ☐ **"Траст" выставил на торги Выборгский завод холодильной техники** Pages: 1
Банк непрофильных активов "Траст" выставил на продажу Выборгский завод холодильной техники (производственный комплекс и торговый дом "Линнафрост") в Ленинградской...
Date: April 30, 2020 (11:31) | Source: [AKM News online](#)
- ☐ **Kool2Play chce zadebiutować na NewConnect w III kw. 2020 r.** Pages: 1
Warszawa, 30.04.2020 (ISBNews) - Kool2Play złożył dokument informacyjny do Giełdy Papierów Wartościowych w Warszawie (GPW), podając spółka Kool2Play chce zadebiutować na NewConnect w III kwartale 2020 roku. Debiut poprzedzi premiera na

Select All View Selected Articles

1 2 3 4 >

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

A

Check latest reports from EMIS proprietary sources

B


Search within news and apply filters like date, language and industry

M&A Database for 185 countries/regions ▼


M&A Database Deal Database League Board News Reports Translate

Reports
Search Within Results
Last 12 Months ▼ 16 languages ▼ Industries ▼ Sort By: Newest ▼

A





Emerging Markets M&A Insider - April 2020
Published on: April 29, 2020




Africa and the Middle East M&A Report Q1 2020
Published on: April 29, 2020

Results: 28

Africa and the Middle East M&A Report Q1 2020 Pages: 24
 Date: April 29, 2020 (16:13) | Source: [EMIS - M&A Reports](#) [View as HTML](#)

Emerging Markets M&A Insider - April 2020 Pages: 3
 Date: April 29, 2020 (15:09) | Source: [M&A Newsletter](#) [View as HTML](#)

Latin America M&A Report Q1 2020 Pages: 26
 Date: April 23, 2020 (14:34) | Source: [EMIS - M&A Reports](#) [View as HTML](#)



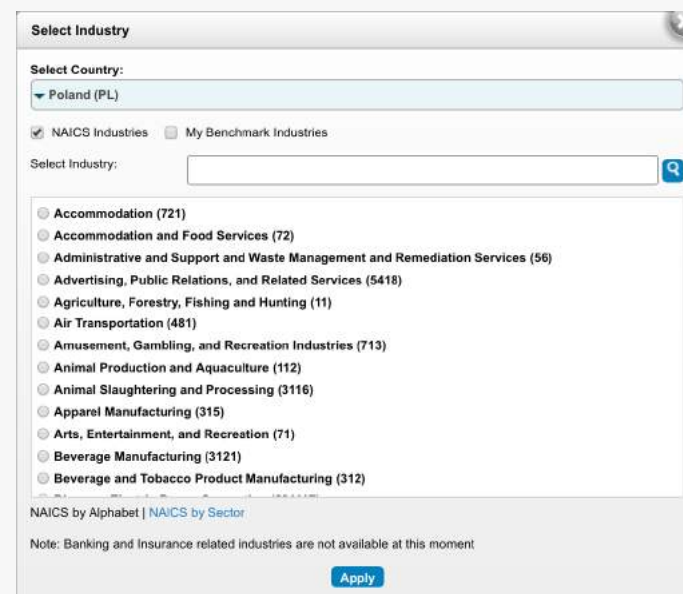
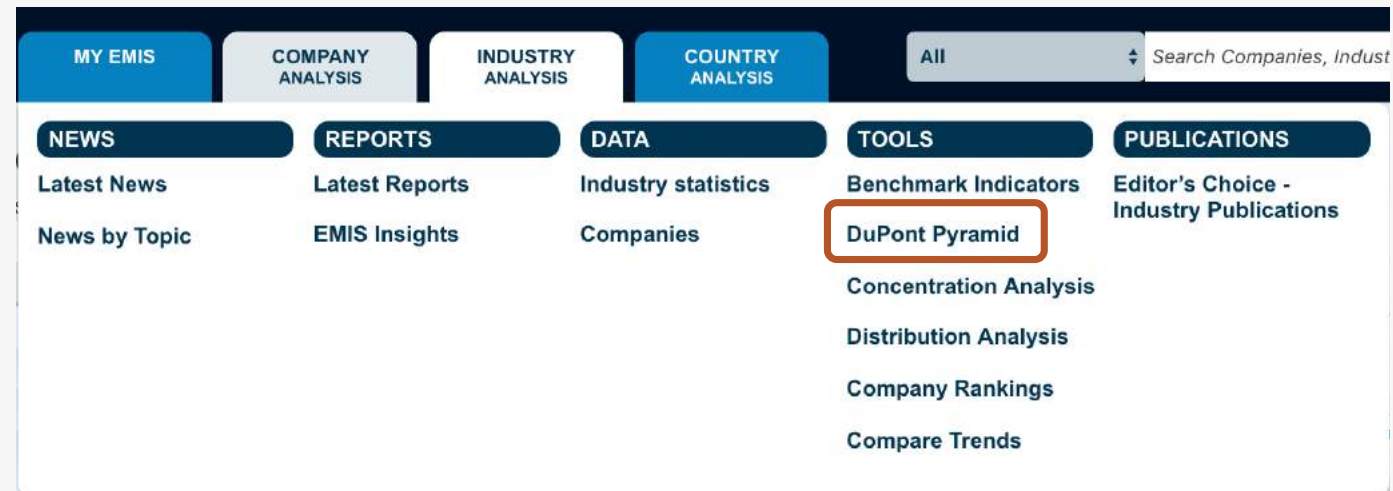
User Guide on Industry Tools

- DuPont Pyramid,
- Concentration Analysis,
- Distribution Analysis.

I. INDUSTRY TOOLS

I.I. DuPont Pyramid

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



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.

I. INDUSTRY TOOLS

I.2. Concentration Analysis

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

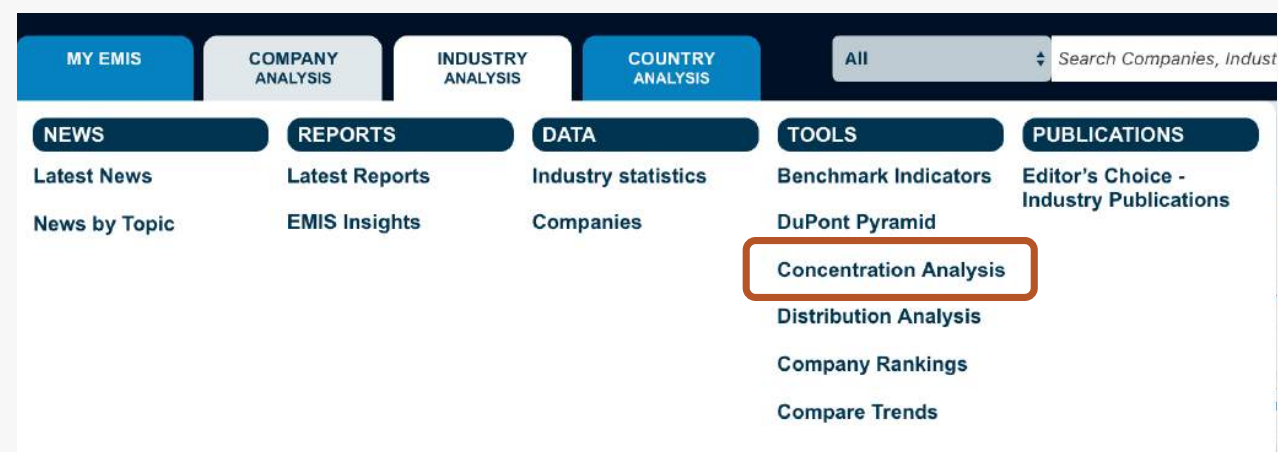


Table Concentration Analysis - Table View

Concentration Analysis Support Add to Dashboard

Table Lorenz Curve Chart

Figures are in: Thousands PLN 2014 edit indicators Download to

NO.	COMPANIES/YEAR	CUMULATIVE SHARE OF COMPANIES	SALES 2014	MARKET SHARE	CUMULATED SALES	CUMULATED SALES %	XK - XK-1	YK + YK-1
1	Przedsiębiorstwo Usług Komunalnych i Handlu Sp. z o.o.	100.00 %	3,056,892	5.41 %	3,056,892	100.00 %	0.03 %	194.59 %
2	Impel S.A.	99.97 %	1,720,115	3.04 %	53,477,694	94.59 %	0.03 %	186.14 %
3	Nowa Itaka Sp. z o.o.	99.94 %	1,640,398	2.90 %	51,757,579	91.55 %	0.03 %	180.20 %
4	Exbud Trade Sp. z o.o.	99.92 %	1,249,337	2.21 %	50,117,181	88.65 %	0.03 %	175.09 %
5	Rainbow Tours S.A.	99.89 %	956,464	1.69 %	48,887,845	86.44 %	0.03 %	171.19 %
6	Gsk Services Sp. z o.o.	99.86 %	927,081	1.64 %	47,911,381	84.75 %	0.03 %	167.85 %
7	Sonoco Poland Packaging Services Sp. z o.o.	99.83 %	841,227	1.49 %	46,984,300	83.11 %	0.03 %	164.73 %
8	Randstad Polska Sp. z o.o.	99.81 %	808,896	1.43 %	46,143,073	81.62 %	0.03 %	161.81 %
9	Elemental Holding S.A.	99.78 %	772,325	1.37 %	45,334,177	80.19 %	0.03 %	159.01 %
10	Zlomhut Sp. z o.o.	99.75 %	759,115	1.34 %	44,561,852	78.82 %	0.03 %	156.30 %
11	Orbis S.A.	99.72 %	707,785	1.25 %	43,802,737	77.48 %	0.03 %	153.71 %
12	TUI Poland Sp. z o.o.	99.69 %	651,497	1.15 %	43,094,952	76.23 %	0.03 %	151.30 %
13	Tauron Obsługa Klienta Sp. z o.o.	99.67 %	610,022	1.08 %	42,443,455	75.08 %	0.03 %	149.07 %

edit indicators

Concentration Analysis - Editing the Indicators

A and **B** The cumulative figures are obtained by summing up the market share figures and sales figures of the companies in 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.

C “Xk - Xk-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.

D “Yk + Yk-1” - the column shows the total of Cumulated Sales % of a company plus the same figure for the company below.

I. INDUSTRY TOOLS

DuPont Analysis Page

A Normal DuPont Analysis

$ROE = \text{Net Profit Margin} * \text{Total Assets Turnover} * \text{Financial Leverage}$

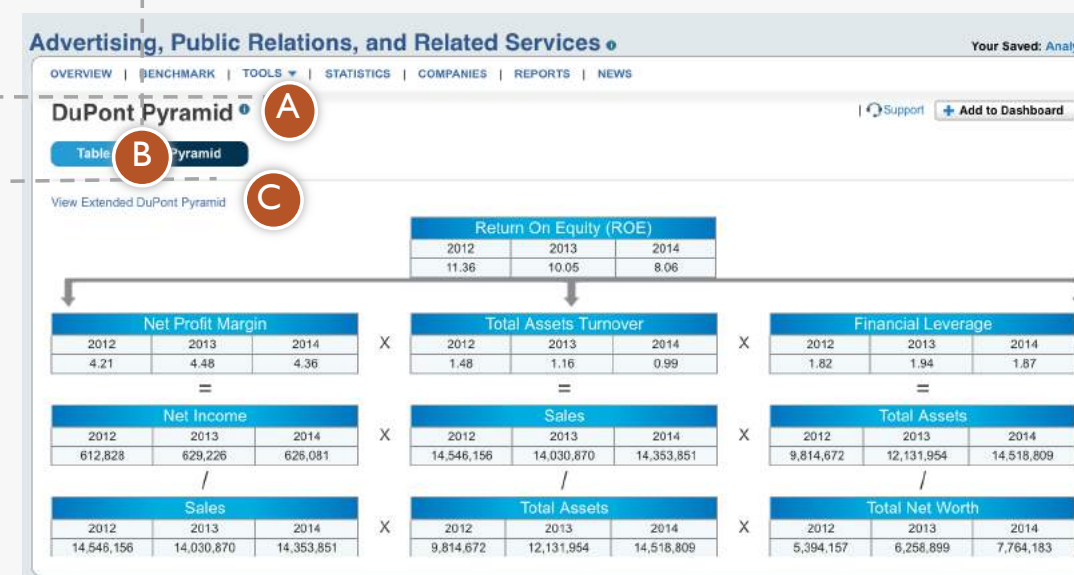
Where,

$\text{Net Profit Margin} = \text{Net Income} / \text{Revenues}$

$\text{Total Assets Turnover} = \text{Revenues} / \text{Total Assets}$

$\text{Financial Leverage} = \text{Total Assets} / \text{Total Equity}$

B Possibility to see the results in a Table format



C Switch to Extended DuPont analysis

Extended DuPont

$ROE = \text{Tax Burden} * \text{Interest Burden} * \text{EBIT Margin} * \text{Asset Turnover} * \text{Financial Leverage}$

Where,

$\text{Tax Burden} = \text{Net Income} / \text{EBIT}$

$\text{Interest Burden} = \text{EBT} / \text{EBIT}$

$\text{EBIT Margin} = \text{EBIT} / \text{Revenues}$

$\text{Total Asset Turnover} = \text{Revenues} / \text{Total Assets}$

$\text{Financial Leverage} = \text{Total Assets} / \text{Total Equity}$

I. INDUSTRY TOOLS

I.2. Concentration Analysis

Concentration Analysis - Parameters

Select Indicators

Options

Financials

- Balance Sheet
- Income Statement
 - Sales
 - Cost of Goods Sold
 - Gross Profit
 - Selling Expenses
 - Administrative and General Expenses
 - Other Operating Results
 - Operational Profit
 - Total non-operating revenue
 - Financial Revenue
 - Other Non Operating Revenue
 - Total non-operating expenses
 - Financial Expenses
 - Other non operating expenses
 - Deferred Charoes

Select Year: 2015

Select Currency: PLN

Select Unit: Thousands

Default Display: Table

Get Results

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

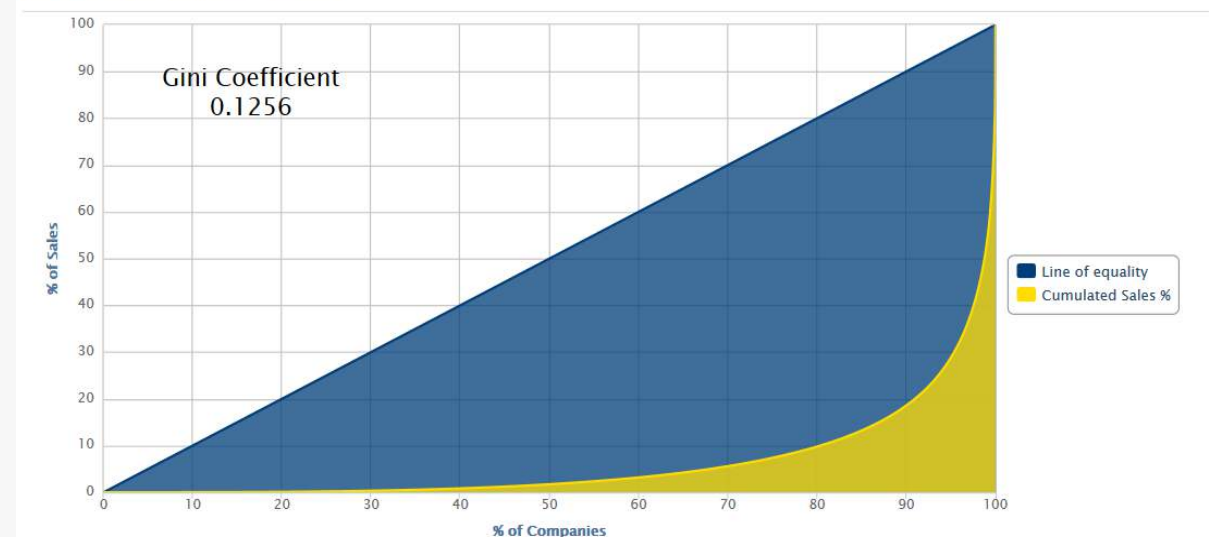
Only one year can be selected for the analysis.

Lorenz Curve Chart

Concentration Analysis – Lorenz Curve View

Concentration Analysis

Table Lorenz Curve Chart



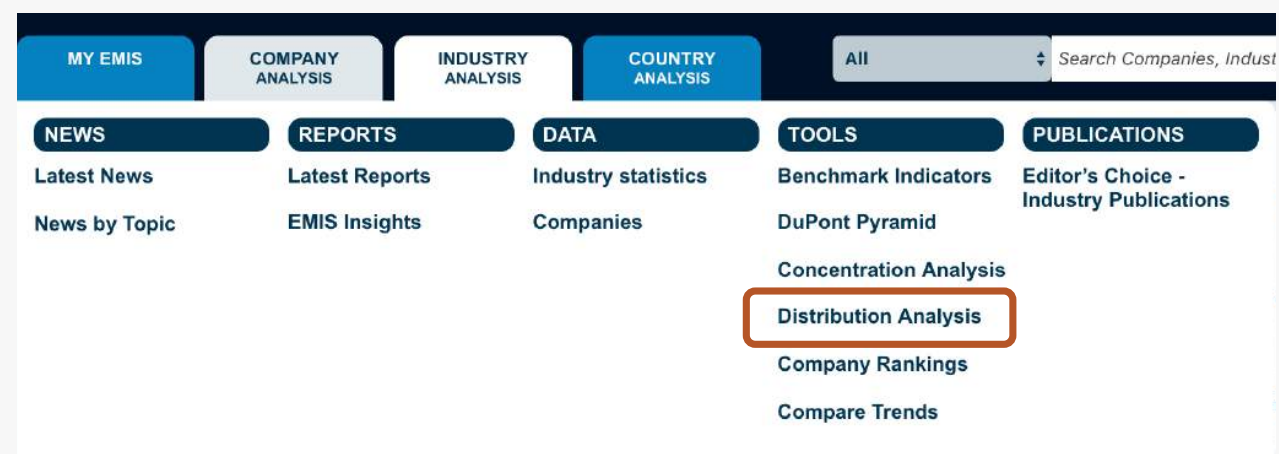
Highcharts.com
Source: EMIS Company Database

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

I. INDUSTRY TOOLS

I.3. Distribution Analysis



I. INDUSTRY TOOLS

I.3. Distribution Analysis

Table

Distribution Analysis - Table View

D

The user can toggle between table and chart

A

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

C

"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.

Distribution Analysis Support Add to Dashboard

Table **Chart** D

Sample Central Tendency A

Sales	Mean	Median	Standard Deviation	High	Low	# Of Companies	Selected Year
	14,154.88	1,468.31	82,131.32	3,056,891.52	-1.03	3994	2014

Search for a Company C

Figures are in: Thousands | PLN | 2014 | edit indicators Download to

RANK	COMPANY	QUARTILE	DECILE	QUARTILE INTERVALS	DE INTER	INTERQUARTILE POSITIONS	INTERDECILE POSITIONS	SALES
1	Przedsiębiorstwo Usług Komunalnych Produkcyjnych I Handlu Sp. z o.o.	4	10	3,056,891.52	3,056,891.52	4.00	10.00	3,056,892
2	Impel S.A.	4	10	3,056,891.52	3,056,891.52	3.56	9.56	1,720,115
3	Nowa Itaka Sp. z o.o.	4	10	3,056,891.52	3,056,891.52	3.54	9.53	1,640,398
4	Exbud Trade Sp. z o.o.	4	10	3,056,891.52	3,056,891.52	3.41	9.40	1,249,337
5	Rainbow Tours S.A.	4	10	3,056,891.52	3,056,891.52	3.31	9.31	956,464
6	Gsk Services Sp. z o.o.	4	10	3,056,891.52	3,056,891.52	3.30	9.30	927,081
7	Sonoco Poland Packaging Services Sp. z o.o.	4	10	3,056,891.52	3,056,891.52	3.27	9.27	841,227
8	Randstad Polska Sp. z o.o.	4	10	3,056,891.52	3,056,891.52	3.26	9.26	808,896
9	Elemental Holding S.A.	4	10	3,056,891.52	3,056,891.52	3.25	9.25	772,325
10	Ziomhut Sp. z o.o.	4	10	3,056,891.52	3,056,891.52	3.25	9.24	759,115
11	Orbis S.A.	4	10	3,056,891.52	3,056,891.52	3.23	9.23	707,785
12	TUI Poland Sp. z o.o.	4	10	3,056,891.52	3,056,891.52	3.21	9.21	651,497
13	Tauron Obsługa Klienta Sp. z o.o.	4	10	3,056,891.52	3,056,891.52	3.20	9.19	610,022
14	Blue Media S.A.	4	10	3,056,891.52	3,056,891.52	3.19	9.19	592,835
15	Solid Security Sp. z o.o.	4	10	3,056,891.52	3,056,891.52	3.18	9.18	564,658
16	Kruk S.A.	4	10	3,056,891.52	3,056,891.52	3.16	9.15	487,920
17	Adesco Poland Sp. z o.o.	4	10	3,056,891.52	3,056,891.52	3.15	9.14	461,760
18	Benefit Systems S.A.	4	10	3,056,891.52	3,056,891.52	3.15	9.14	452,340

B Download to

B

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.

Upper limits for Quartiles and Deciles

QUANTILE INTERVALS (UPPER LIMIT)

Scale:

1	2	3	4
56,124.00	860,688.50	2,774,255.75	3,848,152.00

DECILE INTERVALS (UPPER LIMIT)

Scale:

1	2	3	4	5	6	7	8	9	10
4,600.00	11,706.18	99,844.80	681,324.00	880,999.50	1,081,253.00	1,708,418.50	3,702,104.00	3,782,977.50	3,848,152.00

Source: EMIS Company Database

edit indicators

Distribution Analysis - Editing the Indicators

I. INDUSTRY TOOLS

I.3. Distribution Analysis - Parameters

Distribution Analysis - Parameters

Select Indicators

Options

Financials

- Balance Sheet
- Income Statement
 - Sales
 - Cost of Goods Sold
 - Gross Profit
 - Selling Expenses
 - Administrative and General Expenses
 - Other Operating Results
 - Operational Profit
 - Total non-operating revenue
 - Financial Revenue
 - Other Non Operating Revenue
 - Total non-operating expenses
 - Financial Expenses
 - Other non operating expenses
 - Deferred Charges

Select Year: 2015

Select Currency: PLN

Select Unit: Thousands

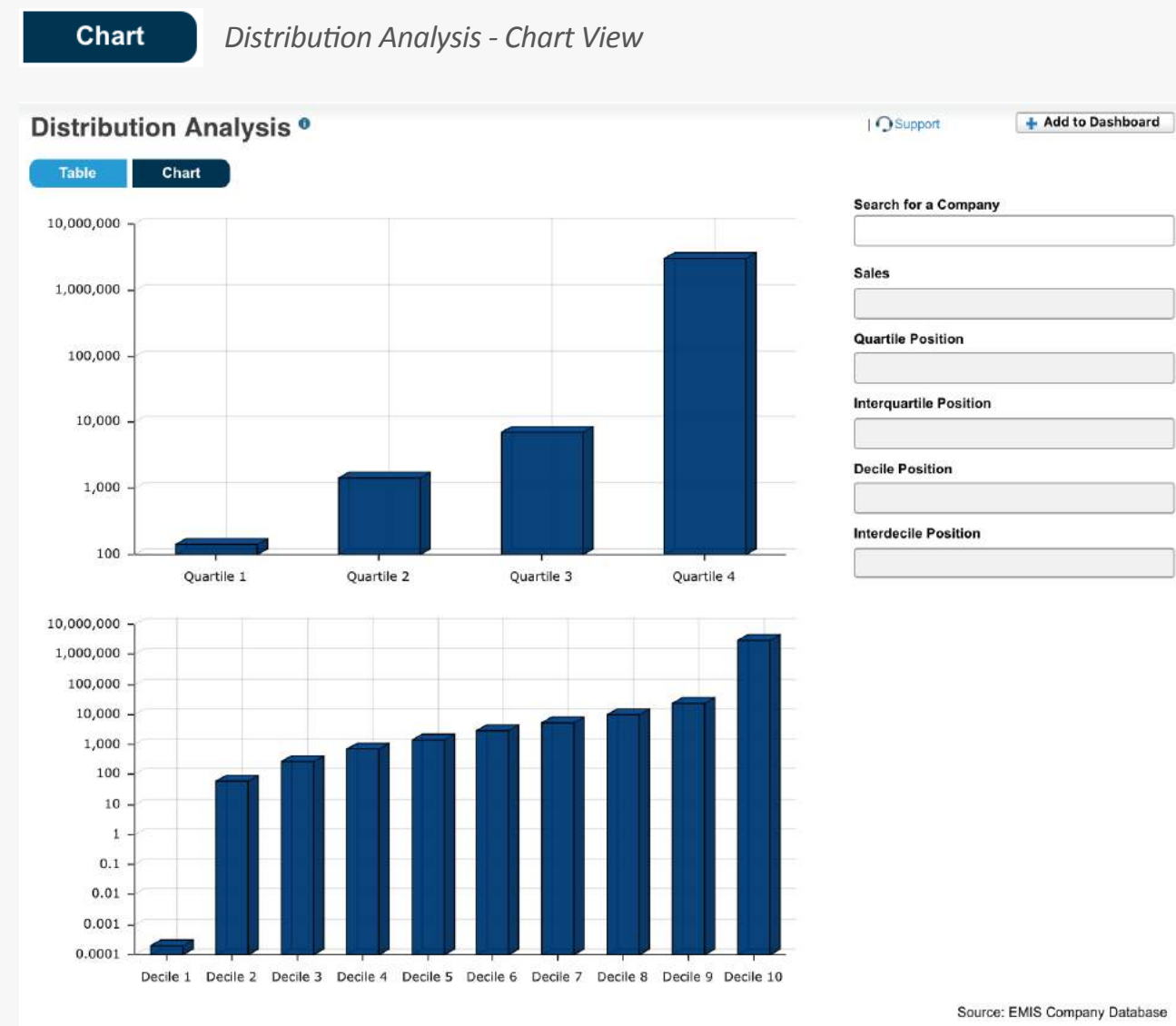
Default Display: Table

Get Results

Selection(S)

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.



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