STEP-BY-STEP:

HOW TO RETRIEVE INDUSTRY FINANCIAL PERFORMANCE INFORMATION

Use this document to retrieve financial performance information for specific companies using the following databases:

IBISWORLD	2
KEY BUSINESS RATIOS	5
FACTIVA	9
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IBISWORLD

IBISWorld is a database that contains a wide variety of niche industry reports for Canada, the United States, and China, as well as global industry reports. Use the reports to retrieve industry financial information for your business assignments.

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2 Click Click to access this resource.

Q A	dvanced Search	
Res	ults 1 - 4 of 4	
1.	IBISWORLD	IBISWorld [electronic resource]
		New York : IBISWorld.
		Computer Resource, Online
		Online Click to access this resource

3 You can search using either NAICS codes or keyword. Type in the industry you are interested in, for example Pharmaceuticals, and click the search icon.



4 IBISWorld generates industry reports for the following regions: **US**, **Canada**, **China**, and **Global**. Click the report that best captures what you need or click **More Results** to see a complete list of relevant reports.

Pharmaceuticals	- -
Search Results (Filter My Results)	
Industry Reports (US) (1 to 5) of 24	1 matches More Results
Pharmaceuticals Packing & Labeling Services - O	D5678
ADHD Medication Manufacturing - OD4146	
Pharmaceutical Contract Management Consulting	- OD5846
Contract Pharmaceutical Research Services - OD	4176
Brand Name Pharmaceutical Manufacturing in the	US - 32541a
(Canada)	S) OF 12 matches More Results
Pharmaceuticals & Pharmacy Supplies Wholesali	ng in Canada - 41451CA
Generic Pharmaceutical Manufacturing In Canada	- 32541bCA
Brand Name Pharmaceutical Manufacturing in Ca	nada - 32541aCA
Pharmacles & Drug Stores in Canada - 44611CA	
Laboratory Supply Wholesaling in Canada - 41793	IbCA.
Industry Report: (China) 1 to 5)	of 49 matches More Results
Disconception Rev Natarial Manufacturian in Cit	
Chinese Medicinal Nerb Growing in Chine - 0140	
Medical Research in China - 7540	
Pharmacautical Manufacturing in China - 2720	
Chinese Patent Drug Manufacturing in Chine - 2740	4D
Chinese Patient Grog manufacturing in China - 27-	
and the second se	
Industry Reports (Global) 1 to 5)	of 14 matches More Results
Global Pharmaceuticals & Medicine Manufacturin	g - C1933-GL
Global Biotechnology - L6724-GL	
Global Plastic Product & Packaging Manufacturin	a - C1951-GL
Global Cosmetics Manufacturing - C1934-GL	
Global Advertising Agencies - L6731-GL	

5 You can download the entire report by clicking the **PDF** icon.



6 Alternatively, you can click the **Industry Performance** section to go straight to the financial data.

HOME > INDUSTR	Y MARKET RESEAR	CH > CANADA INDUS	TRY REPORTS (NA	ICS) > GENERIC PHA	RMACEUTICAL MAI	NUFACTURING IN CA	NADA		
About this Industry	Industry at a Glance	Industry Performance		Products & Markets	Competitive Landscape	Major Companies	Operating Conditions	Key Statistics	
IBISWo	rld Indus	Key External Drivers Current Performance View Chapter Video	1bC	A		January	y 2017 Eva	an Hoffman	
Gene	Generic Pharmaceutical Manufacturing in Canada								

7 For more detailed breakdowns, check out **Key Statistics** or any other sections from the rest of the report to gather more financial data.

CANADA INDUSTR	ANADA INDUSTRY REPORTS (NAICS) > GENERIC PHARMACEUTICAL MANUFACTURING IN CANADA							
Industry Performance		Products & Mark	kets Comp	scape M	ajor Companies	Operating Conditions	Key Statistics	
							Industry Data Annual Change Key Ratios View Chapter Video	
Establishments	Enterprises	Employment	Exports (Sm)	Imports (Sm)	Wages (Sm)	Domestic Demand (\$m)	Total health expenditure (\$b)	
150	147	10,676	2,100.2	3,971.1	475.8	6,662.8	183.1	
150	149	10,974	2,259.0	4,411.5	477.6	7,047.7	189.3	
154	153	11,488	2,623.0	5,259.1	504.1	7,665.0	204.8	
4.60	100	11.040	9 909 8	£ 550 S	648.0	0.400.7	944.0	

KEY BUSINESS RATIOS

Use Key Business Ratios to retrieve industry benchmarks for public and private companies that include 14 key business ratios in 800 lines of business.

1 Start at the York University Libraries <u>homepage</u>. Enter **Key Business Ratios** in the search bar, and click **Find**.

YORK	FUTURE STUDENTS CURRENT STUDENTS	ALUMNI & FRIENDS	Quick Links + Search yorku.ca
York University Libraries			
Libraries Home Collections Research & Learn	Ask & Services Library Branches About U	5	
Library Resources eResources Research	h Guides Course Reserves	English Fr	ench (Français)

2 Click **Click to access this resource**.

Q A	dvanced Search	
Res	ults 1 - 5 of 5	
1.	KEY BUSINESS	Key Business Ratios
	RATIOS	Computer Resource, Online
		Online Click to access this resource

3 Click Continue.



The page defaults to the **Reports > Industry** section. You can access industry ratios from this page.

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Reports	Ratios	Pro	file						Ver	sion 1.7	a co
Industry	Company	My F	inancia	al							
SIC 01-Agricultural Produ	Line of E	Busines al Produc	s tion - Crop	•	NAICS		E	Group All Ass	By et Ranges	within SK	C Gr ‡
Industry (Quartiles		2011			2012			2013		
Statement	Sampling	Sa	mples: 1	13	Sa	mples: 9	18	Sa	mples: S	10	Sar
	Solvency	Upper	Median	Lower	Upper	Median	Lower	Upper	Median	Lower	Upper

5 You can search for a relevant industry (e.g. Pharmaceutical) using the Line of Business dropdown menu, or by SIC and/or NAICS codes. You can also use the Group By dropdown menu to search by Asset Ranges and Region. To find the right code for your industry, you can use the <u>SIC lookup site</u> or Statistics Canada's <u>NAICS Lookup site</u>.



6 The page will refresh automatically and display industry ratios for your selected industry sector. The upper section of the report is organized by **Industry Quartiles** and **year**. The ratios are created using a sample of company statements from the industry. For example, the 2015 report for the pharmaceutical preparations industry uses 304 company statements to generate the ratios.

• Tip: Key Business Ratios does not provide a list of companies it samples.

	Reports Rati	05	Pro	file)					Ver	sion 1.7	2	ontact Us	Q H	lelp Guid	• () ·	ogout
Ir	ndustry Comp	any	My	Financia	al										View I	lorms D	ata
SIC 2834	-Pharmaceutical pr 1	Line of I Pharmac	Busines eutical pre	i s iparations		NAICS 325412			Grou All A	p By sset Range	s within S	IC Gr \$	P	Print		Exp	port
	Industry Quartiles			2011			2012			2013			2014			2015	
	Statement Sampling		Sa	mples: 2	22	Sar	mples: 2	20	Sa	mples: 2	56	Sa	mples: 2	76	Sa	mples: 3	04
	S	olvency	Upper	Median	Lower	Upper	Median	Lower	Upper	Median	Lower	Upper	Median	Lower	Upper	Median	Lower
	Quick	Ratio 🕜	3.30	1.40	0.70	3.80	1.80	0.70	4.30	1.90	0.80	6.30	2.10	0.90	5.30	2.30	0.90
	Current i	Ratio 🌒	5.70	2.80	1.30	6.00	3.30	1,40	7,40	3.30	1.30	9.50	4.60	1.70	9.50	3.80	1.90

7 The report includes **Solvency**, **Efficiency**, and **Profitability** ratios in its upper section and **Industry Norms Data** at the end.



8 Export the report by clicking the **Export** icon. A pop-up window will appear. Select either CSV or PDF as your format and click **Submit**.



FACTIVA

Use Factiva to search for financial performance news for your business assignments. Factiva is the leading source for news articles on companies, industries and financial markets. Factiva searches over 3,000 international, national, and regional news sources including content published by the Wall Street Journal, the New York Times, and the Globe and Mail.

Start at the York University Libraries <u>homepage</u>. Enter **Factiva** in the search bar, and click **Find**.

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9 Factiva		Find	📑 💟 🛎 🚥 🔟

2 Click Click to access this resource.

Q Adv	anced Search	
Resu	lts 1 - 11 of	11
1.	FACTIVA .	Factiva [electronic resource] New York : Dow Jones & Reuters EBook, Book, Computer Resource, Online Online Click to access this resource

3 Hover over Companies/Markets and click Companies.

ΆCΤΙ	V A°	Home	Search	Alerts	Newsletters	News Pages	Companies/Markets
	-						Company
Free Text Search Search Form							Industry
Examples							Quotes
							Market Data Charts

4 In the **Smart Lookup** section, search for reports on major companies in your industry sector (e.g. Pharmaceuticals) by company name or ticker symbol and click **Go**.

ACTIVA	Home	Search	Alerts	Newsletters	News Pages
Get Company Snapshot					
Find a company using a compan	v name or sv	mbol.			
Smart Lookup 💠 Teva		Go			
TEVA	Teva Pharmad	ceutical Indust	ries Ltd (DUN	NS:600029649)	
Quick Company Se	Teva Pharma	ceutical Works	Private Limi	ted Company (DUN	S:366709764)
Select a company from	TEVA 000 ([DUNS:534834	908)		
Select a Company I	Teva Pharma	Japan Inc. (D	UNS:705128	023)	
Select a company L	Teva Gmbh ([DUNS:313047	912)		

5 Click the name of the company you are interested in. This will take you to the company's report page.

FACTIVA Home	Search Alerts	Newsletters
Find Companies:	Go More search o	options
Company > Company Search Results		
Include the extended company universe .	Update	
e B		
Company Name	Location	Location Type
1 Teva Pharmaceutical Industries Ltd.	Israel	Headquarters
2 Barr Laboratories Inc.	USA	Principal Subsidiary
Bayer Healthcare Animal Health Inc.	USA	Principal Subsidiary

6 On the company's report page, click **Reports** in the vertical navigation menu.



7 Use the Select a Template dropdown, menu to choose Ratio Comparison Report.

Company Snapshot	Reports		
News	2		
Latest News	Select a Template	Company Report	
Web News		Detailed Company Profile Report	
Multimedia	A detailed outline of	Custom Report	p office
Key Developments	financial ratios, fu	Ratio Comparison Report	s i flow
Peer Comparison	Source: Factiva Fac	tSet Research Systems Inc.	
Financial Results			
Ownership			

8 Select either HTML or PDF and click View Report.

Reports	
Select a Template	Ratio Comparison Report
Compares key finan	cial ratios of this company against its industry sactor, and the SSD 500 Index agaragetes
Compares key intan	cial ratios of this company against its industry, sector, and the Sar Soo index aggregates.
Source: FactSet Res	search Systems Inc.

9 Scroll through the report to view a ratio comparison that includes the **Company** ratios, the **Industry** ratios and the higher industry **Sector** ratios including stock market ratios, **S&P 500**.

Ratio Comparison Report				
	Company	Industry (Pharmaceuticals: Generic)	Sector (Health Technology)	S&P 500
Valuation Ratios				
Beta, 5 Years	0.86	1.00	0.85	1.0
Dividends				
Dividend Yield	2.07	0.91	2.59	1.9
Dividend 5-Yr Growth rate	8.95%	4.19%	10.65%	15.309
Growth Rates				
Revenue TTM vs. TTM 1 Yr Ago	1.30%	1.41%	99.44%	5.79%
Revenue, 5-Yr Growth	5.11%	16.61%	4.55%	5 759

HOOVERS

Use Hoovers to retrieve revenue and financial reports for your business assignments.

Start at the York University Libraries <u>homepage</u>. Enter **Hoovers** in the search bar, and click **Find**.

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2 Click Click to access this resource.

Q Advanced Se	earch	
Results 1 - 2	20 of 678	
1. ноом	sers . Ho [Aus EBo	over's [electronic resource] tin, Tex.] : Hoover's, Inc. ok, Book, Online, Computer Resource ne Click to access this resource

3 Select Industries from the All Categories dropdown menu.

HOOVERS	All Categories		Build	A List	Optimizer
	All Categories				
	Companies	 			
BROWSE HOOVER	People	BUSINESS INSIGHT FROM D&B		HELP US	IMPROVE
Position yourself trusted advisor.	Industries	Bizmology Retweeted Dun & Bradstreet GDnBUS		What info right pros	ormation helps you target the spects?
Know an Inde Identify Pain	ustry Points	We make high-quality business information Get #masterdata you can trust. bit.ly/2kuiqv	a reality. f		
Prepare for a	Call		1		

4 Type in a keyword for your industry (e.g. Biotech) in the search bar and select the industry services that best match what you need from the dropdown list. This will take you to a new page.

	Biotech	Build
	Biotechnology Product Manufacturing	1
	Pharmaceutical Manufacturing	
	Biotechnology Research Services	
BROWSE HOUVER'S INDUSTRIES	Manufacturing Sector	
Position yourself as an expert and	Legal Services	
trusted advisor.	& Dun & Bradstreet	0
 Know an Industry 	We make high-quality bus	iness information a reality.
 Identify Pain Points 	Get #masterdata you can	trust, bit.ly/2kuiqvf
Prepare for a Call		

5 To see ratios for this industry, click **Financials**.

ioover's > All Industries > Biotech	nnology Research Services		
Biotechnology Re	esearch Services		View All Industries
		4	-
Industry Index			Tools
Industry Index Overview	Financials	Quarterly Industry Updates	Tools
Industry Index Overview Description	Financials Trends & Opportunities	Quarterly Industry Updates Executive Insight	Tools Print Preview Print Report
Industry Index Overview Description Associated Industry Codes	Financials Trends & Opportunities News & Social	Quarterly Industry Updates Executive Insight Business Challenges	Tools Print Preview Print Report Receive Industry Alerts

6 Scroll down to the **Company Benchmark Information** section to view industry performance financial information.

FINANCIALS				
Company Benchmark Information				
NAICS: 541711	-			
Data Period: 2015		La	st Update Sep	tember 2016
Table Data Format				Mean
Company Size	All	Large	Medium	Small
Size by Revenue		Over \$50M	\$5M - \$50M	Under \$5M
Company Count	4671	1	57	4613
Income Statement				
Net Sales	100%	100%	100%	100%
Gross Margin	79.0%	78.4%	79.8%	80.2%
Officer Compensation	4.3%	4.2%	4.4%	4.7%

7 You can also access additional ratios for an industry by clicking **Companies List** in the Industry Index report. This takes you to a list of companies operating in the industry. Select one of these major companies.

Industry Index							
Overview	Financials			Quarterly Industry Updates			
Description	Trends &	Trends & Opportunities			Executive Insight		
Associated Industry Codes	News & Social		Business Challenges Glossary of Acronyms				
Companies List	Call Preparation Questions						
Change View: 🥅 👤							
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Change View: 🗐 오 25 per page 🕈 Company Howard Hughes Medical Instit Charles River Laboratories Int Inc.	tute inc	• 2 1	Sales ,741.92M ,681.43M	0	Employees 3,000 11,000	¢	1 2 3 4 Gross Profi Margir 38.469

8 Hover over Competition and select Competitive Landscape.

• **Tip:** This option will not be available for all companies in Hoovers.

bout This Company 🔻	Financials 🔻	Competition	
ndustry Information	Family Tree	Competitive Landscape	
lews & Social	Earning Estimates	Competitors List	C C
roducts & Operations	People & Contacts		4

9 You can scroll through this report and access ratios for the company, some of its peers, and the industry. This report includes ratios for profitability, valuation, operations financials, per share data, and growth.

• **Tip:** Not all sections of the report will have data.

2016 Profitability						
	Charles River Laboratories	Covance	Jackson Laboratory	Harlan Laboratories	Industry Median	Market Median
Gross Profit Margin	38.46%	28.31%			46.59%	39.35%
Pre-Tax Profit Margin	13.26%	8.16%		-	(35.49%)	6.76%
Net Profit Margin	9.20%	6.67%			(24.02%)	5.68%
Return on Equity	19.72%	11.41%			(10.81%)	5.93%
Return on Assets	6.48%	7.23%			(17.92%)	1.85%
Return on Invested Cap			**	-	(1.14%)	4.96%

This guide only focuses on resources that can be accessed off-campus. The <u>Bloomberg Terminal</u> is another excellent resource for industry financial performance data; however, it can only be used in the Peter F. Bronfman Business Library. For more information, visit the BRYT (Business Research at York Toolkit) section of York University's Library website.