

# 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 - DASHBOARD

## 1.1. Landing Page

MY EMIS' Dashboard is the default landing page for EMIS. It is designed to help users customise and save favorites, allowing them to keep up with the latest updates on frequently used companies, industries, research, news and publications, providing easy access to favorites:

- Personal profile for each end user to save preference settings;
- Customisable widget content / selection / location / size;
- Recommended content based on your preference;
- Intuitive wizard and tour to help you get quickly acquainted with Dashboard features

The screenshot displays the EMIS Professional dashboard for a user named DIEGO. The interface includes a top navigation bar with tabs for MY EMIS, COMPANY ANALYSIS, INDUSTRY ANALYSIS, and COUNTRY ANALYSIS. The dashboard itself is titled 'MY EMIS' and features a 'Dashboard' section with several widgets:

- INDUSTRIES:** A list of industries with a 'Selected' filter showing 165 items. It includes options to Edit, Copy, Highlight, Maximize, and Remove.
- COMPANY NEWS:** A list of news items with a 'Selected' filter showing 165 items. It includes options to Edit, Copy, Highlight, Maximize, and Remove.
- SHORTCUTS:** A section for saved shortcuts, including 'Sugar and Confectionary Product Manufacturing - HU' and 'Statistical Distribution Report - PL'.
- WHAT'S NEW:** A section for new content releases, including 'Monthly Releases' and 'All Monthly Releases by Region'.
- LATEST NEWS:** Four identical widgets showing the latest news items, including 'SENA - Resolutions - Capital Increase, Issuance & offering, acquisition of asset, connected transaction and EGM' and 'BCHAY - report net asset value as at 23 July 2015'.

The dashboard also includes a search bar, a 'QUICK LINKS' button, and a 'Welcome, DIEGO' message. The bottom of the dashboard features a 'Dashboard Settings' link, a 'Tour' button, and a 'User Guide' link.

## I.2 Viewing content language

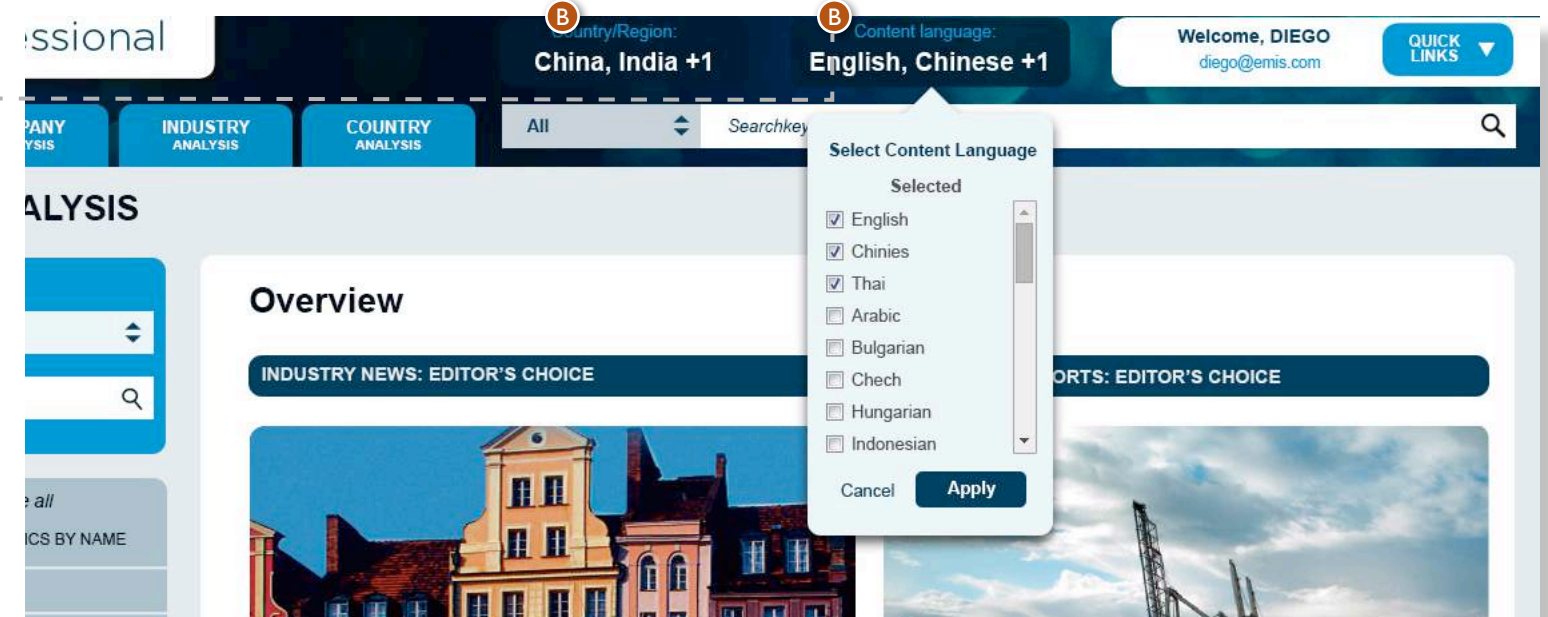
- A** Allows you to select the content language you want to display



## I.3 Top Navigation Bar

- B** Country / Interface language selection: when you click on the Edit link, a dropdown menu will appear that allows you to switch countries or change interface language.

Please note that this section is not available in Dashboard.





# USER GUIDE - DASHBOARD

## I.4 Quick Links

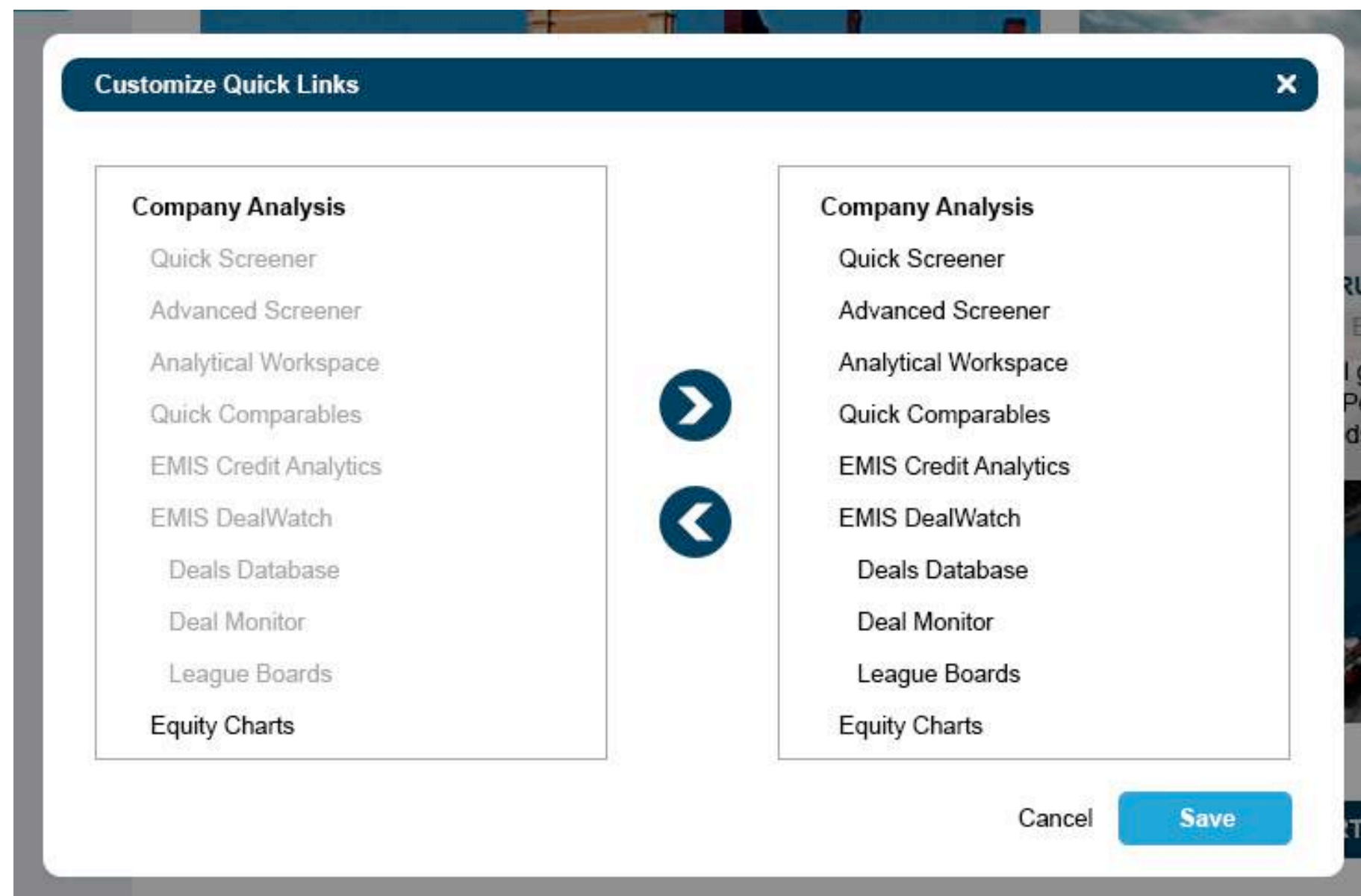
**Quick Links** in the top right corner of EMIS allows you to go directly to any of our services.

The screenshot displays the EMIS Professional dashboard. The top navigation bar includes the EMIS logo, user information (Welcome, DIEGO), and a 'QUICK LINKS' button. The main content area is divided into several sections: 'MY EMIS', 'COMPANY ANALYSIS', 'INDUSTRY ANALYSIS', 'COUNTRY ANALYSIS', 'SOURCES', 'NEWS', and 'REPORTS'. The 'QUICK LINKS' section is highlighted in the top right corner, showing a 'SELECT YOUR TASK' dropdown menu and a list of tasks including 'Don't know which one to choose?' and 'Browse option above and find a solution for your task?'. The bottom of the dashboard features a footer with 'ACCOUNT SETTINGS', 'USER GUIDE', 'CUSTOMISE QUICK LINKS', 'INTERNAL TOOLS', and 'SERVICE: EMIS Professional'.

## I.5 Dashboard Settings

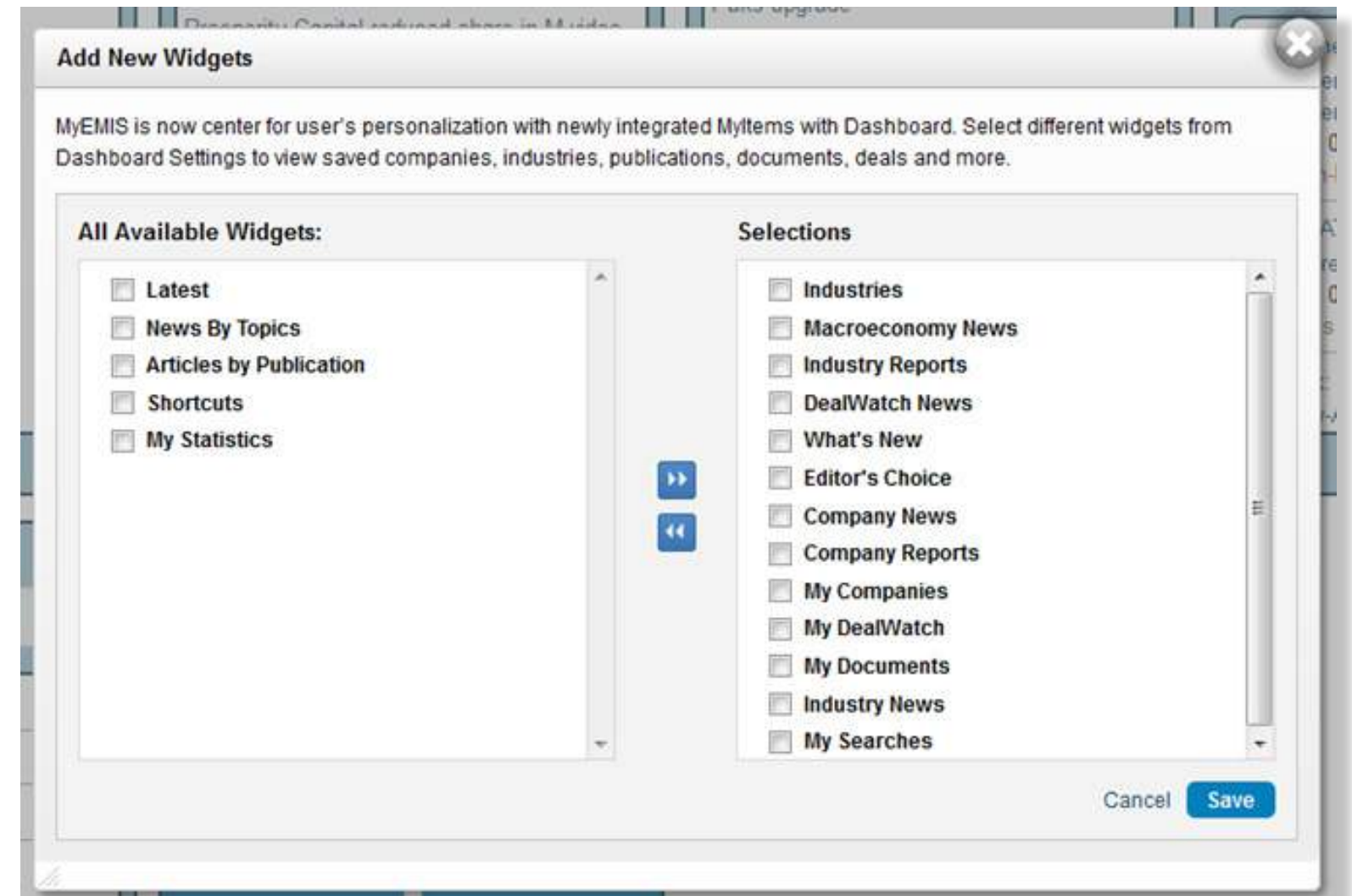
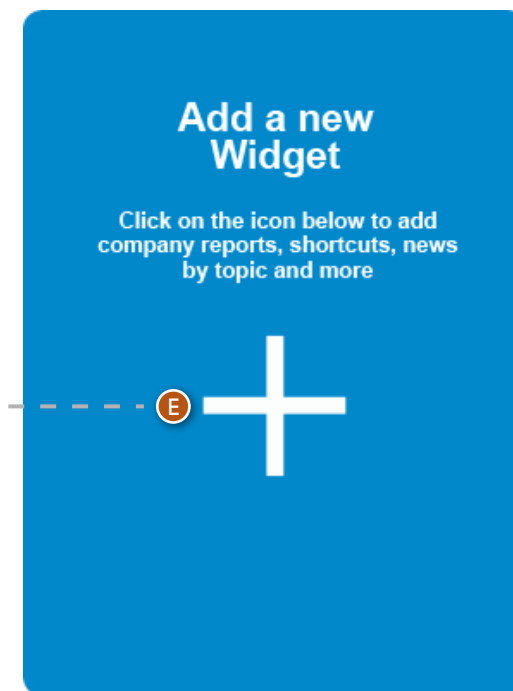


- D** If you click on the Dashboard Settings button on the top right of the Dashboard, a popup will appear allowing you to change your widget selection and/or preference industry setting.



## I.6 Add a New Widget

**E** If you click on the + button on the Add a New Widget placeholder, a popup will appear allowing you to change your widget selection.



## I.7 Widget function

**G** When you make any customization, e.g. selected companies / industries / topics, your selections will be displayed in this dropdown menu



**F** **Edit:** When the Edit button is active, you can click on it to customise the widget content.

**Copy:** Make a copy of the widget

**Highlight:** Highlight the header of the widget

**Maximize:** Widget content will be displayed in a popup

**Remove:** Remove this widget from the Dashboard

**Country dropdown:** View content from selected countries

**H** By clicking on this link, you will be redirected to the corresponding EMIS page

**I** Change the size of the widget

## I.8 Add to Dashboard

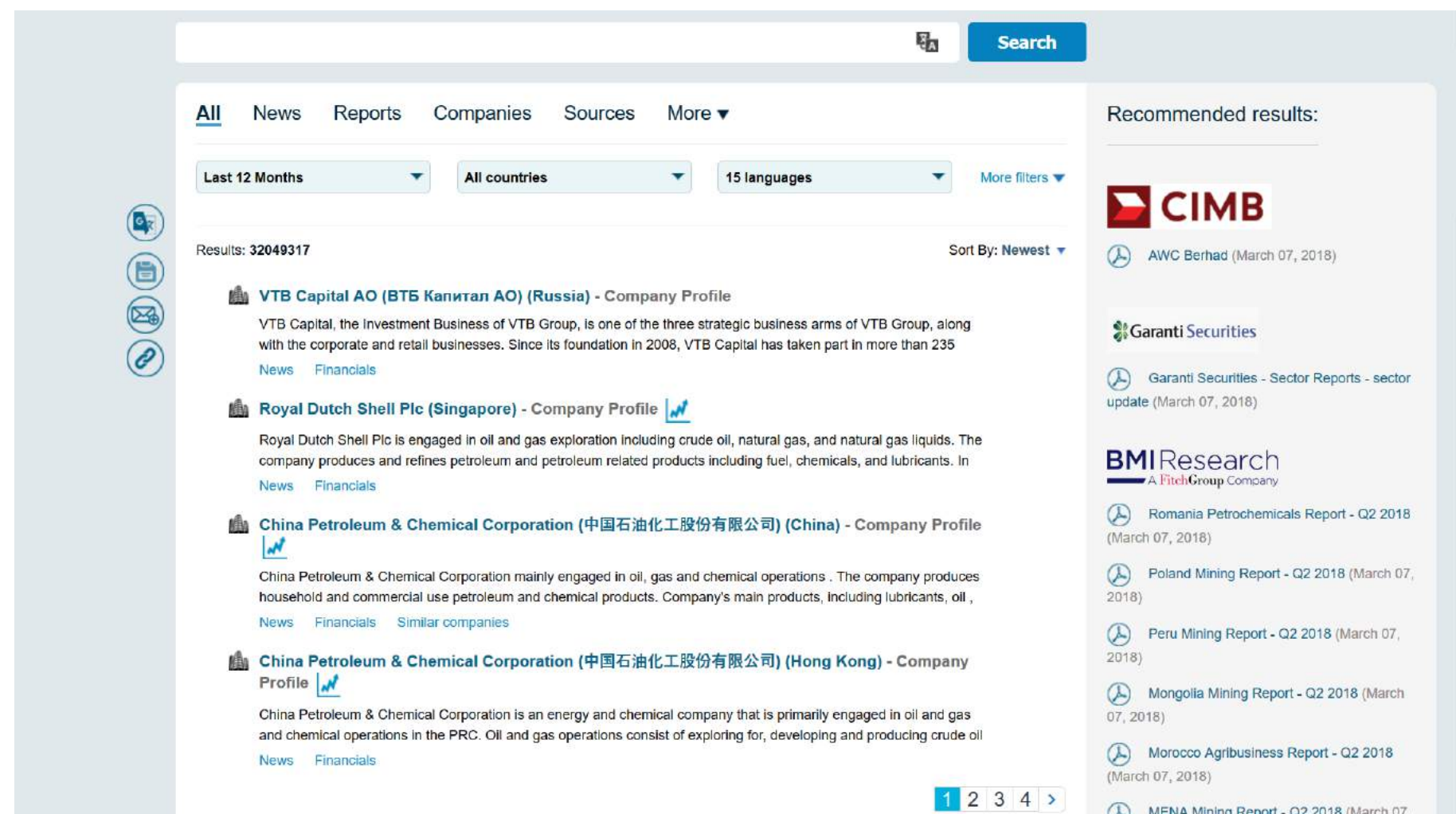
**I** You can use “Add to Dashboard” to save the item onto Dashboard. When you add something, you will see a successfully added message like below.



**K** When an item is saved, corresponding My widget will be auto added if it is not on Dashboard with a “New” badge.







The screenshot displays the EMIS Search results page. At the top, there is a search bar with a 'Search' button. Below the search bar, navigation tabs include 'All', 'News', 'Reports', 'Companies', 'Sources', and 'More'. Filter options are provided for 'Last 12 Months', 'All countries', and '15 languages', along with a 'More filters' link. The results section shows 'Results: 32049317' and 'Sort By: Newest'. The main content area lists several company profiles, including VTB Capital AO (Russia), Royal Dutch Shell Plc (Singapore), and China Petroleum & Chemical Corporation (China and Hong Kong). Each entry includes a brief description and links to 'News' and 'Financials'. A sidebar on the left contains icons for chat, calendar, email, and a link. A 'Recommended results' section on the right lists various reports from CIMB, Garanti Securities, and BMI Research.

## I. The Search Bar

All

▼

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 lot more.

# EMIS SEARCH

## 1.1 Mega Menu

Whenever you click in the search bar, a Mega Menu will appear with some filters you can use to make your search more precise.

The contents in the Mega Menu are:

Saved/Latest Searches:

- Here you will see your Saved Searches. By clicking on one of them, you will perform the search. If you have no saved searches, your latest searches will be visible here. If it is your first search performed, this field will be left blank.

The screenshot shows the EMIS Search Mega Menu. At the top is a search bar with the placeholder text "Search Companies, Industries, Topics, Keywords". Below the search bar is a list of saved searches, each with a magnifying glass icon and a text input field. The searches listed are: test11, test1, hungaryoil, energytest14, brics, test, test, telecom, polkomtel, and telecom refined. To the right of the search bar are three dropdown menus: "165 Selected", "English, Hungarian", and "All Archives". Below these dropdowns is a checkbox labeled "Search Title Only". At the bottom right of the menu is a blue "Search" button and a link labeled "More filters". Callout letters A through F point to various elements: A points to the search bar, B points to the "165 Selected" dropdown, C points to the "English, Hungarian" dropdown, D points to the "All Archives" dropdown, E points to the "Search Title Only" checkbox, and F points to the "More filters" link.

By clicking on More Filters, you will be navigated to the Advanced Search page with all filtering options.

The keywords you add will be searched in the title of the content only

Regions and Countries:

- This is a multi-selection dropdown allowing you to search in all countries of your subscription. By default, all your country settings are represented in the dropdown, but you might add or remove any countries or regions you want

Language:

- Here you might select the language(s) of the items you search for. The default is the language of the countries selected (e.g. in case of Russia and Brazil you will see English, Russian and Portuguese languages), but you might remove any of these languages.

Date Range

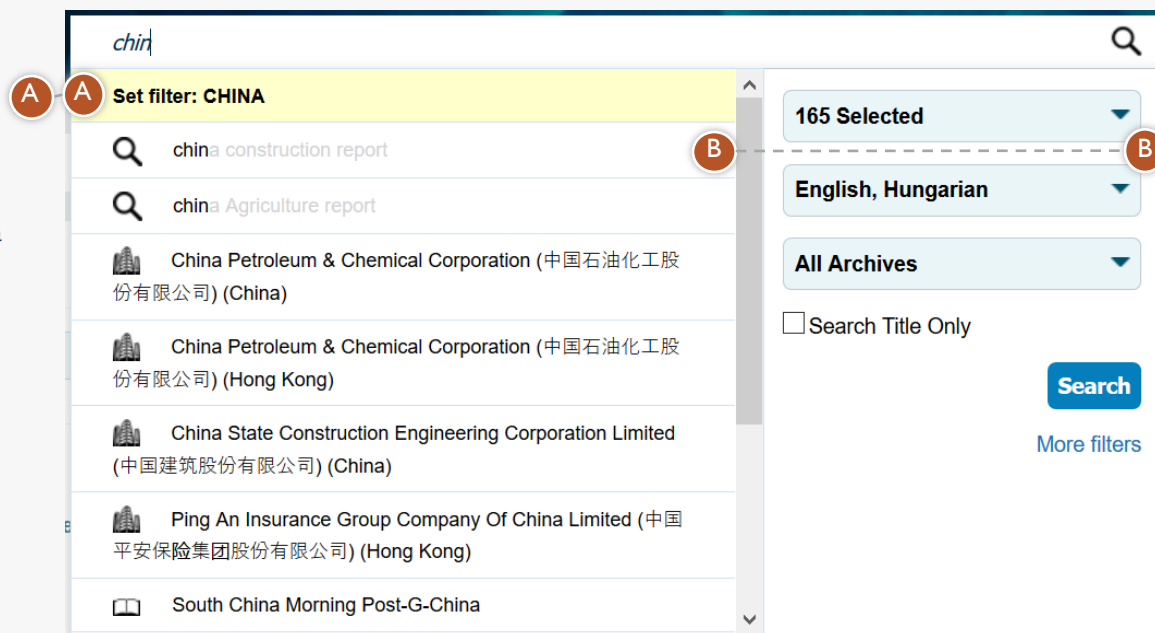
- You can select here any publication date for which you want to see items in the search. The default is Last 12 month, but we remember your last choice by cookies.

## 1.1 Mega Menu

Whenever start typing the left pane will be transformed to auto-complete and keyword transformation boks.

### Keyword Transformation

- If you are starting typing and the last keyword you type matches a country/industry/publication type, we will offer you adding a filter instead of the keyword. E.g. if in the case displayed you click on Set filter: China, chin will be removed and China will be added as a country filter (replacing the currently selected 165 countries)
- Priority order is: country>publication type>industry
- Among industries the main ones are supported (2-3 digit NAICS usually).
- Supported publication types: news, reports, statistics
- Transformation is always based on your user interface language.



### Auto Complete:

- When you will type a keyword in the search box, you will get automatic Company, Industry, Sources and Previous Searches suggestions. If you click on one of them, you will be navigated directly to that page instead of the search results.
- E.g. if you start typing China, you will get China Petroleum and Chemical Corporation as a suggestion.

## 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 <b>telecom AND industry AND growth</b> 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 <b>telecom industry</b> for instance, it is equivalent to <b>telecom AND industry</b> .
OR	<b>telecom OR industry</b> This search will retrieve articles that contain either the word <b>telecom</b> or <b>industry</b> or both.
NOT	<b>telecom NOT industry</b> This search will retrieve articles that contain the word <b>telecom</b> , but not <b>industry</b> .
NEAR	<b>internet nearN banking</b> (where N is an integer) This search will retrieve articles that contain <b>Internet</b> within N words (or less) of the keyword <b>Banking</b> . <b>Note:</b> 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: <b>(PE OR “private equity”) AND ITES</b> This search will retrieve articles containing any of the words (phrases) in within the parentheses, and the word <b>ITES</b> .
*	<b>bank*</b> This will retrieve articles containing words derived from bank: <b>bank, banks, banking, banker</b> , 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 <b>organi?ation</b> , the search will retrieve results containing either <b>organisation</b> or <b>organization</b> .
%, \$, £, ¥, €, +	These special characters are considered in search, so if you will search for <b>\$100</b> , 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 <b>manufacturing</b> , you will get results with the following keywords: <b>manufacturing, manufacture, manufacturer, manufacturers</b> 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.



## 3. The Search Results Page

The screenshot displays the EMIS Search Results Page. At the top, there is a search bar with a 'Search' button. Below the search bar, there are tabs for 'All', 'News', 'Reports', 'Companies', 'Sources', and 'More'. Under the 'All' tab, there are filters for 'Last 12 Months', 'All countries', and '15 languages'. The search results are sorted by 'Newest'. The results list includes company profiles for VTB Capital AO (Russia), Royal Dutch Shell Plc (Singapore), and China Petroleum & Chemical Corporation (China and Hong Kong). A sidebar on the right shows 'Recommended results' including CIMB, Garanti Securities, and BMI Research reports.

Once you push the search button in the Search Bar, you will be navigated to the Search Results Page. Here next to the number of results you see all the filters you have selected in the Mega Menu. In the search bar you see the keywords you searched for. Below the search bar you see the search results sorted by relevance.

## 3.1 The Filters

In the search filters you have all options as in the Mega Menu and in addition to those you have the following options:

### Industries:

- You will see items tagged to the industries of your choice.

### Sources:

- Here you can select your preferred sources like a newspaper or a research provider.

### Source Types:

- Based on your selections, you will see items in results from the sources you are interested in – like Banks/Brokerage Houses, Newspapers etc.

### Page Counts:

- You can select the length of the documents you want to search in. Please note that it works best for pdf and Word formats.

The screenshot shows the EMIS Search interface with the search term 'china'. The filters are organized into a Mega Menu. Callouts A through I point to specific filter options:

- A:** Industries dropdown menu.
- B:** Sources dropdown menu.
- C:** Source Types dropdown menu.
- D:** Page Count dropdown menu (set to ALL).
- E:** Content Types dropdown menu.
- F:** Search scope radio buttons (All Text, Title Only, Title and Abstract Only).
- G:** Topics dropdown menu.
- H:** Document Format dropdown menu.
- I:** Show Similar Articles checkbox.

The results section shows 5630195 results for 'China Petroleum & Chemical Corporation (中国石油化工股份有限公司) (China)'. It includes a company profile, a financial score of 6.10, and a bar chart showing net sales revenue from 2014 to 2017.

### Topics:

- Here you might select Topics you are interested in like Economy, Market Forecast, Compliance, M&A Deals and many more.

### Document Format:

- You can select here what kind of document formats would you like to see (html, pdf etc.)

### Show Similar Articles:

- In the press, articles of news agencies, PR agencies etc. Are published by several sources. In order to keep your search results clean, we only display those articles once. If you would still like to see them from all sources, select this checkbox.

### Content Types:

- Here you can select what kind of items you want to see: News, Statistics, Press Releases etc.

### Search All Text, Search Title Only, Title and Abstract Only:

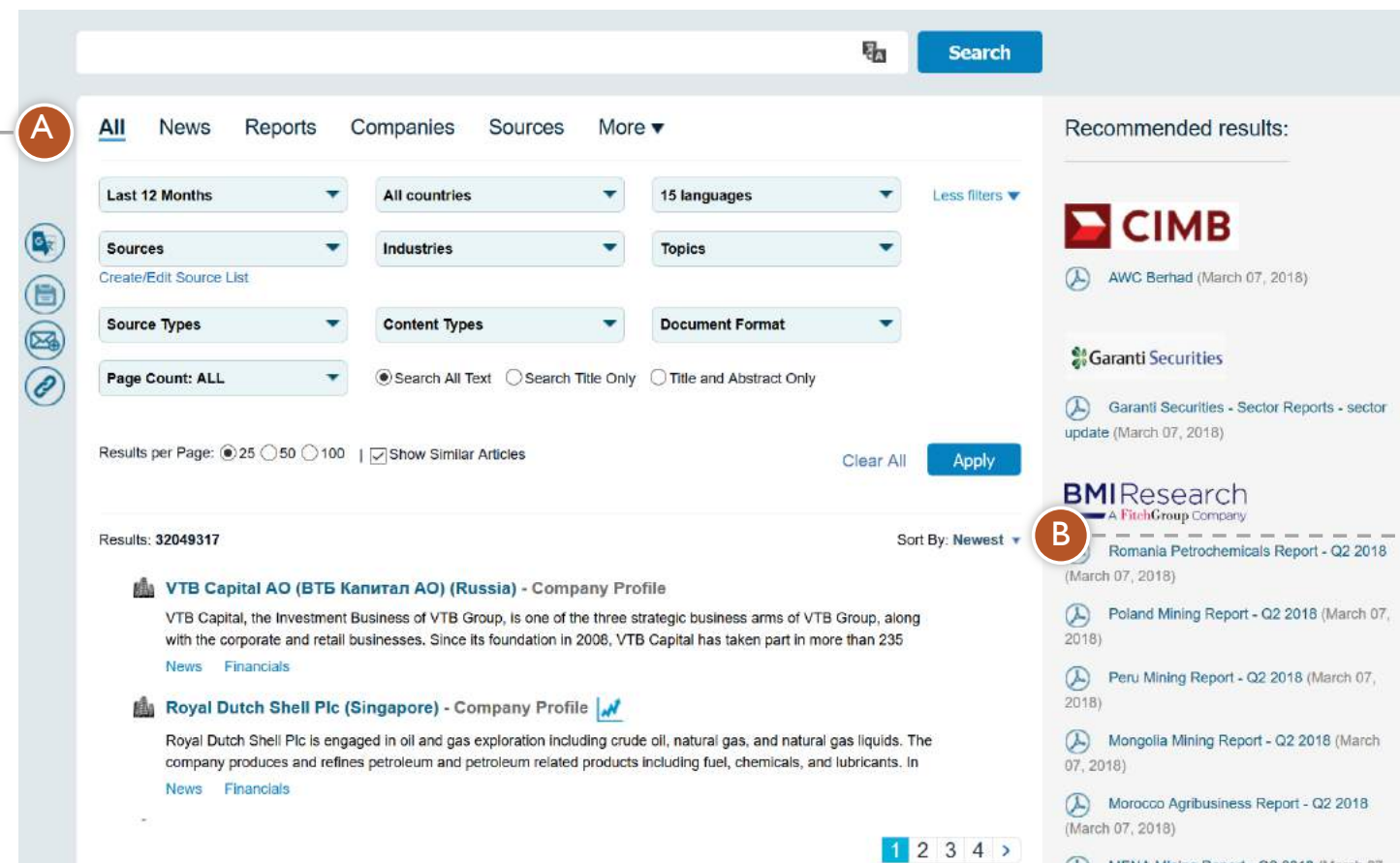
- This is a radio button search. You might choose here in which part of the item's text you want to search. The default is search all text, which means that your keywords can appear in any part of the item

## 3.2 The Results

The results of your search are grouped by types in tabs.

- By default you will see all results in the “All” tab.
- You may navigate between these tabs if you want to see specific results like Companies, News etc.
- Only tabs with search results are displayed. If there are no results for statistics, the Statistics Tab is not displayed.
- As many of these types have subtypes as well, you have an additional level of navigation. For instance in the Documents Tab you might choose to display only News or Analysis/Research etc.

You might select multiple non-pdf article results and view them.



The screenshot displays the EMIS Search interface. At the top, there is a search bar and a 'Search' button. Below the search bar, there are tabs for 'All', 'News', 'Reports', 'Companies', 'Sources', and 'More'. The 'All' tab is currently selected. To the left of the tabs, there are several filter options: 'Last 12 Months', 'All countries', '15 languages', 'Sources', 'Industries', 'Topics', 'Source Types', 'Content Types', 'Document Format', and 'Page Count: ALL'. There are also radio buttons for 'Search All Text', 'Search Title Only', and 'Title and Abstract Only'. Below the filters, there is a 'Results per Page' section with options for 25, 50, and 100, and a 'Show Similar Articles' checkbox. The main results area shows 'Results: 32049317' and 'Sort By: Newest'. The first two results are 'VTB Capital AO (ВТБ Капитал АО) (Russia) - Company Profile' and 'Royal Dutch Shell Plc (Singapore) - Company Profile'. On the right side, there is a 'Recommended results' section with items like 'CIMB', 'Garanti Securities', and 'BMR Research'.

Results can be sorted by relevance (default), date and other parameters depending on the tab selected.

## 1.1 Landing Page

Email Alert is a powerful clipping tool, which allows you to receive scheduled updates on:

- Up to 20 customizable saved searches
- Editor's Choice from different countries
- News and reports from top Industries
- News and reports from specific companies,
- Updates on publications

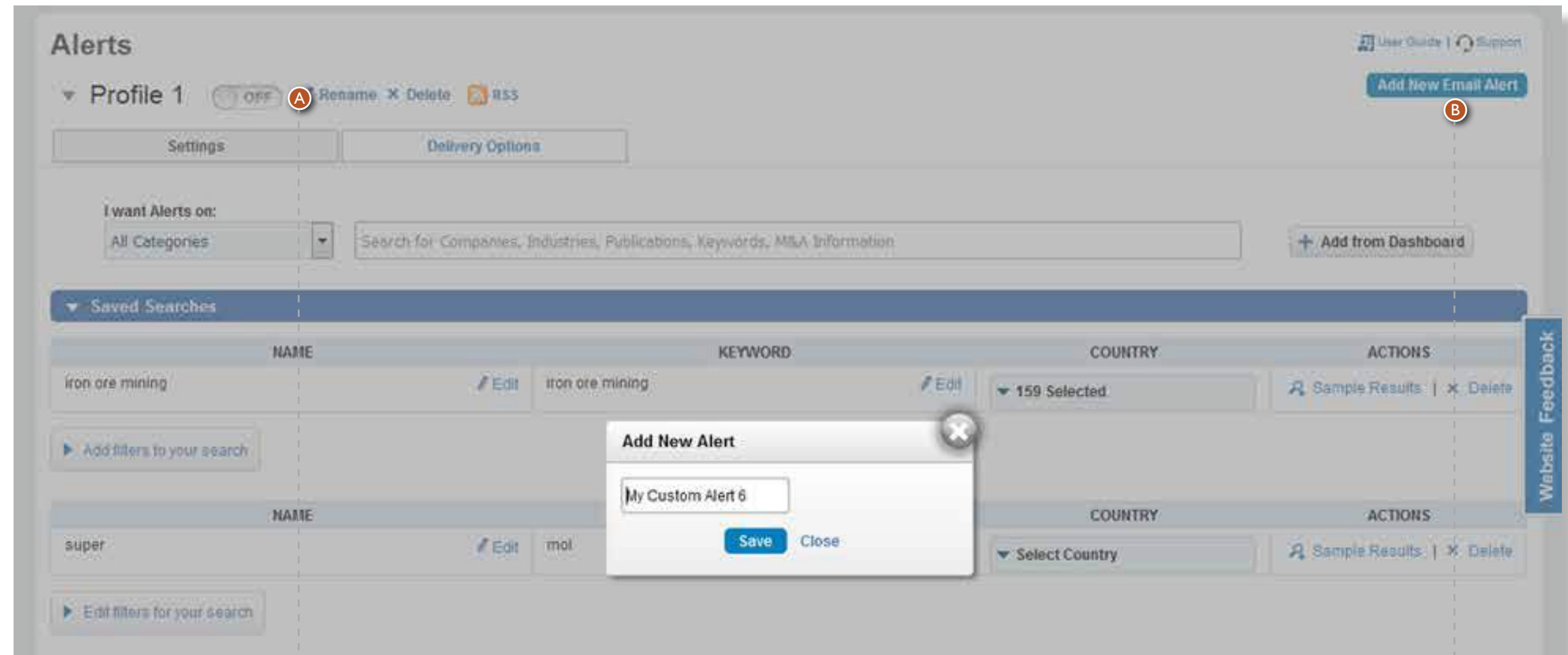
The screenshot displays the 'Alerts' interface for 'Profile 1'. At the top, there are links for 'User Guide' and 'Support', and a button to 'Add New Email Alert'. Below this, a 'Settings' tab is active, showing 'I want Alerts on: All Categories' and a search bar for 'Search for Companies, Industries, Publications, Keywords, M&A Information'. A 'Delivery Options' tab is also visible. The main section, 'Saved Searches', contains three tables of saved searches. Each table has columns for NAME, KEYWORD, COUNTRY, and ACTIONS. The first search is 'iron ore mining' with 159 results. The second is 'super' with a 'Select Country' dropdown. The third is 'Search 7' with a long list of keywords and a 'Turkey' dropdown. A 'Website Feedback' button is on the right side.

NAME	KEYWORD	COUNTRY	ACTIONS
iron ore mining	iron ore mining	▼ 159 Selected	Sample Results   X Delete
super	mol	▼ Select Country	Sample Results   X Delete
Search 7	bought OR buy* OR acquire* OR sell* OR sold OR "took over" OR "take over" OR takeover OR purchase* OR plot OR "real-estate" OR property OR hotel OR "shopping mall" OR "shopping center" OR plaza OR "department store" OR land OR merge* OR restructur* OR privat* OR privat* OR IPO OR SPO OR debut* OR "capital increase" OR "new share issue" OR stake* OR auction OR "private equity" OR PE OR "venture capital" OR VC OR "capital raising" OR buyout OR MBO OR MBI OR listing	▼ Turkey	Sample Results   X Delete



## I.2 Settings

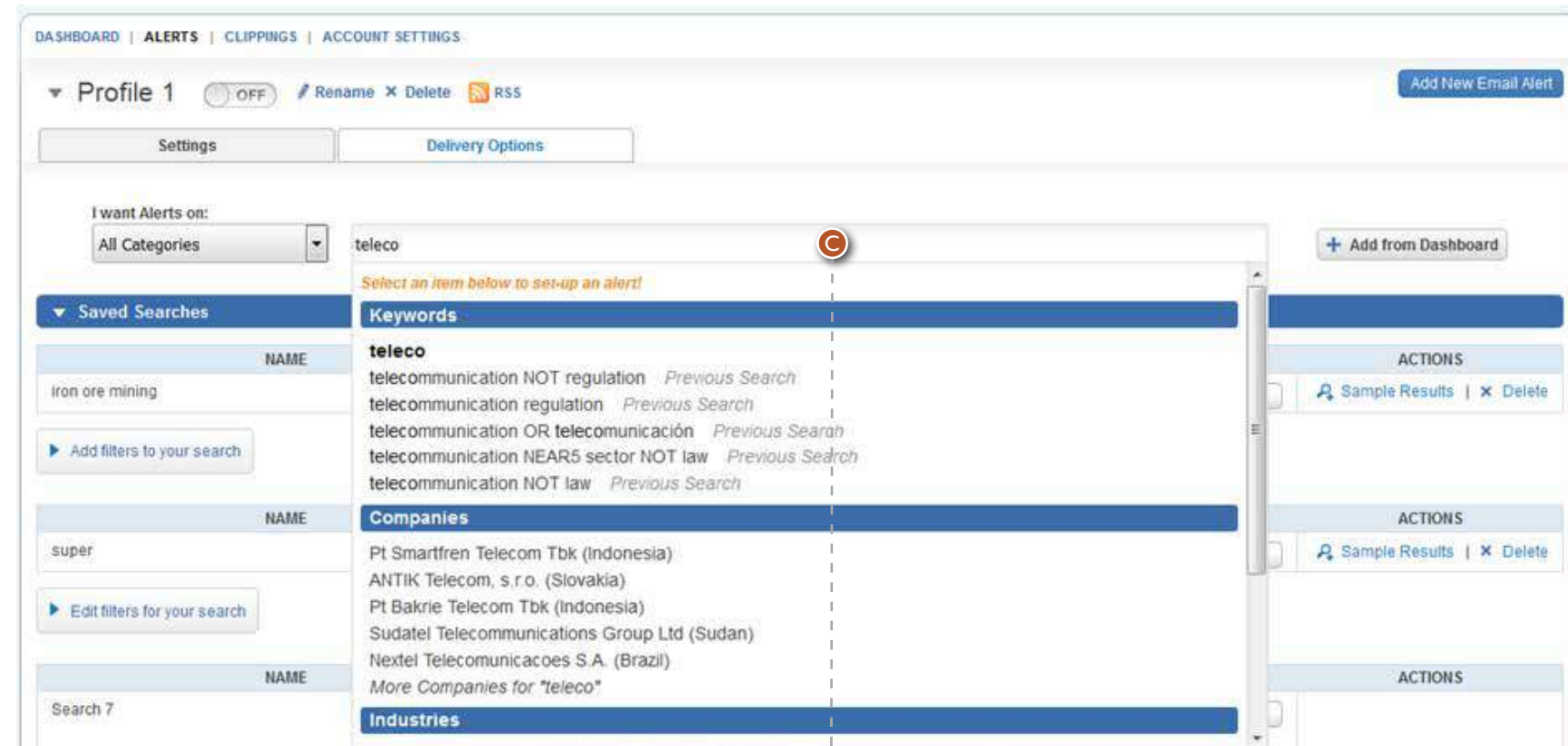
After you created a saved search, you can edit the keywords, restrict the search to specific Regions and/or Countries.



**A** If you decide to temporary disable the Alert you can simply switch the alert to Off

**B** Click on Add New Email Alert to create a new alert

## I.2.1 Create alerts



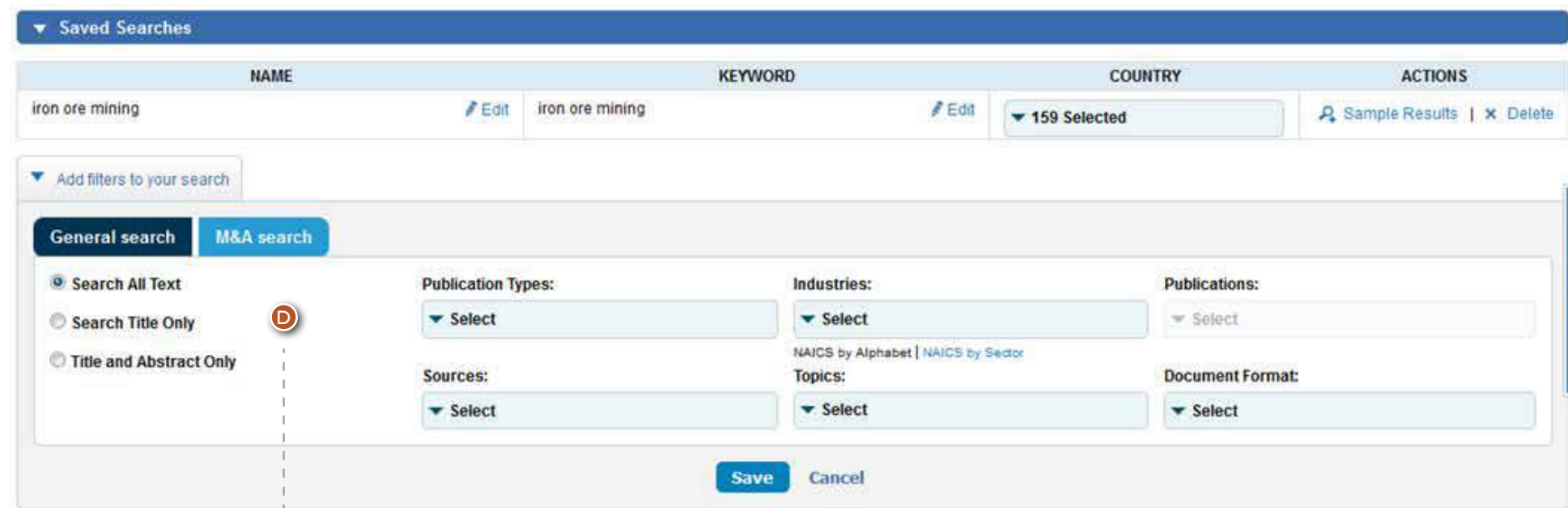
Search box will be the main entry point for creating alerts. When you input a keyword, an auto-suggest popup will appear, which contains below 5 sections:

- Keywords
- Countries – Editor's Choice
- Companies
- Industries
- Publications

When you click an item from the popup, corresponding alert will be added

## I.2.2. Saved Searches

After you created a saved search, you can edit the keywords, restrict the search to specific Regions and/or Countries



The screenshot shows the 'Saved Searches' interface. At the top, there's a table with columns: NAME, KEYWORD, COUNTRY, and ACTIONS. The first row shows a search named 'iron ore mining' with the same keyword, '159 Selected' countries, and links to 'Sample Results' and 'Delete'. Below the table is a section titled 'Add filters to your search'. It contains two tabs: 'General search' (selected) and 'M&A search'. Under 'General search', there are three radio buttons: 'Search All Text' (selected), 'Search Title Only', and 'Title and Abstract Only'. To the right of these are four dropdown menus: 'Publication Types', 'Industries', 'Sources', and 'Publications', each with a 'Select' button. Below these are two more dropdowns: 'Topics' and 'Document Format', also with 'Select' buttons. At the bottom right of the filter section are 'Save' and 'Cancel' buttons. A red circle with a 'D' is placed next to the 'Search Title Only' radio button.

**D** In Addition filters, you can further specify filters used for this search, and Dealwatch search filters are also provided here

### I.2.2.2. Editor's Choices

Editor's Choice can be added by enter country names in the search box



The screenshot shows the 'Editor's Choice' interface. It features a dropdown menu labeled 'I want Alerts on:' with the selected option 'Countries - Editor's Choice'. Below this is a search box containing the text 'Pola'. A message below the search box says 'Select an item below to set-up an alert!'. Below the search box is a table with a header 'Saved Searches' and a column 'NAME'. The first row of the table shows 'Countries - Editor's Choice' and 'Poland'.

# USER GUIDE - E-MAIL ALERT

## I.2.2.3. Companies

You can add up to 20 companies for each alert

▼ Companies			
NAME	OPTIONS	COUNTRY	ACTIONS
Bank Of China Limited	▼ ALL	China	✕ Delete

**E** Once you have added a company, you can select type of content (news or reports) you would like to receive:

## I.2.2.4. Industries

You can add up to 20 industries for each alert

▼ Industries			
NAME	OPTIONS	COUNTRY	ACTIONS
Agriculture, Forestry, Fishing and Hunting	▼ ALL	▼ 41 Selected	✕ Delete
Construction	▼ ALL	▼ 41 Selected	✕ Delete
Mining (except Oil and Gas)	▼ ALL	▼ 41 Selected	✕ Delete
Retail Trade	▼ ALL	▼ Poland	✕ Delete
Software Publishers	▼ ALL	▼ China	✕ Delete

**F** Once you have added an industry, you can further specify countries and select type of content (news or reports) you would like to receive:



In this category you can select up to 20 publications from multiple regions/countries and receive all the updates from those specific publications.

 In case a publication is available for more than one country, you can specify which countries you want to receive alerts

When you mouse over “Add from Dashboard” button, a popup will appear, which list all your saved searches, companies, industries and publications.

**My Saved Searches**

retail

oil price

education

**My Industries**

Agriculture,  
Forestry, Fishing  
and Hunting

Machinery  
Manufacturing

Construction

Primary Metal  
Manufacturing

**My Companies**

Petrochina  
Company Limited  
(中国石油天然气股)

Industrial And  
Commercial  
Bank Of China

Saic Motor  
Corporation  
Limited (上海汽)

China Life  
Insurance  
Company

Agricultural Bank  
Of China Limited  
(中国农业银行股)

China Railway  
Construction  
Corporation

**My Publications**

Metal Bulletin -  
China's Leading  
Source of Market  
Information

Telecom.paper

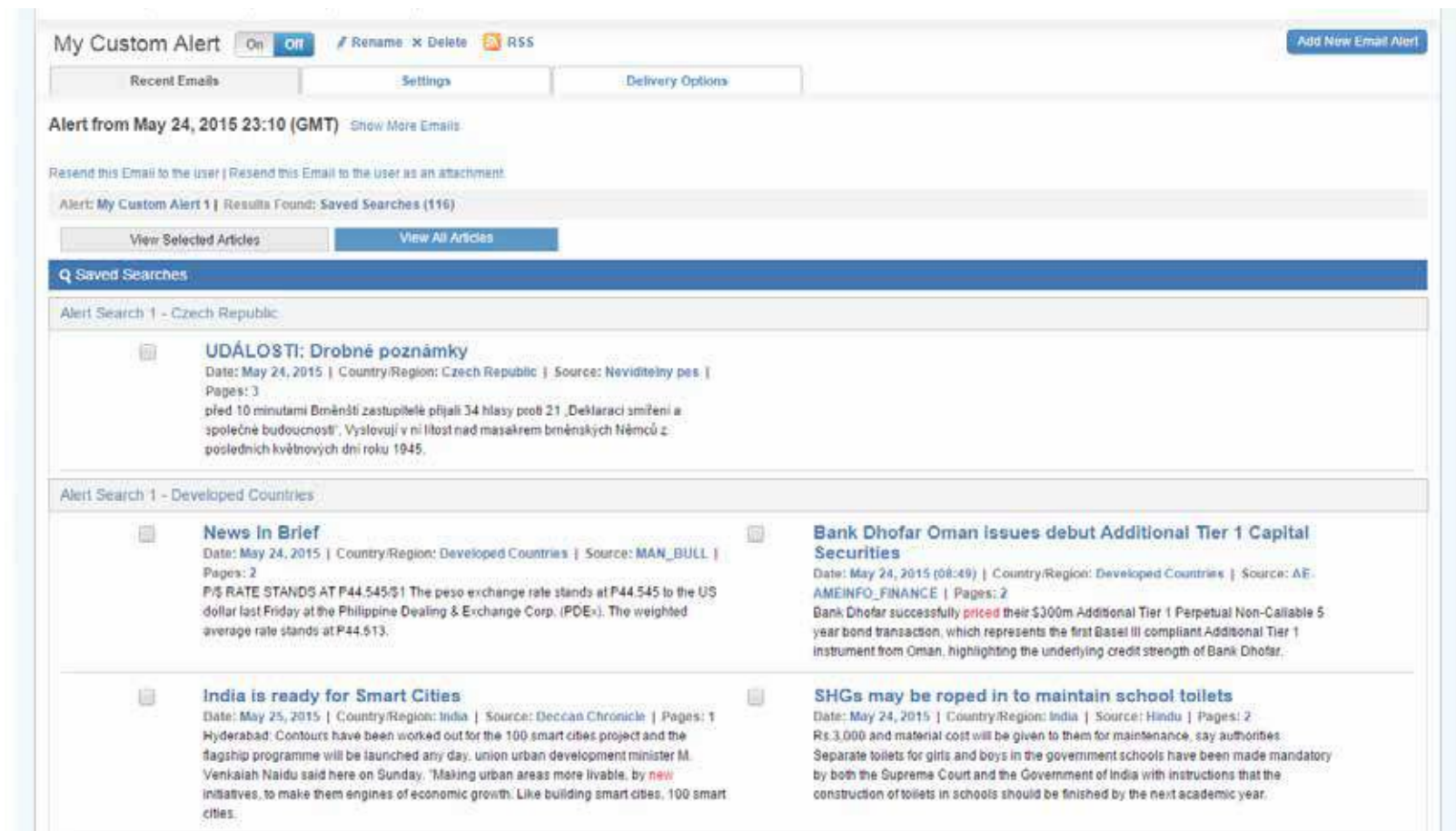
4CAST -  
The World's  
Most Influential  
Energy Analysts

BBC  
MONITORING

# USER GUIDE - E-MAIL ALERT

## I.3 Recent Emails

Here you can read latest 25 alert emails.



The screenshot displays the 'My Custom Alert' interface. At the top, there's a header with 'My Custom Alert' and a status 'On'. Below this are tabs for 'Recent Emails', 'Settings', and 'Delivery Options'. A button 'Add New Email Alert' is on the right. The main content area shows an alert from May 24, 2015, 23:10 (GMT). Below the alert, there are links to 'Resend this Email to the user' and 'Resend this Email to the user as an attachment'. A section titled 'Alert: My Custom Alert 1 | Results Found: Saved Searches (116)' contains buttons for 'View Selected Articles' and 'View All Articles'. Below this is a section 'Q Saved Searches' with a sub-header 'Alert Search 1 - Czech Republic'. It lists an article titled 'UDÁLOSTI: Drobné poznámky' with details: Date: May 24, 2015 | Country/Region: Czech Republic | Source: Neviditelný pes | Pages: 3. Below this is another section 'Alert Search 1 - Developed Countries' which lists two articles: 'News in Brief' (Date: May 24, 2015 | Country/Region: Developed Countries | Source: MAN\_BULL | Pages: 2) and 'Bank Dhofar Oman issues debut Additional Tier 1 Capital Securities' (Date: May 24, 2015 (08:49) | Country/Region: Developed Countries | Source: AE: AMEINFO\_FINANCE | Pages: 2). The 'News in Brief' article snippet mentions 'P/\$ RATE STANDS AT P44.545/\$1 The peso exchange rate stands at P44.545 to the US dollar last Friday at the Philippine Dealing & Exchange Corp. (PDEX). The weighted average rate stands at P44.513.' The 'Bank Dhofar Oman' article snippet mentions 'Bank Dhofar successfully priced their \$300m Additional Tier 1 Perpetual Non-Callable 5 year bond transaction, which represents the first Basel III compliant Additional Tier 1 instrument from Oman, highlighting the underlying credit strength of Bank Dhofar.' Below this is another section 'Alert Search 1 - India' which lists two articles: 'India is ready for Smart Cities' (Date: May 25, 2015 | Country/Region: India | Source: Deccan Chronicle | Pages: 1) and 'SHGs may be roped in to maintain school toilets' (Date: May 24, 2015 | Country/Region: India | Source: Hindu | Pages: 2). The 'India is ready for Smart Cities' article snippet mentions 'Hyderabad: Contours have been worked out for the 100 smart cities project and the flagship programme will be launched any day, union urban development minister M. Venkaiah Naidu said here on Sunday. 'Making urban areas more livable, by new initiatives, to make them engines of economic growth. Like building smart cities, 100 smart cities.' The 'SHGs may be roped in to maintain school toilets' article snippet mentions 'Rs.3,000 and material cost will be given to them for maintenance, say authorities. Separate toilets for girls and boys in the government schools have been made mandatory by both the Supreme Court and the Government of India with instructions that the construction of toilets in schools should be finished by the next academic year.'

## I.4 Delivery Options

On this page, you can change the settings for corresponding alert:

- The format of the E-mail (html, text, PDF, or send as attachment)
- Select the languages of the content you will receive,
- The time in which you would like to receive the emails

▼ Profile 1 ☐ OFF [Rename](#) [Delete](#) [RSS](#)

[Settings](#) [Delivery Options](#)

▼ Copy Alerts

Username:

Email Address:

Submit

Note: copying delivery options from another username will overwrite the user's setup.  
Create a new profile for adding a new alert if you don't want to overwrite an existing alert.

Email Address:

Language:

Email Format: ☒ HTML  
☐ TXT  
☐ PDF  
☐ Send as Attachment

Miscellaneous: ☒ Show Abstract  
☒ Remove duplicates

Delivery Schedule:

[Clear All](#) [Save](#)

Website Feedback

## 1.1. Landing Page

Company Overview provides you a quick access to must have Company profiles, news, deals, reports, publications and tools.

**A** Use the Company Analysis Mega Menu for a quick navigation of our tools.

**B** The I WANT TO section gives you a fast access to Company Profiles and frequently used Company tasks.

**C** Get a snapshot of our most recent company information and check the details by only one click.

The screenshot shows the EMIS Professional website interface. At the top, there's a navigation bar with 'MY EMIS', 'COMPANY ANALYSIS' (highlighted with annotation A), 'INDUSTRY ANALYSIS', and 'COUNTRY ANALYSIS'. A search bar is also present. Below the navigation bar, the 'COMPANY ANALYSIS' section is displayed. On the left, there's a sidebar with 'I WANT TO' (highlighted with annotation B) and search fields. The main content area features an 'Overview' section (highlighted with annotation C) with a large news article about 'CZECH REPUBLIC - CETIN TO INVEST CZK 22BN IN FASTER INTERNET ACCESS'. Below this, there are sections for 'COMPANY NEWS - EDITOR'S CHOICE', 'EMIS DEALWATCH DEALS', 'COMPANY NEWS - BY TOPIC', 'COMPANY REPORTS - LATEST', and 'EQUITY CHARTS'. The interface includes various filters, search options, and a 'Quick Links' button in the top right corner.



## 3.5.2.1 Landing Page

**Companies**  
Country: 144 Selected

QUICK SCREENER | ADVANCED SCREENER | ANALYTICAL WORKSPACE | ANALYTICAL TOOLS | LOCAL DATABASES | EQUITY CHARTS | REPORTS | NEWS

**Company Information**

Regions and Countries: 52 selected

Industries: Select

City/State/Country: Select

Operational Status: Select

Linked/Unlinked: Select

**Basic Financials**

Total Assets: 1718 to 804289

Total Operating Revenue: 8 to 288112

Net Profit(Loss): -21798 to 714828

**Quick Preview of your results**

Sort By: Total Operating Revenue

Num	Country	Company	Total Operating Revenue
1	Colombia	Smart Concrete S.A.	2,668,111.49
2	Colombia	Byte Infrastructure y Tecnología S.A.S.	2,126,532.74
3	China	CHINA PETROLEUM & CHEMICAL CORPORATION	463,400.91
4	Hong Kong	China Petroleum & Chemical Corporation (H.K.)	457,476.33
5	China	PETROCHINA COMPANY LIMITED (中国石化)	364,311.70
6	Hong Kong	PetroChina Company Limited (中国石化)	364,612.88
7	Hong Kong	Glencore Xibate plc	232,694.00
8	Korea	SAMSUNG ELECTRONICS CO., LTD.	146,633.30
9	Brazil	Petrobras Braskem - Petrobras S.A.	141,630.36
10	Taiwan	Hsin Hai Precision Ind. Co., Ltd. (欣海精密)	133,181.99
11	Mexico	Pemex S.A. de C.V.	125,933.90
12	Russia	Gazprom OAO (Gazprom OAO)	123,277.66
13	Russia	Kovneft OJSC Company OAO (Kovneft OJSC)	111,089.10
14	China	CHINA STATE CONSTRUCTION ENGINEERING	110,634.98
15	Hong Kong	China Mobile Limited (中国移动)	101,732.89
16	Singapore	Public Group Limited	97,881.40
17	China	INDUSTRIAL AND COMMERCIAL BANK OF C.	96,207.01
18	China	SAC MOTOR CORPORATION LIMITED (上海)	95,072.25
19	Hong Kong	China Railway Construction Corporation Lim.	94,747.25
20	China	CHINA RAILWAY CONSTRUCTION CORPOR.	94,749.67
21	Malaysia	Petronas Nasional Berhad (PETRONAS)	94,173.70
22	Hong Kong	Industrial and Commercial Bank of China Lim.	93,472.50
23	Thailand	Ptt Public Company Limited	92,935.87
24	Qatar	Qatar Petroleum SOE (قطر)	90,749.68
25	China	CHINA RAILWAY GROUP LIMITED (中国中铁)	90,402.13
26	Hong Kong	China Railway Group Limited (中国中铁)	87,235.88
27	India	Indian Oil Corporation Ltd.	84,876.68
28	Hong Kong	China Construction Bank Corporation (中国)	82,532.10
29	China	CHINA CONSTRUCTION BANK CORPORATE	82,123.49

Companies: 1-29 / 808415

Clear All Customize Columns Search

The Company Screening Tool is a powerful query tool, that allows you to filter our company database by several criteria such as:

- 9 basic criteria like Geographics, Industries and many more,
- 17 items from Balance Sheet and Income statement,
- 9 valuation figures like Enterprise Value or Book Value,
- 17 ratios including profitability, efficiency, liquidity, leverage and growth trend ratios.

## 3.5.2.1.1 Company Information

**Company Information**

**Regions and Countries**  
▼ 92 selected

**Industries** <sup>A</sup>  
▼ Select  
NAICS by Alphabet | NAICS by Sector  
☒ ALL ☐ Main Activities ☐ Secondary Activities

**City/State/County** <sup>i</sup>  
[Text Field]

**Operational Status**  
▼ Select

**Listed/Unlisted**  
▼ Select

<sup>B</sup> + Add More

If you select multiple options within a box (e.g. two industries), you will see companies fitting at least one of the selected criteria (having at least one of the two industries you selected). If you select criteria in multiple boxes, the results must meet with all the criteria selected in the boxes. For instance if you selected Poland and India in the Countries and Regions box and USD 100mn as a minimum revenue among Basic Financials, you will see Polish and Indian companies with revenues over USD 100mn among the results.

- <sup>A</sup> Indices can be selected only after you selected at least one stock exchange.
- <sup>B</sup> You can add more filters by using the Add More option.

## 3.5.2.1.2 Basic Financials

The screenshot shows the 'Basic Financials' section of the EMIS Quick Screener. It includes three financial metrics with sliders and match counts:

- Total Assets:** Slider range from -716 to 6242258. Criteria Matches: 807458, Cumulative Matches: 808415.
- Total Operating Revenue:** Slider range from 0 to 2666112. Criteria Matches: 795137, Cumulative Matches: 808415.
- Net Profit(Loss):** Slider range from -21758 to 114825. Criteria Matches: 798282, Cumulative Matches: 808415.

Each slider has a 'Remove' button and an 'Add More' button at the bottom.

### Sliders

This close-up shows the 'Total Assets' slider. The minimum value is 0 and the maximum value is 6639830, both marked with a red circle containing the letter 'E'. The slider also shows 'Criteria Matches: 49974' and 'Cumulative Matches: 49975'.

**C** You can filter companies by financials and ratios from the last 5 years or the last reported year.

The available currencies are euro and US dollar and if you have selected only one country in Countries and Regions box, the currency of that country. Financials are converted to euro and US dollar based on

**C** IFRS standards. (Balance sheet figures converted with end of period, Income Statement items are converted with average of the period exchange rates). You can select currencies and units in the respective dropdown.

We support millions and thousands and in case of INR Tens of Millions.

**D** You can screen by using sliders or boxes. Negative values and decimals are supported.

**E** In the Quick Company Screener's Basic Financials part sliders give you a fast way to set the minimum and maximum values you want to screen for.

- The numbers marked with "E" show you the minimum and maximum values for financials for the companies available by the filters you have selected in Company Basics. E.g. if you have selected India and Oil & Gas there, you will see the maximum and minimum values of the Total Assets of Indian Oil& Gas companies.
- The numbers in the sliders are always given in the currency and units you have selected in Basic Financials. They are valid for the period you have selected for screening.

# USER GUIDE - QUICK SCREENER



**F** You can move the sliders either by grabbing them or just by clicking on the sidebar. In the black boxes below you see the actual minimum and maximum values selected for screening.



**G** On the right side of the slider you see two values:

- **Criteria Matches:** It gives you the number of results as if only this Basic Financial Screening item would be selected with every other current filters in Company Basics.
- **Cumulative Matches:** It gives you the number of results as if this filter, all other Basic Financial filters above it and all current filters in Company Basics would be selected.



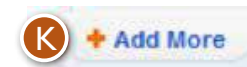
**H** By clicking on Remove, the filter will be deleted from the screening.



**I** If you click on “Enter Specific Value”, the sidebar will turn into minimum and maximum value boxes, so you will be able to filter by typing numbers instead of moving the sliders.



**J** By clicking on “Go back to chart”, you will be returned to the slider view.





**K** If you want to add more Basic Financials for screening, click on add more and you will be able to add additional Financials, Ratios, Market Data etc.
































# USER GUIDE - QUICK SCREENER

## 3.5.2.1.2 Quick Preview


Quick Preview of your results

Sort By: Total Operating Revenue  

Num	Country	Company	Total Operating Revenue
1	Poland	 PKN Orlen S.A.	107,598.00
2	Poland	 PGNIG S.A.	34,304.00
3	Poland	 Jerónimo Martins Polska S.A.	32,886.57
4	Poland	 PGE S.A.	29,698.00
5	Poland	 Lotos S.A.	28,528.59
6	Poland	 KGHM Polska Miedz S.A.	21,414.00
7	Poland	 PZU S.A.	19,968.92
8	Poland	 Tauron Polska Energia S.A.	18,674.07
9	Poland	 Lotos Paliwa Sp. z o.o.	17,773.23
10	Poland	 Eurocash S.A.	17,021.83
11	Poland	 PGE Gornictwo I Energetyka Konwencjonalna S.A.	15,488.55
12	Poland	 FCA Poland S.A.	13,376.62
13	Poland	 ArcelorMittal Poland S.A.	13,049.27
14	Poland	 BP Europa SE Oddzial W Polsce	12,854.11
15	Poland	 Orange Polska S.A.	12,525.00
16	Poland	 Orlen Paliwa Sp. z o.o. (Plock) - Closed	12,515.35
17	Poland	 PGE Obrot S.A.	12,457.17
18	Poland	 Tesco Sp. z o.o.	12,104.07
19	Poland	 PKO BP S.A.	11,494.76
20	Poland	 Kompania Weglowa S.A. - Closed	10,773.74
21	Poland	 Lidl Polska Sklepy Spozywcze Sp. z o.o. sp. k.	10,709.97
22	Poland	 Energia S.A.	10,697.91
23	Poland	 Enea S.A.	9,970.46
24	Poland	 Grupa Azoty S.A.	9,956.90
25	Poland	 Volkswagen Poznan Sp. z o.o.	9,956.20
26	Poland	 Energia Obrot S.A.	9,638.11
27	Poland	 Powszechny Zaklad Ubezpieczen Na Zycie S.A.	9,345.21
28	Poland	 Tauron Sprzedaz Sp. z o.o.	8,818.54
29	Poland	 Philip Morris Polska Distribution Sp. z o.o.	8,648.03

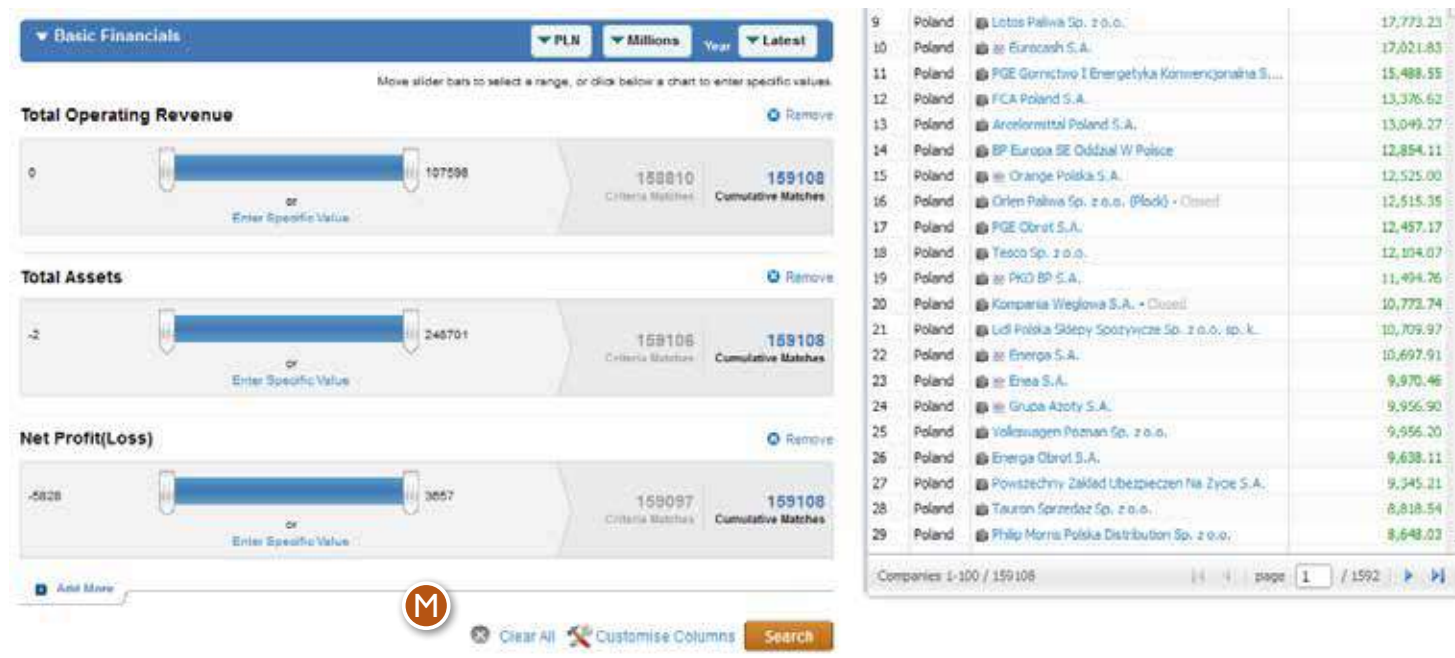
Companies 1-100 / 159108    page 1 / 1592

- The Quick Preview feature displays you a snapshot about your search.s results.
- The box is updated automatically.
- The numbers within it are displayed in the currency and unit you have selected in Basic Financials screening.

 By using the dropdown menu in the box you can change the ranking orders to any financials/ratios/valuation figures supported.

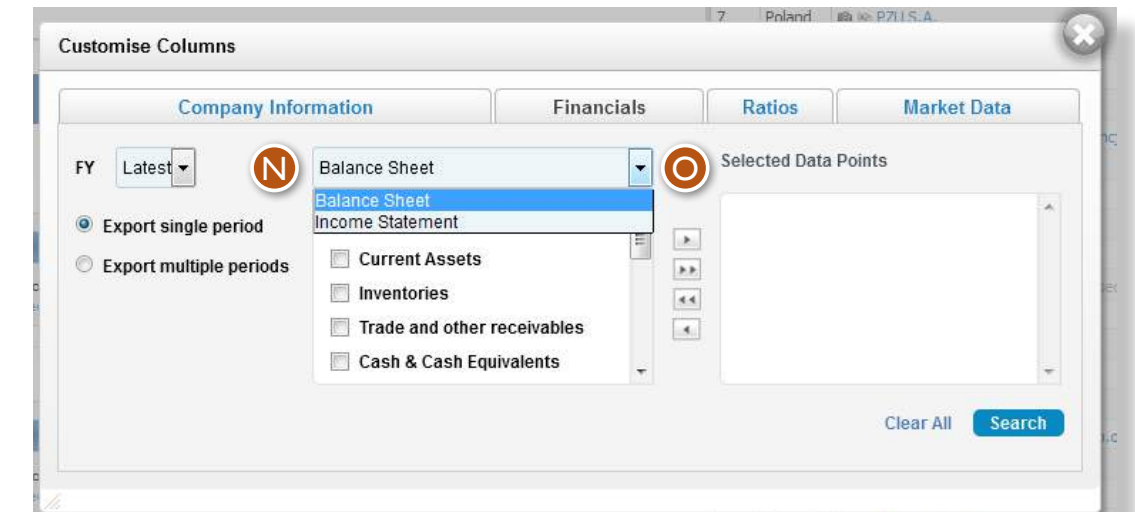
# USER GUIDE - QUICK SCREENER

## 3.5.2.2 Customize Columns



**M** Here you can select the data you would like to see in the results page.

- The default pre-selected options are: Company ranking, Country, Total Revenues, Year of Financials, Audited, Consolidated and the screening options you selected in search criteria.
- We also select all items you screened for.
- You can select any number of items to be displayed.



In the Customize Columns popup data is sorted by content types in the tabs. In all the tabs you see two boxes:

**N** Left box

- Here you see available data points which you can add to Selected Data Points in the right box by using their checkbox and the single right arrow.
- If you click on the double right arrow all items from the box will be added to Selected Data points.
- You can use the dropdown to see the data for items in it. E.g. in the financials tab we sort data points for Balance Sheet and Cash Flow.

**O** Selected Data Points Box

- Items in this box will be displayed in the results page.
- Only items of the current tab are displayed in it.
- You can remove items here by clicking on their checkbox and the left arrow. If you click on the double left arrow all items you see will be removed. If you click on the Clear All button, all items will be removed, not only items from the respective tab.

After you have finished selecting items here, click on Apply. To see the results you also need to click on the Search button in the landing page.

# USER GUIDE - QUICK SCREENER

## 3.5.2.3 Results Page

In the results page you will see the companies matching your search criteria. You can change the order of columns by drag-and-dropping them or you might delete them as well after clicking on their title. Changing the order of companies is also possible by clicking on a column title and choosing ascending or descending order.

**P** If you would like to see your Search Criteria, click on View Criteria.

**R** If you would like to remove some companies, please use the checkboxes next to their names and click on the Delete Selected Button.

**S** If you would like to change the currency, click on one of the options and wait a few seconds.

**T** If you would like to modify your search or columns displayed, click on the Refine or Customize Display buttons over the results.

**U** After you have the list you wanted, click on the Export button to download the data in Excel.

## 3.5.2.3 Export to Excel

After you click on the Export button, you will see a pop-up. Here you can select the data you want to export by clicking on the checkbox next to them. All columns you viewed in results are selected by default. You can export multiple years of financials by selecting the Export Multiple Periods option.

Data can be downloaded in batches of 1,000 with the following limitations:

- Searches with exactly one industry selected have no limitations.
- By any searches not matching 1) the first 10,000 results might be downloaded.
- Demo users can only download a sample file.



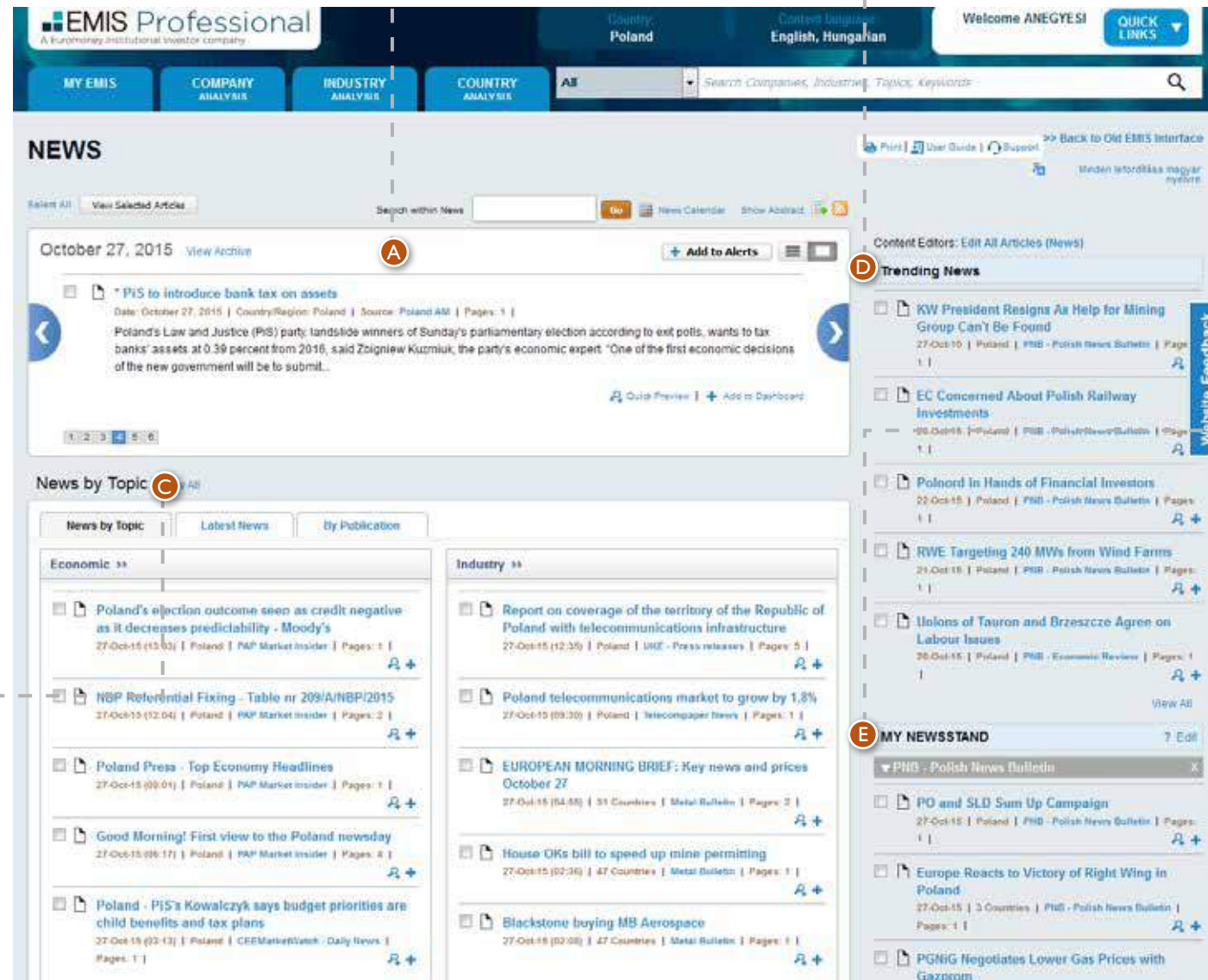
## News

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

**Editor's Choice:** The Editor's Choice content provides a selection of the most important stories of the day for the respective country or region, put together by the EMIS editorial team from leading local and global publications. Two views are provided for this section: abstract view and listed view. Under abstract view, only one top story article will be displayed at one time, with abstract, user can use the numbers below to switch to other articles.\*

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



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

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



## News

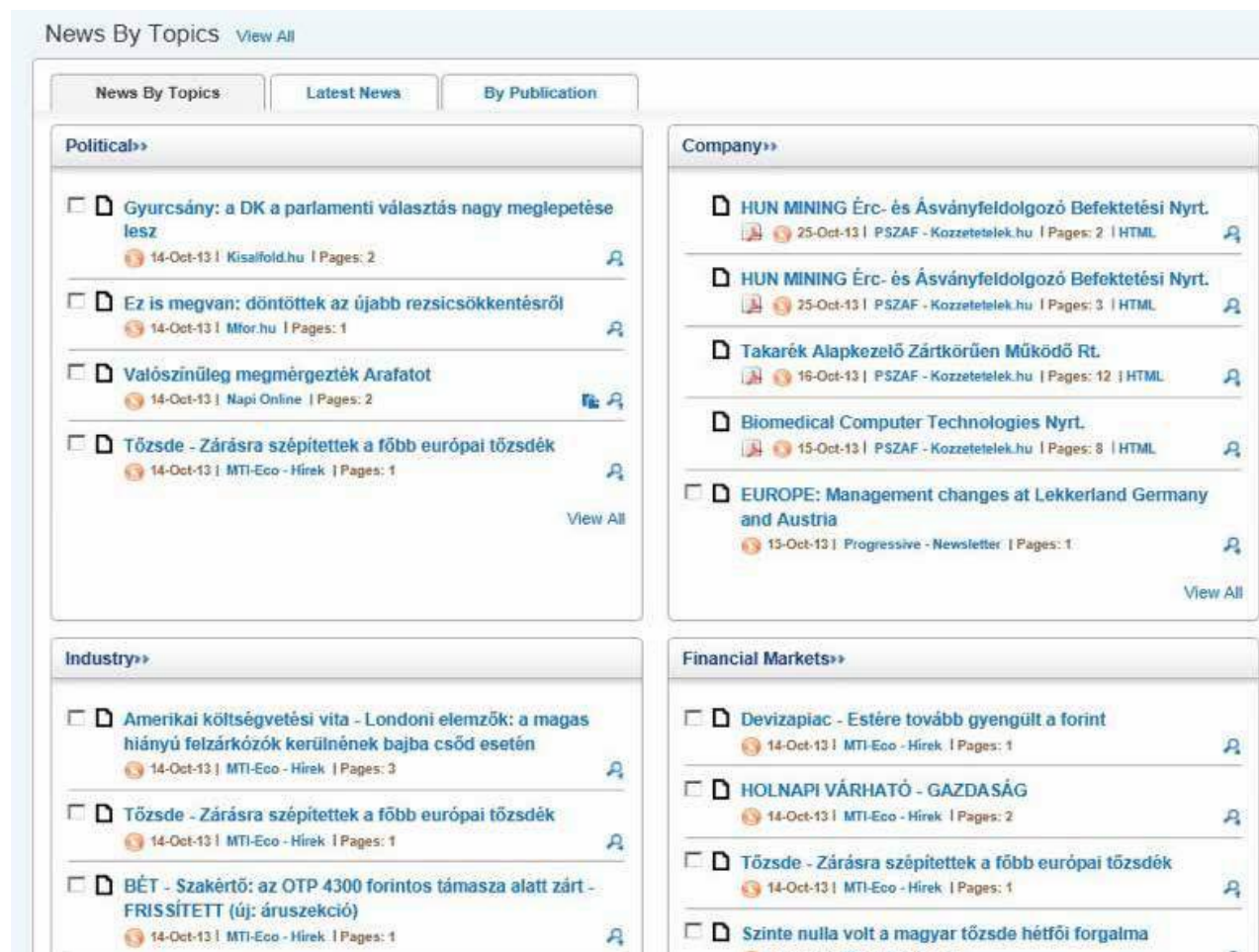
The News section is designed to provide you with quick access to thousands of news sources in 15 languages from nearly 100 countries.

The news platform can be accessed through Quick Links

\*



\*\*



# USER GUIDE – REPORTS

## 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.

### A 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

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

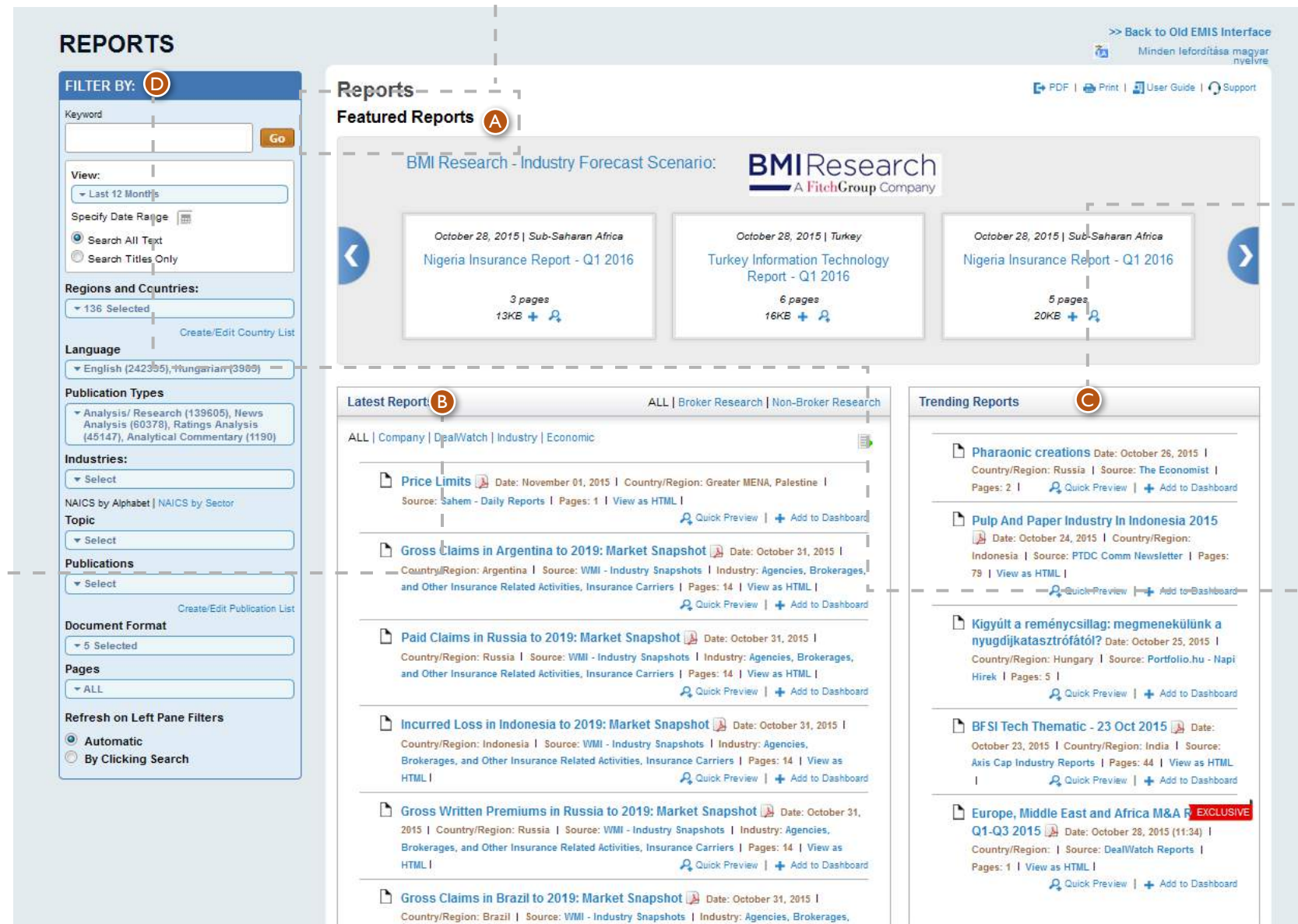
### B Latest reports:

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.

### C Trending reports:

You can see most viewed Reports in the last 7 days.

**D 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.



The screenshot displays the EMIS Reports interface. On the left, a 'FILTER BY' sidebar (D) includes sections for Keyword, View (Last 12 Months), Specify Date Range, Search All Text, Search Titles Only, Regions and Countries (136 Selected), Language (English, Hungarian), Publication Types, Industries, NAICS by Alphabet, Topic, Publications, Document Format (5 Selected), Pages (ALL), and Refresh on Left Pane Filters (Automatic, By Clicking Search). The main content area is divided into three sections: 'Featured Reports' (A) showing three reports from BMI Research, 'Latest Report' (B) showing a list of reports with details like date, source, and page count, and 'Trending Reports' (C) showing a list of popular reports. The interface also includes a 'Back to Old EMIS Interface' link and a 'Minden lefordítása magyar nyelvre' option.



# USER GUIDE - COUNTRY ANALYSIS

## 1.1. Landing Page

EMIS's Country Analysis integrates macroeconomic and financial data, forecast, country risk ratings, independent forecasts, latest news and reports on one powerful tool

**A** Use the Country Analysis Mega Menu for a quick navigation of our tools.

**B** The I WANT TO section gives you a fast access to frequently used Company tasks.

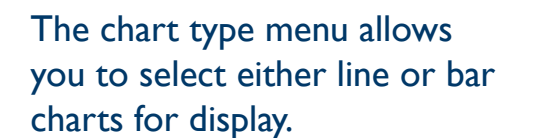
**C** Get a snapshot of our most recent company information and check the details by only one click.

The screenshot shows the EMIS Professional Country Analysis landing page for Poland. The top navigation bar includes 'MY EMIS', 'COMPANY ANALYSIS', 'INDUSTRY ANALYSIS', and 'COUNTRY ANALYSIS' (highlighted with a red circle 'A'). Below the navigation bar is a search bar and a 'Back to Old EMIS Interface' link. The main content area is titled 'COUNTRY ANALYSIS' and includes an 'I WANT TO' section (highlighted with a red circle 'B') with search filters. The 'Overview' section (highlighted with a red circle 'C') displays 'COUNTRY NEWS - EDITOR'S CHOICE' and 'COUNTRY REPORTS - EDITOR'S CHOICE'. The news section shows a headline about 'PIS TO INTRODUCE BANK TAX ON ASSETS'. The reports section shows 'POLAND - BASIC DATA, OCT 2015'. Below these are sections for 'COUNTRY NEWS - BY TOPIC' (Economic, Political, Financial Markets) and 'COUNTRY REPORTS - LATEST'. The page also includes a 'MACROECONOMIC DATA' section and a 'KEY INDICATORS' section. A 'Website Feedback' button is visible on the right side.

The Country Data section is accessed by clicking on the Macroeconomic Data header in Country Analysis Overview page. The menu located on the left side of the page allows users to select macroeconomic and financial time series. The selection of indicators may be done by:

Expanding/Collapsing the main categories that group indicators by Country/Topic and selecting the required ones.

Date range for the chart and table can be selected by using the slide bar or the two boxes below it that allow the customisation of the period.



Export option: all the selected indicators can be exported to Excel.

Add to My Items: the selected indicator will be stored as favourite for easy access.



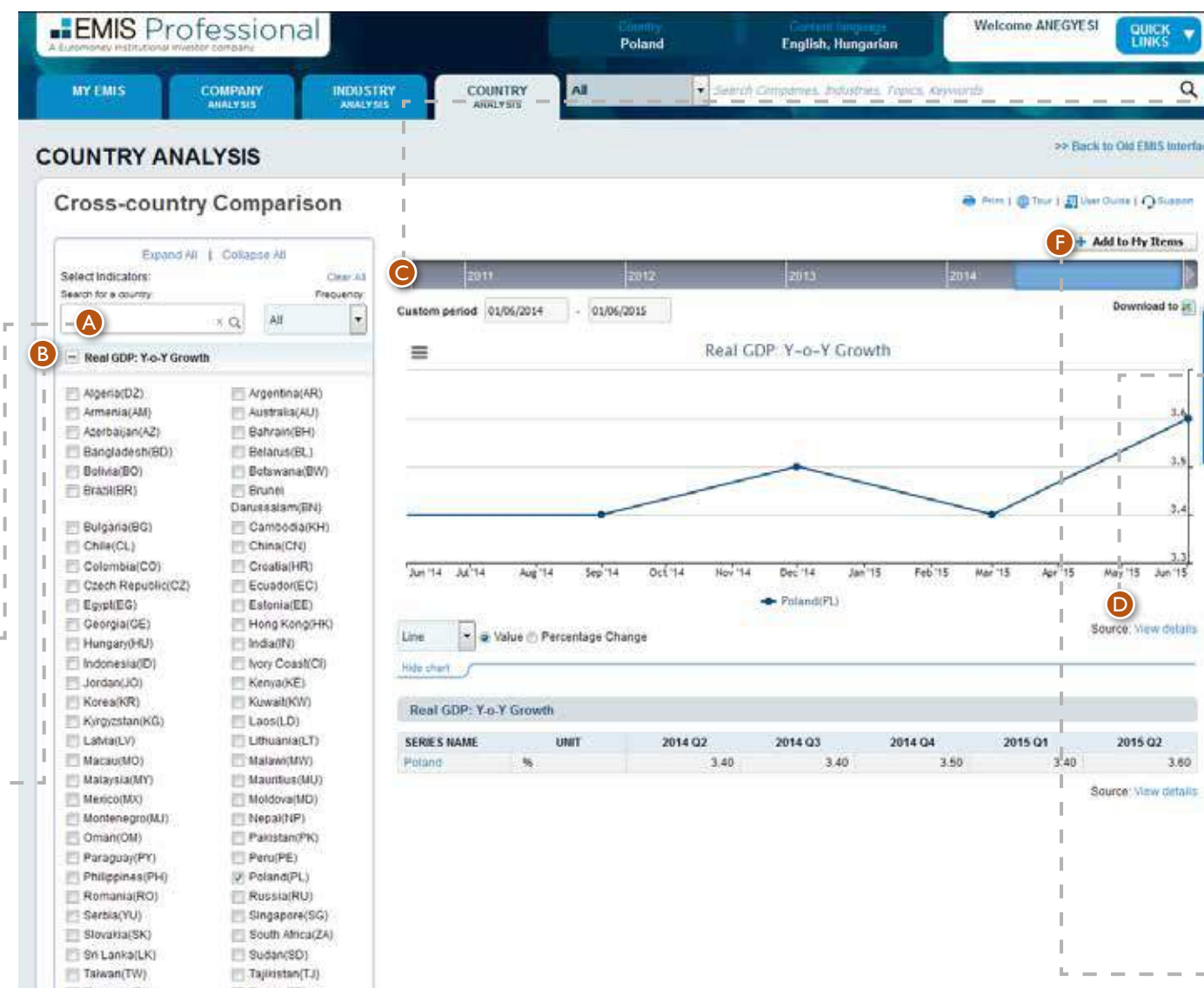
## I.3 Cross-country Comparison

This section is accessed by clicking on the Cross-country Comparison tab on the main menu, or by clicking See more under the chart on the table on the landing page. This section provides access to normalized data for key indicators that allow comparison and analysis across countries.

The menu located on the left side of the page allows users to select macroeconomic and financial time series. The selection of indicators may be done by:

**A** Searching in our database or by

**B** Expanding/Collapsing the indicators to display and select the countries for which data are required.



Selected time series will be displayed automatically on the centre of the page both using charts and tables:

Date range for the chart and table can be selected by using the slide bar or the two boxes below it that allow the customisation of the period.

The chart type menu allows you to select either line or bars charts for display. Charts and tables display one indicator at the time; if several series were selected, the user may choose the one to display from the upper menu.

Export option: all the selected indicators can be exported to Excel.

Add to My Items: the selected indicator will be stored as favourite for easy access.



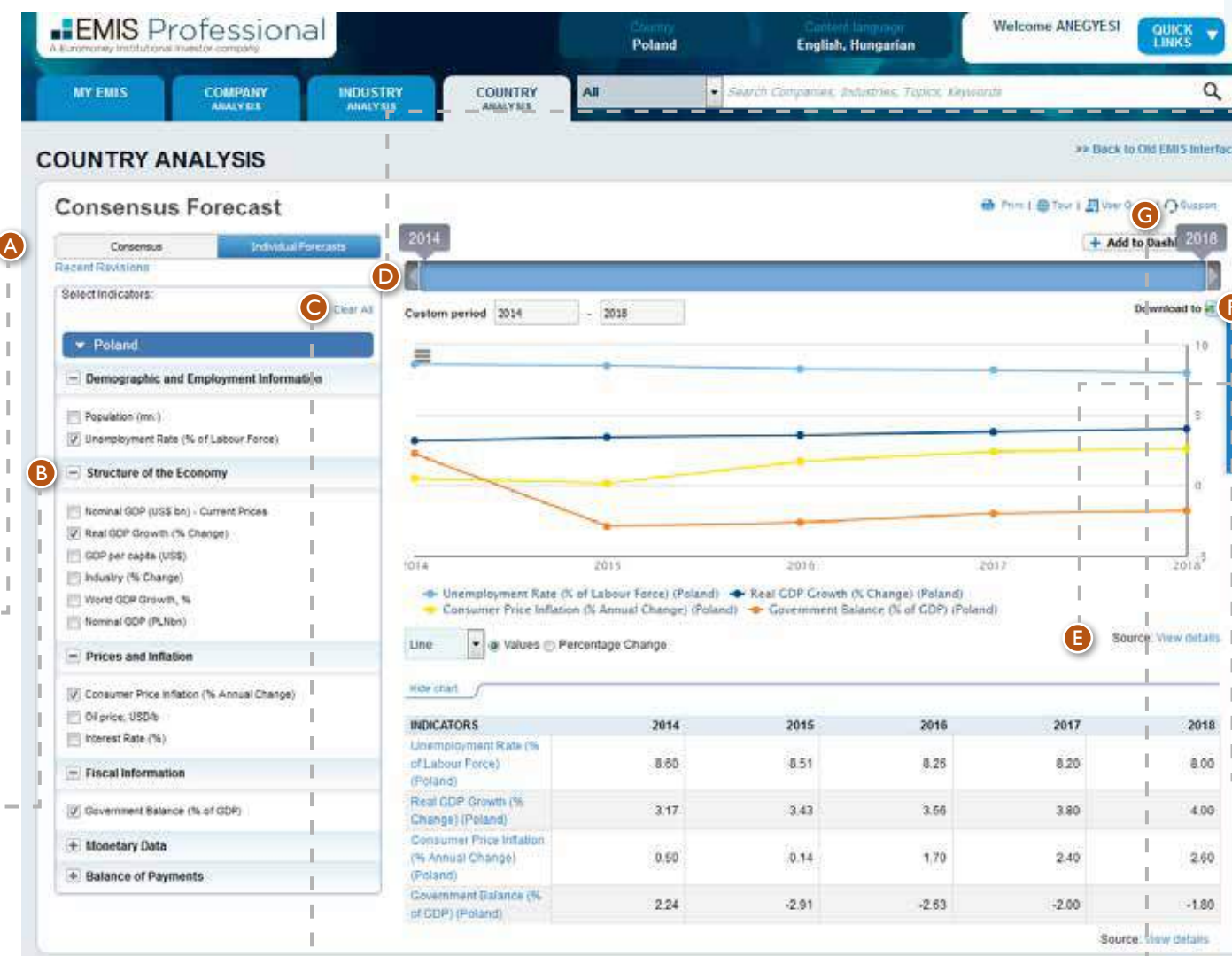
## I.4 Consensus forecast

This section is accessed by clicking on the Consensus Forecast tab on the main menu, or by clicking See more under the Consensus Forecast page on the landing page. This section provides access to individual forecasts from carefully selected economic experts from the leading banks, think tanks and consultancies and the market Consensus (average).

The menu located on the left side of the page allows users to select the forecast series, visualise and download them by

The menu located on the left side of the page allows users to select the forecast series, visualise and download them by

Selecting forecasts for specific indicators by either searching or expanding/collapsing the groups. The tree menu allows time series to be grouped and displayed by Topic or by Contributor; the preferred option can be selected on the top of the left menu **C**:



Selected time series will be displayed automatically on the centre of the page both using charts and tables:

Date range for the chart and table can be selected by using the slide bar or the two boxes below it that allow the customisation of the period.

The chart type menu allows you to select either line or bars charts for display. Charts and tables display one indicator at the time; if several series were selected, the user may choose the one to display from the upper menu.

Export option: all the selected indicators can be exported to Excel.

Add to My Items: the selected indicator will be stored as favourite for easy access.

## I.5 Country Risk

This section is accessed by clicking on Country Risk in the Country Analysis Mega Menu, or by clicking See more under the risk map. This section provides country risk ratings allowing a comparative, cross-border assessment of the risk of doing business in different countries.

Risk reports are also available, providing detailed explanations for the rating granted to each country in the different categories.

Country Risk Map allowing quick visualisation of comparative risk levels in different countries. A mouse over function displays the rating and date.



Country Risk Reports provide comprehensive analysis of the different types of risk in each country, relevant background and statistical information and a detailed outlook analysis complemented by recommendations from expert analysts.

Rating selections: user could either choose to see the overall rating for the country or specific rating for the following categories: Credit Environment; Supply Environment; Market Environment and Political Environment

## 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.



# INDUSTRY ANALYSIS

## I.1. Landing Page

Industry Overview provides for your analyses quick access to must have Industry news, topics, reports, statistics, publications and tools.

**A** Use the Industry Analysis Mega Menu for a quick navigation of our tools.

**B** The I WANT TO section gives you a fast access to frequently used Industry tasks.

**C** Access Company Information quickly in the left pane.

**D** Get a snapshot of our most recent industry information and check the details by only one click.

The screenshot displays the EMIS Professional Industry Analysis landing page. The interface includes a top navigation bar with tabs for MY EMIS, COMPANY ANALYSIS, INDUSTRY ANALYSIS (selected), and COUNTRY ANALYSIS. A search bar is located on the right. The main content area is divided into several sections:

- Left Pane (Mega Menu):** A vertical list of industry categories with expand/collapse icons. It includes sections like "I WANT TO" with search fields, and a list of industries such as Agriculture, Mining, Utilities, Construction, Manufacturing, Wholesale Trade, Retail Trade, Transportation, Information, Finance, Real Estate, Professional Services, and Administrative Support.
- Overview Section:** Features "INDUSTRY PUBLICATIONS - EDITOR'S CHOICE" and "INDUSTRY REPORTS - EDITOR'S CHOICE". It highlights articles like "PENTA INVESTMENTS TO TAKE OVER LEARNING SYTEMs POLAND" and "COMPUTER GAMES AND EDUCATIONAL SOFTWARE MARKET IN POLAND".
- Industry News - By Topic:** Includes a "Market Overview" section with a headline about the "European Commission presents a €500 million comprehensive package of measures to support...".
- Industry Reports - Latest:** Displays a grid of report thumbnails, including "The Man Who Found Shapinsky" and "Report on coverage of the territory of the...".
- Industry Statistics:** A section at the bottom for "EUROPEAN MORNING BRIEF: Key stories on August 4".

Annotations A, B, C, and D point to specific features: A points to the Industry Analysis Mega Menu, B points to the I WANT TO section, C points to the Company Information link in the left pane, and D points to the Overview section.

## 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

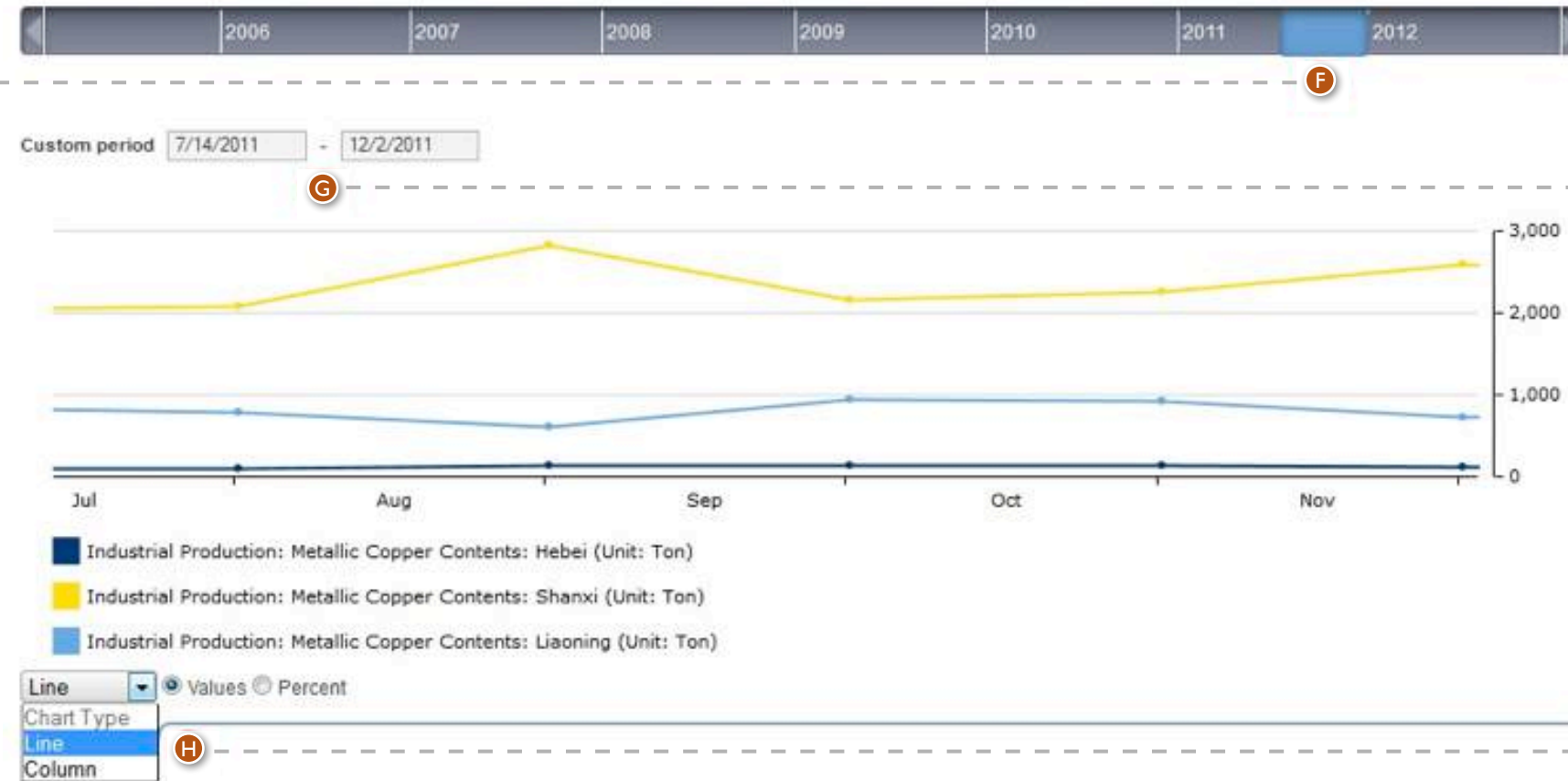
**D** The View Selected option will open a new screen where you can find further details and graphical representations.

**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;

SERIES NAME	UNIT	2011 DEC	2011 NOV	2011 OCT	2011 SEP	2011 AUG	2011 JUL
Industrial Production: Metallic Copper Contents: Hebei	Ton	114.06	133.21	145.79	131.58	104.27	99.73
Industrial Production: Metallic Copper Contents: Shanxi	Ton	2597.15	2249.93	2148.90	2831.74	2087	2044.75
Industrial Production: Metallic Copper Contents: Liaoning	Ton	729	922	945	604	792	845

**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.

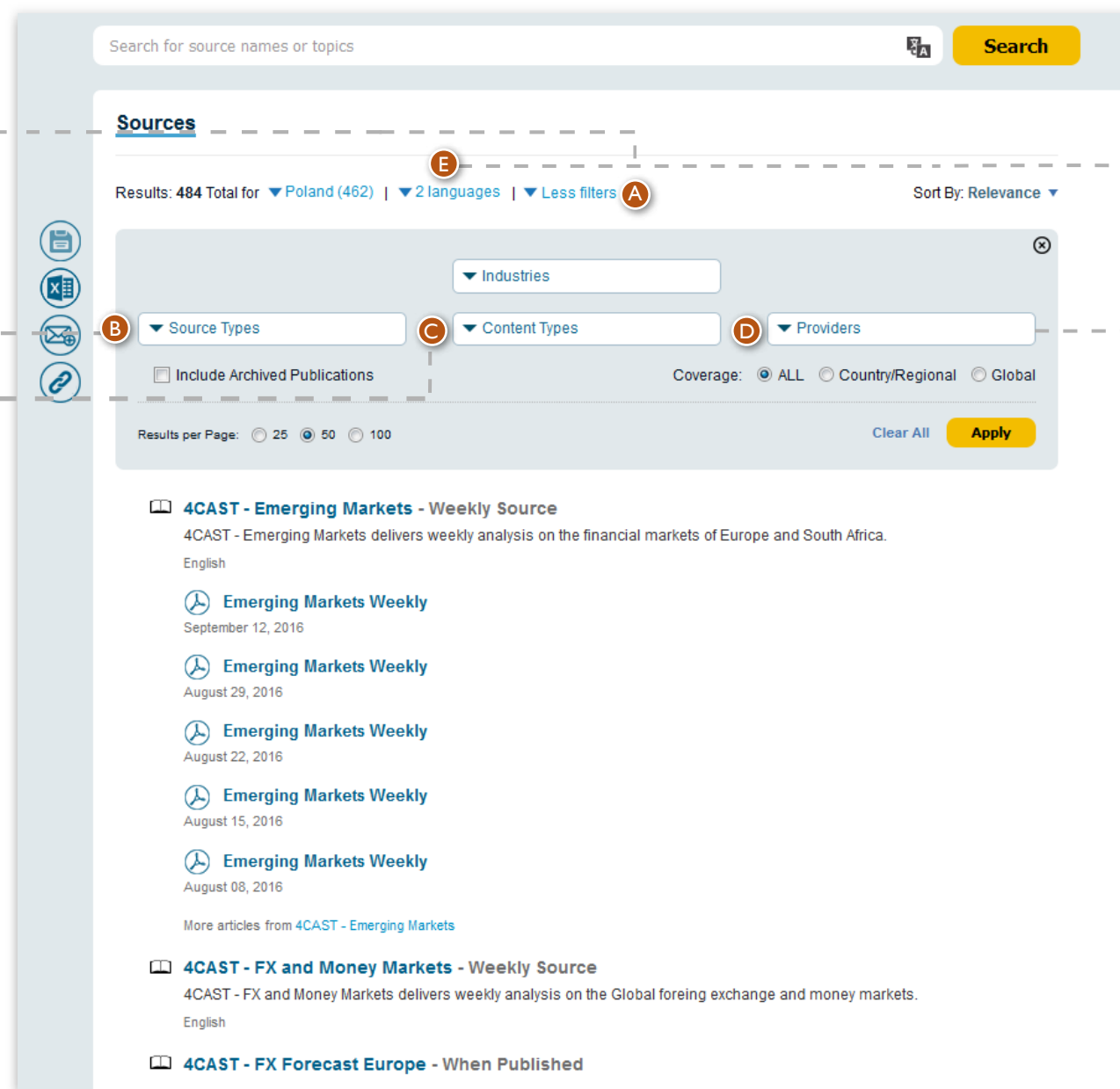
**A** Use the More Filters option to show all filtering possibilities.

**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' button (labeled A) is visible. Below the filters is a panel with several dropdown menus: 'Industries', 'Source Types' (labeled B), 'Content Types' (labeled C), and 'Providers' (labeled 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' button, 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.

The screenshot displays the 'Sources - Editor's Choice' interface. At the top, there are filters for 'Poland', '2 languages', and 'Select Industry', along with a 'Sort By: Category' dropdown. The main content is divided into two sections: 'COMPANY' and 'INDUSTRY'. The 'COMPANY' section features logos for MarketLine, Euromonitor International, Timetric, and Progressive Digital Media, each with a brief description of their offerings. The 'INDUSTRY' section features logos for EMIS, MarketLine, BMI Research, and MarketLine, also with descriptions. At the bottom of each section, there are links to refine sorting by 'Company News Sources', 'Company Reports Sources', 'Company Data Sources', and 'All Company Sources' (for the company section), and 'Industry News Sources', 'Industry Reports Sources', 'Industry Data Sources', and 'All Industry Sources' (for the industry section). On the right side, there is a 'NEW RELEASES' section with a list of the latest source releases.

# USER GUIDE - ADVANCED SCREENER

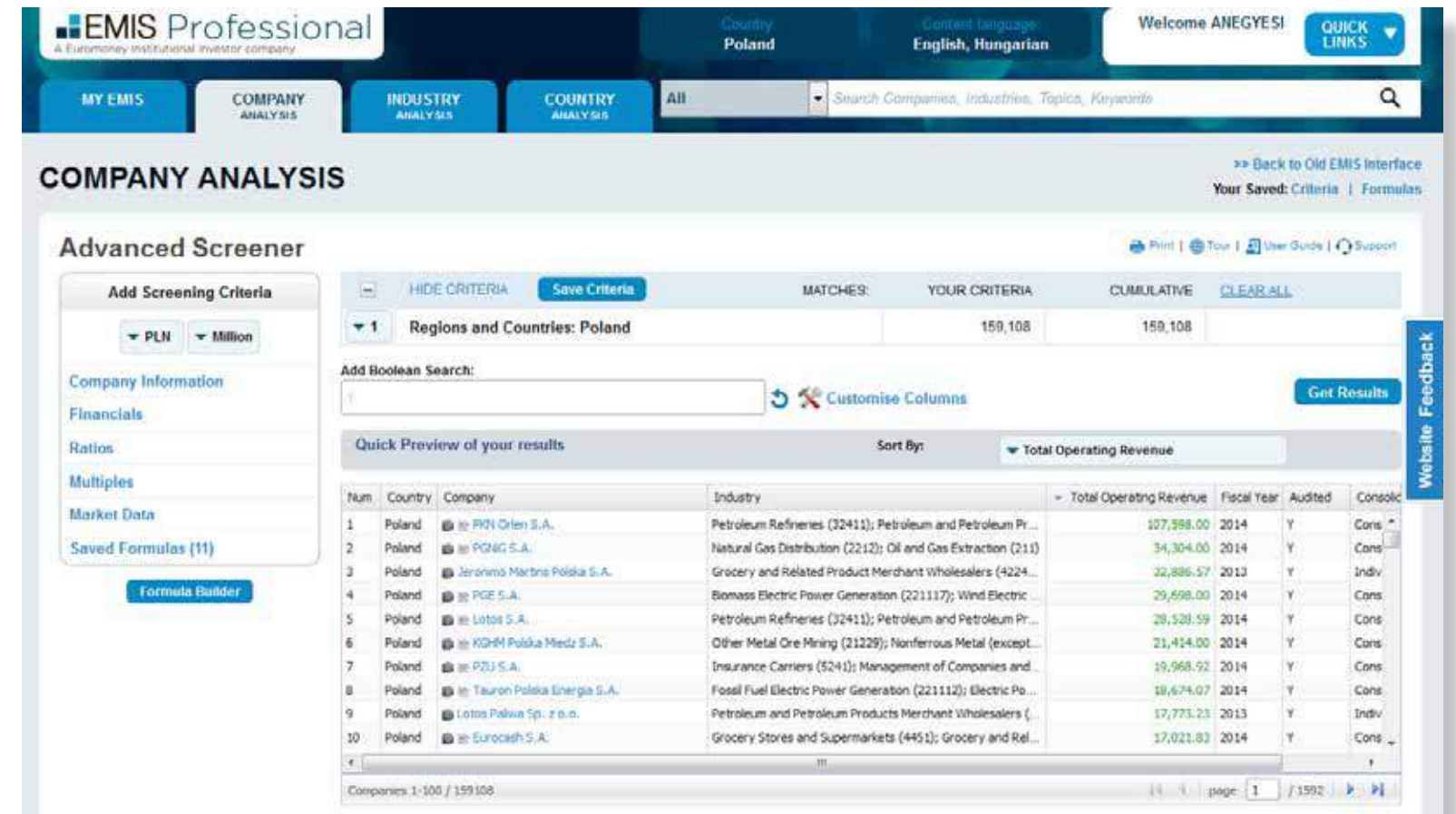
## 1.1. Landing Page

The Advanced Company Screener is a powerful query tool that allows you to filter our company database by several criteria such as:

- Company Information like industries, geographic location and many more;
- Financials including local standards;
- Ratios;
- Multiples;
- Market Data;
- User defined formulas.

Other key features include:

- Boolean Search (AND, OR, NOT);
- Displaying and exporting any data points you want;
- Building your own screening formulas to find exactly what you need;
- Saving and storing searches, results and formulas to use them later or in other EMIS analytical tools.



**EMIS Professional**  
A Euromoney Institutional Investor company

Country: Poland | Content language: English, Hungarian | Welcome ANEGYESI | QUICK LINKS

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

### COMPANY ANALYSIS

Back to Old EMIS Interface | Your Saved: Criteria | Formulas

#### Advanced Screener

Print | Tour | User Guide | Support

Hide Criteria | Save Criteria | MATCHES: 159,108 | YOUR CRITERIA: 159,108 | CUMULATIVE: 159,108 | CLEAR ALL

1 Regions and Countries: Poland

Add Boolean Search: [ ] | Customise Columns | Get Results

Quick Preview of your results | Sort By: Total Operating Revenue

Num	Country	Company	Industry	Total Operating Revenue	Fiscal Year	Audited	Consolidated
1	Poland	PKN Orlen S.A.	Petroleum Refineries (32411); Petroleum and Petroleum Pr...	107,588.00	2014	Y	Cons
2	Poland	PGNiG S.A.	Natural Gas Distribution (2212); Oil and Gas Extraction (211)	34,304.00	2014	Y	Cons
3	Poland	Jerónimo Martins Polska S.A.	Grocery and Related Product Merchant Wholesalers (4224...	22,886.57	2013	Y	Indiv
4	Poland	PGE S.A.	Biomass Electric Power Generation (221117); Wind Electric ...	29,698.00	2014	Y	Cons
5	Poland	Lotos S.A.	Petroleum Refineries (32411); Petroleum and Petroleum Pr...	28,520.59	2014	Y	Cons
6	Poland	KGHM Polska Miedź S.A.	Other Metal Ore Mining (21229); Nonferrous Metal (except...	21,414.00	2014	Y	Cons
7	Poland	PZU S.A.	Insurance Carriers (5241); Management of Companies and ...	19,968.52	2014	Y	Cons
8	Poland	Tauron Polska Energia S.A.	Fossil Fuel Electric Power Generation (221112); Electric Po...	18,674.07	2014	Y	Cons
9	Poland	Lotos Polska Sp. z o.o.	Petroleum and Petroleum Products Merchant Wholesalers (...)	17,773.23	2013	Y	Indiv
10	Poland	Eurocash S.A.	Grocery Stores and Supermarkets (4451); Grocery and Rel...	17,021.83	2014	Y	Cons

Companies: 1-100 / 159108 | page: 1 / 1592



## 1.2 Left Panel (Screening)

A

For your screening you can select:

- the currency: USD, EUR or, if there is only one country in the screening, the local currency. The default for one-country screenings is the local currency.
- the unit: one, thousand or million and for INR tens of millions (crore). The default is million.
- Financials are converted to EUR and USD based on IFRS standards. (Balance sheet figures converted with end of period exchange rate, Income Statement items are converted with the period average exchange rate).

The selections affect all screening requiring financials and units except some specific data points like Earnings per Share where the unit is always one.

Add Screening Criteria

BGN

Million

Company Information

Financials

Ratios

Multiples

Market Data

Saved Formulas (3)

Screening criteria:

- Here you can select screening criteria by clicking on the respective option which will open a slide for further usage. You can select among Company Information, Financials, Ratios, Multiples, Market Data and Saved Formulas.
- Screening can only contain data points from one specific financial period, which by default is the latest fiscal year.



## I.2.1 Company Information

If you select multiple options within a box (e.g. two industries), you will see companies fitting at least one of the selected criteria (having at least one of the two industries you selected). If you select criteria in multiple boxes, the results must meet with all the criteria selected in the boxes. For instance, if you select Poland and India in the Countries and Regions box and USD 100mn as a minimum revenue among Basic Financials, you will see Polish and Indian companies with revenues of over USD 100mn among the results. You can change this rule by using the Boolean Search on the landing page.

- Indices can be selected only after you have selected at least one stock exchange.
- After you have selected all the criteria you want, click on the Apply button to add them to Screening Criteria. This will close the slide-out.

Screening Criteria - Company Information

Regions and Countries

Bulgaria

Industries

Select

City / State / Country

NAICS by Alphabet | NAICS by Sector

☒ ALL
 ☐ Main Activities
 ☐ Secondary Activities

Operational Status

Select

Listed/Unlisted

Select

Stock Exchanges

Select

Indices

Select

Financial Auditors

Business Description/Products

Key Executives

Number of Employees

 to

Shareholders

Import

Select

Export

Select

Apply

# USER GUIDE - ADVANCED SCREENER

## I.2.2 Financials

You can filter companies by financials from the last 5 available years.

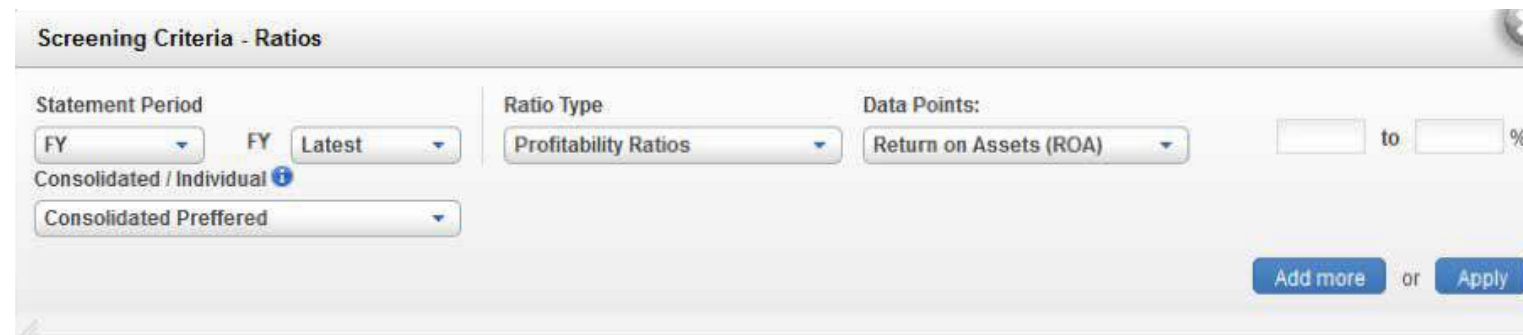
**D** First you need to choose a standard. By default, our Global Standards (Standardized) is selected. Standardized has 4 options: General (fitting all companies), Non-financial, Banking and Insurance. You can switch between them by clicking on the blue button.

**D** If you want to filter local standards, which are valid only for one country and usually for specific industries, you need to use the radio button option next to As Reported. In this case you will get a popup below in which you need to select a standard. Please use it from the left to right so that you will only see the standards matching your needs in the last dropdown.

Every screening can only contain one standard!

- E** Currently all screenings can contain one Statement Period, so mixing two years or a quarter and a fiscal year is not possible. The options are:
  - FY (Fiscal Year), Q1 (first quarter), Q2, Q3, Q4, Q3C (cumulative financials for the first 3 quarters) and H1 (first semi-annual). Please note that most companies only have FY financials.
  - Last (last available year of financials for any company) and the last 5 available years for that country.
- F** Here you can choose whether to screen for individual, consolidated or consolidated preferred financials of companies. Consolidated preferred means that from the selected year you screen for consolidated financials of companies, if available, otherwise you screen individual results.
- G** Here in the Select dropdown you can choose from Balance Sheet, Income Statement and Cash Flow, depending on the standard selected. In the Data Points dropdown you will see the items relevant to the option selected in the Select dropdown. You will screen for the selected item. If you want to add more items, you can use the Add More button which will allow you to add as many financials filters as you need. The left box in the row is for the minimum amount of the selected financial, the right one is for the maximum. Minimums and maximums are always in the currencies and units you have selected in the left pane of the landing page. You do not need to select both a minimum and maximum, you can select only one of them if you want.
- G** If you select All, you will see all items for the option chosen in the Select dropdown. If you select Popular, we will only display the most used items.
  - After you have selected all the criteria you want, click on the Apply button to add them to Screening Criteria. This will close the slide-out.

## I.2.3 Ratios



Screening Criteria - Ratios

Statement Period: FY, FY Latest

Ratio Type: Profitability Ratios

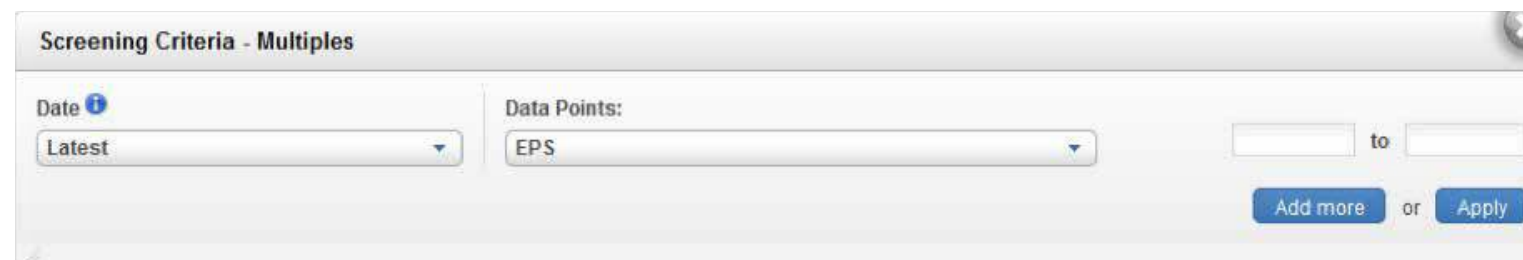
Data Points: Return on Assets (ROA)

Consolidated / Individual: Consolidated Preferred

Add more or Apply

Ratios work exactly as Financials, but here you can select ratios. Please note that the financial period for Financials and Ratios must be exactly the same.

## I.2.3 Multiples



Screening Criteria - Multiples

Date: Latest

Data Points: EPS

Add more or Apply

Multiples work like Financials, except that:

- Here you can select multiples;
- The Date for multiples is always Last meaning that we use the latest available trading data and latest available fiscal year for our calculations;
- For the calculations we always use the currency you have selected on the landing page. However, units might differ. E.g. for Market Capitalization we use the unit you have selected, but for smaller values like Earnings per Share the unit is always One.
- You do not have the Select dropdown

## I.2.3 Market Data



Screening Criteria - Market Data

Date: Latest

Data Points: Open Price

Add more or Apply

Market Data works exactly like Multiples.

# USER GUIDE - ADVANCED SCREENER

## I.2 Right Part

H

In the top row of the right part you see:

- **Hide/View Criteria:** By clicking here you will either hide or display the screening criteria;
- **Save Criteria:** By clicking here you can save your current screening criteria and use them later;
- **Matches:** Your Criteria Matches gives you the number of results for one screening item selected. Cumulative Matches gives you the number of results for the filter and all other filters above selected. Cumulative Matches is disabled, if Boolean Searches is activated;
- **Clear All:** By clicking here you delete all screening criteria except the country filter, which will be set to the current product's country.

H

I

J

K

I

HIDE CRITERIA

Save Criteria

MATCHES:

YOUR CRITERIA

CUMULATIVE

[CLEAR ALL](#)

1

Regions and Countries: Poland

425,826

425,826












Customise Columns

Get Results

Quick Preview of your results

Sort By:

Total operating revenue

Num	Country	Company	Industry	Total operating revenue	Fiscal Year	Audited	Consol
1	Poland	 PKN Orlen S.A.	Activities Of Holding Companies (64.20); Retail Sale ...	96,855.00	2017	Y	Cons
2	Poland	 Jeronimo Martins Polska S.A.	Other Retail Sale In Non-Specialised Stores (47.19)	43,538.59	2016	Y	Indiv
3	Poland	 PGNIG S.A.	Trade Of Gaseous Fuels Through Mains (35.23)	33,196.00	2016	Y	Cons
4	Poland	 PGE S.A.	Activities Of Head Office And Holding Companies, Ex...	29,263.00	2016	Y	Cons
5	Poland	 PZU S.A.	Other Personal And Property Insurance (65.12)	24,408.00	2016	Y	Cons
6	Poland	 Eurocash S.A.	Non-Specialised Wholesale Trade (46.90)	23,346.26	2017	Y	Cons
7	Poland	 Lotos S.A.	Manufacture And Processing Of Refind Petroleum Pr...	21,038.15	2016	Y	Cons
8	Poland	 Tauron Polska Energia S.A.	Activities Of Head Office And Holding Companies, Ex...	17,631.00	2016	Y	Cons
9	Poland	 Lotos Paliwa Sp. z o.o.	Retail Sale Of Fuel For Motor Vehicles In Fuel Station...	15,368.67	2016	Y	Indiv
10	Poland	 PKO BP S.A.	Other Monetary Intermediation (64.19)	15,216.50	2016	Y	Cons
11	Poland	 FCA Poland S.A.	Manufacture Of Cars (29.10.B)	14,356.09	2016	Y	Indiv

Companies 1-100 / 425826

page 1

/ 4259

Below the top row you see the screening criteria.

- If you move your mouse over a criterion, you might edit or delete it by clicking on the options in the right part of the row.

J

Under the results you see:

- **Customize Columns:** This allows you to modify the items you will see, once you get the results. Please find the description in the Customize Columns part of the User Guide;

K

**Get Results:** Once you finished the screening, you can get the results by clicking on this button.

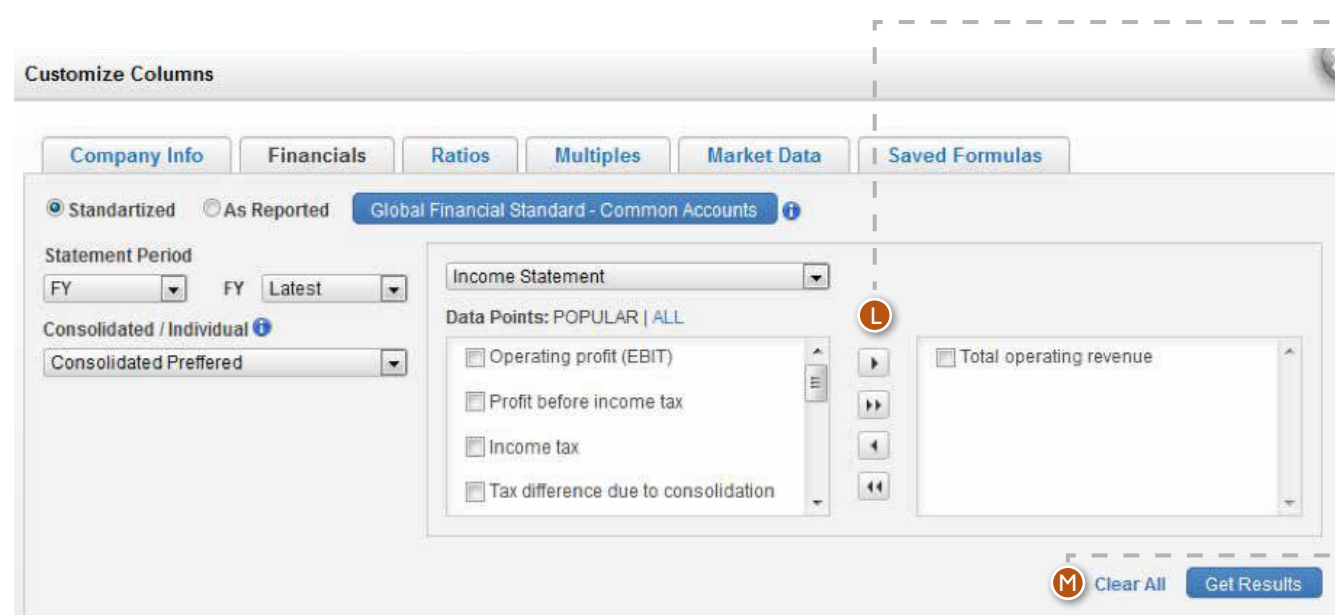
- The Quick Preview feature displays a snapshot of your search's results.
- The table is updated automatically;
- The numbers within it are displayed in the currency and unit you have selected in Basic Financials screening;
- By using the dropdown menu above the table you can change the ranking order to any financials/ratios/valuation figures supported.



## I.3 Customize Columns

Here you can select the data you would like to see in the results page.

- The default pre-selected options are: Company ranking, Country, Total Revenues, Year of Financials, Audited, Consolidated and the screening options you selected in screening criteria;
- We also select all items you screened for;
- You can select any number of items to be displayed;
- Selected items must be from the same Statement Period and must have the same Consolidated/Individual option chosen;
- If you have screened for any financials, the same standard will be selected here and you will not be able to change it.



The data selection works in the following way:

- Over the Data Points box you see a dropdown menu. The dropdown will affect the data points you see in this box. E.g. if you select Balance Sheet, you will see Assets etc. In the box on the right you see the items already selected. In this example all already selected Balance Sheet Items;
- Popular/All works in the same way as in screening;
- You can select items by clicking in their checkbox and on the right arrow. If you click on the double right arrow, all items from the Data Points box will be added to the right box;
- De-selection works the opposite way (left arrows).

Clear All removes all selected items in the current tab. Once you have finished selections, click on the Get Results button. This will navigate you to the Results Page.

## 1.3 Results Page

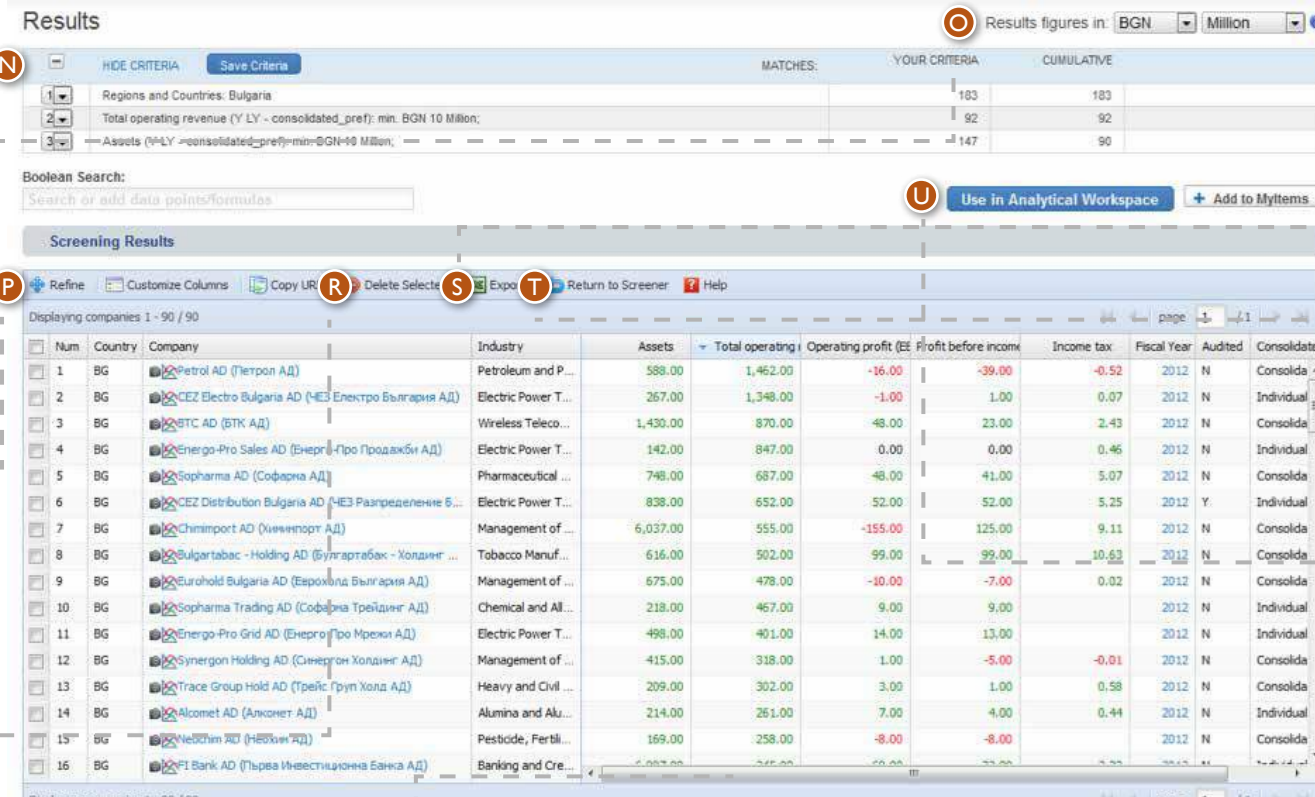
In the results page you will see the companies matching your search criteria. You can change the order of columns by drag-and-dropping them or you might delete them after clicking on their title. Changing the order of companies is also possible by clicking on a column title and choosing ascending or descending order.

**N** You can Hide or Unhide Search Criteria here. Modification is not possible on the result page;

**O** You can change currencies and units here;

**P** If you would like to modify your search or columns displayed, click on the Refine or Customize Display buttons over the results;

**R** If you would like to remove some companies, please use the checkboxes next to their names and click on the Delete Selected Button;



After you have the list you wanted, click on the Export button to download the data in Excel;

Return to Screener returns you to the screener. In this case your screening filters will be lost. If you want to modify your search, please use the Refine option;

You can use your screening results in Analytical Workspace or add them to MyItems for further utilization;

Flat users might display any number of companies, demo users can view the Top 2,000 companies.

## I.4 Export

The screenshot shows the 'Export' dialog box in the EMIS Advanced Screener. The dialog has a title bar with a close button. Below the title bar are tabs for 'Company Info', 'Financials', 'Ratios', 'Multiples', 'Market Data', and 'Saved Formulas'. The 'Financials' tab is selected. Inside the dialog, there are radio buttons for 'Standardised' (selected), 'As Reported', and 'Global Standard'. A 'Select range:' dropdown is set to '1-1000'. Below this, a note states 'Export to excel available for the first 10,000 companies'. The 'Statement Period' section has a dropdown for 'FY' and a 'Latest' button. There are radio buttons for 'Export single period' (selected) and 'Export multiple periods'. The 'Consolidated / Individual' section has a dropdown set to 'Consolidated Preferred'. The main area shows a list of data points under the 'Income Statement' category, including 'Operating profit (EBIT)', 'Profit before income tax', and 'Net Profit'. To the right, there is a list of 'Total operating revenue'. Navigation arrows are between these two lists. At the bottom right, there are 'Clear All' and 'Export' buttons.

After you click on the Export button, you will see a pop-up. Here you can select the data you want to export by clicking on the checkbox next to them. All columns you viewed in results are selected by default. The popup functions similarly to Customize Columns.

Data can be downloaded in batches of 1,000 with the following limitations:

- Searches with exactly one industry selected have no limitations;
- By any searches not matching 1) the first 10,000 results might be downloaded;
- Demo users can only download a sample file.

## 1.5 Formula Builder

If you have special screening needs, you can build your own screening formulas. The detailed description of the Formula Builder can be found in Analytical Workspace's chapter. Advanced Screener's Formula Builder is only different in the following features:

1. In Advanced Screener you are allowed to build formulas with As reported data points;
2. The formulas here can have only one financial period;
3. The units and currencies of the formulas in screening will always be changed to the currencies and units selected in the left pane.



## 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
<b>SIZE</b>					
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
<b>GROWTH</b>					
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%
<b>PROFITABILITY</b>					
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%
<b>INDEBTEDNESS</b>					
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%
<b>EFFICIENCY</b>					
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 (labeled A) lists various industries for selection, including Construction (23). The main area (labeled B) shows the 'Benchmark' section for the Construction industry, with tabs for Key Indicators, Balance Sheet, Income Statement, Cash Flow, and Rankings. A table (labeled C) displays the ranking of companies within the Construction industry for the year 2013, sorted by Sales. The table includes columns for Company Name, Rank, and Sales figures for 2013, 2012, and 2011. Each company name is preceded by a star icon, which is used to view the EMIS Benchmark Score.

COMPANY	YEAR	Rank	2013	2012	2011
Budimex S.A.	1st	4,007,760	4,007,760	4,007,760	4,007,760
Skanska S.A.	2nd	4,202,767	4,202,767	4,202,767	4,202,767
PHO Energy S.A.	3rd	3,719,721	3,719,721	3,719,721	3,719,721
Strabag Sp. z o.o.	4th	2,891,788	2,891,788	2,891,788	2,891,788
Polimex - Mostostal S.A.	5th	2,500,339	2,500,339	2,500,339	2,500,339
PHO S.A.	6th	1,942,457	1,942,457	1,942,457	1,942,457
Traksa PHO S.A.	7th	1,288,520	1,288,520	1,288,520	1,288,520
Ernst & Young S.A.	8th	1,223,884	1,223,884	1,223,884	1,223,884
Mohr Eng. Central Europe S.A.	9th	1,178,594	1,178,594	1,178,594	1,178,594
Wartbud S.A.	10th	1,133,470	1,133,470	1,133,470	1,133,470
Porr (Poland) S.A.	11th	1,030,076	1,030,076	1,030,076	1,030,076
Mrbud S.A. w Skarbowcach	12th	956,491	956,491	956,491	956,491
Unibet S.A.	13th	930,516	930,516	930,516	930,516
Elektrobudowa S.A.	14th	914,860	914,860	914,860	914,860
Agri Metro Polska Asfalt S.P.A.	15th	846,915	846,915	846,915	846,915
Gołeniat Ag	16th	845,936	845,936	845,936	845,936
Echa Investment S.A.	17th	701,477	701,477	701,477	701,477

**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 %	2260	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
<b>Average Size</b>	<b>4</b>	<b>99.96</b>	<b>Average Growth</b>	<b>1379</b>	<b>78.34</b>



## 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

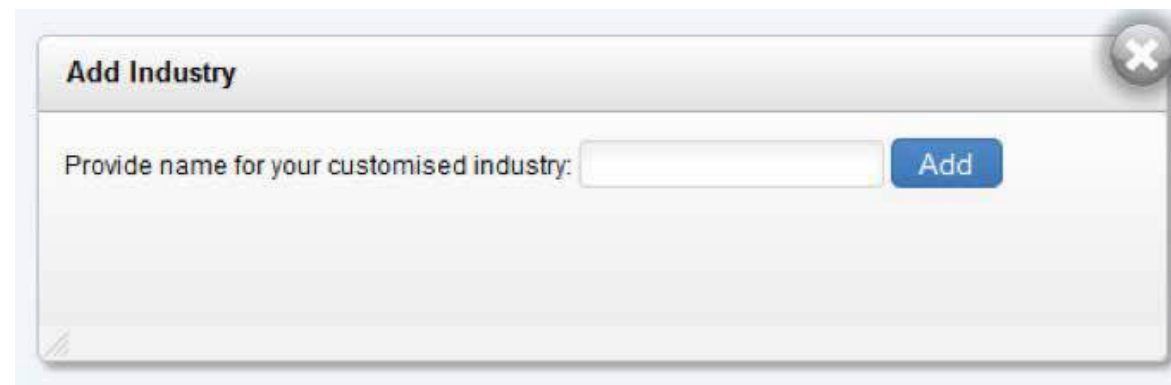
In order to perform an analysis that requires a customized set of companies, users can create their own industry, add the desired companies, and generate industry aggregated data, rankings and EMIS Benchmark Score.

### 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.



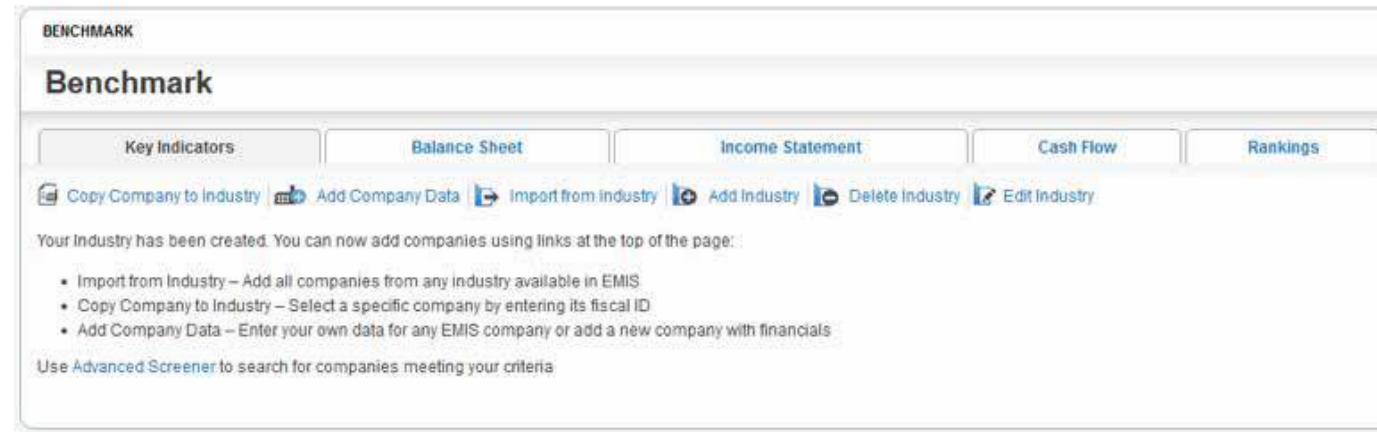
The new industry will appear in left Industry tree, under My Benchmark Industries.

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

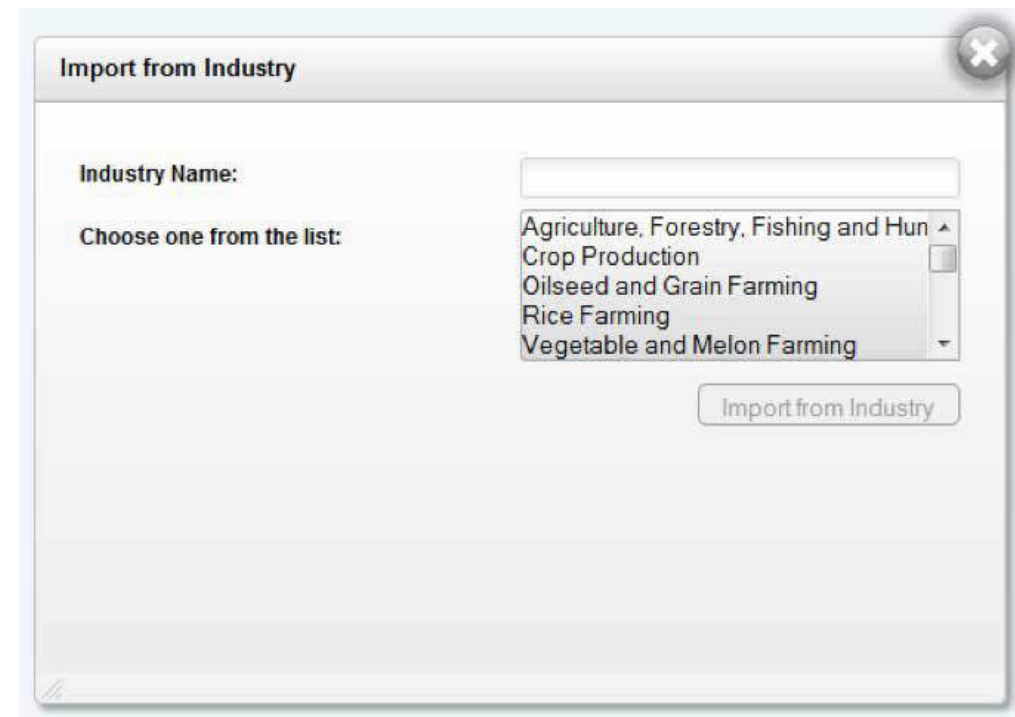
# USER GUIDE - BENCHMARK

## 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.



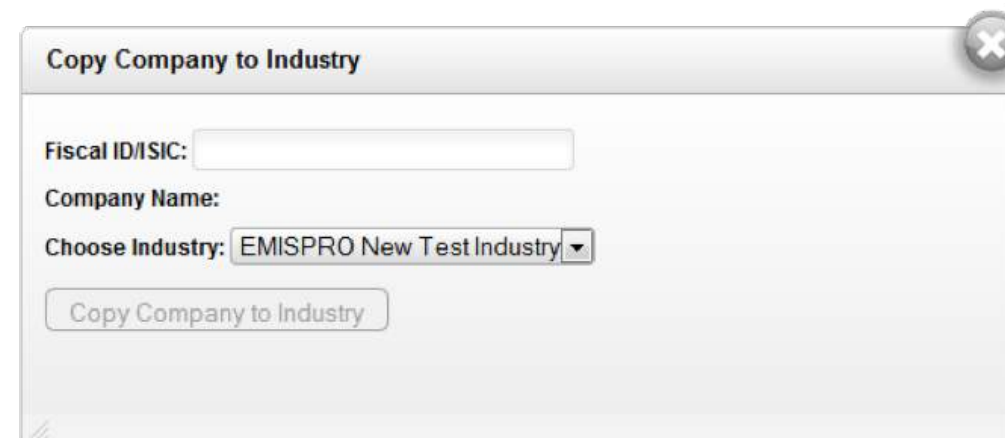
Find the name of the industry in the list box or use the search form to filter the industries, and press “Import from Industry”.

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.

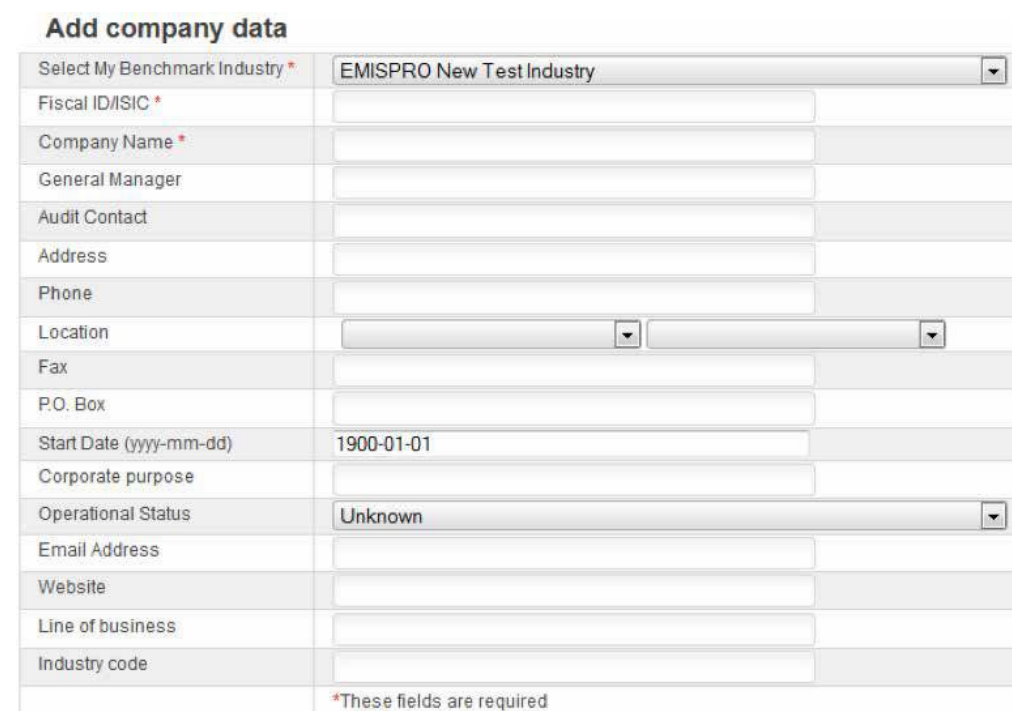
## USER GUIDE - BENCHMARK

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**”.

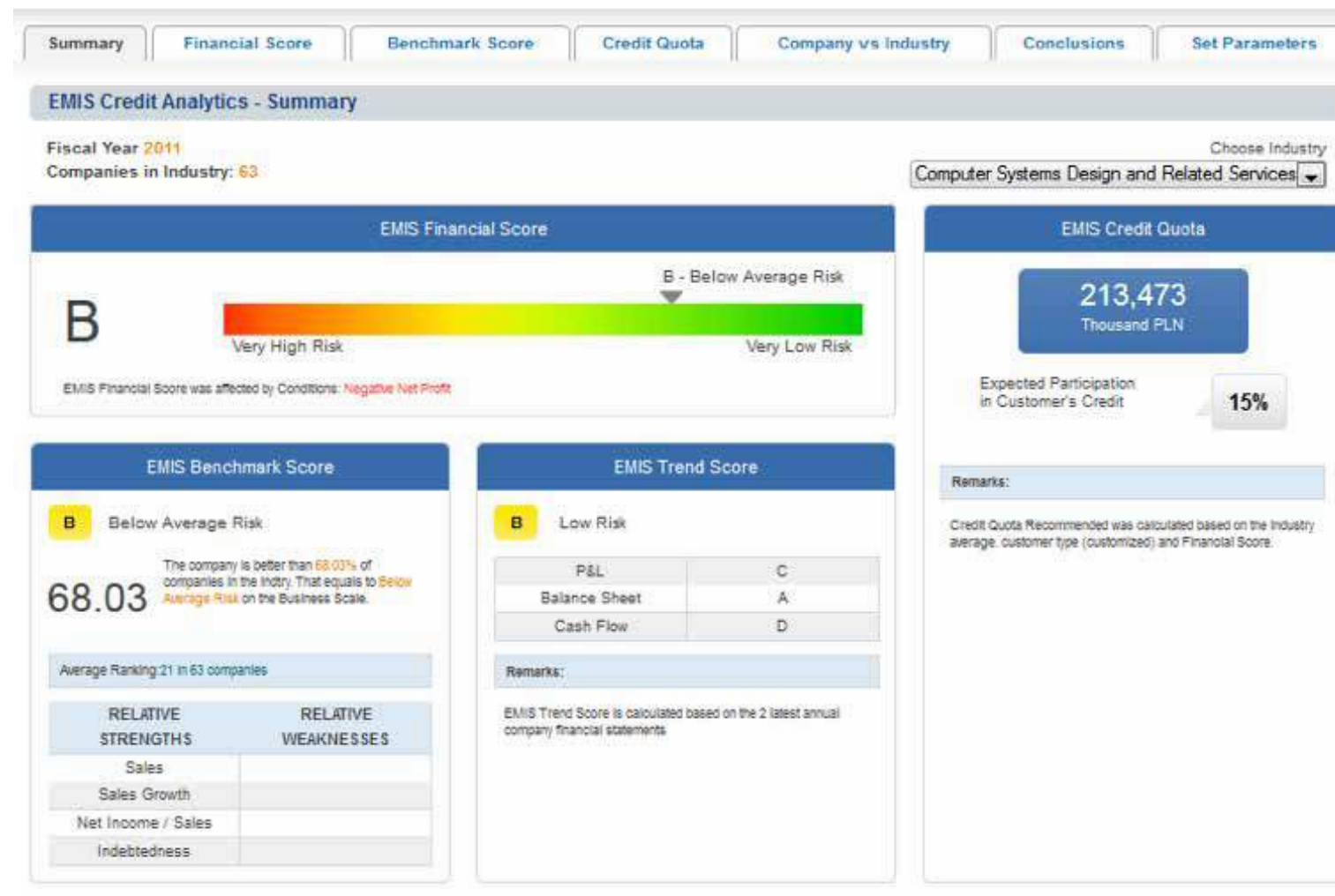
## I.1. Landing Page

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

**C** 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

**A** EMIS Financial Score  
B - Below Average Risk  
Very High Risk to Very Low Risk  
EMIS Financial Score was affected by Conditions: Negative Net Profit

**B** EMIS Benchmark Score  
B - Below Average Risk  
The company is better than 68.03% of companies in the industry. That equals to Below Average Risk on the Business Scale.  
68.03  
Average Ranking: 21 in 63 companies

**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

**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.

RELATIVE STRENGTHS: Sales, Sales Growth, Net Income / Sales, Indebtedness. RELATIVE WEAKNESSES: (Empty)

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

E D C B A

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
<b>Total P&amp;L</b>	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
<b>Total Balance</b>	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
<b>Total Cash Flow</b>	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 <b>A</b>	SCORE		RANKING <b>B</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
<b>Average Size</b>	<b>1</b>	<b>100.00</b>	<b>Average Growth</b>	<b>25</b>	<b>61.90</b>

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
<b>Average Profitability</b>	<b>33</b>	<b>49.73</b>	<b>Average Indebtedness</b>	<b>31</b>	<b>51.85</b>

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
I. EMIS Benchmark Score	50%	2.00	<b>B</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
<b>SUPPLIERS</b>	<b>19,812,793</b>			
Net Sales	107,979,729	Financial Liabilities / Net Sales	0.00%	0
Assets	58,731,478	Financial Liabilities / Assets	0.00%	0
<b>FINANCIAL LIABILITIES</b>	<b>0</b>			
Operating Cycle	85	Operating Cycle	89	25,019,021
Suppliers Turnover	71	Suppliers Turnover	74	20,816,814
<b>AVERAGE CREDIT based on Industry</b>				<b>16,735,805</b>

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
	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 Excel

REPORTING DETAILS

SIZE	2011 INDUSTRY	2011 VALUE	2011 RANKING	2010 VALUE	2010 RANKING	2009 VALUE	2009 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 VALUE	2011 RANKING	2010 VALUE	2010 RANKING	2009 VALUE	2009 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>B</b>	2011 INDUSTRY <b>C</b>		2011 COMPANY		2010 INDUSTRY <b>C</b>		2010 COMPANY		2009 INDUSTRY <b>C</b>		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		2010 COMPANY		2009 INDUSTRY		2009 COMPANY	
	V%	H%	V%	H%	V%	H%	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** :

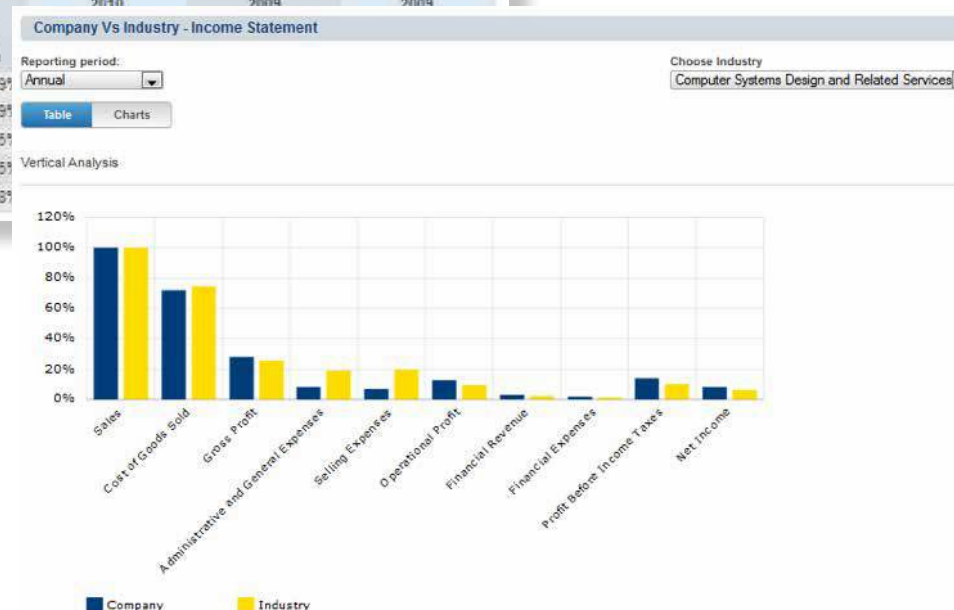
- table with 3-year company and industry data, showing vertical or/and horizontal analysis;
- charts with horizontal and vertical analysis.

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](mailto: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 displays the 'Set Parameters' page with a navigation bar at the top containing tabs: Summary, Financial Score, Benchmark Score, Credit Quota, Company vs Industry, Conclusions, and Set Parameters. The 'Set Parameters' tab is active.

Below the navigation bar, 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 (A):**
  - Financial Scale:** Selected. Description: Financial Model has 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
    - E - Very High Risk
  - Business Scale:** Unselected. Description: Business Model has 8 risk categories.
    - A - Very Low Risk
    - B - Low Risk
    - C - Average Risk
    - D - High Risk
    - E - Very High Risk
- RISK PROFILE (B):**
  - High Risk:** Selected. Description: Used when the loan amounts are relatively high and have major deadline. A loss in the Credit would seriously affect the results. Bank credited to more than 36 months.
  - Medium Risk:** Unselected. Description: Companies with standard risk.
  - Low Risk:** Unselected. Description: Used in Credit Provider. Relatively low credit quotas. There is client Dependency and/or few alternative suppliers.

**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 %
<b>P&amp;L</b>		
Sales Growth	12	17
Operating Profit	12	15
Net Profit	12	14
P&L Sub total	36	46
<b>Balance</b>		
Days Receivables	10	14
Days Inventory	10	13
Current Ratio	8	9
Indebtness	8	9
Indebtedness/sales	8	9
Balance Sub Total	44	54
<b>Cash Flow</b>		
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	
<b>Total Vertical Weights</b>	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

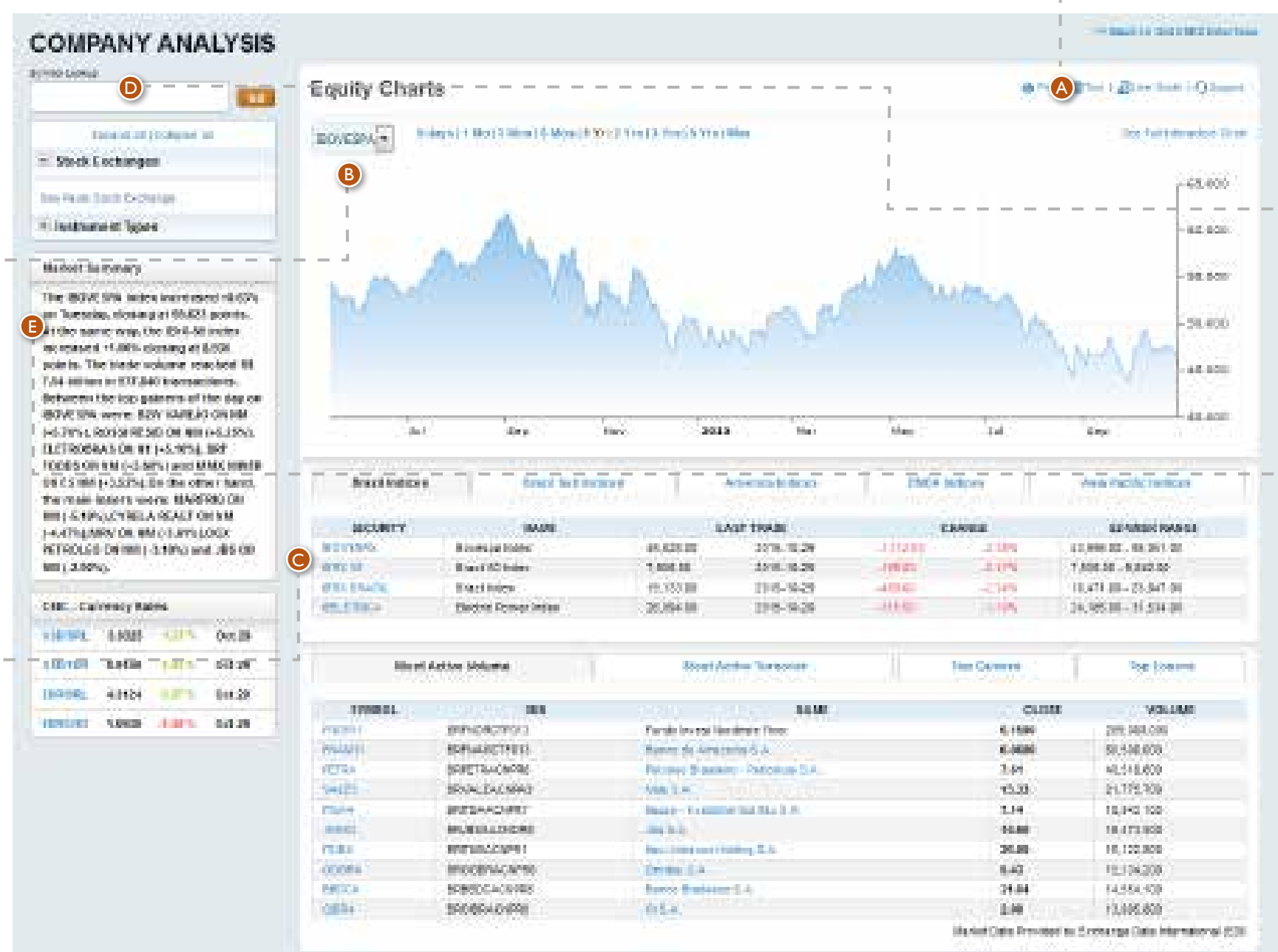
B Financial Conditions – there is a list of conditions that affect both EMIS Trend Score and final EMIS Financial Score. They define the maximum score that can be assigned given that the condition is met. The user can customize the maximum score, by choosing the letter from the dropdown list that is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

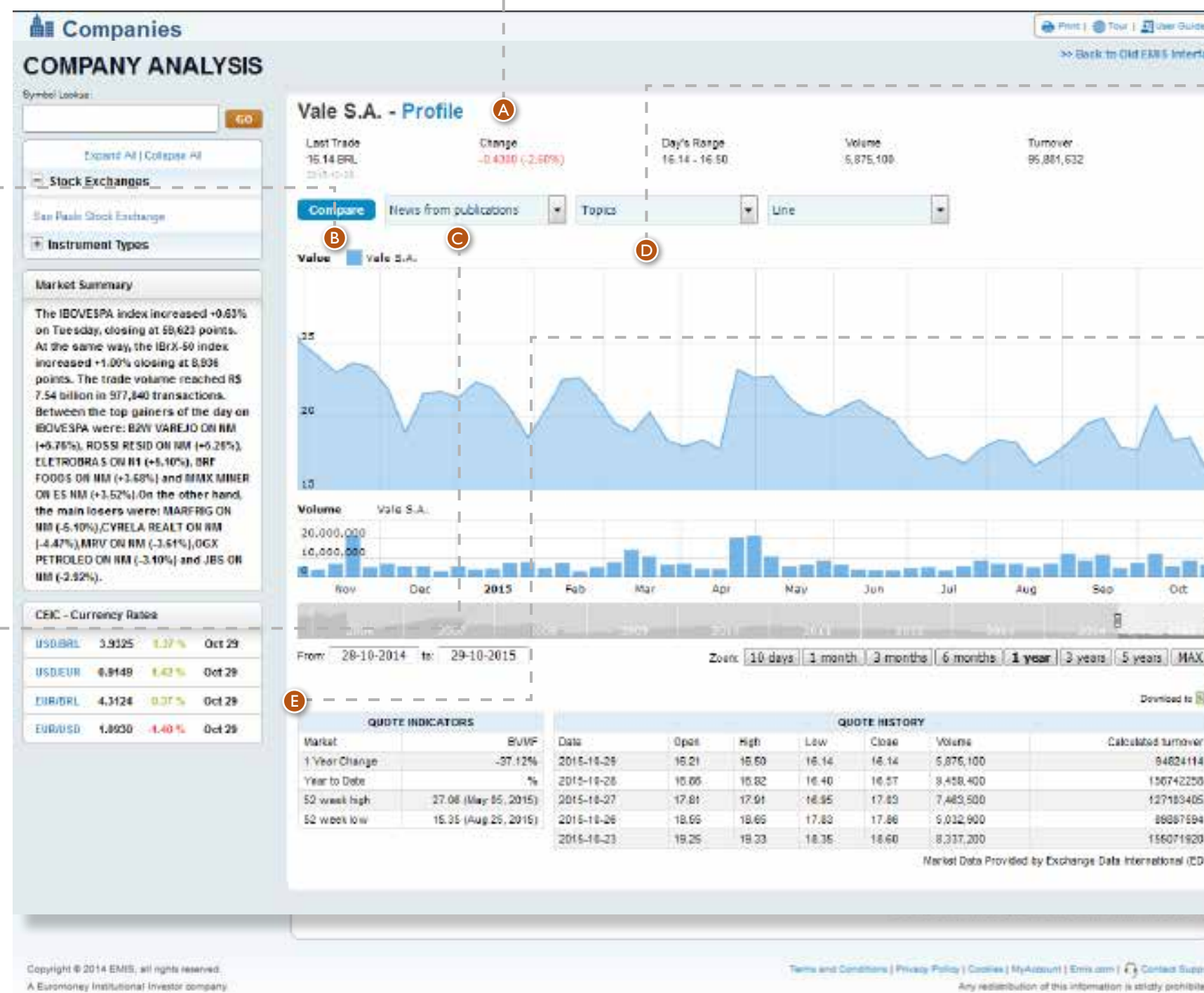
**E Quick Links:**  
You can quickly navigate to view different market segments or view market summary and comments for the previous day.

# 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



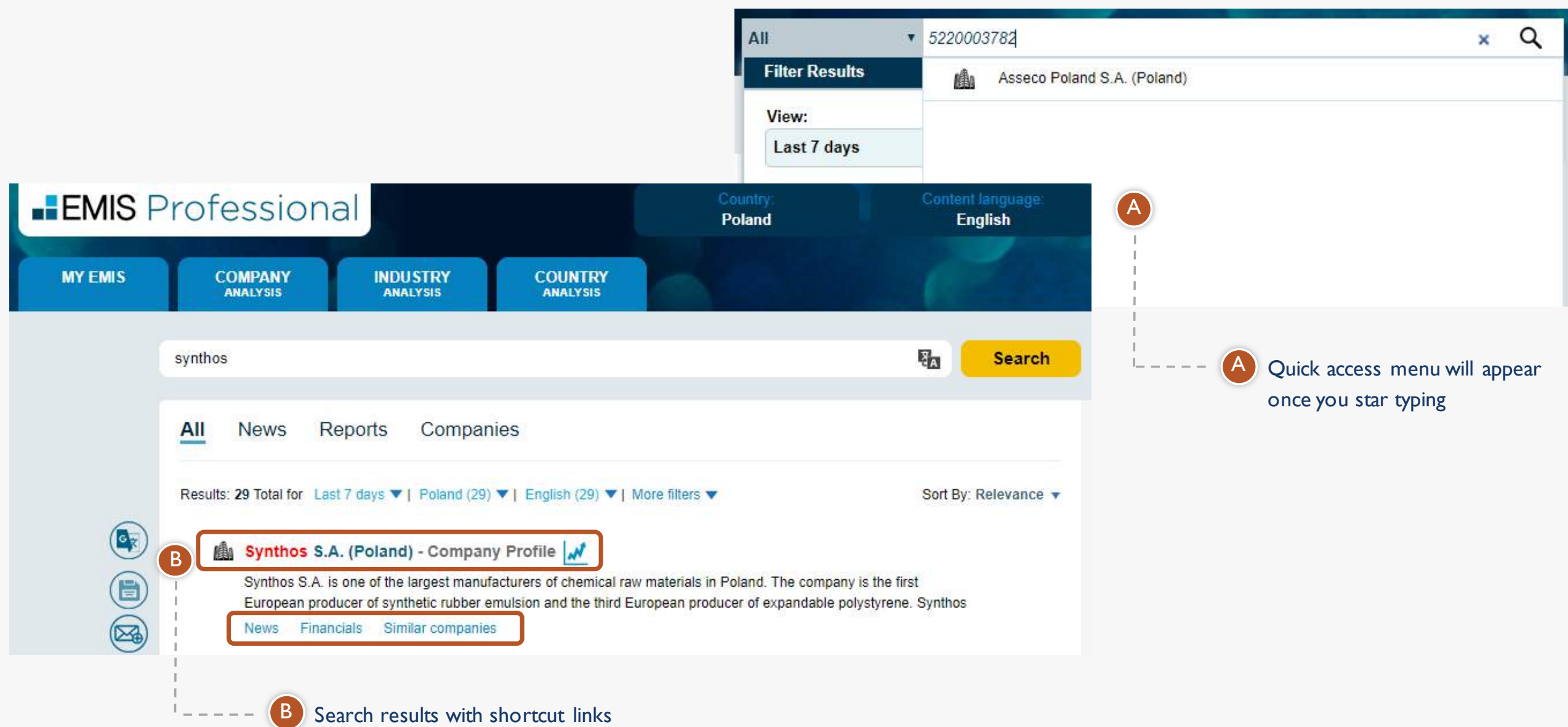
# User Guide on Company Profiles

- 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 interface. At the top, there's a navigation bar with 'MY EMIS', 'COMPANY ANALYSIS', 'INDUSTRY ANALYSIS', and 'COUNTRY ANALYSIS'. Below this is a search bar with 'synthos' entered and a 'Search' button. To the right of the search bar, there's a 'Filter Results' dropdown menu showing 'All' and '5220003782'. Below the search bar, there's a 'Quick access menu' with 'Last 7 days' selected. The search results show 'Results: 29 Total for Last 7 days | Poland (29) | English (29) | More filters'. The first result is 'Synthos S.A. (Poland) - Company Profile'. Below this result, there are links for 'News', 'Financials', and 'Similar companies'. Annotations A and B are present: A points to the 'Quick access menu' 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 <b>2016</b>	Annual, Cons. 2015-12-31 <b>2015</b>	Annual, Cons. 2014-12-31 <b>2014</b>	Annual, Cons. 2013-12-31 <b>2013</b>	Annual, Cons. 2012-12-31 <b>2012</b>
<b>- Income Statement</b>						
<b>- Total operating revenue</b>	<span>☑ Select to chart</span>	7,993,200.00 <span>9.58%▲</span>	7,294,500.00 <span>16.45%▲</span>	6,264,100.00 <span>7.89%▲</span>	5,806,000.00 <span>4.66%▲</span>	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
<b>- Gross profit</b>		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	2,066,684	1,183,155	Indiv., 2015
Stepan Polska Sp. z o.o.	608,412	N/A	5.51	33,417	242,875	126,465	Indiv., 2016
Solvay Engineering Plastics Poland Sp. z o.o.	559,975	5.20	4.86	27,138	258,477	82,654	Indiv., 2016
Eurofoam Sp. z o.o. (Zgierz)	502,022	5.99	6.72	33,482	230,827	140,872	Indiv., 2016
Lerg S.A.	443,106	N/A	4.44	19,383	279,290	130,380	Indiv., 2016
Sirmax Polska Sp. z o.o.	226,992	11.17	20.86	51,165	154,079	104,344	Indiv., 2016
Mcns Polyurethanes Europe Sp. z o.o.	224,379	13.47	8.89	19,990	77,210	45,904	Indiv., 2016

View more companies

View on chart

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: Default New Template X

**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

Clear all Apply

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

## DealWatch

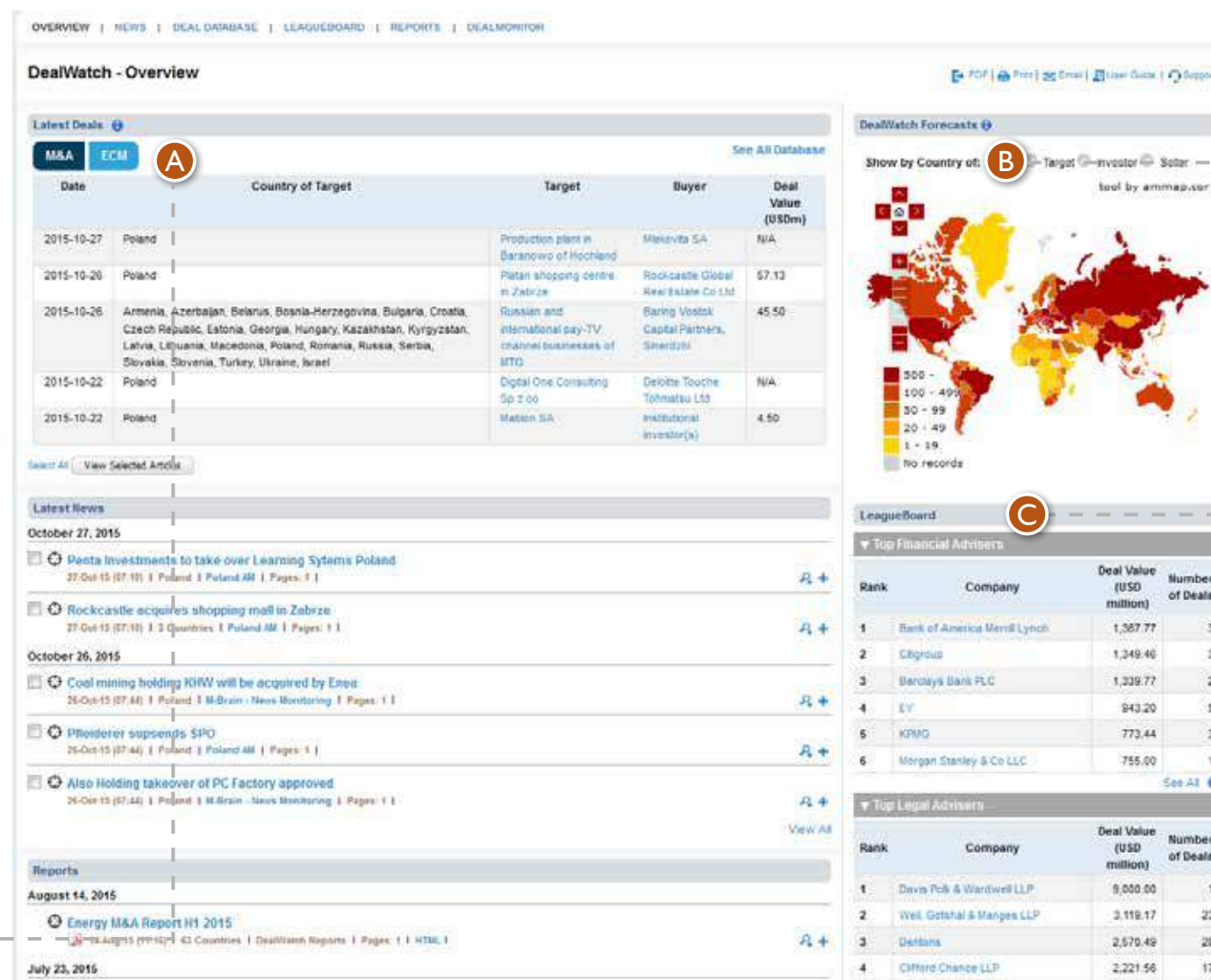
EMIS DealWatch combines proprietary M&A and ECM news created by the expert DealWatch financial journalist team, over 100,000 M&A and ECM deals, research, company valuations and deal forecasts with sophisticated screening, analytics and public information to help users quickly and easily create targeted pipelines and complete more deals in less time.

## I. Overview

The Overview tab provides a quick summary of the latest from all DealWatch sections – deals, deal news, deal forecasts, exclusive content and reports, and the top M&A or ECM advisors.

The coverage is limited according to the user's subscription.

**A** **Latest Deals, Latest News and Reports** each show the most recent five items from those sections.



**B** **DealWatch Forecasts** is a heatmap of the expected future M&A activity across the world, based on the deal intentions contained in the DealMonitor database.

The graphical display can be adjusted to show intentions based on the country of target (default), investor or seller.

**C** **LeagueTables** show the top five financial and legal advisors for the respective region.



# USER GUIDE - EMIS DEALWATCH

## I.2. News

On the News tab you can access the latest M&A and ECM news, all selected by DealWatch editors.

**A** **Filtering** of the displayed articles is possible by keywords, date, region, article local language and related deal industry.

**B** **News categories include:**

- All
- MarketTalk - intelligence on potential transactions that are not yet official or are currently in very early stages of development. Each article is assigned a reliability percentage by DealWatch
- ECM and M&A Deals
- Company for Sale and Company Looking to Buy

**C** **Trending News** show our most viewed articles in the last 7 days.

**D** **Clicking** on the article name will take you to its full contents, where you can also export it to Word or as a PDF file, contact the Editorial team, print it, email it, add it to MyItems or access the EMIS profiles of the companies involved.

The screenshot displays the EMIS Professional DealWatch - News interface. The top navigation bar includes 'MY EMIS', 'COMPANY ANALYSIS', 'INDUSTRY ANALYSIS', and 'COUNTRY ANALYSIS'. A search bar is located on the right, with a dropdown menu set to 'All'. The main content area is titled 'COMPANY ANALYSIS' and features a 'FILTER BY:' sidebar on the left. This sidebar includes sections for 'Keyword' (with a search box and 'Go' button), 'View' (set to 'ALL'), 'Specify Date Range', 'Search All Text', 'Search Titles Only', 'Show Abstract', 'Regions and Countries' (set to 'Poland'), 'Language' (set to 'English, Polish'), and 'Industries' (set to 'Select'). The main news list is titled 'DealWatch - News' and shows a list of articles with dates, titles, and links. A 'Trending News' sidebar on the right shows the most viewed articles. The interface also includes a 'Website Feedback' button and a 'Back to Old EMIS Interface' link.

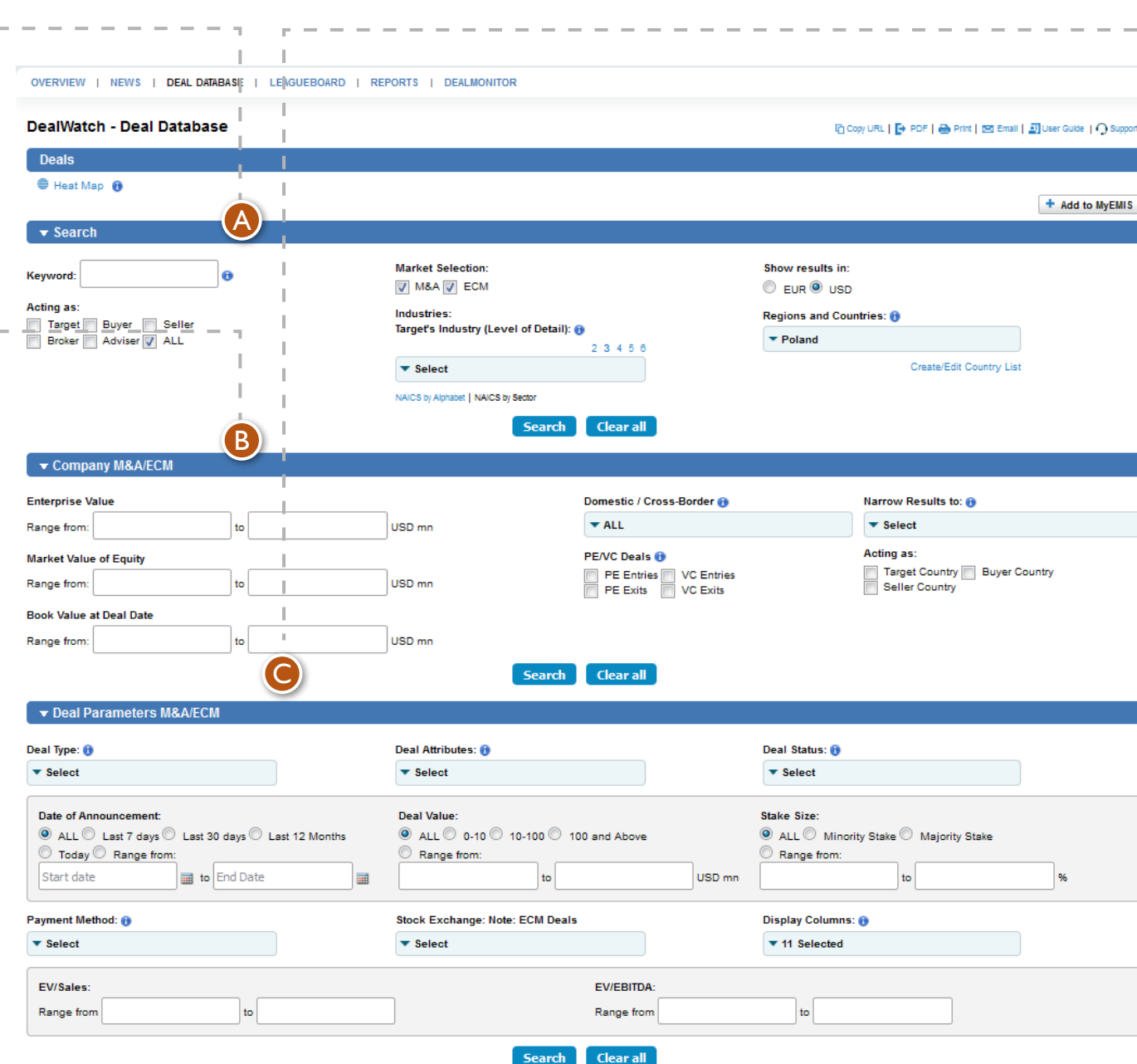
## 1.3.1 Deal Database

The Deal Database tab contains M&A and ECM transactions with deal value of USD 1mn or more. The transactions involve a target, buyer or seller from the emerging markets that we cover. Many filters are available for generating shortlists based on various criteria.

**A The Search** section allows for filtering the deals by keywords, EMIS country or region (of target, buyer or seller), market type (M&A or ECM) and related industry. Values can be displayed in USD or EUR.

**B The Company M&A/ECM** section provides search filters by certain values related to the deal target. Deals can also be filtered based on whether they involve only domestic or also cross-border companies, PE or VC funds.

The Narrow Results to dropdown menu can be used along with the Acting as button to filter out deals with only the target, buyer or seller being from a particular country or region. It contains all countries in the world. The ones that EMIS does not focus on are coloured in grey.



The screenshot shows the EMIS DealWatch - Deal Database interface. It features a navigation bar at the top with tabs: OVERVIEW, NEWS, DEAL DATABASE, LEAGUEBOARD, REPORTS, and DEALMONITOR. The main content area is divided into three sections: Search, Company M&A/ECM, and Deal Parameters M&A/ECM. Callout A points to the Search section, which includes a Keyword field, Market Selection (M&A, ECM), Industries (Target's Industry), and Show results in (EUR, USD). Callout B points to the Company M&A/ECM section, which includes Enterprise Value, Market Value of Equity, Book Value at Deal Date, Domestic / Cross-Border, and PE/VC Deals. Callout C points to the Deal Parameters M&A/ECM section, which includes Deal Type, Deal Attributes, Deal Status, Date of Announcement, Deal Value, Stake Size, Payment Method, Stock Exchange, and Display Columns. The interface also includes a Heat Map button, a Copy URL button, a PDF button, a Print button, an Email button, a User Guide button, and a Support button. A 'Narrow Results to' dropdown menu is located in the top right corner of the Search section.

**The Deal Parameters** M&A/ECM section contains filters that can be applied to the particular deal specifics – deal value and structure, acquired stake, consideration scheme, current development status, date of announcement, key multiples, and others.

Deal Attributes can be selected for M&A deals only, while filtering by stock exchange applies only to ECM deals.

Display Columns allows for the selective display of relevant deal information after the Search button is pressed. The selected information columns will also be the ones exported to Excel. Deals can also be filtered based on whether they involve only domestic or also cross-border companies, PE or VC funds.

## I.3.2 Deal Database

**D** The Totals and Averages section displays the number of filtered deals, their total value and average multiples after the Search button is pressed.

**E** Upon initiating a Search, a tabular summary of all filtered deals is displayed at the bottom of the page. The table contains all columns previously selected under Display Columns.

The table can be navigated by page or by year of deal announcement.

A summary of the search result by country, industry and type can also be displayed in a separate window.

**Totals and Averages**

Your search criteria:  
Results Found: 6,153 (including failed deals)

Show Years: ALL - 2015 - 2014 - 2013 - 2012 - 2011 - Earlier

Summary of Deals by: Summary Countries | Country of Target | Country of Buyer | Country of Seller | Deal Type | Industries

Export: ALL | Current Page | Selected

Date	Country of Target	Target Company	Deal Type	Buyer	Country of Buyer	Seller	Deal Industries	Deal Value USD (mn)	Stake %	Comments	
October 27, 2015	Poland	Production plant in Baranowo of Hochland	Acquisition	Mlekovita SA	Poland	Hochland SE	Dairy Product Manufacturing (3115)	N/A	100.00	Polish dairy products manufacturer Mlekovita has signed an agreement to acquire production... <a href="#">more</a>	<a href="#">Details</a>
October 26, 2015	Poland	Platan shopping centre in Zabrze	Acquisition	Rockcastle Global Real Estate Co Ltd	Mauritius	TRIUMA Kapitalverwaltungsgesellschaft mbH	Real Estate (531)	57.13 (Official data)	100.00	Mauritius-based real estate investment firm Rockcastle Global Real Estate Co announced that it... <a href="#">more</a>	<a href="#">Details</a>
October 26, 2015	Armenia; Azerbaijan; Belarus; Bosnia-Herzegovina; Bulgaria; Croatia; Czech Republic; Estonia; Georgia; Hungary;	Russian and international pay-TV channel businesses of MTG	Acquisition	Baring Vostok Capital Partners; Sinerdzhi	Russia	Modern Times Group (MTG)	Cable and Other Subscription Programming (5152)	45.50 (Official data)	100.00	Swedish media holding Modern Times Group (MTG) announced the sale of its Russian and... <a href="#">more</a>	<a href="#">Details</a>

**F** The search results can be exported to Excel – either all of them, by current page or by individual deal selection.

**G** Clicking on the Details button of each deal shows its full DealWatch record with related parameters, proprietary DealWatch comments and related news articles.

The deal record can be exported to Excel.

## I.4 LeagueBoard

The LeagueBoard 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.

Information is gathered from advisors' own submissions to DealWatch and from official deal announcements.

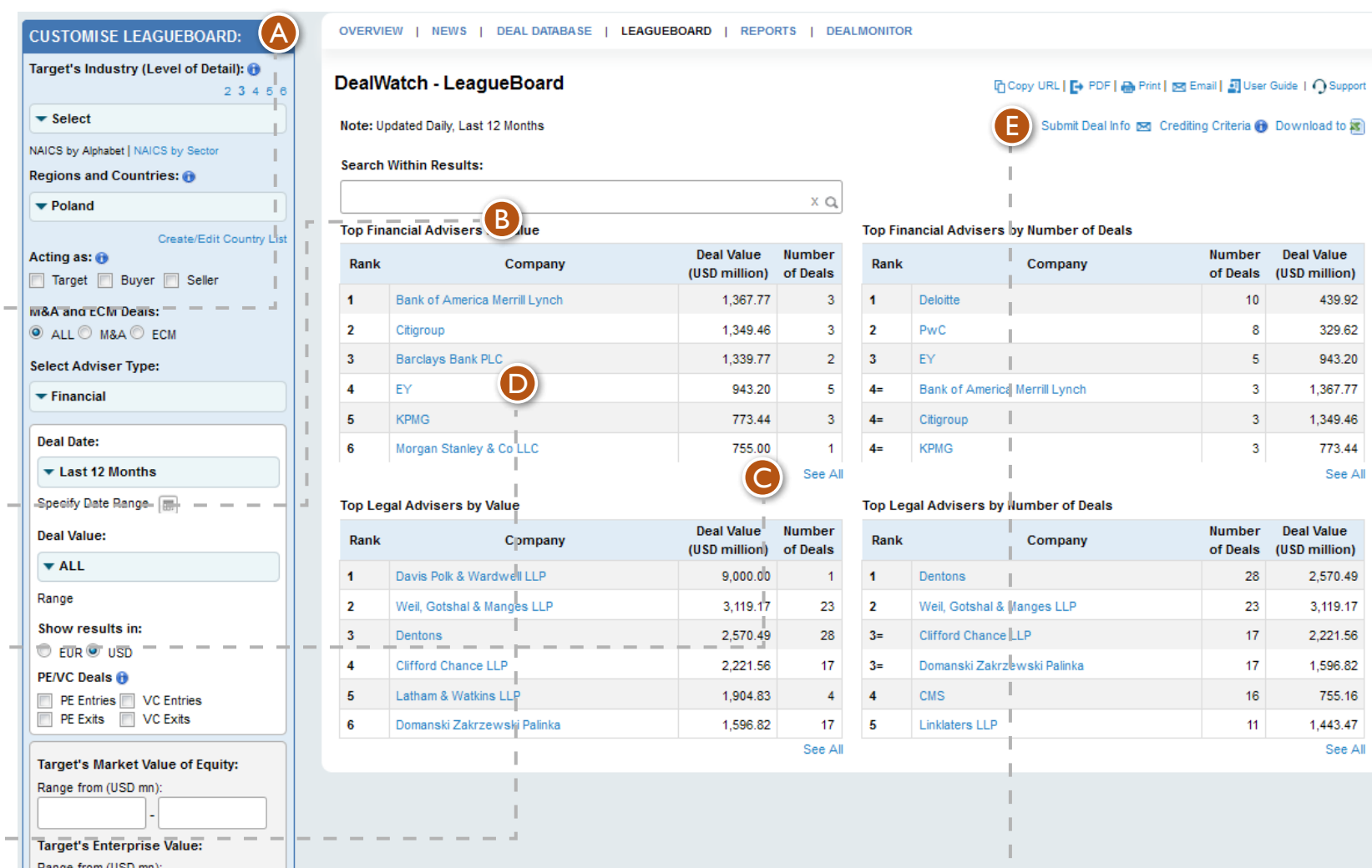
**A** It is possible to filter advisors by type (financial or legal), deal industry and region, type of market (M&A or ECM), deal value, deal date, and others.

**B** Advisors can also be filtered by name using the search field.

**C** The See All button will display the top 50 advisors based on the selected filters. By default, only the top 5 are shown.

**D** Clicking the advisor's name will open a list of their deals included in the ranking.

**E** You can export the ranking to Excel, submit your own deals if you are an advisor, or read the DealWatch crediting criteria.



**CUSTOMISE LEAGUEBOARD:**

Target's Industry (Level of Detail): 2 3 4 5 6

Select

NAICS by Alphabet | NAICS by Sector

Regions and Countries: Poland

Acting as: Target Buyer Seller

M&A and ECM Deals: ALL M&A ECM

Select Adviser Type: Financial

Deal Date: Last 12 Months

Specify Date Range: [ ] [ ]

Deal Value: ALL

Range

Show results in: EUR USD

PE/VC Deals: PE Entries VC Entries PE Exits VC Exits

Target's Market Value of Equity: Range from (USD mn): [ ] - [ ]

Target's Enterprise Value: Range from (USD mn): [ ] - [ ]

**DealWatch - LeagueBoard**

Note: Updated Daily, Last 12 Months

Search Within Results: [ ]

**Top Financial Advisers by Value**

Rank	Company	Deal Value (USD million)	Number of Deals
1	Bank of America Merrill Lynch	1,367.77	3
2	Citigroup	1,349.46	3
3	Barclays Bank PLC	1,339.77	2
4	EY	943.20	5
5	KPMG	773.44	3
6	Morgan Stanley & Co LLC	755.00	1

**Top Financial Advisers by Number of Deals**

Rank	Company	Number of Deals	Deal Value (USD million)
1	Deloitte	10	439.92
2	PwC	8	329.62
3	EY	5	943.20
4=	Bank of America Merrill Lynch	3	1,367.77
4=	Citigroup	3	1,349.46
4=	KPMG	3	773.44

**Top Legal Advisers by Value**

Rank	Company	Deal Value (USD million)	Number of Deals
1	Davis Polk & Wardwell LLP	9,000.00	1
2	Weil, Gotshal & Manges LLP	3,119.17	23
3	Dentons	2,570.49	28
4	Clifford Chance LLP	2,221.56	17
5	Latham & Watkins LLP	1,904.83	4
6	Domanski Zakrzewski Palinka	1,596.82	17

**Top Legal Advisers by Number of Deals**

Rank	Company	Number of Deals	Deal Value (USD million)
1	Dentons	28	2,570.49
2	Weil, Gotshal & Manges LLP	23	3,119.17
3=	Clifford Chance LLP	17	2,221.56
3=	Domanski Zakrzewski Palinka	17	1,596.82
4	CMS	16	755.16
5	Linklaters LLP	11	1,443.47

Copy URL | PDF | Print | Email | User Guide | Support

Submit Deal Info | Crediting Criteria | Download to [ ]



## I.5 Reports

The Reports tab contains proprietary DealWatch content - weekly M&A overviews on Russia and the former Soviet republics, quarterly and annual M&A reports on Emerging Europe, Latin America and Asia, deal value estimates on interesting deals with undisclosed deal values, and others.

**A** Filtering of the displayed reports is possible by keywords, date, region, article local language and related deal industry.

**B** DealWatch Exclusives shows our most recent exclusive M&A overviews, reports, deal valuations, and others.

A Trending Reports menu may also be available, showing our most viewed reports in the last 7 days.

The screenshot displays the EMIS DealWatch Reports interface. On the left, a 'FILTER BY:' sidebar contains search filters. Annotation 'A' points to the 'Keyword' search bar. Below it, the 'View' dropdown is set to 'ALL'. The 'Specify Date Range' section has 'Search All Text' selected. The 'Regions and Countries' dropdown shows 'Poland'. The 'Language' dropdown shows 'English'. The 'Industries' dropdown is set to 'Select'. At the bottom of the sidebar are links for 'NAICS by Alphabet', 'NAICS by Sector', 'Clear All', and 'Get Results'. The main content area on the right is titled 'DealWatch - Reports' and includes links for PDF, Print, Email, User Guide, and Support. Below this is a 'Latest Reports' section with '( Results 112 Total )'. The reports are listed by date: August 14, 2015; July 23, 2015; May 14, 2015; and January 22, 2015. Each report entry includes a title, date, country/region, source, industry, and a list of related industries. Annotation 'B' points to the 'EXCLUSIVE' badge on the first report, 'Energy M&A Report H1 2015'. Each report entry also includes a 'Quick Preview' link and an 'Add to Dashboard' button.

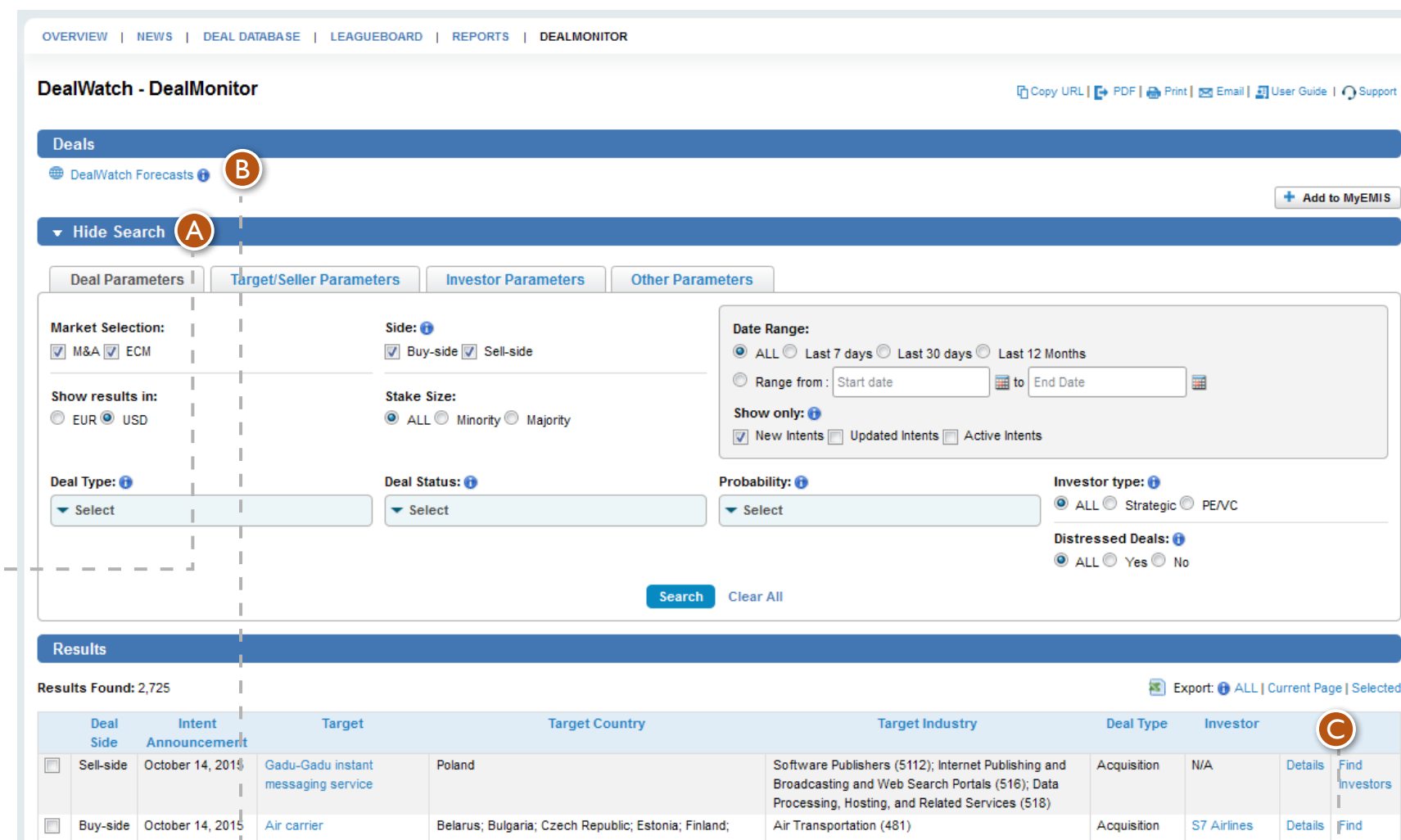
## I.6 DealMonitor

DealMonitor is a pioneering tool that forecasts the future M&A activity and brings together buyers and sellers by helping them quickly identify and approach possible transaction partners.

Unlike DealWatch, DealMonitor contains only rumoured or expected intention to buy/sell. The opposite deal side is still unknown or a transaction agreement has not been signed yet.

**A** Search works similarly to the one in DealWatch, although the different sections are positioned horizontally. A probability grade is assigned to each intention, based on a DealWatch estimate of reaching actual closure.

**B** Clicking on DealWatch Forecasts will display the search results graphically on an interactive heatmap.



OVERVIEW | NEWS | DEAL DATABASE | LEAGUEBOARD | REPORTS | DEALMONITOR

### DealWatch - DealMonitor

Copy URL | PDF | Print | Email | User Guide | Support

Deals

DealWatch Forecasts (B)

+ Add to MyEMIS

Hide Search (A)

Deal Parameters | Target/Seller Parameters | Investor Parameters | Other Parameters

Market Selection: ☒ M&A ☒ ECM

Side: ☒ Buy-side ☒ Sell-side

Date Range: ☒ ALL ☐ Last 7 days ☐ Last 30 days ☐ Last 12 Months

Range from: Start date to End Date

Show results in: ☐ EUR ☒ USD

Stake Size: ☒ ALL ☐ Minority ☐ Majority

Show only: ☒ New Intents ☐ Updated Intents ☐ Active Intents

Deal Type: Select

Deal Status: Select

Probability: Select

Investor type: ☒ ALL ☐ Strategic ☐ PE/VC

Distressed Deals: ☒ ALL ☐ Yes ☐ No

Search Clear All

Results

Results Found: 2,725

Export: ALL | Current Page | Selected

Deal Side	Intent Announcement	Target	Target Country	Target Industry	Deal Type	Investor	
Sell-side	October 14, 2015	Gadu-Gadu instant messaging service	Poland	Software Publishers (5112); Internet Publishing and Broadcasting and Web Search Portals (516); Data Processing, Hosting, and Related Services (518)	Acquisition	N/A	Details Find Investors
Buy-side	October 14, 2015	Air carrier	Belarus; Bulgaria; Czech Republic; Estonia; Finland; Germany; Hungary; Latvia; Lithuania; Poland; Romania	Air Transportation (481)	Acquisition	S7 Airlines	Details Find Targets

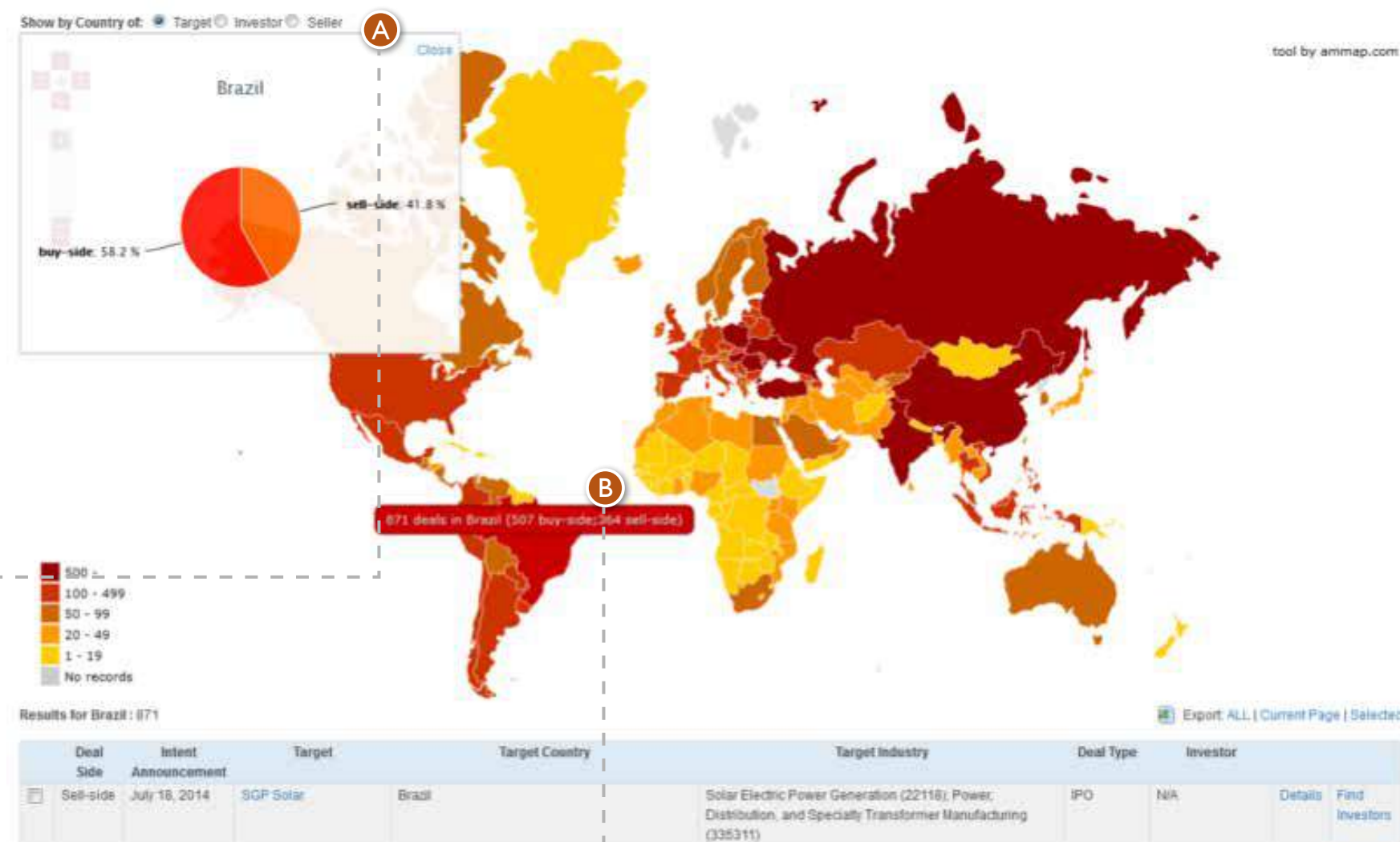
**C** Clicking on Find Investors / Targets will take you to a long list of potential buyers or acquisition targets based on the specifics of the particular deal intention and using information from the EMIS company database, DealWatch and DealMonitor. The list can be customized using different filters. It contains company contact details and can be used to identify and approach possible transaction partners.

## I.7 DealWatch Forecasts

The DealWatch Forecasts heatmap, also accessible from the general DealWatch Overview page, represent the results of the current DealMonitor search in a graphical form.

Map colours are based on the number of deal intentions assigned to countries, with 'hotter' colours representing more intentions.

**A** By default, the numbers and colours assigned to each country are based on the number of deal targets from that country. Clicking on Investor or Seller will change the display to represent the numbers and colours assigned to investors or sellers from each country. Example: If a search is done with Brazil as country of target and then Show by County of: Investor is selected, the map will show the countries of investors considering to invest in Brazil.



**B** Moving the mouse cursor over a county will show the number of intentions assigned to it, based on the search results. A pie chart with the shares of buy-side and sell-side intentions for that country will appear at the top-left corner of the map.

Clicking on the country itself will display the respective deal intentions in a table below the heatmap.





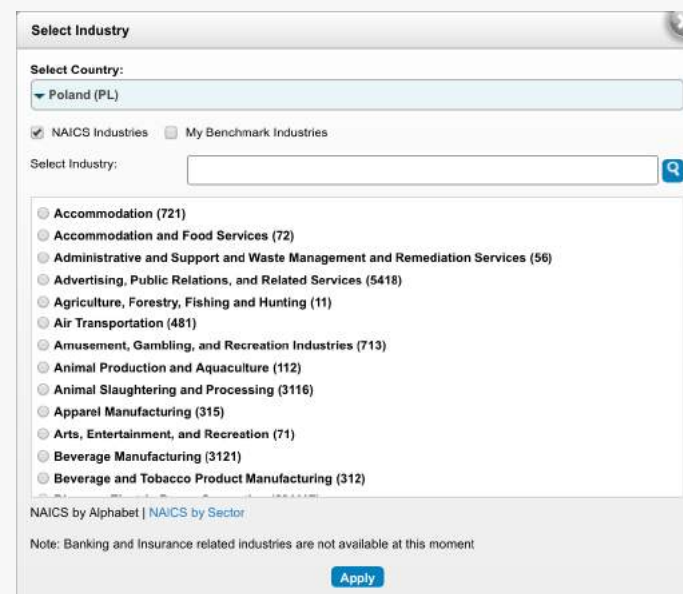
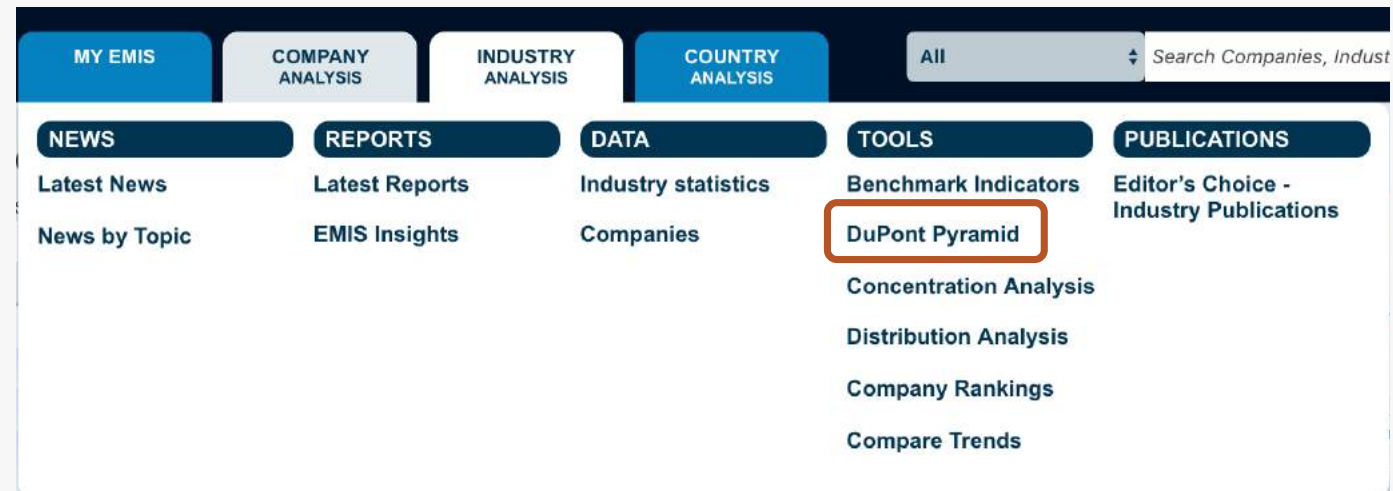
# User Guide on Industry Tools

- 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.

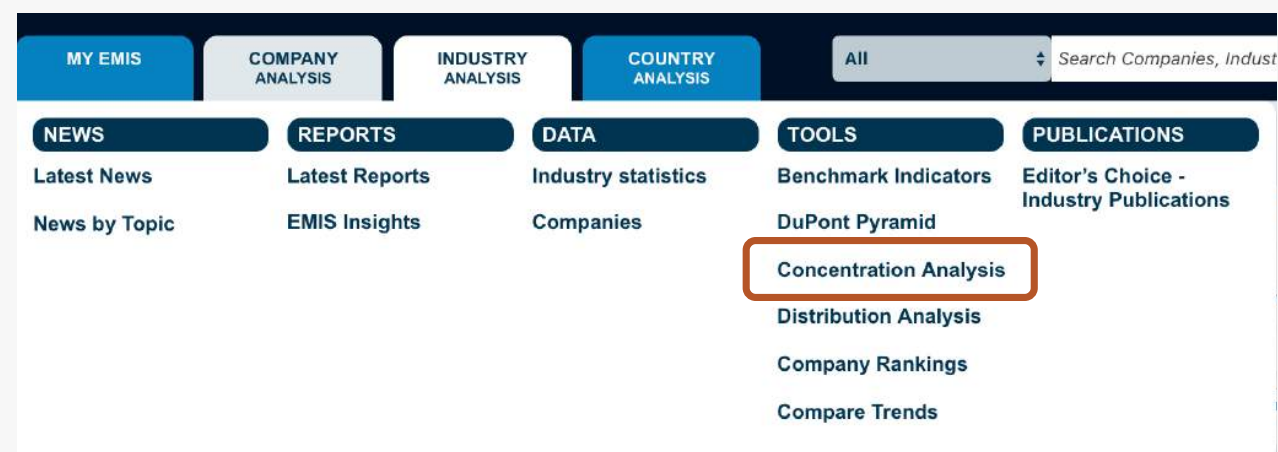


The analysis is done per given industry in a given country hence, user must select **country** and **industry** before checking the results however, the selection can be changed at any time on the result page.

# 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

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

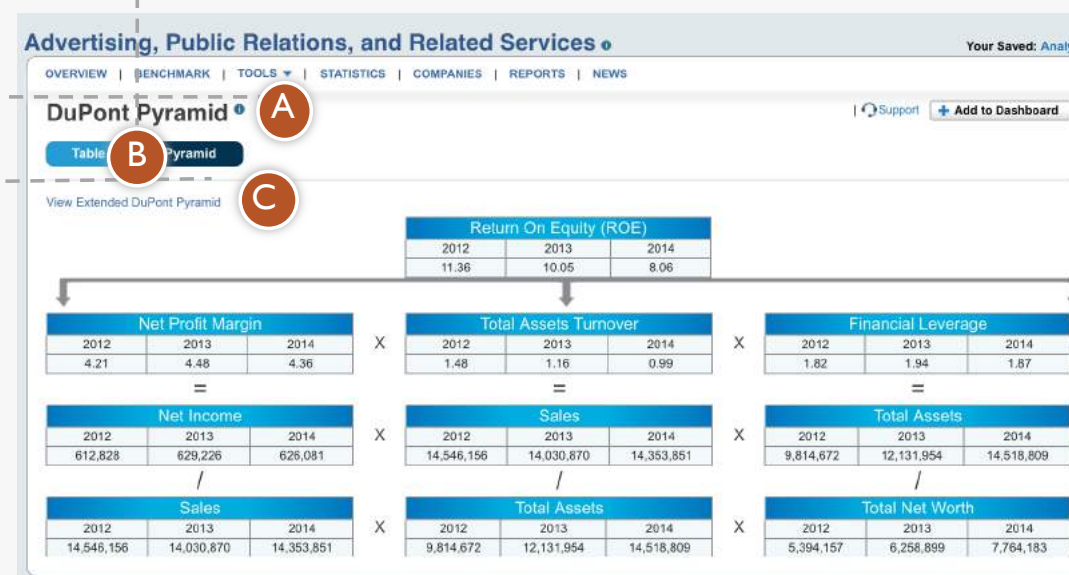
Where,

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

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

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

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

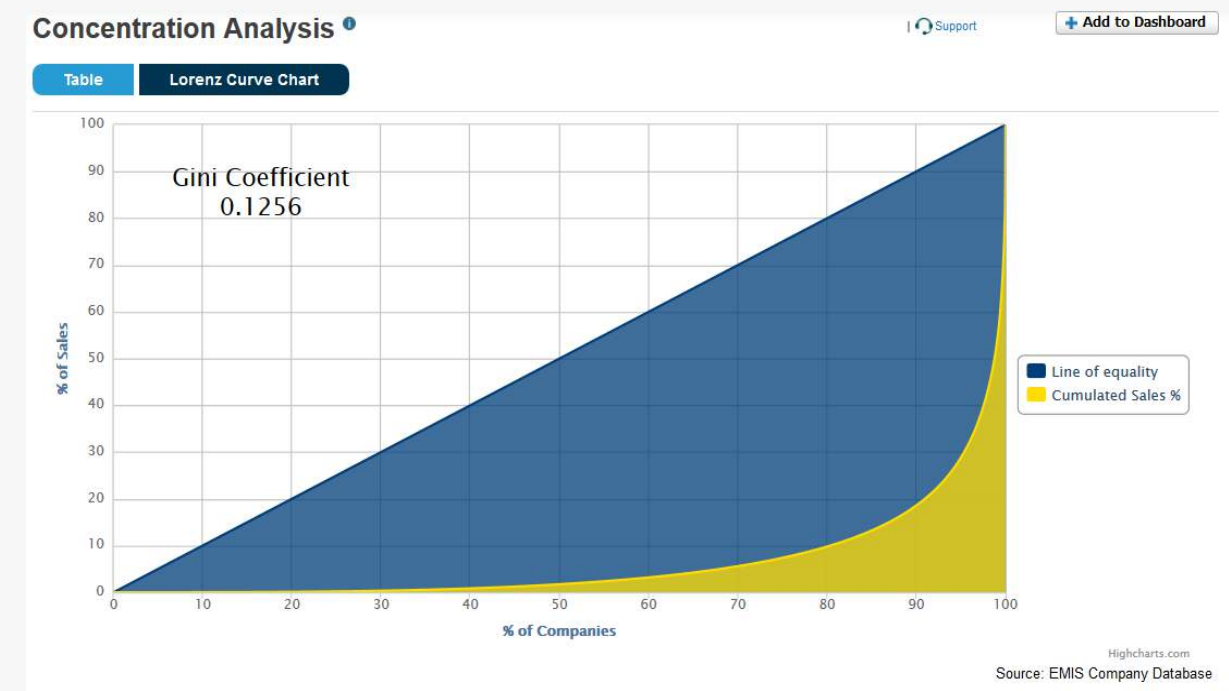
Get Results

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

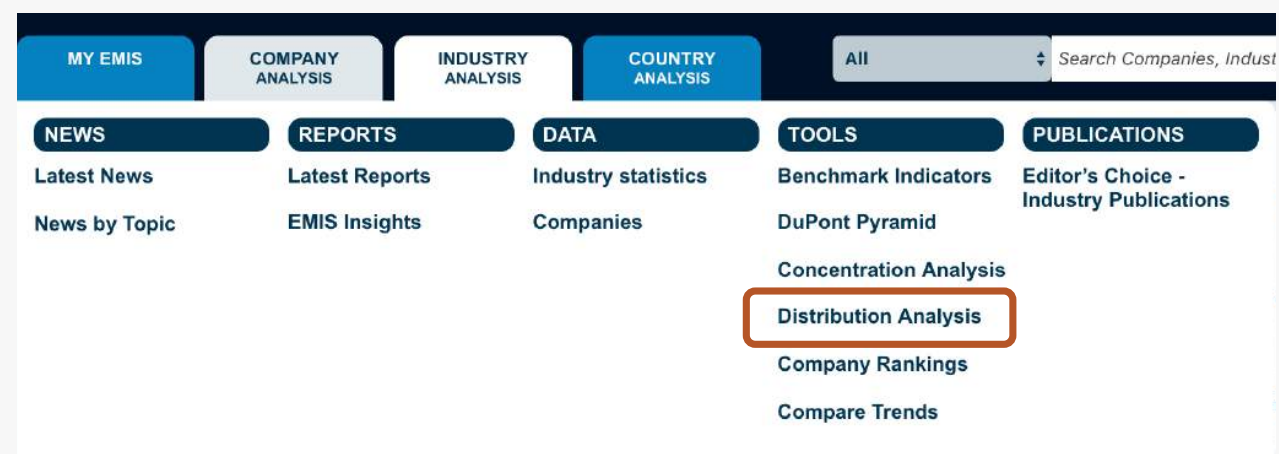


Lorenz Curve shows the proportion of distribution assumed by the bottom % market shares, where it shows what y% of the market share for the bottom x% of companies in the sector have.

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

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.

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

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.

**Distribution Analysis** | Support | Add to Dashboard

Table | Chart

Sample Central Tendency

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

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

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

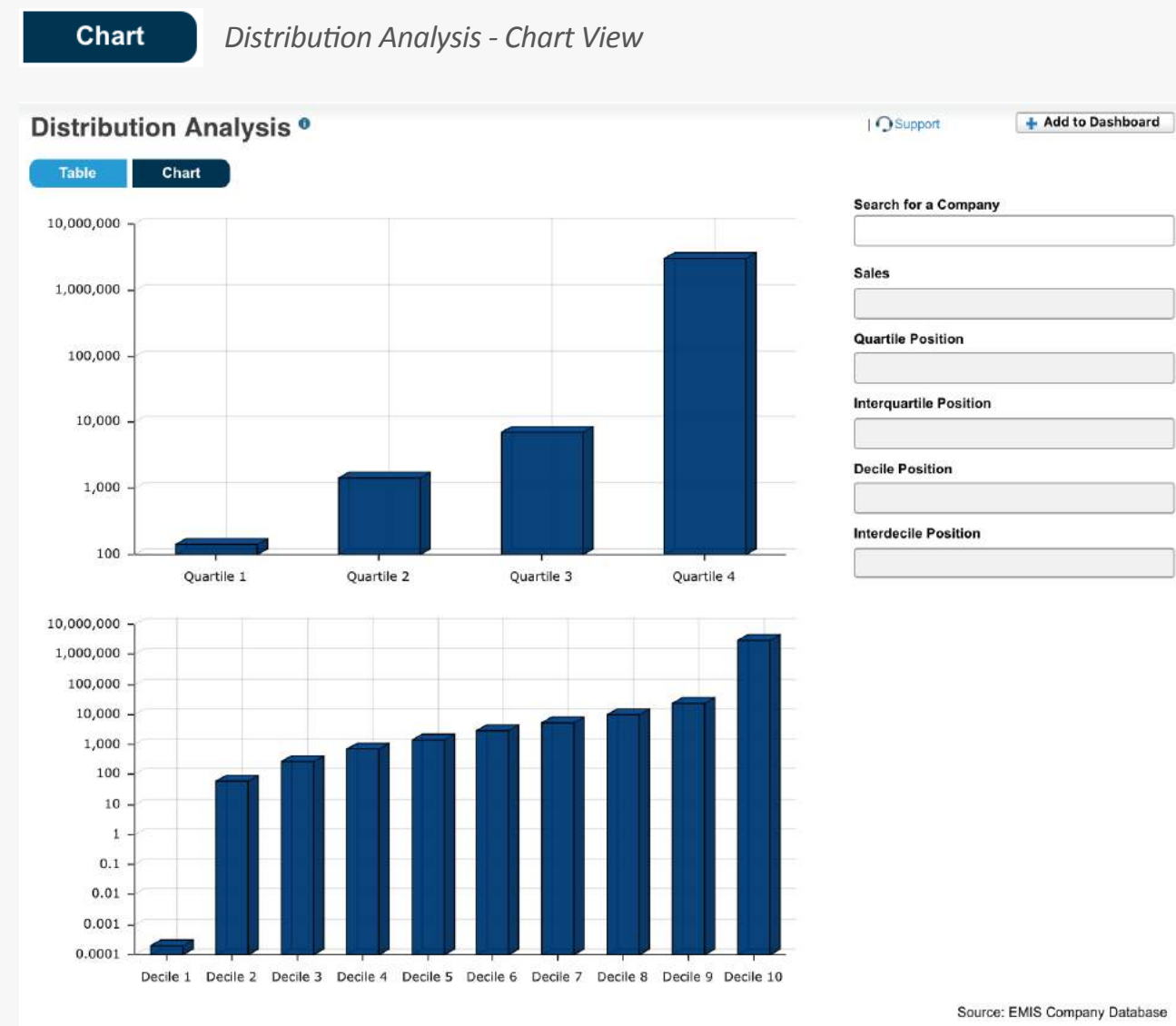
Default Display: Table

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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