

# I/B/E/S KEY PERFORMANCE INDICATORS

MAKE INFORMED INVESTMENT DECISIONS BASED ON CRITICAL SUCCESS FACTORS

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

## DEEPER INSIGHT AND ANALYSIS

I/B/E/S Key Performance Indicators help you to quickly identify and retrieve analyst forecast information on key drivers within the retail, restaurant and pharmaceutical industries. These industry-specific measures facilitate comparisons among similar peer groups. Actuals provided together with derived surprise data enable you to easily analyze broker expectations against the reported results. Consensus and detail forecasts are available for Same Store Sales and Pharmaceutical Sales, including business segment and product breakdowns, enabling efficient comparisons between analysts' expectations on these indicators and your own.

## SAME STORE SALES

Decipher what portion of sales growth is due to true retail growth and what portion is due to new store openings. Same Store Sales represents a percentage sales growth for retail stores and restaurants that have been open for more than one year.

- Coverage spans over 130 retail stores and restaurants in North America
- Reported company results and sales growth forecasts are collected on a monthly, quarterly and annual basis for North American companies from hundreds of sell-side analysts on a real-time basis
- Companies followed include discount retailers, department stores, specialty retailers, casual dining, quick serve restaurants and more
- Estimates data is available on a detail (individual analyst) and summary (mean) level
- Estimates data is accessible on a consolidated company basis and for individual store segments within the same company, where available

## PHARMACEUTICAL SALES

Access the revenue associated with individual pharmaceutical drug unit products with Pharmaceutical Sales.

- Coverage spans nearly 100 pharmaceutical companies and over 1,200 unique drugs worldwide
- Reported company results and forecasted sales estimates are collected on a quarterly and annual basis for global pharmaceutical companies from hundreds of sell-side analysts on a real-time basis
- Estimates data is offered on a detail (individual analyst) and a summary (mean) level

## AVAILABLE WITH

- Thomson ONE Investment Management
- Thomson ONE Analytics
- Thomson Reuters Datafeed

## KEY BENEFITS

- Identify trends within the retail and drug industries
- Make informed portfolio allocation changes
- Target investment opportunities
- View a firm's store or drug expectations at a detail or aggregate level

## U.S. and Canada

+1 800 782 5555

## Europe/Middle East/Africa

+44 (0)870 850 2162

## Asia/Pacific

+852 2524 0077

salesinquiry@thomson.com

thomsonreuters.com

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