

IBISWorld

FOR ACADEMICS

WHERE KNOWLEDGE IS POWER

An industry intelligence tool with real-world application for students

IBISWorld's online database of 400+ Canadian industry reports provides students, faculty and career advisers with the same industry research used by Canadian businesses.



Independent and Accurate



Easy-to-Use



Real-World Application

How IBISWorld Canada gives students an edge



Strengthen Student Research

Easy-to-digest information on the operating conditions of 400+ Canadian industries helps students with business plans, capstone projects and case studies within any discipline



Access Hard-to-Find Information

With our extensive collection of Canadian industry research reports, IBISWorld provides the breadth of coverage students need when looking for information on niche industries



Easy-to-Navigate Database

IBISWorld's Canadian industry reports follow a consistent format, allowing students to find answers quickly and easily compare and benchmark industry data



Enrich Lesson Plans

Bring academic concepts to life with thousands of real-world examples of economic conditions surrounding every discipline



Support Entrepreneurial Endeavours

Give students access to the same tool that real-world entrepreneurs use every day to assess the market conditions of their innovations



Give Graduates an Edge in Job Interviews

Help job seekers quickly build knowledge of a company's industry, letting graduates "talk the talk" with prospective employers

IBISWorld Gives Students and Faculty Access to the Same Tools and Resources Used by Canadian Businesses

KEY SELLING INDUSTRIES

- 22131CA Water Supply & Irrigation Systems in Canada**
Water supply and irrigation systems are used by vegetable farmers.

- 32531CA Fertilizer Manufacturing in Canada**
Fertilizers are used by farmers to supply nutrients to crop.

- 33311CA Tractors & Agricultural Machinery Manufacturing in Canada**
Agricultural equipment is used for harvesting vegetable and melon crops.

- 41711CA Farm, Lawn & Garden Equipment Wholesaling in Canada**
Harvesting machinery and other equipment used for producing food crops are purchased from wholesalers.

Industry Financial Ratios

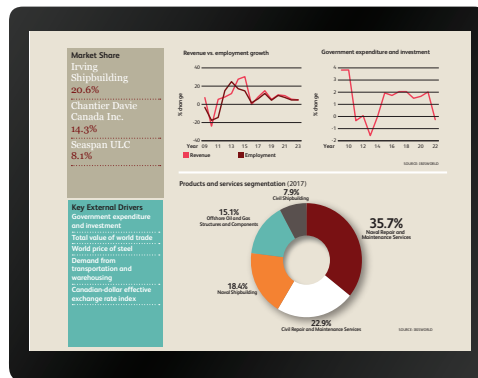
	Apr 2012 - Mar 2016 by company revenue				Apr 2015 - Mar 2016 by company revenue		
	Apr 2012 - Mar 2013	Apr 2013 - Mar 2014	Apr 2014 - Mar 2015	Apr 2015 - Mar 2016	Small (\$10M)	Medium (\$10-50M)	Large (>\$50M)
Liquidity Ratios							
Current Ratio	1.4	1.4	1.4	1.5	n/a	1.7	1.4
Quick Ratio	0.6	0.7	0.6	0.6	n/a	0.5	0.7
Sales / Receivables (Trade Receivables Turnover)	10.0	11.3	10.4	10.6	n/a	11.2	11.0
Days' Receivables	36.5	32.9	35.1	34.4	n/a	32.6	33.2
Cost of Sales / Inventory (Inventory Turnover)	3.6	3.0	4.3	4.4	n/a	5.2	5.3
Days' Inventory	101.4	125.6	76.0	83.0	n/a	69.0	68.9
Cost of Sales / Payables (Payables Turnover)	13.0	13.6	13.0	13.8	n/a	13.4	13.2
Days' Payables	28.3	29.0	33.2	26.4	n/a	29.4	21.2
Sales / Working Capital	9.6	10.6	10.1	10.4	n/a	11.1	10.4
Coverage Ratios							
Earnings Before Interest & Taxes (EBIT) / Interest	3.5	4.8	7.1	16.5	n/a	32.9	7.4
Net Profit + Dep. Depletion, Amort. / Current Maturities LT Debt	5.1	7.4	2.0	n/a	n/a	10.9	n/a
Leverage Ratios							
Fixed Assets / Net Worth	0.4	0.5	0.4	0.3	n/a	0.2	0.3
Debt / Net Worth	2.4	2.3	2.3	1.8	n/a	1.2	3.0
Tangible Net Worth	33.0	21.4	27.9	31.9	n/a	45.2	29.2
Ownership Ratios							

Searchable Database of 400+ Industries

Search IBISWorld's database with the easy-to-use Data Wizard to facilitate comparisons across 400+ industries. Students can sort and target based on individual research projects; search across financial benchmarks and forecasts; and view the level and trend of 12 key operating variables. Use pre-set or custom "what if" queries to find the fastest-growing, most capital-intensive or riskiest industries in any sector.

Financial and Performance Benchmarks

IBISWorld reports provide key data, financial ratios and benchmarks, allowing students to compare a chosen company against industry best practice. Once students determine a company's industry, they can screen against industry benchmarks to analyze and compare a target's finances and operating benchmarks against industry peers. Identify where a target company has strategic advantages over the typical industry operator.



Interview Prep Sheets

iExpert Summaries include current and outlook industry performance; key products and markets; and major players and their market shares. Job interview prep is made easier using our negotiation situation Q&A's, which enable students to quickly understand an industry so they can engage companies on their level and stand out from the crowd.



Recognized as a trusted independent source of industry research, IBISWorld offers a comprehensive database of unique information and analysis on 400+ Canadian industries. With an extensive online portfolio valued for its depth and scope, the company equips clients with the insight necessary to make better business decisions while saving time and money. IBISWorld Industry Research serves a wide range of academic, business, professional service and government organizations from its US Headquarters in New York City.