

Educate your clients on industry best practice to build credibility

IBISWorld provides independent analysis on more than 400 Canadian industries to help consultants build credibility with clients, gain a holistic view of their clients' operating environments and help clients create and perfect their strategies.



Win New Business



Develop a Plan



Optimize Client Operations

How IBISWorld Canada helps consultants



Boost Meeting Preparation

Become an instant industry expert and craft high-quality pitches in less time



Challenge Clients with Key Industry Insights

Encourage clients to think differently about their problems and consider new opportunities



Understand Client Competitive Position

Quickly gain a 360-degree view of an industry and determine clients' competitive strengths and weaknesses



Support Client Business Plans

Conduct SWOT analyses and understand how your clients compare to industry averages



Enhance Client Financial Performance

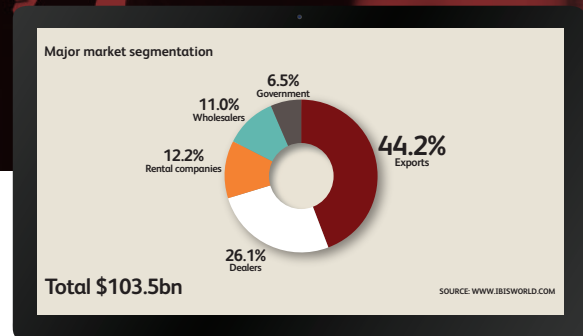
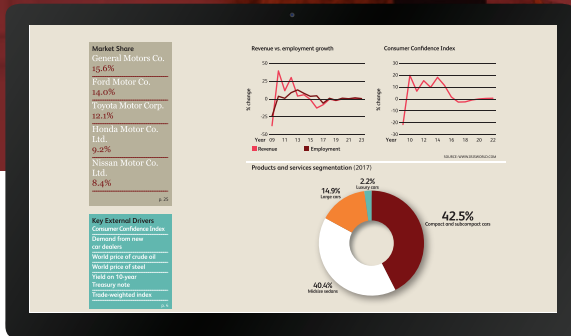
Use industry financial benchmarks and best practices to help clients improve their bottom line



Identify Client External Risks

Proactively diagnose the industry threats and challenges clients face

IBISWorld Offers a Collection of Tools and Resources that Help Consultants Become Trusted Advisers



Meeting Prep Sheets

Boost meeting preparation using our iExpert Summaries, which condense our full industry research reports into five pages of graphics, tables and key questions to ask prospects. Save time by gaining insight about an industry with minimal research time.

Market Segmentation Breakdown

IBISWorld offers insights into key demographics, buyer behaviour, consumer preferences and export opportunities to help your clients identify high-yield segments and markets.

Industry Financial Ratios

	Apr 2012 - Apr 2015				Apr 2015 - Mar 2016 by company revenue		
	Apr 2012 - Mar 2012	Apr 2013 - Mar 2013	Apr 2014 - Mar 2014	Apr 2015 - Mar 2015	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	32.3	35.1	34.4	n/a	32.6	33.2
Cost of Sales / Inventory (Inventory Turnover)	3.6	3.0	4.8	4.4	n/a	3.2	3.3
Days Inventory	101.4	45.6	76.0	83.0	n/a	58.9	68.9
Cost of Sales / Payables (Payables Turnover)	13.9	14.6	11.0	13.6	n/a	12.4	11.2
Days Payables	26.3	25.0	33.2	26.4	n/a	29.4	21.2
Sales / Working Capital	9.6	10.6	10.1	15.4	n/a	11.1	15.4
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	n/a	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	27.0	31.9	n/a	46.2	29.2
Operating Ratios							

Financial and Performance Benchmarks

IBISWorld reports provide key data, financial ratios and benchmarks. Use these to assess client financials, determine strengths and weaknesses and create business plans that will lead to improved bottom lines.



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.