

IBISWorld

FOR PRIVATE EQUITY

WHERE KNOWLEDGE IS POWER

Gain a 360-degree understanding of a company's operating environment

IBISWorld Canada provides independent analysis on more than 400 Canadian industries to help private equity firms conduct due diligence, optimize company financial management and assess the performance of portfolio companies.



Identify Deal Criteria



Benchmark Investments



Improve Company Value

How IBISWorld gives private equity firms an edge



Save Time on Due Diligence

Cut hours from first-stage research on niche industries, for which accurate and up-to-date information is challenging to find



Sort and Target 400+ Canadian Industries

Use your investment criteria to quickly screen industries to pursue for deeper analysis



Instant Access to Every Industry

Always find what you're looking for with IBISWorld's unmatched coverage of more than 400 Canadian industry summaries



Benchmark Company Fundamentals

Compare a company's strategy, business model and financials with industry best practice using IBISWorld's benchmarks



Understand a Company's Competitive Position

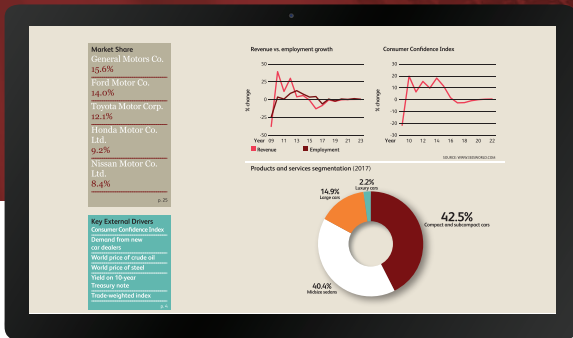
Quickly gain a 360-degree view of an industry and determine a company's underperformance against industry peers



Enhance Company Financial Performance

Use industry financial benchmarks to help management streamline company financials for a profitable exit

IBISWorld Offers a Suite of Tools and Resources that Private Equity Firms Rely On



Meeting Prep Sheets

iExpert Summaries include recent industry performance and outlook; key products and markets; and major players and their market share. Use industry summaries to quickly understand an industry before a new engagement or meeting. Our industry Q&A's enable you to gauge the strategic position of a prospect.

Industry Financial Ratios

	Apr 2012 -	Apr 2013 -	Apr 2014 -	Apr 2015 -	Apr 2015 - Mar 2016 by company revenue		
	Mar 2013	Mar 2014	Mar 2015	Mar 2016	Small (\$150M)	Medium (\$150M)	Large (\$150M)
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	4.9	4.4	n/a	5.2	5.3
Days' Inventory	101.4	45.6	76.0	83.0	n/a	55.0	68.9
Cost of Sales / Payables (Payables Turnover)	13.9	12.6	11.0	13.8	n/a	12.4	17.2
Days' Payables	26.3	29.0	33.2	26.4	n/a	29.4	21.2
Sales / Working Capital	9.6	10.6	10.1	15.4	n/a	11.3	16.4
Coverage Ratios							
Earnings Before Interest & Taxes (EBIT) / Interest	3.5	4.8	7.1	16.5	n/a	22.0	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	45.2	29.2
Operating Ratios							

Financial and Performance Benchmarks

IBISWorld reports provide key data, financial ratios and benchmarks. Once you determine your investment criteria, screen against industry benchmarks to analyze and compare a target's finances and operating benchmarks against industry peers. Identify where a target investment has strategic advantages over the typical industry operator.

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.

Search Through 400+ Canadian Industries

Search IBISWorld's database with the Data Wizard to facilitate comparisons across more than 400 Canadian industries. Sort and target based on your own deal criteria; search across financial benchmarks and forecasts; and view the level and trend of 12 key industry operating variables.



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.