

*Measure the performance of any business  
- small, medium or large - against proven industry benchmarks*

# **Financial Performance Indicators for Canadian Businesses (2005, 2006 and 2007)**

## **An Authoritative Reference Source of Key Financial Ratios**

Financial Performance Indicators is a practical, interactive and time-saving benchmarking tool for accountants, lenders, analysts and management consultants. Financial Performance Indicators for Canadian Business is a three-volume inventory of key financial ratios and balance sheet structures for Canada's major industry groups.

The indicators are designed to serve as financial performance benchmarks against which individual firms and industries can be compared. It allows firms to precisely position themselves within their peer group.

Generate a report comparing a company's performance to that of its industry. Simply enter the company data and let the program work for you! Measuring performance is now as easy as 1-2-3!

### **Financial Performance Indicators for Canadian Business – Volume 1 Large firms with annual revenues of \$25 million or more.**

This volume examines 67 financial and non-financial industry groups according to the North American Industry Classification System (NAICS). The statistical tables display ratios for quartile and median revenue boundaries (\$25M to \$75M, and over \$75M). Volume 1 is available at the national level.

### **Financial Performance Indicators for Canadian Business – Volume 2 Medium firms with annual revenues of \$5 million to less than \$25 million.**

This volume examines 543 non-financial industries at the NAICS 6-digit level of industry. The statistical tables display ratios for quartile and median revenue boundaries (\$5M to less than \$10M and \$10M to less than \$25M). Volume 2 is available at the national level.

### **Financial Performance Indicators for Canadian Business – Volume 3 Small firms with annual revenues of \$30,000 to less than \$5 million.**

This volume may have up to 795 non-financial industries at the NAICS 6-digit level of industry. The statistical tables display ratios for quartile and median revenue boundaries (\$30K to less than \$500K and \$500K to less than \$5M). Volume 3 is available at the national, provincial and territorial level and at the Atlantic and Prairie region levels. Provincial, territorial, and regional volumes do not contain ratios for median revenue boundaries.



## Volumes 1, 2 and 3 (each volume contains both tables)

### Table 1

Table 1 contains 15 financial ratios. The financial ratios are categorized into three groups: profitability, solvency and efficiency. Profitability ratios include profit margins on sales, and rates of return. Solvency ratios include interest coverage, and balance sheet financing structural ratios.

#### Ratios:

- |   |                                  |                         |
|---|----------------------------------|-------------------------|
| - net profit margin                         | - return on net operating assets | - inventory turnover    |
| - pretax profit margin                      | - pretax profit to assets        | - working capital       |
| - operating profit margin                   | - return on capital employed     | - debt to equity        |
| - gross profit margin                       | - return on equity               | - liabilities to assets |
| - operating revenue to net operating assets | - receivable turnover            | - interest coverage     |

In addition to the above ratios, the volumes show the percentage distribution of the firms with profits or losses. They also show the year to year percentage change in sales.

### Table 2

Table 2 contains a "common-sized" balance sheet, which shows each balance sheet account as a percentage of total assets. It is intended to represent the structure of a typical firm in the industry.

This year's version reflects changes to the common-sized balance sheet. Specifically, the two variables "Banks" and "Other loans", previously displayed in the liabilities section, have been replaced by one variable called "Loans and other borrowing".

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