EMIS USER GUIDE
1. SEARCH BAR
2. SOURCES – EDITOR’S CHOICE
3. COUNTRY ANALYSIS
4. INDUSTRY ANALYSIS
5. COMPANY ANALYSIS
6. DEALWATCH (M&A)
1. SEARCH BAR
   I. FILTERS
   II. BOOLEAN OPERATORS
   III. TIPS
   IV. EXAMPLE
I. SEARCH BAR: FILTERS

- **Boolean Search:**
  - Incorporate Boolean operators (AND, OR, NEAR10…) into search strings
  - See slide 6 for a list of operators

- **Category “Shortcuts”:**
  - Switch between News, Reports, Statistics, etc. to search within that category only

- **Basic Filters:**
  - Date Range
  - Country Selection
  - Content Language

- **More Filters:**
  - Sources, i.e. Publication Name
  - Industries
  - Topics, e.g. FDI, Political, EU, etc.
  - Source Types, e.g. Brokerage Houses, Newspapers, etc.
  - Content Types, e.g. News, Ratings, etc.
  - Document Format
I. SEARCH BAR: FILTERS CONT.
II. SEARCH BAR: BOOLEAN OPERATORS

EMIS SEARCH

2. Boolean Search Operators and Search Functionalities

Both within the search bar and in the “Refine Search” view in the results page, you are allowed to use Boolean operators. These are:

<table>
<thead>
<tr>
<th>Operators</th>
<th>Examples</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>AND</strong></td>
<td>Using AND means that you want all keywords with AND between them within the search results. So, if you search for <em>telecom AND industry AND growth</em> you will get hits containing all 3 words. Please note that AND is the default Boolean operator we use (except in Chinese language, where OR is the default), so if you do not add any other operators between keywords, we consider that you want to see all keywords in the results. If you type <em>telecom industry</em> for instance, it is equivalent to <em>telecom AND industry</em>.</td>
</tr>
<tr>
<td><strong>OR</strong></td>
<td><em>telecom OR industry</em> This search will retrieve articles that contain either the word <em>telecom</em> or <em>industry</em> or both.</td>
</tr>
<tr>
<td><strong>NOT</strong></td>
<td><em>telecom NOT industry</em> This search will retrieve articles that contain the word <em>telecom</em>, but not <em>industry</em>.</td>
</tr>
<tr>
<td><strong>NEAR</strong></td>
<td><em>internet nearN banking</em> (where N is an integer) This search will retrieve articles that contain <em>internet</em> within N words (or less) of the keyword <em>banking</em>. <strong>Note</strong>: The N is optional; if omitted, the number 10 is assumed. Values must be 1 or more.</td>
</tr>
<tr>
<td><strong>Parentheses</strong></td>
<td>Use parentheses () to separate search operators. Take for instance, a search such as the following: <em>(PE OR “private equity”) AND ITES</em> This search will retrieve articles containing any of the words (phrases) in within the parentheses and the word <em>ITES</em>.*</td>
</tr>
<tr>
<td>*** bank*</td>
<td>This will retrieve articles containing words derived from <em>bank</em>, <em>banks</em>, <em>banking</em>, <em>banker</em>, etc. It can be used only at the end of words.</td>
</tr>
<tr>
<td><strong>?</strong></td>
<td>The ? operator will substitute for any character. Use ? to search for words which can be spelled in different ways. For example: if you search for <em>organization</em> the search will retrieve results containing either <em>organisation</em> or <em>organization</em>.</td>
</tr>
<tr>
<td><strong>% $ @ +</strong></td>
<td>These special characters are considered in search, so if you will search for <em>$100</em>, your search results will not contain words without “$”.</td>
</tr>
<tr>
<td><strong>Stemming</strong></td>
<td>When you are doing a single language search, we enable stemming. Stemming means that we find your keywords root form and we will search for all keywords with the similar root. For example: if you search for <em>manufacturing</em>, you will get results with the following keywords: <em>manufacturing</em>, <em>manufacture</em>, <em>manufacturers</em> etc. If you want to turn off stemming put your keywords into quotation marks. Stemming is by default turned off in the following languages: Turkish, Hungarian.</td>
</tr>
</tbody>
</table>

Please note that if you use any Boolean items in search, those are always treated as Boolean operators and not as keywords unless you put them into quotation marks. E.g. if you search for “has not confirmed,” you will get results containing has, but not confirmed. If you search for “has not confirmed,” you will get results containing the exact phrase has not confirmed.
III. SEARCH BAR: TIPS

- Use “Search Title Only” or “Search Title and Abstract Only” to ensure keywords bring out the most relevant results

- **For reports:**
  - Select “Country/Regional” reports to get country specific results. All countries are tagged to reports classified as “Global”
  - Switch between “Broker” and “Non-Broker Research”

- Sort by “Newest” content to receive the most recent results or by “page count” to receive the most comprehensive reports at the top

- See next slide for example
IV. SEARCH BAR: EXAMPLE – REPORTS ON BANKING IN POLAND

Boolean Search String: Bank* AND (Poland OR Polish)
2. SOURCES
EDITORS’ CHOICE
I. SOURCES – EDITOR’S CHOICE

- Most popular/trusted source selection per country/region recommended by EMIS content team
- Local and Global sources available in 15 languages

- Can be sorted by:
  - Content Type – News, Reports, Data
  - Category – Company, Industry, Country
  - Publication Name – Alphabetical Order
I. SOURCES – EDITOR’S CHOICE
3. COUNTRY ANALYSIS
   I. CONSENSUS FORECAST
   II. COUNTRY RISK RATINGS
I. COUNTRY ANALYSIS: CONSENSUS FORECAST

- Macroeconomic **forecast** data per country
- “Consensus” = **market average** forecast
- “Individual Forecasts” = forecast **by financial institution** (global and local)
- Exportable to Excel
I. COUNTRY ANALYSIS: CONSENSUS FORECAST CONT.
II. COUNTRY ANALYSIS: COUNTRY RISK RATINGS

- Country Risk Ratings (Political, Economic, etc.) provided by Dun & Bradstreet + ratings methodology explained
- Country Risk Reports provided by Dun & Bradstreet
- Exportable to Excel
II. COUNTRY ANALYSIS: COUNTRY RISK RATINGS CONT.
4. INDUSTRY ANALYSIS

I. COMPARE TRENDS
II. BENCHMARK
I. INDUSTRY ANALYSIS: COMPARE TRENDS

- Top 4 companies' performance vs. overall industry trend

- Edit trends:
  - Update selection of companies compared
  - Update selection of parameters compared
  - Time range, currency, etc.

- Exportable to Excel
I. INDUSTRY ANALYSIS: COMPARE TRENDS CONT.
II. INDUSTRY ANALYSIS: BENCHMARK

- Industry performance over a 5-year time period
- Balance Sheet, Income Statement, Cash Flow
- Company rankings based on 26 different financial criteria
- Exportable to Excel
### II. INDUSTRY ANALYSIS: BENCHMARK CONT.

#### Benchmark

<table>
<thead>
<tr>
<th>Key Indicators</th>
<th>Balance Sheet</th>
<th>Income Statement</th>
<th>Cash Flow</th>
<th>Rankings</th>
</tr>
</thead>
</table>

**My Benchmark Industries tools:**
- Import from Industry
- Add Industry
- Delete Industry
- Edit Industry
- Copy Company to Industry
- Add Company Data

**Sum/Average Currency**
- Sum
- Thousands (PLN)
- Annually
- 5 Selected

**Period**

<table>
<thead>
<tr>
<th>YEAR</th>
<th>2014</th>
<th>2013</th>
<th>2012</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Companies in Industry</td>
<td>10142</td>
<td>16958</td>
<td>16679</td>
<td>10069</td>
<td>16447</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SIZE</th>
<th>2014</th>
<th>2013</th>
<th>2012</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>1,141,448,554</td>
<td>1,120,597,834</td>
<td>1,034,647,558</td>
<td>956,703,308</td>
<td>897,433,772</td>
</tr>
<tr>
<td>Assets</td>
<td>867,935,532</td>
<td>816,932,354</td>
<td>725,826,352</td>
<td>690,601,262</td>
<td>683,037,285</td>
</tr>
<tr>
<td>Profit</td>
<td>37,140,234</td>
<td>44,916,589</td>
<td>38,442,605</td>
<td>44,519,495</td>
<td>41,798,525</td>
</tr>
<tr>
<td>Total Shareholders' Equity</td>
<td>433,015,805</td>
<td>420,117,840</td>
<td>361,363,788</td>
<td>333,163,713</td>
<td>335,560,673</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>GROWTH</th>
<th>2014</th>
<th>2013</th>
<th>2012</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales Growth Rate %</td>
<td>1.86%</td>
<td>8.31%</td>
<td>8.15%</td>
<td>6.60%</td>
<td>7.33%</td>
</tr>
<tr>
<td>Inc. / Dec. in Assets</td>
<td>6.24%</td>
<td>12.55%</td>
<td>5.10%</td>
<td>1.11%</td>
<td>5.20%</td>
</tr>
<tr>
<td>Inc. / Dec. in Net Income</td>
<td>-17.31%</td>
<td>16.64%</td>
<td>-13.65%</td>
<td>6.51%</td>
<td>47.48%</td>
</tr>
<tr>
<td>Increase (Decrease) in Equity</td>
<td>3.28%</td>
<td>16.26%</td>
<td>8.46%</td>
<td>-0.71%</td>
<td>7.18%</td>
</tr>
</tbody>
</table>
5. COMPANY ANALYSIS

I. QUICK SCREENER
II. FINANCIALS + SIMILAR COMPANIES
III. CREDIT ANALYTICS
I. COMPANY ANALYSIS: QUICK SCREENER

- Company profiles within a specific country/region and industry
- Sort by: operational status, city, listed/unlisted, total assets, revenue, etc. (more filters available in Advanced Screener tool)
- Exportable to Excel (“Search” at the bottom of the page to retrieve results and download)
I. COMPANY ANALYSIS: QUICK SCREENER CONT.
II. COMPANY ANALYSIS: FINANCIALS + SIMILAR COMPANIES

- **Financials:**
  - Income Statement, Balance Sheet, Cash Flows, Ratios, Multiples
  - Local (country’s standards) or **global standard** (EMIS’ standardised template → enables to compare financials across geographies)
  - Choose currency, individual/consolidated financials, etc.

- **Similar companies** = compare financials amongst competitors

- Exportable to Excel

- Access through company profile
## II. COMPANY ANALYSIS: FINANCIALS

### Tata Motors Ltd. (India)

#### Company profile

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income Statement</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total assets</td>
<td>273,754.36</td>
<td>269,297.60</td>
<td>238,657.99</td>
<td>219,996.32</td>
<td>170,026.45</td>
</tr>
<tr>
<td>Non-current assets</td>
<td>154,438.18</td>
<td>156,879.71</td>
<td>135,189.52</td>
<td>115,387.98</td>
<td>87,072.63</td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>69,694.56</td>
<td>63,107.34</td>
<td>52,326.21</td>
<td>40,694.29</td>
<td>32,385.76</td>
</tr>
<tr>
<td>Construction in progress</td>
<td>33,689.84</td>
<td>27,260.44</td>
<td>29,640.09</td>
<td>33,262.56</td>
<td>18,417.70</td>
</tr>
<tr>
<td>Intangible assets and goodwill</td>
<td>36,349.52</td>
<td>43,319.41</td>
<td>36,153.28</td>
<td>28,397.36</td>
<td>22,782.52</td>
</tr>
<tr>
<td>Long-term financial assets</td>
<td>20,337.92</td>
<td>20,466.09</td>
<td>15,336.74</td>
<td>10,886.60</td>
<td></td>
</tr>
</tbody>
</table>

- **Balance Sheet**
II. COMPANY ANALYSIS: SIMILAR COMPANIES

<table>
<thead>
<tr>
<th>Company</th>
<th>Total Operating Revenue</th>
<th>Total Operating Revenue Trend (%)</th>
<th>Return on Sales (ROS) (%)</th>
<th>Net Profit (Loss) for the Period</th>
<th>Total Assets</th>
<th>Total Equity</th>
<th>Statement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tata Motors Ltd. (India)</td>
<td>275,247</td>
<td>-2.00</td>
<td>-1.87</td>
<td>4,949</td>
<td>273,754</td>
<td>58,062</td>
<td>Cons., 2017</td>
</tr>
<tr>
<td>Mahindra &amp; Mahindra Ltd.</td>
<td>89,713</td>
<td>7.64</td>
<td>12.18</td>
<td>2,704</td>
<td>114,626</td>
<td>29,738</td>
<td>Cons., 2017</td>
</tr>
<tr>
<td>Maruti Suzuki India Ltd.</td>
<td>79,606</td>
<td>16.75</td>
<td>14.74</td>
<td>7,362</td>
<td>51,961</td>
<td>37,075</td>
<td>Cons., 2017</td>
</tr>
<tr>
<td>Hyundai Motor India Ltd.</td>
<td>96,477</td>
<td>22.58</td>
<td>3.58</td>
<td>1,251</td>
<td>13,646</td>
<td>7,057</td>
<td>Indiv., 2016</td>
</tr>
<tr>
<td>Ashok Leyland Ltd.</td>
<td>24,199</td>
<td>10.77</td>
<td>7.42</td>
<td>1,607</td>
<td>26,428</td>
<td>6,393</td>
<td>Cons., 2017</td>
</tr>
<tr>
<td>TVS Motor Company Ltd.</td>
<td>13,739</td>
<td>8.03</td>
<td>6.11</td>
<td>509</td>
<td>6,128</td>
<td>2,216</td>
<td>Cons., 2017</td>
</tr>
<tr>
<td>Mahindra Vehicle Manufacturers Limited</td>
<td>9,221</td>
<td>48.87</td>
<td>3.06</td>
<td>279</td>
<td>8,297</td>
<td>3,900</td>
<td>Indiv., 2016</td>
</tr>
<tr>
<td>Volkswagen India Private Limited</td>
<td>8,652</td>
<td>15.13</td>
<td>0.15</td>
<td>8</td>
<td>6,248</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
III. COMPANY ANALYSIS: CREDIT ANALYTICS

- **Financial Score** = company rating + performance based on internal financial strength and the result of industry benchmarking
- **Benchmark Score** = company rating + performance against its peers/industry
- **EMIS Trend Score** = internal financial strength of the entity
- **Credit Quota** = maximum credit exposure recommendation
III. COMPANY ANALYSIS: CREDIT ANALYTICS CONT.

Tata Motors Ltd. (India)

EMIS Benchmark Score

A - Very Low Risk

82.89

This company is scored higher than 82.89% of companies in the industry, which equates to A - Very Low Risk on the Business Scale.
6. DEALWATCH

I. DEAL DATABASE

II. DEALMONITOR
I. DEALWATCH: DEAL DATABASE + DEALMONITOR

- Deal Database = Historical M&A data
- Deal Monitor = Rumoured M&A/ECM deals
- M&A/ECM deals from $1 million
- Click on “Deal ID” to view more information on the deal
I. DEALWATCH: DEAL DATABASE

DealWatch - Deal Database

Keyword: 

Search by:
- Target
- Buyer
- Adviser
- Deal ID
- Broker
- Seller
- ALL

Market Selection:
- M&A
- ECM

Industries:
- Target’s Industry (Level of Detail): 1 2 3 4 5 6

Show results in:
- EUR
- USD

Regions and Countries:
- 164 Selected

Company M&A/ECM

Deal Parameters M&A/ECM

Results Found: 124600 (including failed deals)

Deal ID | Date of Target | Country of Target | Target Company | Deal Type | Buyer | Country of Buyer | Seller | Country of Seller | Main Industries | Deal Value USD (mn) | Stake % | Comments
--------|---------------|-------------------|----------------|----------|-------|-----------------|-------|------------------|-----------------|---------------------|--------|------------------
124600  | October 31, 2016 | South Africa | Ma Baker group of companies | Acquisition | Rhodes Food Group Holdings Ltd | South Africa | Private investor(s) | Bread and Bakery Product Manufacturing | 15.20 (Official data) | 100.00 | South African food manufacturer
II. DEALWATCH: DEALMONITOR

DealWatch - DealMonitor

**Deal Parameters**
- Market Selection: M&A, ECM
- Side: Buy-side, Sell-side
- Show results in: EUR, USD
- Stake Size: ALL, Minority, Majority
- Deal Type: Select
- Deal Status: Select

**Date Range:**
- All
- Last 7 days
- Last 30 days
- Last 12 Months
- Range from: Start date to End Date
- Show only: New Intents, Updated Intents, Active Intents

**Investor Parameters**
- Investor type: ALL, Strategic, PE/VC
- Distressed Deals: ALL, Yes, No

**Results**
- Results Found: 17,329

<table>
<thead>
<tr>
<th>Deal Side</th>
<th>Intent Announcement</th>
<th>Target</th>
<th>Target Country</th>
<th>Target Industry</th>
<th>Deal Type</th>
<th>Investor Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>SELL</td>
<td>October 31</td>
<td>Edra Global Energy Bhd</td>
<td>Malaysia</td>
<td>Electric Power Generation, Transmission and Distribution (2211)</td>
<td>IPO</td>
<td>N/A</td>
</tr>
</tbody>
</table>
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