



# Moody's Financial Metrics™

Moody's Financial Metrics is an unparalleled fundamental financial data and analytics platform that offers complete transparency and insight into what drives Moody's Corporate ratings.

### Gain access to:

- » ADJUSTED FINANCIAL DATA AND RATIOS: Globally comparable financial data and ratios presented 'as-reported' by companies and 'as-adjusted' by Moody's analysts.
- » POWERFUL ANALYTICS AND REPORTS: Custom querying and reporting tools help you shed light on key credit issues and conduct meaningful peer comparisons.
- » SCORECARDS AND MODELS: Analytic models and scorecards provide insight into rating drivers and allow you to anticipate rating changes and run your own scenarios.

### Enhance your fundamental analysis through:

- » ACCURATE AND COMPARABLE DATA: High quality data and ratios adjusted by Moody's analysts and mapped to a standard chart of accounts for global comparability.
- » UNPRECEDENTED TRANSPARENCY: 'As-adjusted' financial data, adjustment details and interactive rating methodologies provide insight into Moody's rating process.
- » IMPROVED EFFICIENCY: Access to financial data, credit ratios and reporting tools saves you time.
- » DECISION SUPPORT: Flexible peer analysis and interactive models enable you to screen for rating outliers and benchmark and monitor holdings.

## HIGHLIGHTS:

Moody's Rating Methodology: Packaged Goods									
Select company		My Company - 1							
#N/A									
Current Rating	N/A								
Outlook	N/A								
Grid Indicated Rating	B1								
Gap	N/A								
Factor	Subfactor	Sub Factor Score	Indicated Rating	Numerical Equiv	Base Weight	Ovenweight	Final Weight	Score	
SCALE AND DIVERSIFICATION	Total Sales (USD Billion)	\$1.29	B	15	5.45%	1.6	5.9%	0.89	
	Geographic Diversification	Baa	Baa	9	5.45%	1.15	4.3%	0.38	
	Segmental Diversification	Baa	Baa	9	5.45%	1.15	4.3%	0.38	
FRANCHISE STRENGTH AND GROWTH POTENTIAL	Market Share	Ba	Ba	12	5.45%	1.3	4.8%	0.58	
	Organic Revenue Growth	Caa	Caa	18	5.45%	2	7.4%	1.33	
	Qualitative Assessment of Portfolio	Ba	Ba	12	5.45%	1.3	4.8%	0.58	
DISTRIBUTION AND PRICING POWER	Customer Exposure	A	A	6	5.45%	1	3.7%	0.22	
COST EFFICIENCY AND PROFITABILITY	Qualitative Assessment	Ba	Ba	12	5.45%	1.3	4.8%	0.58	
	EBITDA Margin	9.2%	Ba	12	5.45%	1.3	4.8%	0.58	
	EBITDA / Avg Assets	10.2%	Ba	12	5.45%	1.3	4.8%	0.58	
FINANCIAL STRATEGY AND CREDIT METRICS	Financial Strategy	Baa	Baa	9	5.45%	1.15	4.3%	0.38	
	FFO / Net Debt	5.4%	Caa	18	8.00%	2	10.9%	1.95	
	Debt / EBITDA	6.50x	B	15	8.00%	1.6	8.7%	1.30	
	ROE / Net Debt	6.8%	Caa	18	8.00%	2	10.9%	1.95	
	EBITDA / Interest Expense	1.53x	B	15	8.00%	1.6	8.7%	1.30	
	FCF / Debt	7.2%	Ba	12	8.00%	1.3	7.1%	0.85	
				<b>B1</b>		100%	100%	<b>13.84</b>	

Industry Rating Methodology Scorecards allow you to generate indicative ratings and anticipate and understand rating drivers.

Peer Comparison Report						OUTLIERS	
						Better:	
						Worse:	
Company	Rating	Industry	Debt / EBITDA	ROF / Debt	FCF / Debt	Debt / Book Capitalization	EBITDA / Average Assets
Cisco Systems, Inc.	A1-SU	Communications Equipment	0.13x	680.90%	640.11%	3.99%	19.06%
ConocoPhillips	A1-SU	Energy, Oil & Gas - Integrated	0.67x	80.08%	26.81%	23.94%	24.05%
Eli Lilly and Company	A1-SU	Pharmaceutical	1.67x	27.68%	12.62%	48.37%	17.81%
Honda Motor Co., Ltd.	A1-IS	Auto Manufacturer	0.13x	534.30%	50.87%	2.84%	11.06%
Illinois Tool Works Inc.	A1-SU	Manufacturing	0.74x	80.86%	60.96%	21.54%	20.09%
Intel Corporation	(PJ)A1-SHF	Semiconductors	0.22x	327.29%	204.72%	8.47%	22.68%
International Business Machines Corp	A1-SU	Technology Hardware	0.65x	119.55%	67.03%	39.16%	19.54%
Low's Companies, Inc.	A1-SU	Retail	1.05x	60.96%	3.64%	29.92%	19.01%
Madison Gas and Electric Company	A1-SU	Regulated Electric and Gas Utilities	3.77x	13.11%	-24.76%	48.55%	7.43%
Medtronic, Inc.	A1-SU	Medical Products & Devices	2.01x	39.23%	29.98%	47.35%	20.49%
Mitsubishi Electric Corporation	A1-SU	Manufacturing	4.21x	17.64%	10.49%	60.97%	5.53%
NIKE, Inc.	A1-SU	Apparel	0.85x	69.06%	44.53%	24.50%	20.10%
NSTAR Electric Company	A1-SU	Regulated Electric and Gas Utilities	3.13x	18.94%	8.35%	43.87%	7.32%
PACCAR Financial Corporation	A1-SU	Captive Finance Companies	18.61x	3.08%	-0.78%	78.02%	2.74%
PACCAR Inc	A1-SU	Heavy Manufacturing	0.18x	298.50%	227.89%	13.39%	28.94%

Peer comparison reports enable you to quickly analyze the performance of peer companies.

# Moody's Financial Metrics™

**SERVICE FEATURES:** *Overview of the features included in Moody's Financial Metrics.*

FINANCIAL AND CREDIT RATIOS	
'As-Reported' Financial Data	Access financial data 'as reported' in company financial statements and mapped to a Moody's chart of accounts for global comparability.
'As-Adjusted' Financial Data	Drill-down into an issuer's financial health using financial statement data adjusted by Moody's analysts to reflect the underlying economics of the entity.
Adjustment Details	Gain unprecedented transparency through our adjustment details.
Credit Ratios	Measure financial performance with over 80 ratios on every company.
ANALYTICS AND REPORTS	
Rating Committee Package	Access the financial information used by our analysts as part of the process to assign ratings.
Key Indicator / Walkforward Report	Understand the details of the adjustments made by Moody's analysts to all three financial statements, including the calculation of 'as-adjusted' financial data and key credit ratios.
Moody's Outlier Report	Identify outliers across globally comparable ratios for groups of entities.
Custom Report Builder	Develop, save, re-use and share your own reports using custom reporting functionality; conduct peer analysis, compare key performance metrics, identify outliers and view industry medians.
SCORECARDS AND MODELS	
Industry Rating Methodology Scorecards	Generate indicative ratings, anticipate and understand rating drivers and run scenarios for a variety of situations.
Projection Tool and Pro-Forma Models	Model various scenarios for individual company projections and merger/acquisition pro-forma estimates.

## Coverage

Over 3,500 non-financial companies globally, both rated and unrated, including 2,200 in the Americas, 800 in Asia-Pacific and 500 in EMEA. Data includes up to seven years' history of annual, semi-annual and quarterly data.

## Delivery Options

**WEBSITE:** Access to the complete set of Moody's Financial Metrics data and analytic tools at [www.MoodysFM.com](http://www.MoodysFM.com).

**DATA FEED:** Access to raw financials and credit ratios via an FTP platform that can be fully integrated into proprietary applications.

## Service Support

**ANALYST ACCESS:** Access to our global team of credit experts gives you real-time answers to your most critical questions.

**TRAINING SPECIALISTS:** Our team of training specialists helps you gain the most from your Moody's subscription.

**CLIENT SERVICES DESK:** Our customer service team is available 24 by 5 to give you the answers you need.

**ACCOUNT MANAGERS:** Dedicated relationship management teams provide support at each level of your organizations.

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