

Commercial Banking Credit Analysis



OneSource

Insight and Advantage in Credit Analysis

Information Solutions for Credit Analysts

OneSource provides a single interface to all the critical data analysts need for accurate risk assessment.

By combining many reports into one document, the OneSource OneStop Report tool eliminates time-consuming searches of multiple information sources.

OneSource delivers a continuous stream of current industry data from the most trusted information sources. OneSource provides easy access to hard-to-come-by information on 260,000 private companies.

Comprehensive business information covering over 1.7 million public and private companies; 6 million executives; more than 350,000 industry and company reports; and 2,500 newsfeeds.

When it comes to credit analysis, the stakes are higher than ever. The weakened economy has impacted the credit quality of many corporations and bold deal-making has been replaced by renewed conservatism. To avoid unexpected losses, commercial banks must work harder than ever to scrutinize the financial health of prospective clients. Whether you're targeting large global corporations or mid-market private companies, only one solution delivers the insight needed to overcome the challenges and gain competitive advantage: OneSource Business Browser.

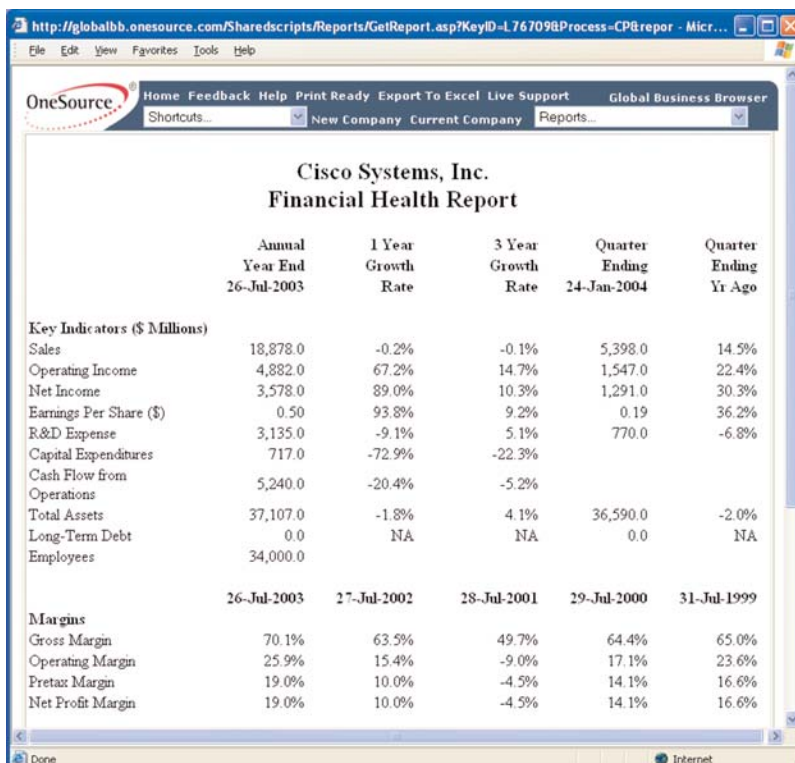
Complete Industry and Company Information

OneSource offers client and business intelligence solutions that help Credit Analysts and Underwriters more accurately assess business risk. The OneSource product delivers a continuous stream of quantitative and qualitative information needed to evaluate credit quality and potential exposures. It integrates valuable information on over 1.7 million private and public companies—including industry and company

profiles, executive biographies, and the latest news and trade journal articles—into any enterprise application. And it allows Credit Analysts to access, interpret, and act upon current data faster than ever.

Make Confident Credit Decisions

Bad credit decisions are often the result of insufficient data. Critical time is lost as Credit Analysts search multiple sources for company profiles, financial statements, and market assessments. Readily-available industry data is often out of date. And information on private company significant events, such as



The screenshot shows a web browser window displaying a financial report for Cisco Systems, Inc. The report is titled "Cisco Systems, Inc. Financial Health Report" and is presented in a table format. The table includes key indicators such as Sales, Operating Income, Net Income, Earnings Per Share, R&D Expense, Capital Expenditures, Cash Flow from Operations, Total Assets, Long-Term Debt, and Employees. It also includes a section for Margins (Gross, Operating, Pretax, and Net Profit) with data for various time periods.

	Annual Year End 26-Jul-2003	1 Year Growth Rate	3 Year Growth Rate	Quarter Ending 24-Jan-2004	Quarter Ending Yr Ago
Key Indicators (\$ Millions)					
Sales	18,878.0	-0.2%	-0.1%	5,398.0	14.5%
Operating Income	4,882.0	67.2%	14.7%	1,547.0	22.4%
Net Income	3,578.0	89.0%	10.3%	1,291.0	30.3%
Earnings Per Share (\$)	0.50	93.8%	9.2%	0.19	36.2%
R&D Expense	3,135.0	-9.1%	5.1%	770.0	-6.8%
Capital Expenditures	717.0	-72.9%	-22.3%		
Cash Flow from Operations	5,240.0	-20.4%	-5.2%		
Total Assets	37,107.0	-1.8%	4.1%	36,590.0	-2.0%
Long-Term Debt	0.0	NA	NA	0.0	NA
Employees	34,000.0				
Margins					
Gross Margin	70.1%	63.5%	49.7%	64.4%	65.0%
Operating Margin	25.9%	15.4%	-9.0%	17.1%	23.6%
Pretax Margin	19.0%	10.0%	-4.5%	14.1%	16.6%
Net Profit Margin	19.0%	10.0%	-4.5%	14.1%	16.6%

Quickly capture the financial health of an organization with reports that deliver exactly the information you need - accurately, concisely and clearly.

lawsuits and failed mergers, is difficult to come by. OneSource helps Credit Analysts overcome assessment challenges by providing instant access to an integrated set of public company content including financial statements, company and industry news, market information, and topical articles. Relying on the most trusted sources of information, Analysts can make confident decisions in the best interest of their businesses.

Assess Risk with Greater Precision

Using OneSource, Credit Analysts quickly pull together comparable models and print or export financial statements. OneSource Business Browser also provides rich qualitative information on hard-to-find private companies, allowing Credit Analysts to analyze comparable companies and support financial analysis with detailed company and industry data.

Analysis Package Functions

OneSource also offers an Analysis Package which makes it easier to perform fast financial analysis and corporate research via a single lookup. It provides a complete set of functions and reports, including working capital, debt structure, receivables turnover, profit margin trends, annual ratios, stock price history, company chartbooks, and valuation tearsheets, all of which can be viewed in Business Browser or downloaded to Excel.

Monitor Potential Exposure

OneSource Business Browser makes it easier to monitor client accounts and industry developments that could impact a company's credit quality or overall exposure. Pre-defined reports integrate information from multiple sources to provide a complete corporate picture.

The OneSource Advantage

OneSource combines and organizes content from over 2,500 information sources supplied by more than 35 world-class content providers, creating an unequalled resource for corporate families, industries, executives, financials, news, analyst reports, and trade and business press articles.

Using our industry-leading Global Business TaxonomySM framework, which uniquely combines "facts and figures" (structured data) with news and articles (unstructured data), OneSource links in-depth information on over 1.7 million companies worldwide resulting in the most extensive company-linked repository of business information in the world.

Alert and Watchlist features provide current news, articles, and analyst reports on loan accounts. And quarterly updates on earnings statements and balance sheet data help you monitor financials.

By relying on this steady stream of information, Credit Analysts can also prepare for annual or interim reviews more efficiently, minimizing the effort required to maintain existing accounts.

Cisco Systems, Inc. Ratio Comparisons Report - Microsoft Internet Explorer

Home Feedback Help Print Ready Export To Excel Live Support Global Business Browser

Shortcuts... New Company Current Company Reports...

Cisco Systems, Inc.

170 West Tasman Drive
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Ticker: CSCO
Exchange: NASD
Sector: Technology
Industry: Communications Equipment

RATIO COMPARISON (As of 03/12/2004)

Valuation Ratios	Company	Industry	Sector	S&P 500
P/E Ratio (TTM)	37.86	42.51	35.04	24.35
P/E High - Last 5 Yrs.	236.05	55.74	64.19	47.53
P/E Low - Last 5 Yrs.	30.76	28.25	19.53	16.31
Beta	2.18	2.26	1.92	1.00
Price to Sales (TTM)	8.32	7.17	5.32	3.46
Price to Book (MRQ)	5.76	5.38	4.96	4.41
Price to Tangible Book (MRQ)	6.89	6.27	6.71	7.72
Price to Cash Flow (TTM)	27.73	36.01	25.87	18.01
Price to Free Cash Flow (TTM)	35.21	35.10	29.11	30.22
% Owned Institutions	61.34	49.07	48.17	64.20

Dividends	Company	Industry	Sector	S&P 500
Dividend Yield	NA	0.75	0.73	2.08
Dividend Yield - 5 Year Avg.	0.00	0.17	0.26	1.47
Dividend 5 Year Growth Rate	NM	-39.30	1.27	5.63
Payout Ratio (TTM)	0.00	8.31	9.27	26.50

Growth Rates(%)	Company	Industry	Sector	S&P 500
Sales (MRQ) vs Qtr 1 Yr. Ago	14.53	13.69	18.59	13.30
Sales (TTM) vs TTM 1 Yr. Ago	3.18	5.30	11.61	11.82
Sales - 5 Yr. Growth Rate	17.33	15.81	14.71	9.13
EPS (MRQ) vs Qtr 1 Yr. Ago	33.82	54.97	34.72	27.23
EPS (TTM) vs TTM 1 Yr. Ago	44.79	55.22	41.58	21.49
EPS - 5 Yr. Growth Rate	19.87	19.11	12.92	11.25
Capital Spending - 5 Yr. Growth Rate	10.82	-8.20	-2.96	-2.96

Analysts can evaluate companies alongside industry, sector and S&P 500 peers in the Ratio Comparisons report.



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