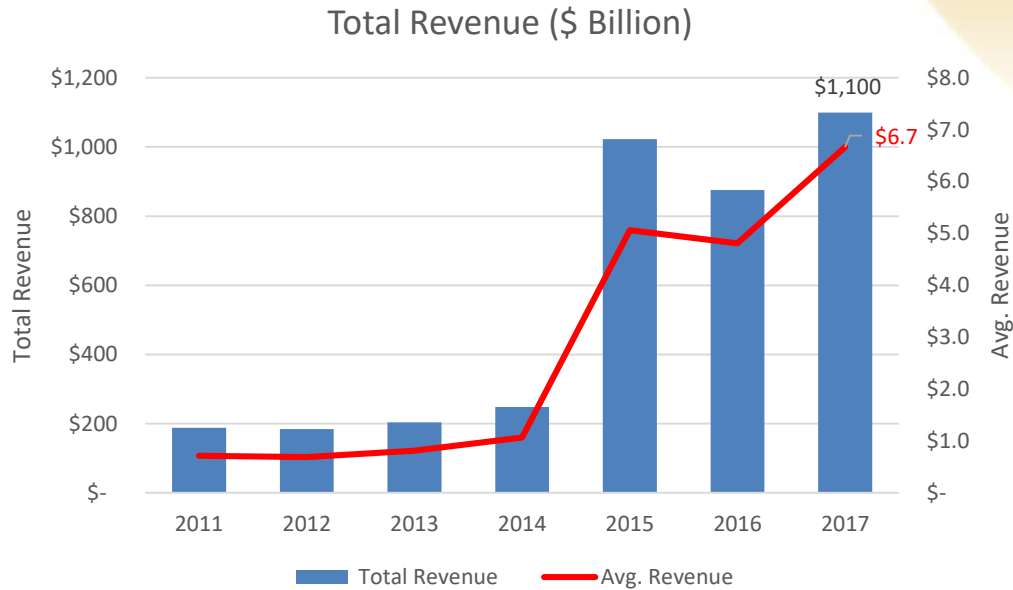


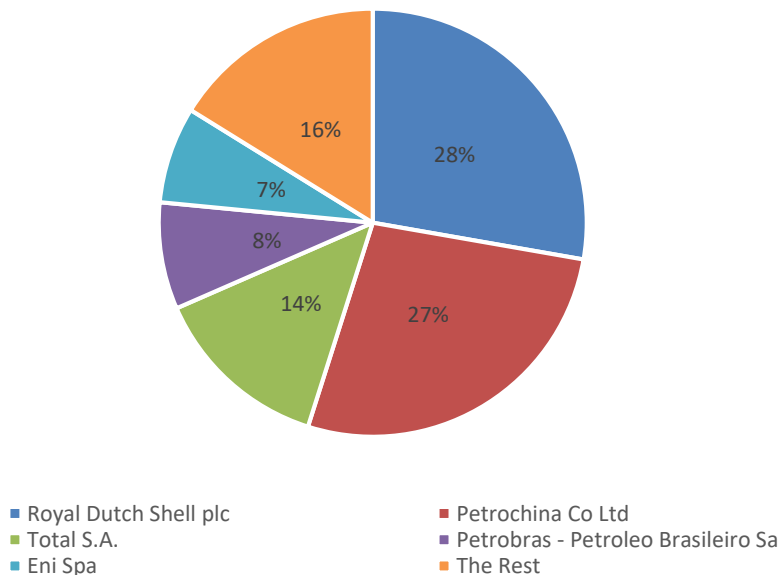


## Crude Oil, Petroleum, and Natural Gas Summary



Crude Petroleum & Natural Gas **Total Revenue** up by 486%.  
**Average Revenue** up 834%.<sup>1</sup> **Total Revenue** up 26% YoY.<sup>2</sup>

Percent of Total Revenue from Top 5 Firms (2017)



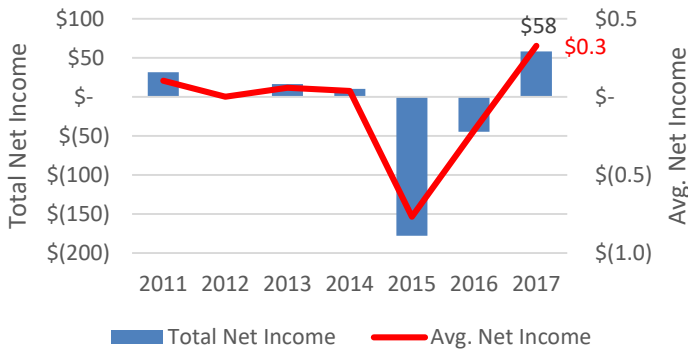
1. Numbers will be greater from 2015 onwards because IFRS firms only recently became formatted in XBRL.  
 2. Percent changes are calculated cumulatively over seven years (2011-2017) and also over the most recent one year period respectively. YoY represents Year-over-Year % changes.

\*\*Note that the metric averages are for firms that have a reported value.\*\*



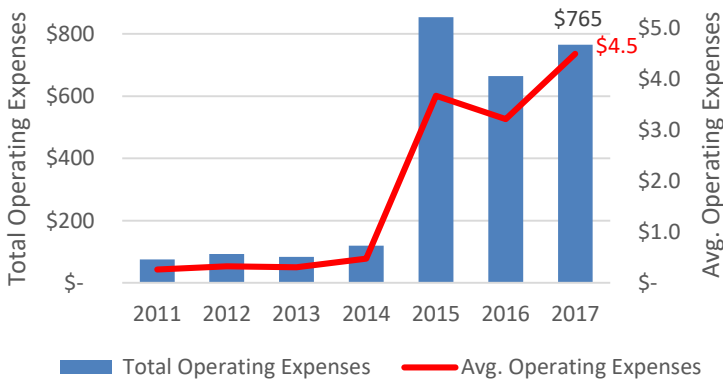
### Crude Oil, Petroleum, and Natural Gas Summary

Total Net Income (\$ Billion)



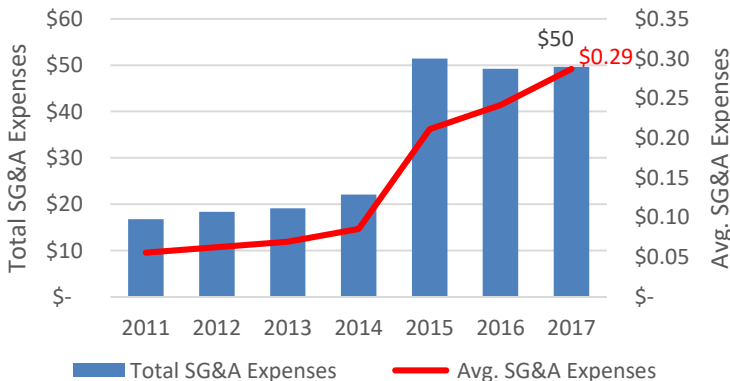
Crude Petroleum & Natural Gas **Total Net Income** up by 85%. **Average Net Income** up 216%.<sup>1</sup> **Total Net Income** up by 230% YoY.<sup>2</sup>

Operating Expenses (\$ Billion)



Crude Petroleum & Natural Gas **Total Operating Expenses** up by 906%. **Average Operating Expenses** up by 1599%.<sup>1</sup> **Total Operating Expenses** up 17% YoY.<sup>2</sup>

SG&A Expenses (\$ Billion)



Crude Petroleum & Natural Gas **Total SG&A Expenses** up by 196%. **Average SG&A Expense** up by 414%.<sup>1</sup> **Total SG&A Expenses** up 1% YoY.<sup>2</sup>

1. Numbers will be greater from 2015 onwards because IFRS firms only recently became formatted in XBRL.

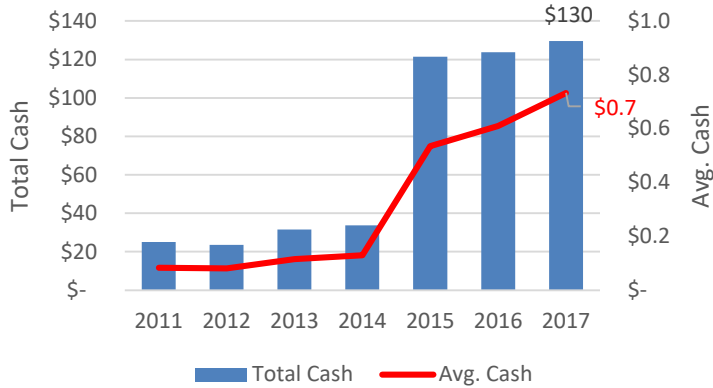
2. Percent changes are calculated cumulatively over seven years (2011-2017) and also over the most recent one year period respectively. YoY represents Year-over-Year % changes.

\*\*Note that the metric averages are for firms that have a reported value.\*\*



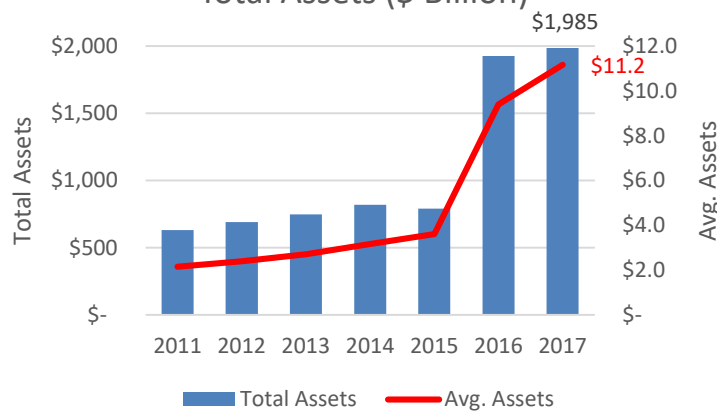
### Crude Oil, Petroleum, and Natural Gas Summary

Total Cash (\$ Billion)



Crude Petroleum & Natural Gas **Total Cash** up by 419%. **Average Cash** up 774%.<sup>1</sup> **Total Cash** up 5% YoY.<sup>2</sup>

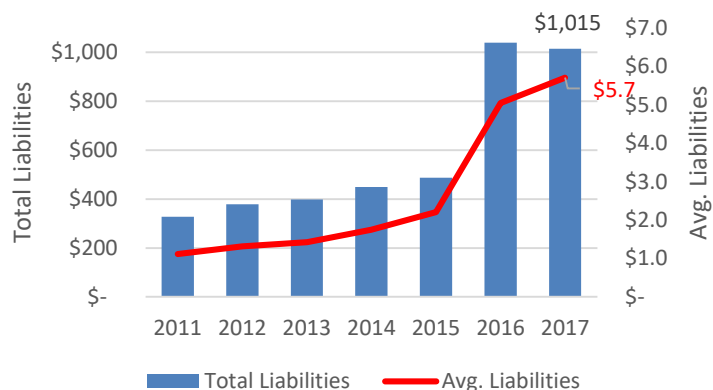
Total Assets (\$ Billion)



Crude Petroleum & Natural Gas **Total Assets** up by 214%. **Average Assets** up 418%.<sup>1</sup> **Total Assets** up 3% YoY.<sup>2</sup>

Note: Balance sheet items only go back 2 years for IFRS filings, so the 2016 & 2017 assets will be greater than the assets from 2011-2015.

Total Liabilities (\$ Billion)



Crude Petroleum & Natural Gas **Total Liabilities** up by 210%. **Average Liabilities** up 412%.<sup>1</sup> **Total Liabilities** down 2% YoY.<sup>2</sup>

Note: Balance sheet items only go back 2 years for IFRS filings, so the 2016 & 2017 liabilities will be greater than the liabilities from 2011-2015.

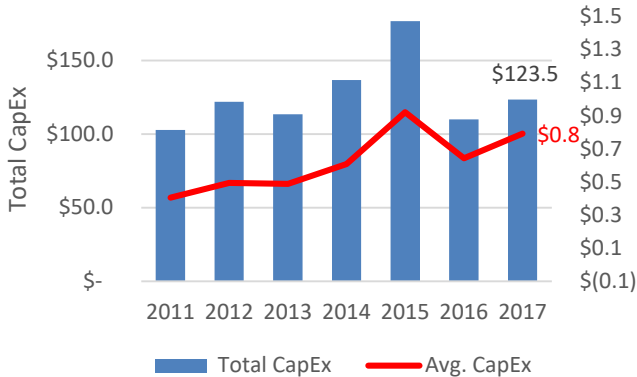
1. Numbers will be greater from 2015 onwards because IFRS firms only recently became formatted in XBRL.  
 2. Percent changes are calculated cumulatively over seven years (2011-2017) and also over the most recent one year period respectively. YoY represents Year-over-Year % changes.

\*\*Note that the metric averages are for firms that have a reported value.\*\*



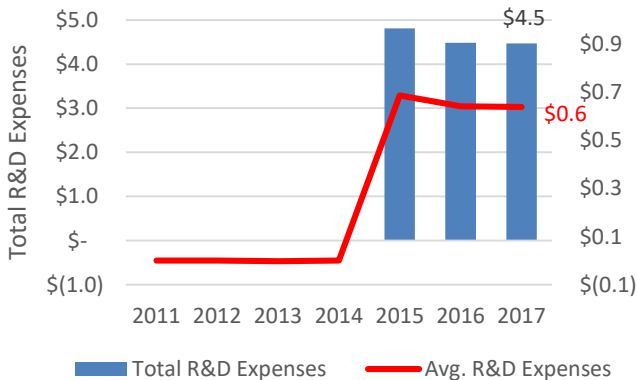
### Crude Oil, Petroleum, and Natural Gas Summary

Total CapEx (\$ Billion)



Crude Petroleum & Natural Gas **Total CapEx** up by 20%. **Average CapEx** up 96%.<sup>1</sup> **Total CapEx** up 12% YoY.<sup>2</sup>

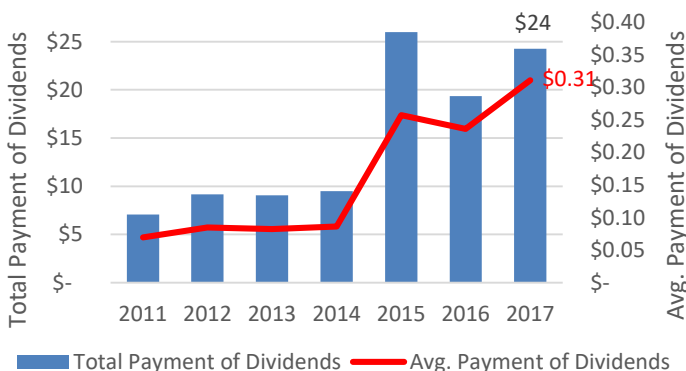
Total R&D Expenses (\$ Billion)



Crude Petroleum & Natural Gas **Total R&D Expenses** up by 875249%. **Average R&D Expenses** up 500097%.<sup>1</sup> **Total R&D Expenses** down 0.4% YoY.<sup>2</sup>

Note: 99.99951% of the companies with R&D expenses were filed with the IFRS, which demonstrates the significantly greater values from 2015 onwards.

Total Payment of Dividends (\$ Billion)



Crude Petroleum & Natural Gas **Total Payments Of Dividends** up by 242%. **Average Payment of Dividends** up 348%.<sup>1</sup> **Total Payments of Dividends** up 25% YoY.<sup>2</sup>

1. Numbers will be greater from 2015 onwards because IFRS firms only recently became formatted in XBRL.

2. Percent changes are calculated cumulatively over seven years (2011-2017) and also over the most recent one year period respectively. YoY represents Year-over-Year % changes.

\*\*Note that the metric averages are for firms that have a reported value.\*\*



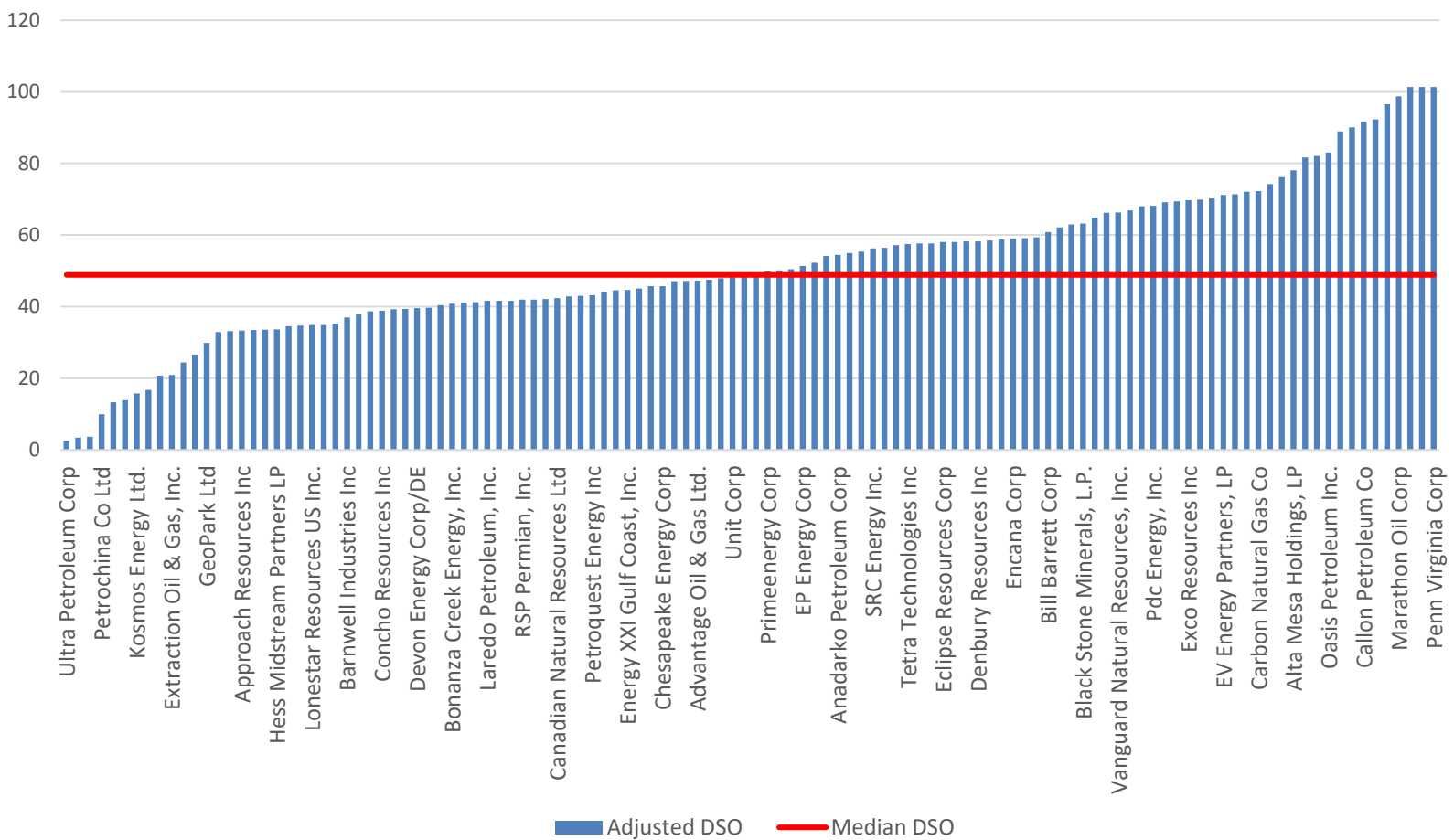
# CALCBENCH

Next Generation Financial Data Tools

## Crude Oil, Petroleum, and Natural Gas Summary

Days Sales Outstanding (DSO) is the average number of days it takes a company to collect payments after a sale. This measure can give a clearer picture of potential red flags regarding customer credit quality. In this graph below, we have several firms' DSO numbers for **2017** and the median for the group of firms.

Days Sales Outstanding (DSO)



Notes:

- \*Extreme values winsorized at 95th percentile (shown in the adjusted DSO)
- \*In prior years we included all firms with a Crude Oil, Petroleum, & Natural Gas SIC code, but this year - though we still have the data available - we chose to cut off all companies with revenue less than \$10,000,000 or if no Accounts Receivable were reported
- \*Median DSO is approximately 49 days
- \*This graph does not show every individual company. Please contact us if you want all of the companies' names.



# CALCBENCH

## Next Generation Financial Data Tools

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**ABOUT THIS REPORT:** This report was created using data analyzed via Calcbench's Premium Suite, an online interactive platform that helps finance leaders access and analyze financial data thoroughly and efficiently.

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or contact us at [us@calcbench.com](mailto:us@calcbench.com) or via [www.calcbench.com](http://www.calcbench.com)

The screenshot displays the Calcbench Premium Suite interface. On the left, there is a navigation menu with sections like 'Balance Sheet', 'Income Statement', and 'Cash Flow Statement'. The main area shows a list of companies with columns for 'Company', 'Revenue', and 'Operating Income'. A table of financial data is visible, including items like 'Cash and cash equivalents', 'Accounts receivable', and 'Total assets'. The interface includes search filters, a 'Query Footnotes' section, and a 'Business Calculations' section at the bottom right.

Company	Revenue	Operating Income
Walmart Inc. (WMT)	\$378,000,000	\$66,270,000
Costco Wholesale Corp. (COST)	\$109,877,000	\$19,850,000
Publix Super Markets Inc. (PUB)	\$623,912,000	\$143,000,000
Big Heart Pet Brands (BHEP)	\$3,919,400,000	\$364,500,000
Boston Beer Co. (BOS)	\$688,222,000	\$95,584,000
Brown-Forman (BF)	\$26,156,000	\$26,156,000
Champell Soup Co. (CS)	\$7,175,000,000	\$1,105,000,000
Castle Brands Inc. (CB)	\$45,442,994	(\$3,747,033)
Coca-Cola Co. (KO)	\$48,817,000,000	\$10,779,000,000
Constellation Brands Inc. (CST)	\$2,379,400,000	\$688,200,000
Craft Brew Alliance, Inc. (CBA)	\$105,287,000	\$5,136,000
Diageo Plc. (DGE)	\$711	\$90,000
Dr Pepper/Seven Up, Inc. (DPS)	\$5,995,000,000	\$1,114,000,000

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