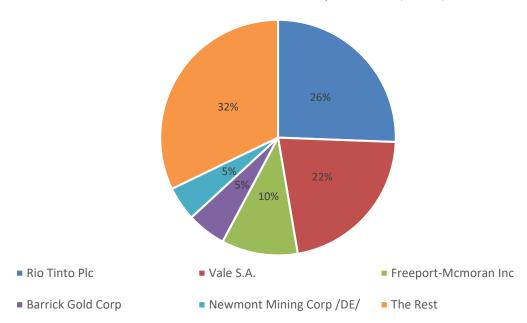


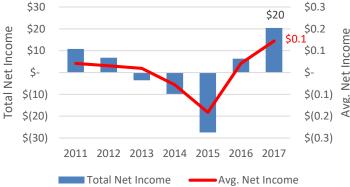
Metals and Mining Total Revenue up by 203%. Average Revenue up 318%. <sup>1</sup> Total Revenue up 14% YoY. <sup>2</sup>

Percent of Total Revenue from Top 5 Firms (2017)



- 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.

### Total Net Income (\$ Billion) \$0.3 \$20 \$0.2

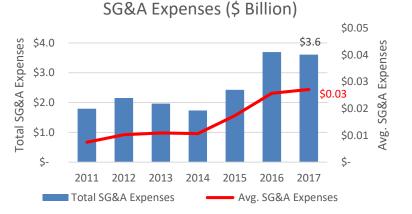


Metals and Mining Total Net Income up by 89%. Average Net Income up 246%. 1 Total Net Income up 220% YoY. 2

### Operating Expenses (\$ Billion)



Metals and Mining Total Operating Expenses up by 801%. Average Operating Expenses up by 1592%. 1 **Total Operating Expenses** up 2% YoY. <sup>2</sup>



Metals and Mining Total SG&A Expenses up by 101%. Average SG&A Expense up by 266%. 1 Total SG&A Expenses down 2% YoY. 2

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

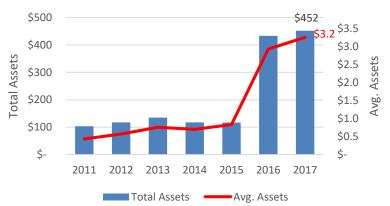
### Total Cash (\$ Billion)



Metals and Mining Total Cash up by 266%. Average Cash up 536%. <sup>1</sup> Total Cash up 17% YoY. <sup>2</sup>

Note: Cash is lower in 2015 because 4 large IFRS companies – RIO, ABX, TRQ, & KGC – do not have any reported cash.

### Total Assets (\$ Billion)



Metals and Mining Total Assets up by 338%. Average Assets up 646%. <sup>1</sup> Total Assets up 4% 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)



Metals and Mining Total Liabilities up by 394%. Average Liabilities up 743%. <sup>1</sup> Total Liabilities down 0.8% 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.

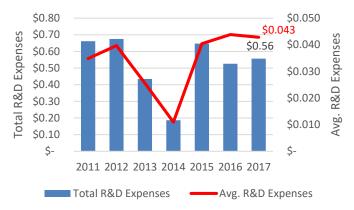
- Numbers will be greater from 2015 onwards because IFRS firms only recently became formatted in XBRL.
- Percent changes are calculated cumulatively over seven years (2011-2017) and also over the most recent one year period respectively. YoY represents Year-over-Year % changes.

<sup>\*\*</sup>Note that the metric averages are for firms that have a reported value.\*\*

#### Total CapEx (\$ Billion) \$30.0 \$0.35 \$0.30 \$25.0 \$21.3 \$0.25 otal CapEx \$20.0 \$0.20 \$15.0 \$0.15 \$10.0 \$0.10 \$5.0 \$0.05 \$-Total CapEx Avg. CapEx

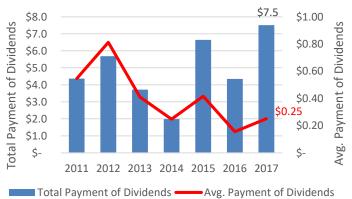
Metals and Mining Total CapEx up by 136%. Average CapEx up 277%. <sup>1</sup> Total CapEx up 6% YoY. <sup>2</sup>

### Total R&D Expenses (\$ Billion)



Metals and Mining Total R&D Expenses down by 16%. Average R&D Expenses up 23%. <sup>1</sup> Total R&D Expenses up 6% YoY. <sup>2</sup>

### Total Payment of Dividends (\$ Billion)

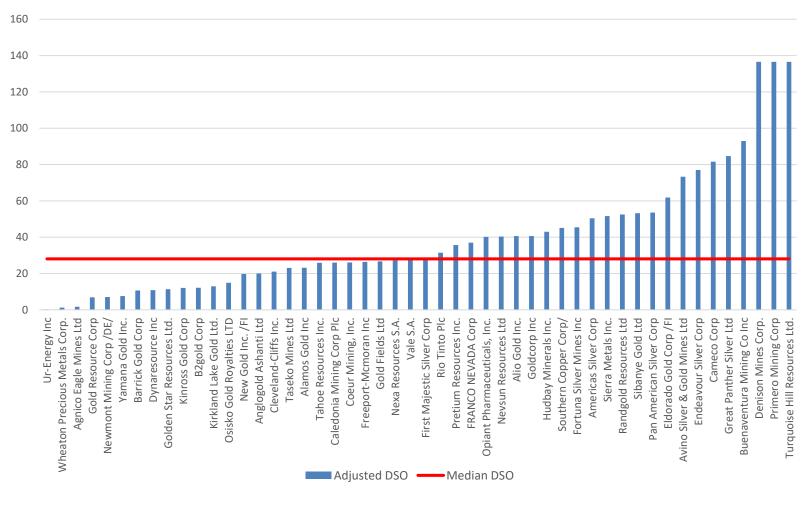


Metals and Mining Total Payments Of Dividends up by 72%. Average Payments of Dividends down 54%. <sup>1</sup> Total Payments of Dividends up 73% YoY. <sup>2</sup>

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

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:

<sup>\*</sup>Extreme values winsorized at 95th percentile (shown in the adjusted DSO)

<sup>\*</sup>In prior years we included all firms with a Metals & Mining 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

<sup>\*</sup>Median DSO is approximately 28 days



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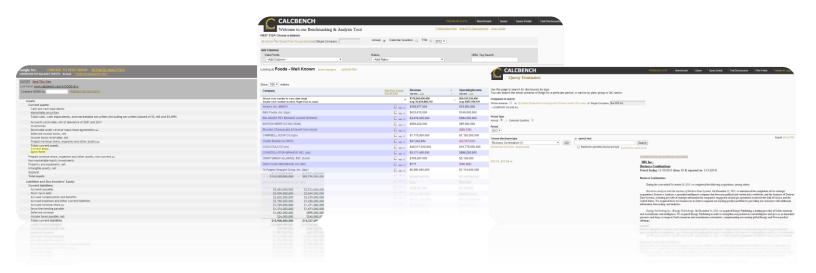
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