



# CALCBENCH

*Next Generation Financial Data Tools*

## Food and Beverage Industry Analysis

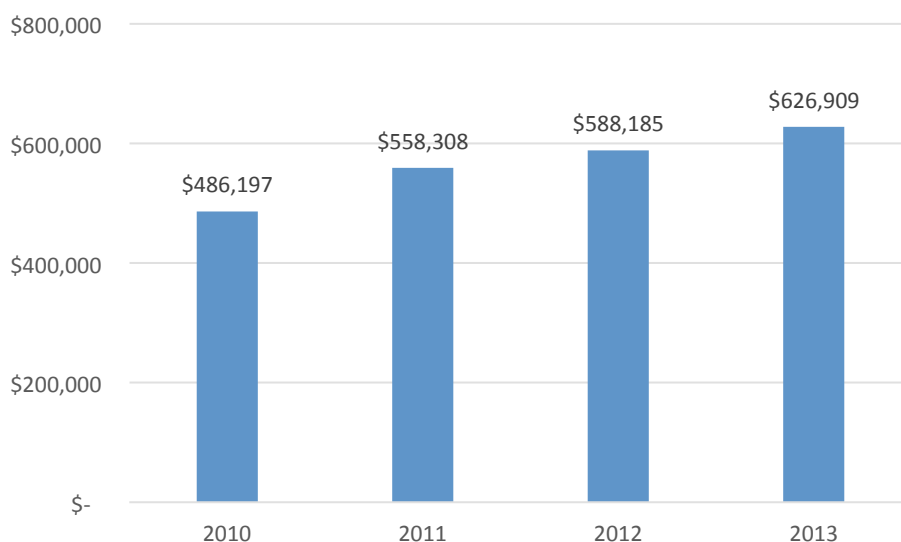
**Technology enables access to data in ways that were not possible prior.**

Calcbench is designed to help finance leaders collect and analyze hard-to-find competitor, customer, and supplier financial data in near real-time to help them make more informed decisions.

***What can our data tell you about your industry?***

Below is a chart that shows aggregated revenue for the past 4 years for the Food and Beverage sector.<sup>1</sup>

### Annual Revenue (\$ Millions)



**1. Peer Group of 97 firms comprised of SIC Groups between 2000 and 2100**

Please note all annual data is based on Calendar Year 2013, NOT Fiscal Year. FY 2013 provided upon request.

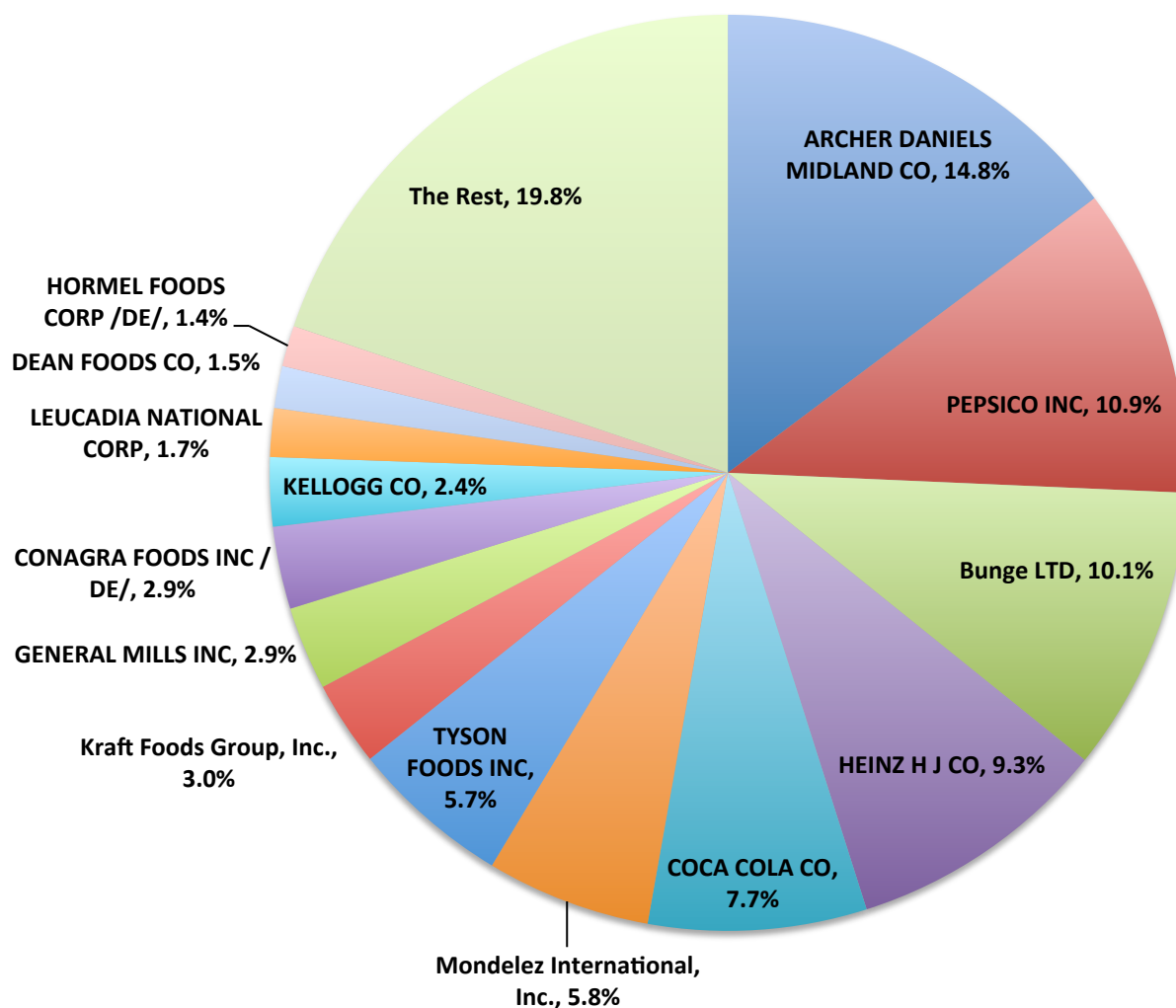


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**15 companies control more than 80% of the market.**

## 2013 Revenue



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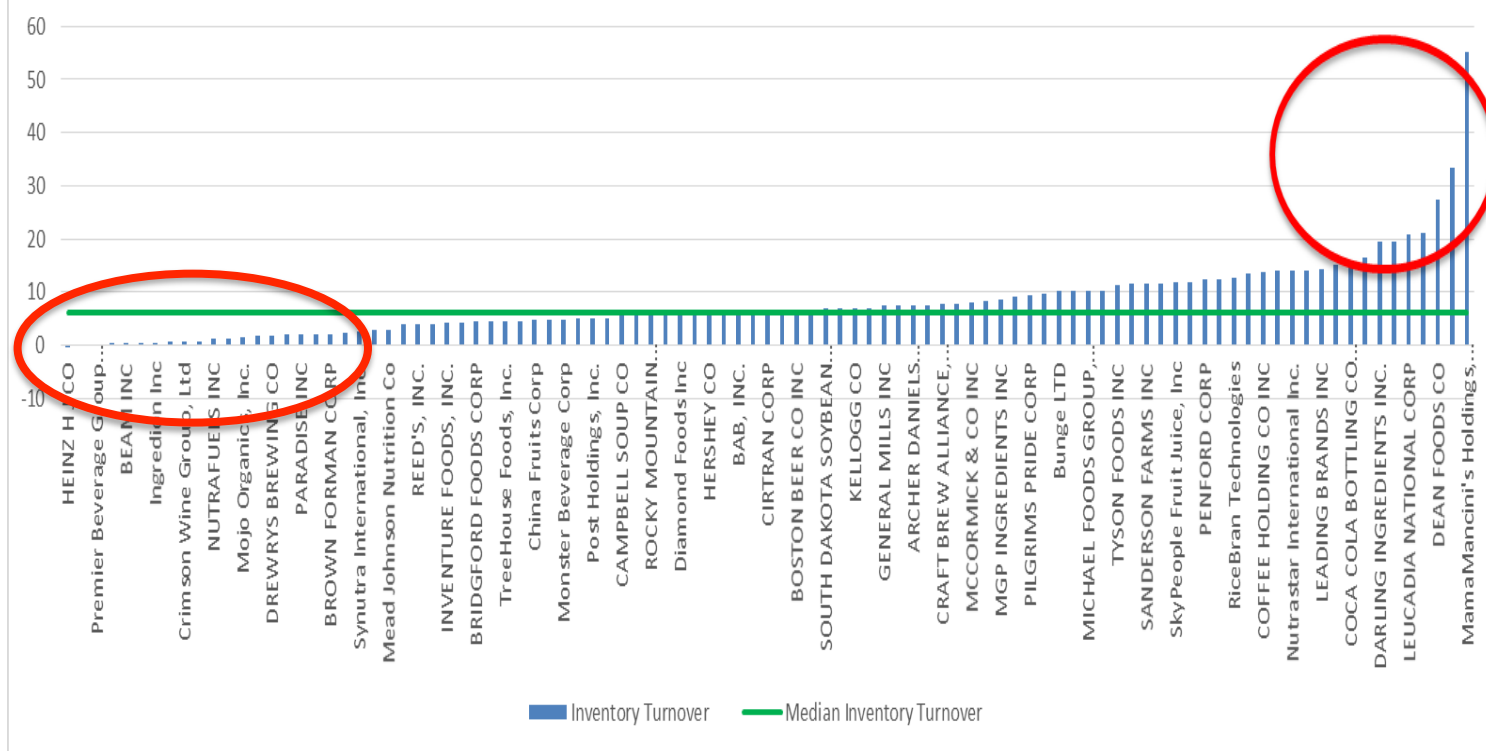


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Inventory and specifically *Inventory Turnover* can serve as a predictor of management's view of the future for the firm. The median inventory turnover (green line) was 6.1x but some firms turned over at much higher rates than that. If a firm had Turnover significantly greater than the median we flagged it for further analysis (red circle). Also worthy of a look would be the left tail, where inventory turnover was significantly lower than the peer group.

2013 Inventory Turnover By Firm



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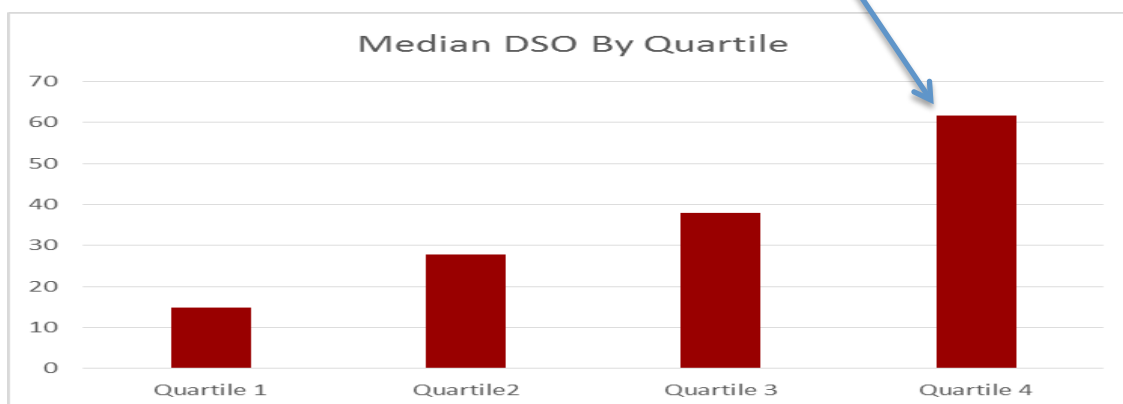
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## A DEEPER DIVE?

Days Sales Outstanding (DSO) can give a clearer picture of the customer landscape with respect to potential red flags regarding customer credit quality. Calcbench's toolkit allows DSO to be calculated across the peer group in seconds. The median DSO for the peer group is **33** days. One may want to dig a little deeper into the outlier DSO that are depicted via the red circle



As you see, the chart on the bottom shows the DSO for the firms in our sample, by quartiles. Notice the median in the high group is over **60**.



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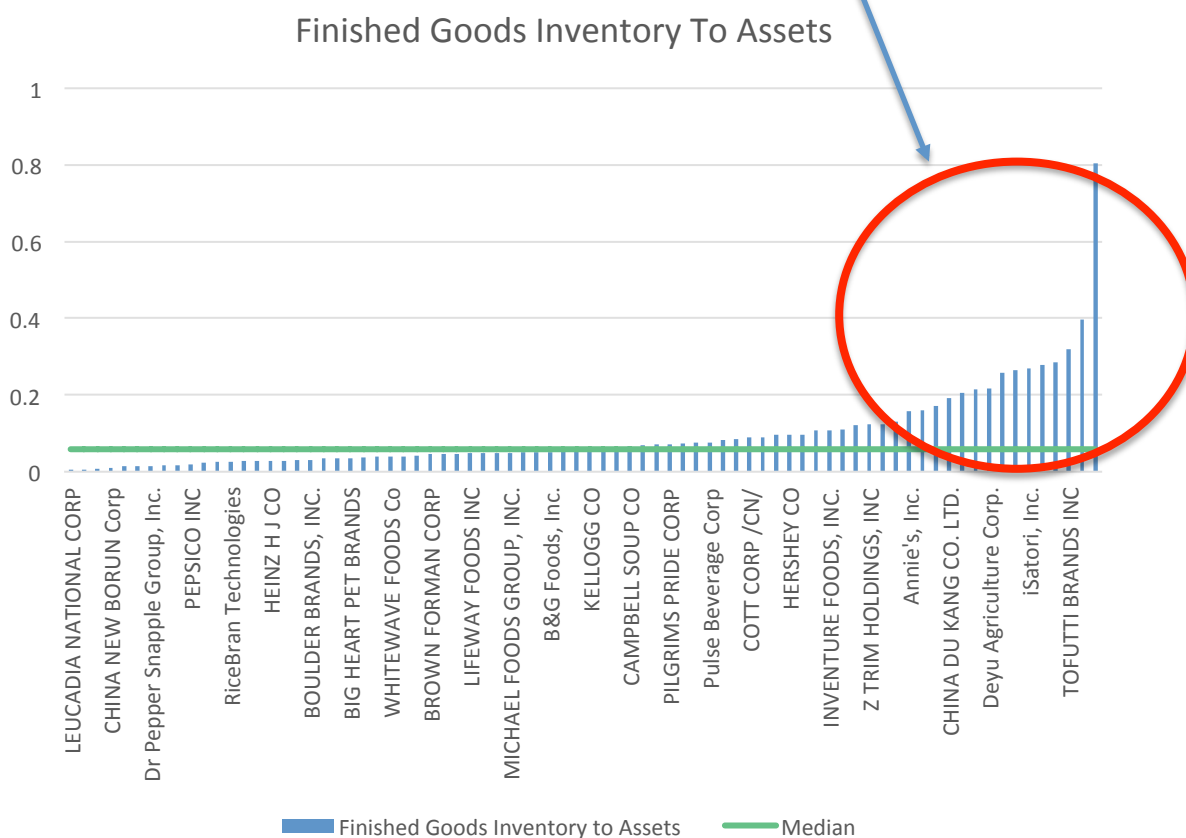


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Let's Look at inventory a little more closely. Who is holding the most finished goods inventory in the group? Calcbench gives you the answer in seconds. See that the median value of finished goods to assets is 5.85% (green horizontal line). But some firms may be at risk with higher levels of finished goods inventory to assets.

***With Calcbench, peer analysis has never been easier!***





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### Try Calcbench Today!

**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.

Our accessible and intuitive platform can aid in better understanding competitor financials, identifying potential risk areas, analyzing trends across industry sectors, or conducting more effective due diligence.

Sign up for a 2 week free trial at  
[www.calcbench.com/trial](http://www.calcbench.com/trial)

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

Company	Revenue	Operating Income
ARKO, Inc. (BENT)	\$159,977,000	\$19,950,000
BAC Foods, Inc. (BAC)	\$933,912,000	\$149,900,000
BORDEN FOOD PRODUCTS CO (BORD)	\$1,979,400,000	\$384,450,000
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