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**2019–2020 eSTATEMENT STUDIES℠**

Leading the industry in comparative company data

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RMA’s eStatement Studies is the only source of comparative data that comes directly from the financial statements of small and medium-size business customers of RMA’s member institutions. For 100 years, RMA’s Statement Studies has been the industry standard for comparison financial data. First published in March 1919 as the “Study of Barometric,” at the request of the Federal Reserve Bulletin, Annual Statement Studies has grown to two sets of data—Financial Ratio Benchmarks and Industry Default Probabilities and Cash Flow Measures.

5 Reasons Why Your Business Needs eStatement Studies

- **More value.** Get 21 years of data on a feature-rich platform.
- **More consistent.** We have been providing the same consistent data since 1919. This means you can accurately compare your customers to the industry standard year after year.
- **More reliable.** Our data comes directly from the financial statements of small and medium-size business customers of RMA’s member institutions.
- **More up-to-date.** Our data is updated annually.
- **More than 781 industries are presented using the 2017 North American Industry Classification System (NAICS) codes.**

Financial Ratio Benchmarks

Given to us by RMA member institutions, our financial ratio benchmarks are derived from more than 260,000 statements of financial institution borrowers and prospects.

Financial Ratio Benchmarks includes:

- Nineteen classic financial statement ratios, clearly defined.
- Common-size balance-sheet and income-statement line items, arrayed by asset and sales size. Six different asset and sales size categories are presented to ensure a perfect match to your situation.
- More than 781 industries are presented using the 2017 North American Industry Classification System (NAICS) codes.
- Data available for 21 years. You’ll get the most up-to-date information for the current period, and you’ll be able to quickly compare it to past periods.

Industry Default Probabilities and Cash Flow Measures

Which industries and types of companies are most vulnerable in today’s environment? Industry Default Probabilities and Cash Flow Measures allows you to see not only which industries are the most susceptible, but also to what degree. Only available in eStatement Studies, a simple-to-understand number is calculated for each industry and across an array of various-sized companies that represent the industry’s default profile. Also included is an assessment of the cash flow characteristics of each industry. These benchmarks add substantial value to the critical analysis of cash flow for private companies, allowing you to make better credit decisions.

Industry Default Probabilities and Cash Flow Measures includes:

- **Cash flow measures on a common-size percentage scale arrayed by asset and sales size.**
- **Change in position, normalized, year over year, for eight financial statement line items.**
- **Trend data available for the past five years.**

As an added benefit, eStatement Studies even enables you to break out the data by region:

- **Region 1**—Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont
- **Region 2**—Alabama, Florida, Georgia, Maryland, North Carolina, Puerto Rico, South Carolina, Tennessee*, Virginia, Washington, D.C., West Virginia
- **Region 3**—Illinois, Indiana, Kentucky, Michigan*, Missouri*, Ohio
- **Region 4**—Arkansas, Louisiana, Mississippi, Oklahoma, Tennessee*, Texas
- **Region 5**—Iowa, Kansas*, Michigan*, Minnesota, Missouri*, Nebraska*, North Dakota, South Dakota, Wisconsin

* State spans two regions

eStatement Studies provides countless benefits for quick, convenient access:

- Export data into an Excel® spreadsheet with a click of your mouse. The Excel download includes a client comparison worksheet allowing you to calculate your client’s financial statements. eStatement Studies includes a license to incorporate Statement Studies data into your client reports—a $139 savings.

The query function allows you to find what you need more quickly and easily than ever before. In a matter of seconds, you can mine the database of 260,000 financial statements for each of the 21 years of data for profiles that fit your needs.

Plus, eStatement Studies is the only online data resource to offer you more than 2,000 sector reports at the 2, 3, 4, and 5 digit NAICS level. By presenting this level of detail, you will be able to benchmark not only at the individual U.S. industry level, but also at a sector, subsector, and industry group level.

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