

ACCT 101: Financial Statement Analysis

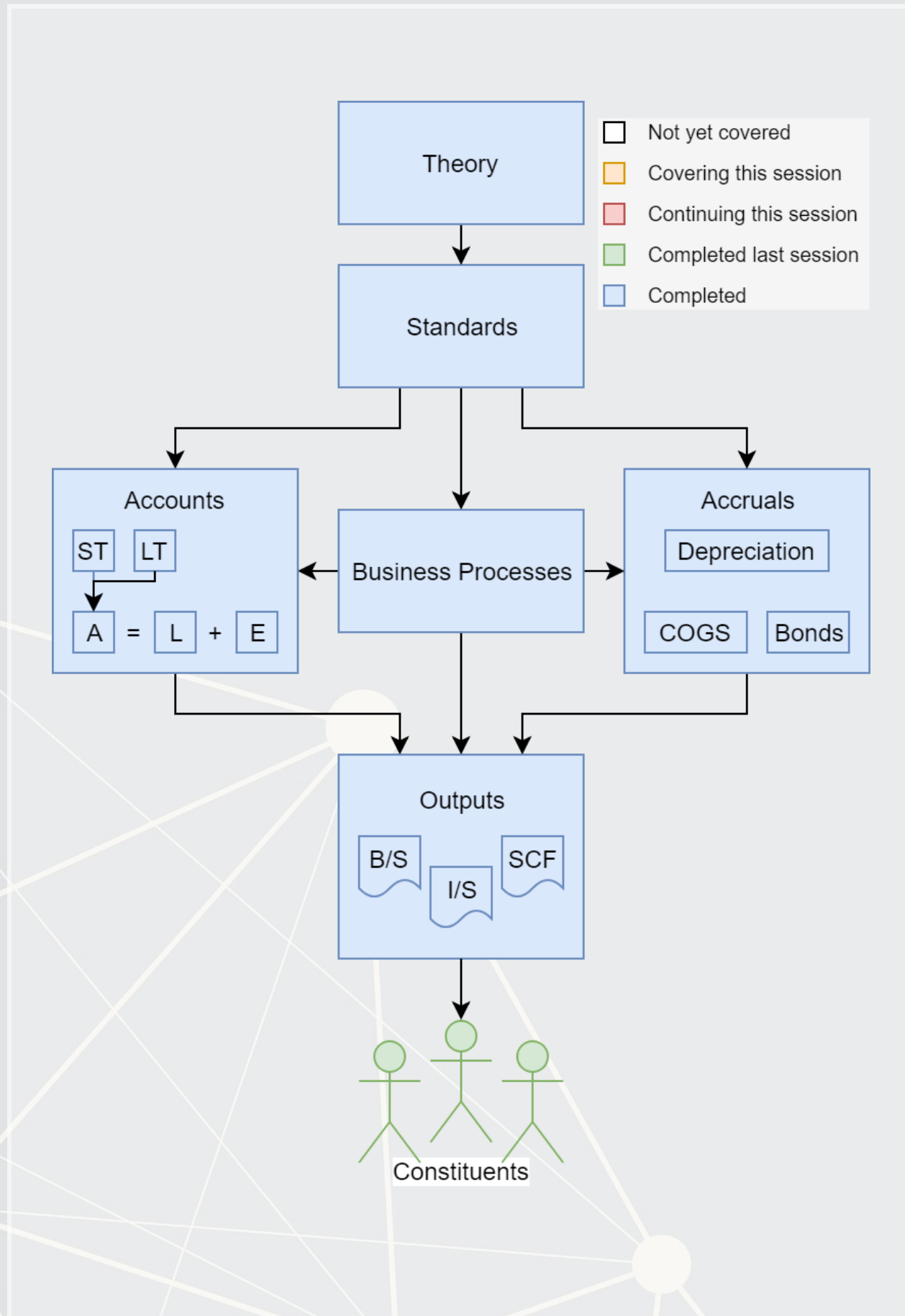
Session 11

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Frontmatter

Learning objectives

1. Learn about Financial Statement analysis
2. Calculate and interpret financial ratios



Financial statement analysis

What matters?

1. The business environment

- Economy health
- Other countries (particularly for multinational firms)
- Industry demand
- Resource scarcity or supplier concentration
- Consumer concentration

What matters?

2. Historical financials

- Financial statements and notes
- Competitors statements



<https://goo.gl/Tq46T6>

What matters?

3. Historical non-financials

- Governance, Risk disclosures, Audit report
- Shareholders, supplier relationships



<https://goo.gl/M2PyZ4>



MOBILEYE®

<https://goo.gl/wFFRro>

Predicting firm value

1. Trend analysis (a.k.a. Horizontal analysis)
 - Compare dollar and percent changes across years
2. Common size financial statements (a.k.a. Vertical analysis)
 - Compare financials across years or firms
 - A subset of ratio analysis
3. *Ratio analysis*
4. Analytics

Only ratio analysis is on the final – we'll cover the others briefly.

Trend analysis

What is it?

- Comparing different years or quarters of data to see the *trend* in measures.
- Examples:
 - Revenue grew by 3% this year
 - Net income grew by 4% this quarter
 - Quarterly revenue decreased 2% year over year

Examples

- [Nike Rides Out its #MeToo Moment, WSJ](#)

That is a reflection of a strong quarter: Nike reported earnings of 68 cents a share, beating analysts' estimates by 15 cents, and *grew revenue by 7%*.

- [China's Tencent Invests in Video, AI and Mobile Payments, as Earnings Soar, WSJ](#)

The plans emerged as the Shenzhen-based company said its *fourth-quarter revenue grew 51% year over year* to 66.4 billion yuan (\$10.2 billion), boosted by strong growth in mobile payments, digital content subscriptions and advertising on its flagship mobile social apps, WeChat and QQ.

How to do it

1. Get 2 financial statements from the same company (typically the income statement)
2. Find the percentage change from the old figures to the new figures

Microsoft Partial Income Statement In Millions of USD			
Year ended June 30,	2017	2016	
Revenue			
Product	51,190	61,502	⇒ 17% decrease
Service	32,760	23,818	⇒ 38% increase
Total revenue	89,950	85,320	⇒ 5.4% increase
Total cost of revenue	34,261	32,780	⇒ 4.5% increase
Gross margin	55,689	52,540	⇒ 6.0% increase
Research and development	13,037	11,988	⇒ 8.8% increase
Sales and marketing	15,539	14,697	⇒ 5.7% increase
Net income	21,204	16,798	⇒ 26% increase

Common-size financial statements

What is it?

- Standardizing figures in a financial statement by dividing by another figure.
- Allows for comparing financial statements across companies
- Ex.:
 - Divide an income statement by revenue
 - $\frac{\text{Gross profit}}{\text{Revenue}} = \text{Gross Margin}$
 - $\frac{\text{Net income}}{\text{Revenue}} = \text{Profit Margin}$
 - Divide financial statements by total assets

Examples

- [Cheerios Could Get Pricier as General Mills Faces Rising Costs, WSJ](#)

Fourteen of the last 15 packaged food makers to [report] earnings posted lower-than-expected gross margins, said J.P. Morgan analyst Ken Goldman.

- [Ford CEO Says Company Could Exceed 8% Margin Target, WSJ](#)

The company is forecasting an 8% global profit margin by about 2022, a number that would put it closer to better-performing peers, including GM. Ford's 5% operating margin last year was disappointing...

How to do it

1. Get a financial statement
2. Divide every number by the same amount (sales, total assets, etc.) to get the percent (of sales, of assets, etc.)

Microsoft Partial Income Statement In Millions of USD			Percent of sales
Year ended June 30,	2017		
Total revenue	89,950	→	100%
Total cost of revenue	34,261	→	38.1%
Gross margin	55,689	→	61.9%
Research and development	13,037	→	14.5%
Sales and marketing	20,326	→	22.6%
Net income	21,204	→	23.6%

Apple Partial Income Statement In Millions of USD			Percent of sales
Year ended September 30,	2017		
Total revenue	229,234	→	100%
Total cost of revenue	141,048	→	61.5%
Gross margin	88,186	→	38.5%
Research and development	11,581	→	5.1%
Sales and marketing	15,261	→	6.7%
Net income	48,351	→	21.1%

We can compare accross companies or years

Balance sheet ratios

What is ratio analysis?

- Using various ratios of numbers from financial statements to better understand companies

All examples use the following data

Microsoft Partial Income Statement In millions of USD			
Year ended June 30,	2017	2016	
Revenue			
Product	51,190	61,502	
Service	32,760	23,818	
Total revenue	89,950	85,320	
Total cost of revenue (COGS)	34,261	32,780	
Gross margin	55,689	52,540	
Research and development	13,037	11,988	
Sales and marketing	15,539	14,697	
Operating income	22,326	20,182	
Interest expense	2,222	1,243	
Net income	21,204	16,798	

Microsoft Partial Balance Sheet In millions of USD			
Year ended June 30,	2017	2016	
Current assets			
Cash	7,663	6,510	
Short term investments	125,318	106,730	
A/R	19,792	18,277	
Inventory	2,181	2,251	
Total current assets	159,851	139,660	
Total assets	241,086	193,468	
Current liabilities			
A/P	7,390	6,898	
Total current liabilities	64,527	59,357	
Total liabilities	168,692	121,471	
Total equity	72,394	71,997	

MSFT Stock Quotes (price in USD, shares in millions, dividends paid in millions of USD)			
June 30,	2017	2016	
Price	68.93	51.17	
Shares	7,708	7,808	
Dividend paid	12,040	11,329	

Caveats

1. There are a few differences between the ratios in these slides and in the book. These differences are due to simplifications I have made – you can use these ratios on the final instead of the book’s ratios without penalty.
2. Some ratios have many definitions. If you look online, you may find other definitions for some of these ratios. Don’t use those on the final.

Inventory turnover

COGS

$$\frac{1}{2} (Inventory_T + Inventory_{T-1})$$

- How many times per year a company sells its inventory on hand
- A similar measure is *Inventory resident period*
 - A.k.a. Number of days' sales in inventory
 - Calculated as $\frac{365}{Inventory\ turnover}$
 - The number of days it take to sell the company's inventory

$$\text{Microsoft's 2017 inv. turnover: } \frac{34,261}{\frac{1}{2} (2,181+2,251)} = 15.46$$

$$\text{Microsoft's 2017 inv. period: } \frac{365}{15.46} = 23.6 \text{ days}$$

Accounts receivable turnover

$$\frac{\text{Revenue}}{\frac{1}{2}(A/R_T + A/R_{T-1})}$$

- How many times per year a company collects its A/R on hand
- A similar measure is *Receivable collection period*
 - A.k.a. Number of days' sales in receivables
 - Calculated as $\frac{365}{\text{Accounts receivable turnover}}$
 - The number of days it take to collect the company's A/R

$$\text{Microsoft's 2017 A/R turnover: } \frac{89,950}{\frac{1}{2}(19,792+18,277)} = 4.73$$

$$\text{Microsoft's 2017 A/R period: } \frac{365}{4.73} = 77.2 \text{ days}$$

Payable turnover

$$\frac{COGS}{\frac{1}{2}(A/P_T + A/P_{T-1})}$$

- How many times per year a company pays its A/P it owes
- A similar measure is *Payable outstanding period*
 - Calculated as $\frac{365}{\text{Payable turnover}}$
 - The number of days it take to pay the company's A/P

$$\text{Microsoft's 2017 A/P turnover: } \frac{34,261}{\frac{1}{2}(7,390+6,898)} = 4.80$$

$$\text{Microsoft's 2017 A/P period: } \frac{365}{4.80} = 76.1 \text{ days}$$

Cash conversion cycle

$$\frac{365}{\text{Inventory turnover}} + \frac{365}{\text{A/R turnover}} - \frac{365}{\text{A/P turnover}}$$

↕

Receivable collection period + Inventory resident period – Payable outstanding period

- Measures how long it takes to convert inventory to cash, less time to pay payables
 - Time from paying for inventory to getting cash on sale
- Can calculate from turnover ratios or periods

Microsoft's 2017 cash conversion cycle:

$$23.6 + 77.2 - 76.1 = 24.7 \text{ days}$$

Current ratio

$$\frac{\textit{Current assets}}{\textit{Current liabilities}}$$

- Measures a company's ability to pay current liabilities
- This should usually be > 2

Microsoft's 2017 current ratio: $\frac{159,851}{64,527} = 2.48$

Quick ratio

$$\frac{\text{Cash} + \text{Short term investments} + A/R}{\text{Current liabilities}}$$

- A.k.a. acid-test ratio
- Measures a company's ability to pay current liabilities
 - Only factors in liquid current assets
- This should be > 1

Microsoft's 2017 quick ratio: $\frac{7,663 + 125,318 + 19,792}{64,527} = 2.37$

Debt ratio

$$\frac{\textit{Total liabilities}}{\textit{Total assets}}$$

- A.k.a. Debt to assets ratio
- Measures a company's leverage
 - Leverage = how much the company is financed by debt
- Higher = more leverage = more debt financing

Microsoft's 2017 debt ratio: $\frac{168,692}{241,086} = 70.0\%$

Times-interest-earned ratio

$$\frac{\textit{Income from operations}}{\textit{Interest expense}}$$

- Measures a company's ability to cover interest payments
- Higher is better, < 1 should cause some worry

Microsoft's 2017 times-interest-earned ratio:

$$\frac{22,326}{2,222} = 10.05$$

Practice

Calculate the following ratios for Microsoft in 2016

- Payable outstanding period
- Quick ratio
- Debt ratio
- Times-interest-earned ratio

Extra info: Microsoft's A/P in 2015 was \$6,591M

Income statement ratios

Profit Margin

$$\frac{\textit{Profit}}{\textit{Revenue}}$$

- Gross profit margin tells you about the company's selling margins
- Operating profit margin tells you about its operating efficiency
- Net profit margin tells you about its overall profitability

$$\text{Microsoft's 2017 gross profit margin: } \frac{55,689}{89,950} = 61.9\%$$

$$\text{Microsoft's 2017 operating profit margin: } \frac{22,326}{89,950} = 24.8\%$$

$$\text{Microsoft's 2017 net profit margin: } \frac{21,204}{89,950} = 23.6\%$$

Return on assets (ROA)

$$\frac{\text{Net income}}{\frac{1}{2}(\text{Assets}_T + \text{Assets}_{T-1})}$$

- Measures overall profitability based on the company's size
- Very common measure in practice
- Higher is better

Microsoft's 2017 ROA: $\frac{21,204}{\frac{1}{2}(241,086 + 193,468)} = 9.76\%$

Return on equity (ROE)

$$\frac{\text{Net income}}{\frac{1}{2} (Equity_T + Equity_{T-1})}$$

- Measures overall profitability based on the company's size
 - Stockholder focussed
- Very common measure in practice
- Higher is better

Microsoft's 2017 ROE: $\frac{21,204}{\frac{1}{2} (72,394 + 71,997)} = 29.4\%$

Practice

Calculate the following ratios for Microsoft in 2016

- Net profit margin
- Return on assets (ROA)
- Return on equity (ROE)

Extra info: Microsoft's 2015 total assets was \$176,223M
and Microsoft's 2015 total equity was \$80,083M

Equity ratios

Earnings per share (EPS)

$$\frac{\text{Net income} - \text{Dividends on pref. shares}}{\frac{1}{2}(\#Shares_T + \#Shares_{T-1})}$$

- Measures the amount of profit tied to each share of stock
- Very common measure in practice
- Assume shares in year T and $T - 1$ are the same if not stated
- **Very easily manipulated**

$$\text{Microsoft's 2017 EPS: } \frac{21,204}{\frac{1}{2}(7,708 + 7,808)} = \$2.73/\text{share}$$

Price/earnings ratio (P/E ratio)

$$\frac{\textit{Stock price}}{\textit{EPS}}$$

- A measure of if a stock is overpriced
- 6 to 8 is common, 20+ is common for tech firms
 - Higher = overpriced
 - Lower = underpriced
- Very common measure in practice
- **Very easily manipulated**, since EPS is easily manipulated

$$\text{Microsoft's 2017 P/E ratio: } \frac{68.93}{2.73} = 25.2$$

Dividend yield

$$\frac{\textit{Dividends per share}}{\textit{Share price}}$$

- Measures return from dividends relative to investment amount
- Useful for investing when trying to maximize cashflow
- Rarely calculated by hand

Microsoft's 2017 dividend yield: $\frac{12,040/7,708}{68.93} = 2.27\%$

Book to market

This is a twist on “Book value per share” from the book,
but is much more useful

$$\frac{\textit{Total equity}}{\textit{Share price} \times \textit{\#Shares}}$$

- Measures the extent to which a company is perceived as a growth firm
 - Lower = growth firm
 - Higher = mature firm
 - Or illiquid firm (no one trades it...)

Microsoft's 2017 book to market ratio: $\frac{72,394}{68.93 \times 7,708} = 0.14$

Practice

Calculate the following ratios for Microsoft in 2016

- EPS
- P/E Ratio
- Book to market

Extra info: Microsoft's 2015 outstanding shares was
8,027M

Equations

Balance sheet ratio equations

$$\text{Inventory turnover} = \frac{\text{COGS}}{\frac{1}{2}(\text{Inventory}_T + \text{Inventory}_{T-1})}$$

$$\text{A/R turnover} = \frac{\text{Revenue}}{\frac{1}{2}(\text{A/R}_T + \text{A/R}_{T-1})}$$

$$\text{A/P turnover} = \frac{\text{COGS}}{\frac{1}{2}(\text{A/P}_T + \text{A/P}_{T-1})}$$

$$\text{Cash conversion cycle} = \frac{365}{\text{Inv. turnover}} + \frac{365}{\text{A/R turnover}} - \frac{365}{\text{A/P turnover}}$$

$$\text{Current ratio} = \frac{\text{Current assets}}{\text{Current liabilities}}$$

$$\text{Quick ratio} = \frac{\text{Cash} + \text{Short term investments} + \text{A/R}}{\text{Current liabilities}}$$

$$\text{Debt ratio} = \frac{\text{Total liabilities}}{\text{Total assets}}$$

$$\text{Times-interest-earned} = \frac{\text{Income from operations}}{\text{Interest expense}}$$

Income statement ratio equations

$$\text{Gross (profit) margin} = \frac{\text{Gross profit}}{\text{Revenue}}$$

$$\text{Operating profit margin} = \frac{\text{Operating profit}}{\text{Revenue}}$$

$$\text{Net profit margin} = \frac{\text{Net income}}{\text{Revenue}}$$

$$\text{Return on assets (ROA)} = \frac{\text{Net income}}{\frac{1}{2}(\text{Assets}_T + \text{Assets}_{T-1})}$$

$$\text{Return on equity (ROE)} = \frac{\text{Net income}}{\frac{1}{2}(\text{Equity}_T + \text{Equity}_{T-1})}$$

Equity ratio equations

$$\text{Earnings per share (EPS)} = \frac{\text{Net income} - \text{Dividends on pref. shares}}{\frac{1}{2}(\#Shares_T + \#Shares_{T-1})}$$

$$\text{Price/earnings ratio (P/E)} = \frac{\text{Stock price}}{EPS}$$

$$\text{Dividend yield} = \frac{\text{Dividends per share}}{\text{Share price}}$$

$$\text{Book to market} = \frac{\text{Total equity}}{\text{Share price} \times \#Shares}$$

Analytics

Background

This is a quick preview of a new module called “Forecasting and Forensic Analytics,” part of the new Analytics major in SOA

- You don't need to know this for this class, but the techniques covered here are becoming more and more important

Revenue prediction

Predicting ROA for tech companies using prior year data

`summary(fit)`

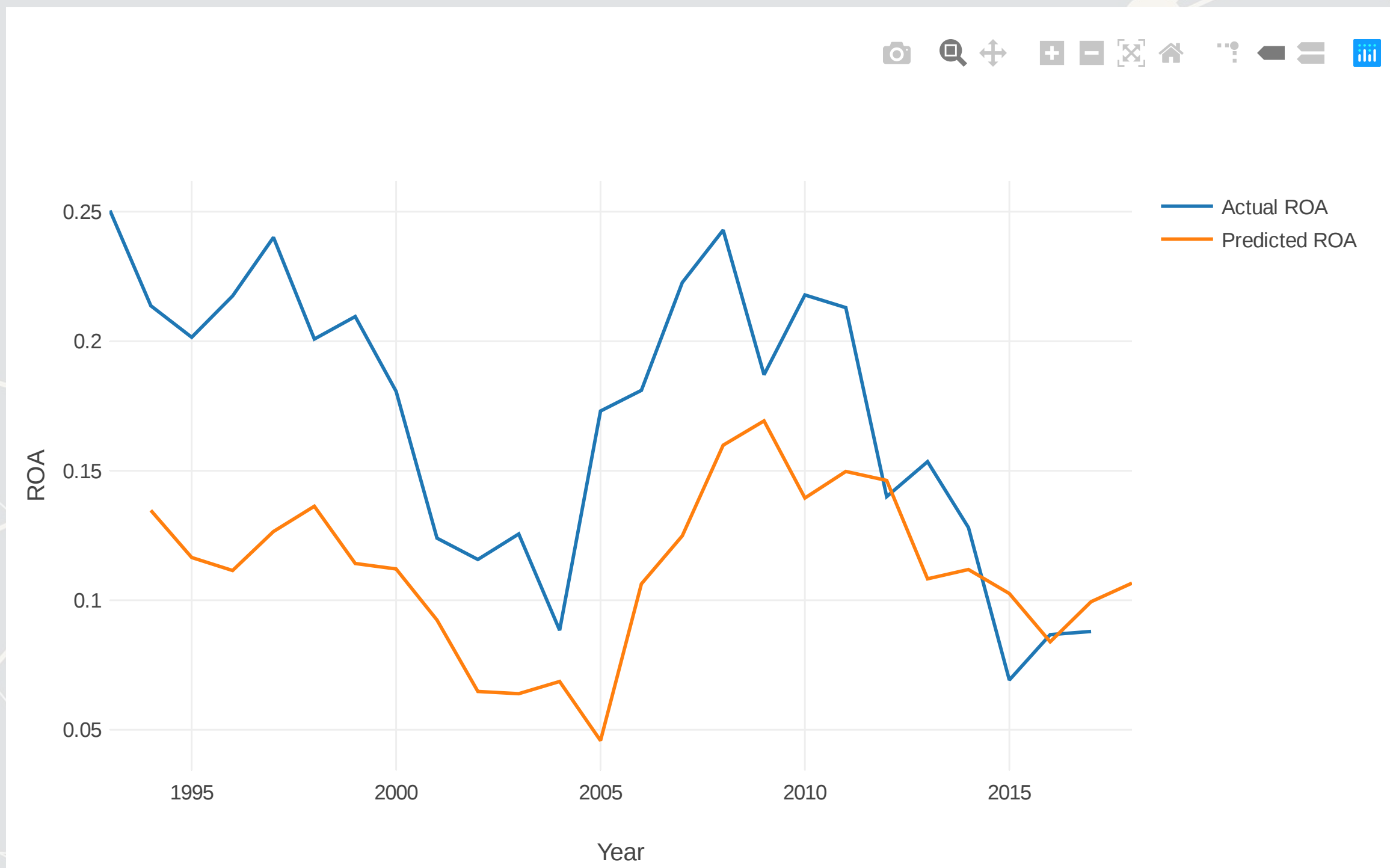
```
##
## Call:
## lm(formula = ROA ~ ROA_lag + Revenue_lag + Debt_lag + factor(gind),
##     data = df_tech)
##
## Residuals:
##      Min       1Q   Median       3Q      Max
## -4.4421 -0.0238  0.0107  0.0467  0.4378
##
## Coefficients:
##              Estimate Std. Error t value Pr(>|t|)
## (Intercept)    0.004095   0.031227   0.131  0.89569
## ROA_lag         0.469025   0.061576   7.617 6.91e-14 ***
## Revenue_lag     0.030639   0.015260   2.008  0.04498 *
## Debt_lag        0.121253   0.040732   2.977  0.00299 **
## factor(gind)451020 -0.092444   0.035630  -2.595  0.00964 **
## factor(gind)451030 -0.035024   0.033293  -1.052  0.29310
## factor(gind)452010 -0.138055   0.034286  -4.027 6.16e-05 ***
## factor(gind)452020 -0.077091   0.032478  -2.374  0.01784 *
## factor(gind)452030 -0.090377   0.034553  -2.616  0.00906 **
## factor(gind)453010 -0.014934   0.032090  -0.465  0.64178
```

Code: Revenue prediction

```
library(readr)
library(dplyr)
df <- read.csv("/media/Data/Data/Compustat/Compustat_199301-201703.csv")
df <- data.frame(df)
df_tech <- subset(df, gsector == 45 & at > 10000,
                 select=c("gvkey", "datadate", "at", "ni", "lt", "revt", "gind"))
df_tech <- arrange(df_tech, gvkey, datadate)
df_tech$ROA <- df_tech$ni / df_tech$at
df_tech$Revenue <- df_tech$revt / df_tech$at
df_tech$Debt <- df_tech$lt / df_tech$at
x <- c("ROA", "Revenue", "Debt") # Columns to lag
df_tech <- df_tech %>%
  group_by(gvkey) %>%
  mutate_at(.cols=x, .funs=funs(lag = dplyr::lag(., n=1, default=NA)))
is.na(df_tech) <- sapply(df_tech, is.infinite)
fit <- lm(ROA ~ ROA_lag + Revenue_lag + Debt_lag + factor(gind), data=df_tech)
save(fit, file = "Data/fit.rda")
summary(fit)
```

Revenue prediction for Microsoft

Predict out Microsoft's 2018 ROA



Code: Revenue prediction for Microsoft

```
df_ms <- subset(df, gvkey==12141, select=c("gvkey", "datadate", "at", "ni", "lt",
                                          "revt", "gind"))
df_ms2 <- data.frame(gvkey=12141, datadate=20170630, at=241086, ni=21204,
                    lt=168692, revt=89950, gind=451030)
df_ms3 <- data.frame(gvkey=12141, datadate=20180630, at=NA, ni=NA,
                    lt=NA, revt=NA, gind=451030)
df_ms <- rbind(df_ms, df_ms2, df_ms3)
df_ms$ROA <- df_ms$ni / df_ms$at
df_ms$Revenue <- df_ms$revt / df_ms$at
df_ms$Debt <- df_ms$lt / df_ms$at
x <- c("ROA", "Revenue", "Debt") # Columns to lag
df_ms <- df_ms %>%
  group_by(gvkey) %>%
  mutate_at(.cols=x, .funs=funs(lag = dplyr::lag(., n=1, default=NA)))
df_ms$ROA_predicted <- predict(fit, df_ms)
df_ms$year = floor(df_ms$datadate/10000)
save(df_ms, file="Data/df_ms.rda")
```

```
suppressPackageStartupMessages(library(plotly))
m <- list(l = 60, r = 50, b = 60, t = 100, pad = 4)
plot_ly(df_ms, x=~year, y=~ROA, name='Actual ROA', type='scatter',
        mode='lines') %>%
  add_trace(y=~ROA_predicted, name='Predicted ROA') %>%
  layout(autosize = F, width = 800, height = 500, margin = m,
        xaxis=list(title="Year"), yaxis=list(title="ROA"))
```

Fraud detection

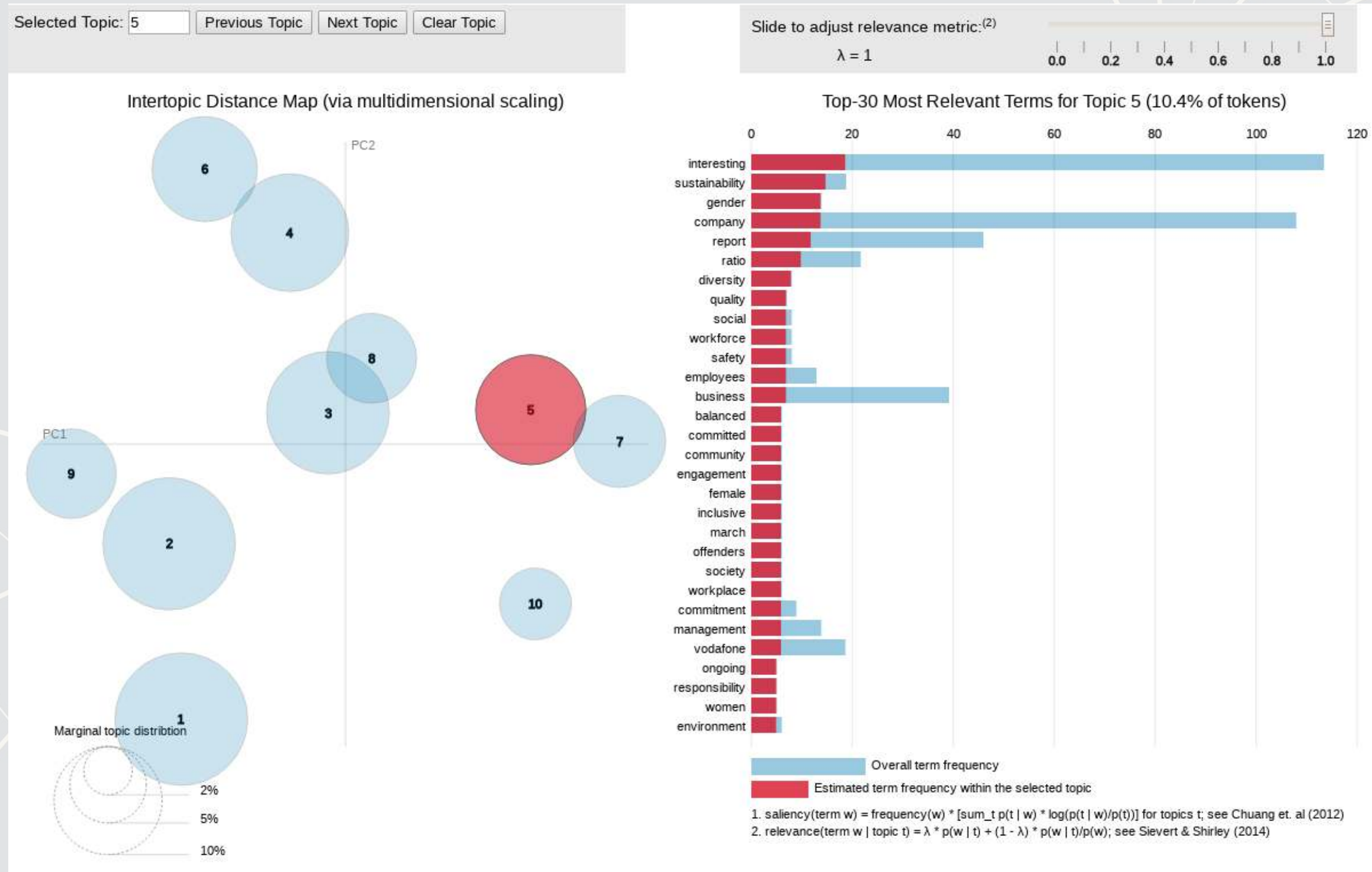
- Using 3 components:
 1. Topic – what companies say in annual reports
 2. Style – writing style used in annual reports
 3. Financials – financial ratios

Classification Performance of *topic* for AAERs and Irregularity Restatements

	Classification %			NDCG@k
	50th	90th	95th	99th
<i>topic</i>	72.54	18.60	11.25	0.097
<i>F-score</i>	71.16	23.86	14.04	0.141
<i>Style</i>	60.21	11.95	6.50	0.085
<i>topic</i> and <i>F-score</i>	74.07	32.07	17.24	0.192
<i>topic</i> and <i>Style</i>	74.47	19.40	11.27	0.123
<i>F-score</i> and <i>Style</i>	73.98	23.73	14.66	0.168
<i>topic</i> , <i>F-score</i> , and <i>Style</i>	75.09	31.50	21.44	0.176

- Brown, Crowley, & Elliott 2019

Text classification of what you found interesting on HW2



For next week

- Homework 5
 - Cash flows and financial ratios
 - Turn in before class next week
- Next week:
 - Groups will present in order
 - Group project presentations
 - Email me slides by 10am of that class day
- Extra practice available
 - Financial ratios eLearn quiz