**Financial Post Databases**

FP databases are a collection of databases containing information on Canadian publicly traded companies. It is useful for *investors* looking for investment news, stock recommendations and detailed financials & history on a company. It is also useful to *job seekers* and individuals doing *market research* as it contains detailed information on companies, contact information and can be used to generate lists.

**Summary of Databases**

**Industry News**

* Select daily from 12 full-text sources including National Post and Vancouver Sun.
* Provide links to Company Snapshots for the top 5 companies in an industry.

**Company Snapshots**

* Provide a quick snapshot for all publicly traded Canadian and some private companies.
* Use the Company Snapshot Search to find an overview of a specific company, and to find out what other information is available about that company.

**Companies by Industry**

* Provides financial information on the largest companies in specific industries.
* Use it to browse through lists of companies in a particular industry.

**Corporate Surveys**

* Includes capsule financial statements, FP 500 rankings by sales, assets and net income.
* Allows you to search on a wide variety of data elements.

**Predecessor & Defunct**

* Records changes to former publicly traded Canadian companies since 1929 with details of name changes, amalgamations, takeovers, acquisitions and dissolution.

**Corporate Analyzer**

* Provides detailed financial information such as ratios, financial statement information, price performance and the latest share prices and volumes.

**Investor Reports**

* Use it to access consensus buy/sell recommendations, projected EPS and cash flow per share, and up to seven years of industry standard ratios.

**Historical Reports**

* Lists corporate activities including mergers, acquisitions, spin-offs, stock splits/consolidations, annual highs and lows *dating back to incorporation* for the top currently and formerly traded Canadian companies.

**Industry Reports**

* Offers *financial ratios* and *analyst recommendations* for 33 industries.
* Includes top companies in the industry ranked by total revenue.

**Dividends**

* Provides information on *historical and future dividend* payments of all publicly traded Canadian companies dating back to 1998.

**New Issues**

* Offers information on *public offerings* and *private placements* issued by Canadian companies, governments and agencies dating back to 1993.

**Mergers & Acquisitions**

* Provides information on mergers and acquisitions involving Canadian companies going back to 1994.

**Directory of Directors**

* Use it to find detailed information on an individual or a list of directors of a specific company.

**Person Search**

* Use it to find as much information as possible about a specific individual.

**Global Search**

* Allows you to search all the databases at the same time.

**Lead List Generator**

* Use it to create targeted lists of contacts. Useful for organizing direct mail campaigns.

**Database Lessons**

**1: Industry News**

Select daily from 12 full-text sources including National Post and Vancouver Sun.

Click on the industry’s name to view important news for an industry.

The top 5 companies in an industry (ranked by revenue) are shown near the top of each Industry Profile.Click on a company name, this takes you to the Company Snapshots page.

**2: Company Snapshot**

Use the Company Snapshot Search to find an overview of a specific company, and to find out what other information is available about that company.

Together search for Telus

**3: Companies by Industry**

Lists of Canadian publicly traded companies within each industry.

Use it to browse through lists of companies in a particular industry. When you click on an industry, a chart will appear. By default, companies within an industry are sorted in alphabetical order. Click on any of the column headings to sort in descending order by that category (e.g. Revenue, Assets, etc.).

Click on “Banks” and then “Diversified Banks”

Click on each banking institution for more details about the bank. This takes you into a “Company Snapshot.”

**4: Corporate Surveys**

This section replaces **FP Mines & Energy** and **FP Industrials**.Show them both publications.

Can search on a wide variety of data element

Fill in only the fields you require to conduct your search.

Under Company Type, you can also limit your search to private corporation (including 449 private companies).

Together search Air Canada.

Gives address, operating statistics, and financial information. Including: Stock charts, Financial Ratios, Operations, Directors and Other Officers, Related companies, Price Range (low/high/close) over several years, Capital Stock Changes, Long-Term Debt, Financial Statistics, and Historical Summary.

**5: Predecessor & Defunct**

This database replaces a book. Show the audience the print version of this book (**FP Predecessor & Defunct**). All of the same information is now contained in this database.

Search for Sears Canada and click on “Sears Canada Inc.”

Describe what is seen on the screen and the name changed from Simpsons-Sears Limited (in 1984)

Patrons do Practice Exercise #5.

**6: Corporate Analyzer**

Together search Air Canada.

Analyzer Search shows some of the most popular features, such as ratios, share price statistics, etc.

* General Information
* Size and Rank
* Balance Sheet information

**7: FP Investor Reports**

Together search for Sears Canada Inc

* Includes strong financial information such as investor information and contact information, stock details (prices, trading volume, P/E ratio etc.)
* Stock recommendation section contains advice, listed here are Buy Below, Sell Above and Top 3 In Industry.
* Recent developments includes latest news information on this company

Patrons do Practice Exercises #6.

**8: FP Historical Reports**

Everyone, search for Royal Bank.

This will open up the Royal Bank of Canada.

* Great location for historical stock information.
* Depending on what kind of information you want, you can select from the topics they give you, and then click on the appropriate one.
* For example, click on Capital Stock, Price Range and Capital Stock Changes.
* Scroll down to Capital Stock Changes. If you are interested in historical stock quotes, you will want to know this information, especially when stock splits occurred.

**9: Industry Reports**

Click on Industry Reports on the left-hand side.

Click on the one called Insurance and look at Industry Recommendation to get an overview of insurance in Canada and top ten companies in the industry ranked by total revenue.

FP has collected information on 33 Canadian industries and created reports for them.Some statistics further down the page have also been collected for this industry.

**10: Dividends**

Click on Dividends on the left-hand side.

If you are interested in dividends for a particular Canadian company, try this search.

Our example will be Molson Coors Canada. Enter Molson. They have more than one stock.

**11: New Issues**

On the left-hand side click on New Issues

* The purpose behind it is to find out information on public offerings by Canadian companies. And as noted, it goes back to January 1993.
* You would enter the company name under Name of Issuer in the Issuer Search.

Let’s do Practice Exercises #9.

* In Security Types, select IPOs Only.
* In Gross Proceeds, select greater than 50,000,000.
* In Market, select Canada.
* In GICS, select 40 Financials.
* In Date Range, select Jan. 1, 2002 to Dec. 31, 2002.
* In Status, make sure Completed is checked.
* In Underwriter, select RBC Capital Markets and check bookrunner box.

Search for patrons to do:

So…click on New Issues and try it!

Under Name of Issuer, enter Rona and click on search.

Click on Rona Inc. Explore information for the new issue of Rona stocks.

**12: Mergers & Acquisitions**

Click on Mergers & Acquisitions

* Searchable by over 30 fields including vendor, acquiror, target, deal status, deal type, deal value, payment and industry.
* Use only the search options that you need. Providing more details will narrow your search results.

Together search for transactions that have CanWest Global as an acquiror, either announced or updated from Jan 1, 2007 to Oct 31, 2009 and valued over $5,000,000.

**13: Directory of Directors**

Click on Directory of Directors

* Two ways you can use this.
* You can either look particular people up by their exact name or find out who the directors of a company are by using the company name.
* Enter James Pattison in the Person Name box
* Click on his name. He is the CEO of The Jim Pattison Group.

And now, we will try a company search.

So click on Directory of Directors.

Under Company Name, enter Sun Life.

You should get a listing of various people connected with Sun Life Financial Inc.

(People on the Board of Directors, if you click on them, you will see their connection with Sun Life)

**14: Person Search**

Click on Person Search

This works the same way as the previous search that we did.

Will search in more than one FP section at a time

So let’s do one search together.

Enter in the search box Paul Tellier.

So what happens is every time the name is in the FP databases, there is a listing. If you scroll down to the bottom, there is a listing for Paul Tellier in the FP Directory of Directors, click on that if you want to go further.

**15: Global Search**

Global Search is the most general search you can do. It will search the entire database for what you are looking for.

Search to do together:

Shoppers Drug Mart

Show them what the results are.

You can access information on the company, see who the directors are etc.

Some people like to begin with this search.

**16: Lead List Generator**

Lead List Generator is useful for organizing Direct Mail campaigns, prospecting and managing sales territories quickly and easily.

Choose a data source to search.

Click on Financial Post Corporate Surveys

Select Alberta under Provinces and 10-Energy under S&P GICS Classification.

Click Search button and there are 436 hits.