Introduction to Capital IQ

Business Library
Haskayne School of Business
June 2018
Capital IQ provides extensive company and market data

- 79,000 global public companies and 700,000 private companies
- Active and inactive public companies
- Historical data back to 1998 for US and Canadian companies
Main components are:

- Company
- Markets
- Screening
- Charting
Table of Contents

• Companies
• Screening
• Markets:
  • Industries
  • Economic Indicators
  • Interest Rates
• Company comparison (Comparable analysis)
• Charting
• Excel plug-in
Companies
Companies

Search for a company by name or ticker and select the appropriate company from the list.
**WestJet Airlines Ltd. (TSX: WJA) Public Company Profile**

**Financial Information** (Currency: CAD, as at Nov 1, 2023, unless otherwise indicated)

- **Total Revenue**: 6,091.4 Million
- **Net Income**: 700.7 Million
- **Net Income Margin**: 11.6%
- **Total Assets**: 7,880.2 Million
- **Total Liabilities**: 3,922.7 Million
- **Return on Equity**: 8.5%
- **Current Ratio**: 1.42

**Index Memberships**

- **BAMTR Index**: 100.0% (Teal)
- **BAMTR Expanded Index**: 100.0% (Blue)

**Table of Contents**

- Company Profile or "Tearsheet"
- **Business Description**
- **Primary Industry Classification**
- **Current and Pending Issuances**
- **Executive Arrangements**
- **Financial Information**
- **Index Memberships**
Almost all information and data may be downloaded.

Pick from annual, semi-annual, quarterly, fiscal or calendar year.

Search through original, latest or all filings.
Financials
Data Transparency

You can find extra information on the financials by clicking on the numbers.
Charting Financial Data

Click on selected data fields to highlight and then click on “Chart Selected Items”. 
Charting Financial Data

Chart Builder
1) Select the equity and metric(s) you wish to display. You may choose more than one equity or index to compare. Use the “metric tree” lookup to locate metrics. Then click “Add”.

2) Charts and tabular data may be downloaded to Excel.

3) Chart summary and legend: here you may remove and replace metrics.
<table>
<thead>
<tr>
<th>Maturity Date</th>
<th>Issuer</th>
<th>Security Type</th>
<th>Seniorty</th>
<th>Coupon</th>
<th>Offer Date</th>
<th>Am. Outstanding (Mill)</th>
<th>Offering Price</th>
<th>Offering YIN</th>
</tr>
</thead>
<tbody>
<tr>
<td>May-15-2014</td>
<td>Potash Corp. of Saskatchewan, Inc. (NYSE:POT)</td>
<td>Corporate Debentures</td>
<td>Senior Unsecured</td>
<td>5.250</td>
<td>Apr-28-2009</td>
<td>500.00</td>
<td>99.757</td>
<td>5.305</td>
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<tr>
<td>Sep-30-2015</td>
<td>Potash Corp. of Saskatchewan, Inc. (NYSE:POT)</td>
<td>Corporate Debentures</td>
<td>Senior Unsecured</td>
<td>3.750</td>
<td>Sep-23-2009</td>
<td>500.00</td>
<td>99.432</td>
<td>3.833</td>
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<td>Dec-91-2017</td>
<td>Potash Corp. of Saskatchewan, Inc. (NYSE:POT)</td>
<td>Corporate Debentures</td>
<td>Senior Unsecured</td>
<td>3.250</td>
<td>Nov-22-2010</td>
<td>500.00</td>
<td>99.652</td>
<td>3.306</td>
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<td>Mar-30-2020</td>
<td>Potash Corp. of Saskatchewan, Inc. (NYSE:POT)</td>
<td>Corporate Debentures</td>
<td>Senior Unsecured</td>
<td>4.875</td>
<td>Sep-23-2009</td>
<td>500.00</td>
<td>99.109</td>
<td>4.985</td>
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<tr>
<td>Dec-91-2036</td>
<td>Potash Corp. of Saskatchewan, Inc. (NYSE:POT)</td>
<td>Corporate Debentures</td>
<td>Senior Unsecured</td>
<td>5.875</td>
<td>Nov-28-2006</td>
<td>500.00</td>
<td>99.234</td>
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<td>Dec-91-2040</td>
<td>Potash Corp. of Saskatchewan, Inc. (NYSE:POT)</td>
<td>Corporate Debentures</td>
<td>Senior Unsecured</td>
<td>5.625</td>
<td>Nov-22-2010</td>
<td>500.00</td>
<td>98.602</td>
<td>5.723</td>
</tr>
</tbody>
</table>
People
People Compensation Summary

Compensation for company professionals. You may view specific compensation items across all company professionals for a chosen date range.

OR

Click on the Excel icon to download historic detailed compensation data for all company professionals for your specified date range.
Board Members

Clicking the name of the board member will provide a detailed profile, including compensation and a brief biography.
Corporate Governance

Westjet Airlines Ltd. (TSX:WJA) Corporate Governance

Corporate Governance

Country of Incorporation: Canada
State of Incorporation: Alberta

Board of Directors

- Lead / Presiding Director Provision: Yes
- Board Consent for Outside Directors: Yes
- Maximum Board Size: 8
- Board Can Change Board Size: No
- Classified Board: No
- Company Has CEO Succession Plan: Yes

Director Qualifications

Executive Summary of New Generation Directors

Voting Procedure to Fill Vacant Board Seats

Subject to the Act, a quorum of the board may fill a vacancy among the directors. If there is not a quorum of directors, or if there has been a failure to elect the number of minimum number of directors required to fill the vacancy and, if they fail to fill a meeting or if there are no directors then in office, the meeting may be called by any shareholder. Subject to the Act and the articles, the shareholders shall only designate directors that will fill the vacant Board Seats.

General Director Qualifications

Character and behavioral qualities including integrity, integrity and communication skills are taken into account when recruiting new Directors.

Director Election Standards

WestJet maintains a Majority Voting Policy providing that if the votes in favour of the election of an individual Director nominees at the Meeting represent less than a majority of the aggregate Shares voted present or represented at the Meeting for the Director's business and nominating committees consideration.

Cumulative Voting for Board Seats

Board Indemnification: Yes
Indemnification Costs: Yes
Compensation:
Performance Related Pay for Executives:

The company’s executive compensation policy is structured to reduce the fixed cost component of compensation, by paying below market median base salaries while enhancing potential overall compensation.

Options Granted with Shareholder Approval:
Options Granted Without Shareholder Approval:

Executive Subject to Stock Ownership Guidelines:
Yes

Executive Compensation Agreements:
Yes

Golden Parachutes:
Yes

Shareholders’ Meetings:

Process for Convoy Special Meetings:

The board shall have the power to call a special meeting of shareholders at any time.

% Shareholder Approval Required to Act by Written Consent:

Unanimous Shareholder Ability Required to Act by Written Consent:
Yes

Shareholders’ Ability to Act by Written Consent (without Board Approval):
Yes

Shareholders Can Call Special Meetings:

Corporate Governance
Investors /Ownership

Ownership Summary
Ownership Summary

Detailed ownership information with quarterly history.
Investor Activism

Downloaded to Word, this is a 5-page report on the activist campaign.
Analyst Coverage

Capital IQ provides a list of equity analysts who cover the company.
Business Relationships

Customers

Suppliers
Screening
Screening
Quick Screener
Company Screening

Full screening capability

Many screening criteria! You may screen for companies/equities; people; mergers, acquisitions and other transactions and more.
Select a screening criterion, indicate the parameters and click “add criteria” (or hit the Enter key). You may search for a screening criterion by keyword.
Company Screening

Screening steps are summarized and companies meeting the criteria at each step are listed at the right of the screen.
Company Screening

Data can be exported to Excel or Word.

Additional display columns of data may be added. Click “Customize Display Columns”, the “Browse all display columns”.

Data can also be grouped together using further criteria (as shown) before being exported.

Data columns displayed may be edited.
Company Screening

Select an item or category that you would like to add as a display column. Click to expand the date items within that category. Note that you may also use the search box to search for a specific data item.
Company Screening

Expand the data options within the category, select the items you wish to add as display columns and select references. Then click “Add Columns” at the bottom of the screen.
Company Screening

Display columns will be itemized. After adding the data items you would like to display, click “View Results”.

Data can be exported to Excel or Word.
Markets/Industries
Markets/Industries

To find industry information, including key industry stats and ratios, click on the “Markets” tab.
Industries

Click on “Industry” under the Market Analysis heading to retrieve broad industry sectors (Energy, Materials, Industrials, Information Technology etc.)
Industries

To select more specific industry sectors, click "Refine" to open a window where you may drill down through the hierarchical classification to locate the appropriate industry. You may also search by keyword.
Industries

The analysis will update to the specified industry selected. Use the left hand navigation to view the sections of the industry report.

You may refine the geography to retrieve industry data at national and provincial/state levels.
Industries

Key Stats & Ratios

Can output to Excel or Word
Industries

Alternatively, you may access industry sectors from the company profile or company “Tearsheet” screen.
Economic Indicators

To access economic indicators click on the “Markets” tab and “Macroeconomics”.

Economic Indicators

You can look up specific countries using the search function or use the “Browse tree” to browse economic indicators.
Economic Indicators

The browse tree provides a drill-down menu that can be navigated by major indicator or by geography.
Interest Rates

To find information on interest rates: Click on the “Markets” tab.
Interest Rate Overview

The Interest Rate Overview function provides a general overview of the interest rates. To find the interest rate for a specific country, enter the name in the search box, or click on “Browse Rates”.

![Interest Rate Overview Screen](image)
Interest Rates Overview

A drill-down menu will open. Drill-down through the categories. When the appropriate interest rate has been highlighted, click go.
Interest Rate Overview

This will open the profile for the rate selected.
Interest Rate

You can similarly search for Government debt, interbank rates, and major rates using the menu on the left hand side of the page.
Company Comparison
To create a comparable analysis between 2 or more companies, click on the “Screening” tab and select the “Create – Companies” option.
Comparable analysis steps

1. Name your project.
Comparable analysis steps

2. Add companies by clicking on the “Add companies” button and searching for companies by ticker/name etc.
Parts to the Comparable Analysis

1) Compare the companies according to different criteria such as financial data, operating statistics, implied valuation etc.

2) Select a template using the pull-down menu.

3) You may also customize display options by selecting currency, date etc.
Comparable analysis

To chart company comparison:

1) Select companies first then click on the “Options” button and select “Chart selected companies”.

2) Select the type of information you would like to chart (revenue, stock price, EPS or EBITDA) and the time frame to generate a chart that can be exported to Excel or downloaded as an image.

Notes:
1. This comp set has no subject company. The graph plots the selected companies data absolutely.
2. Data converted from reported currency to CAD.
Charting
To access the Charting function, click on the “Charting” tab.
Charting

1) Select entity(ies) – company, commodity, currency etc.

2) Select metric(s) – the data items you wish to graph.

3) Add to chart

4) Select date range

5) Output options
Excel Plug-In
Excel plug-in

Open Excel.

Click on the Capital IQ plugin.

Click on Templates.
Excel plug-in

Change the company identifier to retrieve a report for a company you are researching. This report will represent the company as a player in the overall industry.

**WESTJET AIRLINES LTD. (TSX:WJA)**

<table>
<thead>
<tr>
<th>Description</th>
<th>Fiscal Year 2018</th>
<th>Fiscal Year 2017</th>
<th>Fiscal Year 2016</th>
<th>Fiscal Year 2015</th>
<th>Fiscal Year 2014</th>
<th>Fiscal Year 2013</th>
<th>Fiscal Year 2012</th>
<th>Prior Year</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income Statement - CAD in Million</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>475.1</td>
<td>608.6</td>
<td>586.6</td>
<td>582.7</td>
<td>338.6</td>
<td>371.5</td>
<td>307.0</td>
<td>2,074.3</td>
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<tr>
<td>Operating Income</td>
<td>229.8</td>
<td>273.6</td>
<td>282.6</td>
<td>250.6</td>
<td>146.6</td>
<td>165.7</td>
<td>127.6</td>
<td>874.8</td>
</tr>
<tr>
<td>Interest Income</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>Other Income</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>229.8</td>
<td>273.6</td>
<td>282.6</td>
<td>250.6</td>
<td>146.6</td>
<td>165.7</td>
<td>127.6</td>
<td>874.8</td>
</tr>
</tbody>
</table>

**Note:** The table includes detailed financial information for WESTJET AIRLINES LTD. for the fiscal years 2018 to 2012. The financial data is presented in Canadian dollars (CAD).