I/B/E/S KEY PERFORMANCE INDICATORS

A GUIDE TO UNDERSTANDING THE TERMS, LAYOUTS & USE OF THE KEY PERFORMANCE INDICATORS DATAFEED

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PRODUCT OVERVIEW

Thomson Reuters Key Performance Indicators (KPI) datafeed is a collection of current detail and summary level estimates as well as actuals information. This feed is available in a flat file format that is pipe delimited. Users can easily process these files into a database for easy data management.

Thomson Reuters offers Key Performance Indicators (KPI) to quickly identify and retrieve analyst forecast information on key drivers within the retail, restaurant and pharmaceutical industries. These key performance indicators are industry-specific measures that facilitate comparisons among similar peer groups. Consensus and detail forecasts are available for Same Store Sales and Pharmaceutical Sales, including business segment and product breakdowns, enabling efficient comparisons between analysts' expectations on these indicators and your own

FEATURES

Same Store Sales

Same Store Sales represents a percentage sales growth for retail stores and restaurants that have been open for more than one year. Same Store Sales allows investors to decipher what portion of sales growth is due to true retail growth and what portion is due to new store openings.

- Coverage spans across retail stores and restaurants in North America.
- Reported company results and sales growth forecasts are collected on a monthly, quarterly and annual basis for North American companies from hundreds of sell-side analysts on a real-time basis.
- Companies followed include discount retailers, department stores, specialty retailers, casual dining, quick serve restaurants and more.
- Estimates data is available on a detail (individual analyst) and summary (mean) level.
- Estimates data is accessible on a consolidated company basis and for individual store segments within the same company, where available.

Pharmaceutical Sales

Pharmaceutical Sales represents the revenue associated with individual pharmaceutical drug unit products (as opposed to total sales per company).

- Coverage spans across pharmaceutical companies and many unique drugs worldwide.
- Reported company results and forecasted sales estimates are collected on a quarterly and annual basis for global pharmaceutical companies from hundreds of sell-side analysts on a real-time basis.
- Estimates data is offered on a detail (individual analyst) and a summary (mean) level.

BENEFITS

- Identify trends within the retail and drug industries.
- Make informed portfolio allocation changes
- Target investment opportunities.
- View a firm's store or drug expectations at a detail or summary level

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GLOBAL CLIENT SUPPORT

For further information or assistance, please visit the Thomson Reuters Customer Zone at https://customers.reuters.com/Home/. The Customer Zone is the single online entry point to Thomson Reuters support and service functions which include:

- Contact Us: Customers who have access to the public internet can log support requests via an   online form which captures key information. You will receive an on-screen confirmation number and response to your service request within 15 minutes. Alternatively, you can view a listing of contact numbers.

- Online Notifications: Product change notifications, service alerts and product users guides.

- Community: Online archive of Thomson Reuters newsletters and customer events.

Please note the Thomson Reuters Customer Zone requires registration for first time users. You can access the "Contact Us" form directly at https://customers.reuters.com/crmcontactus/support.asp (direct access to this link does not require a login).

If your product is not displayed in the "Product" drop-down box, select "Product not found…. Search more". This will open a free text box and allow you to type your product as defined in this user guide. Once selected, continue to populate the remaining fields.

FILE DELIVERY SCHEDULE

KPI File Time (US EST)	KPI File Time (GMT)	Data Entry Cut-Off Time (US EST)	Data Entry Cut-Off Time (GMT)
9:30 AM	14:30	6:30 AM	11:30
12:00 PM	17:00	9:30 AM	14:30
2:30 PM	19:30	11:30 AM	16:30
4:30 PM	21:30	1:30 PM	18:30
7:30 PM	12:30	3:30 PM	20:30
End-of-day/ 3 AM	8:00	7:00 PM (off-peak earnings), 8:00 PM (peak earnings)	00:00 (off-peak earnings)/1:00 (peak earnings)
Weekly / Saturdays at 12:00 PM	Saturdays at 17:00	Fridays at 12:00 AM	Fridays at 5:00

Please note that the timestamps of the files posted on the ftp sites are listed as GMT.

- The intra-day files are cumulative and contain changes made since the close of the previous business day. This allows users who miss one intra-day update to get current with the download of the next available file.

- The deadline for posting the daily KPI files is 3 AM (US EST) each night. The deadline for posting the weekly KPI files is Saturdays at 12 PM of each week. Client e-mail notifications are provided when files are not available by the times listed above. These notifications would be sent to clients both before the deadlines, as well as after the posting is done - advising clients that the files are available on the ftp site.

- Please note that all files are usually posted prior to the deadlines mentioned above. However, it is not guaranteed that files are always posted at the same times. The file posting can vary due to the quantity of data processed and the duration of the file creation processes.

- Thomson Reuters maintains a 5 Daily files archive of daily files should a user wish to pick up a missed file from a prior day. Please note that prior to posting a file, a previously posted corresponding file is deleted from the FTP site. For example, before posting Monday's end of day file, prior week's Monday file is deleted.

- Similarly, Weekly files are available until the night before a new set of Weekly files are being posted. The set of old Weekly files are deleted and are no longer available after that.

- Each file has as its first row a time stamp (US EST) to inform users of when the file was created and ensure proper synchronization with the Thomson Reuters database. This header record takes the form: mm/dd/yy hh:mm:ss.

- All dates and timestamps included in the files are represented in US EST.

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Retrieving KPI Files

KPI files are generally ready before the stated times in the documentation. Previous week's files are deleted the day before the KPI files are due to be posted. A user can thus set up an automated procedure to check if their expected file has been posted at an earlier time. If it has been posted, they can proceed with their processing. If it has not been posted, they can check again after a certain time interval (for example, every half-hour or hour). This procedure will also handle the situation if the files are delayed.

KPI PACKAGE

The Thomson Reuters KPI Current Detail & Consensus Estimates are available in one global package.

The package zip file name is:

KP<D><CLIENT NUMBER><T>.<EXT>

> <D> — day of the week ('m', 't', 'w', 'r', 'f', 'q'-weekly)
> <CLIENT NUMBER> — 4 digit clients' account number
> <T> — time of day as follows:
> > not used for end of day
> > 'e"   early morning
> > 'm'   morning
> > 'n'   noon
> > 'a'   afternoon
> > 'l'   late afternoon
>
> <EXT> — file extension based on type of compression
> > 'zip'   pkzipped

Example: Monday's KPI (daily) "end of day" file will have the filename "KPm9999.zip".

For clients subscribing to I/B/E/S QFS and I/B/E/S History:

The KPI zip file includes all data files listed under the File Names section, posted according to the schedule included above. The KPI Data feed is sold separately and is not part of any I/B/E/S QFS or History package. However, clients who subscribe to the KPI Data feed, in addition to I/B/E/S QFS and/or History can have this package added to the same ftp account. KPI files will not be added to I/B/E/S QFS and History zip files. A client that gets all products will get 3 zip files: 1 for QFS, 1 for History and 1 for KPI.

Regional files included in the package are:

KPI Measure	Regional Packages	File Extensions
Pharmaceutical Sales	United States, Canada or International	.US, .INT
Same Store Sales	United States	.US

NAMING CONVENTIONS

<D><NAME><M>.<REG>

<D>   Represents a 1-character mnemonic for the day of the week ('M', 'T', 'W', 'R', 'F', 'Q'-weekly)
<NAME>   Represents a 3 or 4-character mnemonic for the specific file type (summary, actuals, etc)
<MM>   Represents a 2-character mnemonic for the measure code as listed in Measures section.
<CC>   A 1 or 2-character mnemonic used for detail files only where permission/entitlement is applied
<REG>   Represents a 2 or 3-character mnemonic for the region

Example: Monday's Same Store Sales US Actuals File will have a filename of "MACTTSS.US"

MEASURES AVAILABLE

Type	Description	Measure	Measure Abbreviation
PHARMACEUTICALS	Pharmaceutical Sales	SAL	PS
SAME STORE	Same Store Sales	SSS	SS

HOW TO UPDATE YOUR DETAIL DATABASE USING KPI FILES

To properly apply deletes, stops and detail records, use the following paradigm:

1. Process KPI detail file

Insert all records for which a match based on the keys does not exist. Update all records that match the key fields. This applies to both current and previous estimates.

2. Process KPI delete file.

Delete all records from your tables that match the key fields (examples of key fields are: for recommendations I/B/E/S_tkr, estimator, activation_date, activation_time; for estimates I/B/E/S_tkr, measure, fiscal_period, prd_yr, prd_mon, estimator, activation_date, activation_time). Ignore all records that don't match all key fields.

3. Process KPI stop file.

Insert all stop records into your tables that don't match the keys. Ignore all other records.

4. Process KPI Delete stop file

Delete all stop records from your tables that match the key fields (examples of key fields are: for recommendations I/B/E/S_tkr, estimator, activation_date, activation_time; for estimates I/B/E/S_tkr, measure, fiscal_period, prd_yr, prd_mon, estimator, activation_date, activation_time). Ignore all records that don't match all key fields.

Daily files should be processed as received. It is also advised that weekly files be used for comparison purposes or as a complete refresh of the current database. Weekly updates should be applied prior to the Friday update.

When database reports are created, it should be checked if the activation date/time of the estimate or recommendation is greater than the activation date/time of the stop record at the time slice for which the report is created.

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FILE NAMES

There are a total of 23 files available: 13 regular files and 10 lookup files.

Category	File Name	Description
Detail	<D>DET<MM><CC>.<REG>	Detail File
	<D>DEL<MM><CC>.<REG>	Delete Detail File
	<D>STP<MM><CC>.<REG>	Stop Estimates File
	<D>DES<MM><CC>.<REG>	Delete Stop Estimates File
	<D>FDT<MM><CC>.<REG>	Detail Footnote File
	<D>FDL<MM><CC>.<REG>	Delete Detail Footnote File
Actual	<D>ACTT<MM>.<REG>	Actuals File
	<D>DACT<MM>.<REG>	Delete Actuals File
	<D>RACT<MM>.<REG>	Restated Actuals File
Summary	<D>SUM<MM>.<REG>	KPI Summary Estimates File
ID	<D>PID1.<REG>	Product Identification #1 File
	<D>PID2	Product Identification #2 File
	<D>IDKP.<REG>	KPI Identification File
Lookup	<D>prod	Lookup Product
	<D>meas	Lookup Product Type Measure
	<D>stat	Lookup Product Status
	<D>preg	Lookup Product Region
	*<D>*fntp	Lookup Product Footnote Type
	<D>bkrk	Lookup Broker
	<D>xrtk	Lookup Currency Exchange Rate
	Qxchk	Lookup Exchange Code
	Qctyk	Lookup Country
	Qcurk	Lookup Currency

KPI DETAIL FILES

The following files provide detail data for all companies that had activity since the close of previous business day. They provide transparency and clarity for each company. The 6 Detail files are:

- Detail Estimates
- Delete Estimate
- Stop Estimates
- Delete Stop Estimates
- Detail Footnote
- Delete Detail Footnote

Detail Estimates File Format

Name: *<D>DET<MM><CC>.<REG>*
Subscription Level: *Detail*
Frequency: *Daily/Weekly*

The daily Detail Estimates File provides detail data for all companies that had estimate activity since the close of previous business day. "Estimate activity" means that an analyst revised an estimate or a new estimate was added to the database. It can also mean that an estimate was error corrected or a newly reported actual was entered (the company was shifted). In those instances, the activation date of the estimate included in the detail file would be earlier than the date of the file. The daily Detail Estimates File identifies this "estimate activity" with a status flag allowing users to distinguish why an estimate changed from its prior value. The status flags are provided for referential use only and are blank in the weekly files. The Detail Estimates file has the following Status flags:

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N = new estimate, no "previous"; R = new revision, "previous" estimate exists; E = updated estimate, resubmitted estimate; A = analyst name change; space = deleted stops or actuals entered. In cases where more than one activity is performed, the Status flag is populated as follows:

a) existing estimate is updated and the analyst name is changed – E
b) new estimate is entered and the analyst name changes – R or N
c) filter is end-dated and the estimate becomes part of majority - E

Estimates for which the filter (exclude flag) is end-dated are resent in a daily file without the "X" flag, indicating that the respective estimate is included in the mean starting on the respective day until it gets stopped or the actual for the period is recorded.

The file contains Contributor codes which are 8 characters or less. Long name translation is provided in the weekly Broker File.

The previous detail estimate is also provided on the same record for informative comparison purposes. Please note that it is possible that contributing brokers provide 2 revisions on the same day. In this case, the end of day file will include the first estimate received under the "previous" field while the latter estimate will be available in the "current" field.

Corrections are reflected only for the "current" and "previous" estimates, where the "current" estimate is not stopped. If a "previous" estimate is modified and no changes are made that affect the "current" estimate, the respective day's file will not display the change. The modification will be reflected in the next weekly file after that.

The weekly Detail Estimates File reports a snapshot of the current and previous estimates for all ticker/contributor combinations in the Thomson Reuters database as of the close of business each Thursday at midnight. All periods for which current data exists are included in the weekly version files.

KPI Detail records are converted to the currency in which a company is followed, according to the currency of the latest EPS actual recorded in the database. To see which currency I/B/E/S follows please see the Currency Code at the Company Level. There is also a currency flag available indicating the currency in which the estimate was received in from the Contributor.

Key	Data Field	Data Type	Data Length	Comments
✓	I/B/E/S ticker	char	6	
	Product ID	int	6	
	Region ID	char	3	See Region Appendix
✓	Measure	char	6	
✓	Fiscal Period (MON, ANN, QTR)	char	3	
✓	Fiscal Period Year	smallint	4	
✓	Fiscal Period Month	tinyint	2	
	Forecast Period Indicator	char	1	
✓	Broker Code/Outorg	char	8	
	Analyst Name	varchar	20	Full last name, first name initial
	Current Estimate Value	float		Maxdecimal 5
✓	Current Estimate Activation Date	date(yyyymmdd)	8	
✓	Current Estimate Activation Time	time(HH:MM:SS)	8	
	Current Estimate Announce Date	date(Yyyymmdd)	8	
	Current Estimate Announce Time	time(HH:MM:SS)	8	
	Current Estimate Exclude Flag	char	1	
	Current Estimate Currency	char	3	
	*Current Estimate Status	char	1	N = new estimate, no "previous"; R = new revision, "previous" estimate exists; E = updated estimate; A=analyst name change; Space=deleted stops or actuals entered * Does not apply to weekly files and it is blank when not

Key	Data Field	Data Type	Data Length	Comments
				applicable
	Previous Estimate Value	float		Maxdecimal 5
✓	Previous Estimate Activation Date	date(yyyymmdd)	8	
✓	Previous Estimate Activation Time	time(HH:MM:SS)	8	
	Previous Estimate Announce Date	date(yyyymmdd)	8	
	Previous Estimate Announce Time	time(HH:MM:SS)	8	
	Previous Estimate Exclude Flag	char	1	
	Previous Estimate Currency	char	3	
	*Previous Estimate Status	char	1	N = new estimate, no "previous"; R = new revision, "previous" estimate exists; E = updated estimate; A=analyst name change; Space=deleted stops or actuals entered * Does not apply to weekly files and it is blank when not applicable
	Latest Confirmation Date	date(yyyymmdd)	8	
	Latest Confirmation Time	time(HH:MM:SS)	8	
	Analyst Mask Code	char	6	
	Analyst Start Date	date(yyyymmdd)	8	
	Analyst Start Time	time(HH:MM:SS)	8	
	Currency at Company level	char	3	

Delete Detail Estimates File Format

Name: *<D>DEL<MM><CC>.<REG>*
Subscription Level: *Detail*
Frequency: *Daily*

The daily Delete Detail Estimates File provides information on any estimates that have been removed from the Thomson Reuters database since the close of previous business day. Delete records could be included for an estimate made at any point in time for a current period appearing in the KPI files, not just the "current" or "previous" estimates. Please refer to the "How To Update Your Database" section for instructions on how to apply deletes.

Key	Data Field	Data Type	Data Length	Comments
✓	I/B/E/S ticker	char	6	
	Product ID	int	6	
	Region Id	char	3	See Region Appendix
✓	Measure	char	6	
✓	Fiscal Period (MON, ANN, QTR)	char	3	
✓	Fiscal Period Year	smallint	4	
✓	Fiscal Period Month	tinyint	2	
	Forecast Period Indicator	char	1	
✓	Broker Code/Outorg	char	8	
	Analyst Name	varchar	20	Full last name, first name initial
	Estimate Value	float		Maxdecimal 5
✓	Estimate Activation Date	date(yyyymmdd)	8	
✓	Estimate Activation Time	time(HH:MM:SS)	8	
	Estimate Currency	char	3	
	Analyst Mask Code	char	6	

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Stop Estimates File Format

The daily Stop Estimates File includes all estimates that have been stopped since the close of previous business day. Estimates are stopped because an estimator may enter a "quiet" period for a particular security or because an estimator is no longer following a stock. The activation date and time correspond to those of the record(s) being stopped, only the latest stop being included in the file. Stops are effective as of the date received.

Key	Data Field	Data Type	Data Length	Comments
✓	I/B/E/S ticker	char	6	
	Product ID	int	6	
	Region ID	char	3	See Region Appendix
✓	Measure	char	6	
✓	Fiscal Period (MON, ANN, QTR)	char	3	
✓	Fiscal Period Year	smallint	4	
✓	Fiscal Period Month	tinyint	2	
	Forecast Period Indicator	char	1	
✓	Broker Code/Outorg	char	8	
	Analyst Name	varchar	20	Full last name, first name initial
✓	Stop Activation Date	date(yyyymmdd)	8	
✓	Stop Activation Time	time(HH:MM:SS)	8	
	Analyst Mask Code	char	6	

Delete Stop Estimates File Format

The daily Delete Stop Estimates File includes deletes on estimate stops that have been removed from the Thomson Reuters database since the close of previous business day.

In addition, the estimate that becomes "current" is redistributed in the Detail KPI Estimates files, the Status flag being blank.

Key	Data Field	Data Type	Data Length	Comments
✓	I/B/E/S ticker	char	6	
	Product ID	int	6	
	Region ID	char	3	See Region Appendix
✓	Measure	char	6	
✓	Fiscal Period (MON, ANN, QTR)	char	3	
✓	Fiscal Period Year	smallint	4	
✓	Fiscal Period Month	tinyint	2	
	Forecast Period Indicator	char	1	
✓	Broker Code/Outorg	char	8	
	Analyst Name	varchar	20	Full last name, first name initial

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Key	Data Field	Data Type	Data Length	Comments
✓	Stop Activation Date	date(yyyymmdd)	8	
✓	Stop Activation Time	time(HH:MM:SS)	8	
	Analyst Mask Code	char	6	

Detail Footnote File Format

Name: *<D>FDT<MM><CC>.<REG>*
Subscription Level: *Detail*
Frequency: *Daily/Weekly*

As a value-added service, Thomson Reuters provides detailed footnote information for certain estimates that require additional explanation. Footnotes may be linked within the KPI feed to the underlying estimate by joining on the key fields in the Daily Detail Estimates File (*ibes_tkr, measure, periodicity, prd_yr, prd_mon, estimator and activation_date & time*). A footnote should always accompany a filtered/excluded estimate but can also exist on an estimate with no filter/exclude flag. An Expiration date of an active footnote is by default 10 years from the Entry date. There could be more than one active footnote valid at any point in time for the same estimate.

Footnotes that expire on a particular day are not included in that day's Detail Footnote file. The respective footnote will no longer appear in subsequent files. A corresponding delete record is provided in the daily Delete Detail Footnote file. The weekly Detail Footnote File contains a snapshot of all non-expired current and previous estimates' footnotes as of the close of business of each Thursday at midnight.

A list of footnote types is available at the end of the document. The footnote text included is standard; however it can be modified at the discretion of the Thomson Reuters Market Specialist.

Key	Data Field	Data Type	Data Length	Comments
✓	I/B/E/S ticker	char	6	
	Product ID	int	6	
	Region ID	char	3	See Region Appendix
✓	Measure	char	6	
✓	Fiscal Period (MON, ANN, QTR)	char	3	
✓	Fiscal Period Year	smallint	4	
✓	Fiscal Period Month	tinyint	2	
	Forecast Period Indicator	char	1	
✓	Broker Code/Outorg	char	8	
	Analyst Name	varchar	20	Full last name, first name initial
✓	Estimate Activation Date	date(yyyymmdd)	8	
✓	Estimate Activation Time	time(HH:MM:SS)	8	
	Current/Previous Flag	char	1	
	Footnote Type	char	4	
	Footnote Text	varchar	120	
	Footnote Activation Date	date(yyyymmdd)	8	
	Footnote Activation Time	time(HH:MM:SS)	8	
	Footnote Expiration Date	date(yyyymmdd)	8	
	Footnote Expiration Time	time(HH:MM:SS)	8	
	Analyst Mask Code	Char	6	

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Delete Detail Footnote File Format

Name: *<D>FDL<MM><CC>.<REG>*
Subscription Level: *Detail*
Frequency: *Daily*

The file includes deleted records for corrections, as well as for those footnotes that no longer apply. In addition, the updated version will include an "Action flag" field at the end of the file that helps users determine whether a footnote has been deleted or had the Entry date and time modified (Action flag = D) from the Thomson Reuters database or whether the footnote no longer applies and has been end-dated (Action flag = E). For a modified footnote, an updated record is included in the Detail Footnote file.

Key	Data Field	Data Type	Data Length	Comments
✓	I/B/E/S ticker	char	6	
	Product ID	int	6	
	Region ID	char	3	See Region Appendix
✓	Measure	char	6	
✓	Fiscal Period (MON, ANN, QTR)	char	3	
✓	Fiscal Period Year	smallint	4	
✓	Fiscal Period Month	tinyint	2	
	Forecast Period Indicator	char	1	
✓	Broker Code/Outorg	char	8	
	Analyst Name	varchar	20	Full last name, first name initial
	Estimate Value	float		Maxdecimal 5 (This column is not present in the file)
✓	Estimate Activation Date	date(yyyymmdd)	8	
✓	Estimate Activation Time	time(HH:MM:SS)	8	
	Footnote Type	char	4	
	Footnote Activation Date	date(yyyymmdd)	8	
	Footnote Activation Time	time(HH:MM:SS)	8	
	Status Flag	char	1	(D = delete, E = end-dated)
	Analyst Mask Code	char	6	

KPI ACTUAL FILES

There are 3 Actuals Files:

- Actual File
- Delete Actual File
- Restated Actuals File

Actuals File Format

Name: *<D>ACTT<MM>.<REG>*
Subscription Level: *Summary*
Frequency: *Daily/Weekly*

The daily Actuals File contains the itemized list of all new reported actuals collected by Thomson Reuters since close of previous business day. The file reports actuals on a monthly, quarterly, annual basis.

Actuals for a company that has no estimates for the respective measure are included in intra-day, daily and weekly versions of the files.

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The file also contains relevant surprise information (surprise mean, number of estimates and standard deviation) for the latest period for which an actual exists. The surprise mean represents the average of all current estimates recorded prior to the date/time the company reported the respective period's actuals.

The weekly Actual File contains the latest 5 annuals, 8 quarterlies and 4 monthly actuals for all current Thomson Reuters companies with KPI data.

Key	Data Field	Data Type	Data Length	Comments
✓	I/B/E/S ticker	char	6	
	Product ID	int	6	
	Region ID	char	3	See Region Appendix
✓	Measure	char	6	
✓	Fiscal Period (MON, ANN, QTR)	char	3	
✓	Fiscal Period Year	smallint	4	
✓	Fiscal Period Month	tinyint	2	
	Actual Value	float		Maxdecimal 5
	Actual Activation Date	date(yyyymmdd)	8	
	Actual Activation Time	time(HH:MM:SS)	8	
	Actual Announce Date	date(yyyymmdd)	8	
	Actual Announce Time	time(HH:MM:SS)	8	
	* Status Flag	char	1	R=Shift, E=Error Correction * Does not apply to weekly files and it is blank when not applicable
	Surprise Mean	float		Maxdecimal 5
	Surprise Number of Estimates	smallint	4	
	Surprise Standard Deviation	float		Maxdecimal 5
	Currency at Company Level	char	3	

Delete Actuals File Format

Name: <D>DACT<MM>.<REG>
Subscription Level: Summary
Frequency: Daily

This file contains actuals that have been completely deleted from the Thomson Reuters database.

Key	Data Field	Data Type	Data Length	Comments
✓	I/B/E/S ticker	char	6	
	Product ID	int	6	
	Region ID	char	3	See Region Appendix
✓	Measure	char	6	
✓	Fiscal Period (MON, ANN, QTR)	char	3	
✓	Fiscal Period Year	smallint	4	
✓	Fiscal Period Month	tinyint	2	
	Actual Value	float		Maxdecimal 5
	Actual Activation Date	date(yyyymmdd)	8	
	Actual Activation Time	time(HH:MM:SS)	8	
	Currency at Company Level	char	3	

Restated Actuals File Format

Name: \<D>RACT\<MM>.\<REG>
Subscription Level: Summary
Frequency: Daily/Weekly

This file contains restated actuals for all companies that have restated actuals for a reported period in the past.
The surprise mean, surprise number of estimates and surprise standard deviation fields are being populated for the latest period for which an actual exists and represents the surprise data calculated at the time the original actual was captured. The Announce Dates and Times signify the date/time the company has reported its restated earnings. The Activation date/time represents the time the restatement was recorded in the database.
The weekly Actual File contains up to 5 annuals, 8 quarterlies and 4 monthly actuals for all current Thomson Reuters companies, where available.
Actuals could be available simultaneously for the same period in both Actuals and Restated Actuals files where applicable.

Key	Data Field	Data Type	Data Length	Comments
✓	I/B/E/S ticker	char	6	
	Product ID	int	6	
	Region ID	char	3	See Region Appendix
✓	Measure	char	6	
✓	Fiscal Period (MON, ANN, QTR)	char	3	
✓	Fiscal Period Year	smallint	4	
✓	Fiscal Period Month	tinyint	2	
	Actual Value	float		Maxdecimal 5
	Restated Actual Activation Date	date(yyyymmdd)	8	
	Restate Actual Activation Time	time(HH:MM:SS)	8	
	Restated Actual Announce Date	date(yyyymmdd)	8	
	Restated Actual Announce Time	time(HH:MM:SS)	8	
	* Status Flag	char	1	R=Shift, E=Error Correction * Does not apply to weekly files and it is blank when not applicable
	Surprise Mean	float		Maxdecimal 5
	Surprise Number of Estimates	smallint	4	
	Surprise Standard Deviation	float		Maxdecimal 5
	Currency at Company Level	char	3	

KPI SUMMARY ESTMATES FILES

Name: \<D>SUM\<MM>.\<REG>
Subscription Level: Summary
Frequency: Daily/Weekly

This file contains Mean information which represents averages for all data contained in the Daily Estimates File. Standard summary calculations such as mean, median, standard deviation, number of estimates raised/lowered are contained in this file.

If a mean no longer exists because the last active estimate was either deleted, stopped or filtered, the mean is represented by a "blank" in the Mean field. All summary data fields, indicated in italics, are blank in these instances.

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The total number of estimates does not include filtered/excluded contributor estimates provided for the company. The number of up/down revisions includes both filtered/excluded and non-excluded estimates.

Key	Data Field	Data Type	Data Length	Comments
✓	I/B/E/S ticker	char	6	
	Product ID	int	6	
	Region ID	char	3	See Region Appendix
✓	Measure	char	6	
✓	Fiscal Period (MON, ANN, QTR,)	char	3	
✓	Fiscal Period Year	smallint	4	
✓	Fiscal Period Month	tinyint	2	
	Forecast Period Indicator	char	1	
	Number of Ests Raised 1 Wk	*smallint*	*4*	
	Number of Ests Lowered 1 Wk	*smallint*	*4*	
	Number of Ests Raised 4 Wks	*smallint*	*4*	
	Number of Ests Lowered 4 Wks	*smallint*	*4*	
	Number of Ests Raised 1 Month	*smallint*	*4*	
	Number of Ests Lowered 1 Month	*smallint*	*4*	
	Mean	*float*		Maxdecimal 5
	Number of Estimates	*smallint*	*4*	
	Median	*float*		Maxdecimal 5
	Standard Deviation	*float*		Maxdecimal 5
	High Estimate	*float*		Maxdecimal 5
	Low Estimate	*float*		Maxdecimal 5
	Previous Mean	*float*		Maxdecimal 5
	Previous Number of Estimates	*smallint*	*4*	
	Previous Median	*float*		Maxdecimal 5
	Previous Standard Deviation	*float*		Maxdecimal 5
	Previous High Estimate	*float*		Maxdecimal 5
	Previous Low Estimate	*float*		Maxdecimal 5
	Mean, 1 wk ago	*float*		Maxdecimal 5
	Number of Estimates, 1wk ago	*smallint*	*4*	
	Median, 1wk ago	*float*		Maxdecimal 5
	Standard Deviation, 1wk ago	*float*		Maxdecimal 5
	High Estimate, 1 wk ago	*float*		Maxdecimal 5
	Low Estimate, 1 wk ago	*float*		Maxdecimal 5
	Mean, 4 wks ago	*float*		Maxdecimal 5
	No Estimates, 4 wks ago	*smallint*	*4*	
	Median, 4 wks ago	*float*		Maxdecimal 5
	Standard Deviation, 4 wks ago	*float*		Maxdecimal 5
	High Estimate, 4 wks ago	*float*		Maxdecimal 5
	Low Estimate, 4 wks ago	*float*		Maxdecimal 5
	Mean, 1 Month ago	*float*		Maxdecimal 5
	Number of Estimates, 1 Month ago	*smallint*	*4*	
	Median, 1 Month ago	*float*		Maxdecimal 5
	Standard Deviation, 1 Month ago	*float*		Maxdecimal 5
	High Estimate, 1 Month ago	*float*		Maxdecimal 5
	Low Estimate, 1 Month ago	*float*		Maxdecimal 5
	Mean, 3 Month ago	*float*		Maxdecimal 5
	Number of Estimates, 3 Month ago	*smallint*	*4*	
	Median, 3 Month	*float*		Maxdecimal 5
	Standard Deviation, 3 Month ago	*float*		Maxdecimal 5
	High Estimate, 3 Month ago	*float*		Maxdecimal 5

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	Low Estimate, 3 Month ago	float		Maxdecimal 5
	Flash mean	float		Maxdecimal 5
	Flash Number of Estimates	smallint	4	
	Flash Standard Deviation	float		Maxdecimal 5
	Currency at company level	char	3	

KPI PRODUCT IDENTIFICATION FILES

These files contain company and product relationships, parent and product relationships, thus allowing users to cross-reference I/B/E/S Tickers with Product ID's. They also provide important metadata. Any I/B/E/S ticker that appears in the KPI Detail Estimates or Actuals files should be populated in the Identification Files. Any Product ID appearing in the Estimates or Actuals files will be present in the Product Identification files as well. Industry ID's represent the generic drug names for Pharmaceutical sales.

There are 2 KPI Product Identification files:

- Product Identification #1
- Product Identification #2

Product Identification #1 File Format

Name: <D>PID1.<REG>
Subscription Level: Summary
Frequency: Daily/Weekly

Key	Data Field	Data Type	Data Length	Comments
✓	I/B/E/S ticker	char	6	
	Product ID	int	6	
	Region ID	char	3	See Region Appendix
	Measure	char	6	

Product Identification #2 File Format

Name: <D>PID2
Subscription Level: Summary
Frequency: Daily/Weekly

Key	Data Field	Data Type	Data Length	Comments
✓	Product ID	int	6	
	Parent Product ID	int		
	Region ID	char	3	See Region Appendix
	Product Type	char	30	
	Brand Long Name	varchar	255	
	Generic Long Name	varchar	255	
	Industry ID	varchar	255	
	Product Status	char	20	Blank where not applicable
	Product Purpose	varchar	255	
	Industry Sector	Char	30	
	Measure	Char	6	
	Measure Unit	char	12	50
	Product ID Create date	datetime(yyyymmdd hh:mm)	14	Note: 1 Space between date and time

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		datetime(yyyymmdd hh:mm)	14	Note: 1 Space between date and time
	Product ID modified date	datetime(yyyymmdd hh:mm)	14	Note: 1 Space between date and time
	Product ID End Date	datetime(yyyymmdd hh:mm)	14	Note: 1 Space between date and time
	Patent Expiration Date	datetime(yyyymmdd hh:mm)	14	Note: 1 Space between date and time

KPI Identification File Format

Name: <D>IDKP.<REG>
Subscription Level: Summary
Frequency: Daily/Weekly

This file allows user to cross-reference I/B/E/S Ticker with non-TR identifiers. Any I/B/E/S ticker that appears in the KPI Detail Estimates or Actuals files should be populated in the Identification Files.

Key	Data Field	Data Type	Data Length	Comments
✓	I/B/E/S ticker	Char	6	
	Official Ticker	Char	15	
	Home Market Code	Char	15	
	Cusip/Sedol	Char	15	8 characters for Cusips, 6 for Sedols
	Long Company Name	Char	40	
	Instrument type	Char	1	
	Exchange Code	Char	1	
	Country ID	Char	2	
	Exchange Country ID	Char	2	
	Sector/Industry/Group Code	Char	6	
	ISIN	Char	15	
	I/B/E/S ticker end date	date(yyyymmdd)	8	**This field will be blank at the current time** This field is not present in the weekly files

KPI LOOKUP TABLES

The Lookup Tables are used for referential mappings.

LU Product

Name: <D>Prod
Subscription Level: Standard
Frequency: Daily/Weekly

Data Field	Data Type	Data Length	Comments
Product ID	int	6	
Product Type	char	30	
Product Brand Long Name	varchar	255	
Product Brand Short Name	char	80	
Product Generic Long Name	varchar	255	
Product Generic Short Name	char	80	
Industry ID	varchar	255	
Measure	char	6	

Periodicity	char	3	
Status	char	20	
Purpose	varchar	255	
Industry Sector	char	30	
Industry Subsector	char	30	
Create Date	datetime(yyyymmdd hh:mm)	14	Note: 1 Space between date and time
Modified Date	datetime(yyyymmdd hh:mm)	14	Note: 1 Space between date and time
End Date	datetime(yyyymmdd hh:mm)	14	Note: 1 Space between date and time
Parent Product ID	int	6	
Patent Expire Date	datetime(yyyymmdd hh:mm)	14	Note: 1 Space between date and time

LU Product Type Measure

Name: *<D>meas*
Subscription Level: Standard
Frequency: Daily/Weekly

Data Field	Data Type	Data Length	Comments
Product Type	char	30	
Product Description	char	60	
Measure	char	6	
Measure Unit	char	50	

LU Product Status

Name: *<D>stat*
Subscription Level: Standard
Frequency: Daily/Weekly

Data Field	Data Type	Data Length	Comments
Product Status	Char	20	
Product Status Description	Char	60	

LU Product Region

Name: *<D>preg*
Subscription Level: Standard
Frequency: Daily/Weekly

Data Field	Data Type	Data Length	Comments
Region ID	Char	3	
Region Short Name	Char	20	
Region Long Name	Char	40	

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LU Product Footnote Type

Name: *<D>*fntp
Subscription Level: Standard
Frequency: Daily/Weekly

Data Field	Data Type	Data Length	Comments
Footnote Type	Char	1	
Footnote Text	Char	80	

LU Broker

Name: *<D>*bkrk
Subscription Level: Standard
Frequency: Daily/Weekly

Data Field	Data Type	Data Length	Comments
Broker Code	Char	8	
Broker Name	Char	40	

LU Currency Exchange Rate

Name: *<D>*xrtk
Subscription Level: Standard
Frequency: Daily/Weekly

Data Field	Data Type	Data Length	Comments
Date	datetime(yyyymmdd hh:mm)	14	Note: 1 Space between date and time
Currency	Char	3	
Exchange Rate	float		Maxdecimal 5

LU Exchange Code

Name: *Qxchk*
Subscription Level: Standard
Frequency: Weekly

Data Field	Data Type	Data Length	Comments
Exchange Code	Char	6	
Exchange Name	Char	32	
Country ID	Char	2	
Country Name	Char	32	

LU Country

Name: *Qctyk*
Subscription Level: Standard
Frequency: Weekly

Data Field	Data Type	Data Length	Comments
Country Code	Char	2	
Country Long Name	Char	32	

LU Currency

Name: *Qcurk*
Subscription Level: Standard
Frequency: Weekly

Data Field	Data Type	Data Length	Comments
Currency Code	Char	3	
Currency Long Name	Char	25	
Currency Representation	smallint	1	

APPENDIX

Things to Note

- Non-available data appears as a blank space except in the case of contributor or analyst names, which have a code number in the case of permission denial.
- In cases where all current estimates are stopped, deleted or excluded/filtered, the mean included for the respective period in the daily files will be blank as well as all other summary fields for the respective record to indicate that a mean no longer exists and the previous one is not applicable. Subsequent Weekly files will no longer include detail and summary level information for the respective period unless new data has been recorded for that period.

Note:
The status flags are blank in the weekly files, as those files represent snapshots of the Thomson Reuters data on the close of business each Thursday night.

Entitlements

Through the years, Thomson Reuters has built and maintained a strong relationship with its contributors. As part of this on-going relationship, Thomson Reuters ensures that its contributors have the right to determine, on a client-by-client basis, which may or may not view their estimates in a detail format. If a contributor denies permission to a specific client, the Estimator field will have a numeric code, while a numeric field also represents the Analyst field, effectively meaning "Permission Denied".

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Appendix A - Regions

Region ID Code	Country	Description
US	United States	Only represents sales generated in the United States
EUR	Europe	Only represents sales generated in Europe
ASI	Asia	Only represents sales generated in Asia
WUS	Except US	Represents all worldwide sales generated outside the United States
JP	Japan	Only represents sales generated in Japan
WJP	Except Japan	Represents all worldwide sales generated outside Japan
WWW	Worldwide	Represents all worldwide sales

Appendix B – Forecast Period Indicators

Forecast Period Indicator	Description
1	Fiscal Year 1
2	Fiscal Year 2
3	Fiscal Year 3
4	Fiscal Year 4
5	Fiscal Year 5
6	Quarter 1
7	Quarter 2
8	Quarter 3
9	Quarter 4
N	Quarter 5
O	Quarter 6
P	Quarter 5
Q	Quarter 8
A	Semi Ann 1
B	Semi Ann 2
C	Semi Ann 3
D	Semi Ann 4
0	Long Term Growth
E	Month 1
F	Month 2
G	Month 3
I	Month 4
K	Month 5
R	Month 6

Appendix C – Estimate Level Footnote Types

Footnote Code	Description
3	Earnings on a fully adjusted basis (IFRS)
4	Earnings on a fully reported basis (IFRS)
5	Estimate includes stock option expenses (FAS123R)
6	Estimate excludes stock option expenses (FAS123R)
A	Accounting differences exist
C	Estimate received directly from analyst
D	Estimate received in currency other than default
E	Estimate adjusted due to error correction
I	Dividend includes foreign earnings

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J	DPS in standard other than local default
K	Forecast estimate not a 12-month figure
L	Estimates based on real earnings
M	Estimate reflects Full Monetary Correction
P	Accounting differences - estimate on parent basis
Q	Restricted
R	Revision prompted by phone contact
S	Estimate received/confirmed from analyst
T	Accounting basis unknown - contributor contacted
U	Contributor update pending
V	Estimate received in Euro
W	Estimates based on IFRS
X	Estimate on a cash earnings basis
Y	Estimate received in legacy currency
Z	Zero published in lieu of negative data

Appendix D – Important Nomenclature

This document uses important abbreviations and terms that are universally applied within KPI. These terms are key in understanding the Thomson Reuters data model and how it relates to KPI:

Data Field	Description
I/B/E/S ticker	A unique Thomson Reuters identifier that allows the user to link companies over time regardless of ownership changes.
Measure	The type or kind of estimate being represented. Examples of measure are PS, SS
Periodicity	The frequency by which a measure is recorded. Examples of periodicity are quarterly, annually, or monthly
Fiscal period year	The period year, or fiscal year, for which the measure/periodicity applies.
Fiscal period month	The period month, or fiscal month, for which the measure/periodicity applies.
Broker Code	The sell-side institution or contributor making the forecast.
Analyst Name	The person at the sell-side institution or contributing analyst making the forecast.
Value	The value of the forecast.
Activation date/time	The day/time the forecast/actual was recorded by Thomson Reuters.
Announce date/time	The day/time the contributing analyst has released the forecast or actual were reported by the company.

SAMPLE KPI DATA ACCOUNT INFORMATION

- The Sample files available are available in a Thursday Daily and a Weekly version. The Daily and Weekly files will contain data as of every Thursday night. One set only of Daily files are available a week.
- The Sample files contain data for at least 5 IBES tickers that have activity on the day the files are run.

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Please Note

- There are separate directories for each I/B/E/S product: change to the directory of the product you are looking for.
- A copy of this I/B/E/S KPI User Guide, as well as the I/B/E/S Glossary, which includes methodology for I/B/E/S data calculations, is available on the FTP account.
- An FTP account is created for every new client, a user name and password being provided at the time the account is set up.

KPI Folder

Daily Thursday file: kprsmpl.zip
Weekly file: kpqsmpl.zip

Sample files are available in one of the following locations:

FTP Account Address: **ftp.ibes.com**
User ID: samples
Password   luk$tou

The following URL can be 'cut and pasted' to log into the FTP site:
ftp://samples:luk$tou@ftp.ibes.com

Web Service Address: **http://datafeeds.thomsonreuters.com/**
User: guest
Password: datafeed

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