

## First Business Financial Services, Inc. Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis

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### **Abstracts**

First Business Financial Services, Inc. Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between First Business Financial Services, Inc. and its competitors. This provides our Clients with a clear understanding of First Business Financial Services, Inc. position in the Industry.

The report contains detailed information about First Business Financial Services, Inc. that gives an unrivalled in-depth knowledge about internal businessenvironment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for First Business Financial Services, Inc.. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The First Business Financial Services, Inc. financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios



pertaining to profitability, margin analysis, asset turnover, credit ratios, and company's long-term solvency. This sort of company's information will assist and strengthen your company's decision-making processes.

In the part that describes First Business Financial Services, Inc. competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of First Business Financial Services, Inc. business.

#### About First Business Financial Services, Inc.

First Business Financial Services, Inc. operates as the holding company for First Business Bank and First Business Bank – Milwaukee, which provide commercial banking products and services tailored to meet the specific needs of small and mediumsized businesses, business owners, executives, professionals, and high net worth individuals.

First Business Bank (FBB) offers a line of commercial banking products and services in the Madison, Wisconsin and the surrounding area. Its product lines include commercial and consumer treasury management services, commercial lending, commercial real estate lending, equipment financing and various deposit accounts and personal loans to business owners, executives, and high net worth individuals. It also offers trust and investment services through First Business Trust & Investments (FBTI), a division of FBB. FBB has two loan production offices in the Northeast Region of Wisconsin to serve Appleton, Wisconsin; Oshkosh, Wisconsin; and Green Bay, Wisconsin and their surrounding areas.

FBB has four wholly owned subsidiaries. First Business Capital Corp. (FBCC), a wholly-



owned subsidiary of FBB, operating as an asset-based commercial lending company specializes in providing secured lines of credit, as well as term loans on equipment and real estate assets primarily to manufacturers and wholesale distribution companies located throughout the United States. First Business Equipment Finance, LLC (FBEF) operates as a commercial equipment finance company specializes in financing of general equipment to small and middle market companies.

First Business Real Estate LLC (FBBRE), a limited liability company established for the purpose of holding and liquidating real estate and other assets acquired through foreclosure or other legal proceedings. First Madison Investment Corp. (FMIC) manages a portion of its investment portfolio. FMIC invests in marketable securities and loans purchased from FBB. FBB also has one indirect subsidiary, First Madison Capital Corp Nevada Corp (FMCCNC), a wholly-owned subsidiary of FBCC, organized for the purpose of investing in loans purchased from FBCC.

First Business Bank – Milwaukee (FBB – Milwaukee) also provides commercial and consumer treasury management services, commercial lending and commercial real estate lending. FBB – Milwaukee also offers trust and investment services through a trust service office agreement with FBB. FBB – Milwaukee also offers business owners, executives, professionals, and high net worth individuals, consumer services, which include various deposit accounts and personal loans. FBB – Milwaukee has one wholly owned subsidiary, First Business – Milwaukee Real Estate LLC (FBBMRE), a limited liability company established to hold and liquidate real estate and other assets acquired through foreclosure or other legal proceedings.

#### Loan Portfolio

Commercial Real Estate: The company originates commercial real estate loans which have fixed or adjustable rates and amortizations on existing commercial real estate and new construction. Loans secured by commercial real estate consist of commercial owner-occupied properties as well as investment properties.

Construction, Multi-family Loans and 1-4 Family: The company originates loans to construct commercial properties and land development projects. Its multi-family loans are primarily secured by apartment buildings and are primarily located in Dane and Waukesha counties. The company also originates 1 - 4 family first mortgage loans. One to four family first mortgage loans are primarily secured by single family homes that are held for investment by its clients.



Commercial Loans: The company's commercial and industrial loan portfolio includes loans for various purposes and is secured by inventory, accounts receivable, equipment, machinery, and other corporate assets. These loans are secured and backed by personal guarantees of the owners of the borrowing business.

Consumer and other mortgage loans: The company originates a small amount of consumer loans include home equity, second mortgage, credit card, and other personal loans for professional and executive clients of the company.

#### Investment Portfolio

The company's investment portfolio includes collateralized mortgage obligations government agencies include securities issued by government national mortgage association (GNMA), and collateralized mortgage obligations – government sponsored enterprises include securities issued by Federal Home Loan Mortgage Corporation and Federal National Mortgage Association.

#### Deposits

As of December 31, 2009, the company's deposits included time, NOW, money market, and demand deposits. Its in-market deposits are obtained primarily from Dane and Waukesha Counties.

#### History

First Business Financial Services, Inc. was founded in 1909.

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.



## Contents

#### RESEARCH METHODOLOGY

DISCLAIMER

#### **1. FIRST BUSINESS FINANCIAL SERVICES, INC. COMPANY PROFILE**

- 1.1. Key facts
- 1.2. Financial Performance
- 1.3. Key Executives
- 1.4. Ownership and Major Holders
- 1.5. Company History

#### 2. FIRST BUSINESS FINANCIAL SERVICES, INC. BUSINESS OVERVIEW

- 2.1. Business Description
- 2.2. Major Products and Services
- 2.3. Markets and Sales Activities
- 2.4. Locations, Subsidiaries, Operating Units

#### 3. FIRST BUSINESS FINANCIAL SERVICES, INC. SWOT ANALYSIS

- 3.1. Overview
- 3.2. Strengths
- 3.3. Weaknesses
- 3.4. Opportunities
- 3.5. Threats

#### 4. FIRST BUSINESS FINANCIAL SERVICES, INC. FINANCIAL ANALYSIS

- 4.1. Financial Statements
- 4.1.1. Income Statement
- 4.1.2. Balance Sheet
- 4.1.3. Cash Flow
- 4.2. Financial Ratios
- 4.2.1. Profitability
- 4.2.2. Margin Analysis



- 4.2.3. Asset Turnover
- 4.2.4. Credit Ratios
- 4.2.5. Long-Term Solvency
- 4.2.6. Growth Over Prior Year
- 4.2.7. Financial Ratios Charts
- 4.3. Stock Market Snapshot

# 5. FIRST BUSINESS FINANCIAL SERVICES, INC. COMPETITORS AND INDUSTRY ANALYSIS

- 5.1. First Business Financial Services, Inc. Direct Competitors
- 5.2. Comparison of First Business Financial Services, Inc. and Direct Competitors Financial Ratios

5.3. Comparison of First Business Financial Services, Inc. and Direct Competitors Stock Charts

- 5.4. First Business Financial Services, Inc. Industry Analysis
- 5.4.1. Industry Snapshot
- 5.4.2. First Business Financial Services, Inc. Industry Position Analysis

#### 6. FIRST BUSINESS FINANCIAL SERVICES, INC. NEWS & EVENTS

- 6.1. News & PR Activity Analysis
- 6.2. IR Corporate News
- 6.3. Marketing News
- 6.4. Corporate Events

#### 7. FIRST BUSINESS FINANCIAL SERVICES, INC. EXPERTS REVIEW<sup>1</sup>

- 7.1. Experts Consensus
- 7.2. Experts Revisions

#### 8. FIRST BUSINESS FINANCIAL SERVICES, INC. ENHANCED SWOT ANALYSIS<sup>2</sup>

#### 9. UNITED STATES PESTEL ANALYSIS<sup>2</sup>

- 9.1. Political Factors
- 9.2. Economic Factors
- 9.3. Social Factors
- 9.4. Technological Factors



- 9.5. Environmental Factors
- 9.6. Legal Factors

#### 10. FIRST BUSINESS FINANCIAL SERVICES, INC. IFE, EFE, IE MATRICES<sup>2</sup>

- 10.1. Internal Factor Evaluation Matrix
- 10.2. External Factor Evaluation Matrix
- 10.3. Internal External Matrix

#### 11. FIRST BUSINESS FINANCIAL SERVICES, INC. PORTER FIVE FORCES ANALYSIS<sup>2</sup>

#### 12. FIRST BUSINESS FINANCIAL SERVICES, INC. VRIO ANALYSIS<sup>2</sup>

#### **APPENDIX: RATIO DEFINITIONS**

#### LIST OF FIGURES

First Business Financial Services, Inc. Annual Revenues in Comparison with Cost of Goods Sold and Gross Profit Profit Margin Chart Operating Margin Chart Return on Equity (ROE) Chart Return on Assets (ROA) Chart Debt to Equity Chart Current Ratio Chart First Business Financial Services, Inc. 1-year Stock Charts First Business Financial Services, Inc. 5-year Stock Charts First Business Financial Services, Inc. vs. Main Indexes 1-year Stock Chart First Business Financial Services, Inc. vs. Direct Competitors 1-year Stock Charts First Business Financial Services, Inc. Article Density Chart

<sup>1 –</sup> Data availability depends on company's security policy.

<sup>2 -</sup> These sections are available only when you purchase a report with appropriate additional types of analyses.

The complete financial data is available for publicly traded companies.



## List Of Tables

#### LIST OF TABLES

First Business Financial Services, Inc. Key Facts Profitability Management Effectiveness Income Statement Key Figures **Balance Sheet Key Figures Cash Flow Statement Key Figures Financial Performance Abbreviation Guide** First Business Financial Services, Inc. Key Executives First Business Financial Services, Inc. Major Shareholders First Business Financial Services, Inc. History First Business Financial Services, Inc. Products Revenues by Segment Revenues by Region First Business Financial Services, Inc. Offices and Representations First Business Financial Services, Inc. SWOT Analysis Yearly Income Statement Including Trends Income Statement Latest 4 Quarters Including Trends Yearly Balance Sheet Including Trends Balance Sheet Latest 4 Quarters Including Trends Yearly Cash Flow Including Trends Cash Flow Latest 4 Quarters Including Trends First Business Financial Services, Inc. Profitability Ratios Margin Analysis Ratios Asset Turnover Ratios **Credit Ratios** Long-Term Solvency Ratios Financial Ratios Growth Over Prior Year First Business Financial Services, Inc. Capital Market Snapshot First Business Financial Services, Inc. Direct Competitors Key Facts **Direct Competitors Profitability Ratios Direct Competitors Margin Analysis Ratios Direct Competitors Asset Turnover Ratios Direct Competitors Credit Ratios Direct Competitors Long-Term Solvency Ratios** Industry Statistics

First Business Financial Services, Inc. Fundamental Company Report Including Financial, SWOT, Competitors and..



First Business Financial Services, Inc. Industry Position Company vs. Industry Income Statement Analysis Company vs. Industry Balance Sheet Analysis Company vs. Industry Cash Flow Analysis Company vs. Industry Ratios Comparison First Business Financial Services, Inc. Consensus Recommendations<sup>1</sup> Analyst Recommendation Summary<sup>1</sup> Price Target Summary<sup>1</sup> Experts Recommendation Trends<sup>1</sup> Revenue Estimates Analysis<sup>1</sup> Earnings Estimates Analysis<sup>1</sup> Historical Surprises<sup>1</sup> Revenue Estimates Trend<sup>1</sup> Earnings Estimates Trend<sup>1</sup> Earnings Estimates Trend<sup>1</sup> Revenue Revisions<sup>1</sup>



## **ANALYSIS FEATURES**

#### **SWOT Analysis**

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

#### **Enhanced SWOT Analysis**

Enhanced SWOT is a 3×3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

#### **PESTEL Analysis**

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.

First Business Financial Services, Inc. Fundamental Company Report Including Financial, SWOT, Competitors and...



Key Factors Examined by PESTEL Analysis:

Political – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

Economic – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

Sociological – What cultural and societal aspects will work upon the demand for the business's products and operations?

Technological – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

Environmental – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

Legal – What laws and legislation will exert influence on the style the business is carried out?

#### IFE, EFE, IE Matrices

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors



integrated into one suggestive model.

#### **Porter Five Forces Analysis**

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

#### **VRIO** Analysis

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources Financial

Physical

Technological

Organizational

Intangible resources Human

Innovation and Creativity



Reputation

Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?

Rare?

Costly to imitate?

Organized properly?



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