| **Category** | **Filing Type** | **Example Question** |
| --- | --- | --- |
| Company Fundamentals | 10-K | What are the top 10 risk factors listed in [Company X]’s latest 10-K? |
| Company Fundamentals | 10-Q | Show me [Company X]’s management discussion and analysis (MD&A) from the most recent 10-Q. |
| Company Fundamentals | 10-K | What litigation or legal proceedings has [Company X] disclosed in its filings? |
| Company Fundamentals | Proxy | Find the latest material changes in [Company X]’s executive compensation from the proxy statement. |
| Company Fundamentals | 10-K | Show me related-party transactions disclosed in [Company X]’s annual report. |
| Financial Statements & Notes | 10-K | Show [Company X]’s consolidated balance sheet from the last 3 annual filings. |
| Financial Statements & Notes | 10-Q | What are [Company X]’s quarterly earnings per share trends over the last 8 quarters? |
| Financial Statements & Notes | 10-K | Break down [Company X]’s revenue by segment from the latest 10-K. |
| Financial Statements & Notes | 10-K / 10-Q | What debt instruments has [Company X] disclosed in its financial statement notes? |
| Financial Statements & Notes | 10-K | Find changes in goodwill or intangible assets reported by [Company X]. |
| Market & Strategy Signals | 8-K | What acquisitions or divestitures did [Company X] report in its 8-K filings this year? |
| Market & Strategy Signals | 10-K | Show me [Company X]’s share repurchase program details and authorizations. |
| Market & Strategy Signals | 10-K | What new business risks did [Company X] add in the latest 10-K compared to last year? |
| Market & Strategy Signals | 10-K / 8-K | Find disclosure of environmental or sustainability-related risks in [Company X]’s filings. |
| Market & Strategy Signals | 10-Q / 8-K | What guidance or forward-looking statements has [Company X] withdrawn or updated? |
| Governance & Compliance | Proxy | Who are the top 5 institutional shareholders from the latest proxy filing? |
| Governance & Compliance | Proxy / 8-K | Show me changes in board composition disclosed in SEC filings. |
| Governance & Compliance | Proxy | What audit-related fees were paid to external auditors last year? |
| Governance & Compliance | 10-K | Did [Company X] disclose any material weaknesses in internal controls? |
| Governance & Compliance | Forms 3, 4, 5 | Show me insider trading disclosures (Forms 3, 4, 5) for [Company X] in the past year. |

| **Category** | **CapIQ Data Source / Field** | **Example Question (Public Companies Only)** |
| --- | --- | --- |
| M&A Announcements | Transactions → M&A Deals | Show me all announced M&A transactions involving [Public Company X] in the past 3 years. |
| M&A Announcements | Transactions → M&A Deals | Which public companies in Industrials announced acquisitions this quarter? |
| M&A Announcements | Transactions → Targets | Has [Public Company X] been the target of any takeover offers in the past 12 months? |
| Deal Valuations | Transaction Multiples → EV/EBITDA | What was the EV/EBITDA multiple for [Public Company X]’s most recent acquisition? |
| Deal Valuations | Transaction Multiples → Sector Benchmarks | List the average deal multiples for public company M&A in the Technology sector. |
| Cross-Border M&A | Transactions → Geography Filter | Which public companies announced cross-border deals in the past 6 months? |
| Spin-offs / Divestitures | Transactions → Spin-offs / Carve-outs | Did [Public Company X] announce any spin-offs or divestitures in the last 2 years? |
| Spin-offs / Divestitures | Transactions → Divestitures | Show me recent asset divestitures by S&P 500 companies above $100M value. |
| Equity Capital Markets | Equity Offerings → Secondary / Follow-ons | Which public companies completed secondary offerings this quarter? |
| Equity Capital Markets | Equity Offerings → ATM Programs | Has [Public Company X] announced any ATM (At-the-Market) programs recently? |
| Debt Capital Markets | Debt Offerings → Bonds / Notes | Which public companies issued new bonds or notes in the last 90 days? |
| Debt Capital Markets | Debt Refinancing | What were the terms of [Public Company X]’s latest debt refinancing? |
| Buybacks & Capital Actions | Share Repurchases / Dividends | Did [Public Company X] authorize a new share repurchase program? |
| Buybacks & Capital Actions | Dividend Announcements | Which S&P 500 companies announced dividend cuts or suspensions this year? |
| Strategic Partnerships | Joint Ventures / Alliances | Has [Public Company X] entered into any announced joint ventures or alliances? |
| Hostile/Activist Activity | Activist Campaigns / Hostile Bids | Which public companies have disclosed activist involvement in deal processes? |
| Hostile/Activist Activity | Hostile Takeover Records | Has [Public Company X] been the subject of a hostile takeover attempt? |
| Regulatory Approvals | Transactions → Pending Deals | Which announced M&A deals by public companies are still pending regulatory approval? |
| Terminated Deals | Transactions → Withdrawn Deals | What public company transactions were announced but later withdrawn in the past 2 years? |
| Advisor League Tables | Advisor League Tables | Who were the top financial advisors on completed public company M&A deals YTD? |

| **Category** | **Transcript Section** | **Example Question** |
| --- | --- | --- |
| Company Performance | Management Commentary | Summarize [Company X]’s CEO opening remarks in the latest earnings call. |
| Company Performance | Management Commentary | What revenue drivers did management highlight this quarter? |
| Company Performance | Management Commentary | Did management provide updates on cost-cutting or efficiency initiatives? |
| Company Performance | Management Commentary | What guidance did management give for the next quarter/year? |
| Company Performance | Management Commentary | How did management explain year-over-year revenue or margin changes? |
| Market & Strategy Signals | Q&A Section | What questions did analysts ask about M&A or capital allocation? |
| Market & Strategy Signals | Q&A Section | Did management mention new product launches or geographic expansion? |
| Market & Strategy Signals | Q&A Section | What competitive pressures were discussed during the call? |
| Market & Strategy Signals | Q&A Section | Which analysts asked about risks in [Company X]’s business model? |
| Market & Strategy Signals | Q&A Section | Did management address supply chain or macroeconomic headwinds? |
| Governance & Compliance | Management Commentary | Were there any mentions of regulatory challenges or legal risks? |
| Governance & Compliance | Q&A Section | Did analysts raise questions about corporate governance or ESG? |
| Governance & Compliance | Management Commentary | Did management acknowledge any material weaknesses or restatements? |
| Financial Statements & Trends | Management Commentary | What did management highlight about revenue growth across business segments? |
| Financial Statements & Trends | Management Commentary | How did management discuss cash flow, liquidity, or leverage? |
| Financial Statements & Trends | Q&A Section | Did analysts challenge the company’s EPS guidance or assumptions? |
| Financial Statements & Trends | Q&A Section | What drivers of gross margin expansion or contraction were discussed? |
| Sentiment & Tone Analysis | Management Commentary | What was the overall sentiment of management (optimistic, cautious, defensive)? |
| Sentiment & Tone Analysis | Q&A Section | Did management avoid or deflect certain analyst questions? |
| Sentiment & Tone Analysis | Q&A Section | Were there noticeable differences in tone between prepared remarks and Q&A? |

| **Category** | **Feed Type** | **Example Question** |
| --- | --- | --- |
| Deal Origination Signals | Press Releases | Which clients are exploring strategic alternatives or engaged an advisor? |
| Deal Origination Signals | News | Any announcements of confidential bids or takeover indications today? |
| Deal Origination Signals | Press Releases | Has any client disclosed a formal M&A process or sale mandate? |
| Market Movement Trends | News | What emerging sector consolidation trends are evident this morning? |
| Corporate Actions | Press Releases | Have any clients initiated buyback programs or dividend suspensions? |
| Earnings Activity | Press Releases | Who just released earnings guidance—or withdrew previously issued guidance? |
| Strategic Updates | Press Releases | Any announcements of joint ventures, alliances, or divestitures from target clients? |
| Regulatory Developments | News | Any regulatory approvals or investigations involving our coverage clients? |
| Capital Markets Signals | Press Releases | Which clients have new bond issuances or equity offerings announced today? |
| Macro & Thematic Context | News | What macro shifts or tailwinds did clients highlight (e.g., supply chain, ESG)? |
| Equity & Credit Themes | News | Are there sector-specific spreads or pipeline flows suggesting new opportunities? |
| Competitive Dynamics | News | Are competitors’ M&A or capital events emerging that may trigger client activity? |
| C-Suite Movements | Press Releases | Any announcements of CFO or CEO transitions? |
| Risk Signals | News | Have clients flagged litigation, restatements, or internal control issues? |
| Sentiment & Tone | News | Which headlines show unusually high sentiment or news novelty? |
| Watchlist Monitoring | Press Releases | Any real-time alerts for client or peer coverage companies? |
| Pre-Meeting Prep | News | Show me all relevant news updates for Client X in the past 24 hours. |
| Global Catalysts | News | Any unfolding geopolitical or regulatory shifts impacting our coverage universe? |
| Compliance Flags | Press Releases | Any recent material announcements tied to compliance, insider trades, or governance? |
| Opportunity Screening | News | Which news items mention “strategic review” or “activist pressure” across sectors? |