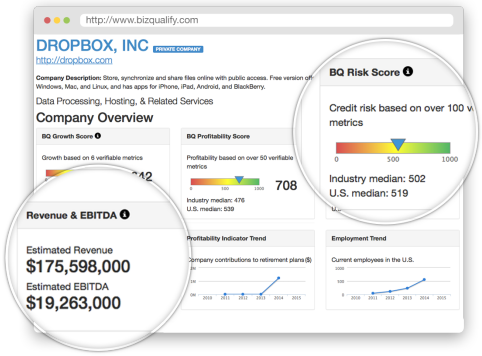
BizQualify

Public Company Analysis

For the equity analyst, quant, or institutional investor

1. U.S. public company IRS metrics & trends (4k tickers):

Obtain 250+ new financial metrics derived from IRS filings on 4k active public companies (traded on NYSE or NASDAQ) from 2010 – present, updated monthly. Deutsche Bank found these metrics to be predictive of stock price returns:



- BQ Growth Score: 1-year & 3-year growth rates of employment, revenue, profitability, and other cash-based metrics normalized by industry.

- Employee vs. company contributions: greater employee contributions indicate higher compensation and better performance; as insiders, employees buy company stock (via 401k) only if the company is doing well.

- Employee welfare benefit indicators: the extent of benefit plan coverage has a positive impact on stock price returns; better treatment of employees is associated with superior performance.

Use the data to conduct:

- Fundamental research: cash-based accounting metrics from audited IRS Form 5500 filings provide new insight.

- Quantitative analysis: industry-normalized metrics relating to growth, employment, benefits, and dollar contributions are proven to be predictive.

2. Pension liabilities of U.S. public companies (800 tickers):

Leverage IRS Form 5500 Schedule SB for 800 public companies that have defined benefits & cash balance plans.

- Aggregated plan-level data: BQ aggregates all plan-level data for a public company, which may consist of multiple EINs and each EIN may have multiple plans.

- Fair market value of assets & pension benefit obligations: BQ aggregates actuarial & market value of assets & benefit obligations reported in Schedule SB filings.

Use the data to conduct:

- Accounting analytics: perform due diligence on pension benefit obligations, total funding targets, and minimum required contributions to identify plans with at-risk status.

- Pension obligations analysis: compare fair market value of assets & benefit obligations reported in Form 5500 Schedule SB filings against those reported under GAAP accounting in SEC filings to pinpoint under-funded plans.

2901 West Coast Highway, Suite 200, Newport Beach, CA 92663, Tel: 510-497-0364
E-mail: Info@BizQualify.com, Web: www.BizQualify.com.

© BizQualify LLC 2019. All rights reserved. U.S. patent pending. No part may be reproduced without written permission from BizQualify LLC.

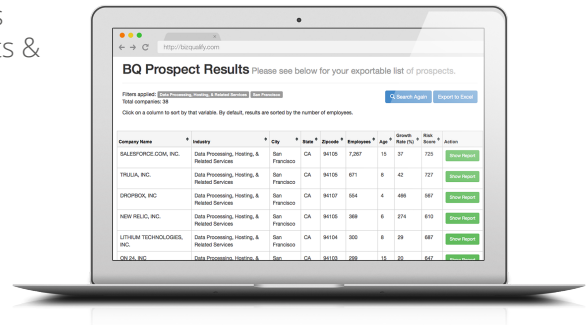
BizQualify

Private Company Analysis

For the investment banker, private equity professional, or venture capitalist

3. Form 5500 filer IRS metrics & trends (1M companies):

Leverage audited IRS Form 5500 filings pertaining to employee welfare benefits & retirement plans to generate 100% verifiable financial metrics on 1M companies (accounting for 100M employees, 90% of the U.S. labor force).



• Verifiable firmographics: industry, address, phone, contact, & email directly from IRS filings.

• Standardized cash-based metrics: financial performance, employment, revenue, growth, profitability, and credit risk for public & private companies.

Use the data to conduct:

• Due diligence: research a private company in depth and benchmark it against private & public industry peers using standardized financial data.

• Prospecting: create lists of private companies based on EBITDA, revenue, employment, industry, location, growth, credit risk, & profitability.

Sales & Marketing

For the sales professional or marketing executive

4. U.S. company universe firmographics (13M+ companies):

Firmographics on 13M+ companies (the universe of U.S. companies with employees) derived from IRS filings, Secretary of State filings, Internet registry records, and scraped corporate websites.

• Verifiable firmographics: industry, unique company identifier, address, phone, contact, & emails directly from IRS filings & scraped from corporate websites.

• Employment & revenue: drawn from IRS filings for the 1M companies with employee benefit plans; for the remainder, statistically modeled using the gold standard of IRS data on 1M companies as the training sample.

• Predictive: data is proven to be predictive of customer engagement in email campaigns.

Use the data to conduct:

• Sales enablement: create lists based on industry, location, revenue, employment, growth.

• Master data management (MDM): leverage 100% verifiable firmographics to clean and enhance your records & CRM systems.

•Know your customer (KYC): track profitability & credit risk to assess financial viability.

2901 West Coast Highway, Suite 200, Newport Beach, CA 92663, Tel: 510-497-0364
E-mail: Info@BizQualify.com, Web: www.BizQualify.com.

© BizQualify LLC 2019. All rights reserved. U.S. patent pending. No part may be reproduced without written permission from BizQualify LLC.