

Benchmarking on Intelligize

Situation: An attorney is pressed for time and needs your assistance in benchmarking. She is looking at the Critical Account Policies and Estimates sub-section in the 10-K's MD&A section and would like to see recent examples of how the language is similar and how it differs amongst her client's industry peers in the SIC code 2834.

Solution: The **Section Analysis & Trends** database within the Intelligize platform is a comprehensive solution for peer analysis and benchmarking needs.

Step 1:

Click into the **Section Analysis & Trends** database. Once in the database, click into the Section Type filter to focus in on a specific filing type, or opt to conduct a Global search across all of the filings listed. We are focused on MD&A here. Since the attorney is looking for recent information, we have limited the date filed to the Last 12 Months and entered in the requested Industry code of 2834.

The screenshot displays the Intelligize platform's 'Section Analysis & Trends' interface. The top navigation bar includes the Intelligize logo, a search bar for 'Company Name, Ticker, CIK or List to search', and links for Alerts, Workspace, Help, and Client ID. Below the navigation bar, there are options to 'Save Search', 'Add Alert', and 'Clear Filters'. The main filter area is divided into several sections:

- Section Type:** A dropdown menu is open, showing '10-K > Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operati...' selected. A red box highlights this dropdown, and a red arrow points to the 'Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations' option in the 'Type to filter' list.
- Keywords in Section Title:** An empty text input field.
- Keywords in Section:** An empty text input field.
- Date Filed:** A dropdown menu is set to 'Last 12 Months *', highlighted with a red box.
- Company, List and Peers:** A dropdown menu set to 'Contains', with a text input field for 'Name, Ticker or CIK' and a checkbox for 'Include former names'.
- Industry:** A dropdown menu is set to 'SIC: 2834 *', highlighted with a red box.

The 'Type to filter' list on the right includes 'Global', '10-K', '10-Q', '20-F', '8-K', 'Proxies', 'S-1', 'S-3', 'S-11', 'F-1', and '424B'. Under 'Part II', several items are listed with checkboxes, including 'Item 5. Market for Registrant's Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities', 'Item 6. Selected Financial Data', 'Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations' (which is selected and highlighted with a red box), 'Item 7A. Quantitative and Qualitative Disclosure About Market Risk', 'Item 8. Financial Statements and Supplementary Data', 'Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure', 'Item 9A. Controls and Procedures', and 'Item 9B. Other Information'. A '1 item(s) selected' indicator is visible at the bottom of the list. 'Clear' and 'OK' buttons are located at the bottom right of the filter panel.

The footer of the interface includes the LexisNexis logo and links for 'About', 'Privacy Policy', 'Cookie Policy', 'Terms & Conditions', and 'Copyright © 2021 LexisNexis®'.

Click Search once all desired filters are entered. You will see results meeting the criteria entered in the filters:

Section Analysis & Trends Search Results: 14,150 Analytics 1 Save Tabs

Save Search Add Alert Clear Filters Print Download Email Save to Workspace Excel List Compare Analytics Dismiss Alert

Section Type: 10-K > Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

Keywords in Section Title:

Keywords in Section:

Date Filed: Last 12 Months

Company, List and Peers: Contains Name, Ticker or CIK Include former names Industry: SIC: 2834

Display: Snippets Filing Info Company Info Redline Past Version Settings

Filters: Section Type: 10-K > Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations > All subsections Date Filed: Last 12 Months Industry: SIC: 2834

Section Type	Form	Company	Date Filed
1 View 10-K > Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations > Unclassified	10-K/A	SANGUI BIOTECH INTERNATIONAL INC	04/30/2021
2 View 10-K > Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations > Liquidity and Capital Resources	10-K/A	SANGUI BIOTECH INTERNATIONAL INC	04/30/2021

FINANCIAL POSITION
 FINANCIAL POSITION Our current assets decreased by \$30,275 or 38%, from \$78,971 at June 30, 2019 to \$48,696 at June 30, 2020. The decrease is primarily attributable to decreases in accounts receivables and cash in the year ended June 30, 2020. Our net property and equipment is \$1,922 at June 30, 2020 and \$0 at June 30, 2019, an increase of \$1,922. We funded our operations primarily through our existing cash reserves and cash received from the issuance of shares of common stock and notes payables from related parties. The Company's stockholders' deficit was increased from \$591,989 at June 30, 2019 to \$729,878 as of June 30, 2020. The primary reason for the increase in the deficit was the net loss of \$192,741 offset by issuance of common stock totalling approximately \$15,415. REVENUES. Revenues decrease 67% to \$ 28,915 during the year ended June 30, 2020 from \$88,001 in the previous fiscal year. This decrease is due to a decrease in income from royalties due from sales of the wound spray product due to restructuring of sales and warehousing at the licensee. RESEARCH AND DEVELOPMENT. Research and development expenses decreased to \$8,311 during the year ended June 30, 2020 from \$27,226 during the 2019 fiscal year. This decrease is mainly attributed to lower fees for patents. OTHER OPERATING EXPENSES. Professional fees for 2020 decreased to \$161,036 from \$209,516 in 2019 due to decreased fees for consulting, accounting and auditing as well as one-time costs incurred in 2019 to obt...

LIQUIDITY AND CAPITAL RESOURCES
 LIQUIDITY AND CAPITAL RESOURCES For the year ended June 30, 2020, net cash used in operating activities decreased to \$168,386 from \$316,918 for the year ended June 30, 2019 due to a decrease in net loss, an increase in accounts payable and accrued expenses and an increase in tax refunds receivable, offset by a decrease in stock issued for services and a decrease in prepaid expenses. For the year ended June 30, 2020, net cash provided by financing activities decreased from \$326,515 period during the fiscal year 2019 to net proceeds of \$180,181 received in fiscal year 2020. The decrease was due to a decrease of related party note payable...

Page 1 of 566 Show 25 sections per page

Step 2:

Click the Analytics button. Results will show all of the unique sub-sections in MD&A and how they are trending in the most recent 12 months versus the previous 12 months. Since the attorney would like to focus on Critical Account Policies and Estimates, click on that hyperlinked section to pull only those results.

Info My Highlights

Total # Sections: 14150
 Total # Section Types: 58
 Total # Documents: 573
 Prior Period: 05/02/2019 - 04/30/2020

Results: 14,150 Analytics 1 Save Tabs

Print Download Email Excel List

Display: Form/Section Documents % Sections Count Sections % Prior Period Documents

Filters: Section Type: 10-K > Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations > All subsections Date Filed: Last 12 Months Industry: SIC: 2834

Section Type	Sections	Documents	Prior Period Documents	Change
1 Liquidity and Capital Resources	1,941 13.72%	568 99.13%	479	+18.58%
2 Results of Operations	782 5.60%	558 97.38%	471	+18.47%
3 Critical Accounting Policies an...	568 4.01%	555 96.86%	468	+18.59%
4 Overview	1,838 11.36%	352 98.34%	467	+18.20%
5 Costs and Expenses	3,004 21.23%	533 93.02%	456	+16.89%
6 Off-Balance Sheet Arrangeme...	504 3.56%	500 87.26%	443	+12.87%
7 Credit Facility/Warehouse Lin...	832 5.88%	454 79.23%	399	+13.78%
8 Sources of Revenues	1,153 8.15%	440 76.79%	388	+13.40%
9 Recent Accounting Pronounce...	433 3.06%	404 70.51%	358	+12.85%
10 Unclassified	914 6.46%	401 69.98%	279	+43.73%
11 Contractual Obligations and C...	546 3.86%	371 64.75%	345	+7.54%
12 Operating Plan	379 2.68%	352 61.43%	316	+11.39%
13 Taxation	488 3.45%	321 56.02%	300	+7.00%
14 Recent/Concurrent Transactio...	683 4.83%	288 50.26%	227	+26.87%
15 Products/Services	423 2.99%	177 30.89%	164	+7.93%
16 Recent Developments	221 1.56%	175 30.54%	154	+13.64%

Page 1 of 2

Step 3:

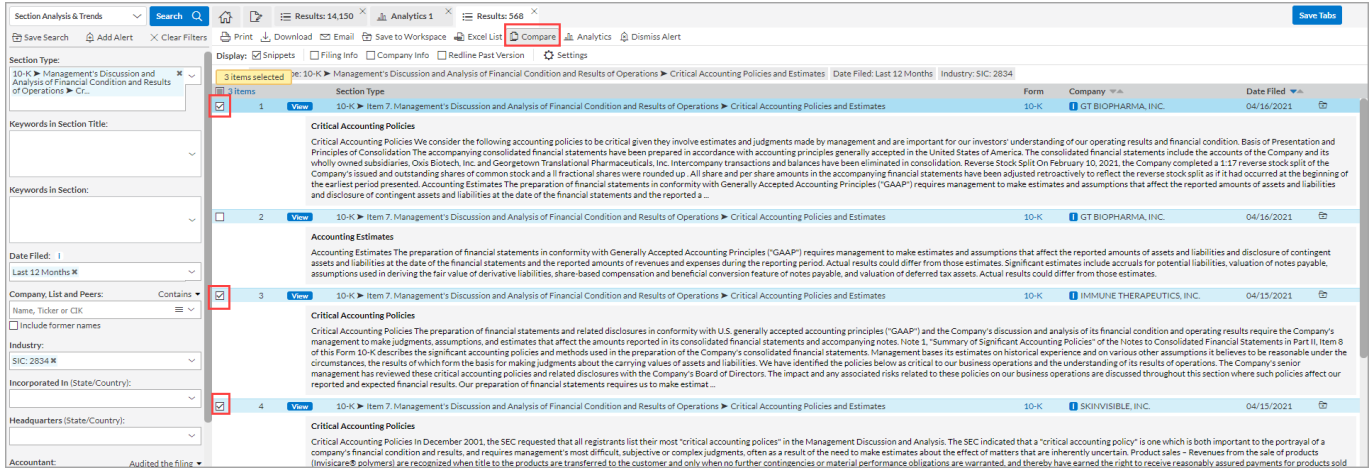
The Intelligize platform will draw out those individual sub-sections and will stack the results on top of one another (information shown in the purple boxes confirm that we are only seeing Critical Accounting Policies and Estimates). Click on the Redline Past Version option from the display screen to see how each individual company might have changed their sub-section from a previous filing.

The screenshot shows the Intelligize platform interface. The left sidebar contains search filters for Section Type, Keywords in Section Title, Keywords in Section, Date Filed, Company List and Peers, Industry, Incorporated In, Headquarters, and Accountant. The main content area displays a table of results for 'Critical Accounting Policies and Estimates' with columns for Section Type, Form, Company, and Date Filed. Three results are shown, each with a 'View' button. The first two results are for GT BIOPHARMA, INC. and the third is for IMMUNE THERAPEUTICS, INC. The content area also displays the text of the 'Critical Accounting Policies' and 'Accounting Estimates' sections for each result.

Redline Past Version:

The screenshot shows the Intelligize platform interface with the 'Redline Past Version' option selected. The main content area displays a comparison of 'Critical Accounting Policies and Estimates' between two filings. The comparison is titled 'Compared To: 10-K • 03/27/2020'. The text shows the 'Basis of Presentation and Principles of Consolidation' and 'Accounting Estimates' sections, with red text indicating changes from the previous filing. The changes include the addition of 'long-lived Assets' and the removal of 'intercompany balances and transactions and balances'.

OR, as in this scenario, to compare different companies, check off some of the results and click the Compare button at the top of the screen to see how the language is similar to or differs from one another.



Step 4:

Once the individual items are loaded side-by-side, click the Redline button to see the marked-up documents being compared to the first item in the results. You can compare up to 10 items at one time.

