

Quarterly Earnings Review Checklist

What to check before, during, and after an earnings release. Use this checklist every quarter for each ticker in your portfolio.

Ticker: _____

Quarter: _____

Date: _____

BEFORE THE EARNINGS RELEASE

- ☐ Note the current GrowthPicks Score and Value Signal
- ☐ Record the current TTM Revenue and Revenue Growth rate
- ☐ Note Gross Margin and EBITDA Margin (trailing)
- ☐ Check existing Risk Flags (Cashflow, Debt, Dilution, Jurisdiction, Accounting)
- ☐ Review analyst consensus revenue and EPS estimates (external source)
- ☐ Re-read your investment thesis for this position — what would change your conviction?
- ☐ Set a reminder for the earnings date and time

DURING / IMMEDIATELY AFTER THE RELEASE

- ☐ Revenue: Did it beat, meet, or miss expectations? By how much?
- ☐ Revenue Growth: Accelerating, stable, or decelerating vs prior quarter?
- ☐ Gross Margin: Expanding, stable, or compressing?
- ☐ EBITDA Margin: Direction of travel — improving or deteriorating?
- ☐ Rule of 40: Does the updated growth + margin combination still pass?
- ☐ Free Cash Flow: Positive or negative? Compare to EBITDA (FCF Conversion)
- ☐ Guidance: What did management guide for next quarter / full year?
- ☐ Share count: Any significant change? Check for dilution
- ☐ Any new risk factors mentioned in the call or filing?

AFTER — SCORE REASSESSMENT

- ☐ Wait for the GrowthPicks model to update (data refreshes after filing)
- ☐ Compare the new GrowthPicks Score to your pre-earnings note
- ☐ Has the Value Signal changed? If so, in which direction?
- ☐ Have any new Risk Flags been triggered or removed?
- ☐ Does the score change align with what you observed in the earnings data?
- ☐ Has your personal conviction changed? Document why or why not

DECISION — POSITION REVIEW

- ☐ Does the position still fit within your portfolio framework? (See G-08)
- ☐ Has the weight drifted beyond your target range?
- ☐ Does the updated conviction justify the current position size?
- ☐ Action taken: No change / Increased / Trimmed / Exited / Added to watchlist
- ☐ Rationale (1-2 sentences): _____

NOTES

Cross-references: How to Read a Growth Company's Income Statement [G-09] · Understanding Risk Flags [G-03] · Position Sizing for Growth Portfolios [G-08]