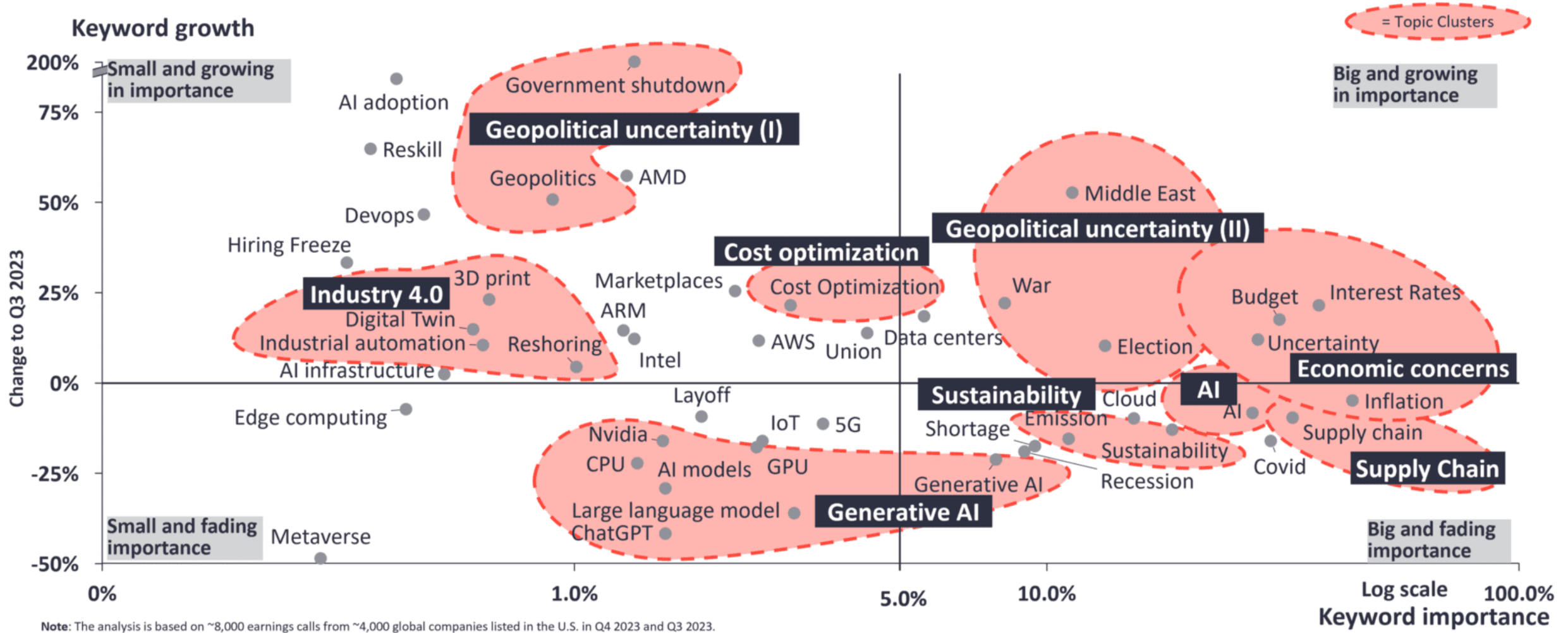


What CEOs talked about in Q4/2023 (vs. Q3/2023)



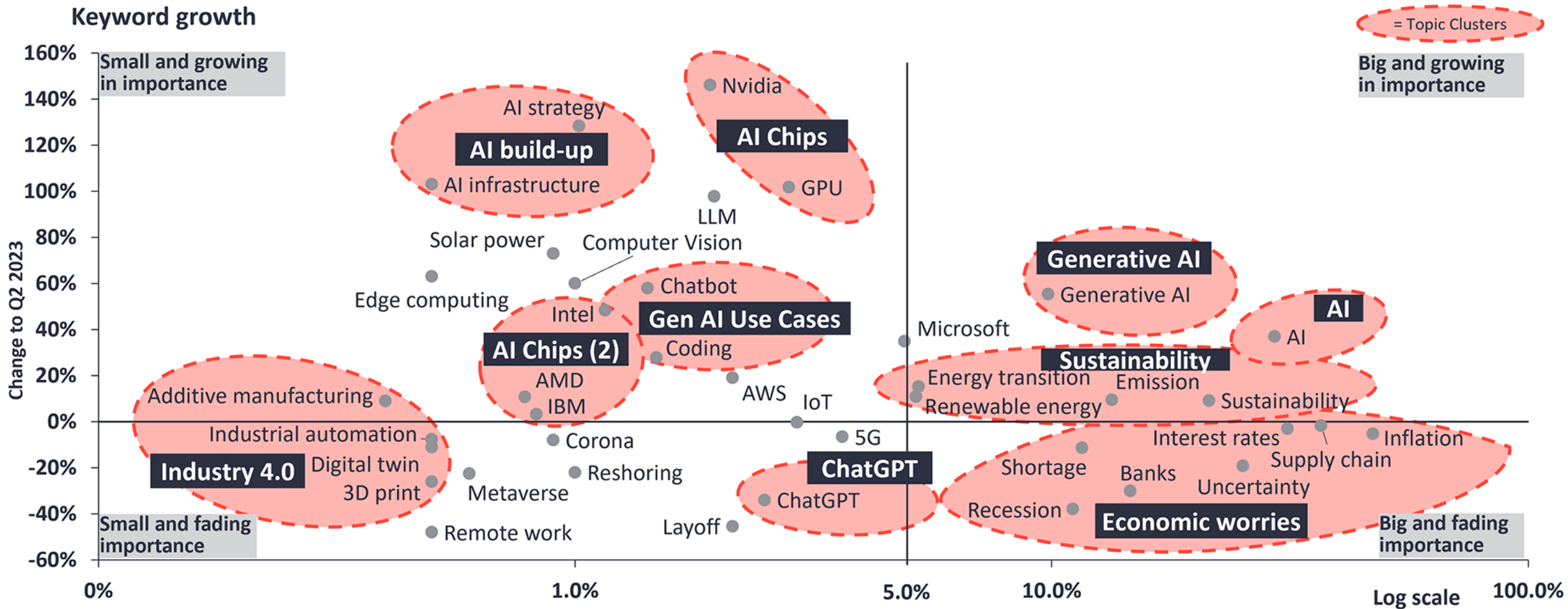
Note: The analysis is based on ~8,000 earnings calls from ~4,000 global companies listed in the U.S. in Q4 2023 and Q3 2023.

The mentions of the selected keywords in each call were counted in each quarter.

Source: IoT Analytics Research 2023 – We welcome republishing of images but ask for source citation with a link to the original post and company website.

(Share of companies that mentioned the keyword in Q4 2023 at least once)

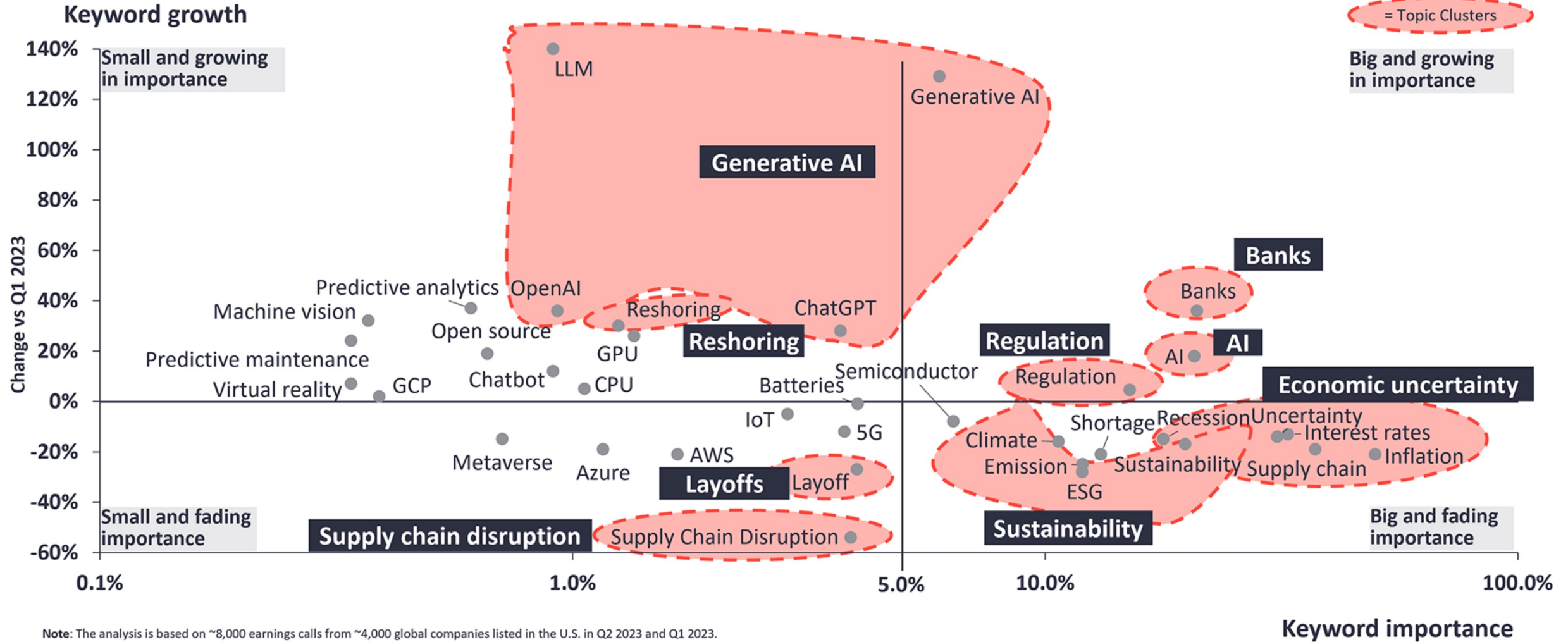
What CEOs talked about in Q3/2023 (vs. Q2/2023)



Note: The analysis is based on ~8,000 earnings calls from ~4,000 global companies listed in the U.S. in Q3 2023 and Q2 2023. The mentions of the selected keywords in each call were counted in each quarter. We welcome republishing of images but ask for source citation with a link to the original post and company website.

(Share of companies that mentioned the keyword in Q3 2023 at least once)

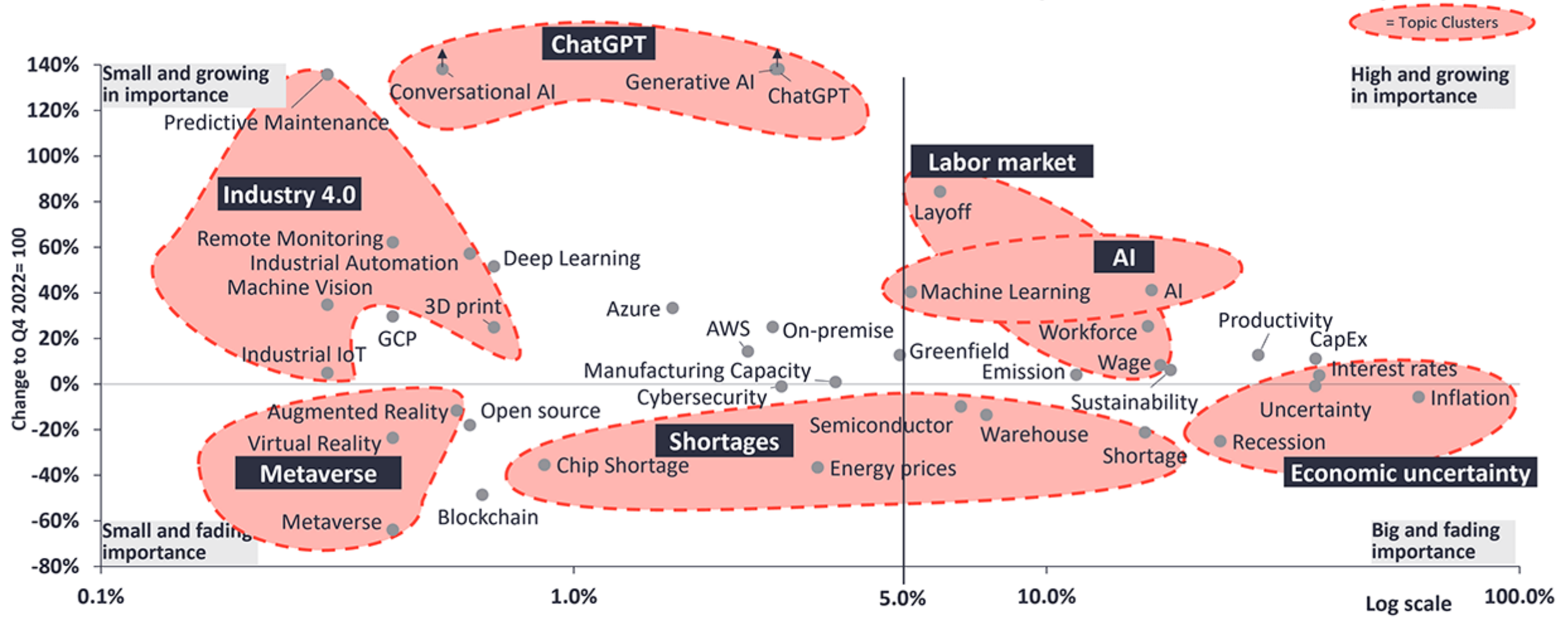
What CEOs talked about in Q2/2023 (vs. Q1/2023)



Note: The analysis is based on ~8,000 earnings calls from ~4,000 global companies listed in the U.S. in Q2 2023 and Q1 2023. The mentions of the selected keywords in each call were counted in each quarter. We welcome republishing of images but ask for source citation with a link to the original post and company website.

(Share of companies that mentioned the keyword in Q2 2023 at least once)

What CEOs talked about in Q1/2023 (vs. Q4/2022)



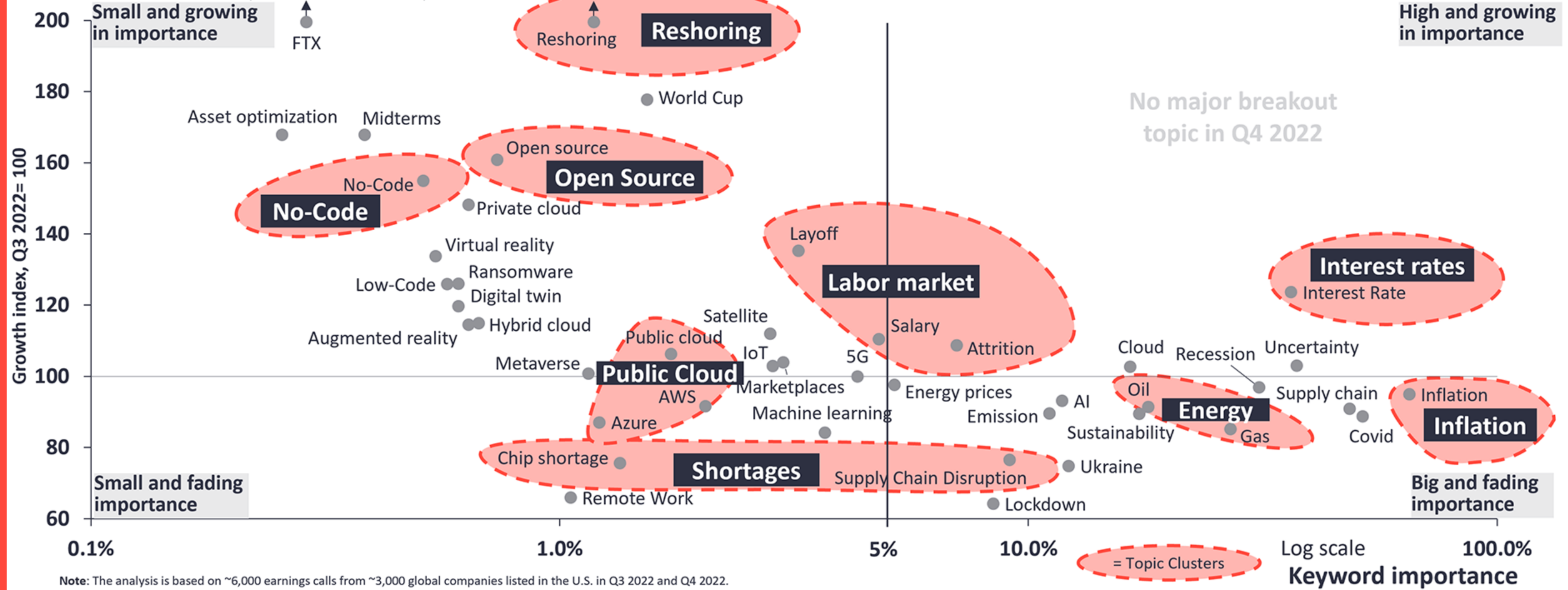
Note: The analysis is based on ~5,800 earnings calls from ~3,000 global companies listed in the U.S. in Q1 2023 and Q4 2022. The mentions of the selected keywords in each call were counted in each quarter. We welcome republishing of images but ask for source citation with a link to the original post and company website.
Source: IoT Analytics Research 2023.

Keyword importance
 (Share of companies that mentioned the keyword in Q1 2023 at least once)

What CEOs talked about in Q4/2022 (vs. Q3/2022)

Keyword growth

Q4/2022 vs. Q3/2022 (Index 100 = Q3/2022)



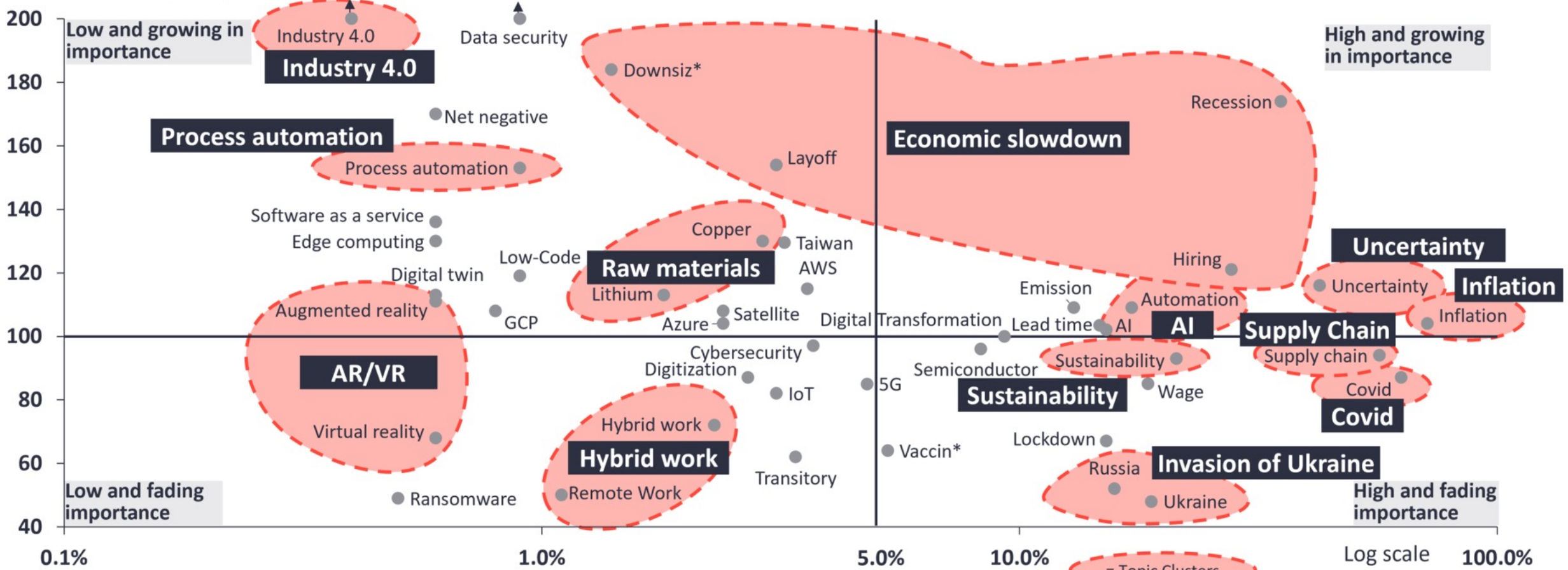
Note: The analysis is based on ~6,000 earnings calls from ~3,000 global companies listed in the U.S. in Q3 2022 and Q4 2022. The mentions of the selected keywords in each call were counted in each quarter. We welcome republishing of images but ask for source citation with a link to the original post and company website.

(Share of companies that mentioned the keyword in Q4 2022 at least once)

What CEOs talked about in Q3/2022 (vs. Q2/2022)

Keyword growth

Q3/2022 vs. Q2/2022 (Index 100 = Q2/2022)



Note: *Downsize and Vaccin were deliberately used to make sure variations of the respective keywords were collected. The analysis is based on ~3,000 earnings calls (in Q3/2022 and Q2/2022) from ~1,500 global companies which are listed in the US. The chart shows mentions of selected keywords during company earnings calls.

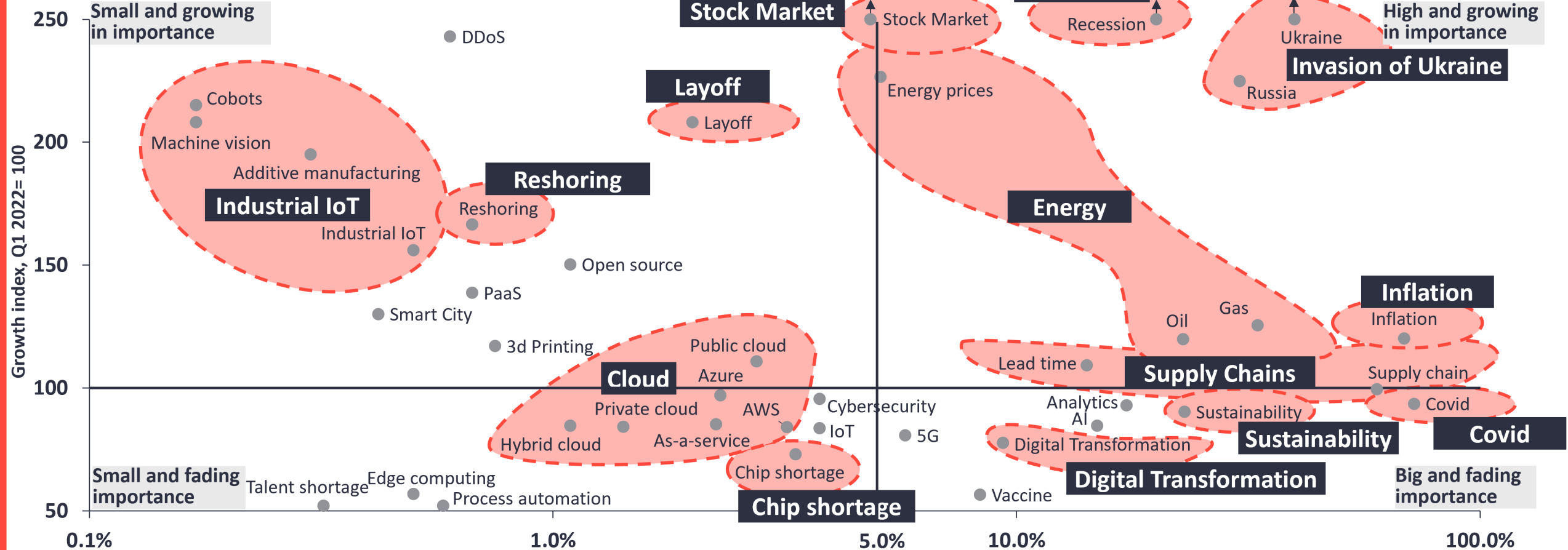
Source: IoT Analytics Research. We welcome republishing of images but ask for source citation with a link to the original post and company website.

(Share of companies that mentioned the keyword in Q3/2022 at least once)

What CEOs talked about in Q2/2022 (vs. Q1/2022)

Keyword growth

Q2/2022 vs. Q1/2022 (Index 100 = Q1/2022)



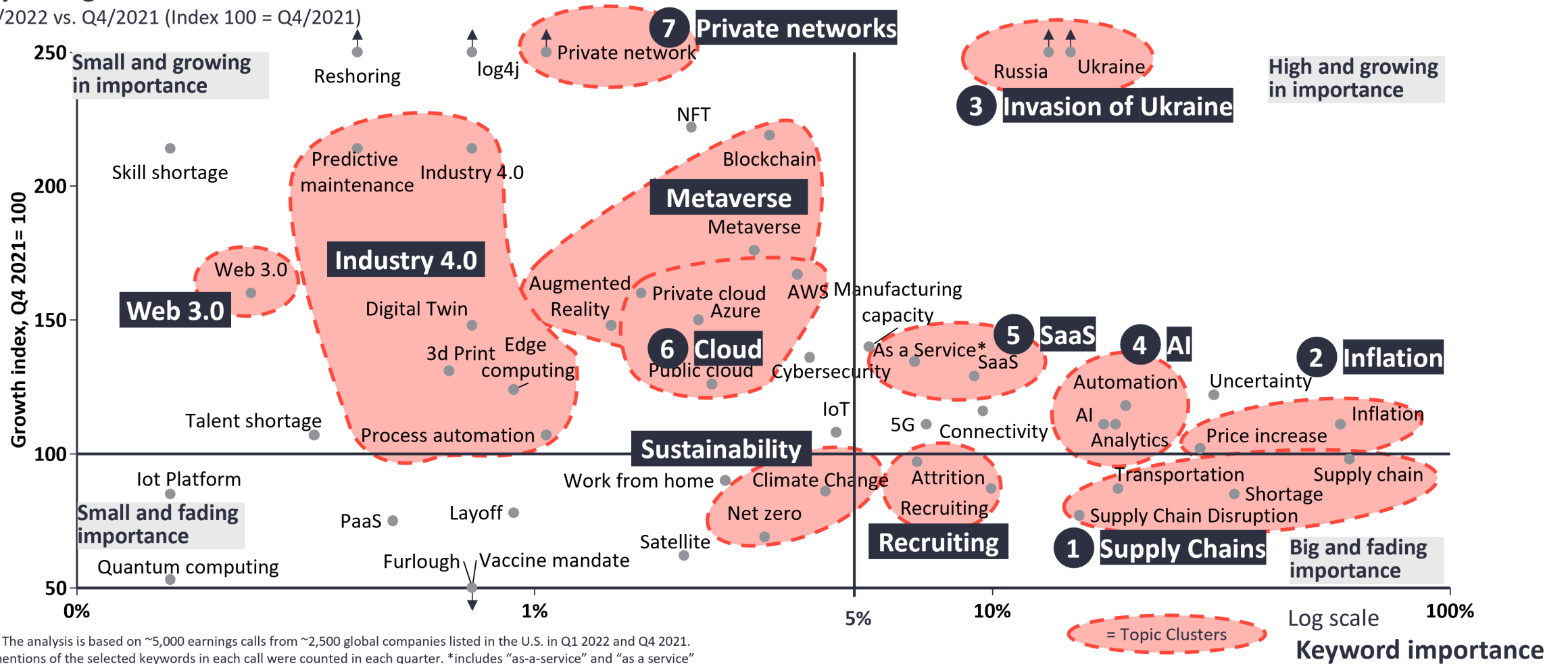
Note: The analysis is based on ~3,000 earnings calls from ~1,500 global companies listed in the U.S. in Q2 2022 and Q1 2022. The mentions of the selected keywords in each call were counted in each quarter. We welcome republishing of images but ask for source citation with a link to the original post and company website.

(Share of companies that mentioned the keyword in Q2 2022 at least once)

What CEOs talked about in Q1/2022 (vs. Q4/2021)

Keyword growth

Q1/2022 vs. Q4/2021 (Index 100 = Q4/2021)



Note: The analysis is based on ~5,000 earnings calls from ~2,500 global companies listed in the U.S. in Q1 2022 and Q4 2021.

The mentions of the selected keywords in each call were counted in each quarter. *includes "as-a-service" and "as a service"

Source: IoT Analytics Research 2022.

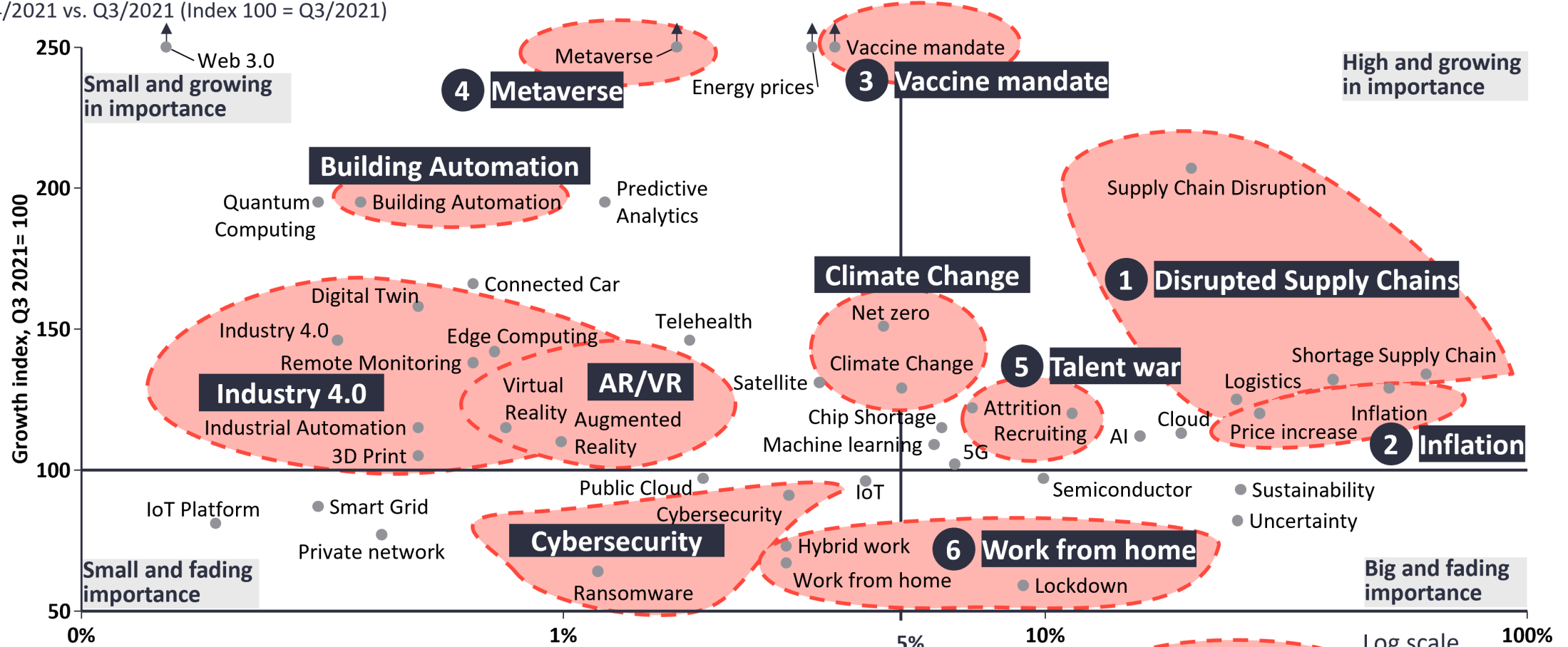
We welcome republishing of images but ask for source citation with a link to the original post and company website.

(Share of companies that mentioned the keyword in Q1 2022 at least once)

What CEOs talked about in Q4/2021 (vs. Q3/2021)

Keyword growth

Q4/2021 vs. Q3/2021 (Index 100 = Q3/2021)



Note: The analysis is based on ~5,000 earnings calls from ~2,500 global companies listed in the U.S. in Q4 2021 and Q3 2021.

The mentions of the selected keywords in each call were counted in each quarter.

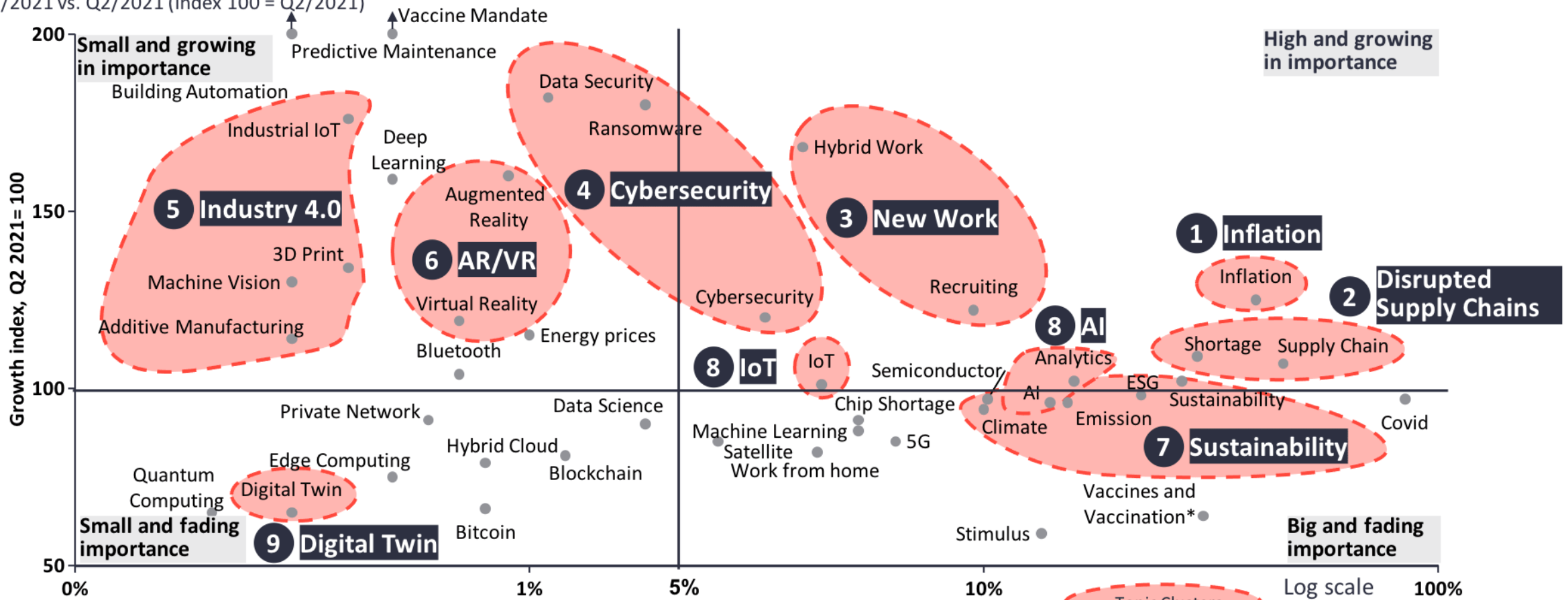
Source: IoT Analytics Research 2022

(Share of companies that mentioned the keyword in Q4 2021 at least once)

What CEOs talked about in Q3/2021 (vs. Q2/2021)

Keyword growth

Q3/2021 vs. Q2/2021 (Index 100 = Q2/2021)



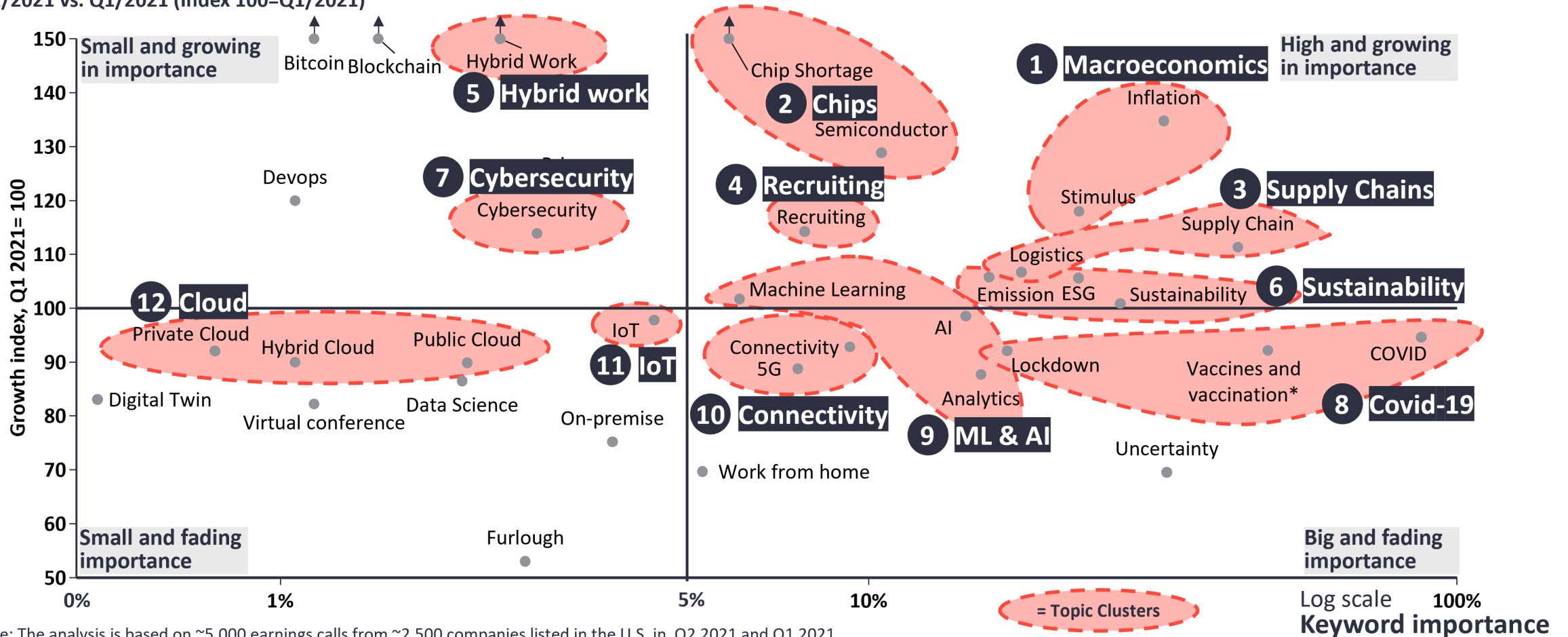
Note: The analysis is based on ~5,000 earnings calls from ~2,500 global companies listed in the U.S. in Q3 2021 and Q2 2021. The mentions of the selected keywords in each call were counted in each quarter. *Includes both "vaccination" and "vaccine"
 Source: IoT Analytics Research 2021

(Share of companies that mentioned the keyword in Q3 2021 at least once)

What CEOs talked about in Q2/2021 (vs. Q1/2021)

Keyword growth

Q2/2021 vs. Q1/2021 (Index 100=Q1/2021)



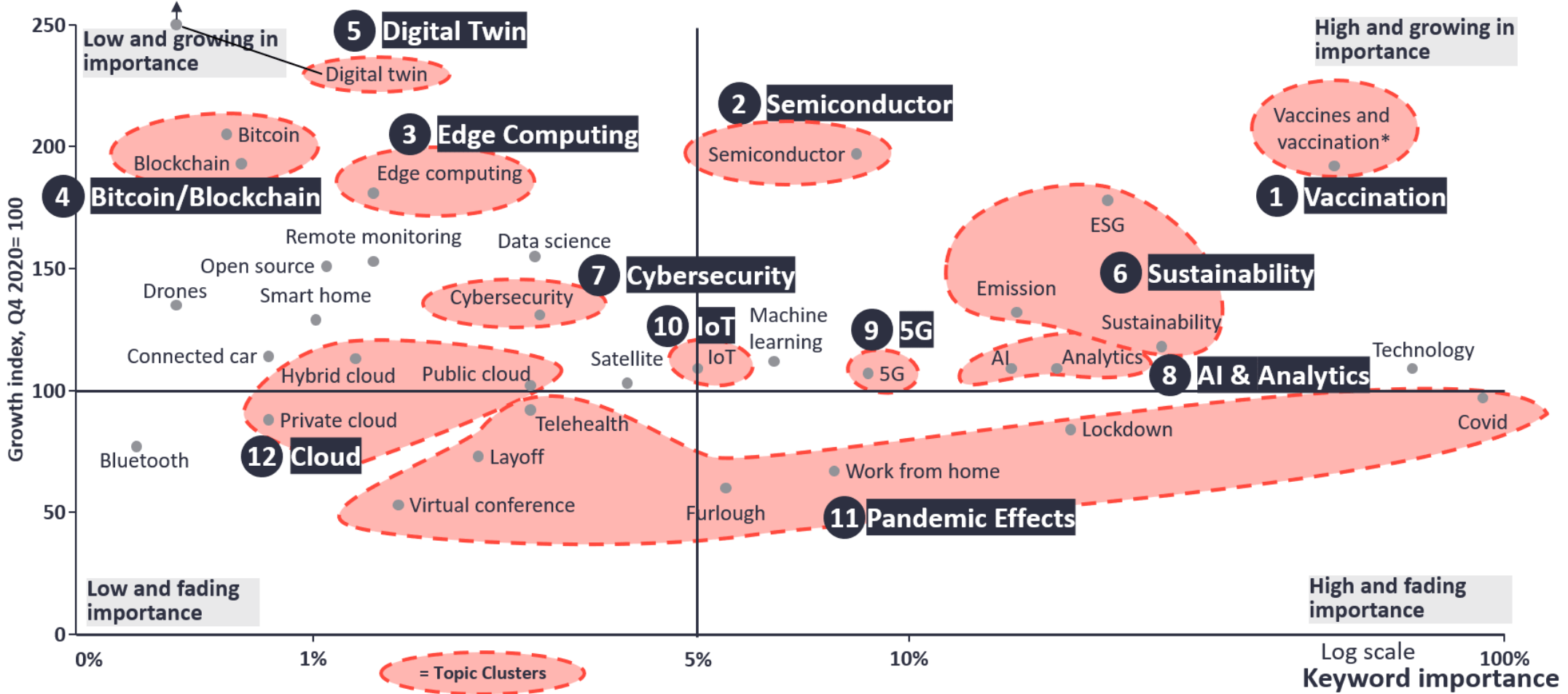
Note: The analysis is based on ~5,000 earnings calls from ~2,500 companies listed in the U.S. in Q2 2021 and Q1 2021.

The mentions of the selected keywords in each call were counted in each quarter. *Includes both "vaccination" and "vaccine"

Source: IoT Analytics Research 2021

What CEOs talked about in Q1/2021 (vs. Q4/2020)

Keyword growth
Q1/2021 vs. Q4/2020 (Index 100=Q4/2020)



Note: The analysis is based on ~5,000 earnings calls from ~2,500 companies listed in the U.S. in Q1 2021 and Q4 2020. The mentions of the selected keywords in each call were counted in each quarter. *Includes both "vaccination" and "vaccine"
Source: IoT Analytics Research 2021

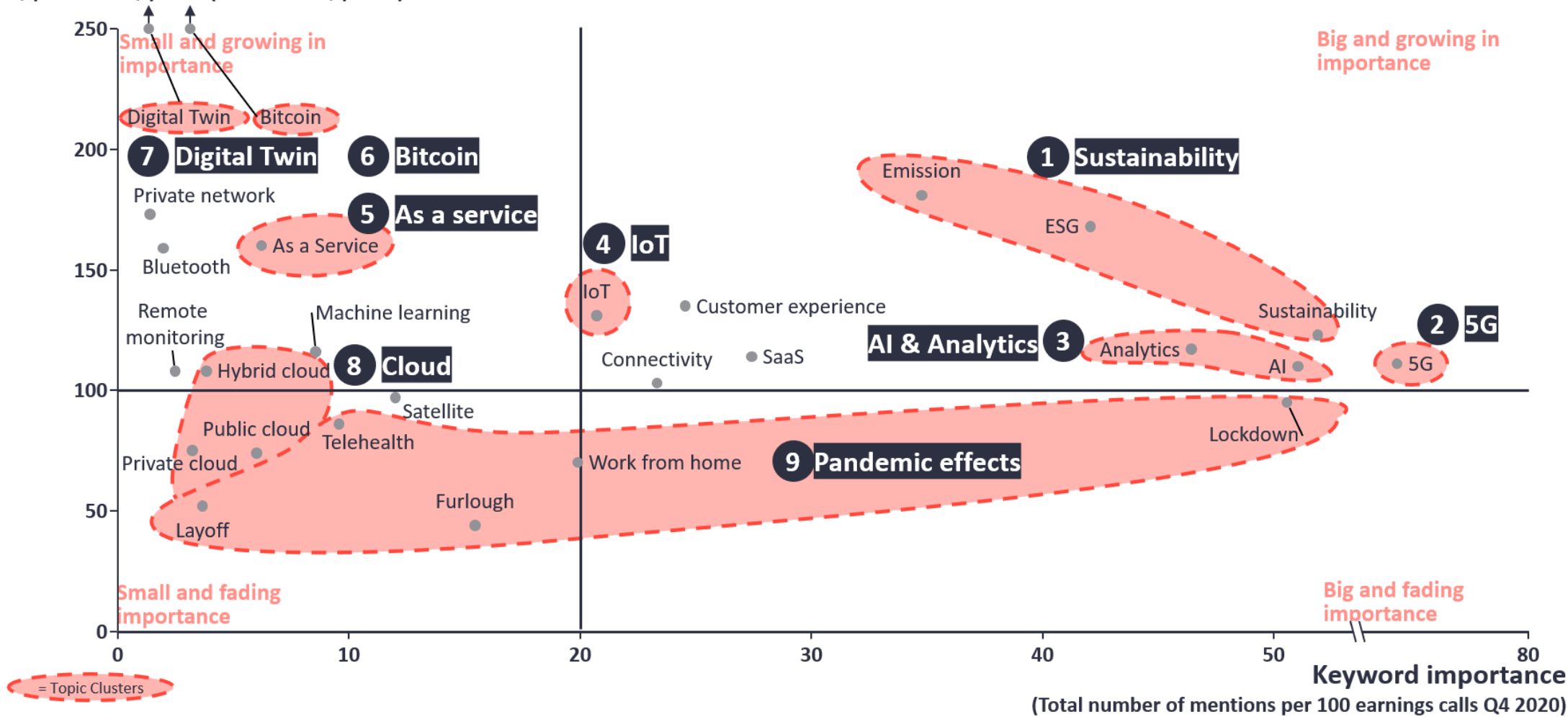
(Share of companies that mentioned the keyword in Q1 2021)

Q1 FY21 v Q4 FY20: Most Mentioned Keywords v Highest Growth Keywords

What CEOs talked about in Q4/2020 (vs. Q3/2020)

Keyword growth

Q4/2020 vs. Q3/2020 (Index 100=Q3/2020)

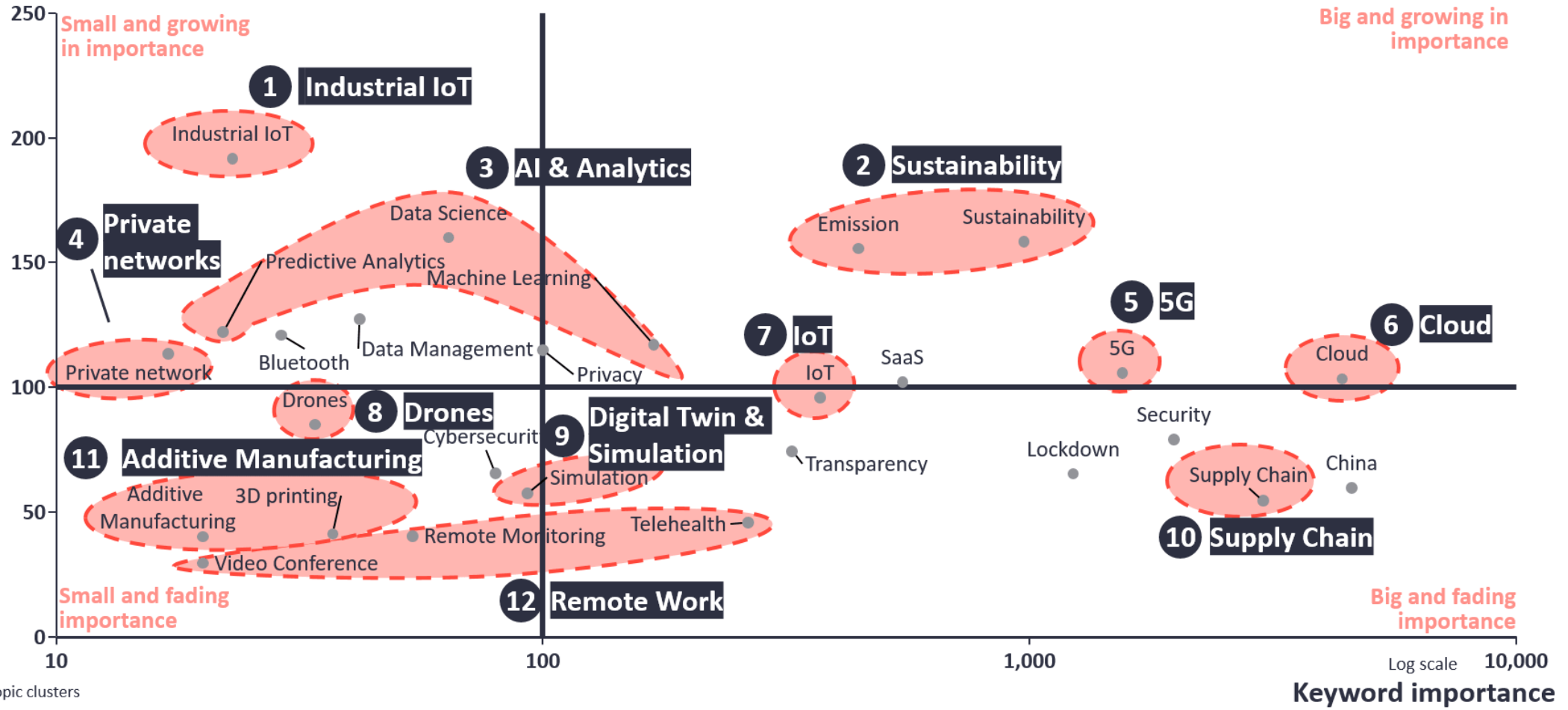


Note: The analysis is based on ~4,700 earnings calls from ~3,000 companies listed in the U.S. in the third and fourth quarter of 2020. The mentions of the selected keywords per 100 the earnings calls were counted in each quarter.

Source: IoT Analytics Research 2020

What CEOs talked about in Q3/2020 (vs. Q2/2020)

Keyword growth
Q3/2020 vs. Q2/2020 (Index 100=Q/2020)



= Topic clusters

Note: The analysis is based on ~5,200 earnings calls from over 3,000 companies listed in the U.S. in the second and third quarter of 2020. The absolute mentions of the selected keywords in the earnings calls was counted in each quarter

Source: IoT Analytics Research 2020

(Total number of mentions in earnings calls Q3 2020)

Q3 FY20 v Q2 FY20: Most Mentioned Keywords v Highest Growth Keywords

About this Analysis:

- The analysis highlighted in this article, presents the results of IoT Analytics' research involving the Q4/2023 earnings calls of ~4,000 US-listed companies.
- **X-axis:** Keyword importance (i.e., how many companies mentioned the keyword in earnings calls in Q4). The further out the keyword falls on the x-axis the more often the topic was mentioned.
- **Y-axis:** Keyword growth (i.e., the increase or decrease in mentions from Q3/2023 to Q4/2023, indexed to 100). A number >100 on the y-axis indicated that the topic had gained importance, while a number <100 indicated a decreased importance.

For more information on this report: www.iot-analytics.com

CEO's are no longer
judged on how well they
act in a crisis, they're
judged by how well they
anticipate one.