PANORAMA
FINANCIAL GROUP

12 Questions to Ask Every Sponsor About Their Company and Income Product

A practical due diligence checklist for income-oriented investment offerings

Use this checklist to guide sponsor discussions and evaluate credibility, alignment, income stability and risk management practices.

QUESTIONS 01-03

Sponsor Background & Alignment

1. ☐ **What is your firm's performance history with prior income-oriented offerings (projections vs. actuals)?**
2. ☐ **How much of your own capital do you (and affiliates) have invested in this offering?**
3. ☐ **How are you compensated (fees, promotes, carried interest)? Do these align with delivering consistent income to investors?**

QUESTIONS 04-06

Income Sources & Stability

4. ☐ **What assets or activities directly generate the distributions (rents, loans, royalties, receivables, etc.)?**
5. ☐ **Who are the obligors, tenants or borrowers, what are their credit qualities or financial health, and what collateral or guarantees back their obligations?**
6. ☐ **How diversified are the income streams by sector, geography and counterparty?**

QUESTIONS 07-09

Risk & Downside Protection

7. ☐ **How would distributions be impacted under downside scenarios (vacancy, default, rate hikes, economic slowdown)?**
8. ☐ **What redemption, buyback, or secondary market options exist if I need early liquidity?**
9. ☐ **How do current conditions (interest rates, credit spreads, cap rates) affect your income projections?**

QUESTIONS 10-12

Oversight & Transparency

10. ☐ **What is your DCR ratio, and are distributions solely from cash flow, or is there any return of capital included?**
11. ☐ **What level of reporting, third-party audits of all related entities, or independent verification do investors receive?**
12. ☐ **Have you experienced any delays, defaults, restructuring, or regulatory issues in prior income offerings?**

Notes