IZEA Worldwide, Inc. Consolidated Balance Sheets

Current Curr		Γ	December 31, 2018	Γ	December 31, 2017
Cash and cash equivalents \$ 1,968,403 \$ 3,906,797 Accounts receivable, net 7,071,815 3,647,025 Prepaid expenses 527,968 389,104 Other current assets 9,607,389 7,952,066 Property and equipment, net 272,239 286,043 Goodwill 8,316,722 3,604,720 Intangible assets, net 3,149,949 667,092 Software development costs, net 1,428,604 967,927 Security deposits 143,174 148,638 Total assets 22,918,077 \$ 13,627,303 Liabilities and Stockholders' Equity Current liabilities 2,618,103 \$ 1,756,841 Accounts payable \$ 2,618,103 \$ 1,756,841 Accurued expenses 1,968,589 1,592,356 Contract liabilities 4,957,869 1,592,356 Contract liabilities 4,957,869 1,502,288 Unrent portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,706,531 Deferred rent, less current port					
Accounts receivable, net 7,071,815 3,647,025 Prepaid expenses 327,968 389,104 Other current assets 9,607,338 7,952,066 Property and equipment, net 272,233 286,043 Goodwill 8,316,722 3,604,720 Intangible assets, net 3,149,949 667,907 Software development costs, net 1,428,604 967,927 Security deposits 143,174 148,638 Total assets 22,918,077 \$ 13,627,303 ***Current fiabilities Current fiabilities \$ 2,618,103 \$ 1,756,841 Accounts payable \$ 2,618,103 \$ 1,756,841 Accounts payable \$ 2,618,103 \$ 1,756,841 Accured expenses 1,968,589 1,592,356 Contract liabilities 4,957,869 — Uneared revenue 4,957,869 — Uneared revenue 1,526,828 500,550 Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,306,531					
Prepaid expenses 527,968 389,104 Other current assets 39,203 9,140 Total current assets 9,607,389 7,952,066 Property and equipment, net 272,239 286,043 Goodwill 8,316,722 3,604,720 Intangible assets, net 1,428,604 967,927 Security deposits 143,174 148,638 Total assets 22,918.077 \$ 13,627,303 Liabilities and Stockholders' Equity Current liabilities Accounts payable \$ 2,618,103 \$ 1,756,841 Accounts payable \$ 2,618,103 \$ 1,756,841 Account liabilities	•	\$		\$	
Other current assets 39,203 9,140 Total current assets 9,607,389 7,952,066 Property and equipment, net 272,239 286,043 Goodwill 8,316,722 3,604,720 Intangible assets, net 3,149,949 667,909 Software development costs, net 1,428,604 967,927 Security deposits 143,174 148,638 Total assets 22,918,077 \$ 1,562,7303 Liabilities and Stockholders' Equity Current liabilities Accounts payable \$ 2,618,103 \$ 1,756,841 Accured expenses 1,968,589 1,592,356 Contract liabilities 4,957,869 — 3,070,502 Line of credit 1,526,288 500,550 Current portion of deferred rent 1,7420 45,127 Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,706,331 Deferred rent, less current portion — 17,419 Acquisition costs payable, less current portion —<					
Total current assets 9,607,389 7,952,066 Property and equipment, net 272,239 286,043 Goodwill 8,316,722 3,604,720 Intangible assets, net 3,149,949 667,909 Software development costs, net 1,428,604 967,927 Security deposits 143,174 148,638 Total assets 22,918,077 \$ 13,627,303 Liabilities and Stockholders' Equity Current liabilities Accounts payable \$ 2,618,103 \$ 1,756,841 Accrued expenses 1,968,589 1,592,356 Contract liabilities 4,957,869 — Unearned revenue — 3,070,502 Line of credit 1,526,288 500,550 Current portion of deferred rent 17,420 45,127 Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,706,531 Deferred rent, less current portion — 17,419 Acquisition costs payable, less current portion — 609,768					•
Property and equipment, net 272,239 286,043 Goodwill 8,316,722 3,604,720 Intangible assets, net 3,149,949 667,909 Software development costs, net 1,428,604 967,927 Security deposits 143,174 148,638 Total assets \$22,918,077 \$1,3627,303 Liabilities and Stockholders' Equity Current liabilities: Accounts payable \$2,618,103 \$1,756,841 Accrued expenses 1,968,589 1,592,356 Contract liabilities 4,957,869 — Uncarned revenue 1,526,288 500,550 Current portion of deferred rent 17,420 45,127 Current portion of degree dent 17,420 45,127 Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,706,331 Deferred rent, less current portion — 17,419 Acquisition costs payable, less current portion — 609,768 Total liabilities 15,699,762	Other current assets		39,203		9,140
Goodwill Intangible assets, net 8,316,722 3,604,720 Intangible assets, net 3,149,949 667,909 Security deposits 143,174 967,927 Eccurity deposits 123,180,77 \$ 13,627,303 Liabilities and Stockholders' Equity Current liabilities Accounts payable \$ 2,618,103 \$ 1,756,841 Accounts liabilities 4,957,869 1,592,356 Contract liabilities — 3,070,502 Line of credit 1,526,288 500,550 Current portion of deferred rent 17,420 45,127 Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 3,706,531 Commitments and Contingencies (Note 6) — 609,768 Stockholders' equity: Preferred stock; S.0001 par va	Total current assets		9,607,389		7,952,066
Intangible assets, net 3,149,494 667,909 Software development costs, net 1,228,604 967,927 Security deposits 143,174 148,638 Total assets 22,918,077 \$ 13,627,303 Liabilities and Stockholders' Equity Current liabilities Accounts payable \$ 2,618,103 \$ 1,756,841 Accrued expenses 1,968,589 1,592,356 Contract liabilities 4,957,869 — Uncamed revenue — 3,070,502 Line of credit 1,526,288 500,550 Current portion of deferred rent 17,420 45,127 Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,706,531 Deferred rent, less current portion — 17,419 Acquisition costs payable, less current portion — 609,768 Total liabilities 15,699,762 8,333,718 Commitments and Contingencies (Note 6) — — Stockholders' equity:	Property and equipment, net		272,239		286,043
Software development costs, net 1,428,604 967,927 Security deposits 143,174 148,638 Total assets 22,918,077 \$ 13,627,303 Liabilities and Stockholders' Equity Current liabilities Accounts payable \$ 2,618,103 \$ 1,756,841 Accrued expenses 1,968,589 1,592,356 Contract liabilities 4,957,869 — Uncarned revenue — 3,070,502 Line of credit 1,526,288 500,550 Current portion of deferred rent 17,429 45,127 Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,706,331 Deferred rent, less current portion — — Acquisition costs payable, less current portion — — Total liabilities 15,699,762 8,333,718 Commitments and Contingencies (Note 6) — — Stockholders' equity: — — Preferred stock; \$0,001 par value; 10,000,000 shares authorized; 12,075,708 and 5,733,9	Goodwill		8,316,722		3,604,720
Security deposits 143,174 148,638 Total assets \$ 22,918,077 \$ 13,627,303 Liabilities and Stockholders' Equity Current liabilities: Accounts payable \$ 2,618,103 \$ 1,756,841 Accrued expenses 1,968,589 1,592,356 Contract liabilities 4,957,869 — Uncarned revenue — 3,070,502 Line of credit 1,526,288 500,550 Current portion of deferred rent 17,420 45,127 Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,706,531 Deferred rent, less current portion — 17,419 Acquisition costs payable, less current portion — 609,768 Total liabilities 15,699,762 8,333,718 Commitments and Contingencies (Note 6) — — Stockholders' equity: — Preferred stock; \$,0001 par value; 10,000,000 shares authorized; no shares issued and outstanding 1,208 573 Common stock, \$,0001 par value; 200,000,000 sh	Intangible assets, net		3,149,949		667,909
Total assets	Software development costs, net		1,428,604		967,927
Liabilities and Stockholders' Equity Current liabilities: Accounts payable \$ 2,618,103 \$ 1,756,841 Accrued expenses 1,968,589 1,592,356 Contract liabilities 4,957,869 — Uncarned revenue — 3,070,502 Line of credit 1,526,288 500,550 Current portion of deferred rent 17,420 45,127 Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,706,531 Deferred rent, less current portion — 17,419 Acquisition costs payable, less current portion — 609,768 Total liabilities 15,699,762 8,333,718 Commitments and Contingencies (Note 6) — — Stockholders' equity: Preferred stock; \$,0001 par value; 10,000,000 shares authorized; no shares issued and outstanding — — Common stock, \$,0001 par value; 200,000,000 shares authorized; 12,075,708 and 5,733,981, respectively, issued and outstanding 1,208 573 Additional paid-in capital 60,311,756 52,570,432	Security deposits		143,174		148,638
Current liabilities: Accounts payable \$ 2,618,103 \$ 1,756,841 Accrued expenses 1,968,589 1,592,356 Contract liabilities 4,957,869 — Uncarned revenue — 3,070,502 Line of credit 1,526,288 500,550 Current portion of deferred rent 17,420 45,127 Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,706,531 Deferred rent, less current portion — 609,768 Total liabilities 15,699,762 8,333,718 Commitments and Contingencies (Note 6) — — Stockholders' equity: Preferred stock; \$,0001 par value; 10,000,000 shares authorized; no shares issued and outstanding — — Common stock, \$,0001 par value; 200,000,000 shares authorized; 12,075,708 and 5,733,981, respectively, issued and outstanding 1,208 573 Additional paid-in capital 60,311,756 52,570,432 Accumulated deficit (53,094,649) (47,277,420) Total stockholders' equity 7,218,315 5.2	Total assets	\$	22,918,077	\$	13,627,303
Accounts payable \$ 2,618,103 \$ 1,756,841 Accrued expenses 1,968,589 1,592,356 Contract liabilities 4,957,869 — Unearned revenue — 3,070,502 Line of credit 1,526,288 500,550 Current portion of deferred rent 17,420 45,127 Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,706,531 Deferred rent, less current portion — 609,768 Total liabilities 15,699,762 8,333,718 Commitments and Contingencies (Note 6) — — Stockholders' equity: — — Preferred stock; \$.0001 par value; 10,000,000 shares authorized; no shares issued and outstanding — — Common stock, \$.0001 par value; 200,000,000 shares authorized; 12,075,708 and 5,733,981, respectively, issued and outstanding 1,208 573 Additional paid-in capital 60,311,756 52,570,432 Accumulated deficit (53,094,649) (47,277,420) Total stockholders' equity 7,218,315 5.293,585	• •				
Accrued expenses 1,968,589 1,592,356 Contract liabilities 4,957,869 — Unearned revenue — 3,070,502 Line of credit 1,526,288 500,550 Current portion of deferred rent 17,420 45,127 Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,706,531 Deferred rent, less current portion — 17,419 Acquisition costs payable, less current portion — 609,768 Total liabilities 15,699,762 8,333,718 Commitments and Contingencies (Note 6) — — Stockholders' equity: Preferred stock; \$.0001 par value; 10,000,000 shares authorized; no shares issued and outstanding — — Common stock, \$.0001 par value; 200,000,000 shares authorized; 12,075,708 and 5,733,981, respectively, issued and outstanding 1,208 573 Additional paid-in capital 60,311,756 52,570,432 Accumulated deficit (53,094,649) (47,277,420) Total stockholders' equity 7,218,315 5,293,585					
Contract liabilities 4,957,869 — Unearned revenue — 3,070,502 Line of credit 1,526,288 500,550 Current portion of deferred rent 17,420 45,127 Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,706,531 Deferred rent, less current portion — 17,419 Acquisition costs payable, less current portion — 609,768 Total liabilities 15,699,762 8,333,718 Commitments and Contingencies (Note 6) — — Stockholders' equity: — — Preferred stock; \$.0001 par value; 10,000,000 shares authorized; no shares issued and outstanding — — Common stock, \$.0001 par value; 200,000,000 shares authorized; 12,075,708 and 5,733,981, respectively, issued and outstanding 1,208 573 Additional paid-in capital 60,311,756 52,570,432 Accumulated deficit (53,094,649) (47,277,420) Total stockholders' equity 7,218,315 5,293,585	1 7	\$	2,618,103	\$	1,756,841
Unearned revenue — 3,070,502 Line of credit 1,526,288 500,550 Current portion of deferred rent 17,420 45,127 Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,706,531 Deferred rent, less current portion — 609,768 Total liabilities 15,699,762 8,333,718 Commitments and Contingencies (Note 6) — — Stockholders' equity: Preferred stock; \$.0001 par value; 10,000,000 shares authorized; no shares issued and outstanding — — Common stock, \$.0001 par value; 200,000,000 shares authorized; 12,075,708 and 5,733,981, respectively, issued and outstanding 1,208 573 Additional paid-in capital 60,311,756 52,570,432 Accumulated deficit (53,094,649) (47,277,420) Total stockholders' equity 7,218,315 5,293,585	•		1,968,589		1,592,356
Line of credit 1,526,288 500,550 Current portion of deferred rent 17,420 45,127 Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,706,531 Deferred rent, less current portion — 17,419 Acquisition costs payable, less current portion — 609,768 Total liabilities 15,699,762 8,333,718 Commitments and Contingencies (Note 6) — — Stockholders' equity: — — Preferred stock; \$.0001 par value; 10,000,000 shares authorized; no shares issued and outstanding — — Common stock, \$.0001 par value; 200,000,000 shares authorized; 12,075,708 and 5,733,981, respectively, issued and outstanding 1,208 573 Additional paid-in capital 60,311,756 52,570,432 Accumulated deficit (53,094,649) (47,277,420) Total stockholders' equity 7,218,315 5,293,585	Contract liabilities		4,957,869		_
Current portion of deferred rent 17,420 45,127 Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,706,531 Deferred rent, less current portion — 17,419 Acquisition costs payable, less current portion — 609,768 Total liabilities 15,699,762 8,333,718 Commitments and Contingencies (Note 6) — — Stockholders' equity: Preferred stock; \$.0001 par value; 10,000,000 shares authorized; no shares issued and outstanding — — Common stock, \$.0001 par value; 200,000,000 shares authorized; 12,075,708 and 5,733,981, respectively, issued and outstanding 1,208 573 Additional paid-in capital 60,311,756 52,570,432 Accumulated deficit (53,094,649) (47,277,420) Total stockholders' equity 7,218,315 5,293,585			_		3,070,502
Current portion of acquisition costs payable 4,611,493 741,155 Total current liabilities 15,699,762 7,706,531 Deferred rent, less current portion — 17,419 Acquisition costs payable, less current portion — 609,768 Total liabilities 15,699,762 8,333,718 Commitments and Contingencies (Note 6) — — Stockholders' equity: Preferred stock; \$.0001 par value; 10,000,000 shares authorized; no shares issued and outstanding — — Common stock, \$.0001 par value; 200,000,000 shares authorized; 12,075,708 and 5,733,981, respectively, issued and outstanding 1,208 573 Additional paid-in capital 60,311,756 52,570,432 Accumulated deficit (53,094,649) (47,277,420) Total stockholders' equity 7,218,315 5,293,585	Line of credit		1,526,288		500,550
Total current liabilities 15,699,762 7,706,531 Deferred rent, less current portion — 17,419 Acquisition costs payable, less current portion — 609,768 Total liabilities 15,699,762 8.333,718 Commitments and Contingencies (Note 6) — — Stockholders' equity: Preferred stock; \$.0001 par value; 10,000,000 shares authorized; no shares issued and outstanding — — Common stock, \$.0001 par value; 200,000,000 shares authorized; 12,075,708 and 5,733,981, respectively, issued and outstanding 1,208 573 Additional paid-in capital 60,311,756 52,570,432 Accumulated deficit (53,094,649) (47,277,420) Total stockholders' equity 7,218,315 5,293,585	Current portion of deferred rent		17,420		45,127
Deferred rent, less current portion — 17,419 Acquisition costs payable, less current portion — 609,768 Total liabilities — 15,699,762 — 8,333,718 Commitments and Contingencies (Note 6) — — — Stockholders' equity: Preferred stock; \$.0001 par value; 10,000,000 shares authorized; no shares issued and outstanding — — — Common stock, \$.0001 par value; 200,000,000 shares authorized; 12,075,708 and 5,733,981, respectively, issued and outstanding — 1,208 — 573 Additional paid-in capital — 60,311,756 — 52,570,432 Accumulated deficit — (53,094,649) — (47,277,420) Total stockholders' equity — 7,218,315 — 5,293,585	Current portion of acquisition costs payable		4,611,493		741,155
Acquisition costs payable, less current portion — 609,768 Total liabilities — 15,699,762 8,333,718 Commitments and Contingencies (Note 6) — — — Stockholders' equity: Preferred stock; \$.0001 par value; 10,000,000 shares authorized; no shares issued and outstanding — — — — — — — — — — — — — — — — — — —	Total current liabilities		15,699,762		7,706,531
Total liabilities 15,699,762 8,333,718 Commitments and Contingencies (Note 6) — — Stockholders' equity: Preferred stock; \$.0001 par value; 10,000,000 shares authorized; no shares issued and outstanding — — Common stock, \$.0001 par value; 200,000,000 shares authorized; 12,075,708 and 5,733,981, respectively, issued and outstanding 1,208 573 Additional paid-in capital 60,311,756 52,570,432 Accumulated deficit (53,094,649) (47,277,420) Total stockholders' equity 7,218,315 5,293,585	Deferred rent, less current portion		_		17,419
Commitments and Contingencies (Note 6) Stockholders' equity: Preferred stock; \$.0001 par value; 10,000,000 shares authorized; no shares issued and outstanding Common stock, \$.0001 par value; 200,000,000 shares authorized; 12,075,708 and 5,733,981, respectively, issued and outstanding Additional paid-in capital Accumulated deficit Total stockholders' equity	Acquisition costs payable, less current portion		_		609,768
Stockholders' equity: Preferred stock; \$.0001 par value; 10,000,000 shares authorized; no shares issued and outstanding Common stock, \$.0001 par value; 200,000,000 shares authorized; 12,075,708 and 5,733,981, respectively, issued and outstanding Additional paid-in capital Accumulated deficit Total stockholders' equity Stockholders' equity	Total liabilities		15,699,762		8,333,718
Preferred stock; \$.0001 par value; 10,000,000 shares authorized; no shares issued and outstanding Common stock, \$.0001 par value; 200,000,000 shares authorized; 12,075,708 and 5,733,981, respectively, issued and outstanding Additional paid-in capital Accumulated deficit Total stockholders' equity 7,218,315 5,293,585	Commitments and Contingencies (Note 6)		_		_
Preferred stock; \$.0001 par value; 10,000,000 shares authorized; no shares issued and outstanding Common stock, \$.0001 par value; 200,000,000 shares authorized; 12,075,708 and 5,733,981, respectively, issued and outstanding Additional paid-in capital Accumulated deficit Total stockholders' equity 7,218,315 5,293,585	Stockholders' equity:				
5,733,981, respectively, issued and outstanding 1,208 573 Additional paid-in capital 60,311,756 52,570,432 Accumulated deficit (53,094,649) (47,277,420) Total stockholders' equity 7,218,315 5,293,585	Preferred stock; \$.0001 par value; 10,000,000 shares authorized; no shares issued and		_		_
Accumulated deficit (53,094,649) (47,277,420) Total stockholders' equity 7,218,315 5,293,585			1,208		573
Total stockholders' equity 7,218,315 5,293,585	Additional paid-in capital		60,311,756		52,570,432
	Accumulated deficit		(53,094,649)		(47,277,420)
Total liabilities and stockholders' equity \$ 22,918,077 \$ 13,627,303	Total stockholders' equity		7,218,315		5,293,585
	Total liabilities and stockholders' equity	\$	22,918,077	\$	13,627,303

IZEA, Inc. Consolidated Statements of Operations

		(Unaudite	ed)				
		Three Months December		Twelve Months Ended December 31,			
		2018	2017	2018	2017		
Revenue	\$	6,301,353 \$	6,800,385 \$	20,099,695 \$	24,437,649		
Costs and expenses:							
Cost of revenue (exclusive of amortization)		2,551,249	3,230,931	9,042,155	11,585,316		
Sales and marketing		1,418,863	1,584,671	6,484,320	7,593,197		
General and administrative		2,398,101	2,292,976	8,683,911	9,218,565		
Depreciation and amortization		451,539	420,976	1,298,359	1,516,807		
Total costs and expenses		6,819,752	7,529,554	25,508,745	29,913,885		
Loss from operations		(518,399)	(729,169)	(5,409,050)	(5,476,236)		
Other income (expense):							
Interest expense		(122,307)	(19,544)	(269,473)	(64,950)		
Loss on exchange of warrants				_	_		
Change in fair value of derivatives, net		_	3,147	(11,794)	39,269		
Other income (expense), net		(51,997)	2,490	(28,090)	34,218		
Total other income (expense), net		(174,304)	(13,907)	(309,357)	8,537		
Net loss	\$	(692,703) \$	(743,076) \$	(5,718,407) \$	(5,467,699)		
Weighted average common shares outstanding – basic and diluted	l	12,070,585	5,720,824	8,541,725	5,674,901		
Basic and diluted loss per common share	\$	(0.06) \$	(0.13) \$	(0.67) \$	(0.96)		

IZEA, Inc. Non-GAAP Reconciliations (Unaudited)

Sources of Total Revenue:

	 Three Months Ended December 31,			Twelve Month December	
	2018	2017		2018	2017
Managed Services Revenue	\$ 4,933,175 \$	6,561,922	\$	17,594,124 \$	23,836,236
Legacy Workflow Fees	51,179	77,499		216,173	350,648
Marketplace Spend Fees	692,117	_		1,080,609	_
License Fees	612,980	2,853		1,151,242	67,344
Other Revenue	11,902	158,111		57,547	183,421
Total Revenue	\$ 6,301,353 \$	6,800,385	\$	20,099,695 \$	24,437,649

Reconciliation of GAAP Revenue to Non-GAAP Gross Billings:

	Three Mont Decemb		Twelve Months Ended December 31,				
	 2018		2017	2018		2017	
Revenue	\$ 6,301,353	\$	6,800,385 \$	20,099,695	\$	24,437,649	
Plus payments made to third-party creators (1)	4,847,620		1,044,188	9,879,495		4,744,325	
Gross billings	\$ 11,148,973	\$	7,844,573 \$	29,979,190	\$	29,181,974	

⁽¹⁾ Payments made to third-party creators for the Legacy Workflow and Marketplace Spend components of our revenue reported on a net basis for GAAP.

Gross billings by revenue stream and the percentage of total gross billings by stream:

	Th	ree Months December		Tw	Twelve Months Ended December 31,					
	 2018		2017		2018		2017			
Managed Services Revenue	\$ 4,933,175	44% \$	6,561,922	84%\$	17,594,124	59% \$	23,836,236	82%		
Legacy Workflow	712,669	6%	1,121,687	14%	3,048,503	10%	5,094,973	17%		
Marketplace Spend	4,878,247	44%	_	%	8,127,774	27%	_	<u>_%</u>		
License Fees	612,980	5%	2,853	<u>%</u>	1,151,242	4%	67,344	— %		
Other Revenue	11,902	—%	158,111	2%	57,547	—%	183,421	1%		
Total Gross Billings	\$ 11,148,973	100% \$	7,844,573	100%\$	29,979,190	100% \$	29,181,974	100%		

Reconciliation of GAAP Net Loss to Non-GAAP Adjusted EBITDA:

	Three Months Ended					Twelve Months Ended			
	D	ecember 31, 2018	De	cember 31, 2017	Ι	December 31, 2018	December 31, 2017		
Net loss	\$	(692,703)	\$	(743,076)	\$	(5,718,407)	\$ (5,467,699)		
Non-cash stock-based compensation		112,651		125,785		580,693	635,427		
Non-cash stock issued for payment of services		31,266		38,459		125,000	181,995		
(Gain) loss on disposal of equipment		(5,086)		(3,295)		156	(8,757)		
(Gain) loss on settlement of acquisition costs payable		_		_		(84,938)	(10,491)		
Increase (decrease) in value of acquisition costs payable		2,667		247,524		(615,845)	583,010		
Depreciation and amortization		451,539		420,976		1,298,359	1,516,807		
Legal expense accrual		_		_		500,000	_		
Interest expense		122,307		19,544		269,473	64,950		
Change in fair value of derivatives		_		(3,147)		11,794	(39,269)		
Adjusted EBITDA	\$	22,641	\$	102,770	\$	(3,633,715)	\$ (2,544,027)		
Revenue		6,301,353		6,800,385		20,099,695	24,437,649		
EBITDA as a % of Revenue		<u>%</u>		2%		(18)%	(10)%		