

IZEA Worldwide, Inc.
Unaudited Consolidated Balance Sheets

	September 30, 2020	December 31, 2019
Assets		
Current assets:		
Cash and cash equivalents	\$ 30,617,921	\$ 5,884,629
Accounts receivable, net	3,981,132	5,596,719
Prepaid expenses	385,128	400,181
Other current assets	140,291	153,031
Total current assets	<u>35,124,472</u>	<u>12,034,560</u>
Property and equipment, net	260,994	309,780
Goodwill	4,016,722	8,316,722
Intangible assets, net	768,879	1,611,516
Software development costs, net	1,480,288	1,519,980
Security deposits	—	151,803
Total assets	<u>\$ 41,651,355</u>	<u>\$ 23,944,361</u>
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable	\$ 1,333,281	\$ 2,252,536
Accrued expenses	1,267,553	1,377,556
Contract liabilities	7,028,687	6,466,766
Current portion of notes payable	1,157,103	—
Right-of-use liability	—	83,807
Total current liabilities	<u>10,786,624</u>	<u>10,180,665</u>
Finance obligation, less current portion	65,604	45,673
Notes payable, less current portion	778,092	—
Total liabilities	<u>11,630,320</u>	<u>10,226,338</u>
Commitments and Contingencies	—	—
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; 48,331,379 and 34,634,172, respectively, issued and outstanding	4,833	3,464
Additional paid-in capital	99,610,374	74,099,328
Accumulated deficit	<u>(69,594,172)</u>	<u>(60,384,769)</u>
Total stockholders' equity	<u>30,021,035</u>	<u>13,718,023</u>
Total liabilities and stockholders' equity	<u>\$ 41,651,355</u>	<u>\$ 23,944,361</u>

IZEA Worldwide, Inc.
Unaudited Consolidated Statements of Operations

	<u>Three Months Ended September 30,</u>		<u>Nine Months Ended September 30,</u>	
	2020	2019	2020	2019
Revenue	\$ 4,036,120	\$ 4,411,086	\$ 11,934,827	\$ 13,128,706
Costs and expenses:				
Cost of revenue (exclusive of amortization)	1,701,770	1,904,287	5,256,536	5,821,237
Sales and marketing	1,403,037	1,518,165	4,154,871	4,238,074
General and administrative	1,827,267	1,752,126	6,165,597	6,596,485
Impairment of goodwill	—	—	4,300,000	—
Depreciation and amortization	372,483	433,094	1,250,859	1,317,423
Total costs and expenses	<u>5,304,557</u>	<u>5,607,672</u>	<u>21,127,863</u>	<u>17,973,219</u>
Loss from operations	(1,268,437)	(1,196,586)	(9,193,036)	(4,844,513)
Other income (expense):				
Interest expense	(16,448)	(27,734)	(42,542)	(242,935)
Other income, net	30,085	51,285	26,175	91,447
Total other income (expense), net	<u>13,637</u>	<u>23,551</u>	<u>(16,367)</u>	<u>(151,488)</u>
Net loss	<u>\$ (1,254,800)</u>	<u>\$ (1,173,035)</u>	<u>\$ (9,209,403)</u>	<u>\$ (4,996,001)</u>
Weighted average common shares outstanding – basic and diluted	45,772,638	32,421,043	38,879,218	22,506,929
Basic and diluted loss per common share	\$ (0.03)	\$ (0.04)	\$ (0.24)	\$ (0.22)

Revenue Details:

	<u>Three Months Ended September 30,</u>		<u>Nine Months Ended September 30,</u>	
	2020	2019	2020	2019
Managed Services Revenue	\$ 3,513,806	\$ 3,558,109	\$ 10,129,210	\$ 10,416,912
Legacy Workflow Fees	—	44,170	—	135,791
Marketplace Spend Fees	120,630	266,037	482,817	955,328
License Fees	358,879	505,634	1,184,423	1,545,222
Other Fees	42,805	37,136	138,377	75,453
SaaS Services Revenue	<u>522,314</u>	<u>852,977</u>	<u>1,805,617</u>	<u>2,711,794</u>
Total Revenue	<u>\$ 4,036,120</u>	<u>\$ 4,411,086</u>	<u>\$ 11,934,827</u>	<u>\$ 13,128,706</u>

IZEA Worldwide, Inc.
Reconciliation of GAAP Net loss to Non-GAAP Adjusted EBITDA
(Unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Net loss	\$ (1,254,800)	\$ (1,173,035)	\$ (9,209,403)	\$ (4,996,001)
Non-cash stock-based compensation	108,568	179,866	356,846	498,071
Non-cash stock issued for payment of services	31,250	37,509	93,749	112,504
Gain on settlement of acquisition costs payable	—	(793,849)	—	(602,410)
Increase in value of acquisition costs payable	—	889	—	6,222
Interest expense	16,448	27,734	42,542	242,935
Depreciation and amortization	372,483	433,094	1,250,859	1,317,423
Impairment of goodwill	—	—	4,300,000	—
Other non-cash items	1,283	31,998	(22,423)	23,903
Adjusted EBITDA	<u>\$ (724,768)</u>	<u>\$ (1,255,794)</u>	<u>\$ (3,187,830)</u>	<u>\$ (3,397,353)</u>
Revenue	<u>\$ 4,036,120</u>	<u>\$ 4,411,086</u>	<u>\$ 11,934,827</u>	<u>\$ 13,128,706</u>
Adjusted EBITDA as a % of Revenue	(18)%	(28)%	(27)%	(26)%

IZEA Worldwide, Inc.
Gross Billings
(Unaudited)

Gross billings by revenue type:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Managed Services Gross Billings	\$ 3,513,806	\$ 3,558,109	\$ 10,129,210	\$ 10,416,912
Legacy Workflow Fees	—	609,375	—	1,871,056
Marketplace Spend Fees	1,605,729	1,942,995	4,702,383	7,199,141
License Fees	358,879	505,634	1,184,423	1,545,222
Other Fees	42,805	37,136	138,377	75,453
SaaS Services Gross Billings	2,007,413	3,095,140	6,025,183	10,690,872
Total Gross Billings	\$ 5,521,219	\$ 6,653,249	\$ 16,154,393	\$ 21,107,784