

IZEA Worldwide, Inc.
Consolidated Balance Sheets

	June 30, 2022	December 31, 2021
Assets		
Current assets:		
Cash and cash equivalents	\$ 11,347,070	\$ 75,433,295
Accounts receivable, net	7,578,983	7,599,103
Prepaid expenses	2,879,569	2,257,382
Short term investments	33,069,694	—
Other current assets	17,976	100,522
Total current assets	54,893,292	85,390,302
Property and equipment, net	92,067	155,185
Goodwill	4,016,722	4,016,722
Intangible assets, net	72,536	213,263
Software development costs, net	1,085,177	1,019,600
Long term investments	25,854,040	—
Total assets	\$ 86,013,834	\$ 90,795,072
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable	\$ 1,801,973	\$ 2,086,892
Accrued expenses	2,421,462	2,502,882
Contract liabilities	9,531,237	11,338,095
Current portion of notes payable	31,068	—
Total current liabilities	13,785,740	15,927,869
Finance obligation, less current portion	—	10,420
Notes payable, less current portion	—	31,648
Total liabilities	13,785,740	15,969,937
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; 62,206,467 and 62,044,883, respectively, issued, and outstanding	6,221	6,205
Additional paid-in capital	148,769,056	148,452,498
Accumulated deficit	(76,279,701)	(73,633,568)
Accumulated other comprehensive income	(267,482)	—
Total stockholders' equity	72,228,094	74,825,135
Total liabilities and stockholders' equity	\$ 86,013,834	\$ 90,795,072

IZEA Worldwide, Inc.
Consolidated Statements of Operations and Comprehensive Loss

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Revenue	\$ 12,577,011	\$ 6,416,451	\$ 21,467,347	\$ 11,944,617
Costs and expenses:				
Cost of revenue	7,211,922	3,208,690	12,391,646	5,666,475
Sales and marketing	2,289,769	2,302,869	4,810,112	4,381,192
General and administrative	3,378,988	2,659,578	6,881,423	5,194,725
Depreciation and amortization	138,492	363,924	277,321	729,453
Total costs and expenses	<u>13,019,171</u>	<u>8,535,061</u>	<u>24,360,502</u>	<u>15,971,845</u>
Loss from operations	(442,160)	(2,118,610)	(2,893,155)	(4,027,228)
Other income (expense):				
Interest expense	(815)	(8,739)	(1,780)	(22,532)
Other income (expense), net	273,085	1,968,944	248,802	1,998,418
Total other income (expense), net	<u>272,270</u>	<u>1,960,205</u>	<u>247,022</u>	<u>1,975,886</u>
Net Loss	<u>\$ (169,890)</u>	<u>\$ (158,405)</u>	<u>\$ (2,646,133)</u>	<u>\$ (2,051,342)</u>
Other comprehensive income				
Unrealized (gain)/loss on securities held	267,482	—	267,482	—
Total other comprehensive income	<u>267,482</u>	<u>—</u>	<u>267,482</u>	<u>—</u>
Total comprehensive income/loss	<u>\$ (437,372)</u>	<u>\$ (158,405)</u>	<u>\$ (2,913,615)</u>	<u>\$ (2,051,342)</u>
Weighted average common shares outstanding – basic and diluted	62,206,467	61,386,913	62,158,650	58,874,526
Basic and diluted loss per common share	\$ —	\$ —	\$ (0.04)	\$ (0.03)

Revenue Details:

	Three Months Ended June 30,								
	2022		2021		\$ Change	% Change			
Managed Services Revenue	\$	12,176,616	96.8%	\$	5,992,318	93.4%	\$	6,184,298	103.2%
Marketplace Spend Fees		52,124	0.4%		70,381	1.1%		(18,257)	(25.9)%
License Fees		335,928	2.7%		344,843	5.4%		(8,915)	(2.6)%
Other Fees		12,343	0.1%		8,909	0.1%		3,434	38.5%
SaaS Services Revenue		400,395	3.2%		424,133	6.6%		(23,738)	(5.6)%
Total Revenue	\$	12,577,011	100.0%	\$	6,416,451	100.0%	\$	6,160,560	96.0%

	Six Months Ended June 30,								
	2022		2021		\$ Change	% Change			
Managed Services Revenue	\$	20,549,072	95.7%	\$	11,027,311	92.3%	\$	9,521,761	86.3%
Marketplace Spend Fees		106,224	0.5%		168,752	1.4%		(62,528)	(37.1)%
License Fees		710,369	3.3%		727,884	6.1%		(17,515)	(2.4)%
Other Fees		101,682	0.5%		20,670	0.2%		81,012	391.9%
SaaS Services Revenue		918,275	4.3%		917,306	7.7%		969	0.1%
Total Revenue	\$	21,467,347	100.0%	\$	11,944,617	100.0%	\$	9,522,730	79.7%

IZEA Worldwide, Inc.
Gross Billings

Gross billings by revenue type:

	Three Months Ended June 30,							
	2022		2021		\$ Change		% Change	
Managed Services Gross Billings	\$ 12,176,616	91.2%	\$ 5,992,318	83.5%	\$ 6,184,298		103.2%	
Marketplace Spend Fees	833,235	6.2%	833,648	11.6%	(413)		—%	
License Fees	335,928	2.5%	344,843	4.8%	(8,915)		(2.6)%	
Other Fees	12,343	0.1%	8,909	0.1%	3,434		38.5%	
SaaS Services Gross Billings	1,181,506	8.8%	1,187,400	16.5%	(5,894)		(0.5)%	
Total Gross Billings	\$ 13,358,122	100.0%	\$ 7,179,718	100.0%	\$ 6,178,404		86.1%	

	Six Months Ended June 30,							
	2022		2021		\$ Change		% Change	
Managed Services Gross Billings	\$ 20,549,072	89.6%	\$ 11,027,311	79.7%	\$ 9,521,761		86.3%	
Marketplace Spend Fees	1,580,479	6.9%	2,059,856	14.9%	(479,377)		(23.3)%	
License Fees	710,369	3.1%	727,884	5.3%	(17,515)		(2.4)%	
Other Fees	101,682	0.4%	20,670	1.1%	81,012		391.9%	
SaaS Services Gross Billings	2,392,530	10.4%	2,808,410	20.3%	(415,880)		(14.8)%	
Total Gross Billings	\$ 22,941,602	100.0%	\$ 13,835,721	100.0%	\$ 9,105,881		65.8%	

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

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Net loss	\$ (169,890)	\$ (158,405)	\$ (2,646,133)	\$ (2,051,342)
Gain on the forgiveness of debt	—	(1,927,220)	—	(1,927,220)
Non-cash stock-based compensation	156,706	206,194	273,898	404,180
Non-cash stock issued for payment of services	31,259	37,544	62,482	72,240
Write down of digital assets	77,751	—	140,727	—
Interest expense	815	8,739	1,780	22,532
Depreciation and amortization	138,492	363,924	277,321	729,453
Other non-cash items	19,218	124	18,555	(7,790)
Adjusted EBITDA	<u>\$ 254,351</u>	<u>\$ (1,469,100)</u>	<u>\$ (1,871,370)</u>	<u>\$ (2,757,947)</u>
Revenue	<u>\$ 12,577,011</u>	<u>\$ 6,416,451</u>	<u>\$ 21,467,347</u>	<u>\$ 11,944,617</u>
Adjusted EBITDA as a % of Revenue	2.0%	(22.9)%	(9)%	(23)%