

Kinesics LLC Profit & Loss

Accrual Basis

January through December 2020

| | Jan - Dec 20 |
|--|-------------------|
| Ordinary Income/Expense | |
| Income | |
| 4100000 · Enterprise Revenue | |
| 4100100 · ENTP - License Revenue | 249,999.97 |
| 4100200 · ENTP - Evaluation Revenue | 423,195.00 |
| 4100300 · ENTP - Adv Data & Analytics | 2,500.00 |
| 4100400 · ENTP Consulting Revenue | 625.00 |
| 4100999 · ENTP Discounts | -304.00 |
| | |
| Total 4100000 · Enterprise Revenue | 676,015.97 |
| 4200000 · SaaS Revenue | |
| 4200100 · SaaS Subscription Revenue | 20,923.00 |
| 4200000 · SaaS Revenue - Other | 110.00 |
| | |
| Total 4200000 · SaaS Revenue | 21,033.00 |
| 4800000 · Other Revenue Sources | |
| 4800100 · Halo Base Sales | 8,695.00 |
| 4800200 · Course Revenue | 1,162.50 |
| 4800300 · Other Revenue | 12,280.00 |
| | |
| Total 4800000 · Other Revenue Sources | 22,137.50 |
| 4900000 · Miscellaneous Income | |
| 4900100 · Interest Income | 0.85 |
| | |
| Total 4900000 · Miscellaneous Income | 0.85 |
| | |
| Total Income | 719,187.32 |
| Cost of Goods Sold | |
| 5100000 · Enterprise | |
| 5100101 · Direct Labor - Salary/Wages | 78,460.44 |
| 5100103 · Subcontractor Fees | 251,006.84 |
| 5100106 · Lodging | 943.99 |
| 5100107 · Mileage Reimbursement | 1,861.45 |
| 5100110 · General Travel | 123.88 |
| 5100111 · Meals | 125.68 |
| | |
| Total 5100000 · Enterprise | 332,522.28 |
| 5200000 · SaaS | |
| 5200101 · Direct Labor - Salary/Wages | 3,009.12 |
| | |
| Total 5200000 · SaaS | 3,009.12 |
| 5300000 · Sales Platform | 3,320.45 |
| 5400000 · Credit Card/Trasaction Fees | 436.76 |
| 5500000 · Hosting Fees | 9,876.17 |
| 5600000 · Support/Maintenance | 16,800.00 |
| 5700000 · Halo Base Sales | 1,998.00 |
| | |
| Total COGS | 367,962.78 |
| | |
| Gross Profit | 351,224.54 |
| Expense | |
| 6010000 · Salary & Wages | 79,644.05 |
| 6020000 · Guaranteed Payments to Partner | 52,000.00 |
| 6030000 · Payroll Expenses/Benefits | |
| 6030101 · Health Insurance | 15,467.22 |
| 6030102 · Work Comp Insurance | 2,520.07 |
| 6030104 · Payroll Taxes | 18,882.63 |
| 6030000 · Payroll Expenses/Benefits - Other | 1,241.87 |
| | |
| Total 6030000 · Payroll Expenses/Benefits | 38,111.79 |
| 6040000 · Payroll Service Fees | 3,024.86 |

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| 6050000 · Professional Fees | |
| 6050101 · IT Consulting | 720.00 |
| 6050102 · Accounting | 10,687.50 |
| 6050103 · Consulting/Strategic Advisory | 67,290.66 |
| 6050104 · Legal Fees | 21,356.50 |
| 6050105 · Other Contractors | 5,449.00 |
| | 105,503.66 |
| Total 6050000 · Professional Fees | 105,503.66 |
| 6070000 · Marketing | |
| 6070101 · Advertising | 771.39 |
| 6070103 · Dues & Subscriptions | -1,879.81 |
| | -1,108.42 |
| Total 6070000 · Marketing | -1,108.42 |
| 6100000 · Building/Office Lease | 26,736.62 |
| 6120000 · Rental/Lease | 3,705.31 |
| 6140000 · Travel and Meals | |
| 6140100 · Meals | 150.05 |
| 6140103 · Fuel - rental vehicles | 15.01 |
| | 165.06 |
| Total 6140000 · Travel and Meals | 165.06 |
| 6150000 · IT Expenses | |
| 6150101 · Connectivity | 3,756.33 |
| 6150102 · Hardware <\$500 | 164.91 |
| 6150103 · Dues/Subscriptions (IT) | 13,288.46 |
| 6150000 · IT Expenses - Other | -1,758.75 |
| | 15,450.95 |
| Total 6150000 · IT Expenses | 15,450.95 |
| 6160000 · Office Supplies & Expenses | 2,253.77 |
| 6180000 · Insurance Expense | 15,186.21 |
| 6190000 · Bank Service Charges | 570.25 |
| 6200000 · Business Licenses | 107.00 |
| 6210000 · Taxes | 125.42 |
| 6220000 · Depreciation Expense | 3,194.76 |
| 6230000 · Amortization Expense | 160,179.33 |
| | 504,850.62 |
| Total Expense | 504,850.62 |
| Net Ordinary Income | -153,626.08 |
| Other Income/Expense | |
| Other Income | |
| 7001000 · EIDL Loan Income - Forgiven | 3,000.00 |
| 9009999 · Debt Forgiveness | 14,400.00 |
| | 17,400.00 |
| Total Other Income | 17,400.00 |
| Other Expense | |
| 8001000 · Interest Expense | 25,891.59 |
| | 25,891.59 |
| Total Other Expense | 25,891.59 |
| Net Other Income | -8,491.59 |
| Net Income | -162,117.67 |

Kinesics LLC Balance Sheet

As of December 31, 2020

Accrual Basis

| | Dec 31, 20 |
|--|-------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 1000000 · Iberia - Operating Account | 155,939.43 |
| Total Checking/Savings | 155,939.43 |
| Accounts Receivable | |
| 1200000 · Accounts Receivable | 21,663.00 |
| Total Accounts Receivable | 21,663.00 |
| Other Current Assets | |
| 1300000 · Inventory | |
| 1300100 · Halo Inventory | 1,670.40 |
| Total 1300000 · Inventory | 1,670.40 |
| 1400000 · Prepaid Rent-Deposit | 4,037.50 |
| 1400020 · Prepaid Insurance | 2,767.46 |
| Total Other Current Assets | 8,475.36 |
| Total Current Assets | 186,077.79 |
| Fixed Assets | |
| 1500000 · Softwares & Intangibles | |
| 1500100 · Software | 142,045.01 |
| 1500200 · Kinesics Software | 218,952.50 |
| 1500300 · Growth | 117,681.64 |
| 1500400 · Software - Mobile PW Reset | 3,240.00 |
| Total 1500000 · Softwares & Intangibles | 481,919.15 |
| 1500999 · Accumulated Amortization | -459,850.68 |
| 1600000 · Fixed Assets | |
| 1600100 · Furniture and Equipment | 20,556.16 |
| 1600999 · Accumulated Depreciation | -9,238.05 |
| Total 1600000 · Fixed Assets | 11,318.11 |
| Total Fixed Assets | 33,386.58 |
| Other Assets | |
| 1500500 · Software - Motion DX | 85,796.05 |
| 1500600 · Kin App Reporting Tools | 21,882.75 |
| Total Other Assets | 107,678.80 |
| TOTAL ASSETS | 327,143.17 |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 2000000 · Accounts Payable | 78,142.74 |
| Total Accounts Payable | 78,142.74 |
| Credit Cards | |
| 2000100 · AmEx-xx1002 | 22,022.72 |
| Total Credit Cards | 22,022.72 |

Kinesics LLC Balance Sheet

As of December 31, 2020

Accrual Basis

| | Dec 31, 20 |
|--|-------------------|
| Other Current Liabilities | |
| 2000400 · PPP loan | 93,700.00 |
| 2001000 · Iberia Bank LOC | 150,000.00 |
| 2002000 · Promissory Note - GD | 60,000.00 |
| 2003000 · Promissory Note - MA | 60,000.00 |
| 2005000 · GL Insurance Loan | 775.53 |
| | 364,475.53 |
| Total Other Current Liabilities | 364,475.53 |
| Total Current Liabilities | 464,640.99 |
| Total Liabilities | 464,640.99 |
| Equity | |
| 3000000 · Capital/Preferred Stock | |
| 3000001 · Equity- A David | 245,084.00 |
| 3000002 · Equity- D Bohn | 409,027.00 |
| 3000003 · Equity- C MacFarland | 163,290.00 |
| 3000004 · Equity- Bellard | 162,107.00 |
| 3000005 · Equity- E Akdamar | 244,936.00 |
| 3000006 · Equity- Maple Leaf Partners | 139,559.02 |
| 3000007 · Equity- MLD/Pershing LLC | 244,314.54 |
| 3000008 · Equity- Catalyst | 269,603.00 |
| 3000009 · Equity- Q Cutrer | 125,000.00 |
| 3000010 · Equity- R Walker | 150,000.00 |
| 3000011 · Equity- D Brown | 300,000.00 |
| | 2,452,920.56 |
| 3001000 · Capital Contribution | 500.00 |
| 3002000 · Distribution - Sub S | -98,000.00 |
| 3003000 · Investor Contribution | 600,000.00 |
| 3200000 · Retained Earnings | -2,930,800.71 |
| Net Income | -162,117.67 |
| | -137,497.82 |
| Total Equity | -137,497.82 |
| TOTAL LIABILITIES & EQUITY | 327,143.17 |

Kinesics LLC
Statement of Cash Flows
January through December 2020

| | Jan - Dec 20 |
|--|---------------------|
| OPERATING ACTIVITIES | |
| Net Income | -162,117.67 |
| Adjustments to reconcile Net Income to net cash provided by operations: | |
| 1200000 · Accounts Receivable | -17,385.00 |
| 1300000 · Inventory:1300100 · Halo Inventory | 1,548.00 |
| 1400020 · Prepaid Insurance | -2,614.90 |
| 2000000 · Accounts Payable | -25,251.05 |
| 2000100 · AmEx-xx1002 | -924.16 |
| 2000400 · PPP loan | 93,700.00 |
| 2001000 · Iberia Bank LOC | 42,607.36 |
| 2002000 · Promissory Note - GD | 60,000.00 |
| 2003000 · Promissory Note - MA | 60,000.00 |
| 2005000 · GL Insurance Loan | 775.53 |
| 2009000 · Accrued Expenses | -13,949.94 |
| | 36,388.17 |
| INVESTING ACTIVITIES | |
| 1500000 · Softwares & Intangibles:1500400 · Software - Mobile PW Reset | -3,240.00 |
| 1500999 · Accumulated Amortization | 160,179.33 |
| 1600000 · Fixed Assets:1600999 · Accumulated Depreciation | 3,194.76 |
| 1500500 · Software - Motion DX | -73,796.05 |
| 1500600 · Kin App Reporting Tools | -21,882.75 |
| 1900000 · Due from Others | 500.00 |
| | 64,955.29 |
| FINANCING ACTIVITIES | |
| 30000 · Opening Balance Equity | -520.00 |
| | -520.00 |
| Net cash provided by Financing Activities | -520.00 |
| Net cash increase for period | 100,823.46 |
| Cash at beginning of period | 55,115.97 |
| Cash at end of period | 155,939.43 |