

**IZEA Worldwide, Inc.**  
**Consolidated Balance Sheets**

	December 31, 2019	December 31, 2018
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 5,884,629	\$ 1,968,403
Accounts receivable, net	5,596,719	7,071,815
Prepaid expenses	400,181	527,968
Other current assets	153,031	39,203
<b>Total current assets</b>	<b>12,034,560</b>	<b>9,607,389</b>
Property and equipment, net	309,780	272,239
Goodwill	8,316,722	8,316,722
Intangible assets, net	1,611,516	3,149,949
Software development costs, net	1,519,980	1,428,604
Security deposits	151,803	143,174
<b>Total assets</b>	<b>\$ 23,944,361</b>	<b>\$ 22,918,077</b>
<b>Liabilities and Stockholders' Equity</b>		
Current liabilities:		
Accounts payable	\$ 2,252,536	\$ 2,618,103
Accrued expenses	1,377,556	1,968,589
Contract liabilities	6,466,766	4,957,869
Line of credit	—	1,526,288
Right-of-use liability	83,807	—
Deferred rent	—	17,420
Acquisition costs payable	—	4,611,493
<b>Total current liabilities</b>	<b>10,180,665</b>	<b>15,699,762</b>
Finance obligation, less current portion	45,673	—
<b>Total liabilities</b>	<b>10,226,338</b>	<b>15,699,762</b>
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; 34,634,172 and 12,075,708, respectively, issued and outstanding	3,464	1,208
Additional paid-in capital	74,099,328	60,311,756
Accumulated deficit	(60,384,769)	(53,094,649)
<b>Total stockholders' equity</b>	<b>13,718,023</b>	<b>7,218,315</b>
<b>Total liabilities and stockholders' equity</b>	<b>\$ 23,944,361</b>	<b>\$ 22,918,077</b>

**IZEA Worldwide, Inc.**  
**Consolidated Statements of Operations**

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2019	2018	2019	2018
Revenue	\$ 5,826,966	\$ 6,301,353	\$ 18,955,672	\$ 20,099,695
Costs and expenses:				
Cost of revenue (exclusive of amortization)	2,700,116	2,551,249	8,521,353	9,042,155
Sales and marketing	2,002,189	1,418,863	6,240,263	6,484,320
General and administrative	3,014,646	2,398,101	9,611,131	8,683,911
Depreciation and amortization	433,206	451,539	1,750,629	1,298,359
Total costs and expenses	<u>8,150,157</u>	<u>6,819,752</u>	<u>26,123,376</u>	<u>25,508,745</u>
Loss from operations	(2,323,191)	(518,399)	(7,167,704)	(5,409,050)
Other income (expense):				
Interest expense	9,281	(122,307)	(233,654)	(269,473)
Change in fair value of derivatives, net	—	—	—	(11,794)
Other income (expense), net	19,791	(51,997)	111,238	(28,090)
Total other income (expense), net	<u>29,072</u>	<u>(174,304)</u>	<u>(122,416)</u>	<u>(309,357)</u>
Net loss	<u>\$ (2,294,119)</u>	<u>\$ (692,703)</u>	<u>\$ (7,290,120)</u>	<u>\$ (5,718,407)</u>
Weighted average common shares outstanding – basic and diluted	34,532,361	12,070,585	25,516,573	8,541,725
Basic and diluted loss per common share	\$ (0.07)	\$ (0.06)	\$ (0.29)	\$ (0.67)

**Revenue Details:**

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2019	2018	2019	2018
<b>Managed Services Revenue</b>	\$ 5,015,956	\$ 4,933,175	\$ 15,432,868	\$ 17,594,124
Legacy Workflow Fees	20,328	51,179	156,119	216,173
Marketplace Spend Fees	315,232	692,117	1,270,560	1,080,609
License Fees	441,063	612,980	1,986,285	1,151,242
<b>SaaS Services Revenue</b>	<u>776,623</u>	<u>1,356,276</u>	<u>3,412,964</u>	<u>2,448,024</u>
<b>Other Revenue</b>	34,387	11,902	109,840	57,547
<b>Total Revenue</b>	<u>\$ 5,826,966</u>	<u>\$ 6,301,353</u>	<u>\$ 18,955,672</u>	<u>\$ 20,099,695</u>

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

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2019	2018	2019	2018
Net loss	\$ (2,294,119)	\$ (692,703)	\$ (7,290,120)	\$ (5,718,407)
Non-cash stock-based compensation	136,580	112,651	634,651	580,693
Non-cash stock issued for payment of services	29,161	31,266	141,665	125,000
Change in fair value of derivatives	—	—	—	11,794
Gain on settlement of acquisition costs payable	—	—	(602,410)	(84,938)
Increase (decrease) in value of acquisition costs payable	—	2,667	6,222	(615,845)
Legal expense accrual	—	—	—	500,000
Interest expense	(9,281)	122,307	233,654	269,473
Depreciation and amortization	433,206	451,539	1,750,629	1,298,359
Impairment on intangible assets	418,099	—	418,099	—
Other non-cash items	(5,117)	(5,086)	18,786	156
Adjusted EBITDA	<u>\$ (1,291,471)</u>	<u>\$ 22,641</u>	<u>\$ (4,688,824)</u>	<u>\$ (3,633,715)</u>
Revenue	\$ 5,826,966	\$ 6,301,353	\$ 18,955,672	\$ 20,099,695
Adjusted EBITDA as a % of Revenue	(22)%	—%	(25)%	(18)%

**IZEA Worldwide, Inc.**  
**Non-GAAP Reconciliations**

**Reconciliation of GAAP revenue to Non-GAAP gross billings:**

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2019	2018	2019	2018
Revenue	\$ 5,826,966	\$ 6,301,353	\$ 18,955,672	\$ 20,099,695
Plus payments made to third-party creators <sup>(1)</sup>	2,014,685	4,847,620	9,993,763	9,879,495
<b>Gross billings</b>	<b>\$ 7,841,651</b>	<b>\$ 11,148,973</b>	<b>\$ 28,949,435</b>	<b>\$ 29,979,190</b>

<sup>(1)</sup> 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 type:**

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2019	2018	2019	2018
<b>Managed Services Gross Billings</b>	<b>\$ 5,015,956</b>	<b>\$ 4,933,175</b>	<b>\$ 15,432,868</b>	<b>\$ 17,594,124</b>
Legacy Workflow Fees	284,494	712,669	2,155,550	3,048,503
Marketplace Spend Fees	2,065,751	4,878,247	9,264,892	8,127,774
License Fees	441,063	612,980	1,986,285	1,151,242
<b>SaaS Services Gross Billings</b>	<b>2,791,308</b>	<b>6,203,896</b>	<b>13,406,727</b>	<b>12,327,519</b>
<b>Other Revenue</b>	<b>34,387</b>	<b>11,902</b>	<b>109,840</b>	<b>57,547</b>
<b>Total Gross Billings</b>	<b>\$ 7,841,651</b>	<b>\$ 11,148,973</b>	<b>\$ 28,949,435</b>	<b>\$ 29,979,190</b>