

IZEA Worldwide, Inc.
Consolidated Balance Sheets

	June 30, 2021	December 31, 2020
Assets		
Current assets:		
Cash and cash equivalents	\$ 74,989,876	\$ 33,045,225
Accounts receivable, net	6,132,949	5,207,205
Prepaid expenses	1,006,643	199,294
Other current assets	62,694	74,467
Total current assets	<u>82,192,162</u>	<u>38,526,191</u>
Property and equipment, net	193,786	230,918
Goodwill	4,016,722	4,016,722
Intangible assets, net	72,222	505,556
Software development costs, net	1,242,252	1,472,684
Total assets	<u>\$ 87,717,144</u>	<u>\$ 44,752,071</u>
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable	\$ 1,624,725	\$ 1,880,144
Accrued expenses	2,097,474	1,924,973
Contract liabilities	8,654,765	7,180,264
Current portion of notes payable	—	1,477,139
Total current liabilities	<u>12,376,964</u>	<u>12,462,520</u>
Finance obligation, less current portion	34,292	43,808
Notes payable, less current portion	32,255	459,383
Total liabilities	<u>12,443,511</u>	<u>12,965,711</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; 61,809,573 and 50,050,167, respectively, issued and outstanding	6,181	5,005
Additional paid-in capital	148,006,352	102,416,131
Accumulated deficit	<u>(72,738,900)</u>	<u>(70,634,776)</u>
Total stockholders' equity	<u>75,273,633</u>	<u>31,786,360</u>
Total liabilities and stockholders' equity	<u>\$ 87,717,144</u>	<u>\$ 44,752,071</u>

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

	Three Months Ended June 30,		Six Months Ended June 30,	
	2021	2020	2021	2020
Revenue	\$ 6,538,739	\$ 3,135,039	\$ 11,914,371	\$ 7,898,707
Costs and expenses:				
Cost of revenue (exclusive of amortization)	3,284,259	1,414,249	5,689,011	3,554,766
Sales and marketing	2,302,869	1,228,691	4,381,192	2,751,834
General and administrative	2,659,578	1,920,492	5,194,725	4,338,330
Impairment of goodwill	—	—	—	4,300,000
Depreciation and amortization	363,924	377,107	729,453	878,376
Total costs and expenses	8,610,630	4,940,539	15,994,381	15,823,306
Loss from operations	(2,071,891)	(1,805,500)	(4,080,010)	(7,924,599)
Other income (expense):				
Interest expense	(8,739)	(19,476)	(22,532)	(26,094)
Other income (expense), net	1,968,944	33,834	1,998,418	(3,910)
Total other income (expense), net	1,960,205	14,358	1,975,886	(30,004)
Net loss	<u>\$ (111,686)</u>	<u>\$ (1,791,142)</u>	<u>\$ (2,104,124)</u>	<u>\$ (7,954,603)</u>
Weighted average common shares outstanding – basic and diluted	61,386,913	36,108,073	58,874,526	35,394,639
Basic and diluted loss per common share	\$ —	\$ (0.05)	\$ (0.04)	\$ (0.22)

Revenue by type:

	Three Months Ended June 30,					
	2021		2020		\$ Change	% Change
Managed Services Revenue	\$ 6,113,819	94 %	\$ 2,490,343	79 %	\$ 3,623,476	146 %
Marketplace Spend Fees	71,167	1 %	195,894	6 %	(124,727)	(64)%
License Fees	344,843	5 %	442,905	14 %	(98,062)	(22)%
Other Fees	8,910	— %	5,897	— %	3,013	51 %
SaaS Services Revenue	424,920	6 %	644,696	21 %	(219,776)	(34)%
Total Revenue	\$ 6,538,739	100 %	\$ 3,135,039	100 %	\$ 3,403,700	109 %

	Six Months Ended June 30,				YTD	YTD
	2021		2020		\$ Change	% Change
Managed Services Revenue	\$ 10,985,853	92 %	\$ 6,615,404	84 %	\$ 4,370,449	66 %
Marketplace Spend Fees	179,964	2 %	362,187	5 %	(182,223)	(50)%
License Fees	727,884	6 %	894,453	11 %	(166,569)	(19)%
Other Fees	20,670	— %	26,663	— %	(5,993)	(22)%
SaaS Services Revenue	928,518	8 %	1,283,303	16 %	(354,785)	(28)%
Total Revenue	\$ 11,914,371	100 %	\$ 7,898,707	100 %	\$ 4,015,664	51 %

Gross billings by revenue type:

	Three Months Ended June 30,				YTD	
	2021		2020		\$ Change	% Change
Managed Services Gross Billings	\$ 6,113,819	84 %	\$ 2,490,343	55 %	\$ 3,623,476	146 %
Marketplace Spend Fees	838,343	11 %	1,596,880	35 %	(758,537)	(48)%
License Fees	344,843	5 %	442,905	10 %	(98,062)	(22)%
Other Fees	8,910	— %	5,897	— %	3,013	51 %
SaaS Services Gross Billings	1,192,096	16 %	2,045,682	45 %	(853,586)	(42)%
Total Gross Billings	\$ 7,305,915	100 %	\$ 4,536,025	100 %	\$ 2,769,890	61 %

	Six Months Ended June 30,				YTD	
	2021		2020		\$ Change	% Change
Managed Services Gross Billings	\$ 10,985,853	79 %	\$ 6,615,404	62 %	\$ 4,370,449	66 %
Marketplace Spend Fees	2,189,935	16 %	3,096,654	29 %	(906,719)	(29)%
License Fees	727,884	5 %	894,453	8 %	(166,569)	(19)%
Other Fees	20,670	— %	26,663	— %	(5,993)	(22)%
SaaS Services Gross Billings	2,938,489	21 %	4,017,770	38 %	(1,079,281)	(27)%
Total Gross Billings	\$ 13,924,342	100 %	\$ 10,633,174	100 %	\$ 3,291,168	31 %

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

	Three Months Ended June 30,		Six Months Ended June 30,	
	2021	2020	2021	2020
Net loss	\$ (111,686)	\$ (1,791,142)	\$ (2,104,124)	\$ (7,954,603)
Gain on the forgiveness of debt	(1,927,220)	—	(1,927,220)	—
Non-cash stock-based compensation	206,194	118,707	404,180	248,278
Non-cash stock issued for payment of services	37,544	31,249	72,240	62,499
Interest expense	8,739	19,476	22,532	26,094
Depreciation and amortization	363,924	377,107	729,453	878,376
Impairment of goodwill	—	—	—	4,300,000
Other non-cash items	124	(23,706)	(7,790)	(23,706)
Adjusted EBITDA	<u>\$ (1,422,381)</u>	<u>\$ (1,268,309)</u>	<u>\$ (2,810,729)</u>	<u>\$ (2,463,062)</u>
Revenue	<u>\$ 6,538,739</u>	<u>\$ 3,135,039</u>	<u>\$ 11,914,371</u>	<u>\$ 7,898,707</u>
Adjusted EBITDA as a % of Revenue	(22)%	(40)%	(24)%	(31)%