

IZEA Worldwide, Inc.
Consolidated Balance Sheets

	September 30, 2022	December 31, 2021
Assets		
Current assets:		
Cash and cash equivalents	\$ 20,026,477	\$ 75,433,295
Accounts receivable, net	8,643,509	7,599,103
Prepaid expenses	2,852,583	2,257,382
Short term investments	21,879,305	—
Other current assets	57,327	100,522
Total current assets	<u>53,459,201</u>	<u>85,390,302</u>
Property and equipment, net	76,182	155,185
Goodwill	4,016,722	4,016,722
Intangible assets, net	71,455	213,263
Software development costs, net	1,264,543	1,019,600
Long term investments	25,106,327	—
Total assets	<u>\$ 83,994,430</u>	<u>\$ 90,795,072</u>
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable	\$ 1,792,445	\$ 2,086,892
Accrued expenses	2,045,355	2,502,882
Contract liabilities	9,236,220	11,338,095
Current portion of notes payable	29,220	—
Total current liabilities	<u>13,103,240</u>	<u>15,927,869</u>
Finance obligation, less current portion	—	10,420
Notes payable, less current portion	—	31,648
Total liabilities	<u>13,103,240</u>	<u>15,969,937</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; 62,273,425 and 62,044,883, respectively, issued, and outstanding	6,227	6,205
Additional paid-in capital	148,935,491	148,452,498
Accumulated deficit	(77,185,933)	(73,633,568)
Accumulated other comprehensive income	(864,595)	—
Total stockholders' equity	<u>70,891,190</u>	<u>74,825,135</u>
Total liabilities and stockholders' equity	<u>\$ 83,994,430</u>	<u>\$ 90,795,072</u>

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

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Revenue	\$ 10,826,335	\$ 7,734,374	\$ 32,293,682	\$ 19,678,991
Costs and expenses:				
Cost of revenue	6,597,430	4,022,395	18,989,076	9,688,870
Sales and marketing	2,502,128	2,240,936	7,312,240	6,622,128
General and administrative	2,928,679	2,670,785	9,810,102	7,865,510
Depreciation and amortization	127,535	220,453	404,856	949,906
Total costs and expenses	12,155,772	9,154,569	36,516,274	25,126,414
Loss from operations	(1,329,437)	(1,420,195)	(4,222,592)	(5,447,423)
Other income (expense):				
Interest expense	(814)	(1,558)	(2,594)	(24,090)
Other income (expense), net	424,019	20,961	672,821	2,019,379
Total other income (expense), net	423,205	19,403	670,227	1,995,289
Net Loss	\$ (906,232)	\$ (1,400,792)	\$ (3,552,365)	\$ (3,452,134)
Other comprehensive income				
Unrealized (gain)/loss on securities held	597,113	—	864,595	—
Total other comprehensive income	597,113	—	864,595	—
Total comprehensive income/loss	\$ (1,503,345)	\$ (1,400,792)	\$ (4,416,960)	\$ (3,452,134)
Weighted average common shares outstanding – basic and diluted	62,273,425	61,883,017	62,162,508	59,875,142
Basic and diluted loss per common share	\$ (0.01)	\$ (0.02)	\$ (0.06)	\$ (0.06)

Revenue Details:

	Three Months Ended September 30,								
	2022		2021		\$ Change	% Change			
Managed Services Revenue	\$	10,476,278	96.8%	\$	7,281,984	94.2%	\$	3,194,294	43.9%
Marketplace Spend Fees		16,019	0.1%		87,556	1.1%		(71,537)	(81.7)%
License Fees		320,349	3.0%		354,850	4.6%		(34,501)	(9.7)%
Other Fees		13,689	0.1%		9,984	0.1%		3,705	37.1%
SaaS Services Revenue		350,057	3.2%		452,390	5.8%		(102,333)	(22.6)%
Total Revenue	\$	10,826,335	100.0%	\$	7,734,374	100.0%	\$	3,091,961	40.0%

	Nine Months Ended September 30,								
	2022		2021		\$ Change	% Change			
Managed Services Revenue	\$	31,025,350	96.1%	\$	18,309,295	93.0%	\$	12,716,055	69.5%
Marketplace Spend Fees		122,243	0.4%		256,308	1.3%		(134,065)	(52.3)%
License Fees		1,030,718	3.2%		1,082,734	5.5%		(52,016)	(4.8)%
Other Fees		115,371	0.4%		30,654	0.2%		84,717	276.4%
SaaS Services Revenue		1,268,332	3.9%		1,369,696	7.0%		(101,364)	(7.4)%
Total Revenue	\$	32,293,682	100.0%	\$	19,678,991	100.0%	\$	12,614,691	64.1%

IZEA Worldwide, Inc.
Gross Billings

Gross billings by revenue type:

	Three Months Ended September 30,							
	2022		2021		\$ Change		% Change	
Managed Services Gross Billings	\$ 10,476,278	90.4%	\$ 7,281,984	83.5%	\$ 3,194,294		43.9%	
Marketplace Spend Fees	775,055	6.7%	1,077,268	12.3%	(302,213)		(28.1)%	
License Fees	320,349	2.8%	354,850	4.1%	(34,501)		(9.7)%	
Other Fees	13,689	0.1%	9,984	0.1%	3,705		37.1%	
SaaS Services Gross Billings	1,109,093	9.6%	1,442,102	16.5%	(333,009)		(23.1)%	
Total Gross Billings	\$ 11,585,371	100.0%	\$ 8,724,086	100.0%	\$ 2,861,285		32.8%	

	Nine Months Ended September 30,							
	2022		2021		\$ Change		% Change	
Managed Services Gross Billings	\$ 31,025,350	89.9%	\$ 18,309,295	81.2%	\$ 12,716,055		69.5%	
Marketplace Spend Fees	2,355,534	6.8%	3,137,124	13.9%	(781,590)		(24.9)%	
License Fees	1,030,718	3.0%	1,082,734	4.8%	(52,016)		(4.8)%	
Other Fees	115,371	0.3%	30,654	1.1%	84,717		276.4%	
SaaS Services Gross Billings	3,501,623	10.1%	4,250,512	18.8%	(748,889)		(17.6)%	
Total Gross Billings	\$ 34,526,973	100.0%	\$ 22,559,807	100.0%	\$ 11,967,166		53.0%	

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

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Net loss	\$ (906,232)	\$ (1,400,792)	\$ (3,552,365)	\$ (3,452,134)
Gain on the forgiveness of debt	—	—	—	(1,927,220)
Non-cash stock-based compensation	154,115	229,039	428,013	633,219
Non-cash stock issued for payment of services	31,260	37,544	93,742	109,784
Write down of digital assets	1,081	—	141,808	—
Interest expense	814	1,558	2,594	24,090
Depreciation and amortization	127,535	220,453	404,856	949,906
Other non-cash items	—	(13,732)	18,555	(21,522)
Adjusted EBITDA	\$ (591,427)	\$ (925,930)	\$ (2,462,797)	\$ (3,683,877)
Revenue	\$ 10,826,335	\$ 7,734,374	\$ 32,293,682	\$ 19,678,991
Adjusted EBITDA as a % of Revenue	(5.5)%	(12.0)%	(8)%	(19)%