Sonasoft Corporation
Profit and Loss
January - December 2015

	Total
Income	
4700 Sales Return - Services	0.00
4999 Revenue Adjustments	
4750 Unearned Maintenance Contract	-42,778.26
Revenue Project in Progress	-163,601.73
Total 4999 Revenue Adjustments	**-$ 206,379.99**
Revenue	
4100 Sales Other	
4242 SonaVault Appliance	4,395.00
4600 Services	15,795.00
4710 Maintenance Contract	199.00
Total 4100 Sales Other	**$ 20,389.00**
4200 Software Sales	1,990.00
4201 Sales - SonaVault Archiving	49,729.00
4203 Sales - MSP	11,223.50
4204 Sales - SonaExchange	0.00
4205 Sales - SonaSQL	2,790.00
Total 4200 Software Sales	**$ 65,732.50**
4206 Sales - SonaCloud	11,232.00
4610 Maintenance Contract	399.00
4611 Maintenance Contract - SonaVault	260,881.42
4612 Maintenance Contract - SonaConsole	10,415.00
4613 Maintenance Contract - SonaSQL	23,777.09
4614 Maintenance Contract - SonaExchange	6,714.50
4800 Sales Discount	-6,020.10
Total 4610 Maintenance Contract	**$ 296,166.91**
4620 Professional- Services	451,828.45
4622 Services - SonaVault Export	5,995.00
4624 Services - SonaVault Import	64,499.30
Total 4620 Professional- Services	**$ 522,322.75**
4640 Installation	995.00
4641 Installation - SonaVault	8,095.00
4642 Installation - SonaConsole	0.00
Total 4640 Installation	**$ 9,090.00**
Total Revenue	**$ 924,933.16**
Total Income	**$ 718,553.17**
Cost of Goods Sold	
5041-3 Windows Server Embedded	2,378.75
5053 Avnet - HP Server	2,635.50
5054 IRON Systems - DELL Server	11,810.24
5061 Excel Micro Cloud Archiving	24,000.00

5100 Professional Services		
5110 1099's		50.64
5120 Consultants - Outside Services		101,450.00
Total 5100 Professional Services	**$**	**101,500.64**
Total Cost of Goods Sold	**$**	**142,325.13**
Gross Profit	**$**	**576,228.04**
Expenses		
6001 Operation Expenses		
6014 Operations & Support-Salary		150,000.00
6355 Consulting Fees		14,232.66
7800 Software		499.00
Total 6001 Operation Expenses	**$**	**164,731.66**
6025 Research & Development Exp		
6012 Research & Development-Salary		157,500.00
6015 Integra Micro Software		48,097.64
6019 Travelling		50.46
6022 Zone24x7 - Cloud Dev		22,876.00
Total 6025 Research & Development Exp	**$**	**228,524.10**
6050 Marketing Expenses		3,500.00
6013 Sales & Marketing- Salary		338,333.33
6016 Sales Commission		78,320.94
6052 Marketing & Advertising		3,561.68
6115 Marketing Services		2,562.91
6210 Web Marketing		6,757.50
6214 Webex		5,664.64
6220 SalesForce		7,575.00
6225 Web Hosting		3,972.03
6231 Software Licenses		3,000.00
6750 Travel & Ent		
6755 Entertainment		5.74
Total 6750 Travel & Ent	**$**	**5.74**
6760 Meals		11,292.90
6770 Air fare		3,393.59
6775 Accommodations		567.17
Total 6050 Marketing Expenses	**$**	**468,507.43**
6051 Sales & Marketing Expenses		31,626.50
6101 General & administration Expens		
6011 G & A-Salary officer		210,000.00
6017 G &A Salary-Others		36,000.00
6180 Interest Expense		
6185 Finance Charge		8,145.31
Total 6180 Interest Expense	**$**	**8,145.31**
6240 Miscellaneous		
6120 Bank Service Charges		913.43
6125 Automobile Expense		5,635.82
6250 Charitable Contributions		2,000.00
6300 Printing and Reproduction		511.44

6550 Office Supplies		1,734.49
9010 Intuit CC Processing Fees		1,263.01
9020 PayPal CC Processing Fees		962.50
Total 6240 Miscellaneous	**$**	**13,020.69**
6350 Professional Fees		
6351 Accounting & HR		30,467.50
6352 Legal Fees		24,238.39
6354 Filing Fee		66.41
6357 IPO Expenses		6,450.00
6668 Stock transfer fees		3,153.00
Total 6350 Professional Fees	**$**	**64,375.30**
6360 Consulting Fees - Other		825.00
6400 Rent		36,500.00
6410 Electricity Charges		509.00
Total 6400 Rent	**$**	**37,009.00**
6690 Telephone		152.50
6691 Tel Local		2,920.84
6693 Wireless		6,259.85
6696 Internet		5,556.21
6697 Auto Dialing Service		2,750.00
Total 6690 Telephone	**$**	**17,639.40**
8100 Office Expenses		175.00
8101 Copier Lease		2,149.23
Total 8100 Office Expenses	**$**	**2,324.23**
8110 Postage and Delivery		56.25
8115 Shipping & Handling		912.21
Total 8110 Postage and Delivery	**$**	**968.46**
Total 6101 General & administration Expens	**$**	**390,307.39**
6140 Dues and Subscriptions		
6141 Accounting Online - Cloud		577.81
Total 6140 Dues and Subscriptions	**$**	**577.81**
6260 Outside Services		0.00
6645 Services Charges		35.50
6680 Taxes - Other		151.00
6670 Property		384.12
6675 State		1,862.18
Total 6680 Taxes - Other	**$**	**2,397.30**
8120 Freight Out		-350.00
QuickBooks Payments Fees		895.39
Uncategorized Expense		163.50
Total Expenses	**$**	**1,287,416.58**
Net Operating Income	**-$**	**711,188.54**
Other Income		
7030 Other Income		4,304.58
Prior Period Adjustments		-6,745.05
Total Other Income	**-$**	**2,440.47**
Other Expenses		

Stock Options Expenses		4,316.00
Total Other Expenses	**$**	**4,316.00**
Net Other Income	**-$**	**6,756.47**
Net Income	**-$**	**717,945.01**