

Sonasoftware Corporation
Profit and Loss
April - June, 2016

	<u>Total</u>
Income	
4999 Revenue Adjustments	
4750 Unearned Maintenance Contract	22,569.56
Revenue Project in Progress	31,937.20
Total 4999 Revenue Adjustments	\$ 54,506.76
Revenue	
4200 Software Sales	
4201 Sales - SonaVault Archiving	45,855.00
4203 Sales - MSP	4,562.00
Total 4200 Software Sales	\$ 50,417.00
4206 Sales - SonaCloud	12,750.00
4610 Maintenance Contract	0.00
4611 Maintenance Contract - SonaVault	51,068.50
4612 Maintenance Contract - SonaConsole	2,300.00
4613 Maintenance Contract - SonaSQL	2,310.00
4614 Maintenance Contract - SonaExchange	2,913.00
4800 Sales Discount	-514.48
Total 4610 Maintenance Contract	\$ 58,077.02
4620 Professional- Services	28,671.75
4624 Services - SonaVault Import	2,960.00
Total 4620 Professional- Services	\$ 31,631.75
4640 Installation	1,095.00
4641 Installation - SonaVault	0.00
Total 4640 Installation	\$ 1,095.00
Total Revenue	\$ 153,970.77
Total Income	\$ 208,477.53
Cost of Goods Sold	
5061 Excel Micro Cloud Archiving	6,000.00
5100 Professional Services	
5120 Consultants - Outside Services	34,300.00
Total 5100 Professional Services	\$ 34,300.00
Total Cost of Goods Sold	\$ 40,300.00
Gross Profit	\$ 168,177.53
Expenses	
6001 Operation Expenses	
6355 Consulting Fees	32,600.00
Total 6001 Operation Expenses	\$ 32,600.00
6025 Research & Development Exp	
6012 Research & Development-Salary	67,500.00
6015 Integra Micro Software	17,456.25
6022 Zone24x7 - Cloud Dev	40,725.00

Total 6025 Research & Development Exp	\$	125,681.25
6050 Marketing Expenses		
6013 Sales & Marketing- Salary		58,069.63
6016 Sales Commission		1,660.80
6110 Advertising		1,800.00
6214 Webex		1,405.53
6220 SalesForce		1,875.00
6225 Web Hosting		2,138.62
6750 Travel & Ent		
6761 Meals - 100%		2,106.68
Total 6750 Travel & Ent	\$	2,106.68
6760 Meals		1,776.63
6765 Travel		240.67
Total 6050 Marketing Expenses	\$	71,073.56
6051 Sales & Marketing Expenses		3,927.00
6101 General & administration Expens		
6011 G & A-Salary officer		6,000.00
6017 G &A Salary-Others		9,000.00
6160 Insurance		
6167 Liability Insurance		1,460.00
Total 6160 Insurance	\$	1,460.00
6180 Interest Expense		
6185 Finance Charge		933.62
Total 6180 Interest Expense	\$	933.62
6240 Miscellaneous		
6120 Bank Service Charges		325.00
6125 Automobile Expense		1,137.14
6550 Office Supplies		1,604.93
Total 6240 Miscellaneous	\$	3,067.07
6350 Professional Fees		
6351 Accounting & HR		6,715.00
6352 Legal Fees		3,000.00
6357 IPO Expenses		3,000.00
Total 6350 Professional Fees	\$	12,715.00
6360 Consulting Fees - Other		520.00
6400 Rent		9,500.00
6410 Electricity Charges		0.00
Total 6400 Rent	\$	9,500.00
6650 Taxes		
6665 Payroll Taxes		1,000.28
Total 6650 Taxes	\$	1,000.28
6690 Telephone		
6691 Tel Local		191.00
6693 Wireless		1,274.08
6696 Internet		622.32
Total 6690 Telephone	\$	2,087.40
8100 Office Expenses		2,004.32

8101 Copier Lease	762.25
Total 8100 Office Expenses	\$ 2,766.57
8110 Postage and Delivery	
8115 Shipping & Handling	47.92
Total 8110 Postage and Delivery	\$ 47.92
Total 6101 General & administration Expens	\$ 49,097.86
6140 Dues and Subscriptions	95.00
6141 Accounting Online - Cloud	79.90
Total 6140 Dues and Subscriptions	\$ 174.90
bank fees	80.00
QuickBooks Payments Fees	268.87
Total Expenses	\$ 282,903.44
Net Operating Income	-\$ 114,725.91
Net Income	-\$ 114,725.91

Monday, Aug 22, 2016 11:05:27 AM PDT GMT-7 - Accrual Basis