

Sonasoftware Corporation
Profit and Loss
January - December 2014

	<u>TOTAL</u>
Income	
4200 Software Sales	-1,050.00
4201 Sales - SonaVault Archiving	42,372.50
4203 Sales - MSP	15,431.00
4204 Sales - SonaExchange	0.00
4205 Sales - SonaSQL	2,385.00
Total 4200 Software Sales	\$ 59,138.50
4206 Sales - SonaCloud	6,018.00
4240 Appliances	
4242 SonaVault Appliance	33,894.00
Total 4240 Appliances	\$ 33,894.00
4600 Services	6,282.41
4610 Maintenance Contract	1,772.00
4611 Maintenance Contract - SonaVault	227,479.49
4612 Maintenance Contract - SonaConsole	-5,507.45
4613 Maintenance Contract - SonaSQL	104,255.88
4614 Maintenance Contract - SonaExchange	13,826.50
4615 Maintenance Contract - SonaFile	-4,540.71
Total 4610 Maintenance Contract	\$ 337,285.71
4620 Professional Services	314,307.00
4623 Enterprise Vault Export	1,280.00
Total 4620 Professional Services	\$ 315,587.00
4640 Installation	10,085.00
4641 Installation - SonaVault	36,072.51
Total 4640 Installation	\$ 46,157.51
Total 4600 Services	\$ 705,312.63
4624 Services - SonaVault Import	0.00
4700 Sales Return - Services	
4710 Maintenance Contract	199.00
Total 4700 Sales Return - Services	\$ 199.00
4800 Sales Discount	-1,743.10
Total Income	\$ 802,819.03
Cost of Goods Sold	
5000 Cost of Goods Sold	
5040 License Costs	
5041 Microsoft License fee	
5041-3 Windows Server Embedded	2,323.59
Total 5041 Microsoft License fee	\$ 2,323.59
5042 StBernard/ evalult/ I365	7,579.67
5044 Integra Micro	10,761.67
Total 5040 License Costs	\$ 20,664.93
5050 Hardware	
5053 Avnet - HP Server	11,439.00
5054 IRON Systems - DELL Server	10,424.35
Total 5050 Hardware	\$ 21,863.35
5060 Software	

5061 Excel Micro Cloud Archiving	8,000.00
Total 5060 Software	<u>\$ 8,000.00</u>
Total 5000 Cost of Goods Sold	<u>\$ 50,528.28</u>
5100 Professional Services	
5110 1099's	62.35
Total 5100 Professional Services	<u>\$ 62.35</u>
Total Cost of Goods Sold	<u>\$ 50,590.63</u>
Gross Profit	<u>\$ 752,228.40</u>
Expenses	
4030 Reimbursed Expenses	1,234.21
6001 Operation Expenses	
6014 Operations & Support-Salary	121,125.00
6355 Consulting Fees	55,410.00
Total 6001 Operation Expenses	<u>\$ 176,535.00</u>
6025 Research & Development Exp	
6012 Research & Development-Salary	120,000.00
6019 Travelling	2,000.00
6021 IntegraMicro Archiving Project	23,100.00
Total 6025 Research & Development Exp	<u>\$ 145,100.00</u>
6050 Marketing Expenses	
6013 Sales & Marketing- Salary	253,052.00
6016 Sales Commission	14,421.23
6052 Marketing & Advertising	1,558.33
6110 Advertising	4,995.00
Total 6052 Marketing & Advertising	<u>\$ 6,553.33</u>
6116 Promotional Costs	2,000.00
6200 Internet Service	700.00
6220 SalesForce	6,123.36
6225 Web Hosting	3,515.20
Total 6200 Internet Service	<u>\$ 10,338.56</u>
6210 Web Marketing	512.80
6214 Webex	7,500.14
6231 Software Licenses	3,093.75
6750 Travel & Ent	
6760 Meals	8,085.04
6765 Travel	0.00
6770 Air fare	1,708.31
6775 Accommodations	108.36
Total 6750 Travel & Ent	<u>\$ 9,901.71</u>
Total 6050 Marketing Expenses	<u>\$ 307,373.52</u>
6051 Sales & Marketing Expenses	1,179.00
6101 General & administration Expens	51.25
6010 Emp Compensation	0.00
6011 G & A-Salary officer	165,000.00
6017 G & A Salary-Others	45,000.00
6180 Interest Expense	
6185 Finance Charge	4,635.90
6188 Loan Interest	4,620.00
6190 Notes Unsecured-2008	0.00
6191 Notes Unsecured- Camden Office	0.00
6192 Secured Loan - 2009	0.00
Total 6180 Interest Expense	<u>\$ 9,255.90</u>

6240 Miscellaneous	782.52
6120 Bank Service Charges	2,301.41
6125 Automobile Expense	4,627.89
6133 Computer Supplies	133.11
6280 Gifts	259.90
6550 Office Supplies	2,023.23
9000 Merchant Account Fees	
9010 Intuit CC Processing Fees	1,963.01
9020 PayPal CC Processing Fees	905.40
Total 9000 Merchant Account Fees	<u>\$ 2,868.41</u>
Total 6240 Miscellaneous	<u>\$ 12,996.47</u>
6350 Professional Fees	
6351 Accounting & HR	5,503.24
6352 Legal Fees	134,193.23
6354 Filing Fee	1,451.00
6356 Auditing Fees	20,000.00
6357 IPO Expenses	29,800.00
6668 Stock transfer fees	4,044.57
Total 6350 Professional Fees	<u>\$ 194,992.04</u>
6400 Rent	33,000.00
6410 Electricity Charges	1,156.00
Total 6400 Rent	<u>\$ 34,156.00</u>
6500 Repairs	
6510 Building Repairs	35.00
Total 6500 Repairs	<u>\$ 35.00</u>
6650 Taxes	
6660 Local	3.67
6665 Payroll Taxes	5,500.00
Total 6650 Taxes	<u>\$ 5,503.67</u>
6690 Telephone	3,776.93
6691 Tel Local	1,017.02
6692 Tel Long Dist	90.00
6693 Wireless	4,293.65
6696 Internet	2,901.20
6697 Auto Dialing Service	2,250.20
Total 6690 Telephone	<u>\$ 14,329.00</u>
8100 Office Expenses	
8101 Copier Lease	3,816.32
Total 8100 Office Expenses	<u>\$ 3,816.32</u>
8110 Postage and Delivery	531.74
8115 Shipping & Handling	668.49
Total 8110 Postage and Delivery	<u>\$ 1,200.23</u>
software	366.08
Total 6101 General & administration Expens	<u>\$ 486,701.96</u>
6140 Dues and Subscriptions	50.00
6141 Accounting Online - Cloud	319.60
Total 6140 Dues and Subscriptions	<u>\$ 369.60</u>
6260 Outside Services	103.29
6645 Services Charges	346.65
6680 Taxes - Other	153.25
6670 Property	869.41
6675 State	10.73

Total 6680 Taxes - Other	\$	1,033.39
6800 Utilities		
6820 Water		127.00
Total 6800 Utilities	\$	127.00
8120 Freight Out		-829.22
bank fees		899.37
computer lease		2,262.23
expense		1,925.44
Uncategorized Expense		516.17
Total Expenses	\$	1,124,877.61
Net Operating Income	-\$	372,649.21
Other Income		
7030 Other Income		17,609.68
Prior Period Adjustments		414,371.48
Total Other Income	\$	431,981.16
Other Expenses		
8010 Other Expenses		6,536.87
Total Other Expenses	\$	6,536.87
Net Other Income	\$	425,444.29
Net Income	\$	52,795.08

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