

# Sonasoftware Corporation

## PROFIT AND LOSS

January - December 2017

	TOTAL
Income	
4220 Hardwares	14,738.00
4999 Revenue Adjustments	
4750 Unearned Maintenance Contract	26,668.66
Revenue Project in Progress	-251,016.46
<b>Total 4999 Revenue Adjustments</b>	<b>-224,347.80</b>
Revenue	
4100 Sales Other	5,241.00
4600 Services	320.00
4710 Maintenance Contract	188.00
<b>Total 4100 Sales Other</b>	<b>5,749.00</b>
4200 Software Sales	1,990.00
4201 Sales - SonaVault Archiving	111,514.00
4203 Sales - MSP	15,647.00
4204 Sales - SonaExchange	0.00
4205 Sales - SonaSQL	1,595.00
4206 Sales - SonaCloud	50,431.25
<b>Total 4200 Software Sales</b>	<b>181,177.25</b>
4610 Maintenance Contract	1,146.00
4611 Maintenance Contract - SonaVault	232,532.96
4612 Maintenance Contract - SonaConsole	4,490.00
4613 Maintenance Contract - SonaSQL	6,439.00
4614 Maintenance Contract - SonaExchange	2,426.00
4800 Sales Discount	-1,798.70
<b>Total 4610 Maintenance Contract</b>	<b>245,235.26</b>
4620 Professional- Services	332,558.00
4622 Services - SonaVault Export	7,495.00
<b>Total 4620 Professional- Services</b>	<b>340,053.00</b>
4640 Installation	2,885.00
4641 Installation - SonaVault	4,595.00
4642 Installation - SonaConsole	0.00
<b>Total 4640 Installation</b>	<b>7,480.00</b>
<b>Total Revenue</b>	<b>779,694.51</b>
<b>Total Income</b>	<b>\$570,084.71</b>
Cost of Goods Sold	
5000 Cost of Goods Sold	
5060 Software	311.63
5061 Excel Micro Cloud Archiving	24,431.30
5080 Cloud Services	118.00
<b>Total 5000 Cost of Goods Sold</b>	<b>24,860.93</b>
5100 Professional Services	

	TOTAL
5120 Consultants - Outside Services	25,300.00
<b>Total 5100 Professional Services</b>	<b>25,300.00</b>
<b>Total Cost of Goods Sold</b>	<b>\$50,160.93</b>
GROSS PROFIT	<b>\$519,923.78</b>
Expenses	
6001 Operation Expenses	
6014 Operations & Support-Salary	132,800.00
6355 Consulting Fees	21,650.00
<b>Total 6001 Operation Expenses</b>	<b>154,450.00</b>
6025 Research & Development Exp	
6012 Research & Development-Salary	150,000.00
6015 Integra Micro Software	99,146.58
6022 Zone24x7 - Cloud Dev	15,000.00
<b>Total 6025 Research &amp; Development Exp</b>	<b>264,146.58</b>
6050 Marketing Expenses	
6013 Sales & Marketing- Salary	309,518.10
6016 Sales Commission	23,220.23
6051 Sales & Marketing Expenses	16,205.00
6052 Marketing & Advertising	29,500.00
6115 Marketing Services	14,266.06
6214 Webex	1,205.19
6215 Office 365	2,417.30
6217 Techgenix	2,702.80
6220 SalesForce	7,500.00
6225 Web Hosting	9,100.88
6760 Meals	11,274.03
6765 Travel	6,423.25
<b>Total 6050 Marketing Expenses</b>	<b>433,332.84</b>
6101 General & administration Expens	
6011 G & A-Salary officer	30,000.00
6017 G & A Salary-Others	42,000.00
6140 Dues and Subscriptions	629.53
6141 Accounting Online - Cloud	572.41
<b>Total 6140 Dues and Subscriptions</b>	<b>1,201.94</b>
6160 Insurance	
6167 Liability Insurance	2,030.00
<b>Total 6160 Insurance</b>	<b>2,030.00</b>
6240 Miscellaneous	
6120 Bank Service Charges	1,441.50
6125 Automobile Expense	2,883.75
6145 Penalties	63.11
6250 Charitable Contributions	201.00
6300 Printing and Reproduction	372.36
6550 Office Supplies	678.86
8100 Office Expenses	4,036.28
8101 Copier Lease	3,062.49
8115 Shipping & Handling	792.37
<b>Total 6240 Miscellaneous</b>	<b>13,531.72</b>

	TOTAL
6350 Professional Fees	
6351 Accounting & HR	26,865.00
6352 Legal Fees	90,258.59
6354 Filing Fee	40.00
6356 Auditing Fees	7,500.00
6357 IPO Expenses	58,015.15
6360 Consulting Fees - Other	260.00
6668 Stock transfer fees	2,780.95
<b>Total 6350 Professional Fees</b>	<b>185,719.69</b>
6400 Rent	40,400.00
6680 Taxes - Other	151.00
6670 Property	474.83
6675 State	1,905.30
<b>Total 6680 Taxes - Other</b>	<b>2,531.13</b>
6690 Telephone	
6693 Wireless	6,023.30
6696 Internet	8,807.56
<b>Total 6690 Telephone</b>	<b>14,830.86</b>
6900 Bad Debt	532.32
<b>Total 6101 General &amp; administration Expens</b>	<b>332,777.66</b>
6180 Interest Expense	
6185 Finance Charge	3,766.03
6188 Loan Interest	28,109.59
QuickBooks Payments Fees	1,642.68
<b>Total 6180 Interest Expense</b>	<b>33,518.30</b>
<b>Total Expenses</b>	<b>\$1,218,225.38</b>
NET OPERATING INCOME	<b>\$ -698,301.60</b>
Other Income	
7010 Interest Income	227.65
7030 Other Income	27,646.36
<b>Total Other Income</b>	<b>\$27,874.01</b>
NET OTHER INCOME	<b>\$27,874.01</b>
NET INCOME	<b>\$ -670,427.59</b>