



Trended Income Statement
YTD through August 31, 2017

	YTD Total
Inbound voice	[REDACTED]
Outbound voice	[REDACTED]
MRC	[REDACTED]
Other customer revenue	[REDACTED]
Carrier comp and chargebacks, net	[REDACTED]
Total Revenue	[REDACTED]
Carrier costs and regulatory fees	[REDACTED]
Customer support costs	[REDACTED]
Total COGS	[REDACTED]
Gross Profit	[REDACTED]
<i>Gross Margin %</i>	[REDACTED]
Staffing costs	
Wages	[REDACTED]
Benefits (incl payroll taxes)	[REDACTED]
Total staffing costs	[REDACTED]
Less: Customer support	[REDACTED]
Operating staffing costs	[REDACTED]
Ending headcount	[REDACTED]
Sales & marketing	[REDACTED]
Professional services	[REDACTED]
Payment processing fees	[REDACTED]
Internet expenses	[REDACTED]
Software expense	[REDACTED]
Travel expense	[REDACTED]
Occupancy costs	[REDACTED]
All other op ex	[REDACTED]
Total operating costs	[REDACTED]
EBITDA	[REDACTED]
<i>EBITDA margin %</i>	[REDACTED]
Depreciation expense	[REDACTED]
Interest expense	[REDACTED]
Tax expense	[REDACTED]
Other gain/(loss)	[REDACTED]
Net Income (Loss)	[REDACTED]



Balance Sheet
August 31, 2017

	August
Cash and cash equivalents	██████████
Accounts receivable	██████████
Prepaid expenses	██████████
Total current assets	██████████
Furniture and equipment	██████████
Leasehold improvements	██████████
Accumulated depreciation	██████████
Total fixed assets	██████████
Other assets	██████████
Total assets	██████████
Accounts payable	██████████
Accrued 401(K) liability	██████████
Unused customer credits	██████████
Accrued federal tax liability	██████████
Accrued payroll liabilities	██████████
Total current liabilities	██████████
Deferred furniture lease liability	██████████
Deferred office lease liability	██████████
Deferred income tax liability	██████████
Total liabilities	██████████
Capital stock	██████████
Retained earnings	██████████