

Profit and Loss

MDisrupt

January-December, 2024

DISTRIBUTION ACCOUNT	TOTAL
Income	
40200 MDisrupt Project Sales	\$250,000.00
40220 Expert Consulting Revenue	1,027,089.93
40250 Placement Fees	91,735.00
Total for 40200 MDisrupt Project Sales	\$1,368,824.93
40225 Credit Model Revenue	240,200.18
40270 Subscription Revenue	171,955.74
40990 Bad Debt Allowance	-50,074.82
41000 Reimbursable Labor	41,333.33
Non Recurring Revenue	0
Health Expert On Demand (non expert as a service)	64,674.10
Total for Non Recurring Revenue	\$64,674.10
Recurring Revenue	0
Health Expert on Demand (Expert As A Service)	4,172.73
Total for Recurring Revenue	\$4,172.73
Total for Income	\$1,841,086.19
Cost of Goods Sold	
50220 Experts Cost of Services	754,604.62
50225 Credit Expert Costs	45,025.00
50230 CEA Consultant Fees	100.00
50240 Stripe Fees	1,306.28
Total for Cost of Goods Sold	\$801,035.90
Gross Profit	\$1,040,050.29
Expenses	
61000 Clinical	0
61100 Clinical Compensation	0
61101 Clinical Salary	
61104 Clinical ER Taxes	
61106 Clinical Benefits	
Total for 61100 Clinical Compensation	0
61200 Medical Advisors/Consultants	3,889.00
Total for 61000 Clinical	\$3,889.00
62000 Commercial	0
62010 Sales & Community	0
62100 Sales Compensation	0
62101 Sales Salary	48,522.78
62104 Sales ER Taxes	4,301.40
62106 Sales Benefits	5,657.83

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Total for 62100 Sales Compensation	\$58,482.01
62109 Workers Comp	11.82
62110 Payroll Admin Fees	109.00
62200 Sales Advisors/Consultants	0
62201 Bus Dev Consultants	178,068.30
62202 General Sales Consultants	17,189.88
62990 Referrals and Finders Fees	1,600.00
Total for 62200 Sales Advisors/Consultants	\$196,858.18
Total for 62010 Sales & Community	\$255,461.01
63000 Marketing	0
63100 Marketing Compensation	0
63101 Marketing Salary	177,000.00
63104 Marketing ER Taxes	12,854.76
63106 Marketing Benefits	21,894.44
Total for 63100 Marketing Compensation	\$211,749.20
63110 Payroll Admin Fees	109.00
63200 Marketing Advisors/Consultants	0
632 Marketing Consultants	10,746.00
Total for 63200 Marketing Advisors/Consultants	\$10,746.00
63500 Marketing Programs	0
63507 Events Attended	376.28
63508 Advertising & Promotion	3,879.92
63513 Conference	8,000.00
Total for 63500 Marketing Programs	\$12,256.20
Total for 63000 Marketing	\$234,860.40
Total for 62000 Commercial	\$490,321.41
64000 R&D	0
64100 R&D Compensation	0
64101 R&D Salary	375,999.92
64104 R&D ER Taxes	28,781.81
64106 R&D Benefits	41,231.54
Total for 64100 R&D Compensation	\$446,013.27
64110 Payroll Admin Fees	327.00
64200 R&D Advisors/Consultants	0
64201 Software Dev Consultants	111,187.44
Total for 64200 R&D Advisors/Consultants	\$111,187.44
64900 Hosting	12,336.94
Total for 64000 R&D	\$569,864.65

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66000 G&A	0
66100 G&A Compensation	0
66101 G&A Salary	430,787.89
66102 G&A ER Tax	31,417.09
66103 G&A Benefits	767.33
66105 Operations Consultants	83,011.57
Total for 66100 G&A Compensation	\$545,983.88
66109 Workers Comp	415.40
66110 Payroll Admin Fees	8,057.92
66200 Professional Services	0
66201 Accounting & HR	140,023.88
66202 Legal	68,636.41
66210 Contractors	19,804.24
Total for 66200 Professional Services	\$228,464.53
66600 Operating Expenses	0
66401 Rent & Lease	9,529.00
66402 Insurance	48,538.94
66404 Computer Equipment Exp	95.00
66405 Office Supplies and Software	114,415.31
66698 Bank Charges & Fees	70.80
Total for 66600 Operating Expenses	\$172,649.05
66700 Travel & Entertainment	\$3,927.64
66701 Airfare	13,867.61
66702 Meals & Entertainment	9,799.68
66703 Transportation	8,715.74
66704 Hotel	10,330.04
66710 Other Travel	287.20
Total for 66700 Travel & Entertainment	\$46,927.91
66800 Pebble Benefits Expenses (deleted)	0
66802 Pebble Insurance Carrier Payments (deleted)	33,119.60
66803 Pebble Payment Card & Reimbursement Expenses (deleted)	3,338.07
66804 Pebble Insurance - Contra Account (deleted)	-17,414.00
Total for 66800 Pebble Benefits Expenses (deleted)	\$19,043.67
Total for 66000 G&A	\$1,021,542.36
Total for Expenses	\$2,085,617.42
Net Operating Income	-\$1,045,567.13
Other Income	
Other Miscellaneous Income	376,075.93
Tax Refunds & Credits	52,580.52
Total for Other Income	\$428,656.45

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DISTRIBUTION ACCOUNT	TOTAL
Other Expenses	
Bad Debt Expense	6,250.00
Other Miscellaneous Expense	-987.12
Prior Period Adjustments	-23,858.99
Taxes	-12,803.00
Total for Other Expenses	-\$31,399.11
Net Other Income	\$460,055.56
Net Income	-\$585,511.57