

MDisrupt

Profit and Loss

January - December 2023

	TOTAL
Income	
40220 Expert Consulting Revenue	1,556,099.29
40225 Credit Model Revenue	11,400.00
40250 Placement Fees	119,000.00
40270 Subscription Revenue	11,437.34
40920 Engagement Fees	32,500.00
40925 Special Projects Revenue	276,000.00
40990 Bad Debt Allowance	-121,828.28
Discounts given	-6,000.00
Total Income	\$1,878,608.35
Cost of Goods Sold	
50220 Experts Cost of Services	1,063,700.19
50225 Credit Expert Costs	4,550.00
50230 CEA Consultant Fees	1,500.00
50911 Special Projects Cost of Services	280,000.00
Total Cost of Goods Sold	\$1,349,750.19
GROSS PROFIT	\$528,858.16
Expenses	
61000 Clinical	
61100 Clinical Compensation	73,245.43
61200 Medical Advisors/Consultants	71,868.00
Total 61000 Clinical	145,113.43
62000 Commercial	
62010 Sales & Community	
62100 Sales Compensation	0.00
62200 Sales Advisors/Consultants	109,035.46
Total 62010 Sales & Community	109,035.46
63000 Marketing	
63100 Marketing Compensation	471,136.82
63200 Marketing Advisors/Consultants	
632 Marketing Consultants	81,021.36
Total 63200 Marketing Advisors/Consultants	81,021.36
63500 Marketing Programs	
63508 Advertising & Promotion	9,722.03
63513 Conference	4,598.85
Total 63500 Marketing Programs	14,320.88
Total 63000 Marketing	566,479.06
Total 62000 Commercial	675,514.52

	TOTAL
64000 R&D	
64100 R&D Compensation	465,066.53
64200 R&D Advisors/Consultants	
64201 Software Dev Consultants	155,897.00
Total 64200 R&D Advisors/Consultants	155,897.00
64900 Hosting	9,797.49
Total 64000 R&D	630,761.02
66000 G&A	
66100 G&A Compensation	973,947.88
66109 Workers Comp	582.75
66110 Payroll Admin Fees	6,822.94
66200 Professional Services	
66201 Accounting & HR	124,033.44
66202 Legal	291,564.40
66209 Other Professional Consultants	5,250.00
Total 66200 Professional Services	420,847.84
66600 Operating Expenses	
66401 Rent & Lease	78,348.00
66402 Insurance	12,490.15
66405 Office Supplies and Software	91,809.16
66698 Bank Charges & Fees	542.32
Total 66600 Operating Expenses	183,189.63
66700 Travel & Entertainment	
66701 Airfare	7,867.33
66702 Meals & Entertainment	9,754.32
66703 Transportation	3,215.75
66704 Hotel	13,081.84
66710 Other Travel	2,397.49
Total 66700 Travel & Entertainment	36,316.73
Total 66000 G&A	1,621,707.77
Uncategorized Expense	0.00
Total Expenses	\$3,073,096.74
NET OPERATING INCOME	\$ -2,544,238.58
Other Income	
Other Miscellaneous Income	32,454.51
Total Other Income	\$32,454.51
Other Expenses	
Bad Debt Expense	54,839.51
Other Miscellaneous Expense	20,086.07
Taxes & Licenses	6,774.54
State Taxes and Licenses	-868.67
Total Taxes & Licenses	5,905.87
Total Other Expenses	\$80,831.45
NET OTHER INCOME	\$ -48,376.94
NET INCOME	\$ -2,592,615.52