

HiveTracks, Inc
Income Statement Overview
As of December 31, 2023
ACCRUAL
12/31/2023
HiveTracks, Inc

Year To Date
12/31/2023

Subscription Revenue	
Revenue - Beekeepers Companion	19,214
Revenue - Nature Based Solutions	(4,130)
Revenue - Subscriptions - Commercial	72,660
Revenue - Subscriptions - Legacy	<u>21,004</u>
Total Subscription Revenue	108,747
Other Revenue	
Revenue - Miscellaneous	<u>1,326</u>
Total Other Revenue	1,326
Total Revenues	<u>110,073</u>
Direct Cost of Revenue	
Direct Software Expenses	258,970
Total Direct Cost of Revenue	<u>258,970</u>
Gross Profit	(148,897)
GM %	(136.9) %
Operating Expenses	
Salaries & Benefits Ops	
Compensation - Salary	124,376
Payroll Taxes	13,198
Benefits - Health Insurance	2,591
Payroll Administrative Fees	927
Total Salaries & Benefits Ops	<u>141,092</u>
General & Administrative Expenses	

Contractor Expenses	35,238
Meetings & Conferences	1,295
Marketing Expenses	4,016
Dues & Subscriptions	300
General Office Expense	179
Communication Expenses	817
Software - Computers Non-Capitalized	21,258
Utilities & Maintenance	4,210
Office Lease	15,000
Travel Expenses	6,668
Professional Fees - Legal, Accounting, Consulting	70,468
Business Insurance	2,843
Business Licenses & Taxes	1,859
Bank & Finance Fees	798
Other Expenses & Income	(4)
Total General & Administrative Expenses	<u>164,946</u>
Total Operating Expenses	<u>306,038</u>
EBITDA	(454,935)
EBITDA %	(418.3) %
Non-Operating Expenses	
Interest Expense/(Income)	40,653
Depreciation/Amortization	273
Total Non-Operating Expenses	<u>40,926</u>
Net Income	(495,860)
NI %	(456.0) %