

Income Statement (Profit and Loss)

Jiminy's

For the year ended December 31, 2022

Account	2022
Income	
Gross Sales	
404 - Amazon	551,848.38
406 - Chewy	188,201.56
400 - Consumer Sales	601,184.86
401 - Independent Pet Retailer	172,889.94
408 - International Sales	45,128.90
402 - Natural Distributors	60,716.42
409 - Other DTC	84,158.14
410 - Pet Distributors	237,182.95
411 - Pet Professional - Vet	10,655.98
407 - Petco Sales	988,280.94
460 - Other Revenue	31,025.44
Total Gross Sales	2,971,273.51
Sales Discounts	
415 - Sales Discounts	(167,154.41)
Total Sales Discounts	(167,154.41)
Net Sales	2,804,119.10
Cost of Goods Sold	
520 - Co-Pack Fees	(228,841.34)
500 - Cost of Goods Sold	(1,281,865.69)
696 - Shrinkage / Overage	(101,125.10)
630 - Damages/Spoils	(6,138.22)
661 - Storage & Warehousing - Inventory	(34,611.99)
Total Cost of Goods Sold	(1,652,582.34)
Gross Margin	1,151,536.76
Distribution Fees	
691 - Partner Contract Fees\Discounts	(72,861.00)
609 - MCBs/Scans	(287,587.27)
607 - Amazon Fees	(91,535.88)
665 - Shipping	(562,771.60)
Total Distribution Fees	(1,014,755.75)
Contribution Margin	136,781.01
Operating Expenses	
Corporate Expenses	
612 - Consulting & Accounting	200,184.22
787 - Anthem Insurance Exp (EE)	24,497.04
788 - Dental Insurance Exp (EE)	4,376.30
791 - Kaiser Gold Insurance Exp (EE)	3,450.25
632 - Insurance	55,777.18
633 - Health Insurance	18,532.60
648 - Automobile Expenses	10,098.62
604 - Bank Service Charges	1,772.39
650 - Computer Equipment	2,486.58
676 - Dues & Subscriptions	43,890.25
640 - Legal Expenses	11,550.70
620 - Meals & Entertainment	2,629.82
652 - Office Expenses	10,503.55
672 - Payroll Tax Expense	20.14
784 - Salary Expense	475,345.34
656 - Printing & Stationery	5,261.23
680 - Telephone & Internet	2,985.13
605 - Software & Online Services	27,926.42
684 - Travel	77,530.33
668 - Wages and Salaries - Corporate	187,832.70
794 - Employer Taxes Expense - Corporate	48,346.24
606 - Website, Hosting, Servers, Domain Names	5,744.94
785 - Reimbursement	2,284.03
Total Corporate Expenses	1,223,026.00
Selling	
783 - Commission	88,131.04
690 - Bad Debts	13,643.19
667 - Contractors	49,557.03
694 - Expiration Donations	174,145.58
692 - Samples	54,915.49
603 - Merchant Services Fees	16,892.52
602 - Trade Shows & Conferences	64,902.91
669 - Wages and Salaries - Selling	172,123.17
795 - Employer Taxes Expense - Selling	13,655.94
Total Selling	647,966.87
Occupancy	
610 - Warehouse Charges - Internal	500.00
Total Occupancy	500.00
Marketing	
615 - Amazon Marketing Fees	84,123.67
600 - Advertising	351,533.17
616 - Retail Sales Marketing	259,489.00
292 - Social Media Marketing	136,962.08
628 - Product Development/Testing	49,323.92
793 - R&D	91,734.31
629 - Production	12,400.85
670 - Wages and Salaries - Marketing	58,842.30
796 - Employer Taxes Expense - Marketing	4,293.06
Total Marketing	1,048,702.36
Total Operating Expenses	2,920,195.23
Operating Income	(2,783,414.22)
Other Income / (Expense)	
700 - Depreciation	(2,004.54)
9000 - Line of Credit Interest & Fees	(65,011.39)
800 - Interest Expense	(1,060.46)
710 - Income Tax Expense	(15,449.86)
8100 - Extraordinary Loss	(568,986.91)
Total Other Income / (Expense)	(652,513.16)
Net Income	(3,435,927.38)

Balance Sheet

Jiminy's

As of December 31, 2022

Account	Dec 31, 2022
Assets	
Current Assets	
Cash and Cash Equivalents	
Clearing Accounts	49,130.99
Bank of America Checking 6524	89,478.26
Bill.com Money Out Clearing	18,709.06
Chase (FRB) 7560	383,975.50
Jiminy's PayPal	2,144.09
Stripe USD	66.25
Amazon Reserve Account	11,385.00
Total Cash and Cash Equivalents	554,889.15
Accounts Receivable	301,665.85
Allowance for Doubtful Accounts	(75,000.00)
Goods Invoiced Not Received	61,445.25
Inventory	(0.13)
Inventory Assets	1,408,510.40
Prepaid Expenses	(2,757.20)
Total Current Assets	2,248,753.32
Fixed Assets	
Accumulated Depreciation	(12,695.41)
Other Receivables	28,241.85
Plate/Slug	39,182.45
Total Fixed Assets	54,728.89
Long Term Assets	
Rebranding	21,000.00
Total Long Term Assets	21,000.00
Total Assets	2,324,482.21
Liabilities and Equity	
Liabilities	
Current Liabilities	
(Do Not Use) Ampla LOC	(167.91)
Accounts Payable	1,095,810.77
Accrued Expenses	50,675.11
Accrued Wages and Salary	24,000.00
Insurance Payable	5,965.43
Goods Received not Invoiced	132,248.45
Sales Tax	13,259.28
Suspense	5,000.00
Credit Cards	2,539.53
Expensify Card Liability Account	12,910.83
PayPal Clearing Account	2,525.88
Line of Credit - Ampla	467,531.40
Total Current Liabilities	1,812,298.77
Long Term Liabilities	
Convertible Notes	6,930,962.00
Total Long Term Liabilities	6,930,962.00
Total Liabilities	8,743,260.77
Equity	
Current Year Earnings	(3,435,927.38)
Retained Earnings	(2,982,851.18)
Total Equity	(6,418,778.56)
Total Liabilities and Equity	2,324,482.21

Business Cash Flow Summary

Jiminy's

For the year ended December 31, 2022

Account	2022
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Operating Activities

Receipts from customers	2,410,913.68
Payments to suppliers and other	(4,701,216.50)
Cash receipts from other operations	(633,998.30)
Net Cash Flows from Operating Activities	(2,924,301.12)

Investing Activities

Proceeds from sale of property	55,398.95
Payment for property, plant and equipment	(10,266.42)
Other cash items from investing activities	(318,279.16)
Net Cash Flows from Investing Activities	(273,146.63)

Financing Activities

Other cash items from financing activities	3,244,756.87
Net Cash Flows from Financing Activities	3,244,756.87

Net Cash Flows	47,309.12
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Cash and Cash Equivalents

Cash and cash equivalents at beginning of year	472,768.53
Net cash flows	47,309.12
Cash and cash equivalents at end of year	520,077.65
Net change in cash for period	47,309.12