



VISIRI INC  
BALANCE SHEET  
Unaudited Financials



	December 31, 2019	Dec 31, 2020
<b>ASSETS</b>		
Cash	347,889	468,953
Accounts Receivable	232,956	260,183
Inventory and Other Current Assets	360,959	402,482
<b>Total Current Assets</b>	<u>941,804</u>	<u>1,131,618</u>
Fixed Assets, net	442,985	614,476
Intangible Assets, net	40,840	43,516
<b>Total Assets</b>	<u>\$ 1,425,629</u>	<u>\$ 1,789,610</u>
<b>LIABILITIES</b>		
Accounts Payable	88,926	80,033
Other Current Liabilities	100,351	88,224
Current Portion of Notes Payable	124,103	231,295
<b>Total Current Liabilities</b>	<u>313,380</u>	<u>399,551</u>
Other Long Term Liabilities	-	47,500
Long Term Notes Payable	617,243	648,047
<b>Total Liabilities</b>	<u>930,623</u>	<u>1,095,099</u>
Capital Invested	3,483,411	3,622,461
Retained Earnings	(2,988,405)	(2,927,949)
<b>Total Equity</b>	<u>495,006</u>	<u>694,512</u>
<b>Total Liabilities and Equity</b>	<u>\$ 1,425,629</u>	<u>\$ 1,789,610</u>



**VISPIRI INC**  
**Income Statement**  
**Unaudited Financials**



	<b>Dec YTD 2020</b>	<b>Dec YTD 2019</b>	<b>Diff</b>	<b>%</b>
Alcohol - Ohio	1,589,782	1,340,683	249,098	18.6%
Alcohol - New England	464,420	402,236	62,184	15.5%
Alcohol - California	67,551	72,758	(5,207)	-7.2%
Alcohol - Other	84,443	29,852	54,591	182.9%
<b>Whiskey Sales</b>	<b>2,206,195</b>	<b>1,845,529</b>	<b>360,666</b>	<b>19.5%</b>
Bricx Sales	29,471	133,684	(104,213)	-78.0%
Store Sales	6,844	26,100	(19,256)	-73.8%
<b>TOTAL REVENUE</b>	<b>2,242,509</b>	<b>2,005,312</b>	<b>237,197</b>	<b>11.8%</b>
<b>TOTAL COGS</b>	<b>877,607</b>	<b>901,199</b>	<b>23,592</b>	<b>2.6%</b>
<b>GROSS MARGIN</b>	<b>1,364,902</b>	<b>1,104,113</b>	<b>260,789</b>	<b>23.6%</b>
<b>GM %</b>	<b>61%</b>	<b>55%</b>		
<b>SELLING EXPENSE</b>	<b>573,415</b>	<b>531,688</b>	<b>(41,728)</b>	<b>-7.8%</b>
<b>MARKETING EXPENSE</b>	<b>305,695</b>	<b>359,063</b>	<b>53,368</b>	<b>14.9%</b>
<b>GENERAL AND ADMIN EXPENSE</b>	<b>533,641</b>	<b>619,280</b>	<b>85,639</b>	<b>13.8%</b>
Other (Income) expense, net	(172,952)	(327,267)	(154,315)	-47.2%
Excise Taxes	37,657	38,705	1,047	2.7%
Interest Expense	26,988	49,748	22,759	45.7%
<b>TOTAL OPERATING EXPENSES</b>	<b>1,304,444</b>	<b>1,271,215</b>	<b>(33,229)</b>	<b>-2.6%</b>
<b>NET INCOME</b>	<b>60,458</b>	<b>(167,102)</b>	<b>227,560</b>	<b>136.2%</b>



**VISPIRI INC**  
**Adjusted Net Income and EBITDA**



	<b>2020</b>	<b>2019</b>
Net Income (Loss)	60,458	(167,102)
Non Cash Stock Compensation	<u>139,050</u>	<u>186,171</u>
Net Income excl Stock Comp	199,508	19,069
 ADD:		
Depreciation and Amortization	100,746	111,220
Federal Excise Taxes	37,657	38,705
Interest Expense, Net	<u>26,988</u>	<u>49,748</u>
EBITDA	364,899	218,741
Other Items (1)	<u>(172,952)</u>	<u>(265,251)</u>
Adjusted EBITDA	191,947	(46,510)

(1) - 2020 Includes benefit of Paycheck Protection Program ("PPP") loan recognized in 2020, and non-recurring costs related to the production and donation of hand sanitizer for the Cleveland Clinic and State of Ohio, net.

2019 Includes business interruption insurance recoveries and favorable extinguishment of related party liabilities.