

| Income Statement                   |                | Income Statement                   |                |
|------------------------------------|----------------|------------------------------------|----------------|
| DrupalCon, Inc.                    |                | DrupalCon, Inc.                    |                |
| Con: Dublin 2016                   |                | Con: NA 2017                       |                |
| 1 January 2015 to 31 December 2017 |                | 1 January 2015 to 31 December 2017 |                |
| Revenue                            |                | Revenue                            |                |
| Events                             |                | Events                             |                |
| 4000: Ticket Sales                 | \$634,839.07   | 4000: Ticket Sales                 | \$1,341,866.40 |
| 4100: Sponsorship Sales            | \$333,091.79   | 4100: Sponsorship Sales            | \$827,577.00   |
| Total Events                       | \$967,930.86   | Total Events                       | \$2,169,443.40 |
| Other Revenue                      |                | Other Revenue                      |                |
| 4999: Uncategorized Income         | \$101,974.69   | 4999: Uncategorized Income         | \$91,030.49    |
| Total Other Revenue                | \$101,974.69   | Total Other Revenue                | \$91,030.49    |
| Total Revenue                      | \$1,069,905.55 | Total Revenue                      | \$2,260,473.89 |
| Less Cost of Sales                 |                | Less Cost of Sales                 |                |
| Events                             |                | Events                             |                |
| 5700: Catering                     | \$252,763.57   | 5700: Catering                     | \$581,745.76   |
| 5710: Facility and Furnishings     | \$328,113.10   | 5710: Facility and Furnishings     | \$129,092.79   |
| 5720: Event Production             | \$95,207.61    | 5720: Event Production             | \$284,703.51   |
| 7144: Event Planning:Travel        | \$0.00         | 7144: Event Planning:Travel        | \$272.20       |
| Total Events                       | \$676,084.28   | Total Events                       | \$995,814.26   |
| IT                                 |                | IT                                 |                |
| 5400: IT                           | \$32,767.34    | 5400: IT                           | \$28,928.44    |
| 5410: IT - Wireless Internet       | \$36,020.57    | 5410: IT - Wireless Internet       | \$67,928.06    |
| Total IT                           | \$68,787.91    | Total IT                           | \$96,856.50    |
| Materials                          |                | Materials                          |                |
| 5220: Direct Office Expense        | \$1,211.60     | 5220: Direct Office Expense        | \$2,524.07     |
| 5245: Materials and Supplies       | \$15,330.35    | 5245: Materials and Supplies       | \$38,138.15    |
| 5260: Printing and Signage         | \$13,013.40    | 5260: Printing and Signage         | \$20,968.27    |
| Total Materials                    | \$29,555.35    | Total Materials                    | \$61,630.49    |
| Other Direct Costs                 |                | Other Direct Costs                 |                |
| 5200: Marketing                    | \$29,375.74    | 5200: Marketing                    | \$50,154.25    |
| 5550: Shipping and Handling        | \$10,534.31    | 5550: Shipping and Handling        | -\$52.52       |
| 5600: Direct Travel Costs          | \$49,876.73    | 5600: Direct Travel Costs          | \$16,335.07    |

|  |              |  |  |  |   |                |
|--|--------------|--|--|--|---|----------------|
| 5800: Grants Awarded                                   | \$8,248.62   |  |  |  | 5800: Grants Awarded                      | \$15,966.10    |
| 5999: Other Direct Costs                               | \$4,097.42   |  |  |  | 7602: Travel Event: Lodging               | \$25.90        |
|  |              |  |  |  | 7603: Travel Event: Meals                 | \$166.60       |
| Total Other Direct Costs                               | \$102,132.82 |  |  |  | Total Other Direct Costs                  | \$82,595.40    |
|  |              |  |  |  |   |                |
| Payment Processing and Bank Fees                       |              |  |  |  | Payment Processing and Bank Fees          |                |
| 5900: Bank & Processing Fees                           | \$19,554.61  |  |  |  | 5900: Bank & Processing Fees              | \$49,845.52    |
| Total Payment Processing and Bank Fees                 | \$19,554.61  |  |  |  | Total Payment Processing and Bank Fees    | \$49,845.52    |
|  |              |  |  |  |   |                |
| Professional Fees                                      |              |  |  |  | Professional Fees                         |                |
| 5300: Direct Professional Fees - General               | \$2,500.00   |  |  |  | 5300: Direct Professional Fees - General  | \$0.00         |
| 5301: Direct Professional Fees - Accounting            | \$3,122.93   |  |  |  | 5301: Direct Professional Fees - Accounti | \$0.00         |
| Total Professional Fees                                | \$5,622.93   |  |  |  | Total Professional Fees                   | \$0.00         |
|  |              |  |  |  |   |                |
| Total Cost of Sales                                    | \$901,737.90 |  |  |  | Total Cost of Sales                       | \$1,526,563.17 |
|  |              |  |  |  |   |                |
| Gross Profit   | \$168,167.65 |  |  |  | Gross Profit                              | \$733,910.72   |
|  |              |  |  |  |   |                |
| Operating Expenses                                     |              |  |  |  | Operating Expenses                        |                |
|  |              |  |  |  |   |                |
| Labor Costs  |              |  |  |  | Labor Costs                               |                |
| Total Labor Costs                                      | \$220,833.00 |  |  |  | Total Labor Costs                         | \$239,821.00   |
|  |              |  |  |  |   |                |
| Office and Facilities                                  |              |  |  |  | Office and Facilities                     |                |
| 6020: Office Expense                                   | \$13.70      |  |  |  | 6020: Office Expense                      | \$0.00         |
| 6026: Office Expense - Meals, Entertainment, and Gifts | \$219.80     |  |  |  | 6026: Office Expense - Meals, Entertainm  | \$0.00         |
| Total Office and Facilities                            | \$233.50     |  |  |  | Total Office and Facilities               | \$0.00         |
|  |              |  |  |  |   |                |
| Other Operating Expense                                |              |  |  |  | Other Operating Expense                   |                |
| 6711: Taxes - VAT                                      | \$110,417.09 |  |  |  | 6711: Taxes - VAT                         | \$0.00         |
| 6960: Realized Currency Gains                          | \$13,326.58  |  |  |  | 6960: Realized Currency Gains             | \$0.00         |
| Total Other Operating Expense                          | \$123,743.67 |  |  |  | Total Other Operating Expense             | \$0.00         |
|  |              |  |  |  |   |                |
| Professional Fees                                      |              |  |  |  | Professional Fees                         |                |
| 6401: Professional Fees - Accounting                   | \$120.06     |  |  |  | 6401: Professional Fees - Accounting      | \$0.00         |
| Total Professional Fees                                | \$120.06     |  |  |  | Total Professional Fees                   | \$0.00         |
|  |              |  |  |  |   |                |
| Travel   |              |  |  |  | Travel                                    |                |
| 6070: Travel   | \$10.00      |  |  |  | 6070: Travel                              | \$0.00         |
| Total Travel   | \$10.00      |  |  |  | Total Travel                              | \$10.00        |
|  |              |  |  |  |   |                |
| Total Operating Expenses                               | \$344,940.23 |  |  |  | Total Operating Expenses                  | \$0.00         |

|                                |               |  |  |  |  |                                |              |
|--------------------------------|---------------|--|--|--|--|--------------------------------|--------------|
| Operating Income / (Loss)      | -\$176,772.58 |  |  |  |  | Operating Income / (Loss)      | \$733,910.72 |
| Other Income and Expense       |               |  |  |  |  | Other Income and Expense       |              |
| 9000: Other Income             | \$0.00        |  |  |  |  | 9000: Other Income             | \$0.00       |
| Total Other Income and Expense | \$0.00        |  |  |  |  | Total Other Income and Expense | \$0.00       |
| Net Income                     | -\$176,772.58 |  |  |  |  | Net Income                     | \$733,910.72 |