

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**  
Washington, D.C. 20549

**FORM 8-K**

**CURRENT REPORT**  
Pursuant to Section 13 or 15(d) of  
The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): September 13, 2021

**INTELLINETICS, INC.**  
(Exact name of Registrant as specified in its charter)

Nevada  
(State or other jurisdiction  
of incorporation)

000-31671  
(Commission  
File Number)

87-0613716  
(I.R.S Employer  
Identification No.)

2190 Dividend Dr., Columbus, Ohio  
(Address of principal executive offices)

43228  
(Zip code)

Registrant's telephone number, including area code: (614) 388-8908

Intellinetics, Inc.  
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the Registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Name of each exchange on which registered
None	N/A

Securities registered pursuant to Section 12(g) of the Act: Common Stock, \$0.001 par value

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

**Item 7.01 Regulation FD Disclosure.**

On September 13, 2021, Intellinetics, Inc. (the "Company") will present information during the Taglich Brothers Annual Investment Conference (the "Conference"). The Company's presentation and participation at the Conference will be led by James F. DeSocio, President and Chief Executive Officer of the Company, and Joseph Spain, Chief Financial Officer, and will include information about the Company's business operations and strategic initiatives.

A copy of the slide presentation to be given at the Conference is filed herewith as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated herein by this reference.

The slide presentation filed herewith as Exhibit 99.1 contains forward-looking statements. A more thorough discussion of certain risks, uncertainties and other factors that may affect the Company is included in the Company's most recent Annual Report on Form 10-K and in other reports, including Quarterly Reports on Form 10-Q and Current Reports on Form 8-K, that the Company files or furnishes with the Securities and Exchange Commission.

The information reported under this Item 7.01 of Form 8-K, including Exhibit 99.1, is being furnished and shall not be deemed to be "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of such section, nor shall such information be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

**Item 9.01 Financial Statements and Exhibits**

(d) Exhibits

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Exhibit No.	Name of Exhibit
99.1	<a href="#">Investment Slide Presentation by James F. DeSocio, Intellinetics, Inc. at Taglich Brothers Annual Investment Conference, on September 13, 2021.</a>
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

INTELLINETICS, INC.

By: /s/ James F. DeSocio  
James F. DeSocio  
President and Chief Executive Officer

Dated: September 13, 2021

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## TAGLICH BROTHERS INVESTMENT CONFERENCE

September 13, 2021

Presentation by Intellinetics 

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### Forward-Looking Statements

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This presentation contains certain forward-looking statements. Expressions of future goals and projections and similar expressions reflecting something other than historical fact are intended to identify forward-looking statements but are not the exclusive means of identifying such statements. These forward-looking statements involve several risks and uncertainties that could cause actual results to differ materially from those currently anticipated. Factors that could cause or contribute to such differences include, but are not limited to market acceptance, competitive factors, financial market conditions, and sufficient capital resources, and other risks and uncertainties set forth in Intellinetics' SEC filings, including but not limited to its most recent Form 10-Q, Form 10-K and subsequent SEC filings. Intellinetics undertakes no obligations to revise or update any forward-looking statements in order to reflect events or circumstances that may arise after the date of this presentation.

# 325%

Revenue growth from the year 2019 to 2020

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## President and CEO: Jim DeSocio

### Lawson Software – EVP Global Operations

- Grew company revenue **62% to \$428M in three years**
- Successful IPO in 2001

### XRS – EVP Field Operations

- Launched new mobile solution that changed the dynamics in Fleet Logistics space, **selling 462 new customers in 22 months**
- Successfully closed on sale of XRS to Omnitracs (Vista Equity Company) in October 2014

### Antenna Software – EVP Sales and Business Development

- Grew bookings from **\$8M to \$40M in four years**
- Antenna sold to Pegasystems

### Relayware – Chief Revenue Officer

- Doubled subscription revenue; **tripled new customer logos in two years**
- Merged with Zift Solutions in September 2017

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## Leadership



**Matt Chretien, CSO**  
Co-founder  
*25+ years in sales & technology*



**Joe Spain, CFO**  
Five years tenure  
*Corporate/start-up/M&A experience*



**Neil Campbell GM,**  
Graphic Sciences Acquisition  
*12 years tenure*



**Sandy Spiwak**  
Director of Marketing  
*20+ years in marketing Start-up/M&A experience*

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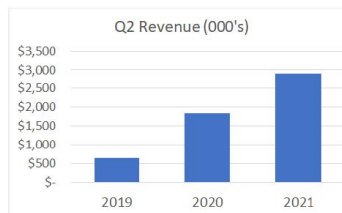
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## Impactful Events

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### Strategic acquisitions of \$7M and \$0.5M revenue companies in March and April of 2020

- Marketing synergy / integrated cross-selling opportunities
- Vastly expanded document conversion capabilities
  - Scanning, BPO and storage services
- Achieved needed critical mass for profitability and cash flow



### Stability during pandemic

- Closed on larger acquisition on March 2, 2020
- Successfully integrated acquisitions
- Remote workers driving digital transformation

### M&A is a part of continuing overall strategy

- Proven we can do this well
- Targets must have marketing synergy

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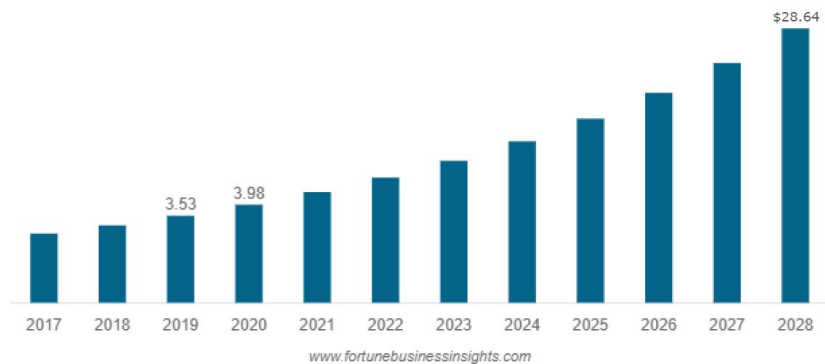
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## Market Opportunity-Enterprise Content Management

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North America Enterprise Content Management Market Size, 2017-2028 (USD Billion)



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# Market Opportunity-Enterprise Content Management

## What's Driving Growth

Data created in 2020 = 64.2 zettabytes

- Growth expected to increase 180 zettabytes by 2025

COVID-induced remote working

- E-form use throughout an organization
- Example: HR - Recruitment, onboarding, benefits, training/learning

BYOD: Bring Your Own Device (remote workers)

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## Benefits of ECM for Organizations

Cost savings – admin time, storage

End to end content lifecycle management:

- Capture and customize data easily
- Electronically file and find faster
- Automate manual processes
- Compliant
- Securely access from anywhere

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# Intellinetics Meets Market Needs

*Comprehensive Solutions to Manage the Digital Document Lifecycle*



**Digital Transformation:**

- Document Scanning
- Microfiche/Film
- Scan on Demand
- Records Storage



**Cloud-Based, Content Services Platform:**

- Document Management (ECM)
- Workflow Automation
- E-Forms



**Business Process Outsourcing:**

- Digital Mailroom
- Claims Processing
- Payables Automation

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# M&A Synergy: Livonia School District

Created a more efficient content management process for Livonia School District and tremendous cross-sell opportunity:



## Transitioned from CEO Imaging to IntelliCloud:

Converted all paper documents to the cloud:

- HR Record Keeping
- Student Records
- Board Minutes
- Special-Ed Documentation

**\$30K Annual Recurring Revenue**  
**\$411K Digital Transformation of Backfile Documents\***

\*recognized in professional services revenue in YTD 2021 results

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## Robust Partner Program

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### Example: Software Unlimited Inc.

ERP accounting software provider for K-12 with 1,200 customers



#### Three Year Relationship:

- SUI sells/implements IntelliCloud-branded K-12 Docs, reducing INLX cost of sale
- Sold 103 new K-12 Docs customers (48 YTD)
- **\$335,000 annual recurring revenue**

#### Expanding opportunities with SUI:

- Goal to sell 60+ new SUI customers annually
- 500 customers = \$1.6M in recurring revenue
- Cross-selling opportunities: e-forms, scanning, storage

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## YTD Customer Orders

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**215 customer orders**

**92 new logos**

**FY21**



Order distribution by vertical:

- 38 county and state orders
- 9 municipality orders
- 95 K-12 orders
- 21 healthcare orders
- 52 other

**Excellent renewal rates**

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# Income Statement

## 12 Months Dec 31, 2020

\$ 000's	12 mo ended Dec 31	
	2020	2019
Revenues	8,253	2,536
Cost of revenues	3,262	568
Gross profit	4,991	1,968
GP %	60%	78%
Earnout fair value	1,555	-
Transaction costs	636	-
Operating expenses	4,838	3,121
Operating loss	(2,038)	(1,153)
Debt extinguishment gain	287	-
Interest expense	(637)	(980)
Income tax benefit	188	-
Net loss	(2,200)	(2,133)
Adj EBITDA*	803	(857)

## 6 Months Jun 30, 2021

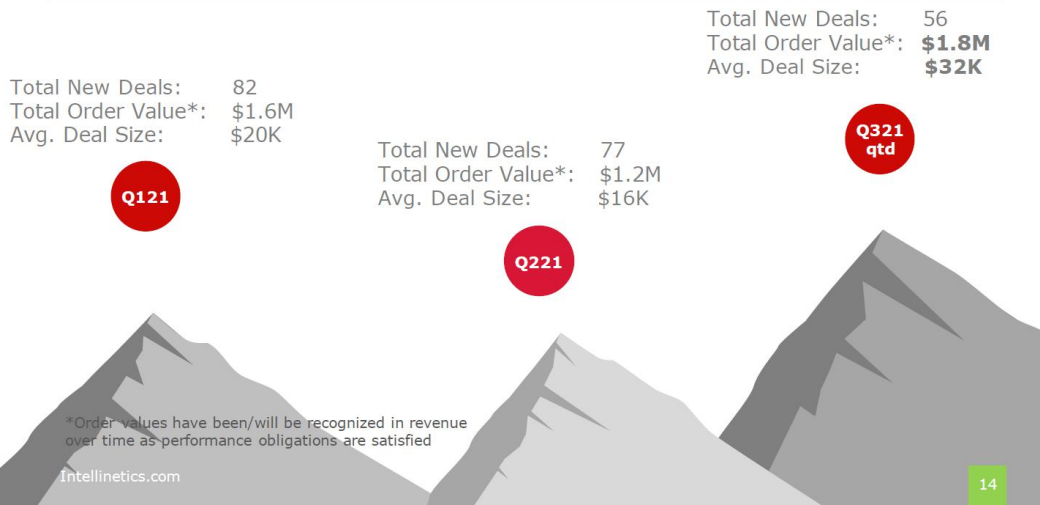
\$ 000's	6 mo ended June 30	
	(unaudited) 2021	2020
Revenues	5,545	3,050
Cost of revenues	2,126	1,133
Gross profit	3,419	1,917
GP %	62%	63%
Earnout fair value	77	-
Transaction costs	-	636
Operating expenses	2,926	2,278
Operating income/loss	416	(997)
Debt extinguishment gain	845	287
Interest expense	(226)	(407)
Income tax benefit	-	188
Net income/loss	1,035	(929)
Adj EBITDA*	794	67

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\*see reconciliation to Adjusted EBITDA at Appendix

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# YTD Closed Orders



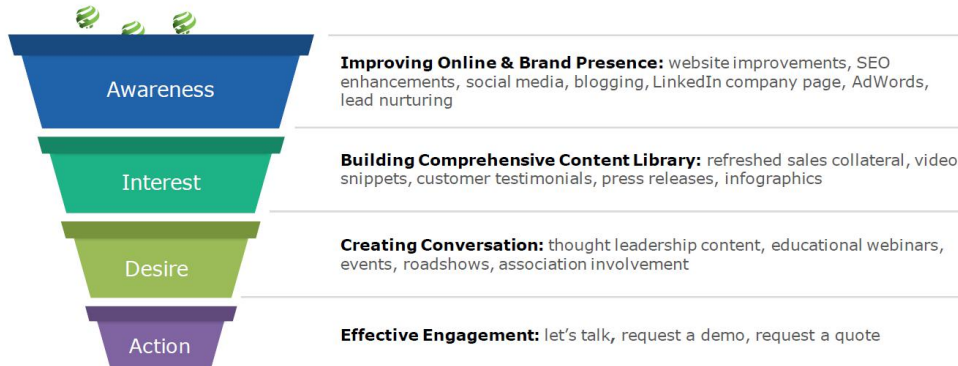
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# Marketing Strategy

Engaging and delighting potential customers by creating and organizing digital initiatives based on TOF stages.

Use campaign data to determine what works and what doesn't.



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# 325% and YOU

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*With sincere appreciation  
to former Chairman Rob Schroeder  
and condolences to family  
and entire Taglich community*

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# THANK YOU



Jim DeSocio, President and CEO  
Joe Spain, CFO

OTCQB: INLX  
Share price: \$5.53\*  
Market cap: \$15.5M\*

\*as of 9/10/2021

## Appendix

### Non-GAAP Financial Measure

Intellinetics uses non-GAAP Adjusted EBITDA as a supplemental measure of our performance that is not required by, or presented in accordance with, accounting principles generally accepted in the United States (GAAP).

A non-GAAP financial measure is a numerical measure of a company's financial performance that excludes or includes amounts so as to be different from the most directly comparable measure calculated and presented in accordance with GAAP in the statement of income, balance sheet or statement of cash flows of a company. Adjusted EBITDA is not a measurement of financial performance under GAAP and should not be considered as an alternative to net income, operating income, or any other performance measure derived in accordance with GAAP, or as an alternative to cash flow from operating activities or a measure of our liquidity. Intellinetics urges investors to review the reconciliation of non-GAAP Adjusted EBITDA to the comparable GAAP Net Income/(Loss), which is included in this press release, and not to rely on any single financial measure to evaluate Intellinetics' financial performance.

We believe that Adjusted EBITDA is a useful performance measure and is used by us to facilitate a comparison of our operating performance on a consistent basis from period-to-period and to provide for a more complete understanding of factors and trends affecting our business than measures under GAAP can provide alone. We define "Adjusted EBITDA" as earnings before interest expense, any income taxes, depreciation and amortization expense, stock-based compensation, note conversion and note or equity offer warrant or stock expense, gain or loss on debt extinguishment, change in fair value of contingent consideration, and significant transaction costs.

### Reconciliation of Net Income/(Loss) to Adjusted EBITDA

	For the Six Months Ended June 30, (unaudited)	
	2021	2020
Net income (loss) - GAAP	\$ 1,035,219	\$ (928,567)
Interest expense, net	226,315	407,226
Depreciation and amortization	196,216	114,842
Stock-based compensation	103,696	76,183
Stock and warrant issue expense	-	377,761
Significant transaction costs	-	495,440
Change in fair value of earnout liabilities	77,211	-
Income tax benefit, net	-	(188,300)
Gain on extinguishment of debt	(845,083)	(287,426)
Adjusted EBITDA	\$ 793,674	\$ 67,159

	For the Twelve Months Ended December 31,	
	2021	2020
Net loss - GAAP	\$ (2,200,201)	\$ (2,133,281)
Change in fair value of earnout liabilities	1,554,800	-
Interest expense, net	637,683	980,689
Significant transaction costs	495,440	-
Stock and warrant issue expense	377,761	-
Depreciation and amortization	296,935	7,701
Stock-based compensation	116,270	287,615
Income tax benefit, net	(188,300)	-
Gain on extinguishment of debt	(287,426)	-
Adjusted EBITDA	\$ 802,962	\$ (857,276)