

**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): October 4, 2023

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

Nevada  
(State or other jurisdiction  
of incorporation)

001-41495  
(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) 921-8170

Not Applicable  
(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	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, \$0.001 par value	INLX	NYSE American

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 October 4, 2023, Intellinetics, Inc. (the "Company") will present information during the LD Micro Main Event XVI Investor 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 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

Exhibit No. Name of Exhibit

**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

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Dated: October 4, 2023

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**NYSE American: INLX**  
**Investor Presentation**

October 4, 2023



## Intellinetics Named One of The Americas' Fastest Growing Companies by the Financial Times

April 03, 2023 04:06 PM Eastern Daylight Time

COLUMBUS, Ohio--(BUSINESS WIRE)--Intellinetics, Inc. (NYSE American: INLX), a digital transformation solutions provider, has been recognized by the Financial Times as one of "The Americas' Fastest Growing Companies 2023." Intellinetics debuts on the list at number 162<sup>nd</sup> among 500 other companies dominating in their respective sectors.

"This accomplishment reflects our continued momentum during turbulent conditions. Our company weathered the pandemic very successfully, which validates our business model and is a testament to our employees and the value we provide our clients during their digital transformation journeys. We are poised to continue to grow in 2023."

[Tweet this](#)

This fourth annual list ranks companies in the Americas based on the highest compound annual growth in revenues from 2018 to 2021 covering a period when the region's economies were powering out of the pandemic. Software and IT is the sector most represented on the list, making up 27 per cent of the fastest-growing companies. Intellinetics ranked 41 out of 134 other technology companies making the publication including DocuSign, Zoom, Twitter, and DoorDash.

"It's a great feeling to be ranked in the top 30% in both the technology sector and overall on the Financial Times list," stated James F. DeSocio, President & CEO of Intellinetics. "This accomplishment reflects our continued momentum during turbulent conditions. Our company weathered the pandemic very successfully, which validates our business model and is a testament to our employees and the value we provide our clients during their digital transformation journeys. We are poised to continue to grow in 2023."

The awards list was announced on March 28, 2023, and can currently be viewed on the [Financial Times](#) website.

**Ranked**  
162<sup>nd</sup> out of Top 500  
41<sup>st</sup> out of 134  
Tech Companies



## Investor Highlights

Intellinetics enables digital transformation, using digital technologies to enhance business processes to meet changing business and market requirements.



### Large and growing addressable market

- Business Process Outsourcing (BPO) market estimated at \$90B in North America, growing at 8.6% CAGR<sup>1</sup>
- Multi-billion dollar Enterprise Content Management (ECM) market estimated at \$5B, growing at 14% CAGR<sup>1</sup>
- U.S. Digital Transformation market estimated at \$110B, growing at 20.7% CAGR<sup>1</sup>

### Company has rapidly grown revenue and adjusted EBITDA



(millions)	2019	2020	2021	2022	Q2 2023
Revenue	\$ 2.5	\$ 8.3	\$ 11.5	\$ 14.0	\$ 4.3
Net Income	\$ (2.1)	\$ (2.2)	\$ 1.4	\$ 0.0	\$ 0.1
Adj EBITDA	\$ (0.9)	\$ 0.8	\$ 1.7	\$ 2.4	\$ 0.7



### Company has successful track record of acquisitions

- 2022 acquisition of Yellow Folder doubles our K-12 customer base
- 62% of INLX revenue is now recurring<sup>2</sup>



### Strong balance sheet

- \$1.1M in cash at 6/30/23

<sup>1</sup> See slide 5 for additional detail

<sup>2</sup> Please see the appendix for more information about our recurring revenue metrics.

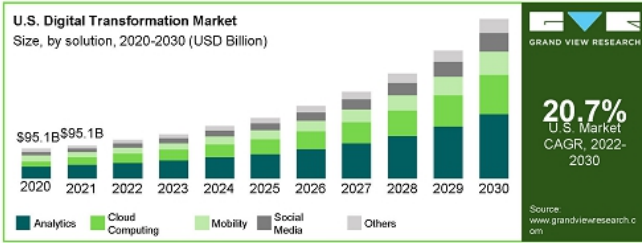
NYSE American	INLX
Stock Price (9/28/23)	\$4.59
Market Cap	\$18.7M
52-week range	\$2.92-\$5.72
Shares Outstanding	4.07M
% Held by Insiders	31.3%
Avg. Volume (3 Mo)	5.9K



# U.S. Digital Transformation Opportunity

Digital transformation is the process of using digital technologies to create new — or modify existing — business processes, culture, and customer experiences to meet changing business and market requirements.

This reimagining of business in the digital age is digital transformation.



## Intellinetics Meets Market Needs

Solutions and Services that Enable and Accelerate Digital Transformation  
Unlock Organizational Data into a Digital Asset



### Software Solutions

- Content Management (ECM)
- Payables Automation
- Workflow Automation
- Digital Forms
- Advanced Capture



### Business Process Outsourcing

- Digital Mailroom
- Claims Processing
- Billing and Invoice Services
- Inbound Document Processing



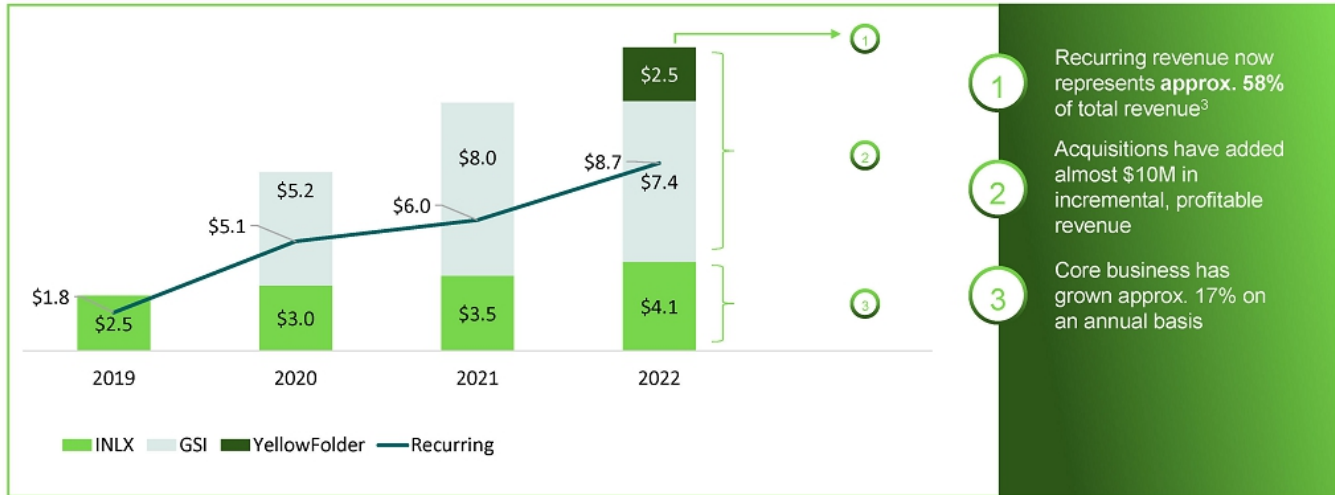
### Document Processing

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



# Successful Track Record of Value-Added Acquisitions

Acquisitions have accelerated growth and enabled a transition to a SaaS model

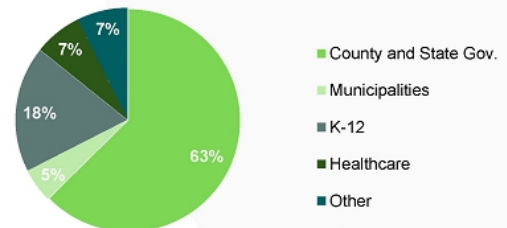
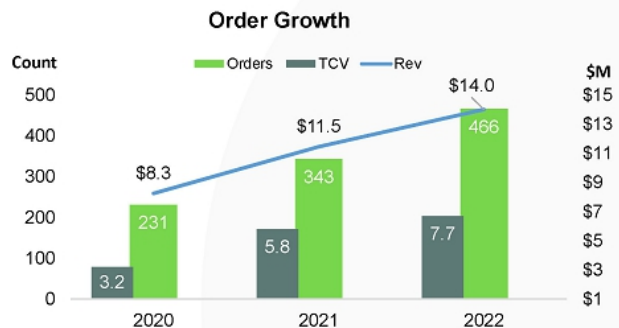


- 1 Recurring revenue now represents **approx. 58%** of total revenue<sup>3</sup>
- 2 Acquisitions have added almost \$10M in incremental, profitable revenue
- 3 Core business has grown approx. 17% on an annual basis

<sup>3</sup> Please see the appendix for more information about our recurring revenue metrics.  
<sup>4</sup> Please see the appendix for more information about the way we calculate and use Total Contract Value (TCV).

## Platform for Growth

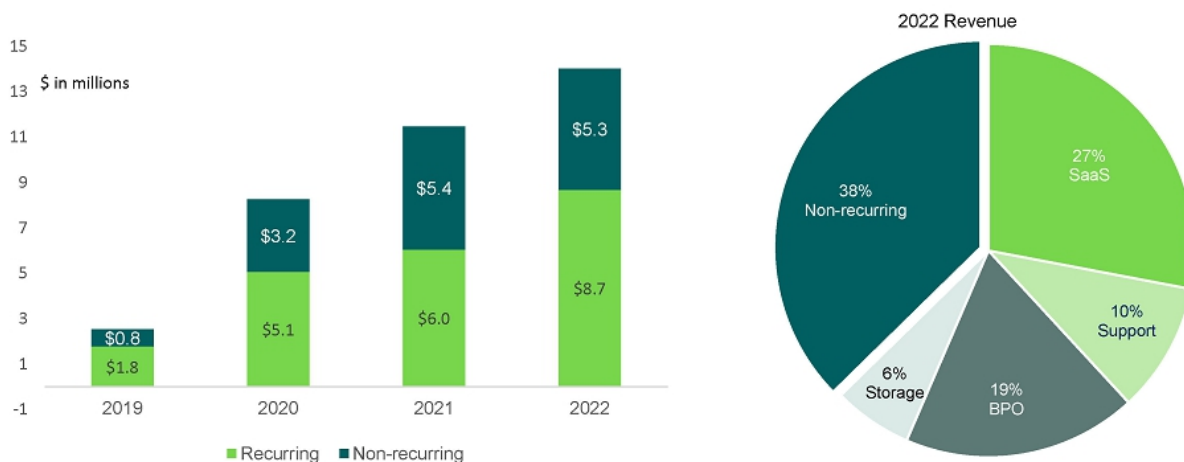
- Record Year in 2022**
  - Grew revenue & Adj EBITDA to record levels
  - Successfully integrated cross-selling opportunities with acquisitions
  - Vastly expanded document conversion capabilities, adding scanning, BPO and storage services
- Launched new solutions/products**
  - Business Process Outsourcing
  - Intellinetics Payable Automation Solution (IPAS)
  - Enhanced cross-selling opportunities
- Acquired YellowFolder in April, 2022**
  - 62% of revenue was recurring for 2022
  - 27% of revenue was SAAS for 2022
- M&A is a part of continuing overall strategy**
  - Proven we can do this successfully
  - Targeting acquisitions to expand product offering and geographical reach



<sup>4</sup> Please see the appendix for more information about the way we calculate and use Total Contract Value (TCV).  
<sup>5</sup> Please see the appendix for more information about our recurring revenue metrics.

# SaaS and Recurring Revenue: Building to the Future

Approximately **62%** of total revenue is now recurring<sup>5</sup>, improving predictability and profitability



<sup>5</sup> Please see the appendix for more information about our recurring revenue metrics.

## Full-Year Income Statement

12 mos ended Dec 31

\$ 000's	2022	2021	2020	2019
Revenues	14,017	11,460	8,253	2,536
• Revenue Growth	22%	39%	225%	
Cost of revenues	5,108	4,517	3,262	568
Gross profit	8,909	6,943	4,991	1,968
• GP %	64%	61%	60%	78%
Earnout fair value	88	141	1,555	-
Transaction costs	355	-	636	-
Operating expenses	7,639	5,837	4,838	3,121
Operating profit(loss)	827	965	(2,038)	(1,153)
Debt extinguishment gain	-	845	287	-
Interest expense	(803)	(452)	(637)	(980)
Income tax benefit	-	-	188	-
Net income(loss)	24	1,358	(2,200)	(2,133)
Adj EBITDA*	2,414	1,670	803	(857)

\*see reconciliation to Adjusted EBITDA at Appendix

## Second Quarter 2023 Performance

- Grew revenue 25% to \$4.3M
- Growth was completely organic
- SaaS revenue increased 10.3% and professional service fees grew 41.4%
- Earnings Per Share of \$0.03 vs. \$(0.09)
- Adj EBITDA increased 28%

Combined Company: 466 New Orders

- 121 New Logos
- 27% Growth over FY21

Total Contract Value<sup>4</sup> of \$7.7M

- 25% Growth over FY21



## Balance Sheet and Capital Structure

Balance Sheet	6/30/2023	12/31/2022
Cash	\$1.1M	\$2.7M
Total Assets	\$18.6M	\$19.9M
Deferred Revenues	\$2.1M	\$2.8M
Debt	\$2.7M	\$4.0M
Total Liabilities	\$9.5M	\$11.4M



Shares Outstanding: **4.07M**



Weighted Avg Diluted Shares: **4.69M**



Preferred Stock: **NONE**



Warrants: **0.26M**



Insider Ownership: **31.3%**



# Proven Leadership



**Jim DeSocio**  
President and  
Chief Executive Officer

- **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
- **Lawson Software – EVP Global Operations**
  - Grew company revenue **62% to \$428M in three years**
  - Successful IPO in 2001



**Matt Chretien**  
Co-Founder of Intellinetics and  
Chief Strategy Officer

More than 20 years of experience in technology sales, consulting and software product life cycle management in the aerospace, public safety, government and select commercial markets.



**Joe Spain**  
Chief Financial Officer

- **nChannel, Inc. – CFO**
  - Two years with angel-backed SAAS start-up
- **Mettler-Toledo International, Inc. – Head of Finance**
  - Head of finance for Canada (7 yrs.), Australia (4 yrs.) subsidiaries
- **KPMG**
  - Six years in public company accounting



# Thank You!

**Jim DeSocio, President and CEO**

**Joe Spain, CFO**

NYSE American: INLX

This presentation can be found at [www.intellinetics.com](http://www.intellinetics.com)



# 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: 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 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 transaction costs.

	For the Three Months Ended June 30	
	2023	2022
Net Income (loss) (GAAP)	\$135,734	\$(374,167)
Interest expense, net	\$160,654	\$240,468
Depreciation and amortization	\$239,803	\$200,919
Stock-based compensation	\$115,455	\$102,992
Change in fair value of earnout liabilities	-	\$52,301
Transaction costs	-	\$252,230
Adjusted EBITDA	\$651,646	\$507,743

	For the Six Months Ended June 30	
	2023	2022
Net Income (Loss) (GAAP)	\$248,297	\$(394,293)
Interest expense, net	\$332,090	\$353,069
Depreciation and amortization	\$467,521	\$318,221
Stock-based compensation	\$233,617	\$183,452
Transaction costs	-	\$355,281
Change in fair value of earnout liabilities	-	\$116,505
Adjusted EBITDA	\$1,281,525	\$932,235

# Appendix

**Recurring Revenue:** Recognized revenue for any applicable period that we characterize as being recurring in nature, without regard to contract start or end dates or renewal rates. It includes the following revenue types: SaaS subscription agreements, maintenance contracts related to perpetual software licenses, storage and retrieval services, and professional services revenues in the nature of business process outsourcing. It excludes revenues of a type that are not expected to recur, primarily perpetual licenses, most document conversion services, and other professional services that are project based. Recurring revenue is not determined by reference to deferred revenue, unbilled revenue, or any other GAAP financial measure over any period, so the Company has not reconciled the Recurring Revenues to any GAAP measure. Recurring revenue should not be extrapolated into a precise prediction of future revenues, because it does not take into account our contract start and end dates and our renewal rates. Management believes that reviewing this metric, in addition to GAAP results, helps investors and financial analysts understand the value of Intellinetics' recurring revenue streams versus prior periods.

## Reconciliation of revenues to recurring revenues for Quarter and Six-Months ended June 30, 2023

	For the Three Months Ended June 30,		For the Six Months Ended June 30,	
	2023	2022	2023	2022
Revenues as reported:				
Sale of software	\$ 63,646	\$ 11,105	\$ 78,939	\$ 75,596
Software as a service	1,277,918	1,158,456	2,516,350	1,589,677
Software maintenance services	349,139	343,881	698,681	680,483
Professional services	2,298,316	1,625,765	4,597,605	3,213,713
Storage and retrieval	269,411	276,436	553,668	559,686
	<b>\$ 4,258,430</b>	<b>\$ 3,415,643</b>	<b>\$ 8,445,263</b>	<b>\$ 6,119,155</b>
Revenues - recurring only:				
Sale of software - recurring	\$ -	\$ -	\$ -	\$ -
Software as a service - recurring	1,182,483	1,072,323	2,359,816	1,438,585
Software maintenance services - recurring	349,139	343,881	698,681	680,483
Professional services - recurring	704,835	664,494	1,374,520	1,328,399
Storage and retrieval - recurring	230,609	203,237	465,610	405,458
	<b>\$ 2,467,066</b>	<b>\$ 2,283,935</b>	<b>\$ 4,898,627</b>	<b>\$ 3,852,925</b>
Revenues - non-recurring only:				
Sale of software - non-recurring	\$ 63,646	\$ 11,105	\$ 78,939	\$ 75,596
Software as a service - non-recurring	95,435	86,133	156,534	151,092
Software maintenance services - non-recurring	-	-	-	-
Professional services - non-recurring	1,593,481	961,271	3,223,085	1,885,314
Storage and retrieval - non-recurring	38,802	73,199	88,078	154,228
	<b>\$ 1,791,364</b>	<b>\$ 1,131,708</b>	<b>\$ 3,546,636</b>	<b>\$ 2,266,230</b>
Total recurring and non-recurring revenues	<b>\$ 4,258,430</b>	<b>\$ 3,415,643</b>	<b>\$ 8,445,263</b>	<b>\$ 6,119,155</b>

Note 1 – Software as a service non-recurring revenue is comprised of professional services setup fees which are recognized ratably over the initial contract period. They do not renew, and are therefore non-recurring. Under ASC 606, they are deemed essential to the functionality of the subscription Software as a service, and are therefore recognized together with the subscription Software as a service revenue.

# Appendix

**Total Contract Value:** Estimated total future revenues from contracts signed during the period. This refers to contracts or projects that have been awarded by our customers, and it presumes the provision of all software, subscription services, and/or professional services, with no termination of any awarded contracts. There can be no guarantee that all work will be completed during any fiscal period, or that the contracts will not be terminated before all the estimated future revenues are earned, received, and/or recognized. Total Contract Value is a performance measure that the Company believes provides useful information to its management and investors as it allows the Company to better track the Company's current sales performance, without any adjustment to exclude revenues that will not be earned, received, or recognized until future periods. Total Contract Value includes new sales in all our revenue categories, including SaaS, perpetual software licenses, maintenance, storage and retrieval, and professional services, to new or existing customers. It excludes renewals (and price increases on renewals if any). Total Contract Value is not a substitute for total revenue. There is no GAAP measure that is comparable to Total Contract Value, so the Company has not reconciled the Total Contract Value to any GAAP measure.