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): November 14, 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)

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	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, \$0.001 par value	INLX	NYSE American

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 \square

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. \Box

43228 (Zip code)

Item 2.02 Results of Operations and Financial Condition.

On November 14, 2023, the Company issued a press release announcing its financial results for the fiscal quarter ended September 30, 2023. A copy of the press release is attached hereto as Exhibit 99.1 and incorporated herein by reference.

The information reported under this Item 2.02 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
99.1	Press release issued by Intellinetics, Inc., on November 14, 2023.
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

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: November 14, 2023



Intellinetics Grows Revenues 10% in Q3 2023; 27% Year-to-Date

Initial IPAS Commercial Successes Expected to Significantly Accelerate SaaS Revenues

COLUMBUS, OH – November 14, 2023 – Intellinetics, Inc. (NYSE American: INLX), a digital transformation solutions provider, announced financial results for the three and nine months ended September 30, 2023.

2023 Third Quarter Financial Highlights

- Total Revenue increased 10.0% over the same period in 2022.
- The growth in Q3 was fully organic.
- Software as a Service revenue increased 6.8% over the same period in 2022.
- Professional services revenue increased 16.2% over the same period in 2022.
- Total operating expenses increased 10.3% over the same period in 2022.
- Net Income of \$209,331, or \$0.05 per fully diluted share, compared to net income of \$217,536, or \$0.05 per fully diluted share, for the same period in 2022.
- Adjusted EBITDA decreased 12.7% to \$708,749, compared to \$811,345 from the same period in 2022.

	Se		Three months ended September 30, 2022		
Revenues by revenue source					
Sale of software	\$	9,422	\$	18,390	
Software as a service		1,293,745		1,211,407	
Software maintenance services		353,010		352,892	
Professional services		2,333,090		2,007,613	
Storage and retrieval services		259,162		269,325	
Total revenues	\$	4,248,429	\$	3,859,627	

James F. DeSocio, President & CEO of Intellinetics, stated, "We delivered another quarter of double-digit revenue growth, bolstered by continued expansion of our SaaS revenue and high customer retention, leading to continued profitability. While third quarter year-over-year net income and adjusted EBITDA results declined from a recordsetting Q3 in 2022, for the 9-month period year-to-date, we generated meaningful improvements in operating income, net income, and Adjusted EBITDA. I am further pleased that our cash flow generation has continued to be strong: in the third quarter we paid off \$700,000 in debt principal, fully repaying a debt financing round and bringing our year-to-date debt and earnout payments to \$1.7 million. We look forward to continued growth of our business, and expect recently enacted price increases to contribute to our overall results. We continue to see strong demand. Intellinetics has built a stable, profitable platform for continued top- and bottom-line growth, and we are investing in marketing to help us capture share in the large, growing markets that we serve."

"Our recently announced IPAS product has generated signed contracts which will yield in excess of \$475,000 in annualized SaaS recurring revenue, all of which should be up and running before the end of March, 2024," added Mr. DeSocio. "IPAS is an excellent solution for managing payables for large and complex enterprises, providing an instant net cost savings for the customer. We look for IPAS to be a meaningful driver of accelerated growth in our SaaS revenues. IPAS is and will continue to be sold through channels where it is filling an unmet need, or direct to our existing customer base. We are excited by our early success to date, especially as it comes on top of the continued progress we are having with our other product offerings."

"Cross-selling continues to be an area of focus," continued Mr. DeSocio. "The number of customers using more than one of our services continues to grow. Simultaneously, we are expanding our relationship with key clients. We anticipate continued organic growth for the foreseeable future."

Summary - 2023 Third Quarter Results

Revenues for the three months ended September 30, 2023 were \$4,248,429, an increase of 10.0%, organically, as compared with \$3,859,627 for the same period in 2022. The increase was driven by a 6.8% increase in SaaS revenue, and a 16.2% increase in professional services fees, partially offset by lower sales of licensed software. The increase in professional services was enabled by our ability to hire and retain people in our document conversion segment.

Total operating expenses increased 10.3% to \$2,260,036, compared to \$2,048,182 due to increases in depreciation and amortization (a non-cash expense) of \$191,189 and general and administrative costs associated with higher revenue. Income from operations was \$345,555 compared to \$458,003 in the third quarter last year.

Intellinetics reported net income of \$209,331, up 54% sequentially compared to the second quarter and down slightly compared to \$217,536 for the same period in 2022. Basic and diluted net income per share for the three months ended September 30, 2023 and the period ended September 30, 2022 was \$0.05. Adjusted EBITDA was \$708,749 compared to \$811,345 in the year-ago period.

Summary - 2023 Year-to-Date Results

Yellow Folder, acquired April 1, 2022, contributed \$2,707,764 in revenue in the nine months ended September 30, 2023, compared to \$1,620,224 in revenue in the nine months ended September 30, 2022. Inclusive of the contribution from Yellow Folder, revenues for the nine months ended September 30, 2023 were \$12,639,692, an increase of 27.2% as compared with \$9,978,782 for the same period in 2022. Total operating expenses increased 17.0% to \$6,915,921, compared to \$5,910,261. Income from operations was \$925,942, an increase of 122.2% compared to income from operations of \$416,779 for the first nine months last year. Intellinetics reported net income of \$457,628, or \$0.11 per basic and \$0.10 per diluted share, compared to net loss of \$176,757, or \$(0.05) per basic and diluted share, for the same period in 2022. Adjusted EBITDA was \$1,990,274 compared to \$1,743,580.

2023 Outlook

Based on management's current plans and assumptions, the Company reiterated expectations that it will grow revenues and Adjusted EBITDA on a year-over-year basis for the fiscal year 2023.

Conference Call

Intellinetics is holding a conference call to discuss these results on a live webcast at 4:30 p.m. ET today. Interested parties can access the webcast through the Intellinetics website at https://ir.intellinetics.com/. Investors can also dial in to the webcast by calling (888) 437-3179 (toll-free) or (862) 298-0702. A replay of the call can also be accessed via phone through November 28, 2023 by dialing (877) 660-6853 (toll-free) or (201) 612-7415 and using replay access code 13742495.

About Intellinetics, Inc.

Intellinetics, Inc. (NYSE American: INLX) is enabling the digital transformation. Intellinetics empowers organizations to manage, store and protect their important documents and data. The Company's flagship solution, the IntelliCloudTM content management platform, delivers advanced security, compliance, workflow and collaboration features critical for highly regulated, risk-intensive markets. IntelliCloud connects documents to users and the processes they support anytime, anywhere to accelerate innovation and empower organizations to think and work in new ways. In addition, Intellinetics offers business process outsourcing (BPO), document and micrographics scanning services, and records storage. From highly regulated industries like Healthcare/Human Service Providers, K-12, Public Safety, and State and Local Governments, to businesses looking to move away from paper-based processes, Intellinetics is the all-in-one, compliant, document management solution. Intellinetics is headquartered in Columbus, Ohio. For additional information, please visit <u>www.intellinetics.com</u>.

Cautionary Statement

Statements in this press release which are not purely historical, including statements regarding future business and growth, future revenues, including fourth quarter and full year results; organic revenue growth from both new and existing customers; market share, growth of our markets, and better results due to price increases; sustainable profitability; the rollout and success of new products, including IPAS; continued growth of SaaS revenue; cross-selling efforts and other synergies associated with our acquisition of Yellow Folder; expansion of relationships with key customers; execution of Intellinetics' business plan, strategy, direction and focus; and other intentions, beliefs, expectations, representations, projections, plans or strategies regarding future growth, financial results, and other future events are forward-looking statements. The forward-looking statements involve risks and uncertainties including, but not limited to, the risks associated with the effect of changing economic conditions including inflationary pressures, challenges with hiring and maintaining a stable workforce, Intellinetics' ability to execute on its business plan and strategy, customary risks attendant to acquisitions, trends in the products markets, variations in Intellinetics' cash flow or adequacy of capital resources, market acceptance risks, the success of fine time in its reports field with or furnished to the Securities and Exchange Commission, including in Intellinetics' most recent annual report on Form 10-K as well as subsequently filed reports on Form 8-K. Intellinetics cautions investors not to place undue reliance on the forward-looking statements contained in this press release. Expanded and historical information is made available to the public by Intellinetics on its website at <u>www.intellinetics.com</u> or at <u>www.sec.gov</u>.

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Joe Spain, CFO Intellinetics, Inc. 614.921.8170 <u>investors@intellinetics.com</u>

Non-GAAP Financial Measures

Intellinetics uses non-GAAP Adjusted EBITDA as supplemental measures of our performance that are 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 periodto-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.

Reconciliation of Net Income to Adjusted EBITDA

	For the Three Months Ended September 30,				
	 2023		2022		
Net income (loss) - GAAP	\$ 209,331	\$	217,536		
Interest expense, net	136,224		240,467		
Depreciation and amortization	247,738		205,849		
Stock-based compensation	115,456		118,999		
Change in fair value of earnout liabilities	-		28,494		
Adjusted EBITDA	\$ 708 749	\$	811 345		

		For the Nine Months Ended September 30,			
	20	23	2022		
Net income (loss) - GAAP	\$ 457,6	28 \$	(176,757)		
Interest expense, net	468,3	4	593,536		
Depreciation and amortization	715,2	59	524,070		
Stock-based compensation	349,0	73	302,451		
Change in fair value of earnout liabilities		-	144,999		
Transaction costs		-	355,281		
Adjusted EBITDA	\$ 1,990,2	74 \$	1,743,580		

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 the three months ended September 30,				
	2023				
Revenues as reported:					
Sale of software	\$ 9,422	\$	18,390		
Software as a service	1,293,745		1,211,407		
Software maintenance services	353,010		352,892		
Professional services	2,333,090		2,007,613		
Storage and retrieval services	259,162		269,325		
Total revenues	\$ 4,248,429	\$	3,859,627		
Revenues – recurring only:					
Sale of software – recurring	\$ -	\$	-		
Software as a service – recurring	1,223,291		1,139,914		
Software maintenance services – recurring	353,010		352,892		
Professional services – recurring	732,576		681,783		
Storage and retrieval services – recurring	227,050		239,308		
Total recurring revenues	\$ 2,535,927	\$	2,413,897		
Revenues – non-recurring only:					
Sale of software – non-recurring only	\$ 9,422	\$	18,390		
Software as a service – non-recurring only ¹	70,454		71,493		
Software maintenance services – non-recurring only	-		-		
Professional services - non-recurring only	1,600,514		1,325,830		
Storage and retrieval services - non-recurring only	32,112		30,017		
Total non-recurring revenues	\$ 1,712,502	\$	1,445,730		
Total recurring and non-recurring revenues	\$ 4,258,429	\$	3,859,627		

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.

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.

INTELLINETICS, INC. and SUBSIDIARIES Condensed Consolidated Balance Sheets

		(unaudited) ember 30, 2023	December 31, 2022		
ASSETS					
Current assets:					
Cash	\$	1,689,125	\$	2,696,481	
Accounts receivable, net		1,324,225		1,121,083	
Accounts receivable, unbilled		1,277,800		596,410	
Parts and supplies, net		95,170		73,221	
Contract assets		138,062		80,378	
Prepaid expenses and other current assets		339,391		325,466	
Total current assets		4,863,773		4,893,039	
Property and equipment, net		961,504		1,068,706	
Right of use assets, operating		2,716,512		3,200,191	
Right of use asset, finance		233,711		154,282	
Intangible assets, net		4,036,915		4,419,646	
Goodwill		5,789,821		5,789,821	
Other assets		624,184		417,457	
Total assets	\$	19,226,420	\$	19,943,142	
LIABILITIES AND STOCKHOLDERS' EQUITY					
Current liabilities:					
Accounts payable	\$	249,359	\$	370,300	
Accrued compensation		437,468		411,683	
Accrued expenses		223,309		114,902	
Lease liabilities, operating - current		713,638		692,074	
Lease liability, finance - current		48,802		22,493	
Deferred revenues		3,132,125		2,754,064	
Earnout liabilities - current		-		700,000	
Notes payable - current		-		936,966	
Total current liabilities		4,804,701		6,002,482	
Long-term liabilities:					
Notes payable - net of current portion		2,178,190		2.085.035	
Notes payable - related party		552.723		529,084	
Lease liabilities, operating - net of current portion		2,126,449		2,624,608	
Lease liability, finance - net of current portion		188,854		133,131	
Total long-term liabilities		5,046,216		5,371,858	
Total liabilities		9,850,917		11,374,340	
Stockholders' equity:					
Common stock, \$0.001 par value, 25,000,000 shares authorized; 4,073,757 shares issued and					
outstanding at September 30, 2023 and December 31, 2022		4,074		4,074	
Additional paid-in capital		30,528,090		30,179,017	
Accumulated deficit		(21,156,661)		(21,614,289	
Total stockholders' equity		9,375,503		8,568,802	
Total liabilities and stockholders' equity	¢		¢		
זטומו המטווווכא מוע אוטועכוא בקעווא	\$	19,226,420	\$	19,943,142	

INTELLINETICS, INC. and SUBSIDIARIES Condensed Consolidated Statements of Operations (unaudited)

	For the Three Months Ended September 30,					Months Ended Iber 30,		
		2023		2022		2023		2022
Revenues:								
Sale of software	\$	9,422	\$	18,390	\$	88,361	\$	93,986
Software as a service		1,293,745		1,211,407		3,810,095		2,801,084
Software maintenance services		353,010		352,892		1,051,691		1,033,375
Professional services		2,333,090		2,007,613		6,930,695		5,221,326
Storage and retrieval services		259,162		269,325		812,850		829,011
Total revenues		4,248,429		3,859,627		12,693,692		9,978,782
Cost of revenues:								
Sale of software		5,889		10,647		21,414		44,232
Software as a service		200,104		207,502		679,126		489,939
Software maintenance services		13,165		19,024		44,998		56,509
Professional services		1,338,526		1,028,074		3,832,983		2,794,783
Storage and retrieval services		85,154		88,195		273,308		266,279
Total cost of revenues		1,642,838		1,353,442		4,851,829		3,651,742
Gross profit		2,605,591		2,506,185		7,841,863		6,327,040
Operating expenses:								
General and administrative		1,516,009		1,321,299		4,632,559		3,511,852
Change in fair value of earnout liabilities		-		28,494		-		144,999
Transaction costs		-		-		-		355,281
Sales and marketing		496,289		492,540		1,568,103		1,374,059
Depreciation and amortization		247,738		205,849		715,259		524,070
Total operating expenses		2,260,036		2,048,182		6,915,921		5,910,261
Income from operations		345,555		458,003		925,942		416,779
Interest expense		(136,224)		(240,467)		(468,314)		(593,536)
Net income (loss)	\$	209,331	\$	217,536	\$	457,628	\$	(176,757)
Basic net income (loss) per share:	\$	0.05	\$	0.05	\$	0.11	\$	(0.05)
Diluted net income (loss) per share:	\$ \$	0.05	ֆ \$	0.05	ֆ \$	0.11 0.10	\$ \$	(0.05)
Weighted average number of common shares outstanding - basic		4,073,757		4,073,757		4,073,757		3,664,024
Weighted average number of common shares outstanding - diluted	_	4,387,515	_	4,695,162		4,389,145		3,664,024

INTELLINETICS, INC. and SUBSIDIARIES Condensed Consolidated Statements of Cash Flows (unaudited)

	F		Ended September 30,		
		2023		2022	
Cash flows from operating activities:					
Net income (loss)	\$	457,628	\$	(176,757)	
Adjustments to reconcile net income (loss) to net cash provided by operating activities:					
Depreciation and amortization		715,259		524,070	
Bad debt expense		59,485		22,370	
Amortization of deferred financing costs		138,234		155,667	
Amortization of debt discount		22,044		79,999	
Amortization of right of use asset, financing		28,181		-	
Stock issued for services		-		57,500	
Stock option compensation		349,073		244,951	
Change in fair value of earnout liabilities		-		144,999	
Changes in operating assets and liabilities:		(2(2(27)))		269 120	
Accounts receivable		(262,627)		368,139	
Accounts receivable, unbilled		(681,390)		(47,164)	
Parts and supplies		(21,949)		2,151	
Prepaid expenses and other current assets		(71,609)		(168,815)	
Accounts payable and accrued expenses		13,251		45,403	
Operating lease assets and liabilities, net		4,673		21,415	
Deferred compensation		-		(80,662)	
Deferred revenues		378,061		731,468	
Total adjustments		670,686		2,101,491	
Net cash provided by operating activities		1,128,314		1,924,734	
Cash flows from investing activities:					
Cash paid to acquire business, net		-		(6,383,269)	
Capitalization of internal use software		(348,051)		(315,148)	
Purchases of property and equipment		(84,002)		(142,903)	
Net cash used in investing activities		(432,053)		(6,841,320)	
Cash flows from financing activities:		(700.000)		(1.010.222)	
Payment of earnout liabilities		(700,000)		(1,018,333)	
Proceeds from issuance of common stock		-		5,740,758	
Offering costs paid on issuance of common stock and notes		-		(746,342)	
Proceeds from notes payable		-		2,364,500	
Proceeds from notes payable - related parties		-		600,000	
Principal payments on financing lease liability		(23,167)		-	
Repayment of notes payable		(980,450)		-	
Net cash (used in) provided by financing activities		(1,703,617)		6,940,583	
Net (decrease) increase in cash		(1,007,356)		2,023,997	
Cash - beginning of period		2,696,481		1,752,630	
Cash - end of period	\$	1,689,125	\$	3,776,627	
Supplemental disclosure of cash flow information:	¢	220.955	¢	257.070	
Cash paid during the period for interest	\$	329,855	\$	357,870	
Cash paid during the period for income taxes	<u>\$</u>	8,344	\$	11,050	
Supplemental disclosure of non-cash financing activities:					
Discount on notes payable for warrants	\$	-	\$	169,900	
Discount on notes payable - related parties for warrants	*	-	+	43,113	
Warrants issued and extended for common stock issuance costs		<u>-</u>		412,500	
Right-of-use asset obtained in exchange for finance lease liability		107,610			
Cumplemental disclosure of new angle investing activities relating to hypinage acquisitions:					
Supplemental disclosure of non-cash investing activities relating to business acquisitions: Accounts receivable	\$		\$	68,380	
Prepaid expenses	Φ	-	φ	38,913	
Property and equipment		-		30,018	
		-		· · · · · · · · · · · · · · · · · · ·	
Intangible assets Goodwill		-		3,888,000 3,466,934	
Accounts payable		-		(36,446)	
		-			
Deferred revenues		-		(1,072,530)	
Net assets acquired in acquisition		-		6,383,269	
Cash used in business acquisition	S	_	S	6,383,269	