

**VIEWCAST CONSOLIDATED**  
**INCOME STATEMENT (Department Format)**

**TOTAL**  
**2013**

**REVENUES:**

Osprey Board Product Revenue	4,685,035
Niagara Systems Revenue	1,568,716
Maintenance	185,575
Training, Installation, Support	1,975
Other	(30,000)
<b>Total Revenues</b>	<b>6,411,302</b>

**COST OF GOODS SOLD:**

Cost of Goods Sold, Osprey Products	1,852,222
Cost of Goods Sold, Videoware Products	954,234
<b>Total Cost of Goods Sold</b>	<b>2,806,456</b>

**GROSS MARGIN**

**3,604,846**

**OPERATING EXPENSES:**

Finance and Administration	1,958,934
Sales	1,518,538
Customer Service & Support	161,933
Marketing	485,436
Development-Net of Cap Software Offset	1,263,882
Manufacturing/Shipping & Receiving	271,665
Depreciation of Fixed Assets	84,958
Amortization of Cap. Software/Patents/Other Int. Assets	180,243
<b>Total Operating Expenses</b>	<b>5,925,589</b>

**OPERATING INCOME (LOSS)**

**(2,320,742)**

**OTHER (INCOME) EXPENSE:**

Other (Income) Expense	(6,097)
Interest/Dividend Income	(3)
Interest Expense	481,564
<b>Total Other (Income) Expense</b>	<b>475,464</b>

**NET INCOME (LOSS) BEFORE TAXES**

**(2,796,207)**

Provision for Income Taxes

0

**NET INCOME (LOSS) AFTER TAXES**

**(2,796,207)**