



AGENT INFORMATION SOFTWARE, INC.

Quarterly Reports

Quarter Ended March 31, 2018

Trading Symbol: AIFS

AGENT INFORMATION SOFTWARE, INC.
Quarterly Report
March 31, 2018 and 2017

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AGENT INFORMATION SOFTWARE, INC.**Quarterly Report****Unaudited Consolidated Balance Sheets****March 31, 2018 and 2017**

	March 31 2018	March 31 2017
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 1,406,012	\$ 1,107,823
Restricted cash	-	-
Accounts receivable, trade	54,484	253,047
Deferred income taxes, current	63,002	97,002
Other current assets	107,066	101,856
Total current assets	<u>1,630,564</u>	<u>1,559,728</u>
Capitalized software, net	2,582,840	2,517,285
Equipment, net	110,048	172,066
Total assets	<u>\$ 4,323,452</u>	<u>\$ 4,249,079</u>
LIABILITIES & STOCKHOLDERS' EQUITY		
Current liabilities:		
Current maturities on long-term debt	\$ 13,736	\$ 18,005
Accounts payable, trade	35,670	20,586
Deferred revenue	1,350,461	1,475,488
Accrued payroll and related liabilities	141,989	140,545
Other accrued liabilities	93,229	102,719
Total current liabilities	<u>1,635,085</u>	<u>1,757,343</u>
Long-term debt	10,897	21,671
Deferred income taxes	152,000	170,000
Total liabilities	1,797,982	1,949,014
Stockholders' equity:		
Common stock, \$0.001 par value, 12,000,000 shares authorized, 4,270,910 shares issued and outstanding	3,286,297	3,282,741
Accumulated other comprehensive income (loss)	(113,958)	(116,234)
Accumulated deficit	(646,869)	(866,442)
Total stockholders' equity	<u>2,525,470</u>	<u>2,300,065</u>
Total liabilities and stockholders' equity	<u>\$ 4,323,452</u>	<u>\$ 4,249,079</u>

AGENT INFORMATION SOFTWARE, INC.
Quarterly Report

Unaudited Consolidated Statements of Operations

For the Three Months Ended March 31, 2018 and 2017

	<u>March 31</u> 2018	<u>March 31</u> 2017
Revenues:		
Recurring Revenue	\$ 1,217,068	\$ 1,176,861
Non-recurring Revenue	28,773	63,698
Total Net Revenue	<u>1,245,841</u>	<u>1,240,559</u>
Cost and expenses:		
Cost of sales	335,288	335,911
Research and development	82,774	42,897
Sales, marketing and customer service	517,527	492,279
General and administrative	244,312	276,613
Total costs and expenses	<u>1,179,901</u>	<u>1,147,700</u>
Income from operations	65,940	92,859
Other income (expense):		
Other income (expense), net	732	396
Total other income (expense):	<u>732</u>	<u>396</u>
Income before provision for income taxes	66,672	93,255
Provision for income taxes	<u>14,998</u>	<u>(21,000)</u>
Net income (loss)	<u>\$ 51,674</u>	<u>\$ 114,255</u>
Earnings per share - Basic	\$ 0.01	\$ 0.03
Weighted average shares outstanding - Basic	4,270,910	4,270,910
Earnings per share - Diluted	\$ 0.01	\$ 0.02
Weighted average shares outstanding - Diluted	5,061,243	4,857,827

AGENT INFORMATION SOFTWARE, INC.
Quarterly Report

Unaudited Consolidated Statements of Cash Flow

For the Three Months Ended March 31, 2018 and 2017

	<u>March 31</u> <u>2018</u>	<u>March 31</u> <u>2017</u>
Cash Flows from Operating Activities:		
Net Income (Loss)	\$ 51,674	\$ 114,255
Adjustments to reconcile net income (loss) to net cash provided by operations:	-	-
Depreciation and Amortization	161,341	150,264
Stock Option Expense	564	564
Gain on Sales of Assets	-	-
Deferred Income Tax Benefit	(25,002)	(25,002)
Changes in operating assets & liabilities	(95,894)	(105,401)
Net Cash Provided by Operating Activities	<u>92,683</u>	<u>134,680</u>
Cash Flows from Investing Activities:		
Proceeds from Sale of Assets	-	-
Acquisition of Property & Eqpt	-	(2,999)
Capitalized Software Development	(160,000)	(175,000)
Net Cash Used in Investing Activities	<u>\$ (160,000)</u>	<u>\$ (177,999)</u>
Cash Flows from Financing Activities:		
Proceeds (Payments) from (of) Long-Term Debt	-	(6,955)
Net Cash Used in Financing Activities	<u>-</u>	<u>(6,955)</u>
Effect of exchange rate changes on cash	<u>-</u>	<u>-</u>
Net Increase (Decrease) in Cash	(67,317)	(50,274)
Cash and Cash Equivalents, Beginning of Year	<u>1,473,329</u>	<u>1,158,097</u>
Cash and Cash Equivalents, March 31, 2018 and 2017	<u><u>1,406,012</u></u>	<u><u>\$ 1,107,823</u></u>