Condensed Consolidated Statements of Operations

	-						(Unaudited)				
(In thousands, except share data)	Q3'21 Q4'21		 Q1'22	 Q2'22	Q3'22	 Q4'22	 Q1'23	 Q2'23	 Q3'23		
Revenue	\$	11,668	\$	11,258	\$ 12,729	\$ 12,494	\$ 15,026	\$ 13,069	\$ 14,626	\$ 14,680	\$ 15,837
Costs and expenses:											
Cost of revenue (exclusive of depreciation and amortization)		2,787		2,927	3,170	2,920	3,067	3,054	3,179	3,240	3,313
Sales and marketing expenses		2,154		2,208	2,391	2,822	2,623	2,998	3,889	3,078	3,365
General and administrative expenses		4,127		6,244	5,353	5,300	5,465	7,119	5,241	5,075	5,223
Depreciation and amortization		1,345		1,466	 1,534	 1,613	1,713	 1,815	1,916	 2,054	2,171
Total costs and expenses		10,413		12,845	12,448	12,655	12,868	14,986	14,225	13,447	14,072
(Loss) income from operations		1,255		(1,587)	281	(161)	2,158	(1,917)	401	1,233	1,765
Interest (expense) income, net		1		1	1	-	125	225	286	315	346
Gain on extinguishment of debt		-			 -	 -	-	 <u>-</u>		 	-
Income (loss) before income taxes		1,256		(1,586)	282	(161)	2,283	(1,692)	687	1,548	2,111
Income tax expense (benefit)		-		198	 175	 44	25	 (148)	(29)	 160	 (10,384)
Net income (loss)	\$	1,256	\$	(1,784)	\$ 107	\$ (205)	\$ 2,258	\$ (1,544)	\$ 716	\$ 1,388	\$ 12,495
Earnings (loss) per share:		_			 ,					,	
Basic	\$	0.10	\$	(0.14)	\$ 0.01	\$ (0.01)	\$ 0.16	\$ (0.11)	\$ 0.05	\$ 0.10	\$ 0.90
Diluted	\$	0.09	\$	(0.14)	\$ 0.01	\$ (0.01)	\$ 0.16	\$ (0.11)	\$ 0.05	\$ 0.10	\$ 0.87
Weighted average number of shares outstanding:						 	 				
Basic	12,7	41,723		13,158,638	13,543,607	 13,776,479	13,748,587	 13,964,010	13,997,154	 13,961,862	13,952,426
Diluted	13,6	45,208		13,158,638	14,047,635	13,776,479	13,764,262	13,964,010	14,236,771	14,172,024	14,329,878



									(Unaudited)							
(In thousands, except share data)	9/.	30/2021	12	2/31/2021	3	3/31/2022	-	6/30/2022	9/30/2022	12	2/31/2022	 3/31/2023	6	/30/2023	9/.	30/2023
ASSETS:								_								
Current assets:																
Cash and cash equivalents	\$	13,397	\$	34,258	\$	34,775	\$	32,328	\$ 31,273	\$	31,810	\$ 30,818	\$	31,368	\$	34,210
Accounts receivable, net of allowance for doubtful accounts		4,040		3,736		4,561		4,157	6,473		5,535	5,889		6,556		6,805
Prepaid expenses and other current assets		650		599		1,081		953	849		771	1,310		1,325		1,178
Total current assets		18,087		38,593		40,417		37,438	38,595		38,116	38,017		39,249		42,193
Property and equipment, net		587		577		625		671	664		709	692		640		627
Intangible assets, net		27,979		28,181		28,804		29,774	30,831		31,647	32,521		33,175		33,992
Goodwill		5,227		5,227		5,227		5,227	5,227		5,227	5,227		5,227		5,227
Right-of-use assets		1,790		1,661		1,529		1,394	1,255		1,114	969		821		2,589
Deferred tax asset		-		-		-		-	-		-	-		-		10,021
Other non-current assets		137		137		137		137	 137		601	 894		765		627
Total assets	\$	53,807	\$	74,376	\$	76,739	\$	74,641	\$ 76,709	\$	77,414	\$ 78,320	\$	79,877	\$	95,276
LIABILITIES AND SHAREHOLDERS' EQUITY:																
Current liabilities:																
Accounts payable	\$	1,366	\$	1,605	\$	2,233	\$	1,448	\$ 1,596	\$	2,229	\$ 2,345	\$	1,694	\$	1,989
Accrued expenses and other current liabilities		746		395		442		626	562		1,845	411		424		372
Current portion of operating lease liabilities		600		617		636		655	674		692	711		731		548
Deferred revenue		424		841		713		622	539		670	763		627		527
Total current liabilities		3,136		3,458		4,024		3,351	3,371		5,436	4,230		3,476		3,436
Noncurrent operating lease liabilities		1,452		1,291		1,124		953	778		598	413		222		2,149
Deferred tax liabilities		-		198		373		395	405		287	257		411		-
Total liabilities		4,588		4,947		5,521		4,699	4,554		6,321	4,900		4,109		5,585
Shareholders' equity:																
Preferred stock—\$0.001 par value		-		-		-		-	-		-	-		-		-
Common stock—\$0.001 par value		13		13		14		14	14		14	14		14		14
Treasury stock, at cost		-		-		-		(134)	(18)		-	(201)		(52)		(168)
Additional paid-in capital		69,440		91,434		93,115		92,178	92,017		92,481	94,293		95,104		96,648
Accumulated deficit		(20,234)		(22,018)		(21,911)		(22,116)	(19,858)		(21,402)	(20,686)		(19,298)		(6,803)
Total shareholders' equity		49,219		69,429		71,218		69,942	72,155		71,093	73,420		75,768		89,691
Total liabilities and shareholders' equity	\$	53,807	\$	74,376	\$	76,739	\$	74,641	\$ 76,709	\$	77,414	\$ 78,320	\$	79,877	\$	95,276



								(Unaudited)						
(In thousands, except share data)	Q	3'21	Q4'21		Q1'22	Q2'22		Q3'22	Q4'22	Q1'23		Q2'23		Q3'23
CASH FLOWS FROM OPERATING ACTIVITIES:														
Net income (loss)	\$	1,256	\$ (1,784)	\$	107	\$ (205)	\$	2,258	\$ (1,544)	\$ 716	\$	1,388	\$	12,495
Adjustments to reconcile net income (loss) to net cash provided by operating activities:														
Depreciation and amortization		1,345	1,466		1,534	1,613		1,713	1,815	1,916		2,054		2,171
Share-based compensation expense		986	1,418		1,387	1,406		1,273	1,439	1,384		1,305		1,369
Write-off of long-lived assets		-	8		3	-		3	171	3		-		1
Provision for bad debts		5	28		37	24		35	78	668		121		124
Noncash lease expenses		126	129		132	135		139	141	145		148		151
Deferred income tax expense (benefit)		-	198		175	22		10	(118)	(30)		154		(10,432)
Changes in assets and liabilities:														
Accounts receivable		(659)	276		(862)	380		(2,351)	860	(1,022)		(788)		(373)
Prepaid expenses and other current assets		615	51		(482)	128		104	78	(539)		(15)		147
Other non-current assets		-	-		-	-		-	(464)	(293)		129		138
Accounts payable		(52)	239		628	(785)		148	633	116		(651)		295
Accrued expenses and other current liabilities		(15)	(351)		47	50		52	1,301	(1,460)		9		(22)
Deferred revenue		(3)	417		(128)	(91)		(83)	131	93		(136)		(100)
Operating lease liabilities		(140)	(144)		(148)	(152)		(156)	(162)	(166)		(171)		(175)
Net cash provided by operating activities		3,464	1,951		2,430	2,525		3,145	4,359	1,531		3,547		5,789
CASH FLOWS FROM INVESTING ACTIVITIES:		,									_			
Purchase of property and equipment		(68)	(57)		(113)	(108)		(50)	(102)	(44)		(7)		(47)
Capitalized costs included in intangible assets		(1,129)	(1,415)		(1,794)	(2,099)		(2,246)	(2,317)	(2,273)		(2,236)		(2,412)
Net cash used in investing activities		(1,197)	(1,472)		(1,907)	(2,207)		(2,296)	(2,419)	(2,317)		(2,243)		(2,459)
CASH FLOWS FROM FINANCING ACTIVITIES:								_						
Proceeds from issuance of shares, net of issuance costs		-	20,924		-	-		-	-	-		-		-
Taxes paid related to net share settlement of vesting of restricted stock units		(2,785)	(542)		(6)	(2,765)		(1,539)	(890)	(31)		(19)		(147)
Repurchases of common stock		-	-		-	-		(365)	(513)	(175)		(735)		(341)
Net cash (used in) provided by financing activities		(2,785)	20,382		(6)	(2,765)		(1,904)	(1,403)	(206)	_	(754)		(488)
Net increase (decrease) in cash and cash equivalents		(518)	20,861		517	(2,447)		(1,055)	537	(992)		550		2,842
Cash and cash equivalents at beginning of period		13,915	13,397		34,258	34,775		32,328	31,273	31,810		30,818		31,368
Cash and cash equivalents at end of period	\$	13,397	\$ 34,258	\$	34,775	\$ 32,328	\$	31,273	\$ 31,810	\$ 30,818	\$	31,368	\$	34,210
SUPPLEMENTAL DISCLOSURE INFORMATION								-		 -				
Cash paid for interest	\$	-	\$ _	\$	-	\$ _	\$	-	\$ _	\$ -	\$	-	\$	-
Cash paid for income taxes	\$	-	\$ -	\$	-	\$ -	\$	37	\$ 2	\$ 1	\$	21	\$	33
Share-based compensation capitalized in intangible assets	\$	328	\$ 194	\$	301	\$ 422	\$	470	\$ 428	\$ 459	\$	413	\$	517
Retirement of treasury stock	\$	2,785	\$ 542	\$	6	\$ 2,765	\$	1,904	\$ 1,403	\$ 31	\$	907	\$	342
Right-of -use assets obtained in exchange of operating lease liabilities	\$	-	\$ -	\$	-	\$ -	\$	-	\$ -	\$ -	\$	-	\$	1,919
Operating lease liabilities arising from obtaining right-of-use assets	S	_	\$	8		\$	8		\$	\$	S		s	1,919

Non-GAAP Reconciliations

										(Unaudited)								
(In thousands)		Q3'21		Q4'21		Q1'22		Q2'22		Q3'22		Q4'22		Q1'23		Q2'23		Q3'23
Net income (loss)	\$	1,256	\$	(1,784)	\$	107	\$	(205)	\$	2,258	\$	(1,544)	\$	716	\$	1,388	\$	12,49
Interest expense (income), net		(1)		(1)		(1)		-		(125)		(225)		(286)		(315)		(34
Income tax expense (benefit)		-		198		175		44		25		(148)		(29)		160		(10,38
Depreciation and amortization		1,345		1,466		1,534		1,613		1,713		1,815		1,916		2,054		2,17
Share-based compensation expense		986		1,418		1,387		1,406		1,273		1,439		1,384		1,305		1,36
Litigation costs		-		-		15		76		37		4		3		45		
Write-off of long-lived assets and others		34		9		3		-		4		171		2		-		5
Adjusted EBITDA	\$	3,620	\$	1,306	\$	3,220	\$	2,934	\$	5,185	\$	1,512	\$	3,706	\$	4,637	\$	5,36
Revenue	\$	11,668	\$	11,258	\$	12,729	\$	12,494	\$	15,026	\$	13,069	\$	14,626	\$	14,680	\$	15,83
Net income (loss) margin		11%		(16%)		1%		(2%)		15%		(12%)		5%		9%		799
Adjusted EBITDA margin	_	31%	_	12%	_	25%		23%	_	35%	_	12%		25%	-	32%	_	34
					_				_				_		_			
										(Unaudited)								
(In thousands)		Q3'21		Q4'21		Q1'22		Q2'22		Q3'22		Q4'22		Q1'23		Q2'23		Q3'23
Revenue	\$	11,668	\$	11,258	\$	12,729	\$	12,494	\$	15,026	\$	13,069	\$	14,626	\$	14,680	\$	15,83
Cost of revenue (exclusive of depreciation and amortization)		(2,787)		(2,927)		(3,170)		(2,920)		(3,067)		(3,054)		(3,179)		(3,240)		(3,31
Depreciation and amortization of intangible assets		(1,288)		(1,407)		(1,472)		(1,551)		(1,659)		(1,758)		(1,858)		(1,995)		(2,11
Gross profit		7,593		6,924		8,087		8,023		10,300		8,257		9,589		9,445		10,41
Depreciation and amortization of intangible assets		1,288		1,407		1,472		1,551		1,659		1,758		1,858		1,995		2,112
Adjusted gross profit	\$	8,881	\$	8,331	\$	9,559	\$	9,574	\$	11,959	\$	10,015	\$	11,447	\$	11,440	\$	12,52
Gross margin		65%		62%		64%		64%		69%		63%		66%		64%		669
Adjusted gross margin		76%	-	74%		75%		77%		80%	=	77%	-	78%		78%		79'
, c						-		-									-	
		02121		0.4101		0.1100		02122		(Unaudited)		0.4122		01100		02122		02122
(In thousands)	\$	Q3'21	\$	Q4'21 1.951	\$	Q1'22	\$	Q2'22 2.525	\$	Q3'22	S	Q4'22 4.359	•	Q1'23 1.531	Ф.	Q2'23	\$	Q3'23
Net cash provided by operating activities	\$	3,464	\$	1,951	\$	2,430	\$	2,525	\$	3,145	\$	4,359	\$	1,531	\$	3,547	•	5,78
Less:		(60)		(57)		(112)		(100)		(50)		(102)		(4.4)		(7)		(4
Purchase of property and equipment		(68)		(57)		(113)		(108)		(50)		(102)		(44)		(7)		(4
Capitalized costs included in intangible assets Free cash flow	<u> </u>	(1,129) 2,267	•	(1,415)	•	(1,794)	•	(2,099)	•	(2,246)	•	(2,317) 1,940	•	(2,273)	Φ.	(2,236)	•	(2,41)
r ree cash how	Э	2,26/	•	4/9	\$	523	2	318	Þ	849	•	1,940	•	(786)	•	1,304	Э	3,330

Use of Non-GAAP Financial Measures

Management evaluates the financial performance of our business on a variety of key indicators, including non-GAAP metrics of adjusted EBITDA adjusted EBITDA margin, adjusted gross profit, adjusted gross margin and free cash flow ("FCF"). Adjusted EBITDA is a financial measure equal to net income (loss), the most directly comparable financial measure based on US GAAP, excluding interest expense (income), net, income tax expense (benefit), depreciation and amortization, share-based compensation expense, gain on extinguishment of debt, litigation costs, and write-off of long-lived assets and others. We define adjusted EBITDA as a percentage of revenue. We define adjusted gross profit as revenue less cost of revenue (exclusive of depreciation and amortization), and adjusted gross margin as adjusted gross profit as a percentage of revenue. We define adjusted gross profit as revenue less cost of revenue (exclusive of depreciation and amortization), and adjusted gross margin as adjusted gross profit as revenue less cost of revenue (exclusive of depreciation and amortization), and adjusted gross margin and free cash flow ("FCF"). Adjusted EBITDA is a financial measure equal to net income (loss), the most directly comparable financial measure equal to net income (loss), the most directly comparable financial measure equal to net income (loss), the most directly comparable financial measure equal to net income (loss), the most directly comparable financial measure equal to net income (loss), the most directly comparable financial measure equal to net income (loss), the most directly comparable financial measure equal to net income (loss), the most directly comparable financial measure equal to net income (loss), the most directly comparable financial measure equal to net income (loss), the most directly comparable financial measure equal to net income (loss), the most directly comparable financial measure equal to net income (loss), the most directly comparable financial measure equal to net income (loss), the most direc