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): May 13, 2024

NAUTICUS ROBOTICS, INC. (Exact name of registrant as specified in its charter)

001-40611

Delaware (State or other jurisdiction of incorporation)

(Commission File Number)

87-1699753

(IRS Employer Identification No.)

17146 Feathercraft Lane, Suite 450, Webster, TX 77598 (Address of principal executive offices, including zip code)

Registrant's telephone number, including area code: (281) 942-9069

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:

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)

I Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

I 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	KITT	The Nasdaq Stock Market LLC
Warrants	KITTW	The Nasdaq Stock Market LLC

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 2.02 Results of Operations and Financial Conditions.

On May 13, 2024, Nauticus Robotics, Inc. (the "Company") issued a press release (the "Press Release") providing its financial results for the quarter ended March 31, 2024, and announcing that it will hold a conference call to discuss its operating results. The press release is furnished herewith as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated herein by reference.

The information furnished pursuant to Item 2.02 of this Current Report on Form 8-K and in Exhibit 99.1 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"), is not subject to the liabilities of that section and is not deemed incorporated by reference into any filing of the Company under the Securities Act of 1933, as amended or the Exchange Act, except as otherwise expressly stated in such filing.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

Exhibit	Description
99.1	Press release, dated May 13, 2024.
104	Cover Page Interactive Data File (embedded within the Inline XBRL document).

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: May 14, 2024

Nauticus Robotics, Inc.

By: /s/ Nicholas J. Bigney

Name:Nicholas J. BigneyTitle:General Counsel

Exhibit 99.1

Nauticus Robotics Announces Results for the First Quarter of 2024

HOUSTON – May 13, 2024. <u>Nauticus Robotics, Inc.</u> ("Nauticus" or the "Company") (NASDAQ: KITT) today announced its financial results for the quarter ended March 31, 2024.

"We have successfully deployed Aquanaut Mark 2 in the Gulf of Mexico and tested the platform at depths greater than 1300 meters," said John W. Gibson, Jr., Nauticus' CEO and President. "We should generate daily revenue from the Aquanaut Mark 2 vehicle beginning in Q3 2024 and have a strong queue of new opportunities developing. To maximize margins, we remain committed to keeping G&A expenses low, which can be seen in our results this quarter."

Operational Highlights

- Vehicle 2 Testing: Nauticus tested its flagship AUV Aquanaut Mark 2 (Vehicle 2) in the Gulf of Mexico during Q1 2024. The tests boosted confidence in the vehicle being capable of generating daily revenue in Q3 2024 from existing contracts.
- Vehicle 1 Assembly: Given the successful testing of Vehicle 2, final assembly was initiated on Vehicle 1. The testing of Vehicle 1 is expected to begin in Q2 with Florida Atlantic University. This is expected to reduce Nauticus' monthly certification cost by up to 90%. The goal is to put Vehicle 1 in service with Vehicle 2 during Q4 2024.
- Vehicle 3 Assembly: Vehicle 3 is pending assembly. Assembly and staffing for deployment for Vehicle 3 will be initiated when both Vehicle 1 and Vehicle 2 are generating revenue.
- **Day rates:** Day rates for services including the vessel, personnel, and Aquanaut vehicle are expected to be between \$25,000 and \$70,000 depending on the depth, duration, and distance from shore.
- Software Platform Commercialization: Nauticus has added Jason Close, an experienced executive in bringing complex software products to market. Jason's specialty is increasing enterprise value though the commercialization of complex software platforms.

Financial Results

- **Revenue**: Nauticus reported first-quarter revenue of \$0.5 million, compared to \$2.8 million for the prior-year period and \$1.1 million for the prior quarter. Q1 marks the first time that Nauticus has recognized revenue from commercial sources, an important step in reducing dependence on historical defense revenues.
- **Operating Expenses**: Total expenses during the first quarter were \$6.0 million, a \$2.6 million decrease from the prior-year period, and a \$29.3 million decrease from Q4 2023.
- Impairment Charges: In Q1 2024 Nauticus reported \$0 in impairment charges for property plant and equipment compared to \$25.4 million in Q4 2023.
- Net Income: For the first quarter, Nauticus recorded net income of \$0.4 million, or \$0.01 per basic earnings per share. This compares with a net loss of \$14.1 million from the same period in 2023, and a net loss of \$39.5 million in the prior quarter.
- Adjusted Net Loss: Nauticus reported adjusted net loss of \$7.4 million for the first quarter, compared to \$10.7 million for the same period in 2023. Adjusted net loss is a non-GAAP measure which excludes the impact of certain items, as shown in the non-GAAP reconciliation table below.
- 2024 G&A Cost: Nauticus reported G&A first-quarter costs of \$3.4 million, which is a decrease of \$1.8 million compared to the same period in 2023. This includes a non-cash stock compensation expense of \$0.5 million and non-recurring legal fees of \$0.4 million.

Balance Sheet and Liquidity

- As of March 31, 2024, the Company had cash and cash equivalents of \$6.2 million, compared to \$0.8 million as of December 31, 2023.
- In Q1, the Company closed additional financing of \$13.3 million to provide liquidity needed for operations and testing.

Conference Call Details

Nauticus will host a conference call on May 14, 2024 at 9:00 a.m. Central Daylight Time (10:00 a.m. EDT) to discuss its results for the quarter March 31, 2024. To participate in the earnings conference call, participants should dial toll free at 800-225-

9448, conference ID: KITT, or access the listen-only webcast at the following link: <u>https://events.q4inc.com/attendee/621212712</u>. A link to the webcast will also be available on the Company's website (<u>https://ir.nauticusrobotics.com/</u>). Following the conclusion of the call, a recording will be available on the Company's website.

About Nauticus Robotics

Nauticus Robotics, Inc. develops autonomous robots for the ocean industries. Autonomy requires the extensive use of sensors, artificial intelligence, and effective algorithms for perception and decision allowing the robot to adapt to changing environments. The company's business model includes using robotic systems for service, selling vehicles and components, and licensing of related software to both the commercial and defense business sectors. Nauticus has designed and is currently testing and certifying a new generation of vehicles to reduce operational cost and gather data to maintain and operate a wide variety of subsea infrastructure. Besides a standalone service offering and forward-facing products, Nauticus' approach to ocean robotics has also resulted in the development of a range of technology products for retrofit/upgrading traditional ROV operations and other third-party vehicle platforms. Nauticus' services provide customers with the necessary data collection, analytics, and subsea manipulation capabilities to support and maintain assets while reducing their operational footprint, operating cost, and greenhouse gas emissions, to improve offshore health, safety, and environmental exposure.

Cautionary Language Regarding Forward-Looking Statements

This press release contains forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended (the "Act"), and are intended to enjoy the protection of the safe harbor for forward-looking statements provided by the Act as well as protections afforded by other federal securities laws. Such forward-looking statements include but are not limited to: the expected timing of product commercialization or new product releases; customer interest in Nauticus' products; estimated operating results and use of cash; and Nauticus' use of and needs for capital. Generally, statements that are not historical facts, including statements concerning possible or assumed future actions, business strategies, events, or results of operations, are forward-looking statements. These statements may be preceded by, followed by, or include the words "believes," "estimates," "expects," "projects," "forecasts," "may," "will," "should," "seeks," "plans," "scheduled," "anticipates," "intends," or "continue" or similar expressions. Forward-looking statements inherently involve risks and uncertainties that may cause actual events, results, or performance to differ materially from those indicated by such statements. These forward-looking statements are based on Nauticus' management's current expectations and beliefs, as well as a number of assumptions concerning future events. There can be no assurance that the events, results, or trends identified in these forward-looking statements will occur or be achieved. Forward-looking statements speak only as of the date they are made, and Nauticus is not under any obligation and expressly disclaims any obligation, to update, alter, or otherwise revise any forward-looking statement, whether as a result of new information, future events, or otherwise, except as required by law. Readers should carefully review the statements set forth in the reports which Nauticus has filed or will file from time to time with the Securities and Exchange Commission (the "SEC") for a more complete discussion of the risks and uncertainties facing the Company and that could cause actual outcomes to be materially different from those indicated in the forward-looking statements made by the Company, in particular the sections entitled "Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements" in documents filed from time to time with the SEC, including Nauticus' most recent Annual Report on Form 10-K. Should one or more of these risks, uncertainties, or other factors materialize, or should assumptions underlying the forward-looking information or statements prove incorrect, actual results may vary materially from those described herein as intended, planned, anticipated, believed, estimated, or expected. The documents filed by Nauticus with the SEC may be obtained free of charge at the SEC's website at www.sec.gov.

NAUTICUS ROBOTICS, INC. UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS

	201 D. D.	December 31, 2023
+ SQEETS	(Unaudited)	
ASSETS		
Current Assets:	\$6 197 207	6752 200
Cash and cash equivalents	\$6,187,307	\$753,398
Restricted certificate of deposit	50,706	201,822
Accounts receivable, net	157,327	212,428
Inventories	2,214,726	2,198,797
Prepaid expenses	1,579,585	1,889,218
Other current assets	316,018	1,025,214
Assets held for sale	1,310,832	2,940,254
Total Current Assets	11,816,501	9,221,131
Property and equipment, net	15,858,895	15,904,845
Operating lease right-of-use assets	1,568,705	834,972
Other assets	187,387	187,527
Total Assets	\$29,431,488	\$26,148,475
Current Liabilities: Accounts payable	\$6,693,450	\$7,035,450
	\$6 602 450	87.025.450
Accrued liabilities	6,500,357	7,339,099
Contract liability	478,079	2,767,913
Operating lease liabilities - current	356,421	244,774
Total Current Liabilities	14,028,307	17,387,236
Warrant liabilities	8,726,903	18,376,180
Operating lease liabilities - long-term	1,229,219	574,260
Notes payable - long-term, net of discount (related party)	44,949,988	31,597,649
Total Liabilities	\$68,934,417	\$67,935,325
Stockholders' Deficit		
Common stock, \$0.0001 par value; 625,000,000 shares authorized, 57,317,025 and 50,035,824 shares issued, respectively, and 57,317,025 and 50,035,824 shares outstanding, respectively	\$5,732	\$5,004
Additional paid-in capital	78,869,430	76,999,849
Accumulated deficit	(118,378,091)	(118,791,703)
Total Stockholders' Deficit	(39,502,929)	(41,786,850)
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NAUTICUS ROBOTICS, INC. UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

	Three Months Ended			
-	3/31/2024	12/31/2023	3/31/2023	
Revenue:				
Service	\$464,354	\$1,063,603	\$2,820,780	
Total revenue	464,354	1,063,603	2,820,780	
Costs and expenses:				
Cost of revenue (exclusive of items shown separately below)	2,093,955	1,901,769	2,932,267	
Depreciation	426,185	242,360	273,099	
Research and development	63,534	414,678	226,967	
General and administrative	3,430,010	3,737,874	5,212,644	
Severance	-	1,075,408		
Impairment of property and equipment	5 <u>0</u> 3	25,354,791	2	
Loss on contract	-	2,542,913		
Total costs and expenses	6,013,684	35,269,793	8,644,977	
Operating loss	(5,549,330)	(34,206,190)	(5,824,197)	
Other (income) expense:				
Other (income) expense, net	(96,473)	(388,328)	1,152,381	
(Gain) loss on lease termination	(15,365)	453,162		
Foreign currency transaction loss (gain)	5,147	(12,041)	(9,884)	
Change in fair value of warrant liabilities	(8,309,623)	3,872,731	2,236,904	
Interest expense, net	2,453,372	1,410,875	4,935,067	
Total other (income) expense, net	(5,962,942)	5,336,399	8,314,468	
Net income (loss)	\$413,612	\$(39,542,589)	\$(14,138,665)	
Basic earnings (loss) per share	\$0.01	\$(1.23)	\$(0.36)	
Diluted loss per share	\$(0.11)	\$(1.23)	\$(0.36)	
Basic weighted average shares outstanding	44,635,720	41,191,799	39,765,361	
Diluted weighted average shares outstanding	66,742,808	41,191,799	39,765,361	

NAUTICUS ROBOTICS, INC.
UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

Cash flows from operating activities: Net income (loss) Adiustments to reconcile net income (loss) to net cash used in operating activities: Depreciation Amortization of debt discount Amortization of debt discount Accretion of RCB Equities #1. LLC exit fee Stock-based compensation Chanee in fair value of warrant liabilities Non-cash impact of lease accounting Gain on disposal of assets Gain on lease termination Gain on short-term investments Chanees in current assets and liabilities: Accounts receivable Inventories Contract assets Other assets Oberating lease liabilities Net cash used in operating activities	\$	2024 413,612 426,185 1,159,596 142,821 24,212 530,655 (8,309,623) 115,778 (4,231) (15,365) - 55,101 (15,930) - 1,196,413	\$	2023 (14,138,665) 273,099 907,865 - 1,214,863 2,236,904 60,819 - (40,737)
Net income (loss) Adiustments to reconcile net income (loss) to net cash used in operating activities: Depreciation Amortization of debt discount Amortization of debt issuance cost Accretion of RCB Equities #1. LLC exit fee Stock-based compensation Change in fair value of warrant liabilities Non-cash impact of lease accounting Gain on disposal of assets Gain on lease termination Gain on short-term investments Changes in current assets and liabilities: Accounts receivable Inventories Contract assets Other assets Accounts pavable and accrued liabilities Contract liabilities Net cash used in operating activities Cash flows used in/from investing activities:	S	426,185 1,159,596 142,821 24,212 530,655 (8,309,623) 115,778 (4,231) (15,365) - 55,101 (15,930)	\$	273,099 907,865 - 1,214,863 2,236,904 60,819 - (40,737)
Adiustments to reconcile net income (loss) to net cash used in operating activities: Depreciation Amortization of debt discount Amortization of debt issuance cost Accretion of RCB Equities #1. LLC exit fee Stock-based compensation Change in fair value of warrant liabilities Non-cash impact of lease accounting Gain on disposal of assets Gain on lease termination Gain on short-term investments Changes in current assets and liabilities: Accounts receivable Inventories Contract assets Other assets Accounts pavable and accrued liabilities Contract liabilities Operating lease liabilities Net cash used in operating activities	\$	426,185 1,159,596 142,821 24,212 530,655 (8,309,623) 115,778 (4,231) (15,365) - 55,101 (15,930)	\$	273,099 907,865 - 1,214,863 2,236,904 60,819 - (40,737)
Depreciation Amortization of debt discount Amortization of debt issuance cost Accretion of RCB Equities #1. LLC exit fee Stock-based compensation Change in fair value of warrant liabilities Non-cash impact of lease accounting Gain on disposal of assets Gain on lease termination Gain on short-term investments Changes in current assets and liabilities: Accounts receivable Inventories Contract assets Other assets Accounts pavable and accrued liabilities Contract liabilities Operating lease liabilities Net cash used in operating activities:		1,159,596 142,821 24,212 530,655 (8,309,623) 115,778 (4,231) (15,365) - 55,101 (15,930)		907,865 - 1,214,863 2,236,904 60,819 - (40,737)
Amortization of debt discount Amortization of debt issuance cost Accretion of RCB Equities #1. LLC exit fee Stock-based compensation Change in fair value of warrant liabilities Non-cash impact of lease accounting Gain on disposal of assets Gain on lease termination Gain on lease termination Gain on short-term investments Changes in current assets and liabilities: Accounts receivable Inventories Contract assets Other assets Accounts pavable and accrued liabilities Contract liabilities Departing lease liabilities Net cash used in operating activities		1,159,596 142,821 24,212 530,655 (8,309,623) 115,778 (4,231) (15,365) - 55,101 (15,930)		907,865 - 1,214,863 2,236,904 60,819 - (40,737)
Amortization of debt issuance cost Accretion of RCB Equities #1. LLC exit fee Stock-based compensation Change in fair value of warrant liabilities Non-cash impact of lease accounting Gain on disposal of assets Gain on lease termination Gain on lease termination Gain on short-term investments Changes in current assets and liabilities: Accounts receivable Inventories Contract assets Other assets Accounts pavable and accrued liabilities Contract liabilities Operating lease liabilities Net cash used in operating activities:		142,821 24,212 530,655 (8,309,623) 115,778 (4,231) (15,365) - 55,101 (15,930)		1,214,863 2,236,904 60,819 - (40,737)
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Stock-based compensation Change in fair value of warrant liabilities Non-cash impact of lease accounting Gain on disposal of assets Gain on lease termination Gain on short-term investments Changes in current assets and liabilities: Accounts receivable Inventories Contract assets Other assets Accounts pavable and accrued liabilities Contract liabilities Operating lease liabilities Net cash used in operating activities:		530,655 (8,309,623) 115,778 (4,231) (15,365) - 55,101 (15,930)		2,236,904 60,819 - (40,737)
Stock-based compensation Change in fair value of warrant liabilities Non-cash impact of lease accounting Gain on disposal of assets Gain on lease termination Gain on short-term investments Changes in current assets and liabilities: Accounts receivable Inventories Contract assets Other assets Accounts pavable and accrued liabilities Contract liabilities Operating lease liabilities Net cash used in operating activities:		(8,309,623) 115,778 (4,231) (15,365) - 55,101 (15,930)		2,236,904 60,819 - (40,737)
Change in fair value of warrant liabilities Non-cash impact of lease accounting Gain on disposal of assets Gain on lease termination Gain on short-term investments Changes in current assets and liabilities: Accounts receivable Inventories Contract assets Other assets Accounts pavable and accrued liabilities Contract liabilities Oberating lease liabilities Net cash used in operating activities		115,778 (4,231) (15,365) - 55,101 (15,930)		60,819 - - (40,737)
Non-cash impact of lease accounting Gain on disposal of assets Gain on lease termination Gain on short-term investments Changes in current assets and liabilities: Accounts receivable Inventories Contract assets Other assets Accounts pavable and accrued liabilities Contract liabilities Oberating lease liabilities Net cash used in operating activities		115,778 (4,231) (15,365) - 55,101 (15,930)		60,819 - - (40,737)
Gain on disposal of assets Gain on lease termination Gain on short-term investments Changes in current assets and liabilities: Accounts receivable Inventories Contract assets Other assets Accounts pavable and accrued liabilities Contract liabilities Operating lease liabilities Net cash used in operating activities:		(15,365) - 55,101 (15,930)		
Gain on lease termination Gain on short-term investments Changes in current assets and liabilities: Accounts receivable Inventories Contract assets Other assets Accounts pavable and accrued liabilities Contract liabilities Operating lease liabilities Net cash used in operating activities		(15,365) - 55,101 (15,930)		
Gain on short-term investments Changes in current assets and liabilities: Accounts receivable Inventories Contract assets Other assets Accounts pavable and accrued liabilities Contract liabilities Operating lease liabilities Net cash used in operating activities:		55,101 (15,930)		
Changes in current assets and liabilities: Accounts receivable Inventories Contract assets Other assets Accounts pavable and accrued liabilities Contract liabilities Operating lease liabilities Net cash used in operating activities		(15,930)		
Accounts receivable Inventories Contract assets Other assets Accounts pavable and accrued liabilities Contract liabilities Operating lease liabilities Net cash used in operating activities		(15,930)		
Inventories Contract assets Other assets Accounts pavable and accrued liabilities Contract liabilities Operating lease liabilities Net cash used in operating activities		(15,930)		
Contract assets Other assets Accounts pavable and accrued liabilities Contract liabilities Operating lease liabilities Net cash used in operating activities		-		(1,012,210)
Other assets Accounts pavable and accrued liabilities Contract liabilities Operating lease liabilities Net cash used in operating activities Cash flows used in/from investing activities:		-		(4,346,657)
Accounts bavable and accrued liabilities Contract liabilities Oberating lease liabilities Net cash used in operating activities		1 196 413		249,964
Contract liabilities Operating lease liabilities Net cash used in operating activities Cash flows used in/from investing activities:				(328,609)
Operating lease liabilities Net cash used in operating activities Cash flows used in/from investing activities:		(22,133)		6,193,155
Net cash used in operating activities		(2,289,834)		-
Cash flows used in/from investing activities:	_	(67,539)		(143,729)
		(6,660,282)		(8,873,938)
		(324,147)		(1,493,978)
Proceeds from sale of assets held for sale		384,708		-
Proceeds from sale of property and equipment		7,921		12
Proceeds from sale of short-term investments		-		5,000,000
Net cash from investing activities	_	68,482		3,506,022
	8		S)	
Cash flows from financing activities:				
Proceeds from notes payable		13,305,000		-
Pavment of debt issuance costs on notes pavable		(1,279,291)		-
Proceeds from exercise of stock options		-		59.190
let cash from financing activities	_	12,025,709		59,190
let change in cash and cash equivalents		5,433,909		(5,308,726)
Cash and cash equivalents, beginning of year		753,398		17,787,159
Cash and cash equivalents, end of year	\$	6,187,307	\$	12,478,433

NAUTICUS ROBOTICS, INC.

Unaudited Reconciliation of Net Loss Attributable to Common Stockholders (GAAP) to Adjusted Net Loss Attributable to Common Stockholders (NON-GAAP)

Adjusted net loss attributable to common stockholders is a non-GAAP financial measure which excludes certain items that are included in net loss attributable to common stockholders, the most directly comparable GAAP financial measure. Items excluded are those which the Company believes affect the comparability of operating results and are typically excluded from published estimates by the investment community, including items whose timing and/or amount cannot be reasonably estimated or are non-recurring.

Adjusted net loss attributable to common stockholders is presented because management believes it provides useful additional information to investors for analysis of the Company's fundamental business on a recurring basis. In addition, management believes that adjusted net loss attributable to common stockholders is widely used by professional research analysts and others in the valuation, comparison, and investment recommendations of companies such as Nauticus.

Adjusted net loss attributable to common stockholders should not be considered in isolation or as a substitute for net loss attributable to common stockholders or any other measure of a company's financial performance or profitability presented in accordance with GAAP. A reconciliation of the differences between net loss attributable to common stockholders and adjusted net loss attributable to common stockholders is presented below. Because adjusted net loss attributable to common stockholders and may vary among companies, our calculation of adjusted net loss attributable to common stockholders and may vary among companies, our calculation of adjusted net loss attributable to common stockholders may not be comparable to similarly titled measures of other companies.

	Three Months Ended			
	3/31/2024	12/31/2023	3/31/2023	
Net loss attributable to common stockholders				
(GAAP)	\$413,612	\$(39,542,589)	\$(14,138,665)	
Change in fair value of warrant liabilities	(8,309,623)	3,872,731	2,236,904	
Impairment of property and equipment	-	25,354,791	7	
Stock compensation expense	530,655	432,053	1,214,863	
Severance	8	1,075,408	-	
Adjusted net loss attributable to common stockholders (non-GAAP)	\$(7,365,356)	\$(8,807,606)	\$(10,686,898)	