

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended March 31, 2024

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_, 20\_\_\_\_, to \_\_\_\_\_, 20\_\_\_\_.

Commission File Number 001-41204

**Hour Loop, Inc.**

(Exact Name of Registrant as Specified in its Charter)

**Delaware**

(State or Other Jurisdiction of  
Incorporation or Organization)

**47-2869399**

(I.R.S. Employer  
Identification Number)

**8201 164th Ave. NE  
Redmond, VA**

(Address of Principal Executive Offices)

**98052-7615**

(Zip Code)

**(206) 385-0488, ext. 100**

(Registrant's Telephone Number, Including Area Code)

**N/A**

(Former name, former address and former fiscal year, if changed since last report)

Securities registered pursuant to Section 12(b) of the Act:

**Title of each class**

Common Stock

**Trading Symbol(s)**

HOUR

**Name of each Exchange on which Registered**

The Nasdaq Capital Market

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer

Smaller reporting company

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.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

As of May 6, 2024, there were 35,108,804 shares of common stock, par value \$0.0001 per share, of the registrant issued and outstanding.

Hour Loop, Inc.

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**Item 1. Financial Statements.**

**HOUR LOOP, INC.**  
**CONSOLIDATED BALANCE SHEETS**  
(In U.S. Dollars, except for share data)  
As of March 31, 2024 and December 31, 2023  
(Uaudited)

	<b>March 31, 2024</b>	<b>December 31, 2023</b>
<b>ASSETS</b>		
Current assets		
Cash and cash equivalents	\$ 2,922,080	\$ 2,484,153
Accounts receivable, net	537,517	747,650
Inventory, net	11,618,489	14,276,555
Prepaid expenses and other current assets	428,882	504,973
Total current assets	<u>15,506,968</u>	<u>18,013,331</u>
Property and equipment, net	125,451	148,788
Deferred tax assets	953,088	1,304,215
Operating lease right-of-use lease assets	159,983	83,946
Total non-current assets	<u>1,238,522</u>	<u>1,536,949</u>
<b>TOTAL ASSETS</b>	<b><u>\$ 16,745,490</u></b>	<b><u>\$ 19,550,280</u></b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities		
Accounts payable	\$ 3,420,221	\$ 3,812,954
Credit cards payable	1,861,435	4,404,445
Short-term loan	625,978	652,422
Operating lease liabilities-current	144,288	82,269
Income taxes payable	82,374	-
Accrued expenses and other current liabilities	878,603	1,972,512
Total current liabilities	<u>7,012,899</u>	<u>10,924,602</u>
Non-current liabilities		
Operating lease liabilities-non-current	23,995	2,363
Due to related parties	<u>4,170,418</u>	<u>4,170,418</u>
Total non-current liabilities	<u>4,194,413</u>	<u>4,172,781</u>
<b>Total liabilities</b>	<b><u>11,207,312</u></b>	<b><u>15,097,383</u></b>
Commitments and contingencies		
Stockholders' equity		
Preferred stock: \$ 0.0001 par value, 10,000,000 shares authorized, none issued and outstanding as of March 31, 2024 and December 31, 2023	-	-
Common stock: \$ 0.0001 par value, 300,000,000 shares authorized, 35,108,804 and 35,082,464 shares issued and outstanding as of March 31, 2024 and December 31, 2023, respectively	3,510	3,508
Additional paid-in capital	5,763,648	5,727,650
Accumulated deficit	( 186,808)	( 1,252,622)
Accumulated other comprehensive loss	( 42,172)	( 25,639)
Total stockholders' equity	<u>5,538,178</u>	<u>4,452,897</u>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b><u>\$ 16,745,490</u></b>	<b><u>\$ 19,550,280</u></b>

*The accompanying footnotes are an integral part of these unaudited consolidated financial statements.*

**For the Three Months Ended March 31, 2024 and 2023**  
(Unaudited)

	<b>Three Months Ended March 31, 2024</b>	<b>Three Months Ended March 31, 2023</b>
Revenues, net	\$ 24,681,122	\$ 21,067,609
Cost of revenues	( 10,228,916)	( 11,451,907)
Gross profit	14,452,206	9,615,702
Operating expenses		
Selling and marketing	11,174,191	9,506,971
General and administrative	1,739,843	1,720,990
Total operating expenses	12,914,034	11,227,961
Income (loss) from operations	1,538,172	( 1,612,259)
Other (expenses) income		
Other expense	( 1,156)	( 2,880)
Interest expense	( 62,112)	( 61,096)
Other income	28,034	16,035
Total other expenses, net	( 35,234)	( 47,941)
Income (loss) before income taxes	1,502,938	( 1,660,200)
Income tax (expense) benefit	( 437,124)	424,956
Net income (loss)	1,065,814	( 1,235,244)
Other comprehensive (income) loss		
Foreign currency translation adjustments	( 16,533)	1,339
Total comprehensive income (loss)	\$ 1,049,281	\$ ( 1,233,905)
Basic and diluted income (loss) per common share	\$ 0.03	\$ ( 0.04)
Weighted-average number of common shares outstanding	35,095,602	35,052,666

*The accompanying footnotes are an integral part of these unaudited consolidated financial statements.*

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**HOUR LOOP, INC.**  
**CONSOLIDATED STATEMENTS OF CHANGES OF STOCKHOLDERS' EQUITY**  
(In U.S. Dollars, except for share data)  
For the Three Months Ended March 31, 2024 and 2023  
(Unaudited)

	<b>Common Stock Shares</b>	<b>Common Stock Amount</b>	<b>Additional Paid-In Capital</b>	<b>Retained Earnings (Accumulated Deficit)</b>	<b>Accumulated Other Comprehensive (Loss)</b>	<b>Total Stockholders' Equity</b>
<b>BALANCE AT DECEMBER 31, 2022</b>	35,047,828	\$ 3,506	\$ 5,675,320	\$ 1,177,072	\$ ( 23,042)	\$ 6,832,856
Stock-based compensation	5,005	-	16,332	-	-	16,332
Currency translation adjustments	-	-	-	-	1,339	1,339
Net loss	-	-	-	( 1,235,244)	-	( 1,235,244)
<b>BALANCE AT MARCH 31, 2023</b>	35,052,833	\$ 3,506	\$ 5,691,652	\$ ( 58,172)	\$ ( 21,703)	\$ 5,615,283
<b>BALANCE AT DECEMBER 31, 2023</b>	35,082,464	\$ 3,508	\$ 5,727,650	\$ ( 1,252,622)	\$ ( 25,639)	\$ 4,452,897
Stock-based compensation	26,340	2	35,998	-	-	36,000
Currency translation adjustments	-	-	-	-	( 16,533)	( 16,533)
Net income	-	-	-	1,065,814	-	1,065,814
<b>BALANCE AT MARCH 31, 2024</b>	35,108,804	\$ 3,510	\$ 5,763,648	\$ ( 186,808)	\$ ( 42,172)	\$ 5,538,178

*The accompanying footnotes are an integral part of these unaudited consolidated financial statements.*

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**HOUR LOOP, INC.**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
(In U.S. Dollars)

**For the Three Months Ended March 31, 2024 and 2023**  
**(Unaudited)**

	<b>Three Months Ended March 31, 2024</b>	<b>Three Months Ended March 31, 2023</b>
<b>Cash flows from operating activities</b>		
Net income (loss)	\$ 1,065,814	\$ ( 1,235,244)
Reconciliation of net income (loss) to net cash used in operating activities:		
Depreciation expenses	35,273	34,662
Amortization of operating lease right-of-use lease assets	42,892	95,635
Deferred tax assets	351,127	( 424,956)
Stock-based compensation	36,000	16,332
Inventory allowance	637,058	642,145
Changes in operating assets and liabilities:		
Accounts receivable	210,133	9,091
Inventory	2,021,008	4,588,505
Prepaid expenses and other current assets	76,091	( 92,605)
Accounts payable	( 392,733)	( 1,881,078)
Credit cards payable	( 2,543,010)	( 3,977,569)
Accrued expenses and other current liabilities	( 1,093,909)	( 962,271)
Operating lease liabilities	( 35,175)	( 101,723)
Income taxes payable	82,374	-
Net cash provided by (used in) operating activities	<u>492,943</u>	<u>( 3,289,076)</u>
<b>Cash flows from investing activities:</b>		
Purchases of property and equipment	( 17,798)	( 3,379)
Net cash used in investing activities	<u>( 17,798)</u>	<u>( 3,379)</u>
Effect of changes in foreign currency exchange rates	<u>( 37,218)</u>	<u>4,657</u>
Net change in cash and cash equivalents	<u>437,927</u>	<u>( 3,287,798)</u>
Cash and cash equivalents at beginning of period	<u>2,484,153</u>	<u>4,562,589</u>
Cash and cash equivalents at end of period	<u>\$ 2,922,080</u>	<u>\$ 1,274,791</u>
<b>Supplemental disclosures of cash flow information:</b>		
Cash paid for interest	\$ 3,380	\$ 161,798
Cash paid for income tax	\$ -	\$ -
<b>Noncash investing and financing activities:</b>		
Operating lease right-of-use of assets and operating lease liabilities recognized	\$ 123,107	\$ 28,652

*The accompanying footnotes are an integral part of these unaudited consolidated financial statements.*

**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 1 - Nature of Operations and Summary of Significant Accounting Policies**

Hour Loop, Inc. ("Hour Loop" or the "Company") is a technology-enabled consumer products company that uses machine learning and data analytics to design, develop, market and sell products. Hour Loop predominantly operates through online retail channels such as Amazon, Walmart, and Hourloop.com. The Company, as an Internet marketplace seller, sells products in multiple categories, including home/garden décor, toys, kitchenware, apparel, and electronics. The Company has only one segment, which is online retail (e-commerce).

The Company was incorporated on January 13, 2015 under the laws of the state of Washington. On April 7, 2021, the Company was converted from a Washington corporation to a Delaware corporation.

In 2019, Hour Loop formed Flywheel Consulting Ltd. ("Flywheel"), a wholly owned subsidiary located in Taiwan, to provide business operating consulting services exclusively to Hour Loop.

**Basis of Presentation** - The unaudited consolidated financial statements and accompanying notes of the Company have been prepared in accordance with the accounting principles generally accepted in the United States of America ("U.S. GAAP").

These unaudited consolidated financial statements have been prepared in accordance with rules and regulations of the Securities and Exchange Commission ("SEC") and U.S. GAAP for interim financial information and with the instructions to Form 10-Q and Regulation S-X. Accordingly, the unaudited consolidated financial statements do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, we have included all adjustments considered necessary for a fair presentation and such adjustments are of a normal recurring nature. These unaudited consolidated financial statements should be read in conjunction with the consolidated financial statements for the year ended December 31, 2023 and notes thereto and other pertinent information contained in our Annual Report on Form 10-K as filed with the SEC on March 26, 2024.

**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

**Principles of Consolidation** - The unaudited consolidated financial statements include the accounts of Hour Loop and Flywheel. All material inter-company accounts and transactions were eliminated in consolidation.

**Foreign Currency and Currency Translation** - The assets and liabilities of Flywheel, having a functional currency other than the U.S. dollar, are translated into U.S. dollars at exchange rates in effect at period-end, with resulting translation gains or losses included within other comprehensive income or loss. Revenues and expenses are translated into U.S. dollars at average monthly rates of exchange in effect during each period. All of the Company's foreign operations use their local currency as their functional currency. Currency gains or losses resulting from transactions executed in currencies other than the functional currency are included in General and administrative in the consolidated statement of operations and other comprehensive income.

The relevant exchange rates are listed below:

	<u>March 31, 2024</u>	December 31, 2023	March 31, 2023
Period NTD: USD exchange rate	\$ 31.950	\$ 30.655	\$ 30.400
Period Average NTD: USD exchange rate	\$ 31.641	\$ 31.221	\$ 30.507

**Use of Estimates** - The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates.

Significant estimates, include but not limited to, estimates associated with the collectability of accounts receivable, useful life of property and equipment, impairment of long-lived assets, valuation allowance for deferred tax assets, inventory valuation and inventory provision.

**Reclassification** - Certain amounts in the consolidated financial statements for the three months ended March 31, 2023 have been reclassified to conform to the current interim review presentation. These reclassifications had no impact on consolidated net earnings, consolidated financial position, or consolidated cash flows. Proposed changes involve presenting foreign currency gain or loss as a General and administrative expense, accrued interest as a current liability, segregating accounts payable into separate categories: accounts payable and credit cards payable and reclassifying inventory allowance, deferred tax assets in the consolidated cash flows.

**Cash and Cash Equivalents** - The Company considers all highly liquid financial instruments purchased with original maturities of three months or less to be cash. Our cash is held in the bank and covered by the Federal Deposit Insurance Corporation ("FDIC"), subject to applicable limits. Deposits are insured up to \$ 250,000 per depositor, per FDIC-insured bank, per ownership category. Cash equivalents and marketable securities are comprised of time deposits, money market funds, highly liquid government bonds, corporate debt securities, mortgage-backed and asset-backed securities, and marketable equity securities. Our cash and cash equivalents primarily consisted of cash and money market funds. Such amounts are recorded at fair value.

**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

**Accounts Receivable and Allowance for Doubtful Accounts** - Accounts receivable are stated at historical cost less allowance for credit loss. On a periodic basis, management evaluates its accounts receivable and determines whether to provide an allowance for credit losses in accordance with the Financial Accounting Standards Board's ("FASB") Accounting Standards Codification ("ASC") Topic 326. Credit losses are provided based on a past history of write-offs, collections, current credit conditions, current economic conditions, reasonable and supportable forecasts of future economic conditions. The evaluation is performed on a collective basis where similar characteristics exist, primarily based on similar services or products offerings. We adopted the standard effective January 1, 2023. The impact of the adoption was not considered material to the financial statements and primarily resulted in new/enhanced disclosures only. A receivable is considered past due if the Company has not received payments based on agreed-upon terms. The Company generally does not require any security or collateral to support its receivables. The collection is primarily through Amazon and the collection period is usually less than 7 days. The Company performs on-going evaluations of its customers and maintains an allowance for credit losses as the Company deems necessary or appropriate. As of March 31, 2024 and December 31, 2023, the Company did not deem it necessary to have an allowance for credit loss.

**Inventory and Cost of Goods Sold** - The Company's inventory consists mainly of finished goods. Inventories are stated at the lower of cost or net realizable value. Cost is principally determined on a first-in-first-out basis. The Company's costs include the amounts it pays manufacturers for product, tariffs and duties associated with transporting product across national borders, and freight costs associated with transporting the product from its manufacturers to its warehouses, as applicable. The merchandise with terms of FOB shipping point from vendors was recorded as the inventory-in-transit when inventory left the shipping dock of the vendors but not yet reached the receiving dock of the Company. Management continually evaluates its estimates and judgments including those related to merchandise inventory.

The "Cost of revenues" line item in the unaudited consolidated statements of operations is principally inventory sold to customers during the reporting period.

Policy for inventory allowance: The Company writes down the cost of obsolete and slow-moving inventories to the estimated net realizable value, based on inventory obsolescence trends, historical experience, forecasted consumer demand and application of the specific identification method. As of March 31, 2024 and December 31, 2023, \$ 637,058 and \$ 675,886 , respectively, was written down from the cost of inventories to their net realizable values. Full inventory allowance is recorded for the inventory SKU not sold for more than one year.

**Property and Equipment** - Property and equipment are recorded at cost and depreciated or amortized over the estimated useful life of the asset using the straight-line method. The Company elected to expense any individual property and equipment items under \$ 2,500 .

The majority of the Company's property and equipment is computers, and the estimated useful life is 3 years.

**Impairment of Long-lived Assets** - In accordance with ASC 360-10-35-17, if the carrying amount of an asset or asset group (in use or under development) is evaluated and found not to be fully recoverable (the carrying amount exceeds the estimated gross, undiscounted cash flows from use and disposition), then an impairment loss must be recognized. The impairment loss is measured as the excess of the carrying amount over the asset's (or asset group's) fair value. The Company did not record any impairment charges for the three months ended March 31, 2024 and 2023.

**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

**Leases** - Leases are classified at lease commencement date as either a finance lease or an operating lease. A lease is a finance lease if it meets any of

the following criteria: (a) the lease transfers ownership of the underlying asset to the lessee by the end of the lease term, (b) the lease grants the lessee an option to purchase the underlying asset that the lessee is reasonably certain to exercise, (c) the lease term is for the major part of the remaining economic life of the underlying asset, (d) the present value of the sum of the lease payments and any residual value guaranteed by the lessee that is not already reflected in the lease payments equals or exceeds substantially all of the fair value of the underlying asset or (e) the underlying asset is of such a specialized nature that it is expected to have no alternative use to the lessor at the end of the lease term. When none of the foregoing criteria is met, the lease shall be classified as an operating lease.

The Company typically utilizes operating leases for its office space requirements. This means that the Company leases office space, categorizing the lease arrangement as an operating lease. Under this arrangement, The Company does not hold ownership of the leased assets but instead pays rent for the right to use them.

For a lessee, a lease is recognized as an operating lease right-of-use asset with a corresponding liability at lease commencement date. The lease liability is calculated at the present value of the lease payments not yet paid by using the lease term and discount rate determined at lease commencement. The operating lease right-of-use asset is calculated as the lease liability, increased by any initial direct costs, and prepaid lease payments, reduced by any lease incentives received before lease commencement. The operating lease right-of-use asset itself is amortized on a straight-line basis unless another systematic method better reflects how the underlying asset will be used by and benefits the lessee over the lease term.

**Fair Value Measurement** - Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants at the measurement date. The carrying amounts reported in the consolidated balance sheets for cash and cash equivalents, accounts receivable, accounts payable, due to related parties and short-term debt at fair value or cost, which approximates fair value because of the short period of time between the origination of such instruments and their expected realization and their current market rates of interest As of March 31, 2024 and December 31, 2023, the Company held cash equivalents in a money market fund, Dreyfus Government Cash Management. The value of the money market fund was \$ 1,677,426 and \$ 101,510 as of March 31, 2024 and December 31, 2023, respectively. These funds were classified as Level 1 assets within the fair value hierarchy and accounted for at fair value.

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. To increase the comparability of fair value measures, the following hierarchy prioritizes the inputs to valuation methodologies used to measure fair value:

- i. Level 1 — Valuations based on quoted prices for identical assets and liabilities in active markets.
- ii. Level 2 — Valuations based on observable inputs other than quoted prices included in Level 1, such as quoted prices for similar assets and liabilities in active markets, quoted prices for identical or similar assets and liabilities in markets that are not active, or other inputs that are observable or can be corroborated by observable market data.
- iii. Level 3 — Valuations based on unobservable inputs reflecting our own assumptions, consistent with reasonably available assumptions made by other market participants. These valuations require significant judgment.

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**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

**Revenue Recognition** - The Company accounts for revenue in accordance with ASC Topic 606, Revenue from Contracts with Customers ("ASC Topic 606"). The Company adopted ASC Topic 606 as of January 1, 2019. The standard did not affect the Company's consolidated financial position, or cash flows. There were no changes to the timing of revenue recognition as a result of the adoption.

The Company recognizes revenue in accordance with ASC Topic 606, which provided a five-step model for recognizing revenue from contracts with customers as follows:

- Identify the contract with a customer.
- Identify the performance obligations in the contract.
- Determine the transaction price.
- Allocate the transaction price to the performance obligations in the contract.
- Recognize revenue when or as performance obligations are satisfied.

The Company evaluated principal versus agent considerations to determine whether it is appropriate to record platform fees paid to Amazon as an expense or as a reduction of revenue. Platform fees are recorded as sales and distribution expenses and are not recorded as a reduction of revenue because the Company as principal owns and controls all the goods before they are transferred to the customer. The Company can, at any time, direct Amazon, similarly, other third-party logistics providers ("Logistics Providers"), to return the Company's inventories to any location specified by the Company. It is the Company's responsibility to make any returns made by customers directly to Logistics Providers and the Company retains the back-end inventory risk. Further, the Company is subject to credit risk (i.e., credit card chargebacks), establishes prices of its products, can determine who fulfills the goods to the customer (Amazon or the Company) and can limit quantities or stop selling the goods at any time. Based on these considerations, the Company is the principal in this arrangement.

The Company derives its revenue from the sale of consumer products. The Company sells its products directly to consumers through online retail channels. The Company considers customer order confirmations to be a contract with the customer. For each contract, the promise to transfer products is identified as the sole performance obligation. Transaction prices are evaluated for potential refunds or adjustments, determining the net consideration expected. Revenues for the three months ended March 31, 2024 and 2023 were recognized at a point in time. Customer confirmations are executed at the time an order is placed through third-party online channels. For all of the Company's sales and distribution channels, revenue is recognized when control of the product is transferred to the customer (i.e., when the Company's performance obligation is satisfied), which typically occurs at shipment date. As a result, the Company has a present and unconditional right to payment and record the amount due from the customer in accounts receivable.

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**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

The customer can return the products within 30 days after the products are delivered and estimated sales returns are calculated based on the expected returns. The rates of sales returns were 5.53 % and 7.25 % of gross sales for the three months ended March 31, 2024 and 2023, respectively.

From time to time, the Company offers price discounts on certain selected items to stimulate the sales of those items. Revenue is measured as the amount of consideration for which the Company expects to be entitled in exchange for transferring goods. Consistent with this policy, the Company reduces the amount of these discounts from the gross revenue to calculate the net revenue recorded on the statement of operations.

A performance obligation, defined as the promise to transfer a distinct good, is the unit of account in ASC Topic 606. The Company treats shipping and handling as fulfillment activities, not separate performance obligations. Costs for shipping and handling were \$ 5,705,385 and \$ 5,037,251 for the three months ended March 31, 2024 and 2023, respectively, recorded as selling and marketing expenses.

**Segment Information** – The Company has only one segment, which is online retail (e-commerce).

The Company uses the "management approach" in determining reportable operating segments. The management approach considers the internal organization and reporting used by the Company's chief operating decision maker for making operating decisions and assessing performance as the source for determining the Company's reportable segments. The Company's chief operating decision maker has been identified as the chief executive officer of the Company who reviews financial information of separate operating segments based on U.S. GAAP. The chief operating decision maker now reviews results analyzed by customers. This analysis is only presented at the revenue level with no allocation of direct or indirect costs. Consequently, the Company has determined that it has only one operating segment.

**Income Taxes** - Income tax expense includes U.S. (federal and state) and foreign income taxes.

The Company also complied with state tax codes and regulations, including with respect to California franchise taxes. Management has evaluated its tax positions and has concluded that the Company had taken no uncertain tax positions that could require adjustment or disclosure in the financial statements to comply with provisions set forth in ASC section 740, *Income Taxes*.

Deferred tax assets represent amounts available to reduce income taxes payable in future periods. Deferred tax assets are evaluated for future realization and reduced by a valuation allowance to the extent we believe they will not be realized. We consider many factors when assessing the likelihood of future realization of our deferred tax assets, including recent cumulative loss experience and expectations of future earnings, capital gains and investment in such jurisdiction, the carry-forward periods available to us for tax reporting purposes, and other relevant factors.

**Presentation of Sales Taxes** - Governmental authorities impose sales tax on all of the Company's sales to nonexempt customers. The Company collects sales tax from customers and remits the entire amount to the governmental authorities. The Company's accounting policy is to exclude the tax collected and remitted from revenues and cost of revenues.

The Company assesses sales tax payable including any related interest and penalties and accrues these estimates on its financial statements. Pursuant to the Wayfair decision, each state enforces sales tax collection at different dates. The Company collects and remits sales tax in accordance with state regulations. The Company estimates that as of March 31, 2024 and December 31, 2023, it owed \$ 288,466 and \$ 288,466, respectively, in sales taxes along with penalties and interest resulting from late filings.

**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

**Concentration of Credit Risks** - Financial instruments that potentially subject the Company to concentrations of credit risk consist primarily of cash and cash equivalents and accounts receivable. The Company maintains cash and cash equivalents with various domestic and foreign financial institutions of high credit quality. The Company performs periodic evaluations of the relative credit standing of all of the aforementioned institutions.

The Company maintains reserves for potential credit losses on customer accounts when deemed necessary. Significant customers are those which represent more than 10% of the Company's total net revenue or gross accounts receivable balance at the balance sheet date. During the three months ended March 31, 2024 and 2023, the Company had no customer that accounted for 10% or more of total net revenues. In addition, as of March 31, 2024 and December 31, 2023, the Company had no customer that accounted for 10% or more of gross accounts receivable. As of March 31, 2024 and December 31, 2023, all of the Company's accounts receivable were held by the Company's sales platform agent, Amazon, which collects money on the Company's behalf from its customers. Therefore, the Company's accounts receivable are comprised of receivables due from Amazon and the reimbursement from Amazon to the Company usually takes less than 7 days.

The Company's business is reliant on one key vendor which currently provides the Company with its sales platform, logistics and fulfillment operations, including certain warehousing for the Company's net goods, and invoicing and collection of its revenue from the Company's end customers. During the three months ended March 31, 2024 and 2023, approximately 99 % and 100 %, respectively, of the Company's revenue was through or with the Amazon sales platform.

**Foreign Currency Exchange Risk** - The Company is exposed to foreign currency exchange risk through its foreign subsidiary in Taiwan. The Company does not hedge foreign currency translation risk in the net assets and income reported from these sources.

**Advertising and Promotion Expenses** – Our policy is to recognize advertising costs as they are incurred. Advertising and promotion expenses were \$ 884,000 and \$ 784,266 for the three months ended March 31, 2024 and 2023, respectively.

**Commitments and Contingencies** - Liabilities for loss contingencies arising from claims, assessments, litigation, fines, penalties, and other sources are recorded when it is probable that a liability has been incurred and the amount can be reasonably estimated. Legal costs incurred in connection with loss contingencies are expensed as incurred.

**Related Parties** - The Company accounts for related party transactions in accordance with FASB ASC Topic 850 (Related Party Disclosures). A party is considered to be related to the Company if the party directly or indirectly or through one or more intermediaries, controls, is controlled by, or is under common control with the Company. Related parties also include principal owners of the Company, its management, members of the immediate families of principal owners of the Company and its management and other parties with which the Company may deal if one party controls or can significantly influence the management or operating policies of the other to an extent that one of the transacting parties might be prevented from fully pursuing its own separate interests. A party which can significantly influence the management or operating policies of the transacting parties or if it has an ownership interest in one of the transacting parties and can significantly influence the other to an extent that one or more of the transacting parties might be prevented from fully pursuing its own separate interests is also a related party.

**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

**Earnings per Share** - The Company computes basic earnings per common share using the weighted-average number of shares of common stock outstanding during the period. For the period in which the Company reports net losses, diluted net loss per share attributable to stockholders is the same as basic net loss per share attributable to stockholders, because potentially dilutive common shares are not assumed to have been issued if their effect is anti-dilutive. There were no dilutive securities or other items that would affect earnings per share for the three months ended March 31, 2024 and 2023. Therefore, the diluted earnings per share is the same as the basic earnings per share.

**Shares Issued for Services** - Stock-based compensation cost for all equity-classified stock awards expected to vest is measured at fair value on the date of grant and recognized over the service period.

**NOTE 2 - Recent Accounting Pronouncements Not Yet Adopted**

In December 2023, the FASB issued Accounting Standards Update ("ASU") 2023-07 on Improvements to Reportable Segment Disclosures for entities that are managed as a single reportable segment that governs when an entity is expected to conclude that consolidated net income is the measure of segment profit or loss consistent with U.S. GAAP. The ASU is effective for annual periods beginning after January 1, 2024. The Company will adopt and apply the guidance in fiscal year 2024. There is no material impact expected to our results of operations, cash flows and financial condition at the time of adoption; however the Company is still assessing the disclosure impact. In December 2023, the FASB issued ASU 2023-09 on Improvements to Income Tax Disclosures that require greater disaggregation of income tax disclosures to the income rate tax rate reconciliation and income taxes paid. The ASU is effective for annual periods beginning after December 15, 2024. The Company will adopt and apply the guidance in fiscal year 2025. There is no material impact expected to our results of operations, cash flows and financial condition at the time of adoption; however the Company is still assessing the disclosure impact.

**NOTE 3 - Inventory**

Inventory was comprised of the following as of March 31, 2024 and December 31, 2023, respectively:

	<u>March 31, 2024</u>	<u>December 31, 2023</u>
Inventory	\$ 10,690,662	\$ 13,377,530
Inventory-in-transit	1,564,885	1,574,911
Allowance	( 637,058)	( 675,886)
<b>Total</b>	<b><u>\$ 11,618,489</u></b>	<b><u>\$ 14,276,555</u></b>

As of March 31, 2024 and December 31, 2023, \$ 637,058 and \$ 675,886 , was written down from the cost of inventories to their net realizable values, respectively. Full inventory allowance is recorded for the inventory SKU not sold for more than one year.

The allowance of inventory is recorded under cost of goods sold in the income statement.

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**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 4 - Prepaid Expenses and Other Current Assets**

Prepaid expenses and other current assets was comprised of the following as of March 31, 2024 and December 31, 2023, respectively:

	<u>March 31, 2024</u>	<u>December 31, 2023</u>
Advance to suppliers	\$ 224,101	\$ 49,298
Prepaid expenses-insurance	76,875	5,302
Prepaid expenses-other	72,294	56,437
Lease refundable deposit	50,308	81,522
Tax receivable	-	305,253
Other current assets	5,304	7,161
<b>Total</b>	<b><u>\$ 428,882</u></b>	<b><u>\$ 504,973</u></b>

As of March 31, 2024 and December 31, 2023, there was a tax receivable of \$- 0 - and \$ 305,253 , respectively, due to prepaid income taxes.

**NOTE 5 - Property and Equipment**

Property and equipment were comprised of the following as of March 31, 2024 and December 31, 2023, respectively:

	<u>March 31, 2024</u>	<u>December 31, 2023</u>
Property and equipment	\$ 371,410	\$ 368,729
Accumulated depreciation and amortization	( 245,959)	( 219,941)
<b>Total property and equipment, net</b>	<b><u>\$ 125,451</u></b>	<b><u>\$ 148,788</u></b>

For the three months ended March 31, 2024 and 2023, the Company purchased \$ 17,798 and \$ 3,379 , for fixtures and equipment, respectively.

For the three months ended March 31, 2024 and 2023, the Company had \$ 35,273 and \$ 34,662 , for depreciation, respectively.

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**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

For the three months ended March 31, 2024 and 2023, the Company had no disposal or pledge, respectively.

**NOTE 6 - Accounts Payable and Credit Cards Payable**

	<u>March 31, 2024</u>	<u>December 31, 2023</u>
Accounts payable	\$ 3,420,221	\$ 3,812,954
Credit cards payable	1,861,435	4,404,445

The Company's accounts payable represent amounts owed to suppliers or other creditors for goods or services purchased but not yet paid for. As of March 31, 2024 and December 31, 2023, there were accounts payable of \$ 3,420,221 and \$ 3,812,954 , respectively.

The Company's credit cards payable consisted of outstanding balances on credit cards held by the Company. As of March 31, 2024 and December 31, 2023, there were credit cards payable of \$ 1,861,435 and \$ 4,404,445 , respectively.

**NOTE 7 - Short-Term Loan**

**Line of Credit**

On June 18, 2019, the Company signed a line of credit agreement in the amount of \$ 785,000 with Bank of America. The line of credit matures on June 18, 2024 and bears interest at a rate of 8.11 % per annum.

As of March 31, 2024 and December 31, 2023, the outstanding balance under the Bank of America line of credit was \$- 0 - and \$- 0 -, respectively. Also, the Company had accrued interest expense of \$ 27,996 as of March 31, 2024 that is due on June 18, 2024 . Accrued interest expense has been recorded in the accrued expenses on the balance sheet.

On August 18, 2022, Flywheel entered into a line of credit agreement in the amount of \$ 6,940,063 with Taishin International Bank. The line of credit initially matured on August 30, 2023 .

On August 11, 2023, the term of the loan was extended for an additional year, revising the maturity date to August 30, 2024 . The line of credit bears interest at a rate of 3.2 % per annum.

As of March 31, 2024 and December 31, 2023, the outstanding balance under the Taishin International Bank line of credit was \$ 625,978 and \$ 652,422 , respectively. On March 31, 2024, the Company accrued interest expense of \$ 1,646 .

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**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 8 - Accrued Expenses and Other Current Liabilities**

Accrued expenses and other current liabilities were comprised of the following as of March 31, 2024 and December 31, 2023, respectively:

	<u>March 31, 2024</u>	<u>December 31, 2023</u>
Sales tax payable	\$ 288,466	\$ 288,466
Refund liability	-	708,629
Accrued payroll	280,138	297,059
Accrued bonus	-	399,067
Accrued expenses	205,792	215,485
Accrued interest	86,672	29,712
Other payables	17,535	34,094
<b>Total</b>	<b>\$ 878,603</b>	<b>\$ 1,972,512</b>

The Company made an assessment of sales tax payable, including any related interest and penalties, and accrued those estimates on the financial statements. Of the sales tax payable, \$ 78,947 and \$ 78,947 are related to interest and penalties as of March 31, 2024 and December 31, 2023, respectively.

As of March 31, 2024 and December 31, 2023, the Company has accounted for refund liability in the amount of \$- 0 - and \$ 708,629 , respectively, in a proactive approach towards potential future refunds.

A bonus expense is accrued on an annual basis, when the Company's financial or operational performance meets the required performance level. The Company has \$- 0 - and \$ 399,067 accrued for bonuses as of March 31, 2024 and December 31, 2023, respectively.

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**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 9 - Leases**

The Company had four operating leases (Flywheel's office leases in Taiwan) as of March 31, 2024. The leased assets in Flywheel are presented as operating lease right-of-use assets.

The table below reconciles the fixed component of the undiscounted cash flows for each of the first five years and the total remaining years to the operating lease liabilities recorded in the statements of financial position as of March 31, 2024:

	Flywheel June 2022 to May 2024	Flywheel August 2022 to July 2024	Flywheel February 2023 to March 2025	Flywheel March 2024 to June 2025
<b>Initial lease term</b>				

Initial recognition of operating lease right-of-use assets	\$ 105,632	\$ 147,547	\$ 28,652	\$ 123,107
Weighted-average remaining lease term at March 31, 2024	0.17	0.33	0.92	1.25
Weighted-average discount rate at March 31, 2024	8.11%	2.50%	3.20%	3.20%

Operating lease liabilities-current as of March 31, 2024 and December 31, 2023 were \$ 144,288 and \$ 82,269 , respectively. Operating lease liabilities-non-current as of March 31, 2024 and December 31, 2023 were \$ 23,995 and \$ 2,363 , respectively. The operating lease right-of-use assets balance as of March 31, 2024 and December 31, 2023, were \$ 159,983 and \$ 83,946 , respectively.

For the three months ended March 31, 2024 and 2023, the amortization of the operating lease right-of-use asset was \$ 42,892 and \$ 95,635 , respectively. These amounts were recorded in general and administrative expenses. Additionally, for the three months ended March 31, 2024 and 2023, the Company made lease payments of \$ 35,175 and \$ 101,723 , respectively, which were included in the operating cash flows statement.

The future minimum lease payment schedule for all operating leases as of March 31, 2024, is as disclosed below.

For the Period Ending March 31	Amount
2024	\$ 119,159
2025	52,164
2026	-
2027	-
2028	-
2029 and thereafter	-
<b>Total minimum lease payments</b>	<b>171,323</b>
Less: effect of discounting	( 3,040)
<b>Present value of the future minimum lease payment</b>	<b>168,283</b>
Less: operating lease liabilities-current	( 144,288)
<b>Total operating lease liabilities-non-current</b>	<b>\$ 23,995</b>

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**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 10 - Related Party Balances and Transactions**

From time to time, the Company receives loans and advances from its stockholders to fund its operations. Stockholder loans and advances are non-interest bearing and payable on demand. As of March 31, 2024 and December 31, 2023, the Company had \$ 4,170,418 and \$ 4,170,418 , respectively, due to related parties (Sam Lai, the Company's Chairman of the Board, Chief Executive Officer and Interim Chief Financial Officer and a significant stockholder of the Company; and Maggie Yu, the Company's Senior Vice President, a member of the Company's Board of Directors and a significant stockholder of the Company). The loan is memorialized in a Loan Agreement dated October 15, 2021. The annual interest rate was 2 % and the initial repayment date was December 31, 2022.

On December 28, 2022, the Company, Mr. Lai and Ms. Yu agreed to extend the term of the loan for another two years, with a revised maturity date of December 31, 2024. The annual interest rate is 5.5 %. The Company had accrued interest of \$ 57,030 as of March 31, 2024.

On December 30, 2020, the Company and its then-sole stockholders (Sam Lai and Maggie Yu) entered into a loan agreement in the original principal amount of \$ 1,041,353 . The loan was later modified on September 16, 2021, and converted into an interest-bearing ( 2 %) loan with a repayment date of December 31, 2021. On January 18, 2022 and January 27, 2023, the Company repaid the loan principal and accrued interest in full.

For the three months ended March 31, 2024 and 2023, the Company made repayments to related parties of \$- 0 - and \$- 0 -, respectively.

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**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 11 – Disaggregation of Revenue**

Revenue was comprised of the following for the three months ended March 31, 2024 and 2023, respectively:

	<u>Three Months Ended March 31, 2024</u>	<u>Three Months Ended March 31, 2023</u>
Revenue-America	\$ 25,459,691	\$ 22,258,568
Revenue-International	869,695	714,692
Revenue-Other	120,556	88,835
Sales returns	( 1,463,085)	( 1,672,322)
Discounts	( 305,735)	( 322,163)
<b>Total</b>	<b>\$ 24,681,122</b>	<b>\$ 21,067,609</b>

**NOTE 12 - Income Tax**

**Effective Tax Rate Reconciliation, for the three months ended March 31, 2024**

	%	\$
Pretax Book Income	21.25%	319,332
Permanent Differences	0.32%	4,808
State income tax	7.59%	114,055
Other Deferred adjustment	- 0.07%	( 1,071)
<b>Total Tax expense</b>	<b>29.08%</b>	<b>437,124</b>

**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

**Effective Tax Rate Reconciliation, for the three months ended March 31, 2023**

	%	\$
Pretax Book Loss	(1,660,200)	21.98% ( 364,837)
Permanent Differences	85,465	- 1.13% 18,781
Other Deferred adjustment	-	4.75% ( 78,900)
Total Tax benefits	25.6%	( 424,956)

<b>Tax Expense Summary, for the three months ended March 31, 2024</b>	<b>Current Income Tax Expense</b>	<b>Deferred Income Tax Expense</b>	<b>Total Income Tax Expense</b>
Federal	\$ -	\$ 304,796	\$ 304,796
State	85,997	46,331	132,328
<b>Total tax expense</b>	<b>\$ 85,997</b>	<b>\$ 351,127</b>	<b>\$ 437,124</b>

<b>Tax Expense Summary, for the three months ended March 31, 2023</b>	<b>Current Income Tax Benefit</b>	<b>Deferred Income Tax Expense</b>	<b>Total Income Tax Benefit</b>
Federal	\$ -	\$ ( 361,568)	\$ ( 361,568)
State	- ( 63,388)	( 63,388)	( 63,388)
<b>Total tax benefit</b>	<b>\$ -</b>	<b>\$ ( 424,956)</b>	<b>\$ ( 424,956)</b>

**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

The tax effects of temporary differences that give rise to significant portions of the deferred tax assets at March 31, 2024 and December 31, 2023 were as follows:

<b>Deferred Tax Assets Summary</b>	<b>Deferred Tax Assets March 31, 2024</b>	<b>Deferred Tax Assets December 31, 2023</b>
Federal	\$ 797,040	\$ 1,101,836
State	156,048	202,379
<b>Total</b>	<b>\$ 953,088</b>	<b>\$ 1,304,215</b>

<b>Deferred Tax Assets Summary</b>	<b>Deferred Tax Assets March 31, 2024</b>	<b>Deferred Tax Assets December 31, 2023</b>
Operating lease right of use lease assets	\$ 2,085	\$ 172
Inventories allowance	159,975	169,725
Net loss carry forward	791,028	1,134,318
<b>Total</b>	<b>\$ 953,088</b>	<b>\$ 1,304,215</b>

The Company files income tax returns in the U.S. federal jurisdiction and various state jurisdictions. Based on management's evaluation, there was no provision necessary for material uncertain tax position for the Company on March 31, 2024 and December 31, 2023.

For the three months ended March 31, 2024 and 2023, the Company reported net operating income (loss) of \$ 1,065,814 and \$( 1,235,244 ), respectively. The net operating loss carryforward is not subject to any expiration period under federal regulations, while at the state level, the expiration period usually ranges up to 20 years, or there may be no expiration period at all.

The Company expects to generate sufficient taxable income in future periods against which the deferred tax assets can be utilized. Accordingly, a valuation allowance may not be needed.

**NOTE 13 - Stockholders' Equity**

**Preferred Stock**

As of March 31, 2024 and December 31, 2023, the Company had 10,000,000 shares of preferred stock, \$ 0.0001 par value per share, authorized. The Company did not have any preferred shares issued and outstanding as of March 31, 2024 and December 31, 2023. The holders of the preferred stock are entitled to receive dividends, if and when declared by the Board of Directors.

**HOUR LOOP, INC.**  
**NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

**Common Stock**

As of March 31, 2024 and December 31, 2023, the Company had 300,000,000 shares of common stock, \$ 0.0001 par value per share, authorized. As of March 31, 2024 and December 31, 2023, there were 35,108,804 and 35,082,464 shares of common stock issued and outstanding, respectively.

## Share Issuances for Stock Compensation

On January 4, 2023, the Company issued 1,001 shares of Company common stock to each of Sam Lai, Maggie Yu, Michael Lenner, Douglas Branch, and Alan Gao, with a fair market value of \$ 2.9985 per share as compensation for the services as executives or directors to the Company pursuant to the terms of their respective Executive Employment Agreements or Director Agreements with the Company.

On April 3, 2023, the Company issued 1,365 , 1,365 , 1,365 , 1,365 , 1,365 and 606 shares of Company common stock to each of Sam Lai, Maggie Yu, Michael Lenner, Douglas Branch, Alan Gao and Hillary Bui, respectively, with a fair market value of \$ 2.1985 per share as compensation for the services as executives or directors of the Company pursuant to the terms of their respective Executive Employment Agreements or Director Agreements with the Company.

On June 30, 2023, the Company issued 1,752 shares of Company common stock to each of Sam Lai, Maggie Yu, Michael Lenner, Douglas Branch, Alan Gao and Hillary Bui, with a fair market value of \$ 1.7125 per share as compensation for the services as executives or directors of the Company pursuant to the terms of their respective Executive Employment Agreements or Director Agreements with the Company.

On October 2, 2023, the Company issued 1,948 shares of Company common stock to each of Sam Lai, Maggie Yu, Michael Lenner, Douglas Branch, Alan Gao and Hillary Bui, with a fair market value of \$ 1.5400 per share as compensation for the services as executives or directors of the Company pursuant to the terms of their respective Executive Employment Agreements or Director Agreements with the Company.

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## HOUR LOOP, INC. NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS

On January 2, 2024, the Company issued 2,139 shares of Company common stock to each of Sam Lai, Maggie Yu, Michael Lenner, Douglas Branch, Alan Gao and Hillary Bui, with a fair market value of \$ 1.4025 per share as compensation for the services as executives or directors of the Company pursuant to the terms of their respective Executive Employment Agreements or Director Agreements with the Company.

On March 29, 2024, the Company issued 2,251 shares of Company common stock to each of Sam Lai, Maggie Yu, Michael Lenner, Douglas Branch, Alan Gao and Hillary Bui, with a fair market value of \$ 1.3330 per share as compensation for the services as executives or directors of the Company pursuant to the terms of their respective Executive Employment Agreements or Director Agreements with the Company.

### NOTE 14 - Commitments and Contingencies

As of March 31, 2024 and December 31, 2023, the Company had no material or significant commitments outstanding.

From time-to-time, the Company is subject to various litigation and other claims in the normal course of business. The Company establishes liabilities in connection with legal actions that management deems to be probable and estimable. As of March 31, 2024 and December 31, 2023, the Company had no material pending legal proceedings. No amounts have been accrued in the unaudited consolidated financial statements with respect to any such matters.

### NOTE 15 - Subsequent Events

The Company has evaluated subsequent events from the balance sheet date through May 6, 2024, the date at which the financial statements were available to be issued, and determined that there are no subsequent events to disclose.

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## ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

*The Private Securities Litigation Reform Act of 1995 and Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), provide a safe harbor for forward-looking statements made by or on behalf of Hour Loop, Inc. ("Hour Loop" or the "Company"). The Company and its representatives may from time to time make written or oral statements that are "forward-looking," including statements contained in this report and other filings with the Securities and Exchange Commission ("SEC") and in our reports and presentations to stockholders or potential stockholders. In some cases, forward-looking statements can be identified by words such as "believe," "expect," "anticipate," "plan," "potential," "continue" or similar expressions. Such forward-looking statements include risks and uncertainties and there are important factors that could cause actual results to differ materially from those expressed or implied by such forward-looking statements. These factors, risks and uncertainties can be found in Part I, Item 1A, "Risk Factors," of the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2023, as the same may be updated from time to time, including in Part II, Item 1A, "Risk Factors," of this Quarterly Report on Form 10-Q.*

*Although we believe the expectations reflected in our forward-looking statements are based upon reasonable assumptions, it is not possible to foresee or identify all factors that could have a material effect on the future financial performance of the Company. The forward-looking statements in this report are made on the basis of management's assumptions and analyses, as of the time the statements are made, in light of their experience and perception of historical conditions, expected future developments and other factors believed to be appropriate under the circumstances.*

*Except as otherwise required by the federal securities laws, we disclaim any obligation or undertaking to publicly release any updates or revisions to any forward-looking statement contained in this Quarterly Report on Form 10-Q and the information incorporated by reference in this report to reflect any change in our expectations with regard thereto or any change in events, conditions or circumstances on which any statement is based.*

### Overview

### Our Business

We are an online retailer engaged in e-commerce retailing in the U.S. market. We have operated as a third-party seller on [www.amazon.com](http://www.amazon.com) since 2013. We have also sold merchandise on our website at [www.hourloop.com](http://www.hourloop.com) since 2013. We expanded our operations to [www.walmart.com](http://www.walmart.com) in October 2020. To date, we have generated practically all of our revenues as a third-party seller on [www.amazon.com](http://www.amazon.com) and only a negligible amount of revenues from our operations on our website at [www.hourloop.com](http://www.hourloop.com) and as a third-party seller on [www.walmart.com](http://www.walmart.com). We manage more than 100,000 stock-keeping units ("SKUs"). Product categories include home/garden décor, toys, kitchenware, apparel, and electronics. Our primary strategy is to bring most of our vendors' product selections to the customers. We have advanced software that assists us in identifying product gaps so we can keep such products in stock year-round including the entirety of the last quarter (holiday season) of the calendar year. In upcoming years, we plan to expand our business rapidly by increasing the number of business managers, vendors and SKUs.

### **Business Model**

There are three main types of business models on Amazon: wholesale, private label and retail arbitrage. Our business model is wholesale, also known as reselling, which refers to buying products in bulk directly from the brand or manufacturer at a wholesale price and making a profit by selling the product on Amazon. We sell merchandise on Amazon and the sales are fulfilled by Amazon. We pay Amazon fees for allowing us to sell on their platform. Our relationship with Walmart is also similar. We pay Walmart fees for allowing us to sell our merchandise on their platform. As stated above, to date, we have generated only a negligible amount of revenues as a third-party seller on [www.walmart.com](http://www.walmart.com).

The advantages of selling via a wholesale model:

- Purchase lower unit quantities with wholesale orders than private label products.
- Selling wholesale is less time intensive and easier to scale than sourcing products via retail arbitrage.
- More brands will want to work with us because we can provide broader Amazon presence.

The challenges of selling via a wholesale model:

- Fierce competition on listing for Buy Box on amazon.com (as described below).
- Developing and maintaining relationships with brand manufacturers.

### **Market Description/Opportunities**

Total U.S. retail sales increased 2% to \$7.24 trillion in 2023 from \$7.09 trillion in 2022. Consumers spent \$1,118.68 billion online with U.S. merchants in 2023, which is around 15.45% of total U.S. retail sales for the year compared to 14.66% in 2022. Amazon accounted for nearly 37.6% of all e-commerce in the United States and that makes Amazon the biggest ecommerce giant currently in the market.

### **Formation**

The Company was founded in 2013 by Sam Lai and Maggie Yu, and we were originally incorporated under the laws of the State of Washington on January 13, 2015. In 2019, we formed a wholly owned subsidiary, Flywheel Consulting Ltd. ("Flywheel"), to provide business operating consulting services, exclusively to Hour Loop. On April 7, 2021, Hour Loop converted from a Washington corporation to a Delaware corporation. With the vision, leadership, and software development skills of Mr. Lai and Ms. Yu, the Company grew rapidly. From 2013 to 2023, sales grew from \$0 to \$132,124,202.

### **Competitive Advantage**

Among more than 2 million active third-party sellers on Amazon, we believe we have two main competitive advantages:

- First, we have strong operations and sales teams experienced in listing, shipment, advertising, reconciliation and sales. By delivering high quality results and enhancing procedures through the process, our teams are competitive.
- Second, we believe our proprietary software system gives us an advantage over our competition. The system is highly customized to our business model; it collects and processes large amounts of data every day to optimize our operation and sales. Through advanced software, we can identify product gaps and keep them in stock all year round.

With respect to our advertising strategy, we advertise those products that we estimate will have greater demand based on our experience. This lets us allocate our advertising budget in a fashion that delivers positive value. We advertise our products on Amazon. We allocate our advertising dollars prudently. This is accomplished by advertising items that deliver the most return for our advertising spending. We monitor the items being advertised by our competitors. On the operations side, we constantly refine our processes based on learnings from historical data. The combination of managing the business operations effectively along with allocating our advertising budget to high value items allows us to grow profitably. In cases where the advertising is fierce, we allocate the spending appropriately. Our strategy for competing with larger competitors is to monitor their pricing and not compete with them when their pricing is low or at a loss. Competitors sell at low prices or at a loss due to a variety of reasons, including, but not limited to, their desire to liquidate inventory or achieve short term increase in revenue. During these times, we avoid matching their prices. This strategy allows us to stay profitable.

### **Our Financial Position**

For the three months ended March 31, 2024 and 2023, we generated net revenues of \$24,681,122 and \$21,067,609, respectively, and reported net income (loss) of \$1,065,814 and \$(1,235,244), respectively, and cash flow provided by (used in) operating activities of \$492,943 and \$(3,289,076), respectively. As noted in our unaudited consolidated financial statements, as of March 31, 2024, we had an accumulated deficit of \$186,808.

### **Results of Operations**

The following table shows comparisons of our unaudited income statements for the three months ended March 31, 2024 and 2023.

	<b>Three Months Ended March 31,</b>	
	<b>2024</b>	<b>2023</b>
<b>Statement of Operations Data</b>		
Total revenues	\$ 24,681,122	\$ 21,067,609
Total cost of goods sold	(10,228,916)	(11,451,907)
Gross profit	14,452,206	9,615,702
Total operating expenses	12,914,034	11,227,961

Income (loss) from operations	1,538,172	(1,612,259)
Total other expense, net	(35,234)	(47,941)
Income tax (benefit) provision	(437,124)	424,956
Net income (loss)	1,065,814	(1,235,244)
Other comprehensive (loss) income	(16,533)	1,339
Total comprehensive income (loss)	\$ 1,049,281	\$ (1,233,905)

**For the three months ended March 31, 2024 compared to the three months ended March 31, 2023**

#### Revenues

We generated \$24,681,122 in revenues in the three months ended March 31, 2024, as compared to \$21,067,609 in revenues in the same period in 2023. This represents an increase in revenues of \$3,613,513, or 17.15%. We attribute this increase to our continued growth and maturity in our operating model, despite an overall e-commerce traffic slowdown and intense competition. Our total orders in the three months ended March 31, 2024 were approximately 1,123,204, as compared to 912,444 orders in the three months ended March 31, 2023, representing an increase of 23.1%. This surge in orders has played a pivotal role in driving the overall revenue growth. The substantial increase in order quantity indicates a rising demand for our products, leading to a corresponding increase in revenue generated from these sales. As a result, the increase in orders has directly contributed to the overall growth in the Company's revenues during the period. The 23.1% increase in orders reflects strong customer demand, but our pricing strategy, including competitive pricing pressure and discounts offered during the period, resulted in lower prices for products sold. As a consequence, even with the significant order volume increase, the revenue growth was slightly shy of fully matching this proportion.

#### Cost of Goods Sold

Cost of goods sold for the three months ended March 31, 2024 totaled \$10,228,916, as compared to \$11,451,907 for the three months ended March 31, 2023. Cost of goods sold includes the cost of the merchandise sold and shipping costs, as well as estimated losses due to damage to goods.

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#### Operating Expenses

Operating expenses for the three months ended March 31, 2024, totaled \$12,914,034, representing a \$1,686,073, or 15.02%, increase from the \$11,227,961 of operating expenses for the three months ended March 31, 2023. This change was caused by an increase in platform fees and fees paid to Amazon. The Amazon fees are proportional to revenues. In 2023, Amazon made strategic adjustments to its Fulfillment by Amazon ("FBA") fees and costs, which had a direct impact on our operating expenses. The increase in revenues in the three months ended March 31, 2024 over the same period in 2023 drove the increase in platform fees and higher Amazon fees.

#### Other Expense, net

Other expense for the three months ended March 31, 2024, was \$35,234, compared to other expense of \$47,941 for the three months ended March 31, 2023.

#### Total Comprehensive Income (Loss)

Total comprehensive income (loss) for the three months ended March 31, 2024, was \$1,049,281, as compared with \$(1,233,905) for the three months ended March 31, 2023. The decrease in total comprehensive loss was attributed to an increase in the Company's gross revenues in the three months ended March 31, 2024, compared to the three months ended March 31, 2023.

#### Liquidity and Capital Resources

Liquidity is the ability of an enterprise to generate adequate amounts of cash to meet its needs for cash requirements. We had cash of \$2,922,080 and \$1,274,791 as of March 31, 2024 and 2023, respectively.

Our primary uses of cash have been for inventory, payments to Amazon related to sales and shipping of products, for services provided, payments for marketing and advertising, and salaries paid to our employees. We have received funds from the sales of products that we sell online. The following trends are reasonably likely to result in changes in our liquidity over the near to long term:

- An increase in working capital requirements to finance the rapid growth in our current business;
- An increase in fees paid to Amazon and other partners as our sales grows;
- The cost of being a public company;
- Marketing and advertising expenses for attracting new customers; and
- Capital requirements for the development of additional infrastructure.

Since inception, we have generated liquidity from revenues generated by our ongoing business, from debt and from the Company's initial public offering to fund our operations.

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The following table shows a summary of our cash flows for the three months ended March 31, 2024 and 2023.

Statement of Cash Flows	Three Months Ended March 31,	
	2024	2023
Net cash provided by (used in) operating activities	\$ 492,943	\$ (3,289,076)
Net cash used in investing activities	\$ (17,798)	\$ (3,379)
Net cash (used in) provided by financing activities	\$ -	\$ -
Effect of changes in foreign currency rates	\$ (37,218)	\$ 4,657
Net decrease in cash	\$ 437,927	\$ (3,287,798)
Cash - beginning of the period	\$ 2,484,153	\$ 4,562,589

Cash - end of the period	\$ 2,922,080	\$ 1,274,791
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#### *Net Cash Provided by (Used in) Operating Activities*

For the three months ended March 31, 2024, cash provided by operating activities amounted to \$492,943, as compared to \$3,289,076 of cash used in operating activities for the three months ended March 31, 2023. This was driven by our net income (loss) of \$1,065,814 for the three months ended March 31, 2024, as compared to \$(1,235,244) for the same period in 2023.

Despite the increase in revenue to \$24,681,122 for the three months ended March 31, 2024, as compared to \$21,067,609 for the three months ended March 31, 2023, the revenue increase was offset by a corresponding increase in operating expenses of \$1,686,073.

#### *Net Cash Used in Investing Activities*

For the three months ended March 31, 2024, \$17,798 in cash was used in investing activities, compared to \$3,379 in cash used in investing activities for the three months ended March 31, 2023.

#### *Net Cash (Used in) Provided by Financing Activities*

For the three months ended March 31, 2024, cash used in financing activities amounted to \$-0-, as compared to cash provided by financing activities of \$-0- for the three months ended March 31, 2023.

#### **Off-balance sheet financing arrangements**

We have no obligations, assets or liabilities which would be considered off-balance sheet arrangements. We do not participate in transactions that create relationships with unconsolidated entities or financial partnerships, often referred to as variable interest entities, which would have been established for the purpose of facilitating off-balance sheet arrangements. We have not entered into any off-balance sheet financing arrangements, established any special purpose entities, guaranteed any debt or commitments of other entities, or purchased any non-financial assets.

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#### **Contractual Obligations**

Except as set forth below, we do not have any long-term capital lease obligations, operating lease obligations or long-term liabilities.

##### *Bank of America Loan*

On June 18, 2019, the Company issued a Promissory Note (the "BofA Note") in the amount of \$785,000 to Bank of America for a loan in the amount of \$785,000. The BofA Note matures on June 18, 2024 and bears interest at a rate of 8.11% per annum. The monthly payment is \$15,963, consisting of \$11,398 of principal and \$4,565 of interest. As of March 31, 2024, the aggregate principal amount of the BofA Note outstanding was \$-0-. As of March 31, 2024, there was an outstanding balance of deferred interest of \$27,996.

##### *Taishin International Bank*

On August 18, 2022, Flywheel entered into a line of credit agreement in the amount of \$6,940,063 with Taishin International Bank ("Taishin"). The line of credit initially matured on August 30, 2023. On August 11, 2023, the term of the loan was extended for an additional year, revising the maturity date to August 30, 2024. The line of credit bears interest at a rate of 3.2% per annum.

As of March 31, 2024, the outstanding balance under the Taishin line of credit was \$625,978. The Company has accrued interest expense of \$1,646 as of March 31, 2024.

##### *Affiliated Loans*

From time to time, the Company receives loans and advances from its stockholders to fund its operations. As of March 31, 2024, the Company had \$4,170,418 due to related parties. While stockholder payables are generally non-interest bearing and payable on demand, the Company and stockholders have entered into loan agreements for loans with terms over one year.

##### *December 2020 Loan*

On December 30, 2020 and later modified on September 16, 2021, the Company, Mr. Lai and Ms. Yu entered into a loan agreement of \$1,041,353 and converted it into a retroactive interest-bearing (2%) loan with a repayment date of December 31, 2021. On January 18, 2022 and January 27, 2023, the Company repaid the loan principal and accrued interest in full. Together, Mr. Lai and Ms. Yu hold approximately 95% of the Company's outstanding shares. Mr. Lai is the Company's Chairman of the Board, Chief Executive Officer and Interim Chief Financial Officer. Ms. Yu is the Company's Senior Vice President and a member of the Company's Board of Directors.

##### *July 2021 Loan*

On July 27, 2021, the Company, Mr. Lai and Ms. Yu entered into a loan agreement with a principal amount of \$4,170,418. The loan is subordinated. The original annual interest rate was 2% and the original repayment date was December 31, 2022. On December 28, 2022, the Company, Mr. Lai and Ms. Yu agreed to extend the term of the loan, with a new maturity date of December 31, 2024. As amended, the annual interest rate of the loan is 5.5%.

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#### **Leases**

The Company has four operating leases (Flywheel has four offices lease in Taiwan). The respective lease terms are June 1, 2022 to May 31, 2024, August 1, 2022 to July 31, 2024, February 9, 2023 to March 8, 2025, and March 1, 2024 to June 30, 2025, respectively.

For the Period Ending March 31	Amount
2024	\$ 119,159
2025	52,164

	2026	-
	2027	-
	2028	-
	2029 and thereafter	-
Total minimum lease payments		171,323
Less: effect of discounting		(3,040)
Present value of the future minimum lease payment		168,283
Less: operating lease liabilities-current		(144,288)
Total operating lease liabilities-non-current		\$ 23,995

#### Sales Taxes

We make an assessment of sales tax payable, including any related interest and penalties, and accrue these estimates on the financial statements. Pursuant to the Wayfair decision, each state enforces sales tax collection at different dates. We collect and remit sales tax in accordance with state regulations. We estimate that as of March 31, 2024, we owed \$288,466 in sales taxes, along with penalties and interest. The Company has made some progress filing historical sales tax returns and targets completion of filings for all jurisdictions in 2024.

#### Critical Accounting Policies and Estimates

The preparation of consolidated financial statements and related disclosures in conformity with accounting principles generally accepted in the United States of America ("U.S. GAAP"). U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements, and income and expenses during the periods reported. Actual results could materially differ from those estimates.

**Cash and Cash Equivalents** - The Company considers all highly liquid financial instruments purchased with original maturities of three months or less to be cash. Our cash is held in the bank and covered by the Federal Deposit Insurance Corporation ("FDIC"), subject to applicable limits. Deposits are insured up to \$250,000 per depositor, per FDIC-insured bank, per ownership category. Cash equivalents and marketable securities are comprised of time deposits, money market funds, highly liquid government bonds, corporate debt securities, mortgage-backed and asset-backed securities, and marketable equity securities. Our cash and cash equivalents primarily consisted of cash and money market funds. Such amounts are recorded at fair value.

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**Accounts Receivable and Allowance for Doubtful Accounts** - Accounts receivable are stated at historical cost less allowance for doubtful accounts. On a periodic basis, management evaluates its accounts receivable and determines whether to provide an allowance for credit losses in accordance with the Financial Accounting Standards Board's ("FASB") Accounting Standards Codification ("ASC") Topic 326, credit losses based on a past history of write-offs, collections, current credit conditions, current economic conditions, reasonable and supportable forecasts of future economic conditions. The evaluation is performed on a collective basis where similar characteristics exist, primarily based on similar services or products offerings. We adopted the standard effective January 1, 2023. The impact of the adoption was not considered material to the financial statements and primarily resulted in new/enhanced disclosures only. A receivable is considered past due if the Company has not received payments based on agreed-upon terms. The Company generally does not require any security or collateral to support its receivables. The collection is primarily through Amazon and the collection period is usually less than 7 days. The Company performs on-going evaluations of its customers and maintains an allowance for credit losses as the Company deems necessary or appropriate. As of March 31, 2024 and December 31, 2023, the Company did not deem it necessary to have an allowance for bad debt or doubtful accounts.

**Inventory and Cost of Goods Sold** - The Company's inventory consists mainly of finished goods. Inventories are stated at the lower of cost or net realizable value. Cost is principally determined on a first-in-first-out basis. The Company's costs include the amounts it pays manufacturers for product, tariffs and duties associated with transporting product across national borders, and freight costs associated with transporting the product from its manufacturers to its warehouses, as applicable. The merchandise with terms of FOB shipping point from vendors was recorded as the inventory-in-transit when inventory left the shipping dock of the vendors but not yet reached the receiving dock of the Company. Management continually evaluates its estimates and judgments including those related to merchandise inventory.

The "Cost of revenues" line item in the unaudited consolidated statements of operations is principally inventory sold to customers during the reporting period.

Policy for inventory allowance: The Company writes down the cost of obsolete and slow-moving inventories to the estimated net realizable value, based on inventory obsolescence trends, historical experience, forecasted consumer demand and application of the specific identification method. As of March 31, 2024 and December 31, 2023, \$637,058 and \$675,886, respectively, was written down from the cost of inventories to their net realizable values. Full inventory allowance is recorded for the inventory SKU not sold for more than one year.

**Property and Equipment** - Property and equipment are recorded at cost and depreciated or amortized over the estimated useful life of the asset using the straight-line method. The Company elected to expense any individual property and equipment items under \$2,500.

The majority of the Company's property and equipment is computers, and the estimated useful life is 3 years.

**Impairment of Long-lived Assets** - In accordance with ASC 360-10-35-17, if the carrying amount of an asset or asset group (in use or under development) is evaluated and found not to be fully recoverable (the carrying amount exceeds the estimated gross, undiscounted cash flows from use and disposition), then an impairment loss must be recognized. The impairment loss is measured as the excess of the carrying amount over the asset's (or asset group's) fair value. The Company did not record any impairment charges for the three months ended March 31, 2024 and 2023.

**Leases** - Leases are classified at lease commencement date as either a finance lease or an operating lease. A lease is a finance lease if it meets any of the following criteria: (a) the lease transfers ownership of the underlying asset to the lessee by the end of the lease term, (b) the lease grants the lessee an option to purchase the underlying asset that the lessee is reasonably certain to exercise, (c) the lease term is for the major part of the remaining economic life of the underlying asset, (d) the present value of the sum of the lease payments and any residual value guaranteed by the lessee that is not already reflected in the lease payments equals or exceeds substantially all of the fair value of the underlying asset or (e) the underlying asset is of such a specialized nature that it is expected to have no alternative use to the lessor at the end of the lease term. When none of the foregoing criteria is met, the lease shall be classified as an operating lease.

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The Company typically utilizes operating leases for its office space requirements. This means that the Company leases office space, categorizing the lease arrangement as an operating lease. Under this arrangement, The Company does not hold ownership of the leased assets but instead pays rent for the right to use them.

For a lessee, a lease is recognized as an operating lease right-of-use asset with a corresponding liability at lease commencement date. The lease liability is calculated at the present value of the lease payments not yet paid by using the lease term and discount rate determined at lease commencement. The operating lease right-of-use asset is calculated as the lease liability, increased by any initial direct costs, and prepaid lease payments, reduced by any lease incentives received before lease commencement. The operating lease right-of-use asset itself is amortized on a straight-line basis unless another systematic method better reflects how the underlying asset will be used by and benefits the lessee over the lease term.

**Fair Value Measurement** - Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants at the measurement date. The carrying amounts reported in the consolidated balance sheets for cash and cash equivalents, accounts receivable, accounts payable, due to related parties and short-term debt at fair value or cost, which approximates fair value because of the short period of time between the origination of such instruments and their expected realization and their current market rates of interest As of March 31, 2024 and December 31, 2023, the Company held cash equivalents in a money market fund, Dreyfus Government Cash Management. The value of the money market fund was \$1,677,426 and \$101,510 as of March 31, 2024 and December 31, 2023, respectively. These funds were classified as Level 1 assets within the fair value hierarchy and accounted for at fair value.

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. To increase the comparability of fair value measures, the following hierarchy prioritizes the inputs to valuation methodologies used to measure fair value:

- i. Level 1 — Valuations based on quoted prices for identical assets and liabilities in active markets.
- ii. Level 2 — Valuations based on observable inputs other than quoted prices included in Level 1, such as quoted prices for similar assets and liabilities in active markets, quoted prices for identical or similar assets and liabilities in markets that are not active, or other inputs that are observable or can be corroborated by observable market data.
- iii. Level 3 — Valuations based on unobservable inputs reflecting our own assumptions, consistent with reasonably available assumptions made by other market participants. These valuations require significant judgment.

**Revenue Recognition** - The Company accounts for revenue in accordance with ASC Topic 606, Revenue from Contracts with Customers ("ASC Topic 606"). The Company adopted ASC Topic 606 as of January 1, 2019. The standard did not affect the Company's consolidated financial position, or cash flows. There were no changes to the timing of revenue recognition as a result of the adoption.

The Company recognizes revenue in accordance with ASC Topic 606, which provided a five-step model for recognizing revenue from contracts with customers as follows:

- Identify the contract with a customer.
- Identify the performance obligations in the contract.
- Determine the transaction price.
- Allocate the transaction price to the performance obligations in the contract.
- Recognize revenue when or as performance obligations are satisfied.

The Company evaluated principal versus agent considerations to determine whether it is appropriate to record platform fees paid to Amazon as an expense or as a reduction of revenue. Platform fees are recorded as sales and distribution expenses and are not recorded as a reduction of revenue because the Company as principal owns and controls all the goods before they are transferred to the customer. The Company can, at any time, direct Amazon, similarly, other third-party logistics providers ("Logistics Providers"), to return the Company's inventories to any location specified by the Company. It is the Company's responsibility to make any returns made by customers directly to Logistics Providers and the Company retains the back-end inventory risk. Further, the Company is subject to credit risk (i.e., credit card chargebacks), establishes prices of its products, can determine who fulfills the goods to the customer (Amazon or the Company) and can limit quantities or stop selling the goods at any time. Based on these considerations, the Company is the principal in this arrangement.

The Company derives its revenue from the sale of consumer products. The Company sells its products directly to consumers through online retail channels. The Company considers customer order confirmations to be a contract with the customer. For each contract, the promise to transfer products is identified as the sole performance obligation. Transaction prices are evaluated for potential refunds or adjustments, determining the net consideration expected. Revenues for the three months ended March 31, 2024 and twelve months ended December 31, 2023 were recognized at a point in time. Customer confirmations are executed at the time an order is placed through third-party online channels. For all of the Company's sales and distribution channels, revenue is recognized when control of the product is transferred to the customer (i.e., when the Company's performance obligation is satisfied), which typically occurs at shipment date. As a result, the Company has a present and unconditional right to payment and record the amount due from the customer in accounts receivable.

The customer can return the products within 30 days after the products are delivered and estimated sales returns are calculated based on the expected returns. The rates of sales returns were 5.53% and 7.25% of gross sales for the three months ended March 31, 2024 and 2023, respectively.

From time to time, the Company offers price discounts on certain selected items to stimulate the sales of those items. Revenue is measured as the amount of consideration for which the Company expects to be entitled in exchange for transferring goods. Consistent with this policy, the Company reduces the amount of these discounts from the gross revenue to calculate the net revenue recorded on the statement of operations.

A performance obligation, defined as the promise to transfer a distinct good, is the unit of account in ASC Topic 606. The Company treats shipping and handling as fulfillment activities, not separate performance obligations. Costs for shipping and handling were \$5,705,385 and \$5,037,251 for the three months ended March 31, 2024 and 2023, respectively, recorded as selling and marketing expenses.

**Segment Information** – The Company has only one segment, which is online retail (e-commerce).

The Company uses the "management approach" in determining reportable operating segments. The management approach considers the internal organization and reporting used by the Company's chief operating decision maker for making operating decisions and assessing performance as the source for determining the Company's reportable segments. The Company's chief operating decision maker has been identified as the chief executive

officer of the Company who reviews financial information of separate operating segments based on U.S. GAAP. The chief operating decision maker now reviews results analyzed by customers. This analysis is only presented at the revenue level with no allocation of direct or indirect costs. Consequently, the Company has determined that it has only one operating segment.

**Income Taxes** - Income tax expense includes U.S. (federal and state) and foreign income taxes.

The Company also complied with state tax codes and regulations, including with respect to California franchise taxes. Management has evaluated its tax positions and has concluded that the Company had taken no uncertain tax positions that could require adjustment or disclosure in the financial statements to comply with provisions set forth in ASC section 740, *Income Taxes*.

Deferred tax assets represent amounts available to reduce income taxes payable in future periods. Deferred tax assets are evaluated for future realization and reduced by a valuation allowance to the extent we believe they will not be realized. We consider many factors when assessing the likelihood of future realization of our deferred tax assets, including recent cumulative loss experience and expectations of future earnings, capital gains and investment in such jurisdiction, the carry-forward periods available to us for tax reporting purposes, and other relevant factors.

**Presentation of Sales Taxes** - Governmental authorities impose sales tax on all of the Company's sales to nonexempt customers. The Company collects sales tax from customers and remits the entire amount to the governmental authorities. The Company's accounting policy is to exclude the tax collected and remitted from revenues and cost of revenues.

The Company assesses sales tax payable including any related interest and penalties and accrues these estimates on its financial statements. Pursuant to the Wayfair decision, each state enforces sales tax collection at different dates. The Company collects and remits sales tax in accordance with state regulations. The Company estimates that as of March 31, 2024 and December 31, 2023, it owed \$288,466 and \$288,466, respectively, in sales taxes along with penalties and interest resulting from late filings.

**Concentration of Credit Risks** - Financial instruments that potentially subject the Company to concentrations of credit risk consist primarily of cash and cash equivalents and accounts receivable. The Company maintains cash and cash equivalents with various domestic and foreign financial institutions of high credit quality. The Company performs periodic evaluations of the relative credit standing of all of the aforementioned institutions.

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The Company maintains reserves for potential credit losses on customer accounts when deemed necessary. Significant customers are those which represent more than 10% of the Company's total net revenue or gross accounts receivable balance at the balance sheet date. During the three months ended March 31, 2024 and 2023, the Company had no customer that accounted for 10% or more of total net revenues. In addition, as of March 31, 2024 and December 31, 2023, the Company had no customer that accounted for 10% or more of gross accounts receivable. As of March 31, 2024 and December 31, 2023, all of the Company's accounts receivable were held by the Company's sales platform agent, Amazon, which collects money on the Company's behalf from its customers. Therefore, the Company's accounts receivable are comprised of receivables due from Amazon and the reimbursement from Amazon to the Company usually takes less than 7 days.

The Company's business is reliant on one key vendor which currently provides the Company with its sales platform, logistics and fulfillment operations, including certain warehousing for the Company's net goods, and invoicing and collection of its revenue from the Company's end customers. During the three months ended March 31, 2024 and 2023, approximately 99% and 100%, respectively, of the Company's revenue was through or with the Amazon sales platform.

**Foreign Currency Exchange Risk** - The Company is exposed to foreign currency exchange risk through its foreign subsidiary in Taiwan. The Company does not hedge foreign currency translation risk in the net assets and income reported from these sources.

**Advertising and Promotion Expenses** – Our policy is to recognize advertising costs as they are incurred. Advertising and promotion expenses were \$884,000 and \$784,266 for the three months ended March 31, 2024 and 2023, respectively.

**Commitments and Contingencies** - Liabilities for loss contingencies arising from claims, assessments, litigation, fines, penalties, and other sources are recorded when it is probable that a liability has been incurred and the amount can be reasonably estimated. Legal costs incurred in connection with loss contingencies are expensed as incurred.

**Related Parties** - The Company accounts for related party transactions in accordance with FASB ASC Topic 850 (Related Party Disclosures). A party is considered to be related to the Company if the party directly or indirectly or through one or more intermediaries, controls, is controlled by, or is under common control with the Company. Related parties also include principal owners of the Company, its management, members of the immediate families of principal owners of the Company and its management and other parties with which the Company may deal if one party controls or can significantly influence the management or operating policies of the other to an extent that one of the transacting parties might be prevented from fully pursuing its own separate interests. A party which can significantly influence the management or operating policies of the transacting parties or if it has an ownership interest in one of the transacting parties and can significantly influence the other to an extent that one or more of the transacting parties might be prevented from fully pursuing its own separate interests is also a related party.

**Earnings per Share** - The Company computes basic earnings per common share using the weighted-average number of shares of common stock outstanding during the period. For the period in which the Company reports net losses, diluted net loss per share attributable to stockholders is the same as basic net loss per share attributable to stockholders, because potentially dilutive common shares are not assumed to have been issued if their effect is anti-dilutive. There were no dilutive securities or other items that would affect earnings per share for the three months ended March 31, 2024 and 2023. Therefore, the diluted earnings per share is the same as the basic earnings per share.

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**Shares Issued for Services** – Stock-based compensation cost for all equity-classified stock awards expected to vest is measured at fair value on the date of grant and recognized over the service period.

### **ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

Not applicable.

### **ITEM 4. CONTROLS AND PROCEDURES**

The Company's Chief Executive Officer and Interim Chief Financial Officer have evaluated the effectiveness of the Company's disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Exchange Act) as of March 31, 2024. Based upon such evaluation, the Chief Executive Officer and Interim Chief Financial Officer concluded that, as of March 31, 2024, the Company's disclosure controls and procedures were effective as required under Rules 13a-15(e) and 15d-15(e) under the Exchange Act.

## *Changes in Internal Control Over Financial Reporting*

There were no changes in the Company's internal control over financial reporting identified in connection with the evaluation required by paragraph (d) of Rule 13a-15 or 15d-15 of the Exchange Act that occurred during the quarter ended March 31, 2024 that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

## **PART II - OTHER INFORMATION**

### **ITEM 1. LEGAL PROCEEDINGS**

From time to time, we are involved in various claims and legal actions arising in the ordinary course of business. To the knowledge of our management, there are no legal proceedings currently pending against us which we believe would have a material effect on our business, financial position or results of operations and, to the best of our knowledge, there are no such legal proceedings contemplated or threatened.

### **ITEM 1A. RISK FACTORS**

As a smaller reporting company, the Company is not required to disclose material changes to the risk factors that were contained in the Company's Annual Report on Form 10-K for the year ended December 31, 2023, as updated from time to time.

### **ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS**

Not applicable.

### **ITEM 3. DEFAULTS UPON SENIOR SECURITIES**

There have been no defaults in any material payments during the covered period.

### **ITEM 4. MINE SAFETY DISCLOSURES**

Not applicable.

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### **ITEM 5. OTHER INFORMATION**

(a) None.

(b) There have been no material changes to the procedures by which security holders may recommend nominees to the Company's Board of Directors since the Company last provided disclosure in response to the requirements of Item 407(c)(3) of Regulation S-K.

(c) During the registrant's last fiscal quarter, no director or officer adopted or terminated: (i) any contract, instruction or written plan for the purchase or sale of securities of the registrant intended to satisfy the affirmative defense conditions of Rule 10b5-1(c) (a "Rule 10b5-1 trading arrangement"); and/or (ii) any "non-Rule 10b5-1 trading arrangement" as defined in Item 408(c) of Regulation S-K.

### **ITEM 6. EXHIBITS**

<b>Exhibit Number</b>	<b>Description of Document</b>
19.1*	<a href="#">Policy on Insider Trading.</a>
31.1*	<a href="#">Rule 13a-14(a) Certification of Principal Executive Officer.</a>
31.2*	<a href="#">Rule 13a-14(a) Certification of Principal Financial Officer.</a>
32.1**	<a href="#">Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, of Principal Executive Officer and Principal Financial Officer.</a>
101.INS*	Inline XBRL Instance Document
101.SCH*	Inline XBRL Taxonomy Extension Schema Document
101.CAL*	Inline XBRL Taxonomy Extension Calculation Linkbase
101.DEF*	Inline XBRL Taxonomy Extension Definition Linkbase
101.LAB*	Inline XBRL Taxonomy Extension Labels Linkbase
101.PRE*	Inline XBRL Taxonomy Extension Presentation Linkbase
104*	Cover Page Interactive Data File (embedded within the Inline XBRL document)

\* Filed herewith.

\*\* Furnished herewith.

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## **SIGNATURES**

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

### **HOUR LOOP, INC.**

Dated: May 6, 2024

By: /s/ Sam Lai

Sam Lai

Chief Executive Officer and Interim Chief Financial Officer (principal executive officer, principal financial officer and principal accounting officer)

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**POLICY ON INSIDER TRADING  
HOUR LOOP, INC.**

Company "insiders" are subject to individual responsibilities and restrictions in addition to the responsibilities and obligations of the company itself. An "insider" of a company is a person who is a director, officer, contractor, employee, advisor or consultant in possession of nonpublic material information regarding a company, as well as a shareholder owning 5% or more of the company's stock. If you have been provided with a copy of the Policy on Insider Trading ("Policy") of Hour Loop, Inc. ("Company"), you are subject to the rules contained herein. Accordingly, as Insiders of the Company, you are subject to restrictions imposed by federal securities laws with respect to purchases and sales of the Company's shares.

**THE BASICS**

**No person may trade in a company's securities if the person has material information, which has not yet been publicly disclosed.**

**Person:** directors, officers, advisors, consultants, contractors and employees at all levels within the Company (and, in addition, persons outside the Company that receive tips from insiders).

**Trade:** transactions involving the purchase or sale of company stock, exercise of company options and warrants, puts, calls and other company securities.

**Material Info:** information that a reasonable investor would consider important, as part of the total mix of available information, in reaching his or her investment decision.

**Publicly Disclosed:** disclosed broadly to the marketplace (such as by a company press releases or an SEC filing) and the investing public has had time to absorb the information fully.

So long as you are an Insider, the rules contained herein apply to:

- You;
- Your family members who reside with you; and
- Any family members who do not live in your household but whose transactions in Company securities are directed by you or are subject to your influence or control (such as parents or children who consult with you before they trade in company securities).

You are responsible for the transactions of these other persons, and therefore, you should make them aware of these procedures and their need to confer with you before they engage in any transaction subject to these procedures. As used in this Policy, "you" or means any individual or entity subject to the policies and procedures described herein.

The consequences of illegal insider trading are severe and can result in civil and criminal liability, as well as disciplinary action by the Company. In addition, a person can be held responsible for the trading violations of others if inside information is passed on, resulting in insider trading by others. Penalties can include:

**For Individuals:**

- Civil penalties up to three times the profit gained or loss avoided (including, in certain circumstances, from persons who "control" the primary violator).
- Private remedy against insider trading for benefit of persons who traded in the same securities contemporaneously.
- Maximum of 30 years imprisonment.
- Fines of up to \$5 million for individuals.

**For Entities:**

- Civil penalties of \$1,000,000 or three times the profit gained or loss avoided (including, in certain circumstances, from persons who "control" the entity), whichever is greater;
- Criminal penalties of up to \$25,000,000.

Any of the above consequences would seriously harm the reputation and career of the offender, as well as the Company. The size of a transaction in violation of this Policy has no impact on potential insider trading liability, SEC investigations and lawsuits. Additionally, if the Company concludes an employee has violated this Policy, the Company may dismiss the or commence other disciplinary actions against the violating employee, whether the act was intentional or not.

**INSIDER TRADING EXPLAINED**

**No Trading or Acting on Inside Information**

If you are aware of material nonpublic information relating to the Company, you may not, either directly or through family members or other persons or entities:

- Buy or sell securities of the Company (other than as explained herein); or
- Make a gift of Company securities; or
- Engage in any other action to take personal advantage of that information; or
- Pass that information on to others outside the Company, including family and friends.

Also, if you learn of material nonpublic information about another company with which the Company does business, including a customer or supplier, you may not trade in the other company's securities until the information becomes public or is no longer material.

Transactions that may be necessary or justifiable for independent, personal reasons (such as the need to raise money for an emergency expenditure) are not exempted from these rules. The securities laws do not recognize such mitigating circumstances, and, in any event, even the appearance of an improper transaction must be avoided to preserve the Company's reputation for adhering to the highest standards of conduct.

### **When Information Becomes Public**

Information is not deemed to become "public" until the information has been disclosed broadly to the marketplace (such as by Company press releases or an SEC filing) and the investing public has had time to absorb the information fully. To avoid the appearance of impropriety, information will not be considered fully absorbed by the marketplace until **the third trading day after the day the information has been publicly disclosed**.

Examples:

<b>If the Information is Announced:</b>	<b>You May Begin Trading:</b>
Monday	Thursday
Friday	Wednesday
Friday Before a Monday Holiday	Thursday

### **What Constitutes Material Information**

Material information is any information that a reasonable investor would consider important in making a decision to buy, hold, or sell securities. *Any information that might reasonably be expected to affect the Company's stock price, whether it is positive or negative, should be considered material.* Some examples of information that would ordinarily be regarded as material are:

- Projections of future earnings or losses, or other earnings guidance;
- Earnings that are inconsistent with the consensus expectations of the investment community;
- A pending or proposed merger, acquisition or tender offer;
- A pending or proposed acquisition or disposition of a significant asset;
- A change in dividend policy, the declaration of a stock split, or an offering of additional securities;
- A change in management;
- Development of a significant new product or process;
- Impending bankruptcy or the existence of severe liquidity problems;
- The gain or loss of a significant customer or supplier; or
- Imminent issuance of a new patent

Anyone scrutinizing your transactions will be doing so after the fact, with the benefit of hindsight. As a practical matter, before engaging in any transaction, you should carefully consider how enforcement authorities and others might view the transaction in hindsight.

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Whether information is "material" may be difficult to determine. For this reason, you are urged to contact company counsel if you have any questions as to whether any particular information is or is not material.

### **No Individual Disclosure of Information**

You may not disclose information about the Company to anyone outside the Company, including family members and friends, and you may not discuss the Company or its business in an internet "chat room" or similar internet-based forum.

### **Transactions by Non-Residents**

The same restrictions apply regardless of whether a person is resident within the United States.

### **Other Prohibited Transactions**

The Company considers it improper and inappropriate for any director, officer or other employee of the Company to engage in speculative transactions in the Company's securities or other transactions which might give the appearance of impropriety. A broker or a person whom you deem to be investment savvy, may suggest one of the following, more sophisticated types of transactions; however, they are prohibited. If you are unsure about the type of transaction that has been suggested to you, please contact company counsel. These types of transactions include:

- **Derivative Securities.** This involves transactions with warrants. You may not engage in transactions in puts, calls or other derivative securities based on the Company's securities.
- **Hedging Transactions.** The best way to understand hedging is to think of it as insurance. When people decide to hedge, they are insuring themselves against a negative event. This doesn't prevent a negative event from happening, but if it does happen and you're properly hedged, the impact of the event is reduced. So, hedging occurs almost everywhere, and we see it everyday. For example, if you buy house insurance, you are hedging yourself against fires, break-ins or other unforeseen disasters. Ask your broker or company counsel for details.
- **Margin Accounts and Pledges.** You may not purchase Company securities on margin, or borrow against any account in which Company securities are held, or pledge Company securities as collateral for a loan.

- **Trading in securities on a short-term basis.** Company securities purchased in the open market (i.e., not via obtained via an employee stock option or employee stock purchase plan) should be held for a six-months at minimum. Prior written consent from the Company must be obtained by any employee desiring to sell Company securities that were purchased in the open market and that have not been owned for greater than six months. A written request for such consent from the Company must be requested at least three (3) business days prior to the proposed sale, and cannot be requested more than five (5) days prior to the proposed sale.

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## Transactions Under Company Plans

**Stock Option Exercises.** These rules do not apply to your cash exercise of an employee stock option given to you under and in connection with the Company's Stock Incentive Plan or similar plan from time to time in effect, unless it is a sale of stock that is part of a broker-assisted cashless exercise of an option or any other market sale for the purpose of generating the cash needed to pay the exercise price of an option.

**Exception for Approved 10b5-1 Plans (See also separate 10b5-1 Plan Policy).** Trades by members of the Board of Directors, officers or employees in the Company's securities that are executed pursuant to an approved 10b5-1 trading plan (a "Trading Plan") are not subject to the prohibition on trading on the basis of material non-public information contained in this Policy or to the restrictions set forth above relating to pre-clearance procedures and blackout periods.

Federal securities laws allow affirmative defenses from insider trading liability under SEC Rule 10b5-1 for trading plans that meet certain requirements. Insider trading lawsuits may still be brought against individuals trading under such a Trading Plan. This Policy permits individuals to adopt SEC Rule 10b5-1 compliant Trading Plans with brokers for trading of the Company's securities and the exercise of options upon prior written approval by the Company. The Company may also choose to review a proposed Trading Plan, and reserves the right to reject a Trading Plan if it so chooses.

**Revocation/Amendments to Trading Plans.** Amendments of a Trading Plan may not occur once a Trading Plan is in Place. Revocations of a Trading Plan may occur upon written notice to the broker, but only if the individual is not aware of any material non-public information of the Company at the time of revocation. However, if the individual terminates the Trading Plan after the first option exercise or stock sale, then the individual must cancel all outstanding Trading Plans and agree not to enter into another Trading Plan until six months after termination of the Trading Plan.

Under certain circumstances, a Trading Plan must be revoked or suspended by the Company. This includes circumstances such as the announcement of a merger or the occurrence of an event that would cause the transaction either to violate the law or to have an adverse effect on the Company. The Company is authorized to notify the broker in such circumstances.

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## HOW TO TRADE

### Pre-Clearance Requirement

While you are subject to these rules, you may not engage in any transaction involving the Company's securities (including a stock plan transaction such as an option exercise, gift, loan or pledge or hedge, contribution to a trust, or any other transfer) without first obtaining pre-clearance of the transaction from both the Chief Executive Officer and either (a) the General Counsel or (b) the Chief Financial Officer/Principal Financial Officer. A request for pre-clearance should be submitted to one of these persons at least one week in advance of the proposed transaction. The Chief Executive Officer, General Counsel and Chief Financial Officer/Principal Financial Officer are under no obligation to approve a trade submitted for pre-clearance and may determine not to permit the trade, and they will have no liability for any refusal to permit a trade or for any delay in making or communicating a decision.

### Quarterly Blackout Periods

The Company's announcement of its quarterly financial results almost always has the potential to have a material effect on the market for the Company's securities. Therefore, in order to avoid even the appearance of trading while aware of material nonpublic information, you generally will not be pre-cleared to trade in the Company's securities during the following periods:

<b>Quarterly Blackout Period Begins:</b>	Seven (7) days prior to the end of the Company's fiscal quarter. (The Company's fiscal quarters end on March 31, June 30, September 30 and December 31 of each year.)
<b>Quarterly Blackout Period Ends:</b>	At the close of trading on the Nasdaq, or any exchange upon which the Company's stock is listed for trading on the second full trading day following the Company's filing of its quarterly report with the Securities and Exchange Commission.

### Event-Specific Blackouts

From time to time, an event may occur that is material to the Company and is known by only a few individuals inside the Company. If you are one of those individuals, or if it would appear to an outsider that you were likely to have had access to information about such an event, then you will not be allowed to trade in the Company's securities so long as the event remains material and nonpublic.

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Also, the Company may on occasion issue interim earnings guidance or other potentially material information by means of a press release, SEC filing on Form 8-K or other means designed to achieve widespread dissemination of the information. You should anticipate that trades are unlikely to be pre-cleared while the Company is in the process of assembling the information to be released and until the information has been released and fully absorbed by the market. The existence of an event-specific blackout will not be announced. If you request pre-clearance of a transaction in the Company's securities during an event-specific blackout, you will be informed of the existence of a blackout period, but you may not be advised of the reason for the blackout.

If you are made aware of the existence of an event-specific blackout you should not disclose the existence of the blackout to any other person. Whether or not you are designated as being subject to an event-specific blackout you still have the obligation not to trade while aware of material nonpublic information.

The prohibitive rules described herein and imposed by the Company upon you as a term of your employment or retainer cease to apply to your

transactions in Company securities upon the expiration of any "blackout period" in existence at the time of the termination of your service as a director, executive officer or employee. Be aware that many of the federal rules may continue to apply to you after the termination of your service with the Company.

#### **COMPANY ASSISTANCE**

Compliance with this Policy by all employees is of the utmost importance both for the employee and for the Company. If you have any questions about Insider Trading or its application to any proposed transaction you may obtain additional guidance from the Company's outside General Counsel (Laura Anthony, Esq.), who can be reached by telephone at (561) 514-0936. Due to the serious consequences of illegal insider trading, we urge you to err on the side of caution and contact our General Counsel with any and all questions regarding this topic. Ultimately, however, the responsibility for adhering to Insider Trading rules and avoiding unlawful transactions rests with you.

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#### **AMENDMENTS**

Officers of the Company may, from time to time, make non-substantive amendments to this Insider Trading Policy (including, without limitation, substitution of the names of the appropriate contact persons within the Company) without prior approval of the Company's Board of Directors.

#### **ACKNOWLEDGEMENTS**

All directors, officers and employees of the Company and its subsidiaries must acknowledge their receipt of, understanding of, and intent to comply with, this Policy. Such acknowledgment must be evidenced by the individual's signing of the "Acknowledgment" below, whether electronically or in writing. This acknowledgment will constitute each such person's consent for the Company to issue any necessary stop-transfer orders to the Company's transfer agent to enforce compliance with this Policy. As a condition of continued employment or engagement all employees (and all other persons, such as consultants or contractors, designated by the Company as subject to this Policy) must periodically acknowledge, electronically or in writing, that they have read and agree to abide by this Policy.

**ADOPTED:** This 20th day of October, 2021.

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#### **ACKNOWLEDGMENT**

I have received and read the Hour Loop, Inc. Insider Trading Policy and I understand and agree to comply with all of the provisions contained therein. I agree that I will be subject to sanctions imposed by the Company, in its discretion, for violation of this policy, including dismissal for cause, and that the Company may give stop-transfer and other instructions to the Company's transfer agent against transfer of Company securities by me in a transaction that the Company considers to be in contravention of this policy.

Signed: \_\_\_\_\_

Name: \_\_\_\_\_

Title: BOD Member/Audit Committee Member

Date: \_\_\_\_\_

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## CERTIFICATIONS

I, Sam Lai, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q for the quarter ended March 31, 2024 of Hour Loop, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:

(a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared; and

(b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles; and

(c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and

(d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting.

5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):

(a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and

(b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: May 6, 2024

*/s/ Sam Lai*

Sam Lai  
Chief Executive Officer and Interim Chief Financial Officer (principal financial officer)

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## CERTIFICATIONS

I, Sam Lai, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q for the quarter ended March 31, 2024 of Hour Loop, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:

- (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared; and
- (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles; and
- (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and

- (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting.

5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):

- (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
- (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: May 6, 2024

*/s/ Sam Lai*

Sam Lai  
Chief Executive Officer and Interim Chief Financial Officer (principal financial officer)

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**CERTIFICATION**

**PURSUANT TO 18 U.S.C. SECTION 1350,**

**AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Annual Report on Form 10-K of Hour Loop, Inc. (the "Company") for the quarter ended March 31, 2024 as filed with the Securities and Exchange Commission (the "Report"), I, Sam Lai, Chief Executive Officer and Interim Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that to the best of my knowledge:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of the Company.

Date: May 6, 2024

*/s/ Sam Lai*

Sam Lai

Chief Executive Officer and Interim Chief Financial Officer (principal executive officer and principal financial officer)

*This certification accompanies this Quarterly Report on Form 10-Q pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 and shall not, except to the extent required by such Act, be deemed filed by the Company for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). Such certification will not be deemed to be incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Exchange Act, except to the extent that the Company specifically incorporates it by reference.*

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