

KONA GRILL, INC. BANKRUPTCY CASE STUDY

FILED ON 04/30/2019



CreditRiskMonitor's warning of Kona Grill Inc.'s ("Kona") bankruptcy risk was determined by a combination of factors:

| Monthly Average FRISK® Score | Page 2 |
|---|--------|
| The FRISK® Score Components | 3 |
| Company Report Detail | 4 |
| FRISK® Deep Dive and Adjusted Market Cap Volatility | 5 |
| FRISK® Stress Index | 6 |
| Peer Analysis on Alternate Suppliers and Customers | 7 |
| Quarterly Performance Ratios | 8 |
| Quarterly Leverage Ratios | 9 |
| Quarterly Liquidity Ratios and Rates of Return | 10 |
| Annual Statement of Cash Flows | 11 |
| News Alerts: A Timeline of Concerning News Items | 12 |
| Management Discussion and Analysis | 13 |
| About This Report/Contact CreditRiskMonitor | 14 |

MONTHLY AVERAGE FRISK® SCORE

CreditRiskMonitor's FRISK® score had been warning of financial stress at Kona Grill, Inc.(OTC: KONAQ) for more than a year.

The company ultimately filed for bankruptcy on April 30, 2019.

| Business Name | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2018 | 2019 | 2019 | 2019 | 2019 | 2019 |
|----------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Dusiliess Maille | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY |
| Kona Grill, Inc. | 3 | 3 | 2 | 2 | 1 | 2 | 3 | 2 | 2 | 2 | 2 | 1 | 1 |

BANKRUPT!

The FRISK® score is 96% accurate* in predicting the risk of corporate failure/bankruptcy over a 12-month horizon.

All FRISK® scores are recalculated every night for each subsequent 12-month period.

| | FRISK | odolity of odliki | ptcy within 12 months |
|-------|-------|-------------------|-----------------------|
| | | From | То |
| Best | 10 | 0.00% | 0.12% |
| | 9 | 0.12% | 0.27% |
| | 8 | 0.27% | 0.34% |
| | 7 | 0.34% | 0.55% |
| | 6 | 0.55% | 0.87% |
| | 5 | 0.87% | 1.40% |
| | 4 | 1.40% | 2.10% |
| | 3 | 2.10% | 4.00% |
| | 2 | 4.00% | 9.99% |
| Worst | 1 | 9.99% | 50.00% |

While the percentage risk of bankruptcy varies at each FRISK® score, 96% of public companies that eventually go bankrupt enter the FRISK® "red zone" prior to filing. A FRISK® score of 5 or less is an important warning sign.

^{*}FRISK® score accuracy of 96% is based on backtesting of U.S. public companies; results may vary by country.

THE FRISK® SCORE COMPONENTS

At the core of the CreditRiskMonitor process is our 96% accurate FRISK® score, which indicates a company's level of financial stress on a scale of 1 to 10, based on the probability of bankruptcy over a 12-month horizon. When available, the FRISK® score incorporates a number of powerful risk indicators including:

A "Merton" type model using stock market capitalization and volatility

Financial ratios, including those used in the Altman Z"-Score Model Bond agency ratings from Moody's, Fitch, DBRS, & Morningstar

Crowdsourced CreditRiskMonitor Usage Data

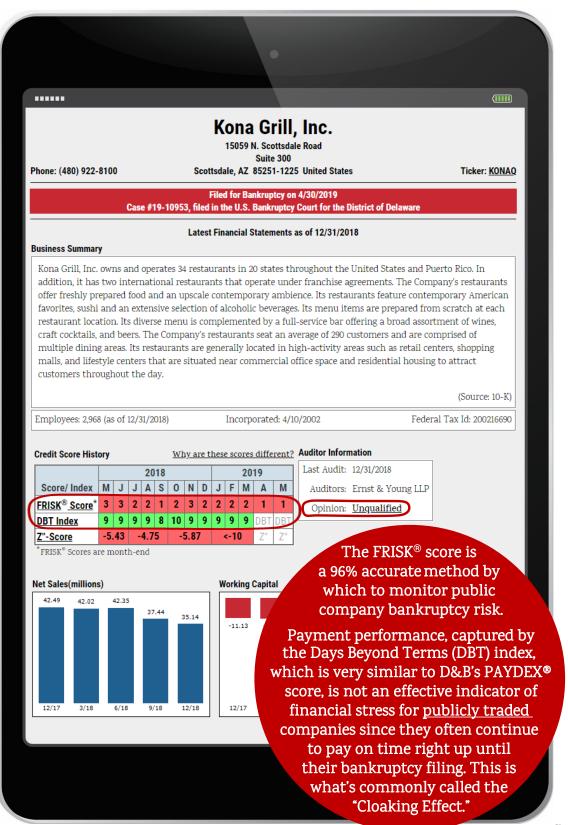
<u>Crowdsourcing</u> has enhanced the accuracy and timeliness of the FRISK® score. We collect and analyze data patterns from thousands of CreditRiskMonitor subscribers, including professionals from more than 35% of the Fortune 1000 and other large corporations worldwide.

The crowdsourcing advantage is even more powerful in our FRISK® score since many of the professionals who use our service are credit managers:

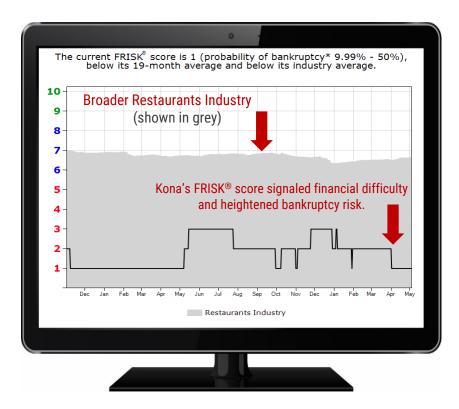
- Credit managers control one of the largest sources of working capital going into a company
- They are not held to the same "Fair Disclosure" restrictions that prevent nondisclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their own company's management and sales representatives to be alerted to concerns in a public company's performance
- It is commonly known credit managers confidentially share information with other credit managers, thus collectively, their behavior helps to provide advanced insight to financial problems in public companies

Read more in Credit Research Foundation's quarterly journal article, "Assessing Public Company Financial Risk by Crowdsourcing the Research of Credit Professionals"

COMPANY REPORT DETAIL



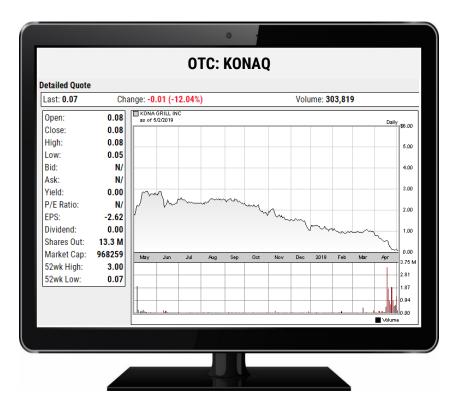
FRISK® DEEP DIVE



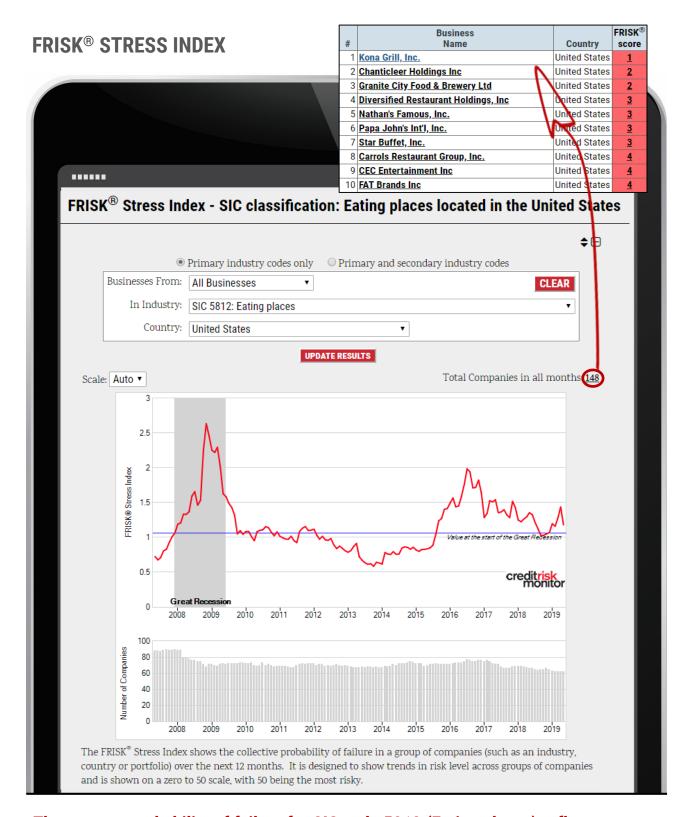
The FRISK® score relative to the broader Restaurants industry raised an additional red flag signaling heightened risk relative to peers, as well...

MAKING IMMEDIATE ATTENTION REQUIRED.

ADJUSTED MARKET CAP VOLATILITY



One of the inputs of the FRISK® score is a company's market cap volatility, adjusted for dividends, over the course of a year. Incorporating this information allows us to capture the "wisdom of markets" on a daily basis. This ensures our subscribers are getting the most up to date view of the risks they face since stocks tend to be more liquid and faster moving than bond prices and ratings.



The average probability of failure for SIC code 5812 (Eating places) reflects an industry with average risk. Kona Grill, Inc. was among the weakest names in the industry as evidenced by its FRISK® score of 1.

PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS



QUARTERLY PERFORMANCE RATIOS

| Operating and | | | | | |
|---|---------------------------------|---|-------------------|--------------------------------------|--------------------------------|
| et losses in each | | | | | |
| | | | | | (IIII) |
| of the last five | | | | | () |
| fiscal quarters Perform | nance Ratios (Thousands | Sequenting Dollars | ial Quarte | rs | |
| | 3 mos | 3 mos | 3 mos | 3 mos | 3 mos |
| Period Ended | 12/31/2018 | 9/30/2018 | 6/30/2018 | 3/31/2018 | 12/31/2017 |
| Net Sales \$ | \$35,144 | \$37,435 | \$42,346 | \$42,017 | \$42,489 |
| % change | -6.12% | -11.60% | 0.78% | -1.11% | -4.28% |
| Gross Margin \$ % change | \$12,426 -10.66% | \$13,908 -16,41% | \$16,638 5.24% | \$15,810 0.08% | \$15,797 -1.32% |
| % of sales | 35.36% | 37.15% | 39.29% | 37.63% | 37.18% |
| change as % of incremental sales | 33.30% n/m | 37.13% n/m | 251.67% | 37.03% n/m | 77.16% n/m |
| SG&A \$ | \$11,473 | \$12,781 | \$13,717 | \$14,295 | \$14,400 |
| % change | -10.23% | -6.82% | -4.04% | -0.73% | -2.64% |
| % of sales | 32.65% | 34.14% | 32.39% | 34.02% | 33.89% |
| change as % of incremental sales | n/m | n/m | -175.68% | n/m | n/m |
| Operating margin \$ | (\$22,760) | (\$4,489) | (\$363) | (\$1,847) | (\$11,820) |
| % change | -407.02% | -1,136.64% | 80.35% | 84.37% | -321.84% |
| % of sales | -64.76% | -11.99% | -0.86% | -4.40% | -27.82% |
| change as % of incremental sales . | n/m | n/m | 451.06% | n/m | n/m |
| EBITDA \$ | (\$19,461) | (\$1,158) | \$2,996 | \$1,515 | (\$7,926) |
| % change | -1,580.57% | -138.65% | 97.76% | 119.11% | -780.93% |
| % of sales | -55.38% | -3.09% | 7.08% | 3.61% | -18.65% |
| change as % of incremental sales | n/m | n/m | 450.15% | n/m | n/m |
| EBIT \$ | (\$22,760) -407.02% | (\$4,489) -1,136.64% | (\$363) 80.35% | (\$1,847) <i>84.37</i> % | (\$11,820) -321.84% |
| % change % of sales | -407.02% | -1,130.04% | -0.86% | -4.40% | -321.84% |
| change as % of incremental sales | n/m | n/m | 451.06% | -4.40% n/m | n/m |
| Pre-tax income \$ | (\$23,378) | (\$5,106) | (\$987) | (\$2,488) | (\$12,390) |
| % change | -357.85% | -417.33% | 60.33% | 79.92% | -275.23% |
| % of sales | -66.52% | -13.64% | -2.33% | -5.92% | -29.16% |
| change as % of incremental sales | n/m | n/m | 456.23% | n/m | n/m |
| Net income (loss) \$ | (\$23,394) | (\$5,114) | (\$1,000) | (\$2,460) | (\$12,409) |
| % change | -357.45% | -411.40% | 59.35% | 80.18% | -273.43% |
| % of sales | -66.57% | -13.66% | -2.36% | -5.85% | -29.21% |
| change as % of incremental sales | n/m | n/m | 443.77% | n/m | n/m |
| Tax expense \$ | \$16 | \$8 | \$13 | (\$28) | 023) |
| Effective tax rate | -0.07% | -0.16% | -1.32% | | |
| Depreciation expense \$ | \$3,455 | \$3,421 | \$3,359 | Nec | ative free |
| % of sales % of capital expenses | 9.83% | 9.14% | 7.93% | _ | |
| % of capital expenses % of PP&E, net (annualized) | 1,129.09% 23.48% | 519.12% 18.74% | 938.27% 17.47% | | flow in four |
| Capital expenditures \$ | \$306 | \$659 | \$358 | of th | e last five |
| % change | -53.57% | 84.08% | -5.04% | | l quarters. |
| % of PP&E, net (annualized) | 2.08% | 3.61% | 1.86% | 1150 | r quarters. |
| % of working capital (annualized) | -4.56% | -43.49% | -18.39% | - | |
| Interest coverage ratio | (31.49) | (1.88) | 4.80 | 24. | (1) |
| % change | -1,577.87% | -139.09% | 103.14% | 117.00% | -697.31% |
| Free cash flow \$ | (\$1,066) | (\$1,309) | (\$34) | (\$919) | \$1,653 |
| % change | 18.56% | -3,750.00% | 96.30% | -155.60% | 1,152.27% |
| Source: | 10-K | 10-Q | 10-Q 8/9/2018 | 10-Q | 10-K |
| | 4/16/2019 | 11/8/2018 | | 5/10/2018 | 3/22/2018 |

QUARTERLY LEVERAGE RATIOS

Total debt to assets ratio increased significantly, indicating heightened risk

Negative tangible net worth suggested that the company had exhausted all of its loanable collateral

Leverage Ratios - Sequential Quarters

| Lever | age Katios - Se (Thousands of U | | <i>q</i> uarters | | |
|--|------------------------------------|------------|------------------|--------------------|-------------------|
| Period Ended | 12/31/2018 | 9/30/2018 | 6/30/2018 | 3/31/2018 | 12/31/2017 |
| Total debt \$ | \$33,115 | \$33,371 | \$33,532 | \$37,444 | \$37,700 |
| % change | -0.77% | -0.48% | -10.45% | -0.68% | -0.47% |
| Stockholders' equity \$ | (\$20,436) | \$2,846 | \$7,850 | \$3,167 | \$5,663 |
| % change | -818.06% | -63.75% | 147.87% | -44.08% | -68.50% |
| Total debt to equity ratio | n/a | 11.73 | 4.27 | 11.82 | 6.66 |
| % change | n/a | 174.50% | -63.87% | 77.60% | 215.99% |
| Tangible net worth \$ | (\$20,436) | \$2,846 | \$7,850 | \$3,167 | \$5,663 |
| % change | -818.06% | -63.75% | 147.87% | -44.08% | -68.50% |
| Total debt to tangible net worth | n/a | 11.73 | 4.27 | 11.82 | 6.66 |
| % change | n/a | 174.50% | -63.87% | 77.60% | 215.99% |
| Total assets \$ | \$53,613 | \$78,590 | \$85,025 | \$87,011 | \$91,799 |
| % change | -31.78% | -7.57% | -2.28% | -5.22% | -11.39% |
| Total debt to assets ratio | 0.62 | 0.42 | 0.39 | 0.43 | 0.41 |
| % change | 45.48% | 7.66% | -8.34% | 4.77% | 12.34% |
| Tangible assets \$ | \$53,613 | \$78,590 | \$85,025 | \$87,011 | \$91,799 |
| % change | -31.78% | -7.57% | -2.28% | -5.22% | -11.39% |
| Short-term debt \$ | \$33,115 | \$1,022 | \$928 | \$4,584 | \$779 |
| % change | 3,140.22% | 10.13% | -79.76% | 488.45% | 13.06% |
| Short-term debt % of total debt | 100.00% | 3.06% | 2.77% | 12.24% | 2.07% |
| % change | 3,165.31% | 10.66% | -77.39% | 492.47% | 13.60% |
| Short-term debt % of working capital | | 2 11% | -21.46% | -40.76% | -7.00% |
| % change | Kona's re | volver | 47.36% | -482.64% | 30.18% |
| Total liabilities \$ | debt was recl | | \$77,175 | \$83,844 | \$86,136 |
| % change | | | -7.95% | -2.66% | 0.61% |
| Total liabilities to equity ratio | 100% currer | | 9.83 | 26.47 | 15.21 |
| % change | covenant vi | | -62.87% | 74.06% | 219.41% |
| Total liabilities to tangible net worth rat | A drastic jum | - | | 26.47 | 15.21 |
| % change | term debt ofte | en precede | | 74.06% | 219.41% |
| Total debt to EBITDA ratio (annualized) % change | a bankrupt | cy filing. | 2.80 -54.72% | 6.18 n/a | n/a n/a |
| Source: | | 4 | 10-Q | 10-Q | 10-K |
| | 4/16/2019 | 11/8/2018 | 8/9/2018 | 5/10/2018 | 4/16/2019 |

QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN

| Negative working capital | Liquidity Ratio | os - Sequen Isands of U.S. Dol | | | Meager cash, quick, & current ratios | |
|--------------------------------|------------------------------|-----------------------------------|-----------------------|------------------------|--|--|
| Period Ended | 12/31/2018 | 9/30/2018 | 6/30/2018 | 3/31/2018 | 12/31/2017 | |
| Current assets \$ | \$5,660 | \$6,813 | \$8,576 | \$7,257 | \$9,044 | |
| % change | -16.92% | -20.56% | 18.18% | -19.76% | 10.86% | |
| % of short-term debt | 17.09% | 666.63% | 924.14% | 158.31% | 1,160.98% | |
| Current liabilities \$ | \$51,591 | \$14,611 | \$12,901 | \$18,502 | \$20,178 | |
| % change | 253.10% | 13.25% | -30.27% | -8.31% | 34.22% | |
| Working capital \$ | (\$45,931) | (\$7,798) | (\$4,325) | (\$11,245) | (\$11,134) | |
| % change | -489.01% | -80.30% | 61.54% | -1.00% | -61.93% | |
| % of sales (annualized) | -32.67% | -5.21% | -2.55% | -6.69% | -6.55% | |
| Cash \$ | \$2,626 | \$3,962 | \$5,393 | \$3,774 | \$5,100 | |
| % change | -33.72% | -26.53% | 42.90% | -26.00% | 38.25% | |
| % of short-term debt | 7.93% | 387.67% | 581.14% | 82.33% | 654.69% | |
| Cash ratio | 0.05 | 0.27 | 0.42 | 0.20 | 0.25 | |
| % change | -81.23% | -35.12% | 104.90% | -19.30% | 3.02% | |
| Quick assets \$ | \$3,171 | \$4,356 | \$6,034 | \$5,020 | \$6,471 | |
| % change | -27.20% | -27.81% | 20.20% | -22.42% | 15.74% | |
| % of short-term debt | 9.58% | 426.22% | 650.22% | 109.51% | 830.68% | |
| Quick ratio | 0.06 | 0.30 | 0.47 | 0.27 | 0.32 | |
| % change Current ratio | -79.37% 0.11 | -36.26% 0.47 | 72.39% 0.66 | -15.40% 0.39 | -13.77% | |
| | -76.47% | -29.86% | 69.51% | -12.49% | 0.45 -17.40% | |
| % change Source: | -70.47% 10-K 4/16/2019 | -29.86% 10-Q 11/8/2018 | 10-Q 8/9/2018 | 10-Q 5/10/2018 | 10-K 4/16/2019 | |

| generate | | | | | |
|-------------------------------|---------------------|--------------------------------|--------------------|--------------------|---------------------|
| y positive returns | Rate of Return - | Sequentia ds of U.S. Dollar | | | |
| Period Ended | 3 mos 12/31/2018 | 3 mos 9/30/2018 | 3 mos 6/30/2018 | 3 mos 3/31/2018 | 3 mos 12/31/2017 |
| Return on equity | -822.00% | -65.15% | -31.58% | -43.44% | -69.02% |
| % change | -1,161.77% | -106.32% | 27.31% | 37.06% | -336.73% |
| Return on net tangible equity | -822.00% | -65.15% | -31.58% | -43.44% | -69.02% |
| % change | -1,161.77% | -106.32% | 27.31% | 37.06% | -336.73% |
| Return on total assets | -35.39% | -6.25% | -1.16% | -2.75% | -12.70% |
| % change | -466.14% | -437.75% | 57.75% | 78.34% | -301.81% |
| Return on tangible assets | -35.39% | -6.25% | -1.16% | -2.75% | -12.70% |
| % change | -466.14% | -437.75% | 57.75% | 78.34% | -301.81% |
| Source: | 10-K | 10-Q | 10-Q | 10-Q | 10-K |
| | 4/16/2019 | 11/8/2018 | 8/9/2018 | 5/10/2018 | 3/22/2018 |

ANNUAL STATEMENT OF CASH FLOWS

| Negative | | | | | |
|--|--|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| ash from operating | | | | | |
| activities | | | 1 3/1 | | |
| Stateme | ent of Cash I | Flows - Ann isands of U.S. Doll | | ardized | |
| Period Ended | 12 mos 12/31/2018 | 12 mos 12/31/2017 | 12 mos 12/31/2016 | 12 mos 12/31/2015 | 12 mos 12/31/2014 |
| Cash Flows from Operating Activiti | | 12/31/2017 | 12/31/2010 | 12/31/2013 | 12/31/2014 |
| Net income | (\$31,968) | (\$23,432) | (\$21,629) | (\$4,496) | \$703 |
| Depreciation/depletion | 13,351 | 15,155 | 14,421 | 9,781 | 7,176 |
| Non-cash Items | 17,392 | 12,249 | 13,815 | 1,629 | 1,043 |
| Changes in working capital | (403) | 1,928 | 14,280 | 3,380 | 5,822 |
| Total cash from operating activities | (1,628) | 5,900 | 20,887 | 10,294 | 14,744 |
| Cash Flows from Investing Activitie | es: | | | | |
| Capital expenditures | (1,700) | (11,840) | (41,900) | (38,077) | (21,855) |
| Other investing cash flow items, total | 124 | 125 | (133) | (138) | (3) |
| Total cash from investing activities | (1,576) | (11,715) | (42,033) | (38,215) | (21,858) |
| Cash Flows from Financing Activiti | es: | | | | |
| Financing cash flow items | (223) | (308) | (719) | 0 | (1,034) |
| Issuance/retirement of stock, net | 5,547 | (3,311) | (10,526) | 398 | 42,345 |
| Issuance/retirement of debt, net | (4,594) | 11,000 | 26,812 | 0 | (3,500) |
| Total cash from financing activities | 730 | 7,381 | 15,567 | 398 | 37,811 |
| Net change in cash | (2,474) | 1,566 | (5,579) | (27,523) | 30,697 |
| Net cash-beginning balance | 5,042 | 3,476 | 9,055 | 36,578 | 5,881 |
| Net cash-ending balance | \$2,568 | \$5,042 | \$3,476 | \$9,055 | \$36,578 |
| Supplemental Disclosures: | | | | | |
| Cash interest paid | \$2,349 | \$1,571 | \$323 | \$99 | \$161 |
| Cash taxes paid, supplemental | \$60 | \$58 | \$2 | \$12 | \$110 |
| Auditor/Opinion: | Ernst & Young LLP Unqualified | Ernst & Young LLP Unqualified | Ernst & Young LLP Unqualified | Ernst & Young LLP Unqualified | Ernst & Young LLP Unqualified |
| Source: | 10-K 4/16/2019 | 10-K 3/22/2018 | 10-K 3/14/2017 | 10-K 3/3/2016 | 10-K 3/12/2015 |

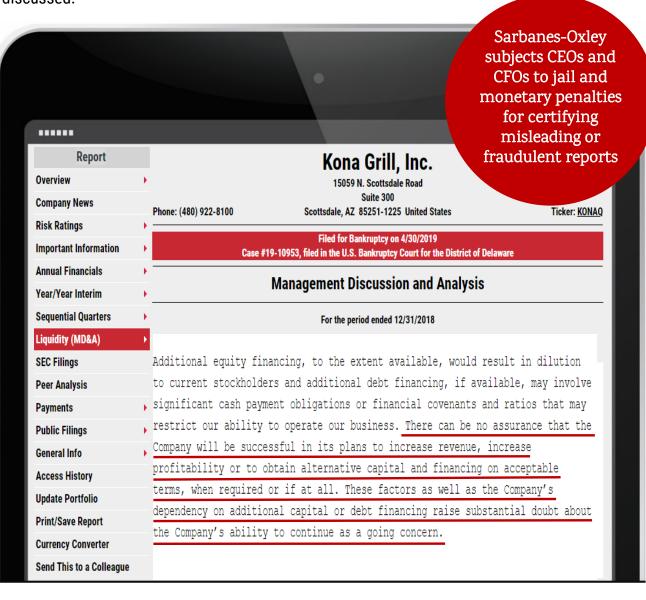
NEWS ALERTS: A TIMELINE OF CONCERNING NEWS ITEMS

| 5/15/2018 | CRMZ News Service | Kona Grill Inc updated financials available |
|------------------|---|--|
| | as an 8.5% sales decrea | struggle as it posted a 9.9% sales decrease for the 3 months ende ase for the 6 months ended 6/30/18 versus last year's comparable |
| 8/14/2018 | CRMZ News Service | Kona Grill Inc updated financials available |
| Kona Grill dismi | sses CEO after only thre | ee months on the job. |
| 11/8/2018 | GLOBE NEWSWIRE | Kona Grill Announces Strategic Leadership Changes |
| | ts third-quarter 2018 re e company reported for | sults, which included a \$5M loss. The loss was \$2M greater than Q3 2017. |
| 11/18/2018 | CRMZ News Service | Kona Grill Inc updated financials available |
| Kona's CEO resi | gned; its current CFO is | appointed to serve as principal executive officer in the interim. |
| 4/8/2019 | CRMZ News Service | KONA GRILL INC FILES (8-K) Disclosing Change in Directors or Principal Office |
| | ecurring losses from op ability to continue as a g | erations and had a net capital deficiency that raised substantial going concern. |
| 4/17/2019 | CRMZ News Service | Kona Grill Inc Receives Going Concern Opinion |
| \$23M compared | with net loss of \$12M | es note for Kona as net loss for the period increased 89% to for the same period last year. Net loss for the year-to-date ed with net loss of \$23M for the equivalent 12 months last year. Kona Grill Inc updated financials available |
| | - | eiving notice from the stock market earlier in the month that it not pay listing fees or file an appeal. |
| | CRMZ News Service | Kona Grill's Nasdaq Listing Is Suspended |
| 4/26/2019 | OTTIVIZ ITEMS SCIVICE | |
| | filed for bankruptcy | |

MANAGEMENT DISCUSSION AND ANALYSIS

One feature of the CreditRiskMonitor service is the ability to quickly access a Company's Management Discussion and Analysis (MD&A) history.

The MD&A represents the thoughts and opinions of management, and provides a forecast of future operations, and therefore these statements can't typically be falsified. According to the Financial Accounting Standards Board (FASB), "MD&A should provide a balanced presentation that includes both positive and negative information about the topics discussed."



ABOUT THIS REPORT/CONTACT CREDITRISKMONITOR



CreditRiskMonitor is a financial risk analysis and news service that helps credit, supply chain and financial professionals stay ahead of and manage risk quickly, accurately and cost effectively. More than 35% of the Fortune 1000, plus over a thousand other large corporations worldwide, rely on our financial risk coverage of over 58,000 global public companies.

CreditRiskMonitor Bankruptcy Case Studies provide post-filing analyses of public company bankruptcies. Our case studies educate subscribers about methods they can apply to assess bankruptcy risk using CreditRiskMonitor's proprietary FRISK® score, robust financial database and timely news alerts.

Request a Personalized Demo and Risk Assessment

Read more Bankruptcy Case Studies, High Risk Reports and other resources

Contact us at: 845.230.3000 creditriskmonitor.com/contact-us