# Edgar Filing: SCIENTIFIC INDUSTRIES INC - Form 10-Q 

## SCIENTIFIC INDUSTRIES INC

Form 10-Q
November 14, 2013
UNITED STATES
SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 10-Q
(Mark One)
X QUARTERLY REPORT UNDER SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934
For quarterly period ended September 30, 2013

TRANSITION REPORT UNDER SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period from
to $\qquad$

Commission File Number: 0-6658 $\qquad$

SCIENTIFIC INDUSTRIES, INC.

(631) 567-4700
(Registrant's telephone number, including area code)

Not Applicable
(Former name, former address and former fiscal year, if changed since last report)

Indicate by check whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(d)$ of the Securities Exchange Act 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 $X \quad$ No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a small reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "small reporting company" in Rule $12 \mathrm{~b}-2$ of the Exchange Act.

Large accelerated filer $\qquad$ Accelerated Filer $\qquad$

Non-accelerated filer Smaller reporting company X
(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

The number of shares outstanding of the issuer's common stock par value, $\$ 0.05$ per share, as of October 25,2013 was $1,342,663$ shares.

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PART I-FINANCIAL INFORMATION

Item 1. Financial Statements

SCIENTIFIC INDUSTRIES, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS

ASSETS

| Current Assets: | $\overline{\text { (Unaudited) }}$ |  |
| :---: | :---: | :---: |
| Cash and cash equivalents | \$ 732,700 | \$ 927,300 |
| Investment securities | 911,500 | 908,400 |
| Trade accounts receivable, net | 815,800 | 815,900 |
| Inventories | 1,783,400 | 1,705,600 |
| Prepaid expenses and other current assets | 105,900 | 59,000 |
| Deferred taxes | 88,000 | 86,600 |
| Total current assets | $4,437,300$ | $4,502,800$ |
| Property and equipment at cost, net | 148,900 | 156,500 |
| Intangible assets, net | 747,300 | 773,500 |
| Goodwill | 589,900 | 589,900 |
| Other assets | 24,100 | 24,100 |
| Deferred taxes | 101,600 | 106,200 |
| Total assets | \$6,049,100 | \$6,153,000 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |
| Current Liabilities: |  |  |
| Accounts payable | \$ 161,800 | \$ 156,800 |
| Customer advances | 43,300 | 15,900 |
| Notes payable, current portion | 79,000 | 78,300 |
| Accrued expenses and taxes | 289,600 | 407,700 |
| Contingent consideration payable, current portion | 19,000 | 19,000 |
| Dividends payable | 107,400 | - |
| Total current liabilities | 700,100 | 677,700 |
| Contingent consideration payable, less current portio | ion 51,600 | 51,600 |
| Notes payable, less current portion | 6,700 | 26,700 |
| Total liabilities | 758,400 | 756,000 |
| Shareholders' equity: |  |  |
| Common stock, $\$ .05$ par value; authorized 7,000,00 1,357,465 issued and outstanding at September 30, and June 30, 2013 | shares; $67,900$ | 67,900 |
| Additional paid-in capital | 1,977,900 | 1,977,100 |
| Accumulated other comprehensive loss | ( 15,400) | ( 13,600) |
| Retained earnings | 3,312,700 | 3,418,000 |
|  | 5,343,100 | 5,449,400 |
| Less common stock held in treasury, at cost, 19,802 shares | $52,400$ | 52,400 |
| Total shareholders' equity | 5,290,700 | 5,397,000 |
| Total liabilities and |  |  |
| shareholders' equity | \$6,049,100 | \$6,153,000 |

See notes to unaudited condensed consolidated financial statements

SCIENTIFIC INDUSTRIES, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)


See notes to unaudited condensed consolidated financial statements

|  | For the Three Month Periods Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2013 |  | 2012 |
| Net income (loss) | \$ | 2,100 | (\$ | 62,200) |
| Other comprehensive income (loss): <br> Unrealized holding gain (loss) arising during period, net of tax | $($ | 1,800) |  | 9,600 |
| Comprehensive income (loss) | \$ | 300 |  | 52,600) |

See notes to unaudited condensed consolidated financial statements

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SCIENTIFIC INDUSTRIES, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)



See notes to unaudited condensed consolidated financial statements

## Principles of consolidation:

The accompanying consolidated financial statements include the accounts of Scientific Industries, Inc. ("Scientific", a Delaware corporation), Altamira Instruments, Inc. ("Altamira", a wholly owned subsidiary and Delaware corporation), Scientific Packaging Industries, Inc. (an inactive wholly owned subsidiary and New York corporation) and Scientific Bioprocessing, Inc., ("SBI", a wholly owned subsidiary and Delaware corporation). All are collectively referred to as the "Company". All material intercompany balances and transactions have been eliminated.
2. New Accounting Pronouncements:

In July 2013, the FASB issued ASU 2013-11, Income Taxes (Topic 740), which clarifies the presentation requirements of unrecognized tax benefits when a net operating loss carry forward, a similar tax loss, or a tax credit carry forward exists at the reporting date. The amendments in this ASU are effective for fiscal years, and interim periods within those years, beginning after December 15, 2013 and should be applied prospectively. The adoption of this ASU is not expected to have a material impact to the Company's consolidated financial statements.

## 3. Acquisition:

On November 14, 2011, the Company through SBI acquired substantially all of the assets of a privately owned company consisting principally of a license and sublicenses under patents held by the University of Maryland, Baltimore County ("UMBC") with respect to the design, development and production of bioprocessing methods, systems and products. The acquisition was pursuant to an asset purchase agreement. The Company paid to the seller $\$ 260,000$ in cash, issued 135,135 shares of Common Stock valued at $\$ 400,000$, issued to UMBC a $\$ 230,000$ 36-month note payable, and agreed to make additional cash payments equal to $30 \%$ of net royalties received under the acquired license and sublicenses, estimated at a present value of $\$ 128,000$ on the date of acquisition.

SBI's revenues are derived from royalties received by $\operatorname{SBI}$ under the various sublicense agreements, net of royalty payments due to UMBC and revenues from future sales of certain products being developed under its existing license. University, government, and industrial laboratories working primarily in the biotechnology industry worldwide are its targeted customers.

Management of the Company allocated the purchase price based on its valuation of the assets acquired, all of which are intangible, as follows:

| Technology, trademarks, and in-process |  |
| :--- | ---: | ---: |
| research \& development ("IPR\&D") | 500,000 |
| Sublicense agreements | 294,000 |
| Engineering drawings and software | 64,000 |



The amounts allocated to Technology, Trademarks, and IPR\&D and Sublicense Agreements are deemed to have a useful life of 10 years, and to the remaining intangible assets to have a useful life of 5 years, all of which are being amortized on a straight-line basis, except for goodwill.

In connection with the acquisition, $S B I$ entered into a research and development agreement providing for the seller to perform services with respect to the research and development of bioprocessing methods, systems, and products pursuant to programs set forth in the Agreement at a fee of $\$ 14,000$ per month plus all related expenses. The agreement was terminated in June 2013 as a result of the death of the seller's chief operating officer.

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## 4. Segment Information and Concentrations:

The Company views its operations as three segments: the manufacture and marketing of standard benchtop laboratory equipment for research in university, hospital and industrial laboratories sold primarily through laboratory equipment distributors ("Benchtop Laboratory Equipment"), the manufacture and marketing of custom-made catalyst research instruments for universities, government laboratories, and chemical and petrochemical companies sold on a direct basis ("Catalyst Research Instruments") and the marketing and production of bioprocessing systems for laboratory research in the biotechnology industry sold directly to customers and through distributors ("Bioprocessing Systems").

Segment information is reported as follows:

| Benchtop <br> Laboratory <br> Equipment | Catalyst <br> Research <br> Instruments | Bio- <br> processing <br> systems | Corporate and Other | Consolidated |
| :---: | :---: | :---: | :---: | :---: |
| Three months ended September 30, 2013: |  |  |  |  |
| Revenues \$1,069,700 | \$ 339,700 | \$ 26,700 | \$ | \$1,436,100 |
| Foreign Sales 620,800 | 73,500 | 2,000 | - | 696,300 |
| Income(Loss) from |  |  |  |  |
| Operations 117,800 | ( 104,000) | ( 16,800) | - | ( 3,000) |
| Assets 2,470,200 | 1,587,200 | 890,600 | $1,101,100$ | 6,049,100 |
| Long-Lived Asset |  |  |  |  |
| Expenditures 9,900 | - | 500 | - | 10,400 |
| Depreciation and |  |  |  |  |
| Amortization 11,000 | 9,100 | 24,100 | - | 44,200 |



Approximately 68\% and 61\% of net sales of benchtop laboratory equipment for the three month periods ended September 30, 2013 and 2012, respectively, were derived from the Company's main product, the Vortex-Genie $2(R)$ mixer, excluding accessories.

Two customers accounted in the aggregate for approximately $15 \%$ and $22 \%$ of the net sales of the Benchtop Laboratory Equipment Operations and $11 \%$ and $17 \%$ of the Company's revenues for the three months ended September 30, 2013, and 2012, respectively. Sales of catalyst research instruments generally comprise a few very large orders averaging at least $\$ 100,000$ per order to a limited number of customers, who differ from order to order. Sales to three customers during the three months ended September 30, 2013 accounted for approximately 94\% of the Catalyst Research Instrument Operations' revenues and $22 \%$ of the Company's total revenues and to five different customers for the three months ended September 30,2012 accounted for $97 \%$ of the segment's revenues and $17 \%$ of the Company's total revenues.

The Company's foreign sales are principally to customers in Europe and Asia.
5. Fair Value of Financial Instruments:

The FASB defines the fair value of financial instruments as the amount 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. Fair value measurements do not include transaction costs.

The accounting guidance also expands the disclosure requirements around fair value and establishes a fair value hierarchy of valuation inputs. The hierarchy prioritizes the inputs into three levels based on the extent to which inputs used in measuring fair value are observable in the market. Each fair value measurement is reported in one of the three levels, which is determined by the lowest level input that is significant to the fair value measurement in its entirety. These levels are described below:

Level 1 Inputs that are based upon unadjusted quoted prices for identical instruments traded in active markets.

Level 2 Quoted prices in markets that are not considered to be active or financial instruments for which all significant inputs are

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observable, either directly or indirectly.

Level 3 Prices or valuation that require inputs that are both significant to the fair value measurement and unobservable.

The following tables set forth by level within the fair value hierarchy the Company's financial assets that were accounted for at fair value on a recurring basis at September 30,2013 and June 30,2013 according to the valuation techniques the Company used to determine their fair values:

Fair Value Measurements Using Inputs Considered as

Assets:
Fair Value at
September 30, 2013 Level 1 Level 2 Level 3


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Fair Value Measurements Using Inputs Considered as

Assets:
Fair Value at
June 30, 2013 Level 1 Level 2 Level 3


Cash and cash equivalents
Available for sale securities

Total

Liabilities:

Contingent consideration


|  | \$ 70,600 \$ - \$ - \$ 70,600 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |

Investments in marketable securities classified as available-for-sale by security type at September 30,2013 and June 30,2013 consisted of the following:

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7. Earnings (Loss) per common share:

Basic earnings (loss) per common share are computed by dividing net income or loss by the weighted-average number of shares outstanding. Diluted earnings per common share include the dilutive effect of stock options, if any.

Earnings (Loss) per common share was computed as follows:

```
For the Three Month
    Periods Ended
    September 30,
```

|  | 2013 |  | 2012 |  |
| :---: | :---: | :---: | :---: | :---: |
| Net income (loss) | \$ | 2,100 | (\$ | 62,200) |
| Weighted average common shares outstanding |  | 1,337,663 |  | 35,712 |
| Dilutive securities |  | 7,408 |  | - |
| Weighted average dilutive common shares outstanding |  | 1,345,071 |  | 35,712 |
| Basic earnings (loss) per common share | \$ | . 00 | (\$ | .05) |
| Diluted earnings (loss) per common share | \$ | . 00 | (\$ | .05) |

Approximately 28,500 and 60,000 shares of the Company's Common Stock issuable upon the exercise of outstanding stock options were excluded from the calculation of diluted earnings per common share for the three months ended September 30, 2013 and 2012, respectively, because the effect would be anti-dilutive.

## 8. Goodwill and Other Intangible Assets:

Goodwill represents the excess of the purchase price over the fair value of the net assets acquired in connection with the Company's acquisition of Altamira and SBI's acquisition of assets. Goodwill amounted to \$589,900 as of September 30, 2013 and June 30, 2013, all of which is expected to be deductible for tax purposes.

The components of other intangible assets are as follows:

|  | Useful <br> Lives | Cost | Accumulated Amortization | Net |
| :---: | :---: | :---: | :---: | :---: |
| At September 30, 2013: |  |  |  |  |
| Technology, trademarks | 5/10 yrs. | \$ 865,900 | \$ 417,800 | \$ 448,100 |
| Customer relationships | 10 yrs. | 237,000 | 205,600 | 31,400 |
| Sublicense agreements | 10 yrs. | 294,000 | 55,100 | 238,900 |
| Non-compete agreements | 5 yrs. | 114,000 | 106,500 | 7,500 |
| Other intangible assets | 5 yrs. | 157,400 | 136,000 | 21,400 |
|  |  | \$1,668,300 | \$ 921,000 | \$ 747,300 |
|  |  | 10 |  |  |
|  | Useful |  | Accumulated |  |
|  | Lives | Cost | Amortization | Net |
| At June 30, 2013: |  |  |  |  |
| Technology, trademarks | 5/10 yrs. | \$ 865,400 | \$ 402,100 | \$ 463,300 |
| Customer relationships | 10 yrs. | 237,000 | 203,200 | 33,800 |
| Sublicense agreements | 10 yrs. | 294,000 | 47,800 | 246,200 |
| Non-compete agreements | 5 yrs. | 114,000 | 105,900 | 8,100 |
| Other intangible assets | 5 yrs. | 156,000 | 133,900 | 22,100 |
|  |  | \$1,666,400 | \$ 892,900 | \$ 773,500 |

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Total amortization expense was $\$ 28,100$ and $\$ 28,800$ for the three months ended September 30, 2013 and 2012, respectively. As of September 30, 2013, estimated future amortization expense related to intangible assets is $\$ 82,700$ for the remainder of the fiscal year ending June 30, 2014, $\$ 106,600$ for fiscal 2015, $\$ 110,800$ for fiscal 2016, $\$ 95,600$ for fiscal 2017, $\$ 81,100$ for fiscal 2018, and $\$ 270,500$ thereafter.

SCIENTIFIC INDUSTRIES, INC. AND SUBSIDIARIES

Item 2. Management's Discussion and Analysis or Plan of Operations
Certain statements contained in this report are not based on historical facts, but are forward-looking statements that are based upon various assumptions about future conditions. Actual events in the future could differ materially from those described in the forward-looking information. Numerous unknown factors and future events could cause such differences, including but not limited to, product demand, market acceptance, impact of competition, the ability to reach final agreements, the ability to finance and produce to customers' specifications catalyst research instruments, and to develop marketable bioprocessing systems, adverse economic conditions, and other factors affecting the Company's business that are beyond the Company's control. Consequently, no forward-looking statement can be guaranteed.

We undertake no obligation to publicly update forward-looking statements, whether as a result of new information, future events or otherwise.

Liquidity and Capital Resources
Cash and cash equivalents decreased by $\$ 194,600$ to $\$ 732,700$ as of September 30, 2013 from $\$ 927,300$ as of June 30, 2013.

Net cash used in operating activities was $\$ 159,100$ for the three months ended September 30, 2013 as compared to cash provided by operating activities of $\$ 19,800$ for the comparable three month period in 2012, due mainly to the income tax payments made and lower cash advances in the current period compared to the prior period. Cash used in investing activities was $\$ 16,100$ for the three month period ended September 30, 2013 compared to $\$ 21,800$ for the three month period ended September 30, 2012 due primarily to decreased capital expenditures. Cash used in financing activities was $\$ 19,400$ and $\$ 18,700$ for the three months ended September 30, 2013 and 2012, respectively, related to principal payments on a note related to a recent acquisition.

On September 20, 2013, the Board of Directors of the Company declared a cash dividend of $\$ .08$ per share of Common Stock payable on November 4 , 2013 to holders of record as of the close of business on October 11, 2013.

The Company's working capital decreased by $\$ 87,900$ to $\$ 3,737,200$ at September 30, 2013 from $\$ 3,825,100$ at June 30,2013 , mostly due to the

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dividend declared during the period.

The Company has a line of credit with its bank, JPMorgan Chase Bank, N.A. which provides for maximum borrowings of up to $\$ 700,000$, bearing interest at 3.05 percentage points above a defined LIBOR Index. The interest rate as of September 30, 2013 was approximately $3.25 \%$ and is to be secured by a pledge of collateral consisting of the inventory, accounts, chattel paper, equipment and general intangibles of the Company. Outstanding amounts are due and payable by June 14, 2014 with a requirement that the Company is to reduce the outstanding principal balance to zero during the 30 day period ending on the anniversary date of the promissory note. As of September 30, 2013 and June 30, 2013, no borrowings under the line were outstanding.

Management believes that the Company will be able to meet its cash flow needs during the next 12 months from its available financial resources which include its cash and investment securities.

Results of Operations

Financial Overview

The Company recorded income of $\$ 3,000$ before income tax expense for the three months ended September 30,2013 compared to a loss of $\$ 87,700$ before income tax benefit for the comparable period last year; the improvement, primarily the result of a smaller loss by the Bioprocessing Systems Operations due to lower research and development expenses during the current year period. The Catalyst Research Instruments Operations also incurred a smaller loss in the current year period primarily due to higher sales.

The Three Months Ended September 30, 2013 Compared With the Three Months Ended September 30, 2012

Revenues for the three months ended September 30, 2013 increased by $\$ 84,400(6.2 \%)$ to $\$ 1,436,100$ from $\$ 1,351,700$ for the three months ended September 30, 2012, primarily as a result of a $\$ 55,500$ increase in catalyst research instrument sales and a $\$ 24,100$ increase in revenue of the bioprocessing systems operations. Sales of benchtop laboratory products increased slightly by $\$ 4,800$ compared to the same period last year. Sales of catalyst research instruments are sold pursuant to a small number of larger orders, typically averaging over $\$ 100,000$ each, resulting in significant swings in revenues. The Bioprocessing Systems Operations' revenues consist primarily of earned royalties. The backlog of orders for catalyst research instruments was $\$ 513,400$ as of September 30, 2013, substantially all of which is expected to be delivered by fiscal year end, as compared to the backlog as of September 30,2012 of $\$ 1,240,000$.

The gross profit percentage for the three months ended September 30,2013 increased to $41.4 \%$ compared to $34.4 \%$ for the three months ended September 30, 2012, due to product mix.

General and administrative expenses for the three months ended September 30, 2013 increased by $\$ 23,400$ ( $8.4 \%$ ) to $\$ 303,000$ from
$\$ 279,600$ for the three months ended September 30,2012 , primarily due to an increase in expenses incurred by the Benchtop Laboratory Equipment Operations.

Selling expenses for the three months ended September 30, 2013 increased $\$ 40,600(26.0 \%)$ to $\$ 197,000$ from $\$ 156,400$ for the three months ended September 30, 2012, primarily the result of increased sales commissions and exhibitions expenses for the Catalyst Research Instruments Operations.

Research and development expenses for the three months ended September 30, 2013 decreased by $\$ 22,900$ (19.1\%) to $\$ 97,200$ from $\$ 120,100$ for the three months ended September 30, 2012, primarily the result of lower product development costs related to the Bioprocessing Systems Operations during the current quarter due to the termination of an R\&D agreement.

Other income increased by $\$ 2,000$ to $\$ 6,000$ for the three months ended September 30,2013 from $\$ 4,000$ for the prior year period, mainly due to lower interest expense incurred by the Bioprocessing Systems Operations and higher miscellaneous income.

For the three months ended September 30, 2013, the income tax expense was $\$ 900$ compared to an income tax benefit of $\$ 25,500$ for the three months ended September 30, 2012.

As a result, net income for the three months ended September 30, 2013 of $\$ 2,100$ compared to a net loss of $\$ 62,200$ for the three months ended September 30, 2012.

Item 4. Controls and Procedures

Evaluation of Disclosure Controls and Procedures. As of the end of the period covered by this report, based on an evaluation of the Company's disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934), the Chief Executive and Chief Financial Officer of the Company has concluded that the Company's disclosure controls and procedures are effective to ensure that information required to be disclosed by the Company in its Exchange Act reports is recorded, processed, summarized and reported within the applicable time periods specified by the SEC's rules and forms. The Company also concluded that information required to be disclosed in such reports is accumulated and communicated to the Company's management, including its principal executive and principal financial officer, as appropriate to allow timely decisions regarding required disclosure.

Changes in Internal Control Over Financial Reporting. There was no change in the Company's internal controls over financial reporting that occurred during the most recently completed fiscal quarter that materially affected or is reasonably likely to materially affect the Company's internal controls over financial reporting.

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Part II - OTHER INFORMATION
Item 6. Exhibits and Reports on Form 8-K
    (a) Exhibit Number: Description
    31.1 Certification of Chief Executive
Officer and Chief Financial Officer pursuant to Section 302 of the
Sarbanes-Oxley Act of 2002.
    32.1 Certification of Chief Executive
Officer and Chief Financial Officer pursuant to Section 906 of the
Sarbanes-Oxley Act of 2002.
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    (b) Reports on Form 8-K:
        None
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    SCIENTIFIC INDUSTRIES, INC. AND SUBSIDIARIES
    
## SIGNATURE

In accordance with the requirements of the Exchange Act, the registrant caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

## Scientific Industries, Inc.

Registrant
/s/ Helena R. Santos

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Helena R. Santos<br>President, Chief Executive Officer and Treasurer<br>Principal Executive, Financial and Accounting Officer

