## SCIENTIFIC INDUSTRIES INC

## Form 10-Q

May 14, 2015

UNITED STATES<br>SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549<br>FORM 10-Q


(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 $X$ No

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

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The number of shares outstanding of the issuer's common stock par value,
$0.05 per share, as of May 1, 2015 was 1,479,112 shares.
TABLE OF CONTENTS
PART I - FINANCIAL INFORMATION
ITEM 1 CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED):
Condensed Consolidated Balance Sheets
Condensed Consolidated Statements of Operations
Condensed Consolidated Statements of Comprehensive
Income (Loss)
Condensed Consolidated Statements of Cash Flows
Notes to Condensed Consolidated Financial Statements
ITEM 2 MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN
OPERATIONS
ITEM 4 CONTROLS AND PROCEDURES
PART II - OTHER INFORMATION
ITEM 6 EXHIBITS AND REPORTS ON FORM 8-K
SIGNATURE
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See notes to unaudited condensed consolidated financial statements

| CONDENSED CONSOLIDATED ST | StATEMENTS OF | OPERATIONS | (UNAUDITED) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | For the Three Month Periods Ended March 31, |  | For the Nine Month Periods Ended March 31, |  |
|  | 2015 | 2014 | 2015 | 2014 |
| Revenues | \$1,729,200 | \$1,786,300 | \$5,082,400 | \$4,970,200 |
| Cost of sales | 961,900 | 1,088,900 | 3,125,800 | 2,860,500 |
| Gross profit | 767,300 | 697,400 | 1,956,600 | 2,109,700 |
| Operating expenses: |  |  |  |  |
| General \& administrative | ve 433,900 | 461,800 | 1,286,500 | 1,108,100 |
| Selling | 202,200 | 198,000 | 726,900 | 602,800 |
| Research \& development | 94,500 | 113,800 | 317,700 | 301,900 |
| Total operating expenses | 730,600 | 773,600 | 2,331,100 | 2,012,800 |
| Income (loss) from operations | 36,700 | 76,200) | $(374,500)$ | 96,900 |
| Other income (expense): |  |  |  |  |
| Investment income | 1,100 | 1,000 | 10,700 | 19,500 |
| Other | 4,600) | 3,700) | ( 5,700) | ( 7,700) |
| Interest expense | ( 1,600) | 900) | ( 4,300) | ( 2,400) |
| Total other income, (expense) net | 5,100) | 3,600) | 700 | 9,400 |
| Income (loss) before income taxes (benefit) | 31,600 | 79,800) | $(373,800)$ | 106,300 |
| Income tax expense (benefit): |  |  |  |  |
| Current | 34,800 | 1,400) | ( 56,200) | 40,200 |
| Deferred | ( 22,200) | 18,700) | ( 37,300) | 11,400) |
| Total income (loss) tax expense (benefit) | 12,600 | 20,100) | ( 93,500) | 28,800 |
| Net income (loss) | \$ 19,000 | (\$ 59,700) | (\$ 280,300) | \$ 77,500 |
| Basic earnings (loss) per common |  |  |  |  |

Diluted earnings (loss)
share
sher common
Cash dividends declared
per common share
See notes to unaudited condensed consolidated financial statements

2

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SCIENTIFIC INDUSTRIES, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS) (UNAUDITED)
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See notes to unaudited condensed consolidated financial statements

3

SCIENTIFIC INDUSTRIES, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)
For the Nine Month Periods Ended
March 31, 2015 March 31, 2014

| Loss on sale of investments |  | 4,400 |  | 17,300 |
| :---: | :---: | :---: | :---: | :---: |
| Depreciation and amortization |  | 327,200 |  | 154,000 |
| Deferred income tax (benefit) | $($ | 37,300) |  | 11,400) |
| Stock-based compensation |  | 10,200 |  | 14,900 |
| Income tax benefit of stock options exercised |  | 4,900 |  | - |
| Changes in operating assets and liabil net of effect of acquisition: |  | es, |  |  |
| Accounts receivable | ( | 72,900) |  | 319,400) |
| Inventories | ( | 312,100) |  | 399,700) |
| Prepaid expenses and other current assets |  | 11,900 |  | 66,900) |
| Accounts payable | $($ | 48,600) |  | 77,900 |
| Customer advances |  | 235,400 |  | 256,000 |
| Accrued expenses and taxes | $($ | 13,500) |  | 19,900 |
| Other assets | ( | 24,200) |  | - |
| Total adjustments |  | 85,400 |  | 257,400) |
| Net cash used in operating activities |  | 194,900) |  | 179,900) |
| Investing activities: |  |  |  |  |
| Cash paid for asset acquisition |  | - |  | 700,000) |
| Redemption of investment securities, available-for-sale |  | 127,000 |  | 450,900 |
| Purchase of investment securities, available-for-sale | 1 | 3,800) |  | 25,000) |
| Capital expenditures | ( | 56,500) |  | 47,100) |
| Purchase of other intangible assets | $($ | 4,400) | ( | 2,900) |
| Net cash provided by (used in) invest activities |  | $62,300$ | ( | 324,100) |
| Financing activities: |  |  |  |  |
| Line of credit proceeds |  | 250,000 |  | 150,000 |
| Line of credit repayments | $($ | 150,000) |  | 70,000) |
| Payments of contingent consideration | ( | 98,900) |  | 1,100) |
| Proceeds from exercise of stock options |  | 18,800 |  | 6,700 |
| Cash dividend declared and paid |  | - |  | 107,400) |
| Principal payments on note payable | $($ | 26,700) | ( | 58,500) |
| Net cash used in financing activities |  | 6,800) | $($ | 80,300) |
| Net decrease in cash and cash equivalents | ( | 139,400) |  | 584,300) |
| Cash and cash equivalents, beginning of year |  | 493,700 |  | 927,300 |
| Cash and cash equivalents, end of period | \$ | 354,300 | \$ | 343,000 |
| Supplemental disclosures: |  |  |  |  |
| Cash paid during the period for: |  |  |  |  |
| Income taxes | \$ | 3,500 | \$ | 152,100 |
| Interest |  | 4,300 |  | 2,400 |

See Note 2 for non-cash investing and financing activities in connection with an asset acquisition.

See notes to unaudited condensed consolidated financial statements

SCIENTIFIC INDUSTRIES, INC. AND SUBSIDIARIES<br>NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

General: The accompanying unaudited interim condensed consolidated financial statements are prepared pursuant to the Securities and Exchange Commission's rules and regulations for reporting on Form 10-Q. Accordingly, certain information and footnotes required by accounting principles generally accepted in the United States for complete financial statements are not included herein. The Company believes all adjustments necessary for a fair presentation of these interim statements have been included and that they are of a normal and recurring nature. These interim statements should be read in conjunction with the Company's financial statements and notes thereto, included in its Annual Report on Form 10-K, for the fiscal year ended June 30, 2014. The results for the three and nine months ended March 31, 2015, are not necessarily an indication of the results for the full fiscal year ending June 30, 2015.

1. Summary of significant accounting policies:

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 May 2014, the FASB issued ASU 2014-09, Revenue from Contracts with Customers amending revenue recognition requirements for multipledeliverable revenue arrangements. This update provides guidance on how revenue is recognized to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for the goods or services. This determination is made in five steps: (i) identify the contract with the customer; (ii) identify the performance obligations in the contract; (iii) determine the transaction price; (iv) allocate the transaction price to the performance obligations in the contract; and (v) recognize revenue when (or as) the entity satisfies a performance obligation. In April 2015 the FASB proposed a one-year deferral of the effective date of the new revenue recognition standard. If finalized as proposed, the new guidance will be effective for the Company's fourth quarter of fiscal 2018 and early adoption is permitted.

The Company is currently evaluating the impact this guidance may have on its financial condition and results of operations.

In June 2014, the FASB issued ASU 2014-12,

Compensation - Stock Compensation (Topic 718): Accounting for Share-Based Payments When the Terms of an Award Provide that a Performance Target Could be Achieved After the Requisite Service Period. This update affects reporting entities that grant their
employee's targets that affects vesting could be achieved after the requisite service period. The new standard requires that a performance target that affects vesting and that could be achieved after the requisite services period be treated as a performance condition. The new standard will be effective for the Company beginning July 1, 2015, and early adoption is permitted. The Company expects the adoption will not have a material impact on its financial condition, results of operations or cash flows.

## 3. Acquisition:

On February 26, 2014, the Company acquired substantially all the assets of a privately owned company consisting principally of inventory, fixed assets, and intangible assets related to the production and sale of a variety of laboratory and pharmacy balances and scales. The acquisition was pursuant to an asset purchase agreement whereby the Company paid the sellers $\$ 700,000$ in cash, 126,449 shares of Common Stock valued at $\$ 427,500$ and agreed to make additional cash payment based on a percentage of net sales of the business acquired equal to $8 \%$ for the period ending June 30, 2014 annualized, amounting to $\$ 98,900$, 9\% for the year ending June $30,2015,10 \%$ for the year ending June 30, 2016 and 11\% for the year ending June 30, 2017, estimated at a present value of $\$ 460,000$ on the date of acquisition. Payments related to this contingent consideration for each period are due in September following the fiscal year.

The products, which are similar to the Company's other Benchtop Laboratory Equipment, and in many cases used by the same customers, are marketed under the Torbal(R) brand. The principal customers are pharmacies, pharmacy schools, universities, government laboratories, and industries utilizing precision scales. The products are sold primarily on a direct basis, including through the Company's e-commerce site.

The Company allocated the purchase price based on its valuation of the assets acquired, as follows:

Current assets
Property and equipment Goodwill*
Other intangible assets

Total Purchase Price
*See Note 8, "Goodwill and Other Intangible Assets". Of the $\$ 1,210,000$ of the acquired other intangible assets,
$\$ 570,000$ was assigned to technology and websites with a useful life of 5 years, $\$ 120,000$ was assigned to customer relationships with an estimated useful life of 9 years, $\$ 140,000$ was assigned to the trade name with an estimated useful life of 6 years, $\$ 110,000$ was assigned to the In Process Research and Development ("IPR\&D") with an estimated useful life of 3 years, and $\$ 270,000$ was assigned to noncompete agreements with an estimated useful life of 5 years.

In connection with the acquisition, the Company entered into a three-year employment agreement with the previous Chief Operating Officer of the acquired business as President of the Company's new Torbal Division and Director of Marketing for the Company. The agreement may be extended by mutual consent for an additional two years.

## 6

Pro forma results

The unaudited pro forma condensed consolidated financial information in the table below summarizes the consolidated results of operations of the Company including its new Torbal Division, on a pro forma basis, as though the companies had been consolidated as of the beginning of the fiscal year ended June 30, 2014. The unaudited pro forma condensed financial information presented below is for informational purposes only and is not intended to represent or be indicative of the consolidated results of the operations that would have been achieved if the acquisition had been completed as of the commencement of the fiscal year presented. In addition, the Company was unable to obtain audited historical information and, therefore the information presented is based on management's best judgment.

| For the Three Month | For the Nine Month |
| :--- | :--- |
| Period Ended | Period Ended |
| March 31, 2014 | March 31, 2014 |


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

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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 (foreign sales are principally to customers in Europe and Asia):

| Benchtop | Catalyst | Bio- | Corporate |  |
| :--- | :--- | :--- | :--- | :--- |
| Laboratory | Research | processing | and | Conso- |
| Equipment | Instruments | Systems | Other | lidated |
|  |  |  |  |  |

Three months ended March 31, 2015:

| Revenues | \$1,558,000 | \$ | 144,600 | \$ | 26,600 | - | \$1,729, 200 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Foreign Sales | 813,900 |  | 81,100 |  | - | - | 895,000 |
| Income (Loss) from |  |  |  |  |  |  |  |
| Operations | 120,600 | ( | 50,400) | $($ | 33,500) | - | 36,700 |
| Assets | 4,165,700 |  | , 506,700 |  | 783,400 | 555,800 | 7,011,600 |
| Long-Lived Asset |  |  |  |  |  |  |  |
| Expenditures | 900 |  | - |  | 3,700 | - | 4,600 |
| Depreciation and |  |  |  |  |  |  |  |
| Amortization | 74,700 |  | 7,900 |  | 24,500 | - | 107,100 |



Approximately 53\% and 57\% of net sales of benchtop laboratory equipment for the three month periods ended March 31, 2015 and 2014, respectively,
were derived from the Company's main product, the Vortex-Genie 2 mixer, excluding accessories.

Approximately $21 \%$ and $13 \%$ of total benchtop laboratory equipment sales were derived from the Torbal Scales Division for the three months ended March 31, 2015 and 2014, respectively.

Two benchtop laboratory equipment customers accounted for approximately $18 \%$ and $22 \%$ of the segment's net sales for the three month periods ended March 31, 2015 and 2014 (17\% and 15\% of total net sales, respectively, for the periods).

Sales of catalyst research instruments are generally pursuant to large orders averaging more than $\$ 100,000$ per order to a limited numbers of customers. Sales to two customers in the three months ended March 31, 2015 and two different customers in the three months ended March 31, 2014, accounted respectively for $64 \%$ and $94 \%$ of the segment's net sales for each of the periods (5\% and $32 \%$ of total net sales for the respective periods).

8

| Benchtop Laboratory Equipment | Catalyst Research Instruments | Bioprocessing Systems | Corporate and Other | Conso- <br> lidated |
| :---: | :---: | :---: | :---: | :---: |
| Nine months ended March 31, 2015: |  |  |  |  |
| Revenues \$3,891,400 | \$1,115,300 | \$ 75,700 | \$ | \$5,082,400 |
| Foreign Sales 1,947,400 | 840,300 | - | - | 2,787,700 |
| ```Loss from Operations ( 64,700)``` | $(191,200)$ | ( 118,600) | - | ( 374,500) |
| Assets 4,165,700 | 1,506,700 | 783,400 | 555,800 | 7,011,600 |
| Long-Lived Asset Expenditures 52,400 | 900 | 7,600 | - | 60,900 |
| Depreciation and Amortization 227,000 | 26,900 | 73,300 | - | 327,200 |
| Benchtop Laboratory Equipment | Catalyst Research Instruments | Bioprocessing Systems | Corporate and Other | Conso- <br> lidated |
| Nine months ended March 31, 2014: |  |  |  |  |
| Revenues \$3,401,200 | \$1,406,900 | \$ 162,100 | \$ | \$4,970,200 |
| Foreign Sales 2,049,100 | 367,100 | 2,000 | - | 2,418,200 |
| Income (Loss) from |  |  |  |  |
| Assets 4,017,100 | 1,847,900 | 873,300 | 674,800 | 7,413,100 |
| Long-Lived Asset Expenditures 1,474,700 | 11,300 | 7,500 | - | 1,493,500 |
| Depreciation and Amortization 55,300 | 26,100 | 72,600 | - | 154,000 |

Approximately $50 \%$ and $63 \%$ of net sales of benchtop laboratory equipment for the nine month periods ended March 31, 2015 and 2014, respectively, were derived from sales of the Company's main product, the Vortex-Genie 2 mixer, excluding accessories.

Approximately $34 \%$ and $4 \%$ of total benchtop laboratory equipment sales for the nine months ended March 31, 2015 and 2014, respectively, were derived from sales since acquisition in February 2014 of the new Torbal Scales Division.

Two benchtop laboratory equipment customers, accounted for approximately $28 \%$ and $21 \%$ of the segment?s net sales ( $13 \%$ and $14 \%$ of total net sales) for the nine month periods ended March 31, 2015 and 2014, respectively.

Sales of catalyst research instruments to five customers in the nine months ended March 31, 2015 and to three other customers in the nine months ended March 31, 2014 accounted for approximately $69 \%$ and $59 \%$ of that segment's net sales ( $14 \%$ and $17 \%$ of total net sales) for the respective nine month periods.

The Company's foreign sales are principally made to customers in Europe and Asia. The Company also has an arrangement with a supplier for annual minimum purchase commitments through February 2020 which the Company has already met for the current year.

9

## 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 concerning 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 observable, either directly or indirectly.

Level 3 Prices or valuations 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 and liabilities that were accounted for at fair value on a recurring basis at March 31, 2015 and June 30,2014 according to the valuation techniques the Company used to determine their fair values:

## Fair Value Measurements Using Inputs Considered as

Assets:

|  | Fair Value at March 31, 2015 |  | Level 1 |  | Level 2 |  | Level 3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and cash equivalents | \$ | 354,300 | \$ | 354,300 | \$ | - | \$ | - |
| Available for sale securities |  | 286,000 |  | 286,000 |  | - |  | - |
| Total | \$ | 640,300 | \$ | 640,300 | \$ | - | \$ | - |
| Liabilities: |  |  |  |  |  |  |  |  |
| Contingent consideration | \$ | 401,100 | \$ | - | \$ | - |  | 01 |

Fair Value Measurements Using Inputs Considered as
Assets:


\footnotetext{
Investments in marketable securities classified as available-for-sale by security type at March 31, 2015 and June 30, 2014 consisted of the following:

|  |  | Cost |  | Fair Value |  | lized ng Gain s.s) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| At March 31, 2015: |  |  |  |  |  |  |
| Available for sale: |  |  |  |  |  |  |
| Equity securities | \$ | 29,300 | \$ | 35,700 | \$ | 6,400 |
| Mutual funds |  | 257,200 |  | 250,300 | $($ | 6,900) |


| \$ 286,500 | \$ 286,000 | (\$ | 500) |
| :---: | :---: | :---: | :---: |


|  |  | Cost |  | Fair <br> Value |  | ealized <br> ing Gain <br> Loss) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| At June 30, 2014: |  |  |  |  |  |  |
| Available for sale: |  |  |  |  |  |  |
| Equity securities | \$ | 29,300 | \$ | 38,500 | \$ | 9,200 |
| Mutual funds |  | 385,000 |  | 376,900 |  | $(8,100)$ |
|  |  | 414,300 | \$ | 415,400 | \$ | 1,100 |

6. Inventories:

At interim reporting periods, inventories for financial statement purposes are based on perpetual inventory records. Components of inventory are as follows:

|  | $\begin{gathered} \text { March 31, } \\ 2015 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2014 \end{gathered}$ |
| :---: | :---: | :---: |
| Raw Materials | \$1,476,700 | \$1,617,100 |
| Work in process | 815,200 | 366,200 |
| Finished Goods | 329,400 | 325,900 |
|  | \$2,621,300 | \$2,309,200 |

7. Earnings (Loss) per common share:

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

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


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Approximately 51,000 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 and nine month periods ended March 31, 2015, because the effect would be antidilutive.

Approximately 61,000 and 40,000 shares of the Company's common stock issuable upon the exercise of outstanding options were excluded from the calculation of diluted earnings per common share for each of the three and nine month periods ended March 31, 2014, 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 acquisitions. Goodwill amounted to $\$ 705,300$ and $\$ 589,900$ as of March 31, 2015 and June 30, 2014, respectively, all of which is deductible for tax purposes.

The components of other intangible assets are as follows:

|  | Useful <br> Lives | Cost | Accumulated Amortization | Net |
| :---: | :---: | :---: | :---: | :---: |
| At March 31, 2015: |  |  |  |  |
| Technology, trademarks | 5/10 yrs. | \$1,226,800 | \$ 590,400 | \$ 636,400 |
| Trade names | 6 yrs. | 140,000 | 25,300 | 114,700 |
| Websites | 5 yrs. | 210,000 | 45,500 | 164,500 |
| Customer relationships | 9/10 yrs. | 357,000 | 231,600 | 125,400 |
| Sublicense agreements | 10 yrs. | 294,000 | 99,200 | 194,800 |
| Non-compete agreements | 5 yrs. | 384,000 | 168,600 | 215,400 |
| IPR\&D | 3 yrs. | 110,000 | 39,700 | 70,300 |
| Other intangible assets | 5 yrs. | 161,900 | 146,200 | 15,700 |
|  |  | \$2,883,700 | \$1,346,500 | \$1,537,200 |


|  | Useful <br> Lives | Cost | Accumulated Amortization | Net |
| :---: | :---: | :---: | :---: | :---: |
| At June 30, 2014: |  |  |  |  |
| Technology, trademarks | 5/10 yrs. | \$1,226,800 | \$ 489,100 | \$ 737,700 |
| Trade names | 6 yrs. | 140,000 | 7,800 | 132,200 |
| Websites | 5 yrs. | 210,000 | 14,000 | 196,000 |
| Customer relationships | 9/10 yrs. | 357,000 | 215,800 | 141,200 |
| Sublicense agreements | 10 yrs. | 294,000 | 77,200 | 216,800 |
| Non-compete agreements | 5 yrs. | 384,000 | 126,300 | 257,700 |
| IPR\&D | 3 yrs. | 110,000 | 12,200 | 97,800 |
| Other intangible assets | 5 yrs. | 157,400 | 140,900 | 16,500 |
|  |  | \$2,879,200 | \$1,083,300 | \$1,795,900 |

Total amortization expense was $\$ 86,900$ and $\$ 47,500$ for the three months ended March 31, 2015 and 2014, respectively and $\$ 263,200$ and $\$ 103,400$ for the nine months ended March 31, 2015 and 2014, respectively. As of March 31, 2015, estimated future amortization expense related to intangible assets is $\$ 87,500$ for the remainder of the fiscal year ending June 30, 2015, \$352,400 for fiscal 2016, $\$ 337,100$ for fiscal 2017, $\$ 323,300$ for fiscal 2018, $\$ 244,800$ for fiscal 2019, and $\$ 192,100$ 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 catalyst research instruments to customers' satisfaction, 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.

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Liquidity and Capital Resources

Cash and cash equivalents decreased $\$ 139,400$ to $\$ 354,300$ as of March 31, 2015 from $\$ 493,700$ as of June 30, 2014.

Operating activities used cash of $\$ 194,900$ for the nine month period ended March 31, 2015 as compared to the $\$ 179,900$ used in the nine month period ended March 31, 2014. In the current year period cash used in operating activities was negatively impacted by the loss incurred, and higher amounts of work-in-progress inventories for the Catalyst Research Instruments Operations, partially offset by advances received from customers for orders of catalyst research instruments and a higher amount for depreciation and amortization related to the asset acquisition. Net cash provided by investing activities was $\$ 62,300$ for the nine months ended March 31, 2015 compared to net cash used of $\$ 324,100$ for the comparable period last year primarily due to the cash paid for the asset acquisition last year. Net cash used in financing activities was $\$ 6,800$ for the nine months ended March 31, 2015 compared to $\$ 80,300$ for the comparable prior year period primarily because of the absence of a dividend this year, partially off set by the contingent consideration paid with respect to the acquisition in February 2014 of the Torbal Division assets.

The Company's working capital decreased by $\$ 154,700$ to $\$ 2,987,700$ as of March 31, 2015 from $\$ 3,142,400$ at June 30,2014 mainly due to the loss during the period.

The Company has a line of credit with Bank of America Merrill Lynch which provides for maximum borrowings of up to $\$ 700,000$, bearing interest at 3.00 percentage points above the LIBOR Index, $3.17 \%$ as of March 31, 2015 and is secured by a pledge of collateral consisting of the inventory, accounts, chattel paper, equipment and fixtures of the Company. Outstanding amounts are due and payable by November 30, 2015 with a requirement that the Company is to reduce the outstanding principal balance to zero during the 30 day period ending on the expiration date of the promissory note. As of March 31, 2015, $\$ 100,000$ was due under this line.

Management believes that the Company will be able to meet its cash flow needs during the next 12 months from its available financial resources, including its cash and cash equivalents, the line of credit and investment securities.

Results of Operations

Financial Overview

The Company recorded, respectively, income before income taxes of $\$ 31,600$ and a loss before income tax benefit of $\$ 373,800$ for the three and nine month periods ended March 31, 2015 compared to a loss before income tax benefit of $\$ 79,800$ and income before income taxes of $\$ 96,900$ for the three and nine month periods ended March 31, 2014. The results included significant non-cash amounts for depreciation and amortization expenses, of $\$ 107,100$ and 327,200 for the three and nine month periods ended March 31, 2015, respectively, compared to $\$ 65,500$ and $\$ 154,000$ for the three and nine month periods ended March 31,

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2014, respectively, the majority of which pertained to the Torbal Division assets.

The income for the current three month period increased compared to the prior year's loss for the same period due to higher sales of benchtop laboratory equipment, and the absence of acquisition costs that were incurred in the same period last year. The loss for the current nine month period resulted primarily from the significant depreciation and amortization described above and facility moving costs, along with increased losses from the Catalyst Research Instruments Operations due to lower sales, and a higher loss by the Bioprocessing Systems Operations compared to last year which included an order for a profitable prototype.

The Three Months Ended March 31, 2015 Compared With the Three Months Ended March 31, 2014

Net revenues for the three months ended March 31, 2015 decreased by $\$ 57,100(3.2 \%)$ to $\$ 1,729,200$ from $\$ 1,786,300$ for the three months ended March 31, 2014 as a result of a $\$ 459,300$ decrease in catalyst research instrument sales, partially offset by increases of $\$ 380,600$ and $\$ 21,600$ in laboratory equipment sales and bioprocessing systems revenues, respectively. Sales of benchtop laboratory equipment products generally comprise many small orders from distributors, while 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 backlog of orders for catalyst research instruments was $\$ 1,154,000$ as of March 31,2015 , most of which is expected to be delivered by fiscal year end, as compared to the backlog of $\$ 505,200$ as of March 31,2014 . Although typically there is no significant backlog of orders for the Benchtop Laboratory Equipment Operations, due to production delays and increased number of orders during the period, the Company had a backlog of such products of approximately $\$ 300,000$ as of March 31,2015 , all of which has been fulfilled as of the date of this report.

The gross profit for the three months ended March 31, 2015 was $44.3 \%$ compared to $39.0 \%$ for the three months ended March 31, 2014, due primarily to sales mix and higher sales of benchtop laboratory equipment.

General and administrative expenses for the three months ended March 31, 2015 decreased $\$ 27,900$ ( $6.0 \%$ ) to $\$ 433,900$ compared to $\$ 461,800$ for the three months ended March 31, 2014, primarily due to the costs incurred last year related to the asset acquisition.

Selling expenses for the three months ended March 31, 2015 increased $\$ 4,200(2.1 \%)$ to $\$ 202,200$ from $\$ 198,000$ for the three months ended March 31, 2014, primarily the result of selling expenses incurred by the Torbal Division of the Benchtop Laboratory Equipment Operations.

Research and development expenses for the three months ended March 31, 2015 decreased to $\$ 94,500$ from $\$ 113,800$ for the three months ended March 31, 2014, primarily the result of decreased new product development activity by the Benchtop Laboratory Equipment Operations due to the launch of a new product during the 2015 period.

Total other expense amounted to $\$ 5,100$ for the three months ended March 31, 2015 compared to expense of $\$ 3,600$ for the prior year period.

The Company recorded income tax expense of $\$ 12,600$ for the three months ended March 31, 2015 compared to an income tax benefit of $\$ 20,100$ for the three months ended March 31, 2014.

As a result of the foregoing, net income was $\$ 19,000$ for the three months ended March 31, 2015, compared to a net loss of $\$ 59,700$ for the three months ended March 31, 2014.

Nine Months Ended March 31, 2015 Compared With the Nine Months Ended March 31, 2014

Net revenues increased by $\$ 112,200$ (2.3\%) to $\$ 5,082,400$ for the nine months ended March 31, 2015 compared to $\$ 4,970,200$ for the nine months ended March 31, 2014, due to increases of $\$ 490,200$ in benchtop laboratory equipment sales; partially offset by decreases of $\$ 291,600$ and $\$ 86,400$ in catalyst research instrument sales and bioprocessing product revenues. Last year the revenues generated by the Bioprocessing Systems Operations benefitted from a one-time order for prototype bioprocessing products of approximately $\$ 100,000$. Sales of benchtop laboratory equipment products generally are comprised of many small purchase orders from distributors, while sales of catalyst research instruments are comprised of a small number of large orders, typically averaging over $\$ 100,000$ each, resulting in significant swings in revenues. The Benchtop Laboratory Equipment Operations include since, February 2014, sales of Torbal brand balances and scales (refer to Note 4 for segment information).

The gross profit percentage for the nine months ended March 31, 2015 decreased to $38.5 \%$ compared to $42.4 \%$ for the nine months ended March 31, 2014, due principally to product mix of the Benchtop Laboratory Equipment Operations, which include in the current year Torbal brand products at lower gross margins.

General and administrative expenses increased by $\$ 178,400$ (16.1\%) to $\$ 1,286,500$ for the nine months ended March 31, 2015 from $\$ 1,108,100$ for the comparable period of the prior year, due to the expenses of the new Torbal Division of the Benchtop Laboratory Equipment Operations, and costs associated with the move of the company's principal facility in November 2014.

Selling expenses for the nine months ended March 31, 2015 increased by $\$ 124,100(20.5 \%)$ to $\$ 726,900$ from $\$ 602,800$ for the nine months ended March 31, 2014, primarily the result of expenses of the new Torbal Division of the Benchtop Laboratory Equipment Operations, and higher selling expenses for the Catalyst Research Instruments Operations.

Research and development expenses for the nine months ended March 31, 2015 increased by $\$ 15,800$ ( $5.2 \%$ ) to $\$ 317,700$ from $\$ 301,900$ for the

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nine months ended March 31, 2014, primarily due to new product development expenses by the Company's Bioprocessing Systems Operations.

Total other income decreased $\$ 8,700$ to $\$ 700$ for the nine month period ended March 31, 2015 compared to $\$ 9,400$, for the nine month period ended March 31, 2014 due to lower investment income and higher interest expense.

Income tax benefit for the nine months ended March 31, 2015 was $\$ 93,500$ compared to income tax expense of $\$ 28,800$ for the nine months ended March 31, 2014 due to the losses generated in the current period.

As a result of the foregoing, the net loss for the nine months ended March 31, 2015 was $\$ 280,300$ compared to net income of $\$ 77,500$ for the nine months ended March 31, 2014.

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.

Part II B 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.

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32.1 Certification of Chief Executive Officer and Chief Financial Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
(b) Reports on Form 8-K:

Filed on January 16, 2015 reporting under Items 1.01 and 5.07.

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

Date: May 14, 2015

