

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

IMAGING TECHNOLOGIES CORP/CA
Form 10-Q
May 21, 2003

SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-Q

QUARTERLY REPORT UNDER SECTION 13 OR 15(D)
OF THE SECURITIES EXCHANGE ACT OF 1934

FOR THE QUARTERLY PERIOD ENDED MARCH 31, 2003

or

TRANSITION REPORT UNDER SECTION 13 OR 15(D)
OF THE SECURITIES EXCHANGE ACT OF 1934

Commission file No. 0-12641

[GRAPHIC OMITED]

IMAGING TECHNOLOGIES CORPORATION
(Exact name of registrant as specified in its charter)

DELAWARE 33-0021693
(State or other jurisdiction of incorporation or organization) (IRS Employer ID No.)

17075 VIA DEL CAMPO
SAN DIEGO, CA 92127
(Address of principal executive offices)

Registrant's Telephone Number, Including Area Code: (858) 451-6120

Check 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 past 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

The number of shares outstanding of the registrant's common stock as of May 16, 2003 was 179,023,800

TABLE OF CONTENTS

PART I - FINANCIAL INFORMATION

ITEM 1. Consolidated Financial Statements
Consolidated Balance Sheets - March 31, 2003 (unaudited) and June 30, 2002 (audited). . . .
Consolidated Statements of Operations - 3 months ended March 31, 2003 and 2002 (unaudited)

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

Consolidated Statements of Operations - 9 months ended March 31, 2003 and 2002 (unaudited)
 Consolidated Statements of Cash Flows - 9 months ended March 31, 2003 and 2002 (unaudited).
 Notes to Consolidated Financial Statements.

ITEM 2. Management's Discussion and Analysis of Financial Condition and Results of Operations .

ITEM 3. Quantitative and Qualitative Disclosures About Market Risk.

PART II - OTHER INFORMATION

ITEM 1. Legal Proceedings

ITEM 2. Changes In Securities and Use of Proceeds

ITEM 3. Defaults Upon Senior Securities

ITEM 4. Submission of Matters To A Vote of Security Holders

ITEM 5. Other Information

ITEM 6. Exhibits and Reports on Form 8-K.

SIGNATURES

PART I. - FINANCIAL INFORMATION

ITEM 1. CONSOLIDATED FINANCIAL STATEMENTS

IMAGING TECHNOLOGIES CORPORATION AND SUBSIDIARIES
 CONSOLIDATED BALANCE SHEETS
 (IN THOUSANDS, EXCEPT SHARE DATA)

ASSETS

	MAR. 31, 2003 (unaudited)	JUN 30, 2002 (audited)
Current assets		
Cash	\$ 131	\$ 43
Accounts receivable:		
Billed	220	629
Unbilled	270	-
Inventories, net.	34	151
Prepaid expenses and other current assets	139	33
	-----	-----
Total current assets	794	856
Property and Equipment, net.	181	212
Goodwill, net.	6,209	-
Workers' compensation deposit and other assets	527	112
	-----	-----
Total assets.	\$ 7,711	\$ 1,180
	=====	=====

LIABILITIES AND SHAREHOLDERS' DEFICIENCY

Current liabilities		
Borrowings under bank notes payable	\$ 3,170	\$ 3,295
Short-term notes payable, including amounts due to related parties.	3,114	2,796
Convertible debentures.	1,439	803
Accounts payable.	7,771	7,343

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

PEO payroll taxes and other payroll deductions.	2,917	690
PEO accrued worksite employee	197	644
Note payable, acquisition	45	-
Other accrued expenses.	9,358	6,036
	-----	-----
Total current liabilities.	28,011	21,607
	-----	-----
Notes payable.	702	-
Minority interests	186	-
	-----	-----
Total liabilities.	28,899	21,607
	-----	-----
Shareholders' deficiency		
Series A convertible, redeemable preferred stock, \$1,000 par value, 7,500 shares authorized, 420.5 shares issued and outstanding.	420	420
Common stock, \$0.005 par value, 500,000,000 shares authorized; 147,750,839 shares issued and outstanding at March 31, 2003; 21,929,365 at June 30, 2002	738	110
Common stock warrants	489	475
Paid-in capital	80,609	79,492
Accumulated deficit	(103,444)	(100,924)
	-----	-----
Total shareholders' deficiency	(21,188)	(20,427)
	-----	-----
Total liabilities and shareholders' deficiency.	\$ 7,711	\$ 1,180
	=====	=====

See Notes to Consolidated Financial Statements.

IMAGING TECHNOLOGIES CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF OPERATIONS
THREE MONTHS ENDED MARCH 31,
(in thousands, except share data)
(unaudited)

	2003	2002
Revenues		
Sales of products	\$ 162	\$ 814
Software sales, licenses and royalties.	62	470
PEO services.	4,096	8,098
	-----	-----
	4,320	9,382
	-----	-----
Costs and expenses		
Cost of products sold	48	614
Cost of software sales, licenses and royalties.	9	277
Cost of PEO services.	3,876	7,735
Selling, general, and administrative.	1,187	1,863
Research and development.	-	68
	-----	-----
	5,120	10,557
	-----	-----
Income (loss) from operations.	(800)	(1,175)

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

Other income (expense):		
Interest and financing costs, net	(300)	(364)
Gain on extinguishment of debt	1,166	411
Minority interests	(186)	-
Other	304	-
	984	47
Income (loss) before income taxes	184	(1,128)
Income tax expense	-	-
Net income (loss)	\$ 184	\$ (1,128)
Earnings (loss) per common share		
Basic	\$ 0.00	\$ (0.09)
Diluted	\$ 0.00	\$ (0.09)
Weighted average common shares	140,754	13,166

See Notes to Consolidated Financial Statements.

IMAGING TECHNOLOGIES CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF OPERATIONS
NINE MONTHS ENDED MARCH 31,
(in thousands, except share data)
(unaudited)

	2003	2002
Revenues		
Sales of products	\$ 742	\$ 2,578
Sales of software, licenses and royalties	241	820
PEO services	9,057	15,172
	10,040	18,570
Costs and expenses		
Cost of products sold	365	1,828
Cost of software, licenses and royalties	71	331
Cost of PEO services	8,326	14,530
Selling, general, and administrative	4,352	5,449
Research and development	-	140
	13,114	22,278
Income (loss) from operations	(3,074)	(3,708)
Other income (expense):		

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

Interest and financing costs, net	(1,411)	(1,382)
Gain on extinguishment of debt	1,822	411
Minority interests	(186)	-
Other	329	-
	-----	-----
	554	(971)
	-----	-----
Income (loss) before income taxes	(2,520)	(4,679)
Income tax expense	-	-
	-----	-----
Net income (loss)	\$ (2,520)	\$ (4,679)
	=====	=====
Earnings (loss) per common share		
Basic	\$ (0.03)	\$ (0.44)
	=====	=====
Diluted	\$ (0.03)	\$ (0.44)
	=====	=====
Weighted average common shares	77,000	10,557
	=====	=====

See Notes to Consolidated Financial Statements.

IMAGING TECHNOLOGIES CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS
NINE MONTHS ENDED MARCH 31,
(in thousands, except share data)
(unaudited)

	2003	2002
	-----	-----
Cash flows from operating activities		
Net income (loss)	\$ (2,520)	\$ (4,679)
Adjustments to reconcile net income (loss) to net cash from operating activities		
Depreciation and amortization	77	81
Write-down of fixed assets	55	-
Stock issued for services	735	495
Amortization of debt discount	606	-
Interest related to conversion of debt	18	831
Value of service for exercise of warrants	166	-
Warrant discount expense	84	109
Gain on extinguishment of debt	(1,822)	(411)
Minority interests	186	-
Changes in operating assets and liabilities		
Accounts receivable	411	(1,406)
Inventories	142	(994)
Prepaid expenses and other	(225)	(91)
Accounts payable and accrued expenses	853	2,428
PEO liabilities	1,780	933
Other assets	(246)	(16)
	-----	-----
Net cash from operating activities	300	(2,720)

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

Cash flows from investing activities		
Capital expenditures	-	(56)
Cash investment in acquisitions.	-	(250)
Cash acquired in acquisitions.	-	215
Other.	-	-
	-----	-----
Net cash from investing activities . .	-	(91)
Cash flows from financing activities		
Net borrowings under bank lines of credit.	(125)	(600)
Issuance (repayments) of notes payable	(94)	1,183
Repayment on long-term notes payable	(18)	-
Warrant proceeds	-	66
Net proceeds from issuance of common stock	25	2,214
	-----	-----
Net cash from financing activities . .	(212)	2,863
Net increase (decrease) in cash	88	52
Cash, beginning of period	43	35
	-----	-----
Cash, end of period	\$ 131	\$ 87
	=====	=====

See Notes to Consolidated Financial Statements.

IMAGING TECHNOLOGIES CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS (CONTINUED)
NINE MONTHS ENDED MARCH 31, 2003 AND 2002
(in thousands, except share data)
(unaudited)

NON-CASH INVESTING AND FINANCING ACTIVITIES

During the three months ended March 31, 2003, the Company issued 12,500,000 shares of its common stock for the acquisition of shares of common stock of Quick Pix, Inc. at a value of \$150,000; and 12,190,013 shares of common stock for the conversion of \$88,129 of debt; and another 420,334 shares for \$2,781 of interest payable.

During the three months ended March 31, 2003, the Company issued 4,020,000 shares of its common stock for \$56,300 of services; and 500,000 shares of its common stock to two former employees for service with a total value of \$7,500.

During the three months ended September 30, 2002, the Company rescinded the \$70,000 conversion of convertible notes payable into common stock (See note 6.) During the three months ended December 31, 2002, the Company converted \$80,000 of debt into 8,000,000 shares of common stock.

During the three months ended December 31, 2002, the Company issued 100,000 shares of common stock in connection with its acquisition of Dream Canvas Technology, Inc.

IMAGING TECHNOLOGIES CORPORATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
(in thousands, except share data)
(unaudited)

NOTE 1. BASIS OF PRESENTATION

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

The accompanying unaudited consolidated condensed financial statements of Imaging Technologies Corporation and Subsidiaries (the "Company" or "ITEC") have been prepared pursuant to the rules of the Securities and Exchange Commission (the "SEC") for quarterly reports on Form 10-Q and do not include all of the information and note disclosures required by generally accepted accounting principles. These financial statements and notes herein are unaudited, but in the opinion of management, include all the adjustments (consisting only of normal recurring adjustments) necessary for a fair presentation of the Company's financial position, results of operations, and cash flows for the periods presented. These financial statements should be read in conjunction with the Company's audited financial statements and notes thereto for the years ended June 30, 2002, 2001, and 2000 included in the Company's annual report on Form 10-K filed with the SEC. Interim operating results are not necessarily indicative of operating results for any future interim period or for the full year.

NOTE 2. GOING CONCERN CONSIDERATIONS

The accompanying consolidated financial statements have been prepared assuming that the Company will continue as a going concern. For the three months ended March 31, 2003, the Company had net income of \$184 thousand; but experienced a net loss of \$2.5 million for the nine-month period. As of March 31, 2003, the Company had a negative working capital deficiency of \$27.2 million and had a negative shareholders' deficiency of \$21 million. In addition, the Company is in default on certain note payable obligations and is being sued by numerous trade creditors for nonpayment of amounts due. The Company is also deficient in its payments relating to payroll tax liabilities. These conditions raise substantial doubt about its ability to continue as a going concern.

On August 20, 1999, at the request of Imperial Bank, the Company's primary lender, the Superior Court of San Diego appointed an operational receiver who took control of the Company's day-to-day operations on August 23, 1999. On June 21, 2000, in connection with a settlement agreement reached with Imperial Bank, the Superior Court of San Diego issued an order dismissing the operational receiver.

On October 21, 1999, Nasdaq notified the Company that it no longer complied with the bid price and net tangible assets/market capitalization/net income requirements for continued listing on The Nasdaq SmallCap Market. At a hearing on December 2, 1999, a Nasdaq Listing Qualifications Panel also raised public interest concerns relating to the Company's financial viability. The Company's common stock was delisted from The Nasdaq Stock Market effective with the close of business on March 1, 2000. As a result of being delisted from The Nasdaq SmallCap Market, stockholders may find it more difficult to sell common stock. This lack of liquidity also may make it more difficult to raise capital in the future. Trading of the Company's common stock is now being conducted over-the-counter through the NASD Electronic Bulletin Board and covered by Rule 15g-9 under the Securities Exchange Act of 1934. Under this rule, broker/dealers who recommend these securities to persons other than established customers and accredited investors must make a special written suitability determination for the purchaser and receive the purchaser's written agreement to a transaction prior to sale. Securities are exempt from this rule if the market price is at least \$5.00 per share.

The Securities and Exchange Commission adopted regulations that generally define a "penny stock" as any equity security that has a market price of less than \$5.00 per share. Additionally, if the equity security is not registered or authorized on a national securities exchange or the Nasdaq and the issuer has net tangible assets under \$2,000,000, the equity security also would constitute a "penny stock." Our common stock does constitute a penny stock because our common stock has a market price less than \$5.00 per share, our common stock is no longer quoted on Nasdaq and our net tangible assets do not exceed \$2,000,000.

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

As our common stock falls within the definition of penny stock, these regulations require the delivery, prior to any transaction involving our common stock, of a disclosure schedule explaining the penny stock market and the risks associated with it. Furthermore, the ability of broker/dealers to sell our common stock and the ability of shareholders to sell our common stock in the secondary market would be limited. As a result, the market liquidity for our common stock would be severely and adversely affected. We can provide no assurance that trading in our common stock will not be subject to these or other regulations in the future, which would negatively affect the market for our common stock.

The Company must obtain additional funds to provide adequate working capital and finance operations. However, there can be no assurance that the Company will be able to complete any additional debt or equity financings on favorable terms or at all, or that any such financings, if completed, will be adequate to meet the Company's capital requirements including compliance with the Imperial Bank settlement agreement. Any additional equity or convertible debt financings could result in substantial dilution to the Company's stockholders. If adequate funds are not available, the Company may be required to delay, reduce or eliminate some or all of its planned activities, including any potential mergers or acquisitions. The Company's inability to fund its capital requirements would have a material adverse effect on the Company. The financial statements do not include any adjustments that might result from the outcome of this uncertainty.

NOTE 3. EARNINGS (LOSS) PER COMMON SHARE

Basic earnings (loss) per common share ("Basic EPS") excludes dilution and is computed by dividing net income (loss) available to common shareholders (the "numerator") by the weighted average number of common shares outstanding (the "denominator") during the period. Diluted earnings (loss) per common share ("Diluted EPS") is similar to the computation of Basic EPS except that the denominator is increased to include the number of additional common shares that would have been outstanding if the dilutive potential common shares had been issued. In addition, in computing the dilutive effect of convertible securities, the numerator is adjusted to add back the after-tax amount of interest recognized in the period associated with any convertible debt. The computation of Diluted EPS does not assume exercise or conversion of securities that would have an anti-dilutive effect on net earnings (loss) per share. The following is a reconciliation of Basic EPS to Diluted EPS for the nine months ended March 31, 2003 and 2002:

	EARNINGS (LOSS) (NUMERATOR)	SHARES (DENOMINATOR)	PER-SHARE AMOUNT
MARCH 31, 2002			
Net loss	\$ (4,679)		
Preferred dividends	(18)		
Basic and diluted EPS. .	(4,697)	13,166	\$ (0.36)
MARCH 31, 2003			
Net loss	\$ (2,520)		
Preferred dividends	(18)		
Basic and diluted EPS. .	(2,538)	77,000	\$ (0.03)

NOTE 4. INVENTORIES

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

	MAR. 31, 2003	JUNE 30, 2002
Inventories		
Materials and supplies	\$ 34	\$ 93
Finished goods	-	58
	-----	-----
	\$ 34	\$ 151
	=====	=====

NOTE 5. RECENT ACCOUNTING PRONOUNCEMENTS

SFAS 141

In July 2001, FASB issued SFAS No. 141, "Business Combinations," which is effective for business combinations initiated after June 30, 2001. SFAS No. 141 eliminates the pooling of interest method of accounting for business combinations and requires that all business combinations occurring on or after July 1, 2001 be accounted for under the purchase method. The Company has implemented SFAS 141 and has concluded that the implementation does not have a material effect on our earnings or financial position.

SFAS 142

In July 2001, the FASB issued SFAS No. 142, "Goodwill and Other Intangible Assets," which is effective for fiscal years beginning after December 15, 2001. Early adoption is permitted for entities with fiscal years beginning after March 15, 2001, provided that the first interim financial statements have not been previously issued. SFAS No. 142 addresses how intangible assets that are acquired individually or with a group of other assets should be accounted for in the financial statements upon their acquisition and after they have been initially recognized in the financial statements. SFAS No. 142 requires that goodwill and intangible assets that have indefinite useful lives not be amortized but rather be tested at least annually for impairment, and intangible assets that have finite useful lives be amortized over their useful lives. SFAS No. 142 provides specific guidance for testing goodwill and intangible assets that will not be amortized for impairment. In addition, SFAS No. 142 expands the disclosure requirements about goodwill and other intangible assets in the years subsequent to their acquisition. Impairment losses for goodwill and indefinite-life intangible assets that arise due to the initial application of SFAS No. 142 are to be reported as resulting from a change in accounting principle. However, goodwill and intangible assets acquired after June 30, 2001 will be subject immediately to the provisions of SFAS No. 142. Previously, the Company amortized \$118 thousand of goodwill and discontinued amortization of goodwill for acquisitions made prior to July 1, 2001. In the period ended March 31, 2003, the Company realized goodwill of \$3.1 million associated with its acquisition of shares of Quik Pix, Inc. and goodwill of \$3.1 million associated with its acquisition of shares of Greenland Corporation. Based on the management's initial impairment review of the goodwill, the Company has concluded that no impairment charge is associated with the goodwill based on the projected revenue generated from the acquired business. The Company will perform another impairment review on the goodwill at the fiscal years end.

SFAS 143

In June 2001, the FASB issued SFAS No. 143 "Accounting for Asset Retirement Obligation." SFAS No. 143 is effective for fiscal years beginning after June 15, 2002, and will require companies to record a liability for asset retirement obligations in the period in which they are incurred, which typically could be upon completion or shortly thereafter. The FASB decided to limit the scope to legal obligation and the liability will be recorded at fair value. The Company

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

has implemented SFAS 143 and has concluded that the implementation does not have a material effect on our earnings or financial position.

SFAS 144

In August 2001, the FASB issued SFAS No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets." SFAS No. 144 is effective for fiscal years beginning after December 15, 2001. It provides a single accounting model for long-lived assets to be disposed of and replaces SFAS No. 121 "Accounting for the Impairment of Long-Lived Assets and Long-Lived Assets to Be Disposed Of." The Company has implemented SFAS 144 and has concluded that the implementation does not have a material effect on our earnings or financial position.

SFAS 145

In April 2002, the FASB issued Statement No. 145, "Rescission of FASB Statements No. 4, 44, and 64, Amendment of FASB Statement No. 13, and Technical Corrections." This Statement rescinds FASB Statement No. 4, "Reporting Gains and Losses from Extinguishment of Debt", and an amendment of that Statement, FASB Statement No. 64, "Extinguishments of Debt Made to Satisfy Sinking-Fund Requirements" and FASB Statement No. 44, "Accounting for Intangible Assets of Motor Carriers". This Statement amends FASB Statement No. 13, "Accounting for Leases", to eliminate an inconsistency between the required accounting for sale-leaseback transactions and the required accounting for certain lease modifications that have economic effects that are similar to sale-leaseback transactions. The Company does not expect the adoption to have a material impact to the Company's financial position or results of operations.

SFAS 146

In June 2002, the FASB issued Statement No. 146, "Accounting for Costs Associated with Exit or Disposal Activities." This Statement addresses financial accounting and reporting for costs associated with exit or disposal activities and nullifies Emerging Issues Task Force ("EITF") Issue No. 94-3, "Liability Recognition for Certain Employee Termination Benefits and Other Costs to Exit an Activity (including Certain Costs Incurred in a Restructuring)." The provisions of this Statement are effective for exit or disposal activities that are initiated after December 31, 2002, with early application encouraged. The Company does not expect the adoption to have a material impact to the Company's financial position or results of operations.

SFAS 147

In October 2002, the FASB issued Statement No. 147, "Acquisitions of Certain Financial Institutions—an amendment of FASB Statements No. 72 and 144 and FASB Interpretation No. 9", which removes acquisitions of financial institutions from the scope of both Statement 72 and Interpretation 9 and requires that those transactions be accounted for in accordance with Statements No. 141, Business Combinations, and No. 142, Goodwill and Other Intangible Assets. In addition, this Statement amends SFAS No. 144, Accounting for the Impairment or Disposal of Long-Lived Assets, to include in its scope long-term customer-relationship intangible assets of financial institutions such as depositor- and borrower-relationship intangible assets and credit cardholder intangible assets. The requirements relating to acquisitions of financial institutions is effective for acquisitions for which the date of acquisition is on or after October 1, 2002. The provisions related to accounting for the impairment or disposal of certain long-term customer-relationship intangible assets are effective on October 1, 2002. The adoption of this Statement did not have a material impact to the Company's financial position or results of operations as the Company has not engaged in either of these activities.

SFAS 148

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

In December 2002, the FASB issued Statement No. 148, "Accounting for Stock-Based Compensation-Transition and Disclosure", which amends FASB Statement No. 123, Accounting for Stock-Based Compensation, to provide alternative methods of transition for a voluntary change to the fair value based method of accounting for stock-based employee compensation. In addition, this Statement amends the disclosure requirements of Statement 123 to require prominent disclosures in both annual and interim financial statements about the method of accounting for stock-based employee compensation and the effect of the method used on reported results. The transition guidance and annual disclosure provisions of Statement 148 are effective for fiscal years ending after December 15, 2002, with earlier application permitted in certain circumstances. The interim disclosure provisions are effective for financial reports containing financial statements for interim periods beginning after December 15, 2002. The adoption of this statement did not have a material impact on the Company's financial position or results of operations as the Company has not elected to change to the fair value based method of accounting for stock-based employee compensation.

FIN 45

In November 2002, the FASB issued FASB Interpretation No. 45, "Guarantor's Accounting and Disclosure Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others" (FIN 45). FIN 45 requires that upon issuance of a guarantee, a guarantor must recognize a liability for the fair value of an obligation assumed under a guarantee. FIN 45 also requires additional disclosures by a guarantor in its interim and annual financial statements about the obligations associated with guarantees issued. The recognition provisions of FIN 45 are effective for any guarantees issued or modified after December 31, 2002. The disclosure requirements are effective for financial statements of interim or annual periods ending after December 15, 2002. The adoption of FIN45 is not expected to have a material effect on the Company's financial position, results of operations, or cash flows.

FIN 46

In January 2003, the FASB issued Interpretation No. 46, "Consolidation of Variable Interest Entities." Interpretation 46 changes the criteria by which one company includes another entity in its consolidated financial statements. Previously, the criteria were based on control through voting interest. Interpretation 46 requires a variable interest entity to be consolidated by a company if that company is subject to a majority of the risk of loss from the variable interest entity's activities or entitled to receive a majority of the entity's residual returns or both. A company that consolidates a variable interest entity is called the primary beneficiary of that entity. The consolidation requirements of Interpretation 46 apply immediately to variable interest entities created after January 31, 2003. The consolidation requirements apply to older entities in the first fiscal year or interim period beginning after June 15, 2003. Certain of the disclosure requirements apply in all financial statements issued after January 31, 2003, regardless of when the variable interest entity was established. The Company does not expect the adoption to have a material impact to the Company's financial position or results of operations.

NOTE 6. REVENUE RECOGNITION RELATED TO PEO SEGMENT

The Company recognizes its revenues associated with its PEO business pursuant to EITF 99-19 "Reporting Revenue Gross as a Principal versus Net as an Agent." In assessing whether revenue should be reported gross with a separate display of cost of sales to arrive at gross profit or on a net basis, the Securities and Exchange Commissions (SEC) staff considers whether the registrant: (1) acts as principal in the transaction; (2) takes title to the products; (3) has risks and rewards of ownership, such as the risk of loss for collection, delivery, or

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

returns; and (4) acts as an agent or broker (including performing services, in substance, as an agent or broker) with compensation on a commission or fee basis. If the company performs as an agent or broker without assuming the risks and rewards of ownership of the goods, sales should be reported on a net basis.

The Company's revenues are derived from comprehensive service fees, which are based upon each worksite employee's gross pay and a markup computed as a percentage of the gross pay. The Company includes the component of the comprehensive service fees related to the gross pay of its worksite employees

In accordance with the EITF consensus, the Company believes it is deemed to be a principal in its personnel management services because it assumes a significant number of risks as a co-employer of its worksite employees. Among the more significant of those risks is the Company's assumption of risk for the payment of its direct costs, including the gross pay of its worksite employees, regardless of whether our clients pay their comprehensive service fees on a timely basis or at all.

The Company offers and/or provides health insurance coverage, workers' compensation insurance coverage, and other services to its worksite employees through a national network of carriers and suppliers of its choosing and pass these costs plus mark-up on to its clients. The Company establishes the selling price to its clients. There is no fixed selling price. The Company's charges for such services are included in its service fees. Since the Company performs a service ordered by clients such that the selling price is greater as a result of the Company's efforts, that fact is indicative that the Company should recognize revenue gross.

The Company is involved in determining the nature, type, and characteristics of its service to its clients and worksite employees, which also indicates that the Company should record revenue gross. As a PEO, the Company provides comprehensive personnel management services based upon a Client Service Agreement with clients that causes the Company to become a co-employer. This arrangement creates a liability on the part of the Company related to all compensation requirements of its client. As a PEO, the Company offers a broad range of services, including benefits and payroll administration, health and workers' compensation insurance programs, personnel records management, employer liability management, employee recruiting and selection, performance management, and training and development.

The company and its clients establish common law employment relationships with worksite employees. Each has a right to independently decide whether to hire or discharge an employee. Each has a right to direct and control worksite employees - the Company directs and controls worksite employees in matters involving human resource management and compliance with employment laws, and the client directs and controls worksite employees in manufacturing, production, and delivery of its products and services.

The Company's clients provide worksite employees with the tools, instrumentalities, and place of work. The Company ensures that worksite employees are provided with a workplace that is safe, conducive to productivity, and operated in compliance with employment laws and regulations. In addition, the Company provides worksite employees with workers' compensation insurance, unemployment insurance and a broad range of employee benefits programs.

The Company manages its employment liability exposure by monitoring and requiring compliance with employment laws, developing policies and procedures that apply to worksite employees, supervising and disciplining worksite employees, exercising discretion related to hiring new employees, and ultimately terminating worksite employees who do not comply with Company requirements.

While the Company does not specifically establish wage levels, it is directly

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

involved in decisions related to benefits (including insurance, workers' compensation, and other benefits) provided to worksite employees. As stated above, the Company is involved in worksite employee acceptability standards as they relate to employment laws, policies and procedures, worksite supervision and discipline, and procedures and policies for hiring new employees.

The Company's Client Services Agreement calls for payment of net wages, insurance and benefits costs, taxes due to federal, state, and local authorities, ancillary services (on a case-by-case basis) and a management fee for the Company's services, which is negotiated with each Agreement. The Company does not charge fees on a "per transaction" basis.

The Company generally requires its clients to pay their comprehensive service fees (including salaries, wages, workers' compensation and other insurance, other benefits, and management fees) no later than one day prior to the applicable payroll date. The Company maintains the right to terminate its Client Service Agreement and associated worksite employees, or to require prepayment, letters of credit or other collateral, upon deterioration in a client's financial position or upon nonpayment by a client.

The Company maintains an allowance for doubtful accounts for estimated losses resulting from the inability of its clients to pay the comprehensive service fees. The Company believes that the success of its business is heavily dependent on its ability to collect these comprehensive service fees for several reasons, including (i) the large volume and dollar amount of transactions processed by the Company; (ii) the periodic and recurring nature of payroll and associated costs of benefits and other services; and (iii) the fact that the Company is at risk for the payment of its direct costs regardless of whether its clients pay their comprehensive service fees. To mitigate this risk, the Company has established very tight credit policies.

As a result of these efforts, the outstanding balance of accounts receivable and subsequent losses related to client nonpayment has, to date, been low as a percentage of revenues. However, if the financial condition of the Company's clients were to deteriorate rapidly, resulting in nonpayment, accounts receivable balances could grow significantly and the Company could be required to provide for additional allowances, which would decrease net income in the period that such determination was made.

NOTE 7. CONVERTIBLE NOTES PAYABLE

On December 12, 2000, the Company entered into a Convertible Note Purchase Agreement with Amro International, S.A., Balmore Funds, S.A. and Celeste Trust Reg. Pursuant to this agreement, the Company sold to each of the purchasers convertible promissory notes in the aggregate principal amount of \$850,000 bearing interest at the rate of eight percent (8%) per annum, due December 12, 2003, each convertible into shares of the Company's common stock. Interest shall be payable, at the option of the purchasers, in cash or shares of common stock. At any time after the issuance of the notes, each note is convertible into such number of shares of common stock as is determined by dividing (a) that portion of the outstanding principal balance of the note as of the date of conversion by (b) the lesser of (x) an amount equal to seventy percent (70%) of the average closing bid prices for the three (3) trading days prior to December 12, 2000 and (y) an amount equal to seventy percent (70%) of the average closing bid prices for the three (3) trading days having the lowest closing bid prices during the thirty (30) trading days prior to the conversion date. The Company has recognized interest expense of \$364,000 relating to the beneficial conversion feature of the above notes. Additionally, the Company issued a warrant to each of the purchasers to purchase 502,008 shares of the Company's common stock at an exercise price equal to \$1.50 per share. The purchasers may exercise the warrants through December 12, 2005. During fiscal year 2001, notes payable of \$675,000 were converted into the Company's common stock.

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

On July 26, 2001, the Company entered into a convertible note purchase agreement with certain investors whereby the Company sold to the investors a convertible debenture in the aggregate principal amount of \$1,000,000 bearing interest at the rate of eight percent (8%) per annum, due July 26, 2004, convertible into shares of our common stock. Interest is payable, at the option of the investor, in cash or shares of our common stock. The note is convertible into such number of shares of our common stock as is determined by dividing (a) that portion of the outstanding principal balance of the note by (b) the conversion price. The conversion price equals the lesser of (x) \$1.30 and (y) 70% of the average of the 3 lowest closing bid prices during the 30 trading days prior to the conversion date. Additionally, we issued a warrant to the investor to purchase 769,231 shares of our common stock at an exercise price equal to \$1.30 per share. The investor may exercise the warrant through July 26, 2006. In accordance with EITF 00-27, the Company first determined the value of the note and the fair value of the detachable warrants issued in connection with this convertible debenture. The proportionate value of the note and the warrants is \$492,000 and \$508,000, respectively. The value of the note was then allocated between the note and the preferential conversion feature, which amounted to \$0 and \$492,000, respectively. During the quarter ended March 31, 2003, the Company converted \$30,000 into common stock.

On September 21, 2001, the Company entered into a convertible note purchase agreement with an investor whereby we sold to the investor a convertible promissory note in the aggregate principal amount of \$300,000 bearing interest at the rate of eight percent (8%) per annum, due September 21, 2004, convertible into shares of our common stock. Interest is payable, at the option of the investor, in cash or shares of our common stock. The note is convertible into such number of shares of our common stock as is determined by dividing (a) that portion of the outstanding principal balance of the note by (b) the conversion price. The conversion price equals the lesser of (x) \$0.532 and (y) 70% of the average of the 3 lowest closing bid prices during the 30 trading days prior to the conversion date. Additionally, we issued a warrant to the investor to purchase 565,410 shares of our common stock at an exercise price equal to \$0.76 per share. The investor may exercise the warrant through September 21, 2006. In December 2001, \$70,000 of this note was converted into 209,039 shares of common stock and in the first quarter of fiscal 2003, the debenture holder requested that the conversion be rescinded. The Company honored the request and shares have been returned and the outstanding principal balance due under the note has been increased to \$300,000. In accordance with EITF 00-27, the Company first determined the value of the note and the fair value of the detachable warrants issued in connection with this convertible debenture. The proportionate value of the note and the warrants is \$106,000 and \$194,000, respectively. The value of the note was then allocated between the note and the preferential conversion feature which amounted to \$0 and \$194,000, respectively.

On November 7, 2001, the Company entered into a convertible note purchase agreement with an investor whereby we sold to the investor a convertible promissory note in the aggregate principal amount of \$200,000 bearing interest at the rate of eight percent (8%) per annum, due November 7, 2004, convertible into shares of our common stock. Interest is payable, at the option of the investor, in cash or shares of our common stock. The note is convertible into such number of shares of our common stock as is determined by dividing (a) that portion of the outstanding principal balance of the note by (b) the conversion price. The conversion price equals the lesser of (x) \$0.532 and (y) 70% of the average of the 3 lowest closing bid prices during the 30 trading days prior to the conversion date. Additionally, we issued a warrant to the investor to purchase 413,534 shares of our common stock at an exercise price equal to \$0.76 per share. The investor may exercise the warrant through November 7, 2006. In accordance with EITF 00-27, the Company first determined the value of the note and the fair value of the detachable warrants issued in connection with this convertible debenture. The proportionate value of the note and the warrants is

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

\$92,000 and \$108,000, respectively. The value of the note was then allocated between the note and the preferential conversion feature, which amounted to \$0 and \$92,000, respectively.

On January 22, 2002, the Company entered into a convertible note purchase agreement with an investor whereby we sold to the investor a convertible promissory note in the aggregate principal amount of \$500,000 bearing interest at the rate of eight percent (8%) per annum, due January 22, 2003, convertible into shares of our common stock. Interest is payable, at the option of the investor, in cash or shares of our common stock. The note is convertible into such number of shares of our common stock as is determined by dividing (a) that portion of the outstanding principal balance of the note by (b) the conversion price. The conversion price equals the lesser of (x) \$0.332 and (y) 70% of the average of the 3 lowest closing bid prices during the 30 trading days prior to the conversion date. Additionally, we issued a warrant to the investor to purchase 3,313,253 shares of our common stock at an exercise price equal to \$0.332 per share. The investor may exercise the warrant through January 22, 2009. In accordance with EITF 00-27, the Company first determined the value of the note and the fair value of the detachable warrants issued in connection with this convertible debenture. The proportionate value of the note and the warrants is \$101,000 and \$399,000, respectively. The value of the note was then allocated between the note and the preferential conversion feature, which amounted to \$0 and \$101,000, respectively. During the quarter ended March 31, 2003, the Company converted \$22,129 into common stock.

All the convertible debentures are shown as a current liability in the accompanying consolidated balance sheets since each debenture is convertible into common stock at any time.

NOTE 8. STOCK ISSUANCES

Amendment To The Certificate Of Incorporation.

On September 28, 2001, the Company's shareholders authorized an amendment to the Certificate of Incorporation to: (i) effect a stock combination (reverse split) of the Company's common stock in an exchange ratio to be approved by the Board, ranging from one (1) newly issued share for each ten (10) outstanding shares of common stock to one (1) newly issued share for each twenty (20) outstanding shares of common stock (the "Reverse Split"); and (ii) provide that no fractional shares or scrip representing fractions of a share shall be issued, but in lieu thereof, each fraction of a share that any shareholder would otherwise be entitled to receive shall be rounded up to the nearest whole share. There will be no change in the number of the Company's authorized shares of common stock and no change in the par value of a share of Common Stock.

On August 9, 2002, the Company's board of directors approved and effected a 1 for 20 reverse stock split. All share and per share data have been retroactively restated to reflect this stock split. During the quarter, ITEC issued 12,190,013 common shares to holders of \$88,129 of convertible notes payable at an average conversion price of \$0.007 per share. 420,334 common shares were issued pursuant to these notes payable for \$2,781 of interest.

Stock Issuances -----

During the quarter ended March 31, 2003, ITEC issued 4,020,000 common shares for legal and consulting services at an average market price of \$0.01 per share. The Company recognized \$56,300 in expenses.

During the quarter ended March 31, 2003, the Company issued 12,500,000 common

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

shares for the acquisition of approximately 85% of the outstanding shares of Quik Pix, Inc with a total value of \$150,000.

During the quarter ended March 31, 2003, the Company issued 500,000 shares to two former employees for service with a total value of \$7,500.

During the quarter ended March 31, 2003, the Company issued 12,407,156 shares of common stock to convert \$88,129 outstanding convertible note balance and \$2,781 of accrued interest.

During the nine months ended March 31, 2003, the Company issued 2,830,000 warrants to outside consultants. The Company has recognized an expense of \$70,198 for the fair value of the warrants. The Company used the Black-Scholes option pricing model to value the warrants, with the following assumptions: (i) no expected dividends; (ii) a risk-free rate of 3.5%; (iii) expected volatility of 179% and (iv) an expected life of .25 years.

NOTE 9. BUSINESS ACQUISITIONS

The Company completed the acquisition of Dream Canvas Technology, Inc. (DCT) in October 2002 and paid the sum of \$40,000 with the issuance of 100,000 shares of its common stock. In December 2002 the Company sold DCT to Baseline Worldwide Limited for \$75,000 in cash. The Company reported this transaction on Form 8-K, filed on December 19, 2002, which is incorporated by reference.

On January 14, 2003, the Company completed the acquisition of shares, representing controlling interest, of Greenland Corporation (Greenland) and Quik Pix, Inc. (QPI). The terms of the acquisitions were disclosed on Form 8-K filed January 21, 2003, and incorporated by reference.

Under the terms of the Greenland acquisition, ITEC acquired all of the 19,183,390 shares of common stock of Greenland; and paid for the exercise of warrants to purchase 95,319,510 shares of Greenland common stock. The purchase price was \$2,250,000 in the form of a promissory note payable to Greenland and is convertible into shares of ITEC common stock, the number of which will be determined by a formula applied to the market price of the shares at the time that the promissory note is converted. The promissory note of \$2,250,000 is payable to Greenland Corporation and is eliminated during the consolidation.

The warrants have been exercised. 115.1 million Greenland common shares were issued to ITEC and delivered pursuant to the terms of the Closing Agreement. The conditions of the exercise of warrants pursuant to the Closing Agreement have been met. Accordingly, ITEC holds voting rights to 115.1 million shares of Greenland common stock, representing 84% of the total outstanding Greenland common shares at May 16, 2003.

On January 14, 2003, four new directors were elected to serve on Greenland's Board of Directors as nominees of ITEC. As of the date of this report, ITEC holds four seats of seven. Greenland's Chief Executive Officer, Thomas Beener, remains in his position. Brian Bonar, ITEC's CEO serves as Chairman of Greenland's Board of Directors.

The purchase price was determined through analysis of Greenland's financial reports as filed with the Securities and Exchange Commission and the potential future performance of Greenland's ExpertHR subsidiary. The total purchase price was arrived at through negotiations.

Greenland's ExpertHR subsidiary provides professional employer services (PEO) to niche markets. Greenland's Check Central subsidiary is an information technology company that has developed the Check Central Solutions' transaction processing system software and related MAXcash Automated Banking Machine (ABM kiosk designed to provide self-service check cashing and ATM-banking functionality.

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

Greenland's common stock trades on the OTC Bulletin Board under the symbol GREENLAND.

Pursuant to the terms of the Agreement, the actual purchase price was \$0 based on the stated purchase price of \$2,250,000 per the agreement less promissory note payable to \$2,250,000 to Greenland, which was eliminated in the consolidation.

The operating results of Greenland beginning January 14, 2003 are included in the accompanying consolidated statements of operations

The total purchase price was valued at approximately \$0 and is summarized and allocated as follows:

Other current assets.	\$	4,000
Property and equipment.		90,000
Other non-current assets.		18,000
Accounts payable and accrued expenses, and other current liabilities		(3,202,000)
Other long-term liabilities		(28,000)
Goodwill.		3,118,000

Purchase price.	\$	-
		=====

The allocation of the purchase price is preliminary and is subject to revision, which is not expected to be material, based on the final valuation of the net assets acquired. Acquisition related cost were expensed as incurred.

On January 14, 2003, ITEC completed its acquisition of 110,000,000 shares of common stock of QPI. The purchase price was 12,500,000 shares of ITEC restricted common stock valued at \$150,000. In addition, ITEC agreed to pay \$45,000 to a shareholder of QPI.

The purchase price was determined through analysis of QPI's financial condition and the potential future performance of its business operations. The total purchase price was arrived at through negotiations.

Established in 1982, QPI is a visual marketing support firm. Its principal product, Photomotion, is patented. PhotoMotion is a unique color medium that uses existing originals to create the illusion of movement and allows for three to five distinct images to be displayed with an existing light box. QPI visual marketing products are sold to a range of clientele including advertisers and their agencies.

Pursuant to the terms of the Agreement, the actual purchase price was \$195,000 based on the fair value of the common stock issued of \$150,000 and the payable of \$45,000 to a shareholder of Greenland.

The operating results of QPI beginning January 14, 2003 are included in the accompanying consolidated statements of operations.

The total purchase price was valued at approximately \$195,000 and is summarized as follows:

Other current assets.	\$	280,067
Property and equipment.		11,340

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

Other non-current assets	18,000
Accounts payable and accrued expenses, and other current liabilities	(2,319,372)
Other long-term liabilities	(867,998)
Goodwill	3,090,963

Purchase price	\$ 195,000
	=====

The following unaudited pro forma financial information presents the consolidated operations of the Company as if the acquisitions of QPI and Greenland had occurred as of the beginning of the periods presented. This information is provided for illustrative purposes only, and is not necessarily indicative of the operating results that would have occurred had the Acquisition been consummated at the beginnings of the periods presented, nor is it necessarily indicative of any future operating results.

(in thousands, except per share data)	9 Months Ended
	March 31, 2003
-----	-----
Net revenue, as reported	\$ 10,040
Net revenue, proforma	\$ 11,88
Loss from operations, as reported. . .	\$ (2,520)
Loss from operations, proforma	\$ (6,511)
Loss per share, as reported.	\$ (0.03)
Loss per share, proforma	\$ (0.08)

Proforma information for the nine months ended March 31, 2002 is not available due to the fact that accurate financial information has not been maintained by QPI.

NOTE 10. SEGMENT INFORMATION

During the three-month and nine-month period ended March 31, 2003, the Company managed and internally reported the Company's business as three reportable segments, principally, (1) products and accessories, (2) software, and (3) PEO services.

Segment information for the period ended March 31, 2003 is as follows:

(in thousands)

	PRODUCTS	SOFTWARE	PEO SERVICES	TOTAL
	-----	-----	-----	-----
3-months				

Revenues	\$ 162	\$ 62	\$ 4,096	\$ 4,320
Operating income (loss)	(5)	(65)	(730)	(800)
9-months				

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

Revenues	\$	742	\$	241	\$	9,057	\$10,040
Operating income (loss)		(58)		(265)		(2,751)	(3,074)

Additional information regarding revenue by products and service groups is not presented because it is currently impracticable to do so due to various reorganizations of the Company's accounting systems. A comprehensive accounting system is being implemented that should enable the Company to report such information in the future.

During the three months and nine months ended March 31, 2003, no customer accounted for more than 10% of consolidated accounts receivable or total consolidated revenues.

NOTE 11. EXTINGUISHMENT OF DEBT

During the three months ended March 31, 2003, the Company had a gain on extinguishment of debt of \$1.17 million associated with the conversion of Convertible Debentures of Quik Pix, Inc. The QPI Debentures were retired using the 12,500,000 shares of ITEC common stock for the purchase of 110,000,000 shares of QPI.

During the period ended December 31, 2002, the Company reviewed its accounts payable and determined that an amount of \$656,000 was associated with unsecured creditors who no longer consider such amounts currently due and payable. Such amount represented liabilities being released by the creditors; therefore, ITEC has been released as the obligator of these liabilities. Accordingly, management has elected to adjust its accounts payable and to classify such adjustments as extinguishment of debt.

NOTE 12. PROFORMA INFORMATION UNDER FASB STATEMENT NO. 148 -"ACCOUNTING FOR STOCK-BASED COMPENSATION-TRANSITION AND DISCLOSURE".

Pro forma information regarding the effect on operations is required by SFAS 123 and SFAS 148, has been determined as if the Company had accounted for its employee stock options under the fair value method of that statement.

This option valuation model requires input of highly subjective assumptions. Because the Company's employee stock options have characteristics significantly different from those of traded options, and because changes in the subjective input assumptions can materially affect the fair value estimate, in management's opinion, the existing model does not necessarily provide a reliable single measure of fair value of its employee stock options.

For purposes of SFAS 123 pro forma disclosures, the estimated fair value of the options is amortized to expense over the option's vesting period.

The Company did not grant any employee options during the three months and nine months ended March 31, 2003; therefore, proforma information is not provided

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

The following discussion and analysis should be read in conjunction with the consolidated financial statements and notes thereto appearing elsewhere in this Quarterly Report on Form 10-Q. The statements contained in this Report on Form 10-Q that are not purely historical are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including statements regarding our expectations, hopes, intentions or strategies regarding the future. Forward-looking statements include statements regarding: future

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

product or product development; future research and development spending and our product development strategies, and are generally identifiable by the use of the words "may", "should", "expect", "anticipate", "estimates", "believe", "intend", or "project" or the negative thereof or other variations thereon or comparable terminology. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements (or industry results, performance or achievements) expressed or implied by these forward-looking statements to be materially different from those predicted. The factors that could affect our actual results include, but are not limited to, the following: general economic and business conditions, both nationally and in the regions in which we operate; competition; changes in business strategy or development plans; our inability to retain key employees; our inability to obtain sufficient financing to continue to expand operations; and changes in demand for products by our customers.

OVERVIEW

Imaging Technologies Corporation (ITEC) develops and distributes imaging software and distributes digital imaging products. The Company sells a range of imaging products for use in graphics and publishing, digital photography, and other niche business and technical markets. Our core technologies are related to the design and development of software products that improve the accuracy of color reproduction.

In November 2001, we embarked on an expansion program to provide more services to help with tasks that have negatively impacted the business operations of its existing and potential customers. To this end, ITEC, through strategic acquisitions, became a professional employer organization ("PEO").

ITEC now provides comprehensive personnel management services through its wholly-owned SourceOne Group and EnStructure subsidiaries. Each of these subsidiaries provides a broad range of services, including benefits and payroll administration, health and workers' compensation insurance programs, personnel records management, and employer liability management to small and medium-sized businesses.

In May 2002, ITEC entered into an agreement to acquire Dream Canvas, Inc., a Japanese corporation that has developed machines currently used for the automated printing of custom stickers, popular in the Japanese consumer market. We completed the acquisition of Dream Canvas Technology, Inc. (DCT) in October 2002 and paid the sum of \$40,000 with the issuance of 100,000 shares of its common stock. In December 2002 the Company sold DCT to Baseline Worldwide Limited for \$75,000 in cash. We reported this transaction on Form 8-K, filed on December 19, 2002, which is incorporated by reference. (Also see Note 9 to the Consolidated Financial Statements.)

In July 2002, ITEC entered into an agreement to acquire controlling interest in Quik Pix, Inc. ("QPI"). QPI shares are traded on the National Quotation Bureau Pink Sheets under the symbol QPIX. On January 14, 2003, we completed the acquisition of shares, representing controlling interest, of Quik Pix, Inc. The terms of the acquisitions were disclosed on Form 8-K filed January 21, 2003, and incorporated by reference.

In August 2002, ITEC entered into an agreement to acquire controlling interest in Greenland Corporation. Greenland shares are traded on the Electronic Bulletin Board under the symbol GRLC. On January 14, 2003, we completed the acquisition of shares, representing controlling interest, of Greenland. The terms of the acquisitions were disclosed on Form 8-K filed January 21, 2003, and incorporated by reference.

Our business continues to experience operational and liquidity challenges. Accordingly, year-to-year financial comparisons may be of limited usefulness now

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

and for the next several periods due to anticipated changes in our business as these changes relate to potential acquisitions of new businesses, changes in product lines, and the potential for suspending or discontinuing certain components of the business.

Our current strategy is: to expand its PEO business and to commercialize our own technology, which is embodied in its ColorBlind Color Management software and other products obtained through strategic acquisitions.

To successfully execute its current strategy, we will need to improve our working capital position. The report of our independent auditors accompanying our June 30, 2002 financial statements includes an explanatory paragraph indicating there is a substantial doubt about ITEC's ability to continue as a going concern, due primarily to the decreases in our working capital and net worth. We plan to overcome the circumstances that impact our ability to remain a going concern through a combination of achieving profitability, raising additional debt and equity financing, and renegotiating existing obligations.

Since the removal of the court appointed operational receiver in June 2000, we have been able to reestablish relationships with some past customers and distributors and to establish relationships with new customers. Additionally, we have been working to reduce costs through the reduction in staff, the suspension of certain research and development programs, such as the design and manufacture of controller boards and printers, and the suspension of product sales and marketing programs related to office equipment and services in favor of a greater concentration on its PEO and imaging software businesses. We began a program to reduce our debt through debt to equity conversions. We continue to pursue the acquisition of businesses that will grow our business.

There can be no assurance, however, that we will be able to complete any additional debt or equity financings on favorable terms or at all, or that any such financings, if completed, will be adequate to meet our capital requirements. Any additional equity or convertible debt financings could result in substantial dilution to our shareholders. If adequate funds are not available, we may be required to delay, reduce or eliminate some or all of our planned activities, including any potential mergers or acquisitions. Our inability to fund our capital requirements would have a material adverse effect on the Company. Also see "Liquidity and Capital Resources." and "Risks and Uncertainties - Future Capital Needs."

RESTRUCTURING AND NEW BUSINESS UNITS

From August 20, 1999 until June 21, 2000, we were under the control of an operational receiver, appointed by the Court pursuant to litigation between ITEC and Imperial Bank. The litigation has been dismissed and management has reassumed control. However, management did not have operational control for nearly all of fiscal 2000.

In July 2001, we suspended our printer controller development and manufacturing operations in favor of selling products from other companies to its customers.

In October 2002, we suspended our sales and marketing activities associated with the distribution of office products, including printers, scanners, plotters, and computer networking devices.

ACQUISITION AND SALE OF BUSINESS UNITS

In December 2000, we acquired all of the shares of EduAdvantage.com, Inc., an internet sales organization that sells computer hardware and software products to educational institutions and other customers via its websites: www.eduadvantage.com and www.soft4u.com. During fiscal 2001, we began

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

integrating EduAdvantage operations. However, these operations have not been profitable and we are evaluating the future of this business unit.

In October 2001, we acquired certain assets, for stock, related to our office products and services business activities, representing \$250,000 of inventories, fixed assets, and accounts receivable. We have since suspended these operations in favor of concentrating on its software and PEO businesses and the products and services offered by its recent acquisitions.

In November 2001, we acquired SourceOne Group, Inc. (SOG) and operate it as a wholly-owned subsidiary. SOG provides PEO services, including benefits and payroll administration, health and workers' compensation insurance programs, personnel records management, and employer liability management to small and medium-sized businesses.

In March 2002, we acquired all of the outstanding shares of EnStructure, Inc. ("EnStructure"), a PEO company, for restricted ITEC common stock. The purchase price may be increased or decreased based upon EnStructure's representations of projected revenues and profits, which are defined in the acquisition agreement, which was exhibited as part of the Company's Form 8-K, dated March 28, 2002. EnStructure is operated as a wholly-owned subsidiary.

In May 2002, we entered into an agreement to acquire Dream Canvas, Inc., a Japanese corporation that has developed machines currently used for the automated printing of custom stickers, popular in the Japanese consumer market. We completed the acquisition of Dream Canvas Technology, Inc. (DCT) in October 2002 and paid the sum of \$40,000 with the issuance of 100,000 shares of its common stock. In December 2002, we sold DCT to Baseline Worldwide Limited for \$75,000 in cash. We reported this transaction on Form 8-K, filed on December 19, 2002.

In July 2002, we entered into an agreement to acquire controlling interest in Quik Pix, Inc. ("QPI"). QPI shares are traded on the National Quotation Bureau Pink Sheets under the symbol QPIX. On January 14, 2003, we completed the acquisition of shares, representing controlling interest, of QPI. The terms of the acquisitions were disclosed on Form 8-K filed January 21, 2003.

In August 2002, we entered into an agreement to acquire controlling interest in Greenland Corporation. Greenland shares are traded on the Electronic Bulletin Board under the symbol GRLC. On January 14, 2003, we completed the acquisition of shares, representing controlling interest, of Greenland. The terms of the acquisitions were disclosed on Form 8-K filed January 21, 2003.

SIGNIFICANT ACCOUNTING POLICIES AND ESTIMATES

Management's Discussion and Analysis of Financial Condition and Results of Operations discusses our consolidated financial statements, which have been prepared in accordance with accounting principles generally accepted in the United States of America. The preparation of these consolidated financial statements requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. On an on-going basis, we evaluate our estimates and judgments, including those related to allowance for doubtful accounts, value of intangible assets and valuation of non-cash compensation. We base our estimates and judgments on historical experiences and on various other factors that we believe to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying value of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates under different assumptions or conditions. The most significant accounting estimates inherent in the preparation of our consolidated financial statements include estimates as to the appropriate carrying value of certain

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

assets and liabilities which are not readily apparent from other sources, primarily allowance for doubtful accounts and estimated fair value of equity instruments used for compensation. These accounting policies are described at relevant sections in this discussion and analysis and in the notes to the consolidated financial statements included in our Annual Report on Form 10-K for the fiscal year ended June 30, 2002.

RESULTS OF OPERATIONS

Revenues

Revenues were \$4.3 million and \$9.4 million for the three-month period ended March 31, 2003 and 2002, respectively, a decrease of \$5.1 million (54%). For the nine-month period ended March 31, 2003 and 2002, respectively, revenues were \$10 million and \$18.6 million, a decrease of \$8.6 million (46%). The decrease in revenues was due primarily to changes in the customer structure of our PEO activities in our Source One Group (SOG) subsidiary. Since the acquisition of SOG, we have lost several customers due to changes in rates for services, particularly workers' compensation insurance. Additionally, we elected to terminate certain customers due to profitability concerns. New customers, particularly related to ExpertHR, a wholly-owned subsidiary of Greenland, have been acquired, and more are anticipated, pursuant to signed agreements, which will contribute to revenues in the fourth quarter of the current fiscal year. We acquired a controlling interest in Greenland in January 2003.

IMAGING PRODUCTS

Sales of imaging products were \$162 thousand and \$814 thousand for the three month period ended March 31, 2003 and 2002, respectively, a decrease of \$652 thousand or (80%). For the nine-month period ended March 31, 2003 and 2002, sales of imaging products were \$742 thousand and \$2.6 million, respectively; a decrease of \$1.9 million, or 72%. The decrease in product sales from the reported periods of 2002 to 2001 was due to the suspension of sales and marketing activities associated with the resale of office products, including copiers, printers, and network solutions. We plan to further evaluate our position related to product sales and marketing during the fourth quarter. However, there can be no assurance that product sales will not continue to decrease in the future.

Revenue from software sales, licensing fees and royalties were \$62 thousand and \$470 thousand for the three-month period ended March 31, 2003 and 2002 respectively, a decrease of \$408 thousand, or 87%. For the nine-month period ended March 31, 2003 and 2002, respectively, software sales, licensing fees and royalties were \$241 thousand and \$820 thousand, respectively, a decrease of \$579 thousand, or 71%. The reduction in software revenues was due to our lack of sufficient working capital to support sales and marketing activities. Royalties from the licensing of ColorBlind source code are insignificant and are reported as part of software sales.

Royalties and licensing fees vary from quarter to quarter and are dependent on the sales of products sold by OEM customers using ITEC technologies. These revenues, however, continue to decline, and are expected to decline in the future due to our focus on imaging product sales and our PEO operations as opposed to technology licensing activities.

PEO SERVICES

PEO revenues for the three-month period ended March 31, 2003 and 2002 were \$4.1 million and \$8.1 million, respectively, a decrease of \$4 million (49%). PEO revenues for the nine-month period ended March 31, 2003 and 2002 were \$9.1 million and \$15.2 million, respectively, a decrease of \$6.2 million (41%). The

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

decrease in revenues was due primarily to changes in the customer structure SOG. Over the past year, we have lost several customers due to changes in rates for services, particularly workers' compensation insurance. Additionally, we elected to terminate certain customers due to profitability concerns.

COST OF PRODUCTS SOLD

Cost of products sold were \$48 thousand (30% of product sales) and \$614 thousand (75% of product sales) for the three-month period ended March 31, 2003 and 2002, respectively. For the nine-month period ended March 31, 2003 and 2002, cost of products sold were \$365 thousand (49% of product sales) and \$1.83 million (71% of product sales), respectively. The increase in margins is due primarily to the substantial reduction in product sales for the reported periods as a result of the suspension of sales and marketing activities associated with the resale of office products, including copiers, printers, and network solutions.

Cost of software, licenses and royalties were \$9 thousand (15% of associated revenues) and \$277 thousand (59% of associated revenues) for the three-month period ended March 31, 2003 and 2002, respectively. For the nine-month period ended March 31, 2003 and 2002, cost of software, licenses and royalties were \$71 thousand (30% of associated revenues) and \$331 thousand (40% of associated revenues). Increased in margins are attributable to stabilization of retail prices of our ColorBlind software and increased licensing activities, which do not carry significant product costs.

Cost of PEO services were \$3.9 million (95% of PEO revenues) and \$7.7 million (95% of PEO revenues) for the three-month period ended March 31, 2003 and 2002, respectively; and \$8.3 million (92% of PEO revenues) and \$14.5 million (96% of PEO revenues) for the nine-month period ended March 31, 2003 and 2002, respectively. The increase in margin is primarily due to the cancellation of several unprofitable clients and refining our pricing and fee structure.

SELLING, GENERAL AND ADMINISTRATIVE EXPENSES

Selling, general and administrative expenses have consisted primarily of salaries and commissions of sales and marketing personnel, salaries and related costs for general corporate functions, including finance, accounting, facilities and legal, advertising and other marketing related expenses, and fees for professional services.

Selling, general and administrative expenses for the three-month period ended March 31, 2003 and 2002, respectively, were \$1.2 million and \$1.86 million. In the current three-month period, selling, general, and administrative expenses decreased \$676 thousand (36%) from the year-earlier quarter. The decrease was due primarily to reduced payroll and consulting expenses.

Selling, general and administrative expenses for the nine-month period ended March 31, 2003 and 2002, respectively, were \$4.3 million and \$5.5 million. In the current nine-month period, we reduced selling, general, and administrative expenses \$1.2 million (22%) due primarily to staff reductions.

COSTS OF RESEARCH AND DEVELOPMENT

Costs of research and development were \$68 thousand for the three-month period ended March 31, 2002 and \$140 thousand for the nine-month period ended March 31, 2003. There were no research and development costs in the three- and nine-month periods ended March 31, 2003.

We have been reducing our research and development costs during the past several quarters. We have suspended most of our engineering and licensing activities associated with OEM printer products and have re-directed our

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

research and development costs toward the support of our ColorBlind software products.

OTHER INCOME AND EXPENSE

Interest and financing costs were \$300 thousand and \$364 thousand for the three months ended March 31, 2003 and 2002, respectively. The decrease is a reduction in beneficial conversions of our convertible debt compared to the year-earlier period. For the nine-months ended March 31, 2003 and 2002, interest and financing costs totaled \$1.4 million and \$1.4 million; respectively.

During the three-month period ended March 31, 2003 we had a gain on extinguishment of debt of \$1.2 million, which is associated with debt conversions related to QPI pursuant to our acquisition of QPI shares. In the prior year, we issued 36 million common shares and notes payable of \$40 thousand in exchange for \$1.2 million of debt, which resulted in a gain on extinguishments of debt of \$411 thousand.

LIQUIDITY AND CAPITAL RESOURCES

Historically, the Company has financed its operations primarily through cash generated from operations, debt financing, and from the sale of equity securities. Additionally, in order to facilitate its growth and future liquidity, the Company has made some strategic acquisitions.

As a result of some of the Company's financing activities, there has been a significant increase in the number of issued and outstanding shares. During the three-month period ended March 31, 2003, the Company issued an additional 29.6 million shares. During the nine-month period ended March 31, 2003, the Company issued 29.6 million shares. These shares of common stock were issued primarily for corporate expenses in lieu of cash, and for the exercise of warrants.

As of March 31, 2003, the Company had negative working capital of \$27.2 million, a decrease in working capital of approximately \$6.5 million (31%) as compared to June 30, 2002, due primarily to the Company's net loss in each successive quarterly period since the year ended June 30, 2002.

Net cash provided by operating activities was \$300 thousand for the nine-month period ended March 31, 2003 as compared to net cash used in operating activities of \$2.7 million for the nine months ended March 31, 2002, an increase of \$3 million or 110%, due primarily to the suspension of cash-intensive business segments associated with the sales of office products.

The \$91 thousand decrease in cash used in investing activities was due primarily to cease of any capital expenditures during the nine months ended March 31, 2003 through its cost-cutting activities.

Net cash used in financing activities was \$212 thousand for the nine month period ended March 31, 2003 compared to cash provided by financing activities of \$2.9 million for the nine-month period ended March 31, 2003, a decrease of \$3 million, or 105%. The decrease is due primarily to a reduction in the issuance of notes payable and the reduction in long-term notes payable associated with our ability to use revenues to fund more of our operations.

We have no material commitments for capital expenditures. Our 5% convertible preferred stock (which ranks prior to ITEC's common stock), carries cumulative dividends, when and as declared, at an annual rate of \$50.00 per share. The aggregate amount of such dividends in arrears at March 31, 2003, was approximately \$342 thousand.

The Company's capital requirements depend on numerous factors, including market acceptance of the Company's products and services, the resources the

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

Company devotes to marketing and selling its products and services, and other factors. The report of the Company's independent auditors accompanying the Company's June 30, 2002 financial statements includes an explanatory paragraph indicating there is a substantial doubt about the Company's ability to continue as a going concern, due primarily to the decreases in the Company's working capital and net worth. (Also see Note 2 to the Consolidated Financial Statements.)

RISKS AND UNCERTAINTIES

IF WE ARE UNABLE TO SECURE FUTURE CAPITAL, WE WILL BE UNABLE TO CONTINUE OUR OPERATIONS.

Our business has not been profitable in the past and it may not be profitable in the future. We may incur losses on a quarterly or annual basis for a number of reasons, some within and others outside our control. See "Potential Fluctuation in Our Quarterly Performance." The growth of our business will require the commitment of substantial capital resources. If funds are not available from operations, we will need additional funds. We may seek such additional funding through public and private financing, including debt or equity financing. Adequate funds for these purposes, whether through financial markets or from other sources, may not be available when we need them. Even if funds are available, the terms under which the funds are available to us may not be acceptable to us. Insufficient funds may require us to delay, reduce or eliminate some or all of our planned activities.

To successfully execute our current strategy, we will need to improve our working capital position. The report of our independent auditors accompanying the Company's June 30, 2002 financial statements includes an explanatory paragraph indicating there is a substantial doubt about the Company's ability to continue as a going concern, due primarily to the decreases in our working capital and net worth. The Company plans to overcome the circumstances that impact our ability to remain a going concern through a combination of increased revenues and decreased costs, with interim cash flow deficiencies being addressed through additional equity financing.

IF OUR QUARTERLY PERFORMANCE CONTINUES TO FLUCTUATE, IT MAY HAVE A NEGATIVE IMPACT ON OUR BUSINESS.

Our quarterly operating results can fluctuate significantly depending on a number of factors, any one of which could have a negative impact on our results of operations. The factors include: the timing of product announcements and subsequent introductions of new or enhanced products by us and by our competitors, the availability and cost of products and/or components, the timing and mix of shipments of our products, the market acceptance of our new products and services, seasonality, changes in our prices and in our competitors' prices, the timing of expenditures for staffing and related support costs, the extent and success of advertising, research and development expenditures, and changes in general economic conditions.

We may experience significant quarterly fluctuations in revenues and operating expenses as we introduce new products and services. Accordingly, any inaccuracy in our forecasts could adversely affect our financial condition and results of operations. Demand for our products and services could be adversely affected by a slowdown in the overall demand for imaging products and/or PEO services. Our failure to complete shipments during a quarter could have a material adverse effect on our results of operations for that quarter. Quarterly results are not necessarily indicative of future performance for any particular period.

THE MARKET PRICE OF OUR COMMON STOCK HISTORICALLY HAS FLUCTUATED SIGNIFICANTLY.

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

Our stock price could fluctuate significantly in the future based upon any number of factors such as: general stock market trends, announcements of developments related to our business, fluctuations in our operating results, a shortfall in our revenues or earnings compared to the estimates of securities analysts, announcements of technological innovations, new products or enhancements by us or our competitors, general conditions in the markets we serve, general conditions in the worldwide economy, developments in patents or other intellectual property rights, and developments in our relationships with our customers and suppliers.

In addition, in recent years the stock market in general, and the market for shares of technology and other stocks have experienced extreme price fluctuations, which have often been unrelated to the operating performance of affected companies. Similarly, the market price of our common stock may fluctuate significantly based upon factors unrelated to our operating performance.

SINCE OUR COMPETITORS HAVE GREATER FINANCIAL AND MARKETING RESOURCES THAN WE DO, WE MAY EXPERIENCE A REDUCTION IN MARKET SHARE AND REVENUES.

The markets for our products and services are highly competitive and rapidly changing. Some of our current and prospective competitors have significantly greater financial, technical, manufacturing and marketing resources than we do. Our ability to compete in our markets depends on a number of factors, some within and others outside our control. These factors include: the frequency and success of product and services introductions by us and by our competitors, the selling prices of our products and services and of our competitors' products and services, the performance of our products and of our competitors' products, product distribution by us and by our competitors, our marketing ability and the marketing ability of our competitors, and the quality of customer support offered by us and by our competitors.

A key element of our strategy is to provide competitively priced, quality products and services. We cannot be certain that our products and services will continue to be competitively priced. We have reduced prices on certain of our products in the past and will likely continue to do so in the future. Price reductions, if not offset by similar reductions in product costs, will reduce our gross margins and may adversely affect our financial condition and results of operations.

The PEO industry is highly fragmented. While many of our competitors have limited operations, there are several PEO companies equal or substantially greater in size than ours. We also encounter competition from "fee-for-service" companies such as payroll processing firms, insurance companies, and human resources consultants. The large PEO companies have substantially more resources than us and provide a broader range of resources than we do.

IF WE ACQUIRE COMPLEMENTARY BUSINESSES, WE MAY NOT BE ABLE TO EFFECTIVELY INTEGRATE THEM INTO OUR CURRENT OPERATIONS, WHICH WOULD ADVERSELY AFFECT OUR OVERALL FINANCIAL PERFORMANCE.

In order to grow our business, we may acquire businesses that we believe are complementary. To successfully implement this strategy, we must identify suitable acquisition candidates, acquire these candidates on acceptable terms, integrate their operations and technology successfully with ours, retain existing customers and maintain the goodwill of the acquired business. We may fail in our efforts to implement one or more of these tasks. Moreover, in pursuing acquisition opportunities, we may compete for acquisition targets with other companies with similar growth strategies. Some of these competitors may be larger and have greater financial and other resources than we do. Competition for these acquisition targets likely could also result in increased prices of

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

acquisition targets and a diminished pool of companies available for acquisition. Our overall financial performance will be materially and adversely affected if we are unable to manage internal or acquisition-based growth effectively. Acquisitions involve a number of risks, including: integrating acquired products and technologies in a timely manner, integrating businesses and employees with our business, managing geographically-dispersed operations, reductions in our reported operating results from acquisition-related charges and amortization of goodwill, potential increases in stock compensation expense and increased compensation expense resulting from newly-hired employees, the diversion of management attention, the assumption of unknown liabilities, potential disputes with the sellers of one or more acquired entities, our inability to maintain customers or goodwill of an acquired business, the need to divest unwanted assets or products, and the possible failure to retain key acquired personnel.

Client satisfaction or performance problems with an acquired business could also have a material adverse effect on our reputation, and any acquired business could significantly under perform relative to our expectations. We cannot be certain that we will be able to integrate acquired businesses, products or technologies successfully or in a timely manner in accordance with our strategic objectives, which could have a material adverse effect on our overall financial performance.

In addition, if we issue equity securities as consideration for any future acquisitions, existing stockholders will experience ownership dilution and these equity securities may have rights, preferences or privileges superior to those of our common stock.

IF WE ARE UNABLE TO DEVELOP AND/OR ACQUIRE NEW PRODUCTS IN A TIMELY MANNER, WE MAY EXPERIENCE A SIGNIFICANT DECLINE IN SALES AND REVENUES, WHICH MAY HURT OUR ABILITY TO CONTINUE OPERATIONS.

The markets for our products are characterized by rapidly evolving technology, frequent new product introductions and significant price competition. Consequently, short product life cycles and reductions in product selling prices due to competitive pressures over the life of a product are common. Our future success will depend on our ability to continue to develop new versions of our ColorBlind software, and to acquire competitive products from other manufacturers. We monitor new technology developments and coordinate with suppliers, distributors and dealers to enhance our products and to lower costs. If we are unable to develop and acquire new, competitive products in a timely manner, our financial condition and results of operations will be adversely affected.

IF THE MARKET'S ACCEPTANCE OF OUR PRODUCTS CEASES TO GROW, WE MAY NOT GENERATE SUFFICIENT REVENUES TO CONTINUE OUR OPERATIONS.

The markets for our products are relatively new and are still developing. We believe that there has been growing market acceptance for color printers, color management software and supplies. We cannot be certain, however, that these markets will continue to grow. Other technologies are constantly evolving and improving. We cannot be certain that products based on these other technologies will not have a material adverse effect on the demand for our products. If our products are not accepted by the market, we will not generate sufficient revenues to continue our operations.

IF WE ARE FOUND TO BE INFRINGING ON A COMPETITOR'S INTELLECTUAL PROPERTY RIGHTS OR IF WE ARE REQUIRED TO DEFEND AGAINST A CLAIM OF INFRINGEMENT, WE MAY BE REQUIRED TO REDESIGN OUR PRODUCTS OR DEFEND A LEGAL ACTION AT SUBSTANTIAL COSTS TO US.

We currently hold no patents. Our software products, hardware designs, and

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

circuit layouts are copyrighted. However, copyright protection does not prevent other companies from emulating the features and benefits provided by our software, hardware designs or the integration of the two. We protect our software source code as trade secrets and make our proprietary source code available to OEM customers only under limited circumstances and specific security and confidentiality constraints.

Competitors may assert that we infringe their patent rights. If we fail to establish that we have not violated the asserted rights, we could be prohibited from marketing the products that incorporate the technology and we could be liable for damages. We could also incur substantial costs to redesign our products or to defend any legal action taken against us. We have obtained U.S. registration for several of our trade names or trademarks, including: PCPI, NewGen, ColorBlind, LaserImage, ColorImage, ImageScript and ImageFont. These trade names are used to distinguish our products in the marketplace.

IF OUR DISTRIBUTORS REDUCE OR DISCONTINUE SALES OF OUR PRODUCTS, OUR BUSINESS MAY BE MATERIALLY AND ADVERSELY AFFECTED.

Our products are marketed and sold through a distribution channel of value added resellers, manufacturers' representatives, retail vendors, and systems integrators. We have a network of dealers and distributors in the United States and Canada, in the European Community and on the European Continent, as well as a growing number of resellers in Africa, Asia, the Middle East, Latin America, and Australia. We support our worldwide distribution network and end-user customers through operations headquartered in San Diego. As of February 7, 2002, we directly employed 6 individuals involved in marketing and sales activities.

A portion of our sales are made through distributors, which may carry competing product lines. These distributors could reduce or discontinue sales of our products, which could adversely affect us. These independent distributors may not devote the resources necessary to provide effective sales and marketing support of our products. In addition, we are dependent upon the continued viability and financial stability of these distributors, many of which are small organizations with limited capital. These distributors, in turn, are substantially dependent on general economic conditions and other unique factors affecting our markets.

INCREASES IN HEALTH INSURANCE PREMIUMS, UNEMPLOYMENT TAXES, AND WORKERS' COMPENSATION RATES WILL HAVE A SIGNIFICANT EFFECT ON OUR FUTURE FINANCIAL PERFORMANCE.

Health insurance premiums, state unemployment taxes, and workers' compensation rates are, in part, determined by our SourceOne subsidiary's claims experience, and comprise a significant portion of SourceOne's direct costs. We employ risk management procedures in an attempt to control claims incidence and structure our benefits contracts to provide as much cost stability as possible. However, should we experience a large increase in claims activity, the unemployment taxes, health insurance premiums, or workers' compensation insurance rates we pay could increase. Our ability to incorporate such increases into service fees to clients is generally constrained by contractual agreements with our clients. Consequently, we could experience a delay before such increases could be reflected in the service fees we charge. As a result, such increases could have a material adverse effect on our financial condition or results of operations.

WE CARRY SUBSTANTIAL LIABILITY FOR WORKSITE EMPLOYEE PAYROLL AND BENEFITS COSTS.

Under our client service agreements, we become a co-employer of worksite employees and we assume the obligations to pay the salaries, wages, and related benefits costs and payroll taxes of such worksite employees. We assume such obligations as a principal, not merely as an agent of the client company. Our obligations include responsibility for (a) payment of the salaries and wages for

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

work performed by worksite employees, regardless of whether the client company makes timely payment to SourceOne of the associated service fee; and (2) providing benefits to worksite employees even if the costs incurred by the SourceOne to provide such benefits exceed the fees paid by the client company. If a client company does not pay us, or if the costs of benefits provided to worksite employees exceed the fees paid by a client company, our ultimate liability for worksite employee payroll and benefits costs could have a material adverse effect on the Company's financial condition or results of operations.

AS A MAJOR EMPLOYER, OUR OPERATIONS ARE AFFECTED BY NUMEROUS FEDERAL, STATE, AND LOCAL LAWS RELATED TO LABOR, TAX, AND EMPLOYMENT MATTERS.

By entering into a co-employer relationship with employees assigned to work at client company locations, we assume certain obligations and responsibilities or an employer under these laws. However, many of these laws (such as the Employee Retirement Income Security Act ("ERISA") and federal and state employment tax laws) do not specifically address the obligations and responsibilities of non-traditional employers such as PEOs; and the definition of "employer" under these laws is not uniform. Additionally, some of the states in which we operate have not addressed the PEO relationship for purposes of compliance with applicable state laws governing the employer/employee relationship. If these other federal or state laws are ultimately applied to our PEO relationship with our worksite employees in a manner adverse to the Company, such an application could have a material adverse effect on the Company's financial condition or results of operations.

While many states do not explicitly regulate PEOs, 21 states have passed laws that have licensing or registration requirements for PEOs, and several other states are considering such regulation. Such laws vary from state to state, but generally provide for monitoring the fiscal responsibility of PEOs and, in some cases, codify and clarify the co-employment relationship for unemployment, workers' compensation, and other purposes under state law. There can be no assurance that we will be able to satisfy licensing requirements of other applicable relations for all states. Additionally, there can be no assurance that we will be able to renew our licenses in all states.

THE MAINTENANCE OF HEALTH AND WORKERS' COMPENSATION INSURANCE PLANS THAT COVER WORKSITE EMPLOYEES IS A SIGNIFICANT PART OF OUR BUSINESS.

The current health and workers' compensation contracts are provided by vendors with whom we have an established relationship, and on terms that we believe to be favorable. While we believe that replacement contracts could be secured on competitive terms without causing significant disruption to our business, there can be no assurance in this regard.

OUR STANDARD AGREEMENTS WITH PEO CLIENTS ARE SUBJECT TO CANCELLATION ON 60-DAYS WRITTEN NOTICE BY EITHER THE COMPANY OR THE CLIENT.

Accordingly, the short-term nature of these agreements make us vulnerable to potential cancellations by existing clients, which could materially and adversely affect our financial condition and results of operations. Additionally, our results of operations are dependent, in part, upon our ability to retain or replace client companies upon the termination or cancellation of our agreements.

A NUMBER OF LEGAL ISSUES REMAIN UNRESOLVED WITH RESPECT TO THE CO-EMPLOYMENT AGREEMENT BETWEEN A PEO AND ITS WORKSITE EMPLOYEES, INCLUDING QUESTIONS CONCERNING THE ULTIMATE LIABILITY FOR VIOLATIONS OF EMPLOYMENT AND DISCRIMINATION LAWS.

Our client service agreement establishes a contractual division of responsibilities between the Company and our clients for various personnel

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

management matters, including compliance with and liability under various government regulations. However, because we act as a co-employer, we may be subject to liability for violations of these or other laws despite these contractual provisions, even if we do not participate in such violations. Although our agreement provides that the client is to indemnify the Company for any liability attributable to the conduct of the client, we may not be able to collect on such a contractual indemnification claim, and thus may be responsible for satisfying such liabilities. Additionally, worksite employees may be deemed to be agents of the Company, subjecting us to liability for the actions of such worksite employees.

IF ALL OF THE LAWSUITS CURRENTLY FILED WERE DECIDED AGAINST US AND/OR ALL THE JUDGMENTS CURRENTLY OBTAINED AGAINST US WERE TO BE IMMEDIATELY COLLECTED, WE WOULD HAVE TO CEASE OUR OPERATIONS.

On or about October 7, 1999, the law firms of Weiss & Yourman and Stull, Stull & Brody made a public announcement that they had filed a lawsuit against us and certain current and past officers and/or directors, alleging violation of federal securities laws during the period of April 21, 1998 through October 9, 1998. On or about November 17, 1999, the lawsuit, filed in the name of Nahid Nazarian Behfarin, on her own behalf and others purported to be similarly situated, was served on us. On January 31, 2003, we executed a Stipulation of Settlement, and the matter will be closed pending the distribution of the settlement to the plaintiffs. The defense of this action was tendered to our insurance carriers.

Throughout fiscal 2000, 2001, and 2002, and through the date of this filing, approximately fifty trade creditors have made claims and/or filed actions alleging the failure of us to pay our obligations to them in a total amount exceeding \$3 million. These actions are in various stages of litigation, with many resulting in judgments being entered against us. Several of those who have obtained judgments have filed judgment liens on our assets. These claims range in value from less than one thousand dollars to just over one million dollars, with the great majority being less than twenty thousand dollars. Should we be required to pay the full amount demanded in each of these claims and lawsuits, we may have to cease our operations. However, to date, the superior security interest held by Imperial Bank has prevented nearly all of these trade creditors from collecting on their judgments.

IF OUR OPERATIONS CONTINUE TO RESULT IN A NET LOSS, NEGATIVE WORKING CAPITAL AND A DECLINE IN NET WORTH, AND WE ARE UNABLE TO OBTAIN NEEDED FUNDING, WE MAY BE FORCED TO DISCONTINUE OPERATIONS.

For several recent periods, up through the present, we had a net loss, negative working capital and a decline in net worth, which raises substantial doubt about our ability to continue as a going concern. Our losses have resulted primarily from an inability to achieve revenue targets due to insufficient working capital. Our ability to continue operations will depend on positive cash flow, if any, from future operations and on our ability to raise additional funds through equity or debt financing. Although we have reduced our work force and suspended some of our operations, if we are unable to achieve the necessary product sales or raise or obtain needed funding, we may be forced to discontinue operations.

IF AN OPERATIONAL RECEIVER IS REINSTATED TO CONTROL OUR OPERATIONS, WE MAY NOT BE ABLE TO CARRY OUT OUR BUSINESS PLAN.

On August 20, 1999, at the request of Imperial Bank, our primary lender, the Superior Court, San Diego appointed an operational receiver to us. On August 23, 1999, the operational receiver took control of our day-to-day operations. On June 21, 2000, the Superior Court, San Diego issued an order dismissing the operational receiver as a part of a settlement of litigation with Imperial Bank

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

pursuant to the Settlement Agreement effective as of June 20, 2000. The Settlement Agreement requires that we make monthly payments of \$150,000 to Imperial Bank until the indebtedness is paid in full. However, in the future, without additional funding sufficient to satisfy Imperial Bank and our other creditors, as well as providing for our working capital, there can be no assurances that an operational receiver may not be reinstated. If an operational receiver is reinstated, we will not be able to expand our products nor will we have complete control over sales policies or the allocation of funds.

The penalty for noncompliance of the Settlement Agreement is a stipulated judgment that allows Imperial Bank to immediately reinstate the operational receiver and begin liquidation proceedings against us. We are currently meeting the monthly amount of \$150,000 as stipulated by the Settlement Agreement with Imperial Bank. However, the monthly payments have been reduced to \$100,000 through January of 2002.

THE DELISTING OF OUR COMMON STOCK FROM THE NASDAQ SMALLCAP MARKET HAS MADE IT MORE DIFFICULT TO RAISE FINANCING, AND THERE IS LESS LIQUIDITY FOR OUR COMMON STOCK AS A RESULT.

The Nasdaq SmallCap Market and Nasdaq Marketplace Rules require an issuer to evidence a minimum of \$2,000,000 in net tangible assets, a \$35,000,000 market capitalization or \$500,000 in net income in the latest fiscal year or in two of the last three fiscal years, and a \$1.00 per share bid price, respectively. On October 21, 1999, Nasdaq notified us that we no longer complied with the bid price and net tangible assets/market capitalization/net income requirements for continued listing on The Nasdaq SmallCap Market. At a hearing on December 2, 1999, a Nasdaq Listing Qualifications Panel also raised public interest concerns relating to our financial viability. While the Panel acknowledged that we were in technical compliance with the bid price and market capitalization requirements, the Panel was of the opinion that the continued listing of our common stock on The Nasdaq Stock Market was no longer appropriate. This conclusion was based on the Panel's concerns regarding our future viability. Our common stock was delisted from The Nasdaq Stock Market effective with the close of business on March 1, 2000. As a result of being delisted from The Nasdaq SmallCap Market, stockholders may find it more difficult to sell our common stock. This lack of liquidity also may make it more difficult for us to raise capital in the future.

Trading of our common stock is now being conducted over-the-counter through the NASD Electronic Bulletin Board and covered by Rule 15c-9 under the Securities Exchange Act of 1934. Under this rule, broker/dealers who recommend these securities to persons other than established customers and accredited investors must make a special written suitability determination for the purchaser and receive the purchaser's written agreement to a transaction prior to sale. Securities are exempt from this rule if the market price is at least \$5.00 per share.

The Securities and Exchange Commission adopted regulations that generally define a "penny stock" as any equity security that has a market price of less than \$5.00 per share. Additionally, if the equity security is not registered or authorized on a national securities exchange or the Nasdaq and the issuer has net tangible assets under \$2,000,000, the equity security also would constitute a "penny stock." Our common stock does constitute a penny stock because our common stock has a market price less than \$5.00 per share, our common stock is no longer quoted on Nasdaq and our net tangible assets do not exceed \$2,000,000. As our common stock falls within the definition of penny stock, these regulations require the delivery, prior to any transaction involving our common stock, of a disclosure schedule explaining the penny stock market and the risks associated with it. Furthermore, the ability of broker/dealers to sell our common stock and the ability of stockholders to sell our common stock in the secondary market would be limited. As a result, the market liquidity for our

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

common stock would be severely and adversely affected. We can provide no assurance that trading in our common stock will not be subject to these or other regulations in the future, which would negatively affect the market for our common stock.

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

Not applicable.

PART II - OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS

On or about October 7, 1999, the law firms of Weiss & Yourman and Stull, Stull & Brody made a public announcement that they had filed a lawsuit against us and certain current and past officers and/or directors, alleging violation of federal securities laws during the period of April 21, 1998 through October 9, 1998. On or about November 17, 1999, the lawsuit, filed in the name of Nahid Nazarian Behfarin, on her own behalf and others purported to be similarly situated, was served on us. On January 31, 2003, we entered into a Stipulation of Settlement with the plaintiffs. We agreed to pay the plaintiffs 5,000,000 shares of common stock and a \$200,000 cash payment (to be paid by our insurance carriers). The defense of this action has been tendered to our insurance carriers. A hearing is scheduled for May 27, 2003 in order that the Court accept (or reject) the Settlement. Accordingly, under SFAS 5, we have not been able to account for the associated liability as it does not meet the criteria of SFAS 5 - the potential liability cannot be accurately determined until after the Court makes its final ruling. While we are optimistic that our insurance carrier will pay the cash portion of the Settlement, we do not have documentation from the insurance carrier to confirm their position at this time. We will file an 8-K following the disposition of this matter by the Court after May 27, 2003.

On August 22, 2002, the Company was sued by its former landlord, Carmel Mountain #8 Associates, L.P. or past due rent on its former facilities at 15175 Innovation Drive, San Diego, CA 92127.

The Company is also a party to a lawsuit filed by Symphony Partners, L.P. related to its acquisition of SourceOne Group, LLC. We have hired counsel to represent us in this action and believe that the claims against the Company are without merit.

The Company is one of dozens of companies sued by The Massachusetts Institute of Technology, et.al, related to a patent held by the plaintiffs that may be related to part of the Company's ColorBlind software. We believe that any amounts due in royalties or otherwise to the plaintiffs by the Company, should the Company be in violation of said patent, would not be material.

Throughout fiscal 2000, 2001, and 2002, and through the date of this filing, approximately fifty trade creditors have made claims and/or filed actions alleging the failure of us to pay our obligations to them in a total amount exceeding \$3 million. These actions are in various stages of litigation, with many resulting in judgments being entered against us. Several of those who have obtained judgments have filed judgment liens on our assets. These claims range in value from less than one thousand dollars to just over one million dollars, with the great majority being less than twenty thousand dollars.

Furthermore, from time to time, the Company may be involved in litigation relating to claims arising out of its operations in the normal course of business.

ITEM 2. CHANGES IN SECURITIES AND USE OF PROCEEDS

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

Common Stock Warrants

The Company, from time-to-time, grants warrants to employees, directors, outside consultants and other key persons, to purchase shares of the Company's common stock, at an exercise price equal to no less than the fair market value of such stock on the date of grant. There were no exercises of warrants during the period ended March 31, 2003.

Stock Split

On August 9, 2002, the Company's board of directors approved and effected a 1 for 20 reverse stock split. All share and per share data have been retroactively restated to reflect this stock split.

ITEM 3. DEFAULTS UPON SENIOR SECURITIES

None

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

None

ITEM 5. OTHER INFORMATION

None

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

Exhibits:

10(a) - Secured Promissory Note in the amount of \$2,250,000 issued by ITEC to Greenland, dated January 7, 2003. (Incorporated by reference to Form 8-K filed January 21, 2003.)

10(b) - Security Agreement, dated January 7, 2003 between ITEC and Greenland. (Incorporated by reference to Form 8-K filed January 21, 2003.)

10(c) - Agreement to Acquire Shares, dated August 9, 2002 between ITEC and Greenland. (Incorporated by reference to Form 8-K filed January 21, 2003.)

10(d) - Closing Agreement, dated January 7, 2003 between ITEC and Greenland. (Incorporated by reference to Form 8-K filed January 21, 2003.)

10(e) - Share Acquisition Agreement, dated June 12, 2002, between ITEC and QPIX. (Incorporated by reference to Form 8-K filed January 21, 2003.)

10(f) - Closing Agreement, dated July 23, 2002 between ITEC and QPIX. (Incorporated by reference to Form 8-K filed January 21, 2003.)

10(g) - Agreement and Assignment of Rights, dated February 1, 2003, between Accord Human Resources, Inc., Greenland, and ITEC, incorporated by reference to Exhibit 10(k) to Greenland Form 10-KSB filed April 7, 2003.

10(h) - Agreement and Assignment of Rights, dated March 1, 2003, between StaffPro Leasing 2, Greenland, and ExpertHR, incorporated by reference to Exhibit 10(l) to Greenland Form 10-KSB filed April 7, 2003.

10(i) - Promissory Note, dated March 1, 2003, payable to StaffPro Leasing 2 by

Edgar Filing: IMAGING TECHNOLOGIES CORP/CA - Form 10-Q

Greenland, incorporated by reference to Exhibit 10(m) to Greenland Form 10-KSB filed April 7, 2003.

10(j) - Stock Purchase Agreement among Greenland, ITEC, and ExpertHR Oklahoma, Inc., dated March 18, 2003.

99.1 - Certification of the Chief Executive Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

99.2 - Certifications Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

Reports on Form 8-K:

On January 16, 2003, the Company filed Form 8-K/A related to its change of independent auditors.

On January 21, 2003, the Company filed Form 8-K related to the acquisition controlling interest in Greenland Corporation and Quik Pix, Inc.

On March 14, 2003, the Company filed Form 8-K related to the acquisition controlling interest in Greenland Corporation and Quik Pix, Inc. including pro forma financial statements.

SIGNATURES

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

Dated: May 20, 2003

IMAGING TECHNOLOGIES CORPORATION (Registrant)

By: /S/ Brian Bonar

Brian Bonar
Chairman and Chief Executive Officer

By: /S/ James Downey

James Downey
Chief Accounting Officer