

Edgar Filing: VFINANCE INC - Form 10QSB

VFINANCE INC  
Form 10QSB  
November 15, 2004

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 10-QSB  
(Mark One)

QUARTERLY REPORT UNDER  
SECTION 13 or 15(d) OF THE  
SECURITIES EXCHANGE ACT OF  
1934

For the quarterly period ended September 30, 2004

or

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

For the transition period \_\_\_\_\_ to \_\_\_\_\_

Commission File Number 1-11454-03

vFINANCE, INC.

(Exact name of small business issuer as specified in its charter)

Delaware

58-1974423

-----  
(State or other jurisdiction of  
incorporation or organization)

-----  
(I.R.S. Employer  
Identification No.)

3010 North Military Trail, Suite 300, Boca Raton, FL 33431  
(Address of principal executive offices)

(561) 981-1000

(Issuer's telephone number)

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

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

Indicate by check mark whether the registrant is an accelerated filer (as defined in Rule 12b of the Exchange Act). Yes (  ) No (  )

Indicate the number of shares outstanding of each of the issuer's classes of common equity, as of November 2, 2004:

Edgar Filing: VFINANCE INC - Form 10QSB

41,770,558 shares of Common Stock \$0.01 par value

INDEX  
VFINANCE, INC.

PART I. FINANCIAL INFORMATION

Item 1. Financial Statements

Consolidated Balance Sheet - September 30, 2004 (Unaudited).....4

Consolidated Statements of Operations for the three months and  
nine months ended September 30, 2004 and 2003(Unaudited).....5

Consolidated Statements of Cash Flows for the nine months ended  
September 30, 2004 and 2003 (Unaudited) .....6

Notes to Consolidated Financial Statements (Unaudited) .....7-10

Item 2. Management's Discussion and Analysis of Financial Condition and  
Results of Operations .....11-13

Item 3. Controls and Procedures .....14

PART II. OTHER INFORMATION

Item 1. Legal Proceedings .....15

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds.....15

Item 6. Exhibits .....16

Signatures

FORWARD-LOOKING STATEMENTS

This Form 10-QSB for vFinance, Inc. (the "Company") includes statements that may constitute "forward-looking" statements, usually containing the words "believe", "estimate", "intend", "expect", or similar expressions. These statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward looking statements inherently involve risks and uncertainties that could cause actual results to differ materially from the forward-looking statements. Factors that would cause or contribute to such differences include, but are not limited to, the inability of our broker-dealer operations to operate profitably in the face of intense competition from larger full service and discount brokers, a general decrease in merger and acquisition activities as well as our potential inability to receive success fees as a result of transactions not being completed, our potential inability to implement our growth strategy through acquisitions or joint ventures, our potential inability to secure additional debt or equity financing to support our growth

## Edgar Filing: VFINANCE INC - Form 10QSB

strategies and other risks detailed in the Company's periodic report filings with the Securities and Exchange Commission. By making these forward-looking statements, the Company undertakes no obligation to update these statements for revisions or changes after the date of this Form 10-QSB.

3

### vFINANCE, INC. CONSOLIDATED BALANCE SHEET (UNAUDITED)

		September 30, 2004
<hr style="border-top: 1px dashed black;"/>		
Assets:		
Current Assest:		
Cash and cash equivalents	\$	4,237,980
Due from clearing broker		216,092
Investments in trading securities		652,681
Accounts receivable, net of allowance for doubtful accounts		149,595
Forgivable loans-employees, current portion		23,009
Notes receivable-employees, net of allowance for doubtful accounts		42,822
Prepaid expenses and other current assets		41,446
		<hr style="border-top: 1px dashed black;"/>
Total current assets		5,363,625
Furniture and equipment, at cost:		
Furniture and equipment		623,781
Internal use software		158,500
		<hr style="border-top: 1px dashed black;"/>
		782,281
Less accumulated depreciation		(512,121)
		<hr style="border-top: 1px dashed black;"/>
Net furniture and equipment		270,160
Goodwill		420,000
Other assets		608,448
		<hr style="border-top: 1px dashed black;"/>
Total Assets	\$	6,662,233
		<hr style="border-top: 3px double black;"/>
Liabilities and Shareholders' Equity:		
Current liabilities:		
Accounts payable	\$	1,087,585
Accrued payroll		927,826
Other accrued liabilities		297,501
Securities sold, not yet purchased		70,517
Capital lease obligations		21,834
Other		4,011
		<hr style="border-top: 1px dashed black;"/>
Total current liabilities		2,409,274

Edgar Filing: VFINANCE INC - Form 10QSB

Shareholders' Equity:

Series A Convertible Preferred Stock \$0.01 par value, 122,500 shares authorized, 0 shares issued and outstanding	-
Series B Convertible Preferred Stock \$0.01 par value, 50,000 shares authorized, 0 shares issued and outstanding	-
Common stock \$0.01 par value, 75,000,000 shares authorized, 33,295,868 issued and outstanding	332,959
Additional paid-in-capital on common stock	25,195,546
Deferred compensation	(20,735)
Accumulated deficit	(21,254,811)
<hr/>	
Total Shareholders' Equity	4,252,959
<hr/>	
Total Liabilities and Shareholders' Equity	\$ 6,662,233
<hr/>	

See accompanying notes.

4

vFINANCE, INC.  
CONSOLIDATED STATEMENTS OF OPERATIONS  
(UNAUDITED)

	THREE MONTHS ENDED SEPTEMBER 30,	THREE MONTHS ENDED SEPTEMBER 30,	NINE MONTHS ENDED SEPTEMBER 30,
	2004	2003	2004
	<hr/>		
Revenues:			
Commissions - agency	\$ 2,765,752	\$ 3,816,619	\$ 10,700,404
Trading profits	721,712	1,299,806	3,229,400
Success Fees	423,248	1,191,636	2,263,050
Consulting and retainers	84,291	74,725	222,291
Other brokerage related income	532,105	545,236	1,846,364
Other	101,915	100,549	325,736
	<hr/>		
Total revenues	4,629,023	7,028,571	18,587,245
	<hr/>		
Cost of revenues:			
Commissions	2,621,890	3,939,563	10,641,255
Clearing and transaction costs	177,804	251,250	592,782
Success	288,637	496,849	1,275,951
Consulting and retainers	45,386	57,602	133,281
Other	(349)	3,000	3,838
	<hr/>		

Edgar Filing: VFINANCE INC - Form 10QSB

Total cost of revenues	3,133,368	4,748,264	12,647,107
	-----	-----	-----
Gross profit	1,495,655	2,280,307	5,940,138
	-----	-----	-----
Other expenses:			
General and administrative	1,317,584	1,755,287	4,546,336
Professional fees	38,744	85,096	139,231
Provision for bad debt	10,121	60,105	85,567
Legal litigation	60,170	91,601	327,811
Depreciation and amortization	36,058	30,043	94,400
Amounts forgiven under forgivable loans	21,250	42,500	63,750
Stock based compensation	1,324	1,324	3,971
	-----	-----	-----
Total other expenses	1,485,251	2,065,956	5,261,066
	-----	-----	-----
Income/(Loss) from operations	10,404	214,351	679,072
Gain on forgiveness of debt	-	-	1,500,000
Interest and dividend income (expense)	9,338	(26,133)	(243,641)
	-----	-----	-----
Pre-tax Net Income/(Loss)	19,742	188,218	1,935,431
Income tax benefit	-	-	400,000
	-----	-----	-----
Net Income/(Loss) available to common shareholders	\$ 19,742	\$ 188,218	\$ 2,335,431
	=====	=====	=====
Net Income/(Loss) per share:			
Basic	\$ 0.00	\$ 0.01	\$ 0.07
	=====	=====	=====
Weighted average number of common shares used in computing basic net income/(loss) per share	33,295,868	29,851,570	32,582,411
	=====	=====	=====
Diluted	\$ 0.00	\$ 0.01	\$ 0.07
	=====	=====	=====
Weighted average number of common shares used in computing diluted net income/(loss) per share	33,528,105	29,851,570	32,814,648
	=====	=====	=====

See accompanying notes.

Edgar Filing: VFINANCE INC - Form 10QSB

vFINANCE, INC.  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
(UNAUDITED)

	NINE MONTHS ENDED SEPTEMBER 30,	
	2004	2003
<b>OPERATING ACTIVITIES</b>		
Net income	\$ 2,335,431	\$
Adjustments to reconcile net income/(loss) to net cash used in operating activities:		
Non-cash fees received	(419,365)	
Gain on forgiveness of debt	(1,500,000)	
Income tax benefit	(400,000)	
Depreciation and amortization	94,400	
Provision for doubtful accounts	84,052	
Non-cash compensation	300,625	
Conversion premium expense	231,625	
Accretion of debt discount	18,349	
Unrealized loss (gain) on investments, net	183,367	
Unrealized loss (gain) on warrants	30,988	
Amount forgiven under forgivable loans	63,750	
Stock based compensation	3,971	
Changes in operating assets and liabilities:	-	
Accounts receivable	(44,870)	
Due from clearing broker	(46,463)	
Notes receivable - employees	139,136	
Investments in trading securities	361,705	
Other current assets	-	
Other assets and liabilities	78,514	
Accounts payable and accrued liabilities	(900,992)	
Securities, sold not yet purchased	(13,263)	
Net cash provided by operating activities	600,960	1
<b>INVESTING ACTIVITIES</b>		
Purchase of capital lease equipment	(22,336)	
Purchase of equipment	(146,292)	
Net cash used in investing activities	(168,628)	
<b>FINANCING ACTIVITIES</b>		
Proceeds from capital lease	22,336	
Payments of capital lease	(502)	
Proceeds from issuance of common stock related to private placement	-	
Net cash provided by financing activities	21,834	
Increase in cash and cash equivalents	454,166	1
Cash and cash equivalents at beginning of year	3,783,814	2

# Edgar Filing: VFINANCE INC - Form 10QSB

Cash and cash equivalents at end of period	\$	4,237,980	\$	3
	=====		=====	

See accompanying notes.

6

vFinance, Inc.

Notes to Consolidated Financial Statements September 30, 2004  
(Unaudited)

## 1. DESCRIPTION OF BUSINESS

vFinance, Inc. is a holding company engaged in the financial information services business through our web site [www.vfinance.com](http://www.vfinance.com), and through our principal operating subsidiary, vFinance Investments, Inc. which is a broker-dealer licensed to conduct business in all 50 states and the District of Columbia. We provide retail and institutional securities brokerage, investment banking and research services with a strategic focus on servicing the needs of high net-worth investors, institutional investors and high growth companies.

## 2. SIGNIFICANT ACCOUNTING POLICIES AND OTHER MATTERS

### Basis of Presentation

The consolidated financial statements include the accounts of the Company and its wholly owned subsidiaries. All intercompany accounts have been eliminated in consolidation.

The accompanying financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with instructions to Form 10-QSB. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. The results of operations for the nine-month period ended September 30, 2004 are not necessarily indicative of the results to be expected for the year ended December 31, 2004. The interim financial statements should be read in conjunction with the audited financial statements and notes contained in the Company's Annual Report on Form 10-KSB for the year ended December 31, 2003.

### Income Taxes

The Company accounts for income taxes under the liability method in accordance with Statement of Financial Accounting Standards No. 109, ACCOUNTING FOR INCOME TAXES. Under this method, deferred income tax assets and liabilities are determined based on differences between the financial reporting and tax bases of assets and liabilities and are measured using the enacted tax rates and laws that will be in effect when the differences are expected to reverse. Net operating loss carry forwards totaled approximately \$11,000,000 at December 31, 2003. Each quarter the Company weighs the available positive and negative evidence and determines the extent to which the net operating loss carry

## Edgar Filing: VFINANCE INC - Form 10QSB

forwards is realizable. As of September 30, 2004 the Company determined that \$400,000 was realizable and recorded a deferred tax asset in that amount.

RECLASSIFICATIONS. Certain prior period balances have been reclassified to conform to the current period's financial statement presentation. These reclassifications had no impact on previously reported results of operations or stockholders' equity.

### 3. IMPAIRMENT OF GOODWILL

Management determined that there was no impairment of goodwill during the quarters ended September 30, 2003 and 2004. Goodwill carried on the balance sheet as of September 30, 2004 was \$420,000. The Company evaluates the recoverability and carrying value of its Goodwill and long-lived assets at each balance sheet date, based on guidance issued in SFAS no. 144, "Accounting for the impairment or Disposal of Long-Lived Assets." Among other factors considered in such evaluation is the historical and projected operating performance of business operations, the operating environment and business strategy, competitive information and market trends.

### 4. SHAREHOLDERS' EQUITY

During February and March of 2004, \$721,500 of the SBI Note was converted into 3,344,298 shares of the Company's common stock. Of this amount, \$545,000 was converted into 2,725,000 shares of the Company's common stock at a discounted rate of \$0.20 per share under a special arrangement offered by the Company to encourage further equity participation by SBI, which resulted in a \$231,625 conversion premium expense during the first quarter of 2004. The remainder, \$176,500, was converted into 619,298 shares at the stated conversion rate of \$0.285 per share.

As of March 31, 2004, the imputed interest had been fully amortized and the remaining note payable to SBI was \$28,500. In April of 2004, the remaining balance was converted into 100,000 shares of common stock of the Company at the original stated conversion rate of \$.285 per share.

A summary of the stock option activity for the nine months ended September 30, 2004 is as follows:

7

	Weighted Average Exercise Price	Number of Shares	Exercise Price Per Option
	-----	-----	-----
Outstanding options at December 31, 2003	\$0.20	10,346,211	\$0.15 - \$6.00
Granted.....	\$0.23	1,935,000	\$0.20 - \$0.36
Cancelled .....	\$0.20	(3,403,000)	\$0.15 - \$0.32
		-----	
Outstanding options at September 30, 2004	\$0.31	8,878,211	\$0.15 - \$6.00
		-----	

A summary of the stock purchase warrant activity for the nine months ended



Edgar Filing: VFINANCE INC - Form 10QSB

September 30, 2004 is as follows:

	Weighted Average Exercise Price	Number of Warrants	Exercise Price Per Option
	-----	-----	-----
Outstanding warrants at December 31, 2003	\$1.70	5,398,499	\$0.15 - \$7.20
Granted .....	0.15	500,000	0.15 - -
Cancelled .....	-	-	-
Outstanding options at September 30, 2004	\$1.70	5,898,499	\$0.15 - \$7.20
		=====	

The following table summarizes information concerning stock options at September 30, 2004.

Option Price	Options Outstanding
-----	-----
0.15	350,000
0.19	5,000
0.20	1,460,000
0.21	3,812,997
0.22	50,000
0.23	
outstanding 5,000	
0.25	5,000
0.28	60,000
0.32	890,000
0.35	1,564,215
0.36	120,000
0.50	100,000
0.55	69,000
0.63	142,500
0.70	39,000
1.00	18,000
2.25	157,499
4.00	10,000
5.00	10,000
6.00	10,000
	-----
	8,878,211
	=====

The following table summarizes information concerning warrants outstanding at September 30, 2004.

Exercise Price	Warrants Outstanding
-----	-----
0.15	750,000
0.20	1,000,000

Edgar Filing: VFINANCE INC - Form 10QSB

0.35	1,993,500
0.63	400,000
2.25	625,000
2.50	300,000
6.00	129,999
7.20	700,000
----	-----
	5,898,499
	=====

Pro forma information regarding net loss is required by SFAS 123, which also requires that the information be determined as if the Company has accounted for its employee stock options under the fair value method. The fair value for options and warrants granted was estimated at the date of grant using the Black Scholes option pricing model with the following weighted-average assumptions: for 2004 risk free interest rates of 3.31%; no dividend yields; volatility factor of the expected market price of the Company's common stock of 1.120 for options and warrants and an expected life of the options and warrants of 4-5 years. The Company's pro forma net income for the period ended September 30, 2004 was \$1,922,928. The Company's pro forma basic and diluted net income per share for the period ended September 30, 2004 was \$0.06. The impact of the Company's pro forma net income and income per share of the SFAS 123 pro forma requirements are not likely to be representative of future pro forma results.

6. DEBT

On January 25, 2002, the Company entered into a Credit Agreement with UBS Americas, Inc. ("UBS"). Under the terms of the Credit Agreement, UBS provided a revolving credit facility of up to \$3,000,000 to the Company for the purpose of supporting the expansion of its brokerage business or investments in infrastructure to expand its operations or its broker-dealer operations. The loan had a term of 4 years, was required to be repaid in full by January 2005, and accrued interest at LIBOR plus a LIBOR margin of 2% if the loan was repaid within a month or 5% if it was outstanding more than a month. The Company borrowed \$1,500,000 under the credit facility on January 28, 2002 leaving an additional \$1,500,000 available. In June 2003, Fidelity Investments, on behalf of its clearing division, National Financial Services LLC, Member NYSE/SIPC, a Fidelity Investments company ("NFS"), announced that it had acquired Correspondent Services Clearing ("CSC"), an affiliate of UBS and vFinance Investments' clearing firm at the time. The credit facility stayed with UBS subsequent to the acquisition giving rise to potential breaches under such credit facility as well as precluding the Company from drawing an additional \$1,500,000 there under. During March 2004, NFS agreed to directly pay down the UBS credit facility in the amount of \$1,500,000 pursuant to a guaranty Fidelity Investments made to UBS as part of their original acquisition of the CSC clearing division. As a result, the Company was relieved from \$1,500,000 in debt but no longer had the ability to obtain an additional \$1,500,000 under the credit facility or assert any claims against UBS or NFS regarding this transaction and credit facility.

During March 2004, the Company entered into a clearing agreement with NFS. The new clearing agreement required NFS to pay to vFinance, over a five year period beginning January 2004, a monthly incentive bonus not to exceed \$25,000 per month up to \$1,500,000, based on a formula that the Company believes is very achievable. Accordingly, NFS has been paying \$25,000 per month related to this incentive calculation and such amount, \$225,000 through September 30, 2004, has been included in the attached statements of operations as "other brokerage related income". The new clearing agreement also required NFS to provide the Company with \$200,000 to assist the company with transition costs related to the conversion from CSC to NFS. This amount was paid to vFinance in March 2004 and

## Edgar Filing: VFINANCE INC - Form 10QSB

was included in the first quarter's statements of operations as a reduction to clearing and transaction costs. In consideration for these incentives, NFS required a termination fee of \$1,700,000 should vFinance discontinue using NFS' services. This fee is reduced, pro rata, annually over the five year term of the agreement. The Company began clearing through NFS during May 2004.

9

### 7. SUBSEQUENT EVENTS

On November 2, 2004, the Company's wholly-owned subsidiary, vFinance Investments Holdings, Inc. ("vFinance Investments"), completed its acquisition of certain assets of Global Partners Securities, Inc. ("Global") and 100% of the issued and outstanding equity securities of EquityStation, Inc. ("EquityStation"), all of which were owned by Level2.com, Inc. ("Level2"), a subsidiary of Global. These transactions are subject to the approval of the National Association of Securities Dealers, Inc.

The assets acquired from Global included certain intellectual property, customer accounts, computer equipment, and certain clearance and trading agreements relating to emerging market debt trading, wholesale market-making in selected equities for institutional clients, and direct-access equity trading. vFinance Investments assumed no liabilities in connection with the acquisition of Global's assets.

In accordance with the terms of the acquisition agreements, the Company delivered into escrow 8,324,690 restricted shares (the "Shares") of the Company's Common Stock, and warrants (the "Warrants") to purchase 3,299,728 shares of the Company's Common Stock at a price of \$0.11 per share. All of the shares of EquityStation were also delivered into escrow. As part of the transaction, the Company also issued 150,000 restricted shares of the Company's common stock to an advisor to Global and EquityStation. Subject to (a) any indemnification claims under the acquisition agreements and (b) the financial performance of EquityStation and the business of Global acquired by vFinance Investments over the periods specified in the escrow agreement, all or a portion of the Shares and the Warrants will be distributed to Global and Level2.

10

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

#### CRITICAL ACCOUNTING POLICIES

Financial Reporting Release No. 60, which was released by the SEC, requires all companies to include a discussion of critical accounting policies or methods used in the preparation of financial statements. Note 2 to our consolidated financial statements dated December 31, 2003 includes a summary of the significant accounting policies and methods used in the preparation of our consolidated financial statements. The following is a brief discussion of the more significant accounting policies and methods used by us.

GENERAL. The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities and the reported amounts of revenues and expenses. Actual results could differ from those estimates.

## Edgar Filing: VFINANCE INC - Form 10QSB

REVENUE RECOGNITION. We earn revenue from brokerage and trading which are recognized on the day of the trade. We also earn revenue from investment banking and consulting. Monthly retainer fees for investment banking and consulting are recognized as earned. Investment banking success fees are generally based on a percentage of the total value of a transaction and are recognized upon successful completion.

We do not require collateral from our customers. Revenues are not concentrated in any particular region of the country or with any individual or group.

We periodically receive equity instruments, which include stock purchase warrants and common and preferred stock, from companies as part of our compensation for investment-banking services. Such instruments are classified as investments in trading securities on the balance sheet if still held at the financial reporting date and are stated at fair value in accordance with SFAS #11 "Accounting for certain investments in debt and equity securities" and EITF 00-8 "Accounting by a grantee for an equity instrument to be received in conjunction with providing goods or services." Primarily all of the equity instruments are received from small public companies. The stock and stock purchase warrants received are typically restricted as to resale, though the Company generally receives a registration right within one year. Company policy is to sell these securities, as their restrictions are removed, in anticipation of short-term market movements. We recognize revenue for these stock purchase warrants when received based on the Black Scholes valuation model. The revenue recognized related to other equity instruments is determined based on available market information, discounted by a factor reflective of the expected holding period for those particular equity instruments. On a monthly basis, we recognize unrealized gains or losses in the statement of operations based on the changes in value in the stock purchase warrants and other equity instruments. Realized gains or losses are recognized in the statement of operations when the related stock purchase warrants or other equity instruments are sold.

Occasionally, we receive equity instruments in private companies with no readily available market value. Equity interests and warrants for which there is not a public market are valued based on factors such as significant equity financing by sophisticated and unrelated new investors, history of positive cash flow from operations, the market value of comparable publicly traded companies (discounted for liquidity) and other pertinent factors. Management also considers recent offers to purchase a portfolio company's securities and the filings of registration statements in connection with a portfolio company's initial public offering when valuing warrants.

On occasion, we distribute equity instruments or proceeds from the sale of equity instruments to our employees as compensation for their investment banking successes. These distributions comply with compensation agreements which vary on a "banker by banker" basis. Accordingly, unrealized gains or losses recorded in the statement of operations related to securities held by us at each period end may also impact compensation expense and accrued compensation.

As of September 30, 2004, certain transactions in process may result in us receiving equity instruments or stock purchase warrants in subsequent periods as discussed above. In this event, we will recognize revenue related to the receipt of such equity instruments consistent with the aforementioned policies. In addition, we would also record compensation expense at fair value related to the distribution of some or all of such equity instruments to employees or independent contractors involved with the related transaction.

CLEARING ARRANGEMENT. We do not carry accounts for customers or perform custodial functions related to customers' securities. We introduce all of their customer transactions, which are not reflected in these financial statements, to their respective clearing brokers, which maintain the customers' accounts and

## Edgar Filing: VFINANCE INC - Form 10QSB

clear such transactions. Additionally, our clearing firm provides the clearing and depository operations for our proprietary securities transactions. These activities may expose our broker dealer to off-balance-sheet risk in the event that customers do not fulfill their obligations with the clearing broker, as our broker dealer has agreed to indemnify our clearing firm.

11

NET CAPITAL REQUIREMENT. As of September 30, 2004, the minimum amount of net capital required to be maintained by vFinance Investments was \$1,000,000.

CUSTOMER CLAIMS. In the normal course of business, our operating subsidiaries have been and continue to be the subject of numerous civil actions and arbitrations arising out of customer complaints relating to our activities as a broker-dealer, as an employer and as a result of other business activities. In general, the cases involve various allegations that our employees had mishandled customer accounts. Based on our historical experience and consultation with counsel, we typically reserve an amount we believe will be sufficient to cover any damages assessed against us. However, we have in the past been assessed damages that exceeded our reserves. If we misjudged the amount of damages that may be assessed against us from pending or threatened claims or if we are unable to adequately estimate the amount of damages that will be assessed against us from claims that arise in the future and reserve accordingly, our operating income would be reduced.

STOCK BASED COMPENSATION. Upon the consummation of an advisory, consulting, capital or other similar transactions the Company may distribute equity instruments or proceeds from the sale of equity instruments to its employees. These distributions are made at the Company's discretion on a case by case basis as determined by the role of the employee and the nature of the transaction. At September 30, 2004 and 2003, no amounts were owed to employees of the Company in connection with equity investments received as compensation.

FAIR VALUE. "Investments in trading securities" and "Securities sold, not yet purchased" on our consolidated balance sheet are carried at fair value or amounts that approximate fair value, with related unrealized gains and losses recognized in our results of operations. The determination of fair value is fundamental to our financial condition and results of operations and, in certain circumstances, it requires management to make complex judgments.

Fair values are based on listed market prices, where possible, discounted by a factor reflective of the expected holding period for a particular equity instrument. If listed market prices are not available, or if the liquidation of our positions would reasonably be expected to impact market prices, fair value is determined based on other relevant factors including dealer price quotations. Fair values for certain derivative contracts are derived from pricing models that consider current market and contractual prices for the underlying financial instruments or commodities, as well as time value and yield curve or volatility factors underlying the positions.

Pricing models and their underlying assumptions impact the amount and timing of unrealized gains and losses recognized, and the use of different pricing models or assumptions could produce different financial results. Changes in the fixed income and equity markets will impact our estimates of fair value in the future, potentially affecting principal trading revenues. The illiquid nature of certain securities or debt instruments also requires a high degree of judgment in determining fair value due to the lack of listed market prices and the potential impact of the liquidation of our position on market prices, among other factors.

## Edgar Filing: VFINANCE INC - Form 10QSB

INVESTMENTS. Investments are classified as trading securities and are held for resale in anticipation of short-term market movements or until such securities are registered or are otherwise unrestricted. Any unregistered securities received generally contain a registration right within one year. Trading account assets, consisting of marketable equity securities and stock purchase warrants, are stated at fair value. Realized gains or losses are recognized in the statement of operations when the related underlying shares of a stock purchase warrant or other equity instruments are sold. Unrealized gains or losses are recognized in the statement of operations on a monthly basis based on changes in the fair value of the security as quoted on national or inter-dealer stock exchange, discounted by a factor reflective of the expected holding period for the particular equity instrument.

GOODWILL AND OTHER INTANGIBLE ASSETS ("FAS 142"). The provisions of FAS 141 eliminated the pooling-of-interests method of accounting for business combinations consummated after June 30, 2001. We adopted FAS 141 on July 1, 2001 and it did not have a significant impact on our financial position or results of operations. Under the provisions of FAS 142, goodwill and indefinite lived intangible assets are no longer amortized, but are reviewed annually for impairment. Separable intangible assets that are not deemed to have an indefinite life will continue to be amortized over their useful lives. The Company adopted the new accounting rules, as required, effective January 1, 2002.

The value of the Company's goodwill is exposed to future adverse changes if the Company experiences declines in operating results or experiences significant negative industry or economic trends or if future performance is below historical trends. The Company periodically reviews intangible assets and goodwill for impairment using the guidance of applicable accounting literature. We are subject to financial statement risk to the extent that the goodwill and other intangible assets become impaired.

12

NINE MONTHS ENDED SEPTEMBER 30, 2004 COMPARED TO THE NINE MONTHS ENDED  
SEPTEMBER 30, 2003

### STATEMENTS OF OPERATIONS

Operating revenues were \$18,587,245 for the nine months ended September 30, 2004 as compared to \$16,909,752 for the nine months ended September 30, 2003, an increase of \$1,677,493 or 9.92%. The improvement in revenues was primarily due to a 14% increase in Retail Brokerage revenues, classified as Commissions-agency and Other brokerage related income, as well as a 6% increase in Trading Profits revenues, partially offset by a 2% decrease in Investment Banking revenues, classified as Success fees and Consulting and retainers. Overall, the Company believes that the increase in its operating revenues was a result of its successful recruiting strategies combined with a comparatively favorable market environment in the first half of the year. During the current quarter, the Company's results were unfavorably impacted by a worsening market environment. Also during the current quarter, the Company's business was interrupted for several days as a result of Hurricane Frances which effected the operations of its South Florida headquarters.

Cost of revenues were \$12,647,107 for the nine months ended September 30, 2004 as compared to \$11,076,275 for the nine months ended September 30, 2003, an increase of \$1,570,832, or 14.18%. The increase was primarily due to increased revenues and the corresponding increase to commissions as well as the Company's transition to an Independent Contractor (I/C) based retail sales model, as

## Edgar Filing: VFINANCE INC - Form 10QSB

opposed to an employee based model. I/Cs require higher payouts than employees as they are relatively self supporting, independent businesses. The move to the I/C business model had a corresponding benefit as it reduced the firm's general and administrative expenses, (see below). As a consequence, gross profit was \$5,940,138 for the nine months ended September 30, 2004 as compared to \$5,833,477 for the nine months ended September 30, 2003, an increase of \$106,661. The corresponding gross margin was 32% for the nine months ended September 30, 2004 as compared to 34% for the nine months ended September 30, 2003.

General and administrative expenses were \$4,546,336 for the nine months ended September 30, 2004 as compared to \$4,948,422 for the nine months ended September 30, 2003, a decrease of \$402,086, or 8.13%. As a percentage of revenues, general and administrative expenses decreased to 24% at September 30, 2004 as compared to 29% at September 30, 2003. This decrease as a percentage of revenues is primarily related to the Company's transition to an I/C based retail sales model, as opposed to an employee based model. This transition results in reduced general and administrative expenses; however, as mentioned above, it also results in higher payouts to I/Cs which reduces the Company's gross margin. In addition, the Company implemented cost savings measures including headcount reductions and consolidation of its facility space.

Professional fees were \$139,231 for the nine months ended September 30, 2004 as compared to \$260,240 for the nine months ended September 30, 2003, a decrease of \$121,009, or 46.50%. This decrease was primarily attributable to better utilization of the Company's internal professional staff thereby reducing its reliance on outside consultants.

The provision for bad debt was \$85,567 for the nine months ended September 30, 2004 as compared to \$85,971 for the nine months ended June 30, 2003, a decrease of \$404. The provision for bad debt primarily consists of a reserve for approximately \$60,000 related to receivables from former employees. While collection is uncertain, the Company is vigorously pursuing these matters.

Litigation expense was \$327,811 for the nine months ended September 30, 2004 as compared to \$250,860 for the nine months ended September 30, 2003, an increase of \$76,951, or 30.67%. As is typical in the industry, customers make claims regarding the Company's actions and the Company defends itself vigorously against such claims. The Company's cost of defending itself varies quarter-to-quarter depending on the volume of claims which are in process at any given time.

Depreciation and amortization was \$94,400 for the nine months ended September 30, 2004 as compared to \$88,265 for the nine months ended September 30, 2003, an increase of \$6,135, or 6.95%. Although the Company has been growing, its facilities were consolidated and its headcount was reduced. As a result, its fixed asset requirements did not increase significantly and its depreciation and amortization remained relatively constant.

The amount forgiven under forgivable loans was \$63,750 for the nine months ended September 30, 2004 as compared to \$97,500 for the nine months ended September 30, 2003, a decrease of \$33,750, or 34.62%. The decrease is attributable to the fact that the Company, several years ago, discontinued its practice of providing forgivable loans to brokers as part of its recruitment efforts. Accordingly, there have been no additions to the outstanding balance and the remaining balance is being reduced over time.

Stock based compensation was \$3,971 for the nine months ended September 30, 2004 as compared to \$16,391 for the nine months ended September 30, 2003, a decrease of \$12,420, or 75.77%. This amount primarily represents the amortization of

## Edgar Filing: VFINANCE INC - Form 10QSB

deferred compensation to an outside consultant who was granted options from the Company in return for his services in the third quarter of 2002. The amount of deferred compensation related to that consultant was fully recognized as of March 31, 2003. In addition, during January, 2003, the Company granted warrants to its landlord related to the renegotiation of its lease and this amount is being amortized over the life of the lease.

### LIQUIDITY AND CAPITAL RESOURCES

The Company had \$4,237,980 of unrestricted cash at September 30, 2004.

strategy and related financings.

Net cash provided by operating activities for the nine months ending September 30, 2004, was \$600,960 as opposed to net cash provided by operating activities of \$1,397,614 for the nine months ending September 30, 2003. The decrease in cash provided by operating activities was primarily attributable to a significant improvement to the Company's net income which was more than offset by a gain on forgiveness of debt as well as a significant decrease in accounts payable and accrued liabilities coupled with an income tax benefit.

Net cash used in investing activities for the nine months ending September 30, 2004, was \$168,628 as opposed to \$18,210 for the nine months ending September 30, 2003. This increase was a result of the Company's recent enhancements to its computer systems.

The Company believes that its cash on hand is sufficient to meet its working capital requirements over the next 12 months. However, the Company anticipates that it may need additional debt or equity financing in order to carry out its long-term business strategy. Such funding may be a result of bank borrowings, public offerings, private placements of equity or debt securities, or a combination of the foregoing.

We do not have any material commitments for capital expenditures over the course of the next fiscal year however we are planning to continue to enhance our computer systems to provide improved disaster recovery capabilities as well as improved customer service.

The Company's operations are not affected by seasonal fluctuations however they are affected by the overall performance of the U.S. economy and to some extent reliant on the continued execution of the Company's mergers and acquisitions

### ITEM 3. CONTROLS AND PROCEDURES.

Our Chief Executive Officer and Chief Financial Officer (collectively, the "Certifying Officers") are responsible for establishing and maintaining disclosure controls and procedures for us. Such officers have concluded (based upon their evaluation of these controls and procedures as of the end of the period covered by this Quarterly Report) that our disclosure controls and procedures are effective to ensure that information required to be disclosed by us in this Quarterly Report is accumulated and communicated to management, including our principal executive officers as appropriate, to allow timely decisions regarding required disclosure.

The Certifying Officers have also indicated that there were no significant changes in our internal controls or other factors that could significantly affect such controls subsequent to the date of their evaluation, and there were no corrective actions with regard to significant deficiencies and material weaknesses.



## Edgar Filing: VFINANCE INC - Form 10QSB

Our management, including each of the Certifying Officers, does not expect that our disclosure controls or our internal controls will prevent all error and fraud. A control system, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. In addition, the design of a control system must reflect the fact that there are resource constraints, and the benefits of controls must be considered relative to their costs. Because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues and instances of fraud, if any, within a company have been detected. These inherent limitations include the realities that judgments in decision-making can be faulty, and that breakdowns can occur because of simple error or mistake. Additionally, controls can be circumvented by the individual acts of some persons, by collusion of two or more people or by management override of the control. The design of any system of controls also is based in part upon certain assumptions about the likelihood of future events, and their can be no assurance that any design will succeed in achieving its stated goals under all potential future conditions. Because of these inherent limitations in a cost-effective control system, misstatements due to error or fraud may occur and not be detected.

14

### Part II. OTHER INFORMATION

#### Item 1. LEGAL PROCEEDINGS

From time to time the Company, and/or one of its subsidiaries, is named as a party to a lawsuit that has arisen in the ordinary course of business. Although it is possible that losses exceeding amounts already recorded may be incurred upon ultimate resolution of these existing legal proceedings, we believe that such losses, if any, will not have a material adverse effect on our business, results of operations or financial position; however, unfavorable resolution of each matter individually or in the aggregate could affect the consolidated results of operations for the quarterly and annual periods in which they are resolved.

The business of vFinance Investments involves substantial risks of liability, including exposure to liability under federal and state securities laws in connection with the underwriting or distribution of securities and claims by dissatisfied customers for fraud, unauthorized trading, churning, mismanagement and breach of fiduciary duty. In recent years, there has been an increasing incidence of litigation involving the securities industry, including class actions that generally seek rescission and substantial damages.

In the ordinary course of business, the Company and/or its subsidiaries may be parties to other legal proceedings and regulatory inquiries, the outcome of which, either singularly or in the aggregate, is not expected to be material. There can be no assurance however that any sanctions will not have a material adverse effect on the financial condition or results of operations of the Company and/or its subsidiaries.

#### Item 2. CHANGES IN SECURITIES, USE OF PROCEEDS AND ISSUER PURCHASES OF EQUITY SECURITIES

On November 28, 2001, the Company entered into a Note Purchase Agreement, as amended by subsequent letter agreements dated November 30, 2001, December 14, 2001, and December 28, 2001, February 13, 2002 and March 4, 2002 (collectively, the "Note Purchase Agreement"), with SBI Investments (USA) Inc. ("SBI"). Under the terms of the Note Purchase Agreement, SBI had the option to provide a

## Edgar Filing: VFINANCE INC - Form 10QSB

subordinated loan to the Company of up to \$1,500,000 in the form of a 48-month non-bearing, convertible note. As of December 31, 2002, the Company had received \$975,000 under the Note Purchase Agreement and could have received, at SBI's option alone, an additional \$525,000 no later than June 30, 2002. The additional \$525,000 was not funded. The note was convertible, at SBI's option, into as many as 3,421,053 shares of the Company's common stock at \$0.285 per share. The Company, at any time during the first three years of the agreement, could call for redemption of the note at a price equal to 116.67% of the then outstanding principal amount of the Note, in whole (but not in part), or force the conversion of the note into shares of the Company's common stock.

During February and March of 2004, \$721,500 of the SBI Note was converted into 3,344,298 shares of the Company's common stock. Of this amount, \$545,000 was converted into 2,725,000 shares of the Company's common stock at a discounted rate of \$0.20 per share under a special arrangement offered by the Company to encourage further equity participation by SBI. The remainder was converted at the stated conversion rate of \$0.285 per share. In April of 2004, the remaining balance was converted into 100,000 shares of common stock of the Company at the original stated conversion rate of \$.285 per share. The issuance of the common stock was exempt from registration pursuant to Section 4 (2) of the Securities Act of 1933, as amended, because the common stock was acquired in a privately negotiated transaction by sophisticated investors.

On November 2, 2004, the Company's wholly-owned subsidiary, vFinance Investments Holdings, Inc ("vFinance Investments") completed its acquisition of certain assets of Global Partners Securities, Inc. ("Global") and 100% of the issued and outstanding equity securities of EquityStation, Inc. ("EquityStation"), all of which were owned by Level2.com, Inc. ("Level2"). In consideration for the acquisition of such assets, the Company delivered into escrow 8,324,690 restricted shares (the "Shares") of the Company's common stock and warrants (the "Warrants") to purchase 3,299,728 shares of the Company's common stock at a price of \$0.11 per share. As part of the transaction, the Company also issued 150,000 restricted shares of the Company's common stock to an advisor to Global and EquityStation. The issuance of the Shares, the Warrants and the shares of common stock to Mr. Saunders is exempt from registration under Section 4 (2) of the Securities Act of 1933, as amended (the "1933 Act") and Rule 506 of Regulation D Promulgated under the 1933 Act. All of the purchasers of the Company's securities are "accredited investors" as defined under Rule 501 of Regulation D.

15

### ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K.

#### (a) EXHIBITS

31.1 - Certification by Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002..

31.2 - Certification by Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.

32.1 - Certification by Chief Executive Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

32.2 - Certification by Chief Financial Officer pursuant to Section 906 of the Sarbanes-Oxley act of 2002.

Edgar Filing: VFINANCE INC - Form 10QSB

16

SIGNATURES

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

Signature -----	Title -----	Date -----
By: /s/ Leonard J. Sokolow ----- Leonard J. Sokolow	Chief Executive Officer and President (Principal Executive Officer)	November 15, 2004
By: /s/ Mark Kacer ----- Mark Kacer	Chief Financial Officer and (Principal Financial and Accounting Officer)	November 15, 2004

