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FORM 10-QSB
UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 20549
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[X] QUARTERLY REPORT PURSUANT TO SECTION 13 or 15(d) OF THE SECURITIES ACT OF 1934

For the quarterly period ended August 31, 1999

Commission File Number 0-12305

## REPRO-MED SYSTEMS, INC.

(Exact name of registrant as specified in its charter)

| New York | 13-3044880 |
| :---: | :---: |
| (State or other jurisdiction of incorporation or organization) | (IRS Employer Identification No.) |
| 24 Carpenter Road, Chester, N (Address of principal executive o | $\begin{array}{ll} \text { NY, } & 10918 \\ \text { offices) } & \text { Zip Code } \end{array}$ |

Registrant's telephone number, including area code (914) 469-2042
Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act during the 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 ()

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Class
Outstanding at August 31, 1999
Common stock, $\$ .01$ par value $\quad 22,142,000$ shares

## REPRO-MED SYSTEMS, INC.

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None

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None
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PART I. ITEM 1 - FINANCIAL STATEMENTS REPRO-MED SYSTEMS, INC. AND SUBSIDIARY CONSOLIDATED BALANCE SHEETS


| PROPERTY, PLA | NET | 504,144 | 522,660 |
| :---: | :---: | :---: | :---: |
| OTHER ASSETS | 63,242 | 68,484 |  |
| TOTAL ASSETS | \$ 2,092,385 | \$ 2,318,632 |  |



## REPRO-MED SYSTEMS, INC. AND SUBSIDIARY

 CONSOLIDATED STATEMENTS OF INCOME

EARNINGS (LOSS PER COMMON
SHARE

| Primary | $(\$ 0.01)$ | $(\$ 0.01)$ | $(\$ 0.01)$ | $(\$ 0.01)$ |
| :--- | :---: | :---: | :---: | :---: |
| Fully Diluted | $(\$ 0.01)$ | $(\$ 0.01)$ | $(\$ 0.01)$ | $(\$ 0.01)$ |

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REPRO-MED SYSTEMS, INC. AND SUBSIDIARY STATEMENTS OF CASH FLOWS

FOR 6 MONTH ENDED
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NET INCOME (LOSS) \$(288,078) \$(133,619)
ADJUSTMENTS TO RECONCILE NET INCOME
TO NET CASH PROVIDED BY OPERATIONS:

| Income (Loss) in Minority Interest | $(54,542)$ | $(39,979)$ |
| :--- | :---: | :---: |
| Depreciation \& amortization | 53,603 | 78,760 |

Decrease (Increase) in Short
Term Investments $\quad(168,532) \quad 279,776$
Decrease (increase) in Accounts
Receivable $\quad(28,783) \quad(6,982)$
Decrease (Increase) in inventory $\quad(76,074) \quad(118,483)$
Decrease (Increase) in Prepaid
Expenses $\quad 10,743 \quad(1,211)$
Decrease (Increase) in Deferred


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REPRO-MED SYSTEMS, INC. AND SUBSIDIARY

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

Reference is made to Notes to Financial Statements included in the Company's
Annual Report).
Management's Statement
The financial statements included herein have been prepared by the Company, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission. Certain information and footnote disclosures normally included in the financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations, although the Company believes that the disclosures are adequate to make the information presented not misleading. It is suggested that these financial statements be read in conjunction with the financial statements and the notes thereto included in the Company's latest annual report on Form $10-\mathrm{KSB}$.

## PART I. ITEM 2.

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

Three months ended August 31, 1999 vs. 1998
Sales increased $+7 \%$ from $\$ 371,230$ to $\$ 397,663$ for the quarter ended August 31,1999 versus 1998. The increase is attributed to sales
of the Company's new intravenous infusion products.
Cost of goods rose moderately $+1.6 \%$ with the sales increase improving the product margin from $22 \%$ in 1998 to $26 \%$ in 1999.

Selling, general and administrative expense decreased $\$ 47,071$ for the three months period versus 1998. Management initiated expense and payroll reductions that resulted in the savings.

Research and development expense are virtually unchanged period to period. The period to period reduction in depreciation and amortization expense reflects the end of write offs for some intangible assets and the elimination of building depreciation with its sale.

Interest expense was reduced $-67 \%$ as the result of the sale and lease-back of the company's building. Interest expense is now replaced by rent payments.

Interest and other income decreased by $-97 \%$ with the elimination of rental income upon sale of the building.

The loss from operations was lowered $27 \%$ with margins improving $+\$ 21,793$, SG\&A reductions of $\$ 47,071$ and lower depreciation $\$ 8,753$ accounting for the gain.

Six Months ended August 31, 1999 vs. 1998
Sales decreased $\$ 146,609$ (14\%) primarily because the Company's OEM (Original Equipment Manufacture) sales in 1998 have not been repeated to the same levels in 1999 and the sales of new products have not yet compensated for that shortfall.

Cost of goods sold were $64 \%$ for the first six months of 1999 versus $58 \%$ for the comparable period in 1998. The lower margins reflect the price structure for the new products that have yet to meet the Company's objective of $+50 \%$.

Selling, General and Administrative expenses were 6\% lower for the comparable period as management did initiate expense and payroll reductions in the second quarter. Research and Development expenses were $29 \%$ lower for the same reasons.

The sale and lease back of the Company's building served to eliminate rental income and debt expense reducing non-operating income and expenses $\$ 82,214$.

The loss before taxes increased $\$ 104,316$ as savings in operating expenses $\$ 84,232$ were impacted by lower gross margin of $-\$ 120,897$ and reduced non-operating income of $-\$ 82,214$. The minority interest in subsidiary loss increased $\$ 14,563$.

## Liquid and Capital Resources

For the first six months of fiscal 2000, through August 31, 1999, the company experienced negative cash flow of approximately $\$ 300,000$ as a result of declining sales and significant expenses to prepare new products for the market. In August/September management initiated expense and payroll reductions that are expected to reduce negative cash flow below $\$ 20,000$ per month if sales achieve minimum expectations or to a cash breakeven with increased volume.

The Company did sign with its lender on July 27, 1999 a Forebearance Agreement that extended the maturity date for the line of credit to January 31, 2000 and precluded the issuance of new advances. The Company continues to attempt to refinance the indebtedness before January 31, 2000. If new financing is not arranged the Company will attempt to negotiate an extension of the forebearance agreement or other arrangement with the lender.

The funds available on August 31, 1999 are expected to meet cash requirements as planned under current operating conditions for the remainder of the fiscal year.

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## FORWARD LOOKING STATEMENTS

The Company has made and will make certain forward-looking statements in the Quarterly Report relating to market and product development among others. These Forward-looking statements represent challenging goals for the Company and are based on certain assumptions and estimates including the Worldwide economy, competitive activity, funding availability, product introductions, governmental action and the development of certain markets. Some examples of key factors necessary to achieve the Company's goals are: (1) the ability to continue successful technological innovation (2) the avoidance of adverse cost increases (3) the ability to achieve projected sales of the Company's products (4) uncertainty related to Food and Drug Administration or other government regulation (5) introduction by other companies of competitive products (6) changes in the Company's relationships with its customers and distributors and (7) adequate and available sources of funds. If the Company's assumptions and estimates are incorrect or do not come to fruition, or if the Company does not achieve all of these key factors, then the Company's actual performance could vary materially from the forward-looking statements made herein.

PART II - OTHER INFORMATION

## ITEM 1. LEGAL PROCEEDINGS

The Company is neither a party to any material litigation, nor to the knowledge of the officers and directors of the Company, is there any material litigation threatened against the Company.

## ITEM 2. CHANGES IN SECURITIES AND USE OF PROCEEDS

None
ITEM 3. DEFAULTS UPON SENIOR SECURITIES

## None

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

No matters were submitted to a vote of security holders of the Company during the quarter ended August 31, 1999.

## ITEM 5. OTHER INFORMATION

## None

## SIGNATURES

Pursuant to the requirements of Section 13 or 15 (d) 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.

REPRO-MED SYSTEMS, INC.
/S/ Andrew I. Sealfon
Andrew I. Sealfon, President
October 14, 1999

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been and on the date indicated.
/s/ Andrew I. Sealfon
October 14, 1999
Andrew I. Sealfon, President, Treasurer, Chairman of the Board, Director, and Chief Executive Officer

