

Edgar Filing: AETHLON MEDICAL INC - Form 10QSB

AETHLON MEDICAL INC
Form 10QSB
August 19, 2003

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-QSB

(Mark One)

0

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934.

For the quarterly period ended June 30, 2003

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE
SECURITIES EXCHANGE ACT OF 1934.

For the transition period from _____ to _____

COMMISSION FILE NUMBER 0-21846

AETHLON MEDICAL, INC.

(Exact name of registrant as specified in its charter)

NEVADA

13-3632859

State or other jurisdiction of
incorporation or organization)

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

7825 FAY AVENUE, SUITE 200, LA JOLLA, CA

92037

(Address of principal executive offices)

(Zip Code)

(858) 456-5777

(Registrant's telephone number, including area code)

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 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 .

The number of shares of common stock of the registrant outstanding as of August 15, 2003 was 7,774,960.

PART I. FINANCIAL INFORMATION

ITEM 1. CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

Edgar Filing: AETHLON MEDICAL INC - Form 10QSB

CONDENSED CONSOLIDATED BALANCE SHEET AT JUNE 30, 2003 (UNAUDITED)

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED) FOR THE THREE MONTHS ENDED JUNE 30, 2003 AND 2002 AND FOR THE PERIOD JANUARY 31, 1984 (INCEPTION) THROUGH JUNE 30, 2003

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED) FOR THE THREE MONTHS ENDED JUNE 30, 2003 AND 2002 AND FOR THE PERIOD JANUARY 31, 1984 (INCEPTION) THROUGH JUNE 30, 2003

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION

ITEM 3. CONTROLS AND PROCEDURES

PART II. OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS

ITEM 2. CHANGES IN SECURITIES

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

2

PART I. FINANCIAL INFORMATION

All references to "us", "we", "Aethlon", "Aethlon Medical", or "the Company" refer to Aethlon Medical, Inc., its predecessors and its subsidiaries.

ITEM 1. CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

AETHLON MEDICAL, INC. AND SUBSIDIARIES (A Development Stage Company) CONDENSED CONSOLIDATED BALANCE SHEET

	June 30, 2003 (Unaudited)

ASSETS	
Current assets	
Cash	\$ --
Prepaid expenses	10,310

	10,310
Property and equipment, net	21,218

Edgar Filing: AETHLON MEDICAL INC - Form 10QSB

Patents and patents pending, net	254,858
Employment contract	63,471
Other assets	5,605

	\$ 355,462
	=====

LIABILITIES AND STOCKHOLDERS' DEFICIT

Current Liabilities	
Accounts payable and accrued liabilities	\$ 1,558,746
Due to related parties	1,475,505
Notes payable	392,500
Convertible notes payable	660,000

	4,086,751
Commitments and Contingencies	
Stockholders' Deficit	
Common stock, par value \$0.001 per share; 25,000,000 shares authorized; 7,344,960 shares issued and outstanding	7,345
Additional paid-in capital	12,306,073
Deficit accumulated during development stage	(16,044,707)

	(3,731,289)

	\$ 355,462
	=====

The accompanying notes are an integral part of these condensed consolidated financial statements.

AETHLON MEDICAL, INC. AND SUBSIDIARIES
(A Development Stage Company)
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
For the Three Months Ended June 30, 2003 and 2002
and For the Period January 31, 1984 (Inception) Through June 30, 2003

			JANUARY 31, 1984 (INCEPTION) THROUGH JUNE 30, 2003
	JUNE 30, 2003	JUNE 30, 2002	

Edgar Filing: AETHLON MEDICAL INC - Form 10QSB

	(unaudited) -----	(unaudited) -----	(unaudited) -----
REVENUES			
Grant income	\$ --	\$ --	\$ 1,424,012
Subcontract income	--	--	73,746
Sale of research and development	--	--	35,810
	-----	-----	-----
	--	--	1,533,568
EXPENSES			
Personnel	102,654	133,442	5,255,678
Professional fees	55,232	110,347	3,482,071
Impairment	--	--	1,231,531
Other expenses	78,805	73,735	3,322,970
	-----	-----	-----
	236,691	317,524	13,292,250
OPERATING LOSS	(236,691)	(317,524)	(11,758,682)
OTHER EXPENSE (INCOME)			
Interest and other debt expenses	181,501	83,259	4,165,833
Interest income	--	--	(17,415)
Other	--	(1,616)	137,607
	-----	-----	-----
	181,501	81,643	4,286,025
	-----	-----	-----
NET LOSS	(\$ 418,192)	(\$ 399,167)	(16,044,707)
	=====	=====	=====
BASIC AND DILUTED LOSS PER COMMON SHARE			
	(\$ 0.06)	(\$ 0.08)	
	=====	=====	
WEIGHTED AVERAGE NUMBER OF COMMON SHARES OUTSTANDING			
	7,316,279	5,234,072	
	=====	=====	

The accompanying notes are an integral part of these condensed consolidated financial statements.

Edgar Filing: AETHLON MEDICAL INC - Form 10QSB

	June 30, 2003 (unaudited)	June 30, 2002 (unaudited)
	-----	-----
CASH FLOWS FROM OPERATING ACTIVITIES		
Net loss	\$ (418,192)	\$ (399,167)
Adjustments to reconcile net loss to net cash used in operating activities:		
Depreciation and amortization	39,387	40,879
Gain on sale of property and equipment	--	--
Fair market value of warrants issued in connection with accounts payable and debt	--	(24,714)
Fair market value of common stock, warrants and options issued for services	2,500	40,385
Beneficial conversion feature of convertible notes payable	150,000	80,000
Impairment of patents and patents pending	--	--
Impairment of goodwill	--	--
Deferred compensation forgiven	--	--
Changes in operating assets and liabilities:		
Accounts receivable	--	--
Prepaid expenses	--	5,863
Other assets	--	--
Accounts payable and accrued liabilities	12,128	78,362
Due to related parties	60,506	99,218
	-----	-----
Net cash used in operating activities	(153,671)	(79,174)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of property and equipment	(2,661)	--
Acquisition of patents and patents pending	--	(10,986)
Proceeds from sale of property and equipment	--	--
Cash of acquired company	--	--
	-----	-----
Net cash used in investing activities	(2,661)	(10,986)

(continued)

5

The accompanying notes are an integral part of these condensed consolidated financial statements.

AETHLON MEDICAL, INC. AND SUBSIDIARIES
(A Development Stage Company)
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
For the Three Months Ended June 30, 2003 and 2002 and
For the Period January 31, 1984 (Inception) Through June 30, 2003

Edgar Filing: AETHLON MEDICAL INC - Form 10QSB

	June 30, 2003 (unaudited)	June 30, 2002 (unaudited)	Janu 19 (Inc Th Ju (una
CASH FLOWS FROM FINANCING ACTIVITIES			
Proceeds from issuance of notes payable	\$ --	\$ 105,000	\$ 1,
Principal payments of notes payable	(160,000)	(25,000)	(
Proceeds from issuance of convertible notes payable	150,000	--	3,
Net proceeds from issuance of common stock	160,000	--	3,
Net cash provided by financing activities	150,000	80,000	5,
NET (DECREASE) INCREASE IN CASH	(6,332)	(10,160)	
CASH - beginning of period	6,332	10,667	
CASH - end of period	\$ --	\$ 507	\$

The accompanying notes are an integral part of these condensed consolidated financial statements.

6

AETHLON MEDICAL, INC. AND SUBSIDIARIES
(A Development Stage Company)
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
June 30, 2003

NOTE 1. NATURE OF BUSINESS AND BASIS OF PRESENTATION

Aethlon Medical, Inc. (the "Company") is a development stage therapeutic device company focused on expanding the applications of its Hemopurifier (TM) platform technology, which is designed to rapidly reduce the presence of infectious viruses and toxic viral proteins from human blood. In this regard, Aethlon Medical's core focus is the development of therapeutic devices that treat HIV/AIDS, Hepatitis-C, and other infectious diseases. In pre-clinical testing, the Company's lead product, AEMD-45 removed 55% of HIV from human blood in three hours and in excess of 85% in twelve hours. This same treatment cartridge was able to remove 90% of toxic proteins that deplete immune cells in one hour. In January of 2003, the Company completed early stage blood studies of its HCV-Hemopurifier, which documented a consistent ability to remove 58 percent of the Hepatitis-C virus from infected blood in two hours. The Company is in the development stage on the Hemopurifier and significant research and testing are still needed to reach commercial viability. Any resulting medical device or

Edgar Filing: AETHLON MEDICAL INC - Form 10QSB

process will require approval by the U.S. Food and Drug Administration ("FDA"), and the Company has not yet begun efforts to obtain FDA approval on its current lead product candidate, which may take several years. Since many of the Company's patents were issued in the 1980's, they are scheduled to expire in the near future. Thus, such patents may expire before FDA approval, if any, is obtained.

The Company is classified as a development stage enterprise under accounting principles generally accepted in the United States ("GAAP"), and has not generated revenues from its principal operations.

The Company's common stock is quoted on the Over-the-Counter Bulletin Board of the National Association of Securities Dealers under the symbol "AEMD".

The accompanying unaudited condensed consolidated financial statements of Aethlon Medical, Inc. (the "Company") have been prepared in accordance with GAAP for interim financial information and with the instructions to Form 10-QSB. Accordingly, they do not include all of the information and footnotes required by GAAP 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. Operating results for the three-month period ended June 30, 2003 are not necessarily indicative of the results that may be expected for the year ending March 31, 2004. For further information, refer to the Company's Annual Report on Form 10-KSB for the year ended March 31, 2003, which includes audited financial statements and footnotes as of and for the years ended March 31, 2003 and 2002.

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The summary of significant accounting policies of the Company presented below is designed to assist the reader in understanding the Company's consolidated financial statements. Such financial statements and related notes are the representations of Company management, who is responsible for their integrity and objectivity. These accounting policies conform to GAAP in all material respects, and have been consistently applied in preparing the accompanying condensed consolidated financial statements.

PRINCIPLES OF CONSOLIDATION

The accompanying condensed consolidated financial statements include the accounts of Aethlon Medical, Inc. and its legal wholly-owned subsidiaries Aethlon, Inc., Hemex, Inc. and Cell Activation, Inc. ("Cell") (collectively hereinafter referred to as the "Company"). All significant intercompany balances and transactions have been eliminated in consolidation.

7

AETHLON MEDICAL, INC. AND SUBSIDIARIES
(A Development Stage Company)
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
June 30, 2003

STOCK BASED COMPENSATION

At June 30, 2003, the Company has two stock-based employee compensation plans. The Company accounts for those plans under the recognition and measurement principles of Accounting Principles Board Opinion No. 25, "Accounting for Stock

Edgar Filing: AETHLON MEDICAL INC - Form 10QSB

Issued to Employees" ("APB 25"), and related Interpretations.

No stock-based employee compensation cost is reflected in net loss, as all options granted under those plans had an exercise price equal to the market value of the underlying common stock on the date of grant. The following table illustrates the effect on net income and earnings per share if the Company had applied the fair value recognition provisions of Statement of Financial Accounting Standards No. 123, "Accounting for Stock-Based Compensation," as amended to stock-based employee compensation.

	2003	2002
	-----	-----
Net loss:		
As reported	\$(418,192)	\$(399,167)
Deduct: Total stock-based employee compensation expense determined under fair value based method for all awards	(13,000)	(60,000)
	-----	-----
Pro forma	\$(431,192)	\$(459,167)
	=====	=====
Basic and diluted net loss per share:		
As reported	\$ (0.06)	\$ (0.08)
	=====	=====
Pro forma	\$ (0.06)	\$ (0.09)
	=====	=====

LOSS PER COMMON SHARE

Loss per common share is based on the weighted average number of shares of common stock and common stock equivalents outstanding during the year in accordance with Statement of Financial Accounting Standards No. 128, "Earnings per Share."

Securities that could potentially dilute basic loss per share (prior to their conversion, exercise or redemption) were not included in the diluted-loss-per-share computation because their effect is anti-dilutive. The total potential common shares that have not been included in such computation are approximately 4,140,000 at June 30, 2003.

RECENT ACCOUNTING PRONOUNCEMENTS

In July 2001, the FASB issued Statements No. 141, " Business Combinations " ("SFAS 141") and No. 142 "Goodwill and Other Intangible Assets" ("SFAS 142"). SFAS 141 is effective for fiscal years beginning after June 30, 2001 and requires that all business combinations be accounted for by the purchase method. SFAS 142 provides that all existing and newly acquired goodwill and certain intangible assets will no longer be amortized but will be tested for impairment at least annually and written down only when impaired. Additionally, the FASB has recently issued Statements No. 143, " Accounting for Asset Retirement Obligations " ("SFAS 143") and No. 144, " Accounting for the Impairment or Disposal of Long-Lived Assets " ("SFAS 144"). SFAS 143 addresses financial

Edgar Filing: AETHLON MEDICAL INC - Form 10QSB

AETHLON MEDICAL, INC. AND SUBSIDIARIES
(A Development Stage Company)
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
June 30, 2003

accounting and reporting for obligations associated with the retirement of tangible long-lived assets and the associated asset retirement costs, and is effective for financial statements issued for fiscal years beginning after June 15, 2002. For the three-month period ended June 30, 2002, the Company adopted SFAS 141, 142 and 144. There was no significant effect on the Company's June 30, 2002 financial statements. Management does not expect that the requirements of SFAS 143 will have a significant impact on the Company's future financial statements.

In December 2002, the FASB issued SFAS 148, "Accounting for Stock-Based Compensation - Transition and Disclosure an amendment of FASB Statement No. 123, "which is effective for fiscal years beginning after December 15, 2002. SFAS 148 provides 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. Management has not determined the effect, if any, of SFAS 148 on the Company's future financial statements.

RECLASSIFICATIONS

Certain reclassifications have been made to the June 30, 2002 financial statement presentation to correspond to the June 30, 2003 format.

NOTE 3. CONVERTIBLE PROMISSORY NOTES

CONVERTIBLE PROMISSORY NOTES

In April 2003, the Company issued a convertible note in the amount of \$150,000, bearing interest at 9% per annum, with principal and interest due in June 2003, which is in default. The convertible note requires no payment of principal or interest during the term and may be converted to common stock of the Company at the conversion price of \$0.25 per share at any time at the option of the noteholder. The Company has recorded a beneficial conversion feature ("BCF") of \$150,000 in connection with the issuance of the note and amortized such amount to interest expense during the three month period ended June 30, 2003.

The Company is currently in default on approximately \$ 1,052,500 of amounts owed under various notes payable and accrued liabilities and is currently seeking other financing arrangements to retire all past due notes.

NOTE 4. GOING CONCERN AND LIQUIDITY CONSIDERATIONS

The accompanying condensed consolidated financial statements have been prepared on a going concern basis, which contemplates the realization of assets and the satisfaction of liabilities in the ordinary course of business. The Company has experienced a loss of approximately \$15.9 million for the period from January 31, 1984 (Inception) through June 30, 2003. The Company has not generated significant revenue or any profit from operations since inception. A substantial amount of additional capital will be necessary to advance the development of the Company's products to the point at which they may become commercially viable. Such factors indicate that the Company may be unable to continue as a going concern for a reasonable period of time. Management is in discussions with

Edgar Filing: AETHLON MEDICAL INC - Form 10QSB

potential investors to pursue additional capital infusions into the Company, which management believes are necessary at least until such time that the Company generates sufficient revenues and achieves profitability and positive cash flow.

The condensed consolidated financial statements do not include any adjustments relating to the recoverability of assets that might be necessary should the Company be unable to continue as a going concern. The Company's continuation as a going concern is dependent upon its ability to obtain additional financing as may be required, and generate sufficient revenue and operating cash flow to meet its obligations on a timely basis.

9

AETHLON MEDICAL, INC. AND SUBSIDIARIES
(A Development Stage Company)
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
June 30, 2003

NOTE 5. COMMITMENTS AND CONTINGENCIES

REGISTRATION RIGHTS AGREEMENTS

The Company is obligated under various agreements to register its common stock, including the common stock underlying certain warrants and options. The Company is subject to penalties for failure to register such securities, the amount of which could be material to the Company's financial position, results of operations and cash flows. The Company filed a registration statement on Form SB-2 with the Securities and Exchange Commission in December 2000 to register the necessary securities. However, such registration statement was never declared effective. Management is currently unaware of any potential claims related to the lack of registration and plans to file a revised registration statement as funds to cover registration expenses become available. The Company may incur additional charges in exchange for further waivers through the date of an effective registration statement.

DELINQUENT SEC FILING

The Company's March 31, 2002 Form 10-KSB did not contain certain disclosure items in its Executive Compensation, Security Ownership of Certain Beneficial Owners and Management and Certain Relationships and Related Transactions. Such sections were intended to be incorporated by reference in the Company's proxy statement, which was not filed. The failure to file the proxy statement with the disclosures required in Form 10-KSB constitutes non-compliance with the periodic reporting requirements of the Securities and Exchange Act of 1934 (the "Exchange Act") and, among other things, could result in de-listing of the Company's common stock from the Over-the-Counter Bulletin Board ("OTCBB").

In addition, any owners of the Company's restricted securities who are otherwise eligible to sell such securities under Rule 144 may be temporarily unable to do so until such filing delinquency is cured. The Company intends to file an amendment to its Annual Report on Form 10-KSB for the year ended March 31, 2002 to cure such delinquency.

NOTE 6. STOCK TRANSACTIONS

In April 2003, the Company issued 600,000 shares of restricted common stock at \$0.25 per share for cash totaling \$150,000. In connection with the issuance of

Edgar Filing: AETHLON MEDICAL INC - Form 10QSB

such shares, the Company granted the stockholder 600,000 warrants to purchase common stock of the Company at \$0.25 per share. The warrants vest immediately and expire through April 2005. As the warrants were issued in connection with equity financing, no related expense was recorded in the condensed consolidated financial statements.

During April 2003, 10,000 shares were issued for services rendered, which were valued at \$2,500 (based on the fair market value on the date of grant).

In May 2003, the Company issued 40,000 shares of restricted common stock at \$0.25 per share for cash totaling \$10,000. In connection with the issuance of such shares, the Company granted the stockholders 40,000 warrants to purchase common stock of the Company at \$0.25 per share. The warrants vest immediately and expire through May 2004. As the warrants were issued in connection with equity financing, no related expense was recorded in the condensed consolidated financial statements.

NOTE 7. SUBSEQUENT EVENTS

In July and August 2003, the Company issued 380,000 shares of restricted common stock at \$0.25 per share for cash totaling \$100,000. In connection with the issuance of such shares, the Company granted the stockholders 380,000 warrants to purchase common stock of the Company at \$0.25 per share. The warrants vest immediately and expire through August 2004. As the warrants were issued in connection with equity financing, no related expense will be recorded in the condensed consolidated financial statements. The Company issued 50,000 shares of restricted common stock in conjunction with equity fund-raising activities.

10

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION

The following discussion of Aethlon Medical's financial condition and results of operations should be read in conjunction with, and is qualified in its entirety by the condensed consolidated financial statements and notes thereto, included in Item 1 in this Quarterly Report on Form 10-QSB. This item contains forward-looking statements that involve risks and uncertainties. Actual results may differ materially from those indicated in such forward-looking statements.

FORWARD LOOKING STATEMENTS

All statements, other than statements of historical fact, included in this Form 10-QSB are, or may be deemed to be, "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended ("the Securities Act"), and Section 21E of the Exchange Act. Such forward-looking statements involve assumptions, known and unknown risks, uncertainties and other factors which may cause the actual results, performance, or achievements of Aethlon Medical, Inc. ("the Company") to be materially different from any future results, performance, or achievements expressed or implied by such forward looking statements contained in this Form 10-QSB. Such potential risks and uncertainties include, without limitation, completion of the Company's capital-raising activities, FDA approval of the Company's products, other regulations, patent protection of the Company's proprietary technology, product liability exposure, uncertainty of market acceptance, competition, technological change, and other risk factors detailed herein and in other of the Company's filings with the Securities and Exchange Commission. The forward-looking statements are made as of the date of this Form 10-QSB, and the Company assumes no obligation to update the forward-looking statements, or to update the reasons actual results could differ from those projected in such forward-looking

Edgar Filing: AETHLON MEDICAL INC - Form 10QSB

statements.

THE COMPANY

Aethlon Medical is a development stage therapeutic device company that has not yet engaged in significant commercial activities. The primary focus of our resources is the advancement of our proprietary Hemopurifier(TM) platform treatment technology, which is designed to remove viruses and toxic viral proteins from human blood. Our main focus during fiscal 2003 was to prepare our HIV-Hemopurifier to treat HIV/AIDS for human clinical trials, and to initiate the pre-clinical human blood studies of our HCV-Hemopurifier for treating Hepatitis-C. See Item 1, "NATURE OF BUSINESS".

Our principal executive office is located at 7825 Fay Avenue, Suite 200, La Jolla, California 92037. Our telephone number is 858/456-5777, and our website is www.aethlonmedical.com.

We file annual, quarterly, special reports, proxy statements and other information with the Securities Exchange Commission (SEC). Reports, proxy statements and other information filed with the SEC can be inspected and copied at the public reference facilities of the SEC at 450 Fifth Street NW, Washington, DC 20549. Such material may also be accessed electronically by means of the SEC's website at www.sec.gov.

Our common stock, par value \$0.001 per share, is traded on the OTCBB under the symbol "AEMD".

CRITICAL ACCOUNTING POLICIES

The preparation of condensed consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires us to make a number of estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements. Such estimates and assumptions affect the reported amounts of expenses during the reporting period. On an ongoing basis, we evaluate estimates and assumptions based upon historical experience and various other factors and circumstances. We believe our estimates and assumptions are reasonable in the circumstances; however, actual results may differ from these estimates under different future conditions.

We believe that the estimates and assumptions that are most important to the portrayal of our financial condition and results of operations, in that they require our most difficult, subjective or complex judgments, form the basis for the accounting policies deemed to be most critical to us. These critical accounting policies relate to stock purchase warrants issued with notes payable, beneficial conversion feature of convertible notes payable, impairment of intangible assets and long lived assets, contingencies and litigation. We believe estimates and assumptions related to these critical accounting policies are appropriate under the circumstances; however, should future events or occurrences result in unanticipated consequences, there could be a material impact on our future financial conditions or results of operations.

Edgar Filing: AETHLON MEDICAL INC - Form 10QSB

RESULTS OF OPERATIONS

THE THREE MONTHS ENDED JUNE 30, 2003 COMPARED TO THE THREE MONTHS ENDED JUNE 30, 2002.

OPERATING EXPENSES

Consolidated operating expenses were \$236,691 for the three months ended June 30, 2003, versus \$317,524 for the comparable period ended June 30, 2002. This decrease of 25.5% in operating expenses is principally attributable to decreased professional fees and personnel expenses due to reduced professionals associated with strategic and financial planning activities and reduced staff.

NET LOSS

We recorded a consolidated net loss of \$418,192 and \$399,167 for the quarters ended June 30, 2003 and 2002, respectively. The increase in net loss of 4.8% was primarily attributable to the beneficial conversion feature of warrants associated with convertible notes issued, partially offset by lower operating expenses.

Basic and diluted loss per common share were (\$0.06) for the three month period ended June 30, 2003 compared to (\$0.08) for the same period ended June 30, 2002. This reduction in loss per share was primarily attributable to the decrease in net loss, as well as greater number of common shares outstanding during the three month period ended June 30, 2003, as compared to the three month period ended June 30, 2002.

12

LIQUIDITY AND CAPITAL RESOURCES

To date, we have funded our capital requirements for the current operations from net funds received from the public and private sale of debt and equity securities, as well as from the issuance of common stock in exchange for services. Our cash position at June 30, 2003 was \$ -- as compared to \$6,332, at March 31, 2003, representing a decrease of \$6,332.

During the three months ended June 30, 2003, operating activities used net cash of \$153,671. We received \$160,000 from the sale of common stock. In addition, during the three months ended June 30, 2003, we received \$150,000 from the issuance of convertible notes payable and repaid notes totaling \$160,000.

During the three month period ended June 30, 2003, net cash used in operating activities primarily consisted of net loss of \$418,192. Net loss was offset principally by depreciation of \$39,387 and beneficial conversion feature of \$150,000 plus an increase in accounts payable and amounts due to related parties of \$72,634.

Changes in current assets and current liabilities of (\$68,966) resulted in a negative working capital position of (\$4,076,441) at June 30, 2003 as compared to a negative working capital of (\$4,007,475) at March 31, 2003.

Our current deficit in working capital requires us to obtain funds in the short-term to be able to continue in business, and in the longer term to fund research and development on products not yet ready for market. We are seeking to

Edgar Filing: AETHLON MEDICAL INC - Form 10QSB

fund these and other operating needs in the next 12 months from funds to be obtained through a corporate acquisition of or merger with another entity with greater financial resources, or from the proceeds of additional private placements or public offerings of debt or equity securities, or both.

Due to the our recurring losses during the development stage, and continued need for capital, our independent certified public accountants have included an explanatory paragraph in their audit report in the Company's Form 10-KSB at March 31, 2003 stating that these factors raise substantial doubt about the Company's ability to continue as a going concern.

13

We expect to raise additional capital within the next three months to fund research and development and other activities. Our operations to date have consumed substantial capital without generating revenues, and we will continue to require substantial and increasing capital funds to conduct necessary research and development and pre-clinical and clinical testing of our Hemopurifier products, and to market any of those products that receive regulatory approval. We do not expect to generate revenue from operations for the foreseeable future, and our ability to meet our cash obligations as they become due and payable is expected to depend for at least the next several years on our ability to sell securities, borrow funds or a combination thereof. Our future capital requirements will depend upon many factors, including progress with pre-clinical testing and clinical trials, the number and breadth of our programs, the time and costs involved in preparing, filing, prosecuting, maintaining and enforcing patent claims and other proprietary rights, the time and costs involved in obtaining regulatory approvals, competing technological and market developments, and our ability to establish collaborative arrangements, effective commercialization, marketing activities and other arrangements. We expect to continue to incur increasing negative cash flows and net losses for the foreseeable future.

Management does not believe that inflation has had or is likely to have any material impact on the Company's limited operations.

At the date of this filing, we do not have plans to purchase significant amounts of equipment or hire significant numbers of employees prior to successfully raising additional capital.

ITEM 3. CONTROLS AND PROCEDURES

Within 90 days prior to this report, Management carried out an evaluation of the effectiveness of the design and operation of the Company's disclosure controls and procedures, pursuant to Exchange Act Rules 13a-15(c) and 15d-15(c). Based on the foregoing, the Principal Executive Officer and Principal Financial Officer concluded that, as of June 30, 2003, the Company's disclosure controls and procedures are effective to timely alert them to any material information relating to the Company that must be included in the Company's periodic SEC filings. In addition, there have been no significant changes in the Company's internal controls over financial reporting during the quarter ended June 30, 2003 or in other factors that are reasonably likely to significantly affect these controls. Thus, no corrective actions with regard to significant deficiencies or material weaknesses were necessary. Based on the most recent evaluation as of June 30, 2003, the CEO and CFO have concluded that there are no significant deficiencies in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the Company's ability to record, process, summarize and report financial information and such officers have identified no material weaknesses in internal control over financial reporting.

Edgar Filing: AETHLON MEDICAL INC - Form 10QSB

Disclosure controls and procedures, no matter how well designed and implemented, can provide only reasonable assurance of achieving an entity's disclosure objectives. The likelihood of achieving such objectives is affected by limitations inherent in disclosure controls and procedures. These include the fact that human judgment in decision-making can be faulty and that breakdowns in internal control can occur because of human failures such as simple errors or mistakes or intentional circumvention of the established process.

14

PART II

OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS

None.

ITEM 2. CHANGES IN SECURITIES

In April 2003, the Company issued a convertible note in the amount of \$150,000, bearing interest at 9% per annum, with principal and interest due in June 2003. The convertible note requires no payment of principal or interest during the term and may be converted to common stock of the Company at the conversion price of \$0.25 per share at any time at the option of the noteholder.

In April 2003, the Company issued 600,000 shares of restricted common stock at \$0.25 per share for cash totaling \$150,000. In connection with the issuance of such shares, the Company granted the stockholder 600,000 warrants to purchase common stock of the Company at \$0.25 per share. The warrants vest immediately and expire through April 2005.

During April 2003, 10,000 shares were issued for services rendered, valued at \$2,500 (based on the market price on the date of grant).

In May 2003, the Company issued 40,000 shares of restricted common stock at \$0.25 per share for cash totaling \$10,000. In connection with the issuance of such shares, the Company granted the stockholders 40,000 warrants to purchase common stock of the Company at \$0.25 per share. The warrants vest immediately and expire through May 2004.

In July and August 2003, the Company issued 380,000 shares of restricted common stock at \$0.25 per share for cash totaling \$100,000. In connection with the issuance of such shares, the Company granted the stockholders 380,000 warrants to purchase common stock of the Company at \$0.25 per share. The warrants vest immediately and expire through August 2004. The Company issued 50,000 shares of restricted common stock in conjunction with equity fund-raising activities.

ITEM 3. DEFAULTS UPON SENIOR SECURITIES

As of the date of this report, various promissory and convertible notes payable in the aggregate principal amount of \$1,052,000 have reached maturity and are past due. The Company is currently seeking other financing arrangements to retire all past due notes.

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

None

Edgar Filing: AETHLON MEDICAL INC - Form 10QSB

ITEM 5. OTHER INFORMATION

None

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

(a) Exhibits. The following documents are filed as part of this report:

31.1 Certification of CEO pursuant to Securities Exchange Act rules 13a-15 and 15d-15(c) as adopted pursuant to section 302 of the Sarbanes-Oxley act of 2002.

31.2 Certification of CFO pursuant to Securities Exchange Act rules 13a-15 and 15d-15(c) as adopted pursuant to section 302 of the Sarbanes-Oxley act of 2002.

32.1 Certification of James A. Joyce, Chief Executive Officer pursuant to 18 U.S.C. section 1350, as adopted pursuant to section 906 of the Sarbanes-Oxley act of 2002.

32.2 Certification of Edward C. Hall, Chief Financial Officer (Principal Accounting Officer) pursuant to 18 U.S.C. section 1350, as adopted pursuant to section 906 of the Sarbanes-Oxley act of 2002.

(b) Reports on Form 8-K filed during the quarter ended June 30, 2003.

None

15

SIGNATURES

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

AETHLON MEDICAL, INC

Date: August 19, 2003

BY: /S/ JAMES A. JOYCE

BY: /S/ EDWARD C. HALL

JAMES A. JOYCE
CHAIRMAN, PRESIDENT AND
CHIEF EXECUTIVE OFFICER

EDWARD C. HALL
CHIEF FINANCIAL OFFICER

AETHLON MEDICAL, INC.

16