

Edgar Filing: AULT INC - Form 10-Q

AULT INC  
Form 10-Q  
April 12, 2002

-----  
FORM 10-Q

SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

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

For the quarterly period ended March 3, 2002

Commission file number 0-12611

AULT INCORPORATED

MINNESOTA

41-0842932

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

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

7105 Northland Terrace  
Minneapolis, Minnesota 55428-1028  
-----

(Address of principal executive offices)

Registrant's telephone number: (763) 592-1900

Indicate by check mark whether 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, and (2) has been subject to such filing requirements for the past 90 days.

YES  NO

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

Class of Common Stock	Outstanding at April 10, 2002
----- No par value	----- 4,553,610 shares

Total pages 15  
Exhibits Index on Page 14  
-----

PART 1. FINANCIAL INFORMATION

ITEM 1 - FINANCIAL STATEMENTS

AULT INCORPORATED & SUBSIDIARIES

# Edgar Filing: AULT INC - Form 10-Q

## CONSOLIDATED STATEMENTS OF OPERATIONS (Dollars in Thousands, Except Amounts Per Share)

	(Unaudited)		
	Third Quarter Ended		Nine Mo
	March 3 2002	Feb. 25 2001	March 3 2002
Net Sales	\$ 9,484	\$ 22,677	\$ 29,738
Cost of Goods Sold	7,527	17,745	24,006
Gross Profit	1,957	4,932	5,732
Operating Expenses:			
Marketing	865	1,552	2,829
Design Engineering	611	792	1,902
General and Administrative	1,126	1,602	4,794
	2,602	3,946	9,525
Operating (Loss) Income	(645)	986	(3,793)
Other Income (Expense):			
Interest Expense	(124)	(143)	(409)
Interest Income	31	8	92
Other	47	279	(205)
	(46)	144	(522)
Income (Loss) Before Income Taxes	(691)	1,130	(4,315)
Income Tax (Benefit) Expense	(81)	422	(999)
Net Income (Loss) Before Accounting Change	(610)	708	(3,316)
Cumulative Effect of Accounting Change, Net of Tax			
Net Income (Loss)	\$ (610)	\$ 708	\$ (3,316)
Earnings (Loss) Per Share			
Basic:			
Net (Loss) Income Before Accounting Change	\$ (0.13)	\$ 0.16	\$ (0.73)
Cumulative Effect of Accounting Change			
Basic (Loss) Earnings Per Share	\$ (0.13)	\$ 0.16	\$ (0.73)
Diluted:			
Net (Loss) Income Before Accounting Change	\$ (0.13)	\$ 0.15	\$ (0.73)
Cumulative Effect of Accounting Change			
Diluted (Loss) Earnings Per Share	\$ (0.13)	\$ 0.15	\$ (0.73)
Common and Equivalent Shares Outstanding:			
Basic	4,538,489	4,495,121	4,537,187

Edgar Filing: AULT INC - Form 10-Q

Diluted

4,538,489

4,773,523

4,537,187

SEE NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Page 2

AULT INCORPORATED & SUBSIDIARIES  
 CONSOLIDATED BALANCE SHEETS  
 (Dollars in Thousands)

	(Unaudited)	
	March 3, 2002 -----	June 3, 2001 -----
<b>Assets:</b>		
<b>Current Assets</b>		
Cash and Cash Equivalents	\$ 4,665	\$ 3,723
Trade Receivables, Less Allowance for Doubtful Accounts of \$597,000 at March 3, 2002; \$621,000 at June 3, 2001	5,792	12,361
Inventories (Note 2)	9,350	12,423
Prepaid Expenses and Other	1,416	747
Deferred Taxes	364	364
	-----	-----
Total Current Assets	21,587	29,618
<b>Other Assets:</b>		
Intangibles, less accumulated amortization of \$326,000 at March 3, 2002; \$251,000 at June 3, 2001	1,178	1,253
Other	258	10
	-----	-----
	1,436	1,263
<b>Property Equipment and Leasehold Improvements:</b>		
Land	1,704	1,675
Building	7,691	5,554
Machinery and Equipment	7,623	7,517
Office Furniture	1,513	1,433
E.D.P. Equipment	2,225	2,215
Construction in Progress	1,533	
	-----	-----
	20,756	19,927
Less Accumulated Depreciation	8,032	7,351
	-----	-----
	12,724	12,576
	-----	-----
	\$35,747	\$43,457
	=====	=====

SEE NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

AULT INCORPORATED & SUBSIDIARIES  
CONSOLIDATED BALANCE SHEETS  
(Dollars in Thousands)

	(Unaudited)	
	March 3, 2002	June 3, 2001
	-----	-----
Liabilities and Stockholders' Equity:		
Current Liabilities		
Note Payable to Bank	\$ 2,851	\$ 4,003
Current Maturities of Long-Term Debt (Note 3)	277	617
Accounts Payable	3,576	5,285
Accrued Compensation	555	467
Accrued Commissions	332	708
Other	201	698
	-----	-----
Total Current Liabilities	7,792	11,778
Long-Term Debt, Less Current Maturities (Note 3)	2,827	3,035
Deferred Tax Liability	213	213
Retirement and Severance Benefits	58	302
Stockholders' Equity:		
Preferred Stock, No Par Value, Authorized, 1,000,000 Shares; None Issued		
Common Shares, No Par Value, Authorized 10,000,000 Shares; Issued and Outstanding 4,538,522 on March 3, 2002; and 4,528,522 on June 3, 2001;	20,713	20,684
Notes Receivable arising from the sale of common stock	(100)	(100)
Accumulated Other Comprehensive Loss	(920)	(935)
Retained Earnings	5,164	8,480
	-----	-----
	24,857	28,129
	-----	-----
	\$ 35,747	\$ 43,457
	=====	=====

SEE NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

AULT INCORPORATED & SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
(Dollars in Thousands)

(Unaudited)

Edgar Filing: AULT INC - Form 10-Q

	Nine Months Ended	
	March 3, 2002	February 25, 2001
	-----	-----
Cash Flows From Operating Activities		
Net (Loss) Income:	\$(3,316)	\$ 2,106
Adjustments to Reconcile Net Income to Net Cash		
Used in Operating Activities:		
Depreciation	662	733
Amortization	75	75
Provision for Bad Debt	1,415	
Adjustment Related to Change in subsidiary Year End	61	
Realized Gain from Sale of Securities Available for Sale		(56)
Stock Compensation	51	
Changes in Assets and Liabilities:		
(Increase) Decrease In:		
Trade Receivables	4,954	(3,930)
Inventories	3,348	(766)
Prepaid and Other Expenses	142	300
Increase (Decrease) in:		
Accounts Payable	(1,910)	(274)
Accrued Expenses	(707)	706
Income Tax Payable\Receivable	(1,168)	(33)
	-----	-----
Net Cash Provided (Used) by Operating Activities	3,495	(1,027)
	-----	-----
Cash Flows From Investing Activities:		
Purchase of Equipment and Leasehold Improvements	(810)	(2,428)
Proceeds from the sale of Securities	554	
	-----	-----
Net Cash Used in Investment Activities	(810)	(1,874)
	-----	-----
Cash Flows From Financing Activities:		
Net Borrowings (Payments) on Revolving Credit Agreements	(1,218)	2,128
Proceeds from Issuance of Common Stock	29	203
Retire Common Stock	(13)	
Principal Payments on Long-Term Borrowings	(557)	(561)
	-----	-----
Net Cash Provided (Used) by Financing Activities	(1,746)	1,757
	-----	-----
Effect of Foreign Currency Exchange Rate Changes on Cash	3	(68)
	-----	-----
Increase (Decrease) in Cash and Cash Equivalents	942	(1,212)
Cash and Cash Equivalents at Beginning of Period	3,723	2,419
	-----	-----
Cash and Cash Equivalents at End of Period	\$ 4,665	\$ 1,207
	=====	=====

## Edgar Filing: AULT INC - Form 10-Q

AULT INCORPORATED AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
THIRD QUARTER ENDED MARCH 3, 2002  
-----

### 1 Summary of Consolidation Principles -----

The accompanying consolidated financial statements include the accounts of Ault Incorporated, its wholly owned subsidiaries, Ault Shanghai, Ault Korea Corporation, and Ault Xianghe Co. Ltd. All significant intercompany transactions have been eliminated. The foreign currency translation adjustment in footnote 4 represents the translation into United States dollars of the Company's investment in the net assets of its foreign subsidiaries in accordance with the provisions of FASB Statement No. 52.

Effective May 29, 2000 the company changed its fiscal year end for its Korean subsidiary from May 31 to April 30 and will consolidate the subsidiary for financial reporting purposes on a one-month lag basis. This change was done to facilitate timely and accurate consolidation and in order to meet financial reporting deadlines of the Company. The result of operations for the subsidiary for May 2000 (\$61,000 net loss) was included in the consolidated results of operations for the first quarter of fiscal 2001. Retained earnings were adjusted during the first quarter of fiscal 2001 to eliminate the subsidiary net loss for May 2000, which was included in operations for the year-ended May 28, 2000. The effect of the change in year-end for future periods is expected to be insignificant.

In December 1999, the Securities and Exchange Commission (SEC) issued Staff Accounting Bulletin (SAB) No. 101 REVENUE RECOGNITION IN FINANCIAL STATEMENTS. SAB No. 101 summarizes certain of the SEC staff's views in applying generally accepted accounting principles to selected revenue recognition issues. As a result, the Company changed the method of accounting for certain sales transactions. Historically, the Company recognized revenue upon shipment of products to certain customers because, even though some products were shipped FOB destination, we used a common carrier and thus gave up substantially all the risks of ownership. Under the new accounting method adopted retroactive to May 29, 2000, the Company now recognizes revenue upon delivery of products to these customers. The cumulative effect of the change on prior years resulted in a non-cash charge to income of \$50,000 (net of taxes of \$27,000) for the year ended June 3, 2001.

For the three months ended August 27, 2000, the Company recognized \$234,000 in revenue that was included in the cumulative effect adjustment as of May 29, 2000. The effect of the revenue in the first quarter was to increase income by \$50,000 (after reduction for income taxes of \$27,000).

The balance sheet of the Company as of March 3, 2002 and the related statements of operations and cash flows for the three and nine months ended March 3, 2002 and February 25, 2001 have been prepared without being audited. In the opinion of the management, these statements reflect all adjustments (consisting of only normal recurring adjustments) necessary to present fairly the position of Ault Incorporated and subsidiaries as of March 3, 2002 and February 25, 2001, and the results of operations and cash flows for all periods presented.

Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been condensed or omitted. Therefore, these statements should be read in conjunction with the financial statements and notes thereto included in the Company's June 3, 2001 Form 10-K.

## Edgar Filing: AULT INC - Form 10-Q

The results of operations for the interim periods are not necessarily indicative of results that will be realized for the full fiscal year.

### 2 Inventories

-----

The components of inventory (in thousands) at March 3, 2002 and June 3, 2001 are as follows:

	March 3, 2002	June 3, 2001
	-----	-----
Raw Materials	\$5,375	\$6,584
Work-in-process	496	550
Finished Goods	3,479	5,289
	-----	-----
	\$9,350	\$12,423
	=====	=====

Page 6

AULT INCORPORATED AND SUBSIDIARIES  
 NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
 THIRD QUARTER ENDED MARCH 3, 2002  
 -----

### 3 Long-term Debt

-----

Long-term debt (in thousands) including current maturities contain the following:

	March 3, 2002	June 3, 2001
	-----	-----
Various term loans, 7.2% - 8.0% interest, due in monthly installments through December 2003, secured by equipment	\$ 170	\$ 273
Various note payables, 6.75% interest, due in quarterly installments through April 2002, unsecured guaranteed by the Korean government	--	314
Term loan, 7.94% interest, due in monthly installments through September 2005, secured by furniture	167	211
Term loan, 8.05% interest, due in monthly installments to February 2015, secured by Minneapolis building	2,767	2,854
	-----	-----
Total	\$3,104	\$3,652
Less current maturities	277	617
	-----	-----
	\$2,827	\$3,035
	=====	=====

### 4 Stockholders' Equity

-----

Nine Months Ended  
 March 3, 2002

Edgar Filing: AULT INC - Form 10-Q

	-----	
		(\$000)
Total Stockholders' Equity - June 3, 2001		\$28,129
Net Loss	\$ (3,316)	
Net change in Foreign currency translation adjustment	15	
	-----	
Comprehensive Income (Loss)		(3,301)
Issue 9,000 shares of common stock in accordance with stock option plan		29
		-----
Total Stockholders' Equity		\$24,857
		=====

5 Net Income (Loss) Per Common Share

-----

Basic and diluted earnings per share are presented in accordance with Statement of Financial Accounting Standards (SFAS) No. 128, EARNINGS PER SHARE. The difference between weighted average common and common equivalent shares is the result of outstanding stock options.

	-----	
	Nine Months Ended	
	-----	-----
	March 3,	February 25,
	2002	2001
	-----	-----
Income (Loss) Applicable to Common Shareholders (in thousands)	\$ (3,316)	\$ 2,106
Basic - Weighted Average Shares Outstanding	4,537,187	4,475,793
Diluted Effect of Stock Options	--	229,969
Diluted - Weighted Average Shares Outstanding	4,537,187	4,705,762
Basic Income (Loss) per Share	\$ (0.73)	\$ 0.47
	=====	=====
Diluted Income (Loss) per Share	\$ (0.73)	\$ 0.45
	=====	=====

Page 7

AULT INCORPORATED AND SUBSIDIARIES  
 NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
 THIRD QUARTER ENDED MARCH 3, 2002

-----

6 Accounting Pronouncements

-----

On June 4, 2001 the Company adopted Statement of Financial Accounting Standard (SFAS) No. 133, ACCOUNTING FOR DERIVATIVE INSTRUMENTS AND HEDGING ACTIVITIES, as amended by SFAS No. 138, ACCOUNTING FOR CERTAIN DERIVATIVE INSTRUMENTS AND CERTAIN HEDGING ACTIVITIES. SFAS No. 133 establishes accounting and reporting standards for derivative instruments and for hedging activities. It requires that all derivatives, including those embedded in other contracts, be recognized as either assets or liabilities and that those financial instruments be measured at fair value. The accounting for changes in the fair value of derivatives depends on their intended use and designation. Management has reviewed the requirements of SFAS No. 133 and has determined that the Company has no freestanding or embedded derivatives. All agreements that contain provisions



## Edgar Filing: AULT INC - Form 10-Q

meeting the definition of a derivative also meet the requirements of, and have been designated as normal purchases or sales. The Company's policy is to not use freestanding derivatives and to not enter into contracts with terms that cannot be designated as normal purchases or sales.

In June 2001, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards (SFAS) No. 141, BUSINESS COMBINATIONS and No. 142 GOODWILL AND OTHER INTANGIBLE ASSETS. SFAS No. 141 requires that the purchase method of accounting be used for all business combinations initiated after June 30, 2001 and that the use of the pooling-of-interest method is no longer allowed. SFAS No. 142 requires that upon adoption, amortization of goodwill will cease and instead, the carrying value of goodwill will be evaluated for impairment on an annual basis. Intangible assets with finite lives will continue to be amortized over their useful lives and reviewed for impairment in accordance with SFAS No. 121 ACCOUNTING FOR THE IMPAIRMENT OF LONG-LIVED ASSETS AND FOR LONG-LIVED ASSETS TO BE DISPOSED OF. SFAS No. 142 is effective for the Company in its fiscal year beginning June 3, 2002. The Company is evaluating the impact of the adoption of these standards and has not yet determined the effect of adoption on its financial position and results of operations.

Page 8

### ITEM 2 - MANAGEMENT DISCUSSION AND ANALYSIS OF FINANCIAL CONDITIONS AND RESULTS OF OPERATIONS

#### RESULTS OF OPERATIONS

Third Quarter Ended March 3, 2002

-----

(\$000)	Fiscal	Fiscal	Increase/ (Decrease)	
	2002	2001	Amount	Percent
	-----	-----	-----	-----
Net Sales	\$9,484	\$22,677	\$(13,192)	(58%)
Operating Income (Loss)	(645)	986	(1,631)	(165%)

Net sales were \$9,484,000 for the third quarter of fiscal 2002 down 58% from \$22,676,000 for the third quarter of fiscal 2001. The decrease is due to the economic slowdown, primarily in the telecommunication and data communication industries.

Gross margin for the third quarter was 20.6 percent as a percent of sales, compared with 21.7 percent for the third quarter of last year. The decrease is due to rework cost of \$50,000 in Asia and a \$25,000 payment to a former business partner in Asia.

Operating expenses were \$2,602,000 for the third quarter of fiscal 2002 down 34.1% from \$3,946,000 for the third quarter of fiscal 2001. Commission expenses decreased by \$250,000 due to lower revenues in the third quarter of fiscal 2002. The Company also reduced expenses and increased efficiencies during the third quarter of 2002. This resulted in a savings of \$1,094,000 for the third quarter of 2002.

Nine Months Ended March 3, 2002

-----

(\$000)	Fiscal	Fiscal	Increase/ (Decrease)	
	-----	-----	-----	-----

## Edgar Filing: AULT INC - Form 10-Q

	2002	2001	Amount	Percent
	-----	-----	-----	-----
Net Sales	\$29,738	\$71,167	\$ (41,429)	(58%)
Operating Income (Loss)	(3,793)	3,240	(7,033)	(217%)

Net sales were \$29,738,000 for the first nine months of fiscal 2002 down 58% from \$71,167,000 for the first nine months of fiscal 2001. The decrease is due to the economic slowdown, primarily in the telecommunication and data communication industries.

Operating loss totaled \$3,793,000 for the first nine months of fiscal 2002 compared to operating income of \$3,240,000 for the same period in fiscal 2001. The decrease of \$41,429,000 in sales reduced operating income by \$9,140,000. Due to the economic slowdown bad debt expense was increased by \$1,310,000 and the inventory obsolescence expense was increased by \$780,000. The Company also recorded a charge for restructuring cost of \$63,000. This decrease was partially offset by a reduction of commission expense of \$1,150,000. The Company's Korean subsidiary recorded a reduction of expenses of \$200,000 from a business interruption payment due to moving into their new facility. The Company has been decreasing expenses and increasing efficiencies during the first nine months of fiscal 2002. This resulted in a savings of \$2,910,000 for the first nine months of fiscal 2002.

ORDER BACKLOG: The Company's order backlog at March 3, 2002 totaled \$8,578,000 compared to \$10,792,000 at June 3, 2001. The order backlog represents sales for approximately eleven weeks. Many OEMs limit their contractual commitments to the best lead-times of their suppliers.

Page 9

NON-OPERATING INCOME AND EXPENSES: Other expense was \$205,000 for the first nine months of fiscal 2002 and other income was \$507,000 for the same period in fiscal 2001. The difference is represented by fiscal 2002 having a currency exchange rate loss of \$135,000 while the same period of fiscal 2001 had a currency exchange rate gain of \$300,000 by the Korean subsidiary. The Company had interest income of \$92,000 in the first nine months of fiscal 2002 and \$58,000 for the same period in fiscal 2001. The Company incurred interest expenses of \$409,000 in the first nine months of fiscal 2002 and \$427,000 in the same period of fiscal 2001, paid on bank credit facilities and long-term borrowings.

INCOME TAX: The Company had a pre-tax loss of \$4,315,000 for the first nine months in fiscal 2002 on which it accrued a consolidated income tax benefit of \$999,000. During the same period in fiscal 2001 the Company had pre-tax income of \$3,378,000 on which US and Korean income taxes totaling \$1,222,000 were accrued. The effective tax rate was a benefit of 23.2% for the first nine months of fiscal 2002, and a charge of 36.2% for the same period in fiscal 2001. In the first nine months of fiscal 2002 the Company has not taken benefit from the foreign loss carryforwards that the loss generated because it is not likely that the benefit will be utilized.

NET INCOME: The Company reported basic per share loss of \$(0.73) for the first nine months of fiscal 2002, based on 4,537,000 outstanding weighted average shares, compared to basic per share income of \$0.47 for the same period of fiscal 2001, based on 4,476,000 outstanding weighted average shares. For the first nine months of fiscal 2002 the Company reported diluted per share loss of \$(0.73), based on 4,537,000 outstanding weighted average shares, compared to diluted per share income of \$0.45 for the same period in fiscal 2001, which was based on 4,706,000 outstanding weighted average shares.

## Edgar Filing: AULT INC - Form 10-Q

### LIQUIDITY AND CAPITAL RESOURCES

The following table describes the Company's liquidity and financial position on March 3, 2002, and on June 3, 2001:

	March 3, 2002	June 3, 2001
	-----	-----
	(\$000)	(\$000)
Working capital	\$ 13,795	\$ 17,840
Cash and cash equivalents	4,665	3,723
Unutilized bank credit facilities	4,849	4,767
Cash Provided by operations (nine and twelve months ended, respectfully)	3,495	1,953

### CURRENT WORKING CAPITAL POSITION

As of March 3, 2002, the Company had current assets of \$21,587,000 and current liabilities of \$7,792,000, which amounted to working capital of \$13,795,000 and a current ratio of 2.8 to 1.0. This represents a decrease from its working capital of \$17,840,000 as of June 3, 2001. The Company relies on its credit facilities and cash flows from operations as sources of working capital to support normal growth in revenue, capital expenditures and attainment of profit goals. The Company has not committed any funds to capital expenditures as of March 3, 2002.

**CASH AND INVESTMENTS:** As of March 3, 2002, the Company had cash and securities totaling \$4,665,000, compared to \$3,723,000 as of June 3, 2001. The increase was due to cash generated in operations.

**CREDIT FACILITIES:** The Company maintains two credit facilities. Its primary credit facility is with US Bank and a facility with Korea Exchange Bank supports the South Korean subsidiary.

Page 10

### CASH FLOWS FOR FISCAL 2002

**OPERATIONS:** Operations provided \$3,495,000 of cash during the first nine months of fiscal 2002 due principally to the following activities:

- (a) The loss net of depreciation, amortization and bad debt reserve used cash of \$1,164,000.
- (b) Decreases in trade receivables mainly due to the decreased net sales in fiscal 2002 provided \$4,954,000 of cash.
- (c) Decreases in inventories provided \$3,348,000 of cash net of obsolescence expense. The decrease is due to the decreases in net sales in fiscal 2002.
- (d) Decreases in accrued expenses and accounts payable used \$3,785,000 of cash. The decrease is due to the decrease in net sales for fiscal 2002.

**INVESTING ACTIVITIES:** Investing activities used net cash of \$810,000 relating to the completion of the new Korean facility.

**FINANCING ACTIVITIES:** Financing activities used net cash of \$1,746,000, comprised of \$1,218,000 payment on the Korean line of credit, \$557,000 payment

## Edgar Filing: AULT INC - Form 10-Q

on long-term debt, and \$29,000 from proceeds from the issuance of common stock.

**EFFECT OF FOREIGN CURRENCY EXCHANGE RATE FLUCTUATIONS:** The effect of translating the Korean financial statements, which were prepared in Won to US dollars, had an increase effect on cash of approximately \$3,000 during the first nine months of the year. The effect of translating the Chinese financial statements, which were prepared in Yuan to US dollars, had minimal effect on cash for the first nine months of the fiscal year.

**SUMMARY:** The Company's cash and working capital positions are sound, and together with its credit facilities, are adequate to support the Company's strategies for the remainder of fiscal 2002 and into fiscal 2003.

**INFORMATION ABOUT PRODUCTS AND SERVICES:** The Company's business operations are comprised of one activity--the design, manufacture and sale of equipment for converting electric power to a level used by OEMs in data communications/telecommunications and medical markets to charge batteries, and/or power equipment. The Company supports these power requirements by making available to the OEMs products that have various technical features. These products are managed as one product segment under the Company's internal organizational structure and the Company does not consider any financial distinctive measures, including net profitability and segmentation of assets to be meaningful to performance assessment.

Page 11

### INFORMATION ABOUT REVENUE BY GEOGRAPHY

Distribution of revenue from the US, from each foreign country that is the source of significant revenue and from all other foreign countries as a group are as follows:

	Nine Months Ended	
	March 3, 2002	February 25, 2001
	----- (\$000)	----- (\$000)
US	\$20,577	\$45,791
Korea	3,304	5,636
Belgium	305	2,728
UK	1,820	5,087
China	1,693	4,791
Canada	684	1,987
Other Foreign	1,355	5,148
	-----	-----
Total	\$29,738	\$71,168
	=====	=====

The Company considers a country to be the geographic source of revenue if it has contractual obligations, including obligation to pay for trade receivable invoices.

### ACCOUNTING PRONOUNCEMENTS

On June 4, 2001 the Company adopted Statement of Financial Accounting Standard (SFAS) No. 133, ACCOUNTING FOR DERIVATIVE INSTRUMENTS AND HEDGING ACTIVITIES, as amended by SFAS No. 138, ACCOUNTING FOR CERTAIN DERIVATIVE INSTRUMENTS AND CERTAIN HEDGING ACTIVITIES. SFAS No. 133 establishes accounting and reporting standards for derivative instruments and for hedging activities. It requires

## Edgar Filing: AULT INC - Form 10-Q

that all derivatives, including those embedded in other contracts, be recognized as either assets or liabilities and that those financial instruments be measured at fair value. The accounting for changes in the fair value of derivatives depends on their intended use and designation. Management has reviewed the requirements of SFAS No. 133 and has determined that the Company has no freestanding or embedded derivatives. All agreements that contain provisions meeting the definition of a derivative also meet the requirements of, and have been designated as normal purchases or sales. The Company's policy is to not use freestanding derivatives and to not enter into contracts with terms that cannot be designated as normal purchases or sales.

In June 2001, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards (SFAS) No. 141, BUSINESS COMBINATIONS and No. 142 GOODWILL AND OTHER INTANGIBLE ASSETS. SFAS No. 141 requires that the purchase method of accounting be used for all business combinations initiated after June 30, 2001 and that the use of the pooling-of-interest method is no longer allowed. SFAS No. 142 requires that upon adoption, amortization of goodwill will cease and instead, the carrying value of goodwill will be evaluated for impairment on an annual basis. Intangible assets with finite lives will continue to be amortized over their useful lives and reviewed for impairment in accordance with SFAS No. 121 ACCOUNTING FOR THE IMPAIRMENT OF LONG-LIVED ASSETS AND FOR LONG-LIVED ASSETS TO BE DISPOSED OF. SFAS No. 142 is effective for the Company in its fiscal year beginning June 3, 2002. The Company is evaluating the impact of the adoption of these standards and has not yet determined the effect of adoption on its financial position and results of operations.

### IMPACT OF FOREIGN OPERATIONS AND CURRENCY CHANGES:

The Company will experience normal valuation changes as the Korean and Chinese currency fluctuates. The effect of translating the Korean and Chinese financial statements resulted in a net asset increase of \$15,000 during the first nine months of fiscal 2002.

Page 12

### FORWARD LOOKING STATEMENTS

From time to time, in reports filed with the Securities and Exchange Commission, in press releases, and in other communications to shareholders or the investing public, the Company may make forward-looking statements concerning possible or anticipated future results of operations or business developments which are typically preceded by the words "believes", "expects", "anticipates", "intends" or similar expressions. For such forward-looking statements, the Company claims the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Shareholders and the investing public should understand that such forward-looking statements are subject to risks and uncertainties that could cause results or developments to differ significantly from those indicated in the forward-looking statements. Such risks and uncertainties include, but are not limited to, the overall level of sales by original equipment manufacturers (OEMs) in the telecommunications, data communications, computer peripherals and the medical markets; buying patterns of the Company's existing and prospective customers; the impact of new products introduced by competitors; delays in new product introductions; higher than expected expense related to sales and new marketing initiatives; availability of adequate supplies of raw materials and components; fuel prices; and other risks affecting the Company's target markets.

## Edgar Filing: AULT INC - Form 10-Q

### ITEM 3 - QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The Company experiences foreign currency gains and losses, which are reflected in the financial statements, due to the strengthening and weakening of the U.S. dollar against currencies of the Company's foreign subsidiaries. The Company anticipates that it will continue to have exchange gains or losses in the future.

As of March 3, 2002, the Company only had fixed rate debt outstanding. Thus, interest rate fluctuations would not impact interest expense or cash flows. If the Company were to undertake additional debt, an interest rate change would impact earnings and cash flows.

Page 13

### PART II

ITEMS 1-3 OTHER INFORMATION: Not Applicable  
ITEM 4 Submission of Matters to a Vote of Security Holders: Not Applicable  
ITEM 5 OTHER INFORMATION: Not Applicable  
ITEM 6 EXHIBITS AND REPORTS ON FORM 8-K

Exhibits Reference -----	Title of Document -----	Location -----
	Part 1 Exhibits	
(a) None		
(b) None		

Page 14

### SIGNATURES

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

AULT INCORPORATED  
(REGISTRANT)

DATED: 04/10/02  
-----

/s/ Frederick M. Green  
-----

Frederick M. Green, President  
Chief Executive Officer and  
Chairman

Edgar Filing: AULT INC - Form 10-Q

DATED: 04/10/02

-----

/s/ Donald L. Henry

-----

Donald L. Henry  
Chief Financial Officer

Page 15