

Edgar Filing: CIRTRAN CORP - Form 10QSB

CIRTRAN CORP  
Form 10QSB  
May 21, 2004

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

FORM 10-QSB

(Mark One)

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

For the quarterly period ended March 31, 2004

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 0-26059

CIRTRAN CORPORATION

-----  
(Exact name of registrant as specified in its charter)

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

68-0121636  
-----  
(I.R.S. Employer Identification No)

4125 South 6000 West  
West Valley City, Utah  
-----  
(Address of Principal Executive Offices)

84128  
-----  
(Zip Code)

(801) 963-5112  
(Registrant's telephone number)

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 proceeding 12 months and (2) has been subject to such filing requirements for the past 90 days. Yes X No \_\_\_\_\_

The number of shares outstanding of the registrant's common stock as of May 20, 2004: 399,219,310.

Transitional Small Business Disclosure Format (check one): Yes \_\_\_\_\_ NO X  
--

# Edgar Filing: CIRTRAN CORP - Form 10QSB

## Table of Contents

	Page	
PART I - FINANCIAL INFORMATION		
Item 1	Condensed Consolidated Financial Statements	
	Balance Sheets as of March 31, 2004, (unaudited) and December 31, 2003	3
	Statements of Operations for the Three ended March 31, 2004, (unaudited) and 2003 (unaudited)	4
	Statements of Cash Flows for the Three Months ended March 31, 2004, (unaudited) and 2003 (unaudited)	5
	Notes to Condensed Consolidated Financial Statements (unaudited)	7
Item 2	Management's Discussion and Analysis of or Plan of Operation	17
Item 3	Evaluation of Controls and Procedures	21
PART II - OTHER INFORMATION		
Item 1	Legal Proceedings	22
Item 2	Changes in Securities	27
Item 6	Exhibits and Reports on Form 8-K	28
	Signatures	28

## INDEX TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

The following financial statements of CirTran Corporation and related notes thereto are filed as part of this Form 10-QSB:

	Page
Condensed Consolidated Balance Sheets as of March 31, 2004 and December 31, 2003	F-2
Condensed Consolidated Statements of Operations for the Three Months March 31, 2004 and 2003	F-3
Condensed Consolidated Statements of Cash Flows for the Three Months March 31, 2004 and 2003	F-4
Notes to Condensed Consolidated Financial Statements	F-6

Edgar Filing: CIRTRAN CORP - Form 10QSB

CIRTRAN CORPORATION AND SUBSIDIARY  
CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED)

	March 31, 2004	December 31, 2003
	-----	-----
<b>ASSETS</b>		
Current Assets		
Cash and cash equivalents	\$ 88,443	\$ 54,1
Trade accounts receivable, net of allowance for doubtful accounts of \$28,876	278,206	89,1
Inventory	1,483,153	1,247,4
Other	165,091	165,0
	-----	-----
Total Current Assets	2,014,893	1,555,8
	-----	-----
Property and Equipment, Net	533,034	577,6
Other Assets, Net	16,555	10,3
	-----	-----
Total Assets	\$ 2,564,482	\$ 2,143,8
	-----	-----
<b>LIABILITIES AND STOCKHOLDERS' DEFICIT</b>		
Current Liabilities		
Checks written in excess of cash in bank	\$ -	\$ 9,6
Accounts payable	833,163	1,300,5
Accrued liabilities	3,776,539	3,615,2
Current maturities of long-term notes payable	2,253,436	1,964,0
Notes payable to stockholders	7,086	31,8
Notes payable to related parties	257,345	163,7
	-----	-----
Total Current Liabilities	7,127,569	7,085,0
	-----	-----
Long-Term Notes Payable, Less Current Maturities	-	-
	-----	-----
Commitments and Contingencies		
Stockholders' Deficit		
Common stock, par value \$0.001; authorized 750,000,000 shares; issued and outstanding shares: 391,455,709 and 349,087,699 net of 3,000,000 shares held in treasury at no cost at March 31, 2004 and December 31, 2003, respectively	391,455	349,0
Additional paid-in capital	13,764,525	12,924,1
Accumulated deficit	(18,719,067)	(18,214,4

Edgar Filing: CIRTRAN CORP - Form 10QSB

Total Stockholders' Deficit	(4,563,087)	(4,941,2
Total Liabilities and Stockholders' Deficit	\$ 2,564,482	\$ 2,143,8

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

F-4

CIRTRAN CORPORATION AND SUBSIDIARY  
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)

For the Three Months Ended March 31,	2004	2003
	-----	-----
Net Sales	\$ 645,612	\$ 269,774
Cost of Sales	(433,759)	(185,716)
	-----	-----
Gross Profit	211,853	84,058
	-----	-----
Operating Expenses		
Selling, general and administrative expenses	680,068	555,554
Non-cash employee compensation expense	33,750	72,500
	-----	-----
Total Operating Expenses	713,818	628,054
	-----	-----
Loss From Operations	(501,965)	(543,996)
	-----	-----
Other Income (Expense)		
Interest	(81,562)	(110,743)
Other, net	(96)	-
Gain on forgiveness of debt	79,036	-
	-----	-----
Total Other Expense, Net	(2,622)	(110,743)
	-----	-----
Net Loss	\$ (504,587)	\$ (654,739)
	-----	-----
Basic and diluted loss per common share	\$ -	\$ -
	-----	-----
Basic and diluted weighted-average common shares outstanding	373,825,900	248,129,897
	-----	-----

Edgar Filing: CIRTRAN CORP - Form 10QSB

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

F-5

CIRTRAN CORPORATION AND SUBSIDIARY  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

For the Three Months Ended March 31,

200

Cash flows from operating activities

Net loss

\$ (504,58

Adjustments to reconcile net loss to net

cash used in operating activities:

Depreciation and amortization

61,76

Loss on disposal of equipment

2,30

Gain on forgiveness of debt

(79,03

Non-cash compensation expense

33,75

Loan costs paid from loan proceeds

136,50

Options issued to attorneys and consultants for services

93,70

Changes in assets and liabilities:

Trade accounts receivable

(189,01

Inventories

(235,72

Prepaid expenses and other assets

(6,16

Accounts payable

36,24

Accrued liabilities

253,18

Total adjustments

107,51

Net cash used in operating activities

(397,07

Cash flows from investing activities

Purchase of property and equipment

(19,50

Net cash used in investing activities

(19,50

Cash flows from financing activities

Change in checks written in excess of cash in bank

(9,62

Proceeds from notes payable to stockholders

5,74

Payments on notes payable to stockholders

(30,50

Proceeds from notes payable, net of cash paid for offering costs

1,363,50

Principal payments on notes payable

(179,61

Proceeds from notes payable to related parties

451,22

Payment on notes payable to related parties

(1,185,14

Proceeds from exercise of options and warrants to purchase

Edgar Filing: CIRTRAN CORP - Form 10QSB

common stock	35,00
Exercise of options issued to attorneys and consultants for services	30
	-----
Net cash provided by financing activities	450,88
	-----
Net increase in cash and cash equivalents	34,30
Cash and cash equivalents at beginning of year	54,13
	-----
Cash and cash equivalents at end of year	\$ 88,44
	-----

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

F-6

CIRTRAN CORPORATION AND SUBSIDIARY  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED) (CONTINUED)

For the Three Months Ended March 31,	200
	-----
Supplemental disclosure of cash flow information	
Cash paid during the period for interest	\$ 67,29
Noncash investing and financing activities	
Notes issued for accounts payable and capital lease obligations	\$ 503,67
Common stock issued for settlement of note payable	\$ 30,00
Common stock issued upon conversion of notes payable	\$ 650,00
Accrued interest converted to notes payable	\$ 9,16
Stock options exercised for settlement of accrued interest and accrued compensation	\$ 40,00
Note issued for settlement of notes payable and accrued interest	\$ 323,84

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

F-7

# Edgar Filing: CIRTRAN CORP - Form 10QSB

## CIRTRAN CORPORATION AND SUBSIDIARY NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

### NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Condensed Financial Statements -- The accompanying unaudited condensed consolidated financial statements include the accounts of CirTran Corporation and its subsidiary (the "Company"). These financial statements are condensed and, therefore, do not include all disclosures normally required by accounting principles generally accepted in the United States of America. These statements should be read in conjunction with the Company's annual financial statements included in the Company's Annual Report on Form 10-KSB. In particular, the Company's significant accounting principles were presented as Note 1 to the consolidated financial statements in that Report. In the opinion of management, all adjustments necessary for a fair presentation have been included in the accompanying condensed consolidated financial statements and consist of only normal recurring adjustments. The results of operations presented in the accompanying condensed consolidated financial statements for the three months ended March 31, 2004, are not necessarily indicative of the results that may be expected for the full year ending December 31, 2004.

Stock-Based Compensation -- At March 31, 2004, the Company has one stock-based employee compensation plan, which is described more fully in Note 7. The Company accounts for the plan under Accounting Principles Board Opinion No. 25, Accounting for Stock Issued to Employees, ("APB 25") and related interpretations. During the three months ended March 31, 2004 and 2003, the Company recognized compensation expense relating to stock options and warrants of \$33,750 and \$72,500, respectively. The following table illustrates the effect on net loss and basic and diluted loss per common share as if the Company had applied the fair value recognition provisions of Financial Accounting Standards Board ("FASB") Statement No. 123, Accounting for Stock-Based Compensation, to stock-based employee compensation:

	Three Months Ended Ma	
	2004	
Net loss, as reported	\$ (504,587)	\$
Add: Stock-based employee compensation expense included in net loss	33,750	
Deduct: Total stock-based employee compensation expense determined under fair value based method for all awards	(135,473)	
Pro forma net loss	\$ (606,310)	\$
Basic and diluted loss per common share as reported	\$ (0.00)	\$
Basic and diluted loss per common share pro forma	\$ (0.00)	\$

### NOTE 2 - REALIZATION OF ASSETS

## Edgar Filing: CIRTRAN CORP - Form 10QSB

The accompanying consolidated financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America, which contemplate continuation of the Company as a going concern. However, the Company sustained losses of \$504,587 and \$2,984,178 for the three months ended March 31, 2004 and the year ended December 31, 2003, respectively. As of March 31, 2004 and December 31, 2003, the Company had an accumulated deficit of \$18,719,067 and \$18,214,480, respectively, and a total stockholders'

8

deficit of \$4,563,087 and \$4,941,251, respectively. In addition, the Company used, rather than provided, cash in its operations in the amounts of \$426,307 and \$1,123,818 for the three months ended March 31, 2004, and the year ended December 31, 2003, respectively.

Since February of 2000, the Company has operated without a line of credit. Many of the Company's vendors stopped credit sales of components used by the Company to manufacture products, and as a result, the Company converted certain of its turnkey customers to customers that provide consigned components to the Company for production. These conditions raise substantial doubt about the Company's ability to continue as a going concern.

In addition, the Company is a defendant in numerous legal actions (see Note 4). These matters may have a material impact on the Company's financial position, although no assurance can be given regarding the effect of these matters in the future.

In view of the matters described in the preceding paragraphs, recoverability of a major portion of the recorded asset amounts shown in the accompanying consolidated balance sheets is dependent upon continued operations of the Company, which in turn is dependent upon the Company's ability to meet its financing requirements on a continuing basis, to maintain or replace present financing, to acquire additional capital from investors, and to succeed in its future operations. The financial statements do not include any adjustments relating to the recoverability and classification of recorded asset amounts or amounts and classification of liabilities that might be necessary should the Company be unable to continue in existence.

Abacas Ventures, Inc. ("Abacas") purchased the Company's line of credit from the lender. During 2002, the Company entered into agreements whereby the Company has issued common stock to certain principals of Abacas in exchange for a portion of the debt. The Company's plans include working with vendors to convert trade payables into long-term notes payable and common stock, and to cure defaults with lenders through forbearance agreements that the Company will be able to service. During the three months ended March 31, 2004, and the year ended December 31, 2003, the Company successfully converted trade payables, notes payable, and accrued interest of approximately \$827,521 and \$2,986, respectively, into notes. Accrued interest of \$17,666 associated with the notes payable was not converted to the note payable with Abacus; therefore, a gain on forgiveness of debt was recorded for \$17,666 for the three months ended March 31, 2004. The Company intends to continue to pursue this type of debt conversion going forward with other creditors. As discussed in Note 4, the Company has entered into an equity line of credit agreement with a private investor. Realization of any proceeds under the equity line of credit is not assured.

### NOTE 3 - RELATED PARTY TRANSACTIONS

Stockholder Notes Payable -- The Company had amounts due to stockholders from



## Edgar Filing: CIRTRAN CORP - Form 10QSB

two separate notes. The balance due to stockholders at March 31, 2004, and December 31, 2003, was \$7,086 and \$31,838, respectively. Interest associated with amounts due to stockholders is accrued at 10 percent. Unpaid accrued interest was \$6,929 and \$6,900 at March 31, 2004, and December 31, 2003, respectively, and is included in accrued liabilities. These notes are due on demand.

Related Party Notes Payable -- The Company had amounts due to Abacas Ventures, Inc., a related party, under the terms of a note payable and a bridge loan. During 2002, the Company entered into a bridge loan agreement with Abacas. This agreement allows the Company to request funds from Abacas to finance the build-up of inventory relating to specific sales. The loan bears interest at 24%

9

and is payable on demand. There are no required monthly payments. During the three months ended March 31, 2004, and the year ended December 31, 2003, the Company was advanced \$451,223 and \$350,000, respectively, and made cash payments of \$1,185,141 and \$875,000, respectively, for an outstanding balance on the bridge loan of \$257,355 and \$163,742, respectively.

The balance due to Abacas related to the note payable was paid in full at December 31, 2002. The note accrued interest at 10%. The amounts owed were due on demand with no required monthly payments. This note was collateralized by assets of the Company.

The total principal amount owed to Abacas between the note payable and the bridge loan was \$257,345 and \$163,742 as of March 31, 2004, and December 31, 2003, respectively. The total accrued interest owed to Abacas between the note payable and the bridge loan was \$252,613 and \$230,484 as of March 31, 2004, and December 31, 2003, respectively, and is included in accrued liabilities.

### NOTE 4 - COMMITMENTS AND CONTINGENCIES

Settlement of Litigation -- During January 2002, the Company settled a lawsuit that had alleged a breach of facilities sublease agreement involving facilities located in Colorado. The Company's liability in this action was originally estimated to range up to \$2.5 million. The Company had filed a counter suit in the same court for an amount exceeding \$500,000 for missing equipment.

Effective January 18, 2002, the Company entered into a settlement agreement which required the Company to pay the plaintiff the sum of \$250,000. Of this amount, \$25,000 was paid upon execution of the settlement, and the balance, together with interest at 8% per annum, was payable by July 18, 2002. As security for payment of the balance, the Company executed and delivered to the plaintiff a Confession of Judgment and also issued 3,000,000 shares of common stock, which are currently held in escrow and have been treated as treasury stock recorded at no cost. The fair value of the 3,000,000 shares was less than the carrying amount of the note payable. Because 75 percent of the balance had not been paid by May 18, 2002, the Company was required to prepare and file with the Securities & Exchange Commission, at its own expense, a registration statement with respect to the escrowed shares. The remaining balance has not been paid, and the registration statement with respect to the escrowed shares has not been declared effective and the Company has not replaced the escrowed shares with registered free-trading shares pursuant to the terms of the settlement agreement; therefore, the plaintiff filed the Confession of Judgment and proceeded with execution thereon. The Company is currently negotiating with the plaintiff to settle this obligation without the release of the shares held in escrow.

## Edgar Filing: CIRTRAN CORP - Form 10QSB

In connection with a separate sublease agreement of these facilities, the Company received a settlement from the sublessee during May 2002, in the amount of \$152,500, which has been recorded as other income. The Company did not receive cash from this settlement, but certain obligations of the Company were paid directly. \$109,125 of the principal balance of the note related to the settlement mentioned above was paid. Also, \$7,000 was paid to the Company's legal counsel as a retainer for future services. The remaining \$36,375 was paid to the above mentioned plaintiff as a settlement of rent expense.

During September 2002, the plaintiff filed a claim that the \$109,125 portion of the payment was to be applied as additional rent expense rather than a principal

10

payment on the note payable. The Company estimates that the probability of the \$109,125 being considered additional rent expense is remote and disputes the claim. The Company intends to vigorously defend the action.

Litigation - During 2000, the Company settled a lawsuit filed by a vendor by issuing 5,281,050 shares of the Company's common stock valued at \$324,284, paying \$83,000 in cash and issuing two notes payable totaling \$239,000. During 2002, the vendor filed a confession of judgement claiming that the Company defaulted on its agreement and claims the 2000 lawsuit was not properly satisfied. At December 31, 2003, the Company owed \$60,133 of principal under the terms of the remaining note payable. The Company denies the vendor's claims and intends to vigorously defend itself against the confession of judgement.

During 2003, an investment firm filed suit in the U.S. District Court, District of Utah seeking finders fees, consisting of common stock valued at \$350,000 for allegedly introducing the Company to the Equity Line Investor. The case was previously dismissed in a New York court. The Company estimates that the risk of loss is remote, therefore no accrual has been made.

In December 1999, a vendor of the Company filed a lawsuit that alleges breach of contract and seeks payment in the amount of approximately \$213,000 of punitive damages from the Company related to the Company's non-payment for materials provided by the vendor. Judgment was entered against the Company in May 2002 in the amount of \$213,718. The Company has accrued the entire amount due under the judgment.

During October 1999, a former vendor of the Company brought action against the Company alleging that the Company owed approximately \$199,600 for materials and services and pursuant to the terms of a promissory note. The Company entered a settlement agreement under which the Company is to pay \$6,256 each month until the obligation and interest thereon are paid. This did not represent the forgiveness of any obligation, but rather the restructuring of the terms of the previous agreement. At December 31, 2003, the Company owed \$183,429 for this settlement. The Company has defaulted on its payment obligations under the settlement agreement. During the first quarter, this claim was purchased by Abacus and recorded as an increase to the amount owed to Abacus under the terms of the bridge loan.

Judgment was entered in favor of a vendor during March 2002, in the amount of \$181,342 for nonpayment of costs of goods or services provided to the Company. At December 31, 2003, the Company had accrued the entire amount of the claim. During the first quarter, this claim was purchased by Abacus and recorded as an increase to the amount owed to Abacus under the terms of the bridge loan.

In December 1999, a vendor of the Company filed a lawsuit that seeks payment in the amount of \$44,269 for the cost of goods provided to the Company. The Company

## Edgar Filing: CIRTRAN CORP - Form 10QSB

admits owing certain amounts to the vendor and has accrued the entire amount claimed as of December 31, 2003. During the first quarter, this claim was purchased by Abacus and recorded as an increase to the amount owed to Abacus under the terms of the bridge loan.

During 2002, a vendor of the Company filed a lawsuit that seeks payment in the amount of \$31,745 for the cost of goods provided to the Company. The Company has accrued the entire amount claimed. No trial date has been set. During the first quarter, this claim was purchased by Abacus and recorded as an increase to the amount owed to Abacus under the terms of the bridge loan.

11

An individual filed suit during January 2001, seeking to recover the principal sum of \$135,941, plus interest on a promissory note. The parties are presently negotiating settlement.

During March 2000, a vendor brought suit against the Company under allegations that the Company owed approximately \$97,000 for the cost of goods or services provided to the Company for the Company's use and benefit. The Company issued a note payable to the vendor in settlement of the amount owed and is required to pay the vendor \$1,972 each month until paid. At December 31, 2003, the Company owed \$87,632 on this settlement agreement. During the first quarter, this claim was purchased by Abacus and recorded as an increase to the amount owed to Abacus under the terms of the bridge loan.

A financial institution brought suit against the Company during February 2000, alleging that the Company owed approximately \$439,000 for a loan provided to the Company for the Company's use and benefit. Judgment was entered against the Company and certain guarantors in the amount of \$427,292 plus interest at the rate of 8.61% per annum from June 27, 2000. The Company has made payments to the financial institution, reducing the obligation to \$215,516 at December 31, 2003, plus interest accruing from January 1, 2002. The Company has settled this claim in full as discussed in Note 5.

Suit was brought against the Company during April 2001, by a former shareholder alleging that the Company owed \$121,825 under the terms of a promissory note. A Stipulation for Settlement and for Entry of Judgment was executed by the parties wherein the Company agreed to arrange for payment of a principal amount of \$145,000 in 48 monthly installments. The Company made seven payments and then failed to make subsequent payments, at which time the shareholder obtained a consent judgment against the Company. The Company is currently in settlement negotiations with the former shareholder regarding the judgment.

Various vendors have notified the Company that they believe they have claims against the Company totaling \$193,604. None of these vendors have filed lawsuits in relation to these claims. The Company has accrued the entire amount of these claims and it is included in accounts payable.

The Company is the defendant in numerous legal actions, primarily resulting from nonpayment of vendor invoices for goods and services received, that it has determined the probability of realizing any loss is remote. The total amount of these legal actions is \$159,908. The Company has made no accrual for the legal actions and is currently in the process of negotiating the dismissal of these claims with the various vendors.

The Company is also the defendant in numerous immaterial legal actions primarily resulting from nonpayment of vendors for goods and services received. The Company has accrued the payables and is currently in the process of negotiating

## Edgar Filing: CIRTRAN CORP - Form 10QSB

settlements with these vendors.

Registration Rights - In connection with the conversion of certain debt to equity during 2000, the Company has granted the holders of 5,281,050 shares of common stock the right to include 50% of the common stock of the holders in any registration of common stock of the Company, under the Securities Act for offer to sell to the public (subject to certain exceptions). The Company has also agreed to keep any filed registration statement effective for a period of 180 days at its own expense.

12

Additionally, in connection with the Company's entering into an Equity Line of Credit Agreement (described in Note 6), the Company granted to the equity line investor (the "Equity Line Investor") registration rights, in connection with which the Company is required to file a registration statement covering the resale of shares put to the Equity Line Investor under the equity line. The Company is also required to keep the registration statement effective until two years following the date of the last advance under the equity line. The Company has filed such registration statement and has had it declared effective by the Securities and Exchange Commission.

Accrued Payroll Tax Liabilities -- As of March 31, 2004, the Company had accrued liabilities in the amount of \$2,114,092 for delinquent payroll taxes, including interest estimated at \$415,244 and penalties estimated at \$230,927. Of this amount, approximately \$316,828 was due the State of Utah. During 2002, the Company negotiated a monthly payment schedule of \$4,000 to the State of Utah, which did not provide for the forgiveness of any taxes, penalties or interest. Approximately \$1,786,325 was owed to the Internal Revenue Service as of March 31, 2004. During 2002, the Company negotiated a payment schedule with respect to this amount, pursuant to which monthly payments of \$25,000 were required. The Company is currently renegotiating the terms of the payment schedule with the Internal Revenue Service. Approximately \$10,939 was owed to the State of Colorado as of March 31, 2004.

### NOTE 5- NOTES PAYABLE

In March 2004, the Company settled a note payable with a financial institution. The outstanding loan balance and accrued interest at the time of settlement was \$189,663. The balance was settled for \$90,000 in cash and 542,495 shares of common stock valued at \$30,000. A gain on forgiveness of debt of \$61,370 was recorded on this transaction.

### NOTE 6 - STOCKHOLDER'S EQUITY

Common Stock Issuance -- As discussed in Note 5, the Company issued 542,495 shares of common stock valued at \$30,000 as part of a settlement agreement for a note payable.

Equity Line of Credit -- On April 8, 2003, the Company entered into a revised Equity Line of Credit Agreement (the "Equity Line Agreement") with a private investor (the "Equity Line Investor"). Under the Equity Line Agreement, the Company has the right to draw up to \$5,000,000 from the Equity Line Investor against an equity line of credit (the "Equity Line"). As part of the Equity Line Agreement, the Company may issue shares of the Company's common stock to the Equity Line Investor in lieu of repayment of the draw. The number of shares to be issued is determined by dividing the amount of the draw by the lowest closing bid price of the Company's common stock over the five trading days after the advance notice is tendered. The maximum amount of any single draw is \$85,000

## Edgar Filing: CIRTRAN CORP - Form 10QSB

The Equity Line Investor is required under the Equity Line Agreement to tender the funds requested by the Company within two trading days after the five-trading-day period used to determine the market price.

In connection with the Equity Line Agreement, the Company issued 2,562,500 shares of the Company's common stock as placement shares at no cost in 2002. The Company also granted registration rights to the Equity Line Investor, in

13

connection with which the Company has filed a registration statement, which was declared effective by the Securities and Exchange Commission. In order to facilitate the Company's receiving cash proceeds in excess of the single draw limit of \$85,000, the Company has entered into a series of note payable agreements with the Equity Line Investor. Rather than receiving cash for each individual put, the proceeds are used to pay down the note payable to the Equity Line Investor. Because the number of shares to be issued is determined based upon the stock price within five days of actual issuance, the shares are deemed to be issued at market and there is no beneficial conversion feature.

During the three months ended March 31, 2004, the Company issued \$1,500,000 of notes payable to the Equity Line Investor for \$1,363,500 cash and \$136,500 in fees and offering costs. The notes are due seventy days after issuance and bear no interest. Because of the short term of the notes, no interest rate has been imputed. Should the Company fail to pay the notes in full within seventy days, the notes will accrue interest at 24% per annum. The Company will use proceeds from the Equity Line Agreement to pay the balance due.

During the three months ended March 31, 2004, the Company issued 30,075,515 shares of common stock from the escrowed shares under the Equity Line Agreement in lieu of payments of \$650,000 on notes payable, leaving an unpaid principal balance on notes payable at March 31, 2004 of \$1,500,000.

### NOTE 7 - STOCK OPTIONS AND WARRANTS

Stock-Based Compensation - The Company accounts for stock options issued to directors, officers and employees under APB No. 25 and related interpretations. Under APB 25, compensation expense is recognized if an option's exercise price on the measurement date is below the fair value of the Company's common stock. For options that provide for cashless exercise or that have been modified, the measurement date is considered the date the options are exercised or expire. Those options are accounted for as variable options with compensation adjusted each period based on the difference between the market value of the common stock and the exercise price of the options at the end of the period. The Company accounts for options and warrants issued to non-employees at their fair value in accordance with Statement of Financial Accounting Standards No. 123, "Accounting for Stock-Based Compensation" ("SFAS 123").

Stock Option Plan - During February 2003, the Company adopted the 2002 Stock Option Plan (the "2002 Plan") with 25,000,000 shares of common stock reserved for issuance there under. Also, during November 2003, the Company adopted the 2003 Stock Option Plan (the "2003 Plan") with 35,000,000 shares of common stock reserved for issuance there under. The Company's Board of Directors administers the plans and has discretion in determining the employees, directors, independent contractors and advisors who receive awards, the type of awards (stock, incentive stock options or non-qualified stock options) granted, and the term, vesting, and exercise prices.

Non-Employee Grants - During the three months ended March 31, 2004, the Company

## Edgar Filing: CIRTRAN CORP - Form 10QSB

granted options to purchase 3,000,000 shares of common stock to attorneys for services at exercise prices of \$0.0001 per share. The options were all five year options and vested on the dates granted. The weighted average fair value of the options on the grant dates was \$0.031, which resulted in a fair value of \$93,701 which reduced the amount owed for prior services provided. The attorneys exercised the 3,000,000 options for cash proceeds of \$300.

14

Employee Grants - During the three months ended March 31, 2004, the Company granted options to purchase 11,750,000 shares of common stock to directors and employees of the Company pursuant to the 2002 and 2003 Plans. These options are five year options that vested on the date of grant. The related exercise prices range from \$0.01 to \$0.015 per share. 11,750,000 of these options were exercised during the three months ended March 31, 2004 for \$35,000 of cash, \$33,750 of compensation and \$40,000 of accrued compensation.

A summary of the stock option activity for the three months ended March 31, 2004, is as follows:

	Shares	Weighted Exercise Price
	-----	-----
Outstanding at December 31, 2003	3,850,500	
Granted	11,750,000	\$
Exercised	(11,750,000)	
Cancelled	-	
	-----	-----
Outstanding at March 31, 2004	3,850,500	\$
	=====	=====
Exercisable at March 31, 2004	3,850,500	\$
	=====	=====

The fair value of stock options was determined at the grant dates using the Black-Scholes option-pricing model with the following weighted-average assumptions for the three months ended March 31, 2004:

	2004
	-----
Expected dividend yield	-
Risk free interest rate	3.05%
Expected volatility	317%
Expected life	.10 years
Weighted average fair value per share	\$ 0.01

### NOTE 8 -SEGMENT INFORMATION

Segment information has been prepared in accordance with SFAS No. 131, "Disclosure About Segments of an Enterprise and Related Information." The Company has two reportable segments: electronics assembly and Ethernet technology. The electronics assembly segment manufactures and assembles circuit

Edgar Filing: CIRTRAN CORP - Form 10QSB

boards and electronic component cables. The Ethernet technology segment designs and manufactures Ethernet cards. The accounting policies of the segments are consistent with those described in the summary of significant accounting policies. The Company evaluates performance of each segment based on earnings or loss from operations. Selected segment information is as follows:

15

	Electronics Assembly	Ethernet Technology	T
	-----	-----	-----
March 31, 2004			
Sales to external customers	\$ 621,614	\$ 23,998	\$
Intersegment sales	8,721	-	
Segment loss	(443,517)	(61,070)	
Segment assets	2,334,885	229,597	
Depreciation and amortization	60,845	924	
March 31, 2003			
Sales to external customers	\$ 227,511	\$ 42,263	\$
Intersegment sales	16,301	-	
Segment loss	(598,963)	(55,776)	
Segment assets	2,273,392	255,297	
Depreciation and amortization	81,846	1,449	
March 31,			
Sales		----- 2004 -----	-----
Total sales for reportable segments		\$ 654,333	\$
Elimination of intersegment sales		(8,721)	
Consolidated net sales		\$ 645,612	\$
March 31,			
Total Assets		----- 2004 -----	-----
Total assets for reportable segments		\$ 2,564,482	\$
Adjustment for intersegment amounts		-	
Consolidated total assets		\$ 2,564,482	\$

NOTE 9 - SUBSEQUENT EVENTS

Subsequent to March 31, 2004, the Company issued 7,763,601 shares of common stock from the escrowed shares under the Equity Line Agreement in lieu of payments of \$500,000 on notes payable to the Equity Line Investor.

16

On April 1, 2004, the Company settled outstanding notes payable with a finance corporation. The outstanding loan balances and accrued interest at the time of settlement were \$194,221. The balance was settled for \$75,000 in cash. A gain on forgiveness of debt of \$119,221 was recorded on this transaction.

On April 13, 2004, the Company entered into a stock purchase agreement with an unrelated party under which the Company purchased 400,000 shares of the investee's Series B Preferred Stock (the "Preferred Shares") for an aggregate purchase price of \$300,000 cash. The Preferred Shares are convertible, at the Company's option, into an equivalent number of shares of investee common stock, subject to adjustment. The Preferred Shares are not redeemable by the investee. As a holder of the Preferred Shares, the Company has the right to vote the number of shares of investee common stock into which the Preferred Shares are convertible at the time of the vote. The investment represents less than a 5% interest in the investee.

The Company and the investee also entered into a Preferred Manufacturing Agreement. Under this agreement, the Company will perform exclusive "turn-key" manufacturing services handling most of the investee's manufacturing operations from material procurement to complete finished box-build of all of investee products. The initial term of the agreement is three years, continuing month to month thereafter unless terminated by either party.

On April 14, 2004 an unrelated party filed a claim against the Company alleging that the Company stopped paying amounts due under a note entered into in June 1998. The suit seeks \$90,500 plus fees and costs. The Company denies all claims and intends to vigorously defend itself in this matter.

17

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

This discussion should be read in conjunction with Managements' Discussion and Analysis of Financial Condition and Results of Operations included in our Annual Report on Form 10-KSB for the year ended December 31, 2003.

Overview

We provide a mixture of high- and medium volume turnkey manufacturing services using surface mount technology, ball-grid array assembly, pin-through-hole and custom injection molded cabling for leading electronics original equipment manufactures ("OEMs") in the communications, networking, peripherals, gaming,



## Edgar Filing: CIRTRAN CORP - Form 10QSB

law enforcement, consumer products, telecommunications, automotive, medical, and semiconductor industries. Our services include pre-manufacturing, manufacturing, and post-manufacturing services. Through our subsidiary, Racore Technology Corporation, we design and manufacture Ethernet technology products. Our goal is to offer customers the significant competitive advantages that can be obtained from manufacture outsourcing, such as access to advanced manufacturing technologies, shortened product time-to-market, reduced cost of production, more effective asset utilization, improved inventory management, and increased purchasing power.

### Significant Accounting Policies

Financial Reporting Release No. 60, which was recently released by the Securities and Exchange Commission, requires all companies to include a discussion of critical accounting policies or methods used in the preparation of financial statements. Note 1 of the Notes to the Financial Statements contained in our Annual Report on form 10-KSB/A includes a summary of the significant accounting policies and methods used in the preparation of our Financial Statements. The following is a brief discussion of the more significant accounting policies and methods used by us.

Our discussion and analysis of our financial condition and results of operations is based upon our consolidated financial statements, which have been prepared in accordance with accounting principles generally accepted in the United States. These principles require us to make estimates and judgments that affect the reported amounts of assets, liabilities, revenues and expenses, and related disclosure of contingent assets and liabilities. We base our estimates on historical experience and on various other assumptions that are believed to be reasonable under the circumstances. Estimated amounts may differ under different assumptions or conditions, and actual results could differ from the estimates.

### Revenue Recognition

Revenue is recognized when products are shipped. Title passes to the customer or independent sales representative at the time of shipment. Returns for defective items are repaired and sent back to the customer. Historically, expenses experienced with such returns have not been significant and have been recognized as incurred.

### Inventories

Inventories are stated at the lower of average cost or market value. Costs include labor, material, and overhead costs. Overhead costs are based on indirect costs allocated among cost of sales, work-in-process inventory, and finished goods inventory. Indirect overhead costs have been charged to cost of sales or capitalized as inventory based on management's estimate of the benefit of indirect manufacturing costs to the manufacturing process.

When there is evidence that the inventory's value is less than original cost, the inventory is reduced to market value. The Company determines market value on current resale amounts and whether technological obsolescence exists. The Company has agreements with most of its customers that require the customer to purchase inventory items related to their contracts in the event that the contracts are cancelled. The market value of related inventory is based upon those agreements. The Company typically orders inventory on a customer-by-customer basis. In doing so the Company enters into binding agreements that the customer will purchase any excess inventory after all orders are complete. Almost 80% of the total inventory is secured by these agreements.

## Edgar Filing: CIRTRAN CORP - Form 10QSB

### Checks Written in Excess of Cash in Bank

Historically, banks have temporarily lent funds to us by paying out more funds than were in our accounts, under existing lines of credit with those banks. Subsequent to May 2000, when Abacas purchased our line of credit obligation, the Company no longer had lines of credit with banks, and those loans were no longer available or made to us. The Company acquired an equity line of credit effective as of June of 2003, described more fully under "Liquidity and Financing Arrangements."

Under our cash management system, checks issued but not presented to banks frequently result in overdraft balances for accounting purposes. These overdrafts are included as a current liability in the balance sheets.

### Related Party Transactions

Certain transactions involving Abacas Ventures, Inc., the Saliba Private Annuity Trust and the Saliba Living Trust are regarded as related party transactions under FAS 57. Disclosure concerning these transactions is set out in this Item 6 under "Liquidity and Capital Resources - Liquidity and Financing Arrangements," and in "Item 5 - Other Information."

### Results of Operations - Comparison of Periods Ended March 31, 2004 and 2003

#### Sales and Cost of Sales

Net sales increased to \$645,612 for the three-month period ended March 31, 2004, as compared to \$269,774 during the same period in 2003 for an increase of 139.3%. The first quarter sales increase can be attributed to a several factors, including the strengthening of the overall market economy. Industry wide, we are seeing more OEMs release larger order commitments with extended time tables. The second significant factor directly related to CirTran is our marketing approach. Most contract manufacturers approach customers on a job-by-job basis. CirTran approaches customers on a partner basis. We have developed a program where we can be more effective when we control the material procurement, purchasing, and final assembly, providing the customer a final quality product delivered on time and at a lower market cost. Cost of sales increased by 133.6%, from \$185,716 during the three-month period ended March 31, 2003, to \$433,759 during the same period in 2004. Our gross profit margin for the three-month period ended March 31, 2004, was 32.8%, up from 31.2% for the same period in 2003. The increase is negligible.

#### Inventory

We use just-in-time manufacturing, which is a production technique that minimizes work-in-process inventory and manufacturing cycle time, while enabling us to deliver products to customers in the quantities and time frame required.

19

This manufacturing technique requires us to maintain an inventory of component parts to meet customer orders. Inventory at March 31, 2004, was \$1,483,153, as compared to \$1,247,248 at December 31, 2003. The increase in inventory is required to facilitate the increase in turnkey sales.

#### Selling, General and Administrative Expenses

During the quarter ended March 31, 2004, selling, general and administrative expenses were \$680,068 versus \$555,554 for the same period in 2003, a 22.4% increase. The increase is substantially the result of increased legal fees,

## Edgar Filing: CIRTRAN CORP - Form 10QSB

additional equity line fees and an increase in our selling expenses. Selling, general and administrative expenses as a percentage of sales as of March 31, 2004 were 110.6% as compared to 205.9% during the same period in 2003. This decrease is due in part to an increase in sales and better management.

### Interest Expense

Interest expense for quarter ended March 31, 2004, was \$81,562 as compared to \$110,743 for the same period in 2003, a decrease of 26.4%. This decrease is primarily attributable to an effort to pay off certain debts and settle other debts. As of March 31, 2004, and December 31, 2003, the amount of our liability for delinquent state and federal payroll taxes and estimated penalties and interest thereon was \$2,114,092 and \$2,107,930, respectively.

As a result of the above factors, our overall net loss decreased 22.9% to \$504,587 for the quarter ended March 31, 2004, as compared to \$654,739 for the quarter ended March 31, 2003. This decrease was in part attributed to a substantial increase in sales with better margins.

### Liquidity and Capital Resources

Our expenses are currently greater than our revenues. We have had a history of losses, and our accumulated deficit was \$18,719,067 at March 31, 2004, and \$18,214,480 at December 31, 2003. Our net operating loss for the quarter ending March 31, 2004, was \$504,587, compared to \$654,739 for the quarter ended March 31, 2003. Our current liabilities exceeded our current assets by \$5,112,676 as of March 31, 2004, and \$5,529,244 as of December 31, 2003. The decrease was mostly attributable to decreasing account payables, notes payable, and accrued liabilities. For the three months ended March 31, 2004 and 2003, we had negative cash flows from operations of \$426,307 and \$347,082, respectively.

### Cash

We had cash on hand of \$88,443 at March 31, 2004, and \$54,135 at December 31, 2003.

Net cash used in operating activities was \$426,307 for the three months ended March 31, 2004. During three months ended March 31, 2004, net cash used in operations was primarily attributable to \$504,587 in net losses from operations, partially offset by increases in accrued liabilities of \$223,955, and in an increase to inventories of \$235,725. The non-cash charges were for depreciation and amortization of \$61,295 and loan costs paid from loan proceeds of \$136,500.

Net cash used in investing activities during the three months ended March 31, 2004, consisted of equipment purchases of \$19,505.

Net cash provided by financing activities was \$480,120 during the three months ended March 31, 2004. Principal sources of cash were proceeds of \$480,455 from notes payable to related parties, net proceeds from notes payable of \$1,363,500, and proceeds from the exercise of options to purchase common stock of \$35,000. These proceeds were offset by principal payments on notes payable to related parties in the amount of \$1,185,141.

### Accounts Receivable

At March 31, 2004, we had receivables of \$278,206, net of a reserve for doubtful accounts of \$28,876, as compared to \$89,187 at December 31, 2003, net of a

## Edgar Filing: CIRTRAN CORP - Form 10QSB

reserve of \$28,876. This increase was primarily attributed to sales having increased compared to the last two months in 2003.

### Accounts Payable

Accounts payable were \$833,163 at March 31, 2004, as compared to \$1,300,597 at December 31, 2003. This decrease is primarily attributed to conversions of accounts payable to notes payable in relation to settlements made by Abacas Ventures.

### Liquidity and Financing Arrangements

We have a history of substantial losses from operations and using rather than providing cash in operations. We had an accumulated deficit of \$18,719,067 and a total stockholders' deficit of \$4,563,087 at March 31, 2004. As of March 31, 2004, our monthly operating costs and interest expenses averaged approximately \$265,000 per month.

Significant amounts of additional cash will be needed to reduce our debt and fund our losses until such time as we are able to become profitable. At March 31, 2004, we were in default of notes payable whose principal amount, not including the amount owing to Abacas Ventures, Inc., was approximately \$725,000. In addition, the principal amount of notes that either mature in 2004 or are payable on demand was approximately \$1,525,000.

In conjunction with our efforts to improve our results of operations, discussed above, we are also actively seeking infusions of capital from investors and are seeking to replace our operating line of credit. It is unlikely that we will be able, in our current financial condition, to obtain additional debt financing; and if we did acquire more debt, we would have to devote additional cash flow to paying the debt and securing the debt with assets. We may therefore have to rely on equity financing to meet our anticipated capital needs. There can be no assurances that we will be successful in obtaining such capital. If we issue additional shares for debt and/or equity, this will dilute the value of our common stock and existing shareholders' positions.

Subsequent to our acquisition of Circuit in July 2000, we took steps to increase the marketability of our shares of common stock and to make an investment in our company by potential investors more attractive. These efforts consisted primarily of seeking to become current in our filings with the Securities and Exchange Commission and of seeking approval for quotation of our stock on the NASD Over the Counter Electronic Bulletin Board. NASD approval for quotation of our stock on the Over the Counter Electronic Bulletin Board was obtained in July 2002.

There can be no assurance that we will be successful in obtaining more debt and/or equity financing in the future or that our results of operations will materially improve in either the short- or the long-term. If we fail to obtain such financing and improve our results of operations, we will be unable to meet our obligations as they become due. That would raise substantial doubt about our ability to continue as a going concern.

In conjunction with our efforts to improve our results of operations, discussed above, on November 5, 2002, we entered into an Equity Line of Credit Agreement (the "Equity Line Agreement") with Cornell Capital Partners, LP, a private investor ("Cornell"). We subsequently terminated the Equity Line Agreement, and on April 8, 2003, we entered into an amended equity line agreement (the "Amended Equity Line Agreement") with Cornell. Under the Amended Equity Line Agreement,

## Edgar Filing: CIRTRAN CORP - Form 10QSB

we have the right to draw up to \$5,000,000 from Cornell against an equity line of credit (the "Equity Line"), and to put to Cornell shares of our common stock in lieu of repayment of the draw. The number of shares to be issued is determined by dividing the amount of the draw by the lowest closing bid price of our common stock over the five trading days after the advance notice is tendered. Cornell is required under the Amended Equity Line Agreement to tender the funds requested by us within two trading days after the five-trading-day period used to determine the market price.

Our issuances of shares of our common stock pursuant to the Amended Equity Line Agreement will serve to dilute the value of our common stock and existing shareholders' positions.

During the three months ended March 31, 2004, the Company issued 30,075,515 shares of common stock from the escrowed shares under the Equity Line Agreement in lieu of payments of \$650,000 on notes payable, leaving an unpaid principal balance on notes payable at March 31, 2004 of \$1,500,000.

### Forward-looking statements

All statements made in this report, other than statements of historical fact, which address activities, actions, goals, prospects, or new developments that we expect or anticipate will or may occur in the future, including such things as expansion and growth of operations and other such matters, are forward-looking statements. Any one or a combination of factors could materially affect our operations and financial condition. These factors include competitive pressures, success or failure of marketing programs, changes in pricing and availability of parts inventory, creditor actions, and conditions in the capital markets. Forward-looking statements made by us are based on knowledge of our business and the environment in which we currently operate. Because of the factors listed above, as well as other factors beyond our control, actual results may differ from those in the forward-looking statements.

### Item 3. Evaluation of Disclosure Controls and Procedures

(a) Evaluation of Disclosure Controls and Procedures. The Company's chief executive officer and chief financial officer, after evaluating the effectiveness of the Company's "disclosure controls and procedures" (as defined in the Securities Exchange Act of 1934, Rules 13a-14(c) and 15-d-14(c)) as of the end of the period covered by this report (the "Evaluation Date"), have concluded that, as of the Evaluation Date, the Company's disclosure controls and procedures were adequate and designed to ensure that material information relating to the Company and its consolidated subsidiaries would be made known to them by others within those entities.

(b) Changes in Internal Controls. There were no significant changes in the Company's internal controls, or, to the Company's knowledge, in other factors that could significantly affect these controls subsequent to the Evaluation Date.

## PART II. OTHER INFORMATION

### Item 1. Legal Proceedings

As of March 31, 2004, the Company had accrued liabilities in the amount of \$2,114,092 for delinquent payroll taxes, including interest estimated at \$415,244 and penalties estimated at \$230,927. Of this amount, approximately \$316,828 was due the State of Utah. During the first quarter of 2003, no payments were made to the State of Utah. During the third and fourth quarter of

## Edgar Filing: CIRTRAN CORP - Form 10QSB

2003, partial payments were made to the State of Utah. Approximately \$1,767,253

22

was owed to the Internal Revenue Service as of December 31, 2003. The Company, in response to collection notices, filed a due process appeal with the Internal Revenue Service's Appeals Office. The appeal was resolved by an agreement with the Appeals Office that allowed the Company to file an offer in compromise of all federal tax liabilities owed by the Company based on its ability to pay. The Company filed its offer in compromise with the IRS, which has gone through the initial stages of consideration by the IRS and will now be assigned to an IRS offer specialist for consideration. Further, the Utah State Tax Commission has entered into an agreement to allow the Company to pay the liability owing to the State of Utah in equal monthly installments over an extended period of time, yet to be determined. Approximately \$10,939 was owed to the State of Colorado as of March 31, 2004.

We (as successor to Circuit Technology, Inc.) were a defendant in an action in El Paso County, Colorado District Court, brought by Sunborne XII, LLC, a Colorado limited liability company, for alleged breach of a sublease agreement involving facilities located in Colorado. Effective January 18, 2002, we entered into a settlement agreement with Sunborne with respect to the above-described litigation. The settlement agreement required us to pay Sunborne the sum of \$250,000. Of this amount, \$25,000 was paid upon execution of the agreement, and the balance of \$225,000, together with interest at 8% per annum, was payable by July 18, 2002. As security for payment of the balance, we executed and delivered to Sunborne a Confession of Judgment and also issued to Sunborne 3,000,000 shares of our common stock, which are held in escrow and have been treated as treasury stock recorded at no cost. Because, 75% of the balance owing under the agreement was not paid by May 18, 2002, we were required to prepare and file a registration statement to register the resale of the escrowed shares.

As of May 16, 2003, the Company was in default of its obligations under the settlement agreement with Sunborne, i.e., the total payment due thereunder had not been made, a registration statement with respect to the escrowed shares was not filed, and the Company had not replaced the escrowed shares with registered, free-trading shares as per the terms of the agreement. Accordingly, Sunborne filed a foreign judgment in Salt Lake City and proceeded with execution thereon. The Company is continuing to negotiate with Sunborne in an attempt to settle the remaining obligation.

Pursuant to a Termination of Sublease Agreement dated as of May 22, 2002 among the Company, Sunborne and other parties, the sublease agreement that was the subject of the Colorado litigation with Sunborne was terminated and a payment of approximately \$109,000 was credited against the amount owed by the Company to Sunborne under the settlement agreement. Sunborne has filed a claim that this amount was to be an additional rent expense rather than a payment on the note payable. The Company disputes this claim and intends to vigorously defend the action.

We also assumed certain liabilities of Circuit Technology, Inc. in connection with our transactions with that entity in the year 2000, and as a result we are defendant in a number of legal actions involving nonpayment of vendors for goods and services rendered. We have accrued these payables and have negotiated settlements with respect to some of the liabilities, including those detailed below, and are currently negotiating settlements with other vendors.

Advanced Component Labs adv. Circuit Technology Corporation Civil No. 990912318, Third Judicial District Court, Salt Lake Department, Salt Lake County, State of Utah. Suit was brought against the Company on or about December

## Edgar Filing: CIRTRAN CORP - Form 10QSB

8, 1999, under allegations that the Company owed \$44,269.43 for the cost of goods or services provided to the Company for the Company's use and benefit. Claims are asserted for breach of implied contract and unjust enrichment. The parties are presently negotiating a settlement agreement.

23

Contact East has notified the Company that it believes it has a claim against the Company in the amount of \$32,129.89 for the cost of goods or services provided to the Company for the Company's use and benefit. The Company is reviewing its records in an effort to confirm the validity of the claims and has been involved in settlement negotiations.

C/S Utilities has notified the Company that it believes it has a claim against the Company in the amount of \$32,472 regarding utilities services. The Company is reviewing its records in an effort to confirm the validity of the claims and has been involved in settlement negotiations.

Future Electronics Corp v. Circuit Technology Corporation, Civil No. 000900296, Third Judicial District Court, Salt Lake County, State of Utah. Suit was brought against the Company on or about January 12, 2000, under allegations that the Company owed \$646,283.96 for the cost of goods or services provided to the Company for the Company's use and benefit. Claims were asserted for breach of contract, fraud, negligent misrepresentation, unjust enrichment, account stated and dishonored instruments. The Company answered the complaint, admitting that it owed certain sums for conforming goods and services and denying all other claims. Partial Summary Judgment was entered in the amount of \$646,783.96 as to certain claims against the Company. Negotiations for settlement resulted in an agreement for settlement of all claims of Future against the Company subject to performance by the Company under the agreement. The Company also issued to Future 352,070 shares of its restricted common stock. The Company did not perform its obligations under the settlement agreement, and a Confession of Judgment was entered in January 2002 in the amount of \$519,052.00. The Company disputes the amount of the judgment entered. No collection efforts have been made. The Company is negotiating settlement.

Christine Hindenes v. Racore Network, Inc., and CirTran Corporation, Superior Court of California, County of Santa Clara, Civil No. CV811051. Ms. Hindenes brought suit against the Company and Racore for unpaid wages seeking \$40,516.44. The parties reached a settlement agreement under which the Company agreed to pay \$10,000 in monthly installments of \$1,000. The parties also agreed to a confession of judgment in the amount of \$52,961, less payments made, which could be entered if the Company defaulted under its obligations under the settlement agreement. The Company made the required payments through March, 2004. The Company and Ms. Hindenes have entered into a settlement agreement, in connection with which Ms. Hindenes has agreed to dismiss the lawsuit with prejudice upon payment by the Company. As of the date of this report, the Company had tendered payment but the suit had not been dismissed.

Molex has notified the Company that it believes it has a claim against the Company in the amount of \$90,000.00 for the cost of goods or services provided to the Company for the Company's use and benefit. The Company is reviewing its records in an effort to confirm the validity of the claims and has been involved in settlement negotiations.

Signal Transformer Co., Inc., has notified the Company that it believes it has a claim against the Company in the amount of \$38,989 for the cost of goods or services provided to the Company for the Company's use and benefit. Negotiations for settlement of this claim have resulted in an agreement in

## Edgar Filing: CIRTRAN CORP - Form 10QSB

principal whereby the Company will arrange for a cash payment to this creditor. The parties are presently negotiating the terms of the settlement documents. However, until the settlement documents are executed and delivered, there can be no assurance that the creditor's claims will be settled nor that the terms will be favorable to the Company.

SuhTech Electronics adv. Circuit Technology Corporation, Civil No. 00L14505, Circuit Court of Cook County Department, Law Division, State of Illinois. Suit was brought against the Company on or about December 23, 1999, under allegations that the Company owed \$213,717.70 for the cost of goods or services provided to the Company for the Company's use and benefit. Claims are asserted for breach of contract, unjust enrichment and account stated. The Company has answered, admitting that it owed certain sums for conforming goods

24

and services and denying all other claims. Judgment was subsequently entered against the Company on May 29, 2002. The parties are presently negotiating the terms of settlement documents, pursuant to which the Company will facilitate a payment to this creditor a cash payment and issue a promissory note and shares of its restricted common stock in satisfaction of the creditors' claims. However, until the settlement documents are executed and delivered, there can be no assurance that the creditors claims will be settled nor that the terms will be favorable to the Company.

University of Utah v. CirTran Corporation, Third District Court, Salt Lake County, Civil No. 020900494 . The University of Utah filed a claim against the Company on January 18, 2002, seeking \$37,473.10 in damages. Summary judgment was entered against the Company. The Company entered into a settlement agreement on September 16, 2003, under which the Company is required to make monthly payments of \$5,185.47. The total settlement amount under the agreement is \$62,225.64. The Company is making payments pursuant to the settlement agreement.

Volt Temporary Services has notified the Company that it believes it has a claim against the Company in the amount of \$30,986 for the cost of goods or services provided to the Company for the Company's use and benefit. The Company is reviewing its records in an effort to confirm the validity of the claims and has been involved in settlement negotiations.

Zion's First National Bank has notified the Company that it believes it has a claim against the Company in the amount of \$240,000.00 for loans made to the Company for the Company's use and benefit. The Company has entered into a Fifth Forbearance and Loan Modification Agreement, requiring monthly payments of \$20,000.00. The Company subsequently renegotiated a settlement with Zions Bank under which the Company will pay approximately \$12,000 per month beginning in January 2003.

George M. Madanat, Civil No. KC 035616, Superior Court of the State of California for the County of Los Angeles, East District. Suit was brought against the company on or about April 2, 2001, under allegations that the company owed \$121,824.90 under the terms of a promissory note. A Stipulation for Settlement and for Entry of Judgment was executed by the parties wherein the Company agreed to arrange for payment of a principal amount of \$145,000 in 48 monthly installments. The Company subsequently defaulted on its obligations under the settlement agreement, and judgment was entered against the Company. As of March 24, 2004, the Company is not aware of any collection efforts.

Cardio Pulmonary Technologies, Inc., vs. Patrick M. Volz, Peripheral Systems, Inc., and CirTran Corporation, Civil No. 03090501B, Third Judicial District Court, Salt Lake County, State of Utah. On April 4, 2003, suit was



## Edgar Filing: CIRTRAN CORP - Form 10QSB

brought against the Company and two other named defendants by plaintiff Cardio Pulmonary Technologies ("CPT"), alleging a breach of contract between CPT and the other two named defendants. Plaintiff's claims against the Company arise out of an alleged breach of an alleged agreement between the Company and Peripheral Systems, Inc. The Company has answered the Complaint, and intends to defend vigorously against these claims. The parties are also attempting to negotiate settlement.

Howard Salamon, dba Salamon Brothers vs. CirTran Corporation, Civil No. 2:03-00787, U.S. District Court, District of Utah. Howard Salamon originally filed suit against the Company in the U.S. District Court, Eastern District of New York, seeking finders fees, consisting of shares of the Company's common stock valued at \$350,000, allegedly owed in connection with Salamon's introducing the Company to Cornell Capital Partners, L.P., the Equity Line Investor. The Company disputes the claims in the complaint. The case was dismissed in New York and refiled in Utah. The Company has filed its answer in the Utah case and the lawsuit is proceeding. The Company is also currently conducting settlement negotiations.

25

P R Newswire Association, Inc., v. CirTran, Superior Court of New Jersey, DC-000359-04. On March 9, 2004, a judgment was entered against CirTran in the amount of \$5,106.28, with fees of \$171.13. The Parties are presently negotiating settlement of this matter.

KPP Family Limited Partnership v. Circuit Technology, Inc., Case No. 040907278, Third Judicial District Court, Salt Lake Department, Salt Lake County, State of Utah. Suit was brought against Circuit Technology alleging that Circuit had stopped paying amounts due under a note entered into in June 1998. The suit seeks \$90,500 plus fees and costs. The parties are negotiating final terms of a settlement agreement to resolve this matter.

### Item 2. Changes in Securities

#### Recent Sales of Unregistered Securities

Pursuant to the Amended Equity Line of Credit Agreement (discussed above), the Company is entitled to put to the Equity Line Investor, in lieu of repayment of amounts drawn on the Equity Line, shares of the Company's common stock. Although the Company has filed a registration statement to register the resale by the Equity Line Investor of the shares put to it by the Company, the issuances of shares to the Company are made in reliance on Section 4(2) of the Securities Act of 1933 as a transaction not involving any public offering. No advertising or general solicitation was employed in offering the securities, and the shares have been and will be issued to only one investor which has represented that it is an "accredited investor" as that term is defined in Regulation D promulgated pursuant to the Securities Act of 1933. Through May 19, 2004, the company has issued 102,092,624 shares of common stock to the Equity Line Investor in connection with draws on the Equity Line.

### Item 5. Other Information

#### Broadata Manufacturing Agreement

On April 13, 2004, the Company entered into a stock purchase agreement with Broadata Communications, Inc., a California corporation ("Broadata") under which the Company purchased 400,000 shares of Broadata Series B Preferred Stock (the "Broadata Preferred Shares") for an aggregate purchase price of \$300,000.

## Edgar Filing: CIRTRAN CORP - Form 10QSB

The Broadata Preferred Shares are convertible, at the Company's option, into an equivalent number of shares of Broadata common stock, subject to adjustment. The Broadata Preferred Shares are not redeemable by Broadata. As a holder of the Broadata Preferred Shares, the Company has the right to vote the number of shares of Broadata common stock into which the Broadata Preferred Shares are convertible at the time of the vote.

The Company and Broadata also entered into a Preferred Manufacturing Agreement. Under this agreement, the Company will perform exclusive "turn-key" manufacturing services handling most of Broadata's manufacturing operations from material procurement to complete finished box-build of all of Broadata's products. The initial term of the agreement is three years, continuing month to month thereafter unless terminated by either party.

### Abacas Ventures

Abacas Ventures, Inc. ("Abacas") purchased the Company's line of credit from the lender. During 2002, the Company entered into agreements whereby the Company has issued common stock to certain principals of Abacas in exchange for a portion of the debt. The Company's plans include working with vendors to convert trade payables into long-term notes payable and common stock, and to cure defaults with lenders through forbearance agreements that the Company will be able to service. During the three months ended March 31, 2004, and the year ended December 31, 2003, the Company successfully converted trade payables,

26

notes payable, and accrued interest of approximately \$827,521 and \$2,986, respectively, into notes. Accrued interest of \$17,666 associated with the notes payable was not converted to the note payable with Abacus; therefore, a gain on forgiveness of debt was recorded for \$17,666 for the three months ended March 31, 2004. The Company intends to continue to pursue this type of debt conversion going forward with other creditors. As discussed in Note 4, the Company has entered into an equity line of credit agreement with a private investor. Realization of any proceeds under the equity line of credit is not assured.

### Item 6. Exhibits and Reports on Form 8-K

Reports on Form 8-K: The following reports on Form 8-K were filed by us during the three-month period ended March 31, 2004:

(i) None.

#### Exhibits:

- 10.1 Preferred Manufacturing Agreement between the Company and Broadata Communications, Inc., dated as of April 13, 2004
- 31 Certification
- 32 Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

### SIGNATURES

In accordance with the Securities Exchange Act of 1934, the registrant caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Edgar Filing: CIRTRAN CORP - Form 10QSB

CIRTRAN CORPORATION

Date: May 20, 2004

By: /s/ Iehab J. Hawatmeh

Iehab J. Hawatmeh  
President and Chief Financial Officer