FINDEX COM INC

Form 10-Q

November 21, 2016
UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
FORM 10-Q
(Mark One)
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended September 30, 2016
OR
$\cbox{\tt [\_]}$ 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: 0-29963

# FINDEX.COM, INC.

(Exact name of registra	ant as specified in its charter)	
	Nevada (State or other jurisdiction of	88-0379462 (I.R.S. Employer
	incorporation or organization)	Identification No.)
	1313 South Killian Drive, Lake Park, Florida (Address of principal executive offices)	33403 (Zip Code)
(561) 328-6488		
(Registrant's telephone	e number, including area code)	
N/A		
(Former name, former	address and former fiscal year, if changed since la	ast report)
Securities Exchange A	whether the registrant (1) has filed all reports rect of 1934 during the preceding 12 months (or for ports), and (2) has been subject to such filing requ	such shorter period that the registrant was
any, every Interactive I (§232.405 of this chapt	whether the registrant has submitted electronical Data File required to be submitted and posted purser) during the preceding 12 months (or for such so files). Yes [X] No [_]	suant to Rule 405 of Regulation S-T
or a smaller reporting of	whether the registrant is a large accelerated filer company. See the definitions of "large accelerated 2 of the Exchange Act.	
Large accelerated filer		Accelerated filer [_]

Non-accelerated filer [_] (Do not check if a smaller reporting company)	Smaller reporting company [X]
Indicate by check mark whether the registrant is a shell company (as defined Yes [_] No [X]	in Rule 12b-2 of the Exchange Act).
APPLICABLE ONLY TO ISSUERS INVOLVED IN BANKRUPTCY	
PROCEEDINGS DURING THE PRECEDING FIVE YEARS:	
Indicate by check mark whether the registrant has filed all documents and rep 13 or 15(d) of the Securities Exchange Act of 1934 subsequent to the distribut by a court. <b>Yes</b> [_] <b>No</b> [_]	•
APPLICABLE ONLY TO CORPORATE ISSUERS	
Indicate the number of shares outstanding of each of the issuer's classes of codate:	ommon stock, as of the latest practicable
At November 21, 2016 the registrant had outstanding 485,335,511 shares of c single class.	common stock, of which there is only a

# FINDEX.COM, INC.

# **QUARTERLY REPORT ON FORM 10-Q**

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# PART I – FINANCIAL INFORMATION

# ITEM 1. FINANCIAL STATEMENTS.

Findex.com, Inc.

# CONDENSED CONSOLIDATED BALANCE SHEETS

Assets	As of September 30, 2016 (Unaudited)	As of December 31, 2015
Current Assets:		
Cash and cash equivalents	\$276,005	\$5,163
Accounts receivable, net	65,142	1,901
Inventories, net	23,858	19,797
Other current assets	8,912	4,838
Total current assets	373,917	31,699
Investment in unconsolidated investee	1,000	51,099
Property and Equipment, net	26,883	
Intangible Assets, net	321,240	356,874
Total assets	\$723,040	\$418,567
Liabilities and Stockholders' Deficit	Ψ 123,040	ψ+10,507
Current Liabilities:		
Accounts payable	\$230,722	\$208,255
Accounts payable, related parties	62,310	98,754
Accrued royalties	72,153	64,129
Accrued payroll	50,313	466,675
Notes payable	336,283	336,283
Notes payable, convertible	105,000	30,000
Notes payable, related parties	539,000	239,000
Notes payable, related parties, convertible	1,454,633	470,000
Other current liabilities	160,020	122,490
Other current liabilities from discontinued operations	114,368	114,368
Total current liabilities	3,124,802	2,149,954
Commitments and Contingencies (Note 12)	, ,	, ,
Stockholders' Deficit:		
Preferred stock, \$.001 par value		
5,000,000 shares authorized		
-0- shares issued and outstanding		
Common stock, \$.001 par value		
900,000,000 shares authorized,		
482,969,335 and 476,783,564 shares issued and outstanding, respectively	482,969	476,784
Additional paid-in capital	3,293,403	3,244,303
Accumulated deficit	(6,178,134)	(5,452,474)
Total stockholders' deficit	(2,401,762)	(1,731,387)
Total liabilities and stockholders' deficit	\$723,040	\$418,567

See accompanying notes to unaudited condensed consolidated financial statements.

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Findex.com, Inc.
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited)

	For the Three Months Ended September 30,		For the Nine September 3	Months Ended 0,
	2016	2015	2016	2015
Revenues, net	\$80,019	\$71,079	\$208,677	\$144,695
Revenues related parties, net	12,975	6,251	60,757	14,509
Total revenues	92,994	77,330	269,434	159,204
Cost of sales	33,406	21,962	83,385	53,227
Gross profit	59,588	55,368	186,049	105,977
Other operating expenses:				
Sales and marketing expenses	6,148	10,485	19,866	15,951
Professional fees	24,897	56,518	122,949	173,180
Personnel costs (net of research and development direct labor costs)	110,788	109,246	323,094	345,645
Research and development	49,722	49,077	149,358	205,555
Rent	21,638	21,000	64,915	63,000
Other general and administrative expenses	50,046	39,660	130,051	128,869
Total operating expenses	263,239	285,986	810,233	932,200
Loss from operations	(203,651	) (230,618	) (624,184	) (826,223 )
Interest expense	(30,774	) (16,489	) (87,883	) (43,515 )
Loss on conversion of note payable	(13,593	) —	(13,593	) —
Gain on debt settlement	_	<u> </u>	<u> </u>	200,000
Impairment loss of Findex legacy software segment		(1,433,465	) —	(1,433,465)
Net loss before income taxes	(248,018	) (1,680,572	) (725,660	) (2,103,203)
Income tax provision	_	<del>_</del>	<u> </u>	<del>-</del>
Net loss	\$(248,018	) \$(1,680,572	) \$(725,660	) \$(2,103,203 )
Basic & diluted net loss per share	\$	\$	\$	\$
Basic & diluted weighted average common shares outstanding	480,881,77		478,197,91	3 453,003,193
See accompanying notes to unaudited condensed cor	nsolidated fina	ncial statements.		

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# Findex.com, Inc.

# CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)

(Chaudica)		
	For the Nine Months Ended September 30, 2016	For the Nine Months Ended September 30, 2015
Cash flows from operating activities:	ф. <b>Гот.</b> 660	\
Net Loss	\$(725,660	) \$(2,103,203)
Adjustments to reconcile net loss to cash used in operations:	12 446	12.005
Depreciation  A mortigation	13,446	13,095
Amortization	35,634	35,635
Amortization of debt discount	9,900	<u> </u>
Stock issued for services	338	84,000
Loss on conversion of notes payable Gain on debt settlement	13,593	(200,000 )
	<del></del>	(200,000 ) 1,433,465
Impairment loss of Findex legacy software segment	<del></del>	1,433,403
Changes in operating assets and liabilities	(62 241	16 942
(Increase) decrease in accounts receivable	(63,241 (4,061	
(Increase) decrease in inventory Increase in other current assets	•	
Increase in accounts payable and accrued expenses	250,302	
Net cash used in operating activities	(473,823	•
Cash flows from investing activities:	(473,623	) (417,441 )
Purchase of property and equipment	(10,335	)
Investment in unconsolidated investee	(1,000	•
Net cash used in investing activities	(11,335	•
Cash flows from financing activities:	(11,333	) —
Proceeds from sale of common stock	21,000	415,000
Proceeds from issuance of convertible notes payable	95,000	20,000
Proceeds from issuance of convertible notes payable, related parties	650,000	20,000
Payments made on notes payable	(10,000	) (17,500 )
Net cash provided by financing activities	756,000	417,500
Net increase in cash and cash equivalents	270,842	59
Cash and cash equivalents, beginning of period	5,163	2,241
Cash and cash equivalents, end of period	\$276,005	\$2,300
Supplemental cash flow information:	Ψ270,003	Ψ2,300
Interest paid	\$1,515	\$16,523
Cash paid for income taxes	\$	\$
Schedule of Non-Cash Investing and Financing Activities:	Ψ	Ψ
Issuance of debt for loan modification	\$	\$50,000
Issuance of notes payable for accrued directors fees	\$76,000	\$
Issuance of notes payable for accrued base salary	\$483,933	\$
Issuance of notes payable for accounts payable, related parties	\$74,700	\$
Issuance of common stock for accrued directors fees	\$	\$29,000
issuance of common stock for accruca directors fees	φ	Ψ22,000

Issuance of common stock as consideration for note payable \$10,456 \$--- See accompanying notes to unaudited condensed consolidated financial statements.

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Findex.com, Inc.

**Notes to Condensed Consolidated Financial Statements** 

(Unaudited)

#### NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**Organization – FINDEX.cOM, Inc.** 

Findex.com, Inc.'s headquarters and operations are based in Lake Park, Florida. The Company is a developer, manufacturer, and marketer of a proprietary line of specialty industrial glass-based smart surface coatings materials that have a broad range of industrial, commercial, and consumer applications. The Company's line of products center around a U.S. patented technology that, either on its own or when coupled with any of an array of available proprietary formula additives, offers a unique combination of beneficial surface properties that allow for a broad array of multi-surface and end-product applications. Among others, such applications include:

Heavy machinery, equipment and infrastructure throughout each of the construction, oil and gas, and mining industries

Marine industry, vessels and infrastructure

Industrial HVAC equipment, commercial refrigeration systems, and power generators

Energy production equipment, including solar and wind

Hardscapes

On September 14, 2016, the Company became the holder of what is currently an approximately 25% minority equity stake in a recently formed, closely-held, private limited liability company, Advanced Nanofibers LLC ("Advanced"). Advanced is comprised of three entity members, including the Company, Nanotech Fibers LLC, and EnVont, LLC. The Company's president and chief executive officer currently holds a 18.75% equity interest in Nanotech Fibers LLC through a closely held private Florida limited liability company, August Center Street Holdings LLC. August Center Street Holdings is owned 75% by the Company's president and chief executive officer and 25% by the Company's general counsel. Advanced is a Florida based nanotechnology firm focused on fundamentally broadening the industrial utilization of nanofibers and nanoparticles globally throughout a diverse range of mass-market applications. It's platform technological contributions and sustainable solutions center around (i) meaningfully proprietary, and expected-to-be revolutionary, industrially disruptive advances in the custom molecular bonding of nanofibers to application-specific nanoparticles such that the result in each case is an unparalleled, multifunctional 'super'-composite exhibiting new and meaningfully superior physical, flexural, chemical and structural properties, (ii) ultra-cost-efficient production capabilities at scale, and (iii) the application of internally-developed breakthrough environmental safety advances throughout the handling and production process of its potentially hazardous materials. Its nanoparticle

bonded nanofibers mark a new age in polymeric-based advanced composites. Based on their fundamental composition, Advanced is able to produce these materials in a virtually limitless array of industrial application-specific varieties, to be used either alone or in conjunction with other fibers and materials, making nanoparticle bonded nanofibers an ideal host for a variety of advanced composites.

#### **BASIS OF PRESENTATION**

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with Generally Accepted Accounting Principles for interim financial information and with the instructions to Form 10-Q and Article 8 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by Generally Accepted Accounting Principles for complete financial statements. The accompanying unaudited condensed consolidated financial statements reflect all adjustments that, in the opinion of management, are considered necessary for a fair presentation of the financial position, results of operations, and cash flows for the periods presented. The results of operations for such periods are not necessarily indicative of the results expected for the full year or for any future period. The December 31, 2015 condensed consolidated balance sheet data was derived from audited financial statements. The accompanying financial statements should be read in conjunction with the audited consolidated financial statements of Findex.com, Inc. included in the Company's Form 10-K for the year ended December 31, 2015 filed with the Securities and Exchange Commission on April 14, 2016.

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### **Principles of Consolidation**

The condensed consolidated financial statements include the accounts of the Company and its wholly-owned subsidiaries. All inter-company balances and transactions have been eliminated in consolidation.

### Reclassifications

Certain accounts in the Company's 2015 financial statements have been reclassified for comparative purposes to conform with the presentation in 2016 financial statements.

### **Use of Estimates**

The preparation of financial statements in conformity with U.S. Generally Accepted Accounting Principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. The Company bases its estimates and assumptions on current facts, historical experience and various other factors that it believes to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities and the accrual of costs and expenses that are not readily apparent from other sources. The actual results experienced by the Company may differ materially and adversely from the Company's estimates. To the extent there are material differences between the estimates and the actual results, future results of operations will be affected. Significant estimates include inventory evaluation for slow moving and obsolete items, collectability of accounts receivable, assessing intangibles for impairment, useful lives of assets, and valuation of stock based compensation.

### **CASH AND CASH EQUIVALENTS**

The Company considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents.

### **INVENTORY**

The Company's inventories are recorded at the lower of cost or market using the first in, first out method. The Company's inventory consists of raw materials and finished goods. The Company takes into consideration certain inventory items that are slow moving and obsolete and calculates a provision for these inventory items.

### INTANGIBLE ASSETS OTHER THAN GOODWILL

The Company's intangible assets consist of patents and patents pending acquired from third parties, and are recorded at cost. In accordance with Financial Accounting Standards Board Accounting Standards Codification ("ASC") 350-30, General Intangibles Other Than Goodwill, intangible assets with an indefinite useful life are not amortized. Intangible assets with a finite useful life are amortized on the straight-line method over the estimated useful lives, generally three to ten years. All intangible assets are tested for impairment annually during the fourth quarter.

# REVENUE RECOGNITION

The Company recognizes revenues in accordance with the Securities and Exchange Commission Staff Accounting Bulletin (SAB) number 104, *Revenue Recognition*. SAB 104 clarifies application of U.S. generally accepted accounting principles to revenue transactions. Under certain circumstances, the Company recognizes revenue in accordance with the provisions of Statement of Financial Accounting Standards No. 139 and American Institute of Certified Public Accountants Statement of Position 00-2 (collectively referred to as "SOP 00-2"). The Company recognizes revenue when the earnings process is complete. That is, when the arrangements of the goods are documented, the pricing becomes final and collectability is reasonably assured. An allowance for bad debt is provided based on estimated losses.

Revenue is recognized when a product is delivered or shipped to the customer and all material conditions relating to the sale have been substantially performed.

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In addition, within the Company's operations as a whole, the Company derives part of its revenues from the sale of downloadable software products. The Company recognizes software revenue for software products and related services in accordance with ASC 985-605, *Software Revenue Recognition*. The Company recognizes revenue when persuasive evidence of an arrangement exists (generally a purchase order), the Company has delivered the product, the fee is fixed or determinable and collectability is probable. In some situations, the Company receives advance payments from the Company's customers. The Company defers revenue associated with these advance payments until the Company ships the products or offers the support.

#### RESEARCH AND DEVELOPMENT

The Company's research and development costs consist of direct production costs, including labor directly associated with the development of projects and outside consultants, and indirect costs such as those associated with facilities use. For labor costs and costs of outside consultants, the Company records the research and development costs as a reduction against either personnel costs or professional fees. For facilities leasing related expenses, the Company records the research and development costs as a reduction against rent. For the nine months ended September 30, 2016 and 2015, the Company recognized \$149,358 and \$205,555, respectively, in research and development costs.

### STOCK-BASED COMPENSATION

The Company recognizes share-based compensation in accordance with ASC 718, *Compensation – Stock Compensation*, using the modified prospective method. ASC 718 requires that the Company measure the cost of the employee services received in exchange for an award for equity instruments based on the grant-date fair value and to recognize this cost over the requisite service period. See Note 11.

# **EARNINGS (LOSS) PER SHARE**

The Company follows the guidance of ASC 260, *Earnings Per Share*, to calculate and report basic and diluted earnings per share ("EPS"). Basic EPS is computed by dividing income available to common stockholders by the weighted average number of shares of common stock outstanding for the period. Diluted EPS is computed by giving effect to all dilutive potential shares of common stock that were outstanding during the period. For the Company, dilutive potential shares of common stock consist of the incremental shares of common stock issuable upon the exercise of stock options and warrants for all periods, convertible notes payable and the incremental shares of common stock issuable upon the conversion of convertible preferred stock.

When discontinued operations, extraordinary items, and/or the cumulative effect of an accounting change are present, income before any of such items on a per share basis represents the "control number" in determining whether potential shares of common stock are dilutive or anti-dilutive. Thus, the same number of potential shares of common stock used in computing diluted EPS for income from continuing operations is used in calculating all other reported diluted EPS amounts. In the case of a net loss, it is assumed that no incremental shares would be issued because they would be anti-dilutive. In addition, certain options and warrants are considered anti-dilutive because the exercise prices were above the average market price during the period. Anti-dilutive shares are not included in the computation of diluted EPS, in accordance with ASC 260-10-45-17.

The calculations of net loss per share for the nine months ended September 30, 2016 and 2015 excluded the impact of the following potential common shares as their inclusion would be anti-dilutive.

For the Nine Months Ended September 30	2016	2015
Shares Issuable Upon Exercise of Outstanding Warrants	100,000	4,150,000
Shares Issuable Upon Conversion of Outstanding Convertible Note Payables	189,554,683	24,500,000
Total weighted average anti-dilutive potential common shares	189,654,683	28,650,000

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DISCONTINUED OPERATIONS

On May 5, 2011, Findex entered into a Software Product Line Purchase Agreement with WORDsearch Corp., L.L.C. In accordance with the Software Product Line Purchase Agreement, WORDsearch agreed to acquire from Findex all of the assets associated with the QuickVerse® product line which centered around Findex's industry-leading Bible-study software program. The specific assets conveyed include, among others, the underlying software source code, registered trade names, and existing product inventories. As a result, the Company has classified any associated liabilities as well as all expenses directly related to the QuickVerse® product line as discontinued operations for the nine months ended September 30, 2016 and 2015. See Note 14.

RECENT ACCOUNTING PRONOUNCEMENTS

At September 30, 2016, there were no recent accounting pronouncements that the Company believed would have a material impact on its condensed consolidated financial statements.

**NOTE 2 – GOING CONCERN** 

The accompanying condensed consolidated financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America, which contemplates the Company's continuation as a going concern. However, as of September 30, 2016, the Company had negative working capital of \$2,750,885 and had an accumulated deficit of \$6,178,134. These factors raise substantial doubt about the Company's ability to continue as a going concern. Management has taken several actions in an attempt to mitigate this risk. These actions include capital raising initiatives involving the issuance of equity and/or notes payable to investors, as well as cash conservation initiatives involving the issuance of equity and/or notes payable to employees and related parties. The accompanying condensed consolidated financial statements do not include any adjustments related to these uncertainties.

**NOTE 3 – INVENTORIES** 

Inventories consisted of the following:

September December 30, 2016 31, 2015

Raw materials	\$24,359	\$24,753
Finished goods	1,778	4,364
Reserve for obsolete inventory	(2,279)	(9,320)
Inventories	\$23,858	\$19,797

### NOTE 4 – INVESTMENT IN UNCONSOLIDATED INVESTEE

On September 14, 2016, the Company entered into a certain operating agreement pursuant to which we became the holder of (what currently constitutes) a roughly 25% equity (membership) interest in a newly formed, closely held private Florida limited liability company joint venture, Advanced Nanofibers LLC ("Advanced"). The membership interest in Advanced was acquired in exchange for a capital contribution in cash by us to Advanced in the amount of \$1,000 (together with certain going-forward non-cash contributions). Advanced was otherwise capitalized with contributions in cash totaling \$3,000 by two other parties to the operating agreement, Nanotech Fibers LLC and EnVont, LLC, both Florida limited liability companies. Advanced is comprised of three entity members, including the Company, Nanotech Fibers LLC, and EnVont, LLC. The Company's president and chief executive officer currently holds a 18.75% equity interest in Nanotech Fibers LLC through a closely held private Florida limited liability company, August Center Street Holdings LLC. August Center Street Holdings is owned 75% by the Company's president and chief executive officer and 25% by the Company's general counsel. As of September 30, 2016, there was no other material transactional activity associated with this joint venture.

### **NOTE 5 – PROPERTY AND EQUIPMENT**

Property and equipment consisted of the following:

	September	December
	30, 2016	31, 2015
Office equipment	\$3,466	\$3,466
Warehouse equipment	76,339	76,339
Computer equipment	8,708	8,708
Research lab	10,334	_
Less: accumulated depreciation	(71,964)	(58,519)
Property and equipment	\$26,883	\$29,994

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For the nine months ended September 30, 2016 and 2015, the Company recorded depreciation expense of \$13,446 and \$13,095, respectively. For the nine months ended September 30, 2016, the Company invested \$10,334 in building out a new research lab within our corporate headquarters located in the Lake Park, Florida. The new research lab will replace the research lab located in Daytona Beach, Florida which was relocated in July 2016. See Note 12.

### **NOTE 6 - INTANGIBLE ASSETS**

The Company's intangible assets consist of patents and patents pending acquired from third parties, and are recorded at cost. The Company amortizes the costs of its intangible assets over their estimated useful lives unless such lives of approximately 11 years. Patents pending are not amortized until the patents are issued. Amortizable intangible assets are tested for impairment based on undiscounted cash flows and, if impaired, written down to fair value based on either discounted cash flows or appraised values. Intangible assets with indefinite lives are tested for impairment, at least annually, and written down to fair value as required.

The Company's intangible assets, net of accumulated amortization consisted of the following:

Patents and/or software licenses, net	September	December
Patents and/or software needses, net	30, 2016	31, 2015
Cost	\$697,955	\$697,955
Amortization	(376,715)	(341,081)
Net intangible assets	\$321,240	\$356,874

The Surface Modification Technologies assets include a patent, a patent pending, trade secret technology, instructions, manuals and materials on certain manufacturing processes and know-how. For the nine months ended September 30, 2016 and 2015, the Company recorded amortization expense of \$35,634 and \$35,635, respectively.

#### NOTE 7 – GOODWILL IMPAIRMENT LOSS

For the nine months ended September 30, 2015, the Company recognized \$1,433,465 of goodwill impairment expense related to the Findex legacy software segment which is no longer being actively pursued. The Company tests goodwill for impairment as required by ASC 350, *Goodwill and Other Intangible Assets*. Goodwill is not amortized, but instead tested for impairment at the reporting unit level at least annually and more frequently upon occurrence of certain events.

# NOTE 8 – NOTES PAYABLE AND NOTES PAYABLE - RELATED PARTIES

Notes payable consisted of the following:

	As of	As of
	September	December
	30, 2016	31, 2015
Notes payable	\$441,283	\$366,283
Notes payable, related parties	1,993,663	709,000
Total	\$2,434,946	\$1,075,283

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Notes payable to non-related parties consisted of the following:

As of As of September December 30, 2016 31, 2015 Note payable to a former shareholder, past due as of January 2012, together with accrued (a) \$28,783 \$28,783 interest at 5% APR and interest on overdue principal accruing at 10% APR. Note payable to a shareholder, past due as of August (b) 1, 2015, 300,000 300,000 together with accrued interest at 10% APR. 7,500 7,500 Note (c) payable to a shareholder, payable

upon demand, together with imputed interest only, as applicable. Note payable to a shareholder, past due as of October 6, 2015, together with a fixed interest (d) 20,000 20,000 payment of \$2,000, and convertible at \$0.01 per share of common stock. Note payable to an investor due as of September 2016, together with accrued (e) 10,000 interest at 10% APR, and convertible at \$0.02 per share of common stock.

```
Note
payable
to a
shareholder,
past due
as of
April
23,
2016,
together
with a
fixed
interest (f)
               10,000
payment
of
$1,000,
and
convertible
at
$0.005
per
share of
common
stock.
Note
payable
to an
investor
due as
of
January
20,
2017,
together
with
accrued (g)
              25,000
interest
at 10%
APR,
and
convertible
at $0.01
per
share of
common
stock.
Note
              50,000
        (i)
payable
to an
investor
due as
```

of March 4, 2017, together with accrued interest at 10% APR, and convertible at \$0.01 per share of common stock.

Total \$441,283 \$366,283

As of September 30, 2016, the Company had outstanding a past due note payable (b) to a shareholder in the amount of \$300,000. A previously outstanding note payable to the same party, that had contained a conversion feature in the amount of \$250,000, pre-dated this note. However, in March 2015, the Company entered into a loan modification agreement which provided that the original note, along with the attendant conversion feature, be cancelled, and that a replacement note to be issued in its stead at an upwardly adjusted principal amount of \$300,000, but without any associated conversion feature. In accordance with ASC 470-50-40, the Company deemed the transaction for accounting purposes to be a debt extinguishment due to the substantially different terms, and, as a result, recorded a gain on debt settlement of \$200,000. For the nine months ended September 30, 2016, the Company recognized a debt discount of \$9,900 associated with two notes payable as they each carried a beneficial conversion feature. This debt discount has been fully amortized to interest expense for the nine months ended September 30, 2016. See Note 10.

At September 30, 2016, the Company was in arrears on the unsecured term note payable (a) to a former shareholder, the unsecured term note payable (b) to a current shareholder, the convertible term note payable (d) to another current shareholder and the convertible note payable (f) to a third current shareholder. On April 12, 2016, the Company repaid and retired a \$10,000 note to a private investor together with \$1,000 in then-accrued interest (\$11,000 total). On September 9, 2016, a private investor of a convertible note payable (e) opted to convert the note payable plus accrued interest totaling \$10,456 into 2,613,963 shares of common stock. The Company repriced the original conversion of \$0.02 per share to \$0.004 per share which resulted in a loss on conversion in the amount of \$13,593. See Note 9.

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# NOTES PAYABLE RELATED PARTIES

Notes payable, related parties consisted of the following:

	As of September 30, 2016	As of December 31, 2015
Note payable to a former officer, director and significant shareholder of EcoSmart Surface and Coatings		, , ,
Technology, Inc. prior to the Company's merger	\$239,000	\$239,000
with such firm in July 2014, past due as of August 3, 2016 together with imputed interest only, as applicable. Note payable to a company controlled by an outside director (also a shareholder), due		
on demand (b) together with accrued interest at 4.5% APR, and convertible at \$0.01 per share of common stock.	60,000	60,000
Note payable to the Company's outside general counsel (also a shareholder), due on demand together with accrued interest at 4.5% APR, and	150,000	150,000

convertible at \$0.01 per share of common stock. Note payable to an outside director (also a shareholder), due on demand 30,000 30,000 together with (d) accrued interest at 4.5% APR, and convertible at \$0.01 per share of common stock. Note payable to the Company's outside general counsel (also a shareholder), due on demand (e) 120,000 120,000 together with accrued interest at 4.5% APR, and convertible at \$0.007 per share of common stock. Note payable to the Company's outside general counsel (also a shareholder), due on demand (f) 10,000 10,000 together with accrued interest at 12% APR, and convertible at \$0.008 per share of common stock. 100,000 Note payable to a (g) 100,000 related party investor (by virtue of shareholding percentage, both actual and on an as-converted basis), due November 13, 2018 together with accrued interest at 10% APR, and convertible at

\$0.01 per share of common stock. Note payable to a related party investor (by virtue of shareholding percentage, both actual and on an as-converted 100,000 basis), due March (h) 18, 2019 together with accrued interest at 10% APR, and convertible at \$0.01 per share of common stock. Note payable to a related party investor (by virtue of shareholding percentage, both actual and on an as-converted basis), due May 50,000 (i) 12, 2019 together with accrued interest at 10% APR, and convertible at \$0.01 per share of common stock. Note payable to a related party investor (by virtue of shareholding percentage, both actual and on an as-converted basis), due June 7, (j) 200,000 2019 together with accrued interest at 10% APR, and convertible at \$0.01 per share of common stock. Note payable to a (k) 300,000 related party investor (by virtue of shareholding percentage, both

actual and on an as-converted basis), together with accrued interest at 10% APR on drawn-down-upon funds only (\$25,000 as of September 30, 2016). Note payable to an outside director (also a shareholder), due on demand together with 55,500 (1) accrued interest at 4.5% APR, and convertible at \$0.007 per share of common stock. Note payable to an outside director (also a shareholder), due on demand together with 20,500 (m) accrued interest at 4.5% APR, and convertible at \$0.007 per share of common stock. Note payable to the Company's president and chief executive officer (also a shareholder), due on demand (n) 349,329 together with accrued interest at 4.5% APR, and convertible at \$0.007 per share of common stock. Note payable to 134,604 (o) the Company's controller who is also a shareholder, which note is due

on demand together with interest at 4.5% APR, and convertible at \$0.007 per share of common stock. Note payable to the Company's vice president of research and development (also a shareholder), due on demand 49,000 (p) together with accrued interest at 4.5% APR, and convertible at \$0.007 per share of common stock. Note payable to an independent contractor (also a shareholder), which note payable is due on (q) 25,700 demand together with interest at 4.5% APR, and convertible at

\$1,993,633 \$709,000

\$0.007 per share of common stock.

Total

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As of September 30, 2016, no principal payments had been made on note (a).

Notes (b), (d) and (l) reflect amounts due to a single outside director of the Company, who is also a shareholder, based on such director having (i) made certain vendor obligation payments directly on behalf of and for the benefit of the Company, (ii) having advanced certain funds to the Company at various dates for general working capital purposes, and (iii) having accrued director's fees earned through September 15, 2016. In addition, the Company has recorded accounts payable, related parties, in the amount of \$37,521 to the holder of notes (b), (d) and (l).

Notes (c) and (e) reflect payment obligations owed to the Company's outside general counsel for legal services incurred by the Company for the years ended December 31, 2015 and 2014.

Note (f) reflects a convertible debt investment made by the Company's outside general counsel to the Company.

Notes (g), (h), (i), and (j) reflect repayment obligations to a significant shareholder for convertible debt investments made from time to time as indicated.

Note (k) reflects an amount owed to the same significant shareholder to whom the obligations for notes (g), (h), (i), and (j) are owed and who, separately, advanced funds for the benefit of the Company to be drawn down upon as needed for working capital. Under the terms of the credit arrangement, any use of the proceeds will incur interest at 10% APR. As of September 30, 2016, the Company had drawn down upon and had outstanding \$25,000 of such funds. As of the date of this filing, the Company had drawn down upon and had outstanding \$125,000 of such funds.

Note (m) reflects amounts due to an outside director, who is also a shareholder, for accrued director's fees earned through September 15, 2016.

Note (n) reflects amounts due to the Company's president and chief executive officer, who is also a shareholder, for previously accrued base salary.

Note (o) reflects amounts due to the Company's controller, who is also a shareholder, for previously accrued base salary.

Note (p) reflects amounts due to the Company's vice president of research and development, who is also a shareholder, for previously accrued wages.

Note (q) reflects amounts due to an independent contractor who was President of one of EcoSmart's divisions prior to the merger with EcoSmart and a current shareholder of the Company, for past earnings. See Note 13.

For the nine months ended September 30, 2016, the Company received proceeds from the issuance of convertible notes payable in the amount of \$95,000 and an additional \$650,000 from the issuance of convertible notes payable to related parties (total \$745,000).

### NOTE 9 - LOSS ON CONVERSION OF NOTE PAYABLE

On September 9, 2016, an investor holding a convertible note elected to convert such note, together with all then-accrued interest, totaling \$10,456 into 2,613,963 shares of common stock. In connection with such election, the Company repriced the original conversion of \$0.02 per share to \$0.004 per share, which resulted in an accounting loss upon such conversion. The Company consequently recognized a loss of \$13,593 and included it in Loss on conversion of note payable on our condensed consolidated Statement of Operations for the nine months ended September 30, 2016. See Note 8.

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### NOTE 10 - GAIN ON DEBT SETTLEMENT

In March 2015, the Company recognized a gain on debt settlement in the amount of \$200,000. This gain is a result of entering into a loan modification agreement with a shareholder that had held an outstanding convertible note agreement in the amount of \$250,000 carrying a conversion feature that had the accounting effect of increasing the derivative liability associated with the obligation from \$250,000 to \$500,000. The loan modification called for the original convertible note payable (\$250,000), along with the conversion feature (\$250,000), dated July 2014 to be

cancelled. In addition, the loan modification called for a replacement note payable to be entered into at the adjusted principal amount of \$300,000, total, but without any conversion feature exercisable on the part of the holder. All other terms of the original note agreement remained unchanged. As a result, the Company recognized a net gain of \$200,000, and has treated it as a gain from extinguishment of debt and included it in Gain on debt settlement on our condensed consolidated Statement of Operations for the nine months ended September 30, 2015. See Note 8.

# NOTE 11 – STOCKHOLDERS' EQUITY (DEFICIT)

In June 2016, an investor purchased from the Company 3,500,000 restricted shares of common stock at a price of \$0.006 per share, which resulted in proceeds of \$21,000 to the Company.

In September, 2016, a holder of a convertible note issued by the Company elected to convert such note, together with all then-accrued interest, totaling \$10,456 into 2,613,963 shares of common stock. In connection with such election, the Company repriced the original conversion of \$0.02 per share to \$0.004 per share which resulted in an accounting loss upon such conversion in the amount of \$13,593. See Notes 8 and 9.

In September, 2016, the Company entered into an independent contractor agreement with an individual to provide business development related services. The agreement calls for the independent contractor to be paid at an hourly rate of \$100, half of which is payable in cash and half of which is payable in restricted shares of Company common stock, such shares to be valued at the closing price of the Company common stock on the relevant service day(s). During September 2016, the Company committed to issue 71,808 shares of common stock to the independent contractor for the business development services that were then provided. See Note 15.

### COMMON STOCK WARRANTS

The Company did not issue any warrants for the nine months ended September 30, 2016. For the nine months ended September 30, 2015, the Company issued warrants to individuals in connection with certain Company common stock

subscriptions. Each such warrant enabled the holder to purchase up to an additional 100,000 (4,150,000 in total) shares of common stock (beyond their otherwise subscribed-for shares) for a period of up to one year at an exercise price of \$0.10 per share. During the nine months ended September 30, 2016 and 2015, none of such warrants were exercised. Thirteen warrants, exercisable in the aggregate for a total of 4,150,000 shares of common stock, expired prior to exercise during the nine months ended September 30, 2016. As of September 30, 2016, there were 100,000 warrants outstanding.

### **NOTE 12 – COMMITMENTS AND CONTINGENCIES**

The Company is subject to legal proceedings and claims that may arise in the ordinary course of business. In the opinion of management, the amount of potential liability the Company is likely to be found liable for otherwise incur as a result of these actions is not so much as would materially affect the Company's financial condition.

In July, 2014, the Company entered into an employment agreement with the Company's president and chief executive officer. The agreement provides for a base annual salary of \$162,500, a term of three (3) years, and contains a provision for an incentive-based cash bonus equal to one and one half percent (1.5%) of free cash flow (as calculated pursuant to a stated formula) up to a maximum of \$500,000 for any single fiscal year. As of September 30, 2016, and 2015 no amounts for bonuses had been earned or accrued under this provision. In addition to the bonus provision and the annual base salary, the employment agreement provides for payment of previously accrued base salary in the amount of \$27,082 and vested deferred vacation compensation in the amount of \$12,501 as of September 30, 2016 and are included in accrued payroll. The agreement further provides for severance compensation equal to the then base salary until the expiration of the term of the agreement. There is no severance compensation in the event of voluntary termination or termination for cause.

In March, 2015, the Company entered into an employment agreement with our vice president of research and development. Among other terms and provisions, the employment agreement provides specific executive-level responsibilities for a term of 3 years, unless otherwise extended or terminated by either party, either for cause, without cause, due to disability or death, or voluntarily. During the term of the employment agreement, and in addition to certain benefits, expense coverage and severance compensation, our vice president of research and development is entitled to a base annual salary of not less than \$120,000, as well as a royalty of 5% of the gross revenue, net of returns, for all revenues generated by products relying on the intellectual property assigned to the Company. For the nine months ended September 30, 2016 and 2015, the Company has made payments to a company owned by our Vice President of Research and Development under these arrangements. As of September 30, 2016, the Company has accrued approximately \$9,420 in accrued royalties under this agreement. See Notes 8 and 13.

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The Company occupies an office building for its corporate headquarters located in Lake Park, Florida. In January 2015, the Company renewed a lease agreement with a shareholder for this 8,560 square foot facility under a five year lease agreement ending December 31, 2019 with an option to renew for one successive term of five years at the then current occupancy rates. The monthly rent, including sales and use taxes, is \$7,105. In accordance with the terms of the leasehold agreement, the Company is responsible for all utilities, repairs and maintenance.

In February 2015, the Company entered into a lease agreement for a research facility located in Daytona Beach, Florida. The Company leases this 3,200 square foot facility under a month-to-month lease agreement ending on December 31, 2016. The monthly rent, including sales and use taxes, is \$2,929. In accordance with the terms of the leasehold agreement, we are responsible for all utilities, repairs and maintenance. In June 2016, the Company provided notice that we were terminating this lease agreement effective July 31, 2016. There were no termination fees incurred due to the lease being a month to month lease agreement. As of September 30, 2016, the Company has accrued \$7,891 for past rent owed less a deposit of \$2,500 (total \$5,391). The Company has since relocated all property and equipment as well as all personnel previously occupying this facility to our corporate headquarters located in Lake Park, Florida. See Note 5.

Total rent expense for the nine months ended September 30, 2016 and 2015 for these facilities, before adjustments of reclassified facilities cost for research and development, totaled \$85,416 and \$86,963, respectively.

#### **NOTE 13 – RELATED PARTY TRANSACTIONS**

The Company's executive officers and employees, from time to time, make payments for materials and various expense items (including business related travel) in the ordinary course of business via their personal credit cards in lieu of checks drawn on Company accounts. The Company does not provide its employees or executive officers with corporate credit cards. Amounts due these officers and directors (including one of the Company's directors, the president and chief executive officer, and the controller) are included in accounts payable, related parties, on the Consolidated Balance Sheets.

As of September 30, 2016, the Company had outstanding a \$239,000 note, held by a current shareholder, which note came due on August 3, 2016. As of September 30, 2016, no principal payments had been made on this note. On October 18, 2016, and pursuant to a negotiated settlement, the Company agreed to and did pay \$17,950 to the holder of the note in exchange for a release and discharge in full. See Notes 8 and 15.

As of September 30, 2016, one of the Company's directors held three, separate convertible notes issued by the Company. These convertible notes reflect a portion of the aggregate amount that such outside director is owed by the Company for a combination of (i) certain vendor payments made by him on the Company's behalf, (ii) cash previously advanced to the Company for working capital, and (iii) director's fees earned through September 15, 2016. One of

these notes, in the face amount of \$60,000, was issued to a company controlled by the director, is due on demand, together with accrued interest at 4.5% APR, and is convertible at \$0.01 per share of common stock. Another of these notes, issued to the director personally, is in the face amount of \$30,000, is similarly due on demand, together with accrued interest at 4.5% APR, and is convertible at \$0.01 per share of common stock. The third of these notes, also issued to the director personally, is in the face amount of \$55,500, is due on demand, together with accrued interest at 4.5% and is convertible at \$0.007 per share of common stock. See Notes 8 and 15.

As of September 30, 2016, the Company's outside general counsel held three convertible notes issued by the Company. One such note reflected an amount due for legal services provided for the year ended December 31, 2014 in the amount of \$150,000. This note is payable by the Company on demand, together with accrued interest at 4.5% APR, and is convertible at \$0.01 per share of common stock. Another of these notes reflected an amount due for legal services provided for the year ended December 31, 2015 in the amount of \$120,000. This note is similarly payable on demand, together with accrued interest at 4.5% APR, and is convertible at \$0.007 per share of common stock. A third note is in the amount of \$10,000, reflects funds advanced to the Company for working capital, is due on demand, together with accrued interest at 12% APR, and is convertible at \$0.008 per share of common stock. See Note 8.

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As of September 30, 2016, the Company had issued a total of five (5) convertible notes to a certain related party investor and significant shareholder. The first such note is in the amount of \$100,000, is due on November 13, 2018, together with accrued interest at 10% APR, and is convertible at \$0.01 per share of common stock. The second such note is also in the amount of \$100,000, is due on March 18, 2019, together with accrued interest at 10% APR, and is convertible at \$0.01 per share of common stock. The third such note is in the amount of \$50,000, is due on May 12, 2019, together with accrued interest at 10% APR, and is convertible at \$0.01 per share of common stock. The fourth such note is in the amount of \$100,000, is due on June 7, 2019, together with accrued interest at 10% APR, and is convertible at \$0.01 per share of common stock. And the fifth such note is in the amount of \$300,000 and represents funds deposited as collateral by the investor for a credit line to be drawn down upon by the Company for working capital, and any such use of which will incur interest on drawn funds calculated at 10% APR. See Note 8.

As of September 30, 2016, one of the Company's directors held one convertible note issued by the Company in the face amount of \$20,500 (for director's fees earned through September 15, 2016), which note is due on demand, together with accrued interest at 4.5%, and is convertible at \$0.007 per share of common stock. See Note 8.

As of September 30, 2016, the Company's president and chief executive officer held one convertible note issued by the Company representing previously accrued base salary in the amount of \$349,329. The note payable is due on demand, together with accrued interest at 4.5%, and is convertible at \$0.007 per share of common stock. See Note 8.

As of September 30, 2016, the Company's controller held one convertible note issued by the Company representing previously accrued base salary in the amount of \$134,604. The note payable is due on demand, together with accrued interest at 4.5%, and is convertible at \$0.007 per share of common stock. See Note 8.

As of September 30, 2016, the Company's vice president of research and development held one convertible note representing previously accrued base salary in the amount of \$49,000. The note payable is due on demand, together with accrued interest at 4.5%, and is convertible at \$0.007 per share of common stock. See Note 8.

As of September 30, 2016, an independent contractor who had been the president of one of EcoSmart's divisions prior to the merger with the Company, who is also shareholder of the Company, held one convertible note representing accrued earnings in the amount of \$25,700. The note payable is due on demand, together with accrued interest at 4.5%, and is convertible at \$0.007 per share of common stock. See Note 8.

As of September 30, 2016, the Company had entered into an operating agreement pursuant to which it had become the holder of an approximately 25% equity interest in a closely held private Florida limited liability company, Advanced Nanofibers LLC ("Advanced"). Advanced is comprised of three entity members, including the Company, Nanotech Fibers LLC, and EnVont, LLC. The Company's president and chief executive officer currently holds a 18.75% equity interest in Nanotech Fibers LLC through a closely held private Florida limited liability company, August Center Street

Holdings LLC. August Center Street Holdings is owned 75% by the Company's president and chief executive officer and 25% by the Company's general counsel.

During the nine months ended September 30, 2016 and 2015, the Company recorded revenue for sales to shareholders in the amount of \$60,757 and \$14,509, respectively. For the nine months ended September 30, 2016, one shareholder accounted for approximately 16% of Company revenue and, as a group, the sales to shareholders accounted for approximately 23% of Company revenues. These revenues are recorded as revenue, related party on the Company's Condensed Consolidated Statements of Operations.

### **NOTE 14 - DISCONTINUED OPERATIONS**

On May 5, 2011, Findex entered into a certain Software Product Line Purchase Agreement to sell Findex's QuickVerse® product line to WORDsearch Corp., L.L.C. In accordance with the Software Product Line Purchase Agreement, WORDsearch agreed to acquire from Findex all of the assets associated with its QuickVerse® product line for \$975,000 in cash at closing and the assumption of up to \$140,000 of Findex's then-existing liabilities at closing.

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On June 30, 2011, closing of the asset sale transaction governed by the Software Product Line Purchase Agreement, which had been transitional in nature and ongoing through approximately the end of April, 2012, commenced. As one of the initial parts of the closing, on July 1, 2011 WORDsearch assumed possession of the physical assets conveyed in the transaction as well as control and responsibility of the business operations related to the QuickVerse® product line, including, among many other things, the receipt of revenues for sales in exchange for partial payment of the cash portion of the purchase price being paid to Findex. On April 13, 2012, Findex determined that the final closing conditions under the Software Product Line Purchase Agreement had been met, which meant that Findex was able to deliver to WORDsearch the last in a series of officer's certificates required thereunder. Having delivered such certificate to WORDsearch on April 13, 2012, the sale of the QuickVerse® product line to WORDsearch was complete.

As a result of the decision to sell the QuickVerse® product line, the Company has classified the QuickVerse® product line as discontinued operations for the six months ended September 30, 2016 and 2015. The Company has recorded the remaining class of liabilities for the QuickVerse® product line as presented below:

Other current liabilities from discontinued operations: September December 30, 2016 31, 2015

Accrued royalties \$114,368 \$114,368

Other current liabilities from discontinued operations \$114,368 \$114,368

### **NOTE 15 – SUBSEQUENT EVENTS**

In October 2016, the Company paid \$17,950 to a related party note holder and current shareholder in exchange for the release and discharge in full of a Company note in the amount of \$239,000, which had come due August 3, 2016. As a result of this negotiated settlement with the related party, the Company will recognize a contribution of capital of \$221,050 for the year ended December 31, 2016. See Note 8.

In October 2016, the Company issued a convertible note payable in the amount of \$20,000 to the son of an outside director and shareholder based on such director having advanced funds equal to such amount to the Company at various dates for general working capital purposes. The note payable is due on demand, together with accrued interest at 4.5% APR, and is convertible at \$0.005 per share of common stock. See Notes 8 and 13.

In October 2016, an investor subscribed for and purchased from the Company a total of 1,000,000 restricted shares of Company common stock at a price of \$0.01 per share, which sale resulted in proceeds of \$10,000 to the Company.

In October 2016, the Company retired for cash a \$10,000 convertible note that had come due April 23, 2016 that had been held by an investor and shareholder. See Note 8.

In October, 2016, the Company committed to issue 769,383 restricted shares of Company common stock to an independent contractor for certain business development services previously provided. The agreement with the independent contractor calls for the contractor to be paid at an hourly rate of \$100, half of which is payable in cash and half of which is payable in restricted shares of Company common stock, such shares to be valued at the closing price of Company common stock on the relevant service day(s). In addition, the Company committed to issue 596,793 restricted shares of common stock to the independent contractor for business development services that were provided from November 1, 2016 through the date of this filing, November 21, 2016. See Note 8.

In November 2016, an investor subscribed for and purchased from the Company a total of 1,000,000 restricted shares of Company common stock at a price of \$0.01 per share, which sale resulted in proceeds of \$10,000 to the Company.

In November 2016, the three entity members of Advanced, with unanimous written consent, resolved to grant a membership interest in Advanced equal to one half percent (0.5%) to an individual in exchange for introductory and other services to be rendered in connection with the cementitious industry. The individual is also a shareholder of the Company. As such, the Company's equity interest in Advanced changed from 25% to 24.875%.

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# ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS.

### **Cautionary Statement Regarding Forward-Looking Statements**

Certain statements made in this Quarterly Report on Form 10-Q are "forward-looking statements" (within the meaning of the Private Securities Litigation Reform Act of 1995) regarding the plans and objectives of management for future operations. Such statements involve known and unknown risks, uncertainties and other factors that may cause actual results, performance or achievements of Findex.com, Inc. ("we", "us", "our" or the "Company") to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. The forward-looking statements included herein are based on current expectations that involve numerous risks and uncertainties. The Company's plans and objectives are based, in part, on assumptions involving the continued expansion of business. Assumptions relating to the foregoing involve judgments with respect to, among other things, future economic, competitive and market conditions and future business decisions, all of which are difficult or impossible to predict accurately and many of which are beyond the control of the Company. Although the Company believes its assumptions underlying the forward-looking statements are reasonable, any of the assumptions could prove inaccurate and, therefore, there can be no assurance the forward-looking statements included in this Quarterly Report will prove to be accurate. In light of the significant uncertainties inherent in the forward-looking statements included herein, the inclusion of such information should not be regarded as a representation by the Company or any other person that the objectives and plans of the Company will be achieved.

This information should be read in conjunction with our unaudited condensed consolidated financial statements and the notes thereto included in Item 1 of Part I of this quarterly report, and our audited financial statements and the notes thereto and our Management's Discussion and Analysis of Financial Condition and Results of Operation contained in our annual report on Form 10-K for the fiscal year ended December 31, 2015.

# **Description of Business**

Findex.com, Inc. ("Findex," the "Company," "we," "us," or "our") headquarters and operations are based in Lake Park, Florida Other than two legacy businesses neither of which were material to our results of operations for the nine months ended September 30, 2016, we are a developer, manufacturer, and marketer of a proprietary line of specialty industrial glass-based smart surface coatings materials that have a broad range of industrial, commercial, and consumer applications. Our line of products center around a U.S. patented technology that, either on its own or when coupled with any of an array of available proprietary formula additives, offers a unique combination of beneficial surface properties that allow for a broad array of multi-surface and end-product applications. Among others, such applications include:

Heavy machinery, equipment and infrastructure throughout each of the construction, oil and gas, and mining industries

Marine industry, vessels and infrastructure

Industrial HVAC equipment, commercial refrigeration systems, and power generators

Energy production equipment, including solar and wind

Hardscapes

On September 14, 2016, the Company became the holder of what is currently an approximately 25% minority equity stake in a recently formed, closely-held, private limited liability company, Advanced Nanofibers LLC ("Advanced"). Advanced is comprised of three entity members, including the Company, Nanotech Fibers LLC, and EnVont, LLC. The Company's president and chief executive officer currently holds a 18.75% equity interest in Nanotech Fibers LLC through a closely held private Florida limited liability company, August Center Street Holdings LLC. August Center Street Holdings is owned 75% by the Company's president and chief executive officer and 25% by the Company's general counsel. Advanced is a Florida based nanotechnology firm focused on fundamentally broadening the industrial utilization of nanofibers and nanoparticles globally throughout a diverse range of mass-market applications. It's platform technological contributions and sustainable solutions center around (i) meaningfully proprietary, and expected-to-be revolutionary, industrially disruptive advances in the custom molecular bonding of nanofibers to application-specific nanoparticles such that the result in each case is an unparalleled, multifunctional 'super'-composite exhibiting new and meaningfully superior physical, flexural, chemical and structural properties, (ii) ultra-cost-efficient production capabilities at scale, and (iii) the application of internally-developed breakthrough environmental safety advances throughout the handling and production process of its potentially hazardous materials. Its nanoparticle bonded nanofibers mark a new age in polymeric-based advanced composites. Based on their fundamental composition, Advanced is able to produce these materials in a virtually limitless array of industrial application-specific varieties, to be used either alone or in conjunction with other fibers and materials, making nanoparticle bonded nanofibers an ideal host for a variety of advanced composites. With the Company president and chief executive officer, Steven Malone, serving as a managing director of Advanced concurrently with his position within the Company, management is increasingly devoting its time, and increasingly allocating the Company's human and financial resources, to the planning and operations of Advanced.

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### **Management Overview**

A key focus of management during the nine months ended September 30, 2016 centered on increasing sales with our current resellers and distributors but also through the addition of resellers and distributors in specific vertical markets such as heavy equipment, industrial HVAC equipment, interior floor coatings and exterior hardscape coatings. In addition, management continued exploring and building relationships with potentially key strategic business partners, investors, and potential additional distributors and/or resellers of our products. Each of the strategic sell-side relationships were pointedly pursued in order to establish, further develop, and/or expand our existing customer base within certain of our most aggressively targeted verticals. For this period, and for the indefinite future, management is committed to securing and solidifying foundational relationships within each of its heavy equipment, interior/hardscape, solar, oil, gas and mining, HVAC, and marine markets, and intends to allocate its financial and human resources accordingly.

During the period ended September 30, 2016, management remained focused on three primary areas identified as keys to the near-term viability, growth and prosperity of EcoSmart. One area is revenue generation, as effected through the formalization of various distribution and licensing relationships that the Company has been pursuing over time. A second area is the maximization of cash flow and return on existing assets, as effected through the refinement of internal production operations and throughput efficiencies. The third other area is corporate finance, and specifically the raising of capital necessary to bridge shortfalls in available cash, for both operational and capital investment purposes, through to the point, if at all, at which working capital and cash reserve levels are sufficient to be self-sustaining.

In addition, management consolidated our facilities by relocating our research and development lab in Daytona Beach, Florida to our recently built-out research lab in our Lake Park, Florida facility that separately occupies our corporate offices. The relocation is intended and expected to not only reduce overhead and travel expenses but also to facilitate enhanced collaboration between research and development, on the one hand, and production operations, on the other, in connection with a variety of existing markets we are pursuing as well as a variety of potentially new markets we are currently exploring.

In August 2016, management also entered into a manufacturing and distribution joint venture agreement that affords us the opportunity to commercially exploit a certain proprietary, rubber-glass fusion coating technology/material through a combination of product manufacturing and global/worldwide distribution, marketing, and sales. Management believes this technology and the associated product lines strategically align with the markets into which we have already begun to establish relationship inroads in terms of distributors and resellers.

On September 14, 2016, and for a nominal cash investment of \$1,000, the Company became the holder of what is currently an approximately 25% minority equity stake in a recently formed, closely-held, private limited liability company, Advanced Nanofibers LLC ("Advanced"). Advanced is a Florida based nanotechnology firm focused on fundamentally broadening the industrial utilization of nanofibers and nanoparticles globally throughout a diverse

range of mass-market applications. It's platform technological contributions and sustainable solutions center around (i) meaningfully proprietary, and expected-to-be revolutionary, industrially disruptive advances in the custom molecular bonding of nanofibers to application-specific nanoparticles such that the result in each case is an unparalleled, multifunctional 'super'-composite exhibiting new and meaningfully superior physical, flexural, chemical and structural properties, (ii) ultra-cost-efficient production capabilities at scale, and (iii) the application of internally-developed breakthrough environmental safety advances throughout the handling and production process of its potentially hazardous materials. Its nanoparticle bonded nanofibers mark a new age in polymeric-based advanced composites. Based on their fundamental composition, Advanced is able to produce these materials in a virtually limitless array of industrial application-specific varieties, to be used either alone or in conjunction with other fibers and materials, making nanoparticle bonded nanofibers an ideal host for a variety of advanced composites. With the Company president and chief executive officer, Steven Malone, serving as a managing director of Advanced concurrently with his position within the Company, management is increasingly devoting its time, and increasingly allocating the Company's human and financial resources, to the planning and operations of Advanced.

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Since the acquisition of its interest in Advanced, an aggressive push has been underway towards the commencement of Advanced's principal production operations, both in EcoSmart's Lake Park, FL manufacturing facility, and in Greenville, SC, at a plant operated by Hitachi's High Technologies Group. Through a developing, multi-party relationship with Hitachi, Advanced will be producing, and, independently, globally marketing, a broad array of enhanced, manufacture-ready, proprietary and customized industrial materials based on a blend of nanofibers and microfibers infused with application-specific nanoparticles. The inclusion within finished goods of these types of materials is expected by Company management to fundamentally reshape a variety of core, global industrial segments over time, including cement, plastics, textiles, filtration and insulation. Concurrent with its readying of production operations, and with a near-term focus on the U.S. domestic cement industry, Advanced has also recently begun aggressively pursuing sales opportunities in this multi-billion dollar vertical.

At this time, near-term liquidity poses a continuous challenge to us and is expected to continue to do so for the foreseeable future. Moreover, the need to find ways to stretch our very limited economic resources places ongoing strains on our very limited human resources, particularly as sales, and the resulting need for skilled product applications personnel locally throughout various parts of the U.S., are trending upwards.

# Results of Operations for Quarters Ending September 30, 2016 and September 30, 2015

Statements of Operations for the Nine Months Ended September 30,	2016	2015	Change
Net revenues	\$269,434	\$159,204	\$110,230
Cost of sales	(83,385)	(53,227)	(30,158)
Gross profit	186,049	105,977	80,072
Sales, marketing and general and administrative expenses	(660,875)	(726,645)	65,770
Research and development	(149,358)	(205,555)	56,197
Total operating expenses	(810,233)	(932,200)	121,967
Loss from operations	(624,184)	(826,223)	202,039
Other expenses, net	(87,883)	(43,515)	(44,368)
Loss on conversion of note payable	(13,593)	_	(13,593)
Gain on debt settlement	_	200,000	(200,000)
Impairment loss of Findex legacy software segment	_	(1,433,465)	1,433,465
Loss before income taxes	(725,660)	(2,103,203)	1,377,543
Income tax (provision)			