

Edgar Filing: MEDIX RESOURCES INC - Form 10-Q

MEDIX RESOURCES INC  
Form 10-Q  
May 15, 2002

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

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE  
ACT OF 1934 FOR THE QUARTERLY PERIOD ENDED MARCH 31, 2002

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

Commission File Number: 0-24768

MEDIX RESOURCES, INC.  
(Exact name of issuer as specified in its charter)

Colorado 84-1123311  
(State or other jurisdiction of incorporation or organization) (I.R.S. Employer  
Identification No.)

420 Lexington Avenue, Suite 1830 New York, New York 10170  
(Address of principal executive offices) (Zip Code)

(212) 697-2509  
(Issuer's telephone number, including area code)

Indicate by check mark whether the issuer (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.  Yes  No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of May 10, 2002.

<u>Common Stock, \$0.001 par value</u>	<u>59,471,124</u>
Class	Number of Shares

MEDIX RESOURCES, INC.

INDEX

Edgar Filing: MEDIX RESOURCES INC - Form 10-Q

<b>PART I.</b>	<b><u>Financial Information</u></b>	<b><u>Page No.</u></b>
	Item 1. Financial Statements	
	Consolidated Balance Sheets - March 31, 2002 (Unaudited) and December 31, 2001.....	2
	Unaudited Consolidated Statements of Operations -- For the Three Months Ended March 31, 2002 and March 31, 2001.....	3
	Unaudited Consolidated Statements of Cash Flows -- For the Three Months Ended March 31, 2002 and March 31, 2001.....	4
	Notes to Unaudited Consolidated Financial Statements.....	5
	Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.....	8
<b>PART II.</b>	<b><u>Other Information</u></b>	
	SIGNATURES.....	18
	Index to Exhibits.....	18

**MEDIX RESOURCES, INC.**

**Consolidated Balance Sheets**

	March 31, <u>2002</u> (Unaudited)	December 31, <u>2001</u>
<b>Assets</b>		
Current assets		
Cash and cash equivalents	\$ 307,000	\$ 8,000
Prepaid expenses and other	385,000	344,000
	-----	-----
Total current assets	692,000	352,000
Software development costs, net	679,000	649,000
Property and equipment, net	345,000	365,000
Intangible assets, net	1,735,000	1,735,000
	-----	-----
Total assets	\$ 3,451,000	\$ 3,101,000
	=====	=====
<b>Liabilities and Stockholders' Equity</b>		
Current liabilities		
Notes payable	\$ 81,000	\$ 158,000
Convertible note payable	1,000,000	-
Accounts payable	445,000	851,000
Accounts payable-related parties	-	166,000
Accrued expenses	431,000	450,000
Accrued payroll taxes interest and penalties	131,000	131,000
	-----	-----
Total current liabilities	2,088,000	1,756,000
	-----	-----
Stockholders' equity		

Edgar Filing: MEDIX RESOURCES INC - Form 10-Q

1996 Preferred stock, 10% cumulative convertible, \$1 par value; 488 shares authorized; 155 shares issued; 1 share outstanding.	-	-
1999 Series B convertible preferred stock, \$1 par value; 2,000 shares authorized; 1,832 shares issued; 50 shares outstanding	-	-
1999 Series C convertible preferred stock, \$1 par value; 2,000 shares authorized; 1,995 shares issued; 100 and 375 shares outstanding.	-	-
Common stock, \$.001 par value; 100,000,000 authorized; 58,386,516 and 56,651,409 issued and outstanding.	58,000	56,000
Dividends payable with common stock	7,000	7,000
Additional paid-in capital	37,035,000	35,341,000
Accumulated deficit	(35,737,000)	(34,059,000)
	-----	-----
Total stockholders' equity	1,363,000	1,345,000
	-----	-----
Total liabilities and stockholders' equity	\$ 3,451,000	\$ 3,101,000
	=====	=====

**MEDIX RESOURCES, INC.**

**Unaudited Consolidated Statements of Operations**

	For the Three Months Ended March 31, <u>2002</u>	For the Three Months Ended March 31, <u>2001</u>
Revenues	\$ 10,000	\$ 30,000
Direct costs of services	214,000	5,000
	-----	-----
Gross (loss) margin	(204,000)	25,000
	-----	-----
Software research and development costs	371,000	279,000
Selling, general and administrative expenses	890,000	1,911,000
	-----	-----
Net loss from operations	(1,465,000)	(2,165,000)
Other income	1,000	-
Interest expense	(10,000)	-
Financing costs	(203,000)	(94,000)
	-----	-----
Net loss	(1,677,000)	(2,259,000)
	-----	-----
Net loss per common share	\$ (0.03)	\$ (0.05)
	=====	=====

Edgar Filing: MEDIX RESOURCES INC - Form 10-Q

Weighted average shares outstanding	57,861,294	47,419,671
	=====	=====

**MEDIX RESOURCES, INC.**

**Unaudited Consolidated Statements of Cash Flows**

	<u>For the Three Months Ended March 31,</u>	
	<u>2002</u>	<u>2001</u>
Cash flows from operating activities		
Net loss	\$(1,677,000)	\$(2,259,000)
Adjustments to reconcile net income (loss) to net cash flows (used in) provided by operating activities		
Depreciation and amortization	80,000	110,000
Amortization of discount and warrants-convertible debt	70,000	67,000
Options and warrants issued in conjunction with stock issuance, consulting, and for litigation settlement, respectively	149,000	262,000
Net changes in current assets and current liabilities	(42,000)	88,000
	-----	-----
Net cash flows (used in) provided by operating activities	(1,420,000)	(1,732,000)
	-----	-----
Cash flows from investing activities		
Software development costs incurred	(81,000)	(164,000)
Purchase of property and equipment	(9,000)	(64,000)
	-----	-----
Net cash flows (used in) investing activities	(90,000)	(228,000)
	-----	-----
Cash flows from financing activities		
Advances received on convertible note	1,000,000	1,000,000
Payments on capital leases and debt	(77,000)	(72,000)
Proceeds from the issuance of common stock	882,000	350,000
Net proceeds from exercise of options and warrants	4,000	87,000
	-----	-----
Net cash flows provided by (used in) financing activities	1,809,000	1,365,000
	-----	-----
Net increase (decrease) in cash and cash equivalents	299,000	(595,000)
Cash and cash equivalents at beginning of period	8,000	1,007,000
	-----	-----
Cash and cash equivalents at end of period	\$ 307,000	\$ 412,000
	=====	=====

Non-cash and investing and financing activities for the three months ended March 31, 2002:

Options and warrants valued at \$17,000 for services provided.

Options valued at \$132,000 as financing costs issued to an officer for past financial support.

An accrued liability of \$590,000 for warrants earned in 2001 was satisfied by issuing the warrants.

In-the-money conversion feature on convertible debt valued at \$70,000.

Non-cash and investing and financing activities for the three months ended March 31, 2001:

## Edgar Filing: MEDIX RESOURCES INC - Form 10-Q

Conversion of 500 shares of series C preferred stock into 1,000,000 shares of common stock.  
Conversion of \$100,000 note payable into 111,111 shares of common stock.  
Financed insurance policies of \$3,000 by issuing a note payable.

### MEDIX RESOURCES, INC.

#### Notes to Unaudited Consolidated Financial Statements

##### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The consolidated financial statements are unaudited and reflect all adjustments (consisting only of normal recurring adjustments), which are, in the opinion of management, necessary for a fair presentation of the financial position and operating results for the interim periods. The unaudited consolidated financial statements as of March 31, 2002 have been derived from audited financial statements. The unaudited consolidated financial statements contained herein should be read in conjunction with the financial statements and notes thereto contained in the Company's Form 10-K for the fiscal year ended December 31, 2001. The results of operations for the three months ended March 31, 2002 are not necessarily indicative of the results for the entire fiscal year ending December 31, 2002.

##### 2. INTANGIBLE ASSETS

	<u>March 31, 2002</u>
Goodwill acquired through the Cymedix acquisition	\$ 2,369,000
Less accumulated amortization	(634,000)
	-----
	\$ 1,735,000
	=====

##### 3. EQUITY TRANSACTIONS

The Company received proceeds of \$4,000 from the exercise of stock options resulting in the issuance of 15,000 shares of common stock during the first quarter of 2002.

##### Equity Line

The Company has an Equity Line of Credit Agreement dated as of June 12, 2001, which provides that the Company can put to the provider, subject to certain conditions, the purchase of common stock of the Company at prices calculated from a formula as defined in the agreement. Under the agreement, the providers of the Equity Line of Credit have committed to advance to the Company funds in an amount of up to \$10,000,000, as requested by the Company, over a 24-month period in return for common stock issued by the Company to the providers.

During the period January to March 2002, the Company received \$882,000, net of commissions and escrow fees from Eight equity line advances, resulting in the issuance of 1,720,107 shares of common stock

### MEDIX RESOURCES, INC.

#### Notes to Unaudited Consolidated Financial Statements

## Edgar Filing: MEDIX RESOURCES INC - Form 10-Q

### Warrants

As of February 18, 2002, the Company executed a Amended and Restated Common Stock Purchase Warrant obligating the Company to issue up to 7,000,000 warrants under an agreement with a pharmacy management company for the Company's proprietary software to be interfaced with core medical service providers, in which one of the Company's audit committee members is a related party to the pharmacy management company. The agreement provides for 3,000,000 warrants with an exercise price of \$.30, 3,000,000 warrants with an exercise price of \$.50, and 1,000,000 warrants with an exercise price of \$1.75 all expiring September 8, 2004. The right to exercise the warrants are earned in increments based on certain performance criteria. At December 31, 1999, 1,000,000 of the warrants had been earned. In connection with the 1,000,000 warrants earned, the Company recorded expense of \$1,364,000 valued using the Black-Scholes option pricing model, with assumptions of 132% volatility, no dividend yield and a risk-free rate of 5.5%. No warrants were earned during 2000. During 2001, 850,000 of the warrants had been earned. In connection with the obligation to issue the 850,000 warrants earned, the Company recorded expense of \$590,000 during the third quarter of 2001 valued using the Black-Scholes option pricing model, with assumptions of 132% volatility, no dividend yield and a risk-free rate of 5.5%.

The Company has the obligation to provide 5,150,000 warrants under the Amended and Restated Common Stock Purchase Warrant in the future if the performance criteria specified are met.

### Convertible Loan

The Company entered into a secured convertible loan agreement with a Company, dated February 19, 2002, pursuant to which we borrowed \$1,000,000 from WellPoint Health Networks Inc. The loan becomes payable on February 19, 2003, if not converted into our common stock. The loan earns annual interest at a floating rate of 300 basis points over prime, as it is adjusted from time to time, which is also payable at maturity and may be converted into common stock. Conversion into common stock is at the option of either WellPoint or Medix at a contingent conversion price. The conversion price will be either (i) at the price at which additional shares are sold to other private placement investors if Medix obtains written commitments for at least an additional \$4,000,000 of equity by the close of business on September 30, 2002, from persons not affiliates of WellPoint, and if such sales are closed by the maturity date of the loan, or (ii) at a price equal to 80% of the then-current Fair Market Value (as defined below) if Medix is unable to obtain a written commitment for the additional equity investment by the close of business on September 30, 2002 or close the sales by the maturity date. For this purpose, "Fair Market Value" shall be the average closing price of Medix common stock for the twenty trading days ending on the day prior to the day of the conversion. The Company has recorded financing costs during the first quarter of 2002 associated with this loan agreement as a result of the in-the-money conversion feature totaling \$70,000. The loan is secured by the grant of a security interest in all Medix's intellectual property, including its patent, copyrights and trademarks. While Medix can cure a default in the repayment of the loan at the fixed maturity date by the forced conversion of the loan into its common stock, a cross default, breach of representation or warranty, and bankruptcy or similar event of default will trigger the foreclosure provision of the security agreement.

**MEDIX RESOURCES, INC.**

**Notes to Unaudited Consolidated Financial Statements**

## Edgar Filing: MEDIX RESOURCES INC - Form 10-Q

### 4. STOCK OPTIONS

During the first quarter of 2002, the Company granted options to purchase 1,007,500 shares at exercise prices of \$.59 to \$.94 per share to current employees and directors of the Company, under the Company's 1999 Stock Option Plan. During the quarter, 15,000 stock options were exercised.

### 5. RELATED PARTY TRANSACTIONS

The Company received advances from a related party in 2001 that totaled \$166,000 at December 31, 2001. The entire amount was repaid during February 2002.

### 6. SUBSEQUENT EVENT

During April 2002, the Company initiated a private placement of its \$.001 par value common stock. A total of 3,452,500 units were placed through May 14, 2002, each consisting of one share of common stock and one warrant. Subscribers purchased each unit for \$0.40 and are entitled to exercise warrant rights to purchase one share of the common stock of the company at a purchase price of \$.050 per share for a five year period on or after September 1, 2002 and prior to September 1, 2007. The Company received a total of \$1,381,000 from this private placement through May 14, 2002. The Company has committed to register the above underlying shares in a registration statement with the Securities and Exchange Commission within 90 days of completion of the offering.

## **MEDIX RESOURCES, INC.**

### **Item 2: Management's Discussion and Analysis of Financial Condition and Results of Operations**

#### **Overview**

We are an information technology company headquartered in New York City, with offices in Agoura Hills, California, Greenwood Village, Colorado and Marietta, Georgia. We specialize in the development, marketing and management of connectivity solutions for clinical and business transactions within the healthcare industry. Through our wholly owned subsidiary, Cymedix Lynx Corporation, a Colorado corporation, we have developed Cymedix(R), a unique healthcare communication technology product. Created by a team of healthcare professionals, Cymedix's Connectivity Services software provides healthcare institutions, such as health plans, insurers and hospitals, as well as practicing physicians, with a set of non-invasive technology tools to enable Internet-based health care transactions among all parties.

Implementation of the Cymedix(R) products suite promises to speed and improve the efficacy of daily interactions between health caregivers and their staffs, other ancillary providers (such as labs or pharmacy benefit managers), insurance companies, hospitals, Integrated Delivery Networks (IDNs) and Health Management Organizations (HMOs). We believe that the market for robust and practical healthcare solutions will grow rapidly, and that segment growth will continue to accelerate as the joined emphases of consumer choice, quality, administrative service and cost containment ratchets up demand for ever more efficient and user-friendly methods of delivering quality healthcare.

**Forward-Looking Statements and Associated Risks**

This Report contains forward-looking statements, which mean that such statements relate to events or transactions that have not yet occurred, our expectations or estimates for our future operations and economic performance, our growth strategies or business plans or other events that have not yet occurred. Such statements can be identified by the use of forward-looking terminology such as "might," "may," "will," "could," "expect," "anticipate," "estimate," "likely," "believe," or "continue" or the negative thereof or other variations thereon or comparable terminology. The following paragraphs contain discussions of important factors that should be considered by prospective investors for their potential impact on forward-looking statements included in this Report. These important factors, among others, may cause actual results to differ materially and adversely from the results expressed or implied by the forward-looking statements.

We have reported net losses of (\$10,636,000), (\$5,415,000) and (\$4,847,000) for the years ended December 31, 2001, 2000 and 1999, respectively. At March 31, 2002 we had an accumulated deficit of (\$35,737,000). These losses and negative operating cash flow have caused our accountants to include a "going concern" qualification in their report in connection with their audit of our financial statements for the year ended December 31, 2001.

**MEDIX RESOURCES, INC.**

**Item 2: Management's Discussion and Analysis of Financial Condition and Results of Operations (continued)**

We expect to continue to experience losses, in the near term, as our connectivity products are not yet deployed in full-scale transaction production and therefore are not generating significant revenue. Working capital is required to support the ongoing development and marketing of the Cymedix(R) service products until such time as revenue generation can support the Company financially. To address this need, we are presently in negotiations with institutional sources regarding debt and equity instruments to fund the Company. While there can be no assurance that additional investments or financings will be available to us as needed, management fully expects to conclude the necessary financing in the near term. Failure to obtain such capital on a timely basis could result in lost business opportunities, the sale of the Cymedix(R) business at a distressed price or the financial failure of our Company.

We have recently entered into a secured financing arrangement. The use of secured borrowings increases the risk of loss of the assets used to secure the borrowing. If an event of default occurs under the security agreement, the lender will be able to foreclose on the assets used to secure the borrowing and sell those assets to the highest bidder. In addition, it is generally believed that foreclosure sales, which are "distress sales", will not maximize the proceeds that are paid for the assets being sold. The loan we entered into is secured by the grant of a security interest in all Medix's intellectual property, including its patent, copyrights and trademarks. While Medix can cure a payment default by the forced conversion of the loan into its common stock, a bankruptcy or similar event of default will trigger the foreclosure provision of the security agreement.

We are still in the process of gaining experience in marketing



## Edgar Filing: MEDIX RESOURCES INC - Form 10-Q

technology-based service products, providing support services, evaluating demand for products, financing a technology business and dealing with government regulation of various products. While we are putting together a team of experienced executives, they have come from different backgrounds and may require some time to develop an efficient operating structure and corporate culture for our company. We believe our structure of multiple offices serves our customers well, but it does present an additional challenge in building our corporate culture and operating structure.

Our products are in the integration and deployment stages, and have proven their effectiveness with some sponsors. We have not yet proven our technology with a significant number of physicians. As a developer of service products, we will be required to anticipate and adapt to evolving industry standards and new technological developments. The market for our connectivity products and services is characterized by continued and rapid technological advances in both hardware and software development, requiring ongoing expenditures for research and development, and timely introduction of new products and enhancements to existing products. The establishment of standards is largely a function of user acceptance. Therefore, such standards are subject to change. Our future success, if any, will depend in part upon our ability to enhance existing products, to respond effectively to technology changes, and to introduce new products and technologies to meet the evolving needs of its clients in the healthcare information systems market.

### **MEDIX RESOURCES, INC.**

#### **Item 2: Management's Discussion and Analysis of Financial Condition and Results of Operations (continued)**

The success of our products and services in generating revenue may be subject to the quality and completeness of the data that is generated and stored by the physician or other healthcare professional and entered into our interconnectivity systems, including the failure to input appropriate or accurate information. Failure or unwillingness by the healthcare professional to accommodate the required information quality may result in the payor refusing to pay Medix for its services.

The introduction of connectivity products in that market has been slow due to the large number of small practitioners who are resistant to change, as well as the financial investment or workflow interruptions associated with change, particularly in a period of rising pressure to reduce costs in the market. We are currently devoting significant resources toward the development of products. There can be no assurance that we will successfully complete the development of these products in a timely fashion or that our current or future products will satisfy the needs of the healthcare information systems market. Further, there can be no assurance that products or technologies developed by others will not adversely affect our competitive position or render our products or technologies noncompetitive or obsolete.

Certain of our products provide applications that relate to patient medication histories and treatment plans. Any failure by our products to provide accurate, secure and timely information could result in product liability claims against us by our clients or their affiliates or patients. We maintain insurance that we believe currently is adequate to protect against claims associated with the use of our products, but there can be no assurance that our insurance coverage would adequately cover any claim asserted against us. The limits of that coverage are \$2,000,000 in the aggregate and \$1,000,000 per occurrence. A successful claim brought against us in excess of our insurance coverage could have a material adverse effect on our results of operations, financial condition or business. Even unsuccessful claims could

## Edgar Filing: MEDIX RESOURCES INC - Form 10-Q

result in the expenditure of funds in litigation, as well as diversion of management time and resources.

We have been granted certain patent rights, trademarks and copyrights relating to its software business. However, patent and intellectual property legal issues for software programs, such as the Cymedix products, are complex and currently evolving. Since patent applications are secret until patents are issued, in the United States, or published, in other countries, we cannot be sure that we are first to file any patent application. In addition, there can be no assurance that competitors, many of which have far greater resources than we do, will not apply for and obtain patents that will interfere with our ability to develop or market product ideas that we have originated. Further, the laws of certain foreign countries do not provide the protection to intellectual property that is provided in the United States, and may limit our ability to market our products overseas. We cannot give any assurance that the scope of the rights we have are broad enough to fully protect our Cymedix software from infringement.

Litigation or regulatory proceedings may be necessary to protect our intellectual property rights, such as the scope of our patent. In fact, the computer software industry in general is characterized by substantial litigation. Such litigation and regulatory proceedings are very expensive and could be a

### **MEDIX RESOURCES, INC.**

#### **Item 2: Management's Discussion and Analysis of Financial Condition and Results of Operations (continued)**

significant drain on our resources and divert resources from product development. There is no assurance that we will have the financial resources to defend our patent rights or other intellectual property from infringement or claims of invalidity. We have been notified by a party that it believes our pharmacy product may infringe on patents that it holds. We have retained patent counsel who made an investigation and determined, in its opinion, that our pharmacy product does not infringe on the identified patent. We have responded to the initial notice based on our counsel's opinion. At this time, no legal action has been instituted.

We also rely upon unpatented proprietary technology and no assurance can be given that others will not independently develop substantially equivalent proprietary information and techniques or otherwise gain access to or disclose our proprietary technology or that we can meaningfully protect our rights in such unpatented proprietary technology. We will use our best efforts to protect such information and techniques, however, no assurance can be given that such efforts will be successful. The failure to protect our intellectual property could cause us to lose substantial revenues and to fail to reach our financial potential over the long term.

The healthcare and medical services industry in the United States is in a period of rapid change and uncertainty. Governmental programs have been proposed, and some adopted, from time to time, to reform various aspects of the U.S. healthcare delivery system. Some of these programs contain proposals to increase government involvement in healthcare, lower reimbursement rates and otherwise change the operating environment for our customers. Particularly, HIPAA and the regulations that are being promulgated thereunder are causing the healthcare industry to change its procedures and incur substantial cost in doing so. Although we expect these regulations to have the beneficial effect of spurring adoption of our software products, we cannot predict with any

## Edgar Filing: MEDIX RESOURCES INC - Form 10-Q

certainty what impact, if any, these and future healthcare reforms might have on our software business.

In connection with our equity line of credit financing, we have registered 9,500,000 shares with the SEC for sale by the providers of the financing, of which 4,796,763 shares remain available for issuance as of May 10, 2002. The shares are issued to the equity line providers at a floating price based on a discount to market price of the common stock. As a result, the lower the stock price around the time the equity line is drawn on, the more common shares the holder gets. To the extent that the equity line providers sells our common stock, the market price of the common stock may decrease due to the additional shares in the market. This could allow the providers to receive a greater amount of the stock in future draws on our equity line of credit, the sale of which could further depress the stock price. The significant downward pressure on the price of our common stock as the equity line providers receive common stock in connection with draws on our equity line of credit and then sell material amounts of the stock, could encourage short sales, which could place further downward pressure on the price of our common stock. The issuance of the common stock in connection with our equity line of credit may result in substantial dilution to the common stock holdings of other holders of our common stock. Any agreement to sell, or convert debt or equity securities into, common stock at a future date and at a price based on the then current market price will provide an incentive to the investor or third parties to sell the common stock short to decrease the price and increase the number of shares they may receive in a future purchase, whether directly from us or in the market. Both our equity line of credit and our outstanding \$1,000,000 convertible promissory note are priced at a discount to the market price at the

### **MEDIX RESOURCES, INC.**

#### **Item 2: Management's Discussion and Analysis of Financial Condition and Results of Operations (continued)**

time of a future draw or conversion.

As of May 10, 2002, before any adjustment for our recently completed unit offering of common stock and warrants, we had 59,471,124 shares of common stock outstanding. As of that date, approximately 25,169,837 shares were issuable upon the exercise of outstanding options, warrants or other rights, and the conversion of preferred stock. Most of these shares will be immediately saleable upon exercise or conversion under registration statements we have filed with the SEC. The exercise prices of options, warrants or other rights to acquire common stock presently outstanding range from \$0.19 per share to \$4.97 per share. During the respective terms of the outstanding options, warrants, preferred stock and other outstanding derivative securities, the holders are given the opportunity to profit from a rise in the market price of the common stock, and the exercise of any options, warrants or other rights may dilute the book value per share of the common stock and put downward pressure on the price of the common stock. The existence of the options, conversion rights, or any outstanding warrants may adversely affect the terms on which we may obtain additional equity financing. Moreover, the holders of such securities are likely to exercise their rights to acquire common stock at a time when we would otherwise be able to obtain capital on terms more favorable than could be obtained through the exercise or conversion of such securities. See also the impact of our equity line of credit financing discussed in the above paragraph.

As with any business, growth in absolute amounts of selling, general and administrative expenses or the occurrence of extraordinary events could cause

## Edgar Filing: MEDIX RESOURCES INC - Form 10-Q

actual results to vary materially and adversely from the results contemplated by the forward-looking statements. Budgeting and other management decisions are subjective in many respects and thus susceptible to incorrect decisions and periodic revisions based on actual experience and business developments, the impact of which may cause us to alter our marketing, capital expenditures or other budgets, which may, in turn, affect our results of operation. 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 our control. Although we believe the assumptions underlying the forward-looking statements are reasonable, any of the assumptions could prove inaccurate, and therefore, there can be no assurance that the results contemplated in the forward-looking statements will be realized.

### **MEDIX RESOURCES, INC.**

#### **Item 2: Management's Discussion and Analysis of Financial Condition and Results of Operations (continued)**

In light of the significant uncertainties inherent in the forward-looking information included herein, the inclusion of such information should not be regarded as a representation by us or any other person that our objectives or plans for the Company will be achieved.

#### **Results of Operation**

##### *Comparison of These Three Months Ended March 31, 2002 and March 31, 2001*

Total revenues for the three months ended March 31, 2002, were \$10,000 compared with \$30,000 for the three months ended March 31, 2001. The decrease represents a decrease in ADC hardware sales.

Direct costs increased \$209,000 from \$5,000 at March 31, 2001 to \$214,000 at March 31, 2002. The increase reflects expenses incurred by the company for licenses and service fees incurred in 2002 related to establishment of infrastructure necessary to provide connectivity services to our customers.

Research and development costs increased approximately \$92,000 or 33% from \$279,000 for the three months ended March 31, 2001, to \$371,000 for the three months ended March 31, 2002. This increase represents the Company's continued efforts in developing internal use software to be used in providing connectivity solutions to our customers.

Selling, general, and administrative expenses decreased approximately \$1,021,000 or 53% from \$1,911,000 for the three months ended March 31, 2001, to \$890,000 for the three months ended March 31, 2002. The decrease is due to cost cutting measures implemented by the company during 2001, which resulted in the following decreases from March 31, 2002 to March 31, 2001:

- o Salaries and wages, \$(381,000).
- o Travel and entertainment, \$(37,000)
- o Consulting fees, \$(101,000)
- o Legal fees, \$(36,000)
- o Black Scholes expense related to options and warrants granted to non-employees for services, \$(245,000).

Net loss from continuing operations decreased approximately \$700,000 from \$2,165,000 for the three months ended March 31, 2001, to \$1,465,000 for the

## Edgar Filing: MEDIX RESOURCES INC - Form 10-Q

three months ended March 31, 2002, due to all of the reasons discussed above.

### MEDIX RESOURCES, INC.

#### Item 2: Management's Discussion and Analysis of Financial Condition and Results of Operations (continued)

Financing costs increased in 2002 due to a charge for an in-the-money conversion feature valued at \$70,000 on our \$1,000,000 convertible note payable issued during the quarter to a related entity, in addition to a charge of \$132,000 being recorded for options issued to an officer of the Company for past financial support. These financing charges in 2002 were offset by financing costs incurred in 2001 of \$94,000 related to a \$2.5 million convertible debt credit facility available that did not exist in 2002.

Total net loss decreased approximately \$582,000 from \$2,259,000 for the three months ended March 31, 2001, to \$1,677,000 for the three months ended March 31, 2002, also due to the reasons discussed above.

#### Liquidity and Capital Resources

We have \$307,000 in cash as of March 31, 2002 with net working capital deficit of \$(1,397,000) at March 31, 2002. During the three months ended March 31, 2002, net cash used in operating activities was \$1,420,000. During the three months ended March 31, 2002, we raised \$1,886,000 from the exercise of options and warrants, and the issuance of common stock and issuance of convertible debt. As noted above, we are presently in negotiations with institutional sources regarding debt and equity instruments to fund the Company. Management fully expects to conclude the necessary financing in the near term. The additional cash generated allowed us to pay down outstanding accounts payable.

The Company entered into a secured convertible loan agreement with a Company, dated February 19, 2002, pursuant to which we borrowed \$1,000,000 from WellPoint Health Networks Inc. The loan becomes payable on February 19, 2003, if not converted into our common stock. Interest is at a floating rate of 300 basis points over prime, as it is adjusted. Conversion into common stock is at the option of either WellPoint or Medix at a contingent conversion price. The loan is secured by the grant of a security interest in all Medix's intellectual property, including its patent, copyrights and trademarks. See footnote 3 to the Financial Statements.

During April 2002, the Company initiated a private placement of its \$.001 par value common stock. A total of 3,452,500 units were placed through May 14, 2002, each consisting of one share of common stock and one warrant. Subscribers purchased each unit for \$0.40 and are entitled to exercise warrant rights to purchase one share of the common stock of the company at a purchase price of \$.0.50 per share for a five year period on or after September 1, 2002 and prior to September 1, 2007. The Company received a total of \$1,381,000 from this private placement through May 14, 2002. The Company has committed to register the above underlying shares in a registration statement with the Securities and Exchange Commission within 90 days of completion of the offering.

### MEDIX RESOURCES, INC.

#### PART II - OTHER INFORMATION

## Edgar Filing: MEDIX RESOURCES INC - Form 10-Q

### Item 1. Legal Proceedings

On August 7, 2001, a former officer of the Company filed an action in the District Court of Arapahoe County, Colorado, against the Company and its former President and CEO. The plaintiff alleges (1) breach of an employment agreement, a stock option agreement and the related stock option plan, (2) a duty of good faith and fair dealing, and (3) violation of the Colorado Wage Claim Act. Plaintiff's seeks unspecified damages to be determined at jury trial, including interest, punitive damages, plaintiff's attorney fees, and a 50% penalty under the Colorado Wage Claim Act. The Company and its co-defendants have answered the plaintiff's complaint, denying any liability. The court set discovery to be completed by July 31, 2002, and the trial to begin on September 9, 2002. Management of the Company intends to vigorously defend this action, and does not expect any resolution of this matter to have a material adverse effect on the Company's financial condition or results of operation. Currently an estimate of possible loss to the Company if unsuccessful in defending this action cannot be made.

On December 17, 2001, Plaintiff, Vision Management Consulting, L.L.C., filed suit against us in the Superior Court of New Jersey, Law Division - Essex County, entitled Vision Management Consulting, L.L.C. v. Medix Resources, Inc., Docket No. ESX-L-11438-01. The complaint alleges breach of contract, unjust enrichment, breach of duty in good faith and fair dealing and misrepresentations by us in connection with a negotiated settlement agreement, which had resulted from claims between the parties arising out of the termination of operations by our Automated Design Concepts division earlier in 2001. Plaintiff seeks \$150,000 in damages, together with attorneys fees, costs of suit and interest on judgement, as well as such further relief as the Court deems just and equitable. We have answered the plaintiff's complaint, denying any liability and setting forth a counterclaim seeking the award to us of our costs of defending this action and such further relief as the Court deems just and proper. Management intends to vigorously defend this action and does not expect any resolution of this matter to have a material adverse effect on the Company's results of operations or financial condition. The Court has appointed a mediator for the case to try to facilitate a settlement between the parties. Currently an estimate of possible loss to the Company if unsuccessful in defending this action cannot be made.

From time to time, the Company is involved in claims and litigation that arise out of the normal course of business. Currently, other than as discussed above, there are no pending matters that in Management's judgment might be considered potentially material to us. Management does not believe that any of the litigation described above will have a material adverse effect on the Company.

### MEDIX RESOURCES, INC.

### Item 2. Changes in Securities and Use of Proceeds

Set forth below are the unregistered sales of securities by the Company for the quarter reported on. See Note 6 to the unaudited consolidated financial statements elsewhere herein for a description of the terms of the Units of Preferred Stock and warrants.

Security Issued	Date	Number of Shares	Consideration	Purchasers	Exemption Claimed
-----------------	------	------------------	---------------	------------	-------------------

**Edgar Filing: MEDIX RESOURCES INC - Form 10-Q**

Common Stock	January 2002	1,214,492	\$611,466	Cornell Capital partners, LP and Dutchess Private Equities Fund, LP	Section 4(2)
Common Stock	February 2002	251,396	\$139,930	Cornell Capital partners, LP and Dutchess Private Equities Fund, LP	Section 4(2)
Common Stock	March 2002	254,219	\$131,898	Cornell Capital partners, LP and Dutchess Private Equities Fund, LP	Section 4(2)
Common Stock	January 2002	15,000	\$3,750	Bill Lyons	Section 4(2)

**MEDIX RESOURCES, INC.**

**Item 3. Defaults Upon Senior Securities**

None.

**Item 4. Submission of Matters to a Vote of Security Holders**

None.

**Item 5. Other Information**

None.

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

a. Exhibits

Included as exhibits are the items listed on the Exhibit Index. The Registrant will furnish a copy of any of the exhibits listed below upon payment of \$5.00 per exhibit to cover the costs to the Registrant of furnishing such exhibit.

b. Reports on Form 8-K during the quarter reported on:

- 1) Form 8-K, filed with the Commission on January 18, 2002, reporting in Item 5 a press release announcing that the Company will be a presenter at UBS Warburg's Global Healthcare Conference.
- 2) Form 8-K, filed with the Commission on March 4, 2002, reporting in Item 5 a press release announcing an investment in the Company of \$1,000,000.
- 3) Form 8-K, filed with the Commission on March 25, 2002, reporting

Edgar Filing: MEDIX RESOURCES INC - Form 10-Q

in Item 5 a press release announcing an upcoming telephonic progress report to shareholders and the public.

**MEDIX RESOURCES, INC.**

**SIGNATURES**

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

Dated: May 15, 2002

MEDIX RESOURCES, INC.  
(Registrant)

/s/ Patricia A. Minicucci  
-----  
Patricia A. Minicucci

Executive Vice President  
(Acting Principal Financial and Chief Financial Officer)