

HESKA CORP
Form 10-Q
November 13, 2007

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

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

For the quarterly period ended September 30, 2007

OR

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

For the transition period from _____ to _____

Commission file number: 000-22427

HESKA CORPORATION

(Exact name of registrant as specified in its charter)

Delaware

(State or other jurisdiction of
incorporation or organization)

77-0192527

(I.R.S. Employer Identification Number)

3760 Rocky Mountain Avenue

Loveland, Colorado

(Address of principal executive offices)

80538

(Zip Code)

Registrant's telephone number, including area code: **(970) 493-7272**

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of "accelerated filer and large accelerated filer" in Rule 12b-2 of the Exchange Act. (Check one):

Large Accelerated Filer

Accelerated Filer

Non-accelerated Filer

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes No

The number of shares of the Registrant's Common Stock, \$.001 par value, outstanding at
November 12, 2007 was 51,355,349

TABLE OF CONTENTS

	<u>Page</u>
PART I - FINANCIAL INFORMATION	
Item 1.	Financial Statements:
	<u>Condensed Consolidated Balance Sheets (Unaudited) as of</u>
	December 31, 2006 and September 30, 2007
	<u>Condensed Consolidated Statements of Operations (Unaudited) for the three months and nine months</u>
	<u>ended September 30, 2006 and 2007</u>
	<u>Condensed Consolidated Statements of Cash Flows (Unaudited) for the</u>
	nine months ended September 30, 2006 and 2007
	<u>Notes to Condensed Consolidated Financial Statements (Unaudited)</u>
	2
	3
	4
	5
Item 2.	<u>Management's Discussion and Analysis of Financial Condition and</u>
	Results of Operations
	11
Item 3.	<u>Quantitative and Qualitative Disclosures About Market Risk</u>
	22
Item 4.	<u>Controls and Procedures</u>
	22
PART II - OTHER INFORMATION	
Item 1.	<u>Legal Proceedings</u>
	24
Item 1A.	<u>Risk Factors</u>
	24
Item 2.	<u>Unregistered Sales of Equity Securities and Use of Proceeds</u>
	34
Item 3.	<u>Defaults Upon Senior Securities</u>
	34
Item 4.	<u>Submission of Matters to a Vote of Security Holders</u>
	34
Item 5.	<u>Other Information</u>
	34
Item 6.	<u>Exhibits</u>
	34
	<u>Signatures</u>
	35

DRI-CHEM is a registered trademark of FUJIFILM Corporation. i-STAT is a registered trademark of Abbott Laboratories. SPOTCHEM is a trademark of Arkray, Inc. TRI-HEART is a registered trademark of Schering-Plough Animal Health Corporation ("SPAH") in the United States and is a trademark of Heska Corporation in other countries. HESKA, ALLERCEPT, AVERT, E.R.D.-HEALTHSCREEN, E-SCREEN, FELINE ULTRANASAL, SOLO STEP, THYROMED and VET/OX are registered trademarks and CBC-DIFF, ERD, G2 DIGITAL, HEMATRUER and VET/IV are trademarks of Heska Corporation in the United States and/or other countries. This 10-Q also refers to trademarks and trade names of other organizations.

HESKA CORPORATION AND SUBSIDIARIES**CONDENSED CONSOLIDATED BALANCE SHEETS**

(dollars in thousands except per share amounts)

(unaudited)

ASSETS

	December 31, 2006	September 30, 2007
Current assets:		
Cash and cash equivalents	\$ 5,275	\$ 5,308
Accounts receivable, net of allowance for doubtful accounts of \$98 and \$88, respectively	11,372	10,920
Inventories, net	13,090	13,014
Other current assets	915	817
Total current assets	30,652	30,059
Property and equipment, net	6,948	9,471
Goodwill	771	807
Deferred tax asset, net of current portion	32	25
Other assets	92	92
Total assets	\$ 38,495	\$ 40,454

LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities:		
Accounts payable	\$ 4,849	\$ 4,603
Accrued liabilities	4,553	3,931
Current portion of deferred revenue	3,281	3,028
Line of credit	8,022	7,926
Current portion of long-term debt and capital leases	1,275	776
Total current liabilities	21,980	20,264
Long-term debt and capital leases, net of current portion	1,927	1,345
Deferred revenue, net of current portion, and other	7,840	6,676
Total liabilities	31,747	28,285
Commitments and contingencies		
Stockholders' equity:		
Preferred stock, \$.001 par value, 25,000,000 shares authorized; none issued or outstanding	—	—
Common stock, \$.001 par value, 75,000,000 shares authorized; 50,764,273 and 51,339,148 shares issued and outstanding, respectively	51	51
Additional paid-in capital	214,601	215,469
Accumulated other comprehensive income (loss)	92	206
Accumulated deficit	(207,996)	(203,557)
Total stockholders' equity	6,748	12,169
Total liabilities and stockholders' equity	\$ 38,495	\$ 40,454

See accompanying notes to condensed consolidated financial statements.

HESKA CORPORATION AND SUBSIDIARIES**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**

(in thousands, except per share amounts)

(unaudited)

	Three Months Ended		Nine Months Ended	
	September 30, 2006	2007	September 30, 2006	2007
Revenue, net:				
Product revenue, net:				
Core companion animal health	\$ 15,612	\$ 15,601	\$ 44,523	\$ 48,828
Other vaccines, pharmaceuticals and products	2,561	3,399	8,790	12,262
Total product revenue, net	18,173	19,000	53,313	61,090
Research, development and other	432	491	1,329	1,203
Total revenue	18,605	19,491	54,642	62,293
Cost of revenue:				
Cost of products sold	10,348	11,825	31,355	35,790
Cost of research, development and other	321	58	869	234
Total cost of revenue	10,669	11,883	32,224	36,024
Gross profit	7,936	7,608	22,418	26,269
Operating expenses:				
Selling and marketing	3,490	3,795	10,771	12,172
Research and development	814	663	2,663	2,109
General and administrative	2,482	2,017	7,170	7,042
(Gain) on sale of assets	—	—	—	(47)
Total operating expenses	6,786	6,475	20,604	21,276
Income from operations	1,150	1,133	1,814	4,993
Interest and other expense, net	263	94	809	433
Income before income taxes	887	1,039	1,005	4,560
Income tax expense	23	27	78	121
Net income	\$ 864	\$ 1,012	\$ 927	\$ 4,439
Basic net income per share	\$ 0.02	\$ 0.02	\$ 0.02	\$ 0.09
Diluted net income per share	\$ 0.02	\$ 0.02	\$ 0.02	\$ 0.08

Weighted average outstanding shares used to compute basic net

income per share	50,411	51,269	50,264	51,008
------------------	--------	--------	--------	--------

Weighted average outstanding shares used to compute diluted net

Edgar Filing: HESKA CORP - Form 10-Q

income per share	52,940	56,173	52,442	55,458
------------------	--------	--------	--------	--------

See accompanying notes to condensed consolidated financial statements.

HESKA CORPORATION AND SUBSIDIARIES**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**

(in thousands)

(unaudited)

	Nine Months Ended	
	September 30,	2007
	2006	2007
CASH FLOWS PROVIDED BY (USED IN) OPERATING ACTIVITIES:		
Net income (loss)	\$ 927	\$ 4,439
Adjustments to reconcile net income (loss) to cash provided by (used in) operating activities:		
Depreciation and amortization	1,256	1,445
Amortization of intangible assets	299	—
Deferred tax (benefit) expense	78	9
Stock based compensation	184	171
Loss (gain) on disposition of assets	—	(47)
Unrealized (gain) loss on foreign currency translation	16	(36)
Changes in operating assets and liabilities:		
Accounts receivable	(357)	452
Inventories	(1,376)	(2,252)
Asset held for sale	(326)	—
Other current assets	(5)	105
Accounts payable	(135)	(246)
Accrued liabilities	1,605	(582)
Income taxes payable	—	(40)
Deferred revenue and other liabilities	(413)	(1,417)
Other	(1)	2
Net cash provided by (used in) operating activities	1,752	2,003
CASH FLOWS FROM INVESTING ACTIVITIES:		
Proceeds from sale of assets, net of related costs	—	47
Purchase of property and equipment	(687)	(1,638)
Capitalized patent costs	(292)	—
Net cash provided by (used in) investing activities	(979)	(1,591)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Proceeds from issuance of common stock	392	697
Proceeds from (repayments of) line of credit borrowings, net	(619)	(96)
Proceeds from (repayments of) debt and capital lease obligations, net	(569)	(1,081)
Net cash provided by (used in) financing activities	(796)	(480)
EFFECT OF EXCHANGE RATE CHANGES ON CASH	51	101
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	28	33
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	5,231	5,275

Edgar Filing: HESKA CORP - Form 10-Q

CASH AND CASH EQUIVALENTS, END OF PERIOD	\$ 5,259	\$ 5,308
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:		
Cash paid for interest	\$ 913	\$ 614
Non-cash transfer of inventory to property and equipment	\$ —	\$ 2,328

See accompanying notes to condensed consolidated financial statements.

4

HESKA CORPORATION AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2007

(UNAUDITED)

1. ORGANIZATION AND BUSINESS

Heska Corporation ("Heska" or the "Company") discovers, develops, manufactures, markets, sells, distributes and supports veterinary products. Heska's core focus is on the canine and feline companion animal health markets. The Company has devoted substantial resources to the research and development of innovative products in these areas, where it strives to provide high value products for unmet needs and advance the state of veterinary medicine.

Heska is comprised of two reportable segments, Core Companion Animal Health and Other Vaccines, Pharmaceuticals and Products. The Core Companion Animal Health segment includes diagnostic and other instruments and supplies as well as single use diagnostic and other tests, vaccines and pharmaceuticals, primarily for canine and feline use. These products are sold directly by the Company as well as through independent third party distributors and other distribution relationships. The Other Vaccines, Pharmaceuticals and Products segment ("OVP"), previously reported as the Diamond Animal Health segment, includes private label vaccine and pharmaceutical production, primarily for cattle but also for other animals including small mammals and fish. All OVP products are sold by third parties under third party labels.

Cumulative net losses from inception of the Company in 1988 through September 30, 2007, have totaled \$203.6 million. During the nine months ended September 30, 2007, the Company recorded net income of approximately \$4.4 million and operations provided cash of approximately \$2.0 million. The Company's ability to achieve sustained profitable operations will depend primarily upon its ability to maintain supply of its products, successfully market its products and commercialize new products. There can be no guarantee that the Company will be successful in these endeavors or attain quarterly, annual, or sustained profitability in the future.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The accompanying unaudited condensed consolidated financial statements are the responsibility of the Company's management and have been prepared in accordance with accounting principles generally accepted in the United States of America for interim financial information and pursuant to the instructions to Form 10-Q and rules and regulations of the Securities and Exchange Commission (the "SEC"). The condensed consolidated balance sheet as of September 30, 2007, the condensed consolidated statements of operations for the three months and nine months ended September 30, 2006 and 2007 and the condensed consolidated statements of cash flows for the nine months ended September 30, 2006 and 2007 are unaudited, but include, in the opinion of management, all adjustments (consisting of normal recurring adjustments) which the Company considers necessary for a fair presentation of its financial position, operating results and cash flows for the periods presented. All material intercompany transactions and balances have been eliminated in consolidation. Although the Company believes that the disclosures in these financial statements are adequate to make the information presented not misleading, certain information and footnote disclosures normally included in complete financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been condensed or omitted pursuant to the rules and regulations of the SEC.

Edgar Filing: HESKA CORP - Form 10-Q

Results for any interim period are not necessarily indicative of results for any future interim period or for the entire year. The accompanying financial statements and related disclosures have been prepared with the presumption that users of the interim financial information have read or have access to the audited financial

Edgar Filing: HESKA CORP - Form 10-Q

statements for the preceding fiscal year. Accordingly, these financial statements should be read in conjunction with the audited financial statements and the related notes thereto for the year ended December 31, 2006, included in the Company's Annual Report on Form 10-K filed with the SEC on March 30, 2007.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenue and expense during the reported period. Actual results could differ from those estimates. Significant estimates are required when establishing the allowance for doubtful accounts and the provision for excess/obsolete inventory, in determining the period over which the Company's obligations are fulfilled under agreements to license product rights and/or technology rights, and in determining the need for, and the amount of, a valuation allowance on certain deferred tax assets.

Inventories

Inventories are stated at the lower of cost or market using the first-in, first-out method. Inventory manufactured by the Company includes the cost of material, labor and overhead. If the cost of inventories exceeds estimated fair value, provisions are made to reduce the carrying value to fair value.

Inventories, net consist of the following (in thousands):

	December 31, 2006	September 30, 2007
Raw materials	\$ 5,337	\$ 4,124
Work in process	3,426	2,618
Finished goods	5,851	7,037
Allowance for excess or obsolete inventory	(1,524)	(765)
	\$ 13,090	\$ 13,014

Basic and Diluted Net Income (Loss) Per Share

Basic net income (loss) per common share is computed using the weighted average number of common shares outstanding during the period. Diluted net income (loss) per share is computed using the sum of the weighted average number of shares of common stock outstanding, and, if not anti-dilutive, the effect of outstanding common stock equivalents (such as stock options and warrants) determined using the treasury stock method. For the three and nine months ended September 30, 2007 and 2006, the Company reported net income and therefore, dilutive common stock equivalent securities, as computed using the treasury stock method, were added to basic weighted average shares outstanding for the period to derive the weighted average shares for the diluted earnings per share calculation. Common stock equivalent securities that were anti-dilutive for the three months ended September 30, 2007 and 2006, and therefore excluded, were outstanding options to purchase 1,588,878 and

Edgar Filing: HESKA CORP - Form 10-Q

3,072,692 shares of common stock, respectively. Common stock equivalent securities that were anti-dilutive for the nine months ended September 30, 2007 and 2006, and therefore excluded, were outstanding options to purchase 1,619,478 and 3,097,783 shares of common stock, respectively. These securities are anti-dilutive primarily due to exercise prices greater than the average value of the Company's common stock during the three and nine months ended September 30, 2007 and 2006. Should the Company's stock price increase, the number of common stock equivalents considered to be dilutive will increase.

3. CAPITAL STOCK

The Company adopted Statement of Financial Accounting Standards No. 123 (revised 2004) "Share-Based Payment" ("SFAS No. 123R") under the modified prospective method of adoption, effective January 1, 2006. SFAS No. 123R requires companies to measure the cost of employee services received in exchange for an award of equity instruments (including stock options) based on the estimated grant-date fair value of the award. The resulting cost is recognized over the period during which an employee is required to provide service in exchange for the award, usually the vesting period.

The fair value of each option grant was estimated on the date of grant using the Black-Scholes option-pricing model, with the following weighted average assumptions for options granted in the three and nine months ended September 30, 2006 and 2007.

	Three Months Ended		Nine Months Ended	
	September 30, 2006	2007	September 30, 2006	2007
Risk-free interest rate	4.86%	4.95%	5.04%	4.66%
Expected lives	2.8 years	4.0 years	2.7 years	2.9 years
Expected volatility	66%	62%	71%	58%
Expected dividend yield	0%	0%	0%	0%

A summary of the Company's stock option plans is as follows:

	Year Ended		Nine Months Ended	
	December 31, 2006		September 30, 2007	
	Options	Weighted Average Exercise Price	Options	Weighted Average Exercise Price
Outstanding at beginning of period	11,989,582	\$ 1.3251	11,818,823	\$ 1.3575
Granted at market	1,078,891	\$ 1.5175	230,835	\$ 2.2569
Granted above market	—	\$ —	—	\$ —
Cancelled	(681,377)) \$ 1.3042	(116,339)) \$ 3.1655
Exercised	(568,273)) \$ 1.0418	(519,906)) \$ 1.1318
Outstanding at end of period	11,818,823	\$ 1.3575	11,413,413	\$ 1.3695
Exercisable at end of period	11,792,445	\$ 1.3585	11,380,079	\$ 1.3674

The estimated fair value of stock options granted during the nine months ended September 30, 2007 and 2006 was computed to be approximately \$219 thousand and \$189 thousand, respectively. The amount is amortized ratably over the vesting period of the options. The per

Edgar Filing: HESKA CORP - Form 10-Q

share weighted average estimated fair value of options granted during the nine months ended September 30, 2007 and 2006 was computed to be approximately \$0.95 and \$0.54, respectively. The total intrinsic value of options exercised during the nine months ended September 30, 2007 and 2006 was \$525 thousand and \$142 thousand, respectively. The cash proceeds from options exercised during the nine months ended September 30, 2007 and 2006 were \$588 thousand and \$306 thousand, respectively. The Company does not consider the tax benefit realized as a result of the exercise of these options to be material given the Company's relatively large net operating loss carryforward ("NOL") in the United States.

Edgar Filing: HESKA CORP - Form 10-Q

The following table summarizes information about stock options outstanding and exercisable at September 30, 2007:

Exercise Prices	Options Outstanding			Options Exercisable	
	Number of Options Outstanding at September 30, 2007	Weighted Average Remaining Contractual Life in Years	Weighted Average Exercise Price	Number of Options Exercisable at September 30, 2007	Weighted Average Exercise Price
\$0.34 - \$0.87	1,948,926	5.36	\$ 0.6427	1,948,926	\$ 0.6427
\$0.88 - \$0.95	2,082,652	7.02	\$ 0.8963	2,082,652	\$ 0.8963
\$0.99 - \$1.24	1,886,400	4.96	\$ 1.1188	1,879,733	\$ 1.1189
\$1.25 - \$1.60	2,633,797	7.04	\$ 1.3568	2,633,797	\$ 1.3568
\$1.62 - \$13.75	2,861,638	6.36	\$ 2.3858	2,834,971	\$ 2.3865
\$0.34 - \$13.75	11,413,413	6.24	\$ 1.3695	11,380,079	\$ 1.3674

As of September 30, 2007, there was approximately \$141 thousand of total unrecognized compensation cost related to outstanding stock options. That cost is expected to be recognized over a weighted average period of 0.7 years, with approximately \$52 thousand to be recognized in the three months ending December 31, 2007 and all cost to be recognized as of July 2011, assuming all options vest according to the vesting schedules in place at September 30, 2007. As of September 30, 2007, the aggregate intrinsic value of outstanding options was approximately \$10.2 million and the aggregate intrinsic value of exercisable options was approximately \$10.1 million.

4. SEGMENT REPORTING

The Company is comprised of two reportable segments, Core Companion Animal Health ("CCA") and Other Vaccines, Pharmaceuticals and Products ("OVP"). The Core Companion Animal Health segment includes diagnostic and monitoring instruments and supplies, as well as single use diagnostic and other tests, vaccines and pharmaceuticals, primarily for canine and feline use. These products are sold directly by the Company as well as through independent third-party distributors and other distribution relationships. CCA segment products manufactured at the Des Moines, Iowa production facility included in our OVP segment's assets are transferred at cost and are not recorded as revenue for our OVP segment. The Other Vaccines, Pharmaceuticals and Products segment includes private label vaccine and pharmaceutical production, primarily for cattle, but also for other animals including small mammals and fish. All OVP products are sold by third parties under third party labels.

Additionally, the Company generates non-product revenue from research and development projects for third parties, licensing of technology and royalties. The Company performs these research and development projects for both companion animal and livestock purposes.

Edgar Filing: HESKA CORP - Form 10-Q

Summarized financial information concerning the Company's reportable segments is shown in the following table (in thousands):

	Core	Other Vaccines,	
	Companion	Pharmaceuticals	
	Animal Health	and Products	Total
Nine Months Ended			
September 30, 2006:			
Total revenue	\$ 45,674	\$ 8,968	\$ 54,642
Operating income (loss)	1,370	444	1,814
Total assets	26,158	12,113	38,271
Capital expenditures	443	244	687
Depreciation and amortization	575	681	1,256
Amortization of intangible assets	299	—	299
Interest expense	586	317	903

Nine Months Ended

September 30, 2007:			
Total revenue	\$ 49,934	\$ 12,359	\$ 62,293
Operating income (loss)	1,512	3,481	4,993
Total assets	27,285	13,169	40,454
Capital expenditures	858	780	1,638
Depreciation and amortization	782	663	1,445
Amortization of intangible assets	—	—	—
Interest expense	303	237	540

	Core	Other Vaccines,	
	Companion	Pharmaceuticals	
	Animal Health	and Products	Total
Three Months Ended			
September 30, 2006:			
Total revenue	\$ 16,022	\$ 2,583	\$ 18,605
Operating income (loss)	1,165	(15)	1,150
Total assets	26,158	12,113	38,271
Capital expenditures	175	179	354
Depreciation and amortization	195	232	427
Amortization of intangible assets	43	—	43

Edgar Filing: HESKA CORP - Form 10-Q

Interest expense	183	115	298
------------------	-----	-----	-----

Three Months Ended

September 30, 2007:

Total revenue	\$ 16,053	\$ 3,438	\$ 19,491
Operating income (loss)	783	350	1,133
Total assets	27,285	13,169	40,454
Capital expenditures	416	166	582
Depreciation and amortization	318	225	543
Amortization of intangible assets	—	—	—
Interest expense	67	70	137

5. COMPREHENSIVE INCOME (LOSS)

Comprehensive income (loss) includes net income (loss) plus the results of certain stockholders' equity changes not reflected in the Condensed Consolidated Statements of Operations. Such changes primarily include foreign currency translation items. Total comprehensive income (loss) for the three months ended September 30, 2006 and 2007 was \$870 thousand and \$1.1 million, respectively. Total comprehensive income (loss) for the nine months ended September 30, 2006 and 2007 was \$1.1 million and \$4.6 million, respectively.

6. ASSET HELD FOR SALE

At September 30, 2006, the Company was in the process of selling a significant portion of its non-core intellectual property assets to a third party. This asset was included in the Core Companion Animal Health segment in September 2006. The sale was completed in the last quarter of 2006.

Item 2.

MANAGEMENT'S DISCUSSION AND ANALYSIS

OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following discussion and analysis of our financial condition and results of operations should be read in conjunction with "Selected Consolidated Financial Data" and the Unaudited Condensed Consolidated Financial Statements and related Notes included in Item 1 of this Form 10-Q.

This discussion contains forward-looking statements that involve risks and uncertainties. Such statements, which include statements concerning future revenue sources and concentration, gross profit margins, selling and marketing expenses, general and administrative expenses, research and development expenses, capital resources, additional financings or borrowings and additional losses, are subject to risks and uncertainties, including, but not limited to, those discussed below and elsewhere in this Form 10-Q, particularly in Item 1A. "Risk Factors," that could cause actual results to differ materially from those projected. The forward-looking statements set forth in this Form 10-Q are as of November 13, 2007, and we do not intend to update this forward-looking information.

Overview

We discover, develop, manufacture, market, sell, distribute and support veterinary products. Our business is comprised of two reportable segments, Core Companion Animal Health, which represented 81% of our product revenue for the twelve months ended September 30, 2007 and Other Vaccines, Pharmaceuticals and Products, which represented 19% of our product revenue for the twelve months ended September 30, 2007.

The Core Companion Animal Health ("CCA") segment includes diagnostic and other instruments and supplies as well as single use diagnostic and other tests, vaccines and pharmaceuticals, primarily for canine and feline use.

Diagnostic and monitoring instruments and supplies represented approximately 44% of our product revenue for the twelve months ended September 30, 2007. Many products in this area involve placing an instrument in the field and generating future revenue from consumables, including items such as supplies and service, as that instrument is used. Approximately 32% of our product revenue for the twelve months ended September 30, 2007 resulted from the sale of such consumables to an installed base of instruments and approximately 12% of our product revenue was from new hardware sales. A loss of or disruption in supply of consumables we are selling to an installed base of instruments could substantially harm our business. All products in this area are supplied by third parties, who typically own the product rights and supply the product to us under marketing and/or distribution agreements. In many cases, we have collaborated with a third party to adapt a human instrument for veterinary use. Major products in this area include our handheld diagnostic instrument, our chemistry instrument and our hematology instrument and their affiliated operating consumables. Revenue from products in these three areas, including revenues from consumables, represented approximately 39% of our product revenue for the twelve months ended September 30, 2007.

Single use diagnostic and other tests, vaccines and pharmaceuticals represented approximately 37% of our product revenue for the twelve months ended September 30, 2007. Since items in this area are single use by their nature, our aim is to build customer satisfaction and loyalty for each product, generate repeat annual sales from existing customers and expand our customer base in the future. Products in this area are both supplied by third parties and provided by us. Major products in this area include our heartworm preventives, our heartworm diagnostic tests, our allergy diagnostic kits, our allergy immunotherapy and our allergy diagnostic tests. Combined revenue from heartworm-related products and allergy-related products represented approximately 33% of our product revenue for the twelve months ended September 30, 2007.

Edgar Filing: HESKA CORP - Form 10-Q

We consider the CCA segment to be our core business and devote most of our management time and other resources to improving the prospects for this segment. Maintaining a continuing, reliable and economic supply of products we currently obtain from third parties is critical to our success in this area. Virtually all of our sales and marketing expenses occur in the CCA segment. The majority of our research and development spending is dedicated to this segment, as well. We strive to provide high value products and advance the state of veterinary medicine.

All our CCA products are ultimately sold to or through veterinarians. In many cases, veterinarians will markup their costs to the end user. The acceptance of our products by veterinarians is critical to our success. CCA products are sold directly by us as well as through independent third party distributors and other distribution relationships, such as corporate agreements. Revenue from direct sales, independent third-party distributors and other distribution relationships represented approximately 50%, 27% and 23%, respectively, of CCA product revenue for the twelve months ended September 30, 2007.

Independent third-party distributors may be effective in increasing sales of our products to veterinarians, although we would expect a corresponding lower gross margin as such distributors typically buy products from us at a discount to end user prices. For us to be effective when working with an independent third-party distributor, the distributor must agree to market and/or sell our products and we must provide proper economic incentives to the distributor as well as contend effectively for the distributor's time and focus given other products the distributor may be carrying, potentially including those of our competitors. We believe that one of our largest competitors, IDEXX Laboratories, Inc. ("IDEXX"), in effect prohibits its distributors from selling competitors' products, including our diagnostic instruments and heartworm diagnostic tests. We believe the IDEXX restrictions limit our ability to engage national distributors to sell our full distribution line of products.

We intend to sustain profitability through a combination of revenue growth, gross margin improvement and expense control. Accordingly, we closely monitor product revenue growth trends in our CCA segment. Product revenue in this segment grew 12% for the twelve months ended September 30, 2007 as compared to the twelve months ended September 30, 2006 and has grown at a compounded annual growth rate of 18% since 1998, our first full year as a public company.

The Other Vaccines, Pharmaceuticals and Products segment ("OVP") includes our 168 thousand square foot USDA- and FDA-licensed production facility in Des Moines, Iowa. We view this facility as a strategic asset which will allow us to control our cost of goods on any vaccines and pharmaceuticals that we may commercialize in the future. We are increasingly integrating this facility with our operations elsewhere. For example, virtually all our U.S. inventory is now stored at this facility and fulfillment logistics are managed there. CCA segment products manufactured at this facility are transferred at cost and are not recorded as revenue for our OVP segment. We view OVP reported revenue as revenue primarily to cover the overhead costs of the facility and to generate incremental cash flow to fund our CCA segment.

Our OVP segment includes private label vaccine and pharmaceutical production, primarily for cattle but also for other animals including small mammals and fish. All OVP products are sold by third parties under third party labels.

We have developed our own line of bovine vaccines that are licensed by the USDA. We have a long-term agreement with a distributor, Agri Laboratories, Ltd., ("AgriLabs"), for the marketing and sale of certain of these vaccines which are sold primarily under the Titanium® and MasterGuard® brands which are registered trademarks of AgriLabs. This agreement generates a significant portion of our OVP segment's revenue. Subject to certain purchase minimums, under our long-term agreement AgriLabs has the exclusive right to sell the aforementioned bovine vaccines in the United States, Africa, China, Mexico and Taiwan until at least December 2009. This exclusivity may be extended under certain conditions. Our OVP segment also produces vaccines and pharmaceuticals for other third parties.

Edgar Filing: HESKA CORP - Form 10-Q

Additionally, we generate non-product revenues from licensing agreements, royalties and research and development projects for third parties. We perform these research and development projects for both companion animal and livestock product purposes.

Critical Accounting Policies and Estimates

Our discussion and analysis of our financial condition and results of operations is based upon the consolidated financial statements, which have been prepared in accordance with U.S. generally accepted accounting principles ("GAAP"). The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities as of the date of the financial statements, and the reported amounts of revenue and expense during the periods. These estimates are based on historical experience and various other assumptions that we believe to be reasonable under the circumstances. We have identified those critical accounting policies used in reporting our financial position and results of operations based upon a consideration of those accounting policies that involve the most complex or subjective decisions or assessment. We consider the following to be our critical policies.

Revenue Recognition

We generate our revenue through the sale of products, licensing of technology product rights, royalties and sponsored research and development. Our policy is to recognize revenue when the applicable revenue recognition criteria have been met, which generally include the following:

- Persuasive evidence of an arrangement exists;
- Delivery has occurred or services rendered;
- Price is fixed or determinable; and
- Collectibility is reasonably assured.

Revenue from the sale of products is recognized after both the goods are shipped to the customer and acceptance has been received, if required, with an appropriate provision for estimated returns and allowances. We do not permit general returns of products sold. Certain of our products have expiration dates. Our policy is to exchange certain outdated, expired product with the same product. We record an accrual for the estimated cost of replacing the expired product expected to be returned in the future, based on our historical experience, adjusted for any known factors that reasonably could be expected to change historical patterns, such as regulatory actions which allow us to extend the shelf lives of our products. Revenue from both direct sales to veterinarians and sales to independent third-party distributors are generally recognized when goods are shipped. Our products are shipped complete and ready to use by the customer. The terms of the customer arrangements generally pass title and risk of ownership to the customer at the time of shipment. Certain customer arrangements provide for acceptance provisions. Revenue for these arrangements is not recognized until the acceptance has been received or the acceptance period has lapsed. We reduce our product revenue by the estimated cost of any rebates, allowances or similar programs, which are used as promotional programs.

Recording revenue from the sale of products involves the use of estimates and management judgment. We must make a determination at the time of sale whether the customer has the ability to make payments in accordance with arrangements. While we do utilize past payment history, and, to the extent available for new customers, public credit information in making our assessment, the determination of whether collectibility is reasonably assured is ultimately a judgment decision that must be made by management. We must also make estimates regarding our future obligation relating to returns, rebates, allowances and similar other programs.

Edgar Filing: HESKA CORP - Form 10-Q

License revenue under arrangements to sell or license product rights or technology rights is recognized as obligations under the agreement are satisfied, which generally occurs over a period of time. Generally, licensing revenue is deferred and recognized over the estimated life of the related agreements, products, patents or technology. Nonrefundable licensing fees, marketing rights and milestone payments received under contractual arrangements are deferred and recognized over the remaining contractual term using the straight-line method. Revenue from licensing technology and product rights is reported in our Research, development and other revenue line item in certain circumstances. An example of the former, i.e., licensing technology, would be a patent we own under which we have granted a third party exclusive rights to the human healthcare market for the life of the patent in exchange for an upfront payment and royalty payments on sales of any product based on the patent. The upfront payment will be amortized over the life of the patent and reported along with any affiliated royalty payments in our Research, development and other revenue line item. An example of the latter, i.e., product rights, is our July 2002 agreement to license Intervet Inc. certain rights to patents, trademarks and know-how for our Flu AVERT I.N. equine influenza vaccine, the world's first intranasal influenza vaccine for horses. As we have no further rights to manufacture, market or sell this vaccine without Intervet Inc.'s permission, we are reporting the amortization of the upfront payment we received in this agreement along with any affiliated royalty payments in our Research, development and other revenue line item. The upfront payment is being amortized over the estimated life of the product.

Recording revenue from license arrangements involves the use of estimates. The primary estimate made by management is determining the useful life of the related agreement, product, patent or technology. We evaluate all of our licensing arrangements by estimating the useful life of either the product or the technology, the length of the agreement or the legal patent life and defer the revenue for recognition over the appropriate period.

Occasionally we enter into arrangements that include multiple elements. Such arrangements may include the licensing of technology and manufacturing of product. In these situations we must determine whether the various elements meet the criteria to be accounted for as separate elements. If the elements cannot be separated, revenue is recognized once revenue recognition criteria for the entire arrangement have been met or over the period that the Company's obligations to the customer are fulfilled, as appropriate. If the elements are determined to be separable, the revenue is allocated to the separate elements based on relative fair value and recognized separately for each element when the applicable revenue recognition criteria have been met. In accounting for these multiple element arrangements, we must make determinations about whether elements can be accounted for separately and make estimates regarding their relative fair values.

Allowance for Doubtful Accounts

We maintain an allowance for doubtful accounts receivable based on client-specific allowances, as well as a general allowance. Specific allowances are maintained for clients which are determined to have a high degree of collectibility risk based on such factors, among others, as: (i) the aging of the accounts receivable balance; (ii) the client's past payment experience; (iii) a deterioration in the client's financial condition, evidenced by weak financial condition and/or continued poor operating results, reduced credit ratings, and/or a bankruptcy filing. In addition to the specific allowance, the Company maintains a general allowance for credit risk in its accounts receivable which is not covered by a specific allowance. The general allowance is established based on such factors, among others, as: (i) the total balance of the outstanding accounts receivable, including considerations of the aging categories of those accounts receivable; (ii) past history of uncollectible accounts receivable write-offs; and (iii) the overall creditworthiness of the client base. A considerable amount of judgment is required in assessing the realizability of accounts receivable. Should any of the factors considered in determining the adequacy of the overall allowance change, an adjustment to the provision for doubtful accounts receivable may be necessary.

Inventories

Inventories are stated at the lower of cost or market, cost being determined on the first-in, first-out method. Inventories are written down if the estimated net realizable value of an inventory item is less than its recorded value. We review the carrying cost of our inventories by product each quarter to determine the adequacy of our reserves for obsolescence. In accounting for inventories we must make estimates regarding the estimated net realizable value of our inventory. This estimate is based, in part, on our forecasts of future sales and shelf life of product.

Capitalized Patent Costs

In the nine months ended September 30, 2006, we deferred and capitalized certain costs, including payments to third-party law firms for patent prosecution to expand the scope of our patents, related to the technology or patents underlying a variety of long-term licensing agreements. We owned a portfolio of patents not then utilized in our product development or manufacture. Several entities paid upfront licensing fees to utilize the technology supported by these patents in their own product development and commercialization efforts. Because we believed that we had an obligation to protect the underlying patents, we deferred the revenue associated with these long-term agreements and the direct and incremental costs of prosecuting the patents that supported the agreements. We use the term "patent prosecution" in this context in the narrow sense often used by intellectual property professionals – to describe activities where we seek to expand the scope of existing patents such as geographically, where we may look to expand patent protection into new countries, or for broader applications, such as for newly contemplated uses or expanded claim breadth coverage of the technology defined by those licensing our technology within existing geographies. A situation where a third party has violated our intellectual property rights by using our patented technology without permission and we have filed a corresponding lawsuit would not meet this definition of "patent prosecution" and we would therefore expense the corresponding legal expenses as incurred. In accordance with SFAS No. 95, paragraph 17(c), we have classified patent prosecution expenditures which are capitalized as cash used for investing activities since, like a capital expenditure to improve a building or add a piece of equipment, the cost is a necessary investment into a productive asset to maintain our future revenue process. No internal costs are capitalized. These capitalized costs were amortized over the same period as the licensing revenue related to those patents was recognized. Costs in excess of the amount of remaining related deferred licensing revenue were not capitalized, but expensed as incurred. The Company capitalized approximately \$124 thousand and \$292 thousand, respectively, for the three and nine months ended September 30, 2006 and amortized approximately \$43 thousand and \$299 thousand, respectively, for the same periods. In December 2006, we sold all patents for which we had capitalized patent costs and, accordingly, we have no capitalized patent costs on our balance sheet as of September 30, 2007. We do not expect to capitalize any patent costs in the future.

Deferred Tax Assets – Valuation Allowance

Our deferred tax assets, such as a net operating loss carryforward ("NOL"), are reduced by an offsetting valuation allowance based on judgmental assessment of available evidence if we are unable to conclude that it is more likely than not that some or all of the related deferred tax assets will be realized. If we are able to conclude it is more likely than not that we will realize a future benefit from an NOL, we will reduce the related valuation allowance by an amount equal to the estimated quantity of income taxes we would pay in cash if we were not to utilize our NOL in the future. The first time this occurs in a given jurisdiction, it will result in a net deferred tax asset on our balance sheet and an income tax benefit of equal magnitude in our statement of operations in the period we make the determination. In future periods, we will then recognize as income tax expense the estimated quantity of income taxes we would have paid in cash had we not utilized our NOL. The corresponding journal entry will be a reduction of our deferred tax asset. If there is a change

regarding our tax position in the future, we will make a corresponding adjustment to the related valuation allowance. As an example, in 2005 we reduced our valuation allowance related to the NOL for our Swiss operating subsidiary which resulted in a net deferred tax asset on our balance sheet and we increased this valuation allowance based on agreements subsequently obtained from tax authorities in Switzerland in 2006. Our domestic NOL represents a deferred tax asset, which has been completely offset by a valuation allowance. Based on our domestic cumulative operating losses in recent years, as well as other factors including uncertainties regarding our future operations, we have been unable to conclude that it was more likely than not that we will realize a future benefit from our domestic NOL. Accordingly, a valuation allowance has been established for the entire domestic deferred tax asset at September 30, 2007. Should we conclude it is more likely than not that we will realize a future benefit from our domestic NOL, we likely would recognize a very large income tax benefit and a corresponding deferred tax asset on our balance sheet at that time and we would expect a significant increase in our income tax expense as compared to historical levels in future periods.

Results of Operations

Revenue

Total revenue consists of two components: 1) product revenue and 2) research, development and other revenue. Total revenue increased 14% to \$62.3 million for the nine months ended September 30, 2007 as compared to \$54.6 million for the corresponding period in 2006. Product revenue increased 15% to \$61.1 million for the nine months ended September 30, 2007 as compared to \$53.3 million for the corresponding period in 2006. Total revenue increased 5% to \$19.5 million for the three months ended September 30, 2007 as compared to the corresponding period in 2006. Product revenue increased 5% to \$19.0 million for the three months ended September 30, 2007 as compared to the corresponding period in 2006.

Product revenue from our CCA segment was \$48.8 million for the nine months ended September 30, 2007, an increase of 10% as compared to \$44.5 million for the corresponding period in 2006. Key factors in the increase were greater sales of our instrument consumables, our IV pumps, our allergy diagnostic kits, our handheld diagnostic instruments and sales of our heartworm preventives internationally, somewhat offset by lower revenue from our chemistry instruments. Product revenue from our CCA segment was \$15.6 million for the three months ended September 30, 2007, down slightly compared to the corresponding period in 2006. The largest factor in the decline was lower sales of our heartworm preventives domestically. This was somewhat offset by greater sales of our heartworm diagnostic tests and our instrument consumables. At September 30, 2007, we had approximately \$756 thousand in customer orders for a new hematology instrument we launched in July 2007 for which we did not have the inventory to fulfill and therefore did not recognize the corresponding revenue. We shipped instruments under those customer orders after September 30, 2007.

Product revenue from our Other Vaccines, Pharmaceuticals and Products segment ("OVP") increased by \$3.5 million to \$12.3 million for the nine months ended September 30, 2007 as compared to \$8.8 million in the corresponding period in 2006. A key factor in the increase was greater sales of our fish vaccines. Another key factor in the increase was approximately \$1.6 million in revenue recognized (the "United Revenue") upon receipt of a payment for product previously shipped and "take or pay" minimums for 2005 and 2006 which previously had not been paid as part of a now settled dispute with United Vaccines, Inc. ("UV"), a former customer. As UV has ceased operations, we do not expect to generate any future revenue from UV. Product revenue from our Other Vaccines, Pharmaceuticals and Products segment was \$3.4 million for the three months ended September 30, 2007, a 33% increase as compared to the corresponding period in 2006. The largest factor in the increase was greater sales of our fish vaccines, which was somewhat offset by lower sales of our equine influenza vaccine and Canadian bovine vaccine sales.

Research, development and other revenue was \$1.2 million in the nine months ended September 30, 2007, down from \$1.3 million in the corresponding period in 2006. A key factor in the decrease was certain

Edgar Filing: HESKA CORP - Form 10-Q

deferred licensing fees which were recognized as revenue in the period ended in 2006, but not the corresponding period in 2007 as a result of the acceleration of revenue recognition for related deferred licensing fees upon completion of the sale of a worldwide patent portfolio covering a number of major allergens and the genes that encode them (the "Allergopharma Portfolio") in December 2006. This was somewhat offset by revenue from a now completed service contract we had with the buyer of the Allergopharma Portfolio under which we received our final payment in the three months ended September 30, 2007. Research, development and other revenue was \$491 thousand for the three months ended September 30, 2007, up from \$432 thousand for the corresponding period in 2006. A key factor in the increase was revenue from a now completed service contract we had with the buyer of the Allergopharma Portfolio under which we received our final payment in the three months ended September 30, 2007, somewhat offset by certain deferred licensing fees which were recognized as revenue in the period ended in 2006, but not the corresponding period in 2007 as a result of the acceleration of revenue recognition for related deferred licensing fees upon completion of the sale of the Allergopharma Portfolio.

In 2007, we expect continued growth in our Core Companion Animal Health segment. We anticipate 2007 OVP revenue of around \$15 million, an increase as compared to 2006. We expect research, development and other revenue to be approximately \$1.5 million in 2007, a significant decline when compared to 2006.

Cost of Revenue

Cost of revenue consists of two components: 1) cost of products sold and 2) cost of research, development and other revenue, both of which correspond to their respective revenue categories. Cost of revenue totaled \$36.0 million for the first nine months of 2007, a 12% increase as compared to \$32.2 million for the corresponding period in 2006. Gross profit increased by \$3.9 million to \$26.3 million for the nine months ended September 30, 2007 as compared to \$22.4 million in the prior year corresponding period. Gross Margin, i.e. gross profit divided by total revenue, increased to 42.2% for the nine months ended September 30, 2007 as compared to 41.0% in the corresponding period in 2006. Cost of revenue totaled \$11.9 million for the three months ended September 30, 2007, an increase compared to \$10.7 million for the corresponding period in 2006. Gross profit decreased by \$328 thousand to \$7.6 million for the three months ended September 30, 2007. Gross Margin was 39.0% for the three months ended September 30, 2007, down from 42.7% in the corresponding period in 2006.

Cost of products sold increased by \$4.4 million to \$35.8 million in the nine months ended September 30, 2007 from \$31.4 million in the prior year period. Gross profit on product revenue increased by \$3.3 million to \$25.3 million for the nine months ended September 30, 2007 as compared to \$22.0 million in the prior year period. Product Gross Margin, i.e. gross profit on product revenue divided by product revenue, was 41.4% for the nine months ended September 30, 2007, a slight increase from 41.2% in the corresponding period in 2006. The largest factor in the increase was recognition of the United Revenue for which the affiliated Cost of products sold had been recognized in prior periods. This was somewhat offset by lower margins resulting from aggressive sales and marketing programs related to our diagnostic instruments which were to be supplanted by newer instruments from major product launches. Cost of products sold was \$11.8 million in the three months ended September 30, 2007, a \$1.5 million increase from the prior year period. Gross profit on product revenue was \$7.2 million for the three months ended September 30, 2007, a decrease of approximately \$650 thousand dollars from the prior year period. Product Gross Margin was 37.8% in the three months ended September 30, 2007, a decrease from 43.1% in the corresponding period in 2006. Lower sales of our heartworm preventives, aggressive sales and marketing programs related to our diagnostic instruments which were to be supplanted by newer instruments from major product launches and higher sales in our OVP segment were key factors in the decline. Our heartworm preventives represent a relatively high margin product area and our OVP segment is a relatively low margin product area.

Cost of research, development and other revenue was \$234 thousand in the nine months ended September 30, 2007, a decrease of \$635 thousand as compared to \$869 thousand in the prior year period. Gross profit on research, development and other revenue was \$969 thousand for the nine months ended September 30, 2007, a \$509 thousand increase as compared to \$460 thousand in the prior year period. Other Gross Margin, i.e.

Edgar Filing: HESKA CORP - Form 10-Q

gross profit on research, development and other revenue divided by research, development and other revenue, was 80.5% for the nine months ended September 30, 2007, up from 34.6% in the prior year period. Cost of research, development and other revenue decreased to \$58 thousand in the three months ended September 30, 2007, a decrease of \$263 thousand from the prior year period. Gross profit on research, development and other revenue was \$433 thousand for the three months ended September 30, 2007, an increase of \$322 thousand compared to the prior year period. Other Gross Margin was 88.2% for the three months ended September 30, 2007, an increase from 25.7% in the prior year period. In both cases, a key factor in the increase was the amortization of previously capitalized patent costs affiliated with the Allergopharma Portfolio and related to deferred licensing fees affiliated with the Allergopharma Portfolio discussed above in the period ended in 2006, but not the corresponding period in 2007.

We expect our gross margin on product sales will increase in 2007 as compared to 2006 as we expect to sell a greater proportion of total sales in relatively higher margin products.

Operating Expenses

Total operating expenses increased 3% to \$21.3 million in the nine months ended September 30, 2007 as compared to \$20.6 million in the prior year period. Total operating expenses decreased 5% to \$6.5 million in the three months ended September 30, 2007 as compared to \$6.8 million in the prior year period.

Selling and marketing expenses increased 13% to \$12.2 million in the nine months ended September 30, 2007 as compared to \$10.8 million in the corresponding period in 2006. A key factor in the increase was expense recognized related to the launch of our new handheld diagnostic instrument and the launch of our new hematology instrument. Selling and marketing expenses increased 9% to \$3.8 million in the three months ended September 30, 2007 as compared to the corresponding period in 2006. A key factor in the increase was expense recognized related to the launch of our new hematology instrument.

Research and development expenses were \$2.1 million for the nine months ended September 30, 2007, a decline of approximately \$554 thousand compared to \$2.7 million in the corresponding period in 2006. Lower spending on lab supplies was a factor in the decline. Research and development expenses were approximately \$663 thousand in the three months ended September 30, 2007, a \$151 thousand decline from the corresponding period in 2006. A factor in the decline was a decrease in accrual expense related to our Management Incentive Program ("MIP") recognized in the period ended in 2007 as compared to the period ended in 2006.

General and administrative expenses were \$7.0 million in the nine months ended September 30, 2007, down 2% from \$7.2 million in the prior year period. General and administrative expenses were \$2.0 million in the three months ended September 30, 2007, down 19% from the prior year period. In both cases, a key factor in the decline was lower legal fees, primarily related to litigation with UV in 2006.

In 2007, we expect total operating expenses to increase as compared to 2006. We expect operating expenses generally will increase more slowly than increases in revenue from existing operations.

Interest and Other Expense, Net

Interest and other expense, net was \$433 thousand in the nine months ended September 30, 2007, a decrease of \$376 thousand as compared to \$809 thousand in the prior year period. Interest and other expense, net can be broken into two components: net interest expense and net foreign currency gains (or losses). Net interest expense was \$475 thousand in the nine months ended September 30, 2007, a decrease of \$368 thousand from \$843 thousand in the prior year period. In the nine months ended September 30, 2007, net foreign currency gains increased slightly to \$42 thousand, up \$8 thousand from \$34 thousand in the prior year period. The largest factor in the decrease in net interest expense was lower borrowings under our credit and security agreement with Wells Fargo Bank, National Association ("Wells Fargo") along with the fact that we

Edgar Filing: HESKA CORP - Form 10-Q

repaid \$500 thousand in subordinated debt in May 2007. Another factor was lower interest rate spreads to Prime on our borrowings with

Edgar Filing: HESKA CORP - Form 10-Q

Wells Fargo resulting from our achievement of negotiated milestones. This was somewhat offset by higher levels in the Prime rate of interest in the first six months of 2007 compared to the corresponding period in 2006. Interest and other expense, net was \$94 thousand in the three months ended September 30, 2007, a decrease of \$169 thousand as compared to the prior year period. Net interest expense was \$114 thousand in the three months ended September 30, 2007, a decrease of \$159 thousand from the prior year period. In the three months ended September 30, 2007, net foreign currency gains were \$20 thousand, up from \$10 thousand in the prior year period. The largest factor in the decrease in net interest expense was lower borrowings under our credit and security agreement with Wells Fargo. Another factor in the decrease was the lower interest rate spreads on our borrowings with Wells Fargo resulting from our achievement of negotiated milestones.

We expect net interest expense to decrease in 2007 due to anticipated lower use of our revolving credit facility and lower interest rate spreads under our agreement with Wells Fargo.

Income Tax Expense (Benefit)

Income tax expense was \$121 thousand in the nine months ended September 30, 2007, a \$43 thousand increase as compared to \$78 thousand in the prior year period. The increase was due to the accrual of domestic Federal alternative minimum tax and the recognition of certain state income taxes, both of which did not occur in the corresponding 2006 period, somewhat offset by the lower recognition of income tax in Switzerland after we reduced the valuation allowance corresponding to our NOL in Switzerland as a result of agreements obtained from the tax authorities in the canton of Fribourg. Income tax expense was \$27 thousand in the three months ended September 30, 2007, an increase of \$4 thousand as compared to the prior year period. The increase was due to the accrual of domestic Federal alternative minimum tax, which did not occur in the corresponding 2006 period, largely offset by the lower recognition of income tax in Switzerland after we reduced the valuation allowance corresponding to our NOL in Switzerland as a result of agreements obtained from the tax authorities in the canton of Fribourg.

We expect income tax expense to be less in 2007 than it was in 2006, primarily due to lower estimated taxable income in Switzerland and an increase in the valuation allowance related to the NOL for our Swiss operating subsidiary recognized in the fourth quarter of 2006, both of which are a result of agreements from the tax authorities in the canton of Fribourg.

Net Income (Loss)

Our net income was \$4.4 million in the nine months ended September 30, 2007, an increase of approximately \$3.5 million compared to \$927 thousand in the prior year period. As discussed above, the improvement was primarily due to higher product revenue, somewhat offset by higher operating expenses. Our net income was \$1.0 million in the three months ended September 30, 2007, a 17% increase from the prior year period. As discussed above, the improvement was primarily due to lower operating expenses and higher product revenue, somewhat offset by lower Product Gross Margin.

In 2007, we expect to increase our net income primarily due to increased revenue, somewhat offset by increased operating expenses.

Liquidity and Capital Resources

We have incurred net cumulative negative cash flow from operations since our inception in 1988. For the nine months ended September 30, 2007, we had net income of \$4.4 million. During the nine months ended September 30, 2007, our operations provided cash of approximately \$2.0 million. At September 30, 2007, we had \$5.3 million of cash and cash equivalents, \$9.8 million of working capital, \$7.9 million of outstanding borrowings under our revolving line of credit, discussed below, and \$2.1 million of other debt and capital leases.

Edgar Filing: HESKA CORP - Form 10-Q

Net cash provided by operating activities was \$2.0 million for the nine months ended September 30, 2007 as compared to \$1.8 million in the prior year period. Major factors in the improvement was an increase in net income of approximately \$3.5 million and approximately \$809 thousand more cash provided from accounts receivable in the 2007 period. This was somewhat offset by a \$2.2 million increase in cash used to reduce accrued liabilities in the 2007 period, primarily related to payments made in early 2007 for our 2006 MIP; there were no corresponding payments in early 2006 as our 2005 MIP did not generate any payout. Other factors that somewhat offset our improvement in cash provided by operating activities was approximately \$1.0 million related to deferred revenue and other long-term liabilities, primarily due to a customer of our OVP segment utilizing a year end prepaid balance to a greater degree in the 2007 period, and greater cash used of approximately \$876 thousand related to inventory, primarily related to instruments used by our customers on a rental basis which were accounted for as a non-cash transfer from inventory to property and equipment at the time of placement.

Net cash flows from investing activities used cash of \$1.6 million in the nine months ended September 30, 2007, compared to \$979 thousand during the corresponding period in 2006. The greater usage of cash was primarily due to an approximately \$1.0 million increase in capital expenditures in 2007, somewhat offset by the recognition of capitalized patent costs in 2006 and the gain on the sale of assets related to the sale of certain patents in 2007.

Net cash flows from financing activities used cash of approximately \$480 thousand during the nine months ended September 30, 2007 as compared to using cash of \$796 thousand during the corresponding period in 2006. Approximately \$523 thousand less cash used to pay down our revolving line of credit was largely offset by an approximately \$512 thousand increase in scheduled repayments of other debts, including \$500 thousand in repayment of a subordinated note in May 2007. The balance of the approximately \$316 thousand lower usage of cash in the 2006 period was due to approximately \$305 thousand greater proceeds from the issuance of common stock, primarily related to stock option exercises.

At September 30, 2007, we had a \$12.0 million asset-based revolving line of credit with Wells Fargo which has a maturity date of June 30, 2009 as part of our credit and security agreement with Wells Fargo. At September 30, 2007, \$7.9 million was outstanding under this line of credit. Our ability to borrow under this facility varies based upon available cash, eligible accounts receivable and eligible inventory. On September 30, 2007, interest was charged at a stated rate of prime plus 0% and was payable monthly. We are required to comply with various financial and non-financial covenants, and we have made various representations and warranties. Among the financial covenants is a requirement to maintain a minimum liquidity (cash plus excess borrowing base) of \$1.5 million. Additional requirements include covenants for minimum capital monthly and minimum net income quarterly. Failure to comply with any of the covenants, representations or warranties could result in our being in default on the loan and could cause all outstanding amounts payable to Wells Fargo to become immediately due and payable or impact our ability to borrow under the agreement. Any default under the Wells Fargo agreement could also accelerate the repayment of our other borrowings. We were in compliance with all financial covenants as of September 30, 2007. At September 30, 2007, our remaining available borrowing capacity based upon eligible accounts receivable and eligible inventory under our revolving line of credit was approximately \$4.1 million.

At September 30, 2007, we also had outstanding obligations for long-term debt and capital leases totaling approximately \$2.1 million primarily related to three term loans with Wells Fargo. One term loan is secured by real estate in Iowa and had an outstanding balance at September 30, 2007 of approximately \$534 thousand due in monthly installments of \$17,658 plus interest, with a balloon payment of approximately \$163 thousand due upon maturity of the credit facility agreement on June 30, 2009. The term loan had a stated interest rate of prime plus 0% on September 30, 2007. The other two term loans are secured by machinery and equipment at our Des Moines, Iowa and Loveland, Colorado locations, respectively (the "Equipment Notes"). The Equipment Notes had a stated interest rate of prime plus 0% as of September 30, 2007. The Equipment Notes had an outstanding balance at September 30, 2007 of approximately \$1.6 million with principal payments on the Equipment Notes of \$46,296 plus interest due in monthly installments and with a balloon payment of approximately \$602 thousand

Edgar Filing: HESKA CORP - Form 10-Q

due upon maturity of the credit facility agreement on June 30, 2009. Our capital lease obligations totaled approximately \$13 thousand at September 30, 2007.

At September 30, 2007, we had property and equipment, net, of approximately \$9.5 million, an increase of approximately \$2.5 million as compared to the level on December 31, 2006. This increase was primarily related to instruments used by our customers on a rental basis which were accounted for as a non-cash transfer from inventory to property and equipment at the time of placement.

At September 30, 2007, we had deferred revenue and other long-term liabilities, net of current portion, of approximately \$6.7 million. Included in this total is approximately \$5.8 million of deferred revenue related to up-front fees that have been received for certain product rights and technology rights out-licensed prior to September 30, 2007. These deferred amounts are being recognized on a straight-line basis over the remaining lives of the agreements, products, patents or technology.

Our primary short-term need for capital, which is subject to change, is to fund our operations, which consist of continued sales and marketing, general and administrative and research and development efforts, working capital associated with increased product sales and capital expenditures relating to maintaining and developing our manufacturing operations. Our future liquidity and capital requirements will depend on numerous factors, including the extent to which our marketing, selling and distribution efforts, as well as those of third parties who market, sell and distribute our products, are successful in increasing revenue, the extent to which currently planned products and/or technologies under research and development are successfully developed, launched and sold, changes required by us or by regulatory bodies to maintain our operations and other factors.

Our financial plan for 2007 indicates that our available cash and cash equivalents, together with cash from operations and borrowings expected to be available under our revolving line of credit, will be sufficient to fund our operations through 2007 and into 2008. Our financial plan for 2007 expects that we will have positive cash flow from operations, primarily through increased revenue and limiting any increase in operating expenses to a modest degree. However, our actual results may differ from this plan, and we may be required to consider alternative strategies. We may be required to raise additional capital in the future. If necessary, we expect to raise these additional funds through the sale of equity or debt securities or refinancing loans currently outstanding on assets with historical appraised values significantly in excess of related debt. There is no guarantee that additional capital will be available from these sources on acceptable terms, if at all, and certain of these sources may require approval by existing lenders. If we cannot raise the additional funds through these options on acceptable terms or with the necessary timing, management could also reduce discretionary spending to decrease our cash burn rate through actions such as delaying or canceling budgeted research activities or marketing plans. These actions would likely extend the then available cash and cash equivalents, and then available borrowings.

Net Operating Loss Carryforwards

As of December 31, 2006, we had a net domestic operating loss carryforward, or NOL, of approximately \$167.5 million, a domestic alternative minimum tax credit of approximately \$83 thousand and a domestic research and development tax credit carryforward of approximately \$307 thousand. The NOL and tax credit carryforwards are subject to alternative minimum tax limitations and to examination by the tax authorities. In addition, we had a "change of ownership" as defined under the provisions of Section 382 of the Internal Revenue Code of 1986, as amended (an "Ownership Change"). We believe the latest, and most restrictive, Ownership Change occurred at the time of our initial public offering in July 1997. We do not believe this Ownership Change will place a significant restriction on our ability to utilize our NOLs in the future. As of December 31, 2006, we also had net operating loss carryforwards in Switzerland of approximately \$1.9 million related to losses previously recorded by Heska AG, our Swiss operating subsidiary. Heska AG also had a "tax holiday" from canton, municipal and church income taxes in the canton of Fribourg through August 31, 2007.

Recent Accounting Pronouncements

None.

Item 3.

QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

Market risk represents the risk of loss that may impact the financial position, results of operations or cash flows due to adverse changes in financial and commodity market prices and rates. We are exposed to market risk in the areas of changes in United States and foreign interest rates and changes in foreign currency exchange rates as measured against the United States dollar and against other foreign currency exchange rates. These exposures are directly related to our normal operating and funding activities.

Interest Rate Risk

The interest payable on certain of our lines of credit and other borrowings is variable based on the United States prime rate and, therefore, is affected by changes in market interest rates. At September 30, 2007, approximately \$10.0 million was outstanding on these lines of credit and other borrowings with a weighted average interest rate of 7.75%. We also had approximately \$5.3 million of cash and cash equivalents at September 30, 2007, the majority of which was invested in liquid interest bearing accounts. We had no interest rate hedge transactions in place on September 30, 2007. We completed an interest rate risk sensitivity analysis based on the above and an assumed one-percentage point increase/decrease in interest rates. If market rates increase/decrease by one percentage point, we would experience an increase/decrease in annual net interest expense of approximately \$47 thousand based on our outstanding balances as of September 30, 2007.

Foreign Currency Risk

Our investment in foreign assets consists primarily of our investment in our European subsidiary. Foreign currency risk may impact our results of operations. In cases where we purchase inventory in one currency and sell corresponding products in another, our gross margin percentage is typically at risk based on foreign currency exchange rates. In addition, in cases where we may be generating operating income in foreign currencies, the magnitude of such operating income when translated into U.S. dollars will be at risk based on foreign currency exchange rates. Our agreements with suppliers and customers vary significantly in regard to the existence and extent of currency adjustment and other currency risk sharing provisions. We had no foreign currency hedge transactions in place on September 30, 2007.

We have a wholly-owned subsidiary in Switzerland which uses the Swiss Franc as its functional currency. We purchase inventory in foreign currencies, primarily Japanese Yen and Euros, and sell corresponding products in U.S. dollars. We also sell products in foreign currencies, primarily Japanese Yen and Euros, where our inventory costs are in U.S. dollars. Based on our results of operations for the most recent 12 months, if foreign currency exchange rates were to strengthen/weaken by 25% against the dollar, we would expect a resulting pre-tax loss/gain of approximately \$1.1 million.

Item 4.

CONTROLS AND PROCEDURES

(a) *Evaluation of Disclosure Controls and Procedures.* Our management, with the participation of our chief executive officer and our chief financial officer, evaluated the effectiveness of our disclosure controls and procedures, as defined by Rule 13a-15 of the Exchange Act, as of the end of the period covered by this Quarterly Report on Form 10-Q. Based on this evaluation, our chief executive officer and our chief financial officer have concluded that our disclosure controls and procedures are adequate to provide reasonable assurance that

Edgar Filing: HESKA CORP - Form 10-Q

information we are required to disclose in reports that we file or submit under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms and that such information is accumulated and communicated to our management, including our chief executive officer and chief financial officer, as appropriate, to allow timely decisions regarding required disclosure.

(b) *Changes in Internal Control over Financial Reporting.* There was no change in our internal control over financial reporting that occurred during our last fiscal quarter that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

As of June 30, 2007, we met the definition of "accelerated filer," as defined by Rule 12b-2 of the Exchange Act and, thus, will be required by the Sarbanes-Oxley Act of 2002 to include an assessment of our internal control over financial reporting and attestation from our independent registered public accounting firm in our Annual Report on Form 10-K as of December 31, 2007.

PART II. OTHER INFORMATION

Item 1. Legal Proceedings

From time to time, we may be involved in litigation relating to claims arising out of our operations. As of September 30, 2007, we were not a party to any legal proceedings that are expected, individually or in the aggregate, to have a material effect on our business, financial condition or operating results.

Item 1A. Risk Factors

Our future operating results may vary substantially from period to period due to a number of factors, many of which are beyond our control. The following discussion highlights these factors and the possible impact of these factors on future results of operations. If any of the following factors actually occur, our business, financial condition or results of operations could be harmed. In that case, the price of our common stock could decline and you could experience losses on your investment.

We rely substantially on third-party suppliers. The loss of products or delays in product availability from one or more third-party supplier could substantially harm our business.

To be successful, we must contract for the supply of, or manufacture ourselves, current and future products of appropriate quantity, quality and cost. Such products must be available on a timely basis and be in compliance with any regulatory requirements. Failure to do so could substantially harm our business.

We rely on third party suppliers to manufacture those products we do not manufacture ourselves. Proprietary products provided by these suppliers represent a majority of our product revenue. We currently rely on these suppliers for our veterinary instruments and consumable supplies for these instruments, for our point-of-care diagnostic and other tests, for the manufacture of our allergy immunotherapy treatment products as well as for the manufacture of other products. Major suppliers who sell us proprietary products which are responsible for more than 5% of our trailing 12-month product revenue are Arkray Global Business, Inc., Boule Medical AB, i-STAT Corporation (a unit of Abbott Laboratories) and Quidel Corporation. None of these suppliers sell us proprietary products which are responsible for more than 20% of our revenue, although the proprietary products of one is responsible for more than 15% of our revenue and two others are responsible for more than 10% of our revenue. We often purchase products from our suppliers under agreements that are of limited duration or potentially can be terminated on an annual basis. In the case of our veterinary diagnostic instruments, we are typically entitled to non-exclusive access to consumable supplies for a defined period upon expiration of exclusive rights, which could subject us to competitive pressures in the period of non-exclusive access. Although we believe we have agreements in place to ensure supply of our major product offerings in the marketplace through at least the end of 2007 and we believe we are in compliance with such agreements, there can be no assurance that our suppliers will meet their obligations under these agreements or that we will be able to compel them to do so. Risks of relying on suppliers include:

- *Loss of exclusivity.* In the case of our veterinary diagnostic instruments, if we are entitled to non-exclusive access to consumable supplies for a defined period upon expiration of exclusive rights, we may face increased competition from a third party with similar non-exclusive access or our former supplier, which could cause us to lose customers and/or significantly decrease our margins and could significantly affect our financial results. In addition, current agreements, or agreements we may negotiate in the future, with suppliers may require us to meet minimum annual sales levels to maintain our position as the exclusive distributor of these products. We may not meet these minimum sales levels and maintain exclusivity over the distribution and sale of these products. If we are not the exclusive distributor of these products, competition may increase

significantly, reducing our revenues and/or decreasing our margins.

- *High switching costs.* In certain of our diagnostic instrument products we could lose all or some of the consumable revenues from the installed base of those instruments if we were to switch to a competitive instrument. If we need to change to other commercial manufacturing contractors for certain of our regulated products, additional regulatory licenses or approvals must be obtained for these contractors prior to our use. This would require new testing and compliance inspections prior to sale thus resulting in potential delays. Any new manufacturer would have to be educated in, or develop substantially equivalent processes necessary for the production of our products. We likely would have to train our sales force, distribution network employees and customer support organization on the new product and spend significant funds marketing the new product to our customer base.
- *The loss of product rights upon expiration or termination of an existing agreement.* Unless we are able to find an alternate supply of a similar product, we would not be able to continue to offer our customers the same breadth of products and our sales and operating results would likely suffer. In the case of an instrument supplier, we could also potentially suffer the loss of sales of consumable supplies, which would be significant in cases where we have built a significant installed base, further harming our sales prospects and opportunities. Even if we were able to find an alternate supply for a product to which we lost rights, we would likely face increased competition from the product whose rights we lost being marketed by a third party or the former supplier and it may take us additional time and expense to gain the necessary approvals and launch an alternative product.
- *Inability to meet minimum obligations.* Current agreements, or agreements we may negotiate in the future, may commit us to certain minimum purchase or other spending obligations. It is possible we will not be able to create the market demand to meet such obligations, which could create a drain on our financial resources and liquidity. Some such agreements may require minimum purchases and/or sales to maintain product rights and we may be significantly harmed if we are unable to meet such requirements and lose product rights.
- *The involuntary or voluntary discontinuation of a product line.* Unless we are able to find an alternate supply of a similar product in this or similar circumstances with any product, we would not be able to continue to offer our customers the same breadth of products and our sales would likely suffer. Even if we are able to identify an alternate supply, it may take us additional time and expense to gain the necessary approvals and launch an alternative product, especially if the product is discontinued unexpectedly. An example of such a situation arose in 2006 when Dolphin Medical Inc. (a majority-owned subsidiary of OSI Systems, Inc.) discontinued production of our VET/OX G2 DIGITAL Monitor as part of an agreement with Masimo Corporation to settle a patent dispute.
- *Inconsistent or inadequate quality control.* We may not be able to control or adequately monitor the quality of products we receive from our suppliers. Poor quality items could damage our reputation with our customers.
- *Limited capacity or ability to scale capacity.* If market demand for our products increases suddenly, our current suppliers might not be able to fulfill our commercial needs, which would require us to seek new manufacturing arrangements and may result in substantial delays in meeting market demand. If we consistently generate more demand for a product than a given supplier is capable of handling, it could lead to large backorders and potentially lost sales to competitive products that are readily available. This could require us to seek or fund new sources of supply, which may be difficult to find unless it is under terms that are less advantageous.
- *Regulatory risk.* Our manufacturing facility and those of some of our third party suppliers are subject to ongoing periodic unannounced inspection by regulatory authorities, including the FDA, USDA and other federal and state agencies for compliance with strictly enforced Good Manufacturing Practices, regulations and similar foreign standards, and we do not have control over

Edgar Filing: HESKA CORP - Form 10-Q

our suppliers' compliance with these regulations and standards. Violations could potentially lead to interruptions in supply that could cause us to lose sales to readily available competitive products.

- *Developmental delays.* We may experience delays in the scale-up quantities needed for product development that could delay regulatory submissions and commercialization of our products in development, causing us to miss key opportunities.
- *Limited intellectual property rights.* We typically do not have intellectual property rights, or may have to share intellectual property rights, to the products themselves and any improvements to the manufacturing processes or new manufacturing processes for our products.

Potential problems with suppliers such as those discussed above could substantially decrease sales, lead to higher costs, damage our reputation with our customers due to factors such as poor quality goods or delays in order fulfillment, resulting in our being unable to effectively sell our products and substantially harm our business.

We operate in a highly competitive industry, which could render our products obsolete or substantially limit the volume of products that we sell. This would limit our ability to compete and maintain sustained profitability.

The market in which we compete is intensely competitive. Our competitors include independent animal health companies and major pharmaceutical companies that have animal health divisions. We also compete with independent, third-party distributors, including distributors who sell products under their own private labels. In the point-of-care diagnostic testing market, our major competitors include IDEXX, Abaxis, Inc. and Synbiotics Corporation. The products manufactured by our OVP segment for sale by third parties compete with similar products offered by a number of other companies, some of which have substantially greater financial, technical, research and other resources than us and may have more established marketing, sales, distribution and service organization's than our OVP segment's customers. Competitors may have facilities with similar capabilities to our OVP segment, which they may operate and sell at a lower unit price to customers than our OVP segment does, which could cause us to lose customers. Companies with a significant presence in the companion animal health market, such as Bayer AG, CEVA Santé Animale, Intervet International bv (currently a unit of Akzo Nobel N.V., and included in businesses to be sold to Schering-Plough Corporation based on a March 12, 2007 announcement), Merial Limited, Novartis AG, Pfizer Inc., Schering-Plough Corporation, Vétoquinol S.A., Virbac S.A. and Wyeth, may be marketing or developing products that compete with our products or would compete with them if developed. These and other competitors and potential competitors may have substantially greater financial, technical, research and other resources and larger, more established marketing, sales, distribution and service organizations than we do. Our competitors may offer broader product lines and have greater name recognition than we do. Our competitors may develop or market technologies or products that are more effective or commercially attractive than our current or future products or that would render our technologies and products obsolete. Further, additional competition could come from new entrants to the animal health care market. Moreover, we may not have the financial resources, technical expertise or marketing, distribution or support capabilities to compete successfully. We believe that one of our largest competitors, IDEXX, in effect prohibits its distributors from selling competitive products, including our diagnostic instruments and heartworm diagnostic tests. If we fail to compete successfully, our ability to achieve sustained profitability will be limited and sustained profitability, or profitability at all, may not be possible.

We may be unable to successfully market, sell and distribute our products.

We may not successfully develop and maintain marketing, sales or distribution capabilities, and we may not be able to make arrangements with third parties to perform these activities on satisfactory terms. If our marketing, sales and distribution strategy is unsuccessful, our ability to sell our products will be negatively impacted and our revenues will decrease.

Edgar Filing: HESKA CORP - Form 10-Q

The market for companion animal healthcare products is highly fragmented. Because our Core Companion Animal Health proprietary products are generally available only to veterinarians or by prescription and our medical instruments require technical training to operate, we ultimately sell our Core Companion Animal Health products predominantly to or through veterinarians. The acceptance of our products by veterinarians is critical to our success. Changes in our ability to obtain or maintain such acceptance or changes in veterinary medical practice could significantly decrease our anticipated sales.

We currently sell most of our Core Companion Animal Health products in the United States to veterinarians through an outside sales force of approximately 28 individuals, an inside sales force of approximately 24 individuals, approximately 13 independent third-party distributors who carry our full distribution line and approximately 7 independent third-party distributors who carry portions of our distribution line. To be successful in these endeavors, we will have to effectively market our products and continue to develop and train our direct sales force as well as the sales personnel of our independent third-party distributors.

Independent third party distributors may be effective in increasing sales of our products to veterinarians, although we would expect a corresponding lower gross margin as such distributors typically buy products from us at a discount to end user prices. It is possible new or existing independent third party distributors could cannibalize our direct sales efforts and lower our total gross margin. For us to be effective when working with an independent third party distributor, the distributor must agree to market and/or sell our products and we must provide proper economic incentives to the distributor as well as contend effectively for the distributor's time and focus given other products the distributor may be carrying, potentially including those of our competitors. If we fail to be effective with new or existing independent third party distributors, our financial performance may suffer. In addition, most of our independent third party distributor agreements can be terminated on 60 days notice and we believe that IDEXX, one of our largest competitors, in effect prohibits its distributors from selling competitive products, including our diagnostic instruments and heartworm diagnostic tests. We believe this restriction limits our ability to engage national independent third party distributors to sell our full distribution line of products. In the second quarter of 2005, our largest distributor purchased an IDEXX distributor and subsequently informed us that they no longer would carry our instruments and heartworm diagnostic tests. We believe IDEXX in effect prohibits this distributor from carrying our diagnostic instruments and heartworm diagnostic tests as a condition for having access to buy the IDEXX product line.

If the third parties to whom we granted substantial marketing rights for certain of our existing products or future products under development are not successful in marketing those products, then our sales and financial position may suffer.

Our agreements with our corporate marketing partners generally contain no or small minimum purchase requirements in order for them to maintain their exclusive or co-exclusive marketing rights. We are party to an agreement with SPAH which grants distribution and marketing rights in the U.S. for our canine heartworm preventive product, TRI-HEART Plus Chewable Tablets. AgriLabs has the exclusive right to sell certain of our bovine vaccines in the United States, Africa, China, Mexico and Taiwan. Novartis Agro K.K., Tokyo markets and distributes our SOLO STEP CH heartworm test in Japan under an exclusive arrangement. One or more of these marketing partners may not devote sufficient resources to marketing our products. Furthermore, there may be nothing to prevent these partners from pursuing alternative technologies or products that may compete with our products in current or future agreements. In the future, third-party marketing assistance may not be available on reasonable terms, if at all. If any of these events occur, we may not be able to commercialize our products and our sales will decline. In addition, both our agreements with SPAH and AgriLabs require us to potentially pay penalties if we are unable to supply product over an extended period of time.

Our future revenues depend on successful research, development, commercialization and/or market acceptance, any of which can be slower than we expect or may not occur.

The research, development and regulatory approval process for many of our potential products is extensive and may take substantially longer than we anticipate. Research projects may fail. New products that

Edgar Filing: HESKA CORP - Form 10-Q

we are developing for the veterinary marketplace may not perform up to our expectations. Because we have limited resources to devote to product development and commercialization, any delay in the research or development of one product or reallocation of resources to product development efforts that prove unsuccessful may delay or jeopardize the development of other product candidates. If we fail to successfully develop new products and bring them to market in a timely manner, our ability to generate additional revenue will decrease.

Even if we are successful in the research and development of a product or obtain rights to a product from a third-party supplier, we may experience delays in commercialization and/or market acceptance of the product. For example, veterinarians may be slow to adopt a product or there may be delays in producing large volumes of a product. The former is particularly likely where there is no comparable product available or historical use of such a product. For example, while we believe our E.R.D.-HEALTHSCREEN urine tests for dogs and cats represent a significant scientific breakthrough in companion animal annual health examinations, these products have achieved significantly lower market acceptance than we anticipated. The ultimate adoption of a new product by veterinarians, the rate of such adoption and the extent veterinarians choose to integrate such a product into their practice are all important factors in the economic success of one of our new products and are factors that we do not control to a large extent. If our products do not achieve a significant level of market acceptance, demand for our products will not develop as expected and our revenues will be lower than we anticipate.

We often depend on third parties for products we intend to introduce in the future. If our current relationships and collaborations are not successful, we may not be able to introduce the products we intend to in the future.

We are often dependent on third parties and collaborative partners to successfully and timely perform research and development activities to successfully develop new products. For example, we jointly developed point-of-care diagnostic products with Quidel Corporation. In other cases, we have discussed Heska marketing in the veterinary market an instrument being developed by a third party for use in the human health care market. In the future, one or more of these third parties or collaborative partners may not complete research and development activities in a timely fashion, or at all. Even if these third parties are successful in their research and development activities, we may not be able to come to an economic agreement with them. If these third parties or collaborative partners fail to complete research and development activities, fail to complete them in a timely fashion, or if we are unable to negotiate economic agreements with such third parties or collaborative partners, our ability to introduce new products will be impacted negatively and our revenues may decline.

Our stock price has historically experienced high volatility, which may increase in the future, and which could affect our ability to raise capital in the future or make it difficult for investors to sell their shares.

The securities markets have experienced significant price and volume fluctuations and the market prices of securities of many microcap and smallcap companies have in the past been, and can in the future be expected to be, especially volatile. During the past 12 months, our closing stock price has ranged from a low of \$1.50 to a high of \$2.90. Fluctuations in the trading price or liquidity of our common stock may adversely affect our ability to raise capital through future equity financings. Factors that may have a significant impact on the market price and marketability of our common stock include:

- stock sales by large stockholders or by insiders;
- our quarterly operating results, including as compared to our revenue, earnings or other guidance and in comparison to historical results;
- termination, cancellation or expiration of our third party supplier relationships;
- announcements of technological innovations or new products by our competitors or by us;
- litigation;
- regulatory developments, including delays in product introductions;

Edgar Filing: HESKA CORP - Form 10-Q

- developments in our relationships with collaborative partners;
- developments or disputes concerning patents or proprietary rights;
- availability of our revolving line of credit and compliance with debt covenants;
- releases of reports by securities analysts;
- changes in regulatory policies;
- economic and other external factors; and
- general market conditions.

In the past, following periods of volatility in the market price of a company's securities, securities class action litigation has often been instituted. If a securities class action suit is filed against us, it is likely we would incur substantial legal fees and our management's attention and resources would be diverted from operating our business in order to respond to the litigation.

Obtaining and maintaining regulatory approvals in order to market our regulated products may be costly and delay the marketing and sales of our products.

Many of the products we develop, market or manufacture are subject to extensive regulation by one or more of the USDA, the FDA, the EPA and foreign regulatory authorities. These regulations govern, among other things, the development, testing, manufacturing, labeling, storage, pre-market approval, advertising, promotion, sale and distribution of some of our products. Satisfaction of these requirements can take several years and time needed to satisfy them may vary substantially, based on the type, complexity and novelty of the product.

The effect of government regulation may be to delay or to prevent marketing of our products for a considerable period of time and to impose costly procedures upon our activities. We have experienced in the past, and may experience in the future, difficulties that could delay or prevent us from obtaining the regulatory approval or license necessary to introduce or market our products. Such delays in approval may cause us to forego a significant portion of a new product's sales in its first year due to seasonality and advanced booking periods associated with certain products. Regulatory approval of our products may also impose limitations on the indicated or intended uses for which our products may be marketed.

Among the conditions for certain regulatory approvals is the requirement that our facilities and/or the facilities of our third party manufacturers conform to current Good Manufacturing Practices. Our manufacturing facilities and those of our third party manufacturers must also conform to certain other manufacturing regulations, which include requirements relating to quality control and quality assurance as well as maintenance of records and documentation. The USDA, FDA and foreign regulatory authorities strictly enforce manufacturing regulatory requirements through periodic inspections. If any regulatory authority determines that our manufacturing facilities or those of our third party manufacturers do not conform to appropriate manufacturing requirements, we or the manufacturers of our products may be subject to sanctions, including, but not limited to, warning letters, manufacturing suspensions, product recalls or seizures, injunctions, refusal to permit products to be imported into or exported out of the United States, refusals of regulatory authorities to grant approval or to allow us to enter into government supply contracts, withdrawals of previously approved marketing applications, civil fines and criminal prosecutions. In addition, certain of our agreements require us to pay penalties if we are unable to supply products, including for failure to maintain regulatory approvals. Any of these events, alone or in unison, could damage our business.

Edgar Filing: HESKA CORP - Form 10-Q

Many of our expenses are fixed and if factors beyond our control cause our revenue to fluctuate, this fluctuation could cause greater than expected losses, cash flow and liquidity shortfalls.

We believe that our future operating results will fluctuate on a quarterly basis due to a variety of factors which are generally beyond our control, including:

- supply of products from third party suppliers or termination, cancellation or expiration of such relationships;
- the introduction of new products by our competitors or by us;
- competition and pricing pressures from competitive products;
- our ability to maintain relationships with independent third party distributors;
- large customers failing to purchase at historical levels, including changes in independent third party distributor purchasing patterns and inventory levels;
- fundamental shifts in market demand;
- manufacturing delays;
- shipment problems;
- regulatory and other delays in product development;
- product recalls or other issues which may raise our costs;
- changes in our reputation and/or market acceptance of our current or new products; and
- changes in the mix of products sold.

We have high operating expenses for personnel and marketing. Many of these expenses are fixed in the short term. If any of the factors listed above cause our revenues to decline, our operating results could be substantially harmed.

Interpretation of existing legislation, regulations and rules or implementation of future legislation, regulations and rules could cause our costs to increase or could harm us in other ways.

The Sarbanes-Oxley Act of 2002 ("Sarbanes-Oxley") has increased our required administrative actions as a public company. The increase in general and administrative costs of complying with Sarbanes-Oxley will depend on how it is interpreted over time. Of particular concern are the level and timing of standards for internal control evaluation and reporting adopted under Section 404 of Sarbanes-Oxley. If our regulators and/or auditors adopt or interpret more stringent standards than we are anticipating, we and/or our auditors may be unable to conclude that our internal controls over financial reporting are designed and operating effectively, which could adversely affect investor confidence in our financial statements. Even if we and our auditors are able to conclude that our internal controls over financial reporting are designed and operating effectively in such a circumstance, our general and administrative costs are likely to increase. We expect to obtain an audit of our internal controls as of December 31, 2007. Thus, our general and administrative costs are likely to increase in the future. In addition, actions by other entities, such as enhanced rules to maintain our listing on the Nasdaq Capital Market, could also increase our general and administrative costs or have other adverse effects on us, as could further legislative, regulatory or rule-making action or more stringent interpretations of existing legislation, regulations and rules.

Our common stock is listed on the Nasdaq Capital Market and we may not be able to maintain that listing, which may make it more difficult for you to sell your shares.

Edgar Filing: HESKA CORP - Form 10-Q

Our common stock is listed on the Nasdaq Capital Market. The Nasdaq has several quantitative and qualitative requirements companies must comply with to maintain this listing, including a \$1.00 minimum bid

Edgar Filing: HESKA CORP - Form 10-Q

price. While we believe we are currently in compliance with all Nasdaq requirements, we have not always been able to maintain compliance in the past and there can be no assurance we will maintain compliance in the future. If we are delisted from the Nasdaq Capital Market, our common stock may be considered a penny stock under the regulations of the SEC and would therefore be subject to rules that impose additional sales practice requirements on broker-dealers who sell our securities. The additional burdens imposed upon broker-dealers may discourage broker-dealers from effecting transactions in our common stock, which could severely limit market liquidity of the common stock and your ability to sell our securities in the secondary market. This lack of liquidity would also make it more difficult for us to raise capital in the future.

We have historically not consistently generated positive cash flow from operations, may need additional capital and any required capital may not be available on reasonable terms or at all.

If our actual performance deviates from our operating plan, which anticipates we will be profitable in the fourth quarter of 2007 and in 2008, we may be required to raise additional capital in the future. If necessary, we expect to raise these additional funds by the sale of equity or debt securities or refinancing loans currently outstanding on assets with historical appraised values in excess of related debt. There is no guarantee that additional capital will be available from these sources on reasonable terms, if at all, and certain of these sources may require approval by existing lenders. The public markets may be unreceptive to equity financings and we may not be able to obtain additional private equity or debt financing. Any equity financing would likely be dilutive to stockholders and additional debt financing, if available, may include restrictive covenants and increased interest rates that would limit our currently planned operations and strategies. If we relinquish rights to certain of our intellectual property, or sell certain of our assets, products or marketing rights it may limit our future prospects. Additionally, amounts we expect to be available under our existing revolving line of credit may not be available and other lenders could refuse to provide us with additional debt financing. Furthermore, even if additional capital is available, it may not be of the magnitude required to meet our needs under these or other scenarios. If additional funds are required and are not available, it would likely have a material adverse effect on our business, financial condition and our ability to continue as a going concern.

The loss of significant customers could harm our operating results.

No single customer accounted for more than 10% of total revenue for the nine and three month periods ended September 30, 2007. No single customer accounted for more than 10% of total revenue for the nine month period ended September 30, 2006. Sales to SPAH accounted for approximately 12% of our total revenue for the three month period ended September 30, 2006. SPAH accounted for approximately 11% and 18% of our consolidated accounts receivable at September 30, 2007 and 2006, respectively. The loss of significant customers who, for example, are historically large purchasers or who are considered leaders in their field could damage our business and financial results.

We may face costly legal disputes, including related to our intellectual property or technology or that of our suppliers or collaborators.

We may face legal disputes related to our business. Even if meritless, these disputes may require significant expenditures on our part and could entail a significant distraction to members of our management team or other key employees. A legal dispute leading to an unfavorable ruling or settlement could have significant material adverse consequences on our business.

We have United States and foreign-issued patents and are currently prosecuting patent applications in the United States and various foreign countries. Our pending patent applications may not result in the issuance of any patents or any issued patents that will offer protection against competitors with similar technology. Patents we receive may be challenged, invalidated or circumvented in the future or the rights created by those patents may not provide a competitive advantage. We also rely on trade secrets, technical know-how and continuing invention to develop and maintain our competitive position. Others may independently develop substantially equivalent proprietary information and techniques or otherwise gain access to our trade secrets.

Edgar Filing: HESKA CORP - Form 10-Q

We may become subject to additional patent infringement claims and litigation in the United States or other countries or interference proceedings conducted in the United States Patent and Trademark Office, or USPTO, to determine the priority of inventions. The defense and prosecution of intellectual property suits, USPTO interference proceedings and related legal and administrative proceedings are costly, time-consuming and distracting. We may also need to pursue litigation to enforce any patents issued to us or our collaborative partners, to protect trade secrets or know-how owned by us or our collaborative partners, or to determine the enforceability, scope and validity of the proprietary rights of others. Any litigation or interference proceeding will result in substantial expense to us and significant diversion of the efforts of our technical and management personnel. Any adverse determination in litigation or interference proceedings could subject us to significant liabilities to third parties. Further, as a result of litigation or other proceedings, we may be required to seek licenses from third parties which may not be available on commercially reasonable terms, if at all.

We license technology from a number of third parties. The majority of these license agreements impose due diligence or milestone obligations on us, and in some cases impose minimum royalty and/or sales obligations on us, in order for us to maintain our rights under these agreements. Our products may incorporate technologies that are the subject of patents issued to, and patent applications filed by, others. As is typical in our industry, from time to time we and our collaborators and suppliers have received, and may in the future receive, notices from third parties claiming infringement and invitations to take licenses under third party patents. While we currently do not have any unresolved notices of infringement, there is no assurance that there will be none in the future. Any legal action against us or our collaborators or suppliers may require us or our collaborators or suppliers to obtain one or more licenses in order to market or manufacture affected products or services. However, we or our collaborators or suppliers may not be able to obtain licenses for technology patented by others on commercially reasonable terms, or at all, may not be able to develop alternative approaches if unable to obtain licenses or current and future licenses may not be adequate for the operation of our businesses. An example of such a situation arose in 2006 when Dolphin Medical Inc. (a majority-owned subsidiary of OSI Systems, Inc.) discontinued production of our VET/OX G2 DIGITAL Monitor as part of an agreement with Masimo Corporation to settle a patent dispute. Failure to obtain necessary licenses or to identify and implement alternative approaches could prevent us and our collaborators and suppliers from commercializing our products under development and could substantially harm our business.

If we are unable to maintain various financial and other covenants under our credit facility agreement we will be unable to borrow any funds under the agreement and fund our operations.

Under our credit and security agreement with Wells Fargo we are required to comply with various financial and non-financial covenants in order to borrow under the agreement. The availability of borrowings under this agreement is essential to continue to fund our operations. Among the financial covenants is a requirement to maintain minimum liquidity (cash plus excess borrowing base) of \$1.5 million. Additional requirements include covenants for minimum capital monthly and minimum net income quarterly. Although we believe we will be able to maintain compliance with all these covenants and any covenants we may negotiate in the future, there can be no assurance thereof. We have not always been able to maintain compliance with all covenants under our credit and security agreement in the past. Although Wells Fargo granted us a waiver of non-compliance in each case, there can be no assurance we will be able to obtain similar waivers or other modifications if needed in the future on economic terms, if at all.

Failure to comply with any of the covenants, representations or warranties, or failure to modify them to allow future compliance, could result in our being in default and could cause all outstanding borrowings under our credit and security agreement to become immediately due and payable, or impact our ability to borrow under the agreement. We intend to rely on available borrowings under the credit and security agreement to fund our operations in the future. If we are unable to borrow funds under this agreement, we will need to raise additional capital from other sources to continue our operations, which capital may not be available on acceptable terms, or at all.

We may not be able to continue to achieve sustained profitability or increase profitability on a quarterly or annual basis.

Prior to 2005, we incurred net losses on an annual basis since our inception in 1988 and, as of September 30, 2007, we had an accumulated deficit of \$203.6 million. 2005 and 2006 are the only years we have achieved positive net income, and we were not profitable in every quarter of these years. Our ability to continue to be profitable in future periods will depend, in part, on our ability to increase sales in our Core Companion Animal Health segment, including maintaining and growing our installed base of instruments and related consumables, to maintain or increase gross margins and to limit the increase in our operating expenses to a reasonable level. Although we have been profitable in 2005 and 2006, we may not be able to sustain or increase profitability on a quarterly or annual basis. If we cannot achieve or sustain profitability for an extended period, we may not be able to fund our expected cash needs, including the repayment of debt as it comes due, or continue our operations.

We depend on key personnel for our future success. If we lose our key personnel or are unable to attract and retain additional personnel, we may be unable to achieve our goals.

Our future success is substantially dependent on the efforts of our senior management and other key personnel. The loss of the services of members of our senior management or other key personnel may significantly delay or prevent the achievement of our business objectives. Although we have an employment agreement with many of these individuals, all are at-will employees, which means that either the employee or HESKA may terminate employment at any time without prior notice. If we lose the services of, or fail to recruit, key personnel, the growth of our business could be substantially impaired. We do not maintain key person life insurance for any of our senior management or key personnel.

Changes to financial accounting standards may affect our results of operations and cause us to change our business practices.

We prepare our financial statements in conformance with United States generally accepted accounting principles, or GAAP. These accounting principles are established by and are subject to interpretation by the SEC, the Financial Accounting Standards Board, the American Institute of Certified Public Accountants, and others who interpret and create accounting policies. A change in those policies can have a significant effect on our reported results and may affect our reporting of transactions completed before a change is made effective. Changes to those rules may adversely affect our reported financial results or the way we conduct our business.

We may face product returns and product liability litigation in excess of or not covered by our insurance coverage. If we become subject to product liability claims resulting from defects in our products, we may fail to achieve market acceptance of our products and our sales could substantially decline.

The testing, manufacturing and marketing of our current products as well as those currently under development entail an inherent risk of product liability claims and associated adverse publicity. Following the introduction of a product, adverse side effects may be discovered. Adverse publicity regarding such effects could affect sales of our other products for an indeterminate time period. To date, we have not experienced any material product liability claims, but any claim arising in the future could substantially harm our business. Potential product liability claims may exceed the amount of our insurance coverage or may be excluded from coverage under the terms of the policy. We may not be able to continue to obtain adequate insurance at a reasonable cost, if at all. In the event that we are held liable for a claim against which we are not indemnified or for damages exceeding the \$10 million limit of our insurance coverage or which results in significant adverse publicity against us, we may lose revenue, be required to make substantial payments which could exceed our financial capacity and/or lose or fail to achieve market acceptance. Furthermore, our agreements with some suppliers of our instruments contain limited warranty provisions, which may subject us to liability if a supplier fails to meet its warranty obligations if a defect is traced to our instrument or if we cannot correct errors reported

during the warranty period. If our contractual limitations are unenforceable in a particular jurisdiction, a successful claim could require us to pay substantial damages.

We may be held liable for the release of hazardous materials, which could result in extensive clean up costs or otherwise harm our business.

Certain of our products and development programs produced at our Des Moines, Iowa facility involve the controlled use of hazardous and biohazardous materials, including chemicals, infectious disease agents and various radioactive compounds. Although we believe that our safety procedures for handling and disposing of such materials comply with the standards prescribed by applicable local, state and federal regulations, we cannot eliminate the risk of accidental contamination or injury from these materials. In the event of such an accident, we could be held liable for any fines, penalties, remediation costs or other damages that result. Our liability for the release of hazardous materials could exceed our resources, which could lead to a shutdown of our operations, significant remediation costs and potential legal liability. In addition, we may incur substantial costs to comply with environmental regulations if we choose to expand our manufacturing capacity.

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

None.

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

(a) Exhibits

Edgar Filing: HESKA CORP - Form 10-Q

<u>Number</u>	<u>Notes</u>	<u>Description</u>
31.1		Certification of Chief Executive Officer Pursuant to Rule 13a-14(a) and Rule 15d-14(a) of the Securities Exchange Act, as amended.
31.2		Certification of Chief Financial Officer Pursuant to Rule 13a-14(a) and Rule 15d-14(a) of the Securities Exchange Act, as amended.
32.1		Certification of Chief Executive Officer and Chief Financial Officer Pursuant to 18 U.S.C. 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

HESKA CORPORATION

SIGNATURES

Pursuant to 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.

HESKA CORPORATION

Date: November 13, 2007 By /s/ Robert B. Grieve
ROBERT B. GRIEVE
Chairman of the Board and Chief Executive Officer
(on behalf of the Registrant and as the Registrant's Principal Executive Officer)

Date: November 13, 2007 By /s/ Jason A. Napolitano
JASON A. NAPOLITANO
Executive Vice President and Chief Financial Officer
(on behalf of the Registrant and as the Registrant's Principal Financial Officer)