## SECURITIES AND EXCHANGE COMMISSION

Washington, DC. 20549

FORM 10-Q/A
(Mark One)
/x/ Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the quarterly period ended JUNE 30, 2000 or
/ / Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Commission file number 0-15235

MITEK SYSTEMS, INC.
(Exact name of registrant as specified in its charter)

## DELAWARE

(State or other jurisdiction of incorporation or organization)

87-0418827
(I.R.S. Employer Identification No.)

10070 CARROLL CANYON ROAD, SAN DIEGO, CALIFORNIA 92131
(Address of principal executive offices) (Zip Code)
Registrant's telephone number, including area code (858) 635-5900
(Former name, former address and former fiscal year,
if changed since last report)
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.

$$
\text { Yes } X \text { No }
$$

There were $11,103,525$ shares outstanding of the registrant's Common Stock as of August 10, 2000.

EXPLANATORY NOTE
The Company hereby amends Part 1 of its quarterly report on Form 10Q for the period ended June 30, 2000 to reflect the restatement of its financial statements as of June 30, 2000 and for the three-month and nine-month periods then ended.

## ASSETS

CURRENT ASSETS:
Cash and cash equivalents
Accounts receivable-net
Inventories-net
Prepaid expenses and other assets
Total current assets
PROPERTY AND EQUIPMENT-net
OTHER ASSETS

TOTAL ASSETS

## LIABILITIES AND STOCKHOLDERS' EQUITY

CURRENT LIABILITIES:
Accounts payable
Accrued payroll and related taxes
Unearned income
Other accrued liabilities
Total current liabilities
LONG-TERM LIABILITIES
TOTAL LIABILITIES
COMMITMENTS AND CONTINGENCIES (Note 5)
STOCKHOLDERS' EQUITY
Common stock - $\$ .001$ par value; 20,000,000
shares authorized, 10,314,138 and
11,573,152 issued and outstanding, respectively
Additional paid-in capital
Accumulated deficit

Total stockholders' equity
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY

| \$ | 492,328 | \$ | 1,398,589 |
| :---: | :---: | :---: | :---: |
|  | 7,054,377 |  | 5, 006, 081 |
|  | 160,394 |  | 58, 082 |
|  | 170,270 |  | 69,232 |
|  | 7,877,369 |  | 6,531,984 |
|  | 374,946 |  | 281,571 |
|  | 613,662 |  | 575,298 |
| \$ | 8,865,977 | \$ | 7,388,853 |


| \$ 1, 175,136 | \$ 738,195 |
| :---: | :---: |
| 675,197 | 720,300 |
| 337,670 | 203,408 |
| 359,676 | 53,885 |
| 2,547,679 | 1,715,788 |
| 44,834 | 51,040 |
| 2,592,513 | 1,766,828 |

2,592,513
1,766,828

| 11,069 | 10,439 |
| :---: | :---: |
| 9,141, 639 | 8,507,613 |
| $(2,879,244)$ | $(2,896,027)$ |
| 6,273,464 | 5,622,025 |
| \$ 8,865,977 | \$ 7,388,853 |

MITEK SYSTEMS, INC CONSOLIDATED STATEMENTS OF OPERATIONS UNAUDITED

|  | THREE MONTHS ENDED JUNE 30, |  |  |  | NINE MONTHS ENDED JUNE 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $2000$ |  | 1999 |  | 2000 |  | 1999 |
|  |  | S RESTATED |  |  |  | RESTATED |  |  |
|  |  | EE NOTE 2 |  |  | SE | NOTE 2 |  |  |
| NET SALES | \$ | 2,135,734 | \$ | 2,428, 501 | \$ | 7,455, 026 | \$ | 6,709,487 |
| COST OF SALES |  | 656,084 |  | 329,836 |  | 1,369,793 |  | 1,081,956 |
| GROSS MARGIN |  | 1,479,650 |  | 2,098,665 |  | 6, 085,233 |  | 5,627,531 |
| COSTS AND EXPENSES: |  |  |  |  |  |  |  |  |
| Operations |  | 390,487 |  | 157,195 |  | 898,410 |  | 425,995 |
| General and administrative |  | 563,255 |  | 366,315 |  | 1,457,905 |  | 1,263,130 |
| Research and development |  | 704,358 |  | 385, 295 |  | 1,676,959 |  | 958,344 |
| Selling and marketing |  | 768,020 |  | 696,813 |  | 2,065,527 |  | 1,785,974 |
| Total costs and expenses |  | 2,426,120 |  | 1,605,618 |  | 6,098,801 |  | 4,433,443 |
| OPERATING INCOME (LOSS) |  | $(946,470)$ |  | 493, 047 |  | $(13,568)$ |  | 1,194, 088 |
| Interest and other income - net |  | 21,627 |  | 8,651 |  | 30,350 |  | 26,036 |
| INCOME (LOSS) BEFORE INCOME TAXES |  | $(924,843)$ |  | 501,698 |  | 16,782 |  | 1,220,124 |
| PROVISION FOR INCOME TAXES |  | $(19,000)$ |  | 0 |  | 0 |  | 10,000 |
| NET INCOME (LOSS) | \$ | $(905,843)$ | \$ | 501,698 | \$ | 16,782 | \$ | 1,210,124 |
| EARNINGS (LOSS) PER SHARE - BASIC | \$ | (0.08) | \$ | 0.05 | \$ | -- | \$ | 0.11 |
| WEIGHTED AVERAGE NUMBER OF |  |  |  |  |  |  |  |  |
| SHARES OUTSTANDING - BASIC |  | 11, 068,167 |  | 10,321, 012 |  | 10,775,319 |  | 10,788,694 |
| EARNINGS (LOSS) PER SHARE - DILUTED | \$ | (0.08) | \$ | 0.05 | \$ | -- | \$ | 0.11 |
| WEIGHTED AVERAGE NUMBER OF |  |  |  |  |  |  |  |  |
| COMMON SHARES AND COMMON |  |  |  |  |  |  |  |  |
| SHARE EQUIVALENTS OUTSTANDING - DILUTED |  | 11, 068,167 |  | 10,747, 063 |  | 11,212,848 |  | 11, 033,560 |

## MITEK SYSTEMS, INC

CONSOLIDATED STATEMENTS OF CASH FLOWS UNAUDITED

## OPERATING ACTIVITIES

Net income
Adjustments to reconcile net income to net cash used in operating activities:

Depreciation and amortization
Loss on sale of property and equipment
311, 397
241,805
Value of stock options granted to non-employee
Changes in assets and liabilities:
Accounts receivable
Inventories, prepaid expenses, and other assets
Accounts payable, accrued payroll and related taxes, unearned income, and other accrued liabilities

Net cash used in operating activities

## INVESTING ACTIVITIES

Proceeds from note receivable
Purchases of property and equipment
Net cash used in investing activities

## FINANCING ACTIVITIES

Repurchase of common stock
Proceeds from exercise of stock options and warrants
Net cash provided by financing activities
NET DECREASE IN CASH
CASH AT BEGINNING OF PERIOD
CASH AT END OF PERIOD
Significant non-cash investing and financing activities:
591,114 shares of unregistered common stock reacquired
pursuant to settlement agreement
763,922 shares of unregistered common stock reacquired pursuant to revised cross investment and licensing agreements

Cash paid for income taxes

|  | 0 | $(14,150)$ |
| :---: | :---: | :---: |
|  | 603,543 | 36,744 |
|  | 603,543 | 22,594 |
|  | $(906,261)$ | $(296,329)$ |
|  | 1,398,589 | 1,740,760 |
| \$ | 492,328 | \$ 1,444,431 |

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## 1. Basis of Presentation

The accompanying unaudited consolidated financial statements have been prepared in accordance with the instructions to Form 10-Q and, therefore, do not include all information and footnote disclosures that are otherwise required by Regulation S-X and that will normally be made in the Company's Annual Report on Form 10-K. The financial statements do, however, reflect all adjustments (solely of a normal recurring nature) which are, in the opinion of management, necessary for a fair statement of the results of the interim periods presented.

In December 1999, the SEC issued Staff Accounting Bulletin (SAB) No. 101, "Revenue Recognition in Financial Statements". SAB 101 provides the SEC staff's views in applying generally accepted accounting principles to selected revenue recognition issues including software revenue recognition. We will be required to adopt SAB 101 in the fourth quarter of the 2001 fiscal year. We have not completed the process of evaluating the impact that the adoption of SAB 101 will have on the Company's Financial position or results of operations.

Results for the three and nine months ended June 30, 2000 and September 30, 1999 are not necessarily indicative of results which may be reported for any other interim period or for the year as a whole.

## 2. Restatement of Financial Statements

Subsequent to the issuance of its unaudited consolidated financial statements for the three-month and nine-month periods ended June 30, 2000, the Company determined that its revenues and operating results required revision.

In the course of reviewing the Company's compliance with the American Institute of Certified Public Accountants' Statement of Position 97-2 ("SOP 97-2"), Software Revenue Recognition, the Company concluded that a particular contract recorded as a sale in the quarter ended June 30, 2000 did not meet the requirements in SOP 97-2 for revenue recognition. Accordingly, the Company has restated its financial statements as of June 30, 2000 and for the three-month and nine-month periods then ended. A summary of the significant effects of the restatement follows:

CONSOLIDATED BALANCE SHEET AS OF JUNE 30, 2000
Accounts Receivable-net \$8,454,377
1,305,525 767,577 378,078
Accrued Payroll and related taxes
378,078
RESTATED
REPORTED
-------
$(1,721,013)$

|  | THREE MONTHS ENDED JUNE 30, 2000 |  | NINE MONTHS ENDED JUNE 30, 2000 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { AS PREVIOUSLY } \\ & \text { REPORTED } \end{aligned}$ | $\begin{gathered} \text { AS } \\ \text { RESTATED } \end{gathered}$ | AS PREVIOUSLY REPORTED | $\begin{gathered} \text { AS } \\ \text { RESTATED } \end{gathered}$ |
| CONSOLIDATED STATEMENT OF OPERATIONS |  |  |  |  |
| Revenue | \$3,535,734 | \$2,135,734 | \$8,855, 026 | \$7,455, 026 |
| Gross Margin | 2,749,261 | 1,479,650 | 7,354,844 | 6,085,233 |
| Selling and Marketing Expenses | 860,400 | 768,020 | 2,157,907 | 2,065,527 |
| Provision for Income Taxes | 0 | $(19,000)$ | 19,000 | 0 |
| Net Income (Loss) | 252,388 | $(924,843)$ | 1,175,013 | 16,782 |
| Net Income (Loss) per share: |  |  |  |  |
| Basic | . 02 | (.08) | . 11 | . 00 |
| Diluted | . 02 | (.08) | . 10 | . 00 |

3. Inventories

|  | JUNE 30, 2000 | SEPTEMBER 30, 1999 |
| :---: | :---: | :---: |
| Raw materials | \$ 29,622 | \$29,703 |
| Work in process | 0 | 0 |
| Finished goods | 130,772 | 28,379 |
| Total | \$160,394 | \$58, 082 |

Inventories are recorded at the lower of cost (on the first-in,
first-out basis) or market and are net of a $\$ 47,504$ and $\$ 144,638$ reserve for inventory obsolescence for the respective periods.

## 4. Earnings Per Share

The Company computes net income (loss) per share in accordance with SFAS No. 128, Earnings Per Share. Basic earnings per share is computed by dividing net income available to common shareholders by the weighted average number of common shares outstanding for the period. Diluted earnings per share reflects the potential dilution of securities by including other common stock equivalents, including stock options, in the weighted average number of common shares outstanding for a period, if dilutive.

The following table sets forth the reconciliation of the denominator of the earnings per share calculation for the three-month and nine-month periods ended June 30, 2000.

Raw materials
Work in process
Finished goods
Total

NINE MONTHS ENDED JUNE 30, 2000

The following cautionary statements are made pursuant to the Private Securities Litigation Reform Act of 1995 in order for the Company to avail itself of the "safe harbor" provisions of that Act. The discussion and information in Management's' Discussion and Analysis of Financial Condition and Result of Operations (the "MD\&A") may contain both historical and forward-looking statements. To the extent that MD\&A contains forward-looking statements regarding the financial condition, operating results, business prospects or any other aspect of the Company, please be advised that the Company's actual financial condition, operating results and business performance may differ materially from that projected or estimated by the Company in forward-looking statements. The Company has attempted to identify, in context, certain of the factors that it currently believes may cause actual future experience and results to differ from the Company's current expectations. The difference may be caused by a variety of factors, including but not limited to adverse economic conditions, general decreases in demand for Company products and services, intense competition, including entry of new competitors, increased or adverse federal, state and local government regulation, inadequate capital, unexpected costs, lower revenues and net income than forecast, price increases for supplies, inability to raise prices, the risk of litigation and administrative proceedings involving the Company and its employees, higher than anticipated labor costs, the possible fluctuation and volatility of the Company's operating results and financial condition, adverse publicity and news coverage, inability to carry out marketing and sales plans, loss of key executives, changes in interest rates, inflationary factors, and other specific risks that may be alluded to in this MD\&A.

The Company's strategy for fiscal 2000 continues its focus on the Company's core strengths, and increased sales and marketing efforts to bring the Company's products to new applications and markets. In particular, Mitek is determined to expand into new markets by addressing the needs of new and different types of customers with a variety of application specific solutions. Mitek also sought to broaden the use of its products with current customers by identifying new and innovative applications of its existing technology.

As discussed in Note 2 to the financial statements, subsequent to the issuance of its financial statements for the three-month and nine-month periods ended June 30, 2000, management concluded that a contract recorded as a sale in the quarter ended June 30, 2000 did not meet the requirements for revenue recognition under generally accepted accounting principles. The terms of the contract were amended in the fourth fiscal quarter and the Company will recognize the revenue and related costs in its results of operations for the quarter ended September 30, 2000. The accompanying MD\&A has been revised to reflect the effects of the restatement of the Company's interim financial statements for the three-month and nine-month periods ended June 30, 2000.

In the three months ending June 30, 2000, revenues were $\$ 2,136,000$, a decrease of $\$ 293,000$ or $12 \%$ over the $\$ 2,429,000$ revenues in the same period last year. Gross margin for the quarter ended June 30, 2000 was $\$ 1,480,000$, a decrease of $\$ 619,000$ or $29 \%$ over the $\$ 2,099,000$ gross margin in the same period last year. The Company suffered a net loss of $\$ 925,000$ or $\$ 0.08$ per share, basic and diluted, for the third quarter of fiscal 2000, compared with net income of $\$ 502,000$ or $\$ 0.05$ per share, basic and diluted, for the third quarter of fiscal 1999. In the nine months ending June 30, 2000, revenues were $\$ 7,455,000$, an increase of $\$ 746,000$ or $11 \%$ over the $\$ 6,709,000$ revenues in the same period last year. Gross margin for the nine months ended June 30, 2000 was $\$ 6,085,000$, an increase of $\$ 458,000$ or $8 \%$ over the $\$ 5,627,000$ gross margin in the same period last year. The Company earned net income of $\$ 17,000$ or $\$ 0.00$ per share, basic and diluted, for the nine month period ending June 30, 2000, compared with net income of $\$ 1,210,000$ or $\$ 0.11$ per share, basic and diluted, for the same period last year.

The Company's cash position declined in the third quarter of fiscal 2000. At June 30, 2000 the Company had $\$ .5$ million in cash and cash equivalents as compared to $\$ 1.4$ million on September 30, 1999. The Company renewed its $\$ 750,000$ revolving and $\$ 250,000$ equipment lines of credit. The Company was advised by its bank on August 9, 2000, that its revolving line of credit has been increased to $\$ 2,500,000$. There were no borrowings under the lines of credit as of June 30, 2000 or September 30, 1999.

During the third quarter of fiscal 2000, Mitek announced the release of version 2.7 of its QuickStrokes-Registered Trademark- intelligent character recognition engine. This latest version features high-speed neural networks that improves throughput speeds and increases accuracy rates. These improvements will allow faster and more accurate processing of a wider variety of documents. The Company announced the signing of original equipment manufacturer (OEM) agreements with J \& B Software and Docubase for its Doctus-TM- product, a data capture and forms processing system. Also announced were the licensing of its check processing application, CheckQuest-TM-, to Rancho Bernardo Bank in San Diego, CA and Bank of Mulberry in Mulberry, Arkansas

The Company announced approval from the Nasdaq Stock market for listing on its National Market System, effective May 9, 2000. Mitek stock previously traded on the Nasdaq SmallCap market.

The Company demonstrated an alpha version of its Internet data capture product, WEBrowz-TM-, to potential customers and strategic partners at AIIM 2000 in New York City, April 10-12. WEBrowz-TM- was later awarded a Best of AIIM 2000 honor by Imaging \& Document Solutions magazine.

Following the quarter end, Mitek announced a free 30-day license of its WEBrowz-TM- beta application. Users can download the software from the Company's new Web site at www.webrowz.com.

The Company, while disappointed by the decline in revenue and earnings and its perating loss in the third quarter of fiscal 2000, will continue to implement its growth strategy. The Company believes it is poised for growth, and its positive cash position and increased line of credit will in assist in financing such growth. The Company will continue to work very closely with its customers to meet their needs and the needs of their customers.

ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS:
Comparison of Three Months and Nine Months Ended June 30, 2000 and 1999
NET SALES. Net sales for the three-month period ended June 30, 2000 were $\$ 2,136,000$, compared to $\$ 2,429,000$ for the same period in 1999 , a decrease of $\$ 293,000$, or $12 \%$. Net sales for the nine-month period ended June 30, 2000 were $\$ 7,455,000$, compared to $\$ 6,709,000$ for the same period in 1999 , an increase of $\$ 746,000$ or $32 \%$. The decrease for the quarter ended June 30, 2000 reflects slower than anticipated market penetration for the Company's products. The increase for the nine-month period ended June 30, 2000 was primarily attributable to an overall success in penetrating target markets and executing the Company's growth plan.

GROSS MARGIN. Gross margin for the three-month period ended June 30,2000 was $\$ 1,480,000$, compared to $\$ 2,099,000$ for the same period in 1999, a decrease of $\$ 619,000$ or $29 \%$. Stated as a percentage of net sales, gross margin decreased to $69 \%$ for the three-month period ended June 30, 2000 compared to $86 \%$ for the same period in 1999. Gross margins for the nine-month period ended June 30, 2000 were $\$ 6,085,000$, compared to $\$ 5,627,000$ for the same period in 1999 , an increase of $\$ 458,000$ or $8 \%$. Stated as a percentage of net sales, gross margins decreased to $82 \%$ for the nine-month period ended June 30, 2000, compared to $84 \%$ for the same period in 1999. Goodwill and license amortization charged to cost of sales were $\$ 75,000$ ( $3 \%$ of net sales) for the three months ended June 30, 2000 and $\$ 51,000$ (2\% of net sales) for the same period in 1999. Goodwill and license amortization charged to cost of sales were $\$ 200,000$ ( $3 \%$ of net sales) for the nine months ended June 30, 2000 and $\$ 152,000$ ( $2 \%$ of net sales) for the same period in 1999. The decrease in gross margin for the three-month period ended June 30, 2000 resulted primarily from decreased sales, while the increase in gross margin for the nine-month period ended June 30, 2000 resulted primarily from increased sales and changes in product mix in prior fiscal quarters. The decrease in gross margin stated as a percentage of sales resulted primarily from product mix.

OPERATIONS. Operations expenses for the three-month period ended June 30, 2000 were $\$ 390,000$, compared to $\$ 157,000$ for the same period in 1999, an increase of $\$ 233,000$ or $148 \%$. Stated as a
percentage of net sales, operations expenses increased to $18 \%$ for the
three-month period ended June 30, 2000, as compared to $6 \%$ for the three-month period ended June 30, 1999. Operations expenses for the nine-month period ended June 30, 2000 were $\$ 898,000$, compared to $\$ 426,000$ for the same period in 1999, an increase of $\$ 472,000$ or $111 \%$. Stated as a percentage of net sales, operations expenses increased to $12 \%$ for the nine-month period ended June 30, 2000, compared to $6 \%$ for the same period in 1999. This increase in both periods is primarily attributable to staff additions.

GENERAL AND ADMINISTRATIVE. General and administrative expenses for the three-month period ended June 30, 2000 were $\$ 563,000$, compared to $\$ 366,000$ for the same period in 1999, an increase of $\$ 197,000$ or $54 \%$. Stated as a percentage of net sales, general and administrative expenses increased to $26 \%$ for the three month period ended June 30, 2000, compared to $15 \%$ for the same period in 1999. The increase in expenses for the three months were primarily attributable to costs associated with outside professional services, legal fees and costs associated with the Company's listing on the Nasdaq's National Market System. The increase as a percentage of sales is primarily due to the decrease in revenues. General and administrative expenses for the nine-month period ended June 30, 2000 were $\$ 1,458,000$, compared to $\$ 1,263,000$ for the same period in 1999, an increase of $\$ 195,000$ or $15 \%$. Stated as a percentage of net sales, general and administrative expenses increased to $20 \%$ for the nine-month period ended June 30, 2000, compared to $19 \%$ for the same period in 1999. The increases in expenses for the nine months were primarily attributable to costs associated with outside professional services and legal fees. The increase as a percentage of net sales is also primarily attributable to the increase in absolute dollar expenditures.

RESEARCH AND DEVELOPMENT. Research and development expenses for the three-month period ended June 30, 2000 were $\$ 704,000$, compared to $\$ 385,000$ for the same period in 1999, an increase of $\$ 319,000$ or $83 \%$. The increase in expenses is the result of engineering staff additions and the commencement of certain engineering projects. Stated as a percentage of net sales, research and development expenses increased to $33 \%$ for the three-month period ended June 30, 2000, compared to $16 \%$ for the same period in 1999. The increase as a percentage of net sales for the three-month period is primarily attributable to the increase in absolute dollar expenditures and the decline of revenues for the quarter. Research and development expenses for the nine-month period ended June 30,2000 were $\$ 1,677,000$, compared to $\$ 958,000$ for the same period in 1999 , an increase of $\$ 719,000$ or $75 \%$. The amounts for the nine months ended June 30, 2000 and 1999 do not include $\$ 110,000$ and $\$ 67,000$, respectively, that was spent on research and development related contract development and charged to cost of sales. Research and development expenses before charges to cost of sales were $\$ 1,787,000$ and $\$ 1,025,000$ for the nine months ended June 30, 2000 and 1999, respectively. The increase in expenses is the result of engineering staff additions and the commencement of certain engineering projects. Stated as a percentage of net sales, research and development expenses before charges to cost of goods sold increased to $24 \%$ for the nine-month period ended June 30, 2000, compared to $15 \%$ for the same period in 1999. The increase as a percentage of net sales for the nine-month period is primarily attributable to the increase in absolute dollar expenditures.

SELLING AND MARKETING. Selling and marketing expenses for the three-month period ended June 30,2000 were $\$ 768,000$, compared to $\$ 697,000$ for the same period in 1999, an increase of $\$ 71,000$ or $10 \%$. Stated as a percentage of net sales, selling and marketing expenses increased to $36 \%$ from $29 \%$ for the same period in 1999. The increase in expenses is primarily attributable to the addition of personnel and increased marketing efforts on certain products. The increase as a percentage of net sales is attributable to absolute dollar expenditures and decreased revenues. Selling and marketing expenses for the nine-month period ended June 30, 2000 were $\$ 2,066,000$, compared to $\$ 1,786,000$ for the same period in 1999, an increase of $\$ 280,000$ or $16 \%$. Stated as a percentage of net sales, selling and marketing expenses increased to $28 \%$ from $27 \%$ for the same period in 1999. The increase in expenses is primarily attributable to the addition of personnel and increased marketing efforts on certain products. The increase as a percentage of net sales is primarily attributable to the increase in revenues. . The increase as a percentage of net sales is primarily attributable to absolute dollar expenditures.

INTEREST INCOME. Interest income for the three-month period ended June 30,2000 was $\$ 22,000$, compared to interest income of $\$ 9,000$ for the same period in 1999, an increase of $\$ 13,000$ or $144 \%$. Interest income for the nine-month period ended June 30, 2000 was $\$ 30,000$, compared to interest income
of $\$ 26,000$ for the same period in 1999, an increase of $\$ 4,000$ or $15 \%$. Interest income was generated from invested funds received from the secondary public offering in the quarter ended December 31, 1996, combined with no bank borrowings in the quarters ended June 30, 2000 and 1999. The increase in interest income reflects the earnings from invested funds.

## LIQUIDITY AND CAPITAL

The Company has financed its fiscal year 2000 cash needs primarily from cash on hand at December 31, 1999, and exercise of stock options and warrants.

Net cash used by operating activities during the nine months ended June 30, 2000 was $\$ 1,304,000$. The primary use of cash from operating activities was an increase in accounts receivable of $\$ 2,048,000$ and an increase in inventory, prepaid expenses and other assets of $\$ 442,000$. The primary source of cash from operating activities was net income of $\$ 17,000$, an increase in accounts payable, accrued payroll and other liabilities and unearned income of $\$ 825,000$, and depreciation and amortization of $\$ 311,000$. Increased receivables resulted from increased sales and from the Company's decision to offer extended terms to certain key customers.

The Company's working capital and current ratio was \$5,330,000 and 3.09 at June 30, 2000, and $\$ 4,816,000$ and 3.81 at September 30, 1999. At June 30, 2000, total liabilities to equity ratio was .41 to 1 compared to . 31 to 1 at September 30, 1999. As of June 30, 2000, total liabilities were greater by $\$ 826,000$ than on September 30, 1999.

During the third quarter of 2000, the Company renewed its line of credit from its bank, in the amount of $\$ 750,000$, which now expires on June 8, 2001. Interest is payable at prime plus 1.5 percentage points. In addition, the Company renewed its equipment credit line in the amount of $\$ 250,000$ under similar terms and conditions. The Company was advised by its bank on August 9, 2000, that its revolving line of credit has been increased to $\$ 2,500,000$. There were no borrowings under the working capital or equipment lines of credit as of June 30, 2000 or September 30, 1999. The Company believes that existing cash, credit available under the credit lines, and cash generated from operations, will be sufficient to finance its operations for the next twelve months. All cash in excess of working capital requirements will be kept in short term, investment grade securities.

## PART II - OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K
a. Exhibits: None
b. Reports on Form 8-K: None

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.

MITEK SYSTEMS, INC.

## /s/ John Thornton

John Thornton, Chairman, President and Chief Executive Officer

3-MOS
SEP-30-2000
APR-01-2000
JUN-30-2000
492, 328
$7,423,289{ }^{0}$
368, 912
160, 394
7,877,369
1,415,035
1,040,089
8,865,977
2,547,679
44,834
0
0
11,069
9,141,639
8,865,977
2,135,734
2,135,734
656, 084
2,426,120
0
21, 627
(924, 843)
19,000
0
$0^{0}$
$(905,843)$
(.08)
(.08)

