

Edgar Filing: KWIKWEB COM INC - Form 10QSB

KWIKWEB COM INC  
Form 10QSB  
May 18, 2001

U.S. SECURITIES & EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549  
FORM 10-QSB

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

For the quarterly period ended March 31, 2001  
Commission File Number 0-25433

KWIKWEB.COM, INC.  
-----

(Exact name of small business issuer as specified in its charter)

NEVADA  
-----

(State or other jurisdiction of  
incorporation or organization)

88-0377059  
-----

(I.R.S. Employer  
Identification No.)

374 N. Coast Highway, Suite F-14,  
Encinitas, California  
-----

(Address of principal executive offices)

92024  
-----

(Zip Code)

760-436-5436  
-----

(Issuer's telephone number)

(2155 Newcastle Ave., Cardiff by the Sea, California 92007 (former address)  
-----

(Former name, former address and former fiscal year,  
if changed since last report)

Check whether the registrant (1) filed all reports required to be filed by  
Section 13 or 15(d) of the Exchange Act during the preceding 12 months (or for  
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 [X] No [ ]

As of May 14, 2000, the Registrant had 4,500,000 shares of its common stock, par  
value \$0.001, issued and outstanding.

Transitional Small Business Disclosure Format: Yes [ ] No [X]

Edgar Filing: KWIKWEB COM INC - Form 10QSB

KWIKWEB.COM, INC. AND SUBSIDIARIES  
 CONDENSED CONSOLIDATED BALANCE SHEET  
 (Unaudited)

PART I - FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS.

ASSETS	March 31, 2001
-----	
CURRENT ASSETS	
Cash and equivalents	\$ 94,891
	-----
TOTAL CURRENT ASSETS	94,891
COMPUTER EQUIPMENT, LESS ACCUMULATED DEPRECIATION OF \$1,944	5,056
INVESTMENTS IN AFFILIATES	13,750
INTERNET DOMAIN NAMES AND WEB SITES	135,990
	-----
	\$ 249,687
	=====
LIABILITIES AND STOCKHOLDERS' DEFICIT	
CURRENT LIABILITIES	
Accounts payable	\$ 41,776
Due to related parties	278,000
Note payable to shareholder	60,000
	-----
TOTAL CURRENT LIABILITIES	379,776
	-----
COMMITMENTS AND CONTINGENCIES	-
STOCKHOLDERS' DEFICIT	
Common stock, \$.001 par value, 25,000,000 shares authorized, 4,500,000 shares issued and outstanding	4,500
Additional paid-in capital	960,902
Deficit accumulated during the development stage	(1,095,491)
	-----
TOTAL STOCKHOLDERS' DEFICIT	(130,089)
	-----
	\$ 249,687
	=====

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE FINANCIAL STATEMENTS.

KWIKWEB.COM, INC. AND SUBSIDIARIES  
 CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS  
 (Unaudited)

THREE MONTHS ENDED MARCH 31,

-----	-----
2001	2000
-----	-----

Edgar Filing: KWIKWEB COM INC - Form 10QSB

REVENUE	\$ 15,170	\$ -
	-----	-----
COSTS AND EXPENSES		
Cost of revenue	10,000	-
Research and development	-	45,375
Selling, general and administrative	126,228	131,630
	-----	-----
	136,228	177,005
	-----	-----
NET LOSS	\$ (121,058)	\$ (177,005)
	=====	=====
BASIC AND DILUTED NET LOSS PER SHARE	\$ (0.03)	\$ (0.02)
	=====	=====
BASIC AND DILUTED WEIGHTED AVERAGE NUMBER OF COMMON SHARES OUTSTANDING	4,466,667	9,910,000
	=====	=====

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE FINANCIAL STATEMENTS.

KWIKWEB.COM, INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
(Unaudited)

	THREE MONTHS ENDED MARCH 31,	
	2001	2000
	-----	-----
CASH FLOWS FROM OPERATING ACTIVITIES		
Net loss	\$ (121,058)	\$ (177,005)
Adjustments to reconcile net income to net cash used by operating activities:		
Depreciation	583	2,972
Changes in assets and liabilities		
Prepaid expenses	-	1,092
Accounts payable	27,769	7,346
Accrued liabilities	-	(14,843)
	-----	-----
Net cash used by operating activities	(92,706)	(180,438)
	-----	-----
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of domain names & web sites	(4,716)	-
Purchases of equipment	-	(11,075)
Loan to affiliate	12,500	(275)
	-----	-----
Net cash used by investing activities	7,784	(11,350)

Edgar Filing: KWIKWEB COM INC - Form 10QSB

-----		
CASH FLOWS FROM FINANCING ACTIVITIES		
Common stock issued for cash	100,000	-
Proceeds from note payable to shareholder	60,000	-
	-----	-----
Net cash provided by financing activities	160,000	-
	-----	-----
Net increase in cash	75,078	(191,788)
CASH, BEGINNING OF PERIOD	19,813	262,828
	-----	-----
CASH, END OF PERIOD	\$ 94,891	\$ 71,040
	=====	=====

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE FINANCIAL STATEMENTS.

KWIKWEB.COM, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
MARCH 31, 2001  
(Unaudited)

1. BACKGROUND AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Background

-----

KwikWeb.com, Inc., a Nevada corporation, was formed on October 9, 1997. In August 1999, Kwik Web, Inc. and G.P. Properties, Inc. ("G.P. Properties") agreed to merge whereby G.P. Properties issued 6,000,000 shares of common stock in exchange for all of the outstanding common shares of Kwik Web, Inc. G. P. Properties, a public shell Nevada Corporation formed in 1989, retained all its 3,510,000 shares of common stock. G.P. Properties had no assets, liabilities or operations and management of Kwik Web, Inc. retained control of the merged entity. Accordingly, Kwik Web, Inc. was deemed the accounting acquiror of G.P. Properties. The Company began the development of proprietary software that allows on-line users to easily create and build their own customized websites using a user friendly "point and click" format. In January 2000, the Company changed its name to KwikWeb.com, Inc. In June 2000, the Company formed Internet Properties Development Corp., a wholly owned subsidiary, to pursue the development and incubation of emerging Internet-based business. In August 2000, the Company completed a reorganization whereby it transferred its website design and management activities to Kwik Commerce, Inc. in exchange for 2,500,000 shares of Kwik Commerce common stock and the cancellation of 6,000,000 KwikWeb.com, Inc. common shares previously held by Ric Kaestner and Alex Tsakiris. The Company is engaged in the business of providing domain-name registry operations and services and operating consumer information portals on the Internet. The Company also seeks to develop and incubate emerging Internet-based businesses.

The accompanying consolidated financial statements include the accounts of KwikWeb.com, Inc. and its wholly owned subsidiaries Kwik Web, Inc., Wireless Properties Development Corp., Faciliforce Inc., Basic Fusion,

## Edgar Filing: KWIKWEB COM INC - Form 10QSB

Inc. and Internet Properties Development Corp. (collectively, the "Company"). All material intercompany transactions and balances have been eliminated.

Interim periods  
-----

The accompanying unaudited consolidated financial statements have been prepared in accordance with instructions of Form 10-QSB and do not include all of the information required by generally accepted accounting principles for complete financial statements. In the opinion of the Company's management, all necessary adjustments (consisting of normal recurring adjustments) for a fair presentation have been included. Operating results for the three months ended March 31, 2001, are not necessarily indicative of results for any future period. These statements should be read in conjunction with the consolidated financial statements and notes thereto included in the Company's Form 10-KSB for the year ended December 31, 2000.

KWIKWEB.COM, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
MARCH 31, 2001  
(Unaudited)

2. COMMON STOCK  
-----

In January 2001, the Company sold 1,000 units, each unit consisting of 100 shares of its common stock and a warrant to purchase an additional 20 shares of its common stock at an exercise price of \$2.00 per share, to its Chairman. This issuance was exempt from registration under the Securities Act of 1933 pursuant to Section 4(2) thereof, and there was no underwriter involved in the transaction.

ITEM 2. MANAGEMENT DISCUSSION AND ANALYSIS OR PLAN OF OPERATION

GENERAL

Our business is to provide Internet domain-name registry operations and services, operate consumer information portals on the Internet, and provide facilities management services for commercial real estate owners. We have recently begun operations for our registry operations and services division, and we are currently operating our consumer information portals. We have not yet begun providing facilities management services.

We are a holding company, and we operate through our wholly-owned subsidiaries, Internet Properties Development Corp. and Faciliforce, Inc., and our majority-owned subsidiary, Basic Fusion, Inc. We also seek to develop emerging Internet-based businesses. We currently own minority interests in two companies: .KIDS Domains, Inc. and Minority Business Alliance, LLC.

We recently achieved meaningful revenue from the sale of one second-level domain name. We have commenced revenue-producing operations in our registry operations and services division, but these operations have not begun producing revenues. We have not generated any revenue in any of our other lines of business.

## Edgar Filing: KWIKWEB COM INC - Form 10QSB

From inception to 1999, we were engaged in the business of developing residential financial analysis software. From August 1999 to August 2000, we were engaged in the business of developing software applications for the creation of Internet websites. As of August 2000, we had divested our financial software and Internet website software operations.

We began implementing our current business in August 2000. To date, our activities in our registry operations and solutions division have consisted of developing our basic registry operation solution, hiring personnel, and beginning marketing efforts for the sale our solution. In our consumer information portals division, we have acquired and begun operating certain consumer information portals. In our facilities management services division, we have developed the basic business model for the division.

In addition to the activities within our three main divisions, we have acquired certain Internet domain-names, one of which we have resold. We may continue to resell these domain names in the future. We have also acquired minority equity interests in certain emerging-growth businesses, including .KIDS Domains and Minority Business Alliance.

We have also entered into a letter of intent to purchase the remaining outstanding interest in .KIDS Domains. To date, .KIDS Domains has submitted an application to ICANN to be the operator and registry of a ".kids" top-level domain. ICANN did not grant this application; however, it reserved the right to consider the application in the future. In addition, .KIDS Domains has entered into an agreement with New.net to be the exclusive registry within the New.Net system for ".kids" second-level domain names on the New.net system.

We intend to generate revenue through the following:

- o sales of our registry operations solutions, services, gateways systems and upgrades;
- o sales of second and third-level domain names;
- o advertising income from third party advertisers at our consumer information portals;
- o sponsorship sales from third party sponsors at our consumer information portals;
- o commissions earned on the sale of products through our consumer information portals;
- o service fees derived from outsourcing commercial real estate facilities management services; and
- o commissions earned on the sale of products through our consumer information portals;

In the event we consummate the acquisition of .KIDS Domains, we also intend to generate revenue through the sale of second-level domain names within the ".kids" top-level domain.

### RESULTS OF OPERATIONS

#### REVENUES

For the three months ended March 31, 2001, revenues were \$15,170,

## Edgar Filing: KWIKWEB COM INC - Form 10QSB

compared to \$0 for the same period in fiscal 2000. The revenues results from the sale of one second-level domain name. Our ability to increase revenue for the remainder of the fiscal year is dependent on our ability to successfully implement our plan of operation.

### GROSS PROFIT

Gross profit was \$5,170 for the three months ended March 31, 2001, compared to \$0 for the same period in fiscal 2000.

### RESEARCH & DEVELOPMENT EXPENSE

Research and development expenses were \$0 for the three months ended March 31, 2001, compared to \$45,375 for the same period in fiscal 2000. The research and development expenses were incurred in connection with our former web hosting business, which we discontinued in 2000. We may increase research and development in connection with implementing our plan of operation in future periods.

### SELLING, GENERAL, AND ADMINISTRATIVE EXPENSE

Selling, general, and administrative expenses were \$126,228 for the three months ended March 31, 2001, compared to \$131,630 for the same period in fiscal 2000, a decrease of \$5,402, or 4.1%.

### PLAN OF OPERATION

We have begun to market our registry operation solutions, which include a proprietary software solution to allow registries of top-level domains to automate their registry databases and increase scalability as their business grows. We are marketing our solution primarily to registry operators of country-code top level domains. As of the date of this report, we have not achieved any sales of our registry operation solution.

Over the next 12 months, we intend to continue to offer outsourced registry services, turn-key registry solutions, payment gateways for registries, enhanced billing systems and multilingual domain name services. In addition, we intend to provide our registry operator clients with customer support for our software solution. In order to provide our solution, we intend to establish four global DNS servers, one in North America, Africa, Europe and Australia. Through these DNS servers, we believe we will have the ability to access and service the servers and host the registries for whom we provide solutions from one geographic location. We also intend to hire up to 5 additional employees in our registry solutions division for additional development and testing of our software solutions, for customer support and for marketing.

.KIDS Domains recently entered into a definitive agreement with New.net to be the exclusive registry within the New.net system for the ".kids" top-level domain. .KIDS Domains intends to commence marketing efforts for sale of second-level domain names within the ".kids" top-level domain. .KIDS Domains may hire additional marketing personnel in order to further its marketing efforts for the ".kids" top-level domain.

Within our Consumer Information Portals division, we intend to continue to upgrade our content available on the information portals. We also intend to offer advertising space on the portals and offer sponsorships for the portals. In addition, we will continue to offer products on an e-commerce, resale basis on our portals. Sales made through such portals would generate a e-commerce fee for us.

Within our Facilities Management Services division, we intend to begin

## Edgar Filing: KWIKWEB COM INC - Form 10QSB

marketing our facilities management services to seek to enter into service agreements with commercial real estate owners.

### LIQUIDITY AND CAPITAL RESOURCES

Since 1999, we have financed our activities through the sale of our securities. As of March 31, 2001, we had a working capital deficit of \$284,885.

We believe that we will require significant additional capital in order to fund the development and launch of our registry operations solutions and consumer information portal divisions. We anticipate that we will need approximately \$500,000 in additional working capital over the next 12 months in order to sustain operations and fund the development and launch of our registry operations solutions and consumer information portal divisions. If we are unable to obtain additional financing in sufficient amounts or on acceptable terms, we may not be able to continue as a going concern. We intend to seek private equity financing in the second quarter of 2001.

However, our expectations regarding our capital requirements are based on certain assumptions concerning the costs involved in further developing our software solutions, marketing, retention of key personnel, and time and expense involved in commencing revenue producing operations. These assumptions concern future events and circumstances which our officers believe to be significant to our operations and upon which our working capital requirements will depend. Some assumptions will invariably not materialize and some unanticipated events and circumstances occurring subsequent to the date of this prospectus may affect other assumptions. As a result, our actual working capital requirements may vary from our presently anticipated working capital requirements, and the variations may be material. In the event that we require additional working capital, there can be no assurance that we will be able to obtain sufficient additional capital in order to fund our working capital requirements in a timely manner.

### SAFE HARBOR

This report contains various forward-looking statements that are based on our beliefs, assumptions which we have made, and information currently available to us. When used in this report, we intend the words "believe," "expect," "anticipate," "estimate," and similar expressions to identify forward-looking statements. Such statements are subject to certain risks, uncertainties and assumptions referred to herein, including, without limitation, the early stage nature of our operations and the risks and uncertainties concerning the market acceptance of our services and products; technological changes; increased competition; and general economic conditions. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those anticipated, estimated, or projected. We caution potential investors not to place undue reliance on any such forward-looking statements, all of which only speak as of the date made.

## PART II - OTHER INFORMATION

### ITEM 2. CHANGES IN SECURITIES AND USE OF PROCEEDS

In January 2001, we sold 1,000 units, each unit consisting of 100 shares of our common stock and a warrant to purchase an additional 20 shares of our common stock at an exercise price of \$2.00 per share, to our chairman, H. Page Howe, for \$100,000. This issuance was exempt from registration under the Securities Act of 1933 pursuant to Section 4(2) thereof, and there was no underwriter involved in the transaction.

### ITEM 6. EXHIBITS AND REPORTS ON FROM 8-K.



Edgar Filing: KWIKWEB COM INC - Form 10QSB

- (a) Exhibits  
None.
- (b) Reports on Form 8-K  
None.

SIGNATURES

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

KWIKWEB.COM, INC.

-----

(Registrant)

Dated: May 18, 2001

By /S/ Matthew Hayes

-----

Matthew Hayes  
President