

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

STONEPATH GROUP INC  
Form 10-K/A  
January 20, 2004

=====

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

FORM 10-K/A  
-----  
Amendment No. 2 to Form 10-K  
-----

[X] ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES  
EXCHANGE ACT OF 1934

For the Fiscal Year Ended December 31, 2002

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: 001-16105

STONEPATH GROUP, INC.  
(Exact name of registrant as specified in its charter)

Delaware ----- (State or other jurisdiction of incorporation or organization)	65-0867684 ----- (I.R.S. Employer Identification No.)
--	--

1600 Market Street, Suite 1515, Philadelphia, PA ----- (Address of principal executive offices)	19103 ----- (Zip Code)
---	------------------------------

Registrant's telephone number, including area code: (215) 979-8370

Securities registered pursuant to Section 12(b) of the Act:

Title of each class: Common Stock, par value \$.001 per share	Name of each exchange on which registered: American Stock Exchange
--	---

Securities registered pursuant to Section 12(g) of the Act:

None  
-----

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 Registrant  
was required to file such reports) and (2) has been subject to such filing  
requirements for the past 90 days. YES [X] NO [ ]

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K. [ ]

Indicate by check mark whether the Registrant is an accelerated filer (as defined in Rule 12b-2 of the Act) YES [ ] NO [X]

The aggregate market value of the Registrant's common stock held by non-affiliates of the Registrant as of June 28, 2002 was \$21,606,526 based upon the closing sale price of the Registrant's common stock on the American Stock Exchange of \$1.10 on such date. See Footnote (1) below.

The number of shares outstanding of the Registrant's common stock as of March 17, 2003 was 27,945,914.

Documents Incorporated by Reference: None

Index to Exhibits appears at page 18 of this Report

-----

- (1) The information provided shall in no way be construed as an admission that any person whose holdings are excluded from the figure is an affiliate or that any person whose holdings are included is not an affiliate and any such admission is hereby disclaimed. The information provided is solely for record keeping purposes of the Securities and Exchange Commission.

=====

### Explanatory Note

This Form 10-K/A is being filed to restate the consolidated statement of operations of the Company for the year ended December 31, 2002 included under Item 8 of Part II, and to make certain conforming changes to the Selected Financial Data table included under Item 6 of Part II and to the narrative disclosures included within "Management's Discussion and Analysis of Financial Condition and Results of Operations" under Items 7 and 7A of Part II. The restatement is to correct an overstatement of total revenue and cost of transportation, in like amounts, previously reported by our International Services division, with no resulting impact on our consolidated net revenue, EBITDA or net income. A description of the restatement can be found under Footnote 2 to our consolidated financial statements. The Financial Outlook section previously included in Item 7 of Part II of our Form 10-K/A has been omitted as it has been superceded by subsequent guidance provided by us. Except as otherwise specifically noted, all information contained herein is as of December 31, 2002 and does not reflect any events or changes in information that may have occurred subsequent to that date.

This Form 10-K/A is being amended solely to reflect restated financial information. Accordingly, all other items that remain unaffected are omitted in this filing.

STONEPATH GROUP, INC.  
ANNUAL REPORT ON FORM 10-K/A  
FOR THE FISCAL YEAR ENDED  
DECEMBER 31, 2002

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

TABLE OF CONTENTS

[INCLUSIVE OF REVISED SECTIONS ONLY]

PART II.....

Item 6. Selected Financial Data.....

Item 7. Management's Discussion and Analysis of Financial Condition and Results of Op.....

Item 7A. Quantitative and Qualitative Disclosures About Market Risk.....

Item 8. Financial Statements and Supplementary Data.....

PART III.....

Item 14. Controls and Procedures.....

PART IV.....

Item 15. Exhibits, Financial Statement Schedules and Reports on Form 8-K.....

SIGNATURES.....

PART II

Item 6. Selected Financial Data

The following selected financial data as of and for the dates indicated has been derived from our consolidated financial statements and the combined financial statements of our predecessor, Air Plus, and are not complete. You should read the following selected financial data together with the consolidated financial statements and related footnotes of the Company, the combined financial statements and related footnotes of Air Plus and "Management's Discussion and Analysis of Financial Condition and Results of Operations."

The selected consolidated statement of operations data of the Company for each of the years in the three-year period ended December 31, 2002 and the balance sheet data of the Company as of December 31, 2002 and 2001 are derived from the Company's consolidated financial statements, revised to reflect the restatement thereof as more fully discussed in Note 2 to the consolidated financial statements, that have been audited by KPMG LLP and are included in this Annual Report on Form 10-K/A. The selected consolidated statement of operations data of the Company for each of the years in the two-year period ended December 31, 1999 and the balance sheet data of the Company as of December 31, 2000, 1999 and 1998 are derived from the Company's audited consolidated

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

financial statements (after reclassification for discontinued operations, as discussed below) which are not included in this Annual Report on Form 10-K/A.

The selected combined statement of operations data of Air Plus for the year ended December 31, 2000 is derived from Air Plus' combined financial statements that have been audited by KPMG LLP and are included in this Annual Report on Form 10-K/A. The selected combined statement of operations data of Air Plus for the six months ended June 30, 2001 is derived from Air Plus' combined financial statements which are unaudited and are included in this Annual Report on Form 10-K/A.

From inception through the first quarter of 2001, our principal business strategy focused on the development of early-stage technology businesses with significant Internet features and applications. In June 2001, we adopted a new business strategy to build a global integrated logistics services organization by identifying, acquiring and managing controlling interests in profitable logistics businesses. On December 28, 2001, the Board of Directors approved a plan to dispose of all of the assets related to the former business, since the investments were incompatible with our new business strategy. Accordingly, for financial reporting purposes, the results of operations of our former line of business have been accounted for as a discontinued operation and have been reclassified and reported as a separate line item in the statements of operations.

1

Consolidated Statement of Operations Data:  
(in thousands, except per share amounts)

	Stonepath Group, Inc.				
	Year ended December 31,				
	Restated 2002	2001	2000	1999	1998
Revenues	\$ 122,788	\$ 15,598	\$ -	\$ -	\$ -
Cost of transportation	84,478	9,741	-	-	-
Net revenues	38,310	5,857	-	-	-
Operating expenses	35,956	10,409	7,420	2,761	-
Income (loss) from operations	2,354	(4,552)	(7,420)	(2,761)	-
Other income (expense)	128	1,295	2,065	(2,812)	-
Income (loss) from continuing operations before income taxes	2,482	(3,257)	(5,355)	(5,573)	-
Income taxes	102	-	-	-	-
Income (loss) from continuing operations	2,380	(3,257)	(5,355)	(5,573)	-
Loss from discontinued operations	-	(13,863)	(30,816)	(18,258)	(1,000)
Net income (loss)	2,380	(17,120)	(36,171)	(23,831)	(1,000)
Preferred stock dividends	15,020	(4,151)	(45,751)	(6,605)	(1,000)

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Net income (loss) attributable to common stockholders	\$ 17,400	\$ (21,271)	\$ (81,922)	\$ (30,436)	\$ (21,271)
Basic earnings (loss) per common share:					
Continuing operations	\$ 0.79	\$ (0.36)	\$ (2.89)	\$ (1.15)	\$ (0.36)
Discontinued operations	-	(0.68)	(1.75)	(1.73)	(0.68)
	\$ 0.79	\$ (1.04)	\$ (4.64)	\$ (2.88)	\$ (1.04)
Diluted earnings (loss) per common share: (1)					
Continuing operations	\$ 0.08	\$ (0.36)	\$ (2.89)	\$ (1.15)	\$ (0.36)
Discontinued operations	-	(0.68)	(1.75)	(1.73)	(0.68)
	\$ 0.08	\$ (1.04)	\$ (4.64)	\$ (2.88)	\$ (1.04)
Weighted average common shares:					
Basic	22,155	20,510	17,658	10,558	20,510
Diluted	29,233	20,510	17,658	10,558	20,510

Consolidated Balance Sheet Data:  
(in thousands)

	Stonepath Group, Inc. December 31,				
	2002	2001	2000	1999	1998
Cash and cash equivalents	\$ 2,266	\$ 15,228	\$ 29,100	\$ 3,127	\$ 15,228
Working capital (deficit)	5,634	15,259	27,713	(4,213)	(4,213)
Total assets	55,166	40,803	44,911	13,989	40,803
Long-term debt and redeemable preferred stock	-	-	-	4,516	-
Stockholders' equity (deficit)	35,431	32,432	43,326	1,701	35,431

(1) Diluted earnings per common share for 2002 excludes the impact of the July 18, 2002 exchange transaction with the holders of the Company's Series C Preferred Stock.

2

Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

Explanatory Note

This Form 10-K/A is being filed to restate our consolidated statement of operations for the year ended December 31, 2002, and to make certain conforming changes to the narrative disclosures within "Management's Discussion and Analysis of Financial Condition and Results of Operations." The restatement is to correct an overstatement of total revenue and cost of transportation, in like amounts, previously reported by our International Services division, with no resulting impact on our consolidated net revenue, EBITDA or net income. A description of the restatement can be found under Footnote 2 to our consolidated financial statements. The "Financial Outlook" section contained therein has been omitted as it has been superceded by subsequent guidance provided by us. Except as otherwise specifically noted, all information contained herein is as of December 31, 2002 and does not reflect any events or changes in information that may have occurred subsequent to that date.

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

This discussion is intended to further the reader's understanding of our financial condition and results of operations and should be read in conjunction with our consolidated financial statements and related notes included elsewhere herein. This discussion also contains statements that are forward-looking. Our actual results could differ materially from those anticipated in these forward-looking statements as a result of the risks and uncertainties set forth elsewhere in this Annual Report and in our other SEC filings. Readers are cautioned not to place undue reliance on any forward-looking statements, which speak only as of the date hereof.

### Overview

We are a non-asset based third-party logistics services company providing supply chain solutions on a global basis. We offer a full range of time-definite transportation and distribution solutions through our Domestic Services platform where we manage and arrange the movement of raw materials, supplies, components and finished goods for our customers. These services are offered through our domestic air and ground freight forwarding business. We offer a full range of international logistics services including international air and ocean transportation as well as customs house brokerage services through our International Services platform. In addition to these core service offerings, we also provide a broad range of value added supply chain management services, including warehousing, order fulfillment and inventory management solutions. We service a customer base of manufacturers, distributors and national retail chains through a network of offices in 18 major metropolitan areas in North America, plus two international locations, using an extensive network of over 200 independent carriers and over 150 service partners strategically located around the world.

As a non-asset based provider of third-party logistics services, we seek to limit our investment in equipment, facilities and working capital through contracts and preferred provider arrangements with various transportation providers who generally provide us with favorable rates, minimum service levels, capacity assurances and priority handling status. The volume of our flow of freight enables us to negotiate attractive pricing with our transportation providers.

Our strategic objective is to build a leading global logistics services organization that integrates established operating businesses and innovative technologies. We plan to achieve this objective by broadening our network through a combination of synergistic acquisitions and the organic expansion of our existing base of operations. We are currently pursuing an aggressive acquisition strategy to enhance our position in our current markets and to acquire operations in new markets. The focus of this strategy is on acquiring businesses that have demonstrated historic levels of profitability, have a proven record of delivering high quality services, have a customer base of large and mid-sized companies and which otherwise may benefit from our long term growth strategy and status as a public company.

Our acquisition strategy relies upon two primary factors: first, our ability to identify and acquire target businesses that fit within our general acquisition criteria and, second, the continued availability of capital and financing resources sufficient to complete these acquisitions. Our growth strategy relies upon a number of factors, including our ability to efficiently integrate the businesses of the companies we acquire, generate the anticipated economies of scale from the integration, and maintain the historic sales growth of the acquired businesses so as to generate continued organic growth. The business risks associated with these factors are discussed at Item 1 of this Report under the heading "Risks Particular to our Business."

Our principal source of income is derived from freight forwarding services. As a freight forwarder, we arrange for the shipment of our customers'

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

freight from point of origin to point of destination. Generally, we quote our customers a turnkey cost for the movement of their freight. Our price quote will often depend upon the customer's time-definite needs (first day through fifth day delivery), special handling needs (heavy equipment, delicate items, environmentally sensitive goods, electronic components, etc.) and the means of transport (truck, air, ocean or rail). In turn, we assume the responsibility for arranging and paying for the underlying means of transportation.

We also provide a range of other services including customs brokerage, warehousing and other services which include customized distribution and inventory management services, fulfillment services and other value added supply chain services.

3

Gross revenues represent the total dollar value of services we sell to our customers. Our cost of transportation includes direct costs of transportation, including motor carrier, air, ocean and rail services. We act principally as the service provider to add value in the execution and procurement of these services to our customers. Our net transportation revenues (gross transportation revenues less the direct cost of transportation) are the primary indicator of our ability to source, add value and resell services provided by third parties, and are considered by management to be a key performance measure. Management believes that net revenues are also an important measure of economic performance. Net revenues include transportation revenues and our fee-based activities, after giving effect to the cost of purchased transportation. In addition, management believes measuring its operating costs as a function of net revenues provides a useful metric as our ability to control costs as a function of net revenues directly impacts operating earnings. With respect to our services other than freight transportation, net revenues are identical to gross revenues.

Our operating results will be affected as acquisitions occur. Since all acquisitions are made using the purchase method of accounting for business combinations, our financial statements will only include the results of operations and cash flows of acquired companies for periods subsequent to the date of acquisition. Accordingly, our results of operations only reflect the operations of: Air Plus for periods subsequent to October 5, 2001; Global for periods subsequent to April 4, 2002; United American for periods subsequent to May 30, 2002, and TSI for periods subsequent to October 1, 2002.

Our operating results are also subject to seasonal trends when measured on a quarterly basis. Our first and second quarters are likely to be weaker as compared with our other fiscal quarters, which we believe is consistent with the operating results of other supply chain service providers. This trend is dependent on numerous factors, including the markets in which we operate, holiday seasons, consumer demand and economic conditions. Since our revenues are largely derived from customers whose shipments are dependent upon consumer demand and just-in-time production schedules, the timing of our revenues is often beyond our control. Factors such as shifting demand for retail goods and/or manufacturing production delays, could unexpectedly affect the timing of our revenues. As we increase the scale of our operations, seasonal trends in one area may be offset to an extent by opposite trends in another area. We cannot accurately predict the timing of these factors, nor can we accurately estimate the impact of any particular factor, and thus we can give no assurance that historical seasonal patterns will continue in future periods.

### Critical Accounting Policies

Accounting policies, methods and estimates are an integral part of the consolidated financial statements prepared by us and are based upon our current judgments. Those judgments are normally based on knowledge and experience with regard to past and current events and assumptions about future events. Certain accounting policies, methods and estimates are particularly sensitive because of

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

their significance to the consolidated financial statements and because of the possibility that future events affecting them may differ from our current judgments. While there are a number of accounting policies, methods and estimates that affect our consolidated financial statements as described in Note 3 to the consolidated financial statements, areas that are particularly significant include the assessment of the recoverability of long-lived assets, specifically goodwill and acquired intangibles, the establishment of an allowance for doubtful accounts and the valuation allowance for deferred income tax assets.

In certain instances, accounting principles generally accepted in the United States of America allow for the selection of alternative accounting methods. Two alternative methods for accounting for stock options are available, the intrinsic value method and the fair value method. We use the intrinsic value method of accounting for stock options, and accordingly, no compensation expense has been recognized for options issued at an exercise price equal to or greater than the quoted market price on the date of grant to employees, officers and directors. Under the fair value method, the determination of the pro forma amounts involves several assumptions including option life and volatility. If the fair value method were used, basic earnings per share and diluted earnings per share would have decreased by \$0.09 and \$0.06, respectively, in 2002.

As discussed in Note 5 to the consolidated financial statements, the goodwill arising from our acquisitions is not amortized, but instead is tested for impairment at least annually in accordance with the provisions of SFAS No. 142, Goodwill and Other Intangible Assets. The impairment test requires several estimates including future cash flows, growth rates and the selection of a discount rate. In addition, the acquired intangibles arising from those transactions are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of the asset may not be recoverable. The recoverability of assets to be held and used is measured by comparing the carrying amount of the asset to the future net undiscounted cash flows expected to be generated by the asset. We cannot guarantee that our assets will not be impaired in future periods.

We maintain reserves for specific and general allowances against accounts receivable. The specific reserves are established on a case-by-case basis by management. A general reserve is established for all other accounts receivable, based on a specified percentage of the accounts receivable balance. We continually assess the adequacy of the recorded allowance for doubtful accounts, based on our knowledge concerning the customer base. While credit losses have historically been within our expectations and the provisions established, we cannot guarantee that we will continue to experience the same credit loss rates that we have in the past.

4

Our discontinued operations, which focused on the development of early-stage technology businesses, generated significant net operating loss carryforwards (NOLs) which could have value in the future. After giving effect for certain annual limitations based on changes in ownership as defined in Section 382 of the Internal Revenue Code, we estimate that as much as \$21.7 million in NOLs may be available to offset current and future federal taxable income. Under SFAS No. 109, Accounting for Income Taxes, we are required to provide a valuation allowance to offset any net deferred tax assets if, based upon available evidence, it is more likely than not that some or all of the deferred tax assets will not be realized. Given our historical losses and our limited track record of profitability to date, we maintained a full valuation allowance against our deferred tax assets as of December 31, 2002 which is consistent with what was done in the prior year. If we continue to operate profitably in 2003, we believe that we may be able to demonstrate that it is more likely than not that we will be able to use some or all of the NOLs in the

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

future. When, and if, we can cross the threshold of "more likely than not", we would reduce our valuation allowance against all or a portion of the deferred tax asset.

### Discontinued Operations

Prior to the first quarter of 2001, our principal business was developing early-stage technology businesses with significant Internet features and applications. Largely as a result of the significant correction in the global stock markets which began during 2000, and the corresponding decrease in the valuation of technology businesses and contraction in the availability of venture financing during 2001, we elected to shift our business strategy to focus on the acquisition of operating businesses within a particular industry segment. Following a wind down of the technology business, during the second quarter of 2001 we focused our acquisition efforts specifically within the transportation and logistics industry. This decision occurred in conjunction with our June 21, 2001 appointment of Dennis L. Pelino as our Chairman and Chief Executive Officer. Mr. Pelino brings to us over 25 years of logistics experience, including most recently, as President and Chief Operating Officer of Fritz Companies, Inc., where he was employed from 1987 to 1999.

To reflect the change in business model, our financial statements have been presented in a manner in which the assets, liabilities, results of operations and cash flows related to our former business have been segregated from that of our continuing operations and are presented as discontinued operations.

### Results of Operations

#### Basis of Presentation

Our results of operations are presented in a manner that is intended to provide meaningful data with respect to our transition to and ongoing operations as a third-party logistics company. Since Global and United American were acquired in 2002, our historical results from continuing operations for 2001 reflect only the operations of Air Plus for the three months ended December 31, 2001. Accordingly, in addition to providing comparative analysis on a historical basis, we have also provided supplemental unaudited pro forma information that we believe is useful to an understanding of how our results of operations have performed on a year on year basis.

Year ended December 31, 2002 (historical) compared to year ended  
December 31, 2001 (historical)

The following table summarizes our historical total revenues, net transportation revenues and other revenues (in thousands):

	2002 Restated -----	2001 -----	Amount -----
Total revenues	\$122,788 =====	\$ 15,598 =====	\$107,190 =====
Transportation revenues	113,510	15,174	98,336
Cost of transportation	84,478 -----	9,741 -----	74,737 -----
Net transportation revenues	29,032	5,433	23,599
Net transportation margins	25.6%	35.8%	

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Customs brokerage	6,290	--	6,290
Warehousing and other value added services	2,988	424	2,564
	-----	-----	-----
Total net revenues	\$ 38,310	\$ 5,857	\$ 32,453
	=====	=====	=====

Total revenues were \$122.8 million for the year ended December 31, 2002, an increase of \$107.2 million or 687.2% over total revenues of \$15.6 million for the comparable period in 2001. \$56.7 million or 52.9% of the increase in total revenues was attributable to the operations of the businesses we acquired in 2002; \$5.3 million or 4.9% was due to an increase in Air Plus' revenues for the fourth quarter of 2002 over the comparable period in 2001 ("organic growth"); and the remaining \$45.2 million or 42.2% of the increase was attributable to an incremental three quarters of Air Plus' operations in 2002 over 2001.

5

Net transportation revenues were \$29.0 million for the year ended December 31, 2002, an increase of \$23.6 million or 434.5% over net transportation revenues of \$5.4 million for the comparable period in 2001. \$8.5 million or 36.0% of the increase in net transportation revenues was attributable to acquisitions; \$1.0 million or 4.2% was due to organic growth; and the remaining \$14.1 million or 59.8% of the increase was attributable to an incremental three quarters of Air Plus' operations in 2002 over 2001.

Net revenues were \$38.3 million for the year ended December 31, 2002, an increase of \$32.5 million or 554.1% over net revenues of \$5.9 million for the comparable period in 2001. \$15.5 million or 47.8% of the increase in net revenues was attributable to the operations of the businesses we acquired in 2002; \$1.0 million or 3.1% was due to organic growth; and the remaining \$15.9 million or 49.1% of the increase was attributable to an incremental three quarters of Air Plus' operations in 2002 over 2001.

Net transportation margins decreased to 25.6% for the year ended December 31, 2002 from 35.8% for the comparable period in 2001. This decrease in net transportation margins is primarily the result of the addition of our International Services platform, which traditionally has lower margins, in the second quarter of 2002.

The following table summarizes certain historical consolidated statement of operations data as a percentage of our net revenues (in thousands):

	2002		2001	
	Amount	Percent	Amount	Per
	-----	-----	-----	-----
Net revenues	\$ 38,310	100.0%	\$ 5,857	1
Personnel costs	19,089	49.8	5,997	1
Other selling, general and administrative costs	14,680	38.3	3,917	
Depreciation and amortization	2,187	5.7	495	
	-----	-----	-----	-----
Total operating costs	35,956	93.8	10,409	1
	-----	-----	-----	-----
Income (loss) from operations	2,354	6.2	(4,552)	(
Other income (expense)	128	0.3	1,295	
	-----	-----	-----	-----
Income (loss) from operations before				

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

income taxes	2,482	6.5	(3,257)	
Income taxes	102	0.3	--	
	-----	-----	-----	
Income (loss) from continuing operations	2,380	6.2	(3,257)	
Loss from discontinued operations	--	--	(13,863)	
	-----	-----	-----	
Net income (loss)	2,380	6.2	(17,120)	
Preferred stock dividends	15,020	39.2	(4,151)	
	-----	-----	-----	
Net income (loss) attributable to common stockholders	\$ 17,400	45.4%	\$(21,271)	
	=====	=====	=====	

Personnel costs were \$19.1 million for the year ended December 31, 2002, an increase of \$13.1 million or 218.3% over personnel costs of \$6.0 million for the comparable period in 2001. \$5.7 million or 43.5% of the increase in personnel costs was attributable to the operations of the businesses we acquired in 2002; \$0.7 million or 5.4% was due to organic growth; and the remaining \$6.7 million or 51.1% of the increase was attributable to an incremental three quarters of Air Plus' operations in 2002 over 2001.

The number of employees increased to 510 at December 31, 2002 from 219 at December 31, 2001, an increase of 291 employees or 132.9%. Of this increase, 240 or 82.5% of the employees are engaged in operations; 16 or 5.5% of the employees are engaged in sales and marketing; and 35 or 12.0% of the employees are engaged in finance, administration, and management functions. Additionally, 204 or 69.9% of the total increase in employees was attributable to acquisitions, while 88 employees or 30.1% were added to meet the demands of the increase in our business in 2002.

Other selling, general and administrative costs were \$14.7 million for the year ended December 31, 2002, an increase of \$10.8 million or 274.8% over other selling, general and administrative costs of \$3.9 million for the comparable period in 2001. \$3.0 million or 27.8% of the increase was attributable to the operations of the businesses we acquired in 2002; \$0.8 million or 7.4% was due to organic growth; and the remaining \$7.0 million or 64.8% of the increase was attributable to an incremental three quarters of Air Plus' operations in 2002 over 2001.

6

Depreciation and amortization amounted to \$2.2 million for the year ended December 31, 2002, an increase of \$1.7 million or 341.8% over the comparable period in 2001 principally due to amortization of acquired intangible assets acquired in the Global and United American acquisitions and a full year of amortization of the Air Plus intangible assets acquired in October 2001. (See Note 2 to the Company's consolidated financial statements.)

Income from operations was \$2.4 million in 2002, compared to a loss of \$4.6 million for 2001.

Other income was \$0.1 million in 2002, a decrease from \$1.3 million in 2001.

As a result of historical losses related to investments in early-stage technology business, the Company has accumulated federal net operating loss carryforwards. Although a portion of this loss may be subject to certain limitations, the Company expects it will be able to use approximately \$21.7 million of the loss to offset current and future federal taxable income. As a result, the Company is currently only subject to certain state and local taxes

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

which resulted in a state tax provision of \$0.1 million in 2002.

There were no losses from discontinued operations in 2002 as compared to losses from discontinued operations of \$13.9 million in 2001. These 2001 losses reflect the costs associated with our holdings in early-stage technology businesses for our previous business model, including investment losses, personnel and office costs.

Net income was \$2.4 million in 2002, compared to a net loss of \$17.1 million in 2001.

The Company recorded a net non-cash benefit of \$15.0 million associated with the restructuring of our Series C Preferred stock, after giving effect to \$1.9 million in preferred stock dividends, compared to preferred stock dividends of \$4.2 million in 2001. See Note 12 to the consolidated financial statements.

Net income attributable to common stockholders was \$17.4 million in 2002, compared to a net loss attributable to common stockholders of \$21.3 million in 2001. Basic earnings per share was \$0.79 for 2002 compared to a loss of \$1.04 per basic share for 2001. Diluted earnings per share for 2002 excludes the net effect of the Series C exchange transaction and was \$0.08 per diluted share for 2002 compared to a loss of \$1.04 per diluted share for 2001.

Year ended December 31, 2001 (historical) compared to year ended December 31, 2000 (historical)

The following table summarizes our historical total revenues, net transportation revenues and other revenues (in thousands):

	2001	2000	Amount
	-----	-----	-----
Total revenues	\$ 15,598	\$ --	\$15,598
	=====	=====	=====
Transportation revenues	15,174	--	15,174
Cost of transportation	9,741	--	9,741
	-----	-----	-----
Net transportation revenues	5,433	--	5,433
Net transportation margins	35.8%	--	--
Customs brokerage	--	--	--
Warehousing and other value added services	424	--	424
	-----	-----	-----
Total net revenues	\$ 5,857	\$ --	\$ 5,857
	=====	=====	=====

Total revenues were \$15.6 million for the year ended December 31, 2001 resulting from our transition to a third-party logistics business and represent the revenues from Air Plus for the period from October 5, 2001 to December 31, 2001. There were no revenues for the comparable period in 2000 under the Company's previous business model.

Net transportation revenues were \$5.4 million for the year ended December 31, 2001, while there were no net transportation revenues for the comparable period in 2000.

Net revenues were \$5.9 million for the year ended December 31, 2001, while

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

there were no net revenues for the comparable period in 2000.

7

Net transportation margins were 35.8% for the year ended December 31, 2001, while there were no margins for the comparable period in 2000 due to a lack of both transportation revenues and any related costs.

The following table summarizes certain historical consolidated statement of operations data as a percentage of our net revenues (in thousands):

	2001		2000	
	Amount	Percent	Amount	Per
Net revenues	\$ 5,857	100.0%	\$ --	
Personnel costs	5,997	102.4	4,263	
Other selling, general and administrative costs	3,917	66.9	3,126	
Depreciation and amortization	495	8.4	31	
Total operating costs	10,409	177.7	7,420	
Loss from operations	(4,552)	(77.7)	(7,420)	
Other income	1,295	22.1	2,065	
Loss from continuing operations before income taxes	(3,257)	(55.6)	(5,355)	
Income taxes	--	--	--	
Loss from continuing operations	(3,257)	(55.6)	(5,355)	
Loss from discontinued operations	(13,863)	(236.7)	(30,816)	
Net loss	(17,120)	(292.3)	(36,171)	
Preferred stock dividends	(4,151)	(70.9)	(45,751)	
Net loss attributable to common stockholders	\$ (21,271)	(363.2)%	\$ (81,922)	

Personnel costs were \$6.0 million for the year ended December 31, 2001, an increase of \$1.7 million or 40.7% over personnel costs of \$4.3 million for the comparable period in 2000. The increase, primarily attributable to the acquisition of Air Plus in the fourth quarter of 2001, was offset by a reduction of approximately \$1.0 million in stock-based compensation.

The number of employees increased to 219 at December 31, 2001 from 10 at December 31, 2000, an increase of 209 employees. Of this increase, 169 or 80.9% of the employees are engaged in operations; 14 or 6.7% of the employees are engaged in sales and marketing; and 26 or 12.4% of the employees are engaged in finance, administration, and management functions.

Other selling, general and administrative costs were \$3.9 million for the year ended December 31, 2001, an increase of \$0.8 million or 25.3% over other selling, general and administrative costs of \$3.1 million for the comparable period in 2000. The increase was primarily attributable to the acquisition of Air Plus in the fourth quarter of 2001.

Depreciation and amortization amounted to \$0.5 million for the year ended

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

December 31, 2001, an increase of \$0.5 million or 1,496.8% compared to the prior year, principally due to the increase in furniture and equipment and amortizable intangible assets acquired in the Air Plus transaction.

Loss from operations was \$4.6 million in 2001, compared to a loss of \$7.4 million in 2000.

Other income was \$1.3 million in 2001, a decrease from \$2.1 million in 2000, principally as a result of lower interest income, because previously invested funds were used to purchase Air Plus and to fund losses from operations.

There was a loss from discontinued operations in 2001 of \$13.9 million, as compared to a loss from discontinued operations of \$30.8 million in 2000. These losses reflect the costs associated with our holdings in early-stage technology businesses under our previous business model, including investment losses, personnel and office costs.

Net loss was \$17.1 million in 2001, compared to a net loss of \$36.2 million in 2000.

8

Preferred stock dividends were \$4.2 million in 2001, compared to preferred stock dividends of \$45.8 million in 2000. The dividend in 2000 included \$42.6 million related to a beneficial conversion feature for the Series C Preferred Stock. See Note 12 to the consolidated financial statements.

Net loss attributable to common stockholders was \$21.3 million in 2001, compared to a net loss attributable to common stockholders of \$81.9 million in 2000. Basic and diluted loss per share was \$1.04 for 2001 compared to a loss of \$4.64 per basic and diluted share for 2000.

### Supplemental Unaudited Pro Forma Information

The unaudited pro forma results of operations for 2002 and 2001 are presented as if we had discontinued our former business model and acquired Air Plus, Global and United American (collectively the "Material Acquisitions") as of January 1, 2001. The unaudited pro forma results reflect a consolidation of the historical results of operations of the Material Acquisitions, as adjusted to reflect contractual adjustments to officers' compensation at the companies comprising the Material Acquisitions, amortization of acquired intangibles and income taxes. The unaudited pro forma results also exclude losses associated with our discontinued operations as well as the impact of the July 18, 2002 exchange transaction with the holders of our Series C Preferred Stock.

Year ended December 31, 2002 (unaudited pro forma) compared to year ended December 31, 2001 (unaudited pro forma)

The following table summarizes our total revenues, net transportation revenues and other revenues on a pro forma basis (in thousands):

	2002 Restated -----	2001 Restated -----	Amount -----
Total revenues	\$145,902 =====	\$119,857 =====	\$26,045 =====

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Transportation revenues	134,310	111,589	22,721
Cost of transportation	100,748	82,455	18,293
	-----	-----	-----
Net transportation revenues	33,562	29,134	4,428
Net transportation margins	25.0%	26.1%	--
Customs brokerage	8,333	6,799	1,534
Warehousing and other value added services	3,259	1,469	1,790
	-----	-----	-----
Total net revenues	\$ 45,154	\$ 37,402	\$ 7,752
	=====	=====	=====

Despite 2002's sluggish economy, pro forma total revenues were \$145.9 million in 2002, an increase of 21.7% over pro forma total revenues of \$119.9 million in 2001.

Pro forma transportation revenues were \$134.3 million for the year ended December 31, 2002, an increase of 20.4% over pro forma transportation revenues of \$111.6 million for the comparable period in 2001. The increase is due to the opening of three Domestic terminals and four International terminals during 2002, the contribution for the full year from six Domestic terminals opened in 2001, as well as organic growth. \$88.7 million or 66.0% of the 2002 pro forma transportation revenues was attributable to our Domestic operations, while \$45.6 million or 34.0% was attributable to our International operations. \$76.3 million or 68.4% of the 2001 pro forma transportation revenues was attributable to our Domestic operations, while \$35.3 million or 31.6% was attributable to our International operations.

Pro forma net transportation revenues were \$33.6 million for the year ended December 31, 2002, an increase of \$4.4 million or 15.2% over pro forma net transportation revenues of \$29.1 million for the comparable period in 2001.

Pro forma net revenues were \$45.2 million in 2002, an increase of 20.7% over pro forma net revenues of \$37.4 million in 2001.

Pro forma net transportation margins decreased to 25.0% for the year ended December 31, 2002 from 26.1% for the comparable period in 2001. This decrease in pro forma net transportation margins is primarily the result of a larger proportionate increase in our international services, which traditionally have lower margins, in 2002. For 2002, pro forma net transportation margins were 30.5% and 14.4% for our Domestic and International operations, respectively. For 2001, pro forma net transportation margins were 32.0% and 13.6% for our Domestic and International operations, respectively.

9

The following table summarizes certain statement of operations data as a percentage of our net revenues on a pro forma basis (in thousands):

	Restated 2002		Restated 2001	
	Amount	Percent	Amount	Per
	-----	-----	-----	---
Net revenues	\$ 45,154	100.0%	\$ 37,402	100.0%
	-----	-----	-----	-----
Personnel costs	22,214	49.2	17,377	

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Other selling, general and administrative	18,398	40.7	18,180
	-----	-----	-----
Total operating costs	40,612	89.9	35,557
	-----	-----	-----
Income from operations	4,542	10.1	1,845
Other income (expense)	14	--	(13)
	-----	-----	-----
Income from continuing operations before income taxes	4,556	10.1	1,832
Income taxes	187	0.4	50
	-----	-----	-----
Income from continuing operations	\$ 4,369	9.7%	\$ 1,782
	=====	=====	=====

Personnel costs were \$22.2 million for 2002, an increase of 27.8% over \$17.4 million for 2001. Personnel costs as a percentage of net revenues increased to 49.2% from 46.5% in 2001. This increase is primarily attributable to the Company's efforts to position itself for continued growth through additional resources deployed in sales, technology and back-office operations.

The number of employees increased to 510 at December 31, 2002 from 409 at December 31, 2001, an increase of 101 employees or 24.7%. Of this increase, 90 or 89.1% of the employees are engaged in operations; 2 or 2.0% are engaged in sales and marketing; and 9 or 8.9% of the employees are engaged in finance, administration, and management functions.

Other selling, general and administrative expenses were \$18.4 million for 2002, relatively flat compared to \$18.2 million in 2001. As a percentage of net revenues, other selling, general and administrative expenses decreased to 40.7% from 48.6% in 2001 and is indicative of the scalability of our business model.

Income from operations was \$4.5 million in 2002, an increase of 146.2% over \$1.8 million for 2001. Income from operations as a percentage of net revenues increased to 10.1% from 4.9% in 2001.

As a result of historical losses related to investments in early-stage technology businesses, the Company has accumulated net operating loss carryforwards for federal and state income tax purposes amounting to approximately \$21.7 million and \$16.2 million, respectively. Although a portion of this loss may be subject to certain limitations, it appears that we may be able to use approximately \$21.7 million of the federal operating loss carryforward to offset current and future federal taxable income. As a result, the Company is currently only subject to certain state and local taxes which on a pro forma basis results in a tax provision of \$0.2 million for 2002 and \$0.1 million for 2001.

Net income was \$4.4 million in 2002, an increase of 146.7% compared to \$1.8 million in 2001. Pro forma net income per share in 2002 was \$0.20 per basic share (excludes the impact of the July 18, 2002 exchange transaction with the holders of the Series C Preferred Stock) and \$0.15 per diluted share.

In accordance with SEC Regulation S-K, we present the following tables, which reconcile our actual results of operations to our pro forma results of operations for the years ended December 31, 2002 and 2001 (in thousands).

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Year ended December 31, 2002

	Restated historical Stonepath Group	Restated Global January 1- April 4, 2002	United American January 1- May 30, 2002
Total revenues	\$ 122,788	\$ 10,707	\$ 12,407
Cost of transportation	84,478	7,049	9,221
Net revenues	38,310	3,658	3,186
Personnel costs	19,089	1,642	1,407
Other selling, general and administrative costs	16,867	763	880
Income from operations	2,354	1,253	899
Other income (expense)			
Interest income	91	--	--
Other, net	37	27	(68)
Income before income taxes	2,482	1,280	831
Income taxes	102	36	22
Net income	\$ 2,380	\$ 1,244	\$ 809

- (1) To reflect contractual changes to officers' compensation.
- (2) To reflect amortization of acquired identifiable intangibles under the declining balance method using a 25% rate.
- (3) To eliminate interest income as a result of a reduced cash balance due to the payment of approximately \$10.6 million for Global and United American.
- (4) To reflect state taxes on pro forma income before income taxes.

Year ended December 31, 2001

	Historical Stonepath Group	Air Plus January 1 - October 4, 2001	Restated Global	United American
Total revenues	\$ 15,598	\$ 41,224	\$ 41,598	\$ 21,400
Cost of transportation	9,741	26,527	30,548	15,600
Net revenues	5,857	14,697	11,050	5,800

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Personnel costs	5,997	5,985	6,571	2,5
Other selling, general and administrative costs	4,412	6,697	3,386	2,3
	-----	-----	-----	-----
Income (loss) from operations	(4,552)	2,015	1,093	9
Other income (expense)				
Interest income	1,286	(43)	(89)	(
Other, net	9	(196)	--	
	-----	-----	-----	-----
Income (loss) before income taxes	(3,257)	1,776	1,004	8
Income taxes	--	--	--	
	-----	-----	-----	-----
Net income (loss)	\$ (3,257)	\$ 1,776	\$ 1,004	\$ 8
	=====	=====	=====	=====

11

- (1) To reflect contractual changes to officers' compensation.
- (2) To reflect amortization of acquired identifiable intangibles under the declining balance method using a 25% rate.
- (3) To eliminate interest income as a result of a reduced cash balance due to the payment of approximately \$28.5 million for the Material Acquisitions.
- (4) To reflect state taxes on pro forma income before income taxes.

Disclosures About Contractual Obligations

The following table aggregates all contractual commitments and commercial obligations that affect the Company's financial condition and liquidity position as of December 31, 2002:

Contractual Obligations	Payments Due By Period			
	Less than 1 year	1 - 3 years	3- 5 years	More than 5
	-----	-----	-----	-----
Operating lease obligations	\$3,782,000	\$ 5,726,000	\$2,435,000	\$
Other long-term liabilities reflected on the Registrant's balance sheet under GAAP (a)	3,880,000	--	--	
Letter of credit	160,000	--	--	
	-----	-----	-----	-----
Total contractual obligations	7,822,000	5,726,000	2,435,000	
Contingent earn-out obligations (b)	--	14,900,000	7,450,000	
	-----	-----	-----	-----
Total contractual and contingent obligations	\$ 7,822,000	\$20,626,000	\$9,885,000	\$
	=====	=====	=====	=====

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

- (a) Consists of earn-out payments which are due in 2003 to the former owners of our existing subsidiaries.
- (b) Consists of potential obligations related to earn-out payments to the former owners of our existing subsidiaries, as discussed under Liquidity and Capital Resources.

### Liquidity and Capital Resources

Prior to the adoption of our current business model, our operations consisted of developing early-stage technology businesses. These operations did not generate sufficient operating funds to meet our cash needs, and, as a result, we funded our historic operations with the proceeds from a number of private placements of debt and equity securities. With the advent of our new business model, we expect to be able to fund our operations with the cash flow generated by the subsidiaries we acquire. We are also in an acquisition mode and expect to deploy material amounts of capital as we execute our business plan. Therefore, it is likely that we will need to raise additional capital in the future. There can be no assurance that we will be able to raise additional capital on terms acceptable to us, if at all.

Cash and cash equivalents totaled \$2.3 million and \$15.2 million as of December 31, 2002 and 2001. Working capital totaled \$5.6 million and \$15.3 million at December 31, 2002 and 2001.

Cash used in operating activities was \$0.6 million for 2002 compared to \$0.5 million used in 2001. Before growth in working capital accounts driven principally by the acquisition of new businesses, the Company generated cash from operations in 2002 of \$4.7 million compared to a net use of \$1.1 million in cash from operations in 2001.

Net cash used in investing activities was \$12.5 million in 2002 compared to \$12.1 million in 2001. Investing activities were driven principally by the acquisition of new businesses. The Company deployed \$10.5 million for the acquisition of new businesses in 2002 compared to \$18.0 million in 2001. The cash used in the acquisition of Air Plus in 2001 was partially offset by approximately \$7.0 million from the sale of our interest in Webmodal, Inc. (including \$1.0 million from the repayment of prior advances).

12

Cash from financing activities generated \$0.2 million in 2002 compared to a use of cash of \$1.2 million in 2001. The 2001 use of cash was primarily related to the repayment of short-term notes payable to the former shareholders of Air Plus.

We expect to pay approximately \$3.9 million in earn-outs on April 1, 2003, based on the performance of our acquired companies relative to their respective pre-tax earnings targets. Approximately \$3.5 million will be paid in cash with the balance payable through the issuance of shares of our common stock.

On July 18, 2002 we completed a private exchange transaction that eliminated approximately \$44.6 million of our Series C preferred stock. The terms of the Series C preferred stock would have significantly constrained our future growth opportunities. In return for eliminating the Series C preferred stock, we issued 1,911,071 shares of common stock, warrants to purchase 1,543,413 shares of common stock at an exercise price of \$1.00 per share for a term of three (3) years, and a new class of Series D preferred stock that will convert into 3,607,450 shares of our common stock no later than December 31, 2004. The terms of the Series D preferred stock were structured to make it much

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

like a common equity equivalent in that (1) it receives no dividend, (2) it is subordinated to new rounds of equity, and (3) it holds a limited liquidation preference (expiring at the end of 2003). In addition, the holders of the Series D preferred stock are restricted from selling the common stock received upon conversion of the Series D preferred stock until July 19, 2003 (or earlier if the stock trades at \$4.50) and are then permitted limited resale based on trading volume through July 19, 2004.

In March 2003, we completed a private placement of 4,470,000 shares of our common stock in exchange for gross proceeds of approximately \$6.1 million. This placement yielded net proceeds of \$5.7 million for the Company, after the payment of placement agent fees and other out-of-pocket costs associated with the placement.

We may also receive proceeds in the future from the exercise of existing options and warrants. As of March 17, 2003, approximately 13,220,000 options and warrants were outstanding. Of the outstanding securities, there are approximately 300,000 that have an exercise price of \$5.00 per share or higher. If we exclude those options and warrants from our fully diluted share count, our outstanding fully diluted shares, as adjusted, would be approximately 44,500,000 shares. Excluding options and warrants with an exercise price of \$5.00 or higher, the proceeds received by the Company, if all of the remaining options and warrants were exercised, would be approximately \$15.0 million.

We believe that our current working capital and anticipated cash flow from operations are adequate to fund existing operations. Through cash resources and our existing credit facility, we believe we have sufficient capital to implement our acquisition strategy in the short term. However, we will need additional financing to pursue our acquisition strategy in the longer term. We intend to finance these acquisitions primarily through the use of cash, funds from our debt facility, and shares of our common stock or other securities. In the event that our common stock does not attain or maintain a sufficient market value or potential acquisition candidates are otherwise unwilling to accept our securities as part of the purchase price for the sale of their businesses, we may be required to utilize more of our cash resources, if available, in order to continue our acquisition program. If we do not have sufficient cash resources through either operations or from debt facilities, our growth could be limited unless we are able to obtain such additional capital.

To ensure that we have adequate near-term liquidity, we maintain a revolving credit facility of \$15.0 million (the "Facility") with LaSalle Business Credit, Inc. that is collateralized by accounts receivable and other assets of the Company and its subsidiaries. The Facility requires the Company and its subsidiaries to comply with certain financial covenants. Advances under the Facility are available to fund future acquisitions, capital expenditures or for other corporate purposes. There were no advances against the Facility at December 31, 2002. We expect that the cash flow from our existing operations and any other subsidiaries acquired during the year will be sufficient to support our corporate overhead and some portion, if not all, of the contingent earn-out payments or other cash requirements associated with our acquisitions. Therefore, we anticipate that our primary uses of capital in the near term will be to finance the cost of new acquisitions and to pay any portion of existing earn-out arrangements that cash flow from operations is otherwise unable to fund.

The acquisition of Air Plus was completed subject to an earn-out arrangement of \$17.0 million. We agreed to pay the former Air Plus shareholders installments of \$3.0 million in 2003, \$5.0 million in 2004, \$5.0 million in 2005 and \$4.0 million in 2006, with each installment payable in full if Air Plus achieves pre-tax income of \$6.0 million in each of the years preceding the year of payment. In the event there is a shortfall in pre-tax income, the earn-out payment will be reduced on a dollar-for-dollar basis to the extent of the shortfall. Shortfalls may be carried over or carried back to the extent that

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

pre-tax income in any other payout year exceeds the \$6.0 million level. Based upon 2002 performance, former Air Plus shareholders are entitled to receive \$3.0 million on April 1, 2003, and will have excess earnings of \$0.3 million as a carryforward to future earnings targets. Former Air Plus shareholders have elected to take \$2.6 million in cash with the balance payable in Company stock.

13

On April 4, 2002, we acquired Global, a Seattle-based privately held company that provides a full range of international air and ocean logistics services. The transaction was valued at up to \$12.0 million, consisting of cash of \$5.0 million paid at the closing and up to an additional \$7.0 million payable over a five year earn-out period based upon the future financial performance of Global. We agreed to pay the former Global shareholders a total of \$5.0 million base earn-out payments in installments of \$0.8 million in 2003, \$1.0 million in 2004 through 2007 and \$0.2 million in 2008, with each installment payable in full if Global achieves pre-tax income of \$2.0 million in each of the years preceding the year of payment (or the pro rata portion thereof in 2002 and 2007). In the event there is a shortfall in pre-tax income, the earn-out payment will be reduced on a pro-rata basis. Shortfalls may be carried over or carried back to the extent that pre-tax income in any other payout year exceeds the \$2.0 million level. The Company has also provided former Global shareholders with additional incentive to generate earnings in excess of the base \$2.0 million annual earnings target ("tier-two earn-out"). Under Global's tier-two earn-out, former Global shareholders are also entitled to receive 40% of the cumulative pre-tax earnings in excess of \$10.0 million generated during the five year earn-out period subject to a maximum additional earn-out opportunity of \$2.0 million. Global would need to generate cumulative earnings of \$15.0 million over the five year earn-out period to receive the full \$7.0 million in contingent earn-out payments. Based upon 2002 performance, former Global shareholders will receive \$0.8 million on April 1, 2003, and will have excess earnings of \$2.5 million as a carryforward to future earnings targets.

On May 30, 2002 we acquired United American, a Detroit-based privately held provider of expedited transportation services. The United American transaction provided us with a new time-definite service offering focused on the automotive industry. The transaction is valued at up to \$16.1 million, consisting of cash of \$5.1 million paid at closing and a four-year earn-out arrangement based upon the future financial performance of United American. We agreed to pay the former United American shareholder a total of \$5.0 million base earn-out payments in installments of \$1.25 million in 2003 through 2006, with each installment payable in full if United American achieves pre-tax income of \$2.2 million in each of the years preceding the year of payment. In the event there is a shortfall in pre-tax income, the earn-out payment will be reduced on a dollar-for-dollar basis to the extent of the shortfall. Shortfalls may be carried over or carried back to the extent that pre-tax income in any other payout year exceeds the \$2.2 million level. The Company has also provided the former United American shareholder with additional incentive to generate earnings in excess of the base \$2.2 million annual earnings target ("tier-two earn-out"). Under United American's tier-two earn-out, the former United American shareholder is also entitled to receive 50% of the cumulative pre-tax earnings generated by a certain pre-acquisition customer in excess of \$8.8 million during the four year earn-out period subject to a maximum additional earn-out opportunity of \$6.0 million. United American would need to generate cumulative earnings of \$20.8 million over the four year earn-out period to receive the full \$11.0 million in contingent earn-out payments. Based upon 2002 performance, the former United American shareholder will receive \$0.2 million on April 1, 2003, and has an earnings shortfall of \$1.0 million. In future years, earnings in excess of the \$2.2 million earnings target would first be applied against the \$1.0 million shortfall.

On October 1, 2002 we acquired TSI, a Northern Virginia-based privately

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

held provider of expedited domestic and international transportation services. The TSI transaction capitalized on TSI's existing base of government contract work in the Washington metropolitan area and served as a supplement to an existing Company-operated facility in that area. The transaction was valued at up to \$1.1 million, consisting of cash of \$0.5 million paid at closing, and a three-year earn-out arrangement. The Company agreed to pay the former TSI shareholder \$0.2 million for each year in the three year earn-out period ending December 31, 2005, based upon the annual net revenue targets of \$1.6 million. In the event there is a shortfall in net revenues, the earn-out payment will be reduced proportionally to the extent of the shortfall, provided no earn-out payment shall be made if net revenues for the year fall below \$1.0 million. Shortfalls may be carried over or carried back to the extent that net revenues in any other payout year exceeds the \$1.6 million level.

We are also in the process of closing a transaction that will significantly increase our presence in Asia. On March 12, 2003, we announced our agreement to acquire a 70.0% interest in Singapore-based G-Link Group ("G-Link"), a platform acquisition that will provide the foundation for our service offering in Southeast Asia. As currently structured, we are expected to pay at closing approximately \$2.4 million in cash and \$1.2 million of our common stock to the G-Link shareholders. We would also expect to pay the G-Link shareholders for working capital balances. The amount, estimated to be in the range of \$1.0 to \$2.0 million, would be paid using Company common stock. The G-Link shareholders would be entitled to a four year earn-out arrangement based upon the future financial performance of G-Link. The earn-out is expected to be \$2.4 million, payable in installments of \$0.6 million per year. The transaction is expected to close by no later than June 30, 2003, and is subject to customary closing conditions, including the securing of third-party and regulatory consents, as well as the completion of an audit of G-Link for the year ended December 31, 2002.

We will be required to make significant payments in the future if the earn-out installments under our various acquisitions become due. While we believe that a significant portion of the required payments will be generated by the acquired subsidiaries, we may have to secure additional sources of capital to fund some portion of the earn-out payments as they become due. This presents us with certain business risks relative to the availability and pricing of future fund raising, as well as the potential dilution to our stockholders if the fund raising involves the sale of equity.

14

The following table summarizes our contingent base earn-out payments (in thousands) (1) (2)

	2004	2005	2006	2007	2008
	-----	-----	-----	-----	-----
Earn-out payments:					
Domestic	\$ 6,450	\$ 6,450	\$ 5,450	\$ --	\$ --
International	1,000	1,000	1,000	1,000	--
	-----	-----	-----	-----	-----
Total earn-out payments	\$ 7,450	\$ 7,450	\$ 6,450	\$ 1,000	\$ --
	=====	=====	=====	=====	=====
Prior year pre-tax earnings targets. (3)					
Domestic	\$ 8,686	\$ 8,686	\$ 8,686	\$ --	\$ --
International	2,000	2,000	2,000	2,000	--
	-----	-----	-----	-----	-----

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Total pre-tax earnings targets	\$ 10,686	\$ 10,686	\$ 10,686	\$ 2,000	\$
	=====	=====	=====	=====	=====

Earn-outs as a percentage of prior year pre-tax earnings targets:

Domestic	74.3%	74.3%	62.7%	--	
International	50.0%	50.0%	50.0%	50.0%	
Combined	69.7%	69.7%	60.4%	50.0%	

-----

- (1) Excludes the impact of prior year's pre-tax earnings carryforwards (excess or shortfalls versus earnings targets).
- (2) During the 2003-2007 earn-out period, there is an additional contingent obligation related to tier-two earn-outs that could be as much as \$8.0 million if the applicable acquired companies generate an incremental \$17.0 million in pre-tax earnings.
- (3) Aggregate pre-tax earnings targets as presented here identify the uniquely defined earnings targets of each acquisition and should not be interpreted to be the consolidated pre-tax earnings of the Company which would give effect for, among other things, amortization or impairment of intangible created in connection with each acquisition or various other expenses which may not be charged to the operating groups for purposes of calculating earn-outs.

The Company is a defendant in a number of legal proceedings. Although we believe that the claims asserted in these proceedings are without merit, and we intend to vigorously defend these matters, there is the possibility that the Company could incur material expenses in the defense and resolution of these matters. Furthermore, since the Company has not established any reserves in connection with such claims, any such liability, if at all, would be recorded as an expense in the period incurred or estimated. This amount, even if not material to the Company's overall financial condition, could adversely affect the Company's results of operations in the period recorded.

### New Accounting Pronouncements

On January 1, 2002, the Company adopted Statement of Financial Accounting Standards ("SFAS") No. 144, Accounting for the Impairment or Disposal of Long-Lived Assets, which establishes criteria and methodologies for the measurement, recognition and classification of long-lived assets. The adoption of SFAS No. 144 did not have a material impact on the Company's consolidated financial statements.

In June 2002, the Financial Accounting Standards Board ("FASB") issued SFAS No. 146, Accounting for Costs Associated with Exit or Disposal Activities, requiring companies to recognize liabilities and costs associated with exit or disposal activities initiated after December 31, 2002 when they are incurred, rather than when management commits to an exit or disposal plan. SFAS No. 146 also requires that such liabilities be measured at fair value. SFAS No. 146 had no impact on the Company's consolidated financial statements but may affect the measurement and recognition of any future restructuring activities.

In November 2002, the FASB issued Interpretation No. 45, Guarantor's Accounting and Disclosure of Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others, which elaborates on the existing disclosure requirements for guarantees and provides clarification on when a company must measure and recognize a liability related to guarantees issued. The disclosure requirements of Interpretation No. 45 are effective for the Company's consolidated financial statements for the year ended December 31, 2002. The

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

measurement and recognition provisions are to be applied on a prospective basis for guarantees issued or modified after December 31, 2002. The adoption of Interpretation No. 45 did not require additional disclosures and is not expected to impact the Company's consolidated financial statements as the Company does not typically issue guarantees related to third-party indebtedness or performance.

15

In December 2002, the FASB issued SFAS No. 148, Accounting for Stock-Based Compensation - Transition and Disclosure, which (i) amends SFAS No. 123, Accounting for Stock-Based Compensation, to provide alternative methods of transition for an entity that voluntarily changes the fair value based method of accounting for stock-based employee compensation, (ii) amends the disclosure provisions of SFAS No. 123 to require prominent disclosure about the effects on reported net income of an entity's accounting policy decisions with respect to stock-based employee compensation and (iii) amends Accounting Principles Board Opinion No. 28, Interim Financial Reporting, to require disclosure about those effects in interim financial information. Items (ii) and (iii) in the new requirements of SFAS No. 148 are effective for financial statements for fiscal years ending after December 15, 2002. The Company has included the requirements of item (ii) in Note 3 - Summary of Significant Accounting Policies and will include the requirements of item (iii) beginning with its first interim report as of and for the period ending March 31, 2003.

In January 2003, the FASB issued Interpretation No. 46, Consolidation of Variable Interest Entities, which provides new guidance with respect to the consolidation of all unconsolidated entities, including special purpose entities. The adoption of Interpretation No. 46 in 2003 is not expected to impact the Company's consolidated financial statements as the Company does not have investments in any unconsolidated special purpose or variable interest entities.

### Item 7A. Quantitative and Qualitative Disclosures About Market Risk

Our exposure to market risk relates primarily to changes in interest rates and the resulting impact on our invested cash. We place our cash with high credit quality financial institutions and invest that cash in money market funds and investment grade securities with maturities of less than 90 days. We are averse to principal loss and ensure the safety and preservation of our invested funds by investing in only highly rated investments and by limiting our exposure in any one issuance. If market interest rates were to increase immediately and uniformly by 10% from levels at December 31, 2002, the fair value of our portfolio would decline by an immaterial amount. We do not invest in derivative financial instruments.

### Item 8. Financial Statements and Supplementary Data

Our financial statements as of December 31, 2002 and 2001 and for each of the years in the three-year period ended December 31, 2002 and footnotes related thereto, revised to reflect the restatement thereof as more fully discussed in Note 2 to the consolidated financial statements, are included within Item 15(a) of this Report and may be found at pages 22 through 49. Predecessor combined financial statements for Air Plus for the year ended December 31, 2000 and footnotes related thereto are also included within Item 15(a) of this Report and may be found at pages 50 through 56. Schedule II - Valuation and Qualifying Accounts, may be found on page 57.

## PART III

### Item 14. Controls and Procedures

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

### Controls and Procedures

As required by Rule 13a-15 under the Securities Exchange Act of 1934, as of the end of the period covered by this report, the Company carried out an evaluation of the effectiveness of the Company's disclosure controls and procedures. This evaluation was carried out under the supervision and with the participation of the Company's management, including the Company's Chief Executive Officer and Chief Financial Officer. Based upon that evaluation, the Company's Chief Executive Officer and Chief Financial Officer concluded that the Company's disclosure controls and procedures are effective. Other than as discussed in the third paragraph of this Item 14, there have been no significant changes in the Company's internal controls or in other factors, which could significantly affect internal controls subsequent to the date the Company carried out its evaluation.

Disclosure controls and procedures are designed to ensure that information required to be disclosed in Company reports filed or submitted under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to ensure that information required to be disclosed in Company reports filed under the Exchange Act is accumulated and communicated to management, including the Company's Chief Executive Officer and Chief Financial Officer as appropriate, to allow timely decisions regarding required disclosure.

16

At the end of December 2003, it was determined that the Company's consolidated statements of operations for the last three quarters of fiscal 2002, the first three quarters of fiscal 2003, and for the year ended December 31, 2002 would need to be restated, as a result of an error discovered in the legacy accounting processes of Stonepath Logistics International Services, Inc. (f/k/a "Global Transportation Systems, Inc.") and Global Container Line, Inc, its wholly owned subsidiary. The Company determined that a process error existed which resulted in the failure to eliminate certain intercompany transactions in consolidation. This process error had been embedded within the legacy accounting processes of Global Transportation Systems, Inc. for a period which began substantially before its acquisition by the Company in April 2002.

The Company believes that the presence of this error, in and of itself, constitutes a reportable condition as defined under standards established by the American Institute of Certified Public Accountants. A reportable condition is a significant deficiency in the design or operation of internal controls, which could adversely affect an organization's ability to initiate, record, process and report financial data consistent with the assertions of management in the financial statements. To specifically respond to this matter, and in general to meet our obligations under Section 404 of the Sarbanes-Oxley Act of 2002, the Company has commenced an overall review of its internal controls over financial reporting. As part of the assessment of its internal controls over financial reporting, the Company will focus on its recent growth in terms of both size and complexity, coupled with the fact that its finance and accounting functions are largely decentralized. Although this review is not yet completed, the Company has initiated an immediate change in process to correct the error that occurred and to reduce the likelihood that a similar error could occur in the future.

As of the date of this Report, the Company believes it has a plan that, when completed, will eliminate the reportable condition described above. There were no other changes during the fourth quarter ended December 31, 2003 that have materially affected, or are reasonably likely to materially affect, the Company's disclosure controls and procedures.

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

17

PART IV

Item 15. Exhibits, Financial Statement Schedules and Reports on Form 8-K

(a) Documents filed as part of this Report:

1. Consolidated Financial Statements:
  - Independent Auditors' Report.....
  - Consolidated Balance Sheets as of December 31, 2002 and 2001.....
  - Consolidated Statements of Operations for the Years Ended  
December 31, 2002 (As restated), 2001 and 2000.....
  - Consolidated Statements of Stockholders' Equity and Comprehensive Income (Loss)  
for the Years Ended December 31, 2002, 2001 and 2000.....
  - Consolidated Statements of Cash Flows for the Years Ended  
December 31, 2002, 2001 and 2000.....
  - Notes to Consolidated Financial Statements.....
  
2. Predecessor Combined Financial Statements:
  - Independent Auditors' Report.....
  - Combined Statements of Operations for the Year Ended  
December 31, 2000, and the Six Months Ended June 30, 2001 and 2000 (Unaudited)
  - Combined Statements of Changes in Shareholders' Equity and Comprehensive Income  
for the Year Ended December 31, 2000 and the Six Months Ended June 30, 2001  
(Unaudited).....
  - Combined Statements of Cash Flows for the Year Ended  
December 31, 2000 and the Six Months Ended June 30, 2001 and 2000 (Unaudited)
  - Notes to Combined Financial Statements.....
  
3. Consolidated Financial Statement Schedule:
  - Schedule II - Valuation and Qualifying Accounts.....

(b) Reports on Form 8-K:

We filed one report on Form 8-K during the fiscal quarter ended December 31, 2002:

- (i) Form 8-K dated October 16, 2002 providing information pursuant to Regulation FD relative to a series of meetings the Company intended to hold with private investors.

(c) Exhibit Listing:

Exhibit Number -----	Document -----
2.1(1)	Stock Purchase Agreement by and among Stonepath Logistics, Inc., Stonepath Group, Inc. and M.G.R., Inc, Distribution Services, Inc., Contract Air, Inc., the Shareholders of M.G.R., Inc., Distribution Services, Inc., Contract Air, Inc. and Gary A. Koch (as Shareholders' Agent)
2.2(1)	First Amendment to Stock Purchase Agreement by and among Stonepath Logistics, Inc., Stonepath Group, Inc. and M.G.R., Inc, Distribution Services, Inc., Contract Air, Inc., the Shareholders of M.G.R., Inc., Distribution Services, Inc., Contract Air, Inc. and Gary A. Koch (as

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Shareholders' Agent)

- 2.3(2) Stock Purchase Agreement dated March 5, 2002 by and among Stonepath Group, Inc., Stonepath Logistics International Services, Inc. and Global Transportation Services, Inc. and the Shareholders of Global Transportation Services, Inc. and Jason F. Totah (as shareholders' agent)

18

Exhibit Number -----	Document -----
2.4(3)	Stock Purchase Agreement dated April 9, 2002 by and among Stonepath Logistics Domestic Services, Inc. and United American Acquisitions and Management, Inc., d/b/a United American Freight Services, Inc. and Douglas Burke
2.5(3)	Amendment to Stock Purchase Agreement dated May 30, 2002 by and among Stonepath Logistics Domestic Services, Inc., and United American Acquisitions and Management, Inc., d/b/a United Freight Services, Inc. and Douglas Burke
3.1(4)	Amended and Restated Certificate of Incorporation
3.2(5)	Certificate of Amendment to the Certificate of Incorporation
3.3(5)	Amended and Restated Bylaws
3.4(6)	Certificate of Designation of Series D Convertible Preferred Stock
4.1(4)	Specimen Common Stock Certificate for Stonepath Group, Inc.
4.2(7)	Form of Common Stock Purchase Warrant issued in connection with the Series C Convertible Preferred Stock
4.3(8)	Form of Amendment to Common Stock Purchase Warrant issued upon conversion of the Series C Convertible Preferred Stock effective as of July 19, 2002
4.4(8)	Form of Contingent Warrant issued upon conversion of the Series C Convertible Preferred Stock effective as of July 19, 2002
4.5(6)	Form of Exchange Agreement by and between the Company and certain holders of the Company's Series C Convertible Preferred Stock
4.6(9)	Stonepath Group, Inc. Amended and Restated 2000 Stock Incentive Plan (the "Plan")
4.7(9)	Form of Stock Option Agreement under the Plan
4.8(9)	Form of Non-Plan Option to Purchase Common Stock of the Company
4.9(10)	Amended and Restated Option Agreement between the Company and Dennis L. Pelino effective as of February 22, 2002 ("Pelino Options")
4.10(11)	Amendment No. 1 to Amended and Restated Option to Purchase Common Stock of Stonepath Group, Inc. granted to Dennis L. Pelino, Effective as of July 3, 2002
4.11(11)	Stock Option Agreement between the Company and Dennis L. Pelino dated

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

July 3, 2002

- 4.12(9) Stock Option Agreement between the Company and Stephen M. Cohen dated April 19, 2001
- 4.13(14) Stock Option Agreement between the Company and Stephen M. Cohen dated July 3, 2002.
- 4.14(13) Stock Option Agreement between the Company and Bohn H. Crain dated January 10, 2002
- 4.15(14) Stock Option Agreement between the Company and Bohn H. Crain dated July 3, 2002
- 4.16(18) Stock Option Agreement between the Company and Bohn H. Crain dated February 24, 2003

19

Exhibit Number -----	Document -----
4.17(18)	Stock Option Agreement between the Company and Dennis L. Pelino (covering the grant of 300,000 Options) dated March 10, 2003
4.18(18)	Stock Option Agreement between the Company and Dennis L. Pelino (covering the grant of 400,000 Options) dated March 10, 2003
4.19(18)	Form of Subscription Agreement by and between the Company and certain purchasers of common shares (including exhibit providing for registration rights)
4.20(18)	Placement Agency Agreement between the Company and Stonegate Securities, Inc. dated October 16, 2002
4.21(9)	Stock Option Agreement between the Company and Andrew P. Panzo dated April 19, 2001
4.22(9)	Stock Option Agreement between Net Value, Inc. and Andrew P. Panzo dated December 4, 1999
4.23(12)	Option to Purchase Common Stock of the Company granted to Andrew P. Panzo effective as of June 1, 1999
10.1(10)	Amended and Restated Employment Agreement between the Company and Dennis L. Pelino dated February 22, 2002
10.2(12)	Amended and Restated Employment Agreement between the Company and Stephen M. Cohen dated April 19, 2001
10.3(10)	Letter Agreement between the Company and Stephen M. Cohen dated December 27, 2001
10.4(18)	Amended and Restated Employment Agreement between the Company and Bohn H. Crain dated February 24, 2003
10.5(15)	Separation Agreement between the Company and Andrew P. Panzo dated December 11, 2001
10.6(1)	Executive Employment Agreement between M.G.R., Inc. and Gary Koch dated as of October 5, 2001
10.7(18)	Executive Employment Agreement between Global Transportation

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Services, Inc. and Jason F. Totah dated April 4, 2002

- 10.8(16) Stonepath Group, Inc. 401(k) Profit Sharing Plan.
- 10.9(17) Loan and Security Agreement dated as of May 15, 2002 between LaSalle Business Credit, Inc. and Stonepath Group, Inc., Contract Air, Inc., Distribution Services, Inc., Global Transportation Services, Inc., Global Container Line, Inc., M.G.R., Inc., d/b/a Air Plus Limited, Net Value, Inc., Stonepath Logistics Domestic Services, Inc., Stonepath Logistics International Services, Inc. and Stonepath Operations, Inc.
- 21.1(18) Subsidiaries of Stonepath Group, Inc.
- 23.1(19) Independent Auditors' Consent
- 23.2(19) Independent Auditors' Consent

20

Exhibit  
Number

Document

- 31.1(19) Certification of Chief Executive Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
- 31.2(19) Certification of Chief Financial Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
- 32.1(19) Certification of Chief Executive Officer Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. (This exhibit shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liability of that section. Further, this exhibit shall not be deemed to be incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended.)
- 32.2(19) Certification of Chief Financial Officer Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. (This exhibit shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liability of that section. Further, this exhibit shall not be deemed to be incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended.)

- 
- (1) Incorporated by reference to the Company's Current Report on Form 8-K dated October 5, 2001 filed October 19, 2001
  - (2) Incorporated by reference to the Company's Current Report on Form 8-K dated April 4, 2002 filed April 19, 2002
  - (3) Incorporated by reference to the Company's Current Report on Form 8-K dated May 30, 2002 filed June 12, 2002
  - (4) Incorporated by reference to the Company's Registration Statement on Form S-1 (Reg. No. 333-88629) filed October 8, 1999
  - (5) Incorporated by reference to the Company's Annual Report on Form 10-K for the year ended December 31, 2000, filed April 2, 2001
  - (6) Incorporated by reference to Amendment No. 1 to the Company's Registration Statement on Form S-3 filed July 31, 2002 (Registration No. 333-91240).
  - (7) Incorporated by reference to the Company's Current Report on Form 8-K dated March 3, 2000, filed March 17, 2000

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

- (8) Incorporated by reference to the Company's Form 10-Q for the third quarter ended September 30, 2002, filed November 14, 2002.
- (9) Incorporated by reference to the Company's Registration Statement on Form S-8 filed December 11, 2001
- (10) Incorporated by reference to the Company's Annual Report on Form 10-K for the year ended December 31, 2001, filed March 29, 2002
- (11) Incorporated by reference to the Company's Current Report on Form 8-K dated July 15, 2002, filed July 16, 2002
- (12) Incorporated by reference to the Company's Form 10-Q for the second quarter ended June 30, 2001, filed August 13, 2001
- (13) Incorporated by reference to the Company's Current Report on Form 8-K dated January 15, 2002, filed January 25, 2002
- (14) Incorporated by reference to the Company's Form 10-Q for the second quarter ended June 30, 2002, filed August 14, 2002
- (15) Incorporated by reference to the Company's Current Report on Form 8-K dated December 14, 2001, filed December 27, 2001
- (16) Incorporated by reference to the Company's Registration Statement on Form S-8 filed on February 25, 2003 (Registration No. 10439).
- (17) Incorporated by reference to the Company's Current Report on Form 8-K dated May 15, 2002, filed May 20, 2002
- (18) Incorporated by reference to the Company's Annual Report on Form 10-K for the year ended December 31, 2002, filed March 31, 2003.
- (19) Filed herewith.

21

### Independent Auditors' Report

Board of Directors and Stockholders of  
Stonepath Group, Inc.:

We have audited the accompanying consolidated balance sheets of Stonepath Group, Inc. and subsidiaries (the Company) as of December 31, 2002 and 2001, and the related consolidated statements of operations, stockholders' equity and comprehensive income (loss) and cash flows for each of the years in the three-year period ended December 31, 2002. In connection with our audits of the consolidated financial statements, we also have audited the financial statement schedule as of and for the three years ended December 31, 2002. These consolidated financial statements and financial statement schedule are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements and financial statement schedule based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Stonepath Group, Inc. and subsidiaries as of December 31, 2002 and 2001 and the results of their operations and their cash flows for each of the years in the three-year period ended December 31, 2002 in conformity with accounting principles generally accepted in the United States of America. Also in our opinion, the related financial statement schedule, when considered in relation to the basic consolidated financial statements taken as a whole, presents fairly, in all material respects, the information set forth therein.

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

As discussed in Note 2 to the consolidated financial statements, the Company has restated its consolidated statement of operations for the year ended December 31, 2002.

/s/ KPMG LLP

Philadelphia, Pennsylvania  
February 25, 2003, except  
as to Note 18, which is  
as of March 10, 2003 and  
Note 2, which is as of  
January 7, 2004

22

STONEPATH GROUP, INC.  
Consolidated Balance Sheets  
December 31, 2002 and 2001

	2002
	-----
Assets	
Current assets:	
Cash and cash equivalents	\$ 2,266,10
Accounts receivable, less allowances for doubtful accounts of \$320,000 and \$167,000 at 2002 and 2001, respectively	21,799,98
Loans receivable from related parties	39,59
Prepaid expenses	963,10
Assets of discontinued operations	300,00
	-----
Total current assets	25,368,78
Goodwill	20,311,15
Furniture and equipment, net	3,233,67
Acquired intangibles, net	5,042,55
Note receivable, related party	262,50
Other assets	946,84
	-----
Total assets	\$55,165,51
	=====
Liabilities and Stockholders' Equity	
Current liabilities:	
Accounts payable	\$12,873,70
Earn-out payable	3,879,85
Accrued payroll and related expenses	1,195,27
Accrued expenses	1,786,10
	-----
Total current liabilities	19,734,93
	-----
Commitments and contingencies (Notes 10 and 11)	
Stockholders' equity:	

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Preferred stock, \$.001 par value, 10,000,000 shares authorized;	
Series C, convertible, issued and outstanding: 3,750,479 shares at 2001	-
Series D, convertible, issued and outstanding: 360,745 shares at 2002	
(liquidation preference: \$21,644,700)	36
Common stock, \$.001 par value, 100,000,000 shares authorized; issued and	
outstanding: 23,453,414 shares and 20,903,110 shares at 2002 and 2001,	23,45
respectively	
Additional paid-in capital	196,235,06
Accumulated deficit	(160,711,89
Deferred compensation	(116,406
	-----
Total stockholders' equity	35,430,58
	-----
Total liabilities and stockholders' equity	\$55,165,51
	=====

See accompanying notes to consolidated financial statements.

23

STONEPATH GROUP, INC.  
Consolidated Statements of Operations  
Years ended December 31, 2002, 2001 and 2000

	Restated 2002	2001
	-----	-----
Total revenue	\$ 122,787,625	\$ 150,000,000
Cost of transportation	84,477,430	90,000,000
	-----	-----
Net revenue	38,310,195	50,000,000
Personnel costs	19,089,069	50,000,000
Other selling, general and administrative costs	14,679,960	30,000,000
Depreciation and amortization	2,186,951	30,000,000
	-----	-----
Income (loss) from operations	2,354,215	(40,000,000)
Other income (expense):		
Interest income	90,680	10,000,000
Interest expense	--	--
Other income	37,311	--
	-----	-----
Income (loss) from continuing operations before income taxes	2,482,206	(30,000,000)
Income taxes	101,877	--
	-----	-----
Income (loss) from continuing operations	2,380,329	(30,000,000)
Discontinued operations:		
Loss from discontinued operations	--	(13,000,000)
	-----	-----

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Net income (loss)	2,380,329	(17
Preferred stock dividends and effect of redemption	15,020,148	(4
	-----	-----
Net income (loss) attributable to common stockholders	\$ 17,400,477	\$ (21
	=====	=====
Basic earnings (loss) per common share -		
Continuing operations	\$ 0.79	\$
Discontinued operations	--	
	-----	-----
Earnings (loss) per common share	\$ 0.79	\$
	=====	=====
Diluted earnings (loss) per common share -		
Continuing operations	\$ 0.08	\$
Discontinued operations	--	
	-----	-----
Earnings (loss) per common share	\$ 0.08	\$
	=====	=====
Basic weighted average common shares outstanding	22,154,861	20
	=====	=====
Diluted weighted average common shares outstanding	29,232,568	20
	=====	=====

See accompanying notes to consolidated financial statements.

24

STONEPATH GROUP, INC.  
Consolidated Statements of Stockholders' Equity and Comprehensive Income (Loss)  
Years ended December 31, 2002, 2001 and 2000

	Preferred stock, Series C		Preferred stock, Series D		Common s	
	Shares	Amount	Shares	Amount	Shares	Amount
	-----	-----	-----	-----	Net Value, Inc.	
	-----	-----	-----	-----	-----	-----
Balances at December 31, 1999	--	\$ --	--	\$ --	1,037,338	\$ 1,038 1
Net loss	--	--	--	--	--	--
Other comprehensive loss:						
Unrealized loss on available-						
for-sale securities	--	--	--	--	--	--
Comprehensive loss						
Issuance of warrants	--	--	--	--	--	--
Issuance of common stock, net of cancellations	--	--	--	--	60,250	60
Issuance of preferred stock,						

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Series C, net	4,166,667	4,167	--	--	--	--
Completion of in-process merger with Net Value, Inc.	--	--	--	--	(1,092,588)	(1,093)
Contributed capital	--	--	--	--	--	--
Series B preferred stock conversion	--	--	--	--	--	--
Series C preferred stock conversion	(779,793)	(779)	--	--	--	--
Preferred stock dividends	270,196	269	--	--	--	--
Treasury stock	--	--	--	--	(5,000)	(5)
Compensatory common stock, options and warrants issued, net of cancellations	--	--	--	--	--	--
Amortization of deferred stock-based compensation	--	--	--	--	--	--
Balances at December 31, 2000	3,657,070	3,657	--	--	--	--
Net loss	--	--	--	--	--	--
Other comprehensive income: Unrealized gain on available-for-sale securities	--	--	--	--	--	--
Comprehensive loss						
Issuance of contingent warrants	--	--	--	--	--	--
Exercise of options and warrants	--	--	--	--	--	--
Series C preferred stock conversion	(205,660)	(206)	--	--	--	--
Preferred stock dividends	299,069	299	--	--	--	--
Compensatory common stock, options and warrants issued, net of cancellations	--	--	--	--	--	--
Amortization of deferred stock-based compensation	--	--	--	--	--	--
Balances at December 31, 2001	3,750,479	3,750	--	--	--	--
Net income	--	--	--	--	--	--
Exercise of options and warrants	--	--	--	--	--	--
Series C preferred stock conversion	(3,913,220)	(3,913)	360,745	361	--	--
Preferred stock dividends	162,741	163	--	--	--	--
Compensatory warrants issued	--	--	--	--	--	--
Amortization of deferred stock-based compensation	--	--	--	--	--	--
Balances at December 31, 2002	--	\$ --	360,745	\$ 361	--	\$ --

See accompanying notes to consolidated financial statements.

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Years ended December 31, 2002, 2001 and 2000

	Accumulated deficit -----	Accumulated other comprehensive loss -----	Deferred stock-based compensation -----	-----
Balances at December 31, 1999	\$ (74,919,285)	--	\$ (27,342,172)	\$
Net loss	36,171,273	--	--	(3)
Other comprehensive loss:				
Unrealized loss on available-for-sale securities	--	(8,688)	--	
Comprehensive loss				
Issuance of warrants	--	--	--	
Issuance of common stock, net of cancellations	--	--	--	1
Issuance of preferred stock, Series C, net	--	--	--	4
Completion of in-process merger with Net Value, Inc.	--	--	--	
Contributed capital	--	--	--	
Series B preferred stock conversion	--	--	--	
Series C preferred stock conversion	--	--	--	
Preferred stock dividends	(45,750,830)	--	--	
Treasury stock	--	--	--	(
Compensatory common stock, options and warrants issued, net of cancellations	--	--	1,368,356	
Amortization of deferred stock-based compensation	--	--	15,202,092	1
Balances at December 31, 2000	(156,841,388)	(8,688)	(10,771,724)	4
Net loss	(17,119,782)	--	--	(1
Other comprehensive income:				
Unrealized gain on available-for-sale securities	--	8,688	--	
Comprehensive loss				
Issuance of contingent warrants	(562,370)	--	--	
Exercise of options and warrants	--	--	--	
Series C preferred stock conversion	--	--	--	
Preferred stock dividends	(3,588,828)	--	--	
Compensatory common stock, options and warrants issued, net of cancellations	--	--	4,845,297	
Amortization of deferred stock-based compensation	--	--	5,714,789	
Balances at December 31, 2001	(178,112,368)	--	(211,638)	3

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Net income	2,380,329	--	--
Exercise of options and warrants	--	--	--
Series C preferred stock conversion	16,973,040	--	--
Preferred stock dividends	(1,952,892)	--	--
Compensatory warrants issued	--	--	--
Amortization of deferred stock-based compensation	--	--	95,232
Balances at December 31, 2002	<u>\$ (160,711,891)</u>	<u>\$ --</u>	<u>\$ (116,406)</u>

See accompanying notes to consolidated financial statements.

26

STONEPATH GROUP, INC.  
Consolidated Statements of Cash Flows  
Years ended December 31, 2002, 2001 and 2000

	2002	2001
	-----	-----
Cash flows from operating activities:		
Net income (loss)	\$ 2,380,329	\$ (17,100,000)
Adjustments to reconcile net income (loss) to net cash used in operating activities:		
Depreciation and amortization	2,186,951	4,000,000
Stock-based compensation - continuing operations	98,425	2,300,000
Interest paid with common stock	--	--
Loss from disposal of furniture and equipment	4,560	1,000,000
Changes in assets and liabilities, net of effect of acquisitions:		
Accounts receivable	(5,731,830)	1,200,000
Other assets	(160,903)	(1,000,000)
Accounts payable and accrued expenses	639,201	(4,000,000)
Discontinued operations - working capital changes and non-cash items	--	13,000,000
Net cash used in operating activities	----- (583,267)	----- (5,000,000)
Cash flows from investing activities:		
Acquisition of businesses, net of cash acquired	(10,497,306)	(18,000,000)
Purchases of furniture and equipment	(1,812,750)	(2,000,000)
Proceeds from sale of furniture and equipment	--	--
Loans made	(350,000)	--
Discontinued operations:		
Advances to affiliate companies	--	(5,000,000)
Collections on advances to affiliate companies	--	1,000,000
Purchase of available for sale securities	--	(4,000,000)
Proceeds from sale of available for sale securities	--	--
Acquisition of ownership interests in affiliate companies	--	(2,000,000)
Proceeds from sale of ownership interests in affiliate companies	115,000	6,200,000
Net cash used in investing activities	----- (12,545,056)	----- (12,100,000)

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Cash flows from financing activities:		
Issuance of common stock	425,181	2
Payment of equity financing fees	(25,000)	
Payment of debt financing fees	(233,580)	
Net repayments on short-term debt	--	(1,4
Payment of long-term debt	--	
Issuance of preferred stock and warrants	--	
Purchase and retirement of treasury stock	--	
Payment of preferred stock dividend, Series B	--	
	-----	-----
Net cash provided by (used in) financing activities	166,601	(1,2
	-----	-----
Net increase (decrease) in cash and cash equivalents	(12,961,722)	(13,8
Cash and cash equivalents, beginning of year	15,227,830	29,0
	-----	-----
Cash and cash equivalents, end of year	\$ 2,266,108	\$ 15,2
	=====	=====
Cash paid for interest	\$ --	\$
	=====	=====
Cash paid for income taxes	\$ 84,959	\$
	=====	=====
Supplemental disclosure of non-cash investing and financing activities:		
Increase in goodwill related to accrued earn-out payments	\$ 3,879,856	\$
	=====	=====
Issuance of warrants in connection with private placement	\$ 95,000	\$
	=====	=====

See accompanying notes to consolidated financial statements.

27

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

(1) Nature of Operations

Stonepath Group, Inc. and subsidiaries (the "Company") is a non-asset based third-party logistics services company providing supply chain solutions on a global basis. A full range of time-definite transportation and distribution solutions is offered through its Domestic Services platform, where the Company manages and arranges the movement of raw materials, supplies, components and finished goods for its customers. These services are offered through the Company's domestic air and ground freight forwarding business. A full range of international logistics services including international air and ocean transportation as well as customs house brokerage services is offered through the Company's International Services platform. In addition to these core service offerings, the Company also provides a broad range of value added supply chain management services, including warehousing, order fulfillment and

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

inventory management. The Company services a customer base of manufacturers, distributors and national retail chains through a network of offices in 18 major metropolitan locations in North America plus two international locations, and an extensive network of over 200 independent carriers and over 150 service partners strategically located around the world.

(2) Restatement of Previously Reported Consolidated Financial Statements

In August 2003, the Company restated its consolidated financial statements for the years ended December 31, 2001 and 2002 and the first two quarters of 2003. That restatement related to (i) allocating more value to the customer relationship intangible assets for the Company's acquisitions and (ii) revising the amortization method and life used for such assets. The amounts appearing in the accompanying consolidated balance sheets as of December 31, 2002 and 2001, and the related consolidated statements of operations and cash flows for the years then ended reflect the effect of that restatement and are considered "previously reported" for purposes of this Form 10-K/A.

During the third week of December 2003, and in the course of conducting a regularly scheduled review of internal controls and centralization of the financial reporting process, the Company discovered an error in the legacy accounting process of its International Services division. Due to the error in the legacy accounting process, the division failed to eliminate in the consolidation process certain intercompany transactions between Stonepath Logistics International Services, Inc. (formerly known as "Global Transportation Systems, Inc.") and Global Container Line, Inc., its wholly-owned subsidiary which operates as a non-vessel operating common carrier. This resulted in an overstatement of revenues and a corresponding overstatement of the cost of transportation, with no resulting impact on net revenues, EBITDA or net income. The Company has determined that this error had been embedded in the legacy accounting processes of Global Transportation Systems, Inc. for a period which began substantially before its acquisition by the Company in April 2002.

The effects of this restatement on the previously reported consolidated statement of operations for the year ended December 31, 2002 are summarized below.

	Year Ended December 31, 2002	
	As Previously Reported	As Restated
Selected Statement of Operations Data:		
Total revenue	\$139,649,219	\$122,787,625
Cost of transportation	101,339,024	84,477,430

28

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

(3) Summary of Significant Accounting Policies

a) Principles of Consolidation

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

The accompanying consolidated financial statements include the accounts of Stonepath Group, Inc., a Delaware corporation, and its wholly owned subsidiaries. All intercompany balances and transactions have been eliminated in consolidation.

### b) Use of Estimates

The presentation of financial statements in accordance 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 and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Such estimates include the assessment of the recoverability of long-lived assets, specifically goodwill and acquired intangibles, the establishment of an allowance for doubtful accounts and the valuation allowance for deferred income tax assets. Actual results could differ from those estimates.

### c) Cash and Cash Equivalents

Cash and cash equivalents include cash on hand and investments in money market funds and investment grade securities held with high quality financial institutions. The Company considers all highly liquid instruments with a remaining maturity of 90 days or less at the time of purchase to be cash equivalents.

### d) Concentrations of Credit Risk

Financial instruments that potentially subject the Company to concentrations of credit risk consist principally of cash investments and accounts receivable.

The Company maintains its cash accounts with high quality financial institutions. With respect to accounts receivable, such receivables are primarily from manufacturers, distributors and major retailers located in the United States. Credit is granted to customers on an unsecured basis, and generally provides for 30-day payment terms. To reduce credit risk, the Company performs ongoing credit evaluations of its customers' financial conditions. Credit losses have not been material.

For the years ended December 31, 2002 and 2001, our largest customer, a national retail chain, accounted for approximately 29% and 53% of our revenues, respectively, and approximately 27% and 48% of our accounts receivable balance as of December 31, 2002 and 2001, respectively. For the year ended December 31, 2002, our next five largest customers accounted for approximately 21% of our revenue, with no one of these customers accounting for greater than 10% of our revenue.

### e) Furniture and Equipment

Furniture and equipment are stated at cost, less accumulated depreciation computed on a straight-line basis over the estimated useful lives of the respective assets. Depreciation is computed using three- to ten-year lives for furniture and office equipment, a three-year life for computer software, the shorter of the lease term or useful life for leasehold improvements and a three-year life for vehicles. Upon retirement or other disposition of these assets, the cost and related accumulated depreciation are removed from the

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

accounts and the resulting gain or loss, if any, is reflected in results of operations. Expenditures for maintenance, repairs, and renewals of minor items are charged to expense as incurred. Major renewals and improvements are capitalized.

f) Goodwill

Goodwill consists of the excess of cost over the fair value of net assets acquired in business combinations accounted for as purchases (see Note 5).

29

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

The Company follows the provisions of Statement of Financial Accounting Standards ("SFAS") No. 142, Goodwill and Other Intangible Assets. SFAS No. 142 requires an annual impairment test for goodwill and intangible assets with indefinite lives. Under the provisions of SFAS No. 142, the first step of the impairment test requires that the Company determine the fair value of each reporting unit, and compare the fair value to the reporting unit's carrying amount. To the extent a reporting unit's carrying amount exceeds its fair value, an indication exists that the reporting unit's goodwill may be impaired and the Company must perform a second more detailed impairment assessment. The second impairment assessment involves allocating the reporting unit's fair value to all of its recognized and unrecognized assets and liabilities in order to determine the implied fair value of the reporting unit's goodwill as of the assessment date. The implied fair value of the reporting unit's goodwill is then compared to the carrying amount of goodwill to quantify an impairment charge as of the assessment date. The Company performed its annual impairment test during the fourth quarter of 2002 and noted no impairment for either of its reporting units. In the future, the Company expects to perform the annual test during its fiscal fourth quarter unless events or circumstances indicate an impairment may have occurred before that time.

g) Long-Lived Assets

Acquired intangibles consist of customer bases and non-compete agreements arising from the Company's acquisitions.

The Company adopted the provisions of SFAS No. 144, Accounting for the Impairment or Disposal of Long-Lived Assets, on January 1, 2002. SFAS No. 144 establishes accounting standards for the impairment of long-lived assets such as property, plant and equipment and intangible assets subject to amortization. The Company reviews long-lived assets to be held-and-used for impairment whenever events or changes in circumstances indicate that the carrying amount of the assets may not be recoverable. If the sum of the undiscounted expected future cash flows over the remaining useful life of a long-lived asset is less than its carrying amount, the asset is considered to be impaired. Impairment losses are measured as the amount by which the carrying amount of the asset exceeds the fair value of the asset. When fair values are not available, the Company estimates fair value using the expected future cash flows discounted at a rate commensurate with the risks associated with the recovery of the asset. Assets to be disposed of are reported at the lower of carrying amount or fair value less costs to sell. The adoption of

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

SFAS No. 144 did not have a material impact on the Company's consolidated financial statements.

### h) Income Taxes

Taxes on income are provided in accordance with SFAS No. 109, Accounting for Income Taxes. Deferred income tax assets and liabilities are recognized for the expected future tax consequences of events that have been reflected in the consolidated financial statements. Deferred tax assets and liabilities are determined based on the differences between the book values and the tax bases of particular assets and liabilities and the tax effects of net operating loss and capital loss carryforwards. Deferred tax assets and liabilities are measured using tax rates in effect for the years in which the differences are expected to reverse. A valuation allowance is provided to offset the net deferred tax assets if, based upon the available evidence, it is more likely than not that some or all of the deferred tax assets will not be realized.

### i) Revenue Recognition

The Company derives its revenues from three principal sources: freight forwarding, customs brokerage, and warehousing and other value added services.

As a freight forwarder, the Company is primarily a non-asset based carrier that does not own or lease any significant transportation assets. The Company generates the majority of its revenues by purchasing transportation services from direct (asset-based) carriers and using those services to provide transportation of property for compensation to its customers. The Company is able to negotiate favorable buy rates from the direct carriers by consolidating shipments from multiple customers and concentrating its buying power, while at the same time offering lower sell rates than most customers would otherwise be able to negotiate themselves. When acting as an indirect carrier, the Company will enter into a written agreement with its customers or issue a tariff and a house bill of lading to customers as the contract of carriage. When the freight is physically tendered to a direct carrier, the Company receives a separate contract of carriage, or master bill of lading. In order to claim for any loss associated with the freight, the customer is first obligated to pay the freight charges.

30

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

Based on the terms in the contract of carriage, revenues related to shipments where the Company issues a house bill of lading are recognized when the freight is delivered to the direct carrier at origin. Costs related to the shipment are also recognized at this same time.

All other revenues, including revenues for customs brokerage and warehousing and other value added services, are recognized upon completion of the service.

### j) Stock-Based Compensation

As permitted by SFAS No. 123, Accounting for Stock-Based

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Compensation, the Company has elected to account for stock-based compensation using the intrinsic value method prescribed in Accounting Principles Board Opinion ("APB") No. 25, Accounting for Stock Issued to Employees, and related interpretations. Accordingly, compensation cost for stock options granted to employees and members of the board of directors is measured as the excess, if any, of the quoted market price of the Company's common stock at the date of the grant over the amount the grantee must pay to acquire the stock. The Company accounts for stock-based compensation to non-employees (including directors who provide services outside their capacity as members of the board) in accordance with SFAS No. 123 and Emerging Issues Task Force ("EITF") Issue No. 96-18, Accounting for Equity Instruments That Are Issued to Other Than Employees for Acquiring, or in Conjunction with Selling, Goods or Services. The Company has implemented the disclosure provisions of SFAS No. 148, Accounting for Stock-Based Compensation - Transition and Disclosure.

The table below illustrates the effect on net income (loss) attributable to common stockholders and income (loss) per share as if the fair value of options granted had been recognized as compensation expense in accordance with the provisions of SFAS No. 123. See Notes 12 and 13 for additional information regarding options and warrants.

Year ended December 31:	2002	2001	-----
Net income (loss) attributable to common stockholders:			
As reported	\$ 17,400,477	\$ (21,270,980)	\$
Add: stock-based employee compensation expense included in reported net income (loss), net of tax	92,566	5,713,168	
Deduct: Total stock-based compensation expense determined under fair value method for all awards, net of tax	(1,922,051)	(10,040,316)	
Pro forma	\$ 15,570,992	\$ (25,598,128)	\$
	=====	=====	=====
Basic earnings (loss) per common share:			
As reported	\$0.79	\$ (1.04)	
Pro forma	0.70	(1.25)	
Diluted earnings (loss) per common share:			
As reported	\$0.08	\$ (1.04)	
Pro forma	0.02	(1.25)	

### k) Earnings (Loss) Per Share

Basic earnings (loss) per common share and diluted earnings (loss) per common share are presented in accordance with SFAS No. 128, Earnings per Share. Basic earnings (loss) per common share has been computed using the weighted-average number of shares of common stock outstanding during the period. Diluted earnings (loss) per common share incorporates the incremental shares issuable upon the assumed exercise of stock options and warrants and upon the assumed conversion of the Company's preferred stock, if dilutive. Certain stock options, stock warrants, and convertible securities were excluded because their effect was antidilutive. The total numbers of such shares excluded from diluted earnings (loss) per common share are 1,336,825, 9,755,934 and 12,197,618 at December 31, 2002, 2001 and 2000, respectively.

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

31

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

During the years ended December 31, 2001 and 2000, the diluted loss per common share calculation was the same as the basic loss per common share calculation, as all potentially dilutive securities were anti-dilutive. The following table indicates the calculation of earnings per share for the year ended December 31, 2002:

	Net Income
	-----
Net income	\$ 2,380,329
Less: Preferred stock dividend	(1,952,892)
Plus: Redemption of Series C Preferred Stock in exchange transaction (see Note 12)	16,973,040
	-----
Basic Earnings per Common Share	
Net income attributable to common stockholders	17,400,477
Effect of Dilutive Securities	
Options and warrants	--
Convertible preferred stock	(15,020,148)
	-----
Diluted Earnings Per Common Share	
Net income attributable to common stockholders plus assumed conversions	\$ 2,380,329
	=====

1) New Accounting Pronouncements

On January 1, 2002, the Company adopted SFAS No. 144, Accounting for the Impairment or Disposal of Long-Lived Assets, which establishes criteria and methodologies for the measurement, recognition and classification of long-lived assets. The adoption of SFAS No. 144 did not have a material impact on the Company's consolidated financial statements.

In June 2002, the Financial Accounting Standards Board ("FASB") issued SFAS No. 146, Accounting for Costs Associated with Exit or Disposal Activities, requiring companies to recognize liabilities and costs associated with exit or disposal activities initiated after December 31, 2002 when they are incurred, rather than when management commits to an exit or disposal plan. SFAS No. 146 also requires that such liabilities be measured at fair value. SFAS No. 146 had no impact on the Company's consolidated financial statements but may affect the measurement and recognition of any future restructuring activities.

In November 2002, the FASB issued Interpretation No. 45, Guarantor's Accounting and Disclosure of Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others, which elaborates on the existing disclosure requirements for guarantees and provides clarification on when a company must measure and recognize a liability related to guarantees issued. The disclosure requirements

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

of Interpretation No. 45 are effective for the Company's consolidated financial statements for the year ended December 31, 2002. The measurement and recognition provisions are to be applied on a prospective basis for guarantees issued or modified after December 31, 2002. The adoption of Interpretation No. 45 did not require additional disclosures in 2002 and is not expected to impact the Company's consolidated financial statements as the Company does not typically issue guarantees related to third-party indebtedness or performance.

In December 2002, the FASB issued SFAS No. 148, which (i) amends SFAS No. 123, to provide alternative methods of transition for an entity that voluntarily changes to the fair value based method of accounting for stock-based employee compensation, (ii) amends the disclosure provisions of SFAS No. 123 to require prominent disclosure about the effects on reported net income of an entity's accounting policy decisions with respect to stock-based employee compensation and (iii) amends APB Opinion No. 28, Interim Financial Reporting, to require disclosure about those effects in interim financial information. Items (ii) and (iii) in the new requirements of SFAS No. 148 are effective for financial statements for fiscal years ending after December 15, 2002. The Company intends to continue to account for its stock-based compensation in accordance with APB Opinion No. 25.

32

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

In January 2003, the FASB issued Interpretation No. 46, Consolidation of Variable Interest Entities, which provides new guidance with respect to the consolidation of all unconsolidated entities, including special purpose entities. The adoption of Interpretation No. 46 in 2003 is not expected to impact the Company's consolidated financial statements as the Company does not have investments in any unconsolidated special purpose or variable interest entities.

m) Reclassifications

Certain prior year amounts have been reclassified to conform to the current year presentation.

(4) Discontinued Operations

From inception through the first quarter of 2001, the Company's principal business strategy focused on the development of early-stage technology businesses with significant Internet features and applications. In October 1998, in the first stage of a two-step process the Company acquired a controlling interest in a developer and distributor of online promotional campaigns named Net Value, Inc. ("Net Value"). This acquisition was accounted for as a recapitalization of Net Value. In November 2000, the Company completed the merger with Net Value by issuing 1,754,140 shares of its common stock for the remaining minority interest in Net Value.

On December 28, 2001, the Board of Directors approved a plan to dispose of all of the assets related to the Company's former business of investing in early-stage technology companies, since these investments were incompatible with the Company's current strategy of building a global integrated logistics services organization. Therefore, for financial reporting purposes, the assets, liabilities, results of operations and cash flows of the former business have been segregated from those of the

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

continuing operations and are presented in the Company's consolidated financial statements as discontinued operations. The consolidated financial statements of prior periods have been reclassified to reflect this presentation. The Company has never recognized any revenues from its former business model. Pre-tax operating losses amounting to \$13,862,713 and \$30,815,850 are reflected in the accompanying consolidated statements of operations as loss from discontinued operations for the years ended December 31, 2001 and 2000, respectively.

The net assets of discontinued operations relate primarily to investments in early-stage technology companies. The Company anticipates disposing of its remaining investment during 2003.

### (5) Acquisitions

On October 5, 2001, the Company acquired all of the outstanding shares of M.G.R., Inc., d/b/a Air Plus Limited, and its operating affiliates (collectively, "Air Plus"), a group of Minneapolis-based privately held companies. The results of Air Plus' operations have been included in the consolidated financial statements since that date. Air Plus provides a full range of logistics and transportation services throughout North America. As a result of the acquisition, the Company completed the first step in its plan to become a leading provider of logistics and transportation services.

The acquisition was accounted for as a purchase in accordance with SFAS No. 141, Business Combinations. As consideration for the stock of Air Plus, the Company paid \$17,500,000. In addition, contingent consideration in the amount of \$17,000,000, which is payable in installments of \$3,000,000 in 2003, \$5,000,000 in 2004, \$5,000,000 in 2005 and \$4,000,000 in 2006, will be paid if Air Plus achieves pre-tax income of \$6,000,000 in each of the years preceding the year of payment. Such payments, if made, will be reflected as additional goodwill. In the event that there is a shortfall in pre-tax income in any year, such shortfall may be carried over to the succeeding year or carried back to the preceding year to the extent that the pre-tax income in those years exceeds the \$6,000,000 level. Any remaining shortfall will reduce the contingent consideration on a dollar-for-dollar basis. The total purchase price, including acquisition costs of \$1,254,000 but excluding the contingent consideration described above, was \$18,754,000. The Company obtained an independent third-party appraisal of the fair value of the acquired intangible assets. The following table summarizes the estimated fair value of the assets acquired and liabilities assumed at the date of the acquisition:

33

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

	As of October 5, 2001 ----- (in thousands)
Current assets	\$ 9,651
Furniture and equipment	1,538
Other assets	448
Intangible assets	4,615
Goodwill	10,823 -----

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Total assets acquired	27,075 -----
Current liabilities	8,321 -----
Total liabilities assumed	8,321 -----
Net assets acquired	\$ 18,754 =====

The acquired intangible assets have a weighted average useful life of ten years. The intangible assets include a customer relationship intangible of \$4,415,000 which is being amortized under the declining balance method using a 25% rate and a covenant-not-to-compete of \$200,000 with a three-year life. The \$10,823,000 of goodwill was assigned to the Company's domestic business unit and is deductible for income tax purposes.

On April 4, 2002, the Company acquired all of the issued and outstanding common shares of Global Transportation Services, Inc. ("Global"), a Seattle-based privately held company that provides a full range of international air and ocean logistics services, for \$5,000,000 in cash paid at the closing and up to an additional \$7,000,000 payable over a five year earn-out period based upon the future financial performance of Global. The Company agreed to pay the former Global shareholders a total of \$5,000,000 base earn-out payments in installments of \$745,000 in 2003, \$1,000,000 in 2004 through 2007 and \$255,000 in 2008, with each installment payable in full if Global achieves pre-tax income of \$2,000,000 in each of the years preceding the year of payment (or the pro rata portion thereof in 2002 and 2007). In the event there is a shortfall in pre-tax income, the earn-out payment will be reduced on a pro-rata basis. Shortfalls may be carried over or carried back to the extent that pre-tax income in any other payout year exceeds the \$2,000,000 level. The Company has also provided former Global shareholders with additional incentive to generate earnings in excess of the base \$2,000,000 annual earnings target ("tier-two earn-out"). Under Global's tier-two earn-out, former Global shareholders are also entitled to receive 40% of the cumulative pre-tax earnings in excess of \$10,000,000 generated during the five year earn-out period subject to a maximum additional earn-out opportunity of \$2,000,000. Global would need to generate cumulative earnings of \$15,000,000 over the five year earn-out period to receive the full \$7,000,000 in contingent earn-out payments. With the closing of the transaction, the Company established its international platform for services between the Far East, the United States and Europe.

The acquisition was accounted for as a purchase and accordingly, the results of operations and cash flows of Global are included in the accompanying consolidated financial statements prospectively from the date of acquisition. The total purchase price, including acquisition costs of \$466,000 but excluding the contingent consideration described above, was \$5,466,000. The Company obtained an independent third-party appraisal of the fair value of the acquired intangibles. The following table summarizes the estimated fair value of assets acquired and liabilities assumed at the date of the acquisition:

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

	As of April 4, 2002
	-----
	(in thousands)
Current assets	\$ 3,664
Furniture and equipment	169
Other assets	149
Intangible asset	340
Goodwill	4,463
	-----
Total assets acquired	8,785
	-----
Current liabilities	3,319
	-----
Total liabilities assumed	3,319
	-----
Net assets acquired	\$ 5,466
	=====

The acquired intangible asset is a covenant-not-to-compete which has a useful life of five years. The \$4,463,000 of goodwill was assigned to the Company's international business unit and is deductible for income tax purposes.

On May 30, 2002, the Company acquired all of the issued and outstanding common shares of United American Acquisitions and Management, Inc. d/b/a United American Freight Services, Inc. ("United American"), a Detroit-based privately held provider of expedited transportation services. The United American transaction provided the Company with a new time-definite service offering focused on the automotive industry. The purchase price was \$5,100,000 in cash at closing and up to an additional \$11,000,000 payable over a four-year earn-out period based upon the future financial performance of United American. The Company agreed to pay the former United American shareholder a total of \$5,000,000 base earn-out payments in installments of \$1,250,000 in 2003 through 2006, with each installment payable in full if United American achieves pre-tax income of \$2,200,000 in each of the years preceding the year of payment. In the event there is a shortfall in pre-tax income, the earn-out payment will be reduced on a dollar-for-dollar basis to the extent of the shortfall. Shortfalls may be carried over or carried back to the extent that pre-tax income in any other payout year exceeds the \$2,200,000 level. The Company has also provided the former United American shareholder with additional incentive to generate earnings in excess of the base \$2,200,000 annual earnings target ("tier-two earn-out"). Under United American's tier-two earn-out, the former United American shareholder is also entitled to receive 50% of the cumulative pre-tax earnings generated from a certain pre-acquisition customer in excess of \$8,800,000 generated during the four year earn-out period subject to a maximum additional earn-out opportunity of \$6,000,000. United American would need to generate cumulative earnings of \$20,800,000 over the four year earn-out period to receive the full \$11,000,000 in contingent earn-out payments.

The acquisition was accounted for as a purchase and accordingly, the results of operations and cash flows of United American are included in the accompanying consolidated financial statements prospectively from the date of acquisition. The total purchase price, including acquisition costs of \$48,000 but excluding the contingent consideration described above, was \$5,148,000. The following table summarizes the estimated fair value of

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

assets acquired and liabilities assumed at the date of the acquisition:

35

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

	As of May 30, 2002
	(in thousands)
Current assets	\$ 5,150
Furniture and equipment	161
Other assets	88
Intangible assets	1,625
Goodwill	1,235
	-----
Total assets acquired	8,259
	-----
Current liabilities	3,111
	-----
Total liabilities assumed	3,111
	-----
Net assets acquired	\$ 5,148
	=====

The acquired intangible assets have a weighted average useful life of ten years. The intangible assets include a customer relationship intangible of \$1,525,000, which is being amortized under the declining balance method using a 25% rate and a covenant-not-to-compete of \$100,000 with a three-year life. The \$1,235,000 of goodwill was assigned to the Company's domestic business unit and is deductible for income tax purposes.

On October 1, 2002, the Company acquired Transport Specialists, Inc. ("TSI"), a Northern Virginia-based privately held provider of expedited domestic and international transportation services. The TSI transaction is intended to capitalize on TSI's existing base of government contract work in the Washington metropolitan area and serve as a supplement to an existing Company-operated facility in that area. The purchase price consisted of cash of \$526,000 paid at closing, and a three-year earn-out arrangement based upon the future financial performance of TSI. The Company agreed to pay the former TSI shareholder \$200,000 for each year in the three-year earn-out period ending December 31, 2005 that TSI achieves its annual net revenue target of \$1,620,000. The acquisition was accounted for as a purchase and accordingly, the results of operations and cash flows of TSI are included in the accompanying consolidated financial statements prospectively from the date of acquisition. In connection with this transaction, the Company recorded intangible assets and tax-deductible goodwill amounting to \$160,000 and \$56,000, respectively.

The primary reasons for the acquisitions of Air Plus, Global and United American (the "material acquisitions") and the factors that contributed to the recognition of goodwill are that the acquired entities: 1) established or expanded the domestic and international platforms, 2) had experienced, well-trained workforces, 3) expanded the Company's time-definite service offerings, and 4) strategically broadened the geographical dispersion of the Company's service facilities. The Company expects, through

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

cross-selling and other initiatives, to increase the acquired entities' revenues and profitability through an expansion of the value added services that it offers. In addition, the Company expects to reduce the operating expenses of the acquired entities through economies of scale and synergies, such as the centralization of certain administrative functions. By creating a larger, stronger organization, the Company expects to improve its access to, and the availability of, future capital.

36

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

The following unaudited pro forma information is presented as if the material acquisitions had occurred on January 1, 2001 (in thousands):

	Years ended December 31,	
	Restated 2002	Restated 2001
Total revenue	\$ 145,902	\$ 119,857
Net revenue	\$ 45,154	\$ 37,402
Net income	\$ 4,369	\$ 1,782
Net income (loss) attributable to common stockholders	\$ 19,389	\$ (2,369)
Basic earnings (loss) per common share	\$ 0.88	\$ (0.12)
Diluted earnings (loss) per common share	\$ 0.15	\$ (0.12)

For the year ended December 31, 2002, the former shareholders of Air Plus, Global and United American achieved earn-out payments of \$3,000,000, \$745,206 and \$222,150, respectively. Excess earnings (shortfalls) carried forward to 2003 amount to approximately \$338,000, \$2,324,000 and \$(1,028,000) for Air Plus, Global and United American, respectively.

(6) Acquired Intangible Assets

Information with respect to acquired intangible assets is as follows:

	December 31,		
	2002		
	Gross Carrying Amount	Accumulated Amortization	Gross Carrying Amount
Amortizable intangible assets:			
Customer relationship	\$ 5,980,000	\$ 1,533,667	\$ 4,415,000
Covenants-not-to-compete	760,000	163,778	200,000

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Total	\$ 6,740,000	\$ 1,697,445	\$ 4,615,000
-------	--------------	--------------	--------------

Aggregate amortization expense:

For the year ended December 31, 2002	\$ 1,404,778
--------------------------------------	--------------

Estimated aggregate amortization expense:

For the year ended December 31, 2003	\$ 1,313,000
For the year ended December 31, 2004	1,020,000
For the year ended December 31, 2005	735,000
For the year ended December 31, 2006	535,000
For the year ended December 31, 2007	369,000

37

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

(7) Furniture and Equipment

Furniture and equipment consists of the following:

	December 31,	
	2002	2001
Furniture and office equipment	\$ 2,761,837	\$ 1,290,469
Computer software	986,942	512,593
Leasehold improvements	400,968	95,419
Vehicles	40,167	21,697
	4,189,914	1,920,178
Less: accumulated depreciation	(956,237)	(182,575)
	\$ 3,233,677	\$ 1,737,603

(8) Revolving Credit Facility

To ensure adequate financial flexibility, the Company secured a \$15,000,000 revolving credit facility (the "Facility") in May 2002, which is collateralized by the accounts receivable and the other assets of the Company and its subsidiaries. The Facility requires the Company and its subsidiaries to meet certain financial objectives and comply with certain financial covenants and limits to four the number of acquisitions the Company may make per year. The Company may use advances under the Facility to finance future acquisitions, capital expenditures or other corporate purposes. At the time of borrowing, the Company has the option to elect to pay interest at a rate equal to LIBOR plus 2.25% or the prime rate. The Company also pays a commitment fee of 0.5% per annum on the average unused balance of the Facility. At December 31, 2002, based on available collateral and an outstanding \$160,000 letter of credit commitment, there was \$14,840,000 available for borrowing under the Facility.

(9) Income Taxes

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Deferred income tax assets and liabilities are classified as current and noncurrent based on the financial reporting classification of the related assets and liabilities that give rise to the temporary difference. The tax effects of temporary differences that give rise to the Company's deferred tax accounts are as follows:

	December 31,	
	2002	
Deferred tax assets:		
Accruals	\$ 52,000	\$
Equity in losses of affiliate companies	432,000	
Amortization and depreciation	--	
Deferred compensation and warrants	11,066,000	
Capital loss carryforward	2,475,000	
Federal and state deferred tax benefits arising from net operating loss carryforwards	8,922,000	
Total	22,947,000	
Less: valuation allowance	(22,852,000)	
Net deferred tax assets	95,000	
Deferred tax liabilities:		
Amortization and depreciation	(95,000)	
Net deferred taxes	\$ --	\$

Due to the uncertainty surrounding the realization of the Company's tax attributes in future income tax returns, the Company has placed a valuation allowance against its otherwise recognizable deferred tax assets. Management continually reassesses the realizability of the Company's deferred tax assets and, based on a number of factors, has concluded that it is more likely than not that the benefit of the Company's deferred tax assets would not be realized.

38

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

The net change in total valuation allowance for the years ended December 31, 2002 and 2001 was a decrease of \$1,298,000 and an increase of \$5,098,000, respectively. As of December 31, 2002, the Company had net operating loss carryforwards for federal and state income tax purposes amounting to approximately \$21,687,000 and \$16,233,000, respectively. For the year ended December 31, 2002 the Company had net income from continuing operations which resulted in the use of past net operating loss carryforwards for federal and state income tax purposes amounting to approximately \$900,000 each. The federal net operating loss carryforwards expire beginning 2018 through 2021, and the state net operating loss carryforwards expire beginning in 2004. The use of certain net operating losses may be subject to annual limitations based on changes in the ownership of the Company's common stock, as defined by Section 382 of the Internal Revenue Code.

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Income tax expense is as follows:	Years ended December 31,	
	-----	-----
	2002	2001
	-----	-----
Current:		
Federal	\$ --	\$ --
State	101,877	--
	-----	-----
	\$ 101,877	\$ --
	=====	=====

The difference between the statutory federal income tax rate and the Company's effective income tax rate is principally due to state income taxes, the utilization of net operating loss carryforwards and changes in the valuation allowance for all years presented.

(10) Commitments

Employment Agreements

At December 31, 2002, the Company had employment agreements with three of its officers for an aggregate annual base salary of \$760,000 plus bonus and increases in accordance with the terms of the agreements. The contracts are for three-year terms.

Leases

The Company leases equipment, office and warehouse space under operating leases expiring at various times through 2010. Total rent expense related to continuing operations for the years ended December 31, 2002, 2001 and 2000 was \$4,750,000, \$969,000 and \$72,000, respectively. Future minimum lease payments are as follows:

Year ending December 31, -----	Third-party -----	Related Party -----	Total -----	Subrentals -----
2003	\$ 3,778,000	\$144,000	\$ 3,922,000	\$ (140,000)
2004	3,055,000	144,000	3,199,000	(141,000)
2005	2,643,000	72,000	2,715,000	(47,000)
2006	1,390,000	--	1,390,000	--
2007	1,045,000	--	1,045,000	--
Thereafter	611,000	--	611,000	--
	-----	-----	-----	-----
Total	\$12,522,000	\$360,000	\$12,882,000	\$ (328,000)
	=====	=====	=====	=====

Employee Benefit Plan

The Company sponsors voluntary defined contribution savings plans covering all U.S. employees. Company contributions are discretionary. For the years ended December 31, 2002 and 2001, total Company contributions amounted to \$260,000 and \$37,500, respectively. No contributions were made in the year ended December 31, 2000.

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

### (11) Contingencies

#### Purchase Agreements

Assuming minimum pre-tax income levels are achieved by Air Plus, Global, United American and TSI, the Company will be required to make future contingent consideration payments by April 1 of the respective year as follows (in thousands):

	2004	2005	2006	2007	2008	Tot
	-----	-----	-----	-----	-----	-----
Air Plus	\$5,000	\$5,000	\$4,000	\$ --	\$ --	\$14,
Global	1,000	1,000	1,000	1,000	255	4,
United	1,250	1,250	1,250	--	--	3,
TSI	200	200	200	--	--	
	-----	-----	-----	-----	-----	-----
Total	\$7,450	\$7,450	\$6,450	\$1,000	\$255	\$22,
	=====	=====	=====	=====	=====	=====

In addition, during the 2003-2007 earn-out period, there is an additional contingent obligation related to tier-two earn-outs that could be as much as \$8,000,000 if the applicable acquired companies generate an incremental \$17,000,000 in pre-tax earnings.

#### Legal Proceedings

On October 12, 2000, Emergent Capital Investment Management, LLC ("Emergent") filed suit against the Company and two of its officers contending that it was misled by statements made by the defendants in connection with the offering of the Company's Series C Preferred Stock which closed in March 2000. Specifically, Emergent alleges that it is entitled to rescind the transaction because it was allegedly represented that the size of the offering would be \$20,000,000 and the Company actually raised \$50,000,000. Emergent seeks a return of its \$2,000,000 purchase price of Series C shares. In June of 2001, the Company moved for summary judgment in this case.

After the summary judgment motion was filed, Emergent filed a second action against the Company and two of its officers alleging different allegations of fraud in connection with the Series C offering. In the new complaint, Emergent alleges that oral statements and written promotional materials distributed by the Company at a meeting in connection with the Series C offering were materially inaccurate with respect to the Company's investment in Net Value, Inc., a wholly owned subsidiary of the Company. Emergent also contends that the defendants failed to disclose certain allegedly material transactions in which an officer was involved prior to his affiliation with the Company. The Company filed a motion to dismiss this new action for failure to state a claim upon which relief can be granted.

On October 2, 2001, the Court entered an order granting summary judgment to the defendants in the first case filed by Emergent and dismissing Emergent's second complaint for failure to state a claim upon which relief can be granted. The Court allowed Emergent 20 days to file a second amended complaint as to the second action only. On October 21, 2001, Emergent did file a second amended complaint in the second action. The second amended complaint does not raise any new factual allegations regarding Emergent's participation in the offering.

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

The Company filed a motion to dismiss Emergent's second amended complaint. On April 15, 2002, the United States District Court for the Southern District of New York entered an order granting the motion to dismiss Emergent's second amended complaint against the Company and its former officers. The Court refused to grant Emergent an additional opportunity to re-plead its claims against the defendants and a final order dismissing the matter has been entered. Emergent thereafter filed a notice of appeal to the United States Court of Appeals for the Second Circuit, which is currently pending. The Company believes that it has substantial defenses to the plaintiff's claims and intends to vigorously defend this action. No accrual has been established for this proceeding since (i) the Company believes it has substantial defenses to the plaintiff's claims, and (ii) the amount of the loss, if any, cannot be reasonably estimated. Notwithstanding the Company's belief, there can be no assurances, however, that the Company will not incur material expenses in the defense and resolution of this matter.

40

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

On August 22, 2000, Austost Anstalt Schaan, Balmore Funds, S.A. and Amro International, S.A., purchasers of the Company's convertible promissory notes, filed suit against the Company in the United States District Court for the District of Delaware. The plaintiffs allege that, contrary to the Company's covenant in the subscription agreement they executed, which required Stonepath to "use reasonable commercial efforts to register" the shares of its common stock underlying the convertible promissory notes "at some future date," the Company verbally agreed to register such shares in the first registration statement it filed with the Securities and Exchange Commission subsequent to the transaction. The plaintiffs assert claims for breach of contract and the duty of good faith and fair dealing, fraud, violation of federal securities laws, estoppel, and reformation and seek damages in excess of \$20,000,000, plus attorneys' fees and costs. In response to a motion to dismiss filed by the Company, the Court dismissed the federal securities law and estoppel claims and denied the motion as to all other claims. Discovery in this case has concluded, and the Company recently filed a motion for summary judgment as to all counts of the complaint. This motion has been briefed and is pending. The Company believes it has substantial defenses to the remaining claims and intends to defend the matter vigorously. No accrual has been established for this proceeding since (i) the Company believes it has substantial defenses to the plaintiffs' claims, and (ii) the amount of the loss, if any, cannot be reasonably estimated. Notwithstanding the Company's belief, there can be no assurances, however, that the Company will not incur material expenses in the defense and resolution of this matter.

The Company is also involved in various other claims and legal actions arising in the ordinary course of business. In the opinion of management, the ultimate disposition of these matters will not have a material adverse effect on the Company's consolidated financial position, results of operations or liquidity. No accruals have been established for any pending legal proceedings.

(12) Stockholders' Equity

The Company has two classes of authorized stock: common stock and preferred stock.

(a) Common Stock

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

The Company is authorized to issue 100,000,000 shares of common stock, par value \$.001 per share. The holders of common stock are entitled to one vote per share and are entitled to dividends as declared. Dividends are subject to the preferential rights of the holders of the Company's preferred stock. The Company has never declared dividends on its common stock.

### (b) Preferred Stock

The Company's Board of Directors has the authority, without further action by the stockholders, to issue up to 10,000,000 shares of preferred stock, par value \$.001 per share, that may be issued in one or more series and with such terms as may be determined by the Board of Directors.

#### Series B Preferred Stock

In September 1999, the Company issued 4,824 shares of Series B Preferred Stock for aggregate proceeds of \$4,824,000. The Series B Preferred Stock was subsequently converted into 1,180,180 shares of common stock in February 2000 pursuant to the original terms of the issuance.

In connection with the issuance of the Series B Preferred Stock, the Company issued warrants to purchase 295,040 shares of common stock (Series B Warrants). These warrants were exercisable at prices ranging from 110% to 140% of the conversion price of the Series B Shares. The Company allocated \$650,000 of the net proceeds received from this offering to the cost of the Series B Warrants based on an independent valuation. During 2000, the warrant holders exercised 210,944 Series B Warrants, resulting in cash proceeds to the Company of \$1,077,792. The remaining 84,096 Series B Warrants expired on August 1, 2000.

#### Series C Preferred Stock

In March 2000, the Company completed a private placement transaction in which it issued 4,166,667 shares of Series C Preferred Stock and warrants to purchase 416,667 additional shares of common stock for aggregate gross proceeds of \$50,000,000.

41

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

The terms of the Series C Preferred Stock initially required the Company to use the proceeds from this offering solely for investments in early stage Internet companies. In February 2001, the Company received consents (the "Consents") from the holders of more than two-thirds of its issued and outstanding shares of Series C Preferred Stock to modify this restriction to permit it to use the proceeds to make any investments in the ordinary course of business, as from time-to-time determined by the Board of Directors, or for any other business purpose approved by the Board of Directors.

In exchange for the Consents, the Company agreed to a private exchange transaction (the "Exchange Transaction") in which it would issue to the holders of the Series C Preferred Stock as of July 18, 2002 (the "conversion date"), additional warrants to purchase up to a maximum of 2,692,194 shares of common stock at an exercise price of \$1.00 per share, and reduce the per share exercise price from \$26.58 to \$1.00 for 307,806 existing warrants owned by the holders of the Series C Preferred Stock. As

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

a condition to receiving the additional warrants and having their existing warrants re-priced, the holders of the Series C Preferred Stock agreed to convert their shares of preferred stock into shares of common stock on the conversion date.

At the request of the largest holder of Series C Preferred Stock (because of legal limitations in its governing instruments which prevent it from holding investments in common stock), the Company expanded the Exchange Transaction to include an additional alternative. Holders of the Series C Preferred Stock as of the conversion date were provided with the alternative of exchanging the common stock issuable upon conversion of the Series C Preferred Stock, the additional warrants and re-priced warrants, for shares of a newly designated Series D Convertible Preferred Stock.

As a result of the exercise of these rights by the holders of the Series C Preferred Stock, as of July 19, 2002, all of the Company's shares of Series C Preferred Stock, representing approximately \$44,600,000 in liquidation preferences, together with warrants to purchase 149,457 shares of the Company's common stock, were surrendered and retired in exchange for a combination of securities consisting of:

- o 1,911,071 shares of common stock;
- o 1,543,413 warrants to purchase common stock at an exercise price of \$1.00; and
- o 360,745 shares of Series D Convertible Preferred Stock.

The 1,911,071 shares of common stock and the 1,543,413 warrants to purchase shares of common stock at an exercise price of \$1.00 were issued in exchange for 1,911,071 shares of Series C Preferred Stock and warrants to purchase 158,348 shares of the Company's common stock at an exercise price of \$26.58 per share. The exchange of the common stock for the Series C Preferred Stock was accounted for as a conversion of the Series C Preferred Stock pursuant to its terms. The estimated fair value of the additional warrants and the re-priced warrants had been previously recorded by the Company in 2001 as a dividend, so no further amount was recorded in 2002.

The remaining 1,803,725 shares of Series C Preferred Stock were converted into 1,803,725 shares of common stock. In addition, the Company issued 1,307,130 additional warrants to purchase shares of common stock at an exercise price of \$1.00 per share and re-priced 149,457 warrants to purchase shares of the Company's common stock (the re-priced warrants were re-priced from an exercise price of \$26.58 per share to an exercise price of \$1.00 per share). The common stock, additional warrants and re-priced warrants were then immediately surrendered by the holders in exchange for 360,745 shares of Series D Convertible Preferred Stock.

EITF Topic D-42, The Effect on the Calculation of Earnings per Share for the Redemption or Induced Conversion of Preferred Stock, indicates that the excess of the carrying amount of preferred stock over the fair value of the consideration transferred to the holders of the preferred stock should be added to net earnings. The Series C Preferred Stock which was converted into Series D Convertible Preferred Stock had a carrying value of approximately \$21,645,000. The Company obtained an independent appraisal which valued the Series D Convertible Preferred Stock at approximately \$4,672,000. The excess of the carrying value of the Series C Preferred Stock over the fair value of the Series D Convertible Preferred Stock was added to net income for purposes of computing net income attributable to common stockholders for the year ended December 31, 2002. The Exchange Transaction had no effect on the cash flows of the Company.

# Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

## STONEPATH GROUP, INC. Notes to Consolidated Financial Statements December 31, 2002 and 2001

The holders of the Series C Preferred Stock earned 162,741, 299,069 and 270,196 additional shares of Series C Preferred Stock from payment of preferred stock dividends during the years ended December 31, 2002, 2001 and 2000, respectively. No further preferred stock dividends are payable on the Series C Preferred Stock after July 18, 2002. At December 31, 2002 no shares of Series C Preferred Stock were outstanding due to the completion of the Exchange Transaction.

### Series D Convertible Preferred Stock

The Series D Convertible Preferred Stock is convertible into 3,607,450 shares of common stock of the Company. The conversion terms were negotiated to be similar to the terms of the Exchange Transaction. In the event of any liquidation, dissolution or winding-up of the Company prior to December 31, 2003 (which also includes certain mergers, consolidations and asset sale transactions), holders of the Series D Convertible Preferred Stock are entitled to a liquidation preference equal to \$60.00 per share, paid prior to and in preference to any payment made or set aside for holders of common stock, but subordinate and subject in preference to the prior payment in full of all amounts to which holders of other classes of preferred stock may be entitled to receive as a result of such liquidation, dissolution or winding-up. Subsequent to December 31, 2003, the holders of the Series D Convertible Preferred Stock are entitled to participate in all liquidation distributions made to the holders of the Company's common stock on an as-if converted basis. The Series D Convertible Preferred Stock carries no dividend, and, except under limited circumstances, has no voting rights except as required by law. By no later than December 31, 2004, the Series D Convertible Preferred Stock will convert into shares of the Company's common stock.

### Preferred Stock Dividends

The components of the preferred stock dividends are as follows:

	2002 -----	2001 -----
Series B Preferred Stock cash dividend	\$           --	\$           --
Series C Preferred Stock dividend payable in kind	(1,952,892)	(3,588,828)
Non-cash credit: excess of carrying value of Series C Preferred Stock over the fair value of Series D Convertible Preferred Stock	16,973,040	--
Non-cash charge: issuance of contingent warrants	--	(562,370)
Non-cash charge: beneficial conversion feature on Series C Preferred Stock	--	--
	----- \$ 15,020,148 =====	----- \$ (4,151,198) =====

The Company paid the Series B Preferred Stock dividend in cash as the holders converted their Series B Preferred Stock into shares of the Company's common stock. The Series C Preferred Stock dividend was payable

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

in additional Series C Preferred Stock on a quarterly basis and therefore did not represent a cash obligation of the Company.

At the time of issuance of the Series C Preferred Stock, the quoted market value of the Company's common stock was higher than the Series C Preferred Stock sales price of \$12.00 per share. As the Series C Preferred Stock was immediately convertible into shares of the Company's common stock, the differential in price constituted a beneficial conversion feature as defined in EITF Issue No. 98-5, Accounting for Convertible Securities with Beneficial Conversion Features or Contingently Adjustable Conversion Ratios. Accordingly, the Company recorded \$42,608,327 as additional paid in capital for the deemed preferential dividend related to the beneficial conversion feature. In accordance with EITF Issue No. 98-5, this discount was limited to the proceeds allocated to the Series C Preferred Stock and was recognized immediately as a preferred stock dividend since the Series C Preferred Stock was immediately convertible.

43

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

(c) Deferred Stock-Based Compensation

The Company records deferred compensation when it makes restricted stock awards or compensatory stock option grants to employees, consultants or advisory board members. In the case of stock option grants to employees, the amount of deferred compensation initially recorded is the difference, if any, between the exercise price and quoted market value of the common stock on the date of grant. Such deferred compensation is fixed and remains unchanged for subsequent increases or decreases in the market value of the Company's common stock. In the case of options granted to consultants or advisory board members, the amount of deferred compensation recorded is the fair value of the stock options on the grant date as determined using a Black-Scholes valuation model. The Company records deferred compensation as a reduction to stockholders' equity and an offsetting increase to additional paid-in capital. The Company then amortizes deferred compensation into stock-based compensation expense over the performance period, which typically coincides with the vesting period of the stock-based award of three to four years.

The components of deferred compensation are as follows:

	Employees	Consultants And Advisory Board	Tot
Balance at December 31, 1999	\$ 7,162,000	\$20,180,172	\$27,34
Deferred compensation recorded	20,325,684	4,195,356	24,52
Cancellations and fair value adjustments	(9,223,100)	(16,666,296)	(25,88
Amortization to stock-based compensation	(7,584,654)	(7,617,438)	(15,20
	10,679,930	91,794	10,77
Balance at December 31, 2000			
Deferred compensation recorded	1,207	19,450	2
Cancellations and fair value adjustments	(4,756,331)	(109,623)	(4,86
Amortization to stock-based compensation	(5,713,168)	(1,621)	(5,71

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Balance at December 31, 2001	211,638	--	21
Deferred compensation recorded	--	3,193	
Amortization to stock-based compensation	(95,232)	(3,193)	(9)
	-----	-----	-----
Balance at December 31, 2002	\$ 116,406	\$ --	\$ 11
	=====	=====	=====

For the year ended December 31, 2000, the Company also recorded stock-based compensation of \$709,375 relating to investment banking services that were paid via the issuance of 25,000 shares of its common stock, valued based on the closing stock market price of \$28.38 on the date of issuance.

Stock-based compensation is reflected in the accompanying consolidated statements of operations as follows:

	Years ended December 31,		
	2002	2001	2000
	----	----	----
Personnel costs	\$98,425	\$2,394,106	\$ 3,395,755
Loss from discontinued operations	--	3,320,683	12,515,712
	-----	-----	-----
Total	\$98,425	\$5,714,789	\$15,911,467
	=====	=====	=====

(13) Stock Options and Warrants

(a) Stock Options

The Amended and Restated Stonepath Group, Inc. 2000 Stock Incentive Plan, (the "Stock Incentive Plan") covers 10,000,000 shares of common stock. Under its terms, employees, officers and directors of the Company and its subsidiaries are currently eligible to receive non-qualified and incentive stock options and restricted stock awards. Options granted generally vest over three to four years and expire ten years following the date of grant. The Board of Directors or a committee thereof determines the exercise price of options granted.

44

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

As part of a merger with Net Value, the Company converted the outstanding options under the existing Net Value stock option plan into options to purchase the Company's common stock using a conversion ratio of 0.4 Company options for every one Net Value option. On an "as-converted" basis, Net Value had 490,900 options converted at the effective merger date in November 2000.

The following summarizes the Company's stock option activity and related information:

Shares Range of exercise prices

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Outstanding at December 31, 1999	4,277,248	\$1.00 - 10.13
Granted	3,223,000	0.50 - 19.69
Net Value, Inc. options assumed	490,900	1.00 - 17.50
Cancelled	(3,440,318)	1.00 - 16.38
-----		
Outstanding at December 31, 2000	4,550,830	0.50 - 19.69
Granted	3,725,000	0.50 - 1.60
Cancelled	(1,992,947)	0.50 - 19.69
-----		
Outstanding at December 31, 2001	6,282,883	0.50 - 17.50
Granted	3,648,000	1.30 - 2.30
Exercised	(409,583)	0.50 - 1.00
Expired	(74,000)	0.70 - 1.58
-----		
Outstanding at December 31, 2002	9,447,300	\$0.50 - 17.50
=====		

The following table summarizes information about options outstanding and exercisable as of December 31, 2002:

Range of Exercise Prices	Outstanding Options			Exercisable	
	Number Outstanding	Weighted Average Remaining Contractual Life	Weighted Average Exercise Price	Number Exercisable	Weighted Average Exercise Price
\$0.50 - \$1.00	5,107,500	6.8 years	\$ 0.82	4,588,187	\$ 0.82
\$1.21 - \$2.00	3,661,200	9.3 years	1.34	157,394	1.34
\$2.05 - \$4.00	415,000	8.0 years	2.76	191,500	2.76
\$6.38 - \$10.00	74,000	1.2 years	9.51	72,750	9.51
\$12.50 - \$17.50	189,600	1.2 years	15.00	189,600	15.00
Total	9,447,300	7.6 years	\$ 1.46	5,199,431	\$ 1.46
=====				=====	

The weighted average fair value of employee options granted during 2002, 2001 and 2000 was \$0.89, \$0.53 and \$6.58 per share, respectively. The fair value of options granted were estimated on the date of grant using the Black-Scholes option pricing model, with the following assumptions:

Assumption	2002	2001	2000
-----	----	----	----
Dividend yield	None	None	None
Expected volatility	93.8%	106.7%	134.6%
Average risk free interest rate	1.36%	3.99%	4.99%
Average expected lives	6.8 years	4.3 years	5.0 years

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

In December 2001, vesting was accelerated on options held by the Company's former Chief Executive Officer. Since the acceleration of vesting occurred pursuant to the terms of the original option agreement, no new measurement date occurred and no additional expense was recorded in the accompanying consolidated statement of operations.

On October 5, 2001, February 28, 2002 and July 3, 2002, the Company modified the existing option arrangements with its Chief Executive Officer such that, effective as of July 3, 2002, vesting was fully accelerated on options to purchase 1,800,000 shares of the Company's common stock. Based on the excess of the trading price of the common stock on the dates of the modifications over the exercise price, the Company could incur a non-cash charge to its earnings of approximately \$870,000 if the Chief Executive Officer leaves the employment of the Company prior to the vesting dates specified in the original option grant.

### (b) Warrants

The Company had outstanding the following warrants to purchase its securities as of December 31, 2002:

Description of series -----	Number of warrants issued -----	Exercise price per share -----
Common stock	2,947,406 =====	\$1.00 - \$26.58 =====

These warrants were issued primarily in connection with (a) former borrowing arrangements, (b) the Series C Preferred Stock issuance, (c) the receipt of consulting services and (d) services to be rendered in connection with a private placement of the Company's common stock. Additionally, as part of a merger with Net Value in 2000, the Company assumed the existing Net Value warrants totaling 675,089 on an "as-converted" basis. The Company recorded interest expense on warrants issued in connection with borrowing arrangements equal to the warrants' then fair value as determined by independent valuations. The Company allocated a portion of the net proceeds received from the Series C Preferred Stock issuance to the cost of the Series C Warrants as determined using the Black-Scholes valuation model. In 2000, the Company recorded stock-based compensation of \$2,799,028 on warrants issued to consultants equal to the warrants' then fair value as determined using the Black-Scholes valuation model. In 2002, the Company recorded \$95,000 of deferred offering costs for warrants that were issued in connection with an anticipated private placement of the Company's common stock.

### (14) Fair Value of Financial Instruments

At December 31, 2002 and 2001, the carrying values of cash and cash equivalents, accounts receivable, loans receivable and accounts payable approximated their fair values as they are short term and are generally receivable or payable on demand.

### (15) Related Party Transactions

Included in operating leases is certain real estate leased from the former principal shareholder of Air Plus. The Company leased one building in 2002 and two buildings in 2001. Rent under this arrangement was determined by a survey of comparable building rents and totaled \$187,000 for the year ended December 31, 2002 and \$110,000 for the period from October 5, 2001

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

to December 31, 2001.

During 2002, the Company purchased certain computer equipment and peripherals for \$28,000 from a company owned by the Company's Chairman and Chief Executive Officer.

During 2002, the Company paid a total of \$60,000 to two of its directors as a placement fee related to the employment of the Company's Chief Financial Officer.

At December 31, 2002 and 2001, an officer was indebted to the Company for a loan with an aggregate unamortized balance of \$39,593 and \$64,589, respectively. This loan is generally forgivable over a three-year term and for accounting purposes is amortized evenly to expense over the term which ends in April 2004.

46

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

At December 31, 2002, a former principal shareholder of Global was indebted to the Company for a loan amounting to \$262,500. The loan is repayable in three equal installments by offset against his portion of the contingent consideration payment.

In March 2000, an officer contributed shares of an affiliated company to the Company. The Company recorded the shares as contributed capital equal to their estimated fair value of \$853,319.

(16) Segment Information

SFAS No. 131, Disclosures About Segments of an Enterprise and Related Information, established standards for reporting information about operating segments in financial statements. Operating segments are defined as components of an enterprise engaging in business activities about which separate financial information is available that is evaluated regularly by the chief operating decision maker in deciding how to allocate resources and in assessing performance. The Company determined that it had one operating segment in 2001, Domestic Services, which provides a full range of logistics and transportation services throughout North America. In 2002, with the acquisition of Global, the Company established its International Services platform, which provides international air and ocean logistics services. The Company identifies operating segments based on the principal service provided by the business unit. Each segment has a separate management structure. The accounting policies of the reportable segments are the same as described in Note 3, Summary of Significant Accounting Policies. Segment information, in which corporate expenses have been fully allocated to the operating segments, is as follows (in thousands):

	Year ended December 31, 2002		
	Domestic Services	Restated International Services	Corporate
	-----	-----	-----
Revenues from external customers	\$78,319	\$44,469	\$ --
Intersegment revenues	76	15	--

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Revenues from significant customer	40,164	--	--
Segment operating income	584	1,770	--
Segment assets	41,863	13,867	(564)
Segment goodwill	15,103	5,208	--
Depreciation and amortization	2,036	151	--
Capital expenditures	788	349	676

Revenues, based on the location of the customer, are predominately attributed to the United States in 2002 and 2001.

47

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

(17) Quarterly Information (Unaudited)

The following is a summary of certain unaudited quarterly financial information for fiscal 2002 and 2001:

2002 (1)	Quarter ended		
	March 31	Restated June 30	Restated September 30
Revenues	\$ 13,065,560	\$ 28,524,745	\$ 37,000,000
Cost of transportation	8,645,969	19,739,026	25,000,000
Net revenues	\$ 4,419,591	\$ 8,785,719	\$ 11,000,000
Net income (loss)	\$ (1,226,954)	\$ 268,264	\$ 1,000,000
Preferred stock dividends and effect of redemption	(887,772)	(892,116)	16,000,000
Net income (loss) attributable to common stockholders	\$ (2,114,726)	\$ (623,852)	\$ 18,000,000
Earnings (loss) per common share (2):			
Basic	\$ (0.10)	\$ (0.03)	\$ 0.00
Diluted	\$ (0.10)	\$ (0.03)	\$ 0.00
2001 (1)	Quarter ended		
	March 31	June 30	September 30
Revenues	\$ --	\$ --	\$ --
Cost of transportation	--	--	--
Net revenues	\$ --	\$ --	\$ --

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Income (loss) from continuing operations	\$ (1,241,281)	\$ (2,036,713)	\$ (1,241,281)
Loss from discontinued operations	(7,483,862)	(245,513)	(7,729,375)
Net loss	(8,725,143)	(2,282,226)	(10,007,369)
Preferred stock dividends	(1,428,038)	(891,804)	(2,319,842)
Net loss attributable to common stockholders	\$ (10,153,181)	\$ (3,174,030)	\$ (13,327,211)
Loss per share - basic and diluted:			
Continuing operations (2)	\$ (0.13)	\$ (0.14)	\$ (0.13)
Discontinued operations	(0.37)	(0.01)	(0.38)
Net loss to common shareholders	\$ (0.50)	\$ (0.15)	\$ (0.65)

- (1) Certain reclassifications have been made to conform to the 2002 annual presentation
- (2) Includes effect of preferred stock dividends and effect of redemption

(18) Subsequent Events

On March 10, 2003, the Company issued to its Chairman and Chief Executive Officer options to purchase: 1) 300,000 shares of common stock at an exercise price of \$1.68 per share and 2) 400,000 shares of common stock at an exercise price of \$2.00 per share. The options to purchase 300,000 shares vest immediately and the balance vests annually over a three-year period.

48

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements  
December 31, 2002 and 2001

On March 6, 2003, the Company completed a private placement of 4,470,000 shares of its common stock. The transaction consisted of the sale of 4,270,000 shares at \$1.35 per share and 200,000 shares at \$1.54 per share. In connection with this transaction, the Company realized gross proceeds of \$6,072,500, paid a brokerage fee consisting of cash commissions of \$364,350 and issued placement agent warrants to purchase 297,000 shares of common stock at an exercise price of \$1.49 per share. In addition, the Company had previously paid the placement agent \$25,000 in cash and had issued them warrants to purchase 150,000 shares of common stock at an exercise price of \$1.23 per share. Also, in connection with this private placement, the Company issued to its Chief Financial Officer options to purchase 200,000 shares of common stock at an exercise price of \$1.53 per share. Options for 50,000 shares vest on July 3, 2003 and the balance vests ratably thereafter over 36 months.

49

STONEPATH GROUP, INC.  
Notes to Consolidated Financial Statements

# Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

December 31, 2002 and 2001

## Independent Auditors' Report

The Board of Directors and Shareholders of  
M.G.R., Inc. d/b/a Air Plus Limited, Distribution Services, Inc.,  
and Contract Air, Inc.:

We have audited the accompanying combined statements of operations, changes in shareholders' equity and comprehensive income, and cash flows of M.G.R., Inc. d/b/a Air Plus Limited, Distribution Services, Inc., and Contract Air, Inc. (the Companies) for the year ended December 31, 2000. These combined financial statements are the responsibility of the Companies' management. Our responsibility is to express an opinion on these combined financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the combined financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the combined financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the combined financial statements referred to above present fairly, in all material respects, the results of operations and cash flows of M.G.R., Inc. d/b/a Air Plus Limited, Distribution Services, Inc., and Contract Air, Inc. for the year ended December 31, 2000, in conformity with accounting principles generally accepted in the United States of America.

/s/ KPMG LLP

Minneapolis, Minnesota  
September 24, 2001

50

### M.G.R., Inc. d/b/a AIR PLUS LIMITED, DISTRIBUTION SERVICES, INC., and CONTRACT AIR, INC. Combined Statements of Operations

	Year ended December 31, 2000	Six months ended 2001  (unaudited)	
Revenues	\$ 56,201,458	\$ 26,014,801	\$
Operating expenses:			
Purchased transportation	(31,856,174)	(15,678,882)	
Salaries, wages and benefits	(11,805,734)	(4,653,885)	
Depreciation and amortization	(424,803)	(240,787)	

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Rent	(2,097,615)	(1,348,087)
Other selling, general and Administrative	(6,216,391)	(3,417,458)
	-----	-----
Total operating expenses	(52,400,717)	(25,339,099)
	-----	-----
Income from operations	3,800,741	675,702
Other income (expense)		
Interest and dividend income	55,542	8,080
Interest expense (affiliate)	(21,929)	(31,848)
Other net	(44,465)	--
	-----	-----
Total other income (expense)	(10,852)	(23,768)
	-----	-----
Net earnings	\$ 3,789,889	\$ 651,934
	=====	=====

See accompanying notes to combined financial statements.

51

M.G.R., Inc. d/b/a AIR PLUS LIMITED, DISTRIBUTION  
SERVICES, INC., and CONTRACT AIR, INC.  
Combined Statements of Changes in Shareholders' Equity and Comprehensive Income

	M.G.R., Inc., d/b/a Air Plus Limited common stock no par value		Distribution Services, Inc. common stock no par value		Cont c n
	Shares	Amount	Shares	Amount	
	-----	-----	-----	-----	-----
Balances at December 31, 1999	17,700	\$301,500	10,000	\$1,000	17,700
Comprehensive income					
Net earnings	--	--	--	--	--
Unrealized gain on marketable securities	--	--	--	--	--
Total comprehensive income					
Distributions to shareholders	--	--	--	--	--
	-----	-----	-----	-----	-----
Balances at December 31, 2000	17,700	301,500	10,000	1,000	17,700
Comprehensive income:					
Net earnings	--	--	--	--	--
Unrealized loss on marketable securities	--	--	--	--	--

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Total comprehensive income					
Distributions to shareholders	--	--	--	--	--
	-----	-----	-----	-----	-----
Balances at June 30, 2001 (unaudited)	17,700	\$301,500	10,000	\$1,000	17,700
	=====	=====	=====	=====	=====

	Accumulated other comprehensive income (loss)	Total
	-----	-----
Balances at December 31, 1999	\$ 85,951	\$ 3,508,240
Comprehensive income		
Net earnings	--	3,789,889
Unrealized loss on marketable securities	(70,339)	(70,339)
		-----
Total comprehensive income		3,719,550
Distributions to shareholders	--	(3,350,732)
	-----	-----
Balances at December 31, 2000	15,612	3,877,058
Comprehensive income:		
Net earnings	--	651,934
Unrealized loss on marketable securities	(184,980)	(184,980)
		-----
Total comprehensive income		466,954
Distributions to shareholders	--	(624,417)
	-----	-----
Balances at June 30, 2001 (unaudited)	\$ (169,368)	\$ 3,719,595
	=====	=====

See accompanying notes to combined financial statements.

M.G.R., Inc. d/b/a AIR PLUS LIMITED, DISTRIBUTION  
SERVICES, INC., and CONTRACT AIR, INC.  
Combined Statements of Cash Flows

	Year ended December 31, 2000	Six 2000
	-----	-----
Cash flows from operating activities:		(unau

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

Net earnings	\$ 3,789,889	\$ 6
Adjustments to reconcile net earnings to net cash provided by operating activities:		
Depreciation and amortization	424,803	2
Bad debt provision	403,797	
Loss (gain) on sale of marketable securities	44,465	
Changes in assets and liabilities		
Accounts receivable	(3,839,503)	3,0
Prepaid expenses	(127,140)	(1
Other assets	(45,398)	
Accounts payable	3,204,764	(3,2
Accrued expenses	(25,282)	2
	-----	-----
Net cash provided by operating activities	3,830,395	9
	-----	-----
Cash flows from investing activities:		
Proceeds from sale of property and equipment	21,434	
Purchase of property and equipment	(768,273)	(1
Purchase of marketable securities	(3,132)	(2
Proceeds from sale of marketable securities	146,445	
	-----	-----
Net cash used in investing activities	(603,526)	(3
	-----	-----
Cash flows from financing activities:		
Short-term borrowings	--	2
Proceeds from notes to shareholders	452,773	
Repayments of notes to shareholders	--	(4
Distributions to shareholders	(3,350,732)	(6
	-----	-----
Net cash used in financing activities	(2,897,959)	(8
	-----	-----
Net increase (decrease) in cash and cash equivalents	328,910	(2
Cash and cash equivalents at beginning of period	510,755	8
	-----	-----
Cash and cash equivalents at end of period	\$ 839,665	\$ 5
	=====	=====
Supplemental disclosure of cash flow information:		
Cash paid for interest	\$ 21,929	\$
	=====	=====

See accompanying notes to combined financial statements.

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

SERVICES, INC., and CONTRACT AIR, INC.  
Notes to Combined Financial Statements

### (1) Nature of Operations and Basis of Presentation

M.G.R., Inc. d/b/a Air Plus Limited, Distribution Services, Inc., and Contract Air, Inc. (the Companies) collectively constitute a national logistics company specializing in providing air and ground time definite freight distribution services to shippers and businesses. The Companies (through Contact Air, Inc.) also provide transportation services for a portion of the logistics business. The Companies are headquartered in Minneapolis, Minnesota and maintain offices in 13 major metropolitan areas in the United States and Puerto Rico. The three entities included in the accompanying combined financial statements are related businesses under common control and management. All significant intercompany accounts and transactions have been eliminated in the combination.

### (2) Summary of Significant Accounting Policies

#### (a) Cash and Cash Equivalents

The Companies consider all highly liquid instruments with a remaining maturity of 90 days or less at the time of purchase to be cash equivalents.

#### (b) Marketable Securities

Marketable securities are classified as available for sale and are reported at fair value, based on quoted market prices, with the unrealized gain or loss reported as a component of other comprehensive income or loss in shareholders' equity.

#### (c) Property and Equipment

Depreciation is computed on a straight-line basis using a three-year life for software, ten-year life for furniture and office equipment, three-year life for vehicles, and the shorter of the lease term or useful life for leasehold improvements. Expenditures for maintenance, repairs, and renewals of minor items are charged to earnings as incurred. Major renewals and improvements are capitalized.

#### (d) Impairment of Long-Lived Assets

Long-lived assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by comparison of the carrying amount of an asset to future net undiscounted cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceed the fair value of the assets. Assets to be disposed of are reported at the lower of the carrying amount or fair value less costs to sell.

#### (e) Income Taxes

The Companies have elected under Section 1362 of the Internal Revenue Code and similar provisions of the State of Minnesota tax laws, to be taxed as an S Corporation. Income or losses of the Companies are passed directly in the Companies' shareholders; therefore, no provision is

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

reflected in these combined financial statements. On August 30, 2001, the Companies entered into a definitive sale agreement with a publicly held company (see note 6). As a result, the Companies' election to be treated as an S corporation will be terminated, and the Companies will account for income taxes pursuant to Financial Accounting Standards Board (FASB) Statement No. 109, effective on the date the Companies are sold.

### (f) Revenue Recognition

Revenues related to shipments are recognized at the time the freight is delivered. All other revenues, including storage, are recognized upon performance.

### (g) Major Customer and Concentration of Credit Risk

A single customer accounted for approximately 58%, 50% and 57% of revenue in 2000 and the six months ended June 30, 2001 and 2000, respectively.

54

M.G.R., Inc. d/b/a AIR PLUS LIMITED, DISTRIBUTION  
SERVICES, INC., and CONTRACT AIR, INC.  
Notes to Combined Financial Statements

### (h) 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 disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

### (i) Comprehensive Income

Comprehensive income is calculated in accordance with FASB Statement No. 130, Reporting Comprehensive Income. Statement 130 requires that unrealized gains and losses on the Companies' marketable securities be included in accumulated other comprehensive income as a component of shareholders' equity.

### (j) Impact of Recently Issued Accounting Standards

FASB Statement No. 133, Accounting for Derivative Instruments and Hedging Activities, as amended by FASB Statement No. 138, Accounting for Certain Derivative Instruments and Certain Hedging Activities (an amendment of FASB Statement No. 133), is effective January 1, 2001. The adoption of Statement 133 will not have a significant effect on the Companies' results of operations.

### (k) Interim Financial Information (unaudited)

Information presented for the six month periods ended June 30, 2001 and 2000 is unaudited. In the opinion of management, the unaudited financial statements have been prepared on the same basis as the audited financial statements, and reflect all adjustments necessary to present fairly the result of operations and cash flows for the six month periods ended June 30, 2001 and 2000. The results of operations for these interim periods are not necessarily indicative of results that may be expected for any

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

other interim period or for the year as a whole.

(3) Related Party Transactions

The Companies have entered into a series of notes payable with shareholders. These notes bear interest at 8%, and are payable in equal monthly installments of principal and interest. Interest under these notes totaled \$21,929, \$29,660 and \$15,948 in 2000 and the six months ended June 30, 2001 and 2000, respectively.

Included in operating leases are two buildings leased from the Companies' principal shareholder. Rent under these leases was determined by a survey of comparable building rents and totaled \$312,000 \$156,000 and \$156,000 in 2000 and the six months ended June 30, 2001 and 2000, respectively.

(4) Employee Benefit Plan

The Companies have an employee savings plan (the Plan) for eligible employees under Section 401(k) of the Internal Revenue Code. The Plan allows employees to defer up to 6% of their compensation on a pretax basis. The Companies may, at their discretion, match a portion of the employee deferrals. In 2000 and the six months ended June 30, 2001 and 2000, the Companies' contributions under the Plan were \$233,820, \$0 and \$0, respectively.

(5) Commitments and Contingencies

(a) Leases

The Companies occupy office and warehouse facilities under terms of operating leases expiring through 2006. Future minimum annual lease payments under noncancelable leases in excess of one year are as follows:

55

M.G.R., Inc. d/b/a AIR PLUS LIMITED, DISTRIBUTION  
SERVICES, INC., and CONTRACT AIR, INC.  
Notes to Combined Financial Statements

Year ending December 31, -----	Third Party -----	Related party -----
2001	\$1,614,895	312,000
2002	1,432,104	312,000
2003	894,183	256,000
2004	789,353	144,000
2005	784,101	72,000
Thereafter	267,926	--
	----- \$5,782,562 =====	----- 1,096,000 =====

(b) Litigation

The Companies are involved in claims and lawsuits which arise in the normal course of business, none of which currently, in management's opinion, will have a significant effect on the Companies' financial statements.

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

(6) Subsequent Event

On August 30, 2001, the Companies entered into a definitive agreement for sale of the Companies to Stonepath Group, Inc., a publicly traded corporation, for \$34.5 million consisting of cash of \$17.5 million at closing and a four-year earn-out arrangement based upon the future financial performance of the Companies. The acquisition is subject to customary closing conditions, including the completion of audited financial statements and the receipt of a fairness opinion.

56

SCHEDULE II -- VALUATION AND QUALIFYING ACCOUNTS

STONEPATH GROUP, INC.

Column A - Description -----	Column B - Balance at beginning of period -----	Column C - Additions -----		Co Ded de -----
		(1) Charged to costs and expenses -----	(2) Charged to other accounts- describe -----	
Allowance for doubtful accounts:				
Year ended December 31, 2002	\$167,000 =====	\$153,000 =====	\$ -- =====	
Year ended December 31, 2001	\$ -- =====	\$167,000 =====	\$ -- =====	
Year ended December 31, 2000	\$ -- =====	\$ -- =====	\$ -- =====	

57

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this Amendment No. 2 to its Annual Report on Form 10-K/A to be signed on its behalf by the undersigned, thereunto duly authorized, in the City of Philadelphia, Commonwealth of Pennsylvania, on January 16, 2004.

STONEPATH GROUP, INC.

Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

BY: /s/ Dennis L. Pelino  
-----

Dennis L. Pelino, (Chairman of the Board of  
Directors and Chief Executive Officer)

BY: /s/ Bohn H. Crain  
-----

Bohn H. Crain (Chief Financial Officer)

BY: /s/ Thomas L. Scully  
-----

Thomas L. Scully (Principal Accounting Officer)

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, this Annual Report on Form 10-K/A has been signed by the following persons in the capacities indicated:

SIGNATURE -----	TITLE -----	DATE -----
/s/ Dennis L. Pelino ----- Dennis L. Pelino	Chairman of the Board of Directors and Chief Executive Officer	January 16, 2004
/s/ J. Douglass Coates ----- Douglass Coates	Director	January 16, 2004
/s/John Springer ----- John Springer	Director	January 16, 2004
/s/ David R. Jones ----- David R. Jones	Director	January 16, 2004
/s/ Aloysius T. Lawn, IV ----- Aloysius T. Lawn, IV	Director	January 16, 2004
/s/ Robert McCord ----- Robert McCord	Director	January 16, 2004

Exhibit Index

Exhibit Index

Exhibit Number      Description  
-----

## Edgar Filing: STONEPATH GROUP INC - Form 10-K/A

- 23.1 Independent Auditors' Consent
- 23.2 Independent Auditors' Consent
- 31.1 Certification of Chief Executive Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
- 31.2 Certification of Chief Financial Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
- 32.1 Certification of Chief Executive Officer Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. (This exhibit shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liability of that section. Further, this exhibit shall not be deemed to be incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended.)
- 32.2 Certification of Chief Financial Officer Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. (This exhibit shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liability of that section. Further, this exhibit shall not be deemed to be incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended.)