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CTI INDUSTRIES CORP  
Form 10QSB/A  
May 01, 2003

FORM 10-QSB/A

Amendment No. 1

SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

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

For the quarterly period ended March 31, 2002

Commission File No. 000-23115

CTI INDUSTRIES CORPORATION  
(Exact name of registrant as specified in its charter)

Illinois  
(State or other jurisdiction of  
incorporation or organization)

36-2848943  
(I.R.S. Employer  
Identification Number)

22160 North Pepper Road, Barrington, Illinois 60010  
(Address of principal executive offices) (Zip Code)

(847) 382-1000  
(Registrant's telephone number, including area code)

Registrant 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 and has been subject to such filing requirements for the past 90 days.

APPLICABLE ONLY TO CORPORATE ISSUERS:

COMMON STOCK, no par value, 767,131 outstanding Shares and CLASS B COMMON STOCK, no par value, 366,300 outstanding Shares, as of March 31, 2002.

THIS FORM 10-QSB/A IS BEING FILED FOR THE PURPOSE OF AMENDING AND RESTATING PARTS OF FORM 10-QSB TO REFLECT THE RESTATEMENT OF OUR CONDENSED CONSOLIDATED FINANCIAL STATEMENTS AS OF AND FOR THE PERIODS ENDED MARCH 31, 2001 AND 2002. THESE REVISIONS HAVE BEEN MADE REGARDING SUBORDINATED DEBT ROLLFORWARDS, THE RECALCULATION OF EXPENSES ASSOCIATED WITH CERTAIN WARRANTS ISSUED BY THE COMPANY AND THE RECOGNITION OF CERTAIN EXPENSES ASSOCIATED WITH CERTAIN LITIGATION. ALL PORTIONS OF THE FORM 10-QSB THAT ARE EFFECTED BY THESE REVISIONS HAVE BEEN ADJUSTED ACCORDINGLY. ALL INFORMATION IN THIS FORM 10-QSB/A IS AS OF MARCH 31, 2002 AND DOES NOT REFLECT ANY SUBSEQUENT INFORMATION OR EVENTS OTHER THAN THE RESTATEMENT.

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## Part I. FINANCIAL INFORMATION

### Item 1. Financial Statements

THIS FORM 10-QSB/A IS BEING FILED FOR THE PURPOSE OF AMENDING AND RESTATING PARTS OF FORM 10-QSB TO REFLECT THE RESTATEMENT OF OUR CONDENSED CONSOLIDATED FINANCIAL STATEMENTS AS OF AND FOR THE PERIODS ENDED MARCH 31, 2001 AND 2002. THESE REVISIONS HAVE BEEN MADE REGARDING SUBORDINATED DEBT ROLLFORWARDS, THE RECALCULATION OF EXPENSES ASSOCIATED WITH CERTAIN WARRANTS ISSUED BY THE COMPANY AND THE RECOGNITION OF CERTAIN EXPENSES ASSOCIATED WITH CERTAIN LITIGATION. ALL PORTIONS OF THE FORM 10-QSB THAT ARE EFFECTED BY THESE REVISIONS HAVE BEEN ADJUSTED ACCORDINGLY. ALL INFORMATION IN THIS FORM 10-QSB/A IS AS OF MARCH 31, 2002 AND DOES NOT REFLECT ANY SUBSEQUENT INFORMATION OR EVENTS OTHER THAN THE RESTATEMENT.

The following consolidated financial statements of the Registrant are attached to this Form 10-QSB:

1. Interim Balance Sheet as of March 31, 2002 and Balance Sheet as of December 31, 2001.
2. Interim Statements of Operations for the three-month periods ending March 31, 2002, and March 31, 2001.
3. Interim Statements of Cash Flows for the three-month periods ending March 31, 2002 and March 31, 2001.

The Financial Statements reflect all adjustments, which are, in the opinion of management, necessary to a fair statement of results for the periods presented.

### Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operation

On August 19, 2002, we reported that we had discovered accounting inaccuracies in certain prior period financial statements requiring restatement of the financial statements for those periods. This statement involved inaccuracies related to the recording of expenses associated with the issuance of certain warrants by the Company and, also, related to the timing of the recording of certain litigation settlement expense. We are restating our statements of operations, cash flows, and stockholders' equity for the years ended December 31, 2001 and 2000 and for the interim periods ended March 31, June 30 and September 30 of 2001 and 2002, and the balance sheets as of December 31, 2001 and 2000.

We have determined that in 2000 and 2001, the Company did not record the proper amount of expense associated with the issuance of warrants by the Company in connection with the issuance of certain subordinated debt and certain senior debt by the Company. Based upon the fair value of the warrants at the time of issuance, a debt discount was to be recorded in the amount of such warrant value with respect to the subordinated and senior debt with which the warrants were associated. This discount was to be amortized and expensed over the term of the debt. The total amount of this debt discount related to the warrants was \$487,440 and was to be recorded over the period from November, 1999 through September 30, 2002. During that time, the total amount actually recorded was \$14,273, which was recorded for the quarter ended December 31, 2001.

We have determined that the amount of such expense should have been recorded in the following periods for the following amounts:

|                                    |          |
|------------------------------------|----------|
| Two Months Ended December 31, 1999 | \$42,556 |
| Quarter Ended March 31, 2000       | \$45,523 |

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|                                  |          |
|----------------------------------|----------|
| Quarter Ended June 30, 2000      | \$45,523 |
| Quarter Ended September 30, 2000 | \$45,523 |
| Quarter Ended December 31, 2000  | \$45,523 |
| Quarter Ended March 31, 2001     | \$42,471 |
| Quarter Ended June 30, 2001      | \$36,368 |
| Quarter Ended September 30, 2001 | \$43,243 |
| Quarter Ended December 31, 2001  | \$18,998 |
| Quarter Ended March 31, 2002     | \$ 6,875 |
| Quarter Ended June 30, 2002      | \$ 6,875 |
| Quarter Ended September 30, 2002 | \$ 6,875 |

In April, 2002, the Company entered into an agreement with a former shareholder under which the Company agreed to purchase 74,513 shares of the Company's common stock from the shareholder and two of the shareholder's children at the price of \$3.31 per share and to settle certain pending litigation among the shareholder and the Company without other payment or consideration. Of the total purchase price for the shares, \$75,000 was allocated as expense related to this settlement, and the remaining \$171,000 was recorded as a retirement of shares, thereby increasing the amount reported as treasury stock. This \$75,000 expense was originally recorded for the period ended June 30, 2002. Management has determined that this expense should have been recorded as an expense in the period ending December 31, 2001.

The restated financial statements in this Report incorporate the proper entries for these expenses and all necessary adjustments have been made to the statement of operations, cash flows, stockholders' equity and balance sheet in the financial statements.

### Results of Operations

**Net Sales.** For the three months ended March 31, 2002, net sales were \$9,738,000, as compared to sales of \$6,081,000 for the three months ended March 31, 2001, and increase of 60.1%. The increase in sales is primarily due to an increase in commercial film sales of approximately \$3,000,000.

**Cost of Sales.** For the three months ended March 31, 2002, cost of sales increased to 73.8% of net sales as compared to 73.3% of net sales for the same period in 2001. The increase was primarily the result of lower than expected margins in the production and sales of latex balloons.

**Administrative.** For the three months ended March 31, 2002, administrative expenses were \$1,002,000 or 10.3% of sales as compared to \$747,000 or 12.3% of sales for the same period in 2001. The majority of the increase in administrative expense dollars came from the increase in salaries required to hire more administrative staff and increases in legal and audit expense.

**Litigation Settlements.** In April, 2002, The Company entered into an agreement with a former shareholder under which the Company agreed to purchase 74,513 shares of the Company's common stock from the shareholder and two of the shareholder's children at the price of \$3.31 per share and to settle certain pending litigation among the shareholder and the Company without other payment or consideration. Of the total purchase price for the shares, \$75,000 has been allocated as expense related to this settlement, and the remaining \$171,000 has been recorded as a retirement of shares, thereby increasing the amount reported as treasury stock. These allocations have been deemed a subsequent event to year end 2001 and have previously been reflected in the financial statements to the Company's Report on Form 10-KSB for the period ending December 31, 2001, as restated.

**Selling.** For the three months ended March 31, 2002, selling expenses were \$375,000 or 3.9% of sales as compared to \$426,000 or 7.0% of sales for the same period in 2001. The decline in selling expense is primarily related to a drop in

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commissions and royalty expenses.

**Advertising and Marketing.** For the three months ended March 31, 2002 advertising and marketing expenses were \$393,000 or 4% of net sales as compared to \$271,000 or 4.5% of net sales for the same period in 2001. The increase in advertising and marketing expense dollars came from several items, principally increased salary costs and increased costs of producing artwork and films for a major new customer.

**Other Income or Expense.** Interest expense decreased to \$180,000 for the three months ended March 31, 2002, as compared to \$342,000 for the three month period ended March 31, 2001. The decrease in interest expense is due to the Company's refinancing of its debt in the first quarter of 2001.

**Net Income or Loss.** For the three months ended March 31, 2002, the Company had net income before taxes and minority interest of \$641,000 as compared to a net loss before taxes and minority interest of \$190,000 for the same three-month period in 2001. The provision for income taxes for the three-month period ended March 31, 2002 was \$247,000 resulting in net income of \$370,000. The provision for income taxes for the three-month period ended March 31, 2001 was \$9,000, resulting in a net loss of \$176,000

### Financial Condition

**Liquidity and Capital Resources.** Cash flow provided by operations during the three months ended March 31, 2002 was \$22,000, which was primarily caused by an increase in accounts receivable and accounts payable, resulting from an increased sales volume, and an increase in inventory. During the three month period ended March 31, 2001, cash flow used in operations was \$1,085,000, which was primarily caused by an increase in accounts receivable.

**Investment Activities.** During the three months ended March 31, 2002, cash flow used in investing activities for the purchase of machinery and equipment was \$319,000. In the three month period ended March 31, 2001, \$82,000 was used in investing activities, primarily for the purchase of machinery and equipment.

**Financing Activities.** For the three months ended March 31, 2002, cash flow provided by financing activities was \$273,000. The primary source of this cash flow was the change in the balance of the Company's revolving line of credit. Cash flow provided by financing activities for the three-month period ending March 31, 2001 was \$1,208,000. The two primary sources of this cash flow were the refinancing of the Company's debt, which netted additional cash of approximately \$800,000, and cash flow provided by the Company's short-term revolving line of credit.

At March 31, 2002, the Company had a cash balance of \$85,000. The Company's current cash management strategy includes maintaining minimal cash balances and utilizing its revolving line of credit for liquidity. At December 31, 2001, the Company had cash and cash equivalents of \$110,000. At March 31, 2002, the Company had working capital of \$1,466,000, and at December 31, 2001, working capital was \$1,026,000.

The Company believes that existing capital resources and cash generated from operations will be sufficient to meet the Company's requirements for at least 12 months.

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Seasonality. In the metalized balloon product line, sales have historically been seasonal, with approximately 22% to 25% of annual sales of metalized balloons being generated in December and January and 11% to 13% of annual metalized sales being generated in June and July in recent years. The sale of latex balloons and laminated film products have not historically been seasonal. As sales of latex balloons and laminated film products have increased in relation to sales of metalized balloons, the effect of this seasonality has been reduced.

Safe Harbor Provision of the Private Securities Litigation Act of 1995 and Forward Looking Statements. The Company operates in a dynamic and rapidly changing environment that involves numerous risks and uncertainties. The market for metallized and latex balloon products is generally characterized by intense competition, frequent new product introductions and changes in customer tastes, which can render existing products unmarketable. The statements contained in Item 2 (Management's Discussion and Analysis of Financial Condition and Results of Operation) that are not historical facts may be forward-looking statements (as such term is defined in the rules promulgated pursuant to the Securities Exchange Act of 1934) that are subject to a variety of risks and uncertainties more fully described in the Company's filings with the Securities and Exchange Commission including, without limitation, those described under "Risk Factors" in the Company's Form SB-2 Registration Statement (File No. 333-31969) effective November 5, 1997. The forward-looking statements are based on the beliefs of the Company's management, as well as assumptions made by, and information currently available to the Company's management. Accordingly, these statements are subject to significant risks, uncertainties and contingencies which could cause the Company's actual growth, results, performance and business prospects and opportunities in 2002 and beyond to differ materially from those expressed in, or implied by, any such forward-looking statements. Wherever possible, words such as "anticipate," "plan," "expect," "believe," "estimate," and similar expressions have been used to identify these forward-looking statements, but are not the exclusive means of identifying such statements. These risks, uncertainties and contingencies include, but are not limited to, the Company's limited operating history on which expectations regarding its future performance can be based, competition from, among others, national and regional balloon, packaging and custom film product manufacturers and sellers that have greater financial, technical and marketing resources and distribution capabilities than the Company, the availability of sufficient capital, the maturation and success of the Company's strategy to develop, market and sell its products, risks inherent in conducting international business, risks associated with securing licenses, changes in the Company's product mix and pricing, the effectiveness of the Company's efforts to control operating expenses, general economic and business conditions affecting the Company and its customers in the United States and other countries in which the Company sells and anticipates selling its products and services and the Company's ability to (i) adjust to changes in technology, customer preferences, enhanced competition and new competitors; (ii) protect its intellectual property rights from infringement or misappropriation; (iii) maintain or enhance its relationships with other businesses and vendors; and (iv) attract and retain key employees. There can be no assurance that the Company will be able to identify, develop, market, sell or support new products successfully, that any such new

products will gain market acceptance, or that the Company will be able to respond effectively to changes in customer preferences. There can be no assurance that the Company will not encounter technical or other difficulties that could delay introduction of new or updated products in the future. If the Company is unable to introduce new products and respond to industry changes or customer preferences on a timely basis, its business could be materially

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adversely affected. The Company is not obligated to update or revise these forward-looking statements to reflect new events or circumstances.

### Part II. OTHER INFORMATION

#### Item 1. Legal Proceedings

On March 12, 2001, the Company was joined as a third party defendant in a pending action filed by Real Fresh, Inc., a California Corporation, against Packaging Systems, LLC, ("PSI") an Illinois limited liability company. The action was filed in the United States District Court for the Eastern District of California. In the action, Real Fresh seeks damages from PSI for losses it claims it incurred by reason of PSI supplying defective packaging materials. The Company was a supplier to PSI of certain laminated films utilized by PSI in these packaging materials. PSI initiated a third-party claim against the Company for indemnity, contribution and breach of contract. The Company has filed an answer to the third-party complaint denying the claim and asserting a number of defenses. In addition, on July 27, 2001, the Company cross-claimed against the supplier of the base film, Honeywell International, Inc. for indemnity, contribution and breach of contract. On August 20, 2001, Honeywell International, Inc., filed a counterclaim against the Company seeking to recover for film claimed to be sold to the Company and the Company has filed an answer and affirmative defenses denying such counterclaim. The Company has notified its insurance carrier of the claims. Final outcome of these matters is uncertain and a range of loss (beyond any claims that may be covered by insurance) cannot be estimated at this time.

#### Item 2. Changes in Securities

Not applicable.

#### Item 3. Defaults Upon Senior Securities

Not applicable.

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

Not applicable.

#### Item 5. Other Information

Not applicable.

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

(a) Exhibits\*

|  | No. |
|--|-----|
|  | --  |
| Statement re: Computation of Per Share Earnings (contained in the Notes to Financial Statements) | 11  |

(b) The Company has not filed a Current Report on Form 8-K during the quarter covered by this report.

\* Also incorporated by reference the Exhibits filed as part of the SB-2 Registration Statement of the Registrant, effective November 5, 1997, and subsequent periodic filings.

SIGNATURES

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

Dated: April 30, 2003

CTI INDUSTRIES CORPORATION

By: /s/ Stephen M. Merrick

-----  
Stephen M. Merrick  
Chief Financial Officer

CERTIFICATIONS

I, Howard W. Schwan, Chief Executive Officer of CTI Industries Corporation, certify that:

1. I have reviewed this quarterly report on Form 10-QSB/A of CTI Industries Corporation.
2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;
3. Based on my knowledge, the financial statements, and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;
4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and have:
  - a) Designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;
  - b) Evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the "Evaluation Date"); and
  - c) Presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as the Evaluation Date;
5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):

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a) All significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and

b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal controls; and

6. The registrant's other certifying officers and I have indicated in this quarterly report whether or not there were significant changes in internal controls or in

other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: April 30, 2003

/s/ Howard W. Schwan

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Howard W. Schwan  
Chief Executive Officer

### CERTIFICATIONS

I, Stephen M. Merrick, Executive Vice President and Chief Financial Officer of CTI Industries Corporation, certify that:

1. I have reviewed this quarterly report on Form 10-QSB/A of CTI Industries Corporation.

2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;

3. Based on my knowledge, the financial statements, and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;

4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and have:

a) Designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;

b) Evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the "Evaluation Date"); and

c) Presented in this quarterly report our conclusions about the



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effectiveness of the disclosure controls and procedures based on our evaluation as the Evaluation Date;

5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):

a) All significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and

b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal controls; and

6. The registrant's other certifying officers and I have indicated in this quarterly report whether or not there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: April 30, 2003

/s/ Stephen M. Merrick

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Stephen M. Merrick  
Executive Vice President and  
Chief Financial Officer

CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of CTI Industries Corporation (the "Company") on Form 10-QSB/A for the period ending March 31, 2002 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, John H. Schwan, Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of the Company.

/s/ Howard W. Schwan

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Howard W. Schwan  
Chief Executive Officer

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CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of CTI Industries Corporation (the "Company") on Form 10-QSB/A for the period ending March 31, 2002 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Stephen M. Merrick, Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

- (3) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (4) The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of the Company.

/s/ Stephen M. Merrick  
-----  
Stephen M. Merrick  
Chief Financial Officer

CTI Industries Corporation and Subsidiaries  
Consolidated Balance Sheets

|   | March 31, 2002<br>(Unaudited) | Dec   |
|---|-------------------------------|-------|
|   | -----                         | ----- |
| ASSETS  |                               |       |
| Current assets:   |                               |       |
| Cash  | \$ 85,298                     | \$    |
| Accounts receivable (less allowance for doubtful accounts of \$249,600 and \$375,755 at March 31, 2002 and December 31, 2001, respectively) | 6,069,072                     |       |
| Inventories   | 9,129,061                     |       |
| Deferred tax assets   | 290,816                       |       |
| Other   | 885,853                       |       |
|   | -----                         | ----- |
| Total current assets  | 16,460,101                    |       |
| Property and equipment:   |                               |       |
| Machinery and equipment   | 14,814,041                    |       |
| Building  | 2,517,839                     |       |
| Office furniture and equipment  | 1,740,244                     |       |
| Land  | 250,000                       |       |
| Leasehold improvements  | 161,885                       |       |
| Fixtures and equipment at customer locations  | 2,232,285                     |       |
| Projects under construction   | 377,972                       |       |
|   | -----                         | ----- |
|   | 22,094,266                    |       |
| Less: accumulated depreciation  | (13,317,120)                  | (     |
|   | -----                         | ----- |

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|   |            |
|---|------------|
| Total property and equipment, net                       | 8,777,146  |
| Other assets:   |            |
| Deferred financing costs, net                           | 100,206    |
| Goodwill associated with acquisition of CTI Mexico, net | 1,113,108  |
| Deferred tax assets                                     | 118,250    |
| Other assets  | 258,928    |
|   | -----      |
| Total other assets                                      | 1,590,492  |
|   | -----      |
| TOTAL ASSETS  | 26,827,739 |
|   | =====      |

See accompanying notes

LIABILITIES AND STOCKHOLDERS' EQUITY

|   |               |
|---|---------------|
| Current liabilities:  |               |
| Accounts payable  | 7,164,975     |
| Line of credit  | 6,090,817     |
| Notes payable - current portion   | 318,443       |
| Accrued liabilities   | 1,666,544     |
|   | -----         |
| Total current liabilities   | 15,240,779    |
| Long-term liabilities:  |               |
| Other liabilities   | 2,422,844     |
| Notes payable   | 3,476,828     |
| Subordinated debt   | 715,000       |
|   | -----         |
| Total long-term liabilities   | 6,614,672     |
| Minority interest   | 204,538       |
| Stockholders' equity:   |               |
| Common stock - no par value with a stated par value of \$.195,<br>5,000,000 shares authorized, 966,327 shares issued, 767,131 shares<br>outstanding | 188,434       |
| Class B Common stock - no par value with a stated par value of \$2.73,<br>500,000 shares authorized, 366,300 shares issued and outstanding          | 1,000,000     |
| Paid-in-capital   | 5,554,332     |
| Warrants issued in connection with subordinated debt and bank debt  | 487,440       |
| Accumulated deficit   | (1,613,339)   |
| Accumulated other comprehensive earnings  | (45,897)      |
| Less:   |               |
| Treasury stock - 199,196 shares   | (746,764)     |
| Notes receivable from stockholders  | (56,456)      |
|   | -----         |
| Total stockholders' equity  | 4,767,750     |
|   | -----         |
| TOTAL LIABILITIES & STOCKHOLDERS' EQUITY  | \$ 26,827,739 |
|   | =====         |

See accompanying notes

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CTI Industries Corporation and Subsidiaries  
Consolidated Statements of Operations

|   | Qtr Ended<br>03/31/02<br>(Unaudited)<br>----- | Qtr Ended<br>03/31/01<br>(Unaudited)<br>----- |
|---|---|---|
| Net Sales   | \$ 9,738,097                                  | \$ 6,080,573                                  |
| Cost of Sales   | 7,183,845<br>-----                            | 4,457,778<br>-----                            |
| Gross profit on sales                                       | 2,554,252                                     | 1,622,795                                     |
| Operating expenses:   |   |   |
| Administrative  | 1,001,900                                     | 746,925                                       |
| Selling   | 375,277                                       | 425,581                                       |
| Advertising and marketing                                   | 393,222<br>-----                              | 271,199<br>-----                              |
| Total operating expenses                                    | 1,770,399<br>-----                            | 1,443,705<br>-----                            |
| Income from operations                                      | 783,853                                       | 179,090                                       |
| Other income (expense):                                     |   |   |
| Interest expense  | (179,990)                                     | (342,375)                                     |
| Interest income   | 227   | 741   |
| (Loss) gain on sale of assets                               | (10,694)                                      | 7,512   |
| Other   | 48,035<br>-----                               | (35,072)<br>-----                             |
| Total other income (expense)                                | (142,422)<br>-----                            | (369,194)<br>-----                            |
| Income (loss) before income taxes and minority interest     | 641,431                                       | (190,104)                                     |
| Income tax expense (benefit)                                | 247,293<br>-----                              | 9,123<br>-----                                |
| Income (loss) before minority interest                      | 394,138                                       | (199,227)                                     |
| Minority interest in income (loss) of subsidiary            | (23,707)<br>-----                             | (23,487)<br>-----                             |
| Net Profit (Loss)   | \$ 370,431<br>=====                           | \$ (175,740)<br>=====                         |
| Income (loss) applicable to common shares                   | \$ 370,431<br>=====                           | \$ (175,740)<br>=====                         |
| Basic income (loss) per common and common equivalent shares | \$ 0.33<br>=====                              | \$ (0.15)<br>=====                            |

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|   |           |           |
|---|-----------|-----------|
| Diluted income (loss) per common and common equivalent shares                           | \$ 0.30   | \$ (0.15) |
|   | =====     | =====     |
| Weighted average number of shares and equivalent shares<br>of common stock outstanding: |           |           |
| Basic   | 1,133,431 | 1,207,944 |
|   | =====     | =====     |
| Diluted   | 1,221,351 | 1,207,944 |
|   | =====     | =====     |

The accompanying notes are an integral part of these financial statements.

CTI Industries Corporation and Subsidiaries  
Consolidated Statements of Cash Flows

|  | Quarter Ended  |                |
|--|----------------|----------------|
|  | March 31, 2002 | March 31, 2001 |
|  | -----          | -----          |
| Cash flows from operating activities:  |                |                |
| Net income (loss)  | \$ 370,431     | \$ (175,740)   |
| Adjustment to reconcile net income (loss) to cash<br>provided by (used in) operating activities: |                |                |
| Depreciation and amortization  | 345,484        | 390,936        |
| Amortization of Debt Discount  | 6,875          | 42,471         |
| Minority interest in gain (loss) of subsidiary   | 23,707         | (23,487)       |
| Gain (loss) on sale of fixed assets  | 0              | (7,512)        |
| Provision for losses on accounts receivable & inventory  | 75,000         | 50,000         |
| Deferred income taxes  | 154,153        |                |
| Change in assets and liabilities:  |                |                |
| Accounts receivable  | (1,497,995)    | (1,338,556)    |
| Inventory  | (684,652)      | (215,727)      |
| Other assets   | (137,437)      | 204,184        |
| Accounts payable and accrued expenses  | 1,365,995      | (11,642)       |
|  | -----          | -----          |
| Net cash provided by (used in) operating activities  | 21,561         | (1,085,073)    |
| Cash flows from investing activities:  |                |                |
| Purchases of property and equipment  | (319,296)      | (81,938)       |
|  | -----          | -----          |
| Net cash (used in) investing activities  | (319,296)      | (81,938)       |
| Cash flows from financing activities:  |                |                |
| Net change in revolving line of credit   | 393,100        | 910,770        |
| Proceeds from issuance of long-term debt   | 0              | 4,655,035      |
| Proceeds from issuance of short-term debt  | 0              | 1,131,819      |
| Repayment of long-term debt  | (59,415)       | (4,464,216)    |
| Repayment of short-term debt   | (61,122)       | (1,014,920)    |
| Repayment of subordinated debt   | 0              | (10,000)       |
|  | -----          | -----          |
| Net cash provided by financing activities  | 272,563        | 1,208,488      |

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|   |           |            |
|---|-----------|------------|
| Effect of exchange rate changes on cash     | (18)      | 792        |
|   |           |            |
| Net (decrease) increase in cash             | (25,190)  | 42,269     |
| Cash and Equivalents at Beginning of Period | 110,488   | 392,534    |
|   |           |            |
| Cash and Equivalents at End of Period       | \$ 85,298 | \$ 434,803 |
|   |           |            |

March 31, 2002

### Note 1 - Basis of Presentation

The accompanying unaudited consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions to Form 10-QSB and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three month period ended March 31, 2002 are not necessarily indicative of the results that may be expected for the year ended December 31, 2002. For further information, refer to the consolidated financial statements and footnotes thereto included in the Registrant Company and Subsidiaries' annual report on Form 10-KSB for the year ended December 31, 2001.

In the opinion of management, all adjustments, consisting only of normal recurring adjustments considered necessary for a fair presentation, have been included. The results of operations for the three months ended March 31, 2002 are not necessarily indicative of the results to be expected for the full year or for any future periods. The accompanying unaudited, condensed consolidated financial statements should be read in conjunction with the audited consolidated financial statements contained in the Company's Annual Report on Form 10-KSB/A filed with the Securities and Exchange Commission on December 31, 2001. The balance sheet at March 31, 2002 has been derived from the audited financial statement as of and for the year ended December 31, 2001 but does not include all the information and footnotes required by generally accepted accounting principles for complete financial statements.

### Note 2 - Restatement

The Company restated its balance sheet as of December 31, 2001. The restatement is further discussed in Note 3 of the Notes to the Consolidated Financial Statements on Form 10-KSB/A for the year ended December 31, 2001.

### Note 3 - Company Debt Restructure

In January 2001, the Company entered into a Loan and Security Agreement with a new lender under which the lender has provided the Company with a credit facility in the amount of \$9,500,000, secured by equipment, inventory, receivables, and other assets of the Company. The credit facility includes a term loan of \$1,426,000, at an interest rate of prime plus 0.75%, and a revolving line of credit at an interest rate of prime plus 0.50%, the amount of which is based on advances of up to 85% of eligible receivables and 50% of the value of the Company's inventory. The credit facility is secured by substantially all assets of the Company. The term of this credit facility is for

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a period of three years, which may be extended by either party for an additional year.

Also in January 2001, another lender loaned to the Company the sum of \$2,873,000 in a refinancing of the Company's principal office building and property situated in Barrington, Illinois. The loan is secured by the aforementioned building and property, and has been made in the form of two notes. The first note is in the principal amount of \$2,700,000, bears interest at the rate of 9.75%, and has a term of five years with an amortization period of 25 years. The second note is in the principal amount of \$173,000 with an interest rate of 10%, and has a term of three years.

### Note 4 - Recent Accounting Pronouncements

SFAS NO. 141 "BUSINESS COMBINATIONS", AND SFAS 142, "GOODWILL AND INTANGIBLE ASSETS"

On July 20, 2001, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards (SFAS) 141, Business Combinations, and SFAS 142, Goodwill and Intangible Assets. SFAS 141 is effective for all business combinations completed after June 30, 2001. SFAS 142 is effective for fiscal years beginning after December 15, 2001; however, certain provisions of this Statement apply to goodwill and other intangible assets acquired between July 1, 2001 and the effective date of SFAS 142.

Although it is still reviewing the provisions of these Statements, management's preliminary assessment is that these Statements will not have a material impact on the Company's financial position or results of operations.

### Note 5 - Litigation

Litigation Settlements. In April, 2002, The Company entered into an agreement with a former shareholder under which the Company agreed to purchase 74,513 shares of the Company's common stock from the shareholder and two of the shareholder's children at the price of \$3.31 per share and to settle certain pending litigation among the shareholder and the Company without other payment or consideration. Of the total purchase price for the shares, \$75,000 has been allocated as expense related to this settlement, and the remaining \$171,000 has been recorded as a retirement of shares, thereby increasing the amount reported as treasury stock. These allocations have been deemed a subsequent event to year end 2001 and have previously been reflected in the financial statements to the Company's Report on Form 10-KSB for the period ending December 31, 2001, as restated.

### Note 6 - Earnings Per Share

The Company adopted SFAS No. 128, "Earnings per Share," for the year ended October 31, 1998. Adoption of this pronouncement did not have a material impact on the Company's financial statements.

Basic earnings per share is computed by dividing the income available to common shareholders by the weighted average number of shares of common stock outstanding during each period.

Diluted earnings per share is computed by dividing net income by the weighted average number of shares of common stock and common stock equivalents (stock options and warrants), unless anti-dilutive, during each period.

Earnings per share for the periods ended March 31, 2002 and 2001 was computed as follows:

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CTI Industries Corporation and Subsidiaries  
Consolidated Earnings per Share

|   | Quarter Ended March 31 |              |
|---|------------------------|--------------|
|   | 2002                   | 2001         |
|   | -----                  |              |
| Basic   |                        |              |
| Average shares outstanding:   |                        |              |
| Weighted average number of shares of<br>common stock outstanding during the<br>period                                     | 1,133,431              | 1,207,944    |
|   | =====                  | =====        |
| Net income:   |                        |              |
| Net income (loss)   | \$ 370,431             | \$ (175,740) |
| Amount for per share computation  | \$ 370,431             | \$ (175,740) |
|   | =====                  | =====        |
| Per share amount  | \$ 0.33                | \$ (0.15)    |
|   | =====                  | =====        |
| Diluted   |                        |              |
| Average shares outstanding:   |                        |              |
| Weighted average number of shares of<br>common stock outstanding during the<br>period                                     | 1,133,431              | 1,207,944    |
| Net additional shares assuming stock<br>options and warrants exercised and<br>proceeds used to purchase treasury<br>stock | 87,920                 | --           |
|   | -----                  | -----        |
| Weighted average number of shares and<br>equivalent shares of common stock<br>outstanding during the period               | 1,221,351              | 1,207,944    |
|   | =====                  | =====        |
| Net income:   |                        |              |
| Net income (loss)   | \$ 370,431             | \$ (175,740) |
| Amount for per share computation  | \$ 370,431             | \$ (175,740) |
|   | =====                  | =====        |
| Per share amount  | \$ 0.30                | \$ (0.15)    |
|   | =====                  | =====        |