

SECURITIES AND EXCHANGE COMMISSION

FORM 10-Q/A

Quarterly report pursuant to sections 13 or 15(d) [amend]

Filing Date: 2011-11-07 | Period of Report: 2011-08-31  
SEC Accession No. 0001193125-11-299944

(HTML Version on [secdatabase.com](http://secdatabase.com))

FILER

**CRYO CELL INTERNATIONAL INC**

CIK: **862692** | IRS No.: **223023093** | State of Incorp.: **DE** | Fiscal Year End: **1130**  
Type: **10-Q/A** | Act: **34** | File No.: **000-23386** | Film No.: **111185205**  
SIC: **8900** Services, nec

Mailing Address

3165 MCMULLEN BOOTH RD  
BLDG. B  
CLEARWATER FL 33761

Business Address

3165 MCMULLEN BOOTH RD  
BLDG B  
CLEARWATER FL 33761  
7277230333

---

---

**U.S. SECURITIES AND EXCHANGE COMMISSION**  
**WASHINGTON D.C. 20549**

---

**FORM 10-Q/A**  
**(Amendment No. 1)**

---

(Mark One)

**Quarterly report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934.**

**For the quarterly period ended August 31, 2011**

**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 0-23386**

---

**CRYO-CELL INTERNATIONAL, INC.**

**(Exact name of Registrant as Specified in its Charter)**

---

**DELAWARE**  
**(State or other Jurisdiction of**  
**Incorporation or Organization)**

**22-3023093**  
**(I.R.S. Employer**  
**Identification No.)**

**700 Brooker Creek Blvd. Oldsmar, FL 34677**  
**(Address of Principal Executive Offices) (Zip Code)**

**Issuer's phone number, including area code: (813) 749-2100**

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

---

Check whether the registrant (1) filed all reports required to be filed by Section 13 or 15(d) of the Exchange Act during the past 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files. Yes  No  Not Applicable

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

Large accelerated filer

Accelerated filer

Non-accelerated filer

Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

State the number of shares outstanding of each of the Registrant's classes of common stock, as of the latest practicable date. As of October 17, 2011, 11,764,325 shares of \$0.01 par value common stock were outstanding net of treasury.

---

---

---

## EXPLANATORY NOTE

The purpose of this Amendment No. 1 to our Quarterly Report on Form 10-Q for the period ended August 31, 2011, as filed with the Securities and Exchange Commission on October 17, 2011, is to furnish Exhibit 101 to the Form 10-Q as required by Rule 405 of Regulation S-T. Exhibit 101 to this report provides the unaudited consolidated financial statements and related notes from Cryo-Cell International, Inc.'s Quarterly Report on Form 10-Q for the quarter ended August 31, 2011 formatted in eXtensible Business Reporting Language (XBRL).

No other changes have been made to the Form 10-Q other than those described above. This Amendment No. 1 does not reflect subsequent events occurring after the original filing date of the Form 10-Q or modify or update in any way disclosures made in the Form 10-Q.

---

**ITEM 6. EXHIBITS**

## (a) Exhibits

- 31.1 \* Certification of CEO Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 31.2 \* Certification of CFO Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 32 \* Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002
- 101 The following materials from Cryo-Cell International, Inc.' s Form 10-Q for the quarter ended August 31, 2011, formatted in eXtensible Business Reporting Language (XBRL):(i) Consolidated Statements of Operations, (ii) Consolidated Balance Sheets,(iii) Consolidated Statements of Cash Flows and (iv) Notes to Unaudited, Consolidated Financial Statements. Furnished herewith.

\* Filed or furnished with the initial filing of this Form 10-Q filed on October 17, 2011.

---

## SIGNATURES

In accordance with Section 13 or 15(d) 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.

Cryo-Cell International, Inc.

/s/ David Portnoy

David Portnoy  
Co-Chief Executive Officer

Cryo-Cell International, Inc.

/s/ Mark Portnoy

Mark Portnoy  
Co-Chief Executive Officer

Cryo-Cell International, Inc.

/s/ Jill Taymans

Jill M. Taymans  
Vice President, Finance

Date: November 7, 2011

**Consolidated Balance Sheets  
(Parenthetical) (USD \$)**

**Aug. 31, 2011 Nov. 30, 2010**

**Consolidated Balance Sheets [Abstract]**

<u>Accounts receivable and advances, allowance for doubtful accounts</u>	\$ 1,062,040	\$ 783,354
<u>Preferred stock, par value</u>	\$ 0.01	\$ 0.01
<u>Preferred stock, shares authorized</u>	500,000	500,000
<u>Preferred stock, shares issued</u>	0	0
<u>Common stock, par value</u>	\$ 0.01	\$ 0.01
<u>Common stock, shares authorized</u>	20,000,000	20,000,000
<u>Common stock, shares issued</u>	11,764,325	11,752,574
<u>Common stock, shares outstanding</u>	11,764,325	11,752,574

**Consolidated Statements Of  
Operations (USD \$)**

	<b>3 Months Ended</b>		<b>9 Months Ended</b>	
	<b>Aug. 31, 2011</b>	<b>Aug. 31, 2010</b>	<b>Aug. 31, 2011</b>	<b>Aug. 31, 2010</b>
<b>Revenue:</b>				
<u>Processing and storage fees</u>	\$ 4,073,091	[1] \$ 4,224,367	[1] \$ 12,519,532	[1] \$ 12,076,036
<u>Licensee income</u>	334,907	334,374	[1] 962,297	[1] 1,108,274
<u>Total revenue</u>	4,407,998	[1] 4,558,741	[1] 13,481,829	[1] 13,184,310
<b>Costs and Expenses:</b>				
<u>Cost of sales</u>	1,194,292	1,079,448	[1] 3,459,570	[1] 3,320,028
<u>Marketing, general and administrative expenses</u>	4,959,626	2,362,308	[1] 10,175,920	[1] 6,966,269
<u>Research, development and related engineering</u>	52,236	18,896	[1] 168,515	[1] 81,459
<u>Depreciation and amortization</u>	104,684	73,909	[1] 264,700	[1] 220,707
<u>Total costs and expenses</u>	6,310,838	3,534,561	[1] 14,068,705	[1] 10,588,463
<u>Operating (Loss) Income</u>	(1,902,840)	[1] 1,024,180	[1] (586,876)	[1] 2,595,847
<b>Other Income (Expense):</b>				
<u>Interest income</u>	4,874	5,982	[1] 17,280	[1] 17,803
<u>Interest expense</u>	(409,497)	(387,783)	[1] (1,200,927)	[1] (1,107,608)
<u>Total other expense</u>	(404,623)	(381,801)	[1] (1,183,647)	[1] (1,089,805)
<u>(Loss) income before equity in losses of affiliate and income tax expense</u>	(2,307,463)	[1] 642,379	[1] (1,770,523)	[1] 1,506,042
<u>Equity in losses of affiliate</u>	(36,002)	(28,338)	[1] (92,214)	[1] (62,111)
<u>(Loss) income before income tax expense</u>	(2,343,465)	[1] 614,041	[1] (1,862,737)	[1] 1,443,931
<u>Income tax (expense) benefit</u>	(38,951)	1,749,480	[1] (108,831)	[1] 1,677,935
<u>Net (Loss) Income</u>	\$ (2,382,416)	[1] \$ 2,363,521	[1] \$ (1,971,568)	[1] \$ 3,121,866
<u>Net (loss) income per common share - basic</u>	\$ (0.20)	\$ 0.20	[1] \$ (0.17)	[1] \$ 0.27
<u>Weighted average common shares outstanding - basic</u>	11,757,803	11,752,574	[1] 11,754,324	[1] 11,752,574
<u>Net (loss) income per common share - diluted</u>	\$ (0.20)	\$ 0.20	[1] \$ (0.17)	[1] \$ 0.26
<u>Weighted average common shares outstanding - diluted</u>	11,757,803	11,782,101	[1] 11,754,324	[1] 11,799,276

[1] See Note 7, Retrospective Adoption of New Accounting Principle

**Document And Entity  
Information**

**9 Months Ended  
Aug. 31, 2011**

**Oct. 17, 2011**

**[Document And Entity Information \[Abstract\]](#)**

<u><a href="#">Document Type</a></u>	10-Q	
<u><a href="#">Amendment Flag</a></u>	false	
<u><a href="#">Document Period End Date</a></u>	Aug. 31, 2011	
<u><a href="#">Document Fiscal Year Focus</a></u>	2011	
<u><a href="#">Document Fiscal Period Focus</a></u>	Q3	
<u><a href="#">Entity Registrant Name</a></u>	CRYO CELL INTERNATIONAL INC	
<u><a href="#">Entity Central Index Key</a></u>	0000862692	
<u><a href="#">Current Fiscal Year End Date</a></u>	--11-30	
<u><a href="#">Entity Filer Category</a></u>	Smaller Reporting Company	
<u><a href="#">Entity Common Stock, Shares Outstanding</a></u>		11,764,325

**Retrospective Adoption Of  
New Accounting Principle**

**9 Months Ended  
Aug. 31, 2011**

[Retrospective Adoption Of  
New Accounting Principle](#)

[\[Abstract\]](#)

[Retrospective Adoption Of  
New Accounting Principle](#)

**Note 7 – Retrospective Adoption of New Accounting Principle**

In October 2009, the FASB amended the accounting standards related to revenue recognition for arrangements with multiple deliverables. During the quarter ended February 28, 2011, the Company adopted the new accounting principle on a retrospective basis. The Company believes retrospective adoption provides the most comparable and useful financial information for financial statement users, is more consistent with the information the Company's management uses to evaluate its business, and better reflects the underlying economic performance of the Company. The financial statements and notes to the financial statements presented herein have been adjusted to reflect the retrospective adoption of the new accounting principle. Note 1, "Basis of Presentation" under the subheadings "Retrospective Adoption of New Accounting Principle" and "Revenue Recognition for Arrangements with Multiple Deliverables" of this Form 10-Q provide additional information on the Company's change in accounting resulting from the adoption of the new accounting principle and the Company's revenue recognition accounting policy.

The following table presents the effects of the retrospective adoption of the new accounting principle to the Company's previously reported consolidated financial statements:

	As Previously Reported	As Adjusted
<b>Consolidated Balance Sheet as of November 30, 2010:</b>		
Current liabilities – deferred revenue	\$5,598,088	\$5,472,332
Long-term liabilities – deferred revenue	\$7,507,437	\$7,015,118
Accumulated deficit	\$(25,898,095)	\$(25,280,020)
<b>Consolidated Statement of Operations for the Three Months Ended August 31, 2010:</b>		
Processing and storage fees	\$4,204,485	\$4,224,367
Total revenue	\$4,538,859	\$4,558,741
Operating Income	\$1,004,298	\$1,024,180
Income before equity in losses of affiliate and income tax expense	\$622,497	\$642,379
Income before income tax expense	\$594,159	\$614,041
Net income	\$2,343,639	\$2,363,521
Net income per common share – basic	\$0.20	\$0.20
Net income per common share – diluted	\$0.20	\$0.20

Consolidated Statement of Income for  
the Nine Months Ended August 31,  
2010:

Processing and storage fees	\$11,970,773	\$12,076,036
Total revenue	\$13,079,047	\$13,184,310
Operating Income	\$2,490,584	\$2,595,847
Income before equity in losses of affiliate and income tax expense	\$1,400,779	\$1,506,042
Income before income tax expense	\$1,338,668	\$1,443,931
Net income	\$3,016,603	\$3,121,866
Net income per common share – basic	\$0.26	\$0.27
Net income per common share – diluted	\$0.26	\$0.26

Consolidated Statement of Cash Flows  
for the Nine Months Ended  
August 31, 2010:

Net income	\$3,016,603	\$3,121,866
Change in deferred revenue	\$183,566	\$78,303

**Investment In Saneron  
CCEL Therapeutics, Inc.  
("Saneron")**

**9 Months Ended**

**Aug. 31, 2011**

[Investment In Saneron  
CCEL Therapeutics, Inc.  
\("Saneron"\) \[Abstract\]](#)

[Investment In Saneron CCEL  
Therapeutics, Inc. \("Saneron"\)](#)

**Note 3 – Investment in Saneron CCEL Therapeutics, Inc. ("Saneron")**

As of August 31, 2011 and November 30, 2010, the Company had an ownership interest of 34% and 35%, respectively, in Saneron, which is accounted for under the equity method of accounting. During 2006, the Company ceased recording its share of Saneron's losses once the investment balance was written down to the total amount of goodwill, as goodwill should not be amortized. As of August 31, 2011 and November 30, 2010, the net Saneron investment, which represents goodwill, is reflected on the consolidated balance sheets at \$684,000. During the periods ended August 31, 2011 and November 30, 2010, management reviewed the Saneron investment to determine if there were any indicators that would imply that the investment was impaired. Based on management's review, there were no indicators of other than temporary impairment and therefore, goodwill was not impaired as of August 31, 2011 and November 30, 2010.

For the three and nine months ended August 31, 2011, the Company recorded equity in losses of Saneron operations of approximately \$36,000 and \$92,000, respectively, related to certain stock and warrant awards in the Company's common stock that were granted by Saneron at below fair value to certain employees, consultants and members of Saneron management who represent owners of Saneron and serve on its board of directors. For the three and nine months ended August 31, 2010, the Company recorded equity in losses of Saneron operations of approximately \$28,000 and \$62,000, respectively, related to certain stock and warrant awards in the Company's common stock that were granted by Saneron at below fair value to certain employees, consultants and members of Saneron management who represent owners of Saneron and serve on its board of directors. The Company will continue to record equity in losses of affiliates related to stock compensation expense as this offsets additional paid-in capital and not the investment balance.

As of August 31, 2011 and November 30, 2010, the Company has classified the Company's portion of the value of Company stock held by Saneron of approximately \$485,000 within stockholders' deficit as treasury stock.

In January 2008, the Company announced that it has formalized a research and development agreement with Saneron to develop regenerative therapies utilizing Cryo-Cell's Célle menstrual stem cell technology. Cryo-Cell and Saneron will collaborate on research in pre-clinical models for certain neurological diseases and disorders. Under terms of the agreement, the Company will provide Saneron with menstrual stem cells along with proprietary methodology associated with the technology. Saneron will provide study materials and develop research methodology for potential therapeutic applications associated with designated pre-clinical applications. Intellectual property resulting from this research collaboration will be jointly owned by the parties.

## Proxy Contest

**9 Months Ended  
Aug. 31, 2011**

[Proxy Contest \[Abstract\]](#)

[Proxy Contest](#)

### **Note 8 – Proxy Contest**

In August 2007, Mr. David Portnoy (the plaintiff) brought an action against the Company and its directors in Delaware Chancery Court in New Castle County. The plaintiff alleged breaches of fiduciary duties in connection with the Company's 2007 Annual Meeting and requested declaratory and injunctive relief relating to the election of directors at that meeting. On January 22, 2008, the Court issued an order under which the Company was required to hold a special meeting of shareholders for the election of directors on March 4, 2008; and the order provided that directors who sat on the Company's Board of Directors prior to the 2007 Annual Meeting would continue in office until the special meeting. The order provided that the members of the management slate pay their own proxy solicitation costs in connection with the special meeting; any costs to the Company of holding the special meeting; and the costs of a special master to preside over the special meeting. On March 4, 2008, the Company held a Special Meeting of Stockholders, at which the directors nominated in management's proxy statement dated February 11, 2008 were elected by the Corporation's stockholders.

On May 9, 2011, the Company was notified that Mr. David Portnoy nominated five directors to the Company's board of directors to compete with the Company's board of directors at the 2011 Annual Meeting. Mr. Portnoy conducted his own solicitation of the Company's shareholders in favor of his nominees. In light of the activities associated with the 2007 annual meeting, on June 6, 2011, Mr. Portnoy brought another action seeking declaratory relief in the Delaware Chancery Court before the same judge that had ruled on the 2007 action.

On August 24, 2011, the Board of Directors of the Company approved funding a Grantor trust to escrow the amounts that may become payable to Mercedes Walton, Jill Taymans and Julie Allickson ("the Participants") under their respective Employment Agreements as a result of a Change in Control (as that term is defined in the respective employment agreements as a majority change in the Company's Board of Directors). The trustee of the Grantor Trust Agreement is Wells Fargo Bank, National Association ("Trustee"). On August 25, 2011, the Company transferred \$2,500,000 to the Trust and this is reflected as restricted cash in the accompanying consolidated balance sheet as of August 31, 2011. The Trust became irrevocable upon the Change in Control on August 25, 2011. The Company has no power to direct the Trustee to return the funds to the Company. The funds will be returned to the Company when the Trustee is satisfied that the obligations have been satisfied per any agreed upon terms. If the Company becomes insolvent, the Trustee will cease payments of benefits to the Participants and the cash will revert to the Company. Upon written approval of all Participants, the Company may terminate the Trust. As of October 17, 2011, two of the three Participants continue to be employed by the Company.

On August 24, 2011, the Board of Directors of the Company approved the acceleration of any unvested stock options and the extension of the exercise period of such options for options held by the Board of Directors and Mercedes Walton, Jill Taymans and Julie Allickson in the event of a Change in Control. The Company recorded approximately \$100,000 in stock option expense as a result of the acceleration and the extension of the exercise period and

this is reflected in marketing, general and administrative expenses in the accompanying consolidated statements of operations for the three and nine months ended August 31, 2011.

The Company held its 2001 Annual Meeting of Stockholders on August 25, 2011 ("the Annual Meeting"). The final voting results were certified by the Inspector of Elections on August 30, 2011. Mr. Portnoy's nominees were elected to the Company's board of directors triggering a complete change in the Company's Board of Directors.

On August 31, 2011, the newly elected Board of Directors of the Company terminated its Chief Executive Officer and former Chairman of the Board of Directors, Mercedes Walton for cause. In accordance with Ms. Walton's employment agreement dated August 15, 2005, as amended July 16, 2007, Ms. Walton could be entitled to severance in the amount up to \$950,000 related to lost salary, bonuses and benefits. In addition, the Company could be required to pay all reasonable legal fees and expenses incurred by Ms. Walton as a result of the termination, as well as outplacement services. The Company has recorded an accrual of approximately \$950,000 associated with the agreement and it is reflected in marketing, general and administrative expenses in the accompanying consolidated statements of operations. Given the fact that Ms. Walton was terminated for cause, the Company believes that Ms. Walton has not earned the right to this severance and intends to defend itself against this agreement.

On August 31, 2011 the Company's Board of Director's approved the reimbursement by the Company to the Portnoy Group of its costs associated with the litigation resulting from the 2007 Annual Meeting and the 2011 Annual Meeting's proxy contest. The total costs reimbursed were approximately \$528,000 and are reflected in marketing, general and administrative expenses in the accompanying consolidated statements of operations for the three and nine months ended August 31, 2011.

**Basis Of Presentation And  
Significant Accounting  
Policies**

**9 Months Ended**

**Aug. 31, 2011**

[Basis Of Presentation And  
Significant Accounting  
Policies \[Abstract\]](#)

[Basis Of Presentation And  
Significant Accounting  
Policies](#)

**Note 1 – Basis of Presentation and Significant Accounting Policies**

The unaudited consolidated financial statements including the Consolidated Balance Sheets as of August 31, 2011 and November 30, 2010, the related Consolidated Statements of Operations for the three and nine months ended August 31, 2011 and August 31, 2010 and Cash Flows for the nine months ended August 31, 2011 and 2010 have been prepared by Cryo-Cell International, Inc. and its subsidiaries ("the Company" or "Cryo-Cell") pursuant to the rules and regulations of the Securities and Exchange Commission for interim financial reporting. Certain financial information and note disclosures, which are normally included in annual financial statements prepared in accordance with accounting principles generally accepted in the United States of America, have been condensed or omitted pursuant to those rules and regulations. It is suggested that these consolidated financial statements be read in conjunction with the financial statements and notes thereto included in the Company's November 30, 2010 Annual Report on Form 10-K. In the opinion of management, all adjustments (which include only normal recurring adjustments) necessary to present fairly the financial position, results of operations, and changes in cash flows for all periods presented have been made. The results of operations for the three and nine months ended August 31, 2011 are not necessarily indicative of the results expected for any interim period in the future or the entire year ending November 30, 2011.

**Retrospective Adoption of New Accounting Principle**

In October 2009, the Financial Accounting Standards Board ("FASB") issued an Accounting Standards Update ("ASU"), which addresses the accounting for multiple deliverable arrangements to enable vendors to account for products or services separately rather than as a combined unit and modified the manner in which the transaction consideration is allocated across the separately identified deliverables. The new accounting standard permits prospective or retrospective adoption, and the Company elected retrospective adoption during the first quarter of 2011.

Under the historical accounting principle, the Company would have used the residual method to allocate revenue between processing and storage since (a) each of the products has value to the customer on a standalone basis and (b) vendor-specific objective evidence of fair value ("VSOE") existed for the undelivered service, storage, and (c) there is no general right of return to consider. As a result, the Company was permitted to allocate the initial sales discounts given to clients upon processing a specimen entirely to the processing fee.

The new accounting principle requires the Company to establish a hierarchy to determine the selling price to be used for allocating revenue to deliverables as follows: (i) VSOE, (ii) third-party evidence of selling price ("TPE"), and (iii) best estimate of the selling price ("ESP"). VSOE generally exists only when the Company sells the deliverable separately and it is the price actually charged by the Company for that deliverable. The new accounting principle also requires that any discounts given to the customer be recognized by applying the relative selling price method whereby after the Company determines the selling price to be allocated to

each deliverable (processing and storage), the sum of the prices of the deliverables is then compared to the arrangement consideration, and any difference is applied to the separate deliverables ratably.

The Company had the option of adopting the new accounting principle on a prospective or retrospective basis. Prospective adoption would have required the Company to apply the new accounting principle to revenue transactions beginning in fiscal year 2011 without reflecting the impact of the new accounting principle on revenue transactions from prior to December 1, 2010. The Company believes prospective adoption would have resulted in financial information that was not comparable between financial periods because of the significant amount of past discounts given; therefore, the Company elected retrospective adoption. Retrospective adoption required the Company to revise its previously issued financial statements as if the new accounting principle had always been applied. The Company believes retrospective adoption provides the most comparable and useful financial information for financial statement users, is more consistent with the information the Company's management uses to evaluate its business, and better reflects the underlying economic performance of the Company.

The 2010 financial statements and notes to the financial statements presented herein have been adjusted to reflect the retrospective adoption of the new accounting principle. Refer to Note 7, "Retrospective Adoption of New Accounting Principle" in this Form 10-Q for additional information on the impact of adoption.

## **Revenue Recognition**

### *Revenue Recognition for Arrangements with Multiple Deliverables*

For multi-element arrangements, the Company allocates revenue to all deliverables based on their relative selling prices. In such circumstances, the new accounting principles establish a hierarchy to determine the selling price to be used for allocating revenue to deliverables as follows: (i) vendor-specific objective evidence of fair value ("VSOE"), (ii) third-party evidence of selling price ("TPE"), and (iii) best estimate of the selling price ("ESP"). VSOE generally exists only when the Company sells the deliverable separately and it is the price actually charged by the Company for that deliverable.

The Company has identified two deliverables generally contained in the arrangements involving the sale of its U-Cord® product. The first deliverable is the processing of a specimen. The second deliverable is either the annual storage of a specimen or the 21 year storage fee charged for a specimen. The Company has allocated revenue between these deliverables using the relative selling price method. The Company has VSOE for its annual storage fees as the Company renews storage fees annually with its customers on a standalone basis. Because the Company has neither VSOE nor TPE for the processing and 21 year storage deliverables, the allocation of revenue has been based on the Company's ESPs. Amounts allocated to processing a specimen are recognized at the time of sale. Amounts allocated to the storage of a specimen are recognized ratably over the contractual storage period. Any discounts given to the customer are recognized by applying the relative selling price method whereby after the Company determines the selling price to be allocated to each deliverable (processing and storage), the sum of the prices of the deliverables is then compared to the arrangement consideration, and any difference is applied to the separate deliverables ratably.

The Company's process for determining its ESP for deliverables without VSOE or TPE considers multiple factors that may vary depending upon the unique facts and circumstances

related to each deliverable. Key factors considered by the Company in developing the ESPs for its processing and 21 year storage fee include the Company's historical pricing practices as well as expected profit margins.

The Company records revenue from processing and storage of specimens and pursuant to agreements with licensees. The Company recognizes revenue from processing fees upon completion of processing and recognizes storage fees ratably over the contractual storage period, as well as, other income from royalties paid by licensees related to long-term storage contracts which the Company has under license agreements. Contracted storage periods can range from one to twenty-one years. Deferred revenue on the accompanying consolidated balance sheets includes the portion of the annual storage fee and the twenty-one year storage fee that is being recognized over the contractual storage period as well as royalties received from foreign licensees related to long-term storage contracts in which the Company has future obligations under the license agreement. The Company classifies deferred revenue as current if the Company expects to recognize the related revenue over the next 12 months. The Company also records revenue within processing and storage fees from shipping and handling billed to customers when earned. Shipping and handling costs that the Company incurs are expensed and included in cost of sales.

The Company has not had a third party conduct a physical inventory count of all specimens stored; however, the Company from time to time will perform a physical inventory count of specimens stored to ensure that all records are accurate.

### **Income Taxes**

Deferred income tax assets and liabilities are recognized for the estimated future tax consequences attributable to differences between financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred income tax assets and liabilities are measured using enacted tax rates expected to be recovered or settled. The Company has recorded a valuation allowance of \$7,570,000 and \$7,136,000 as of August 31, 2011 and November 30, 2010, respectively, as the Company does not believe it is "more likely than not" that all future income tax benefits will be realized. When the Company changes its determination as to the amount of deferred tax assets that can be realized, the valuation allowance is adjusted with a corresponding impact to income tax expense in the period in which such determination is made. The ultimate realization of the Company's deferred tax assets depends upon generating sufficient taxable income prior to the expiration of the tax attributes. In assessing the need for a valuation allowance, the Company projects future levels of taxable income. This assessment requires significant judgment. We examine the evidence related to the recent history of losses, the economic conditions in which we operate and our forecasts and projections to make that determination.

There was no U.S. income tax expense for the three and nine months ended August 31, 2011 and 2010. The Company did not record U.S. income tax expense during the three and nine months ended August 31, 2011 and 2010 due to the utilization of net operating losses and foreign tax credit carryforwards, which were previously reserved through valuation allowances in the Company's financial statements.

The Company recorded an income tax benefit of \$1,677,935, net of foreign income taxes for the nine months ended August 31, 2010. During the third quarter ended August 31, 2010, the Company reversed a portion of its valuation allowance for U.S. income taxes of

approximately \$1,789,000. The reversal of a portion of the deferred tax valuation allowance is based upon the Company's historical operating performance which includes profitability in seven of the eight last quarters, steadily improving operations and positive expectations for future taxable income.

The Company records foreign income taxes withheld from installment payments of non-refundable up-front license fees and royalty income earned on the processing and storage of cord blood stem cell specimens in geographic areas where the Company has license agreements. The Company recognized approximately \$39,000 and \$39,000 for the three months ended August 31, 2011 and 2010, respectively, of foreign income tax expense. The Company recognized approximately \$109,000 and \$110,000 for the nine months ended August 31, 2011 and 2010, respectively, of foreign income tax expense.

The Company recognizes the financial statement benefit of a tax position only after determining that the relevant tax authority would more likely than not sustain the position following an audit. For tax positions meeting the more-likely-than-not threshold, the amount recognized in the financial statements is the largest benefit that has a greater than 50 percent likelihood of being realized upon ultimate settlement with the relevant tax authority. Increases or decreases to the unrecognized tax benefits could result from management's belief that a position can or cannot be sustained upon examination based on subsequent information or potential lapse of the applicable statute of limitation for certain tax positions.

The Company recognizes interest and penalties related to uncertain tax positions in income tax expense. For the three and nine months ended August 31, 2011 and August 31, 2010, the Company had no provisions for interest or penalties related to uncertain tax positions.

### **Stock Compensation**

As of August 31, 2011, the Company has two stock-based employee compensation plans, which are described in Note 4. The Company recognized approximately \$314,000 and \$34,000 for the three months ended August 31, 2011 and 2010, respectively of stock compensation expense. The Company recognized approximately \$407,000 and \$98,000 for the nine months ended August 31, 2011 and 2010, respectively of stock compensation expense.

The Company recognizes stock-based compensation based on the fair value of the related awards. The Company estimates the fair value of all stock option awards as of the grant date by applying the Black-Scholes option pricing model. The use of this valuation model involves assumptions that are judgmental and highly sensitive in the determination of compensation expense and include the expected life of the option, stock price volatility, risk-free interest rate, dividend yield, exercise price, and forfeiture rate. Forfeitures are estimated at the time of valuation and reduce expense ratably over the vesting period.

The estimation of stock awards that will ultimately vest requires judgment and to the extent that actual results or updated estimates differ from current estimates, such amounts will be recorded as a cumulative adjustment in the period they become known. The Company considered many factors when estimating forfeitures, including the recipient groups and historical experience. Actual results and future changes in estimates may differ substantially from current estimates.

### **Patents**

The Company incurs certain legal and related costs in connection with patent and trademark applications. If a future economic benefit is anticipated from the resulting patent or trademark or an alternate future use is available to the Company, such costs are capitalized and amortized over the expected life of the patent or trademark. The Company's assessment of future economic benefit involves considerable management judgment. A different conclusion could result in the reduction of the carrying value of these assets. During the third quarter of 2011, management decided to discontinue pursuing certain patents and trademarks resulting in a write-off of approximately \$208,000 for abandoned patents and trademarks which is included in marketing, general and administrative expenses in the accompanying consolidated statement of operations for the three and nine months ended August 31, 2011.

### Fair Value of Financial Instruments

Management uses a fair value hierarchy, which gives the highest priority to quoted prices in active markets. The fair value of financial instruments is estimated based on market trading information, where available. Absent published market values for an instrument or other assets, management uses observable market data to arrive at its estimates of fair value. Management believes that the carrying amount of cash and cash equivalents, restricted cash, accounts receivable and advances, accounts payable, accrued expenses, deferred consulting obligation and its liability associated with long-term revenue sharing arrangements approximate fair value.

The Company uses an accounting standard that defines fair value as an exit price, representing the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. As such, fair value is a market-based measurement that should be determined based on assumptions that market participants would use in pricing an asset or liability. As a basis for considering such assumptions, the standard establishes a three-level fair value hierarchy that prioritizes the inputs used to measure fair value. The three levels of inputs used to measure fair value are as follows:

- Level 1 Quoted prices in active markets for identical assets or liabilities.
- Level 2 Observable inputs other than quoted prices included in Level 1, such as quoted prices for similar assets and liabilities in active markets; quoted prices for identical or similar assets and liabilities in markets that are not active; or other inputs that are observable or can be corroborated by observable market data.
- Level 3 Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. This includes certain pricing models, discounted cash flow methodologies and similar techniques that use significant unobservable inputs.

The following table summarizes the financial assets and liabilities measured at fair value on a recurring basis as of August 31, 2011 and November 30, 2010, respectively, segregated among the appropriate levels within the fair value hierarchy:

Description	Fair Value at August 31, 2011	Fair Value Measurements at August 31, 2011 Using		
		Level 1	Level 2	Level 3

Assets:				
Available-for-sale securities	\$1,008,404	\$6,404	\$1,002,000	—
			Fair Value Measurements	
	Fair Value at	at November 30, 2010 Using		
	November 30,			
Description	2010	Level 1	Level 2	Level 3
Assets:				
Available-for-sale securities	\$1,138,404	\$6,404	\$1,132,000	—

The following is a description of the valuation techniques used for these items, as well as the general classification of such items pursuant to the fair value hierarchy:

*Available-for-sale securities* – the Company invested \$1,002,000 and \$1,132,000 in variable rate demand notes at August 31, 2011 and November 30, 2010, respectively. The interest rate on these variable rate demand notes resets every seven days to adjust to current market conditions. The Company can redeem these investments at cost at any time with seven days notice. Therefore, the investments are held at cost, which approximates fair value, and are classified as short-term investments on the accompanying consolidated balance sheets and within Level 2 of the fair value hierarchy.

The Company further invests in exchange-traded equity securities of \$6,404 at August 31, 2011 and November 30, 2010. Fair values for these investments are based on quoted prices in active markets and are therefore classified within Level 1 of the fair value hierarchy. There was no unrealized holding loss recorded as a component of stockholders' deficit on other investments as of August 31, 2011 and November 30, 2010.

The Company is permitted to make an election to carry certain eligible financial assets and liabilities at fair value, even if fair value measurement has not historically been required for such assets and liabilities under U.S. GAAP. The Company made no elections to record any such assets and or liabilities at fair value. Adjustments to the fair value in the Company's marketable securities and other investments are reflected in accumulated other comprehensive loss.

### **Product Warranty and Cryo-Cell Cares™ Program**

In December 2005, the Company began providing its customers enrolled under the new pricing structure with a payment warranty under which the Company agrees to pay \$50,000 to its client if the U-Cord® product retrieved is used for a stem cell transplant for the donor or an immediate family member and fails to engraft, subject to various restrictions. Additionally, under the Cryo-Cell Cares™ program the Company will pay \$10,000 to the client to offset personal expenses if the U-Cord® product is used for bone marrow reconstitution in a myeloblastic transplant procedure. The product warranty and the Cryo-Cell Cares program is available to the clients who enroll under this structure for as long as the specimen is stored with the Company. The Company has not experienced any claims under the warranty program nor has it incurred costs related to these warranties. The Company does not maintain insurance for this warranty program and therefore; maintains reserves to cover the estimated potential liabilities. The Company's reserve balance is based on the \$50,000 maximum payment and the \$10,000 maximum expense reimbursement multiplied by formulas to determine the projected number of units requiring a payout. The Company determined the estimated expected usage and engraftment failure rates based on an analysis of the historical usage and failure rates and the historical usage

and failure rates in other private and public cord blood banks based on published data. The Company's estimates of expected usage and engraftment failure could change as a result of changes in actual usage rates or failure rates and such changes would require an adjustment to the established reserves. The historical usage and failure rates have been very low and a small increase in the number of transplants or engraftment failures could cause a significant increase in the estimated rates used in determining the reserve. In addition, the reserve will increase as additional U-Cord® specimens are stored which are subject to the warranty. As of August 31, 2011 and November 30, 2010 the Company recorded reserves under these programs in the amounts of \$13,005 and \$11,732, respectively, which are included in accrued expenses in the accompanying consolidated balance sheets.

### **Recently Issued Accounting Pronouncements**

In May 2011, the FASB issued ASU No. 2011-04, Fair Value Measurement (Topic 820) – Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and IFRSs ("ASU 2011-04"), which clarifies the wording and disclosures required in Accounting Standards Codification ("ASC") Topic 820, Fair Value Measurement ("ASC 820"), to converge with those used (to be used) in International Financial Reporting Standards ("IFRS"). The update explains how to measure and disclose fair value under ASC 820. However, the FASB does not expect the changes in this standards update to alter the current application of the requirements in ASC 820. The provisions of ASU 2011-04 are effective for public entities prospectively for interim and annual periods beginning after December 15, 2011. Early adoption is prohibited. Therefore, ASU 2011-04 is effective for the Company during the second quarter of fiscal 2012. The Company does not expect ASU 2011-04 to have a material effect on the Company's results of operations, financial condition, and cash flows.

In June 2011, the FASB issued ASU 2011-05, Comprehensive Income (Topic 220), Presentation of Comprehensive Income, which requires companies to present the total of comprehensive income, the components of net income, and the components of other comprehensive income either in a single continuous statement of comprehensive income or in two separate but consecutive statements. This update eliminates the option to present the components of other comprehensive income as part of the statement of equity. This update is effective for us in our first quarter of fiscal 2013 and should be applied retrospectively. We do not believe adoption of this new guidance will have a significant impact on our consolidated financial statements.

## Stock Options

**9 Months Ended  
Aug. 31, 2011**

[Stock Options \[Abstract\]](#)  
[Stock Options](#)

### **Note 4 – Stock Options**

The Company maintains the 2000 Stock Incentive Plan ("the Plan") under which it has reserved 2,250,000 shares of the Company's common stock for issuance pursuant to stock options or restricted stock. During 2004, the Plan was amended to allow issuance of options to certain consultants of the Company. Options issued under the Plan have a term ranging from five to seven years from the date of grant and have a vesting period ranging from immediately upon issuance to three years from the date of grant. The options are exercisable for a period of 90 days after termination. As of August 31, 2011 and November 30, 2010, there were 279,701 and 341,387 options to purchase shares issued, but not yet exercised under the 2000 plan, respectively. No further options will be issued under the plan.

The Company also maintains the 2006 Stock Incentive Plan (the "2006 Plan") under which it has reserved 1,000,000 shares of the Company's common stock for issuance pursuant to stock options, restricted stock, stock-appreciation rights (commonly referred to as "SARs"), stock awards (i.e. performance shares and performance units). As of August 31, 2011 and November 30, 2010, there were 734,533 and 475,034 options to purchase shares issued, but not yet exercised under the 2006 plan, respectively. As of August 31, 2011, there were 113,421 shares available for future issuance under the 2006 plan.

The fair value of each option award is estimated on the date of the grant using the Black-Scholes valuation model that uses the assumptions noted in the following table. Expected volatility is based on the historical volatility of the Company's stock over the most recent period commensurate with the expected life of the Company's stock options. The Company uses historical data to estimate option exercise and employee termination within the valuation model. The risk-free rate for periods within the contractual life of the option is based on the U.S. Treasury yield curve in effect at the time of grant. The expected term of options granted is calculated, in accordance with the "simplified method" for "plain vanilla" stock options allowed under GAAP. Expected dividends is based on the historical trend of the Company not issuing dividends.

Variables used to determine the fair value of the options granted for the three and nine months ended August 31, 2011 and August 31, 2010 are as follows:

	Three Months Ended		Nine Months Ended	
	August 31, 2011	August 31, 2010	August 31, 2011	August 31, 2010
<b>Weighted average values:</b>				
Expected dividends	0	% 0	% 0	% 0
Expected volatility	108.85	% 103.14	% 107.62	% 100.51
Risk free interest rate	1.02	% 1.70	% 1.21	% 2.22
Expected life	5.7 years	5.0 years	5.6 years	5.0 years

Stock option activity for the nine months ended August 31, 2011, was as follows:

	Shares	Weighted Average Exercise Price	Weighted Average Remaining Contractual Term (Years)	Aggregate Intrinsic Value
Outstanding at November 30, 2010	816,421	\$ 1.87	4.67	\$471,109
Granted	347,500	2.68		\$78,200
Exercised	(11,751 )	1.94		\$7,740
Expired/forfeited	(137,936 )	1.77		\$164,315
Outstanding at August 31, 2011	<u>1,014,234</u>	<u>\$ 2.16</u>	<u>5.59</u>	<u>\$820,052</u>
Exercisable at August 31, 2011	<u>685,990</u>	<u>\$ 2.01</u>	<u>4.52</u>	<u>\$682,514</u>

The weighted average grant date fair value of options granted during the nine months ended August 31, 2011 and August 31, 2010 was \$2.14 and \$1.02, respectively.

The aggregate intrinsic value represents the total value of the difference between the Company's closing stock price on the last trading day of the period and the exercise price of the options, multiplied by the number of in-the-money stock options that would have been received by the option holders had all option holders exercised their options on August 31, 2011. The intrinsic value of the Company's stock options changes based on the closing price of the Company's stock.

There were 11,751 options exercised during the nine months ended August 31, 2011. There were no options exercised during the nine months ended August 31, 2010.

Significant option groups outstanding and exercisable at August 31, 2011 and related price and contractual life information are as follows:

Range of Exercise Prices	Outstanding			Exercisable	
	Outstanding	Weighted Average Remaining Contractual Life (Years)	Weighted Average Exercise Price	Outstanding	Weighted Average Exercise Price
\$0.45 to \$1.00	135,000	4.93	\$ .85	130,835	\$ .85
\$1.01 to \$ 2.00	362,033	5.02	\$ 1.57	294,618	\$ 1.57
\$2.01 to \$ 3.00	352,500	8.25	\$ 2.73	98,336	\$ 2.66
\$3.01 to \$ 4.00	164,701	1.67	\$ 3.34	162,201	\$ 3.34
	<u>1,014,234</u>	<u>5.59</u>	<u>\$ 2.16</u>	<u>685,990</u>	<u>\$ 2.01</u>

A summary of the status of the Company's non-vested shares as of August 31, 2011, and changes during the nine months ended August 31, 2011, is presented below:

	Shares	Weighted Average Grant-Date Fair Value
Non-vested at November 30, 2010	381,967	\$ 1.11
Granted	347,500	2.14

Vested	(333,654)	1.29
Forfeited	(67,569 )	1.24
Non-vested at August 31, 2011	<u>328,244</u>	<u>\$ 1.98</u>

As of August 31, 2011, there was approximately \$555,783 of total unrecognized compensation cost related to non-vested share-based compensation arrangements granted under the 2000 and 2006 Stock Incentive Plans. The cost is expected to be recognized over a weighted-average period of 2.33 years as of August 31, 2011. The total fair value of shares vested during the nine months ended August 31, 2011 was approximately \$431,000.

On August 24, 2011, the Board of Directors approved the acceleration of any unvested stock options and an extension of the exercise period for the board of directors and officers upon a change in control (see Note 8).

On August 31, 2011, the Board of Directors granted Mr. David Portnoy and Mr. Mark Portnoy, co-Chief Executive Officers, options to purchase 100,000 shares each of the Company's common stock with an exercise of \$2.90 per share. The options vest in three tranches, with 33% of the options vesting immediately on the date of grant; 33% vesting on the one year anniversary of the date of grant; and 33% vesting on the two year anniversary of the date of grant. The issuance of the options resulted in an increase in stock compensation expense of approximately \$159,000 for the three and nine months ended August 31, 2011, which is reflected in marketing, general and administrative expenses in the accompanying consolidated statements of operations.

## License Agreements

**9 Months Ended  
Aug. 31, 2011**

[License Agreements](#)

[\[Abstract\]](#)

[License Agreements](#)

### **Note 5 – License Agreements**

The Company has entered into licensing agreements with certain investors in various international markets in an attempt to capitalize on the Company's technology. The investors typically pay a licensing fee to receive Company marketing programs, technology and know-how in a selected area. The licensing agreement may also give the investor the right to sell sub-license agreements. As part of the accounting for the up-front license revenue, revenue from the up-front license fee is recognized based on such factors as when the payment is due, collectability and when all material services or conditions relating to the sale have been substantially performed based on the terms of the agreement.

The Company enters into two types of licensing agreements and in both types, the Company earns revenue on the initial license fees. Under the technology agreements, the Company earns processing and storage royalties from the affiliates that process in their own facility. Under the marketing agreements, the Company earns processing and storage revenues from affiliates that store specimens in the Company's facility in Oldsmar, Florida.

### **Technology Agreements**

The Company has entered into definitive License and Royalty Agreements with Cryo-Cell de Mexico ("Mexico") and Asia Cryo-Cell Private Limited to establish and market its U-Cord program in Mexico and India, respectively.

The Company has entered into definitive License and Royalty Agreements with Asia Cryo-Cell Private Limited and S-Evans Bio-Sciences, Inc. to establish and market its Célle program in India and China, respectively.

On August 19, 2011, the Company received notification from Mexico that they were terminating the license agreement effective immediately due to an alleged breach of the license agreement. On October 17, 2011, the Company and Mexico entered into an amendment to the license agreement whereby the termination has been revoked and Mexico will pay the Company \$1,863,000 in 37 monthly installments of \$50,000 and a final payment of \$13,000. Mexico will have no other continuing obligations to the Company for royalties or other license payments and the agreement will be effectively terminated once the entire \$1,863,000 has been received. The amendment will result in a reduction of licensee income in future periods.

### **Marketing Agreements**

The Company has entered into definitive license agreements to market both the Company's U-Cord® and Célle<sup>SM</sup> programs in Aruba, Bonaire, Chile, Colombia, Costa Rica, Curacao, Ecuador, El Salvador, Guatemala, Honduras, Nicaragua, Panama, Pakistan, Peru, St. Maarten, Suriname and Venezuela.

Processing and storage revenues from specimens originating in territories that store at the Company's facility in Oldsmar, Florida totaled approximately \$314,000 and \$202,000 for the three months ended August 31, 2011 and 2010 and are reflected in processing and storage fees in

the accompanying consolidated statements of operations. Processing and storage revenues from specimens originating in territories that store at the Company's facility in Oldsmar, Florida totaled approximately \$992,000 and \$745,000 for the nine months ended August 31, 2011 and 2010 and are reflected in processing and storage fees in the accompanying consolidated statements of operations.

The following table details the initial license fees for the technology and marketing agreements and processing and storage royalties earned for the technology agreements for the three months ended August 31, 2011 and 2010 and the nine months ended August 31, 2011 and 2010. The initial license fees and processing and storage royalties are reflected in licensee income in the accompanying consolidated statements of operations.

	<u>Three Months Ended August 31, 2011</u>			<u>Nine Months Ended August 31, 2011</u>		
	Process and		Total	Process and		Total
	License Fee	Storage Royalties		License Fee	Storage Royalties	
China	\$—	\$—	\$—	\$—	\$50,000	\$50,000
India	—	141,177	141,177	—	423,530	423,530
Mexico	—	177,747	177,747	—	453,015	453,015
Costa Rica	15,983	—	15,983	15,983	—	15,983
Germany	—	—	—	9,769	—	9,769
Nicaragua	—	—	—	10,000	—	10,000
<b>Total</b>	<b>\$15,983</b>	<b>\$318,924</b>	<b>\$334,907</b>	<b>\$35,752</b>	<b>\$926,545</b>	<b>\$962,297</b>

  

	<u>Three Months Ended August 31, 2010</u>			<u>Nine Months Ended August 31, 2010</u>		
	Process and		Total	Process and		Total
	License Fee	Storage Royalties		License Fee	Storage Royalties	
India	\$—	\$116,471	\$116,471	\$—	\$309,572	\$309,572
Mexico	—	212,903	212,903	—	638,702	638,702
Nicaragua	5,000	—	5,000	15,000	—	15,000
Pakistan	—	—	—	20,000	—	20,000
Venezuela	—	—	—	125,000	—	125,000
<b>Total</b>	<b>\$5,000</b>	<b>\$329,374</b>	<b>\$334,374</b>	<b>\$160,000</b>	<b>\$948,274</b>	<b>\$1,108,274</b>

## Legal Proceedings

**9 Months Ended  
Aug. 31, 2011**

[Legal Proceedings \[Abstract\]](#)

[Legal Proceedings](#)

### **Note 6 – Legal Proceedings**

On December 16, 2010, the Company filed an action in the Circuit Court in Pinellas County, Florida against Cord Blood America, Inc. ("CBAI") seeking an injunction against consummation of the proposed acquisition by CBAI of the assets of Cryo-Cell de Mexico, S.A. de C.V. ("CCMEX"), the Company's exclusive licensee in Mexico. The action is docketed at Civil No. 10-17412-CI-20. The Company believes that the proposed acquisition would violate its License Agreement with CCMEX. CBAI announced on December 8, 2010 that it had entered into a letter of intent for the proposed acquisition with CCMEX on December 3, 2010.

The Company also filed a motion for a temporary injunction. CBAI filed a motion to dismiss on the ground that CCMEX was an indispensable party to the action. After a hearing on January 14, 2011, the court granted the motion to dismiss, allowing the Company to join CCMEX to the action, and setting a hearing on February 25, 2011 on the Company's motion for an injunction. On January 20, 2011, the Company filed an amended complaint alleging tortious interference with a business relationship by CBAI, misappropriation of trade secrets and confidential information in violation of the Florida Uniform Trade Secrets Act by CBAI, dilution of trademark in violation of Florida Statute Section 495.151 by CBAI, common law unfair competition against CBAI, breach of license agreement by CCMEX and unfair and deceptive trade practices in violation of the Florida Unfair and Deceptive Trade Practices Act by CCMEX and CBAI. The amended complaint sought damages against CBAI and CCMEX and injunctive relief. After CCMEX was joined to the action, both defendants filed motions to dismiss, and the injunction hearing has been continued. On March 18, 2011, the court granted the motions to dismiss filed by CBAI and CCMEX. The court granted the motion for a rehearing filed by the Company. On September 7, 2011, the court granted the motions to dismiss filed by CBAI and CCMEX. The Company does not plan on filing an appeal.

In addition, from time to time the Company is subject to proceedings, lawsuits, contract disputes and other claims in the normal course of its business. The Company believes that the ultimate resolution of current matters should not have a material adverse effect on the Company's business, consolidated financial position or results of operations. It is possible, however, that there could be an unfavorable ultimate outcome for or resolution which could be material to the Company's results of operations for a particular quarterly reporting period. Litigation is inherently uncertain and there can be no assurance that the Company will prevail. On May 26, 2011, a complaint for monetary damages was served against the Company. The complaint did not specify the amount claimed, other than stating that it is more than \$75,000 which is the jurisdictional amount of the court the complaint was filed in. At this time, it is not possible for the Company to estimate the loss or the range of possible loss, due to the current early stage of the litigation, the meaningful legal uncertainties associated with the claim and the fact that the complaint did not specify the amount of damages sought. No amounts have been accrued as of August 31, 2011. The Company believes it has meritorious defenses to the claims and intends to vigorously defend itself, however, the ultimate resolution of this complaint is uncertain at this time. A trial has been scheduled for February 6, 2013.

**Consolidated Statements Of  
Cash Flows (USD \$)**

**9 Months Ended**  
**Aug. 31, 2011**      **Aug. 31,**  
**2010**

**Cash Flows from Operating Activities:**

<u>Net (loss) income</u>	\$		\$
	(1,971,568)	[1]	3,121,866 [1]

**Adjustments to reconcile net (loss) income to net cash provided by operating activities:**

<u>Depreciation and amortization expense</u>	428,540		437,126 [1]
<u>Loss on sale of property and equipment</u>	1,214		
<u>Compensatory element of stock options</u>	407,244		98,460 [1]
<u>Provision for doubtful accounts</u>	196,555		270,460 [1]
<u>Write-off of abandoned patents</u>	207,571		
<u>Equity in losses of affiliate</u>	92,214		62,111 [1]
<u>Deferred income tax benefit</u>			(1,788,241)[1]

**Changes in assets and liabilities:**

<u>Accounts receivable and advances</u>	(407,136)		(247,472) [1]
<u>Prepaid expenses and other current assets</u>	(238,930)		(38,811) [1]
<u>Deposits and other assets</u>	(134,604)		(54,219) [1]
<u>Accounts payable</u>	(178,052)		252,470 [1]
<u>Accrued expenses</u>	1,573,842		(413,932) [1]
<u>Deferred consulting obligation</u>	(80,255)		(74,836) [1]
<u>Deferred revenue</u>	563,106	[1]	78,303 [1]
<u>Net cash provided by operating activities</u>	459,741		1,703,285 [1]

**Cash flows from investing activities:**

<u>Restricted cash held in escrow</u>	(2,500,000)		
<u>Purchases of property and equipment</u>	(560,444)		(313,666) [1]
<u>Purchases of marketable securities and other investments</u>			(1,035,000)[1]
<u>Proceeds from sale of marketable securities and other investments</u>	130,000		863,000 [1]
<u>Investments in patents and trademarks</u>	(48,106)		(187,735) [1]
<u>Net cash used in investing activities</u>	(2,978,550)		(673,401) [1]

**Cash flows from financing activities:**

<u>Proceeds from the exercise of stock options</u>	22,762		
<u>Net cash provided by financing activities</u>	22,762		
<u>(Decrease) increase in cash and cash equivalents</u>	(2,496,047)		1,029,884 [1]
<u>Cash and cash equivalents - beginning of period</u>	8,369,537	[1]	6,850,765 [1]
<u>Cash and cash equivalents - end of period</u>	\$ 5,873,490		\$ 7,880,649 [1]

[1] See Note 7, Retrospective Adoption of New Accounting Principle

**Net (Loss) Income Per  
Common Share**

**9 Months Ended  
Aug. 31, 2011**

[Net \(Loss\) Income Per  
Common Share \[Abstract\]](#)

[Net \(Loss\) Income Per  
Common Share](#)

**Note 2 – Net (Loss) Income per Common Share**

The following table sets forth the calculation of basic and diluted net (loss) income per common share:

	Three Months Ended		Nine Months Ended	
	August 31, 2011	August 31, 2010	August 31, 2011	August 31, 2010
<b>Numerator:</b>				
Net (Loss) Income	<u>\$ (2,382,416)</u>	<u>\$2,363,521</u>	<u>\$ (1,971,568)</u>	<u>\$3,121,866</u>
<b>Denominator:</b>				
Weighted-average shares outstanding- basic	11,757,803	11,752,574	11,754,324	11,752,574
Dilutive common shares issuable upon exercise of stock options	<u>—</u>	<u>29,527</u>	<u>—</u>	<u>46,702</u>
Weighted-average shares-diluted	<u>11,757,803</u>	<u>11,782,101</u>	<u>11,754,324</u>	<u>11,799,276</u>
<b>Net (loss) income per common share:</b>				
Basic	<u>(\$ .20 )</u>	<u>\$ .20</u>	<u>(\$ .17 )</u>	<u>\$ .27</u>
Diluted	<u>(\$ .20 )</u>	<u>\$ .20</u>	<u>(\$ .17 )</u>	<u>\$ .26</u>

The Company excluded the effect of all outstanding options from the computation of earnings per share for the three and nine months ended August 31, 2011, as the effect of potentially dilutive shares would be anti-dilutive. The Company excluded the effect of 673,589 and 650,255 outstanding stock options for the three and nine months ended August 31, 2010 from the computation of diluted earnings per share, as the effect of potentially dilutive shares would be anti-dilutive.

**Consolidated Balance Sheets**  
**(USD \$)**

**Aug. 31, 2011    Nov. 30, 2010**

**ASSETS**

<u>Cash and cash equivalents</u>	\$ 5,873,490	\$ 8,369,537	[1]
<u>Restricted cash</u>	2,700,000	200,000	[1]
<u>Marketable securities and other investments</u>	1,002,000	1,132,000	[1]
<u>Accounts receivable and advances (net of allowance for doubtful accounts of \$1,062,040 and \$783,354, respectively)</u>	2,566,860	2,356,279	[1]
<u>Deferred tax assets</u>	173,241	173,241	[1]
<u>Prepaid expenses and other current assets</u>	886,440	647,510	[1]
<u>Total current assets</u>	13,202,031	12,878,567	[1]
<u>Property and Equipment-net</u>	2,384,534	2,222,168	[1]
<b><u>Other Assets</u></b>			
<u>Marketable securities and other investments</u>	6,404	6,404	[1]
<u>Investment in Saneron CCEL Therapeutics, Inc.</u>	684,000	684,000	[1]
<u>Deposits and other assets, net</u>	699,743	756,280	[1]
<u>Deferred tax assets, less current portion</u>	1,615,000	1,615,000	[1]
<u>Total other assets</u>	3,005,147	3,061,684	[1]
<u>Total assets</u>	18,591,712	18,162,419	[1]
<b><u>LIABILITIES AND STOCKHOLDERS' DEFICIT</u></b>			
<u>Accounts payable</u>	875,134	1,053,186	[1]
<u>Accrued expenses</u>	3,195,063	1,621,221	[1]
<u>Deferred revenue</u>	5,657,897	5,472,332	[1]
<u>Total current liabilities</u>	9,728,094	8,146,739	[1]
<b><u>Other Liabilities</u></b>			
<u>Deferred revenue, net of current portion</u>	7,392,659	7,015,118	[1]
<u>Long-term liability-revenue sharing agreements</u>	3,750,000	3,750,000	[1]
<u>Deferred consulting obligation</u>	102,800	183,055	[1]
<u>Total other liabilities</u>	11,245,459	10,948,173	[1]
<u>Commitments and Contingencies</u>			[1]
<b><u>Stockholders' Deficit</u></b>			
<u>Preferred stock (\$.01 par value, 500,000 authorized and none issued)</u>			[1]
<u>Common stock (\$.01 par value, 20,000,000 authorized; 11,764,325 as of August 31, 2011 and 11,752,574 as of November 30, 2010 issued and outstanding)</u>	117,643	117,526	[1]
<u>Additional paid-in capital</u>	25,330,694	24,808,591	[1]
<u>Accumulated deficit</u>	(27,251,588)	(25,280,020)	[1]
<u>Treasury stock, at cost</u>	(484,535)	(484,535)	[1]
<u>Accumulated other comprehensive loss</u>	(94,055)	(94,055)	[1]

<u>Total stockholders' deficit</u>	(2,381,841)	(932,493)	[1]
<u>Total liabilities and stockholders' deficit</u>	\$	\$	[1]
	18,591,712	18,162,419	

[1] See Note 7, Retrospective Adoption of New Accounting Principle