CONSOLIDATED FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REVIEW REPORT

September 30, 2020



### Independent Auditor's Review Report

Board of Directors Costar Technologies, Inc. Coppell, Texas

We have reviewed the consolidated financial statements of Costar Technologies, Inc. and its subsidiaries (collectively, the Company), which comprise the consolidated balance sheet as of September 30, 2020, and the related consolidated statements of operations, changes in stockholders' equity and cash flows for the three-month and nine-month periods ended September 30, 2020 and 2019.

### Management's Responsibility

Management is responsible for the preparation and fair presentation of the financial information in accordance with accounting principles generally accepted in the United States of America; this responsibility includes the design, implementation and maintenance of internal control sufficient to provide a reasonable basis for the preparation and fair presentation of interim financial information in accordance with the applicable financial reporting framework.

### Auditor's Responsibility

Our responsibility is to conduct our review in accordance with auditing standards generally accepted in the United States of America applicable to reviews of interim financial information. A review of interim financial information consists principally of applying analytical procedures and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with auditing standards generally accepted in the United States of America, the objective of which is the expression of an opinion regarding the financial information. Accordingly, we do not express such an opinion.

### Conclusion

Based on our review, we are not aware of any material modifications that should be made to the financial information referred to above for it to be in accordance with accounting principles generally accepted in the United States of America.



Board of Directors Costar Technologies, Inc. Page 2

### Report on Consolidated Balance Sheet as of December 31, 2019

We have previously audited, in accordance with auditing standards generally accepted in the United States of America, the consolidated balance sheet as of December 31, 2019, and the related consolidated statements of operations, changes in stockholders' equity and cash flows for the year then ended (not presented herein); and we expressed an unmodified audit opinion on those audited consolidated financial statements in our report dated March 30, 2020. In our opinion, the accompanying consolidated balance sheet of the Company as of December 31, 2019, is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

### **Emphasis of Matter**

The accompanying financial statements have been prepared assuming the Company will continue as a going concern. As discussed in *Note 2*, the Company was not in compliance with its debt covenants at September 30, 2020 and is currently working with its lender to obtain a waiver and modified or new debt agreement, which raises substantial doubt about its ability to continue as a going concern. Management's plans in regard to these matters are also described in *Note 2*. The financial statements do not include any adjustments that might result from the outcome of this uncertainty. Our opinion is not modified with respect to this matter.

BKD,LIP

Dallas, Texas November 13, 2020

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#### CONSOLIDATED BALANCE SHEETS (AMOUNTS SHOWN IN THOUSANDS)

|   | Septer | nber 30, 2020    | Decen | nber 31, 2019     |
|---|--------|------------------|-------|-------------------|
|   | -      | Reviewed)        |       | (Audited)         |
| ASSETS  |        |                  |       |                   |
| Current assets  |        |                  |       |                   |
| Cash and cash equivalents   | \$     | 1                | \$    | 1                 |
| Accounts receivable, less allowance for doubtful accounts                 |        |                  |       |                   |
| of \$249 and \$396, respectively  |        | 9,467            |       | 9,056             |
| Inventories   |        | 15,974           |       | 20,196            |
| Prepaid expenses and other current assets                                 |        | 2,286            |       | 2,295             |
| Total current assets  |        | 27,728           |       | 31,548            |
| Non-current assets  |        |                  |       |                   |
| Property and equipment, net   |        | 645              |       | 910               |
| Deferred financing costs, net   |        | 30               |       | 59                |
| Deferred tax asset, net   |        |                  |       | 4,514             |
| Intangible assets, net  |        | 6,730            |       | 7,683             |
| Goodwill  |        | 5,574            |       | 6,513             |
| Right of use assets   |        | 2,426            |       | 3,131             |
| Other non-current assets  |        | 149              |       | 149               |
| Total non-current assets  |        | 15,554           |       | 22,959            |
| Total assets  | \$     | 43,282           | \$    | 54,507            |
| LIABILITIES AND STOCKHOLDERS' EQUITY                                      |        |                  |       |                   |
| Current liabilities   |        |                  |       |                   |
| Accounts payable  | \$     | 4,362            | \$    | 5,639             |
| Accrued expenses and other  | Ψ      | 6,473            | Ψ     | 5,879             |
| Line of credit  |        | 14,030           |       | 15,953            |
| Current maturities of long-term debt, net of unamortized                  |        | .,               |       | ,                 |
| financing fees  |        | 3,789            |       | 781               |
| Contingent purchase price   |        | 498              |       | 1,490             |
| Current maturities of notes payable, unrelated party                      |        |                  |       | 583               |
| Current maturities of lease liabilities                                   |        | 1,035            |       | 990               |
| Total current liabilities   |        | 30,187           |       | 31,315            |
| Long-Term liabilities   |        |                  |       |                   |
| Long-term debt, net of current maturities and                             |        |                  |       |                   |
| unamortized financing fees  |        |                  |       | 3,592             |
| Payroll Protection Program loan   |        | 3,025            |       |                   |
| Deferred tax liability  |        | 100              |       | 0.000             |
| Non-current maturities of lease liabilities                               |        | 1,607            |       | 2,389             |
| Total long-term liabilities<br>Total liabilities                          |        | 4,732<br>34,919  |       | 5,981<br>37,296   |
|   |        | 54,919           |       | 57,290            |
| Stockholders' Equity  |        |                  |       |                   |
| Preferred stock   |        |                  |       |                   |
| Common stock  |        | 3                |       | 3                 |
| Additional paid-in capital  |        | 157,613          |       | 157,478           |
| Accumulated deficit   |        | (144,732)        |       | (135,749)         |
| Less common stock held in treasury, at cost<br>Total stockholders' equity |        | (4,521)<br>8,363 |       | (4,521)<br>17,211 |
|   | ¢      |                  | ¢     |                   |
| Total liabilities and stockholders' equity                                | φ      | 43,282           | \$    | 54,507            |

#### CONSOLIDATED STATEMENTS OF OPERATIONS (AMOUNTS SHOWN IN THOUSANDS, EXCEPT NET INCOME PER SHARE)

|  | Th | ree Months Er     | nded Se |                   | N  | ine Months En     | ded Sep |                   |
|--|----|-------------------|---------|-------------------|----|-------------------|---------|-------------------|
|  | (  | 2020<br>Reviewed) | (       | 2019<br>Reviewed) | (  | 2020<br>Reviewed) | (       | 2019<br>Reviewed) |
| Net revenues<br>Cost of revenues                             | \$ | 15,727<br>12,917  | \$      | 17,774<br>10,054  | \$ | 47,395<br>32,449  | \$      | 52,588<br>31,527  |
| Gross profit   |    | 2,810             |         | 7,720             |    | 14,946            |         | 21,061            |
| Selling, general and administrative expenses                 |    | 4,065             |         | 4,821             |    | 13,448            |         | 17,358            |
| Engineering and development expense                          |    | 997               |         | 1,462             |    | 3,552             |         | 4,411             |
| Restructuring costs  |    |                   |         |                   |    | 635               |         |                   |
| Impairment loss  |    | 939               |         |                   |    | 939               |         |                   |
| Income (Icco) from energiane                                 |    | 6,001             |         | 6,283             |    | 18,574            |         | 21,769            |
| Income (loss) from operations                                |    | (3,191)           |         | 1,437             |    | (3,628)           |         | (708)             |
| Other expenses<br>Interest expense<br>Other income, net      |    | (205)             |         | (350)<br>8        |    | (703)<br>1        |         | (1,006)<br>9      |
| Total other expenses, net                                    |    | (205)             |         | (342)             |    | (702)             |         | (997)             |
| Income (loss) before taxes<br>Income tax provision (benefit) |    | (3,396)<br>4,896  |         | 1,095<br>255      |    | (4,330)<br>4,653  |         | (1,705)<br>(474)  |
| Net income (loss)  | \$ | (8,292)           | \$      | 840               | \$ | (8,983)           | \$      | (1,231)           |
| <u>Net income (loss) per share:</u><br>Basic                 | \$ | (5.17)            | \$      | 0.53              | \$ | (5.63)            | \$      | (0.78)            |
| Diluted  | \$ | (5.17)            | \$      | 0.51              | \$ | (5.63)            | \$      | (0.78)            |
| <u>Weighted average shares outstanding:</u><br>Basic         |    | 1,603             |         | 1,597             |    | 1,596             |         | 1,576             |
| Diluted  |    | 1,603             |         | 1,633             |    | 1,596             |         | 1,576             |

# CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY (AMOUNTS SHOWN IN THOUSANDS)

For the Nine Months Ended September 30, 2020 and 2019

| _   | Common Stock |     | Additional<br>Paid-In Accumulated |            |    | ry Stock  | Total<br>Stockholders' |            |    |         |
|---|--------------|-----|-----------------------------------|------------|----|-----------|------------------------|------------|----|---------|
| -   | Shares       | Amo | ount                              | Capital    |    | Deficit   | Shares                 | Amount     |    | Equity  |
| Balances at December 31, 2018 (audited)   | 1,777        | \$  | 3                                 | \$ 157,029 | \$ | (133,051) | 226                    | \$ (4,521) | \$ | 19,460  |
| Net loss                                  |              |     |                                   |            |    | (1,231)   |                        |            |    | (1,231) |
| Exercise of stock options                 | 19           |     |                                   | 37         |    |           |                        |            |    | 37      |
| Stock based compensation                  | 30           |     |                                   | 297        |    |           |                        |            |    | 297     |
| Balances at September 30, 2019 (reviewed) | 1,826        | \$  | 3                                 | \$ 157,363 | \$ | (134,282) | 226                    | \$ (4,521) | \$ | 18,563  |
| Balances at December 31, 2019 (audited)   | 1,810        | \$  | 3                                 | \$ 157,478 | \$ | (135,749) | 226                    | \$ (4,521) | \$ | 17,211  |
| Net loss                                  |              |     |                                   |            |    | (8,983)   |                        |            |    | (8,983) |
| Exercise of stock options                 | 15           |     |                                   | 23         |    |           |                        |            |    | 23      |
| Stock based compensation                  | 4            |     |                                   | 112        |    |           |                        |            |    | 112     |
| Balances at September 30, 2020 (reviewed) | 1,829        | \$  | 3                                 | \$ 157,613 | \$ | (144,732) | 226                    | \$ (4,521) | \$ | 8,363   |

See notes to consolidated financial statements.

# CONSOLIDATED STATEMENTS OF CASH FLOWS (AMOUNTS SHOWN IN THOUSANDS)

| For the Nine Months Ended September 30,                             |          | 2020      |         | 2019      |
|---|----------|-----------|---------|-----------|
|   | (F       | Reviewed) | (F      | Reviewed) |
| Cash flows from operating activities                                |          |           |         |           |
| Net loss  | \$       | (8,983)   | \$      | (1,231)   |
| Adjustments to reconcile net loss to net cash provided by (used in) |          |           |         |           |
| operating activities:   |          |           |         |           |
| Loss on asset disposal  |          |           |         | 2         |
| Stock based compensation  |          | 112       |         | 297       |
| Depreciation and amortization                                       |          | 1,299     |         | 1,306     |
| Amortization of deferred financing costs                            |          | 36        |         | 42        |
| Amortization of right of use assets                                 |          | 705       |         | 624       |
| Provision for doubtful accounts                                     |          | (147)     |         | (289)     |
| Goodwill impairment loss  |          | 939       |         | <b>`</b>  |
| Deferred tax expense  |          | 4,614     |         |           |
| Changes in operating assets and liabilities                         |          | .,        |         |           |
| Accounts receivable, net  |          | (264)     |         | 372       |
| Inventories, net  |          | 4,222     |         | 93        |
| Prepaid expenses and other current assets                           |          | 9         |         | (1,042)   |
| Other non-current assets  |          | 5         |         | (1,042)   |
| Accounts payable  |          | (1,277)   |         | (901)     |
| Lease liabilities   |          | (737)     |         | (624)     |
| Accrued expenses and other  |          | 594       |         | (024)     |
|   |          |           |         | ,         |
| Net cash provided by (used in) operating activities                 |          | 1,122     |         | (1,440)   |
| Cash flows from investing activities                                |          |           |         |           |
| Purchase of property and equipment                                  |          | (81)      |         | (413)     |
| Net cash used in investing activities                               |          | (81)      |         | (413)     |
| Cash flows from financing activities                                |          |           |         |           |
| Payment of purchase price earnout                                   |          | (992)     |         | (1,048    |
| Proceeds from (repayment of) line of credit                         |          | (1,923)   |         | 3,034     |
| Proceeds from PPP loan  |          | 3,025     |         |           |
| Payment of long-term debt   |          | (591)     |         | (592)     |
| Payment of notes payable, related party                             |          | ()        |         | (599)     |
| Exercise of stock options   |          | 23        |         | 37        |
| Proceeds from (repayment of) notes payable, unrelated party         |          | (583)     |         | 833       |
| Net cash provided by (used in) financing activities                 |          | (1,041)   |         | 1,665     |
| Net change in cash and cash equivalents                             |          |           |         | (188      |
| Cash and cash equivalents, beginning of period                      |          | 1         |         | 189       |
|   | <u>^</u> |           | <b></b> |           |
| Cash and cash equivalents, end of period                            | \$       | 1         | \$      | 1         |
| Supplemental disclosure of cash flow information:                   |          |           |         |           |
| Cash paid during the period for interest                            | \$       | 710       | \$      | 942       |
| Cash paid during the period for taxes                               | \$       | 94        | \$      | 143       |

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 1. Nature of Operations

Costar Technologies, Inc. ("Costar Technologies") was incorporated in the State of Delaware in February 1997 under the name "Fairmarket, Inc.". Costar Technologies, and its wholly owned subsidiaries, Costar Video Systems, LLC ("Costar") and its wholly owned subsidiaries Innotech Security, Inc. ("Innotech") and Arecont Vision Costar, LLC ("Arecont Vision"), LQ Corporation ("LQ") and CohuHD Costar, LLC ("CohuHD Costar") (collectively the "Company"), develops, designs and distributes a range of security solution products such as surveillance cameras, lenses, digital video recorders, high speed domes and industrial vision products. CohuHD Costar is a leading provider of video cameras and related products, specializing in IP video solutions for traffic monitoring, security, surveillance and military applications; and accessories, such as cables, camera mounts, lenses and data storage devices.

#### 2. Summary of Significant Accounting Policies

#### Basis of Presentation

The accompanying consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP") and include the accounts of Costar Technologies and its wholly owned subsidiaries. All material intercompany transactions have been eliminated in consolidation.

These consolidated financial statements were approved by management and available for issuance on November 13, 2020. Subsequent events have been evaluated through this date.

#### Going Concern

The Company's financial statements for the third quarter ended September 30, 2020 have been prepared on a going concern basis. The Company was not in compliance with its debt covenants at September 30, 2020 and is currently working with its lender to obtain a waiver and modified or new debt agreement. As of the issuance date the waiver and modified or new agreement have not been obtained. In addition, economic uncertainties have arisen which have negatively affected the financial position of the Company as a result of COVID-19. The duration of these uncertainties and ultimate financial effects cannot be reasonably estimated at this time. The Company's ability to continue as a going concern is dependent upon its ability to reach a revised agreement with its existing lender or secure other sources of financing and attain profitable operations.

#### Reclassifications

Certain reclassifications have been made to the 2019 consolidated financial statements to conform to the 2020 consolidated financial statement presentation. These reclassifications had no effect on net earnings.

#### Commitments and Contingencies

The Company records and/or discloses commitments and contingencies in accordance with ASC 450, Contingencies. ASC 450 applies to an existing condition, situation, or set of circumstances involving uncertainty as to possible loss that will ultimately be resolved when one or more future events occur or fail to occur. At this time there are no matters that are expected to have an adverse, material effect on the consolidated financial statements.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 2. Summary of Significant Accounting Policies (continued)

#### Use of Estimates

The preparation of consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### Cash and Cash Equivalents

The Company considers all highly liquid debt instruments with original maturities of three months or less to be cash equivalents. As of September 30, 2020 and December 31, 2019, the Company had \$1 in cash and cash equivalents.

#### Accounts Receivable and Allowance for Doubtful Accounts

Accounts receivable are uncollateralized customer obligations recorded at net realizable values. The Company maintains an allowance for estimated losses resulting from the failure of customers to make required payments and for anticipated returns. The allowance is based on specific facts and circumstances surrounding individual customers as well as historical experience. Provisions for losses on receivables and returns are charged to income to maintain the allowance at a level considered adequate to cover losses and future returns. Receivables are charged off against the reserve when they are deemed uncollectible and returns are charged off against the reserve when the actual returns are incurred.

#### Inventories

Inventories are recorded on the first in first out basis and are stated at the lower of average cost or net realizable value. A provision is made to reduce excess or obsolete inventories to their net realizable value. Inventories at September 30, 2020 and December 31, 2019 were comprised of the following:

|                                  | Septer | nber 30, 2020 | Decem | ber 31, 2019 |
|----------------------------------|--------|---------------|-------|--------------|
| Parts, components, and materials | \$     | 4,819         | \$    | 4,411        |
| Work-in-process                  |        | 1             |       | 3            |
| Finished products                |        | 11,154        |       | 15,782       |
| Total Inventory                  | \$     | 15,974        | \$    | 20,196       |

#### Property and Equipment

Property and equipment are stated at cost less accumulated depreciation and amortization. Depreciation and amortization are computed using the straight-line method over estimated useful lives as follows:

| Computer hardware and software                        | 3 years                                    |
|---|--|
| Furniture and fixtures and demo and network equipment | 3 - 5 years                                |
| Leasehold improvements                                | Shorter of lease term or asset useful life |

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 2. Summary of Significant Accounting Policies (continued)

#### Long-Lived Assets

In accordance with GAAP, intangible assets with indefinite lives are not amortized, but instead tested for impairment. Intangible assets are reviewed for impairment at least annually or whenever events or changes in circumstances indicate the carrying value of the assets may not be recoverable. Impairment losses are recognized if the fair value of the intangible asset is less than its carrying value.

Property and equipment and intangible assets with finite lives are amortized over their estimated useful lives. These assets are reviewed for impairment, at the asset group level, whenever events or changes in circumstances indicate that the carrying amounts of the assets may not be recoverable. A loss is recognized in the consolidated statements of operations if it is determined that an impairment exists based on expected future undiscounted cash flows. The amount of the impairment is the excess of the carrying amount of the impairment is fair value.

#### Goodwill

Goodwill is tested annually for impairment, or sooner when circumstances indicate an impairment may exist. The Company has elected to first perform a qualitative assessment, based on the entity's events and circumstances, to determine whether it is more likely than not that the fair value of a reporting unit is less than its carrying amount. The results of this qualitative assessment determine whether it is necessary to perform an impairment test. During the three month period ending September 30, 2020 the Company performed step one of the impairment test to estimate fair value for CohuHD Costar and Arecont Vision Costar as a result of multi-year declining revenues and profitability and budgetary shortfalls. The income and market approaches were utilized to determine the fair value of the Reporting Unit based on the prices of comparable businesses and the present value of free cash flows that the business is projected to produce. The fair value of CohuHD exceeded its carrying value and no impairment was recognized. Arecont Vision Costar goodwill was determined to be impaired and an impairment loss of \$938 was recognized in the three month period ended September 30, 2020. There were no impairments recognized during the nine month period ended September 30, 2019, and the year ended December 31, 2019.

#### Fair Value Measurements

The Company follows the guidance from FASB ASC 820, Fair Value Measurements and Disclosures, which defines fair value, establishes guidelines for measuring fair value and expands disclosures regarding fair value measurements. The Company applies fair value accounting for all financial assets and liabilities and non-financial assets and liabilities that are recognized or disclosed at fair value in the financial statements on a recurring basis. The Company defines fair value as the price that would be received from selling an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. When determining the fair value measurements for assets and liabilities, which are required to be recorded at fair value, the Company considers the principal or most advantageous market in which the Company would transact and the market-based risk measurements or assumptions that market participants would use in pricing the asset or liability, such as inherent risk, transfer restrictions and credit risk.

#### Revenue Recognition

Revenue is measured as the amount of consideration the Company expects to receive in exchange for transferring distinct goods or providing services to customers. The Company's revenue consists substantially of product sales and is reported net of sales discounts, rebates, incentives, returns and other allowances offered to customers. The Company recognizes revenue when performance obligations under the terms of contracts with its customers are satisfied, which occurs when control passes to a customer to enable them to direct the use and obtain benefit from the product.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 2. Summary of Significant Accounting Policies (continued)

#### Revenue Recognition (continued)

The Company ships and invoices its sales in accordance with signed purchase orders. The satisfaction of the Company's performance obligation is based upon transfer of control over a product to a customer, which results in sales being recognized upon shipment, in accordance with signed purchase orders, rather than upon delivery for the majority of the Company's sales. Any software imbedded in the products sold is considered incidental to the product being sold.

Some of the Company's sales are sold with a right of return and the Company may provide other credits or incentives, which are accounted for as variable consideration when estimating the amount of revenue to recognize. We have elected to apply the portfolio practical expedient. We estimate the variable consideration using the expected value method when calculating the returns reserve because the difference in applying it to the individual contract would not differ materially. Returns are estimated based on historical experience and are required to be established and presented at the gross sales value with an asset established for the estimated value of the merchandise returned separate from the refund liability. At September 30, 2020 and December 31, 2019 liabilities for return allowances of \$1,241 and \$1,405 are included in accrued expenses and other current liabilities and \$824 and \$805 for the estimated value of the merchandise to be returned is included in prepaid expenses and other current liabilities and shares to be returned is included in prepaid expenses and other current assets on the Consolidated Balance Sheets, respectively.

Revenue includes certain shipping and handling costs. Shipping and handling costs associated with outbound freight after control over a product has transferred to a customer are accounted for as a fulfillment cost and are included in cost of goods sold.

The Company offers standard net 30 payment terms, but occasionally offers extended terms. The Company provides an assurance-type warranty that guarantees its product complies with agreed-upon specifications. This requires the Company to remedy deficiencies in quality or performance of our products over a specified period of time, generally twelve to thirty-six months, at no cost to our customers. Warranty liabilities are established at the time the revenue is recognized at levels that represent our estimate of the costs that will be incurred to fulfill those warranty requirements. In addition, the Company maintains reserves for returns and post-invoice sales discounts. Provisions for estimated losses on sales or related receivables are recorded when identified.

Applying the practical expedient, the Company recognizes incremental costs of obtaining contracts as an expense when incurred when the amortization period of the assets that otherwise would have been recognized is one year of less.

#### **Product Warranties**

The Company provides limited warranties on certain products for periods up to three years. The Company records an accrued liability and expense for estimated future warranty claims based upon historical experience and management's estimate of the level of future claims. Changes in the estimated amounts recognized in prior years are recorded as an adjustment to the accrued liability and expense in the current year. As of September 30, 2020 and December 31, 2019, the accrued warranty liability was approximately \$2,028 and \$2,411, respectively, and is included in accrued expense and other in the accompanying balance sheets.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 2. Summary of Significant Accounting Policies (continued)

#### Leases

At contract inception the Company determines if an arrangement is a lease. Operating leases are included in right of use assets and current maturities of lease liabilities and non-current maturities of lease liabilities in the Consolidated Balance Sheets. Financing leases are included in property and equipment, net and other current and non-current liabilities in the Consolidated Balance Sheets. The gross amount of balances recorded related to finance leases was immaterial as of September 30, 2020 and December 31, 2019. Operating lease expense is recognized on a straight-line basis over the lease term.

Operating lease assets and liabilities are recognized at the commencement date, based on the present value of the future minimum lease payments. A certain number of these leases contain rent escalation clauses that are factored into the Company's determination of lease payments. As the Company's leases do not provide an implicit rate, the Company uses its incremental borrowing rate based on the information available at the lease commencement date to discount payments to the present value. Most operating leases contain renewal options. The exercise of these options is at the Company's discretion. Lease terms include options to extend when it is reasonably certain the Company will exercise that option.

#### **Recent Accounting Pronouncements**

In January 2017, the FASB issued Accounting Standards Update No. 2017-04 (ASU 2017-04): Intangibles – Goodwill and Other, which eliminates step two from the annual goodwill impairment test. ASU 2017-04 is effective in fiscal years beginning after December 15, 2021. The Company adopted ASU 2017-04 during the nine month period ended September 30, 2020.

In August 2016, the FASB issued Accounting Standards Update No. 2016-15 (ASU 2016-15): Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments, a consensus of the Emerging Issues Task Force. ASU 2016-15 provides guidance on how certain transactions are classified in the statement of cash flows. ASU 2016-15 clarifies the classification of debt prepayment or debt extinguishment costs, settlement of zero-coupon debt instruments, contingent consideration payments subsequent to a business combination, proceeds from the settlement of insurance claims, proceeds from the settlement of corporate and bank-owned life insurance policies, distributions received from equity method investments, beneficial interests in securitization transactions and separately identifiable cash flows and application of the predominance principle in the statement of cash flows. ASU 2016-15 requires retrospective application and is effective for financial statements issued for fiscal years beginning after December 15, 2018 and interim periods within fiscal years beginning after December 15, 2018 and interim periods within fiscal years beginning after December 15, 2019, with early adoption permitted. The Company adopted ASU 2016-15 during the nine month period ended September 30, 2020, which did not have a material impact on the consolidated financial statements.

#### Research and Development

Expenditures for research, development and engineering of software and hardware products, that are included in engineering expenses in the consolidated statements of operations, are expensed as incurred.

#### **Restructuring Costs**

In the second quarter of 2020 the Company implemented a cost reduction plan and incurred restructuring charges of \$635, primarily resulting from severance costs incurred due to a reduction in workforce.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 2. Summary of Significant Accounting Policies (continued)

Stock Based Compensation (per share amounts shown in whole numbers)

The Company complies with the accounting and reporting requirements of the Accounting for Stock Based Compensation guidelines which require companies to record compensation expense for share-based awards issued to employees in exchange for services provided. The amount of the compensation expense is based on the estimated fair value of the awards on their grant dates and is generally recognized over the applicable vesting period.

The fair value of stock options is determined using an option-pricing model that takes into account the stock price at the grant date, the exercise price, the expected life of the option, the volatility of the underlying stock, expected dividends, and the risk free interest rate over the expected life of the option.

During the nine month periods ended September 30, 2020 and 2019 the Company recognized \$112 and \$297 in stock based compensation expense in its consolidated financial statements relating to the issuance of stock options and stock awards, respectively (See Note 10).

The fair value of the stock options granted during the nine month period ended September 30, 2019 was estimated on the date of grant using the Black-Scholes valuation model based on the following assumptions:

|  | Nine Months Ended  |
|--|--------------------|
|  | September 30, 2019 |
| Expected dividend yield                        | 0.00%              |
| Expected stock price volatility                | 64.25% - 65.72%    |
| Risk-free interest rate                        | 1.49% - 2.67%      |
| Expected life                                  | 10 years           |
| Weighted-average fair value of options granted | \$6.68 - \$7.59    |

No options were grated during the nine month period ended September 30, 2020.

#### Basic and Diluted Net Income (Loss) per Share (per share amounts shown in whole numbers)

Basic income (loss) per share is computed by dividing income (loss) attributable to common shareholders by the weighted average number of common shares outstanding for the period. Diluted income (loss) per share reflects the dilution of common stock equivalents, such as options, to the extent the impact is dilutive. As the Company incurred a net loss for the three month period ended September 30, 2020 and the nine month periods ended September 30, 2020 and September 30, 2019, potentially dilutive securities have been excluded from the diluted net loss per share computation as their effect would be anti-dilutive.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 2. Summary of Significant Accounting Policies (continued)

Basic and Diluted Net Income (Loss) per Share (per share amounts shown in whole numbers) (continued)

The following table reconciles the number of shares utilized in the net loss per share calculations for the three and nine month periods ended September 30, 2020 and 2019:

|   | Thre | e Months End | led Se | ptember 30, | Nine Months Ended September |         |      |         |  |  |
|---|------|--------------|--------|-------------|-----------------------------|---------|------|---------|--|--|
|   |      | 2020         |        | 2019        |                             | 2020    | 2019 |         |  |  |
| Net income (loss)                             | \$   | (8,292)      | \$     | 840         | \$                          | (8,983) | \$   | (1,231) |  |  |
| Shares  |      |              |        |             |                             |         |      |         |  |  |
| Weighted average shares outstanding - basic   |      | 1,603        |        | 1,597       |                             | 1,596   |      | 1,576   |  |  |
| Weighted average dilutive share equivalents   |      |              |        |             |                             |         |      |         |  |  |
| from stock options                            |      |              |        | 36          |                             |         |      |         |  |  |
| Weighted average shares outstanding - diluted |      | 1,603        |        | 1,633       |                             | 1,596   |      | 1,576   |  |  |
| Net income (loss) per share - basic           | \$   | (5.17)       | \$     | 0.53        | \$                          | (5.63)  | \$   | (0.78)  |  |  |
| Net income (loss) per share - diluted         | \$   | (5.17)       | \$     | 0.51        | \$                          | (5.63)  | \$   | (0.78)  |  |  |

#### Income Taxes

The Company complies with GAAP which requires an asset and liability approach to financial reporting for income taxes. Deferred income tax assets and liabilities are computed for differences between the consolidated financial statement and tax basis of assets and liabilities that will result in future taxable or deductible amounts, based on enacted tax laws and rates applicable to the periods in which the differences are expected to affect taxable income. Valuation allowances are established, when necessary, to reduce deferred income tax assets to the amount expected to be realized.

The determination of the Company's provision for income taxes requires significant judgment, the use of estimates, and the interpretation and application of complex tax laws. Significant judgment is required in assessing the timing and amounts of deductible and taxable items and the probability of sustaining uncertain tax positions. The benefits of uncertain tax positions are recorded in the Company's consolidated financial statements only after determining a more-likely-than-not probability that the uncertain tax positions will withstand challenge, if any, from tax authorities. When facts and circumstances change, the Company reassesses these probabilities and records any changes in the consolidated financial statements as appropriate.

In accordance with GAAP, the Company is required to determine whether a tax position is more likely than not to be sustained upon examination by the applicable taxing authority, including resolution of any related appeals or litigation processes, based on the technical merits of the position. The Company files an income tax return in the U.S. federal jurisdiction, and may file income tax returns in various U.S. states and foreign jurisdictions. The tax benefit recognized is measured as the largest amount of benefit that has a greater than fifty percent likelihood of being realized upon ultimate settlement. De-recognition of a tax benefit previously recognized results in the Company recording a tax liability that increases the accumulated deficit. Generally, the Company is no longer subject to income tax examination by major taxing authorities for the years before 2016.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 2. Summary of Significant Accounting Policies (continued)

#### **Operating Segments**

Operating segments are defined as components of an enterprise for which separate financial information is available and evaluated regularly by the chief operating decision maker, or decision-making group, in deciding how to allocate resources and in assessing performance. The Company recognizes three reportable segments: "Costar Video Systems," "CohuHD Costar" and "Other."

#### 3. Segment Information

Our business segments offer a variety of products (See Note 1) and are managed separately as each business requires different technology and marketing strategies. Our reportable segments are Costar Video Systems (which includes Innotech and Arecont Vision Costar), CohuHD Costar and Other. Costar Video Systems' products and services are largely used in retail security applications whereas CohuHD Costar's products are more focused on transportation, border security and other government applications. The Other segment encompasses the Company's costs associated with income taxes, company-wide financing (including interest expense), executive compensation and other corporate expenses.

Revenues and net income (loss) by reportable segment for the three and nine month periods ending September 30, 2020 and 2019 are as follows:

|                      | Three Months Ended September 30, |    |         |    | Nine Months End | ded Se | ptember 30, |
|----------------------|----------------------------------|----|---------|----|-----------------|--------|-------------|
|                      | 2020                             |    | 2019    |    | 2020            |        | 2019        |
| Revenues             |                                  |    |         |    |                 |        |             |
| Costar Video Systems | \$<br>11,838                     | \$ | 13,766  | \$ | 33,972          | \$     | 39,967      |
| CohuHD Costar        | 3,889                            |    | 4,008   |    | 13,423          |        | 12,621      |
|                      | \$<br>15,727                     | \$ | 17,774  | \$ | 47,395          | \$     | 52,588      |
| Net Income (Loss)    |                                  |    |         |    |                 |        |             |
| Costar Video Systems | \$<br>(1,960)                    | \$ | 2,211   | \$ | (1,745)         | \$     | 1,941       |
| CohuHD Costar        | (649)                            |    | (244)   |    | 87              |        | (878)       |
| Other                | (5,683)                          |    | (1,127) |    | (7,325)         |        | (2,294)     |
|                      | \$<br>(8,292)                    | \$ | 840     | \$ | (8,983)         | \$     | (1,231)     |

Intercompany sales between the CohuHD Costar and Costar Video Systems operating segments totaled \$335 and \$13 for the three month periods ending September 30, 2020 and 2019, and \$572 and \$74 for the nine month periods ending September 30, 2020 and 2019, respectively, and have been eliminated upon consolidation.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 3. Segment Information (continued)

The following table reflects depreciation and amortization expense by business segment for the three and nine month periods ending September 30, 2020 and 2019:

|                      |    | Three Months Ended September 30, |    |      | Nine Months End | led | d September 30, |  |  |
|----------------------|----|----------------------------------|----|------|-----------------|-----|-----------------|--|--|
|                      | _  | 2020                             |    | 2019 | <br>2020        | _   | 2019            |  |  |
| Depreciation         |    |                                  |    |      |                 |     |                 |  |  |
| Costar Video Systems | \$ | 74                               | \$ | 67   | \$<br>217       | \$  | 166             |  |  |
| CohuHD Costar        |    | 41                               |    | 51   | 129             |     | 169             |  |  |
|                      | \$ | 115                              | \$ | 118  | \$<br>346       | \$  | 335             |  |  |
| Amortization         |    |                                  |    |      |                 |     |                 |  |  |
| Costar Video Systems | \$ | 240                              | \$ | 244  | \$<br>718       | \$  | 732             |  |  |
| CohuHD Costar        |    | 78                               |    | 79   | <br>235         | _   | 239             |  |  |
|                      | \$ | 318                              | \$ | 323  | \$<br>953       | \$  | 971             |  |  |

Total assets and goodwill by business segment at September 30, 2020 and December 31, 2019 are as follows:

|                      | September 30, 2020 | December 31, 2019 |
|----------------------|--------------------|-------------------|
| Total Assets         |                    |                   |
| Costar Video Systems | \$<br>32,830       | \$<br>38,042      |
| CohuHD Costar        | 9,582              | 11,403            |
| Other                | 870                | <br>5,062         |
|                      | \$<br>43,282       | \$<br>54,507      |
|                      |                    |                   |
| Goodwill             |                    |                   |
| Costar Video Systems | \$<br>3,511        | \$<br>4,450       |
| CohuHD Costar        | 2,063              | <br>2,063         |
|                      | \$<br>5,574        | \$<br>6,513       |
|                      |                    |                   |

#### 4. Fair Value Measurements

The Company defines fair value as the price that would be received from selling an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. When determining the fair value measurements for assets and liabilities, which are required to be recorded at fair value, the Company considers the principal or most advantageous market in which the Company would transact and the market-based risk measurements or assumptions that market participants would use in pricing the asset or liability, such as inherent risk, transfer restrictions and credit risk.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 4. Fair Value Measurements (continued)

The Company applies the following fair value hierarchy, which prioritizes the inputs used to measure fair value into three levels and bases the categorization within the hierarchy upon the lowest level of input that is available and significant to the fair value measurement:

Level 1: Quoted prices in active markets for identical assets or liabilities that the entity has the ability to access.

Level 2: Observable inputs other than 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 with 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 and liabilities. This includes certain pricing models, discounted cash flow methodologies, and similar techniques that use significant unobservable inputs.

#### 5. Property and Equipment

Property and equipment at September 30, 2020 and December 31, 2019, were as follows:

|   | Septer | nber 30, 2020 | Decem | ber 31, 2019 |
|---|--------|---------------|-------|--------------|
| Furniture, equipment and leasehold improvements | \$     | 2,519         | \$    | 2,458        |
| Less accumulated depreciation                   |        | (1,874)       |       | (1,548)      |
| Total property and equipment, net               | \$     | 645           | \$    | 910          |

Depreciation expense for the three month periods ending September 30, 2020 and 2019 was \$115 and \$118, and for the nine month periods ending September 30, 2020 and 2019 was \$346 and \$335, respectively.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 6. Intangible Assets

The following is a summary of amortized and unamortized intangible assets at September 30, 2020:

|  | September 30, 2020 |              |    |                             |
|--|--------------------|--------------|----|-----------------------------|
|  |                    | Gross Amount |    | Accumulated<br>Amortization |
| Amortized intangible assets                    | _                  |              |    |                             |
| Customer relations - Southern Imaging          | \$                 | 1,599        | \$ | 1,599                       |
| Distribution agreement - Southern Imaging      |                    | 1,468        |    | 1,046                       |
| Trade name - CohuHD                            |                    | 1,657        |    | 1,479                       |
| Customer relationships - CohuHD                |                    | 779          |    | 505                         |
| Trade name - Innotech                          |                    | 1,015        |    | 381                         |
| Customer relations - Innotech                  |                    | 5,762        |    | 2,357                       |
| Covenant not to compete - Innotech             |                    | 150          |    | 112                         |
| Technology - Innotech                          |                    | 469          |    | 251                         |
| Patents - Innotech                             |                    | 8            |    | 4                           |
| Trade name - Arecont Vision Costar             |                    | 243          |    | 54                          |
| Distribution agreement - Arecont Vision Costar | r                  | 370          |    | 69                          |
| Patents - Arecont Vision Costar                |                    | 208          |    | 66                          |
| Total amortized intangible assets              | _                  | 13,728       |    | 7,923                       |
| Unamortized intangible assets                  |                    |              |    |                             |
| Trade name - Costar                            |                    | 800          |    |                             |
| Trade name - IVS                               |                    | 125          |    |                             |
| Goodwill - CohuHD                              |                    | 2,063        |    |                             |
| Goodwill - Innotech                            |                    | 3,511        |    |                             |
| Total unamortized intangible assets            | _                  | 6,499        |    |                             |
| Total intangible assets                        | \$                 | 20,227       | \$ | 7,923                       |

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 6. Intangible Assets (continued)

The following is a summary of amortized and unamortized intangible assets at December 31, 2019:

|  | December 31, 2019 |              |    |                             |
|--|-------------------|--------------|----|-----------------------------|
|  |                   | Gross Amount |    | Accumulated<br>Amortization |
| Amortized intangible assets                    |                   |              |    |                             |
| Customer relations - Southern Imaging          | \$                | 1,599        | \$ | 1,599                       |
| Distribution agreement - Southern Imaging      |                   | 1,468        |    | 991                         |
| Trade name - CohuHD                            |                   | 1,657        |    | 1,302                       |
| Customer relationships - CohuHD                |                   | 779          |    | 447                         |
| Trade name - Innotech                          |                   | 1,015        |    | 305                         |
| Customer relations - Innotech                  |                   | 5,762        |    | 1,907                       |
| Covenant not to compete - Innotech             |                   | 150          |    | 90                          |
| Technology - Innotech                          |                   | 469          |    | 201                         |
| Patents - Innotech                             |                   | 8            |    | 4                           |
| Trade name - Arecont Vision Costar             |                   | 243          |    | 35                          |
| Distribution agreement - Arecont Vision Costar | r                 | 370          |    | 46                          |
| Patents - Arecont Vision Costar                |                   | 208          |    | 43                          |
| Total amortized intangible assets              |                   | 13,728       | _  | 6,970                       |
| Unamortized intangible assets                  |                   |              |    |                             |
| Trade name - Costar                            |                   | 800          |    |                             |
| Trade name - IVS                               |                   | 125          |    |                             |
| Goodwill - CohuHD                              |                   | 2,063        |    |                             |
| Goodwill - Innotech                            |                   | 3,511        |    |                             |
| Goodwill - Arecont Vision Costar               |                   | 939          |    |                             |
| Total unamortized intangible assets            | _                 | 7,438        |    |                             |
| Total intangible assets                        | \$                | 21,166       | \$ | 6,970                       |

The weighted average amortization period for the Company's intangible assets is 11 years. Amortizable intangible assets estimated useful lives are as follows:

| Trade names and patents  | 7 years        |
|--------------------------|----------------|
| Customer relationships   | 6 and 10 years |
| Distribution agreements  | 20 years       |
| Covenants not to compete | 3 and 5 years  |

Amortization expense for the three month periods ended September 30, 2020 and 2019 was \$319 and \$323, and for the nine month periods ended September 30, 2020 and 2019 was \$954 and \$971, respectively.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 6. Intangible Assets (continued)

Future amortization expense is as follows:

| Year Ending September 30,         |             |
|-----------------------------------|-------------|
| 2021                              | \$<br>1,200 |
| 2022                              | 983         |
| 2023                              | 959         |
| 2024                              | 874         |
| 2025                              | 785         |
| Thereafter                        | <br>1,004   |
| Total future amortization expense | \$<br>5,805 |

#### 7. Lines of Credit and Long-Term Debt

In connection with the acquisition of Arecont Vision Costar on July 13, 2018 the Company entered into a Loan Agreement with UMB Bank ("Loan Agreement"). The Loan Agreement allows for up to \$18,000 in a revolving line of credit and a \$5,500 term loan which matures on July 6, 2021. The term loan is payable in \$66 monthly payments due on the first of the month with the remaining balance due at maturity. The obligations under the Loan Agreement are secured by a lien on substantially all accounts receivable, inventory and equipment.

The Loan Agreement contains customary representations and warranties, events of default and covenants, including, among other things, covenants that restrict the ability of Costar to incur certain additional indebtedness or to issue distributions or dividends. The Company is also restricted in its mergers and acquisitions activity. The Loan Agreement contains financial covenants calculated on a consolidated basis requiring the Company to maintain a certain Debt Service Coverage Ratio and to not exceed a maximum Senior Cash Flow Leverage Ratio. The Company maintains zero balance accounts, which are swept daily to the revolving line of credit. The Company entered into a modification agreement with UMB Bank effective May 1, 2019 which adjusted the borrowing base and covenant compliance requirements and modified interest rates. The Company entered into a second modification agreement with UMB Bank effective March 24, 2020 which adjusted the borrowing base and covenant compliance requirements rates. As of September 30, 2020 the Company was paying interest at 3.90% for the term loan and revolving line of credit. As of September 30, 2020 the Company was not in compliance with its debt covenants with UMB bank. The Company is currently in discussions with UMB to obtain a modified or new loan agreement and waiver for the covenant default at September 30, 2020.

Future principal payments for the term loan as of September 30, 2020, are as follows:

| Year Ending September 30,           |             |
|-------------------------------------|-------------|
| 2021                                | \$<br>3,791 |
| Less: deferred financing costs, net | <br>(2)     |
|                                     | \$<br>3,789 |

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 7. Lines of Credit and Long-Term Debt (continued)

On June 28, 2019 the Company executed a promissory note with UMB Bank for \$1,000 which matured on June 28, 2020. The promissory note is payable in \$83 monthly payments due on the first of the month with the remaining balance due at maturity. As of September 30, 2020, the Company owed \$0 on the note.

On April 14, 2020 the Company was granted a loan under the U. S Small Business Administration's ("SBA") Paycheck Protection Program ("PPP") for approximately \$3,000. Payments on the loan are deferred with the loan maturing in April 2022 with a 1% interest rate. The Company will apply for forgiveness of the loan in accordance with the requirements of the SBA. As of the filing date the amount of loan forgiveness could not be estimated. The Company has elected to account for the funding as a loan in accordance with ASC Topic 470, *Debt*. Interest is accrued in accordance with the loan agreement. Any forgiveness of the loan is recognized as a gain in the financial statements in the period the debt is legally released. PPP loans are subject to audit and acceptance by the SBA or lender; as a result of such audit, adjustments could be required to any gain recognized.

As of September 30, 2020 and December 31, 2019, \$14,030 and \$15,953 was owed to UMB Bank on the revolving line of credit, \$3,789 and \$4,373 on the term loan, and \$0 and \$583 on the Promissory Note, respectively.

The Company paid approximately \$154 in various fees associated with securing the UMB Loan Agreement. The fees are treated as a deferred financing costs asset and will be amortized over the life of the agreement using the straight-line method for the revolving line of credit portion and the effective-interest method for the term note portion.

#### 8. Income Taxes (Benefit)

Total income tax expense (benefit) for the three months ended September 30, 2020 and 2019 was \$4,896 and \$255, respectively, and \$4,653 and (\$474) for the nine months ended September 30, 2020 and 2019, respectively. During the three month period ending September 30, 2020 the Company recorded a valuation allowance of \$4,514 on its deferred tax asset and recorded a deferred tax liability of \$100 as the Company incurred three consecutive years of book tax losses. The Company's effective tax rate differs from the U.S. federal statutory tax rate due primarily to state income and franchise taxes and recording of the valuation allowance for the Company's deferred tax asset during the three month period ending September 30, 2020.

#### 9. Stockholders' Equity (shown in whole amounts)

At September 30, 2020 and December 31, 2019, the authorized capital stock of the Company consisted of (i) 10,000,000 shares of voting common stock with a par value of \$0.001 per share and (ii) 10,000,000 shares of preferred stock with a par value of \$0.001 per share. As of September 30, 2020 and December 31, 2019, there was no preferred stock issued and outstanding. The Company's Board has the authority to determine the voting powers, designations, preferences, privileges and restrictions of the preferred shares. As of September 30, 2020 and December 30, 2020 and December 31, 2019, there were 1,602,848 and 1,584,566 shares of common stock outstanding and 1,828,614 and 1,810,332 shares of common stock issued.

#### 10. Stock Option Plan (shown in whole amounts)

The Company's 2000 Stock Option and Incentive Plan (the "2000 Incentive Plan") provides for awards in the form of incentive stock options, non-qualified stock options, restricted stock awards and other forms of awards to officers, directors, employees and consultants of the Company. At September 30, 2020 and December 31, 2019, there were 46,066 and 68,066 share options issued under this plan.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 10. Stock Option Plan (shown in whole amounts) (continued)

The Board of Directors of the Company determines the term of each option, the option price, and the number of shares for which each option is granted and the times at which each option vests. For holders of 10% or more of the Company's outstanding common stock, incentive stock options may not be granted at less than 110% of the fair market value of the common stock at the date of grant.

At the Company's annual meeting on December 16, 2014, the Company's stockholders approved and adopted the Company's 2014 Omnibus Performance Award Plan (the "Plan"). The Board adopted the Plan on November 17, 2014, subject to and effective upon its approval by stockholders. With the adoption of the Plan, no new awards will be granted under the 2000 Incentive Plan, although it will remain in effect for options that are currently outstanding in accordance with their terms. The Plan authorizes the grant of awards relating to 150,000 shares of the Company's common stock. As of September 30, 2020 and December 31, 2019 there were 72,000 share options issued under this plan.

The following table summarizes information about stock options outstanding at September 30, 2020:

|   | Options               | Outstanding   |  |                       | ly Vested and<br>cisable                           |
|---|-----------------------|---|--|-----------------------|--|
| Range of<br>Exercise Price<br>Per Share | Number<br>Outstanding | Weighted Average<br>Remaining<br>Contractual Life<br>(In Years) | Weighted<br>Average<br>Exercise Price<br>Per Share | Number<br>Exercisable | Weighted<br>Average<br>Exercise Price<br>Per Share |
| \$1.425 - \$15.020                      | 118,066               | 5.60  | \$8.41   | 118,066               | \$8.41   |

Stock option activity for the nine month periods ended September 30, 2020 and 2019 is as follows:

| _   | September 30, 2020  |  | Septembe            | r 30, 2019   |
|---|---------------------|--|---------------------|--|
| _   | Number of<br>Shares | Weighted<br>Average<br>Exercise Price<br>Per Share | Number of<br>Shares | Weighted<br>Average<br>Exercise Price<br>Per Share |
| Outstanding at beginning of year<br>Granted<br>Exercised            | 140,066             | \$7.83<br>\$1.51                                   | 123,066<br>36,000   | \$6.27<br>\$10.05<br>\$1.96                        |
| Cancelled _   | (15,000)<br>(7,000) | \$1.51   | (19,000)            | \$1.90   |
| Outstanding at period end   | 118,066             | \$8.41   | 140,066             | \$7.83   |
| Options exercisable at period end                                   | 118,066             | \$8.41   | 140,066             | \$7.83   |
| Weighted average fair value of<br>options granted during the period |                     |  |                     | \$7.29   |

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 10. Stock Option Plan (shown in whole amounts) (continued)

On March 23, 2018 a grant of 21,000 restricted stock awards ("2018 Awards") was authorized by the Compensation Committee of the Company's Board of Directors. All of the 2018 Awards are subject to a time-vesting schedule and 75% are subject to performance conditions relating to EBITDA growth for the years ending December 31, 2018 and 2019, as stated in the 2018 Awards Agreements. The 25% of the 2018 Awards not subject to performance conditions have a grant date fair value of approximately \$45,000, with the expense recognized over the two year vesting period. The 2018 Awards subject to the performance conditions have a grant date fair value of \$135,000, with the expense recognized over the two year vesting period. The 2018 Awards subject to the performance conditions have a grant date fair value of \$135,000, with the expense recognized over the two year vesting period based upon the probability of achievement. Stock based compensation expense of approximately \$0 and \$80,700 was recognized in the Company's financial statements in relation to the 2018 Awards during the nine month periods ending September 30, 2020 and 2019, respectively.

On June 20, 2019, an additional grant of 23,000 restricted stock awards and 7,000 on July 26, 2019 ("2019 Awards") was authorized by the Compensation Committee of the Company's Board of Directors. All of the 2019 Awards are subject to a time-vesting schedule and 75% are subject to performance conditions relating to EBITDA growth for the years ending December 31, 2019 and 2020, as stated in the 2019 Awards Agreements. The 25% of the 2019 Awards not subject to performance conditions have a grant date fair value of approximately \$63,000, with the expense recognized over the two year vesting period. The 2019 Awards subject to the performance conditions have a grant date fair value of \$190,000, with the expense recognized over the two year vesting period. The 2019 Awards subject to the performance conditions have a grant date fair value of \$190,000, with the expense recognized over the two year vesting period based upon the probability of achievement. Stock based compensation expense of approximately \$55,700 and \$17,800 was recognized in the Company's financial statements in relation to the 2019 Awards during the nine month periods ending September 30, 2020 and September 30, 2019, respectively.

During the nine month periods ended September 30, 2020 and 2019 the Company recognized approximately \$112,000 and \$297,000 in stock based compensation expense in its consolidated financial statements, respectively.

#### 11. Lease Agreements

The Company has entered into the following lease agreements:

#### Finance Leases

The Company has one financing lease for a forklift used at the Innotech facility in Pompano Beach, Florida which expires in July 2022.

#### **Operating Leases**

All of the Company's office and warehouse facilities are leased under operating leases. These leases expire between 2022 and 2025 and certain leases contain renewal options for periods ranging from three to five years. Lease payments have an escalating fee schedule with 3% increases each year. Termination of the leases is generally prohibited unless there is a violation under the lease agreement.

The Company also leases certain office equipment under operating leases. Lease costs are included within operating expenses in the Consolidated Statements of Operations.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 11. Lease Agreements (continued)

During the three and nine month periods ended September 30, 2020 and September 30, 2019 lease costs included in operating expenses were as follows:

|   | Ended | e Months<br>September<br>, 2020 | Ended | e Months<br>September<br>, 2019 | Septe | nths Ended<br>mber 30,<br>1020 | Sept | onths Ended<br>ember 30,<br>2019 |
|---|-------|---------------------------------|-------|---------------------------------|-------|--------------------------------|------|----------------------------------|
| Lease cost<br>Finance lease cost<br>Amortization of right-of-use asset<br>Interest on lease liabilities | \$    | 1                               | \$    | 1                               | \$    | 3                              | \$   | 1                                |
| Operating lease cost (a)  |       | 273                             |       | 272                             |       | 818                            |      | 1,060                            |
| Total lease cost  | \$    | 274                             | \$    | 273                             | \$    | 821                            | \$   | 1,061                            |

(a) Operating lease cost for the nine months ended September 30, 2019 includes \$318 in rent associated with short-term leases.

|  | Ended S | Months<br>eptember<br>2020 | Ended S | Months<br>eptember<br>2019 | Septe | nths Ended<br>mber 30,<br>020 | Septe | nths Ended<br>mber 30,<br>019 |
|--|---------|----------------------------|---------|----------------------------|-------|-------------------------------|-------|-------------------------------|
| Other information<br>Cash paid for amounts included in the measurement   |         |                            |         |                            |       |                               |       |                               |
| of lease liabilities<br>Operating cash flows from finance leases<br>Financing cash flows from finance leases<br>Operating cash flows from operating leases       | \$      | -<br>1<br>249              | \$      | -<br>1<br>220              | \$    | -<br>3<br>735                 | \$    | -<br>1<br>528                 |
| Right of use assets obtained in exchange for new<br>finance lease liabilities<br>Right of use assets obtained in exchange for new<br>operating lease liabilities |         | 210                        |         | 220                        |       |                               |       | 020                           |

The weighted-average remaining lease term and weighted-average discount were as follows:

|  | September 30, 2020 | September 30, 2019 |
|--|--------------------|--------------------|
| Lease term and discount rate                           |                    |                    |
| Weighted-average remaining lease term operating leases | 3.1 years          | 3.6 years          |
| Weighted-average discount rate operating leases        | 5.6%               | 5.6%               |
| Weighted-average remaining lease term financing lease  | 1.8 years          | 2.8 years          |
| Weighted-average discount rate financing lease         | 5.6%               | 5.6%               |

Upon adoption of ASU 2016-02, the discount rate used for existing leases was established as of January 1, 2019.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (SEE INDEPENDENT AUDITOR'S REVIEW REPORT) (AMOUNTS SHOWN IN THOUSANDS)

#### 11. Lease Agreements (continued)

Future minimum lease payments and reconciliation to the Consolidated Balance Sheet at September 30, 2020 are as follows:

Year Ending September 30,

| 2021                                | \$<br>1,154 |
|-------------------------------------|-------------|
| 2022                                | 917         |
| 2023                                | 465         |
| 2024                                | 187         |
| 2025                                | 192         |
| Thereafter                          | <br>33      |
| Total lease payments                | 2,948       |
| Less imputed interest               | <br>(306)   |
| Present values of lease liabilities | \$<br>2,642 |

#### 12. Risk Concentrations

#### Concentration of Cash

The Company maintains its cash balances in financial institutions. These balances are insured by the Federal Deposit Insurance Corporation up to \$250 per institution. The Company is subject to credit risk to the extent any financial institution with which it conducts business is unable to fulfill contractual obligations on its behalf. Management monitors the financial condition of such financial institutions and does not anticipate any losses from these financial institutions.

#### Concentration of Customers

For the nine month periods ended September 30, 2020 and 2019 the Costar Video Systems operating segment's largest customer, Protection 1 Security Solutions, accounted for approximately \$5,640 or 11.9% and \$6,939 or 13.2% of the Company's total revenue. Amounts owed by two main customers of the Costar Video Systems' operating segment accounted for \$3,410 or 36.0% and \$2,445 or 27.0% of the Company's outstanding receivable balance as of September 30, 2020 and December 31, 2019, respectively.

#### Concentration of Suppliers

For the nine month period ended September 30, 2020 the Company made purchases from two main suppliers of the Costar Video Systems' operating segment of approximately \$7,712 or 26.5% and from one main supplier of the Costar Video Systems' operating segment of 13.6% for the nine month period ended September 30, 2019. Amounts owed to one main supplier of the Costar Video Systems' operating segment accounted for \$2,376 or 54.5% and two main suppliers accounted for \$2,507 or 44.5% of the Company's accounts payable balance as of September 30, 2020 and December 31, 2019, respectively.