

**VirTra Systems, Inc.**

**VirTra**

**FINANCIAL STATEMENTS**

**For the year ended December 31, 2011**

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# SEMPLE, MARCHAL & COOPER, LLP

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

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## Report of Independent Registered Public Accounting Firm

Board of Directors and Stockholders  
VirTra Systems, Inc.

We have audited the accompanying balance sheet of VirTra Systems, Inc. as of December 31, 2011 and the related statements of operations, stockholders' deficit, and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. The Company is not required to have, nor were we engaged to perform, an audit of its internal control over financial reporting. Our audit included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of VirTra Systems, Inc. at December 31, 2011, and the results of its operations and its cash flows for the year then ended, in conformity with accounting principles generally accepted in the United States of America.

The accompanying financial statements have been prepared assuming that the Company will continue as a going concern. As discussed in Note 1 to the financial statements, the Company has suffered recurring losses from operations and has a net capital deficiency that raise substantial doubt about its ability to continue as a going concern. Management's plans in regard to these matters are also described in Note 1. The financial statements do not include any adjustments that might result from the outcome of this uncertainty.



Phoenix, Arizona  
July 18, 2012

**VIRTRA SYSTEMS, INC.**  
**BALANCE SHEET**  
**AS OF DECEMBER 31, 2011**

**Assets**

Current assets:

Cash and cash equivalents.....	\$ 144,051
Accounts receivable, net.....	365,720
Inventory.....	804,548
Prepaid expenses and other current assets.....	<u>157,180</u>
Total current assets.....	1,471,499
Property and equipment, net.....	<u>799,189</u>
Total assets.....	<u><u>\$ 2,270,688</u></u>

**Liabilities and Stockholders' Deficit**

Current liabilities:

Accounts payable.....	\$ 271,734
Accounts payable - related party.....	35,048
Accrued compensation and related costs.....	292,028
Accrued expenses and other current liabilities.....	131,437
Deferred revenue.....	<u>1,987,162</u>
Total current liabilities.....	2,717,409
Accrued rent liability - long-term.....	<u>114,023</u>
Total liabilities.....	<u>2,831,432</u>

Commitments and contingencies

Stockholders' deficit:

Preferred stock \$0.005 par value; 2,000,000 shares authorized; no shares issued or outstanding as of December 31, 2011.....	-
Common stock \$0.005 par value; 500,000,000 shares authorized; 158,328,245 shares issued and 158,285,045 shares outstanding as of December 31, 2011.....	791,641
Additional paid-in capital.....	12,912,365
Treasury stock, at cost (43,200 common shares).....	(2,981)
Accumulated deficit.....	<u>(14,261,769)</u>
Total stockholders' deficit.....	<u>(560,744)</u>
Total liabilities and stockholders' deficit.....	<u><u>\$ 2,270,688</u></u>

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

**VIRTRA SYSTEMS, INC.**  
**STATEMENT OF OPERATIONS**  
**YEAR ENDED DECEMBER 31, 2011**

Net revenue.....	\$ 7,861,780
Cost of products sold.....	<u>3,797,377</u>
Gross margin.....	4,064,403
General and administrative expenses.....	<u>4,754,593</u>
Loss from operations.....	(690,190)
Other income.....	17,249
Other expense.....	<u>(19,820)</u>
Net loss.....	<u>\$ (692,761)</u>
Weighted average of shares outstanding -basic and fully diluted.....	158,285,045
Net loss per share -basic and fully diluted.....	\$ (0.00)

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

**VIRTRA SYSTEMS, INC.**  
**STATEMENT OF STOCKHOLDERS' DEFICIT**  
**YEAR ENDED DECEMBER 31, 2011**

	<b>Common stock</b>		<b>Additional paid in capital</b>	<b>Treasury Stock</b>	<b>Accumulated Deficit</b>	<b>Total</b>
	<b>Shares</b>	<b>Amount</b>				
Balance at December 31, 2010,						
as previously reported (unaudited)	158,328,245	\$ 791,641	\$ 12,170,075	\$ -	\$ (4,163,529)	\$ 8,798,187
Adjustments:						
Stock compensation expense....	-	-	626,778	-	(626,778)	-
Intellectual property, net.....	-	-	-	-	(6,542,958)	(6,542,958)
Change in accounting principle..	-	-	-	-	(1,830,539)	(1,830,539)
Various other.....	-	-	-	-	(405,204)	(405,204)
Balance at January 1, 2011,						
as restated.....	158,328,245	791,641	12,796,853	-	(13,569,008)	19,486
Net loss.....	-	-	-	-	(692,761)	(692,761)
Stock compensation expense.....	-	-	115,512	-	-	115,512
Purchased 43,200 common shares..	(43,200)	-	-	(2,981)	-	(2,981)
Balance at December 31, 2011.....	<u>158,285,045</u>	<u>\$ 791,641</u>	<u>\$ 12,912,365</u>	<u>\$ (2,981)</u>	<u>\$ (14,261,769)</u>	<u>\$ (560,744)</u>

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

**VIRTRA SYSTEMS, INC.**  
**STATEMENT OF CASH FLOWS**  
**YEAR ENDED DECEMBER 31, 2011**

Cash flows from operating activities:

Net loss.....	\$ (692,761)
 Adjustments to reconcile net loss to net cash used in operating activities	
Depreciation and amortization.....	202,686
Stock-based compensation.....	115,512
 Changes in operating assets and liabilities:	
Accounts receivable.....	(51,654)
Inventory.....	197,073
Prepaid expenses and other assets.....	(97,227)
Accounts payable and other accrued expenses.....	94,313
Deferred revenue.....	131,295
Due to related parties.....	<u>(118)</u>

Net cash used in operating activities..... (100,881)

Cash flows from investing activities:

Purchase of property and equipment.....	<u>(292,995)</u>
Net cash used in investing activities.....	<u>(292,995)</u>

Cash flows from financing activities:

Draws on line of credit.....	750,000
Repayments of line of credit.....	(750,000)
Purchase of treasury stock.....	<u>(2,981)</u>
Net cash used in financing activities.....	<u>(2,981)</u>

Decrease in cash and cash equivalents.....	(396,857)
Cash and cash equivalents, beginning of year.....	<u>540,908</u>

Cash and cash equivalents, end of year..... \$ 144,051

Cash paid during the year for:

Interest.....	<u>\$ 3,200</u>
Taxes.....	<u>\$ -</u>

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

**VIRTRA SYSTEMS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (Continued)**

**1. Significant Accounting Policies**

***Organization and Business Operations***

VirTra Systems, Inc. (the “Company” or “VirTra”) is engaged in the sale and development of judgmental use of force training simulators and firearms training simulators for law enforcement, military and commercial uses. The Company sells simulators worldwide through a direct sales force and international distribution partners. The Company was incorporated in Texas in February 2000 and the corporate office is located in Tempe, Arizona. All transactions are denominated in US dollars.

***Liquidity and Basis of Presentation***

The Company’s financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America (“GAAP”). The accompanying financial statements have been prepared on a going concern basis, which assumes the Company will be able to meet its obligations and continue its operations for at least the next twelve months. Such assumption contemplates the realization of assets and the satisfaction of liabilities in the normal course of business. The Company incurred a loss for the year ended December 31, 2011 and has a working capital deficit of approximately \$1.25 million and an accumulated deficit of approximately \$14.3 million as of December 31, 2011. These factors raise substantial doubt about the Company’s ability to continue as a going concern. As a result, realization values of the Company’s assets and liabilities may be substantially different from reported carrying values and these financial statements do not give effect to adjustments that would be necessary to the carrying values and classification of assets and liabilities should we be unable to continue as a going concern. The report from our independent registered public accounting firm includes language related to these uncertainties.

The Company’s continuation as a going concern is dependent upon its ability to generate sufficient cash flow from sales to meet its obligations on a timely basis, to obtain additional financing as may be required, and ultimately to attain profitability. Potential sources of cash include new contracts, external debt, the sale of shares of Company stock or alternative methods such as mergers or sale transactions. No assurances can be given, however, that the Company will be able to obtain any of these potential sources of cash. Furthermore, the Company may be unable to raise additional capital on commercially acceptable terms, if at all, and if the Company raises capital through additional equity financings, existing shareholders may have their ownership interests diluted.

***Management’s Estimates and Assumptions***

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as of the date of the financial statements. Management considers VirTra’s most significant accounting estimates to include valuation assumptions for share-based payments, allowance for doubtful accounts receivable, inventory reserves, accrual for warranty reserves, the carrying value of long-lived assets, income tax valuation allowances and capitalization of labor and overhead to inventory for work in progress. Actual results could differ significantly from those estimates.

***Fair Value of Financial Instruments***

The fair value of financial instruments approximates their carrying values at December 31, 2011 due to their short maturities. These financial instruments consist of cash and cash equivalents, accounts receivable and accounts payable.

***Cash and Cash Equivalents***

The Company considers all highly liquid investments purchased with an initial maturity of 90 days or less to be cash equivalents.

***Accounts Receivable and Allowance for Doubtful Accounts***

The Company recognizes an allowance for losses on accounts receivable based on an analysis of historical bad debt experience, current receivables aging, and expected future write-offs, as well as an assessment of specific identifiable customer accounts considered at risk or uncollectible. As of December 31, 2011, management has determined all receivable balances to be fully collectible and accordingly, no allowance was recognized at such time. Accounts receivable are non-interest bearing and are generally unsecured.

**VIRTRA SYSTEMS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (Continued)**

***Inventories***

Inventories are stated at the lower of cost or market with cost being determined on the first-in, first-out method. Work in progress and finished goods inventory includes an allocation for capitalized labor and overhead. Included in inventory at December 31, 2011 are \$79,282 in labor and \$19,683 in overhead. The Company routinely evaluates the carrying value of inventories and provides reserves when appropriate to reduce inventories to the lower of cost or market to reflect estimated net realizable value. As of December 31, 2011, management has determined all inventory is salable at prices greater than cost and accordingly, no reserve has been recognized at December 31, 2011.

***Property and Equipment***

Property and equipment are carried at depreciated cost. Gains or losses related to retirements or disposition of fixed assets are recognized in operations in the period incurred. Costs of normal repairs and maintenance are charged to expense as incurred, while betterments or renewals are capitalized. Depreciation commences at the time the assets are placed in service. Depreciation is provided using the straight-line method over the estimated economic lives of the assets or for leasehold improvements, over the shorter of the estimated useful life or the lease term, which are summarized as follows:

Computer equipment.....	3 - 5 years
Furniture and office equipment.....	5 - 7 years
Leasehold improvements .....	7 years

***Revenue Recognition, Deferred Revenue and Change in Accounting Principle***

Net revenues include sales of products and services. Product sales consist of simulators, upgrade components, recoil kits, Threat-Fire® and other accessories. Services include limited warranties and related support. The Company recognizes revenue for these products and services when it is realized or realizable and earned. Revenue is considered realized and earned when: (i) persuasive evidence of an arrangement exists; (ii) delivery has occurred and/or services have been rendered; (iii) the price is fixed and determinable; and (iv) collection of the resulting receivable is reasonably assured. Shipping fees are charged to customers and recorded as a component of net sales.

***Products***

Revenue from the sale of products is recognized when title and risk of loss passes to the customer. Delivery is considered complete when products have been shipped to the customer, title and risk of loss has transferred to the customer and customer acceptance has been satisfied. For customers other than United States federal agencies, the Company generally requires deposits in advance of shipment for customer sales orders. Customer deposits are recorded as a current liability under deferred revenue on the accompanying balance sheet and totaled \$1,822,532 as of December 31, 2011.

***Services***

Services include separately priced extended limited warranties on parts and labor, and technical support. Revenue is recognized for service contracts as earned, which is generally on a straight-line basis over the term of the contract. The Company does warranty its products from manufacturing defects on a limited basis for a period of one year after purchase, but also sells separately priced extended warranties for periods of up to four years after the expiration of the standard one year warranty. After the one year standard warranty expires and during the term of the extended warranty, if the device fails to operate properly from defects in materials and workmanship, the Company will fix or replace the defective product. Deferred revenue for separately priced extended warranties totaled \$164,630 as of December 31, 2011. The Company's accrual for the one-year manufacturer's warranty totaled \$40,000 as of December 31, 2011.

**VIRTRA SYSTEMS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (Continued)**

*Change in Accounting Principle*

During the fourth quarter ended December 31, 2011, the Company changed its method of simulator revenue recognition from the percentage-of-completion method of accounting to recognizing revenue upon delivery and acceptance of the product. This change has been reflected in the statement of operations effective January 1, 2011. The Company believes that this is a preferred method of recognizing revenue as: (i) revenue is recognized only after the customer has received and accepted the simulator; and (ii) this method better aligns the recognition of revenue to the four criteria outlined above. As of December 31, 2011, this change in accounting method primarily affects the reported amounts of deferred revenue and inventory. The change was adopted retroactively and the accumulated deficit at December 31, 2010 was increased by \$2,409,682 to recognize deferred revenue. Accumulated deficit at December 31, 2010 was decreased \$822,193 for a related inventory increase. Further, costs and estimated earnings in excess of billings on uncompleted contracts were expensed and resulted in an increase of \$243,050 in accumulated deficit at December 31, 2010. The net effect of this change on 2011 and 2010 earnings per share was a decrease of \$0.00 and \$0.01 per share, respectively.

*Prior Period Adjustments*

Adjustments were made by the Company to December 31, 2010 accumulated deficit as a result of the change in accounting principle and other accounting adjustments to the previously unaudited financial statements. The stock compensation adjustment was made as a result of the Dutchess Private Equities Fund I, LLC settlement in 2008 and other stock compensation corrections. Intellectual property assets previously recorded in 2008 were expensed. Other adjustments recorded were primarily related to straight line rent expense, bad debt expense, previously capitalized research and development costs, and fixed asset and related accumulated depreciation corrections.

*Cost of products sold*

Cost of products sold represents manufacturing costs, consisting of materials, labor and overhead related to finished goods and components. Shipping costs incurred related to product delivery are included in cost of products sold.

*Advertising Costs*

Costs associated with advertising are expensed as incurred. Advertising expense for the year ended December 31, 2011 was approximately \$481,000. These costs include domestic and international tradeshows, website, and sales promotional materials.

*Research and Development Costs*

Research and development costs are expensed as incurred. Research and development costs primarily include expenses directly related to research and development support. Research and development costs for 2011 were approximately \$1,135,000.

*Concentration of Credit Risk and Major Customers and Suppliers*

Financial instruments that potentially subject the Company to concentrations of credit risk consist of cash and cash equivalents and accounts receivable. The Company's cash and cash equivalents are maintained with financial institutions with high credit standings. Sales are typically made on credit and the Company generally does not require collateral. Management performs ongoing credit evaluations of its customers' financial condition and maintains an allowance for estimated losses. Historically, the Company has experienced minimal charges relative to doubtful accounts.

The Company sells its products primarily to federal and state agencies in the United States. In 2011 one customer represented 24.3% of total net sales. No other single customer exceeded 10% of net sales for 2011. As of December 31, 2011, the Company's accounts receivable balances were with two customers.

The Company currently purchases small machined parts, custom cartridge assemblies and electronic components from suppliers located in the United States. Although the Company currently obtains many of these components from single source suppliers, the Company could seek to have the parts, customer cartridges and electronic components manufactured elsewhere. As a result, management believes it could obtain alternative suppliers in most cases without incurring significant production delays. The Company acquires its components on a purchase order basis and does not have long-term contracts with suppliers.

**VIRTRA SYSTEMS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (Continued)**

***Income Taxes***

Deferred tax assets and liabilities are recorded based on the difference between the financial statement and the tax basis of assets and liabilities using enacted tax rates in effect for the year in which the differences are expected to reverse. The Company calculates a provision for income taxes using the asset and liability method, under which deferred tax assets and liabilities are recognized by identifying the temporary differences arising from the different treatment of items for tax and accounting purposes. In determining the future tax consequences of events that have been recognized in the financial statements or tax returns, judgment and interpretation of statutes are required.

In assessing the realizability of deferred tax assets, management assesses the likelihood that deferred tax assets will be recovered from future taxable income, and to the extent that recovery is not likely or there is insufficient operating history, a valuation allowance is established. The Company adjusts the valuation allowance in the period management determines it is more likely than not that net deferred tax assets will or will not be realized. As of December 31, 2011, the Company has provided a valuation allowance for all net deferred tax assets due to a history of operating losses.

As of December 31, 2011, the Company did not recognize any assets or liabilities relative to uncertain tax positions, nor does the Company anticipate any significant unrecognized tax benefits will be recorded during 2012. Interest or penalties, if any, will be recognized in income tax expense. Since there are no significant unrecognized tax benefits as a result of tax positions taken, there are no accrued penalties or interest. Tax positions are positions taken in a previously filed tax return or positions expected to be taken in a future tax return that are reflected in measuring current or deferred income tax assets and liabilities reported in the financial statements. Tax positions include, but are not limited to, the following:

- an allocation or shift of income between taxing jurisdictions;
- the characterization of income or a decision to exclude reportable taxable income in a tax return; or
- a decision to classify a transaction, entity or other position in a tax return as tax exempt.

The Company reflects tax benefits only if it is more likely than not that the Company will be able to sustain the tax return position, based on its technical merits. If a tax benefit meets this criterion, it is measured and recognized based on the largest amount of benefit that is cumulatively greater than 50% likely to be realized.

The Company is potentially subject to tax audits for its United States federal and Arizona state income tax returns for tax years ended 2009 to 2011 and 2008 to 2011, respectively; however, earlier years may be subject to audit under certain circumstances. Tax audits by their very nature are often complex and can require several years to complete.

***Impairment of Long-lived Assets***

Long lived assets, such as equipment, are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to estimated undiscounted future cash flows expected to be generated by the asset. If the carrying amount of an asset exceeds its estimated future cash flows, an impairment charge is recognized by the amount by which the carrying amount of the asset exceeds the fair value of the asset. Fair value is determined based on discounted cash flows or appraised values, depending on the nature of the asset. Assets to be disposed of would be separately presented in the balance sheet and reported at the lower of the carrying amount of fair value less costs to sell, and are no longer depreciated.

***Stock Based Compensation***

The Company calculates the fair value of stock-based awards using the Black-Scholes-Merton option pricing valuation model, which incorporates various assumptions including volatility, expected term and risk-free interest rates. The assumptions used for the year ended December 31, 2011, and the resulting estimates of weighted-average fair value per share of options granted during those periods, are as follows:

Volatility.....	94% to 119%
Risk-free interest rate.....	2% to 3%
Dividend rate.....	-
Expected term.....	7 years
Weighted average fair value of options granted.....	\$ 0.07

**VIRTRA SYSTEMS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (Continued)**

The expected term of the options represents the estimated period of time until exercise and is based on historical experience of similar awards, giving consideration to the contractual terms, vesting schedules and expectations of future employee behavior. Expected stock price volatility is based on historical volatility of the Company's stock. The risk-free interest rate is based on the implied yield available on United States Treasury zero-coupon issues with an equivalent remaining term. The Company has not paid dividends in the past and does not plan to pay any dividends in the near future. The estimated fair value of stock-based compensation awards and other options is amortized to expense on a straight line basis over the relevant vesting period. As share-based compensation expense recognized is based on awards ultimately expected to vest, it is reduced for estimated forfeitures. Forfeitures are estimated at the time of grant and revised, if necessary, in subsequent periods if actual forfeitures differ from those estimates. The Company's forfeiture rate was calculated based on its historical experience of awards which ultimately vested.

***Net loss per common share***

The net loss per common share is computed by dividing net loss by the weighted average of common shares outstanding. Diluted loss per share reflects the potential dilution that would occur if outstanding stock options were exercised utilizing the treasury stock method. As a result of the net loss for the year ended December 31, 2011, 8,724,340 shares of potential dilutive options were considered anti-dilutive and excluded from the calculation as their effect would have been to reduce the net loss per share.

***New Accounting Pronouncements***

With the exception of those discussed below, no recent accounting pronouncements or changes in accounting pronouncements during the year ended December 31, 2011 are of significance or potential significance to us.

In May 2011, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update No. 2011-04 (ASU No. 2011-04) "Fair Value Measurement". Requirements of ASU No. 2011-04 amends Topic 820 in two ways. Specifically, some of the amendments clarify how to apply the existing fair value measurement and disclosure requirements, while some of the amendments change a particular principle or requirement for measuring fair value or disclosing information about fair value measurements. ASU No. 2011-04 does not extend the use of fair value accounting, but rather provides guidance on how it should be applied where its use is already required or permitted by other standards within GAAP. ASU No. 2011-04 supersedes much of the guidance in ASC Topic 820, but also clarifies existing guidance and changes certain wording in order to align ASC Topic 820 with international standards. The effective date for ASU 2011-04 is for interim and annual periods beginning after December 15, 2011, and should be applied prospectively. The Company's adoption of this policy is not expected to have a material effect on the Company's financial statements.

In June 2011, the FASB issued guidance to require presentation of the total of comprehensive income, the components of net income and the components of other comprehensive income ("OCI") either in a single continuous statement of comprehensive income or in two separate but consecutive statements. This guidance eliminates the option to present the components of other comprehensive income as part of the statement of changes in stockholders' equity. Regardless of which format is chosen, the amendments establish a requirement for entities to present on the face of the financial statements reclassification adjustments for items that are reclassified from OCI to net income in the statement(s) where the components of net income and the components of OCI are presented. This guidance was effective for the Company on January 1, 2012; however, during December 2011 the FASB issued ASU No. 2011-12, which defers those changes in ASU 2011-05 that relate to the presentation of reclassification adjustments. The Company's adoption of this policy is not expected to have a material effect on the Company's financial statements.

**2. Inventory**

Inventory consisted of the following as of December 31, 2011:

Raw materials.....	\$ 159,066
Work-in-progress.....	293,122
Finished goods.....	<u>352,360</u>
<b>Total inventory.....</b>	<b><u>\$ 804,548</u></b>

**VIRTRA SYSTEMS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (Continued)**

**3. Property and Equipment**

Property and equipment consisted of the following as of December 31, 2011:

Computer equipment.....	\$ 778,900
Furniture and office equipment.....	501,522
Leasehold improvements.....	<u>184,778</u>
 Total property and equipment in use.....	1,465,200
Less: Accumulated depreciation.....	<u>(764,565)</u>
 Property and equipment in use, net.....	700,635
Construction-in-progress.....	<u>98,554</u>
 Property and equipment, net.....	<u><u>\$ 799,189</u></u>

As of December 31, 2011 construction-in-progress includes leasehold improvements that were in-progress at year end. Depreciation expense was \$202,686 for the year ended December 31, 2011.

**4. Accrued Expenses and Other Current Liabilities**

Accrued expenses and other current liabilities consisted of the following at December 31, 2011:

Standard one-year manufacturer's warranty.....	\$ 40,000
State and local taxes.....	62,069
Insurance premiums payable.....	14,368
Other.....	<u>15,000</u>
 Total accrued expenses and other current liabilities.....	<u><u>\$ 131,437</u></u>

**5. Related Party Transactions**

The Company reimburses its executive officers for business expenses charged to personal credit cards. The Company makes monthly payments directly to the card issuer for these business expenses incurred on behalf of the Company. As of December 31, 2011 the balance payable by the Company for the use of these personal credit cards totaled \$35,048.

**6. Commitments and Contingencies**

*Operating Lease Obligations*

The Company's operating lease obligations primarily relate to a facility lease for the Company's corporate office space located at 7970 South Kyrene Road, Tempe, Arizona 85284. Future minimum lease payments under non-cancelable operating leases are as follows (years ended December 31):

2012.....	\$ 210,528
2013.....	226,374
2014.....	271,649
2015.....	<u>316,923</u>
 Total.....	<u><u>\$ 1,025,474</u></u>

The Company has recognized a liability of \$114,023 as of December 31, 2011 relative to the increasing future minimum lease payments in the above table. Rent expense was \$194,700 for the year ended December 31, 2011.

**VIRTRA SYSTEMS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (Continued)**

***General or Threatened Litigation***

From time to time, the Company is notified of threatened litigation or that a claim is being made against it. The Company's policy is to not disclose the specifics of any claim or threatened lawsuit until such complaint is actually served on the Company. After consultation with appropriate legal counsel, if it is determined that the Company is not at fault, the Company will defend itself accordingly. Although we do not expect the outcome in any pending individual case to be material, the outcome of any litigation is inherently uncertain and there can be no assurance that any expense, liability or damages that may ultimately result from the resolution of these matters will be covered by our insurance or will not be in excess of amounts provided by insurance coverage and will not have a material adverse effect on our business, operating results or financial condition. As of December 31, 2011, the Company has no accrual for general or threatened litigation and the Company believes its exposure to be de minimis in nature as there is currently no litigation.

***Employment Agreements***

On April 2, 2012, the Company entered into three-year Employment Agreements with its Chief Executive Officer and Chief Operating Officer that call for base annual salaries of \$195,000 and \$175,000, respectively, subject to cost of living adjustments, and contain automatic one-year extension provisions. Capitalized terms in this note are defined in the Employment Agreements. If the Company's Chief Executive Officer or Chief Operating Officer are terminated by the Company for any reason other than for Cause, or if the Executive voluntarily terminates his own employment for Good Reason but not including a Change in Control, then the Company shall, subject to the terms of the Employment Agreements, be obligated to pay the Executive an amount equal to the product of (i) the greater of (a) the Executive's annual base salary in effect on the day preceding the date of such termination or (b) the Executive's annual base salary during the twelve full calendar months preceding the date of such termination, times (ii) three. This payment shall be payable in 18 equal monthly payments commencing on the first day of the month following the month in which the termination occurs. If a Change of Control of the Company occurs while the Executive is an employee of the Company and within 36 months from the date of such Change in Control the Company terminates the Executive's employment for any reason (except for the death or Disability of the Executive or for Cause) or the Executive terminates his employment for any reason, then the Company shall, subject to certain limitations, pay the Executive any earned and accrued but unpaid base salary through the date of termination plus an amount of severance pay equal to the product of (i) the greater of (a) the Executive's annual base salary in effect on the day preceding the date on which the Change of Control occurred or (b) the Executive's annual base salary during the twelve full calendar months preceding the date on which the Change of Control occurred, times (ii) four.

**7. Income Taxes**

The Company accounts for its deferred tax assets and liabilities, including excess tax benefits of share-based payments, based on the tax ordering of deductions to be used on its tax returns. The tax effects of temporary differences that give rise to significant portions of deferred tax assets and deferred tax liabilities at December 31, 2011 are as follows:

Deferred tax assets:

Net operating loss carry forwards.....	\$ 3,446,000
Deferred revenue.....	795,000
Non-qualified stock option expense.....	289,000
Reserves, accruals and other.....	117,000
Accumulated depreciation and amortization.....	<u>2,387,000</u>
Net deferred tax assets.....	7,034,000
Less: Valuation allowance.....	<u>(7,034,000)</u>
Net deferred tax assets.....	<u>\$ -</u>

Management has elected to provide a deferred tax asset valuation allowance equal to the potential benefit of the deferred tax assets. If we demonstrate the ability to generate taxable income, management will re-evaluate the allowance. The change in the valuation allowance of \$273,000 during the year ended December 31, 2011 primarily represents the change in net operation loss carry-forwards during the period.

**VIRTRA SYSTEMS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (Continued)**

Internal Revenue Code Section 382 limits the ability to utilize net operation losses if a 50% change in ownership occurs over a three year period. Such limitation of the net operating losses may have occurred but we have not analyzed it at this time as the deferred tax asset is fully reserved. We believe we have approximately \$8.6 million of federal and state net operating loss carry-forwards that are available to offset future taxable income that expire in various years from 2021 to 2031.

Significant components of the (provision) benefit for income tax for the year ended December 31, 2011:

Current.....	\$ -
Deferred.....	273,000
Change in valuation allowance.....	<u>(273,000)</u>
Provision (benefit) for income taxes.....	<u>\$ -</u>

The Company is subject to federal and state taxes. A reconciliation of the Company's effective income tax rate to the federal statutory rate for the year ended December 31, 2011 is as follows:

Federal income tax at the statutory rate.....	\$ 236,000
State income taxes, net of federal benefit.....	41,000
Permanent differences.....	(4,000)
Change in valuation allowance.....	<u>(273,000)</u>
Provision (benefit) for income taxes.....	<u>\$ -</u>

## **8. Line of Credit**

The Company has a line of credit agreement with a financial institution with maximum availability of \$750,000. The line of credit is secured by the Company's eligible accounts receivable and inventory and bears interest at varying rates, which at December 31, 2011 was prime plus 1.5%, with a floor of 5.0%. Interest expense was approximately \$3,200 for the year ended December 31, 2011. The effective rate of interest for the year was 5.0%. The line of credit, which was amended and renewed in October 2011, primarily to increase the borrowing base, matures in October 2012, and requires monthly payments of interest only. The line of credit is co-signed by the Company's Chief Executive Officer and his spouse as guarantors. As of December 31, 2011, there were no amounts outstanding under the line of credit.

## **9. Stockholders' Deficit**

### *Authorized Capital*

The Company has authorized the issuance of two classes of stock designated as "common stock" and "preferred stock," each having a par value of \$0.005 per share. The Company is authorized to issue 500,000,000 shares of common stock and 2,000,000 shares of preferred stock.

### *Treasury Stock*

In October 2011 the Company repurchased 43,200 restricted common shares from certain shareholders at an average price of \$0.069 per share for a total purchase price \$2,981, which is reflected as treasury stock on the accompanying balance sheet.

**VIRTRA SYSTEMS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (Continued)**

***Stock Options***

The Company periodically issues non-qualified incentive stock options to key employees, officers and directors under a plan approved by the Board of Directors in 2009. Terms of option grants are at the discretion of the Board of Directors. The Board of Directors has also approved a quarterly grant of 50,000 stock options to each of the Company's three directors, with an additional 100,000 stock options for the Chief Executive Officer and an additional 50,000 stock options for the Secretary of the Company. Subsequent to December 31, 2011, the Board of Directors changed the quarterly grant to a total of 100,000 stock options per quarter to the CEO, 75,000 stock options per quarter to the COO/Secretary, and 50,000 stock options per quarter to any board member not an employee of the Company. The following table summarizes stock options as of December 31, 2011:

	Number of Options	Weighted Average Exercise Price
Options outstanding, beginning of year.....	8,183,228	\$ 0.05
Granted.....	2,125,000	0.08
Exercised.....	-	-
Expired / terminated.....	<u>(1,583,888)</u>	0.04
Options outstanding, end of year.....	<u>8,724,340</u>	0.05
Options exercisable, end of year.....	<u>7,824,340</u>	0.05
Weighted average fair value of options granted during the year.....		\$ 0.07

The following table summarizes the Company's non-vested stock options as of December 31, 2011:

	Number of Options	Weighted Average Grant Date Fair Value
Non-vested options outstanding, beginning of year.....	700,000	\$ 0.06
Granted.....	700,000	0.07
Exercised.....	-	-
Expired / terminated.....	<u>(500,000)</u>	0.05
Non-vested options outstanding, end of year.....	<u>900,000</u>	\$ 0.07

The following table summarizes information about stock options outstanding and exercisable as of December 31, 2011:

Range of Exercise Price	Options Outstanding			Options Exercisable		
	Number of Options Outstanding	Weighted Average Exercise Price	Weighted Average Remaining Contractual Life (Years)	Number of Options Exercisable	Weighted Average Exercise Price	
\$0.03 - \$0.04.....	5,274,340	0.04	4.3	5,274,340	0.04	
\$0.05 - \$0.07.....	2,000,000	0.06	5.6	1,800,000	0.06	
\$0.07 - \$0.09.....	<u>1,450,000</u>	0.08	5.8	<u>750,000</u>	0.09	
\$0.03 - \$0.09.....	<u>8,724,340</u>	0.05	4.8	<u>7,824,340</u>	0.05	

**VIRTRA SYSTEMS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (Continued)**

The aggregate intrinsic value of options outstanding and options exercisable were \$253,324 and \$249,224 as of December 31, 2011, respectively. The aggregate intrinsic value is calculated as the difference between the exercise price of the underlying options and the fair value of our common stock, for those stock options that have an exercise price lower than the fair value of our common stock. Options with an exercise price above the fair value of our common stock are considered to have no intrinsic value. The total fair value of shares vested during the year 2011 is \$67,500. As of December 31, 2011, total unrecognized stock-based compensation expense related to non-vested stock options is \$43,083, which is expected to be recognized in the next two years.

**10. Subsequent Events**

The Company evaluated subsequent events through the date the accompanying financial statements were issued, which was July 18, 2012. Subsequent to December 31, 2011, the Company issued stock options to certain employees for the purchase of a maximum of 4,300,000 common shares, and these options vest over a period of three to five years. The options have strike prices of \$0.05 to \$0.07 per share, an estimated fair value of \$195,508 and have a contractual term of seven years. As previously stated, the Board of Directors changed the quarterly Board of Directors grant to a total of 100,000 stock options per quarter to the CEO, 75,000 stock options per quarter to the COO/Secretary, and 50,000 stock options per quarter to any board member not an employee.