

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

FORM 10-Q

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

For the Quarterly period ended June 30, 2024

OR

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

Commission file number 001-31747

**UNIVERSAL SECURITY INSTRUMENTS, INC.**

(Exact name of registrant as specified in its charter)

**Maryland**  
(State or other jurisdiction of  
incorporation or organization)

**52-0898545**  
(I.R.S. Employer  
Identification No.)

**11407 Cronhill Drive , Suite A**  
**Owings Mills , Maryland**  
(Address of principal executive offices)

**21117**  
(Zip Code)

Registrant's telephone number, including area code: **( 410 ) 363-3000**

Inapplicable

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

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes ☒ No ☐

Indicate by check mark if the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act. Large accelerated filer ☐ Accelerated filer ☐ Non-Accelerated Filer ☒ Smaller Reporting Company ☒ Emerging Growth Company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

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

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

Title of each class	Trading symbol(s)	Name of each exchange on which registered
Common Stock	UUU	NYSE MKT LLC

At August 19, 2024, the number of shares outstanding of the registrant's common stock was 2,312,887 .

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# PART I - FINANCIAL INFORMATION

## ITEM 1. CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

### UNIVERSAL SECURITY INSTRUMENTS, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS

ASSETS	(unaudited) June 30, 2024	(audited) March 31, 2024
<b>CURRENT ASSETS</b>		
Cash	\$ 321,539	\$ 65,081
Accounts receivable:		
Trade, net of provision for credit losses of \$ 325,000	602,383	1,101,991
Receivables - other	5,500	5,500
	<u>607,883</u>	<u>1,107,491</u>
Amount due from factor	2,347,281	2,202,663
Inventories – finished goods	5,106,588	4,751,826
Prepaid expenses	<u>132,241</u>	<u>226,732</u>
<b>TOTAL CURRENT ASSETS</b>	<b>8,515,532</b>	<b>8,353,793</b>
INTANGIBLE ASSETS - NET	30,183	31,301
PROPERTY AND EQUIPMENT – NET	<u>119,742</u>	<u>159,656</u>
<b>TOTAL ASSETS</b>	<b>\$ 8,665,457</b>	<b>\$ 8,544,750</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<b>CURRENT LIABILITIES</b>		
Line of credit - factor	\$ 2,223,419	\$ 768,853
Short-term portion of operating lease liability	132,659	158,742
Accounts payable - trade	910,486	870,323
Accounts payable – Eyston Company Ltd.	616,119	1,501,169
Accrued liabilities:		
Accrued payroll and employee benefits	155,588	154,878
Accrued commissions and other	<u>106,365</u>	<u>114,428</u>
<b>TOTAL CURRENT LIABILITIES</b>	<b>4,144,636</b>	<b>3,568,393</b>
LONG-TERM PORTION OF OPERATING LEASE LIABILITY	<u>—</u>	<u>13,330</u>
<b>TOTAL LONG-TERM LIABILITIES</b>	<b>—</b>	<b>13,330</b>
COMMITMENTS AND CONTINGENCIES	<u>—</u>	<u>—</u>
<b>SHAREHOLDERS' EQUITY</b>		
Common stock, \$ .01 par value per share; authorized 20,000,000 shares; 2,312,887 shares issued and outstanding at June 30, 2024, and March 31, 2024	23,129	23,129
Additional paid-in capital	12,885,841	12,885,841
Accumulated Deficit	<u>( 8,388,149 )</u>	<u>( 7,945,943 )</u>
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>4,520,821</b>	<b>4,963,027</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>\$ 8,665,457</b>	<b>\$ 8,544,750</b>

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

**UNIVERSAL SECURITY INSTRUMENTS, INC. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**  
**(Unaudited)**

	Three Months Ended June 30,	
	2024	2023
Net sales	\$ 4,598,516	\$ 6,698,771
Cost of goods sold	3,510,812	4,990,571
GROSS PROFIT	1,087,704	1,708,200
Selling, general and administrative expense	1,397,421	1,422,939
Engineering and product development expense	87,601	64,963
Operating (loss) income	( 397,318 )	220,298
Other expense:		
Interest expense	( 44,888 )	( 50,496 )
Net (loss) income before taxes	( 442,206 )	169,802
Provision for income taxes	—	4,672
NET (LOSS) INCOME	\$ ( 442,206 )	\$ 165,130
(Loss)earnings per share:		
Basic and diluted	\$ ( 0.19 )	\$ 0.07
Shares used in computing (loss) earnings per share:		
Weighted average basic and diluted shares outstanding	2,312,887	2,312,887

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

**UNIVERSAL SECURITY INSTRUMENTS, INC. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENT OF SHAREHOLDERS' EQUITY**  
**THREE MONTHS ENDED JUNE 30, 2024**  
**(Unaudited)**

	<u>Common Shares</u>	<u>Stock Amount</u>	<u>Additional Paid-In Capital</u>	<u>Accumulated Deficit</u>	<u>Total</u>
Balance at April 1, 2024	2,312,887	\$ 23,129	\$ 12,885,841	\$( 7,945,943 )	\$ 4,963,027
Net Loss	—	—	—	( 442,206 )	( 442,206 )
Balance at June 30, 2024	<u>2,312,887</u>	<u>\$ 23,129</u>	<u>\$ 12,885,841</u>	<u>\$( 8,388,149 )</u>	<u>\$ 4,520,821</u>

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

**UNIVERSAL SECURITY INSTRUMENTS, INC. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENT OF SHAREHOLDERS' EQUITY**  
**THREE MONTHS ENDED JUNE 30, 2023**  
**(Unaudited)**

	<u>Common Shares</u>	<u>Stock Amount</u>	<u>Additional Paid-In Capital</u>	<u>Accumulated Deficit</u>	<u>Total</u>
Balance at April 1, 2023	2,312,887	\$ 23,129	\$ 12,885,841	\$( 7,550,153 )	\$ 5,358,817
Net Income	—	—	—	165,130	165,130
Balance at June 30, 2023	<u>2,312,887</u>	<u>\$ 23,129</u>	<u>\$ 12,885,841</u>	<u>\$( 7,385,023 )</u>	<u>\$ 5,523,947</u>

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

**UNIVERSAL SECURITY INSTRUMENTS, INC. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**  
(Unaudited)

	Three Months Ended June 30,	
	2024	2023
<b>OPERATING ACTIVITIES:</b>		
Net (loss) income	\$ ( 442,206 )	\$ 165,130
Adjustments to reconcile net (loss) income to net cash (used in) provided by operating activities:		
Depreciation and amortization	1,619	3,315
Changes in operating assets and liabilities:		
Decrease (increase) in accounts receivable and amount due from factor	354,990	( 1,005,999 )
(Increase) decrease in inventories, prepaid expenses, and other	( 260,271 )	1,070,043
Decrease in accounts payable and accrued liabilities	( 852,240 )	( 54,123 )
<b>NET CASH (USED IN) PROVIDED BY OPERATING ACTIVITIES</b>	<b>( 1,198,108 )</b>	<b>178,366</b>
<b>FINANCING ACTIVITIES:</b>		
Net borrowing (repayment) - line of credit - factor	1,454,566	( 89,051 )
<b>NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES</b>	<b>1,454,566</b>	<b>( 89,051 )</b>
<b>NET INCREASE IN CASH</b>	<b>256,458</b>	<b>89,315</b>
Cash at beginning of period	65,081	151,502
<b>CASH AT END OF PERIOD</b>	<b>\$ 321,539</b>	<b>\$ 240,817</b>
<b>SUPPLEMENTAL INFORMATION:</b>		
Interest paid	\$ 44,888	\$ 50,496

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

**UNIVERSAL SECURITY INSTRUMENTS, INC. AND SUBSIDIARIES**  
**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**  
**(Unaudited)**

**Statement of Management**

The condensed consolidated financial statements include the accounts of Universal Security Instruments, Inc. (USI or the Company) and its wholly owned subsidiaries. Except for the condensed consolidated balance sheet as of March 31, 2024, which was derived from audited financial statements, the accompanying condensed consolidated financial statements are unaudited. Significant inter-company accounts and transactions have been eliminated in consolidation. In the opinion of the Company's management, the interim condensed consolidated financial statements include all adjustments, consisting of only normal recurring adjustments, necessary for a fair presentation of the results for the interim periods. Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America (US-GAAP) have been condensed or omitted. The interim condensed consolidated financial statements should be read in conjunction with the Company's March 31, 2024, audited financial statements filed with the Securities and Exchange Commission on Form 10-K as filed on July 12, 2024. The interim operating results are not necessarily indicative of the operating results for the full fiscal year.

**Line of Credit – Factor**

The Company entered into an Agreement with Merchant Financial Group (Merchant) for the purpose of factoring the Company's trade accounts receivable. Under the Agreement the Company may borrow eighty percent ( 80 %) of eligible accounts receivable. The Agreement, as supplemented, provides for additional financing at the sole discretion of Merchant to be secured by inventory. The Agreement, which was extended and expires on January 6, 2026, provides for continuation of the program for successive two-year periods until terminated by one of the parties to the Agreement. In June 2024, additional funding, characterized by Merchant as an over advance, and providing funding of up to \$ 1,600,000 secured by inventory was approved by Merchant. The amount available to borrow from Merchant, including the additional funding secured by inventory, is approximately \$ 806,000 at June 30, 2024. Advances on factored trade accounts receivable are secured by all assets, are repaid periodically as collections are made by Merchant but are otherwise due upon demand, and bear interest at the prime commercial rate of interest, as published, plus two percent (effective rate 10.5 % at June 30, 2024). Advances under the Agreement are made at the sole discretion of Merchant, based on their assessment of the receivables and inventory, and our financial condition at the time of each request for an advance. At June 30, 2024 there was \$ 2,223,419 borrowed and outstanding under the factoring agreement, respectively.

**Use of Estimates**

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

**Revenue Recognition**

The Company's primary source of revenue is the sale of safety and security products based upon purchase orders or contracts with customers. Revenue is recognized at a point in time once the Company has determined that the customer has obtained control over the product. Control is typically deemed to have been transferred to the customer when the product is shipped or delivered to the customer. Customers may not return, exchange or refuse acceptance of goods without our approval. Generally, the Company does not grant extended payment terms. Shipping and handling costs associated with outbound freight, after control over a product has transferred to a customer, are accounted for as a cost to complete the sale and are recorded in selling, general and administrative expense. Remaining performance obligations represent the transaction price of firm orders for satisfied or partially satisfied performance obligations on contracts with an original expected duration of one year or more. The Company's contracts are predominantly short-term in nature with a contract term of one year or less. For those contracts, the Company has utilized the practical expedient in ASC Topic 606 exempting the Company from disclosure of the transaction price allocated to remaining performance obligations if the performance obligation is part of a contract that has an original expected duration of one year or less.



The amount of revenue recognized reflects the consideration to which the Company expects to be entitled to receive in exchange for products sold. Purchase orders may contain stand-alone pricing applied to each of the multiple products ordered. Revenue is recorded at the transaction price net of estimates of variable consideration. The Company uses the expected value method based on historical data in considering the impact of estimates of variable consideration, which may include trade discounts, allowances, product returns (including rights of return) or warranty replacements. Estimates of variable consideration are included in revenue to the extent that it is probable that a significant reversal in the amount of cumulative revenue recognized will not occur.

#### Disaggregation of Revenue

The Company presents below revenue associated with sales of products acquired from Eyston Company Ltd. (Eyston) separately from revenue associated with sales of ground fault circuit interrupters (GFCI's) and ventilation fans. The Company believes this disaggregation best depicts how our various product lines perform and are affected by economic factors. Revenue recognized by these categories for the three months ended June 30, 2024, and 2023 are as follows:

	Three months ended	
	June 30, 2024	June 30, 2023
Sales of products acquired from Eyston	\$ 3,934,490	\$ 5,863,863
Sales of GFCI's and ventilation fans	664,026	834,908
	<u>\$ 4,598,516</u>	<u>\$ 6,698,771</u>

#### Concentrations

The Company is primarily a distributor of safety products for use in home and business under both its trade names and private labels for other companies. The Company acquires all of the smoke alarm and carbon monoxide alarm safety products that it sells from Eyston Company, Ltd. The Company did not have any customers that exceeded ten percent of sales for the three month period ended June 30, 2024. The Company had three customers that represented 13.2 %, 10.4 %, and 10.3 % of the Company's total trade accounts receivable at June 30, 2024.

The Company had two customers in the three-month period ended June 30, 2023, that represented 25.1 % and 18.7 % of the Company's net sales, respectively. In addition, the Company had one customer that represented 20.0 % of the Company's total trade accounts receivable at June 30, 2023.

#### Related Party Transactions

During the three-month periods ended June 30, 2024, and 2023, inventory purchases and other company expenses of approximately \$ 560,000 and \$ 325,000 respectively, were charged to credit card accounts of Harvey B. Grossblatt, the Company's Chief Executive Officer and certain of his immediate family members. The Company subsequently reimbursed these charges in full. Mr. Grossblatt receives mileage benefits from these charges. The maximum amount outstanding and due to Mr. Grossblatt at any point during the three-month periods ended June 30, 2024, and 2023, amounted to \$ 285,333 and \$ 138,270 , respectively. No amounts were due to Mr. Grossblatt at June 30, 2024.

#### Receivables

Receivables are recorded when the Company has an unconditional right to consideration. We have established a provision for credit losses based upon historical experience and the consideration of current and future economic conditions.

#### Income Taxes

We calculate our interim tax provision in accordance with the guidance for accounting for income taxes in interim periods. We estimate the annual effective tax rate and apply that tax rate to our ordinary quarterly pre-tax income. The tax expense or benefit related to discrete events during the interim period is recognized in the interim period in which those events occurred.

The Company recognizes a liability or asset for the deferred tax consequences of temporary differences between the tax basis of assets or liabilities and their reported amounts in the condensed consolidated financial statements. These temporary differences may result in taxable or deductible amounts in future years when the reported amounts of the assets or liabilities are recovered or settled.

Management reviews net operating loss carry forwards and income tax credit carry forwards to evaluate if those amounts are recoverable. After a review of projected taxable income, the components of the deferred tax asset, and the current global economic conditions including unresolved supply chain issues related to the acquisition of electronic microchips, it was determined that it is more likely than not that the tax benefits associated with the remaining components of the deferred tax assets will not be realized. This determination was made based on the Company's prior history of losses from operations and the uncertainty as to whether the Company will generate sufficient taxable income to use the deferred tax assets prior to their expiration. Accordingly, a valuation allowance was established to fully offset the value of the deferred tax assets. Our ability to realize the tax benefits associated with the deferred tax assets depends primarily upon the timing of future taxable income and the expiration dates of the components of the deferred tax assets. If sufficient future taxable income is generated, we may be able to offset a portion of future tax expenses.

The Company follows ASC 740-10 which provides guidance for tax positions related to the recognition and measurement of a tax position taken or expected to be taken in a tax return and requires that we recognize in our condensed consolidated financial statements the impact of a tax position, if that position is more likely than not to be sustained upon an examination, based on the technical merits of the position. Interest and penalties, if any, related to income tax matters are recorded as income tax expenses.

#### **Accounts Receivable and Amount Due From Factor**

The Company assigns the majority of its short-term receivables arising in the ordinary course of business to our factor. At the time a receivable is assigned to our factor the credit risk associated with the credit worthiness of the debtor is assumed by the factor. The Company continues to bear any credit risk associated with sales to customers that are denied credit by the factor, dispute delivery, and/or have warranty issues related to the products sold.

Management assesses the credit risk of both its trade accounts receivable and its financing receivables based on the specific identification of accounts. A provision for credit losses is provided based on that assessment. Changes in the provision are charged to operations in the period the change is determined. Amounts ultimately determined to be uncollectible are eliminated from the receivable accounts and from the provision for credit losses in the period that the receivables' status is determined to be uncollectible.

Based on the nature of the factoring agreement and prior experience, no provision for credit losses related to Amounts Due from Factor has been provided. At June 30, 2024 and March 31, 2024, a provision for credit losses of approximately \$ 325,000 has been provided for uncollectible trade accounts receivable.

#### **Earnings per Common Share**

Basic earnings per common share is computed based on the weighted average number of common shares outstanding during the periods presented. Diluted earnings per common share is computed based on the weighted average number of common shares outstanding plus the effect of stock options and other potentially dilutive common stock equivalents. The dilutive effect of stock options and other potentially dilutive common stock equivalents is determined using the treasury stock method based on the Company's average stock price. There were no potentially dilutive common stock equivalents outstanding during the three months ended June 30, 2024, or 2023. As a result, basic and diluted weighted average common shares outstanding are identical for the three-month period ended June 30, 2024, and 2023.

## Contingencies

From time to time, the Company is involved in various claims and routine litigation matters. In the opinion of management, after consultation with legal counsel, the outcomes of such matters are not anticipated to have a material adverse effect on the Company's condensed consolidated financial position, results of operations, or cash flows in future years.

## Leases

The Company is a lessee in lease agreements for office space. Certain of the Company's leases contain provisions that provide for one or more options to terminate or extend the lease at the Company's sole discretion. The Company's leases are comprised of fixed lease payments, with its real estate leases including lease payments subject to a rate or index which may be variable. Certain real estate leases also include executory costs such as common area maintenance (non-lease component). As a practical expedient permitted under ASC 842, the Company has elected to account for the lease and non-lease components as a single lease component. The Company utilizes certain practical expedients for short-term leases, including the election not to reassess its prior conclusions about lease identification, lease classification and initial direct costs, as well as the election not to separate lease and non-lease components for arrangements where the Company is a lessee. Lease payments, which may include lease components and non-lease components, are included in the measurement of the Company's lease liabilities to the extent that such payments are either fixed amounts or variable lease amounts based on a rate or index (fixed in substance) as stipulated in the lease contract.

Effective March 2022, we extended our operating lease for a 15,000 square foot office and warehouse located in Baltimore County, Maryland to expire in April 2025 subject to a right to terminate the lease if the Company enters into a binding agreement to sell the assets of the Company. No option to continue the lease beyond April 2025 has been provided in the lease extension. Monthly rental expense, with common area maintenance, currently approximates \$ 15,000 and increases 3.0 % per year.

None of the Company's lease agreements contain any residual value guarantees or material restrictive covenants. Lease expense for payments related to the Company's operating leases is recognized on a straight-line basis over the related lease term, which includes options to extend or terminate the lease when it is reasonably certain that the Company will exercise that option.

Right-of-use assets represent the Company's right to use an underlying asset during the lease term and lease liabilities represent the Company's obligation to make lease payments as specified in the lease. Right-of-use assets and lease liabilities related to the Company's operating leases are recognized at the lease commencement date based on the present value of the remaining lease payments over the lease term. When the Company's leases do not provide an implicit rate, the Company uses its incremental borrowing rate based on the information available surrounding the Company's borrowing rates at the lease commencement date in determining the present value of lease payments. The right-of use asset also includes any lease payments made at or before lease commencement less any lease incentives. As of June 30, 2024, the Company had right-of-use assets of \$ 116,822 and lease liabilities of \$ 132,659 related to its operating leases. Right-of-use assets are included in property and equipment, net, on the condensed consolidated balance sheet and lease liabilities related to the Company's operating leases are included in short-term and long-term lease liability on the consolidated balance sheet. As of June 30, 2024, the Company's weighted-average remaining lease term and weighted-average discount rate related to its operating leases is ten months and 5.5 %, respectively. During the three-month period ended June 30, 2024, the cash paid for amounts included in the measurement of lease liabilities related to the Company's operating leases was \$ 40,142 , which is included as an operating cash outflow within the condensed consolidated statements of cash flows. During the three-month period ended June 30, 2023, the operating lease costs related to the Company's operating leases was \$ 38,941 which is included in operating costs and expenses in the consolidated statements of operations.

The future minimum payments under operating leases that expire in 2026 were as follows for the fiscal periods ended March 31:

2025	\$ 120,425
2026	13,351
Total operating lease payments	\$ 133,776
Less: amounts representing interest	( 1,117 )
Present value of net operating lease payments	\$ 132,659
Less: current portion	—
Long-term portion of operating lease obligations	\$ 132,659

#### Recently Adopted Accounting Standards

Changes to US-GAAP are established by the Financial Accounting Standards Board (FASB) in the form of Accounting Standards Updates (ASU's) to the FASB's Accounting Standards Codification. The Company considers the applicability and impact of all ASU's. Management is considering the adoption of ASU 2023-07, Segment Reporting (Topic 280): Improvements to Reportable Segment Reporting and ASU 2023-09, Income Taxes (Topic 740): Improvements to Income Tax Disclosures. Management currently believes that adoption of the guidance of the ASU's will not have a material impact on the consolidated financial statements on the date of adoption or for the fiscal year ending March 31, 2025.

## ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

As used throughout this Report, "we," "our," "the Company" "USI" and similar words refers to Universal Security Instruments, Inc.

### FORWARD-LOOKING STATEMENTS

This Quarterly Report on Form 10-Q contains certain forward-looking statements reflecting our current expectations with respect to our operations, performance, financial condition, and other developments. These forward-looking statements may generally be identified by the use of the words "may," "will," "believes," "should," "expects," "anticipates," "estimates", and similar expressions. These statements are necessarily estimates reflecting management's best judgment based upon current information and involve a number of risks and uncertainties. We caution readers not to place undue reliance on any such forward-looking statements, which speak only as of the date made, and readers are advised that various factors could affect our financial performance and could cause our actual results for future periods to differ materially from those anticipated or projected. While it is impossible to identify all such factors, such factors include, but are not limited to, those risks identified in our periodic reports filed with the Securities and Exchange Commission.

### OVERVIEW

We are in the business of marketing and distributing safety and security products. Our financial statements detail our sales and other operational results for the three-month periods ended June 30, 2024, and 2023.

The Company has developed products based on new smoke and gas detection technologies, with what the Company believes are improved sensing technology and product features. Most of our new technologies and features have been trademarked under the trade name IoPhic.

Changes in international trade duties and other aspects of international trade policy, both in the U.S. and abroad, could materially impact the cost of our products. All of our products are imported from the Peoples Republic of China (PRC). To date, only certain of our products such as Carbon Monoxide and Photoelectric alarms, and wiring devices, have been subjected to tariffs of 25%. We are monitoring these developments and will determine our strategies as additional information becomes available. Any increase in tariffs that is not offset by an increase in our sales prices could have an adverse effect on our business, financial position, results of operations or cash flows.

### RESULTS OF OPERATIONS

#### Three Months Ended June 30, 2024 and 2023

*Sales.* Net sales for the three months ended June 30, 2024, were \$4,598,516 compared to \$6,698,771 for the comparable three months in the prior year, a decrease of \$2,100,255 (31.4%). The Company is experiencing supply chain constrictions in key components of its products such as computer chips. The decrease in sales is principally due to supply chain delays in obtaining components for the Company's security products.

*Gross Profit Margin.* Gross profit margin is calculated as net sales less cost of goods sold expressed as a percentage of net sales. Our gross profit margin was 23.7% and 25.5% of sales for the quarters ended June 30, 2024, and 2023, respectively. Gross margins were negatively impacted in the periods ended June 30, 2024, and 2023 principally due to the mix of products sold and higher ocean freight costs.

*Expenses.* Selling, general and administrative expenses were \$1,397,421 for the three months ended June 30, 2024, and \$1,422,939 for the comparable three months in the prior year. As a percentage of net sales, these expenses increased to 30.4% for the three-month period ended June 30, 2024, from 21.2% for the 2023 period. These expenses increased as a percentage of net sales since selling, general, and administrative expenses do not fluctuate in direct proportion to sales.

*Engineering and Product Development.* Engineering and product development expenses were \$87,601 for the three-month period ended June 30, 2024, compared to \$64,963 for the comparable quarter of the prior year.

*Interest Expense.* Our interest expense was \$44,888 for the quarter ended June 30, 2024, compared to interest expense of \$50,496 for the quarter ended June 30, 2023. Interest expense is dependent upon the total amounts borrowed from the Factor and interest rates during the period as compared to the corresponding period of the prior year.

*Net (Loss) Income.* We reported a net loss of \$442,206 for the quarter ended June 30, 2024, compared to a net income of \$165,130 for the corresponding quarter of the prior fiscal year, a \$607,336 (367.8%) decrease in net income. The primary reason for the decrease in the net income is the Company's inability to purchase a sufficient supply of components to allow the Company to fulfil orders during the three months ended June 30, 2024, resulting in lower sales and lower gross margins as discussed above.

Operating activities used cash of \$1,198,108 for the three months ended June 30, 2024. This was primarily due to an increase in inventories, prepaid expenses and other of \$260,271, a decrease in accounts payable and accrued liabilities of \$852,240, and a net loss of \$442,206, and offset by a decrease in accounts receivable and amount due from factor of \$354,990. Operating activities provided cash of \$178,366 for the three months ended June 30, 2023. This was primarily due to a decrease in inventories, prepaid expenses and other of \$1,070,043, and net income of \$165,130, and offset by an increase in accounts receivable and amount due from factor of \$1,005,999, and a decrease in accounts payable and accrued expenses of \$54,123.

There were no investing activities for the three months ended June 30, 2024, or 2023.

Financing activities provided cash of \$1,454,566 during the three months ended June 30, 2024, which is comprised of borrowings net of advances from the factor. Financing activities used cash of \$89,051 during the three months ended June 30, 2023, which is comprised of advances net of borrowings from the factor.

#### **Liquidity and Capital Resources**

The Company believes its balances of cash, funds available to borrow under the terms of its factoring agreement, and cash generated by ongoing operations will be sufficient to satisfy its cash requirements over the next twelve months and beyond. The Company's contractual cash requirements have not changed materially since it filed its Form 10-K for the period ended March 31, 2024.

#### **CRITICAL ACCOUNTING POLICIES**

In the notes to the consolidated financial statements, and in "Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations" included in our Form 10-K, we have disclosed those accounting policies that we consider to be significant in determining our results of Operations and financial condition. There have been no material changes to those policies that we consider to be significant since the filing of our Form 10-K. The accounting principles used in preparing our unaudited condensed consolidated financial statements conform in all material respects to accounting principles generally accepted in the United States of America.

## **ITEM 4. CONTROLS AND PROCEDURES**

### **Evaluation of Disclosure Controls and Procedures**

We maintain a system of disclosure controls and procedures (as such item is defined in Rules 13a – 15(e) and 15d – 15(e) of the Exchange Act) that is designed to provide reasonable assurance that information, which is required to be disclosed by us in the reports that we file or submit under the Securities and Exchange Act of 1934, as amended, is recorded, processed, summarized and reported within the time periods specified in the rules and forms of the Securities and Exchange Commission, and is accumulated and communicated to management in a timely manner. Our Chief Executive Officer and Chief Financial Officer have evaluated this system of disclosure controls and procedures in accordance with applicable Securities and Exchange Commission guidance as of the end of the period covered by this annual report and have concluded that disclosure controls and procedures were not effective.

A material weakness arose during the fiscal years ended March 31, 2024, and 2023, in the management review controls over classification of and disclosure of amounts within the financial statements. The Company plans to remediate the material weakness by clarification of the classification of amounts and inclusion of the required disclosures.

A material weakness arose during the fiscal years ended March 31, 2024, and 2023, in the management review controls over the classification of and accounting for income taxes. The Company plans to remediate the material weakness by clarification of the classification of amounts and inclusion of the required disclosures.

A material weakness arose during the fiscal year ended March 31, 2024, in management's review and control over documentation supporting entries posted to the Company's general ledger. The Company plans to remediate the material weakness by implementing procedures to improve documentation used to support entries to the Company's general ledger.

### **Changes in Internal Control over Financial Reporting**

There have been no other changes in internal control over financial reporting that have materially affected, or are reasonably likely to materially affect, internal control over financial reporting during the quarter ended June 30, 2024.

## **PART II - OTHER INFORMATION**

### **ITEM 1. LEGAL PROCEEDINGS**

From time to time, the Company is involved in various lawsuits and legal matters. It is the opinion of management, based on the advice of legal counsel, that these matters will not have a material adverse effect on the Company's financial statements.

**ITEM 6. EXHIBITS**

<u>Exhibit No.</u>	
3.1	<a href="#">Articles of Incorporation (incorporated by reference to the Company's Quarterly Report on Form 10-Q for the period ended December 31, 1988, File No. 1-31747)</a>
3.2	<a href="#">Articles Supplementary, filed October 14, 2003 (incorporated by reference to Exhibit 3.1 to the Company's Current Report on Form 8-K filed October 31, 2002, file No. 1-31747)</a>
3.3	<a href="#">Bylaws, as amended (incorporated by reference to Exhibit 3.1 to the Company's Current Report on Form 8-K filed July 13, 2011, File No. 1-31747)</a>
10.1	<a href="#">2011 Non-Qualified Stock Option Plan (incorporated by reference to the Company's Proxy Statement with respect to the Company's 2011 Annual Meeting of Shareholders, filed July 26, 2011, File No. 1-31747)</a>
10.2	<a href="#">Discount Factoring Agreement between the Registrant and Merchant Factors Corp., dated January 6, 2015 (substantially identical agreement entered into by USI's wholly owned subsidiary, USI Electric, Inc.) (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed January 16, 2015, file No. 1-31747)</a>
10.3	<a href="#">Lease between Universal Security Instruments, Inc. and St. John Properties, Inc. dated November 4, 2008 for its office and warehouse located at 11407 Cronhill Drive, Suites A-D, Owings Mills, Maryland 21117 (incorporated by reference to Exhibit 10.8 to the Company's Quarterly Report on Form 10-Q for the period ended December 31, 2008, File No. 1-31747)</a>
10.4	<a href="#">Amendment to Lease between Universal Security Instruments, Inc. and St. John Properties, Inc. dated June 23, 2009 (incorporated by reference to Exhibit 10.9 to the Company's Annual Report on Form 10-K for the year ended March 31, 2009, File No. 1-31747)</a>
10.5	<a href="#">Amended and Restated Employment Agreement dated July 18, 2007 between the Company and Harvey B. Grossblatt (incorporated by reference to Exhibit 10.7 to the Company's Quarterly Report on Form 10-Q for the period ended December 31, 2007, File No. 1-31747), as amended by Addendum dated November 13, 2007 (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed November 15, 2007, File No. 1-31747), by Addendum dated September 8, 2008 (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed September 8, 2008, File No. 1-31747), by Addendum dated March 11, 2010 (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed March 12, 2010, File No. 1-31747), by Addendum dated July 19, 2012 (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed July 20, 2012, File No. 1-31747), by Addendum dated July 3, 2013 (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed July 8, 2013, File No. 1-31747), and by Addendum dated July 21, 2014 (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed July 21, 2014, File No. 1-31747) ), by addendum dated July 23, 2015 (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed July 28, 2015, File No. 1-31747), by addendum dated July 12, 2016 (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed July 12, 2016, File No. 1-31747), by addendum dated July 18, 2017 (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed July 20, 2017, File No. 1-31747), and by addendum dated July 9, 2018 (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed July 9, 2018, File No. 1-31747), by addendum dated July 12, 2019 (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed July 16, 2019, file No. 1-31747), by addendum dated July 27, 2020 (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed July 27, 2020, file No. 1-31747), by addendum dated July 18, 2021 (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed July 28, 2021, file No. 1-31747), by addendum dated July 22, 2022 (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed July 28, 2022, file No. 1-31747), by addendum dated June 12, 2023 (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed June 12, 2023, file No. 1-31747), and by addendum dated July 10, 2024 (incorporated by reference to Exhibit 10.1 to the Company's Current Report on Form 8-K filed July 11, 2024, file No. 1-31747).</a>
31.1	<a href="#">Rule 13a-14(a)/15d-14(a) Certification of Chief Executive Officer*</a>
31.2	<a href="#">Rule 13a-14(a)/15d-14(a) Certification of Chief Financial Officer*</a>
32.1	<a href="#">Section 1350 Certifications*</a>
99.1	<a href="#">Press Release dated August 19, 2024*</a>
101	Interactive data files providing financial information from the Registrant's Quarterly Report on Form 10-Q for the quarter ended June 30, 2024 in XBRL (eXtensible Business Reporting Language) pursuant to Rule 405 of Regulation S-T: (i) Condensed Consolidated Balance Sheets as of June 30, 2024 and March 31, 2024, (ii) Condensed Consolidated Statements of Operations for the three months ended June 30, 2024 and 2023, (iii) Condensed Consolidated Statements of Cash Flows for the three months ended June 30, 2024 and 2023, (v) Condensed Consolidated Statements of Shareholders' Equity for the three months ended June 30, 2024 and 2023, and (vi) Notes to Condensed Consolidated Financial Statements*

\* Filed herewith



**SIGNATURES**

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

**UNIVERSAL SECURITY INSTRUMENTS, INC.**  
(Registrant)

Date: August 19, 2024

By: /s/ Harvey B. Grossblatt  
Harvey B. Grossblatt  
President, Chief Executive Officer

By: /s/ James B. Huff  
James B. Huff  
Vice President, Chief Financial Officer

## CERTIFICATION

I, Harvey B. Grossblatt, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of Universal Security Instruments, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the Registrant as of, and for, the periods presented in this report;
4. The Registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the Registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the Registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the Registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the Registrant's internal control over financial reporting that occurred during the Registrant's most recent fiscal quarter (the Registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the Registrant's internal control over financial reporting; and
5. The Registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the Registrant's auditors and the audit committee of Registrant's board of directors (or persons performing the equivalent function):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the Registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the Registrant's internal control over financial reporting.

August 19, 2024

/s/ Harvey B. Grossblatt  
Harvey B. Grossblatt  
Chief Executive Officer

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## CERTIFICATION

I, James B. Huff, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of Universal Security Instruments, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the Registrant as of, and for, the periods presented in this report;
4. The Registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the Registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the Registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the Registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the Registrant's internal control over financial reporting that occurred during the Registrant's most recent fiscal quarter (the Registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the Registrant's internal control over financial reporting; and
5. The Registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the Registrant's auditors and the audit committee of Registrant's board of directors (or persons performing the equivalent function):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the Registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the Registrant's internal control over financial reporting.

August 19, 2024

/s/ James B. Huff  
James B. Huff  
Chief Financial Officer

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SECTION 1350 CERTIFICATIONS

In connection with the Quarterly Report of Universal Security Instruments, Inc. (the "Company") on Form 10-Q for the period ending June 30, 2024 as filed with the Securities and Exchange Commission and to which this Certification is an exhibit (the "Report"), the undersigned hereby certify, pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

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

August 19, 2024

/s/ Harvey B. Grossblatt

Harvey B. Grossblatt  
Chief Executive Officer

/s/ James B. Huff

James B. Huff  
Chief Financial Officer

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**For Immediate Release**

Contact: Harvey Grossblatt, CEO  
Universal Security Instruments, Inc.  
(410) 363-3000, Ext. 224  
or  
Zachary Mizener  
Lambert & Co.  
(315) 529-2348

**Universal Security Instruments Reports First-Quarter Results**

OWINGS MILLS, Md. August 19, 2024 - Universal Security Instruments, Inc. (NYSE Amex: UUU) today announced results for its fiscal quarter ended June 30, 2024.

The Company reported sales of \$4,598,516 for the quarter ended June 30, 2024, versus \$6,698,771 for the comparable period of last year. The Company reported a net loss of \$442,206 or \$(0.19) per basic and diluted share, compared to net income of \$165,130, or \$0.07 per basic and diluted share, for the same period last year.

Harvey Grossblatt - President and CEO said: "Sales were lower due to supply chain delays in obtaining components for the Company's security products, and gross margins were reduced in the June quarter by higher ocean freight and component costs."

UNIVERSAL SECURITY INSTRUMENTS, INC. is a distributor of safety and security devices. Founded in 1969, the Company has an over 55-year heritage of developing innovative and easy-to-install products, including smoke, fire and carbon monoxide alarms. For more information on Universal Security Instruments, visit our website at [www.universalsecurity.com](http://www.universalsecurity.com).

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"Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995: Certain matters discussed in this news release may constitute forward-looking statements within the meaning of the federal securities laws that inherently include certain risks and uncertainties. Actual results could differ materially from those projected in or contemplated by the forward-looking statements due to a number of factors, including, among other items, currency fluctuations, the impact of current and future laws and governmental regulations, and other factors which may be identified from time to time in our Securities and Exchange Commission filings and other public announcements. We do not undertake and specifically disclaim any obligation to update any forward-looking statements to reflect occurrence of anticipated or unanticipated events or circumstances after the date of such statements. We will revise our outlook from time to time and frequently will not disclose such revisions publicly.

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**UNIVERSAL SECURITY INSTRUMENTS, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**  
(UNAUDITED)

	Three Months Ended June 30,	
	2024	2023
Sales	\$ 4,598,516	\$ 6,698,771
Net (Loss) Income:	(442,206)	165,130
Net (Loss) Income per share – basic and diluted	(0.19)	0.07
Weighted average number of common shares outstanding:		
Basic and diluted	2,312,887	2,312,887

**CONDENSED CONSOLIDATED BALANCE SHEETS**  
(UNAUDITED)

ASSETS		
	June 30, 2024	June 30, 2023
Cash	\$ 321,539	\$ 240,817
Accounts receivable and amount due from factor	2,955,164	4,670,947
Inventory	5,106,588	2,878,373
Prepaid expense	132,241	280,594
<b>TOTAL CURRENT ASSETS</b>	<b>8,515,532</b>	<b>8,070,731</b>
PROPERTY, EQUIPMENT AND INTANGIBLE ASSETS–NET	149,925	313,550
<b>TOTAL ASSETS</b>	<b>\$ 8,665,457</b>	<b>\$ 8,384,281</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
Line of credit – factor	\$ 2,223,419	\$ 1,370,299
Short-term portion of operating lease liability	132,659	153,095
Accounts payable	1,526,605	831,915
Accrued liabilities	261,953	372,366
<b>TOTAL CURRENT LIABILITIES</b>	<b>4,144,636</b>	<b>2,727,675</b>
LONG-TERM OPERATING LEASE LIABILITY	—	132,659
<b>TOTAL LONG-TERM LIABILITIES</b>	<b>—</b>	<b>132,659</b>
<b>SHAREHOLDERS' EQUITY:</b>		
Common stock, \$.01 par value per share; authorized 20,000,000 shares; issued and outstanding 2,312,887 at June 30, 2024 and 2023	23,129	23,129
Additional paid-in capital	12,885,841	12,885,841
Accumulated Deficit	(8,388,149)	(7,385,023)
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>4,520,821</b>	<b>5,523,947</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>\$ 8,665,457</b>	<b>\$ 8,384,281</b>