SECURITIES AND EXCHANGE COMMISSION

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Washington, D.C. 20549
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FORM 10-QSB

X Quarterly report pursuant to Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934

For the quarterly period ended December 31, 1995 or
Transition report pursuant to Section 13 or $15(d)$ of the Securities Exchange Act of 1934

For the transition period from $\qquad$ to $\qquad$
Commission File Number 0-16106

APA OPTICS, INC.
(exact name of small business issuer as specified in its charter)
Minnesota

| (State or other jurisdiction of |
| :--- |
| No.) |

incorporation or organization)
2950 N.E. 84th Lane, Blaine, Minnesota 55449
(Address of principal executive offices and zip code)
Issuer's telephone number, including area code: (612) 784-4995
Indicate whether the issuer (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the issuer was required to file such reports), and (2) has been subject to the filing requirement for the past 90 days.

$$
\text { Yes } X \text { No }
$$

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date:

Class: Outstanding at December 31, 1995
Common stock, par value \$.01 7,986,007
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PART 1, FINANCIAL INFORMATION
ITEM 1, FINANCIAL STATEMENTS
APA OPTICS, INC.
CONDENSED BALANCE SHEETS

<TABLE>
<CAPTION>
ASSETS
<S>
CURRENT ASSETS:
\begin{tabular}{cr}
\begin{tabular}{c} 
Decmeber 31 \\
1995
\end{tabular} & \begin{tabular}{c} 
March 31 \\
1995
\end{tabular} \\
<C> \\
(Unaudited) & <C> \\
\(\$ 2,167,855\) \\
484,952 & (Audited)* \\
& \(\$\)\begin{tabular}{l}
401,034 \\
24,244
\end{tabular} \\
199,253 & 421,943 \\
35,977 & 61,791 \\
41,667 & 146,414 \\
\(2,953,948\) & 31,225 \\
& 63,333 \\
\(1,238,461\) & \(1,125,740\) \\
& \(1,492,282\) \\
603,609 & 445,075 \\
& \\
\(\$ 4,796,018\) & \(\$ 3,063,097\)
\end{tabular}

LIABILITIES AND SHAREHOLDERS' EQUITY
CURRENT LIABILITIES:
Current Portion of Long-Term Debt
\begin{tabular}{rrr}
\(\$ 100,000\) & \(\$\) & 95,000 \\
42,065 & & 97,584 \\
80,723 & 40,476 \\
222,788 & & 233,060 \\
& & \\
345,000 & & 445,000
\end{tabular}

</TABLE>
Page 4 of 7
APA OPTICS, INC. CONDENSED STATEMENTS OF CASH FLOWS (UNAUDITED)

<TABLE>
<CAPTION>
<S>
OPERATING ACTIVITIES
Net Income (loss) \$ 32,202 \(\$(304,895)\)

Adjustments to reconcile net income to net cash
provided by operating activities:
Depreciation and amortization
303,708
330,168
Changes in operating assets and liabilities: (Increase) decrease in accounts receivable
\((63,009)\)
\((102,270)\)
\begin{tabular}{|c|c|c|c|}
\hline (Increase) decrease in inventories and prepaid expenses & 1,622 & & \((30,282)\) \\
\hline Increase (decrease) in accounts payable and accrued expenses & \((15,271)\) & & \((94,492)\) \\
\hline Other & \((194,534)\) & & \((47,715)\) \\
\hline Net cash provided by (used in) operating activities & 64,718 & & \((249,486)\) \\
\hline INVESTING ACTIVITIES & & & \\
\hline Purchases of property and equipment & \((13,888)\) & & 54,629 \\
\hline Net cash provided by (used in) investing activities & \((13,888)\) & & 54,629 \\
\hline FINANCING ACTIVITIES & & & \\
\hline Proceeds from the sale of common stock & 1,810,991 & & 242,920 \\
\hline Repayment of long-term debt & \((95,000)\) & & \((85,000)\) \\
\hline Net cash provided by (used in) financing activities & 1,715,991 & & 157,920 \\
\hline Increase (decrease) in cash & 1,766,821 & & \((36,937)\) \\
\hline Cash at Beginning of Period & 401,034 & & 274,204 \\
\hline Cash at End of Period & \$2,167,855 & \$ & 237,267 \\
\hline
\end{tabular}
</TABLE>
NOTE TO CONDENSED FINANCIAL STATEMENTS

1. In the opinion of management, the information furnished reflects all adjustments which are necessary to a fair statement of the results of the interim periods presented. All adjustments were of a normal recurring nature. The results of any interim period are not necessarily indicative of results for the full year.

* Includes $\$ 125,000$ from the sale of used equipment.

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

Results of Operations:
Both revenues and profits improved for the third quarter of fiscal 1996 ended December 31, 1995 as compared to the third quarter of fiscal 1995.
Revenues for the third quarter of fiscal 1996 increased 4\% as compared to the third quarter of fiscal 1995. Revenues for the third quarter were, however, $13 \%$ lower as compared to the revenues for the second quarter of 1996 due mainly to: i) annual shut down during the year end holidays and ii) delays in billing on a government contract due to delays in funding authorization. The profits for the third quarter of fiscal 1996 increased 129\% as compared to the profits for second quarter of fiscal 1996, despite the reduction in revenues.
Revenues of $\$ 1,866,863$ for the first nine months of fiscal 1996 are $27 \%$ higher than the revenues of $\$ 1,464,872$ for the same period of fiscal 1995, due mainly to increase in contract revenues. Whereas the contract revenues increased by $\$ 635,109$, the Company experienced a reduction in production revenues of $\$ 233,117$ during the first nine months of fiscal 1996 as compared to the same period of fiscal 1995. The Company continues to work towards its goal of improving production revenues by manufacturing and marketing of products based on its own technology.
The Company is reporting a net profit of $\$ 33,894$ for the third quarter of fiscal 1996 as compared to a net loss of ( $\$ 62,032$ ) for the third quarter of fiscal 1995. For the first nine months of fiscal 1996 the Company is reporting a profit of $\$ 32,202$ as compared to losses of (\$304,895) for the first nine months of fiscal 1995. The high cash balance has contributed to the Company's profit, through interest income. The Company's backlog of uncompleted contracts continues to improve, approximately $\$ 4.6$ million at December 31, 1995. The Company continues to win new government contracts. Also, development continues on the new product to be manufactured in our planned Aberdeen facility.

## Liquidity and Capital Resources:

The Company's cash balance at December 31, 1995 is
$\$ 2,167,855$. The Company's current ratio is over thirteen to one. The Company raised approximately $\$ 1.8$ million in a private placement of 600,000 shares of the company's common stock late in the second quarter of fiscal 1996. These funds will be used to supplement the $\$ 6.5$ million of assistance from the State of South

Dakota and the City of Aberdeen for the construction of a new

## optoelectronic product manufacturing facility in Aberdeen, South

Dakota.
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## PART II. OTHER INFORMATION

ITEMS 1 - 5. Not Applicable.

ITEM 6. Exhibits and Reports on Form 8-K
(a) Exhibit 11: Statement RE: Computation of per share earnings.
(b) Exhibit 27: Financial Data Schedules

There were no reports on Form 8-K filed during the three months ended December 31, 1995.

## Signatures

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

APA OPTICS, INC.

2/07/96
s/s Anil K. Jain

Date

2/07/96

Date
s/s Randal J. Becker

Randal J. Becker Principal Accounting Officer
<TABLE> <S> <C>
<ARTICLE> 5

| <S> | <C> |  |
| :---: | :---: | :---: |
| <PERIOD-TYPE> | 9-MOS |  |
| <FISCAL-YEAR-END> |  | MAR-31-1996 |
| <PERIOD-END> |  | DEC-31-1996 |
| <CASH> |  | 2,167,855 |
| <SECURITIES> |  | 0 |
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| <ALLOWANCES> |  | 0 |
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| <TOTAL-ASSETS> |  | 4,796,018 |
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| <OTHER-SE> |  | 4,148,370 |
| <TOTAL-LIABILITY-AND-EQUITY> |  | 4,796,018 |
| <SALES> |  | $1,866,863$ |
| <TOTAL-REVENUES> |  | $1,866,863$ |
| <CGS> |  | 1,449,017 |
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| <OTHER-EXPENSES> |  | 394,600 |
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| <INCOME-PRETAX> |  | 32,952 |
| <INCOME-TAX> |  | 750 |
| <INCOME-CONTINUING> |  | 32,202 |
| <DISCONTINUED> |  | 0 |
| <EXTRAORDINARY> |  | 0 |
| <CHANGES> |  | 0 |
| <NET-INCOME> |  | 32,202 |
| <EPS-PRIMARY> |  | . 00 |
| <EPS-DILUTED> |  | . 00 |

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| EXHIBIT 11 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| APA OPTICS, INC. |  |  |  |  |  |  |  |
| <TABLE> <br> <Cation> |  |  |  |  |  |  |  |
|  | Statement RE: Computation of Per Share Earnings |  |  |  |  |  |  |
|  | Three months ended December 31 |  |  |  | Nine months ended December 31 |  |  |
|  |  |  |  |  |  |  |  |
| <S> | <C> |  |  |  | <C> |  |  |
| Average common shares outstanding | $7,986,007$ |  | 7,376,575 |  | 7,651,545 |  | 7,309,294 |
| Dilutive stock options and warrants <br> (A) |  | 43,562 |  | 0 | 0 |  | 0 |
| Total | 8,029,569 |  | 7,376,575 |  | 7,651,545 |  | 7,309,294 |
| Net income (loss) | \$ | 33,894 |  | (62,032) | \$ | 32,202 | \$ (304, 895) |
| Per share amount |  | \$ . 00 |  | \$(.01) |  | \$ . 00 | \$(.04) |

</TABLE>
(A) Calculated using the "treasury stock" method.

