

LIFEWAY FOODS INC  
Form 10QSB  
August 14, 2007

---

---

**UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

**FORM 10-QSB**

(Mark  
One)

**QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934  
For the quarterly period ended June 30, 2007**

**TRANSITION REPORT UNDER SECTION 13 OR 15(d) OF THE  
EXCHANGE ACT  
For the transition period from \_\_\_\_\_  
to \_\_\_\_\_**

Commission file number: 0-17363

**LIFEWAY FOODS, INC.**

(Exact name of small business issuer as specified in its charter)

Illinois  
(State or other jurisdiction of incorporation  
or organization)

36-3442829  
(IRS Employer Identification No.)

6431 WEST OAKTON, MORTON GROVE, ILLINOIS 60053

\_\_\_\_\_  
(Address of principal executive offices)

(847) 967-1010

\_\_\_\_\_  
(Issuer's telephone number)

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

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

**APPLICABLE ONLY TO CORPORATE ISSUERS**

As of August 3, 2007, the issuer had 16,823,526 shares of common stock, no par value, outstanding.

Transitional Small Business Disclosure Format (Check one):      Yes     No

---

---

**INDEX**

|  |            |
|--|------------|
| <b>PART I — FINANCIAL INFORMATION</b>                                    | <b>3</b>   |
| <b>ITEM 1. FINANCIAL STATEMENTS</b>                                      | <b>4-7</b> |
| <b>ITEM 2. MANAGEMENT’S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION</b> | <b>21</b>  |
| <b>ITEM 3. CONTROLS AND PROCEDURES</b>                                   | <b>24</b>  |
| <br>   |            |
| <b>PART II — OTHER INFORMATION</b>                                       | <b>24</b>  |
| <b>ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS</b>       | <b>24</b>  |
| <b>ITEM 5. OTHER INFORMATION</b>   | <b>25</b>  |
| <b>ITEM 6. EXHIBITS</b>  | <b>25</b>  |
| <br>   |            |
| <b>SIGNATURE</b>   | <b>26</b>  |
| <br>   |            |
| <b>EXHIBITS INDEX</b>  | <b>27</b>  |

**PART I — FINANCIAL INFORMATION**

**LIFEWAY FOODS, INC. AND SUBSIDIARIES**

**CONSOLIDATED FINANCIAL STATEMENTS**

**JUNE 30, 2007 AND 2006**

**AND DECEMBER 31, 2006**

**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Consolidated Statements of Financial Condition**  
**June 30, 2007 and 2006 (Unaudited) and December 31, 2006**

|   | (Unaudited)          |                      |                      |
|---|----------------------|----------------------|----------------------|
|   | June 30,             |                      | December 31,         |
|   | 2007                 | 2006                 | 2006                 |
| <b><u>ASSETS</u></b>  |                      |                      |                      |
| <b>Current assets</b>   |                      |                      |                      |
| Cash and cash equivalents   | \$ 1,014,433         | \$ 3,621,803         | \$ 1,547,812         |
| Marketable securities   | 8,424,516            | 8,581,674            | 8,491,363            |
| Inventories   | 3,510,597            | 2,320,818            | 2,522,196            |
| Accounts receivable, net of allowance for doubtful accounts of \$39,460 and \$45,000 at June 30, 2007 and 2006 and \$80,000 at December 31, 2006              | 4,602,313            | 3,561,038            | 3,942,717            |
| Prepaid expenses and other current assets   | 13,207               | 51,823               | 11,983               |
| Other receivables   | 40,295               | 67,332               | 71,050               |
| Deferred income taxes   | 73,168               | 116,544              | 32,234               |
| Refundable income taxes   | —                    | —                    | 267,771              |
| <b>Total current assets</b>   | <b>17,678,529</b>    | <b>18,321,032</b>    | <b>16,887,126</b>    |
| <b>Property and equipment, net</b>  | <b>8,819,215</b>     | <b>7,762,286</b>     | <b>8,580,716</b>     |
| <b>Intangible assets</b>  |                      |                      |                      |
| Goodwill  | 3,952,425            | 75,800               | 3,952,425            |
| Other intangible assets, net of accumulated amortization of \$439,982 and \$125,484 at June 30, 2007 and 2006 and \$278,710 December 31, 2006                 | 3,423,514            | 317,154              | 3,578,928            |
| <b>Total intangible assets</b>  | <b>7,375,939</b>     | <b>392,954</b>       | <b>7,531,353</b>     |
| <b>Total assets</b>   | <b>\$ 33,873,683</b> | <b>\$ 26,476,272</b> | <b>\$ 32,999,195</b> |
| <b><u>LIABILITIES AND STOCKHOLDERS' EQUITY</u></b>  |                      |                      |                      |
| <b>Current liabilities</b>  |                      |                      |                      |
| Current maturities of notes payable   | \$ 1,130,316         | \$ 542,089           | \$ 1,131,336         |
| Accounts payable  | 1,527,164            | 704,061              | 1,463,014            |
| Accrued income tax  | 31,802               | 441,049              |                      |
| Accrued expenses  | 386,749              | 382,543              | 480,101              |
| <b>Total current liabilities</b>  | <b>3,076,031</b>     | <b>2,069,742</b>     | <b>3,074,451</b>     |
| <b>Notes payable</b>  | <b>4,843,282</b>     | <b>2,849,504</b>     | <b>5,746,718</b>     |
| <b>Deferred income taxes</b>  | <b>466,673</b>       | <b>343,619</b>       | <b>449,619</b>       |
| <b>Stockholders' equity</b>   |                      |                      |                      |
| Common stock, no par value; 20,000,000 shares authorized; 17,273,766 shares issued; 16,889,237 shares outstanding at June 30, 2007; 17,273,776 shares issued; | 6,509,267            | 6,509,267            | 6,509,267            |

Edgar Filing: LIFEWAY FOODS INC - Form 10QSB

16,793,310 shares outstanding at June 30, 2006; and  
 17,273,776 shares issued; 16,897,826 shares outstanding  
 at December 31, 2006

|   |                      |                      |                      |
|---|----------------------|----------------------|----------------------|
| Paid-in-capital   | 1,086,591            | 104,036              | 1,080,911            |
| Treasury stock, at cost                                     | (2,085,666)          | (1,468,091)          | (1,334,313)          |
| Retained earnings   | 19,850,129           | 16,067,650           | 17,318,772           |
| Accumulated other comprehensive income (loss), net of taxes | 127,376              | 545                  | 153,770              |
| <b>Total stockholders' equity</b>                           | <b>25,487,697</b>    | <b>21,213,407</b>    | <b>23,728,407</b>    |
| <b>Total liabilities and stockholders' equity</b>           | <b>\$ 33,873,683</b> | <b>\$ 26,476,272</b> | <b>\$ 32,999,195</b> |

See accompanying notes to financial statements

- 4 -

---

**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Consolidated Statements of Income and Comprehensive Income**  
**For the Three and Six Months Ended June 30, 2007 and 2006 (Unaudited)**  
**and The Year Ended December 31, 2006**

|   | (Unaudited)         |                   | (Unaudited)         |                     | Year Ended          |
|---|---------------------|-------------------|---------------------|---------------------|---------------------|
|   | Three Months Ended  |                   | Six Months Ended    |                     | December 31,        |
|   | June 30,            |                   | June 30,            |                     | 2006                |
|   | 2007                | 2006              | 2007                | 2006                |                     |
| <b>Sales</b>  | \$ 9,715,262        | \$ 6,367,397      | \$ 18,737,506       | \$ 12,370,420       | \$ 27,720,713       |
| Cost of goods sold  | 5,886,186           | 3,787,577         | 11,336,011          | 7,093,221           | 17,081,992          |
| <b>Gross profit</b>                                       | <b>3,829,076</b>    | <b>2,579,820</b>  | <b>7,401,495</b>    | <b>5,277,199</b>    | <b>10,638,721</b>   |
| Selling Expenses  | 912,262             | 849,647           | 1,682,343           | 1,432,591           | 3,065,254           |
| General and<br>Administrative                             | 1,155,527           | 800,019           | 2,156,375           | 1,508,083           | 3,343,341           |
| <b>Total Operating<br/>Expenses</b>                       | <b>2,067,789</b>    | <b>1,649,666</b>  | <b>3,838,718</b>    | <b>2,940,674</b>    | <b>6,408,595</b>    |
| <b>Income from<br/>operations</b>                         | <b>1,761,287</b>    | <b>930,154</b>    | <b>3,562,777</b>    | <b>2,336,525</b>    | <b>4,230,126</b>    |
| Other income<br>(expense):                                |                     |                   |                     |                     |                     |
| Interest and dividend<br>income                           | 98,365              | 122,033           | 164,164             | 208,264             | 388,339             |
| Rental Income   | 9,581               | —                 | 18,181              | —                   | 11,401              |
| Interest expense  | (109,283)           | (63,200)          | (218,812)           | (113,426)           | (345,525)           |
| Gain (loss) on sale of<br>marketable securities,<br>net   | 439,243             | 225,292           | 453,380             | 188,414             | 355,767             |
| Gain on marketable<br>securities classified as<br>trading | 343                 | 2,549             | 951                 | 3,061               | 791                 |
| Total other income<br>(Expense)                           | 438,249             | 286,674           | 417,864             | 286,313             | 410,773             |
| <b>Income before<br/>provision for income<br/>taxes</b>   | <b>2,199,536</b>    | <b>1,216,828</b>  | <b>3,980,641</b>    | <b>2,622,838</b>    | <b>4,640,899</b>    |
| Provision for income<br>taxes                             | 803,510             | 466,784           | 1,449,284           | 978,136             | 1,745,075           |
| <b>Net income</b>   | <b>\$ 1,396,026</b> | <b>\$ 750,044</b> | <b>\$ 2,531,357</b> | <b>\$ 1,644,702</b> | <b>\$ 2,895,824</b> |
|   | 0.08                | 0.04              | 0.15                | 0.10                | 0.17                |

**Basic and diluted  
earnings per  
common share****Weighted average  
number of shares  
outstanding**

|  |                   |                   |                   |                   |                   |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|
|  | <b>16,875,905</b> | <b>16,799,536</b> | <b>16,885,586</b> | <b>16,795,473</b> | <b>16,829,601</b> |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|

**COMPREHENSIVE  
INCOME**

|                   |                     |                   |                     |                     |                     |
|-------------------|---------------------|-------------------|---------------------|---------------------|---------------------|
| <b>Net income</b> | <b>\$ 1,396,026</b> | <b>\$ 750,044</b> | <b>\$ 2,531,357</b> | <b>\$ 1,644,702</b> | <b>\$ 2,895,824</b> |
|-------------------|---------------------|-------------------|---------------------|---------------------|---------------------|

Other comprehensive  
income (loss), net of  
tax:

Unrealized gains

(losses) on marketable  
securities (net of tax  
benefits)

|  |          |          |         |         |           |
|--|----------|----------|---------|---------|-----------|
|  | (26,118) | (65,256) | 238,834 | 210,281 | (251,021) |
|--|----------|----------|---------|---------|-----------|

Less reclassification  
adjustment for gains  
(losses) included in  
net income (net of  
taxes)

|  |          |          |           |           |         |
|--|----------|----------|-----------|-----------|---------|
|  | (87,433) | (88,574) | (265,228) | (110,222) | 504,305 |
|--|----------|----------|-----------|-----------|---------|

**Comprehensive  
income**

|  |                     |                   |                     |                     |                     |
|--|---------------------|-------------------|---------------------|---------------------|---------------------|
|  | <b>\$ 1,282,475</b> | <b>\$ 596,214</b> | <b>\$ 2,504,963</b> | <b>\$ 1,744,761</b> | <b>\$ 3,149,108</b> |
|--|---------------------|-------------------|---------------------|---------------------|---------------------|

See accompanying notes to financial statements



**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Consolidated Statements of Changes in Stockholders' Equity**  
**For the Six Months Ended June 30, 2007 (Unaudited)**  
**and the Year Ended December 31, 2006**

|  | Common Stock, No Par                  |                            | #<br>of Shares<br>of |                     |                  |                      |                      | Accumulated        |  |
|--|---------------------------------------|----------------------------|----------------------|---------------------|------------------|----------------------|----------------------|--------------------|--|
|  | Value 20,000,000<br>Shares Authorized | # of Shares                |                      | Treasury            | Common           | Paid In              | Treasury             | Retained           | Other<br>Comprehensive<br>Income<br>(Loss),<br>Net of<br>Tax |
|  | # of Shares<br>Issued                 | # of Shares<br>Outstanding | Stock                | Stock               | Capital          | Stock                | Earnings             |                    |  |
| <b>Balances at<br/>December 31,<br/>2005</b>   | <b>17,273,776</b>                     | <b>16,790,510</b>          | <b>483,266</b>       | <b>\$ 6,509,267</b> | <b>\$ 90,725</b> | <b>\$(1,024,659)</b> | <b>\$ 14,422,948</b> | <b>\$ (99,514)</b> | <b>\$ 1</b>  |
| Issuance of<br>treasury stock<br>for<br>compensation   | —                                     | 4,666                      | (4,666)              | —                   | 13,311           | 15,855               | —                    | —                  | —  |
| Issuance of<br>treasury stock<br>for acquisition<br>of Helios  | —                                     | 202,650                    | (202,650)            | —                   | 976,875          | 323,125              | —                    | —                  | —  |
| Redemption of<br>stock   | —                                     | (100,000)                  | 100,000              | —                   | —                | (648,634)            | —                    | —                  | —  |
| Other<br>comprehensive<br>income (loss):<br>Unrealized<br>losses on<br>securities, net<br>of taxes and<br>reclassification<br>adjustment | —                                     | —                          | —                    | —                   | —                | —                    | —                    | —                  | 253,284  |
| Net income for<br>the year ended<br>December 31,<br>2006   | —                                     | —                          | —                    | —                   | —                | —                    | 2,895,824            | —                  | —  |
| <b>Balances at<br/>December 31,<br/>2006</b>   | <b>17,273,776</b>                     | <b>16,897,826</b>          | <b>375,950</b>       | <b>6,509,267</b>    | <b>1,080,911</b> | <b>(1,334,313)</b>   | <b>17,318,772</b>    | <b>153,770</b>     | <b>2</b>   |

Edgar Filing: LIFEWAY FOODS INC - Form 10QSB

|  |                   |                   |                |                     |                     |                      |                      |                   |             |
|--|-------------------|-------------------|----------------|---------------------|---------------------|----------------------|----------------------|-------------------|-------------|
| Redemption of stock  | —                 | (75,000)          | 75,000         | —                   | —                   | (752,603)            | —                    | —                 |             |
| Issuance of treasury stock   | —                 | 700               | (700)          | —                   | 5,680               | 1,250                | —                    | —                 |             |
| Other comprehensive income (loss):<br>Unrealized gains on securities, net of taxes and reclassification adjustment | —                 | —                 | —              | —                   | —                   | —                    | —                    | (26,394)          |             |
| Net income for the six months ended June 30, 2007  | —                 | —                 | —              | —                   | —                   | —                    | 2,531,357            | —                 |             |
| <b>Balances at June 30, 2007</b>   | <b>17,273,776</b> | <b>16,823,526</b> | <b>450,250</b> | <b>\$ 6,509,267</b> | <b>\$ 1,086,591</b> | <b>\$(2,085,666)</b> | <b>\$ 19,850,129</b> | <b>\$ 127,376</b> | <b>\$ 2</b> |

See accompanying notes to financial statements

**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Consolidated Statements of Cash Flows**  
**For the Six Months Ended June 30, 2007 and 2006 (Unaudited)**  
**and the Year Ended December 31, 2006**

|  | (Unaudited)         |                     |                     |
|--|---------------------|---------------------|---------------------|
|  | Six Months Ended    |                     | Year Ended          |
|  | June 30,            |                     | December 31,        |
|  | 2007                | 2006                | 2006                |
| <b><u>Cash flows from operating activities:</u></b>  |                     |                     |                     |
| <b>Net income</b>  | \$ 2,531,357        | \$ 1,644,702        | \$ 2,895,824        |
| Adjustments to reconcile net income to net cash flows from operating activities, net of acquisition: |                     |                     |                     |
| Depreciation and amortization  | 512,869             | 291,678             | 758,754             |
| (Gain)Loss on sale of marketable securities, net   | (453,380)           | (188,414)           | (355,767)           |
| Gain on marketable securities classified as trading  | (951)               | (3,061)             | (791)               |
| Deferred income taxes  | (5,303)             | (52,541)            | 33,031              |
| Treasury stock issued for services   | 6,930               | 29,166              | 29,166              |
| Increase (decrease) in allowance for doubtful accounts   | (40,540)            | 10,000              | 45,000              |
| (Increase) decrease in operating assets:   |                     |                     |                     |
| Accounts receivable  | (619,056)           | (1,053,423)         | (1,190,448)         |
| Other receivables  | 30,755              | (10,897)            | (14,615)            |
| Inventories  | (988,401)           | (603,819)           | (585,563)           |
| Refundable income taxes  | 267,771             | 11,562              | (256,209)           |
| Prepaid expenses and other current assets  | (1,224)             | (42,679)            | 35,032              |
| Increase (decrease) in operating liabilities:  |                     |                     |                     |
| Accounts payable   | 64,150              | 277,808             | 638,999             |
| Accrued expenses   | (93,352)            | 27,532              | 125,090             |
| Accrued income taxes   | 31,802              | 441,049             | —                   |
| <b>Net cash provided by operating activities</b>   | <b>1,243,427</b>    | <b>778,663</b>      | <b>2,157,503</b>    |
| <b><u>Cash flows from investing activities:</u></b>  |                     |                     |                     |
| Purchases of marketable securities   | (3,274,563)         | (3,968,844)         | (7,509,692)         |
| Sale of marketable securities  | 3,750,770           | 3,230,866           | 7,285,071           |
| Purchases of property and equipment  | (590,096)           | (269,466)           | (680,174)           |
| Acquisition of Helios, net of cash acquired  | —                   | —                   | (2,551,679)         |
| Purchases of organizational costs  | (5,858)             | —                   | —                   |
| <b>Net cash used in investing activities</b>   | <b>(119,747)</b>    | <b>(1,007,444)</b>  | <b>(3,456,474)</b>  |
| <b><u>Cash flows from financing activities:</u></b>  |                     |                     |                     |
| Purchases of treasury stock  | (752,603)           | (459,287)           | (648,634)           |
| Repayment of notes payable   | (904,456)           | (44,210)            | (858,664)           |
| <b>Net cash provided by (used in) financing activities</b>   | <b>(1,657,059)</b>  | <b>(503,497)</b>    | <b>(1,507,298)</b>  |
| <b>Net decrease in cash and cash equivalents</b>   | <b>(533,379)</b>    | <b>(732,278)</b>    | <b>(2,806,269)</b>  |
| Cash and cash equivalents at the beginning of the period   | 1,547,812           | 4,354,081           | 4,354,081           |
| <b>Cash and cash equivalents at the end of the period</b>  | <b>\$ 1,014,433</b> | <b>\$ 3,621,803</b> | <b>\$ 1,547,812</b> |

See accompanying notes to financial statements

- 7 -

---

**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
**June 30, 2007 and 2006**  
**and December 31, 2006**

**Note 1 – NATURE OF BUSINESS**

Lifeway Foods, Inc. (The “Company”) commenced operations in February 1986 and incorporated under the laws of the state of Illinois on May 19, 1986. The Company’s principal business activity is the production of dairy products. Specifically, the Company produces Kefir, a drinkable product which is similar to but distinct from yogurt, in several flavors sold under the name “Lifeway’s Kefir;” a plain farmer’s cheese sold under the name “Lifeway’s Farmer’s Cheese;” a fruit sugar-flavored product similar in consistency to cream cheese sold under the name of “Sweet Kiss;” and a dairy beverage, similar to Kefir, with increased protein and calcium, sold under the name “Basics Plus.” The Company also produces several soy-based products under the name “Soy Treat” and a vegetable-based seasoning under the name “Golden Zesta.” The Company currently distributes its products throughout the Chicago Metropolitan area and various cities in the East Coast through local food stores. In addition, the products are sold throughout the United States and Ontario, Canada by distributors. The Company also distributes some of its products to Eastern Europe.

On August 3, 2006 the Company executed a Stock Purchase Agreement with George Economy, Amani Holdings, LLC and other shareholders (“the stockholders”) of the capital stock of Helios Nutrition, Ltd. (“Helios”) and Pride Main Street Dairy, L.L.C. pursuant to which the Company purchased all of the issued and outstanding stock of Helios from the Stockholders for a combination of an aggregate amount of 202,650 in shares of the Company’s common stock, no par value, \$2,563,000 in cash, and a promissory note issued by the Company in favor of the Stockholders in the principal amount of \$4,200,000. The Stock Payment, the Cash Payment and Promissory Note are subject to adjustment under certain circumstances in accordance with the terms of the Stock Purchase Agreement.

The final net purchase price for the assets was \$8,063,000 including professional fees related to the acquisition. The following table summarizes the fair values of the assets acquired and the liabilities assumed at the date of acquisition.

|   |              |
|---|--------------|
| Cash                                      | \$ 11,321    |
| Accounts Receivable Assumed               | 279,654      |
| Inventories                               | 219,634      |
| Equipment, Building and Land              | 721,572      |
| Prepaid Items                             | 37,871       |
| Trade Name - Intangible Asset             | 1,980,000    |
| Formula - Intangible Asset                | 438,000      |
| Contractual Backlog - Intangible Asset    | 12,000       |
| Customer Relationships - Intangible Asset | 985,000      |
| Goodwill                                  | 3,876,625    |
| Total Assets Acquired                     | 8,561,677    |
| Note Payable and Accounts Payable Assumed | (498,677)    |
| Net Assets Acquired                       | \$ 8,063,000 |

At closing, \$2,563,000 was paid of the total purchase, \$1,300,000 was paid in stock, with the balance due as a \$4,200,000 note to be paid in sixteen equal installments over sixteen quarters. The goodwill is expected to be deductible for tax purposes.

**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
**June 30, 2007 and 2006**  
**and December 31, 2006**

**Note 1 – NATURE OF BUSINESS - Continued**

The following unaudited proforma information presents the results of operations of the Company as if the acquisition had taken place at the beginning of 2006:

|            | 6 months ended<br>June 30, 2006 | Year ended<br>December 31, 2006 |
|------------|---------------------------------|---------------------------------|
| Net Sales  | \$ 14,992,929                   | \$ 30,804,309                   |
| Net Income | \$ 1,510,354                    | \$ 2,621,228                    |
| EPS        | \$ 0.09                         | \$ 0.16                         |

**Note 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

A summary of the significant accounting policies applied in the preparation of the accompanying financial statements follows:

Principles of consolidation

The consolidated financial statements include the accounts of the Company and its wholly-owned subsidiaries, LFI Enterprises, Inc., Helios Nutrition, Ltd., Pride of Main Street, L.L.C. and Starfruit, L.L.C. All significant intercompany accounts and transactions have been eliminated.

Use of estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America 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 reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. Significant estimates made in preparing the consolidated financial statements include the allowance for doubtful accounts, the valuation of Goodwill and intangible assets and deferred taxes.

Revenue Recognition

Sales represent sales of Company produced dairy products that are recorded at the time of shipment and the following four criteria have been met: (i) The product has been shipped and the Company has no significant remaining obligations; (ii) Persuasive evidence of an agreement exists; (iii) The price to the buyer is fixed or determinable and (iv) Collection is probable. In addition, shipping costs invoiced to the customers are included in net sales and the related cost in cost of sales.

Cash and cash equivalents

All highly liquid investments purchased with an original maturity of three months or less are considered to be cash equivalents.

Edgar Filing: LIFEWAY FOODS INC - Form 10QSB

The Company maintains cash deposits at several institutions located in the greater Chicago, Illinois and Philadelphia, Pennsylvania metropolitan areas. Deposits at each institution are insured up to \$100,000 by the Federal Deposit Insurance Corporation or the Securities Investor Protector Corporation.

Bank balances of amounts reported by financial institutions are categorized as follows:

|  | 2007         | June 30, | 2006      | December 31, |
|--|--------------|----------|-----------|--------------|
|  |              |          |           | 2006         |
| Amounts insured                        | \$ 240,374   | \$       | 340,460   | \$ 432,678   |
| Uninsured and uncollateralized amounts | 1,185,137    |          | 3,792,076 | 1,412,560    |
| Total bank balances                    | \$ 1,425,511 | \$       | 4,132,536 | 1,845,238    |

- 9 -

---

**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
**June 30, 2007 and 2006**  
**and December 31, 2006**

**Note 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued**

Marketable securities

All investment securities are classified as either as available-for-sale or trading, and are carried at fair value or quoted market prices. Unrealized gains and on available-for-sale securities losses are reported as a separate component of stockholders' equity. Amortization, accretion, interest and dividends, realized gains and losses and declines in value judged to be other-than-temporary on available-for-sale securities are recorded in other income. Statement of Financial Accounting Standards No. 115, *Accounting for Certain Investments in Debt and Equity Securities*, Securities and Exchange Commission (SEC) Staff Accounting Bulletin (SAB) 59, *Accounting for Noncurrent Marketable Equity Securities*, and Emerging Issue Task Force Abstract 03-01 *the meaning of other-than-temporary impairment and its application to certain investments*, provide guidance on determining when an investment is other-than-temporarily impaired. This evaluation depends on the specific facts and circumstances. Factors that we consider in determining whether an other-than-temporary decline in value has occurred include: the market value of the security in relation to its cost basis; the financial condition of the investee; and the intent and ability to retain the investment for a sufficient period of time to allow for possible recovery in the market value of the investment.

Accounts receivable

Credit terms are extended to customers in the normal course of business. The Company performs ongoing credit evaluations of its customers' financial condition and generally requires no collateral.

Accounts receivable are recorded at invoice amounts, and reduced to their estimated net realizable value by recognition of an allowance for doubtful accounts. The Company's estimate of the allowance for doubtful accounts is based upon historical experience, its evaluation of the current status of specific receivables, and unusual circumstances, if any. Accounts are considered past due if payment is not made on a timely basis in accordance with the Company's credit terms. Accounts considered uncollectible are charged against the allowance.

Inventories

Inventories are stated at the lower of cost or market, cost being determined by the first-in, first-out method.

Property and equipment

Property and equipment are stated at depreciated cost or fair value where depreciated cost is not recoverable. Depreciation is computed using the straight-line method. When assets are retired or otherwise disposed of, the cost and related accumulated depreciation are removed from the accounts, and any resulting gain or loss is recognized in income for the period. The cost of maintenance and repairs is charged to income as incurred; significant renewals and betterments are capitalized.

Property and equipment are being depreciated over the following useful lives:

| Category                   | Years     |
|----------------------------|-----------|
| Buildings and improvements | 31 and 39 |
| Machinery and equipment    | 5 – 12    |
| Office equipment           | 5 – 7     |



Vehicles

5

- 10 -

---

**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
**June 30, 2007 and 2006**  
**and December 31, 2006**

**Note 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – Continued**

Intangible assets

The Company accounts for intangible assets at historical cost. Intangible assets acquired in a business combination are recorded under the purchase method of accounting at their estimated fair values at the date of acquisition. Goodwill represents the excess purchase price over the fair value of the net tangible and other intangible assets acquired. Goodwill is not amortized and is reviewed for impairment at least annually. The Company amortizes other intangible assets over their estimated useful lives, as disclosed in the table below.

The Company reviews intangible assets and their related useful lives at least once a year to determine if any adverse conditions exist that would indicate the carrying value of these assets may not be recoverable. The Company conducts more frequent impairment assessments if certain conditions exist, including: a change in the competitive landscape, any internal decisions to pursue new or different strategies, a loss of a significant customer, or a significant change in the market place including changes in the prices paid for the Company’s products or changes in the size of the market for the Company’s products.

If the estimate of an intangible asset’s remaining useful life is changed, the remaining carrying amount of the intangible asset is amortized prospectively over the revised remaining useful life.

Intangible assets are being amortized over the following useful lives:

| Category  | Years |
|---|-------|
| Recipes   | 4     |
| Customer lists and other customer related intangibles | 15    |
| Lease agreement                                       | 7     |
| Trade names   | 15    |
| Formula   | 10    |
| Customer relationships                                | 12    |

Income taxes

Deferred income taxes arise from temporary differences resulting from income and expense items reported for financial accounting and tax purposes in different periods. Deferred taxes are classified as current or non-current, depending on the classification of the assets and liabilities to which they relate. Deferred taxes arising from temporary differences that are not related to an asset or liability are classified as current or non-current depending on the periods in which the temporary differences are expected to reverse.

The principal sources of temporary differences are different depreciation and amortization methods for financial statement and tax purposes, unrealized gains or losses related to marketable securities, capitalization of indirect costs for tax purposes, and the recognition of an allowance for doubtful accounts for financial statement purposes.

As of January 1, 2007, the Company adopted FASB Interpretation No. 48, “Accounting for Uncertainty in Income Taxes — an interpretation of FASB Statement No. 109” (FIN 48), which clarifies the accounting and disclosure for uncertainty in tax positions, as defined. Pursuant to FIN 48, the Company has analyzed filing positions in all of the

Edgar Filing: LIFEWAY FOODS INC - Form 10QSB

federal and state jurisdictions where it is required to file income tax returns, as well as all open tax years in these jurisdictions. The only periods subject to examination for the Company's federal return are the 2003 through 2006 tax years. The Company believes that its income tax filing positions and deductions would be sustained on audit and does not anticipate any adjustments that would result in a material change to its financial position. Therefore, no reserves for uncertain income tax positions have been recorded pursuant to FIN 48. In addition, the Company did not record a cumulative effect adjustment related to the adoption of FIN 48.

The Company's policy for recording interest and penalties associated with audits is to record such items as a component of income before taxes. There were no such items during the periods covered in this report.

- 11 -

---

**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
**June 30, 2007 and 2006**  
**and December 31, 2006**

**Note 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – Continued**Treasury stock

Treasury stock is recorded using the cost method.

Advertising costs

The Company expenses advertising costs as incurred. During the year ended December 31, 2006 and for the six months ended June 30, 2007 and 2006, approximately \$1,435,758, \$764,805 and \$658,409 of such costs respectively, were expensed.

Earning per common share

Earnings per common share were computed by dividing net income available to common stockholders by the weighted average number of common shares outstanding during the period. For the six months ended June 30, 2007 and 2006 and the year ended December 31, 2006, diluted and basic earnings per share were the same, as the effect of dilutive securities options outstanding was not significant.

Reclassification

Certain 2006 amounts have been reclassified to conform to the 2007 presentation.

**Note 3 – INTANGIBLE ASSETS**

Intangible assets, and the related accumulated amortization, consist of the following:

|   | June 30, 2007 |                             | June 30, 2006 |                             | December 31, 2006 |                             |
|---|---------------|-----------------------------|---------------|-----------------------------|-------------------|-----------------------------|
|   | Cost          | Accumulated<br>Amortization | Cost          | Accumulated<br>Amortization | Cost              | Accumulated<br>Amortization |
| Recipes   | \$ 43,600     | \$ 31,792                   | \$ 43,600     | \$ 20,892                   | \$ 43,600         | \$ 26,342                   |
| Customer lists and<br>other customer related<br>intangibles | 305,200       | 120,809                     | 305,200       | 79,388                      | 305,200           | 100,098                     |
| Lease acquisition   | 87,200        | 36,333                      | 87,200        | 23,876                      | 87,200            | 30,105                      |
| Goodwill  | 3,952,425     | —                           | 75,800        | —                           | 3,952,425         | —                           |
| Loan acquisition costs                                      | 6,638         | 2,655                       | 6,638         | 1,328                       | 6,638             | 1,991                       |
| Customer relationship                                       | 985,000       | 75,243                      | —             | —                           | 985,000           | 34,924                      |
| Contractual backlog   | 12,000        | 12,000                      | —             | —                           | 12,000            | 12,000                      |
| Trade names   | 1,980,000     | 121,000                     | —             | —                           | 1,980,000         | 55,000                      |
| Formula   | 438,000       | 40,150                      | —             | —                           | 438,000           | 18,250                      |
| Organizational costs  | 5,858         | —                           | —             | —                           | —                 | —                           |
|   | \$ 7,815,921  | \$ 439,982                  | \$ 518,438    | \$ 125,484                  | \$ 7,810,063      | \$ 278,710                  |

Amortization expense is expected to be as follows for the 12 months ending June 30:

Edgar Filing: LIFEWAY FOODS INC - Form 10QSB

|            |    |           |
|------------|----|-----------|
| 2007       | \$ | 323,988   |
| 2008       |    | 323,325   |
| 2009       |    | 319,692   |
| 2010       |    | 314,605   |
| 2011       |    | 314,605   |
| Thereafter |    | 1,827,300 |
|            | \$ | 3,423,515 |

Amortization expense during the six months ended June 30, 2007 and 2006 and the year ended 2006 was \$161,272, \$33,053 and \$186,278, respectively.

- 12 -

---

**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
**June 30, 2007 and 2006**  
**and December 31, 2006**

**Note 4 – MARKETABLE SECURITIES**

The cost and fair value of marketable securities classified as available for sale and trading are as follows:

| June 30, 2007                 | Cost                | Unrealized<br>Gains | Unrealized<br>Losses | Loss on<br>Marketable<br>Securities<br>Classified as<br>Trading | Fair<br>Value       |
|-------------------------------|---------------------|---------------------|----------------------|---|---------------------|
| Equities                      | \$ 3,256,941        | \$ 353,339          | \$ (64,034)          | —   | \$ 3,546,246        |
| Mutual Funds                  | 669,255             | 1,369               | (27,125)             | —   | 643,499             |
| Preferred Securities          | 1,571,498           | 55                  | (51,152)             | —   | 1,520,401           |
| Private Investment LP         | 600,000             | 126,598             | —                    | —   | 726,598             |
| Certificates of Deposit       | 75,000              | —                   | (1,242)              | —   | 73,758              |
| Corporate Bonds               | 1,886,329           | 1,298               | (121,258)            | —   | 1,766,369           |
| Municipal Bonds               | 24,591              | 127                 | (980)                | —   | 23,738              |
| Government agency Obligations | 124,879             | —                   | —                    | (971)   | 123,908             |
| <b>Total</b>                  | <b>\$ 8,208,493</b> | <b>\$ 482,786</b>   | <b>\$ (265,791)</b>  | <b>\$ (971)</b>   | <b>\$ 8,424,517</b> |

| June 30, 2006  | Cost                | Unrealized<br>Gains | Unrealized<br>Losses | Loss on<br>Marketable<br>Securities<br>Classified as<br>Trading | Fair<br>Value       |
|--|---------------------|---------------------|----------------------|---|---------------------|
| Equities   | \$ 2,846,117        | \$ 312,995          | \$ (154,061)         | —   | \$ 3,005,051        |
| Mutual Funds   | 663,029             | 2,583               | (50,827)             | —   | 614,785             |
| Preferred Securities                                     | 1,629,157           | 1,081               | (56,874)             | —   | 1,573,364           |
| Private Investment LP                                    | 600,000             | 38,480              | —                    | —   | 638,480             |
| Certificates of Deposit                                  | 225,000             | —                   | (6,278)              | —   | 218,722             |
| Corporate Bonds  | 2,008,255           | 746                 | (85,388)             | —   | 1,923,613           |
| Municipal Bonds, maturing within five years              | 61,275              | 403                 | (1,929)              | —   | 59,749              |
| Government agency obligations, maturing after five years | 547,562             | —                   | —                    | 348   | 547,910             |
| <b>Total</b>   | <b>\$ 8,580,395</b> | <b>\$ 356,288</b>   | <b>\$ (355,357)</b>  | <b>\$ 348</b>   | <b>\$ 8,581,674</b> |



**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
**June 30, 2007 and 2006**  
**and December 31, 2006**

**Note 4 – MARKETABLE SECURITIES - Continued**

| December 31,<br>2006    | Cost                | Unrealized<br>Gains | Unrealized<br>Losses | Loss on<br>Marketable<br>Securities<br>Classified as<br>Trading | Fair<br>Value       |
|-------------------------|---------------------|---------------------|----------------------|---|---------------------|
| Equities                | \$ 3,048,755        | \$ 359,729          | \$ (69,950)          | —   | \$ 3,338,534        |
| Mutual Funds            | 522,492             | 3,248               | (7,675)              | —   | 518,065             |
| Preferred Securities    | 1,353,568           | 6,554               | (11,347)             | —   | 1,348,775           |
| Private Investment LP   | 600,000             | 71,632              | —                    | —   | 671,632             |
| Certificates of Deposit | 225,000             | 2,190               | (2,393)              | —   | 224,797             |
| Corporate Bonds         | 2,185,982           | 2,408               | (95,075)             | —   | 2,093,315           |
| Municipal Bonds         | 160,757             | 2,937               | (303)                | —   | 163,391             |
| Government agency       | 134,776             | —                   | —                    | (1,922)   | 132,854             |
| <b>Total</b>            | <b>\$ 8,231,330</b> | <b>\$ 448,698</b>   | <b>\$ (186,743)</b>  | <b>\$ (1,922)</b>   | <b>\$ 8,491,363</b> |

Proceeds from the sale of marketable securities were \$7,285,071, \$3,750,770 and \$3,230,866 during the year ended December 31, 2006 and for the six months ended June 30, 2007 and 2006, respectively.

Gross gains (loss) of \$355,767, \$453,380 and \$188,414 were realized on these sales during the year ended December 31, 2006 and for the six months ended June 30, 2007 and 2006, respectively.

The following table shows the gross unrealized losses and fair value of Company's investments with unrealized losses that are not deemed to be other-than-temporarily impaired, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position, at June 30, 2007:

| Description<br>of Securities | Less Than 12 Months |                      | 12 Months or Greater |                      | Total        |                      |
|------------------------------|---------------------|----------------------|----------------------|----------------------|--------------|----------------------|
|                              | Fair Value          | Unrealized<br>Losses | Fair Value           | Unrealized<br>Losses | Fair Value   | Unrealized<br>Losses |
| Equities                     | \$ 1,110,156        | \$ (53,325)          | \$ 107,630           | \$ (10,709)          | \$ 1,217,786 | \$ (64,034)          |
| Mutual Funds                 | 382,008             | (19,500)             | 109,451              | (7,625)              | 491,459      | (27,125)             |
| Preferred Securities         | 951,675             | (30,215)             | 518,315              | (20,937)             | 1,469,990    | (51,152)             |
| Certificates of Deposit      | —                   | —                    | 73,758               | (1,242)              | 73,758       | (1,242)              |
| Corporate Bonds              | 181,650             | (18,350)             | 1,502,301            | (102,908)            | 1,683,951    | (121,258)            |
| Municipal Bonds              | —                   | —                    | 19,025               | (980)                | 19,025       | (980)                |



Edgar Filing: LIFEWAY FOODS INC - Form 10QSB

\$ 2,625,489    \$ (121,390)    \$ 2,330,480    \$ (144,401)    \$ 4,955,969    \$ (265,791)

Equities, Mutual Funds and Corporate Bonds - The Company's investments in equity securities, mutual funds and corporate bonds consist of investments in common stock and debt securities of companies in various industries. The Company evaluated the near-term prospects of the issuer in relation to the severity and duration of the impairment. Based on that evaluation and the Company's ability and intent to hold these investments for a reasonable period of time sufficient for a forecasted recovery of fair value, the Company does not consider any material investments to be other-than-temporarily impaired at June 30, 2007.

- 14 -

---

**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
**June 30, 2007 and 2006**  
**and December 31, 2006**

**Note 4 – MARKETABLE SECURITIES - Continued**

Preferred Securities - The Company's investments in preferred securities consist of investments in preferred stock of companies in various industries. The Company evaluated the near-term prospects of the security in relation to the severity and duration of the impairment. Based on that evaluation and the Company's ability and intent to hold these investments for a reasonable period of time sufficient for a forecasted recovery of fair value, the Company does not consider any material investments to be other-than-temporarily impaired at June 30, 2007.

Certificates of Deposit - The unrealized losses on the Company's investments in certificates of deposit were caused by interest rate increases since the date of purchase. The contractual terms of these investments do not permit the issuers to settle the securities at a price less than the face value of the investment. Because the Company has the ability and intent to hold these investments until maturity, the Company does not consider these investments to be other-than-temporarily impaired at June 30, 2007.

Municipal Bonds - The unrealized losses on the Company's investments in mutual bonds were caused by interest rate increases since the date of purchase. Because the Company has the ability and intent to hold these investments until maturity, the Company does not consider these investments to be other-than-temporarily impaired at June 30, 2007.

**Note 5 – INVENTORIES**

Inventories consist of the following:

|                     | June 30,     |              | December 31, |
|---------------------|--------------|--------------|--------------|
|                     | 2007         | 2006         | 2006         |
| Finished goods      | \$ 1,495,651 | \$ 876,618   | \$ 952,484   |
| Production supplies | 1,265,816    | 853,074      | 988,174      |
| Raw materials       | 749,130      | 591,126      | 581,538      |
| Total inventories   | \$ 3,510,597 | \$ 2,320,818 | \$ 2,522,196 |

**Note 6 – PROPERTY AND EQUIPMENT**

Property and equipment consist of the following:

|                               | June 30,     |              | December 31, |
|-------------------------------|--------------|--------------|--------------|
|                               | 2007         | 2006         | 2006         |
| Land                          | \$ 969,232   | \$ 909,232   | \$ 969,232   |
| Buildings and improvements    | 6,726,538    | 6,516,018    | 6,713,743    |
| Machinery and equipment       | 7,665,098    | 5,982,646    | 7,143,537    |
| Vehicles                      | 581,458      | 534,365      | 534,365      |
| Office equipment              | 97,839       | 78,763       | 89,192       |
|                               | 16,040,165   | 14,021,024   | 15,450,069   |
| Less accumulated depreciation | 7,220,950    | 6,258,738    | 6,869,353    |
| Total property and equipment  | \$ 8,819,215 | \$ 7,762,286 | \$ 8,580,716 |

Depreciation expense during the year ended December 31, 2006 and for the six months ended June 30, 2007 and 2006 was \$572,476, \$351,597 and \$258,625, respectively.



**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
**June 30, 2007 and 2006**  
**and December 31, 2006**

**Note 7 – ACCRUED EXPENSES**

Accrued expenses consist of the following:

|                                   | June 30,   |            | December 31, |
|-----------------------------------|------------|------------|--------------|
|                                   | 2007       | 2006       | 2006         |
| Accrued payroll and payroll taxes | \$ 52,695  | \$ 105,898 | \$ 139,367   |
| Accrued property tax              | 273,359    | 271,155    | 269,435      |
| Other                             | 59,089     | 5,490      | 71,299       |
|                                   | \$ 385,143 | \$ 382,543 | \$ 480,101   |

**Note 8 – NOTES PAYABLE**

Notes payable consist of the following:

|   | June 30,     |              | December 31, |
|---|--------------|--------------|--------------|
|   | 2007         | 2006         | 2006         |
| Mortgage note payable to a bank, payable in monthly installments of \$3,273 including interest at 7%, with a balloon payment of \$416,825 due September 25, 2011. Collateralized by real estate.                    | \$ 449,870   | \$ 457,605   | \$ 453,355   |
| Mortgage note payable to a bank, payable in monthly installments of \$19,513 including interest at 5.6%, with a balloon payment of \$2,652,143 due July 14, 2010. Collateralized by real estate.                    | 2,870,749    | 2,933,988    | 2,905,988    |
| Note payable to Amani Holding LLC, payable in quarterly installments of \$262,500 plus interest at the floating prime rate per annum (8.25% at December 31, 2006) due September 1, 2010 secured by letter of credit | 2,652,979    | —            | 3,518,711    |
| Total notes payable   | 5,973,598    | 3,391,593    | 6,878,054    |
| Less current maturities   | 1,130,316    | 542,089      | 1,131,336    |
| Total long-term portion   | \$ 4,843,282 | \$ 2,849,504 | \$ 5,746,718 |

Maturities of notes payables are as follows:

|                |              |
|----------------|--------------|
| As of June 30, |              |
| 2007           | \$ 1,130,316 |
| 2008           | 1,144,769    |
| 2009           | 1,146,698    |
| 2010           | 2,475,581    |
| 2011           | 76,234       |
| Total          | \$ 5,973,598 |

**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
**June 30, 2007 and 2006**  
**and December 31, 2006**

**Note 9 – PROVISION FOR INCOME TAXES**

The provision for income taxes consists of the following:

|                            | For the Six Months Ended<br>June 30, |            | For the<br>Year Ended<br>December 31, |
|----------------------------|--------------------------------------|------------|---------------------------------------|
|                            | 2007                                 | 2006       | 2006                                  |
| Current:                   |                                      |            |                                       |
| Federal                    | \$ 1,198,853                         | \$ 833,877 | \$ 1,390,590                          |
| State and local            | 255,734                              | 196,800    | 321,454                               |
| Total current              | 1,454,587                            | 1,030,677  | 1,712,044                             |
| Deferred                   | (5,303)                              | (52,541)   | 33,031                                |
| Provision for income taxes | \$ 1,449,284                         | \$ 978,136 | \$ 1,745,075                          |

A reconciliation of the provision for income taxes and the income tax computed at the statutory rate is as follows:

|   | For the Six Months Ended<br>June 30, |            | For the<br>Year Ended<br>December 31, |
|---|--------------------------------------|------------|---------------------------------------|
|   | 2007                                 | 2006       | 2006                                  |
| Federal income tax expense computed at the statutory rate | \$ 1,353,416                         | \$ 891,480 | \$ 1,577,226                          |
| State and local tax expense, net                          | 191,071                              | 125,850    | 222,667                               |
| Permanent differences                                     | (95,203)                             | (39,194)   | (54,818)                              |
| Provision for income taxes                                | \$ 1,449,284                         | \$ 978,136 | \$ 1,745,075                          |

Amounts for deferred tax assets and liabilities are as follows:

|   | June 30,     |              | December 31, |
|---|--------------|--------------|--------------|
|   | 2007         | 2006         | 2006         |
| Non-current deferred tax liabilities arising from:      |              |              |              |
| Temporary differences -                                 |              |              |              |
| accumulated depreciation and amortization               | \$ (466,673) | \$ (343,619) | \$ (449,619) |
| Current deferred tax assets (liabilities) arising from: |              |              |              |
| Unrealized losses (gains) on marketable securities      | (89,619)     | (383)        | (108,188)    |
| Inventory   | 146,489      | 98,342       | 107,382      |
| Allowance for doubtful accounts                         | 16,298       | 18,585       | 33,040       |
| Total current deferred tax assets (liabilities)         | 73,168       | 116,544      | 32,234       |
| Net deferred tax liability                              | \$ (393,505) | \$ (227,075) | \$ (417,385) |

**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
**June 30, 2007 and 2006**  
**and December 31, 2006**

**Note 10 – SUPPLEMENTAL CASH FLOW INFORMATION**

Cash paid for interest and income taxes are as follows:

|              | For The Six Months Ended<br>June 30, |            | For The<br>Year Ended<br>December 31, |
|--------------|--------------------------------------|------------|---------------------------------------|
|              | 2007                                 | 2006       | 2006                                  |
| Interest     | \$ 110,903                           | \$ 113,426 | \$ 337,768                            |
| Income taxes | \$ 1,176,031                         | \$ 578,467 | \$ 1,556,586                          |

**Note 11 – STOCK OPTION PLANS**

The Company has a registration statement filed with the Securities and Exchange Commission in connection with a Consulting Service Compensation Plan covering up to 600,000 of the Company's common stock shares. Pursuant to such Plan, the Company may issue common stock or options to purchase common stock to certain consultants, service providers, and employees of the Company. There were 468,000 shares available for issuance under the Plan at December 31, 2006 and at June 30, 2007 and 2006. The option price, number of shares, grant date, and vesting terms are determined at the discretion of the Company's Board of Directors.

As of December 31, 2006 and at June 30, 2007 and 2006, there were no stock options outstanding or exercisable.

On February 12, 2004, Lifeway's Board of Directors approved awards of an aggregate amount of 10,200 shares to be awarded under its Employee and Consulting Services and Compensation Plan to certain employees and consultants for services rendered to the Company. The stock awards were made on April 1, 2004 and have vesting periods that vary from six months to one year, depending upon the individual grantee. During 2005, 550 shares vested for a total expense of \$11,512.

On May 23, 2005, Lifeway's Board of Directors approved awards of an aggregate amount of 11,200 common shares to be awarded under its Employee and Consulting Services and Compensation Plan to certain employees and consultants for services rendered to the Company. The stock awards were made on June 1, 2005 and have vesting periods of one year. The expense for the awards is measured as of June 1, 2005 at \$6.25 per share for 11,200 shares, or a total stock award expense of \$70,000. This expense will be recognized as the stock awards vest in 12 equal portions of \$5,833, or 932 shares per month for one year. During 2005, 7,534 shares vested and the Company recognized a related expense of \$40,833. During the year ended December 31, 2006, 4,666 shares vested for an expense of \$29,166.

On May 18, 2007, Lifeway's Board of Directors approved awards of an aggregate amount of 8,400 shares to be awarded under its Employee and Consulting Services and Compensation Plan to certain key employees and consultants for services rendered to the Company. The stock awards were made on June 1, 2007 and have vesting periods of one year. The expense for the awards is measured as of June 1, 2007 at \$9.90 per share for 8,400 shares, or a total stock award expense of \$83,160. This expense will be recognized as the stock awards vest in 12 equal portions of \$6,930, or 700 shares per month for one year.

**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
**June 30, 2007 and 2006**  
**and December 31, 2006**

**Note 12 – FAIR VALUE OF FINANCIAL INSTRUMENTS**

The estimated fair value of the Company's financial instruments is as follows at:

|                           | June 30,<br>2007   |               | June 30,<br>2006   |               | December 31,<br>2006 |               |
|---------------------------|--------------------|---------------|--------------------|---------------|----------------------|---------------|
|                           | Carrying<br>Amount | Fair<br>Value | Carrying<br>Amount | Fair<br>Value | Carrying<br>Amount   | Fair<br>Value |
| Cash and cash equivalents | \$ 1,014,433       | \$ 1,014,433  | \$ 3,621,803       | \$ 3,621,803  | \$ 1,547,812         | \$ 1,547,812  |
| Marketable securities     | \$ 8,424,516       | \$ 8,424,516  | \$ 8,581,674       | \$ 8,581,674  | \$ 8,491,363         | \$ 8,491,363  |
| Notes payable             | \$ 5,973,598       | \$ 5,973,598  | \$ 3,391,593       | \$ 3,385,569  | \$ 6,878,054         | \$ 6,878,054  |

A summary of the methods and significant assumptions used to estimate the fair values of financial instruments is as follows:

**Investments** - Investments are recorded at fair value in the accompanying financial statements. Fair value is determined based on quoted market prices.

**Long-term Obligations** - The fair value of long-term obligations approximates the carrying amounts in the accompanying financial statements. The carrying value of the debt approximates market based on current borrowing rates.

**Note 13 – RECENT ACCOUNTING PRONOUNCEMENTS**

In March 2006, the Financial Accounting Standards Board issued SFAS No. 156, "*Accounting for Servicing of Financial Assets*," an amendment of FASB Statement No. 140. SFAS No. 156 requires an entity to recognize a servicing asset or liability each time it undertakes an obligation to service a financial asset by entering into a servicing contract. It requires all separately recognized servicing assets and servicing liabilities to be initially measured at fair value. SFAS No. 156 permits an entity to choose either an amortization or fair value measurement method for each class of separately recognized servicing assets and servicing liabilities. It also permits a one-time reclassification of available-for-sale securities to trading securities with recognized servicing rights. Lastly, it requires separate presentation of servicing assets and servicing liabilities. Adoption of the initial measurement provision of this statement is permitted as of the beginning of an entity's fiscal year, provided the entity has not yet issued financial statements, including interim financial statements, for any period of that fiscal year. The adoption of this standard is not expected to have a material impact on the Company's financial condition, results of operations or liquidity.

**LIFEWAY FOODS, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
**June 30, 2007 and 2006**  
**and December 31, 2006**

**Note 13 – RECENT ACCOUNTING PRONOUNCEMENTS - Continued**

In September 2006, the FASB issued SFAS No. 157, “*Fair Value Measurements.*” SFAS No. 157 defines fair value, establishes a framework for measuring fair value in accordance with U.S. GAAP, and expands disclosures about fair value measurements. The Statement clarifies that the exchange price is the price in an orderly transaction between market participants to sell an asset or transfer a liability at the measurement date. The statement emphasizes that fair value is a market-based measurement and not an entity-specific measurement. The statement establishes a fair value hierarchy used in fair value measurements and expands the required disclosures of assets and liabilities measured at fair value. Management will be required to adopt this statement beginning in 2008. The adoption of this standard is not expected to have a material impact on the Company’s financial condition, results of operations or liquidity.

In September 2006, the FASB issued SFAS No. 158, “*Employers’ Accounting for Defined Benefit Pension and Other Postretirement Plans.*” SFAS No. 158 amends SFAS No. 87, 88, 106, and 123(R). SFAS No. 158 requires employers to recognize in its statement of financial position an asset for a plan’s overfunded status or a liability for a plan’s underfunded status. Secondly, it requires employers to measure the plan assets and obligations that determine its funded status as of the end of the fiscal year. Lastly, employers are required to recognize changes in the funded status of the defined benefit pension or postretirement plan in the year that the changes occur with the changes reported in comprehensive income. The standard is required to be adopted by entities having fiscal years ending after December 15, 2006. The Company is a participant in a multi-employer defined benefit plan, which is not within the scope of this pronouncement. This standard is not expected to have an impact on the Company’s financial condition, results of operations or liquidity.

**Note 14 - STOCK SPLIT**

On June 8, 2006, the Board of Directors approved a two-for-one split of the Company’s common stock and an amendment to its charter to increase the number of common shares authorized from 10 million to 20 million. As a result of the stock split, each shareholder of record at the close of business on July 19, 2006 received one additional share of common stock for every one share held on such date. Upon completion of the split, the total number of shares of common stock outstanding increased from approximately 8,391,000 to approximately 16,782,000.

The earnings per share calculations as presented on the Consolidated Statements of Income and Comprehensive Income, the number of shares issued and outstanding per the Statement of Changes in Stockholders’ Equity and share amounts referenced throughout the Notes to the Consolidated Financial Statements have been adjusted to reflect split adjusted share amounts.



## ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION

### Comparison of Quarter Ended June 30, 2007 to Quarter Ended June 30, 2006

The following analysis should be read in conjunction with the unaudited financial statements of the Company and related notes included elsewhere in this quarterly report and the audited financial statements and Management's Discussion and Analysis contained in our Form 10-KSB, for the fiscal year ended December 31, 2006.

#### *Results of Operations*

Sales increased by \$3,347,865, (approximately 53%) to \$9,715,262 during the three-month period ended June 30, 2007 from \$6,367,397 during the same three-month period in 2006. This increase is primarily attributable to increased sales and awareness of Lifeway's flagship line, Kefir, as well as the acquisition of the Helios Organic Kefir line and the Pride of Main Street milk line. Helios Nutrition and its subsidiary, Pride of Main Street Dairy, which were acquired August 3, 2006, accounted for a total of \$1,434,463 in sales, with the Helios kefir brand accounting for \$1,197,703 in sales, and the Pride of Main Street line accounting for \$236,760 in sales.

Sales for the existing Lifeway Foods line increased by \$1,913,401 (approximately 30%) to \$8,280,798 during the three-month period ended June 30, 2007 from \$6,367,397 during the same three-month period in 2006. This increase is primarily attributable to increased sales and awareness of Lifeway's existing drinkable dairy products including La Fruta, its flagship line, Kefir, as well as Lifeway's new kids kefir drink, Probugs™.

Cost of goods sold as a percentage of sales for the Lifeway Foods line was approximately 61% during the second quarter 2007, compared to about 60% during the same period in 2006. The increase was primarily attributable to the increase cost of conventional milk, our largest raw material. Even though the cost of conventional milk was approximately 60% higher in the second quarter 2007 when compared to the same quarter in 2006, our cost of goods sold as a percentage of sales were similar. This is due to our continuing efforts to leverage our newly-acquired Helios Organic Kefir line by moving its production to our main, highly-automated facility in Illinois, taking advantage of economies of scale, and thereby bringing down our overall cost of goods sold as a percentage of sales component. The cost of organic milk used in both of our Lifeway Organic Kefir, and our recently-acquired Helios Kefir line was approximately equal in the second quarter 2007 when compared to the same quarter in 2006.

Operating expenses as a percentage of sales for Lifeway Foods were approximately 21% during the second quarter 2007, compared to about 26% during the same period in 2006. This decrease is primarily attributable to operating synergies gained by the consolidation of the recently-acquired Helios Nutrition into our overall operations, as well as our continuing efforts to increase efficiency.

Income from operations increased by \$831,133 (approximately 90%) to \$1,761,287 during the three-month period ended June 30, 2007 from \$930,154 during the same three-month period in 2006. This increase is primarily attributable to operating synergies gained by the consolidation of the recently-acquired Helios Nutrition into our overall operations and our continuing efforts to increase efficiency.

Total other income for the second quarter 2007 was \$438,249, compared with \$286,674 during the same period in 2006. This increase is primarily attributable to a higher gain on the sale of marketable securities in 2007, when compared to the same period in 2006. Marketable securities are discussed in Note 4 of the Notes to Consolidated Financial Statements.

Provision for income taxes was \$803,510, or a 36% tax rate during the second quarter 2007 compared with \$466,784, or a 36% tax rate during the same period in 2006. Income taxes are discussed in Note 9 of the Notes to Consolidated Financial Statements.



## Edgar Filing: LIFEWAY FOODS INC - Form 10QSB

Total net income for the group was \$1,396,026, or \$.08 per split adjusted share for the second quarter ended June 30, 2007, compared with \$750,044, or \$.04 per split adjusted share in the same period in 2006. This represents an 86% year over year increase.

### Comparison of Six-Month Period Ended June 30, 2007 to Six-Month Period Ended June 30, 2006

#### *Results of Operations*

Sales increased by \$6,367,086, (approximately 51%) to \$18,737,506 during the six-month period ended June 30, 2007 from \$12,370,420 during the same six-month period in 2006. This increase is primarily attributable to increased sales and awareness of Lifeway's flagship line, Kefir, as well as the acquisition of the Helios Organic Kefir line and the Pride of Main Street milk line. Helios Nutrition and its subsidiary, Pride of Main Street Dairy, which were acquired August 3, 2006, accounted for a total of \$2,754,494 in sales, with the Helios kefir brand accounting for \$2,336,585 in sales, and the Pride of Main Street line accounting for \$417,909 in sales for the first six months of 2007

Sales for the existing Lifeway Foods line increased by \$3,612,590 (approximately 29%) to \$15,983,010 during the six-month period ended June 30, 2007 from \$12,370,420 during the same six-month period in 2006. This increase is primarily attributable to increased sales and awareness of Lifeway's existing drinkable dairy products including La Fruta, its flagship line Kefir, and Lifeway's new kids' kefir drink, Probugs™.

Cost of goods sold, as a percentage of sales was approximately 60% during the six-month period ended June 30, 2007, compared to about 58% during the same period in 2005. The increase is primarily attributable to an increase in the cost of conventional milk, Lifeway's largest cost of goods component. The average cost of conventional milk in the six-month period ended June 30, 2007 was approximately 35% higher when compared to the same period in 2006.

Operating expenses as a percentage of sales for Lifeway Foods was approximately 20% during the six-month period ended June 30, 2007, compared to about 24% during the same period in 2006. This decrease is primarily attributable to operating synergies gained by the consolidation of the recently-acquired Helios Nutrition into our overall operations, as well as our continuing efforts to increase efficiency.

Total other income during the six-month period ending June 30, 2007 was \$417,864, compared with \$286,313 during the same period in 2006. This increase is primarily attributable to a higher gain on the sale of marketable securities in 2007, when compared to the same period in 2006. Marketable securities are discussed in Note 4 of the Notes to Consolidated Financial Statements.

Provision for income taxes was \$1,449,284 or a 36% tax rate during the six-month period ended June 30, 2007 compared with \$978,136 or a 36% rate during the same period in 2006. Income taxes are discussed in Note 9 of the Notes to Consolidated Financial Statements.

Total net income for the group was \$2,531,357, or \$.15 per split adjusted share for the six-month period ended June 30, 2007, compared with \$1,644,702, or \$.10 per split adjusted share in the same period in 2006. This represents a 54% year over year increase.

#### *Sources and Uses of Cash*

Net cash provided by operating activities increased \$464,764 to \$1,243,427 during the six-month period ended June 30, 2007 from \$778,663 during the same period in 2006. This increase is primarily attributable to the increase in net income during the first six months of 2007.

Net cash used by financing activities was \$1,657,059 during the six months ended June 30, 2007, which is an increase of \$1,153,562 compared to \$503,497 of net cash used by financing activities during the same period in 2006. This

increase is primarily attributable to the Company repaying \$865,732 of the \$4.2 million note issued in connection with the Helios acquisition in August 2006, which was absent in 2006. The Company also purchased 75,000 shares of its treasury stock at a cost of \$752,603 in the first six months of 2007. In the first six months of 2006, the Company repurchased 37,494 shares of its treasury stock at a cost of \$459,287.

- 22 -

---

Significant portions of our assets are held in marketable securities. The majority of our marketable securities are classified as available-for-sale on our balance sheet, while the mortgage-backed securities are classified as trading. All of these securities are stated thereon at market value as of the end of the applicable period. Gains and losses on the portfolio are determined by the specific identification method.

#### *Liquidity*

We anticipate being able to fund the Company's foreseeable liquidity requirements internally.

#### *Other Developments*

On May 18, 2007, Lifeway's Board of Directors approved awards of an aggregate amount of 8,400 shares to be awarded under its Employee and Consulting Services and Compensation Plan to certain key employees and consultants for services rendered to the Company. The stock awards were made on June 1, 2007 and have vesting periods of one year. The expense for the awards is measured as of June 1, 2007 at \$9.90 per share for 8,400 shares, or a total stock award expense of \$83,160. This expense will be recognized as the stock awards vest monthly in 12 equal portions of \$6,930, based upon the vesting of 700 shares per month.

In connection with the Company's acquisition of Helios, we issued 202,650 shares of our common stock and agreed to register such shares for resale. We filed a registration statement with the SEC with respect to such shares on Form S-3 on September 15, 2006. This registration statement, as amended, was declared effective on July 25, 2007.

#### *Critical Accounting Policies*

Lifeway's analysis and discussion of its financial condition and results of operations are based upon its consolidated financial statements that have been prepared in accordance with accounting principles generally accepted in the United States of America ("US GAAP"). The preparation of financial statements in accordance with US GAAP requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses. US GAAP provides the framework from which to make these estimates, assumptions and disclosures. Lifeway chooses accounting policies within US GAAP that management believes are appropriate to accurately and fairly report Lifeway's operating results and financial position in a consistent manner. Management regularly assesses these policies in light of current and forecasted economic conditions and has discussed the development and selection of critical accounting policies with its audit committee of the Board of Directors. For further information concerning accounting policies, refer to Note 2 -- Nature of Business and Significant Accounting Policies in the Notes to Consolidated Financial Statements.

#### *Forward Looking Statements*

In this report, in reports subsequently filed by Lifeway with the SEC on Form 10-QSB and filed or furnished on Form 8-K, and in related comments by management, our use of the words "believe," "expect," "anticipate," "estimate," "forecast," "objective," "plan," "goal," "project," "explore," "priorities/targets," and similar expressions is intended to identify forward-looking statements. While these statements represent our current judgment on what the future may hold, and we believe these judgments are reasonable, actual results may differ materially due to numerous important factors that are described in this report and other factors that may be described in subsequent reports which Lifeway may file with the SEC on Form 10-QSB and filed or furnished on Form 8-K, including but not limited to:

Changes in economic conditions, commodity prices;

Shortages of and price increase for fuel, labor strikes or work stoppages, or market acceptance of the Company's new products;

Significant changes in the competitive environment;

Changes in laws, regulations, or tax rates; and

Management's ability to achieve reductions in cost to realize production efficiencies and to implement capital expenditures, all at of the levels and times planned by management.

- 23 -

---

**ITEM 3. CONTROLS AND PROCEDURES**

As of the end of the period covered by this report, we conducted an evaluation, under the supervision and with the participation of our principal executive officer and principal financial officer, of the effectiveness of our disclosure controls and procedures (as defined in Rules 13a-15 and 15d-15 of the Securities Exchange Act of 1934 (the "Exchange Act") as of June 30, 2007. Based on this evaluation, our principal executive officer and principal financial officer concluded that our disclosure controls and procedures are effective to ensure that information required to be disclosed by us in reports that we file or submit under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the SEC rules and forms. There was no change in our internal control over financial reporting during our most recently completed fiscal quarter that has materially affected, or is reasonably likely to materially affect, our internal controls over financial reporting.

**ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS**

Our Annual Meeting of stockholders was held on June 22, 2007. Proxies for the meeting were solicited pursuant to Regulation 14A under the Exchange Act. There was no solicitation of proxies in opposition to management's nominees as listed in the proxy statement and all of management's nominees were elected to our Board of Directors. Details of the voting are provided below:

***Proposal 1:***

To elect six (6) members of the Company's Board of Directors to serve until the 2008 Annual Meeting of Stockholders (or until successors are elected or directors resign or are removed).

|                    | Votes<br><u>For</u> | Votes<br><u>Withheld</u> |
|--------------------|---------------------|--------------------------|
| Ludmila Smolyansky | 16,392,610          | 227,085                  |
| Julie Smolyansky   | 16,393,330          | 226,365                  |
| Pol Sikar          | 16,611,631          | 8,064                    |
| Renzo Bernardi     | 16,611,181          | 8,514                    |
| Juan Carlos Dalto  | 16,588,681          | 31,014                   |
| Julie Oberweis     | 16,606,625          | 13,070                   |

***Proposal 2:***

|   | Votes<br><u>For</u> | Votes<br><u>Against</u> | <u>Abstentions</u> |
|---|---------------------|-------------------------|--------------------|
| To ratify the appointment of Plante & Moran, PLLC as our independent auditors for the fiscal year ending December 31, 2007. | 13,109,178          | 32,103                  | 3,478,414          |





**PART II — OTHER INFORMATION****ITEM 5. OTHER INFORMATION**

On August 14, 2007, the Company announced its financial results for the fiscal quarter ended June 30, 2007 and certain other information. A copy of the Company's press release announcing these financial results and certain other information is attached as Exhibit 99.1 hereto. The information contained in Exhibit 99.1 hereto is being furnished, and should not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities imposed by that Section. The information contained in Exhibit 99.1 shall not be incorporated by reference into any registration statement or other document or filing under the Securities Act of 1933, as amended, except as may be expressly set forth in a specific filing. The press release filed as an exhibit to this report includes "safe harbor" language pursuant to the Private Securities Litigation Reform Act of 1995, as amended, indicating that certain statements about the Company's business and other matters contained in the press release are "forward-looking." The press release also cautions investors that "forward-looking" statements may be different from actual operating results. Finally, the press release states that a more thorough discussion of risks and uncertainties which may affect the Company's operating results is included in the Company's reports on file with the Securities and Exchange Commission.

**ITEM 6. EXHIBITS**

## EXHIBITS

| Exhibit<br>Number | Description   |
|-------------------|---|
| 3.4               | Amended and Restated By-laws (incorporated by reference to Exhibit No. 3.5 of Lifeway's Current Report on Form 8-K dated and filed on December 10, 2002). (File No. 000-17363)  |
| 3.5               | Articles of Incorporation, as amended and currently in effect (incorporated by reference to Exhibit 3.5 of Lifeway's Quarterly Report on Form 10-QSB for the quarter ended June 30, 2000 and filed on August 8, 2000). (File No. 000-17363) |
| 11                | Statement re: Computation of per share earnings (incorporated by reference to Note 2 of the Consolidated Financial Statements).   |
| 31.1              | Rule 13a-14(a)/15d-14(a) Certification of Julie Smolyansky.   |
| 31.2              | Rule 13a-14(a)/15d-14(a) Certification of Edward P. Smolyansky.   |
| 32.1              | Section 1350 Certification of Julie Smolyansky.   |
| 32.2              | Section 1350 Certification of Edward P. Smolyansky.   |
| 99.1              | Press Release dated August 14, 2007- "Lifeway Foods Reports Record 2 <sup>d</sup> Quarter and First Half 2007 Results."   |



**SIGNATURE**

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

**LIFEWAY FOODS, INC.**

Date: August 14, 2007

By: /s/ Julie Smolyansky  
Julie Smolyansky  
Chief Executive Officer, President,  
and Director

/s/ Edward P. Smolyansky  
Edward P. Smolyansky  
Chief Financial and Accounting  
Officer and Treasurer

**EXHIBITS INDEX**

- 31.1 Rule 13a-14(a)/15d-14(a) Certification of Julie Smolyansky.
- 31.2 Rule 13a-14(a)/15d-14(a) Certification of Edward P. Smolyansky.
- 32.1 Section 1350 Certification of Julie Smolyansky.
- 32.2 Section 1350 Certification of Edward P. Smolyansky.
- 99.1 Press Release dated August 14, 2007- "Lifeway Foods Reports Record 2<sup>d</sup> Quarter and First Half 2007 Results."