

ENOVA SYSTEMS INC  
Form 10-Q  
August 14, 2007

**Table of Contents**

**UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549  
FORM 10-Q**

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

**For the quarterly period ending June 30, 2007**

**or**

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

**For the transition period from \_\_\_\_\_ to \_\_\_\_\_**

**Commission file no. 1-33001**

**ENOVA SYSTEMS, INC.**

*(Exact name of registrant as specified in its charter)*

**California**

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

**95-3056150**

*(I.R.S. Employer  
Identification Number)*

**19850 South Magellan Drive, Torrance, California 90502**

*(Address of principal executive offices, including zip code)*

**(310) 527-2800**

*(Registrant's telephone number, including area code)*

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter periods 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 large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of "accelerated filer and large accelerated filer" in Rule 12b-2 of the Exchange Act.

Large accelerated filer  Accelerated filer  Non-accelerated filer

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

As of August 13, 2007, there were 17,099,000 shares of common stock outstanding.

---

INDEX  
ENOVA SYSTEMS, INC.

	<b>Page No.</b>
<b><u>PART I.</u></b>	
<b>FINANCIAL INFORMATION</b>	
<u>Item 1.</u>	
<u>Financial Statements</u>	3
<u>Balance Sheets:</u> <u>June 30, 2007 (unaudited) and December 31, 2006 (audited)</u>	3
<u>Statements of Operations (unaudited):</u> <u>Three and Six months ended June 30, 2007 and 2006</u>	4
<u>Statements of Cash Flows (unaudited):</u> <u>Six months ended June 30, 2007 and 2006</u>	5
<u>Notes to Financial Statements (unaudited):</u> <u>Three and Six months ended June 30, 2007 and 2006</u>	6
<u>Item 2.</u>	
<u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	12
<u>Item 3.</u>	
<u>Quantitative and Qualitative Disclosure about Market Risk</u>	20
<u>Item 4.</u>	
<u>Control and Procedures</u>	20
<b><u>PART II.</u></b>	
<b>OTHER INFORMATION</b>	
<u>Item 1.</u>	
<u>Legal Proceedings</u>	21
<u>Item 1A.</u>	
<u>Risk Factors</u>	21
<u>Item 4.</u>	

Submission of Matters to a Vote of Security Holders 21

Item 6.

Exhibits 21

**SIGNATURE** 22

EXHIBIT 31.1

EXHIBIT 31.2

EXHIBIT 32.1

Enova Systems is a trademark of Enova Systems, Inc. All other brand names or trademarks appearing in this quarterly report on Form 10-Q are the property of their respective holders.

**Table of Contents****PART I. FINANCIAL INFORMATION****ITEM 1. FINANCIAL STATEMENTS****ENOVA SYSTEMS, INC.****BALANCE SHEETS**

As of June 30, 2007 (unaudited) and December 31, 2006 (audited)

	As of June 30, 2007	As of December 31, 2006
<b>ASSETS</b>		
<b>Current assets</b>		
Cash and cash equivalents	\$ 5,597,000	\$ 5,612,000
Short term investment		5,000,000
Accounts receivable, net	1,234,000	358,000
Inventories and supplies, net	3,918,000	1,704,000
Prepaid expenses and other current assets	246,000	708,000
<b>Total current assets</b>	<b>10,995,000</b>	<b>13,382,000</b>
Property and equipment, net	656,000	627,000
Ownership interest in joint venture company	1,577,000	1,647,000
Intangible assets	71,000	74,000
<b>Total assets</b>	<b>\$ 13,299,000</b>	<b>\$ 15,730,000</b>
<b>LIABILITIES AND STOCKHOLDERS EQUITY</b>		
<b>Current liabilities</b>		
Accounts payable	\$ 925,000	\$ 382,000
Deferred revenues	233,000	399,000
Accrued payroll and related expense	237,000	220,000
Other accrued expenses	1,215,000	664,000
Current portion of notes payable	82,000	71,000
<b>Total current liabilities</b>	<b>2,692,000</b>	<b>1,736,000</b>
Accrued interest payable	803,000	735,000
Notes payable, net of current portion	1,305,000	1,295,000
<b>Total liabilities</b>	<b>\$ 4,800,000</b>	<b>\$ 3,766,000</b>
<b>Stockholders equity</b>		
Series A convertible preferred stock no par value 30,000,000 shares authorized 2,652,000 shares issued and outstanding		
Liquidating preference at \$0.60 per share, aggregating \$1,591,000	1,679,000	1,679,000
Series B convertible preferred stock no par value 5,000,000 shares authorized 1,185,000 shares issued and outstanding		
Liquidating preference at \$2 per share, aggregating \$2,370,000	2,432,000	2,432,000
Common Stock, no par value 750,000,000 shares authorized 14,881,000 and 14,816,000 shares issued and outstanding, respectively	109,725,000	109,460,000
Common stock issuable	36,000	36,000

Edgar Filing: ENOVA SYSTEMS INC - Form 10-Q

Stock notes receivable	(1,149,000)	(1,176,000)
Additional paid-in capital	6,995,000	6,955,000
Accumulated deficit	(111,219,000)	(107,422,000)
Total stockholders' equity	8,499,000	11,964,000
<b>Total liabilities and stockholders' equity</b>	<b>\$ 13,299,000</b>	<b>\$ 15,730,000</b>

See accompanying notes to these financial statements.

3

---

**Table of Contents**

**ENOVA SYSTEMS, INC.**  
**STATEMENTS OF OPERATIONS**  
**For the Three and Six Months Ended June 30, (unaudited)**

	Three Months		Six Months	
	2007	2006	2007	2006
<b>Net revenues</b>				
Research and development contracts	\$	\$ 161,000	\$	\$ 419,000
Production	1,059,000	291,000	2,602,000	341,000
Total net revenues	1,059,000	452,000	2,602,000	760,000
<b>Cost of revenues</b>				
Research and development contracts		253,000		556,000
Production	1,637,000	661,000	3,020,000	818,000
Total cost of revenues	1,637,000	914,000	3,020,000	1,374,000
<b>Gross profit (loss)</b>	(578,000)	(462,000)	(418,000)	(614,000)
<b>Operating expenses</b>				
Research and development	517,000	308,000	612,000	632,000
Selling, general & administrative	1,543,000	1,035,000	2,871,000	1,959,000
Total operating expenses	2,060,000	1,343,000	3,483,000	2,591,000
<b>Loss from operations</b>	(2,638,000)	(1,805,000)	(3,901,000)	(3,205,000)
<b>Other income and (expense)</b>				
Interest and financing fees, net	65,000	151,000	176,000	329,000
Equity loss share of joint venture company losses	(29,000)	(16,000)	(70,000)	(42,000)
Debt extinguishment				920,000
Interest extinguishment				472,000
Total other income and (expense)	36,000	135,000	106,000	1,679,000
<b>Net Income (loss)</b>	\$ (2,602,000)	\$ (1,670,000)	\$ (3,795,000)	\$ (1,526,000)
<b>Basic and diluted earnings (loss) per share</b>	\$ (.18)	\$ (.11)	\$ (.26)	\$ (.10)
<b>Weighted-average number of shares outstanding/basic and diluted</b>	<b>14,837,000</b>	<b>14,797,000</b>	<b>14,837,000</b>	<b>14,797,000</b>

See accompanying notes to these financial statements.

**Table of Contents**

**ENOVA SYSTEMS, INC.**  
**STATEMENTS OF CASH FLOWS**  
**For the Six Months Ended June 30, (unaudited)**

	<b>2007</b>	<b>2006</b>
<b>Cash flows from operating activities</b>		
Net Income (loss)	\$ (3,795,000)	\$ (1,526,000)
Adjustments to reconcile net loss to net cash used in operating activities		
Debt extinguishment		(920,000)
Interest extinguishment		(472,000)
Depreciation and amortization	147,000	169,000
Equity in losses of equity method investee	70,000	42,000
Issuance of common stock for services	72,000	60,000
Stock option expense	40,000	28,000
(Increase) decrease in		
Accounts receivable	(876,000)	1,111,000
Inventory and supplies	(2,214,000)	154,000
Note receivable related party		(204,000)
Prepaid expenses and other current assets	462,000	
Increase (decrease) in		
Accounts payable	543,000	(1,211,000)
Accrued expenses	568,000	(20,000)
Deferred revenues	(166,000)	
Accrued interest payable	68,000	25,000
Net cash provided by (used in) operating activities	(5,081,000)	(2,764,000)
<b>Cash flows from investing activities</b>		
Purchases of short-term securities	\$	\$ (10,000,000)
Sales of short-term securities	5,000,000	
Purchases of property and equipment	(139,000)	(153,000)
Provided by Net (cash used) in investing activities	4,861,000	(10,153,000)
<b>Cash flows from financing activities</b>		
Payment on notes payable and capital lease obligations	\$ (14,000)	\$
Payment to extinguish debt		(165,000)
Net Proceeds from exercise of stock options	192,000	
Proceeds from stock notes receivable	27,000	
Net cash provided by (used in) financing activities	205,000	(165,000)
Net increase (decrease) in cash and cash equivalents	(15,000)	(13,082,000)
Cash and cash equivalents, beginning of period	5,612,000	16,187,000
Cash and cash equivalents, end of period	5,597,000	3,105,000



Edgar Filing: ENOVA SYSTEMS INC - Form 10-Q

Supplemental disclosure of cash flow information:

Interest paid	\$	3,000	\$	4,000
Income taxes paid	\$		\$	
Supplemental disclosure of non-cash investing and financing activities				
Assets acquired through financing agreement	\$	35,000		
Stock-based compensation	\$	40,000	\$	28,000
Issuance of common stock for services	\$	72,000	\$	60,000

See accompanying notes to these financial statements.

**Table of Contents**

**ENOVA SYSTEMS, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
(Unaudited)

**NOTE 1 Basis of Presentation**

The accompanying unaudited financial statements have been prepared from the records of our company without audit and have been prepared in accordance with accounting principles generally accepted in the United States of America for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X.

Accordingly, they do not contain all the information and notes required by accounting principles generally accepted in the United States of America for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation of the financial position at June 30, 2007 and the interim results of operations for the three and six months ended June 30, 2007 and cash flows for the six months ended June 30, 2007 have been included. The balance sheet at December 31, 2006, presented herein, has been prepared from the audited financial statements of our company for the year then ended.

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires us to make estimates and assumptions affecting the reported amounts of assets, liabilities, revenues and expenses, and the disclosure of contingent assets and liabilities. The June 30, 2007 and December 31, 2006 inventories are reported at the lower of cost or market value. Inventories have been valued on the basis that they would be used, converted and sold in the normal course of business. The amounts estimated for the above, in addition to other estimates not specifically addressed, could differ from actual results; and the difference could have a significant impact on the financial statements.

Accounting policies followed by us are described in Note 1 to the audited financial statements for the fiscal year ended December 31, 2006. There have been no significant changes in Enova Systems, Inc.'s significant accounting policies during the six months ended June 30, 2007 as compared to what was previously disclosed in Enova Systems, Inc.'s Annual Report on 10-K for the year ended December 31, 2006, except as noted. Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been condensed or omitted for purposes of the interim financial statements. The financial statements should be read in conjunction with the audited financial statements, including the notes thereto, for the year ended December 31, 2006, which are included in our Form 10-K Annual Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 as filed with the Securities and Exchange Commission.

Basic earnings (loss) per common share is computed using the weighted average number of common shares outstanding. Diluted earnings per share is computed using the weighted-average number of common shares and dilutive potential common shares outstanding during the period. Dilutive potential common shares consist of employee stock options and preferred stock conversions.

The results of operations for the three months ended June 30, 2007 presented herein are not necessarily indicative of the results to be expected for the full year.

*Stock Based Compensation*

On January 1, 2006, the Company adopted SFAS 123 (revised 2004), *Share-Based Payment* ( SFAS 123(R) ), which requires the measurement and recognition of compensation expense for all share-based awards made to employees and directors, including employee stock options and shares issued through its employee stock purchase plan, based on estimated fair values. In March 2005, the Securities and Exchange Commission issued Staff Accounting Bulletin 107 ( SAB 107 ) relating to SFAS 123(R). The Company has applied the provisions of SAB 107 in its adoption of SFAS 123(R). The Company adopted SFAS 123(R) using the modified prospective transition method, which requires the application of the accounting standard as of the beginning in 2006. The Company's financial statements as of and for the year ended December 31, 2006 reflect the impact of SFAS 123(R).

Stock compensation expense recognized during the period is based on the value of share-based awards that are expected to vest during the period. Stock compensation expense recognized in The Company's statement of operations for 2006 includes compensation expense related to share-based awards granted prior to January 1, 2006 that vested during the current period based on the grant date fair value estimated in accordance with the pro forma provisions of

SFAS 123. Stock compensation expense in 2006 also includes compensation expense for the share-based awards granted subsequent to January 1, 2006 based on the grant date fair value estimated in accordance with the provisions of SFAS 123(R).

The Company determination of estimated fair value of share-based awards utilizes the Black-Scholes option-pricing model. The Black-Scholes model is affected by the Company stock price as well as assumptions regarding certain highly complex and subjective

**Table of Contents**

variables. These variables include, but are not limited to, the Company expected stock price volatility over the term of the awards and actual and projected employee stock option exercise behaviors.

*Stock Based Compensation Issued to Third Parties*

The Company accounts for stock based compensation issued to third parties, including customers, in accordance with the provisions of the Emerging Issues Task Force (EITF) Issue No. 96-18, *Accounting for Equity Instruments That Are Issued to Other Than Employees for Acquiring, or in Conjunction with Selling Goods or Services*, and EITF 01-9, *Accounting for Consideration Given by a Vendor to a Customer (Including a Reseller of the Vendor's Products)*.

Under the provisions of EITF 96-18, if none of the Company's agreements have a disincentive for nonperformance, the Company records a charge for the fair value of the stock and the portion of the warrants earned from the point in time when vesting of the stock or warrants becomes probable. EITF 01-9 requires that the fair value of certain types of warrants issued to customers be recorded as a reduction of revenue to the extent of cumulative revenue recorded from that customer. The Company has not given any stock based consideration to a customer.

*Stock Option Program Description*

For the year ended December 31, 2006, the Company had two equity compensation plans, the 1996 Stock Option Plan (the 1996 Plan) and the 2006 equity compensation plan (the 2006 Plan). The 1996 Plan has expired for the purposes of issuing new grants. However, the 1996 Plan will continue to govern awards previously granted under that plan. The 2006 Plan has been approved by the Company's Shareholders.

Equity compensation grants are designed to reward employees and executives for their long term contributions to the Company and to provide incentives for them to remain with the Company. The number and frequency of equity compensation grants are based on competitive practices, operating results of the company, and government regulations.

The maximum number of shares issuable over the term of the 1996 Plan was limited to 65 million shares. Options granted under the 1996 Plan typically have had an exercise price of 100% of the fair market value of the underlying stock on the grant date and expired no later than ten years from the grant date. The 2006 Plan has a total of 3,000,000 shares reserved for issuance, none of which have been granted.

Stock options for the 1996 Stock Option Plan, and the 2006 Stock Option Plan were approved by the stockholders. All stock options have terms of 10 years, except for options issued to employees which have a term of 5 years, and generally vest and become fully exercisable four years from the date of grant. The vesting schedule for stock option grants are generally as follows: 25% of the grant vests upon one year from date of grant with the remainder of the grant vesting in 36 equal monthly installments thereafter.

*Quarter ended June 30, 2007*

In conjunction with the adoption of SFAS 123(R), the Company elected to attribute the value of share-based compensation to expense using the straight-line method, which was previously used for its pro forma information required under SFAS 123. Share-based compensation expense related to stock options and employee stock purchases was \$20,000 for the three months ended June 30, 2007, and was recorded in the financial statements as a component of selling, general and administrative expense.

Share-based compensation expense reduced the Company's results of operations as follows:

	<b>Three Months ended 6-30-2007</b>	<b>Three Months ended 6-30-2006</b>
Income from continuing operations before income taxes	\$20,000	\$14,000
Income from continuing operations after income taxes	\$20,000	\$14,000
Cash flows from operations	\$20,000	\$14,000
Cash flows from financing activities	\$	\$
Basic and Diluted EPS	\$	\$

**Table of Contents**

	<b>Six Months ended 6-30-2007</b>	<b>Six Months ended 6-30-2006</b>
Income from continuing operations before income taxes	\$40,000	\$28,000
Income from continuing operations after income taxes	\$40,000	\$28,000
Cash flows from operations	\$40,000	\$28,000
Cash flows from financing activities	\$	\$
Basic and Diluted EPS	\$	\$

During the quarters ended June 30, 2007, and 2006 the Company did not grant any stock options

As of June 30, 2007, the total compensation cost related to non-vested awards not yet recognized is \$80,000. The weighted average period over which the future compensation cost is expected to be recognized is 27 months. The aggregate intrinsic value of the total awards is \$781,000.

*General Option Information*

A summary of option activity is as follows:

	<b>1996 Plan</b>	<b>Weighted Average</b>	<b>Weighted Average Contractual Term</b>
	<b>Shares</b>	<b>Exercise Price</b>	
Outstanding December 31, 2006	162,000	\$ 4.43	7.96
Granted			
Exercised	44,000	\$ 4.36	7.85
Forfeited	4,000	\$ 4.35	8.25
Outstanding, June 30, 2007	114,000	\$ 4.46	7.34
Vested Expected to Vest	108,000	\$ 4.46	7.35
Exercisable, June 30, 2007	87,000	\$ 4.47	7.28

The weighted-average remaining contractual life of the options outstanding at June 30, 2007 was 7.34 years. The exercise prices of the options outstanding at June 30, 2007 ranged from \$4.35 to \$4.95. The weighted-average remaining contractual life of the options outstanding at December 31, 2006 was 7.96 years. The exercise prices of the options outstanding at December 31, 2006 ranged from \$4.35 to \$4.95. Options exercisable were 87,000 and 119,000 at June 30, 2007 and December 31, 2006, respectively.

*Revenue Recognition*

The Company manufactures proprietary products and other products based on design specifications provided by its customers.

The Company recognizes revenue only when all of the following criteria have been met:

Persuasive evidence of an arrangement exists;

Delivery has occurred or services have been rendered;

The fee for the arrangement is fixed or determinable; and

Collectibility is reasonably assured.

*Persuasive Evidence of an Arrangement* The Company documents all terms of an arrangement in a written contract signed by the customer prior to recognizing revenue.

*Delivery Has Occurred or Services Have Been Performed* The Company performs all services or delivers all products prior to recognizing revenue. Professional consulting and engineering services are considered to be performed when the services are complete. Equipment is considered delivered upon delivery to a customer's designated location.

*The Fee for the Arrangement is Fixed or Determinable* Prior to recognizing revenue, a customer's fee is either fixed or determinable under the terms of the written contract. Fees professional consulting services, engineering services and equipment sales are fixed under the terms of the written contract. The customer's fee is negotiated at the outset of the arrangement and is not subject to refund or adjustment during the initial term of the arrangement.

**Table of Contents**

*Collectibility is Reasonably Assured* The Company determines that collectibility is reasonably assured prior to recognizing revenue. Collectibility is assessed on a customer-by-customer basis based on criteria outlined by management. New customers are subject to a credit review process, which evaluates the customer's financial position and ultimately its ability to pay. The Company does not enter into arrangements unless collectibility is reasonably assured at the outset. Existing customers are subject to ongoing credit evaluations based on payment history and other factors. If it is determined during the arrangement that collectibility is not reasonably assured, revenue is recognized on a cash basis. Additionally, in accordance with the Securities and Exchange Commission's Staff Accounting Bulletin No. 104 ( SAB 104 ), amounts received upfront for engineering or development fees under multiple-element arrangements are deferred and recognized over the period of committed services or performance, if such arrangements require the Company to provide on-going services or performance. All amounts received under collaborative research agreements or research and development contracts are nonrefundable, regardless of the success of the underlying research.

Revenues from milestone payments are recognized when earned, as evidenced by written acknowledgment from the customer, provided that (i) the milestone event is substantive and its achievement was not reasonably assured at the inception of the agreement, and (ii) our performance obligations after the milestone achievement will continue to be funded by our collaborator at a comparable level to that before the milestone achievement. If both of these criteria are not met, the milestone payment is recognized over the remaining minimum period of our performance obligations under the agreement.

Pursuant to Emerging Issues Task Force ( EITF ) of the Financial Accounting Standards Board Issue 00-21. EITF Issue 00-21 addressed the accounting for arrangements that may involve the delivery or performance of multiple products, services and/or rights to use assets. Specifically, Issue 00-21 requires the recognition of revenue from milestone payments over the remaining minimum period of performance obligations. As required, we apply the principles of Issue 00-21 to multiple element agreements.

The Company recognizes engineering and construction contract revenues using the percentage-of-completion method, based primarily on contract costs incurred to date compared with total estimated contract costs. Customer-furnished materials, labor, and equipment, and in certain cases subcontractor materials, labor, and equipment, are included in revenues and cost of revenues when management believes that the company is responsible for the ultimate acceptability of the project. Contracts are segmented between types of services, such as engineering and construction, and accordingly, gross margin related to each activity is recognized as those separate services are rendered.

Changes to total estimated contract costs or losses, if any, are recognized in the period in which they are determined. Claims against customers are recognized as revenue upon settlement. Revenues recognized in excess of amounts billed are classified as current assets under contract work-in-progress. Amounts billed to clients in excess of revenues recognized to date are classified as current liabilities under advance billings on contracts.

Changes in project performance and conditions, estimated profitability, and final contract settlements may result in future revisions to engineering and development contract costs and revenue.

**ACCOUNTING PRONOUNCEMENTS ADOPTED IN THE CURRENT YEAR**

In June 2006, the Financial Accounting Standards Board ( FASB ) issued FASB Interpretation 48 ( FIN 48 ), *Accounting for Uncertainty in Income Taxes*. FIN 48 clarifies the accounting for uncertainty in income taxes recognized in accordance with SFAS 109, *Accounting for Income Taxes*. FIN 48 prescribes a comprehensive model for how a company should recognize, measure, present and disclose in its financial statements uncertain tax positions that the company has taken or expects to take on a tax return. This interpretation is effective for fiscal years beginning after December 15, 2006. Enova adopted the provisions of FIN 48 on January 1, 2007. As a result of the implementation of FIN 48, the Company had no changes in the carrying value of its tax assets or liabilities for any unrecognized tax benefits.

The Company files federal income tax returns in the U.S. The Company is no longer subject to U.S. state, or non-U.S. income tax examinations by tax authorities for years before 2003. Certain U.S. Federal returns for years 2006 and following are not closed by relevant statutes of limitation due to unused net operating losses reported on those returns.

**Table of Contents***Recently Issued Pronouncement*

In June 2007, the FASB ratified Emerging Issues Task Force (EITF) Issue No. 06-11, *Accounting for Income Tax Benefits of Dividends on Share-Based Payment Awards*. EITF 06-11 provides for the recognition and classification of deferred taxes associated with dividends or dividend equivalents on nonvested equity shares or nonvested equity share units (including restricted stock units (RSUs)) that are paid to employees and charged to retained earnings. This issue is effective for annual periods beginning after September 15, 2007. Also in June 2007, the EITF ratified EITF Issue No. 07-3, *Accounting for Advance Payments for Goods or Services to Be Used in Future Research and Development Activities*. EITF 07-3 provides that nonrefundable advance payments made for goods or services to be used in future research and development activities should be deferred and capitalized until such time as the related goods or services are delivered or are performed, at which point the amounts would be recognized as an expense. This issue is effective for fiscal years beginning after December 15, 2007. We have evaluated the potential impact of these issues and anticipate that they will have no material impact on our financial position and results of operations.

Also in June 2007, the American Institute of Certified Public Accountants (AICPA) issued Statement of Position (SOP) No. 07-1, *Clarification of the Scope of the Audit and Accounting Guide Investment Companies and Accounting by Parent Companies and Equity Method Investors for Investments in Investment Companies*. This SOP provides guidance for determining whether an entity is an investment company and also addresses when the specialized industry accounting principles of an investment company should be used by a parent company in consolidation or by an investor that applies the equity method of accounting to its investment in the entity. This SOP is effective for fiscal years beginning on or after December 15, 2007. We have evaluated the potential impact of this standard and anticipate it will have no material impact on our financial position and results of operations.

In September 2006, the FASB issued SFAS No. 157, *Fair Value Measurements* ( SFAS 157 ). SFAS 157 clarifies that fair value is the amount that would be exchanged to sell an asset or transfer a liability in an orderly transaction between market participants. Further, the standard establishes a framework for measuring fair value in generally accepted accounting principles and expands certain disclosures about fair value measurements. SFAS 157 is effective for fiscal years beginning after November 15, 2007. The Company does not expect the adoption of SFAS 157 to have a material impact on its financial statements.

In February 2007, the FASB issued SFAS 159, *THE FAIR VALUE OPTION FOR FINANCIAL ASSETS AND FINANCIAL LIABILITIES-INCLUDING AN AMENDMENT OF FASB STATEMENT NO. 115* ( SFAS 159 ). SFAS 159 permits entities to choose to measure many financial instruments and certain other items at fair value that are not currently required to be measured at fair value, with unrealized gains and losses related to these financial instruments reported in earnings at each subsequent reporting date. SFAS 159 will be effective for financial statements issued for fiscal years beginning after November 15, 2007, and will be adopted by the Company January 1, 2008. The Company does not expect the adoption of SFAS 159 to result in a significant impact on its consolidated financial position, cash flows and results of operations.

Other recent accounting pronouncements issued by the FASB (including its Emerging Issues Task Force ( EITF )), the American Institute of Certified Public Accountants ( AICPA ), and the SEC did not or are not believed by management to have a material impact on the Company's present or future financial statements.

**NOTE 2 Notes Payable, Long-Term Debt and Other Financing**

Notes payable and long-term debt is comprised of the following:

	<b>June 30, 2007</b>	<b>December 31, 2006</b>
	<b>(unaudited)</b>	
Secured note payable to Credit Managers Association of California, bearing interest at prime plus 3% per annum in 2005 and through maturity. Principal and unpaid interest due in April 2016. A sinking fund escrow is required to be funded with 10% of future equity financing, as defined in the agreement	\$ 1,238,000	\$ 1,238,000



Edgar Filing: ENOVA SYSTEMS INC - Form 10-Q

Secured notes payable to a financial institution in the original amounts totaling \$130,000, bearing interest at 6.21% and 10.45%, payable in monthly installments	109,000	88,000
Secured note payable to Coca Cola Enterprises in the original amount of \$40,000, bearing interest at 10% per annum. Principal and unpaid interest due now	40,000	40,000
Less current maturities	(82,000)	(71,000)
Long-term portion	1,305,000	1,295,000

During the quarter ended March, 31, 2006, the Company settled \$1,083,000 of principal and \$472,000 accrued interest under the secured note payable to the Credit Managers Association of California (CMAC). In consideration for the settlement, the Company

**Table of Contents**

paid the beneficiaries \$165,000. The Company evaluated this transaction under the guidance set forth in SFAS 140 Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities and noted that the extinguishment of these liabilities was consistent with the guidance.

**NOTE 3 Shareholders Equity**

During the quarter ended June 30, 2007, the Company recorded 5,250 shares of restricted common stock as common stock subscribed, valued at \$36,000, to the Board of Directors at an average price of \$6.85 per share for board meetings and committee meetings during the first quarter of 2007.

During the three months ended June 30, 2007, the Company issued 9,000 shares of restricted common stock to the Board of Directors from common stock subscribed.

Directors receive quarterly compensation at a flat rate of \$4,000 in cash and \$6,000 in stock valued on the date of the meeting at the average of the closing ask and bid prices. The flat rate is not dependent on the amount or type of services performed by the Directors.

Prior to September, 2005, for each meeting attended in person, each outside director received \$2,000 in cash and \$4,000 of stock valued on the date of the meeting at the average of the closing ask and bid prices; for each telephonic Board meeting, each outside director received \$500 in cash and \$500 of stock valued on the date of the meeting at the average of the closing ask and bid prices; and for each meeting of a Board committee attended in person, a committee member received \$1,000 in cash and \$1,000 of stock valued on the date of the meeting at the average of the closing ask and bid prices. In September, 2005, the compensation structure for Directors was changed. Effective in the fourth quarter of 2005 and the first quarter of 2006, Directors receive quarterly compensation at a flat rate of \$4,000 in cash and \$6,000 in stock valued on the last business day of the quarter at the average of the closing ask and bid prices. The flat rate is not dependent on the amount or type of services performed by the Directors. Compensation for the chairman of the audit committee is \$2,500 per quarter. The two audit committee members each receive \$1,250 per quarter, effective March 31, 2006.

All Directors are also reimbursed for out-of-pocket expenses incurred in connection with attending Board and committee meetings.

**Table of Contents**

**NOTE 4 Related Party Transactions**

During the three months ended June 30, 2007, the Company purchased approximately \$435,000 in components, materials, and services from Hyundai Heavy Industries (HHI), a related party. The outstanding payable balance owed to HHI on June 30, 2007 was approximately \$646,000.

A relative of the Company's CEO, is a majority owner of a website consulting firm, which provides services (branding) to the Company. During the three months ended June 30, 2007, The Company paid consulting fees and expenses to this firm in the amount of approximately \$52,000

**NOTE 5 Material Commitments: None**

**NOTE 6 Subsequent Events**

On July 25, 2007, the Company entered into an agreement with Investec Bank (UK) Limited as placement agent to sell 2,218,000 shares of common stock. Investec presently serves as the Nominated Adviser in connection the listing of Enova's common shares on the Alternative Investment Market (AIM) of the London Stock Exchange.

On the closing date of August 1, 2007, pursuant to the placing agreement, Enova sold the 2,218,000 shares of common stock at 260 pence sterling per share (approximately US\$5.35 per share) to certain eligible offshore investors. The Company will receive 5,767,000 British Pounds Sterling (US\$11,698,000) in gross proceeds from the offering. Investec received a 5% selling commission, resulting in proceeds to Enova before offering expenses of 5,478,650 pounds sterling (US\$11,073,000).

The offer and sale of the shares were made pursuant to Regulation S under the Securities Act. Among other things, each investor purchasing shares of Enova's common stock in the offering represented that the investor is not a United States person as defined in Regulation S. In addition, neither Enova nor the placement agent conducted any selling efforts directed at the United States in connection with the offering. All shares of common stock issued in the offering included a restrictive legend indicating that the shares are being issued pursuant to Regulation S under the Securities Act and are deemed to be restricted securities. As a result, the purchasers of such shares will not be able to resell the shares unless in accordance with Regulation S, pursuant to a registration statement, or upon reliance of an applicable exemption from registration under the Securities Act.

Enova presently expects to prepare and file a resale registration statement with the Securities and Exchange Commission covering the placing shares within 60 days of their admission for trading on AIM, which occurred on August 1, 2007. There is no assurance the shares will be registered for resale or that the investors will choose to sell their shares pursuant to the registration statement.

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

**SPECIAL NOTE REGARDING STATEMENTS OF EXPECTED FUTURE PERFORMANCE**

*This Quarterly Report on Form 10-Q contains statements indicating expectations about future performance and other forward-looking statements that involve risks and uncertainties. We usually use words such as may, will, should, expect, plan, anticipate, believe, estimate, predict, future, intend, potential, or continue or the ne or similar expressions to identify forward-looking statements. These statements appear throughout this Quarterly Report on Form 10-Q and are statements regarding our current intent, belief or expectation, primarily with respect to our operations and related industry developments. Examples of these statements include, but are not limited to, statements regarding the following: our future operating expenses, our future losses, our future expenditures for research and development and the sufficiency of our cash resources. You should not place undue reliance on these forward-looking statements, which apply only as of the date of this Quarterly Report on Form 10-Q. Our actual results could differ materially from those anticipated in these forward-looking statements for many reasons, including the risks faced by us and described in our Annual Report on Form 10-K for the year ended December 31, 2006. The following discussion and analysis should be read in conjunction with the unaudited interim financial statements and notes thereto included in Part I, Item 1 of this Quarterly Report on Form 10-Q and with the financial statements and notes thereto and Management's Discussion and Analysis of Financial Condition and Results of Operations contained in our Annual Report on Form 10-K for the year ended December 31, 2006.*

**Table of Contents**

**GENERAL**

Enova believes it is a leader in the development and production of proprietary, commercial digital power management systems for transportation vehicles and stationary power generation systems. Power management systems control and monitor electric power in an automotive or commercial application such as an automobile or a stand-alone power generator. Drive systems are comprised of an electric motor, an electronics control unit and a gear unit which power an electric vehicle. Hybrid systems, which are similar to pure electric drive systems, contain an internal combustion engine in addition to the electric motor, eliminating external recharging of the battery system. A hydrogen fuel cell based system is similar to a hybrid system, except that instead of an internal combustion engine, a fuel cell is utilized as the power source. A fuel cell is a system which combines hydrogen and oxygen in a chemical process to produce electricity. Stationary power systems utilize similar components to those which are in a mobile drive system in addition to other elements. These stationary systems are effective as power-assist or back-up systems, alternative power, for residential, commercial and industrial applications.

A fundamental element of Enova's strategy is to develop and produce advanced proprietary software, firmware and hardware for applications in these alternative power markets. Our focus is digital power conversion, power management, and system integration, for two broad market applications—vehicle power generation and stationary power generation.

Specifically, we develop, design and produce drive systems and related components for electric, hybrid-electric, fuel cell and microturbine-powered vehicles. We also develop, design and produce power management and power conversion components for stationary distributed power generation systems. These stationary applications can employ hydrogen fuel cells, microturbines, or advanced batteries for power storage and generation. Additionally, we perform research and development to augment and support others' and our own related product development efforts.

Our product development strategy is to design and introduce to market successively advanced products, each based on our core technical competencies. In each of our product/market segments, we provide products and services to leverage our core competencies in digital power management, power conversion and system integration. We believe that the underlying technical requirements shared among the market segments will allow us to more quickly transition from one emerging market to the next, with the goal of capturing early market share.

Enova's primary market focus centers on both series and parallel heavy-duty drive systems for multiple vehicle and marine applications. A series hybrid system is one where only the electric motor connects to the drive shaft; a parallel hybrid system is one where both the internal combustion engine and the electric motor are connected to the drive shaft. We believe series-hybrid and parallel hybrid medium and heavy-duty drive system sales offer Enova the greatest return on investment in both the short and long term. We believe the medium and heavy-duty hybrid market's best chances of significant growth lie in identifying and pooling the largest possible numbers of early adopters in high-volume applications. We will attempt to utilize our competitive advantages, including customer alliances, to gain greater market share. By aligning ourselves with key customers in our target market(s), we believe that the alliance will result in the latest technology being implemented and customer requirements being met, with a minimal level of additional time or expense. Additionally, our management believes that this area will see significant growth over the next several years. As we penetrate more market areas, we are continually refining and optimizing both our market strategy and our product line to maintain our leading edge in power management and conversion systems for mobile applications.

On July 25, 2007, Enova Systems, Inc. entered into an agreement with a placement agent to sell 2,218,000 shares of common stock. Pursuant to the placing agreement, the placement agent has agreed to use its reasonable efforts to sell, and has conditionally sold, all such shares of Enova common stock at 260 pence sterling per share (approximately US\$5.35 per share) to certain eligible offshore investors. On the closing date of August 1, 2007, Enova will receive 5,767,000 pounds sterling (US\$11,698,000) in gross proceeds from the offering. Investec received a 5% selling commission, resulting in proceeds to Enova before offering expenses of 5,478,650 pounds sterling (approximately \$11,073,000).

**Table of Contents**

Enova presently expects to prepare and file a resale registration statement with the Securities and Exchange Commission covering the placing shares within 60 days of their admission for trading on AIM. There is no assurance the shares will be registered for resale or that the investors will choose to sell their shares pursuant to the registration statement.

Enova plans to utilize these funds to support our working capital needs, to continue to support our research and development initiatives, and to further support the rollout of our production infrastructure. Furthermore, Enova is beginning to build a worldwide service and support capability, which will also utilize the funds we have raised. In July, 2007, we entered into a partnership with a major Asia based OEM to integrate and test its unique proprietary Post Transmission Parallel Hybrid system. The system is targeted for integration and/or retrofit into North American delivered 2008 model year Vehicles. This partnership illustrates what we believe to be greater market acceptance of our Post Transmission Parallel Hybrid system, as well as further enhances our visibility in Asia, which along with this OEM, include Hyundai, First Auto Works, and Tomoe.

In December, 2006, we announced a production contract with the Tanfield Group Plc., which we expect will lead to production of up to 304 units in 2007. We expect that this agreement will help to consolidate our position as a market leader in Europe. As of June 30, 2007, we have shipped 52 units to the Tanfield Group

In August, 2006, we entered into a contract with Verizon to design, integrate, and deliver 13 service vans. As of June 30, 2007, all 13 vans have been delivered to Verizon. In 2007, we continue to work actively with Verizon. Our current work with Verizon includes continued engineering, drive cycle research, and miniaturization. These projects are currently being integrated into a 14<sup>th</sup> prototype vehicle. We believe that working with the 2nd largest fleet operator in North America will generate further exposure in the domestic market, and bring additional focus on our unique fleet solutions.

As part of our continuing strategic relationship with International Truck and Engine Corp (IC Corp), we executed an agreement to produce the nation's first 19 hybrid school buses. IC Corp is the nation's largest school bus manufacturer, claiming over 60% of the Domestic Build. In addition to school buses, IC Corp is teaming with Enova to supply hybrid buses to the Commercial Bus Market.

Throughout the second quarter of 2007, we hosted and visited numerous potential customers from the Pick Up and Delivery, Medium Duty and Heavy Duty markets. Every effort is made to continue to mature these relationships, as we believe that they will eventually lead to viable business relationships.

Enova has incurred significant operating losses in the past. As of June 30, 2007, we had an accumulated deficit of approximately \$111.2 million. We expect to incur additional operating losses until we achieve a level of product sales sufficient to cover our operating and other expenses. However, Enova believes that our business outlook is improving. Greater recognition and strong engineering have allowed us to make several key strides towards sustainable revenue. In conjunction with this expected outlook, and consistent with our internal succession plan, we have recently made several key management changes in the past months:

On June 26, 2007 Enova announced the expected resignation of its Chief Executive Officer, Edwin Riddell. On July 12, 2007, Enova and Mr. Riddell entered into an agreement setting forth terms by which Mr. Riddell will retire as Chief Executive Officer on October 1, 2007, but will remain on the board of directors.

Also, on June 26, 2007, Enova announced the appointment of Michael Staran as President and Chief Operating Officer effective July 1, 2007. Under Enova's corporate succession planning policy, it currently is anticipated that Mr. Staran will assume principal executive officer responsibility effective October 1, 2007 upon Mr. Riddell's retirement.

In January 2007, Corinne Bertrand resigned as Chief Financial Officer. In her place, Jarett Fenton was appointed as Chief Financial Officer.

In February of 2007, John Dexter retired from his position as Director of Operations. We continue to receive greater recognition from both governmental and private industry with regards to both commercial and military application of its hybrid drive systems and fuel cell power management technologies.

Although we believe that current negotiations with several parties may result in development and production contracts during 2007 and beyond, there are no assurances that such additional agreements will be realized.

**Table of Contents**

During the second quarter of 2007, we continued to advance our technologies and products for greater market penetration. We continue to develop independently and in conjunction with the Hyundai-Enova Innovative Technology Center (ITC) progress on several fronts to produce commercially available heavy-duty, series and parallel hybrid drive systems.

During the second quarter of 2007, we continued to develop and produce electric and hybrid electric drive systems and components for First Auto Works of China, International Truck and Engine (IC Corp), Ford Motor Company (Ford), Hyundai Motor Car, US Military, Wright Bus of the United Kingdom, and Tomoe of Japan as well as several other domestic and international vehicle and bus manufacturers. We also were successful in introducing our technology to companies such as Concurrent Technology Corporation (CTC), PUES (Tokyo Research and Development), Verizon, Volvo/Mack, Tanfield/Smith Electric Vehicles and Navistar (International Truck and Engine, IC Corporation). The continued relationships, in addition to our newest customers helped Enova easily surpass, since our inception, the manufacturing of its 900th system. Our various electric and hybrid-electric drive systems, power management and power conversion systems are being used in applications including several light, medium and heavy duty trucks, train locomotives, transit buses and industrial vehicles.

**CRITICAL ACCOUNTING POLICIES, JUDGMENTS, AND ESTIMATES**

In the ordinary course of business, the Company has made a number of estimates and assumptions relating to the reporting of results of operations and financial condition in the preparation of its financial statements in conformity with accounting principles generally accepted in the United States of America. The Company constantly re-evaluates these significant factors and makes adjustments where facts and circumstances dictate. Estimates and assumptions include, but are not limited to, customer receivables, inventories, equity investments, fixed asset lives, contingencies and litigation. There have been no material changes in estimates or assumptions compared to our most recent Annual Report for the fiscal year ended December 31, 2006

The Company has also chosen certain accounting policies when options were available, including:

Cash consists of currency held at reputable financial institutions.

Inventories are priced at the lower of cost or market utilizing first-in, first-out (FIFO) cost flow assumption. We maintain a perpetual inventory system and continuously record the quantity on-hand and standard cost for each product, including purchased components, subassemblies and finished goods. We maintain the integrity of perpetual inventory records through periodic physical counts of quantities on hand. Finished goods are reported as inventories until the point of transfer to the customer. Generally, title transfer is documented in the terms of sale.

We maintain an allowance against inventory for the potential future obsolescence or excess inventory that is based on our estimate of future sales. A substantial decrease in expected demand for our products, or decreases in our selling prices could lead to excess or overvalued inventories and could require us to substantially increase our allowance for excess inventory. If future customer demand or market conditions are less favorable than our projections, additional inventory write-downs may be required, and would be reflected in cost of revenues in the period the revision is made.

Stock Based Compensation- Effective January 1, 2006, the Company adopted Statement of Financial Accounting Standards ( SFAS ) No. 123(R), *Share-Based Payment* ( SFAS 123(R) ), which requires the measurement and recognition of compensation expense for all share-based payment awards made to employees and directors, including stock options and employee stock purchases related to the Company's Employee Stock Purchase Plan (the Employee Stock Purchase Plan ) based on their fair values. SFAS 123(R) supersedes Accounting Principles Board Opinion No. 25, *Accounting for Stock Issued to Employees* ( APB 25 ), which the Company previously followed in accounting for stock-based awards. In March 2005, the SEC issued *Staff Accounting Bulletin No. 107* ( SAB 107 ) to provide guidance on SFAS 123(R). The Company has applied SAB 107 in its adoption of SFAS 123(R).

The Company adopted SFAS 123(R) using the modified prospective transition method as of and for the three months ended March 31, 2006. In accordance with the modified prospective transition method, the Company's financial statements for prior periods have not been restated to reflect, and do not include, the impact of SFAS 123(R).

Share-based compensation expense recognized is based on the value of the portion of share-based payment awards that is ultimately expected to vest. Share-based compensation expense recognized in the Company's Statement of Operations during the three months ended March 31, 2007 includes compensation expense for share-based payment awards granted prior to, but not yet vested as of, December 31, 2005 based on the grant date fair value estimated in

accordance with the pro forma provisions of SFAS 123.



**Table of Contents**

Allowance for Doubtful Accounts. We maintain allowances for doubtful accounts for estimated losses resulting from the inability of our customers to make required payments. The assessment of the ultimate realization of accounts receivable including the current credit-worthiness of each customer is subject to a considerable degree to the judgment of our management. If the financial condition of the Company's customers were to deteriorate, resulting in an impairment of their ability to make payments, additional allowances may be required.

Contract Services Revenue and Cost Recognition. The Company is required to make judgments based on historical experience and future expectations, as to the reliability of shipments made to its customers. These judgments are required to assess the propriety of the recognition of revenue based on Staff Accounting Bulletin ( SAB ) No. 101 and 104, Revenue Recognition, and related guidance. The Company makes these assessments based on the following factors: i) customer-specific information, ii) return policies, and iii) historical experience for issues not yet identified. Under FAS Concepts No. 5, revenues are not recognized until earned.

The Company manufactures proprietary products and other products based on design specifications provided by its customers. Revenue from sales of products are generally recognized at the time title to the goods and the benefits and risks of ownership passes to the customer which is typically when products are shipped based on the terms of the customer purchase agreement. Revenue relating to long-term fixed price contracts is recognized using the percentage of completion method. Under the percentage of completion method, contract revenues and related costs are recognized based on the percentage that costs incurred to date bear to total estimated costs. Changes in job performance, estimated profitability and final contract settlements may result in revisions to cost and revenue, and are recognized in the period in which the revisions are determined. Contract costs include all direct materials, subcontract and labor costs and other indirect costs. General and administrative costs are charged to expense as incurred. At the time a loss on a contract becomes known, the entire amount of the estimated loss is accrued. The aggregate of costs incurred and estimated earnings recognized on uncompleted contracts in excess of related billings is shown as a current asset, and billings on uncompleted contracts in excess of costs incurred and estimated earnings is shown as a current liability. These accounting policies were applied consistently for all periods presented. Our operating results would be affected if other alternatives were used. Information about the impact on our operating results is included in the footnotes to our financial statements.

In June 2006, the Financial Accounting Standards Board ( FASB ) issued FASB Interpretation 48 ( FIN 48 ), *Accounting for Uncertainty in Income Taxes*. FIN 48 clarifies the accounting for uncertainty in income taxes recognized in accordance with SFAS 109, *Accounting for Income Taxes*. FIN 48 prescribes a comprehensive model for how a company should recognize, measure, present and disclose in its financial statements uncertain tax positions that the company has taken or expects to take on a tax return. This interpretation is effective for fiscal years beginning after December 15, 2006.

The Company files federal income tax returns in the U.S. The Company is no longer subject to U.S. state, or non-U.S. income tax examinations by tax authorities for years before 2003. Certain U.S. Federal returns for years 2006 and following are not closed by relevant statutes of limitation due to unused net operating losses reported on those returns. The Company adopted the provisions of FIN 48 on January 1, 2007. As a result of the implementation of FIN 48, the Company had no changes in the carrying value of its tax assets or liabilities for any unrecognized tax benefits.

**RECENTLY ISSUED ACCOUNTING STANDARDS**

In June 2007, the FASB ratified Emerging Issues Task Force (EITF) Issue No. 06-11, *Accounting for Income Tax Benefits of Dividends on Share-Based Payment Awards*. EITF 06-11 provides for the recognition and classification of deferred taxes associated with dividends or dividend equivalents on nonvested equity shares or nonvested equity share units (including restricted stock units (RSUs)) that are paid to employees and charged to retained earnings. This issue is effective for annual periods beginning after September 15, 2007. Also in June 2007, the EITF ratified EITF Issue No. 07-3, *Accounting for Advance Payments for Goods or Services to Be Used in Future Research and Development Activities*. EITF 07-3 provides that nonrefundable advance payments made for goods or services to be used in future research and development activities should be deferred and capitalized until such time as the related goods or services are delivered or are performed, at which point the amounts would be recognized as an expense. This issue is effective for fiscal years beginning after December 15, 2007. We have evaluated the potential impact of this issue and anticipate it will have no material impact on our financial position and results of operations.

Also in June 2007, the American Institute of Certified Public Accountants (AICPA) issued Statement of Position (SOP) No. 07-1, *Clarification of the Scope of the Audit and Accounting Guide Investment Companies and Accounting by Parent Companies and*

**Table of Contents**

*Equity Method Investors for Investments in Investment Companies.* This SOP provides guidance for determining whether an entity is an investment company and also addresses when the specialized industry accounting principles of an investment company should be used by a parent company in consolidation or by an investor that applies the equity method of accounting to its investment in the entity. This SOP is effective for fiscal years beginning on or after December 15, 2007. We have evaluated the potential impact of this standard and anticipate it will have no material impact on our financial position and results of operations.

In September 2006, the FASB issued SFAS No. 157, Fair Value Measurements ( SFAS 157 ). SFAS 157 clarifies that fair value is the amount that would be exchanged to sell an asset or transfer a liability in an orderly transaction between market participants. Further, the standard establishes a framework for measuring fair value in generally accepted accounting principles and expands certain disclosures about fair value measurements. SFAS 157 is effective for fiscal years beginning after November 15, 2007. The Company does not expect the adoption of SFAS 157 to have a material impact on its financial statements.

In February 2007, the FASB issued SFAS 159, *THE FAIR VALUE OPTION FOR FINANCIAL ASSETS AND FINANCIAL LIABILITIES-INCLUDING AN AMENDMENT OF FASB STATEMENT NO. 115* ( SFAS 159 ). SFAS 159 permits entities to choose to measure many financial instruments and certain other items at fair value that are not currently required to be measured at fair value, with unrealized gains and losses related to these financial instruments reported in earnings at each subsequent reporting date. SFAS 159 will be effective for financial statements issued for fiscal years beginning after November 15, 2007, and will be adopted by the Company January 1, 2008. The Company does not expect the adoption of SFAS 159 to result in a significant impact on its consolidated financial position, cash flows and results of operations.

**RESULTS OF OPERATIONS**

Three and Six Months Ended June 30, 2007 compared to Three and Six Months Ended June 30, 2006

**Second Quarter of Fiscal 2007 vs. Second Quarter of Fiscal 2006**

The following table presents the consolidated statements of operations as well as the percentage relationship to total revenues of items included in our Consolidated Statements of Operations

	Three Months Ended June 30,		%	Three Months Ended June 30,	
	2007	2006		Change	2007
				As a % of total revenues	
<b>Net revenues</b>					
Research and development contracts	\$	\$ 161,000	(100%)		36%
Production	1,059,000	291,000	264%	100%	64%
Total net revenues	1,059,000	452,000	134%	100%	100%
<b>Cost of revenues</b>					
Research and development contracts		253,000	(100%)		56%
Production	1,637,000	661,000	148%	155%	146%
<b>Gross profit (loss)</b>	<b>(578,000)</b>	<b>(462,000)</b>	<b>(25%)</b>	<b>(55%)</b>	<b>(102%)</b>
<b>Operating expenses</b>					
Research and development	517,000	308,000	68%	49%	68%
Selling, general & administrative	1,543,000	1,035,000	49%	146%	229%

Total expenses	2,060,000	1,343,000	53%	195%	297%
<b>Loss from operations</b>	(2,638,000)	(1,805,000)	(46%)	(249%)	(399%)
<b>Other income and (expense)</b>					
Interest and financing fees, net	65,000	151,000	(57%)	6%	33%
Equity loss in share of joint venture company	(29,000)	(16,000)	81%	(3%)	(4%)
Others, net					
Total other income and (expense)	36,000	135,000	(73%)	3%	30%
<b>Net loss</b>	\$ (2,602,000)	\$ (1,670,000)	(56%)	(246%)	(369%)

*The sum of the amounts and percentages may not equal the totals for the period due to the effects of rounding.*

**Table of Contents****First Six Months of Fiscal 2007 vs. First Six Months of Fiscal 2006**

The following table presents the consolidated statements of operations as well as the percentage relationship to total revenues of items included in our Consolidated Statements of Operations

	Six Months Ended June 30,		% Change	Six Months Ended June 30,	
	2007	2006		2007	2006
<b>Net revenues</b>				As a % of total revenues	
Research and development contracts	\$	\$ 419,000	(100%)		55%
Production	2,602,000	341,000	663%	100%	45%
Total net revenues	2,602,000	760,000	242%	100%	100%
<b>Cost of revenues</b>					
Research and development contracts		556,000	(100%)		(73%)
Production	3,020,000	818,000	269%	(116%)	(108%)
<b>Gross profit (loss)</b>	<b>(418,000)</b>	<b>(614,000)</b>	32%	(16%)	(81%)
<b>Operating expenses</b>					
Research and development	612,000	632,000	(3%)	24%	83%
Selling, general & administrative	2,871,000	1,959,000	47%	110%	258%
Total expenses	3,483,000	2,591,000	34%	134%	341%
<b>Loss from operations</b>	<b>(3,901,000)</b>	<b>(3,205,000)</b>	<b>(22%)</b>	<b>(150%)</b>	<b>(422%)</b>
<b>Other income and (expense)</b>					
Interest and financing fees, net	176,000	329,000	(47%)	7%	43%
Equity loss in share of joint venture company	(70,000)	(42,000)	67%	(3%)	(6%)
Others, net		1,392,000	(100%)		183%
Total other income and (expense)	106,000	1,679,000	(94%)	4%	221%
<b>Net loss</b>	<b>\$ (3,795,000)</b>	<b>\$ (1,526,000)</b>	<b>(149%)</b>	<b>(146%)</b>	<b>(201%)</b>

The sum of the amounts and percentages may not equal the totals for the period due to

the effects of  
rounding.

Several other factors related to our business may have a significant impact on our operating results from year to year. For example, the accounting rules governing the timing of revenue recognition related to product contracts are complex and it can be difficult to estimate when we will recognize revenue generated by a given transaction. Factors such as acceptance of services provided, payment terms, creditworthiness of the customer, and timing of delivery or acceptance of our products often cause revenues related to sales generated in one period to be deferred and recognized in later periods. For arrangements in which services revenue is deferred, related direct and incremental costs may also be deferred.

Net revenues for the six months ended June 30, 2007 were \$2,602,000 as compared to \$760,000 for the corresponding period in 2006. Net revenues for the three months ended June 30, 2007 were \$1,059,000 as compared to \$452,000 for the corresponding period in 2006. Net production sales for the six months ended June 30, 2007 increased to \$2,602,000 from \$341,000 in the same period in 2006. Net production sales for the three months ended June 30, 2007 increased to \$1,059,000 from \$291,000 in the same period in 2006. This represents a large increase in production revenue when comparing both period on period and quarter on quarter. Our research and development revenues for the six months ended June 30, 2007 decreased to zero, from \$419,000 in the same period in 2006. For the three months ended June 30, 2007, research and development revenues decreased to zero, from \$161,000 in the same period in 2006. The company did not have any research and development revenues in the first half or second quarter of 2007, though we may realize research and development revenues in the future. In the second quarter of 2007, our revenues derived mostly from production contracts with International Truck, Tanfield Wright Bus, and the State of Hawaii. Cost of revenues consists of component and material costs, direct labor costs, integration costs and overhead related to manufacturing our products. Product development costs incurred in the performance of engineering development contracts for the U.S. Government and private companies are charged to cost of sales for this contract revenue. Cost of revenues for the six and three months ended June 30, 2007 increased by \$1,646,000 and \$723,000, respectively from \$1,374,000 and \$914,000 respectively, for the same period in 2006. This is primarily attributable to the increase in sales for the period, although we are also experiencing an increase in integration support costs. Additionally, the increase in the cost of revenue as a percentage of revenue was primarily due to a increased inventory costs related to contracts. We anticipate there may be an increase in cost of sales for products due to foreign exchange rate fluctuations of the U.S. dollar versus those currencies of our primary suppliers.

**Table of Contents**

Negative gross margin for the 2007 quarter and year to date is \$578,000 and \$418,000 respectively. As a result of a periodic evaluation of our production contracts, we determined that certain contracts resulted in increased cost to deliver the product. This increase relates primarily to increased material cost as well as increased labor and overhead. Going forward, as the Company matures from a research and development company into a production company, we intend to stabilize our production processes, improve our contract evaluation, and effectively manage our suppliers for volume discounts. We expect that these initiatives will contribute to improving margins going forward.

Internal research, development and engineering expenses decreased in the six and three months ended June 30, 2007 to \$612,000 and \$517,000 respectively, as compared with \$632,000 and \$308,000 respectively, for the same period in 2006. While we continue to develop several new products such as our post transmission parallel hybrid drive system, engine off capability, wireless software tracking and upgrade, and enhancements to our diesel generator set, our focus has shifted towards production type arrangements, which accounts for the decrease in our internal research and development costs. We continue to allocate necessary resources to the development of our parallel hybrid drive systems, upgraded proprietary control software, enhanced DC-DC converters and advanced digital inverters and other power management firmware.

Selling, general and administrative expenses increased by \$912,000 to \$2,871,000 for the six months ended June 30, 2007 from the previous year's comparable period. For the three months ended June 30, 2007, selling, general and administrative expenses increased by \$508,000 to \$1,543,000 when compared to the comparable period in 2006. The increase is attributable to additional engineering and technical staff employed in the first half and quarter of 2007 as well as increased expense due to stricter regulatory oversight. Further, we have experienced increased costs related to our implementation of a new firm-wide software solution. We have also increased our sales and marketing expenditures, our public relations expenditures, and have incurred additional costs associated with improving our internal processes to support our goal of becoming a production company. While management continues to explore cost reduction strategies in 2007, it is likely that our selling, general, and administrative expenses will continue to increase in the near future. Although we put a priority on achieving profitability, management cannot assure that profitability will be achieved.

Interest income decreased by \$153,000 and \$86,000 to \$176,000 and \$65,000 in the six and three months ended June 30, 2007 respectively, when compared to the same period in 2006. This decrease is a result of the Company having a smaller average cash balance for the comparable periods in 2007 and 2006.

We realized a net loss of \$3,795,000 for the six months ended June 30, 2007. Our net loss for the three months ended June 30, 2007 was \$2,602,000. We have incurred additional costs, specifically in the selling and general administrative area to facilitate our transition to a production company. These additional costs have increased our net loss when compared to the comparable periods in 2006.

**LIQUIDITY AND CAPITAL RESOURCES**

We have experienced cash flow shortages due to operating losses primarily attributable to research, development, marketing and other costs associated with our strategic plan as an international developer and supplier of electric propulsion and power management systems and components. Cash flows from operations have not been sufficient to meet our obligations. Therefore, we have had to raise funds through several financing transactions. At least until we reach breakeven volume in sales and develop and/or acquire the capability to manufacture and sell our products profitably, we will need to continue to rely on cash from external financing sources.

Our operations during the year ended December 31, 2006 were financed by development contracts and product sales, as well as from working capital reserves.

During the six months ended June 30, 2007, our operations required \$5,081,000 more in cash than was generated. We continue to increase marketing and development spending as well as administrative expenses necessary for expansion to meet customer demand. Accounts receivable are \$1,234,000, a 245% increase from the balance at December 31, 2006 (net of write-offs). The increase is due to our increased sales volume in the second quarter of 2007.

Inventory balances increased by \$2,214,000 when comparing the balances at June 30, 2007 and December 31, 2006. This represents a 130% increase in the inventory balance between the two periods. We have increased our materials purchasing volume during in the second quarter of 2007 to support our current sales order volume, as well as anticipated increases in future sales volume.

Prepaid expenses and other current assets decreased by net \$462,000 at June 30, 2007 from the December 31, 2006 balance of \$708,000, or 65%. The Company elected to transfer all Certificate of Deposit balances to a money market account, resulting in a decline in the accrued interest receivable of approximately \$240,000 on investments of \$5 million.

Fixed assets increased by \$29,000, net of depreciation and writeoffs, at June 30, 2007, when compared to the December balance of \$627,000. In the second quarter of 2007, the Company purchased \$63,000 in new property and equipment. The Company recognized \$73,000 worth of depreciation expense in the second quarter.

Equity method investments decreased by \$70,000 in the first half of 2007 from a balance of \$1,647,000 at December 31, 2006, reflecting a pro-rata share of losses attributable to our forty percent investment interest in the Hyundai-Enova Innovative Technology Center (ITC). For the quarter ended June 30, 2007, the ITC generated a net loss of approximately \$72,500 resulting in a charge to us of \$29,000 utilizing the equity method of accounting for our interest in the ITC.



**Table of Contents**

Accounts payable increased in the second quarter of 2007 by \$543,000 to \$925,000 from \$382,000 at December 31, 2006. This increase is attributable to increased materials purchasing to support current sales orders as well as anticipated future orders.

Deferred revenues decreased at June 30, 2007 by \$166,000, when comparing to the December 31, 2006 balance of \$399,000. This difference represents the realization of revenue that had been deferred in December, predominantly associated with the Company's contract with the State of Hawaii.

Accrued payroll and related expense increased by \$17,000 or 8% at June 30, 2007, when compared to the balance reported at December 31, 2006. The Company has continued to increase headcount to support expanded production efforts.

Other accrued expenses increased by \$551,000 at June 30, 2007 from the balance of \$664,000 at December 31, 2006, primarily due to the accrual of professional services, software implementation, as well as accruals for certain un-invoiced inventory purchases.

Accrued interest payable increased by \$68,000 for the quarter ended June 30, 2007, an increase of 9% from the balance of \$735,000 at December 31, 2006. The increase is due to interest related to our debt instruments.

**ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

*Interest Rate and Credit Risk*

Our exposure to market rate risk for changes in interest rates relates to our investment portfolio. Our primary investment strategy is to preserve the principal amounts invested, maximize investment yields subject to other investment objectives and maintain liquidity to meet projected cash requirements. Accordingly, we invest in instruments such as money market funds, certificates of deposit, United States government/agencies bonds, notes, bills and municipal bonds that meet high credit quality standards, as specified in our investment policy guidelines. Our investment policy also limits the amount of credit exposure to any one issue, issuer and type of instrument. We do not currently use derivative financial instruments in our investment portfolio and we do not enter into market risk sensitive instruments for trading purposes. We do not expect to incur any material losses with respect to our investment portfolio.

**ITEM 4. CONTROLS AND PROCEDURES**

**Disclosure Controls and Procedures**

As of the end of the period covered by this Form 10-Q, we carried out an evaluation, under the supervision and with the participation of our principal executive officer and principal financial officer, of the effectiveness of the design and operation of our disclosure controls and procedures (as such term is defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934. Based on this evaluation, our principal executive officer (Mr. Michael Staran) and principal financial officer (Mr. Jarett Fenton) concluded that our disclosure controls and procedures were not effective.

In particular, as of June 30, 2007, we did not maintain effective controls over the inventory pricing, tracking, and the reserve analysis process. This control could result in a misstatement to cost of sales that would result in a material misstatement to the annual and interim financial statements that would not be prevented or detected. Our independent registered public accounting firm, PMB Helin Donovan, concluded that these significant deficiencies constituted a material weakness in our internal controls. Our management also determined that these deficiencies constitute a material weakness that impacted our disclosure controls and procedures.

**Changes in Internal Controls over Financial Reporting**

There were no changes in internal control over financial reporting period covered by this Form 10-Q that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

**Table of Contents**

**PART II. OTHER INFORMATION**

**ITEM 1. LEGAL PROCEEDINGS**

We may from time to time become a party to various legal proceedings arising in the ordinary course of business. As of August 13, 2007 and during the quarter ended June 30, 2007, we were not involved in any material legal proceedings.

**ITEM 1A. RISK FACTORS**

***Compliance with Sarbanes-Oxley Act of 2002.***

We are exposed to significant costs and risks associated with complying with increasingly stringent and complex regulations of corporate governance and disclosure standards. Changing laws, regulations and standards relating to corporate governance and public disclosure, including the Sarbanes-Oxley Act of 2002, new SEC regulations and AMEX rules require growing expenditure of management time and external resources. In particular, Section 404 of the Sarbanes-Oxley Act of 2002 requires management's annual review and evaluation of our internal controls, and for fiscal year 2008 attestations of the effectiveness of our internal controls by our independent registered public accounting firm. This process may require us to hire additional personnel and outside advisory services and may result in significant accounting, audit and legal expenses. We expect to continue to incur expenses in future periods to comply with regulations pertaining to corporate governance as described above. In addition, we have recently implemented an ERP system, which was an extremely complicated, time consuming and expensive process. There have been no other material changes from the risk factors as previously disclosed in our Annual Report on Form 10-K for the fiscal year ended December 31, 2006.

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

None

**ITEM 6.**

**EXHIBITS**

31.1 Certification of the Chief Executive Officer Pursuant to Section 302 of the Sarbanes-Oxley Act Of 2002

31.2 Certification of the Chief Financial Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

32.1 Certification Pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

**Table of Contents**

**SIGNATURE**

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

Date: August 14, 2007

ENOVA SYSTEMS, INC.

(Registrant)

/s/ Jarett Fenton

By: Jarett Fenton, Chief Financial Officer

**Table of Contents**

**Exhibit Index**

**EXHIBITS**

- 31.1 Certification of the Chief Executive Officer Pursuant to Section 302 of the Sarbanes-Oxley Act Of 2002
- 31.2 Certification of the Chief Financial Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
- 32.1 Certification Pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002