

WESTSPHERE ASSET CORP INC  
Form 10QSB  
November 14, 2006

U.S. SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-QSB

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

For the quarterly period ended: September 30, 2006

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

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

Commissions file number 0-32051

**WESTSPHERE ASSET CORPORATION, INC.**

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

COLORADO  
(State or other jurisdiction  
of incorporation or organization)

98-0233968  
(IRS Employer  
Identification No.)

2140 Pegasus Way N.E.

Calgary, Alberta Canada T2E 8M5

Telephone (403) 290-0264  
(Issuer's telephone number)

NOT APPLICABLE

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

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

State the number of shares outstanding of each of the issuer's classes of common equity, as of the last practicable date:

551,702 shares of Common Stock, no par value, as of November 6, 2006.

1,285,958 shares of Preferred Stock, no par value, as of November 6, 2006.

Transitional Small Business Disclosure Format

(check one): Yes  No



**WESTSPHERE ASSET CORPORATION, INC.**

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**For the quarterly period ended September 30, 2006**

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**PART I - FINANCIAL INFORMATION**

**ITEM 1. CONSOLIDATED FINANCIAL STATEMENTS**

*WESTSPHERE ASSET CORPORATION, INC.*

*Consolidated Balance Sheet*

ASSETS	September 30, 2006 (Unaudited)	December 31, 2005 (Note 1)
<b>CURRENT ASSETS</b>		
Cash	\$ 539,506	\$ 484,799
Accounts receivable net of allowance for doubtful accounts of \$76,783	238,013	289,320
Accounts receivable related parties	4,690	23,270

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Inventory		225,212		314,718
Prepaid expense and deposit		22,364		50,973
Current portion of mortgage receivable		50,626		48,628
Total current assets		1,080,411		1,211,708
Property and equipment, net of depreciation		306,883		300,450
Intangible assets		307,312		295,639
Mortgage receivable		36,230		98,828
Future tax benefits		12,060		11,581
Total assets	\$	1,742,896	\$	1,918,206

LIABILITIES AND STOCKHOLDERS EQUITY

CURRENT LIABILITIES

Accounts payable and accrued expenses	\$	590,678	\$	935,664
Accounts payable, related parties		92,836		132,773
Total current liabilities		683,514		1,068,437
Shareholder loans		231,879		256,636
Bank loan		30,402		72,615
Convertible debentures		130,116		124,979
Non-current lease obligation				4,351
Total liabilities		1,075,911		1,527,018

COMMITMENTS AND CONTINGENCIES

STOCKHOLDERS EQUITY

Preferred stock - authorized 75,000,000 shares, no par value, 1,285,958 shares issued and outstanding at		1,182,897		1,182,897
September 30, 2006 and 1,215,721 at December 31, 2005				
Common stock - authorized 75,000,000 shares, no par value; 551,702 shares issued and outstanding at		576,168		570,992
September 30, 2006 and 621,939 at December 31, 2005				
Accumulated other comprehensive income		132,094		126,836

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Accumulated deficit		(1,224,174)	(1,489,537)
Total stockholders' equity		666,985	391,188
Total liabilities and stockholders' equity	\$	1,742,896	1,918,206

*WESTSPHERE ASSET CORPORATION, INC.*

*Consolidated Statements of Operations*

*For the Nine Months Ended September 30,*

*(Unaudited)*

	2006	2005
Revenue -		
Equipment and supplies	\$ 388,894	\$ 351,416
Residual and interchange income	3,164,571	2,693,002
Other	98,034	66,187
Total revenue	3,651,499	3,110,605
Cost of sales -		
Equipment and supplies	340,074	299,742
Residual and interchange costs	1,931,238	1,613,437
Commissions	16,447	4,314
Other	91,675	119,579
Total cost of sales	2,379,434	2,037,072
Gross profit	1,272,065	1,073,533
Administrative expenses -		
Depreciation and amortization	84,009	72,573

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Consulting fees	120,377	118,485
Legal and accounting fees	25,042	46,346
Salaries and benefits	546,363	466,152
Travel, delivery and vehicle expenses	97,923	97,340
(Gain) on currency exchange	(133,271)	(789)
Other	283,855	390,789
Total administrative expenses	1,024,298	1,190,896
Income (loss) from operations	247,767	(117,363)
Other income & expense -		
Interest income	51,446	7,931
Interest expense	(33,849)	(35,211)
Gain on asset sales		67,942
Net income (loss) before income taxes	265,364	(76,701)
Provision for income taxes		
Net income (loss)	\$ 265,364	\$ (76,701)
Net (loss) per common share	\$ .48	\$ (.04)
Weighted number of shares outstanding	551,702	1,548,251
Other comprehensive income:		
Net income (loss)	\$ 265,364	\$ (76,701)
Foreign currency translation adjustment	5,258	(9,554)
Total comprehensive income	\$ 270,622	\$ (86,255)

*WESTSPHERE ASSET CORPORATION, INC.*

*Consolidated Statements of Operations*



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For the three Months Ended September 30,

(Unaudited)

	2006	2005
Revenue -		
Equipment and supplies	\$ 56,877	\$ 105,239
Residual and interchange income	1,103,299	1,034,534
Other	64,205	29,288
Total revenue	1,224,381	1,169,061
Cost of sales -		
Equipment and supplies	50,351	75,357
Residual and interchange costs	667,858	646,650
Commissions	532	1,605
Other	27,683	43,534
Total cost of sales	746,424	767,146
Gross profit	477,957	401,915
Administrative expenses -		
Depreciation and amortization	26,145	25,102
Consulting fees	38,274	38,455
Legal and accounting fees	4,080	3,345
Salaries and benefits	177,457	164,315
Travel, delivery and vehicle expenses	40,583	26,039
Loss (Gain) on currency exchange	(133,271)	929
Other	91,326	98,348
Total administrative expenses	244,594	356,533
Income (loss) from operations	233,363	45,382
Other income & expense -		
Interest income	16,471	2,465
Interest expense	(10,338)	(13,587)
Net income (loss) before income taxes	239,496	34,260
Provision for income taxes		

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Net income (loss)	\$ 239,496	\$ 34,260
Net (loss) per common share	\$ .43	\$ .02
Weighted number of shares outstanding	551,702	1,613,925
Other comprehensive income:		
Net income (loss)	\$ 239,496	\$ 34,260
Foreign currency translation adjustment	9,261	1,974
Total comprehensive income	\$ 248,757	\$ 36,234

## WESTSPHERE ASSET CORPORATION, INC.

*Consolidated Statement of Cash Flows**For the Nine Months Ended September 30,**(Unaudited)*

	2006	2005
Cash flows from operating activities:		
Net income (loss) from operations	\$ 265,362	\$ (76,701)
Reconciling adjustments -		
Depreciation and amortization	74,845	73,284
Gain on sale of assets		(72,184)
Other non-cash transactions	3,552	2,434
Changes in operating assets and liabilities		
Accounts receivable	82,129	(39,031)
Inventory	101,691	(217,797)
Prepaid expenses and other	30,479	20,035
Accounts payable and accrued liabilities	(425,693)	500,645
Net cash provided by operations	132,365	190,685
Cash flows from investing activities:		
Purchase of equipment	(105,988)	(49,881)
Disposal of equipment	37,017	12,722
Collection on loans receivable	66,170	59,132
Net cash provided by (used for) investing activities	(2,801)	21,973
Cash flows from financing activities:		
Repayment of debt	(84,409)	(90,480)
Exercise of options		43,609
Net cash provided (used) by financing activities	(84,409)	(46,871)
Foreign currency translation adjustment	9,552	(27,949)
Net change in cash and cash equivalents	54,707	137,838
Cash and cash equivalents at beginning of period	484,799	184,944
Cash and cash equivalents at end of period	\$ 539,506	\$ 322,782

**Supplemental schedule of cash flow information**

Interest paid in cash	\$	\$ 12,845
Income taxes paid in cash	\$	\$
Non-cash investing and financing activities:		
Stock issued for minority interest in subsidiary		
Stock issued to satisfy debt		17,244

*WESTSPHERE ASSET CORPORATION, INC.*

*Notes to Financial Statements*

*September 30, 2006 and 2005*

*(Unaudited)*

**Note 1 Financial Statements**

The accompanying consolidated financial statements included herein have been prepared by Westsphere Asset Corporation, Inc. (the Company) without audit, pursuant to the rules and regulations of the Securities and Exchange

Commission for reporting on Form 10-QSB. Certain information and footnote disclosure normally included in the financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted as allowed by such rules and regulations, and Westsphere Asset Corporation, Inc. believes that the disclosures are adequate to make the information presented not misleading. It is suggested that these financial statements be read in conjunction with the December 31, 2005 audited financial statements and the accompanying notes thereto contained in the Annual Report on Form 10-KSB filed with the Securities and Exchange Commission. While management believes the procedures followed in preparing these financial statements are reasonable, the accuracy of the amounts are in some respects dependent upon the facts that will exist, and procedures that will be accomplished by Westsphere Asset Corporation, Inc. later in the year. The results of operations for the interim periods are not necessarily indicative of the results of operations for the full year. In management's opinion all adjustments necessary for a fair presentation of the Company's financial statements are reflected in the interim periods included.

**Note 2 Common Stock**

During the three months ended March 31, 2006, the Company finalized its conversion as per the shareholder's resolution, approved at the Annual Meeting of Shareholders held on December 7, 2002 and has a total of 1,285,958 preferred shares and 551,702 common shares issued and outstanding.

**ITEM 2.**

**MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION**

*Current Corporate Structure September 30, 2006*

**WESTSPHERE ASSET CORPORATION, INC.**

**Subsidiaries CDN**

**Subsidiaries CDN**

Vencash Capital Corporation

100%

**Active**

Westsphere Systems Inc.

100%

**Active**

E Debit International Inc.

100%

**Inactive**

Vencash POS Services Inc.

*(Formerly Westsphere POS Services Ltd.)*

100%

**Active**

Kan-Can Resorts Ltd.

99%

**Active**

Westsphere Capital Group Ltd.

100%

**Active**

**Subsidiaries US**

Trac POS Processing Inc.

56%

**Active**

Cash Direct Financial Services Ltd.

100%

**Active**

105725 Alberta Ltd.

o/a Personal Financial Solutions

51% owned by Cash Direct Financial

Services Ltd .

**Inactive**

Vencash Financial

Systems Inc. (US)

100%

**Inactive**

Active = with business activity

Inactive = no business activity

## **Plan of Operations**

During the three (3) month period of operations ending September 30, 2006, Westsphere and its subsidiaries generated a net income from operations of \$239,496, while a net income from operations of \$34,260 was realized for the same period from the previous year. The increase in net income of \$205,236 over the same period from the previous year was primarily due to the increase in residual and interchange income net of \$47,557, and an increase in gain on currency exchange of \$133,271. The increase in residual and interchange income was due to increases in placements of ATM machines and POS machines. The significant increase in currency exchange gain was caused by a difference in the currency exchange rate of 0.15 between the exchange rate recorded at the time of payable of 1 USD=1.30 CDN and the exchange rate recorded at the time of payments of 1 USD=1.15 CDN.

Westsphere's gross margin during the third quarter of year 2006 increased by 5% to 39% from the gross margin during the same period from the previous year of 34%. This was caused by an increase in net residual and interchanges income of \$47,557 and partially offset against a decrease in sales of ATMs. The increase in gross margin was primarily due to increases in placements of ATM machines and POS machines.



WestspHERE's total administrative expenses for the third quarter of year 2006 decreased by \$111,939 to \$244,594 from the previous year's amount of \$356,533. Most of the decrease was caused by an increase in gain on currency exchange from previous year 2005 of a loss on currency exchange of \$929 to a gain of \$133,271 during the third quarter of year 2006. The significant increase in currency exchange gain was caused by the difference in currency exchange rate of 0.15 between the exchange rate recorded at the time of payable of 1 USD=1.30 CDN and the exchange rate recorded at the time of payments of 1 USD=1.15 CDN. This decrease is partially offset against an increase in salaries and benefits from previous year 2005 of \$164,315 to \$177,457 during the third quarter of year 2006. The increase was primarily due to salary and benefits adjustments, hiring two additional staff for the IT department, two staff for the Service department, one receptionist and one junior accountant from the previous year.

WestspHERE and its subsidiaries currently generate sufficient cash flow to cover all of their consolidated operating expenses.

In order to grow WestspHERE's businesses in ATM machines, in Finance/Lease and in POS machines, WestspHERE is dependent upon private placements, loans and/or joint venture arrangements. The profits are expected to be generated by the interchange and surcharges collected from ATM and POS machines, the sale of ATM and POS machines, and from Financing and leasing charges.

To this date 980 ATM and 527 POS sites are being processed between two switches.

### **Changes in Financial Position**

During the nine (9) month period ending September 30, 2006, total assets decreased to \$1,742,896 primarily due to a decrease in accounts receivable and accounts receivable related parties, a decrease in inventory, a decrease in prepaid expenses and deposits, and a collection of mortgage receivables.

The decrease is partially offset against an increase in cash. The increase in cash is mainly due to a collection of funds from the sales-type lease agreements in the latter part of year 2005 in the amount of \$209,019.

WestspHERE's current liabilities consist of accounts payable of \$590,678 and accounts payable to related parties of \$92,836. Accounts payable includes payables of \$96,831 to suppliers for the purchase of ATM machines and POS machines, \$204,621 is payable for the return of surcharge and interchange, accounting and legal payables in the amount of \$31,823, long term lease payable to ATM suppliers in the amount of \$205,903, and \$51,500 due for consulting services, office expenses and various other general fees and charges.

Accounts payable to related parties consists of Officers' and Directors' bonuses payable carried forward from year 2002 in the amount of \$68,370, and a loan advanced from WestspHERE's President in the amount of \$24,466.

Long term liabilities as at September 30, 2006 consisted of a bank loan totaling \$30,402 for funds to pay down accounts payable to a major supplier, convertible debentures totaling \$130,116 for funds advanced for general working capital by various related and unrelated parties, and \$231,879 for outstanding accounts due to shareholders of Westsphere. Westsphere's shareholder loans related to TRAC of \$157,731 and a Vencash related loan of \$2,348 have interest rates of 18% and 12%, respectively. They both are demand loans. The remaining balance of shareholder loans total \$71,800 with no specific terms of repayment.

Shareholders' equity as of September 30, 2006 was \$666,985, inclusive of an accumulated loss from operations of \$1,224,174, as compared to shareholders equity of \$391,188 as of the same date from the previous year. Total issued and outstanding share capital as of the period ending September 30, 2006 was 551,702 common shares and 1,285,958 preferred shares as compared to a total of 621,939 common shares and 1,215,721 preferred shares as of December 31, 2005. The conversion from common to preferred shares during the year is a result of the shareholder's resolution, approved at the Annual Meeting of Shareholders held on December 7, 2002.

## **Liquidity and Capital Resources**

### ***Summary of Working Capital and Stockholders' Equity***

As of September 30, 2006, the Company had working capital of \$396,897 and Stockholders' Equity of \$666,985 compared with working capital of \$143,271 and Stockholders' Equity of \$391,188 as of December 31, 2005. The Company's working capital has increased principally as a result of an increase in cash of \$54,707 and a significant decrease in accounts payable and accrued expenses of \$344,986. The increase is partially offset against a decrease in accounts receivable of \$51,307, a decrease in accounts receivable related parties of \$18,580, a decrease in inventory of \$89,506, and a decrease in prepaid expense and deposit of \$28,609. Stockholders' Equity increased as a result of the decreased in accumulated deficit of \$265,363. There is no change in operations during the third quarter of year 2006.

Financing activities during the nine month period resulted in the use of net cash of negative \$84,409, which was caused by the repayment of \$84,409 in debt. The Company's consolidated operations provided \$132,365 in net cash, compared to the use of net cash in the amount of \$190,685 during the same period from the previous year. This decrease in cash flow from operations was the result of the decrease in accounts payable of \$425,693, and partially offset against an increase in accounts receivable of \$82,129, an increase in inventory of \$101,691, and increase in prepaid expenses and other of \$30,479.

### ***Liquidity***

On a short term basis, Westsphere anticipates that its subsidiary Vencash Capital will generate sufficient revenues to meet overhead needs. The Company, as of November 10, 2006, has \$375,325 in cash; \$192,075 in vault cash reserved for ATMs, and will not have to raise additional funds to meet its operational needs for the next twelve months. In order to meet its growth plan, Westsphere will continue to be dependent on equity funds raised, joint venture arrangements and/or loan proceeds. Westsphere believes that it will continue as a going concern with the present revenues from its subsidiary Vencash Capital Corporation, but it will be unable to meet its market growth projections without further funding outside of the ongoing revenue from operations of Vencash.

As mentioned above, Westsphere believes that its subsidiary, Vencash Capital, generates sufficient ongoing revenues to ensure that Westsphere is a going concern. It is anticipated that operations will have substantial increases in net cash flow at the fiscal year end December 31, 2006. In addition, Westsphere believes that further substantial cost savings will occur with the new program system implemented to improve the effectiveness and efficiency of the operations. Westsphere will remain reliant on the successful development and marketing of the products related to its business for possibility of future income.

#### ***Capital Resources***

The primary capital resource of Westsphere is the operations of Vencash Capital, its wholly owned subsidiary.

#### ***Off-Balance Sheet Arrangements***

The Company does not have any off-balance sheet arrangements.

### **ITEM 3. CONTROLS AND PROCEDURES**

The Company's Chief Executive Officer, Mr. Douglas Mac Donald, and its Chief Financial Officer, Mr. Kim Law, have implemented the Company's disclosure controls and procedures to ensure that material information relating to the Company is made known to Mr. Mac Donald and Mr. Law. These executive officers have evaluated the effectiveness of the Company's disclosure controls and procedures as of March 31, 2006 (the Evaluation Date ).

Based on such evaluation, Messrs. Mac Donald and Law have concluded that, as of the Evaluation Date, the Company's disclosure controls and procedures are effective in alerting them on a timely basis to material information relating to the Company that is required to be included in our reports filed or submitted under the Securities Exchange Act of 1934. Moreover, there were no significant changes in internal controls or in other factors that have materially affected or are reasonably likely to materially affect the Company's internal controls over financial reporting.

**PART II - OTHER INFORMATION**

**ITEM 1. LEGAL PROCEEDINGS**

There are no changes since the filing of the 10K on December 31, 2005.

**ITEM 2. CHANGES IN SECURITIES**

As of March 15, 2006, the Company finalized its conversion from common to preferred shares during the year as a result of the shareholder's resolution approved at the Annual Meeting of Shareholders held on December 7, 2002, and has a total of 1,285,958 preferred shares and 551,702 common shares issued and outstanding.

Each of the foregoing issuances of securities was exempt from registration due to the exemption found in Reg