

GeoVax Labs, Inc.  
Form 10-Q  
May 01, 2013

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

FORM 10-Q

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

For the quarterly period ended March 31, 2013

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 number 000-52091

GEOVAX LABS, INC.

(Exact name of Registrant as specified in its charter)

Delaware  
(State or other jurisdiction  
of incorporation or organization)

87-0455038  
(I.R.S. Employer Identification No.)

1900 Lake Park Drive  
Suite 380  
Smyrna, Georgia  
(Address of principal executive  
offices)

30080  
(Zip Code)

(678) 384-7220  
(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 period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See the definition of "accelerated filer and large accelerated filer" in Rule 12b-2 of the Exchange Act. (Check one):

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Large accelerated filer

Accelerated filer

Non-accelerated filer

Smaller reporting company

(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act):

Yes  No

As of May 1, 2013, 20,449,944 shares of the Registrant's common stock, \$.001 par value, were issued and outstanding.

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## GEOVAX LABS, INC.

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## Part 1 -- FINANCIAL INFORMATION

## Item 1 Financial Statements

GEOVAX LABS, INC.  
(A DEVELOPMENT-STAGE ENTERPRISE)  
CONDENSED CONSOLIDATED BALANCE SHEETS

	March 31, 2013	December 31, 2012
<b>ASSETS</b>	(Unaudited)	
Current assets:		
Cash and cash equivalents	\$ 1,751,436	\$ 1,035,925
Grant funds receivable	213,814	266,248
Prepaid expenses and other current assets	48,549	42,301
<b>Total current assets</b>	<b>2,013,799</b>	<b>1,344,474</b>
Property and equipment, net of accumulated depreciation and amortization of \$444,854 and \$429,804 at March 31, 2013 and December 31, 2012, respectively	87,436	102,486
Other assets:		
Licenses, net of accumulated amortization of \$231,356 and \$228,856 at March 31, 2013 and December 31, 2012, respectively	17,500	20,000
Deposits and other assets	11,010	11,010
<b>Total other assets</b>	<b>28,510</b>	<b>31,010</b>
<b>Total assets</b>	<b>\$ 2,129,745</b>	<b>\$ 1,477,970</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities:		
Accounts payable	\$ 110,719	\$ 163,788
Accrued expenses	29,543	33,877
Amounts payable to Emory University (a related party)	209,520	129,370
<b>Total current liabilities</b>	<b>349,782</b>	<b>327,035</b>
Commitments (Note 4)		
Stockholders' equity:		
Preferred stock, \$0.01 par value, 10,000,000 shares authorized; Series A Convertible Preferred Stock, \$1,000 stated value; 788 shares issued and outstanding at March 31, 2013 and December 31, 2012	312,196	312,196
Common stock, \$0.001 par value, 40,000,000 shares authorized; 20,499,944 and 18,733,277 shares issued and outstanding at March 31, 2013 and December 31, 2012, respectively	20,500	18,733
Additional paid-in capital	26,911,206	25,587,148

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Deficit accumulated during the development stage	(25,463,939 )	(24,767,142 )
Total stockholders' equity	1,779,963	1,150,935
Total liabilities and stockholders' equity	\$2,129,745	\$1,477,970

See accompanying notes to condensed consolidated financial statements.

GEOVAX LABS, INC.  
(A DEVELOPMENT-STAGE ENTERPRISE)  
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS  
(Unaudited)

	Three Months Ended March 31,		From Inception (June 27, 2001) to March 31, 2013
	2013	2012	
Grant revenue	\$797,040	\$854,063	\$23,766,059
<b>Operating expenses:</b>			
Research and development	881,988	1,072,354	29,556,186
General and administrative	612,943	512,818	20,013,367
Total operating expenses	1,494,931	1,585,172	49,569,553
Loss from operations	(697,891 )	(731,109 )	(25,803,494 )
<b>Other income (expense):</b>			
Interest income	1,094	596	345,224
Interest expense	-	-	(5,669 )
Total other income	1,094	596	339,555
Net loss	\$(696,797 )	\$(730,513 )	\$(25,463,939 )
<b>Basic and diluted:</b>			
Loss per common share	\$(0.03 )	\$(0.04 )	\$(1.84 )
Weighted average shares outstanding	20,166,240	16,716,566	13,837,933

See accompanying notes to condensed consolidated financial statements.

GEOVAX LABS, INC.  
(A DEVELOPMENT STAGE ENTERPRISE)  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
(Unaudited)

	Three Months Ended March 31,		From Inception (June 27, 2001) to March 31, 2013
	2013	2012	
<b>Cash flows from operating activities:</b>			
Net loss	\$(696,797 )	\$(730,513 )	\$(25,463,939 )
<b>Adjustments to reconcile net loss to net cash used in operating activities:</b>			
Depreciation and amortization	17,550	23,411	676,830
Accretion of preferred stock redemption value	-	-	346,673
Stock-based compensation expense, including common stock issued for services	265,825	81,576	6,935,640
<b>Changes in assets and liabilities:</b>			
Grant funds receivable	52,434	(161,597 )	(213,814 )
Prepaid expenses and other current assets	(6,248 )	(18,227 )	(48,549 )
Deposits and other assets	-	-	(11,010 )
Accounts payable and accrued expenses	22,747	(431,336 )	438,572
Total adjustments	352,308	(506,173 )	8,124,342
Net cash used in operating activities	(344,489 )	(1,236,686 )	(17,339,597 )
<b>Cash flows from investing activities:</b>			
Purchase of property and equipment	-	-	(538,490 )
Proceeds from sale of property and equipment	-	-	5,580
Net cash used in investing activities	-	-	(532,910 )
<b>Cash flows from financing activities:</b>			
Net proceeds from sale of common stock	1,060,000	310,160	16,896,468
Net proceeds from sale of preferred stock	-	1,999,032	2,727,475
Net cash provided by financing activities	1,060,000	2,309,192	19,623,943
Net increase in cash and cash equivalents	715,511	1,072,506	1,751,436
Cash and cash equivalents at beginning of period	1,035,925	1,167,980	-
Cash and cash equivalents at end of period	\$1,751,436	\$2,240,486	\$1,751,436
<b>Supplemental disclosure of cash flow information:</b>			
Interest paid	\$-	\$-	\$5,669

See accompanying notes to condensed consolidated financial statements.





GEOVAX LABS, INC.  
(A DEVELOPMENT-STAGE ENTERPRISE)  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
March 31, 2013  
(unaudited)

1. Description of Company and Basis of Presentation

GeoVax Labs, Inc. (“GeoVax” or the “Company”), is a biotechnology company developing vaccines that prevent and fight Human Immunodeficiency Virus (“HIV”) infections. HIV infections result in Acquired Immunodeficiency Syndrome (“AIDS”). We have exclusively licensed from Emory University (“Emory”) vaccine technology which was developed in collaboration with the National Institutes of Health (“NIH”) and the Centers for Disease Control and Prevention (“CDC”). GeoVax is incorporated under the laws of the State of Delaware and our principal offices are located in Smyrna, Georgia (metropolitan Atlanta area).

Our current vaccines under development address the clade B subtype of the HIV virus that is most prevalent in the United States and the developed world. Our vaccines are being evaluated to determine their potential to (a) prevent HIV infection and (b) to serve as a therapy for individuals who are already infected with HIV. These vaccines are currently being evaluated in humans -- both in those infected with HIV and those who are not.

GeoVax is devoting all of its present efforts to research and development and is a development stage enterprise as defined by Financial Accounting Standards Board (“FASB”) Accounting Standard Codification (“ASC”) Topic 915, “Development Stage Entities”. We have funded our activities to date almost exclusively from equity financings and government grants, and we will continue to require substantial funds to continue these activities. We anticipate that our existing cash resources, combined with the proceeds from the NIH grants discussed in Note 7, will be sufficient to fund our planned activities into the first quarter of 2014. In order to meet our future operating cash flow requirements, we intend to conduct additional offerings of our equity securities, debt or convertible debt instruments. We are also seeking additional funding for our vaccine development programs through government grant funding mechanisms.

The accompanying financial statements at March 31, 2013 and for the three month periods ended March 31, 2013 and 2012 are unaudited, but include all adjustments, consisting of normal recurring entries, which we believe to be necessary for a fair presentation of the dates and periods presented. Interim results are not necessarily indicative of results for a full year. The financial statements should be read in conjunction with our audited financial statements included in our Annual Report on Form 10-K for the year ended December 31, 2012. Our operating results are expected to fluctuate for the foreseeable future; therefore, period-to-period comparisons should not be relied upon as predictive of the results in future periods.

We disclosed in Note 2 to our financial statements included in our Annual Report on Form 10-K for the year ended December 31, 2012 those accounting policies that we consider significant in determining our results of operations and financial position. There have been no material changes to, or in the application of, the accounting policies previously identified and described in the Form 10-K.

2. Recent Accounting Pronouncements

There have been no recent accounting pronouncements or changes in accounting pronouncements during the three months ended March 31, 2013, as compared to the recent accounting pronouncements described in our Annual Report on Form 10-K for the fiscal year ended December 31, 2012, which we expect to have a material impact on our financial statements.

3. Basic and Diluted Loss Per Common Share

Basic net loss per share is computed using the weighted-average number of common shares outstanding during the period. Diluted net loss per share is computed using the weighted-average number of common shares and potentially dilutive common share equivalents outstanding during the period. Potentially dilutive common share equivalents consist of convertible preferred stock, stock options and stock purchase warrants. Common share equivalents which potentially could dilute basic earnings per share in the future, and which were excluded from the computation of diluted loss per share, as the effect would be anti-dilutive, totaled approximately 11.7 million and 15.1 million shares at March 31, 2013 and 2012, respectively.

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#### 4. Commitments

##### Lease Agreement

We lease approximately 8,400 square feet of office and laboratory space located in Smyrna, Georgia (metropolitan Atlanta). Future minimum lease payments pursuant to the 62 month operating lease total \$94,040 for the remainder of 2013 and \$128,920 in 2014.

##### Other Commitments

In the normal course of business, we may enter into various firm purchase commitments related to production and testing of our vaccine material, conduct of our clinical trials, and other research-related activities. As of March 31, 2013, we had approximately \$186,000 of unrecorded outstanding purchase commitments to our vendors and subcontractors, all of which we expect will be due in 2013.

#### 5. Stockholders' Equity

##### Common Stock

During January 2013, we issued an aggregate of 1,766,667 shares of our common stock pursuant to the exercise of Series B Warrants, resulting in total proceeds of \$1,060,000 (see "Stock Purchase Warrants" below).

##### Stock Options

The Company maintains a stock option plan that provides the Board of Directors broad discretion in creating equity incentives for employees, officers, directors and consultants. The following table presents a summary of stock option transactions during the three months ended March 31, 2013:

	Number of Shares	Weighted Average Exercise Price
Outstanding at December 31, 2012	1,069,141	\$4.50
Granted	--	--
Exercised	--	--
Forfeited or expired	(14,999 )	15.28
Outstanding at March 31, 2013	1,054,142	\$4.35
Exercisable at March 31, 2013	695,796	\$6.15

During the three months ended March 31, 2013 and 2012, we recorded share-based compensation expense related to stock options of \$47,274 and \$81,576, respectively. Share-based compensation expense is recognized on a straight-line basis over the requisite service period for the award and is allocated to research and development expense or general and administrative expense based upon the related employee classification. As of March 31, 2013, there was \$224,627 of unrecognized compensation expense related to stock options, which is expected to be recognized over a weighted average period of 2 years.

##### Stock Purchase Warrants

We have issued stock purchase warrants in connection with financing transactions and also in exchange for services from consultants and others. The following table presents a summary of stock purchase warrant transactions during the three months ended March 31, 2013:

	Number of Shares	Weighted Average Exercise Price
Outstanding at December 31, 2012	11,225,559	\$2.06
Issued	--	--
Exercised	(1,766,667 )	0.60
Forfeited or expired	--	--
Outstanding at March 31, 2013	9,458,892	\$2.29
Exercisable at March 31, 2013	8,292,226	\$2.47

Effective January 17, 2013, we reduced the exercise price of our then-outstanding Series B Common Stock Purchase Warrants from \$0.75 to \$0.60 per share. In consideration for the reduction of the exercise price, the holders of the Series B Warrants immediately exercised 1,766,667 of the Series B Warrants for cash, resulting in total proceeds to the Company of \$1,060,000. We also extended the expiration date of the remaining, unexercised Series B Warrants (1,166,667 shares in the aggregate) from March 21, 2013 to May 21, 2013. We recorded general and administrative expense of \$218,551 associated with these warrant modifications, all of which was recognized during the three month period ended March 31, 2013.

During the three month periods ended March 31, 2013 and 2012, we recorded no expense related to the issuance of stock purchase warrants in exchange for services; and as of March 31, 2013, there was no unrecognized compensation expense related to any compensatory warrant arrangements.

#### Common Stock Reserved

A summary of our common stock reserved for future issuance is as follows as of March 31, 2013:

Series A Convertible Preferred Stock	1,050,667
Common Stock Purchase Warrants	9,458,892
Equity Incentive Plans	1,197,529
Total	11,707,088

#### 6. Income Taxes

Because of our historically significant net operating losses, we have not paid income taxes since inception. We maintain deferred tax assets that reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. These deferred tax assets are comprised primarily of net operating loss carryforwards and also include amounts relating to nonqualified stock options and research and development credits. The net deferred tax asset has been fully offset by a valuation allowance because of the uncertainty of our future profitability and our ability to utilize the deferred tax assets. Utilization of operating losses and credits may be subject to substantial annual limitations due to ownership change provisions of Section 382 of the Internal Revenue Code. The annual limitation may result in the expiration of net operating losses and credits before utilization.

#### 7. NIH Grant Funding

In September 2007, the NIH awarded us an Integrated Preclinical/Clinical AIDS Vaccine Development (IPCAVD) grant to support our HIV/AIDS vaccine program. We are utilizing this funding to further our HIV/AIDS vaccine development, optimization and production. The original project period for the grant covered a five year period ending in August 2012, but was extended for an additional one year period. The aggregate award totaled \$20.4 million, and there is approximately \$1.3 million remaining and available for use as of March 31, 2013.

In September 2012, the NIH awarded us an additional grant of \$1.9 million to support development of versions of our HIV/AIDS vaccines to address the clade C subtype of the HIV virus prevalent in the developing world. The project period of this grant covers a one year period ending in August 2013. There is approximately \$900,000 from this grant remaining and available for use as of March 31, 2013.

We record revenue associated with these grants as the related costs and expenses are incurred and such revenue is reported as a separate line item in our statements of operations.

#### 8. Related Party Transactions

We are obligated to reimburse Emory University (a significant stockholder of the Company) for certain prior and ongoing costs in connection with the filing, prosecution and maintenance of patent applications subject to our technology license agreement from Emory. During the three month period ended March 31, 2013, we recorded \$18,896 of general and administrative expense associated with these patent cost reimbursements to Emory.

We have entered into two research agreements with Emory for the purpose of conducting research and development activities associated with our IPCAVD grant from the NIH (see Note 7). During the three month period ended March 31, 2013, we recorded \$83,020 of research and development expense associated with these contracts. All amounts paid to Emory under these agreements are reimbursable to us pursuant to the NIH grant.

Item 2 Management's Discussion and Analysis of Financial Condition And Results of Operations

FORWARD LOOKING STATEMENTS

In addition to historical information, the information included in this Form 10-Q contains forward-looking statements. Forward-looking statements involve numerous risks and uncertainties, including but not limited to the risk factors set forth under the heading "Risk Factors" in the Annual Report on Form 10-K for the year ended December 31, 2011, and should not be relied upon as predictions of future events. Certain such forward-looking statements can be identified by the use of forward-looking terminology such as "believes," "expects," "may," "will," "should," "seeks," "approximately," "intends," "plans," "pro forma," "estimates," or "anticipates" or other variations thereof or comparable terminology, or by discussions of strategy, plans or intentions. Such forward-looking statements are necessarily dependent on assumptions, data or methods that may be incorrect or imprecise and may be incapable of being realized. The following factors, among others, could cause actual results and future events to differ materially from those set forth or contemplated in the forward-looking statements:

- whether we can raise additional capital as and when we need it;
- whether we are successful in developing our products;
- whether we are able to obtain regulatory approvals in the United States and other countries for sale of our products;
- whether we can compete successfully with others in our market; and
- whether we are adversely affected in our efforts to raise cash by the volatility and disruption of local and national economic, credit and capital markets and the economy in general.

Readers are cautioned not to place undue reliance on forward-looking statements, which reflect our management's analysis only. We assume no obligation to update forward-looking statements.

Overview

GeoVax is a biotechnology company developing vaccines that prevent and fight HIV/AIDS. We have exclusively licensed from Emory University vaccine technology which was developed in collaboration with the NIH and the CDC.

Our current vaccines under development address the clade B subtype of the HIV virus that is most prevalent in the United States and the developed world. Our vaccines are being evaluated to determine their potential to (a) prevent HIV infection and (b) to serve as a therapy for individuals who are already infected with HIV. These vaccines are currently being evaluated in human clinical trials -- both in those infected with HIV and those who are not.

We have neither received regulatory approval for any of our vaccine candidates, nor do we have any commercialization capabilities; therefore, it is possible that we may never successfully derive significant product revenues from any of our existing or future development programs or product candidates.

We expect for the foreseeable future our operations will result in a net loss on a quarterly and annual basis. As of March 31, 2013, we had an accumulated deficit of \$25.5 million.

Critical Accounting Policies and Estimates

This discussion and analysis of our financial condition and results of operations is based on the accompanying unaudited condensed consolidated financial statements, which have been prepared in accordance with accounting principles generally accepted in the United States. The preparation of these financial statements requires management



to make estimates and judgments that affect the reported amounts of assets, liabilities, revenues and expenses and related disclosure of contingent assets and liabilities. On an ongoing basis, management evaluates its estimates and adjusts the estimates as necessary. We base our estimates on historical experience and on various other assumptions that are believed to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ materially from these estimates under different assumptions or conditions.

Our significant accounting policies are summarized in Note 2 to our consolidated financial statements included in our Annual Report on Form 10-K for the year ended December 31, 2012. We believe the following critical accounting policies affect our more significant judgments and estimates used in the preparation of our consolidated financial statements:

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### Impairment of Long-Lived Assets

Long-lived assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of the assets to the future net cash flows expected to be generated by such assets. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the discounted expected future net cash flows from the assets.

### Revenue Recognition

We recognize revenue in accordance with the SEC's Staff Accounting Bulletin No. 101, "Revenue Recognition in Financial Statements", as amended by Staff Accounting Bulletin No. 104, "Revenue Recognition" ("SAB 104"). SAB 104 provides guidance in applying U.S. generally accepted accounting principles to revenue recognition issues, and specifically addresses revenue recognition for upfront, non-refundable fees received in connection with research collaboration agreements. Our revenue consists solely of grant funding received from the NIH. Revenue from this arrangement is approximately equal to the costs incurred and is recorded as income as the related costs are incurred.

### Stock-Based Compensation

We account for stock-based transactions in which the Company receives services from employees, directors or others in exchange for equity instruments based on the fair value of the award at the grant date. Compensation cost for awards of common stock is estimated based on the price of the underlying common stock on the date of issuance. Compensation cost for stock options or warrants is estimated at the grant date based on each instrument's fair-value as calculated by the Black-Scholes option pricing model. The Company recognizes stock-based compensation cost as expense ratably on a straight-line basis over the requisite service period for the award.

### Liquidity and Capital Resources

At March 31, 2013, we had cash and cash equivalents of \$1,751,436 and total assets of \$2,129,745, as compared to \$1,035,925 and \$1,477,970, respectively, at December 31, 2012. Working capital totaled \$1,664,017 at March 31, 2013, compared to \$1,017,439 at December 31, 2012.

### Sources and Uses of Cash

We are a development-stage company as defined by ASC Topic 915, "Development Stage Entities" and do not have any products approved for sale. Due to our significant research and development expenditures, we have not been profitable and have generated operating losses since our inception in 2001. Our primary sources of cash are from sales of our equity securities and from government grant funding.

### Cash Flows from Operating Activities

Net cash used in operating activities was \$344,489 for the three month period ended March 31, 2013 as compared to \$1,236,686 for the comparable period in 2012. The differences between periods are due to fluctuations in our net losses, offset by non-cash charges such as depreciation and stock-based compensation expense, and by net changes in our assets and liabilities. Our net losses generally fluctuate based on expenditures for our research and development activities, offset by government grant revenues.

Our clade B preventive vaccines are being tested in humans by the HIV Vaccine Trials Network (HVTN) and are funded by the NIH. The NIH has funded the costs of conducting all of our human clinical trials to date, except for our

ongoing pilot Phase 1/2 therapeutic trial, with GeoVax incurring costs associated with manufacturing the clinical vaccine supplies and other study support. We expect the NIH will fund the costs of another Phase 1 therapeutic trial planned to begin in mid-2013. We are also having discussions with the HVTN and NIH with regard to the conduct of a Phase 2 efficacy trial of our preventive vaccine (expected to begin in 2014), and we expect the NIH will provide support for this trial as well. We cannot, however, predict the level of support we will receive from the HVTN or the NIH for this trial, or any additional clinical trials.

In addition to direct clinical trial support from the NIH, our operations are partially funded by NIH grants. We record the funding we receive pursuant to these grants as revenue at the time the related expenditures are incurred. In September 2007, the NIH awarded us an Integrated Preclinical/Clinical AIDS Vaccine Development (IPCAVD) grant to support our HIV/AIDS vaccine program. We are utilizing this funding to further our HIV/AIDS vaccine development, optimization and production. The original project period for the grant covered a five year period ending in August 2012, but was extended for an additional one year period. The aggregate award totaled \$20.4 million, and there is approximately \$1.3 million remaining and available for use as of March 31, 2013. In September 2012, the NIH awarded us an additional grant of \$1.9 million to support development of versions of our HIV/AIDS vaccines to address the clade C subtype of the HIV virus prevalent in the developing world. The project period of this grant covers a one year period ending in August 2013. There is approximately \$900,000 from this grant remaining and available for use as of March 31, 2013.

We are pursuing additional grants from the federal government. However, as we progress to the later stages of our vaccine development activities, government financial support may be more difficult to obtain, or may not be available at all. Therefore, it will be necessary for us to look to other sources of funding in order to finance our clinical trials and other vaccine development activities.

#### Cash Flows from Investing Activities

Our investing activities have consisted predominantly of capital expenditures. There were no capital expenditures during the three months ended March 31, 2013 or for the comparable period in 2012.

#### Cash Flows from Financing Activities

Net cash provided by financing activities was \$1,060,000 for the three month period ended March 31, 2013, as compared to \$2,309,192 for the comparable period in 2012.

The cash generated by our financing activities during the three month period ended March 31, 2013 relates to the exercise of stock purchase warrants. In January 2013, we reduced the exercise price of our then-outstanding Series B Common Stock Purchase Warrant from \$0.75 to \$0.60 per share. In consideration for the reduction of the exercise price, the holders of the Series B Warrants immediately exercised 1,766,667 of the Series B Warrants for cash, resulting in total proceeds to the Company of \$1,060,000. The expiration date of the remaining Series B Warrants with respect to 1,166,667 shares was extended from March 21, 2013 to May 21, 2013.

The cash generated by our financing activities during the three month period ended March 31, 2012 includes approximately \$310,000 received from the sale of common stock and warrants pursuant to a private placement offering which commenced in December 2011, and approximately \$2 million of net proceeds from the sale of our Series A Convertible Preferred Stock and stock purchase warrants in March 2012.

Our capital requirements, particularly as they relate to our research and development activities, have been and will continue to be significant. We anticipate incurring additional losses for several years as we expand our clinical programs and proceed into higher cost human clinical trials. Conducting clinical trials for our vaccine candidates in development is a lengthy, time-consuming and expensive process. We will not generate revenues from the sale of our technology or products for at least several years, if at all. For the foreseeable future, we will be dependent on obtaining financing from third parties in order to maintain our operations, including our clinical program. Due to the existing uncertainty in the capital and credit markets, and adverse regional and national economic conditions that may persist or worsen, capital may not be available on terms acceptable to the Company or at all. If we fail to obtain additional funding when needed, we would be forced to scale back or terminate our operations, or to seek to merge with or to be acquired by another company.

We expect that our current working capital combined with the remaining available funds from the NIH grants will be sufficient to support our planned level of operations into the first quarter of 2014. We anticipate raising additional capital during 2013, although there can be no assurance that we will be able to do so. While we believe that we will be successful in obtaining the necessary financing to fund our operations through grants, exercise of options and warrants, and/or other sources, there can be no assurances that such additional funding will be available to us on reasonable terms or at all. Should the financing we require to sustain our working capital needs be unavailable or prohibitively expensive when we require it, the consequences could have a material adverse effect on our business, operating results, financial condition and prospects.

We have no off-balance sheet arrangements that are likely or reasonably likely to have a material effect on our financial condition or results of operations.

### Contractual Obligations

As of March 31, 2013, we had firm purchase obligations of approximately \$186,000, as compared to approximately \$510,000 at December 31, 2012. We have no committed lines of credit and no other committed funding or long-term debt. We have employment agreements with our senior management team, each of which may be terminated with 30 days advance notice. There have been no other material changes to the table presented in our Annual Report on Form 10-K for the year ended December 31, 2012.

### Results of Operations

#### Net Loss

We recorded a net loss of \$696,797 for the three months ended March 31, 2013, as compared to \$730,513 for the three months ended March 31, 2012. Our net losses will typically fluctuate due to the timing of activities and related costs associated with our vaccine research and development activities and our general and administrative costs, as described in more detail below.

## Grant Revenue

During the three months ended March 31, 2013, we recorded grant revenue of \$797,040, as compared to \$854,063 during the comparable period of 2012. Grant revenues for both periods relate to grants from the NIH in support of our HIV vaccine development activities. The difference in our grant revenues from period to period is directly related to our expenditures for activities supported by the grants, and can fluctuate dramatically based on the timing of the related expenditures.

In September 2007, the NIH awarded us an IPCAVD grant to support our HIV/AIDS vaccine development, optimization and production. The original project period for the grant covered a five year period ending in August 2012, but was extended for an additional one year period. The aggregate award totaled \$20.4 million and there is approximately \$1.3 million remaining and available for use as of March 31, 2013.

In September 2012, the NIH awarded us an additional grant of \$1.9 million to support development of versions of our HIV/AIDS vaccines for the clade C subtype of the HIV virus prevalent in the developing world. The project period of this grant covers a one year period ending in August 2013. There is approximately \$900,000 from this grant remaining and available for use as of March 31, 2013.

## Research and Development

During the three months ended March 31, 2013, we incurred \$881,988 of research and development expense, as compared to \$1,072,354 during the three months ended March 31, 2012. Research and development expense for these periods includes stock-based compensation expense of \$12,063 and \$20,732 for the 2013 and 2012 periods, respectively (see discussion under "Stock-Based Compensation Expense" below). Our research and development costs do not include costs incurred by the HVTN in conducting clinical trials of our vaccines; those costs are funded directly by the NIH.

Our research and development expenses can fluctuate considerably on a period-to-period basis, depending on our need for vaccine manufacturing by third parties, the timing of expenditures related to our grants from the NIH, and the timing of costs associated with clinical trials being funded directly by us. The recently completed Phase 2a clinical trial for our preventive vaccine was conducted and funded by the HVTN, as is the ongoing Phase 1 clinical trial of our second generation preventive vaccine, but we are responsible for the manufacture of vaccine product to be used in the trials. We are not currently receiving any government support for the ongoing Phase 1 clinical trial of our therapeutic vaccine (treatment interruption protocol). The overall decrease in research and development expense during the three months ended March 31, 2013, as compared to the 2012 period, can mostly be attributed to lower expenditures related to our grants from the NIH.

We cannot predict the level of support we may receive from HVTN or other federal agencies (or divisions thereof) for our future clinical trials. We expect that our research and development costs will increase in the future as we progress into the later stage human clinical trials leading up to possible product approval by the FDA.

Our vaccine candidates still require significant, time-consuming and costly research and development, testing and regulatory clearances. Completion of clinical development will take several years or more, but the length of time generally varies substantially according to the type, complexity, novelty and intended use of a product candidate. The NIH has funded the costs of conducting all of our human clinical trials to date, except for our ongoing pilot Phase 1/2 therapeutic trial, with GeoVax incurring costs associated with manufacturing the clinical vaccine supplies and other study support. We expect the NIH will fund the costs of another Phase 1 therapeutic trial which we anticipate will start in mid-2013. We are also having discussions with the HVTN and NIH with regard to the conduct of a planned Phase 2 efficacy trial of our preventive vaccine (expected to begin in 2014), and we expect the NIH will provide

support for this trial as well. We intend to seek government and/or third party support for future clinical human trials, but there can be no assurance that we will be successful. The duration and the cost of future clinical trials may vary significantly over the life of the project as a result of differences arising during development of the human clinical trial protocols, including, among others:

- the number of patients that ultimately participate in the clinical trial;
- the duration of patient follow-up that seems appropriate in view of the results;
- the number of clinical sites included in the clinical trials; and
- the length of time required to enroll suitable patient subjects.

Due to the uncertainty regarding the timing and regulatory approval of clinical trials and pre-clinical studies, our expenditures are likely to be highly volatile in future periods depending on the outcomes of the trials and studies. From time to time, we will make determinations as to how much funding to direct to these programs in response to their scientific, clinical and regulatory success, anticipated market opportunity and the availability of capital to fund our programs.

In developing our product candidates, we are subject to a number of risks that are inherent in the development of products based on innovative technologies. For example, it is possible that our vaccines may be ineffective or toxic, or will otherwise fail to receive the necessary regulatory clearances, causing us to delay, extend or terminate our product development efforts. Any failure by us to obtain, or any delay in obtaining, regulatory approvals could cause our research and development expenditures to increase which, in turn, could have a material adverse effect on our results of operations and cash flows. Because of the uncertainties of clinical trials, estimating the completion dates or cost to complete our research and development programs is highly speculative and subjective. As a result of these factors, we are unable to accurately estimate the nature, timing and future costs necessary to complete the development of our product candidates. In addition, we are unable to reasonably estimate the period when material net cash inflows could commence from the sale, licensing or commercialization of such product candidates, if ever.

#### General and Administrative Expense

Our general and administrative expenses were \$612,943 during the three months ended March 31, 2013, as compared to \$512,818 during the three months ended March 31, 2012. General and administrative costs include officers' salaries, legal and accounting costs, patent costs, amortization expense associated with intangible assets, and other general corporate expenses. General and administrative expense includes stock-based compensation expense of \$253,762 and \$60,844 for the three months ended March 31, 2013 and 2012, respectively (see discussion under "Stock-Based Compensation Expense" below). Excluding stock-based compensation expense, general and administrative expenses were \$359,181 during the three months ended March 31, 2013, as compared to \$451,974 during the three months ended March 31, 2012. The overall reduction in general and administrative expenses for the three months ended March 31, 2013, as compared to the 2012 period, is primarily due to lower legal and patent costs. However, we expect that our general and administrative costs may increase in the future in support of expanded research and development activities and other general corporate activities.

#### Stock-Based Compensation Expense

We recorded stock-based compensation expense of \$265,825 and \$81,576 during the three months ended March 31, 2013 and 2012, respectively, which was allocated to research and development expense or general and administrative expense according to the classification of cash compensation paid to the employee, consultant or director to whom the stock compensation was granted. In addition to amounts related to the issuance of stock options to employees, the figures include amounts related to common stock and stock purchase warrants issued to consultants and non-employee directors. The overall increase in stock-based compensation expense during the 2013 period, as compared to 2012, can be attributed to \$218,551 of expense recorded in the 2013 period associated with the repricing and extension of Series B Warrants held by investors from a prior financing round in exchange for exercise of a portion of those warrants by the investors. For the three months ended March 31, 2013 and 2012, stock-based compensation expense was allocated as follows:

	Three Months Ended March 31,	
	2013	2012
General and Administrative Expense	\$253,762	\$60,844
Research and Development Expense	12,063	20,732
Total Stock-Based Compensation Expense	\$265,825	\$81,576

#### Other Income

Interest income for the three months ended March 31, 2013 and 2012 was \$1,094 and \$596, respectively. The variances between periods are primarily attributable to cash available for investment and interest rate fluctuations.



Item 3 Quantitative and Qualitative Disclosures About Market Risk

Our exposure to market risk is limited primarily to interest income sensitivity, which is affected by changes in the general level of United States interest rates, particularly because a significant portion of our investments are in institutional money market funds. The primary objective of our investment activities is to preserve principal while at the same time maximizing the income received without significantly increasing risk. Due to the nature of our short-term investments, we believe that we are not subject to any material market risk exposure.

Item 4 Controls and Procedures

Evaluation of disclosure controls and procedures

Disclosure controls and procedures are controls and other procedures that are designed to ensure that the information required to be disclosed in reports filed or submitted under the Securities Exchange Act of 1934, as amended (Exchange Act), is (1) recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms and (2) accumulated and communicated to management, including the Chief Executive Officer and Principal Financial and Accounting Officer, as appropriate to allow timely decisions regarding required disclosure.

Our management has carried out an evaluation, under the supervision and with the participation of our Principal Executive Officer and our Principal Financial and Accounting Officer, of the effectiveness of the design and operation of our disclosure controls and procedures pursuant to Exchange Act Rules 13a-15 and 15d-15 as of the end of the period covered by this report. Based on that evaluation, our Chief Executive Officer and Chief Financial Officer have concluded that, as of the end of the period covered by this report, our disclosure controls and procedures are effective to ensure that information required to be disclosed by us in the reports that we file or submit under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms.

#### Changes in internal control over financial reporting

There was no change in our internal control over financial reporting that occurred during the three months ended March 31, 2013 that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

## Part II -- OTHER INFORMATION

### Item 1 Legal Proceedings

None.

### Item 1A Risk Factors

For information regarding factors that could affect the our results of operations, financial condition or liquidity, see the risk factors discussed under "Risk Factors" in Item 1A of our most recent Annual Report on Form 10-K. See also "Forward-Looking Statements," included in Item 2 of this Quarterly Report on Form 10-Q. There have been no material changes from the risk factors previously disclosed in our most recent Annual Report on Form 10-K.

### Item 2 Unregistered Sales of Equity Securities and Use of Proceeds

None.

### Item 3 Defaults Upon Senior Securities

None.

### Item 4 Mine Safety Disclosures

Not applicable

### Item 5 Other Information

During the period covered by this report, there was no information required to be disclosed by us in a Current Report on Form 8-K that was not so reported, nor were there any material changes to the procedures by which our security holders may recommend nominees to our board of directors.



Item 6 Exhibits

Exhibit

Number Description

- 2.1 Agreement and Plan of Merger dated January 20, 2006 by and among GeoVax, Inc., GeoVax Acquisition Corp. and Dauphin Technology, Inc. (1)
- 2.2 First Amendment to Agreement and Plan of Merger (2)
- 2.3 Second Amendment to Agreement and Plan of Merger (3)
- 3.1 Certificate of Incorporation (4)
- 3.1.1 Certificate of Amendment to the Certificate of Incorporation of GeoVax Labs, Inc. filed April 13, 2010 (5)
- 3.1.2 Certificate of Amendment to the Certificate of Incorporation of GeoVax Labs, Inc. filed April 27, 2010 (6)
- 3.2 Bylaws (4)
- 4.1 Certificate of Designation of Preferences, Rights and Limitations of Series A Convertible Preferred Stock, filed March 20, 2012 (7)
- 4.2 Form of Stock Certificate for the Series A Convertible Preferred Stock (7)
- 10.1 Warrant Reset Offer Agreements dated January 17, 2013 (8)
- 31.1\* Certification pursuant to Rule 13a-14(a) or 15d-14(a) of the Securities Exchange Act of 1934
- 31.2\* Certification pursuant to Rule 13a-14(a) or 15d-14(a) of the Securities Exchange Act of 1934
- 32.1\* Certification pursuant to 18 U.S.C. Section 1350, as adopted by Section 906 of the Sarbanes-Oxley Act of 2002
- 32.2\* Certification pursuant to 18 U.S.C. Section 1350, as adopted by Section 906 of the Sarbanes-Oxley Act of 2002
- 101\*\* The following financial information from GeoVax Labs, Inc. Quarterly Report on Form 10-Q for the quarter ended March 31, 2013, formatted in Extensible Business Reporting Language (XBRL): (i) Condensed Consolidated Balance Sheets as of March 31, 2013 (unaudited) and December 31, 2012, (ii) Condensed Consolidated Statements of Operations (unaudited) for the three month periods ended March 31, 2013 and 2012 and for the period from inception (June 27, 2001) to March 31, 2013, (iii) Condensed Consolidated Statements of Cash Flows (unaudited) for the three month periods ended March 31, 2013 and 2012 and for the period from inception (June 27, 2001) to March 31, 2013, and (iv) Notes to Condensed Consolidated Financial Statements (unaudited).

\* Filed herewith

\*\* Pursuant to Rule 406T of Regulation S-T, the Interactive Data Files in Exhibit 101 hereto are deemed not filed or part of a registration statement or prospectus for purposes of Sections 11 or 12 of the Securities Act of 1933,

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as amended, are deemed not filed for purposes of Section 18 of the Securities and Exchange Act of 1934, as amended and otherwise are not subject to liability under those sections

- (1) Incorporated by reference from the registrant's Current Report on Form 8-K filed on January 24, 2006.
- (2) Incorporated by reference from the registrant's Current Report on Form 8-K filed on July 13, 2006.
- (3) Incorporated by reference from the registrant's Current Report on Form 8-K filed on October 4, 2006.
- (4) Incorporated by reference from the registrant's Current Report on Form 8-K filed on June 23, 2008.
- (5) Incorporated by reference from the registrant's Current Report on Form 8-K filed April 14, 2010.
- (6) Incorporated by reference from the registrant's Current Report on Form 8-K filed April 28, 2010.
- (7) Incorporated by reference from the registrant's Current Report on Form 8-K filed March 22, 2012.
- (8) Incorporated by reference from the registrant's Current Report on Form 8-K filed January 17, 2013.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this quarterly report on Form 10-Q to be signed on its behalf by the undersigned thereunto duly authorized.

GEOVAX LABS, INC.  
(Registrant)

Date: May 1, 2013

By: /s/ Mark W. Reynolds  
Mark W. Reynolds  
Chief Financial Officer  
(duly authorized officer and principal  
financial officer)

EXHIBIT INDEX

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