

Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

HARRIS & HARRIS GROUP INC /NY/  
Form 10-Q  
May 09, 2005

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 quarterly period ended March 31, 2005

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: 0-11576

HARRIS & HARRIS GROUP, INC.

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

New York

13-3119827

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

(IRS Employer Identification No.)

111 West 57th Street, New York, New York

10019

-----  
(Address of Principal Executive Offices)

(Zip Code)

(212) 582-0900

-----  
(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 X

No

-----

-----

Indicate by check mark whether the registrant is an accelerated filer (as defined in Rule 12b-2 of the Exchange Act).

Yes X

No

-----

-----

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

Class

Outstanding at May 6, 2005

-----  
Common Stock, \$0.01 par value per share

17,248,845 shares

Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

Harris & Harris Group, Inc.  
Form 10-Q, March 31, 2005

Page Number

PART I. FINANCIAL INFORMATION

Item 1. Consolidated Financial Statements.....	1
Consolidated Statements of Assets and Liabilities.....	2
Consolidated Statements of Operations.....	3
Consolidated Statements of Cash Flows.....	4
Consolidated Statements of Changes in Net Assets.....	5
Consolidated Schedule of Investments.....	6
Notes to Consolidated Financial Statements.....	14
Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations .....	19
Background and Overview .....	19
Results of Operations .....	21
Financial Condition.....	22
Liquidity and Capital Resources.....	24
Risk Factors.....	25
Item 3. Quantitative and Qualitative Disclosures About Market Risk.....	35
Item 4. Controls and Procedures.....	36
PART II OTHER INFORMATION	
Item 6. Exhibits.....	39
Signature .....	40
Exhibit Index.....	41

PART I. FINANCIAL INFORMATION

Item 1. Consolidated Financial Statements

The information furnished in the accompanying consolidated financial statements reflects all adjustments that are, in the opinion of management, necessary for a fair statement of the results for the interim period presented.

Harris & Harris Group, Inc. (the "Company," "us," "our" and "we"), is an internally managed venture capital company that has elected to be treated as a

Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

business development company under the Investment Company Act of 1940 (the "1940 Act"). Certain information and disclosures normally included in the consolidated financial statements in accordance with Generally Accepted Accounting Principles have been condensed or omitted as permitted by Regulation S-X and Regulation S-K. It is suggested that the accompanying consolidated financial statements be read in conjunction with the audited consolidated financial statements and notes thereto for the year ended December 31, 2004, contained in our 2004 Annual Report.

On September 25, 1997, our Board of Directors approved a proposal to seek qualification as a Regulated Investment Company ("RIC") under Subchapter M of the Internal Revenue Code (the "Code"). At that time, we were taxable under Subchapter C of the Code (a "C Corporation"). In order to qualify as a RIC, we must, in general (1) annually derive at least 90 percent of our gross income from dividends, interest, gains from the sale of securities and similar sources; (2) quarterly meet certain investment diversification requirements; and (3) annually distribute at least 90 percent of our investment company taxable income as a dividend. In addition to the requirement that we must annually distribute at least 90 percent of our investment company taxable income, we may either distribute or retain our taxable net capital gains from investments, but any net capital gains not distributed could be subject to corporate level tax. Further, we could be subject to a four percent excise tax to the extent we fail to distribute at least 98 percent of our annual investment company taxable income and would be subject to income tax to the extent we fail to distribute 100 percent of our investment company taxable income.

Because of the specialized nature of our investment portfolio, we generally can satisfy the diversification requirements under Subchapter M of the Code only if we receive a certification from the Securities and Exchange Commission ("SEC") that we are "principally engaged in the furnishing of capital to other corporations which are principally engaged in the development or exploitation of inventions, technological improvements, new processes, or products not previously generally available."

On June 15, 2004, we received SEC certification for 2003, permitting us to qualify for RIC treatment for 2003 (as we had for the years 1999 through 2002). Although the SEC certification for 2003 was issued, there can be no assurance that we will qualify for or receive such certification for subsequent years (to the extent we need additional certification as a result of changes in our portfolio) or that we will actually qualify for Subchapter M treatment in subsequent years. In addition, under certain circumstances, even if we qualified for Subchapter M treatment in a given year, we might take action in a subsequent year to ensure that we would be taxed in that subsequent year as a C Corporation, rather than as a RIC.

HARRIS & HARRIS GROUP, INC.  
 CONSOLIDATED STATEMENTS OF ASSETS AND LIABILITIES

ASSETS

	March 31, 2005 (Unaudited)	December
Investments, at value (Cost: \$75,545,747 at 3/31/05, \$77,442,110 at 12/31/04) .....	\$ 73,900,723	\$ 76,

Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

Cash and cash equivalents .....	411,956	
Restricted funds .....	1,598,985	1,
Receivable from portfolio company .....	17,100	
Interest receivable .....	164,427	
Income tax receivable .....	2,469	
Prepaid expenses .....	421,347	
Other assets, net of reserve of \$255,486 at 12/31/04 (Note 9)	255,874	
	-----	-----
Total assets .....	\$ 76,772,881	\$ 79,
	=====	=====

LIABILITIES & NET ASSETS

Accounts payable and accrued liabilities .....	\$ 2,863,830	\$ 2,
Accrued profit sharing (Note 4) .....	0	
Deferred rent .....	33,229	
Deferred income tax liability (Note 6) .....	1,364,470	1,
	-----	-----
Total liabilities .....	4,261,529	4,
	-----	-----
Net assets .....	\$ 72,511,352	\$ 74,
	=====	=====

Net assets are comprised of:

Preferred stock, \$0.10 par value, 2,000,000 shares authorized; none issued .....	\$ 0	\$
Common stock, \$0.01 par value, 25,000,000 shares authorized; 19,077,585 issued at 3/31/05 and 12/31/04 .....	190,776	
Additional paid in capital .....	85,658,150	85,
Accumulated net realized loss .....	(6,746,974)	(4,
Accumulated unrealized depreciation of investments, including deferred tax liability of \$1,540,045 at 3/31/05 and at 12/31/04 (Note 6) .....	(3,185,069)	(2,
Treasury stock, at cost (1,828,740 shares at 3/31/05 and 12/31/04) .....	(3,405,531)	(3,
	-----	-----
Net assets .....	\$ 72,511,352	\$ 74,
	=====	=====
Shares outstanding .....	17,248,845	17,
	=====	=====
Net asset value per outstanding share .....	\$ 4.20	\$
	=====	=====

The accompanying notes are an integral part of these consolidated financial statements.

Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

	Three Months Ended March 31, 2005	Thre Ma
Investment income:		
Interest from:		
Fixed income securities .....	\$ 221,498	\$
Portfolio companies .....	38,610	
	-----	
Total investment income .....	260,108	
	-----	
Expenses:		
Profit-sharing provision (reversal) (Note 4) .....	(311,594)	
Salaries and benefits .....	567,691	
Administration and operations .....	321,961	
Professional fees .....	272,465	
Rent .....	48,682	
Directors' fees and expenses .....	85,660	
Depreciation .....	15,269	
Custodian fees .....	5,564	
	-----	
Total expenses .....	1,005,698	
	-----	
Net operating loss .....	(745,590)	
	-----	
Net realized (loss) income from investments:		
Realized income (loss) from investments .....	(1,036,044)	
Income tax provision (Note 6) .....	(4,217)	
	-----	
Net realized (loss) income from investments .....	(1,040,261)	
	-----	
Net realized (loss) income .....	(1,785,851)	
	-----	
Net (increase) decrease in unrealized depreciation on:		
Investment sales .....	1,363,891	
Investments held .....	(1,811,487)	
	-----	
Net (increase) decrease in unrealized depreciation on investments .....	(447,596)	
	-----	
Net (decrease) increase in net assets resulting from operations:		
Total .....	\$ (2,233,447)	\$
	=====	==
Per average outstanding share .....	\$ (0.13)	\$
	=====	==
Average outstanding shares .....	17,248,845	==
	=====	==

The accompanying notes are an integral part of these consolidated financial statements.

Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

HARRIS & HARRIS GROUP, INC.  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
(Unaudited)

	Three Months Ended March 31, 2005	Three Month March 31,
Cash flows from operating activities:		
Net (decrease) increase in net assets		
resulting from operations .....	\$ (2,233,447)	\$ 820
Adjustments to reconcile net decrease in net assets		
resulting from operations to net cash (used in) provided		
by operating activities:		
Net realized and unrealized (gain) loss on investments	1,483,640	(1,577
Depreciation .....	15,269	9
Changes in assets and liabilities:		
Restricted funds .....	(7,014)	(118
Receivable from portfolio company .....	(7,100)	
Interest receivable .....	(105,467)	(20
Income tax receivable .....	11	6
Prepaid expenses .....	121,142	(72
Other assets .....	6,142	(3
Accounts payable and accrued liabilities .....	(41,828)	(411
Payable to broker for unsettled trade .....	0	10,583
Accrued profit sharing .....	(311,594)	
Deferred rent .....	(1,701)	(1
	-----	-----
Net cash (used in) provided by operating activities ..	(1,081,947)	9,214
	-----	-----
Cash flows from investing activities:		
Net (purchase) sale of short-term investments		
and marketable securities .....	4,287,322	(4,520
Investment in private placements and loans .....	(3,782,686)	(7,223
Proceeds from sale of investments .....	355,684	2,506
Purchase of fixed assets .....	(16,749)	(12
	-----	-----
Net cash provided by (used in) investing activities ..	843,571	(9,250
	-----	-----
Net decrease in cash and cash equivalents:		
Cash and cash equivalents at beginning of the year ...	650,332	425
Cash and cash equivalents at end of the year .....	411,956	389
	-----	-----
Net decrease in cash and cash equivalents .....	\$ (238,376)	\$ (35
	=====	=====
Supplemental disclosures of cash flow information:		
Income taxes paid .....	\$ 3,750	\$

The accompanying notes are an integral part of these consolidated financial statements.

Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

HARRIS & HARRIS GROUP, INC.  
CONSOLIDATED STATEMENTS OF CHANGES IN NET ASSETS  
(Unaudited)

	Three Months Ended March 31, 2005	Three Months Ended March 31, 2004
Changes in net assets from operations:		
Net operating loss .....	\$ (745,590)	\$ (749,865)
Net realized (loss) income on investments	(1,040,261)	786,593
Net decrease in unrealized depreciation on investments as a result of sales ..	1,363,891	915,118
Net increase in unrealized depreciation on investments held .....	(1,811,487)	(131,331)
	-----	-----
Net (decrease) increase in net assets .....	(2,233,447)	820,515
	-----	-----
Net assets:		
Beginning of the period .....	74,744,799	40,682,738
	-----	-----
End of the period .....	\$ 72,511,352	\$ 41,503,253
	=====	=====

The accompanying notes are an integral part of these consolidated financial statements.

5

HARRIS & HARRIS GROUP, INC.  
CONSOLIDATED SCHEDULE OF INVESTMENTS AS OF MARCH 31, 2005

	Method of Valuation (3)	Shares Princi
	-----	-----
Investments in Unaffiliated Companies (7) (8) (9) - 12.1% of net assets		
Private Placement Portfolio (Illiquid) - 12.1% of net assets		
AlphaSimplex Group, LLC (2) -- Investment management company headed by Dr. Andrew W. Lo, holder of the Harris & Harris Group Chair at MIT Limited Liability Company Interest .....	(C)	-
Continuum Photonics, Inc. (1) (2) (5) -- Develops optical networking components by merging materials, MEMS and electronics technologies		
Series B Convertible Preferred Stock .....	(B)	2,000,00
Series C Convertible Preferred Stock .....	(B)	2,689,10

Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

Crystal IS, Inc. (1) (2) (5) - Develops a technology to grow single-crystal boules of aluminum nitride for gallium nitride electronics		
Series A Convertible Preferred Stock .....	(A)	274,10
Exponential Business Development Company (1) (2) -- Venture capital partnership focused on early stage companies		
Limited Partnership Interest .....	(B)	-
Heartware, Inc. (1) (2) (5) -- Develops ventricular assist devices		
Series A-2 Non-Voting Preferred Stock .....	(B)	47,62
Molecular Imprints, Inc. (1) (2) -- Develops nanoimprint lithography capital equipment		
Series B Convertible Preferred Stock .....	(A)	1,333,33
Nanosys, Inc. (1) (2) (5) -- Develops nanotechnology-enabled systems incorporating zero and one-dimensional inorganic nanometer-scale materials		
Series C Convertible Preferred Stock .....	(A)	803,42
Nantero, Inc. (1) (2) (5) -- Develops a high-density, nonvolatile, random access memory chip, using nanotechnology		
Series A Convertible Preferred Stock .....	(C)	345,07
Series B Convertible Preferred Stock .....	(C)	207,05
Series C Convertible Preferred Stock .....	(C)	188,31
NeoPhotonics Corporation (1) (2) (5) -- Develops and manufactures planar optical devices and components		
Common Stock .....	(C)	60,58
Series 1 Convertible Preferred Stock .....	(A)	1,831,25
Warrants at \$0.15 expiring 3/12/11 .....	(C)	30,42

The accompanying notes are an integral part of these consolidated financial statements.



Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

Investments in Unaffiliated Companies (7) (8) (9) - 12.1% of net assets (cont.)

Private Placement Portfolio (Illiquid) - 12.1% of net assets (cont.)

Optiva, Inc. (1) (2) (5) -- Develops and commercializes nanomaterials  
for display industry applications  
Series C Convertible Preferred Stock..... (B)  
Secured Convertible Bridge Note with 50% Preferred  
Stock Warrant coverage..... (B)

Solazyme, Inc. (1) (2) (5) -- Harnesses energy-harvesting machinery  
of photosynthetic microbes to produce industrial and pharmaceutical  
molecules  
Convertible Promissory Note..... (A)

Total Unaffiliated Private Placement Portfolio (cost: \$11,311,070) .....

Total Investments in Unaffiliated Companies (cost: \$11,311,070) .....

The accompanying notes are an integral part of these consolidated financial statements.

HARRIS & HARRIS GROUP, INC.  
CONSOLIDATED SCHEDULE OF INVESTMENTS AS OF MARCH 31, 2005

Method of  
Valuation  
-----

Investments in Non-Controlled Affiliated Companies (7) (8) (10) - 34.4% of net assets

Publicly Traded Portfolio - 15.0% of net assets

NeuroMetrix, Inc. (1) (11) -- Develops and sells medical devices for  
monitoring neuromuscular disorders  
Common Stock ..... (D)

Total Publicly Traded Portfolio (cost: \$4,411,373) .....

Private Placement Portfolio (Illiquid) - 19.4% of net assets

Cambrios Technologies Corporation (1) (2) (5) -- Develops commercially relevant  
materials by evolving biomolecules to express control over nanostructure  
synthesis  
Series B Convertible Preferred ..... (A)

Chlorogen, Inc. (1) (2) (5) -- Develops patented chloroplast technology  
to produce plant-made proteins

Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

Series A Convertible Preferred Stock .....	(A)
CSwitch, Inc. (1) (2) (5) -- Develops next-generation, system-on-a-chip solutions for communications-based platforms	
Series A Convertible Preferred Stock .....	(A)
Experion Systems, Inc. (1) (2) (6) -- Develops and sells software to credit unions	
Series A Convertible Preferred Stock .....	(B)
Series B Convertible Preferred Stock .....	(B)
Series C Convertible Preferred Stock .....	(B)
Series D Convertible Preferred Stock .....	(B)
NanoGram Corporation (1) (2) (5) -- Develops a broad suite of intellectual property utilizing nanotechnology	
Series I Convertible Preferred Stock .....	(A)
Series II Convertible Preferred Stock .....	(A)
Nanomix, Inc. (1) (2) (5) -- Develops nanoelectronic sensors that integrate carbon nanotube electronics with silicon microstructures	
Series C Convertible Preferred Stock .....	(A)
NanoOpto Corporation (1) (2) (5) -- Develops discrete and integrated optical communications sub-components on a chip by utilizing nano-manufacturing technology	
Series A-1 Convertible Preferred Stock .....	(C)
Series B Convertible Preferred Stock .....	(C)
Series C Convertible Preferred Stock .....	(C)
Warrants at \$0.4359 expiring 03/15/10 .....	(C)

The accompanying notes are an integral part of these consolidated financial statements.

HARRIS & HARRIS GROUP, INC.  
CONSOLIDATED SCHEDULE OF INVESTMENTS AS OF MARCH 31, 2005

Method of  
Valuation (3)  
-----

Private Placement Portfolio (Illiquid) - 19.4% of net assets (cont.)	
Nanopharma Corp. (1) (2) (5) -- Develops advanced polymers for drug delivery	
Series A Convertible Preferred Stock .....	(A)

Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

Secured Convertible Bridge Note with 25% Warrants .....	(A)	\$
Nanotechnologies, Inc. (1) (2) (5) -- Develops and commercializes nanoscale materials for industry		
Series B Convertible Preferred Stock .....	(B)	
Series C Convertible Preferred Stock .....	(B)	
Nextreme Thermal Solutions, Inc. (1) (2) (5) -- Manufactures thin-film, superlattice thermoelectric devices		
Series A Convertible Preferred Stock .....	(A)	
Questech Corporation (1) (2) -- Manufactures and markets proprietary metal decorative tiles		
Common Stock .....	(C)	
Warrants at \$1.50 expiring 11/16/05 .....	(C)	
Warrants at \$1.50 expiring 08/03/06 .....	(C)	
Warrants at \$1.50 expiring 11/21/07 .....	(C)	
Warrants at \$1.50 expiring 11/19/08 .....	(C)	
Warrants at \$1.50 expiring 11/19/09 .....	(C)	
Starfire Systems, Inc. (1) (2) (5) -- Develops and produces ceramic- forming polymers		
Common Stock .....	(A)	
Series A-1 Convertible Preferred Stock .....	(A)	
Zia Laser, Inc. (1) (2) (4) (5) -- Manufactures quantum dot semiconductor lasers		
Series C Convertible Preferred Stock .....	(A)	
Total Non-Controlled Private Placement Portfolio (cost: \$19,171,176) .....		
Total Investments in Non-Controlled Affiliated Companies (cost: \$23,582,549) .....		
U.S. Government and Agency Obligations - 55.4% of net assets		
U.S. Treasury Notes -- due date 04/30/05, coupon 1.625% .....	(H)	
U.S. Treasury Notes - due date 06/30/05, coupon 1.125% .....	(H)	
U.S. Treasury Notes -- due date 02/28/06, coupon 1.625% .....	(H)	
U.S. Treasury Notes - due date 06/30/06, coupon 2.75% .....	(H)	
U.S. Treasury Notes -- due date 02/15/07, coupon 2.25% .....	(H)	
U.S. Treasury Notes -- due date 05/15/08, coupon 2.625% .....	(H)	
U.S. Treasury Notes -- due date 03/15/09, coupon 2.625% .....	(H)	
Total Investments in U.S. Government and Agency Obligations (cost: \$40,652,128) .....		
Total Investments (cost: \$75,545,747) .....		

The accompanying notes are an integral part of these consolidated financial statements.

HARRIS & HARRIS GROUP, INC.  
CONSOLIDATED SCHEDULE OF INVESTMENTS AS OF MARCH 31, 2005

Notes to Consolidated Schedule of Investments

- (1) Represents a non-income producing security. Equity investments that have not paid dividends within the last 12 months are considered to be non-income producing.
- (2) Legal restrictions on sale of investment.
- (3) See Footnote to Schedule of Investments for a description of the Valuation Procedures.
- (4) Initial investment was made during 2005.
- (5) These investments are development stage companies. A development stage company is defined as a company that is devoting substantially all of its efforts to establishing a new business, and either it has not yet commenced its planned principal operations, or it has commenced such operations but has not realized significant revenue from them.
- (6) Experion Systems, Inc., was previously named MyPersonalAdvocate.com, Inc.
- (7) Investments in unaffiliated companies consist of investments in which we own less than five percent of the voting shares of the portfolio company. Investments in non-controlled affiliated companies consist of investments in which we own more than five percent, but less than 25 percent, of the voting shares of the portfolio company. Investments in controlled affiliated companies consist of investments in which we own more than 25 percent of the voting shares of the portfolio company.
- (8) The percentage ownership of each portfolio company disclosed in the Consolidated Schedule of Investments expresses the potential equity interest in each such portfolio company. The calculated percentage represents the amount of the issuer's equity securities we own or can acquire as a percentage of the issuer's total outstanding equity securities plus equity securities reserved for issued and outstanding warrants, convertible securities and all authorized stock options, both granted and ungranted.
- (9) The aggregate cost for federal income tax purposes of investments in unaffiliated companies is \$11,311,070. The gross unrealized appreciation based on the tax cost for these securities is \$979,490. The gross unrealized depreciation based on the tax cost for these securities is \$3,546,141.
- (10) The aggregate cost for federal income tax purposes of investments in non-controlled affiliated companies is \$23,582,549. The gross unrealized appreciation based on the tax cost for these securities is \$6,452,420. The gross unrealized depreciation based on the tax cost for these securities is \$5,069,853.
- (11) The Company's 1,137,570 share holding in NeuroMetrix, Inc. (Nasdaq National Market Symbol: NURO), at the March 31, 2005, market price per share of \$9.55, was \$10,863,793. The lock-up period on the sale of these shares expired on January 18, 2005. Charles E. Harris, our Chairman and

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

CEO, is a board member of NeuroMetrix, Inc.

The accompanying notes are an integral part of this consolidated schedule.

10

### HARRIS & HARRIS GROUP, INC. FOOTNOTE TO CONSOLIDATED SCHEDULE OF INVESTMENTS

#### VALUATION PROCEDURES

Our investments can be classified into five broad categories for valuation purposes:

- 1) EQUITY-RELATED SECURITIES
- 2) INVESTMENTS IN INTELLECTUAL PROPERTY OR PATENTS OR RESEARCH AND DEVELOPMENT IN TECHNOLOGY OR PRODUCT DEVELOPMENT
- 3) LONG-TERM FIXED-INCOME SECURITIES
- 4) SHORT-TERM FIXED-INCOME INVESTMENTS
- 5) ALL OTHER INVESTMENTS

The 1940 Act requires periodic valuation of each investment in our portfolio to determine our net asset value. Under the 1940 Act, unrestricted securities with readily available market quotations are to be valued at the current market value; all other assets must be valued at "fair value" as determined in good faith by or under the direction of the Board of Directors.

Our Board of Directors is responsible for (1) determining overall valuation guidelines and (2) ensuring that our investments are valued within the prescribed guidelines.

Our Valuation Committee, comprised of three or more independent Board members, is responsible for reviewing and approving the valuation of our assets within the guidelines established by the Board of Directors. The Valuation Committee receives information and recommendations from management.

Fair value is generally defined as the amount that an investment could be sold for in an orderly disposition over a reasonable time. Generally, to increase objectivity in valuing our assets, external measures of value, such as public markets or third-party transactions, are utilized whenever possible. Valuation is not based on long-term work-out value, nor immediate liquidation value, nor incremental value for potential changes that may take place in the future.

The values assigned to these investments are based on available information and do not necessarily represent amounts that might ultimately be realized, as such amounts depend on future circumstances and cannot reasonably be determined until the individual investments are actually liquidated or become readily marketable.

Our valuation policy with respect to the five broad investment categories is as follows:

#### EQUITY-RELATED SECURITIES

Equity-related securities are valued using one or more of the following

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

basic methods of valuation:

A. Cost: The cost method is based on our original cost. This method is generally used in the early stages of a company's development until significant positive or negative events occur subsequent to the date of the original investment that dictate a change to another valuation method.

11

Some examples of these events are: (1) a major recapitalization; (2) a major refinancing; (3) a significant third-party transaction; (4) the development of a meaningful public market for a company's common stock; and (5) significant positive or negative changes in a company's business.

B. Analytical Method: The analytical method is generally used to value an investment position when there is no established public or private market in the company's securities or when the factual information available to us dictates that an investment should no longer be valued under either the cost or private market method. This valuation method is inherently imprecise and ultimately the result of reconciling the judgments of our Valuation Committee members, based on the data available to them. The resulting valuation, although stated as a precise number, is necessarily within a range of values that vary depending upon the significance attributed to the various factors being considered. Some of the factors considered may include the financial condition and operating results of the company, the long-term potential of the business of the company, the values of similar securities issued by companies in similar businesses, the proportion of the company's securities we own and the nature of any rights to require the company to register restricted securities under applicable securities laws.

C. Private Market: The private market method uses actual, executed, historical transactions in a company's securities by responsible third parties as a basis for valuation. The private market method may also use, where applicable, unconditional firm offers by responsible third parties as a basis for valuation.

D. Public Market: The public market method is used when there is an established public market for the class of a company's securities held by us or into which our securities are convertible. Securities for which market quotations are readily available, and which are not subject to substantial legal or contractual and transfer restrictions, are carried at market value as of the time of valuation. Market value for securities traded on securities exchanges or on the Nasdaq National Market is the last reported sales price on the day of valuation. For other securities traded in the over-the-counter market and listed securities for which no sale was reported on that day, market value is the mean of the closing bid price and asked price on that day. This method is the preferred method of valuation when there is an established public market for a company's securities, as that market provides the most objective basis for valuation. If, for any reason, the Valuation Committee determines that market quotations are not reliable, such securities shall be fair valued by the Valuation Committee in accordance with these valuation procedures. We discount market value for securities that are subject to significant legal or contractual transfer restrictions.

INVESTMENTS IN INTELLECTUAL PROPERTY, PATENTS, RESEARCH AND DEVELOPMENT IN TECHNOLOGY OR PRODUCT DEVELOPMENT

Such investments are carried at fair value using the following basic methods of valuation:

E. Cost: The cost method is based on our original cost. This method is

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

generally used in the early stages of commercializing or developing intellectual property or patents or research and development in technology or product development until significant positive or adverse events occur subsequent to the date of the original investment that dictate a change to another valuation method.

F. Analytical Method: The analytical method is used to value an investment after analysis of the best available outside information where the factual information available to us dictates that an investment should no longer be valued under either the cost or private market method. This valuation method is inherently imprecise and ultimately the result of reconciling the judgments of our Valuation Committee members. The resulting valuation, although stated as a precise number, is necessarily within a range of values that vary depending upon the significance attributed to the various factors being considered. Some of the factors considered may include the results of research and development, product development progress, commercial prospects, term of patent, projected markets, and other subjective factors.

12

G. Private Market: The private market method uses actual third-party investments in the same or substantially similar intellectual property or patents or research and development in technology or product development as a basis for valuation, using actual executed historical transactions by responsible third parties. The private market method may also use, where applicable, unconditional firm offers by responsible third parties as a basis for valuation.

### LONG-TERM FIXED INCOME SECURITIES

H. Readily Marketable: Long-term fixed-income securities for which market quotations are readily available are carried at market value as of the time of valuation using the most recent bid quotations when available.

I. Not Readily Marketable: Long-term fixed-income securities for which market quotations are not readily available are carried at fair value as determined in good faith by the Valuation Committee on the basis of available data, which may include credit quality, and interest rate analysis as well as quotations from broker-dealers or, where such quotations are not available, prices from independent pricing services that the Board believes are reasonably reliable and based on reasonable price discovery procedures and data from other sources.

### SHORT-TERM FIXED-INCOME INVESTMENTS

J. Short-Term Fixed-Income Investments are valued in the same manner as long-term fixed income securities until the remaining maturity is 60 days or less, after which time such securities may be valued at amortized cost if there is no concern over payment at maturity.

### ALL OTHER INVESTMENTS

K. All Other Investments are reported at fair value as determined in good faith by the Valuation Committee.

For all other investments, the reported values shall reflect the Valuation Committee's judgment of fair values as of the valuation date using the outlined basic methods of valuation or any other method of valuation within the prescribed guidelines that the Valuation Committee determines after review and analysis is more appropriate for the particular kind of investment. They do not

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

necessarily represent an amount of money that would be realized if we had to sell such assets in an immediate liquidation. Thus, valuations as of any particular date are not necessarily indicative of amounts that we may ultimately realize as a result of future sales or other dispositions of investments we hold.

13

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

#### NOTE 1. THE COMPANY

Harris & Harris Group, Inc. (the "Company," "us," "our" and "we"), is a venture capital company operating as a business development company ("BDC") under the Investment Company Act of 1940 ("1940 Act"). We operate as an internally managed company whereby our officers and employees, under the general supervision of our Board of Directors, conduct our operations.

We elected to become a BDC on July 26, 1995, after receiving the necessary approvals. From September 30, 1992, until the election of BDC status, we operated as a closed-end, non-diversified investment company under the 1940 Act. Upon commencement of operations as an investment company, we revalued all of our assets and liabilities at fair value as defined in the 1940 Act. Prior to September 30, 1992, we were registered and filed under the reporting requirements of the Securities and Exchange Act of 1934 as an operating company and, while an operating company, operated directly and through subsidiaries.

Harris & Harris Enterprises, Inc. ("Enterprises"), is a 100 percent wholly owned subsidiary of the Company. Enterprises is a partner in Harris Partners I, L.P. and is taxed as a C corporation. Harris Partners I, L.P., is a limited partnership and owns our interest in AlphaSimplex Group, LLC. The partners of Harris Partners I, L.P., are Enterprises (sole general partner) and Harris & Harris Group, Inc. (sole limited partner).

We filed for the 1999 tax year to elect treatment as a Regulated Investment Company ("RIC") under Subchapter M of the Internal Revenue Code of 1986 (the "Code") and qualified for the same treatment for the years 2000 through 2003. There can be no assurance that we will qualify as a RIC for 2004 or subsequent years. In addition, under certain circumstances, even if we qualified for Subchapter M treatment for a given year, we might take action in a subsequent year to ensure that we would be taxed in that subsequent year as a C Corporation, rather than as a RIC. As a RIC, we must, among other factors, distribute at least 90 percent of our investment company taxable income and may either distribute or retain our realized net capital gains on investments.

#### NOTE 2. INTERIM FINANCIAL STATEMENTS

Our interim financial statements have been prepared in accordance with the instructions to Form 10-Q and Article 10 of Regulation S-X and in conformity with generally accepted accounting principles applicable to interim financial information. Accordingly, they do not include all information and disclosures necessary for a presentation of our financial position, results of operations and cash flows in conformity with generally accepted accounting principles in the United States of America. In the opinion of management, these financial statements reflect all adjustments, consisting only of normal recurring accruals, necessary for a fair presentation of our financial position, results of operations and cash flows for such periods. The results of operations for any interim period are not necessarily indicative of the results for the full year. These financial statements should be read in conjunction with the financial statements and notes thereto contained in our Annual Report on Form 10-K for the



## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

fiscal year ended December 31, 2004.

### NOTE 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The following is a summary of significant accounting policies followed in the preparation of the consolidated financial statements:

14

**Principles of Consolidation.** The consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America for investment companies and include the accounts of the Company and its wholly owned subsidiaries. All significant intercompany accounts and transactions have been eliminated in consolidation.

**Cash and Cash Equivalents.** Cash and cash equivalents include money market instruments with maturities of less than three months.

**Portfolio Investment Valuations.** Investments are stated at "value" as defined in the 1940 Act and in the applicable regulations of the Securities and Exchange Commission. Value, as defined in Section 2(a)(41) of the 1940 Act, is (i) the market price for those securities for which a market quotation is readily available and (ii) the fair value as determined in good faith by, or under the direction of, the Board of Directors for all other assets. (See "Valuation Procedures" in the "Footnote to Consolidated Schedule of Investments.") At March 31, 2005, our financial statements include private venture capital investments valued at \$22,845,742, the fair values of which were determined in good faith by, or under the direction, of the Board of Directors.

**Securities Transactions.** Securities transactions are accounted for on the date the securities are purchased or sold (trade date); dividend income is recorded on the ex-dividend date; and interest income is accrued as earned. Realized gains and losses on investment transactions are determined by specific identification for financial reporting and tax reporting.

**Income Taxes.** Prior to January 1, 1999, we recorded income taxes using the liability method in accordance with the provisions of Statement of Financial Accounting Standards No. 109. Accordingly, deferred tax liabilities had been established to reflect temporary differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases; the most significant such difference relates to our unrealized appreciation on investments.

The March 31, 2005, consolidated statement of assets and liabilities includes a liability for deferred taxes on the remaining net Built-In Gains as of December 31, 1998, net of the unutilized operating and capital loss carryforwards incurred by us through December 31, 1998.

We pay federal, state and local income taxes on behalf of our wholly owned subsidiary, Harris & Harris Enterprises, which is a C corporation. (See "Note 6. Income Taxes.")

**Estimates by Management.** The preparation of the consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and contingent assets and liabilities as of March 31, 2005, and December 31, 2004, and the reported amounts of revenues and expenses for the three months ended March 31, 2005, and March 31, 2004. The most significant estimates relate to the fair valuations of certain of our investments. Actual results could differ from these estimates.

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

### NOTE 4. EMPLOYEE PROFIT SHARING PLAN

As of January 1, 2003, we implemented the Amended and Restated Harris & Harris Group, Inc. Employee Profit-Sharing Plan, which we refer to as the 2002 Plan.

The 2002 Plan (and its predecessor) provides for profit sharing by our officers and employees equal to 20 percent of our "qualifying income" for that plan year (the "Payout Amount"). For the purposes of the 2002 Plan, qualifying income is defined as net realized income as reflected on our consolidated statements of operations for that year, less nonqualifying gains, if any.

For purposes of the 2002 Plan, our net realized income includes investment income, realized gains and losses, and operating expenses (including taxes paid or payable by us), but is calculated without including dividends paid or distributions made to shareholders, payments under the Plan, unrealized gains

15

and losses, and loss carry-overs from other years, which we refer to as qualifying income. The proportion of net after-tax realized gains attributable to asset values as of September 30, 1997 is considered nonqualifying gain, which reduces qualifying income. As soon as practicable following the year-end audit, the Audit Committee will determine whether, and if so how much, qualifying income exists for a plan year. Once determined, 90 percent of the Payout Amount will be paid out to Plan participants pursuant to the distribution percentages set forth in the Plan. The remaining 10 percent will be paid out after we have filed our federal tax return for that plan year.

On October 15, 2002, our shareholders approved the performance goals under the 2002 Plan in accordance with Section 162(m) of the Code, effective as of January 1, 2003. The Code generally provides that a public company such as we may not deduct compensation paid to its chief executive officer or to any of its four most highly compensated officers to the extent that the compensation paid to the officer/employee exceeds \$1,000,000 in any tax year, unless payment is made upon the attainment of objective performance goals that are approved by our shareholders.

Under the 2002 Plan, awards previously granted to four current Participants (Messrs. Harris and Melsheimer and Ms. Shavin and Ms. Matthews, herein referred to as the "grandfathered participants") will be reduced by 10 percent with respect to "Non-Tiny Technology Investments" (as defined in the 2002 Plan) and by 25 percent with respect to "Tiny Technology Investments" (as defined in the 2002 Plan) and will become permanent. These reduced awards are herein referred to as "grandfathered participations." The amount by which the awards are reduced will be allocable and reallocable each year by the Compensation Committee among current and new participants as awards under the 2002 Plan. The grandfathered participations will be honored by us whether or not the grandfathered participant is still employed by us or is still alive (in the event of death, the grandfathered participations will be paid to the grandfathered participant's estate), unless the grandfathered participant is dismissed for cause, in which case all awards, including the grandfathered participations, will be immediately cancelled and forfeited. With regard to new investments and follow-on investments made after the date on which the first new employee begins participating in the 2002 Plan, both current and new participants will be required to be employed by us at the end of a plan year in order to participate in profit-sharing on our investments with respect to that year.

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

Notwithstanding any provisions of the 2002 Plan, in no event may the aggregate amount of all awards payable for any Plan Year during which we remain a "business development company" within the meaning of the 1940 Act be greater than 20 percent of our "net income after taxes" within the meaning of Section 57(n)(1)(B) of the 1940 Act. In the event the awards as calculated exceed that amount, the awards will be reduced pro rata.

The 2002 Plan may be modified, amended or terminated by the Compensation Committee at any time. Notwithstanding the foregoing, the grandfathered participations may not be further modified. Nothing in the 2002 Plan will preclude the Compensation Committee from naming additional participants in the 2002 Plan or, except for grandfathered participations, changing the Award Percentage of any Participant (subject to the overall percentage limitations contained in the 2002 Plan). Currently, under the 2002 Plan, the distribution amounts for non-grandfathered investments for each officer and employee are: Charles E. Harris, 7.790 percent; Douglas W. Jamison, 3.75 percent; Daniel V. Leff, 3.483 percent; Sandra M. Forman, 1.5 percent; Daniel B. Wolfe, 1.5 percent; Helene B. Shavin, 1.524 percent; and Jacqueline M. Matthews, 0.453 percent, which together equal 20 percent. In one case, for a former employee who left other than due to termination for cause, any amount earned will be accrued and may subsequently be paid to the participant.

16

The grandfathered participations are set forth below:

Grandfathered Participations		
Name of Officer/Employee	Non-Tiny Technology (%)	Tiny Technology (%)
Charles E. Harris	12.41100	10.34250
Mel P. Melsheimer	3.80970	3.17475
Helene B. Shavin	1.37160	1.14300
Jacqueline M. Matthews	0.40770	0.33975
TOTAL	18.00000	15.00000

Accordingly, an additional 2 percent of qualifying income with respect to grandfathered Non-Tiny Technology Investments, 5 percent of qualifying income with respect to grandfathered Tiny Technology Investments and the full 20 percent of qualifying income with respect to non-grandfathered investments are available for allocation and reallocation from year to year. Currently, Douglas W. Jamison, Daniel V. Leff, Sandra M. Forman and Daniel B. Wolfe are allocated 0.7329229 percent, 0.6807388 percent, 0.2931692 percent and 0.2931692 percent, respectively, of the Non-Tiny Technology Grandfathered Participations and 1.8323072 percent, 1.701847 percent, 0.7329229 percent and 0.7329229 percent, respectively, of the Tiny Technology Grandfathered Participations.

We perform a calculation to determine the accrual for profit-sharing. We calculate 20 percent of qualifying income pursuant to the terms of the plan and estimate the effect on qualifying income of selling all the portfolio investments that are valued above cost (i.e., are in an unrealized appreciation position). While the accrual will fluctuate as a result of changes in qualifying income and changes in unrealized appreciation, payments are only made to the extent that qualifying income exists. During 2003, we made no accrual for profit

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

sharing. At December 31, 2004, we had \$311,594 accrued for profit sharing. At March 31, 2005, we have no accrual for profit sharing, and we reversed the \$311,594 that was accrued at December 31, 2004.

### NOTE 5. DISTRIBUTABLE EARNINGS

As of December 31, 2004, and March 31, 2005, there are no distributable earnings. The difference between the book basis and tax basis components of distributable earnings is primarily attributed to Built-In Gains existing at the time of our qualification as a RIC (see Note 6. "Income Taxes"), nondeductible deferred compensation and net operating losses.

### NOTE 6. INCOME TAXES

Provided that a proper election is made, a corporation taxable under Subchapter C of the Internal Revenue Code (a "C Corporation") that elects to qualify as a RIC continues to be taxable as a C Corporation on any gains realized within 10 years of its qualification as a RIC (the "Inclusion Period") from sales of assets that were held by the corporation on the effective date of the RIC election ("C Corporation Assets"), to the extent of any gain built into the assets on such date ("Built-In Gain"). (If the corporation fails to make a proper election, it is taxable on its Built-In Gain as of the effective date of its RIC election.) We had Built-In Gains at the time of our qualification as a RIC and made the election to be taxed on any Built-In Gain realized during the Inclusion Period. Prior to 1999, we incurred ordinary and capital losses from operations. After our election of RIC status, those losses remained available to be carried forward to subsequent taxable years. We have previously used loss carryforwards to offset Built-In Gains. As of January 1, 2005, and March 31, 2005, we had \$501,640 of pre-1999 loss carryforwards remaining and \$4,663,457 of unrealized Built-In Gains remaining.

17

Our net deferred tax liability at March 31, 2005, and December 31, 2004, consists of the following:

	March 31, 2005	December 31, 2004
Tax on unrealized Built-In Gains	\$ 1,540,044	\$ 1,540,044
Net operating loss and capital carryforward	(175,574)	(175,574)
	-----	-----
Net deferred income tax liability	\$ 1,364,470	\$ 1,364,470
	=====	=====

Continued qualification as a RIC requires us to satisfy certain investment asset diversification requirements in future years. Our ability to satisfy those requirements may not be controllable by us. There can be no assurance that we will qualify as a RIC in subsequent years.

To the extent that we retain capital gains and declare a deemed dividend to shareholders, the dividend is taxable to the shareholders. We would pay tax, at the corporate rate, on the distribution, and the shareholders would receive a tax credit equal to their proportionate share of the tax paid. We last took advantage of this rule for 2001.

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

We pay federal, state and local taxes on behalf of our wholly owned subsidiary, Harris & Harris Enterprises, Inc., which is taxed as a C Corporation. For the three months ended March 31, 2005, and 2004, our income tax provision was \$4,217 and \$6,796, respectively.

### NOTE 7. ASSET ACCOUNT LINE OF CREDIT

On November 19, 2001, we established an asset account line of credit. Any borrowings under the asset account line of credit will be secured by government and government agency securities. Currently, under the asset account line of credit, we may borrow up to \$8,000,000. The asset account line of credit may be increased to up to 95 percent of the current value of the government and government agency securities with which we secure the line. Our outstanding balance under the asset account line of credit at both March 31, 2005, and 2004, was \$0. The asset account line of credit bears interest at the Broker Call Rate plus 50 basis points.

### NOTE 8. SUBSEQUENT EVENTS

On April 14, 2005, we made a \$100,000 follow-on investment in a privately held portfolio company.

On April 27, 2005, we sold our investment in Nanotechnologies, Inc., to Nanotechnologies, Inc., for \$1 (one dollar).

### NOTE 9. OTHER

At March 31, 2004 we had a total of \$255,486 of funds in escrow as a result of the merger of NanoGram Devices Corporation and a wholly owned subsidiary of Wilson Greatbatch Technologies, Inc. The funds were held for one year, until March 16, 2005, in an interest-bearing escrow account to secure the indemnification obligations of the former stockholders of NanoGram Devices Corporation. During the quarter ended March 31, 2004, we set up, by a charge to realized income from investments, a reserve of 100 percent of the \$255,486. Upon receipt of the funds, on March 16, 2005, we released the reserve and realized the income.

18

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

The information contained in this section should be read in conjunction with our March 31, 2005, Consolidated Financial Statements, and our December 31, 2004, Consolidated Financial Statements, and notes thereto.

### Background and Overview

We incorporated under the laws of the state of New York in August 1981. In 1983, we completed an initial public offering and invested \$406,936 in Otisville BioTech, Inc., which also completed an initial public offering later that year. In 1984, Charles E. Harris purchased a controlling interest in us, thereby also becoming the control person in Otisville. We then divested our other assets and became a financial services company, with the investment in Otisville as the initial focus of our business activity. We hired new management for Otisville, and Otisville acquired new technology targeting the development of a human blood substitute.

By 1988, we operated two insurance brokerages and a trust company as

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

wholly-owned subsidiaries. In 1989, Otisville changed its name to Alliance Pharmaceutical Corporation, and by 1990, we had completed selling our \$406,936 investment in Alliance for total proceeds of \$3,923,559.

In 1992, we sold our insurance brokerage and trust company subsidiaries to their respective managements and registered as an investment company under the 1940 Act, commencing operations as a closed-end, non-diversified investment company. In 1995, we elected to become a business development company subject to the provisions of Sections 55 through 65 of the 1940 Act. Throughout our corporate history, we have made early stage venture capital investments in a variety of industries. We define venture capital investments as investments in start-up firms and small businesses with exceptional growth potential. In 1994, we made our first tiny technology investment. Since August 2001, we have made initial investments exclusively in tiny technology, including our last 22 initial investments.

Since our investment in Otisville in 1983, we have made a total of 64 venture capital investments, including four investments, via private placements, in securities of publicly traded companies. We have sold 39 of these 64 investments, realizing total proceeds of \$108,180,940 on our invested capital of \$41,470,859. Seventeen of these 39 investments were profitable. As measured from first dollar in to last dollar out, the average and median holding periods for these 39 investments were 3.5 years and 3.2 years, respectively. As measured by tranches of cash invested to tranches of cash received, the average and median holding periods for the 128 separate investment tranches were 2.7 years and 2.4 years, respectively. At March 31, 2005, we valued the 25 venture capital investments remaining in our portfolio at \$33,709,535, or 46.5 percent of our net assets, net of unrealized depreciation of \$1,184,084. At March 31, 2005, from first dollar in, the average and median holding periods for our 25 current venture capital investments are 2.9 years and 2.0 years, respectively.

We have invested a substantial portion of our assets in venture capital investments of private, development stage or start-up companies. These private businesses tend to be thinly capitalized, unproven, small companies that lack management depth, have little or no history of operations and are developing unproven technologies. At March 31, 2005, \$22,845,742, or 31.5 percent, of our net assets, consisted of private venture capital investments at fair value, net of unrealized depreciation of \$7,636,504. At December 31, 2004, \$18,508,138, or 24.8 percent, of our net assets, consisted of private venture capital investments at fair value, net of unrealized depreciation of \$9,577,094.

19

At March 31, 2005, \$10,863,793, or 15.0 percent of our net assets, consisted of common shares of NeuroMetrix, Inc., a publicly-traded venture capital investment, valued at market value, of which unrealized appreciation was \$6,452,420. Prior to March 31, 2005, the fair value for NeuroMetrix, Inc. was determined in good faith by our Valuation Committee within guidelines established by our Board of Directors.

We value our private venture capital investments each quarter at fair value as determined in good faith by our Valuation Committee within guidelines established by our Board of Directors in accordance with the 1940 Act. (See "Footnote to Consolidated Schedule of Investments" contained in "Consolidated Financial Statements.")

We have broad discretion in the investment of our capital. However, we invest primarily in illiquid equity securities of private companies. Generally, these investments take the form of preferred stock, are subject to restrictions on resale and have no established trading market. Our principal objective is to

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

achieve long-term capital appreciation. Therefore, a significant portion of our investment portfolio provides little or no income in the form of dividends or interest. We do earn interest income from fixed-income securities, including U.S. government and government agency securities. The amount of interest income we earn varies with the average balance of our fixed-income portfolio and the average yield on this portfolio and is not expected to be material to our results of operations.

We present the financial results of our operations utilizing accounting principles generally accepted in the United States for investment companies. On this basis, the principal measure of our financial performance during any period is the net increase/(decrease) in our net assets resulting from our operating activities, which is the sum of the following three elements:

Net Operating Income / (Loss) - the difference between our income from interest, dividends, and fees and our operating expenses.

Net Realized Income / (Loss) on Investments - the difference between the net proceeds of sales of portfolio securities and their stated cost, and income from interests in limited liability companies.

Net Increase / (Decrease) in Unrealized Appreciation on Investments - the net change in the fair value of our investment portfolio.

Because of the structure and objectives of our business, we generally expect to experience net operating losses and seek to generate increases in our net assets from operations through the long term appreciation of our venture capital investments. We have in the past relied, and continue to rely, on proceeds from sales of investments, rather than on investment income, to defray a significant portion of our operating expenses. Because such sales are unpredictable, we attempt to maintain adequate working capital to provide for fiscal periods when there are no such sales.

20

### Results of Operations

Three months ended March 31, 2005, as compared to the three months ended March 31, 2004

We had a net decrease in net assets resulting from operations of \$2,233,447 in the three months ended March 31, 2005, as compared with a net increase in net assets resulting from operations of \$820,515 in the three months ended March 31, 2004.

#### Investment Income and Expenses:

We had net operating losses of \$745,590 and \$749,865 for the three months ended March 31, 2005, and March 31, 2004, respectively.

Operating expenses were \$1,005,698 and \$806,401 for the three months ended March 31, 2005, and March 31, 2004, respectively. During the three months ended March 31, 2005, as compared with the three months ended March 31, 2004, professional fees increased by \$193,404, or 244.6 percent, primarily as a result of the ongoing expense of the implementation of the Sarbanes-Oxley Act of 2002. The increase in administration and operations of \$162,662, or 102.1 percent, is primarily associated with the increase in the number of employees from six at March 31, 2004, to 10 at March 31, 2005, and an increase in directors and officers liability insurance expense. These increases were offset by a profit-sharing reversal of \$311,594 during the three months ended March 31,

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

2005, versus no profit-sharing provision during the three months ended March 31, 2004.

### Realized Income and Losses from Investments:

During the three months ended March 31, 2005, we realized net losses of \$1,036,044, and during the three months ended March 31, 2004, we realized gains of \$793,389.

During the three months ended March 31, 2005, we realized net losses of \$1,036,044, consisting primarily of a realized loss of \$1,358,286 from the sale of our investment in Agile Materials & Technologies, Inc., offset by a realized gain of \$255,486 resulting from the receipt of funds that were held in escrow for one year from the March 2004 merger of NanoGram Devices Corporation and a wholly owned subsidiary of Wilson Greatbatch Technologies, Inc. In March 2004, we set up a reserve of \$255,486, by a charge to realized income from investments. On March 16, 2005, the funds were released to us, and we released the reserve and recorded the realized income.

### Unrealized Appreciation and Depreciation of Portfolio Securities:

Net unrealized depreciation on investments increased by \$447,596, or 37.4 percent, during the three months ended March 31, 2005, from \$1,197,428 at December 31, 2004, to \$1,645,024 at March 31, 2005.

During the three months ended March 31, 2005, net unrealized depreciation on our venture capital investments increased by \$309,439, from \$874,645 to \$1,184,084 primarily owing to a decrease in the valuation of our investment in NeuroMetrix, Inc., of \$2,250,029, offset by an increase in the valuation of our investment in Nantero, Inc., of \$813,771. In addition, unrealized depreciation decreased by \$1,364,081 as a result of the loss realized on the sale of Agile Materials & Technologies, Inc.

21

### Financial Condition

#### Three Months ended March 31, 2005

Our total assets and net assets were \$76,772,881 and \$72,511,352, respectively, at March 31, 2005, compared with \$79,361,451 and \$74,744,799 at December 31, 2004.

Net asset value per share ("NAV") was \$4.20 at March 31, 2005, versus \$4.33 at December 31, 2004. Our shares outstanding remained unchanged during the three months ended March 31, 2005.

Significant developments in the three months ended March 31, 2005, were an increase in the value of our venture capital investments of \$2,087,575 and a decrease in the value of our investment in U.S. government and agency obligations of \$4,431,534. The increase in the value of our venture capital investments, from \$31,621,960 at December 31, 2004, to \$33,709,535 at March 31, 2005, resulted primarily from one new and five follow-on investments, partially offset by a net decrease in the net value of our previous venture capital investments. The decrease in the value of our U.S. government and agency obligations, from \$44,622,722 at December 31, 2004, to \$40,191,188 at March 31, 2005, is primarily owing to the use of funds for investments and working capital.

The following table is a summary of additions to our portfolio of venture



## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

capital investments during the three months ended March 31, 2005:

New Investment	Amount
Zia Laser, Inc.	\$ 1,500,000
Follow-on Investment	
Camrios, Inc.	\$ 511,006
Nanomix, Inc.	\$ 250,000
NanoOpto Corporation	\$ 411,741
Nantero, Inc.	\$ 571,329
Starfire Systems, Inc.	\$ 500,000
Total	\$ 3,744,076 =====

22

The following tables summarize the values of our portfolios of venture capital investments and U.S. government and agency obligations, as compared with their cost, at March 31, 2005, December 31, 2004, and December 31, 2003:

	March 31, 2005	December 31, 2004
Venture capital investments, at cost	\$34,893,619	\$32,496,605
Unrealized depreciation(1)	1,184,084	874,645
Venture capital investments, at fair value	\$33,709,535	\$31,621,960

	March 31, 2005	December 31, 2004
U.S. government and agency obligations, at cost	\$40,652,128	\$44,945,505
Unrealized depreciation(1)	460,940	322,783
U.S. government and agency obligations, at fair value	\$40,191,188	\$44,622,722

(1) At March 31, 2005, December 31, 2004, and December 31, 2003, the accumulated unrealized depreciation on investments, including deferred taxes, was \$3,185,069, \$2,737,473 and \$3,221,635, respectively.

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

The following table summarizes the value composition of our venture capital investment portfolio at March 31, 2005, December 31, 2004, and December 31, 2003. NeuroMetrix, Inc., accounted for 97.1 percent, 97.6 percent and 85.6 percent of the "Other Venture Capital Investments," at March 31, 2005, December 31, 2004, and December 31, 2003, respectively.

Category	March 31, 2005	December 2004
	-----	-----
Tiny Technology	66.8%	57.5%
Other Venture Capital Investments	33.2%	42.5%
	-----	-----
Total Venture Capital Investments	100.0%	100.0%
	=====	=====

The following table summarizes the fair value composition of our venture capital investment portfolio that was still privately held at March 31, 2005, December 31, 2004, and December 31, 2003. NeuroMetrix, Inc., became a publicly held company in July 2004.

Category	March 31, 2005	December 2004
	-----	-----
Tiny Technology	98.6%	98.2%
Other Privately Held Venture Capital Investments	1.4%	1.8%
	-----	-----
Total Private Venture Capital Investments	100.0%	100.0%
	=====	=====

23

### Liquidity

Our primary sources of liquidity are cash and government and government agency securities, receivables and freely marketable non-government securities, net of short-term indebtedness. Our secondary sources of liquidity are restricted securities of companies that are publicly traded. At March 31, 2005, NeuroMetrix, Inc., is our only publicly traded, freely marketable non-government security. NeuroMetrix became a publicly traded company in July 2004, and our common shares of NeuroMetrix were contractually restricted until January 18, 2005.

Three Months ended March 31, 2005

At March 31, 2005, and December 31, 2004, our total net primary liquidity was \$51,650,933 and \$45,353,691, respectively, and our secondary liquidity was \$0 and \$13,133,822, respectively.

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

The increase in our primary liquidity and decrease in our secondary liquidity from December 31, 2004, to March 31, 2005, is primarily owing to the reclassification of our common shares of NeuroMetrix, Inc. from secondary liquidity to primary liquidity, as they are no longer restricted at March 31, 2005. The decrease in our total liquidity is primarily owing to the investments made in venture capital portfolio companies, a decrease in the value of our investment in NeuroMetrix, Inc., and the use of funds for net operating expenses. NeuroMetrix's common stock is thinly traded, which could negatively impact our liquidity.

### Capital Resources

In 2004, we registered with the Securities and Exchange Commission for the sale of up to 7,000,000 shares of our common stock from time to time. On July 7, 2004, we sold 3,450,000 common shares for net proceeds of \$36,501,000; net proceeds of the offering, less offering costs of \$372,825, were \$36,128,175. We intend to use, and have been using, the net proceeds of the offering, less offering costs, to make new investments in tiny technology as well as follow-on investments in our existing venture capital investments, and for working capital. Through March 31, 2005, we have used \$8,860,125 for these purposes. An additional 3,550,000 shares of our common stock may be sold at prices and on terms to be set forth in one or more supplements to the prospectus from time to time.

### Critical Accounting Policies

Critical accounting policies are those that are both important to the presentation of our financial condition and results of operations and require management's most difficult, complex or subjective judgments. Our critical accounting policies are those applicable to the valuation of investments.

### Valuation of Portfolio Investments

As a business development company, we invest primarily in illiquid securities, including debt and equity securities of private companies. The investments are generally subject to restrictions on resale and generally have no established trading market. We value all of our private equity investments at fair value as determined in good faith by our Valuation Committee. The Valuation Committee, comprised of three or more independent Board members, reviews and approves the valuation of our investments within the guidelines established by the Board of Directors. Fair value is generally defined as the amount for which an investment could be sold in an orderly disposition over a reasonable time. Generally, to increase objectivity in valuing our assets, external measures of value, such as public markets or third party transactions, are utilized whenever possible. Valuation is not based on long-term work-out value, nor immediate liquidation value, nor incremental value for potential changes that may take place in the future.

24

### Recent Developments

On April 14, 2005, we made a \$100,000 follow-on investment in a privately held portfolio company.

On April 27, 2005, we sold our investment in Nanotechnologies, Inc., to Nanotechnologies, Inc., for \$1 (one dollar).

### RISK FACTORS

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

Investing in our common stock involves a number of significant risks relating to our business and investment objective. You should carefully consider the risks and uncertainties described below before you purchase any of our common stock. These risks and uncertainties are not the only ones we face. Unknown additional risks and uncertainties, or ones that we currently consider immaterial, may also impair our business. If any of these risks or uncertainties materialize, our business, financial condition or results of operations could be materially adversely affected. In this event, the trading price of our common stock could decline, and you could lose all or part of your investment.

Risks related to the companies in our portfolio.

Investing in small, private companies involves a high degree of risk and is highly speculative.

We have invested a substantial portion of our assets in venture capital investments in privately held development stage or start-up companies. These businesses tend to lack management depth, to have limited or no history of operations and to have not attained profitability. Tiny technology companies are especially risky, involving scientific, technological and commercialization risks. Because of the speculative nature of these investments, these securities have a significantly greater risk of loss than traditional investment securities. Some of our venture capital investments will be complete losses or unprofitable, and some will never realize their potential. We have been and will continue to be risk seeking rather than risk averse in our approach to venture capital and other investments. Neither our investments nor an investment in our common stock is intended to constitute a balanced investment program. Losses on our investments could have a significant adverse effect on the value of our common stock.

Our portfolio companies working with tiny technology may be particularly susceptible to intellectual property litigation.

Research and commercialization efforts in tiny technology are being undertaken by a wide variety of government, academic and private corporate entities. As additional commercially viable applications of tiny technology begin to emerge, ownership of intellectual property on which these products are based may be contested. Any litigation over the ownership of, or rights to, any of our portfolio companies' technologies or products would have a material adverse affect on those companies' values and may have a significant adverse effect on the value of our common stock.

Our portfolio companies may not successfully develop their products.

The technology of our portfolio companies is new and unproven. Their potential products require significant and lengthy product development efforts. To date, many of our portfolio companies have not developed any commercially available products. During the product development process, our portfolio companies may experience technological issues that they may be unable to overcome. Because of these uncertainties, none of the potential products of our portfolio companies may be successfully developed. If our portfolio companies are not able to develop successful nanotechnology-enabled products, they will be unable to generate product revenue or build a sustainable or profitable business. The difficulties of commercialization could have a significant adverse effect on the value of our common stock.

Many of our portfolio companies are dependent on collaborations.

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

To develop products for certain target markets, many of our portfolio companies depend on entering into collaborations to offset cash used in operating activities and leverage their partners' financial, research and development, manufacturing, marketing and sales capabilities. These portfolio companies may not be able to enter into new collaborations for their target markets, which would limit their access to important financial, research and development, marketing and sales resources. One partner may also react negatively to the non-extension of the collaboration with another partner. Our portfolio companies will need to convince their current and future partners of the feasibility and benefits of using their tiny technology-enabled products as part of their end user products, which may be time consuming. If our portfolio companies are unable to persuade their partners to use their tiny technology-enabled products, they may not be able to commercialize their products or to generate revenues from product sales. To use our portfolio companies' tiny technology-enabled products, their partners will be required to integrate these products into their final products, and they may not do so successfully. These conditions could lead to losses in our portfolio and have a significant adverse effect on the value of our common stock.

Our portfolio companies may not currently have the ability to manufacture nanotechnology-enabled products in volume and will not be able to sell products without developing volume manufacturing capabilities.

The manufacture of our portfolio companies' potential nanotechnology-enabled products is unproven and will require long lead times to establish adequate facilities. Some of the potential products may require our portfolio companies to manufacture large volumes of materials that are substantially larger than their current capabilities in order to meet commercial demand. Our portfolio companies may not be able to develop commercial scale manufacturing capabilities or produce products cost effectively. If our portfolio companies are able to manufacture economically or obtain their products in commercial quantities that meet acceptable performance and quality specifications, it could lead to financial losses in our portfolio and have a significant adverse effect on the value of our common stock.

Our portfolio companies may not successfully market their products.

Even if our portfolio companies are able to develop commercially viable products, the market for new products and services is highly competitive, rapidly changing and especially sensitive to adverse general economic conditions. Commercial success is difficult to predict, and the marketing efforts of our portfolio companies may not be successful. Lack of marketing success by our portfolio companies could have a significant adverse effect on the value of our common stock.

We may invest in companies working with technologies or intellectual property that currently have few or no proven commercial applications.

Nanotechnology, in particular, is a developing area of technology, of which much of the future commercial value is unknown, difficult to estimate and subject to widely varying interpretations. There are as of yet relatively few nanotechnology products commercially available. The timing of additional future commercially available nanotechnology products is highly uncertain. Long delays, or failure, in commercialization of nanotechnology in our portfolio companies or in general, could have a significant adverse effect on the value of our common stock.

Our portfolio companies will need to achieve commercial acceptance of their

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

products to obtain product revenue and achieve profitability.

Even if the products of our portfolio companies are technologically feasible, these early-stage companies may not successfully develop commercially viable products on a timely basis, if at all. It could be at least several years before many of our portfolio companies develop first products that are commercially available and, during this period, superior competitive technologies may be introduced or customer needs may change resulting in some products being unsuitable for commercialization. The revenue growth and achievement of profitability by our portfolio companies will depend substantially on their ability to introduce new products into the marketplace that are widely accepted by customers. If they are unable, cost effectively, to achieve commercial acceptance of their products, the value of our portfolio could be significantly, adversely affected, which could have a significant adverse effect on the value of our common stock.

Some of our portfolio companies plan concurrently to develop a number of products, and any one or all of these products may fail to achieve commercial acceptance.

Some of our portfolio companies plan concurrently to develop a number of potential products utilizing their technology and know how. We expect that some or all of these potential products will not be technologically feasible or will not achieve commercial acceptance, and we cannot predict which, if any, of these products will be successfully developed or commercialized. Failure of products of companies in our portfolio could have a significant adverse effect on the value of our common stock.

Even if our portfolio companies develop commercially acceptable products, they may not be able to manufacture their products in a cost effective manner or achieve profitability.

Even if the technology and products of our portfolio companies gain commercial acceptance, they may not be able to manufacture their products at a cost that enables them to become and remain profitable. Even if our portfolio companies are able to manufacture their products on a commercial scale, the cost of manufacturing their products may be higher than they expect. If the costs associated with that manufacturing, together with their royalty obligations, are not significantly less than the prices at which they can sell their products, we could experience financial losses in our portfolio, which could have a significant adverse effect on the value of our common stock.

Unfavorable economic conditions could result in the inability of our portfolio companies to access additional capital, leading to financial losses in our portfolio.

Most of the companies in which we have made or will make investments are susceptible to economic slowdowns or recessions. An economic slowdown or adverse capital or credit market conditions may affect the ability of companies in our portfolio to raise additional capital from venture capital or other sources or to engage in a liquidity event such as an initial public offering or merger. Adverse economic, capital or credit market conditions may lead to financial losses in our portfolio, which could have a significant adverse effect on the value of our common stock.

The value of our portfolio and the value of our common stock could be adversely affected if the technologies utilized by our portfolio companies are found to cause health or environmental risks.

Our portfolio companies work with new technologies that could have potential environmental and health impacts. Tiny technology in general and nanotechnology in particular are currently the subject of health and

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

environmental impact research. If health or environmental concerns about tiny technology or nanotechnology were to arise, our portfolio companies might incur additional research, legal and regulatory expenses, might have difficulty

27

raising capital or could be forced out of business. Such adverse health and environmental effects would have an adverse effect on the value of our portfolio and could have a significant adverse effect on the value of our common stock.

Public perception of ethical and social issues may limit or discourage the use of nanotechnology-enabled products, which could reduce our portfolio companies' revenues and harm our business.

The subject of nanotechnology has received negative as well as positive publicity and has aroused public debate. Government authorities could, for social or other purposes, prohibit or regulate the use of nanotechnology. Ethical, emotional, rational and irrational and other concerns about nanotechnology could adversely affect acceptance of the potential products of our portfolio companies or lead to government regulation of nanotechnology-enabled products, any of which could have a significant adverse effect on the value of our common stock.

Risks related to the illiquidity of our investments.

We invest in illiquid securities and may not be able to dispose of them when it is advantageous to do so, or ever.

Most of our investments are or will be equity or equity-linked securities acquired directly from small companies. These equity securities are generally subject to restrictions on resale or otherwise have no established trading market. The illiquidity of most of our portfolio of equity securities may adversely affect our ability to dispose of these securities at times when it may be advantageous for us to liquidate these investments. We may never be able to dispose of these securities. Illiquidity of our investments could impair our own liquidity and could have a significant adverse effect on the value of our common stock.

Unfavorable economic conditions and government reforms could impair our ability to engage in liquidity events.

Our business of making venture capital investments and positioning our portfolio companies for liquidity events may be adversely affected by current and future capital markets and economic conditions. The public equity markets currently provide less opportunity for liquidity events than at times in the past when there was more robust demand for initial public offerings, even for more mature technology companies than those in which we typically invest. The potential for public market liquidity could further decrease and could lead to an inability to realize potential gains or could lead to financial losses in our portfolio and a decrease in our revenues, net income and assets. Recent government reforms affecting publicly traded companies, stock markets, investment banks and securities research practices may have made it more difficult for privately held companies to complete successful initial public offerings of their equity securities, and such reforms have increased the expense and legal exposure of being publicly traded. Slowdowns in initial public offerings may also have an adverse effect on the frequency and valuations of acquisitions of privately held companies. The lack of opportunities to sell investments in privately held companies also has an adverse effect on the ability of these companies to raise capital from private sources. At this time, it is not known how the public equity markets will respond to

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

nanotechnology-associated company offerings. Inability to engage in liquidity events could negatively effect our liquidity, our reinvestment in new and follow-on investments and could have a significant adverse effect on the value of our common stock.

28

Even if our portfolio companies complete initial public offerings, the returns on our investments may be uncertain.

When companies in which we have invested as private entities complete initial public offerings of their securities, these newly issued securities are by definition unseasoned issues. Unseasoned issues tend to be highly volatile and have uncertain liquidity, which may negatively affect their price. In addition, we are typically subject to lock-up provisions which prohibit us from selling our investment into the public market for specified periods of time after initial public offerings. The market price of securities that we hold may decline substantially before we are able to sell these securities. Most initial public offerings of technology companies are listed on the Nasdaq National Market. Recent government reforms of the Nasdaq National Market have made market making by broker-dealers less profitable, which has caused broker-dealers to reduce their market-making activities, thereby making the market for unseasoned stocks less liquid. Declines in value of companies in our portfolio after their initial public offerings could have a significant adverse effect on the value of our common stock.

Risks related to our company.

Because there is generally no established market in which to value our investments, our Valuation Committee's value determinations may differ materially from the values that a ready market or third party would attribute to these investments.

There is generally no public market for the equity securities in which we invest. Pursuant to the requirements of the 1940 Act, we value all of the private equity securities in our portfolio at fair value as determined in good faith by the Valuation Committee of our Board of Directors pursuant to Valuation Procedures established by the Board of Directors. As a result, determining fair value requires that judgment be applied to the specific facts and circumstances of each portfolio investment pursuant to specified valuation principles and processes. We are required by the 1940 Act to value specifically each individual investment on a quarterly basis and record unrealized depreciation for an investment that we believe has become impaired. Conversely, we must record unrealized appreciation if we believe that the underlying portfolio company has appreciated in value. Without a readily ascertainable market value and because of the inherent uncertainty of valuation, the fair value that we assign to our investments may differ from the values that would have been used had a ready market existed for the investments, and the difference could be material. Any changes in fair value are recorded in our consolidated statements of operations as a change in the "Net (decrease) increase in unrealized appreciation on investments."

In the venture capital industry, even when a portfolio of early stage, high-technology venture capital investments proves to be profitable over the portfolio's lifetime, it is common for the portfolio's fair value to undergo a so-called "J-curve" valuation pattern. This not-atypical J-curve valuation pattern results from write-downs and write-offs of portfolio investments that reveal themselves as unsuccessful or that appear to be unsuccessful before the write-downs and write-offs are offset by the portfolio investments, if any, that prove to be successful. Even if our venture capital investments prove to be



## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

profitable overall in the long run, such J-curve valuation patterns could have a significant adverse effect on the value of our common stock in the interim.

29

Because we are a non-diversified company with a relatively concentrated portfolio, the value of our business is subject to greater volatility than the value of companies with more broadly diversified investments.

As a result of being able to invest all of our assets in the securities of a small number of issuers, we are classified as a non-diversified company. We may be more vulnerable to events affecting a single issuer or industry and therefore subject to greater volatility than a company whose investments are more broadly diversified. Accordingly, an investment in our common stock may present greater risk to you than an investment in a more diversified company.

We may be obligated to pay substantial amounts under our profit sharing plan.

Our employee profit-sharing plan requires us to distribute to our officers and employees 20 percent of any net after-tax realized income as reflected on our consolidated statements of operations for that year, less any non-qualifying gain. These distributions may have a significant effect on the amount of direct distributions in the form of cash dividends, or indirect distributions in the form of tax credits, if any, made to our shareholders.

Approximately 32 percent of the net asset value attributable to our venture capital investment portfolio, or 15 percent of our net asset value, as of March 31, 2005, is concentrated in one company, NeuroMetrix, Inc., which is not a tiny technology company.

At March 31, 2005, we valued our investment in NeuroMetrix, Inc., which had an historical cost to us of \$4,411,373 and is not a tiny technology company, at \$10,863,793, or 32.2 percent of the net asset value attributable to our venture capital investment portfolio, or 15.0 percent of our net asset value. NeuroMetrix is publicly traded on the Nasdaq National Market and is thinly traded. Any downturn in the business outlook of NeuroMetrix or any failure of the products of NeuroMetrix to receive widespread acceptance in the marketplace would have a significant effect on our specific investment in NeuroMetrix and on the overall value of our portfolio, and could have a significant adverse effect on the value of our common stock.

Approximately 33 percent of the net asset value attributable to our venture capital investment portfolio, or 15 percent of our net asset value, as of March 31, 2005, is not invested in tiny technology.

All 22 of our investments added since August 2001 have been in tiny technology companies, and we consider 20 of the companies in our current venture capital investment portfolio to be tiny technology companies. Nevertheless, at March 31, 2005, only 66.8 percent of the net asset value attributable to our venture capital investment portfolio, or 31.1 percent of our net asset value, was invested in tiny technology companies, which may limit our ability to achieve our investment objective.

We are dependent upon key management personnel for future success.

We are dependent for the selection, structuring, closing and monitoring of our investments on the diligence and skill of our senior management and other key advisers. We utilize lawyers and outside consultants, including two of our directors, Kelly S. Kirkpatrick, Ph.D., and especially Lori D. Pressman, to assist us in conducting due diligence when evaluating potential investments.

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

There is generally no publicly available information about the companies in which we invest, and we rely significantly on the diligence of our employees and advisers to obtain information in connection with our investment decisions. Our future success to a significant extent depends on the continued service and coordination of our senior management team, and particularly depends on our Chairman and Chief Executive Officer, Charles E. Harris. The departure of any of

30

our executive officers, key employees or advisers could materially adversely affect our ability to implement our business strategy. We do not maintain for our benefit any key man life insurance on any of our officers or employees. On January 1, 2005, Douglas W. Jamison assumed the roles of President, Chief Operating Officer and Chief Financial Officer.

We will need to hire additional employees, especially as the size of our portfolio increases.

We anticipate that it will be necessary for us to add investment professionals with expertise in venture capital and/or tiny technology and administrative and support staff to accommodate the increasing size of our portfolio. We are currently actively seeking to hire a senior controller. We may need to provide additional scientific, business, accounting, legal or investment training for our new hires. There is competition for highly qualified personnel, and we may not be successful in our efforts to recruit and retain highly qualified personnel.

The market for venture capital investments, including tiny technology investments, is highly competitive.

We face substantial competition in our investing activities from many competitors, including but not limited to: private venture capital funds; investment affiliates of large industrial, technology, service and financial companies; small business investment companies; wealthy individuals; and foreign investors. Our most significant competitors typically have significantly greater financial resources than we do. Greater financial resources are particularly advantageous in securing lead investor roles in venture capital syndicates. Lead investors negotiate the terms and conditions of a round of financing. Many sources of funding compete for a small number of attractive investment opportunities. Hence, we face substantial competition in sourcing good investment opportunities on terms of investment that are commercially attractive.

In addition to the difficulty of finding attractive investment opportunities, our status as a regulated business development company may hinder our ability to participate in investment opportunities or to protect the value of existing investments.

We are required to disclose on a quarterly basis the names and business descriptions of our portfolio companies and the value of any portfolio securities. Most of our competitors are not subject to these disclosure requirements. Our obligation to disclose this information could hinder our ability to invest in some portfolio companies. Additionally, other current and future regulations may make us less attractive as a potential investor than a competitor not subject to the same regulations.

Our failure to make follow-on investments in our portfolio companies could impair the value of our portfolio.

Following an initial investment in a portfolio company, we may make

additional investments in that portfolio company as "follow-on" investments, in order to: (1) increase or maintain in whole or in part our ownership percentage; (2) exercise warrants, options or convertible securities that were acquired in the original or subsequent financing; or (3) attempt to preserve or enhance the value of our investment. "Pay to play" provisions have become common in venture capital transactions. These provisions require proportionate investment in subsequent rounds of financing in order to preserve preferred rights such as anti-dilution protection or to prevent preferred shares from being converted to common shares. Conversion of preferred shares in our portfolio to common shares could have a significant adverse effect on the value of our portfolio and of our common stock.

31

We may elect not to make follow-on investments or otherwise lack sufficient funds to make those investments. We have the discretion to make any follow-on investments, subject to the availability of capital resources. The failure to make follow-on investments may, in some circumstances, jeopardize the continued viability of a portfolio company and our initial investment, or may result in a missed opportunity for us to increase our participation in a successful operation, or may cause us to lose some or all preferred rights pursuant to "pay to play" provisions. Even if we have sufficient capital to make a desired follow-on investment, we may elect not to make a follow-on investment because we may not want to increase our concentration of risk, because we prefer other opportunities or because we are inhibited by compliance with business development company requirements or the desire to maintain our tax status.

Bank borrowing or the issuance of debt securities or preferred stock by us to fund investments in portfolio companies or to fund our operating expenses would make our total return to common shareholders more volatile.

Use of debt or preferred stock as a source of capital entails two primary risks. The first risk is that the use of debt leverages our available common equity capital, magnifying the impact on net asset value of changes in the value of our investment portfolio. For example, a business development company that uses 33 percent leverage (that is, \$50 of leverage per \$100 of common equity) will show a 1.5 percent increase or decline in net asset value for each 1 percent increase or decline in the value of its total assets. The second risk is that the cost of debt or preferred stock financing may exceed the return on the assets the proceeds are used to acquire, thereby diminishing rather than enhancing the return to common shareholders. To the extent that we utilize debt or preferred stock financing for any purpose, these two risks would likely make our total return to common shareholders more volatile. In addition, we might be required to sell investments, in order to meet dividend, interest or principal payments, when it may be disadvantageous for us to do so.

As provided in the 1940 Act and subject to some exceptions, we can issue debt or preferred stock so long as our total assets immediately after the issuance, less some ordinary course liabilities, exceed 200 percent of the sum of the debt and any preferred stock outstanding. The debt or preferred stock may be convertible in accordance with SEC guidelines, which may permit us to obtain leverage at more attractive rates. The requirement under the 1940 Act to pay, in full, dividends on preferred shares or interest on debt before any dividends may be paid on our common stock means that dividends on our common stock from earnings may be reduced or eliminated. An inability to pay dividends on our common stock could conceivably result in our ceasing to qualify as a regulated investment company, or RIC, under the tax Code, which would in most circumstances be materially adverse to the holders of our common shares. Loss of RIC status could have a significant adverse effect on the value of our common stock.

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

We are authorized to issue preferred stock, which would convey special rights and privileges to its owners.

We are currently authorized to issue up to 2,000,000 shares of preferred stock, under terms and conditions determined by our Board of Directors. These shares would have a preference over our common stock with respect to dividends and liquidation. The statutory class voting rights of any preferred shares we would issue could make it more difficult for us to take some actions that may, in the future, be proposed by the Board and/or holders of common stock, such as a merger, exchange of securities, liquidation or alteration of the rights of a class of our securities if these actions were perceived by the holders of the preferred shares as not in their best interests. The issuance of preferred shares convertible into shares of common stock might also reduce the net income and net asset value per share of our common stock upon conversion. These effects, among others, could have an adverse effect on your investment in our common stock.

32

Loss of status as a RIC would reduce our net asset value and distributable income.

We currently qualify as a RIC for 2003 under the tax Code. As a RIC, we do not have to pay federal income taxes on our income (including realized gains) that is distributed to our shareholders. Accordingly, we are not permitted under accounting rules to establish reserves for taxes on our unrealized capital gains. If we failed to qualify for RIC status in 2004 or beyond, to the extent that we had unrealized gains, we would have to establish reserves for taxes, which would reduce our net asset value, net of a reduction in the reserve for employee profit sharing, accordingly. To the extent that we, as a RIC, were to decide to make a deemed distribution of net realized capital gains and retain the net realized capital gains, we would have to establish appropriate reserves for taxes upon making that decision. Loss of RIC status or establishing reserves for taxes could have a material adverse effect on the value of our common stock.

We operate in a regulated environment.

We are subject to substantive SEC regulations as a business development company. Securities and tax laws and regulations governing our activities may change in ways adverse to our and our shareholders' interests, and interpretations of these laws and regulations may change with unpredictable consequences. Any change in the laws or regulations that govern our business could have an adverse impact on us or on our operations. Changing laws, regulations and standards relating to corporate governance and public disclosure, including the Sarbanes-Oxley Act of 2002, new SEC regulations and NASDAQ National Market rules, are creating expense and uncertainty for publicly held companies in general, and business development companies in particular. These new or changed laws, regulations and standards are subject to varying interpretations in many cases owing to their lack of specificity, and their application in practice may evolve over time as new guidance is provided by regulatory and governing bodies, which may well result in continuing uncertainty regarding compliance matters and higher costs necessitated by ongoing revisions to disclosure and governance practices.

We are committed to maintaining high standards of corporate governance and public disclosure. As a result, our efforts to comply with evolving laws, regulations and standards have resulted in, and are likely to continue to result in, increased general and administrative expenses and a diversion of management time and attention from revenue-generating activities to compliance activities.

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

In particular, our efforts to comply with Section 404 of the Sarbanes-Oxley Act of 2002 and the related regulations regarding our required assessment of our internal controls over financial reporting and our external auditors' audit of that assessment have required the commitment of significant financial and managerial resources. Moreover, even though BDCs are not mutual funds, they are being required to comply with new regulations for mutual funds, such as Rule 38a-1 under the 1940 Act. Further, our board members, chief executive officer and chief financial officer could face an increased risk of personal liability in connection with the performance of their duties. As a result, we may have difficulty attracting and retaining qualified board members and executive officers, which could harm our business, and we have significantly increased both our coverage under, and premiums for, directors' and officers' liability insurance. If our efforts to comply with new or changed laws, regulations and standards differ from the activities intended by regulatory or governing bodies because of ambiguities related to practice, our reputation may be harmed. Also, as business and financial practices continue to evolve, they may render the regulations under which we operate less appropriate and more burdensome than they were when originally imposed. While there are benefits associated with this increased regulatory burden, it is causing us to incur significant additional expenses and is time consuming for our management, which could have a material adverse effect on our financial performance and a significant adverse effect on the value of our common stock.

33

We expect that market prices of our common stock will be volatile.

Our common stock price may be volatile. The trading price of our common stock may fluctuate substantially. The price of the common stock may be higher or lower than the price you pay for your shares, depending on many factors, some of which are beyond our control and may not be directly related to our operating performance. These factors include the following:

- o price and volume fluctuations in the overall stock market from time to time;
- o significant volatility in the market price and trading volume of securities of business development companies or other financial services companies;
- o volatility resulting from trading in derivative securities related to our common stock including puts, calls, long-term equity anticipation securities, or LEAPs, or short trading positions;
- o changes in regulatory policies or tax guidelines with respect to business development companies or regulated investment companies;
- o actual or anticipated changes in our net asset value or fluctuations in our operating results or changes in the expectations of securities analysts;
- o announcements regarding any of our portfolio companies;
- o announcements regarding developments in the nanotechnology field in general;
- o announcements regarding government funding and initiatives related to the development of nanotechnology;
- o general economic conditions and trends; and/or

- o departures of key personnel.

We will not have control over many of these factors but expect that our stock price may be influenced by them. As a result, our stock price may be volatile and you may lose all or part of your investment.

Quarterly results fluctuate and are not indicative of future quarterly performance.

Our quarterly operating results fluctuate as a result of a number of factors. These factors include, among others, variations in and the timing of the recognition of realized and unrealized gains or losses, the degree to which we and our portfolio companies encounter competition in our markets and general economic and capital markets conditions. As a result of these factors, results for any one quarter should not be relied upon as being indicative of performance in future quarters, and our common stock may be more volatile than it otherwise would be.

To the extent that we do not realize income or retain after-tax realized capital gains, we may have a greater need for additional capital to fund our investments and operating expenses.

In order to maintain our status as a RIC, we must annually distribute at least 90 percent of our investment company taxable income as a dividend and may either distribute or retain our realized net capital gains from investments. As a result, these earnings may not be available to fund investments. If we fail to generate net realized capital gains or to obtain funds from outside sources, it would have a material adverse effect on our financial condition and results of operations as well as our ability to make follow-on and new investments. Because

of the structure and objectives of our business, we generally expect to experience net operating losses and rely on proceeds from sales of investments, rather than on investment income, to defray a significant portion of our operating expenses. These sales are unpredictable and may not occur. In addition, as a business development company, we are generally required to maintain a ratio of at least 200 percent of total assets to total borrowings, which may restrict our ability to borrow to fund such requirements. Lack of capital could curtail our investment activities or impair our working capital, which would have a significant adverse effect on the value of our common stock.

Investment in foreign securities could result in additional risks.

The Company may invest in foreign securities, although we currently have no investments in foreign securities. If we invest in securities of foreign issuers, we may be subject to risks not usually associated with owning securities of U.S. issuers. These risks can include fluctuations in foreign currencies, foreign currency exchange controls, social, political and economic instability, differences in securities regulation and trading, expropriation or nationalization of assets, and foreign taxation issues. In addition, changes in government administrations or economic or monetary policies in the United States or abroad could result in appreciation or depreciation of our securities and could favorably or unfavorably affect our operations. It may also be more difficult to obtain and enforce a judgment against a foreign issuer. Any foreign investments made by us must be made in compliance with U.S. and foreign currency restrictions and tax laws restricting the amounts and types of foreign investments. Losses on investments in foreign securities could have a significant adverse effect on the value of our common stock.

Forward-Looking Statements

The information contained herein contains certain forward-looking statements. These statements include the plans and objectives of management for future operations and financial objectives, portfolio growth and availability of funds. These forward-looking statements are subject to the inherent uncertainties in predicting future results and conditions. Certain factors that could cause actual results and conditions to differ materially from those projected in these forward-looking statements are set forth herein. Other factors that could cause actual results to differ materially include the uncertainties of economic, competitive and market conditions, and future business decisions, all of which are difficult or impossible to predict accurately and many of which are beyond our control. Although we believe that the assumptions underlying the forward-looking statements included herein are reasonable, any of the assumptions could be inaccurate and therefore there can be no assurance that the forward-looking statements included or incorporated by reference herein will prove to be accurate. Therefore, the inclusion of such information should not be regarded as a representation by us or any other person that our plans will be achieved.

Item 3. Quantitative and Qualitative Disclosures About Market Risk

Our business activities contain elements of risk. We consider the principal types of market risk to be valuation risk and the risk associated with fluctuations in interest rates. We consider the management of risk to be essential to our business.

Value, as defined in Section 2(a)(41) of the 1940 Act, is (i) the market price for those securities for which a market quotation is readily available and (ii) the fair value as determined in good faith by, or under the direction of, the Board of Directors for all other assets. (See the "Valuation Procedures" in the "Footnote to Consolidated Schedule of Investments" contained in "Item 1. Consolidated Financial Statements.")

35

Neither our investments nor an investment in us is intended to constitute a balanced investment program. We are exposed to public-market price fluctuations as a result of our publicly traded portfolio, which may be composed primarily or entirely of highly risky, volatile securities. Currently, 32 percent of the value of our portfolio of venture capital investments consists of the publicly traded common stock of one company, NeuroMetrix, Inc.

We have invested a substantial portion of our assets in private development stage or start-up companies. These private businesses tend to be based on new technology and to be thinly capitalized, unproven, small companies that lack management depth and have not attained profitability or have no history of operations. Because of the speculative nature and the lack of a public market for these investments, there is significantly greater risk of loss than is the case with traditional investment securities. We expect that some of our venture capital investments will be a complete loss or will be unprofitable and that some will appear to be likely to become successful but never realize their potential. Even when our private equity investments complete initial public offerings (IPOs), we are normally subject to lock-up agreements for a period of time, and thereafter, the market for the unseasoned publicly traded securities may be relatively illiquid.

Because there is typically no public market for the equity interests of many of the small privately held companies in which we invest, the valuation of

## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

the equity interests in that portion of our portfolio is determined in good faith by our Board of Directors in accordance with our Valuation Procedures. In the absence of a readily ascertainable market value, the determined value of our portfolio of equity interests may differ significantly from the values that would be placed on the portfolio if a ready market for the equity interests existed. Any changes in valuation are recorded in our consolidated statements of operations as "Net increase (decrease) in unrealized appreciation on investments."

We also invest in short-term money market instruments, and both short and long-term U.S. government and agency obligations. To the extent that we invest in short and long-term U.S. government and agency obligations, changes in interest rates may result in changes in the value of these obligations which would result in an increase or decrease of our net asset value. The level of interest rate risk exposure at any given point in time depends on the market environment and expectations of future price and market movements, and it will vary from period to period. If the average interest rate on our portfolio of U.S. government and agency obligations at March 31, 2005, were to increase by 25, 75 and 150 basis points, the value of the securities, and our net asset value, would decrease by approximately \$101,670, \$305,010 and \$610,020, respectively.

In addition, we may from time to time borrow amounts on a line of credit that we maintain. We currently have no borrowings outstanding under our line of credit. To the extent we opt to borrow money to make investments in the future, our net investment income will be dependent upon the difference between the rate at which we borrow funds and the rate at which we invest such funds. As a result, there can be no assurance that a significant change in market interest rates will not have a material adverse effect on our net investment income in the event we choose to borrow funds for investing purposes.

While we invest in short-term money market and U.S. government and agency obligations and may draw down on the asset line of credit, we do not consider a change in interest rates to result in significant risks.

### Item 4. Controls and Procedures

(a) Disclosure Controls and Procedures. As of the end of the period covered by this report, our chief executive officer and chief financial officer conducted an evaluation of our disclosure controls and procedures (as required by Rules 13a-15 of the Securities Exchange Act of 1934 (the "1934 Act")).

36

Disclosure controls and procedures means controls and other procedures of an issuer that are designed to ensure that information required to be disclosed by the issuer in the reports that it files or submits under the 1934 Act is recorded, processed, summarized and reported, within time periods specified in the SEC's rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to ensure that information required to be disclosed by an issuer in the reports that it files or submits under the 1934 Act is accumulated and communicated to the issuer's management as appropriate to allow timely decisions regarding required disclosure. As previously disclosed in our Form 10-K for the fiscal year ended December 31, 2004, and as described below, we determined that we had a material weakness with respect to maintaining effective controls over the accuracy of the Financial Highlights ratios. While we have completed most of the steps that we think are necessary to remediate the material weakness, we commenced a search for, but have not yet hired, a full-time, permanent senior controller. Therefore, as of March 31, 2005, based upon the evaluation of our disclosure controls and procedures, our chief executive officer and chief financial officer concluded



## Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

that our disclosure controls and procedures were not effective. In light of the material weakness described below, we performed additional analysis and other post-closing procedures to ensure our financial statements are prepared in accordance with generally accepted accounting principles.

(b) Changes in Internal Control Over Financial Reporting. As noted in Management's Report on Internal Control Over Financial Reporting included in the Annual Report on Form 10-K for the fiscal year ended December 31, 2004, we determined that we had a material weakness with respect to maintaining effective controls over the accuracy of the Financial Highlights ratios based on an audit adjustment to the line item referred to as "Total return based on: Net asset value" in the Company's Financial Highlights section of the financial statements for the year ended December 31, 2004. Specifically, our procedures for preparing the Financial Highlights ratios were not sufficiently detailed to detect errors in the underlying calculations. As a result of the above material weakness, we have implemented the following changes to our internal control over financial reporting (as such term is defined in Rules 13a-15(f) and 15d-15(f) under the 1934 Act) during the first quarter of 2005 to which this report relates that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting:

1. We have revised the worksheet that we use for preparing our annual report on Form 10-K to clarify how ratios in the Financial Highlights section are calculated.

2. On March 5, 2005, we engaged an independent accounting and consulting firm with industry experience, Eisner LLP ("Eisner"), to read the financial statements contained in the draft Annual Report and to provide financial reporting and accounting advisory services to the Company. On April 4, 2005, we engaged Eisner to provide financial reporting and accounting advisory services to the Company on an ongoing basis, including reading and commenting on the Company's quarterly and annual financial statements prior to submission to our external auditors.

37

3. We have mapped out a detailed sequence of reviews of our Annual and Interim Reports that must occur rather than merely stating that additional reviews should occur as necessary.

4. On March 4, 2005, we commenced the search for a permanent senior controller to stand between our CFO and our current controller. We have retained Anne M. Donoho, C.P.A., M.B.A., to serve in this role as a temporary, senior controller, effective March 14, 2005.

We believe that the above enhancements to our internal control over financial reporting will better ensure the accuracy of our financial statements and the quantitative disclosures in our periodic reports.

38

## PART II. OTHER INFORMATION

### Item 6. Exhibits

- 3.1(a) Restated Certificate of Incorporation, incorporated by reference as Exhibit 2.a to Pre-Effective Amendment No. 1 to the Registration Statement on Form N-2 dated March

Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

22, 2004.

- 3.1(b) Restated By-Laws, incorporated by reference as Exhibit 2.b to Pre-Effective Amendment No. 1 to the Registration Statement on Form N-2 dated March 22, 2004.
- 4.1 Form of Specimen certificate of common stock certificate, incorporated by reference as Exhibit 2.d to Pre-Effective Amendment No. 2 to the Registration Statement on Form N-2 dated April 13, 2004.
- 11.0 Computation of Per Share Earnings, incorporated by reference as "Consolidated Statements of Operations" in Item 1 in this Quarterly Report on Form 10-Q.
- 31.01\* Certification of CEO pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 31.02\* Certification of CFO pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 32.01\* Certification of CEO and CFO pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

\*filed herewith

39

SIGNATURE

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

Harris & Harris Group, Inc.

/s/ Douglas W. Jamison

-----  
By: Douglas W. Jamison, President  
and Chief Financial Officer

Date: May 9, 2005

40

EXHIBIT INDEX

Exhibit No.	Description
31.01	Certification of CEO pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
31.02	Certification of CFO pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
32.01	Certification of CEO and CFO pursuant to 18 U.S.C. Section 1350,

Edgar Filing: HARRIS & HARRIS GROUP INC /NY/ - Form 10-Q

as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.