



**Financial Statements**  
**Nine Months Ended September 30, 1999**

EDITED FINANCIALS

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**TelePacific Communications  
September 1999 Balance Sheet**

**Assets**

Cash and Cash Equivalents  
Cash on Demand  
Marketable Equity Securities

Accounts Receivable  
Bad Debt Reserve  
Account Receivable Net

Prepays

Fixed Assets  
Accumulated Depreciation  
Net Fixed Assets

**TOTAL ASSETS**

**Current Liabilities**

Accounts Payable  
Accrued Liabilities & Other  
Capital Lease Obligations  
Total Current Liabilities

**Long Term Liabilities**

Capital Leases  
Notes Payable  
Debt Issuance Costs  
Total Long Term Liabilities

**Total Liabilities**

**Shareholders Equity**

Preferred Stock, Common Stock, and Warrants  
Issuance Costs  
Retained Earnings  
Total Stockholders Equity

**TOTAL LIABILITIES & SE**

TELEPACIFIC COMMUNICATIONS  
 INCOME STATEMENT 1999  
 MTD & YTD

|  | Act MTD<br>Jan-99 | Act MTD<br>Feb-99 | Act MTD<br>Mar-99 | Act MTD<br>Apr-99 | Act MTD<br>May-99 | Act MTD<br>Jun-99 | Act MTD<br>Jul-99 | Act MTD<br>Aug-99 | Act MTD<br>Sep-99 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Total Revenue                          |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| COGS                                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| Variable operating costs               |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| Fixed operating costs                  |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| Depr. & amort.                         |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| Total COGS                             |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| Gross profit                           |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| G&A                                    |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| EBIT                                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| INTEREST                               |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| Interest income                        |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| Interest expense                       |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| Net Interest Income/(Expense)          |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| Gains on sale of Marketable Securities |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| EBT                                    |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| Income tax                             |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| Net Income / (Loss)                    |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| BITDA                                  |                   |                   |                   |                   |                   |                   |                   |                   |                   |



Act YTD  
Sep-99

Total Revenue

COGS  
Variable operating costs  
Fixed operating costs  
Depr. & amort.  
Total COGS  
Gross profit

3&A  
EBIT

INTEREST  
Interest income  
Interest expense  
Net Interest Income/(Expense)

Loss on sale of Marketable Securities

EBT  
Net  
Net Income / (Loss)

BITDA

**TELEPACIFIC COMMUNICATIONS  
YTD CASH FLOW AS OF SEPTEMBER 30, 1999**

Actual  
YTD  
Sep-99

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**CASH FLOW FROM OPERATING ACTIVITIES**

**NET LOSS**

\$

Adjustment to reconcile net loss to net cash used by operating activities:  
 Depreciation & amortization  
 Non-cash loss on marketable equity securities

Net change in operating assets and liabilities:  
 Change in net accounts receivable  
 Change in prepaids  
 Change in accounts payable  
 Change in accrued liabilities  
**Net Cash Used by Operating Activities**

**CASH USED FOR INVESTING ACTIVITIES**

Purchase of Marketable Equity Securities  
 Cash from sale of Marketable Equity Securities  
 Capital Expenditures  
**Net Cash Used by Investing Activities**

**CASH FLOWS FROM FINANCING ACTIVITIES**

Paid in Equity  
 Equity issuance costs  
 Drawdown of available funds  
 Debt issuance costs  
 Paydown of Sanwa note  
 Principal payments on capital leases  
**Total cash from financing activities**

**NET INCREASE / (DECREASE) IN CASH**

Cash at beginning of period  
 Cash at end of period

**NON-CASH TRANSACTIONS:**

Equity Issuance Costs  
 Debt Issuance Costs  
 Acquired Fixed Assets

**U.S. TelePacific Corp.**

**Notes to Financial Statements:**

**Note 1 - Basis of Presentation:**

The accompanying financial statements have been prepared on the accrual basis of accounting.

**Note 2 - Use of Estimates:**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities, and the reported amounts of revenues and expenses during the reporting period. Actual results may differ from those estimates.

**Note 3 - Consolidated Statements:**

The financial statements represent the activity of U.S. TelePacific Corp dba TelePacific Communications. No activity exists in any subsidiaries. Therefore, consolidating financial statements are not provided.

**Note 4 - Subsequent Events:**

On November 9, 1999, the Company signed an agreement to sell \$ \_\_\_\_\_ of Series B preferred stock to G.E. Capital Equity Investments, Inc.



**Financial Statements**  
**Year Ended December 31, 1998**

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U.S. TelePacific Corp.

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**U.S. TelePacific Corp.**

**Report of Independent Accountants  
For the Year Ended December 31, 1998**

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To the Shareholders of  
U.S. TelePacific Corp.

In our opinion, the accompanying balance sheet and the related statements of operations, of shareholders' equity and of cash flows present fairly, in all material respects, the financial position of U.S. TelePacific Corp. as of December 31, 1998, and the results of its operations and its cash flows for the year ended December 31, 1998, in conformity with generally accepted accounting principles. These financial statements are the responsibility of the Company's management; our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit of these statements in accordance with generally accepted auditing standards which require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for the opinion expressed above.

July 14, 1999

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U.S. TelePacific Corp.

Balance Sheet  
December 31, 1998

|  |           |
|--|-----------|
| <b>CURRENT ASSETS</b>  |           |
| Cash and Cash Equivalents  | \$        |
| Accounts Receivable  |           |
| <b>Total Current Assets</b>  |           |
| Property and Equipment, Net  |           |
| <b>TOTAL ASSETS</b>  | <b>\$</b> |
| <b>CURRENT LIABILITIES</b>   |           |
| Line of Credit   | \$        |
| Accounts Payable   |           |
| Accrued Liabilities  |           |
| Current Portion of Capital Leases  |           |
| <b>Total Current Liabilities</b>   |           |
| <b>LONG-TERM LIABILITIES</b>   |           |
| Capital Lease Obligations, Net of Current Portion                                  |           |
| <b>Total Liabilities</b>   |           |
| <b>SHAREHOLDERS' EQUITY</b>  |           |
| Common Stock, No Par (100,000,000 authorized, 9,999,930<br>issued and outstanding) |           |
| Accumulated Deficit  |           |
| <b>Total Shareholders' Equity</b>  |           |
| <b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>                                  | <b>\$</b> |

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See accompanying notes to the financial statements

U.S. TelePacific Corp.

Statement of Operations  
For the Year Ended December 31, 1998

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**REVENUES:**

Revenues

\$

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**TOTAL REVENUES**

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**COST OF REVENUES:**

Variable Operating Costs

Fixed Operating Costs

Depreciation & Amortization

---

**TOTAL COST OF REVENUES**

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**GROSS MARGIN**

**SELLING, GENERAL AND ADMINISTRATIVE  
EXPENSES**

---

**LOSS FROM OPERATIONS**

**OTHER INCOME AND (EXPENSE):**

Interest Income

Interest Expense

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**TOTAL OTHER INCOME AND (EXPENSE)**

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**NET LOSS**

\$

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*See accompanying notes to the financial statements*

U.S. TelePacific Corp.

Statement of Shareholders' Equity  
For the Year Ended December 31, 1998

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|                             | <u>Common Stock</u> |               | <u>Accumulated</u> |              |
|-----------------------------|---------------------|---------------|--------------------|--------------|
|                             | <u>Shares</u>       | <u>Amount</u> | <u>Deficit</u>     | <u>Total</u> |
| Balances, January 1, 1998   |                     |               |                    | -            |
| Common stock sold for cash  |                     |               |                    |              |
| Net Loss                    |                     |               | \$                 |              |
| Balances, December 31, 1998 |                     | \$            | \$                 | \$           |

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See accompanying notes to the financial statements

U.S. TelePacific Corp.

Statement of Cash Flows  
For the Year Ended December 31, 1998

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**CASH FLOWS FROM OPERATING ACTIVITIES**

**NET LOSS**

\$

Adjustments to reconcile net loss to net cash used by  
operating activities:

Depreciation and amortization

Net change in operating assets and liabilities:

Accounts receivable

Accounts payable

Accrued liabilities

---

**Net Cash Used by Operating Activities**

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**CASH FLOWS FROM INVESTING ACTIVITIES**

Capital expenditures

---

**Net Cash Used by Investing Activities**

---

**CASH FLOWS FROM FINANCING ACTIVITIES**

Proceeds from line of credit

Proceeds from sale of common stock

Proceeds from note payable from related party

Repayment of note payable from related party

Principal payments on capital leases

---

**Net Cash Provided by Financing Activities**

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**Net Increase in Cash and Cash Equivalents**

**Cash and Cash Equivalents**

Cash at Beginning of Year

---

Cash at End of Year

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**Supplemental Disclosures of Cash Flow Information**

Cash paid for interest

\$

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# U.S. TelePacific Corp.

## Notes to the Financial Statements

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**NOTE 1:  
THE COMPANY**

U.S. TelePacific Corp. (the "Company"), a California corporation, was organized under the name Justice Long Distance Corp. effective July 17, 1996, and remained inactive until 1998. The Company's name was changed to U.S. TelePacific Corp. (dba TelePacific Communications) as of July 27, 1998. The Company is a "next generation" competitive local exchange carrier ("CLEC"), focused on providing telecommunications services primarily in large urban markets throughout California and Nevada serving the local and long distance voice, data, internet and multimedia needs of its clients. The Company was in its start-up phase prior to December 15, 1998, when it began operations. The Company's operations are subject to significant risks and uncertainties including competitive, financial, developmental, operational, growth and expansion, technological, regulatory, and other risks associated with developing the Company's business.

**NOTE 2:  
SIGNIFICANT  
ACCOUNTING  
POLICIES**

*Basis of Presentation* – The accompanying financial statements have been prepared on the accrual basis of accounting.

*Use of Estimates* – The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities, and the reported amounts of revenues and expenses during the reporting period. Actual results may differ from those estimates.

*Cash and Cash Equivalents* - The Company considers all highly liquid investments with maturities of three months or less at the time of purchase to be cash equivalents.

*Revenue Recognition* – The Company recognizes revenue on telecommunications and enhanced communications services in the period that services are provided to customers.

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# U.S. TelePacific Corp.

## Notes to the Financial Statements

**Property and Equipment** - Property and equipment are stated at cost. Depreciation is computed using the straight-line method over the estimated useful lives of the assets. Estimated useful lives of property and equipment are as follows:

|   |  |
|---|--|
| Telecommunications Equipment:             | 10 years   |
| Furniture, Fixtures and Office Equipment: | 5 years  |
| Computers and software:                   | 3 years  |
| Leasehold improvements:                   | Lesser of estimated useful life or term of lease |

The Company capitalizes costs associated with the construction, installation and expansion of the Company's network. Capitalized costs generally include personnel and related costs incurred in the enhancement and implementation of the network.

**Equipment Under Capital Leases** - The Company leases certain of its furniture and office equipment under capital lease agreements. The assets and liabilities under capital leases are recorded at the lesser of the present value of aggregate future minimum lease payments or fair value of the assets under lease, whichever is less. Assets under capital lease are amortized over the lesser of the lease term or useful life of the assets.

**Income Taxes** - The Company provides for income taxes utilizing the liability method in accordance with the provisions of Statement of Financial Accounting Standards ("SFAS") No. 109, "Accounting for Income Taxes". Under the liability method, current income tax expense or benefit represents income taxes expected to be payable or refundable for the current period. Deferred income tax assets and liabilities are established for both the impact of differences between the financial reporting bases and tax bases of assets and liabilities and for the expected future tax benefit to be derived from tax credits and tax loss carryforwards. Deferred income tax expense or benefit represents the change during the reporting period in the net deferred income tax assets and liabilities. Deferred tax assets are reduced by a valuation allowance when, in the opinion of management, it is more likely than not that some portion or all of the deferred tax assets will not be realized.

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# U.S. TelePacific Corp.

## Notes to the Financial Statements

**Fair Value of Financial Instruments** – SFAS No. 107, "Disclosures About Fair Value of Financial Instruments," as amended by SFAS No. 119, "Disclosures About Derivative Financial Instruments and Fair Value of Financial Instruments," requires disclosure of fair value information about financial instruments whether or not recognized in the balance sheet, for which it is practicable to estimate that value. In cases where quoted market prices are not available for identical or comparable financial instruments, fair values are based on estimates using the present value of estimated cash flow or other valuation techniques. The resulting fair values can be significantly affected by amounts and timing of future cash flows.

The following methods and assumptions were used to estimate the fair value for financial instruments:

**Cash and Cash Equivalents:** The carrying amount approximates fair value.

**Borrowings:** The fair values of borrowings, including long-term debt and other obligations, were estimated based on quoted market prices, where available, or by discounting the future cash flows using estimated borrowing rates at which similar types of borrowing arrangements with the same remaining maturities could be obtained by the company. For all borrowings outstanding at December 31, 1998, fair value approximates recorded value.

**Concentration of Credit Risk** - Financial instruments that potentially subject the Company to concentrations of credit risk consist primarily of cash and cash equivalents and accounts receivable. Cash in excess of operating requirements is conservatively invested in money market funds, certificates of deposit with high-quality financial institutions, obligations of the U.S. Government and its agencies and investment grade A commercial paper. The Company continually evaluates the creditworthiness of its customers.

**Key Suppliers** – The Company is dependent on limited source of suppliers for certain equipment used to provide its services. The Company has generally been able to obtain an adequate supply of equipment. However, an extended interruption in the supply of equipment currently obtained from limited source suppliers could adversely affect the Company's business and results of operations.

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# U.S. TelePacific Corp.

## Notes to the Financial Statements

**New Accounting Pronouncements** – In April 1998, the AICPA released Statement of Position 98-5, "Reporting on the costs of Start-up Activities" ("SOP 98-5"). The new standard requires that all entities expense costs of start-up activities as those costs are incurred. The Company has expensed start-up costs incurred directly relating to its pre-operating, pre-opening, and organization activities as defined in SOP 98-5.

**NOTE 3:  
PROPERTY AND  
EQUIPMENT**

Property and equipment at December 31, 1998 consisted of the following components:

|  |    |
|--|----|
| Telecommunications Equipment             | \$ |
| Furniture, Fixtures and Office Equipment |    |
| Computers                                |    |
| Software                                 |    |
| Leasehold Improvements                   |    |
| <hr/>                                    |    |
| Accumulated Depreciation                 |    |
| Property and Equipment, Net              | \$ |

Capitalized labor costs for the year ended December 31, 1998 was \$:

**NOTE 4:  
LINE OF CREDIT**

On April 12, 1998, the Company entered into a \$ \_\_\_\_\_ Line of Credit Agreement (the "Agreement") with Sanwa Bank for purchase of a Lucent SEES system 2000 switch. Borrowings against the Agreement were \$ \_\_\_\_\_ at December 31, 1998. The Agreement provides for interest-only payments on the outstanding principal. Interest expense incurred through December 31, 1998, was \$ \_\_\_\_\_ with an average annum rate of 6.7%. The principal balance was initially due on March 31, 1999, but an amendment to the Agreement dated March 31, 1999, revised the repayment of the principal date to March 31, 2000. The Agreement is collateralized by equipment, cash and cash equivalents and other property in possession of the Company and is personally guaranteed by the Company's Chairman of the Board and Chief Executive Officer, his father and Justice Technology Corporation.

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# U.S. TelePacific Corp.

## Notes to the Financial Statements

**NOTE 5:  
LEASES**

The Company has entered into capital lease arrangements to finance the acquisition of certain office equipment and furniture. The principal value of these leases was \$\_\_\_\_\_ and was equivalent to the fair value of the assets leased. In addition, the Company leases office space under an operating lease.

Future minimum obligations for leases in effect at December 31, 1998, were as follows:

| Year Ending December 31,                          | Capital | Operating |
|---|---------|-----------|
| 1999  | \$      | \$        |
| 2000  |         |           |
| 2001  |         |           |
| 2002  |         |           |
| 2003  |         |           |
| Thereafter  |         | -         |
| Total minimum lease payments                      |         | \$ _____  |
| Less amount representing interest                 |         |           |
| Present value of net minimum lease payments       |         |           |
| Less current portion                              |         |           |
| Capital lease obligations, net of current Portion | \$      |           |

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# U.S. TelePacific Corp.

## Notes to the Financial Statements

### NOTE 6: STOCK OPTIONS

In 1998, the Company adopted the U.S. TelePacific Corp. 1998 Stock Incentive Plan ("the Plan"). The Plan provides for the grant of stock purchase rights and options to purchase shares of common stock to employees and consultants from time to time as determined by the Board of Directors. The options and rights expire 10 years from the date of grant, provided that in the case of an incentive stock option granted to a holder of ten percent or more of the Company's common stock, the terms of such option shall be 5 years from the date of grant. As of December 31, 1998, the Company has reserved 2,500,000 shares of its common stock for sale and issuance under the Plan at prices to be determined by the Board of Directors. Options vest over a four year period. There were no stock purchase rights granted during the year ended December 31, 1998.

The following summarizes stock option activity for the year ended December 31, 1998:

|  | Number of<br>Options | Weighted<br>Average<br>Exercise Price |
|--|----------------------|---------------------------------------|
| Options outstanding at<br>January 1, 1998:   | -                    | -                                     |
| Granted                                      | -                    | -                                     |
| Exercised                                    | -                    | -                                     |
| Canceled                                     | -                    | -                                     |
| Options outstanding at<br>December 31, 1998: |                      | \$                                    |

The following is a summary of stock options outstanding at December 31, 1998:

| Exercise Price<br>Range | Number<br>Outstanding | Weighted<br>Average Life<br>Remaining | Weighted<br>Average<br>Exercise Price | Options<br>Exercisable |
|-------------------------|-----------------------|---------------------------------------|---------------------------------------|------------------------|
|                         |                       |                                       |                                       |                        |

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# U.S. TelePacific Corp.

## Notes to the Financial Statements

The Company has elected to follow Accounting Principles Board Opinion No. 25, "Accounting for Stock Issued to Employees," ("APB 25") and related interpretations in accounting for its employee stock options. Under APB 25, compensation expense is recognized based on the amount by which the fair value of the underlying common stock exceeds the exercise price of stock options at the date of grant.

The Company has adopted the disclosure-only provisions of SFAS No. 123, "Accounting and disclosure of Stock-Based Compensation". Had compensation expense for the Company's Plan been determined based on the fair value method of accounting for stock-based compensation, the Company's net loss for the year ended December 31, 1998 would have increased by \$ . For the purposes of determining this compensation expense, the fair value of each option grant is estimated on the grant date using the Black Scholes option pricing model with the following weighted average assumptions used for grants during the year ended December 31, 1998: No dividend yield, risk free interest rate of 4.78%, expected volatility of nil and expected term of five years.

### NOTE 7: INCOME TAXES

As of December 31, 1998, the Company had a net operating loss carryforward of approximately \$ , which is available to offset future taxable income, if any, through 2013 for federal taxes and 2003 for state taxes, subject to the limitations of Internal Revenue Code Section 382 relating to changes in ownership of the Company, and other state limitations.

Components of deferred income taxes for December 31, 1998, are as follows:

|                                       |      |
|---------------------------------------|------|
| Deferred Tax Assets:                  |      |
| Net operating loss carryforwards..... | \$1  |
| Deferred Tax Liabilities:             |      |
| Depreciation.....                     |      |
| Net Deferred Tax Asset.....           |      |
| Valuation Allowance.....              |      |
| Net Deferred Income Tax Asset.....    | \$ - |

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# U.S. TelePacific Corp.

## Notes to the Financial Statements

### NOTE 9: RELATED PARTY TRANSACTIONS

Justice Technology Corporation, a shareholder of the Company and who is controlled by the Company's Chairman of the Board and Chief Executive Officer is paid for services rendered and equipment purchased on behalf of the Company. Equipment is transferred to the Company at cost. Such amounts totaled \$\_\_\_\_\_ for the year ended December 31, 1998, of which approximately \$\_\_\_\_\_ was owed to Justice Technology at December 31, 1998 and is included in accounts payable on the accompanying balance sheet. It is anticipated that Justice Technology will continue to provide limited services on behalf of the Company in the future.

### NOTE 10: SUBSEQUENT EVENTS

On March 17, 1999, the Company sold an additional \_\_\_\_\_ shares of its common stock for cash of \$\_\_\_\_\_.

On April 7, 1999, the Company sold an additional \_\_\_\_\_ shares of its common stock for cash of \$\_\_\_\_\_.

On April 12, 1999, the Company completed the acquisition of Digital Velocity, an internet service provider and web hosting firm based in Los Angeles in exchange for \_\_\_\_\_ common stock options of the Company with an exercise price of \$\_\_\_\_\_ per share.

On April 14, 1999, the Company amended its Articles of Incorporation authorizing the Company to issue two classes of stock to be designated, respectively, "Preferred Stock" and "Common Stock". The total number of shares which the Company shall have authority to issue is \_\_\_\_\_ shares Preferred Stock and \_\_\_\_\_ shares Common Stock).

On April 14, 1999, the Company agreed to a \$\_\_\_\_\_ investment offer from Rader Reinfrank & Co., LLC and issued 150 shares of Series A Convertible Preferred Stock at \$\_\_\_\_\_ per share with a liquidation preference.

**CONFIDENTIAL**

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March 28, 2000

VIA OVERNIGHT DELIVERY

Florida Public Service Commission  
Division of Administration  
2540 Shumard Oak Blvd.  
Gunter Bldg.  
Tallahassee, Florida 32399-0850

000378-TX

Re: US TelePacific Corp. d/b/a TelePacific Communications  
**CONFIDENTIAL TREATMENT REQUESTED**

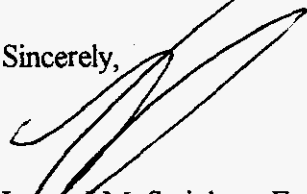
Dear Sir/Madam:

Enclosed please find three (3) copies of US TelePacific Corp. d/b/a TelePacific Communication's audited financial statements for the year ended December 31, 1998 and unaudited financial statements for the period ended September 30, 1999, which is being filed in conjunction with US TelePacific Corp. d/b/a TelePacific Communication's Application for Authority to Provide **Alternate Local** Exchange Telecommunications Service Within the State of Florida. The Applicant hereby requests confidential treatment for its financial information.

I have enclosed one original copy and two edited copies in which the information claimed as confidential is blacked out.

Please return a stamped copy of the extra copy of this letter in the enclosed preaddressed prepaid envelope. If you have any questions, please do not hesitate to call me. Thank you for your attention to this matter.

Sincerely,



Lance J.M. Steinhart, Esq.  
Attorney for US TelePacific Corp. d/b/a TelePacific Communications

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Enclosures

cc: Jane Delahanty

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