HEALTHWAREHOUSE.COM, INC.

FORM 8-K
(Current report filing)

Filed 05/14/15 for the Period Ending 05/14/15

Address 7107 INDUSTRIAL ROAD
          FLORENCE, KY 41042
Telephone (513) 618-0911
CIK 0000754813
Symbol HEWA
SIC Code 5912 - Drug Stores and Proprietary Stores
Industry Retail (Drugs)
Sector Services
Fiscal Year 12/31
Date of Report (Date of earliest event reported): May 14, 2015 (May 14, 2015)

HealthWarehouse.com, Inc.
(Exact Name of Registrant as Specified in Charter)

Delaware 0-13117 22-2413505
(State or other jurisdiction (Commission File Number) (IRS Employer
of incorporation) Identification No.)

7107 Industrial Road
Florence, Kentucky 41042
(Address of principal executive offices) (Zip Code)

Registrant’s telephone number, including area code: (800) 748-7001

Not Applicable
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
☐ Pre-commencement communications pursuant to Rule 13e-4 (c) under the Exchange Act (17 CFR 240.13e-4(c))
Item 2.02  Results of Operations and Financial Condition

On May 14, 2015, Healthwarehouse.com, Inc. (the “Company”) issued a press release announcing its results of operations for the three months ended March 31, 2015. A copy of the press release is included as Exhibit 99.1 and is incorporated herein by reference.

Item 9.01  Financial Statements and Exhibits

(a) Not applicable.
(b) Not applicable.
(c) Not applicable.
(d) Exhibits

The following exhibits are included herewith.

<table>
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<tr>
<th>Exhibit Number</th>
<th>Description</th>
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<tr>
<td>99.1</td>
<td>Press Release, dated May 14, 2015, regarding the Company’s results of operations for the three months ended March 31, 2015*</td>
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*The press release furnished as Exhibit 99.1 shall not be deemed to be “filed” for purposes of Section 18 of the Securities Exchange Act of 1934 nor shall it be deemed to be incorporated by reference in any filing under the Securities Act of 1933 or the Securities Exchange Act of 1934.
SIGNATURES

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

HEALTHWAREHOUSE.COM, INC.

Date: May 14, 2015

By: /s/ Lalit Dhadphale
   Lalit Dhadphale
   President and Chief Executive Officer
HealthWarehouse.com Reports 9.3% Sales Growth Quarter over Quarter  
Net Loss Narrows by 65.6% While Gross Margin Remains Steady at 61%  

(CINCINNATI, OH, May 14, 2015) -- HealthWarehouse.com, Inc. (OTCQB:HEWA), the only VIPPS accredited online and mail-order pharmacy licensed in all 50 states, today announced financial results for the quarter ended March 31, 2015.

For the quarter ended March 31, 2015, net sales improved to $1,612,676 up 9.3% from the prior quarter ended December 31, 2014. Gross margin remained steady at 61% while net loss narrowed by 65.6% to ($200,788) from the quarter ended March 31, 2015 from ($582,340) for the quarter ended December 31, 2014.

For the quarter ended March 31, 2015, HEWA reported adjusted EBITDAS of ($65,406), vs. adjusted EBITDAS of ($392,436) for the quarter ended December 31, 2014, an improvement of 82.9%. The Company believes that adjusted EBITDAS (Earnings Before Interest, Taxes, Depreciation, Amortization and Stock-Based Compensation), a non-GAAP financial measure, is useful in evaluating its operating performance compared to that of other companies in our industry.

“Our renewed focus to serve online consumers who pay out of pocket for their prescriptions has begun to show gains financially with core online prescription and over-the-counter (OTC) revenue growth and significantly reduced net losses. Moreover, evidence that we are providing a valuable service is shared daily in our customer reviews,” said Mr. Lalit Dhadphale, President & CEO of HealthWarehouse.com.

A customer recently shared the following review, “These guys are awesome! I’ve been dealing with HealthWarehouse.com for a good many years and have never been anything but satisfied. I take quite a bit of medication and their prices for generics have been even lower than my copay with my insurance when I had been working. Now that I’m on Medicare, I have a Part D plan for medication. Some generic drugs I take aren’t even covered by the plan. So, I get them through HealthWarehouse.com. Reasonable prices, quick delivery, exceptional customer service.”

1st Quarter 2015 Highlights:

- **Net Sales:** Increased by $137,421 or 9.3% compared to the 4th Quarter of 2014, due to increased advertising activity, specifically with Google.

- **Gross Profit:** Increased by $75,498 or 8.3% compared to the 4th Quarter of 2014 due to the sales growth while holding margins steady at 61%.

- **SG&A Expenses:** Declined by $576,756 or 34.2% compared to the 4th Quarter of 2014, primarily due to reductions in stock based compensation, litigation settlement and legal expenses.

- **Net Loss:** Declined by $381,552 or 65.5% compared to the 4th Quarter of 2014 as a result of the increased net sales and reduced operating expenses as detailed above.
About HealthWarehouse.com

HealthWarehouse.com, Inc. (OTCQB:HEWA) is a trusted VIPPS accredited online pharmacy based in Florence, Kentucky. The Company is focused on the growing out of pocket prescription market, which is expected to grow to $80 billion in 2015. With a mission to provide affordable healthcare to every American by focusing on technology that is revolutionizing prescription delivery, HealthWarehouse.com has become the largest VIPPS accredited online pharmacy in the United States.


Forward-Looking Statements

This announcement contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Actual results may differ significantly from management's expectations. These forward-looking statements involve risks and uncertainties that include, among others, risks related to competition, management of growth, new products, services and technologies, potential fluctuations in operating results, international expansion, outcomes of legal proceedings and claims, fulfillment center optimization, seasonality, commercial agreements, acquisitions and strategic transactions, foreign exchange rates, system interruption, inventory, government regulation and taxation, payments and fraud. More information about factors that potentially could affect HealthWarehouse.com's financial results is included in HealthWarehouse.com's filings with the Securities and Exchange Commission, including its most recent Annual Report on Form 10-K and subsequent filings.

Use of Non-GAAP Measures

HealthWarehouse.com, Inc. (the "Company") prepares its consolidated financial statements in accordance with the United States generally accepted accounting principles ("U.S. GAAP"). In addition to disclosing financial results prepared in accordance with U.S. GAAP, the Company discloses information regarding adjusted EBITDAS, which differs from the term EBITDA as it is commonly used. In addition to adjusting operating loss to exclude interest, depreciation and amortization, adjusted EBITDAS also excludes stock issued for services, and certain other non-cash charges. Adjusted EBITDAS is not a measure of performance defined in accordance with U.S. GAAP. However, adjusted EBITDAS is used internally in planning and evaluating the Company’s performance. Accordingly, management believes that disclosure of this metric offers investors, bankers and other shareholders an additional view of the Company’s operations that, when coupled with the GAAP results, provides a more complete understanding of the Company’s financial results.

Adjusted EBITDAS should not be considered as an alternative to net loss or to net cash used in operating activities as a measure of operating results or of liquidity. It may not be comparable to similarly titled measures used by other companies, and it excludes financial information that some may consider important in evaluating the Company’s performance. A reconciliation of U.S. GAAP net loss to adjusted EBITDAS is included in the accompanying financial schedules.

Contact

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