

RingCentral Inc
Form 10-Q
May 02, 2014

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, DC 20549

FORM 10-Q

(Mark One)

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

For the quarterly period ended March 31, 2014

OR

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

For the transition period from _____ to _____

Commission File Number: 001-36089

RingCentral, Inc.

(Exact Name of Registrant as Specified in its Charter)

Delaware 94-3322844
(State or other jurisdiction) (I.R.S. Employer

of incorporation or organization) Identification No.)

1400 Fashion Island Boulevard, Suite 700

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San Mateo, California 94404

(Address of principal executive offices)

(650) 472-4100

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer Accelerated filer
Non-accelerated filer (do not check if a smaller reporting company) Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

As of April 28, 2014, there were 28,311,061 shares of Class A Common Stock issued and outstanding and 38,675,124 shares of Class B Common Stock outstanding.

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SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS

This Quarterly Report on Form 10-Q contains forward-looking statements that are based on our management's beliefs and assumptions and on information currently available to our management. The forward-looking statements are contained principally in, but not limited to, the sections titled "Risk Factors," and "Management's Discussion and Analysis of Financial Condition and Results of Operations." Forward-looking statements include all statements that are not historical facts and can be identified by terms such as "anticipates," "believes," "could," "seeks," "estimates," "expects," "intends," "may," "plans," "potential," "predicts", "projects," "should," "will," "would" or similar expressions and the negative terms. Forward-looking statements include, but are not limited to, statements about:

- our future financial performance;
- our anticipated growth and growth strategies and our ability to effectively manage that growth and effect these strategies;
- anticipated trends, developments and challenges in our business and in the markets in which we operate;
- our ability to anticipate and adapt to future changes in our industry;
- our ability to anticipate market needs and develop new and enhanced products and services to meet those needs, and our ability to successfully monetize them;
- maintaining and expanding our customer base
- maintaining, expanding and responding to changes in our relationships with other companies;
- the impact of competition in our industry and innovation by our competitors;
- our ability to sell our products;
- our ability to expand our business to larger customers and internationally;
- the impact of seasonality on our business;
- the impact of any failure of our solutions or solution innovations;
- our reliance on our third-party service providers;
- the potential effect on our business of litigation to which we may become a party;
- our liquidity and working capital requirements;
- the estimates and estimate methodologies used in preparing our consolidated financial statements; and
- the political environment and stability in the regions in which we or our subcontractors operate

Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. We discuss these risks in greater detail in the section entitled "Risk Factors" and elsewhere in this Quarterly Report on Form 10-Q. Given these uncertainties, you should not place undue reliance on these forward-looking statements. Also, forward-looking statements represent our management's beliefs and assumptions only as of the date of this Quarterly Report on Form 10-Q. You should read this Quarterly Report on Form 10-Q completely and with the understanding that our actual future results may be materially different from what we expect.

Except as required by law, we assume no obligation to update these forward-looking statements publicly, or to update the reasons actual results could differ materially from those anticipated in these forward looking statements, even if new information becomes available in the future.

PART I — FINANCIAL INFORMATION

Item 1. Financial Statements

RINGCENTRAL, INC.

CONDENSED CONSOLIDATED BALANCE SHEETS

(Unaudited, in thousands)

| | March 31, 2014 | December 31, 2013 |
|---|-------------------|-------------------------|
| Assets: | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 166,826 | \$ 116,378 |
| Accounts receivable, net | 3,873 | 3,045 |
| Inventory | 2,301 | 2,111 |
| Prepaid expenses and other current assets | 6,775 | 5,214 |
| Total current assets | 179,775 | 126,748 |
| Property and equipment, net | 19,164 | 16,660 |
| Other assets | 1,860 | 1,777 |
| Total assets | \$ 200,799 | \$ 145,185 |
| Liabilities and Stockholders' Equity | | |
| Current liabilities: | | |
| Accounts payable | \$ 2,706 | \$ 4,414 |
| Accrued liabilities | 29,826 | 20,559 |
| Current portion of capital lease obligation | 356 | 347 |
| Current portion of long-term debt | 9,714 | 9,871 |
| Deferred revenue | 18,315 | 16,552 |
| Total current liabilities | 60,917 | 51,743 |
| Long-term debt | 22,257 | 24,356 |
| Sales tax liability | 3,952 | 3,988 |
| Capital lease obligation | 125 | 247 |
| Other long-term liabilities | 1,786 | 1,336 |
| Total liabilities | 89,037 | 81,670 |
| Commitments and contingencies (Note 5) | | |
| Stockholders' equity: | | |
| Common stock | 7 | 6 |
| Additional paid-in capital | 254,824 | 193,574 |
| Accumulated other comprehensive loss | (410) | (310) |
| Accumulated deficit | (142,659) | (129,755) |
| Total stockholders' equity | 111,762 | 63,515 |

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| | | |
|--|-----------|-----------|
| Total liabilities and stockholders' equity | \$200,799 | \$145,185 |
|--|-----------|-----------|

See accompanying notes to condensed consolidated financial statements

RINGCENTRAL, INC.

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(Unaudited, in thousands, except per share data)

| | Three Months Ended March 31, | |
|--|------------------------------------|------------|
| | 2014 | 2013 |
| Revenues: | | |
| Services | \$43,850 | \$32,273 |
| Product | 4,412 | 3,252 |
| Total revenues | 48,262 | 35,525 |
| Cost of revenues: | | |
| Services | 13,714 | 10,709 |
| Product | 4,189 | 3,028 |
| Total cost of revenues | 17,903 | 13,737 |
| Gross profit | 30,359 | 21,788 |
| Operating expenses: | | |
| Research and development | 9,673 | 7,504 |
| Sales and marketing | 23,957 | 17,142 |
| General and administrative | 8,967 | 6,550 |
| Total operating expenses | 42,597 | 31,196 |
| Loss from operations | (12,238) | (9,408) |
| Other income (expense), net: | | |
| Interest expense | (601) | (639) |
| Other income (expense), net | (37) | (203) |
| Other income (expense), net | (638) | (842) |
| Loss before provision for income taxes | (12,876) | (10,250) |
| Provision for income taxes | 28 | 12 |
| Net loss | \$(12,904) | \$(10,262) |
| Net loss per common share: | | |
| Basic and diluted | \$(0.20) | \$ |