

BOTTOMLINE TECHNOLOGIES INC /DE/
Form 10-Q
February 08, 2008

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 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 December 31, 2007

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: 0-25259

Bottomline Technologies (de), Inc.
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of
incorporation or organization)

02-0433294
(I.R.S. Employer
Identification No.)

325 Corporate Drive
Portsmouth, New Hampshire
(Address of principal executive offices)

03801-6808
(Zip Code)

(603) 436-0700
(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 is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions of “large accelerated filer,” “accelerated filer” and “smaller reporting company” in Rule 12b-2 of the Exchange Act. (Check one):

Large Accelerated Filer

Accelerated Filer

Non-Accelerated Filer

Smaller Reporting Company

(Do not check if a smaller reporting company)

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

The number of shares outstanding of the registrant’s common stock as of January 31, 2008 was 24,930,238.

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PART I. FINANCIAL INFORMATION

Item 1. Financial Statements

Bottomline Technologies (de), Inc.
Unaudited Condensed Consolidated Balance Sheets
(in thousands)

	December 31, 2007	June 30, 2007
Assets		
Current assets:		
Cash and cash equivalents	\$ 70,160	\$ 38,997
Marketable securities	1,052	26,876
Accounts receivable, net of allowance for doubtful accounts and returns of \$1,453 at December 31, 2007 and \$1,590 at June 30, 2007	24,477	24,169
Other current assets	4,274	5,402
Total current assets	99,963	95,444
Property and equipment, net	8,053	8,270
Intangible assets, net	78,136	84,296
Other assets	1,529	1,784
Total assets	\$ 187,681	\$ 189,794
Liabilities and stockholders' equity		
Current liabilities:		
Accounts payable	\$ 5,783	\$ 6,650
Accrued expenses	7,831	8,475
Deferred revenue	25,364	24,998
Total current liabilities	38,978	40,123
Deferred revenue, non-current	2,076	2,498
Deferred income taxes	5,204	6,258
Other liabilities	816	479
Total liabilities	47,074	49,358
Stockholders' equity:		
Common stock	26	25
Additional paid-in capital	271,762	263,229
Accumulated other comprehensive income	7,549	8,292
Treasury stock	(17,524)	(11,285)
Accumulated deficit	(121,206)	(119,825)
Total stockholders' equity	140,607	140,436
Total liabilities and stockholders' equity	\$ 187,681	\$ 189,794

See accompanying notes.

Bottomline Technologies (de), Inc.
 Unaudited Condensed Consolidated Statements of Operations
 (in thousands, except per share amounts)

	Three Months Ended	
	December 31, 2007	2006
Revenues:		
Software licenses	\$ 3,393	\$ 4,082
Subscriptions and transactions	7,342	6,743
Service and maintenance	18,083	15,492
Equipment and supplies	3,014	3,334
Total revenues	31,832	29,651
Cost of revenues:		
Software licenses	237	186
Subscriptions and transactions	3,913	2,787
Service and maintenance (1)	7,556	7,401
Equipment and supplies	2,091	2,470
Total cost of revenues	13,797	12,844
Gross profit	18,035	16,807
Operating expenses:		
Sales and marketing (1)	7,847	8,226
Product development and engineering (1)	4,226	4,145
General and administrative (1)	4,727	5,227
Amortization of intangible assets	2,682	2,412