

IPG PHOTONICS CORP  
Form 10-Q  
May 08, 2012  
Table of Contents

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**FORM 10-Q**

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

For the quarterly period ended March 31, 2012

OR

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

Commission File Number 001-33155

**IPG PHOTONICS CORPORATION**

(Exact name of registrant as specified in its charter)

Edgar Filing: IPG PHOTONICS CORP - Form 10-Q

**Delaware**  
(State or other jurisdiction of  
incorporation or organization)

**04-3444218**  
(I.R.S. Employer  
Identification Number)

**50 Old Webster Road, Oxford, Massachusetts**  
(Address of principal executive offices)

**01540**  
(Zip code)

**(508) 373-1100**  
(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  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 May 3, 2012, there were 50,976,776 shares of the registrant's common stock issued and outstanding.

**Table of Contents**

**TABLE OF CONTENTS**

|  | <b>Page</b> |
|--|-------------|
| <u>Part I. Financial Information</u>   | 3           |
| <u>Item 1. Financial Statements</u>  | 3           |
| <u>Consolidated Balance Sheets: March 31, 2012 and December 31, 2011</u>                             | 3           |
| <u>Consolidated Statements of Income: Three Months Ended March 31, 2012 and 2011</u>                 | 4           |
| <u>Consolidated Statements of Comprehensive Income: Three Months Ended March 31, 2012 and 2011</u>   | 5           |
| <u>Consolidated Statements of Cash Flows: Three Months Ended March 31, 2012 and 2011</u>             | 6           |
| <u>Consolidated Statements of Equity: Three Months Ended March 31, 2012 and 2011</u>                 | 7           |
| <u>Notes to Consolidated Financial Statements</u>  | 8           |
| <u>Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations</u> | 14          |
| <u>Item 3. Quantitative and Qualitative Disclosures About Market Risk</u>                            | 20          |
| <u>Item 4. Controls and Procedures</u>   | 20          |
| <u>Part II. Other Information</u>  | 21          |
| <u>Item 1. Legal Proceedings</u>   | 21          |
| <u>Item 1A. Risk Factors</u>   | 21          |
| <u>Item 2. Unregistered Sales of Equity Securities and Use of Proceeds</u>                           | 21          |
| <u>Item 3. Defaults Upon Senior Securities</u>   | 21          |
| <u>Item 4. Mine Safety Disclosures</u>   | 21          |
| <u>Item 5. Other Information</u>   | 21          |
| <u>Item 6. Exhibits</u>  | 22          |
| <u>Signatures</u>  | 23          |
| EX-12.1 STATEMENT RE COMPUTATION OF EARNINGS TO FIXED CHARGES  |             |
| EX-31.1 CERTIFICATION OF CEO PURSUANT TO RULE 13a-14(a)  |             |
| EX-31.2 CERTIFICATION OF CFO PURSUANT TO RULE 13a-14(a)  |             |
| EX-32 CERTIFICATION OF CEO AND CFO PURSUANT TO SECTION 1350  |             |
| EX-101.INS XBRL INSTANCE DOCUMENT  |             |
| EX-101.SCH XBRL TAXONOMY EXTENSION SCHEMA  |             |
| EX-101.CAL XBRL TAXONOMY EXTENSION CALCULATION LINKBASE  |             |
| EX-101.LAB XBRL TAXONOMY EXTENSION LABEL LINKBASE  |             |
| EX-101.PRE XBRL TAXONOMY EXTENSION PRESENTATION LINKBASE   |             |
| EX-101.DEF XBRL TAXONOMY EXTENSION DEFINITION LINKBASE   |             |

**Table of Contents****PART I FINANCIAL INFORMATION****ITEM 1. UNAUDITED INTERIM FINANCIAL STATEMENTS****IPG PHOTONICS CORPORATION****CONSOLIDATED BALANCE SHEETS**

|  | March 31,<br>2012                                  | December 31,<br>2011 |
|--|--|----------------------|
|  | (In thousands, except share<br>and per share data) |                      |
| <b>ASSETS</b>  |  |                      |
| <b>CURRENT ASSETS:</b>   |  |                      |
| Cash and cash equivalents  | \$ 377,071   | \$ 180,234           |
| Short-term investments   | 18,451   | 25,451               |
| Accounts receivable, net   | 88,426   | 75,755               |
| Inventories, net   | 123,430  | 116,978              |
| Prepaid income taxes and income taxes receivable   | 14,434   | 13,285               |
| Prepaid expenses and other current assets  | 14,251   | 11,855               |
| Deferred income taxes, net   | 11,615   | 10,899               |
| <br>   |  |                      |
| Total current assets   | 647,678  | 434,457              |
| DEFERRED INCOME TAXES, NET   | 5,321  | 4,830                |
| INTANGIBLE ASSETS, NET   | 5,727  | 6,157                |
| PROPERTY, PLANT AND EQUIPMENT, NET   | 169,876  | 155,202              |
| OTHER ASSETS   | 6,303  | 7,486                |
| <br>   |  |                      |
| <b>TOTAL</b>   | <b>\$ 834,905</b>                                  | <b>\$ 608,132</b>    |
| <b>LIABILITIES AND EQUITY</b>  |  |                      |
| <b>CURRENT LIABILITIES:</b>  |  |                      |
| Revolving line-of-credit facilities  | \$ 9,652   | \$ 7,057             |
| Current portion of long-term debt  | 1,575  | 1,613                |
| Accounts payable   | 13,488   | 11,122               |
| Accrued expenses and other liabilities   | 44,014   | 47,285               |
| Deferred income taxes, net   | 9,690  | 5,405                |
| Income taxes payable   | 24,720   | 21,230               |
| <br>   |  |                      |
| Total current liabilities  | 103,139  | 93,712               |
| OTHER LONG-TERM LIABILITIES  | 9,881  | 8,961                |
| LONG-TERM DEBT, NET OF CURRENT PORTION   | 15,132   | 15,726               |
| <br>   |  |                      |
| Total liabilities  | 128,152  | 118,399              |
| REDEEMABLE NONCONTROLLING INTERESTS  | 48,387   | 46,123               |
| COMMITMENTS AND CONTINGENCIES (NOTE 13)  |  |                      |
| IPG PHOTONICS CORPORATION STOCKHOLDERS' EQUITY:  |  |                      |
| Common stock, \$0.0001 par value, 175,000,000 shares authorized; 50,967,452 shares issued and outstanding at March 31, 2012; 47,616,115 shares issued and outstanding at December 31, 2011 | 5  | 5                    |
| Additional paid-in capital   | 504,243  | 332,585              |
| Retained earnings  | 153,241  | 122,833              |
| Accumulated other comprehensive income (loss)  | 877  | (12,100)             |
| <br>   |  |                      |
| Total IPG Photonics Corporation stockholders' equity   | 658,366  | 443,323              |

Edgar Filing: IPG PHOTONICS CORP - Form 10-Q

NONCONTROLLING INTERESTS

287

|              |            |            |
|--------------|------------|------------|
| Total equity | 658,366    | 443,610    |
| TOTAL        | \$ 834,905 | \$ 608,132 |

See notes to consolidated financial statements.

Table of Contents

**IPG PHOTONICS CORPORATION**  
**CONSOLIDATED STATEMENTS OF INCOME**

|   | Three Months Ended March 31,<br>2012                      2011<br>(in thousands, except per share<br>data) |                  |
|---|--|------------------|
| NET SALES   | \$ 123,192   | \$ 99,958        |
| COST OF SALES   | 54,508   | 46,292           |
| <b>GROSS PROFIT</b>   | <b>68,684</b>  | <b>53,666</b>    |
| OPERATING EXPENSES:   |  |                  |
| Sales and marketing   | 5,132  | 4,948            |
| Research and development  | 7,140  | 5,731            |
| General and administrative                                      | 9,949  | 8,169            |
| Loss on foreign exchange  | 1,286  | 720              |
| Total operating expenses  | 23,507   | 19,568           |
| <b>OPERATING INCOME</b>   | <b>45,177</b>  | <b>34,098</b>    |
| OTHER EXPENSE, Net:   |  |                  |
| Interest expense, net   | (129)  | (206)            |
| Other (expense) income, net                                     | (1,094)  | 8                |
| Total other expense   | (1,223)  | (198)            |
| <b>INCOME BEFORE PROVISION FOR INCOME TAXES</b>                 | <b>43,954</b>  | <b>33,900</b>    |
| PROVISION FOR INCOME TAXES                                      | (13,406)   | (10,522)         |
| <b>NET INCOME</b>   | <b>30,548</b>  | <b>23,378</b>    |
| LESS: NET INCOME ATTRIBUTABLE TO NONCONTROLLING INTERESTS       | 633  | 310              |
| <b>NET INCOME ATTRIBUTABLE TO IPG PHOTONICS CORPORATION</b>     | <b>\$ 29,915</b>   | <b>\$ 23,068</b> |
| NET INCOME ATTRIBUTABLE TO IPG PHOTONICS CORPORATION PER SHARE: |  |                  |
| Basic   | \$ 0.63  | \$ 0.49          |
| Diluted   | \$ 0.61  | \$ 0.47          |
| WEIGHTED AVERAGE SHARES OUTSTANDING:                            |  |                  |
| Basic   | 48,446   | 47,099           |
| Diluted   | 49,582   | 48,690           |

See notes to consolidated financial statements.

**Table of Contents****IPG PHOTONICS CORPORATION****CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**

|   | <b>Three Months Ended March 31,</b> |               |
|---|-------------------------------------|---------------|
|   | <b>2012</b>                         | <b>2011</b>   |
|   | <b>(In thousands)</b>               |               |
| Net income  | \$ 30,548                           | \$ 23,378     |
| Other comprehensive income, net of tax:   |                                     |               |
| Translation adjustments   | 15,043                              | 13,599        |
| Unrealized gain on derivatives  | 57                                  | 115           |
| <b>Total other comprehensive income</b>   | <b>15,100</b>                       | <b>13,714</b> |
| Comprehensive income  | \$ 45,648                           | \$ 37,092     |
| Comprehensive income attributable to noncontrolling interest & redeemable noncontrolling interest | (2,765)                             | (949)         |
| Comprehensive income attributable to IPG Photonics Corporation                                    | \$ 42,883                           | \$ 36,143     |

See notes to consolidated financial statements.

**Table of Contents**

**IPG PHOTONICS CORPORATION**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**

|   | Three Months Ended March 31, |            |
|---|------------------------------|------------|
|   | 2012                         | 2011       |
|   | (In thousands)               |            |
| <b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>  |                              |            |
| Net income  | \$ 30,548                    | \$ 23,378  |
| Adjustments to reconcile net income to net cash provided by operating activities:   |                              |            |
| Depreciation and amortization   | 6,215                        | 5,658      |
| Deferred income taxes   | 2,854                        | 5,201      |
| Stock-based compensation  | 1,998                        | 2,607      |
| Losses on foreign currency transactions   | 1,747                        | 744        |
| Other   | 12                           | (293)      |
| Provisions for inventory, warranty & bad debt                                       | 3,799                        | 3,806      |
| Changes in assets and liabilities that provided (used) cash:                        |                              |            |
| Accounts receivable   | (12,203)                     | (2,086)    |
| Inventories   | (4,027)                      | (13,720)   |
| Prepaid expenses and other current assets   | (2,395)                      | (4,610)    |
| Accounts payable  | 702                          | 3,129      |
| Accrued expenses and other liabilities  | (6,383)                      | (5,975)    |
| Income and other taxes payable  | 5,186                        | (4,577)    |
| Tax benefit from exercise of employee stock options                                 | (1,048)                      | (3,108)    |
| Net cash provided by operating activities   | 27,005                       | 10,154     |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>  |                              |            |
| Purchases of property, plant and equipment and intangible assets                    | (13,779)                     | (9,587)    |
| Proceeds from short-term investments  | 7,001                        |            |
| Acquisition of businesses, net of cash acquired                                     |                              | (450)      |
| Other   | 149                          | 149        |
| Net cash used in investing activities   | (6,629)                      | (9,888)    |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>  |                              |            |
| Proceeds from line-of-credit facilities   | 5,027                        | 3,629      |
| Payments on line-of-credit facilities   | (2,333)                      | (4,044)    |
| Purchases of noncontrolling interests   | (700)                        |            |
| Principal payments on long-term borrowings  | (360)                        | (333)      |
| Exercise of employee stock options and issuances under employee stock purchase plan | 749                          | 4,884      |
| Tax benefit from exercise of employee stock options                                 | 1,048                        | 3,108      |
| Proceeds from follow-on public offering, net of offering expenses                   | 168,268                      |            |
| Net cash provided by financing activities   | 171,699                      | 7,244      |
| EFFECT OF CHANGES IN EXCHANGE RATES ON CASH AND CASH EQUIVALENTS                    | 4,762                        | 5,248      |
| NET INCREASE IN CASH AND CASH EQUIVALENTS   | 196,837                      | 12,758     |
| CASH AND CASH EQUIVALENTS Beginning of period                                       | 180,234                      | 147,860    |
| CASH AND CASH EQUIVALENTS End of period   | \$ 377,071                   | \$ 160,618 |

SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:



Edgar Filing: IPG PHOTONICS CORP - Form 10-Q

|  |    |       |    |       |
|--|----|-------|----|-------|
| Cash paid for interest   | \$ | 251   | \$ | 255   |
| Cash paid for income taxes   | \$ | 6,755 | \$ | 8,865 |
| Non-cash transactions:   |    |       |    |       |
| Demonstration units transferred from inventory to other assets   | \$ | 526   | \$ | 789   |
| Amounts related to acquisition of businesses included in accounts payable and accrued expenses and other liabilities | \$ |       | \$ | 882   |
| Additions to property, plant and equipment included in accounts payable  | \$ | 1,847 | \$ | 125   |
| Property purchase financed with debt   | \$ |       | \$ | 1,679 |

See notes to consolidated financial statements.

**Table of Contents**

**IPG PHOTONICS CORPORATION**  
**CONSOLIDATED STATEMENTS OF EQUITY**

|  | Three Months Ended March 31,                    |            |            |            |
|--|---|------------|------------|------------|
|  | 2012  |            | 2011       |            |
|  | (In thousands, except share and per share data) |            |            |            |
|  | Shares  | Amount     | Shares     | Amount     |
| <b>COMMON STOCK</b>  |   |            |            |            |
| Balance, beginning of year   | 47,616,115                                      | \$ 5       | 46,988,566 | \$ 5       |
| Exercise of stock options  | 101,337   |            | 239,670    |            |
| Common stock issued under employee stock purchase plan                 |   |            | 1,379      |            |
| Common stock issued in a public offering                               | 3,250,000                                       |            |            |            |
| Balance, end of period   | 50,967,452                                      | 5          | 47,229,615 | 5          |
| <b>ADDITIONAL PAID-IN CAPITAL</b>                                      |   |            |            |            |
| Balance, beginning of year   |   | 332,584    |            | 310,218    |
| Stock-based compensation   |   | 1,998      |            | 2,607      |
| Exercise of stock options and related tax benefit from exercise        |   | 1,797      |            | 4,866      |
| Common stock issued under employee stock purchase plan                 |   |            |            | 18         |
| Common stock issued in a public offering                               |   | 168,268    |            |            |
| Premium on purchase of noncontrolling interests ( NCI )                |   | (404)      |            |            |
| Balance, end of period   |   | 504,243    |            | 317,709    |
| <b>RETAINED EARNINGS</b>   |   |            |            |            |
| Balance, beginning of year   |   | 122,833    |            | 5,567      |
| Net income attributable to IPG Photonics Corporation                   |   | 29,915     |            | 23,068     |
| Adjustments to redemption value of redeemable noncontrolling interests |   | 493        |            |            |
| Balance, end of period   |   | 153,241    |            | 28,635     |
| <b>ACCUMULATED OTHER COMPREHENSIVE INCOME</b>                          |   |            |            |            |
| Balance, beginning of year   |   | (12,100)   |            | 810        |
| Translation adjustments  |   | 15,043     |            | 13,599     |
| Unrealized gain on derivatives, net of tax                             |   | 57         |            | 115        |
| Attribution to NCI & redeemable NCI                                    |   | (2,123)    |            | (634)      |
| Balance, end of period   |   | 877        |            | 13,890     |
| TOTAL IPG PHOTONICS CORPORATION STOCKHOLDERS EQUITY                    |   | 658,366    |            | 360,239    |
| <b>NONCONTROLLING INTERESTS</b>  |   |            |            |            |
| Balance, beginning of year   |   | 287        |            | 203        |
| Net income attributable to NCI   |   |            |            | 2          |
| Purchase of NCI  |   | (700)      |            |            |
| Other comprehensive income attributable to NCI                         |   | 9          |            | 5          |
| Premium on purchase of NCI   |   | 404        |            |            |
| Balance, end of period   |   |            |            | 210        |
| TOTAL EQUITY   |   | \$ 658,366 |            | \$ 360,449 |

Edgar Filing: IPG PHOTONICS CORP - Form 10-Q

See notes to consolidated financial statements.

**Table of Contents****IPG PHOTONICS CORPORATION****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS****(In thousands, except share and per share data)****1. BASIS OF PRESENTATION**

The accompanying unaudited consolidated financial statements have been prepared by IPG Photonics Corporation, or IPG, we, our, or the Company. Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been condensed or omitted pursuant to the rules and regulations of the Securities and Exchange Commission (SEC). The consolidated financial statements include our accounts and those of our subsidiaries. All intercompany balances have been eliminated in consolidation. These consolidated financial statements should be read in conjunction with the consolidated financial statements and notes thereto in our Annual Report on Form 10-K for the year ended December 31, 2011.

In the opinion of our management, the unaudited financial information for the interim periods presented reflects all adjustments necessary for a fair presentation of our financial position, results of operations and cash flows. The results reported in these consolidated financial statements are not necessarily indicative of results that may be expected for the entire year.

We have evaluated subsequent events through the time of filing this Quarterly Report on Form 10-Q with the SEC.

**2. RECENT ACCOUNTING PRONOUNCEMENTS**

In June 2011, FASB issued Accounting Standards Updates No. 2011-05, Comprehensive Income (Topic 220): Presentation of Comprehensive Income (ASU No. 2011-05), which amends current comprehensive income guidance. This accounting update eliminated the option to present the components of other comprehensive income as part of the statement of stockholders' equity. Instead, the Company must report comprehensive income in either a single continuous statement of comprehensive income which contains two sections, net income and other comprehensive income, or in two separate but consecutive statements. The Company adopted ASU 2011-05 in the first quarter of 2012. This adoption did not have an impact on the statement of financial condition as it only required a change in the ordering of our financial statements.

**3. INVENTORIES, NET**

Inventories consist of the following:

|                              | <b>March 31,<br/>2012</b> | <b>December 31,<br/>2011</b> |
|------------------------------|---------------------------|------------------------------|
| Components and raw materials | \$ 42,380                 | \$ 41,107                    |
| Work-in-process              | 45,614                    | 40,380                       |
| Finished goods               | 35,436                    | 35,491                       |
| Total                        | \$ 123,430                | \$ 116,978                   |

The Company recorded inventory provisions totaling \$1,850 and \$1,049 for the three months ended March 31, 2012 and 2011, respectively. These provisions relate to the recoverability of the value of inventories due to technological changes and excess quantities. These provisions are reported as a reduction to components and raw materials and finished goods.

**Table of Contents****4. ACCRUED EXPENSES AND OTHER LIABLILITES**

Accrued expenses and other liabilities consist of the following:

|  | <b>March 31,<br/>2012</b> | <b>December 31,<br/>2011</b> |
|--|---------------------------|------------------------------|
| Accrued compensation                   | \$ 12,980                 | \$ 21,453                    |
| Customer deposits and deferred revenue | 17,496                    | 15,317                       |
| Current portion of accrued warranty    | 6,741                     | 6,186                        |
| Other                                  | 6,797                     | 4,329                        |
| <b>Total</b>                           | <b>\$ 44,014</b>          | <b>\$ 47,285</b>             |

**5. FINANCING ARRANGEMENTS**

The Company's borrowings under existing financing arrangements consist of the following:

|  | <b>March 31,<br/>2012</b> | <b>December 31,<br/>2011</b> |
|--|---------------------------|------------------------------|
| <b>Revolving line-of-credit facilities:</b>        |                           |                              |
| Other European facilities                          | \$ 507                    | \$ 393                       |
| European line-of-credit                            | 4,212                     | 2,421                        |
| Foreign subsidiary drawings on U.S. line-of-credit | 4,933                     | 4,243                        |
| <b>Total</b>                                       | <b>\$ 9,652</b>           | <b>\$ 7,057</b>              |
| <b>Term debt:</b>                                  |                           |                              |
| U.S. long-term note                                | \$ 15,000                 | \$ 15,333                    |
| Other notes payable                                | 1,707                     | 2,006                        |
| Less: current portion                              | (1,575)                   | (1,613)                      |
| <b>Total long-term debt</b>                        | <b>\$ 15,132</b>          | <b>\$ 15,726</b>             |

The U.S. line of credit is available to certain foreign subsidiaries and allows for borrowings in the local currencies of those subsidiaries.

**Table of Contents****6. NET INCOME ATTRIBUTABLE TO IPG PHOTONICS CORPORATION PER SHARE**

The following table sets forth the computation of diluted net income attributable to IPG Photonics Corporation per share:

|  | <b>Three Months Ended<br/>March 31,</b> |             |
|--|---|-------------|
|  | <b>2012</b>                             | <b>2011</b> |
| Net income attributable to IPG Photonics Corporation                   | \$ 29,915                               | \$ 23,068   |
| Adjustments to redemption value of redeemable noncontrolling interests | 493                                     |             |
| Net income attributable to common stockholders                         | 30,408                                  | 23,068      |
| Weighted average shares  | 48,446                                  | 47,099      |
| Dilutive effect of common stock equivalents                            | 1,136                                   | 1,591       |
| Diluted weighted average common shares                                 | 49,582                                  | 48,690      |
| Basic net income attributable to IPG Photonics Corporation per share   | \$ 0.62                                 | \$ 0.49     |
| Adjustments to redemption value of redeemable noncontrolling interests | 0.01                                    |             |
| Basic net income attributable to common stockholders                   | \$ 0.63                                 | \$ 0.49     |
| Diluted net income attributable to IPG Photonics Corporation per share | \$ 0.60                                 | \$ 0.47     |
| Adjustments to redemption value of redeemable noncontrolling interests | 0.01                                    |             |
| Diluted net income attributable to common stockholders                 | \$ 0.61                                 | \$ 0.47     |

The computation of diluted weighted average common shares excludes options to purchase 363,000 and 250,000 shares for the three months ended March 31, 2012 and 2011, respectively, because these options were out-of-the-money.

**7. DERIVATIVE FINANCIAL INSTRUMENTS**

Our primary market exposures are to interest rates and foreign exchange rates. We use certain derivative financial instruments to help manage these exposures. We execute these instruments with financial institutions we judge to be credit-worthy. We do not hold or issue derivative financial instruments for trading or speculative purposes.

We recognize all derivative financial instruments as either assets or liabilities at fair value in the consolidated balance sheets. We have used foreign currency forward contracts as cash flow hedges of forecasted intercompany settlements denominated in foreign currencies of major industrial countries. We have no outstanding foreign currency forward contracts. We have interest rate swaps that are classified as a cash flow hedge of our variable rate debt. We have no derivatives that are not accounted for as a hedging instrument.

*Cash flow hedges* Our cash flow hedges are interest rate swaps under which we pay fixed rates of interest. The fair value amounts in the consolidated balance sheet were:

|                    | <b>Notional Amounts<sup>1</sup></b> |                              | <b>Other Assets</b>       |                              | <b>Other Long-Term Liabilities</b> |                              |
|--------------------|-------------------------------------|------------------------------|---------------------------|------------------------------|------------------------------------|------------------------------|
|                    | <b>March 31,<br/>2012</b>           | <b>December 31,<br/>2011</b> | <b>March 31,<br/>2012</b> | <b>December 31,<br/>2011</b> | <b>March 31,<br/>2012</b>          | <b>December 31,<br/>2011</b> |
| Interest rate swap | \$ 15,000                           | \$ 15,333                    | \$                        | \$                           | \$ 1,132                           | \$ 1,223                     |
| Total              | \$ 15,000                           | \$ 15,333                    | \$                        | \$                           | \$ 1,132                           | \$ 1,223                     |

- (1) Notional amounts represent the gross contract/notional amount of the derivatives outstanding.

**Table of Contents**

The derivative gains (losses) in the consolidated statements of income related to our interest rate swap contracts were as follows:

|  | <b>Three Months Ended<br/>March 31,</b> |             |
|--|---|-------------|
|  | <b>2012</b>                             | <b>2011</b> |
| Effective portion recognized in other comprehensive (loss)gain, pretax:                          |   |             |
| Interest rate swap   | \$ 241                                  | \$ 339      |
| Effective portion reclassified from other comprehensive (loss) gain to interest expense, pretax: |   |             |
| Interest rate swap   | \$ (150)                                | \$ (155)    |
| Ineffective portion recognized in income:  |   |             |
| Interest rate swap   | \$                                      | \$          |

**8. REDEEMABLE NONCONTROLLING INTERESTS**

Redeemable noncontrolling interests ( NCI ) reported in the accompanying consolidated financial statements as of March 31, 2012 consist of 22.5% of the Company's Russian subsidiary, NTO IRE-Polus ( NTO ).

|   | <b>Redeemable<br/>Noncontrolling<br/>Interest</b> |
|---|---|
| Balance at January 1, 2012                                | \$ 46,123   |
| Net income attributable to redeemable NCI                 | 634   |
| Adjustments to redemption value                           | (493)   |
| Other comprehensive income attributable to redeemable NCI | 2,123   |
| Balance at March 31, 2012                                 | \$ 48,387   |

**9. FAIR VALUE MEASUREMENTS**

Our financial instruments consist of accounts receivable, auction rate securities, accounts payable, drawings on revolving lines of credit, long-term debt and certain derivative instruments.

The valuation techniques used to measure fair value are based upon observable and unobservable inputs. Observable inputs reflect market data obtained from independent sources, while unobservable inputs reflect internal market assumptions. These two types of inputs create the following fair value hierarchy: Level 1, defined as observable inputs such as quoted prices for identical instruments in active markets; Level 2, defined as inputs other than quoted prices in active markets that are either directly or indirectly observable; and Level 3, defined as unobservable inputs for which little or no market data exists, therefore requiring an entity to develop its own assumptions.

The carrying amounts of accounts receivable, accounts payable and drawings on revolving lines of credit are considered reasonable estimates of their fair market value, due to the short maturity of these instruments or as a result of the competitive market interest rates, which have been negotiated. If measured at fair value, accounts receivable and accounts payable would be classified as Level 3 and drawings on the revolving lines of credit would be classified as Level 2.



**Table of Contents**

The following table presents information about our assets and liabilities measured at fair value:

|                                   | Fair Value Measurements at<br>March 31, 2012 |                   |                 |                 |
|-----------------------------------|--|-------------------|-----------------|-----------------|
|                                   | Total  | Level 1           | Level 2         | Level 3         |
| <b>Assets</b>                     |  |                   |                 |                 |
| Money market funds                | \$ 18,483                                    | \$ 18,483         | \$              | \$              |
| Treasury bills                    | 158,983                                      | 158,983           |                 |                 |
| Time deposits                     | 32,267                                       | 32,267            |                 |                 |
| Auction rate securities           | 1,106  |                   |                 | 1,106           |
| <b>Total assets</b>               | <b>\$ 210,839</b>                            | <b>\$ 209,733</b> | <b>\$</b>       | <b>\$ 1,106</b> |
| <b>Liabilities</b>                |  |                   |                 |                 |
| Contingent purchase consideration | \$ 597                                       | \$                | \$              | \$ 597          |
| Warrant                           | 77   |                   |                 | 77              |
| Interest rate swaps               | 1,132  |                   | 1,132           |                 |
| <b>Total liabilities</b>          | <b>\$ 1,806</b>                              | <b>\$</b>         | <b>\$ 1,132</b> | <b>\$ 674</b>   |

|                                   | Fair Value Measurements at<br>December 31, 2011 |                   |                 |                 |
|-----------------------------------|---|-------------------|-----------------|-----------------|
|                                   | Total   | Level 1           | Level 2         | Level 3         |
| <b>Assets</b>                     |   |                   |                 |                 |
| Money market funds                | \$ 18,466                                       | \$ 18,466         | \$              | \$              |
| Treasury bills                    | 58,994  | 58,994            |                 |                 |
| Time deposits                     | 33,513  | 33,513            |                 |                 |
| Auction rate securities           | 1,104   |                   |                 | 1,104           |
| <b>Total assets</b>               | <b>\$ 112,077</b>                               | <b>\$ 110,973</b> | <b>\$</b>       | <b>\$ 1,104</b> |
| <b>Liabilities</b>                |   |                   |                 |                 |
| Contingent purchase consideration | \$ 999  | \$                | \$              | \$ 999          |
| Warrant                           | 77  |                   |                 | 77              |
| Interest rate swaps               | 1,223   |                   | 1,223           |                 |
| <b>Total liabilities</b>          | <b>\$ 2,299</b>                                 | <b>\$</b>         | <b>\$ 1,223</b> | <b>\$ 1,076</b> |

The fair value of the auction rate securities considered prices observed in inactive secondary markets for the securities held by the Company.

The fair value of the accrued contingent consideration incurred was determined using an income approach at the acquisition date and reporting date. That approach is based on significant inputs that are not observable in the market. Key assumptions include assessing the probability of meeting certain milestones required to earn the contingent consideration. During the first quarter of 2012, the Company determined a final payment of contingent consideration and other related matters in association with the purchase of a technology company, increased the liability by \$987 and reclassified the revised obligation to accrued expenses. As the payment is now fixed, it is no longer measured at its fair value.

**Table of Contents**

|  | <b>Three Months Ended<br/>March 31,</b> |             |
|--|---|-------------|
|  | <b>2012</b>                             | <b>2011</b> |
| <b>Auction Rate Securities</b>           |   |             |
| Balance, beginning of period             | \$ 1,104                                | \$ 921      |
| Period transactions                      |   |             |
| Change in fair value                     | 2                                       | (51)        |
| Redeemed by issuers at par               |   |             |
| Balance, end of period                   | \$ 1,106                                | \$ 870      |
| <b>Contingent Purchase Consideration</b> |   |             |
| Balance, beginning of period             | \$ 999                                  | \$ 685      |
| Period transactions                      |   | 282         |
| Negotiated adjustment                    | 987                                     |             |
| Change in fair value                     | 28                                      | 56          |
| Reclass of negotiated adjustment         | (1,417)                                 |             |
| Balance, end of period                   | \$ 597                                  | \$ 1,023    |
| <b>Warrant</b>                           |   |             |
| Balance, beginning of period             | \$ 77                                   | \$ 180      |
| Period transactions                      |   |             |
| Change in fair value                     |   |             |
| Balance, end of period                   | \$ 77                                   | \$ 180      |

**10. INTANGIBLES**

| (In thousands)                       | <b>March 31, 2012</b>            |                                     |                                |                                    | <b>December 31, 2011</b>         |                                     |                                |                                    |
|--------------------------------------|----------------------------------|-------------------------------------|--------------------------------|------------------------------------|----------------------------------|-------------------------------------|--------------------------------|------------------------------------|
|                                      | <b>Gross Carrying<br/>Amount</b> | <b>Accumulated<br/>Amortization</b> | <b>Net Carrying<br/>Amount</b> | <b>Weighted-<br/>Average Lives</b> | <b>Gross Carrying<br/>Amount</b> | <b>Accumulated<br/>Amortization</b> | <b>Net Carrying<br/>Amount</b> | <b>Weighted-<br/>Average Lives</b> |
| <b>Amortizable intangible assets</b> |                                  |                                     |                                |                                    |                                  |                                     |                                |                                    |
| Patents                              | \$ 4,664                         | \$ (3,506)                          | \$ 1,158                       | 6 Years                            | \$ 4,664                         | \$ (3,278)                          | \$ 1,386                       | 6 Years                            |
| Customer relationships               | 3,678                            | (1,858)                             | 1,820                          | 5 Years                            | 3,567                            | (1,619)                             | 1,948                          | 5 Years                            |
| Production know-how                  | 2,531                            | (628)                               | 1,903                          | 9 Years                            | 2,477                            | (547)                               | 1,930                          | 9 Years                            |
| Technology licenses                  | 1,190                            | (344)                               | 846                            | 4 Years                            | 1,155                            | (262)                               | 893                            | 4 Years                            |
|                                      | \$ 12,063                        | \$ (6,336)                          | \$ 5,727                       |                                    | \$ 11,863                        | \$ (5,706)                          | \$ 6,157                       |                                    |

The Company completed an acquisition through its Italian subsidiary in the first quarter of 2011. Consideration included cash payments aggregating \$900 and contingent consideration with an aggregate fair value of \$282. Net assets acquired primarily consisted of intangible assets related to software aggregating \$1,182.

Amortization expense for the three months ended March 31, 2012 and March 31, 2011 was \$551 and \$604, respectively. The estimated future amortization expense for intangibles as of March 31, 2012 for the remainder of 2012 and subsequent years is as follows:

| <b>2012</b> | <b>2013</b> | <b>2014</b> | <b>2015</b> | <b>2016</b> | <b>Thereafter</b> | <b>Total</b> |
|-------------|-------------|-------------|-------------|-------------|-------------------|--------------|
| \$1,626     | \$ 1,378    | \$ 1,194    | \$ 498      | \$ 283      | \$ 748            | \$ 5,727     |

**Table of Contents****11. PRODUCT WARRANTIES**

The Company typically provides one to three-year parts and service warranties on lasers and amplifiers. Most of the Company's sales offices provide support to customers in their respective geographic areas. Warranty reserves have generally been sufficient to cover product warranty repair and replacement costs. The following table summarizes product warranty activity recorded during the three months ended March 31, 2012 and 2011.

|                                      | 2012     | 2011     |
|--------------------------------------|----------|----------|
| Balance at January 1                 | \$ 8,631 | \$ 6,917 |
| Provision for warranty accrual       | 1,420    | 1,648    |
| Warranty claims and other reductions | (1,082)  | (521)    |
| Foreign currency translation         | 267      | 372      |
| Balance at March 31                  | \$ 9,236 | \$ 8,416 |

Accrued warranty reported in the accompanying consolidated financial statements as of March 31, 2012 and December 31, 2011 consist of \$6,741 and \$6,186 in accrued expenses and other liabilities and \$2,495 and \$2,445 in other long-term liabilities, respectively.

**12. INCOME TAXES**

A reconciliation of the total amounts of unrecognized tax benefits is as follows:

|  | 2012     |
|--|----------|
| Balance at January 1                           | \$ 4,509 |
| Settlements of prior period positions          |          |
| Gross decreases tax positions in prior periods |          |
| Gross increases tax positions in prior periods |          |
| Balance at March 31                            | \$ 4,509 |

Substantially all of the liability for uncertain tax benefits related to various federal, state and foreign income tax matters, would benefit the Company's effective tax rate, if recognized.

**13. COMMITMENTS AND CONTINGENCIES**

In November 2006, IMRA America, Inc. filed an action against us alleging that certain products we produce infringe one U.S. patent allegedly owned by IMRA America. IMRA America alleged willful infringement and sought damages, including for alleged lost profits, of at least \$26,000 through June 2011, treble damages, attorneys' fees and injunctive relief. The trial occurred in September and October 2011, and the jury returned a unanimous verdict that the Company did not infringe. IMRA America has filed post-trial motions seeking to set aside the jury verdict. IMRA also has the right to appeal the verdict. The Company believes it has meritorious defenses and will vigorously contest the filed motions and any appeal. No loss was deemed probable at March 31, 2012 and no amounts have been accrued with respect to this contingency.

**ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

*You should read the following discussion in conjunction with our consolidated financial statements and related notes included elsewhere in this Quarterly Report on Form 10-Q. This discussion contains forward looking statements that are based on management's current expectations, estimates and projections about our business and operations. Our actual results may differ materially from those currently anticipated and expressed in such forward-looking statements. See Cautionary Statement Regarding Forward-Looking Statements.*



## **Table of Contents**

### **Overview**

We develop and manufacture a broad line of high-performance fiber lasers, fiber amplifiers and diode lasers that are used in numerous applications in diverse end markets. We sell our products globally to original equipment manufacturers, or OEMs, system integrators and end users. We market our products internationally primarily through our direct sales force.

We design and manufacture most of our key components used in our finished products, from semiconductor diodes to optical fibers and other components, finished fiber lasers and amplifiers. We also manufacture certain complementary products used with our lasers, including optical delivery cables, fiber couplers, beam switches, optical heads and chillers. Since our formation in 1990, we have been focused on developing and manufacturing high-power fiber lasers and amplifiers.

### **Factors and Trends That Affect Our Operations and Financial Results**

In reading our financial statements, you should be aware of the following factors and trends that our management believes are important in understanding our financial performance.

*Net sales.* We derive net sales primarily from the sale of fiber lasers and amplifiers. We also sell diode lasers, communications systems, laser systems and complementary products. We sell our products through our direct sales organization and our network of distributors and sales representatives, as well as system integrators. We sell our products to OEMs that supply materials processing laser systems, communications systems and medical laser systems to end users. We also sell our products to end users that build their own systems which incorporate our products or use our products as an energy or light source. Our scientists and engineers work closely with OEMs, systems integrators and end users to analyze their system requirements and match appropriate fiber laser or amplifier specifications. Our sales cycle varies substantially, ranging from a period of a few weeks to as long as one year or more, but is typically several months.

Sales of our products generally are recognized upon shipment, provided that no obligations remain and collection of the receivable is reasonably assured. Our sales typically are made on a purchase order basis rather than through long-term purchase commitments.

We develop our products to standard specifications and use a common set of components within our product architectures. Our major products are based upon a common technology platform. We continually enhance these and other products by improving their components and developing new components and new product designs.

*Gross margin.* Our total gross margin in any period can be significantly affected by total net sales in any period, by product mix, that is, the percentage of our revenue in the period that is attributable to higher or lower-power products, and by other factors, some of which are not under our control.

Our product mix affects our margins because the selling price per watt is generally higher for low, mid-power devices and certain specialty products than for high-power devices sold in large volumes. The overall cost of high-power lasers may be partially offset by improved absorption of fixed overhead costs associated with sales of larger volumes of higher-power products because they use a greater number of optical components and drive economies of scale in manufacturing.

A high proportion of our costs is fixed so they are generally difficult or slow to adjust in response to changes in demand. In addition, our fixed costs increase as we expand our capacity. Gross margins generally decline if production volumes are lower as a result of a decrease in sales or a reduction in inventory because the absorption of fixed manufacturing costs will be reduced. Gross margins generally improve when the opposite occurs. In addition, absorption of fixed costs can benefit gross margins due to an increase in production that is not sold and placed into inventory. If both sales and inventory decrease in the same period, the decline in gross margin may be greater if we cannot reduce fixed costs or choose not to reduce fixed costs to match the decrease in the level of production. If we experience a decline in sales that reduces absorption of our fixed costs, or if we have production issues or inventory write-downs, our gross margins will be negatively affected.

We also regularly review our inventory for items that are slow-moving, have been rendered obsolete or determined to be excess. Any write-off of such slow-moving, obsolete or excess inventory affects our gross margins. For example, we recorded provisions for inventory totaling \$1.9 million and \$1.0 million for the three months ended March, 31, 2012 and 2011, respectively, and \$6.1 million, \$2.7 million and \$5.3 million for the years ended December 31, 2011, 2010 and 2009, respectively.

**Table of Contents**

*Sales and marketing expense.* We expect to continue to expand our worldwide direct sales organization, build and expand applications centers, hire additional personnel involved in marketing in our existing and new geographic locations, increase the number of units for demonstration purposes and otherwise increase expenditures on sales and marketing activities in order to support the growth in our net sales. As such, we expect that our sales and marketing expenses will increase in the aggregate.

*Research and development expense.* We plan to continue to invest in research and development to improve our existing components and products and develop new components, products and systems. The amount of research and development expense we incur may vary from period to period. In general, if net sales continue to increase we expect research and development expense to increase in the aggregate.

*General and administrative expense.* We expect our general and administrative expenses to increase as we continue to invest in systems and resources to support our worldwide operations. Legal expenses vary from quarter to quarter based primarily upon the level of litigation activity.

*Major customers.* While we have historically depended on a few customers for a large percentage of our annual net sales, the composition of this group can change from year to year. Net sales derived from our five largest customers as a percentage of our net sales were 17% for the three months ended March 31, 2012, 15% during 2011, 19% in 2010 and 12% in 2009. We seek to add new customers and to expand our relationships with existing customers. We anticipate that the composition of our significant customers will continue to change. If any of our significant customers were to substantially reduce their purchases from us, our results would be adversely affected.

**Results of Operations for the three months ended March 31, 2012 compared to the three months ended March 31, 2011**

*Net sales.* Net sales increased by \$23.2 million, or 23.2%, to \$123.2 million for the three months ended March 31, 2012 from \$100.0 million for the three months ended March 31, 2011.

|                      | Three Months Ended March 31,<br>2012 |               | 2011             |               | Change           |              |
|----------------------|--------------------------------------|---------------|------------------|---------------|------------------|--------------|
|                      |                                      | % of Total    |                  | % of Total    |                  |              |
| Materials processing | \$ 103,188                           | 83.8%         | \$ 86,397        | 86.4%         | \$ 16,791        | 19.4%        |
| Other applications   | 20,004                               | 16.2%         | 13,561           | 13.6%         | 6,443            | 47.5%        |
| <b>Total</b>         | <b>\$ 123,192</b>                    | <b>100.0%</b> | <b>\$ 99,958</b> | <b>100.0%</b> | <b>\$ 23,234</b> | <b>23.2%</b> |

Sales for materials processing applications increased primarily due to higher sales of high power and medium power lasers used in cutting and welding applications. We continue to see increased acceptance of the advantages of fiber laser technology. An increasing number of OEM customers have developed cutting systems that use our high power lasers and sales of these systems are gaining market share from gas laser systems because fiber laser systems cut a more diverse number of metals faster and at a lower cost. In addition, new welding processes using fiber lasers have been developed increasing sales of lasers for this application which are replacing traditional laser and non-laser welding technologies due to the faster welding speeds and improved weld quality. The increase in other applications sales relates primarily to an increase in sales of high-power lasers used in advanced applications.

*Cost of sales and gross margin.* Cost of sales increased by \$8.2 million, or 17.8%, to \$54.5 million for the three months ended March 31, 2012 from \$46.3 million for the three months ended March 31, 2011. Our gross margin increased to 55.8% for the three months ended March 31, 2012 from 53.7% for the three months ended March 30, 2011. Gross margin increased due to an increase in advanced applications sales where units generally have higher margins and an improvement in manufacturing efficiency because the increase in manufacturing expenses was less than the increase in net sales. In addition, cost of sales benefited from a reduction in the cost of internally manufactured components and accessories. Expenses related to inventory reserves and other inventory valuation adjustments increased by \$0.9 million to \$1.9 million, or 1.5% of sales for the three months ended March 31, 2012, as compared to \$1.0 million, or 1.0% of sales for the three months ended March 31, 2011.

*Sales and marketing expense.* Sales and marketing expense increased by \$0.2 million, or 3.7%, to \$5.1 million for the three months ended March 31, 2012 from \$4.9 million for the three months ended March 31, 2011, primarily as a result of an increase in amortization of units used for demonstration purposes. As a percentage of sales, sales and marketing expense decreased to 4.2% for the three months ended March 31, 2012 from 5.0% for the three months ended March 31, 2011.



## **Table of Contents**

*Research and development expense.* Research and development expense increased \$1.4 million, or 24.6%, to \$7.1 million for the three months ended March 31, 2012, compared to \$5.7 million for the three months ended March 31, 2011, primarily as a result of an increase in material expenses and personnel costs. Research and development activity continues to focus on enhancing the performance of our internally manufactured components, refining production processes to improve manufacturing yields, the development of new products operating at different wavelengths and higher output powers and new complementary accessories to be used with our products. As a percentage of sales, research and development expense increased to 5.8% for the three months ended March 31, 2012 from 5.7% for the three months ended March 31, 2011.

*General and administrative expense.* General and administrative expense increased by \$1.8 million, or 21.8%, to \$9.9 million for the three months ended March 31, 2012 from \$8.2 million for the three months ended March 31, 2011, primarily due to legal and consulting expenses related to tax and transfer pricing analysis, higher bad debt expense, increased salaries and benefits as a result of increased headcount and increased travel expenses. As a percentage of sales, general and administrative expense decreased to 8.1% for the three months ended March 31, 2012 from 8.2% for the three months ended March 31, 2011.

*Effect of exchange rates on net sales, gross profit and operating expenses.* We estimate that, if exchange rates had been the same as one year ago, net sales for the three months ended March 31, 2012 would have been \$0.9 million higher, gross profit would have been \$0.5 million higher and total operating expenses would have been \$0.2 million higher.

*Loss on foreign exchange.* We incurred a foreign exchange loss of \$1.3 million for the three months ended March 31, 2012 as compared to \$0.7 million loss for the three months ended March 31, 2011. At the end of the first quarter our primary exposure to foreign exchange risk was due to our net dollar denominated assets held by subsidiaries with a euro functional currency.

*Interest expense, net.* Interest expense, net decreased to \$0.1 million for the three months ended March 31, 2012 compared to \$0.2 million for the three months ended March 31, 2011.

*Other (expense) income, net.* Other expense of \$1.1 million for the three months ended March 31, 2012 was primarily due to final payments related to a contingent consideration agreement for a prior acquisition.

*Provision for income taxes.* Provision for income taxes was \$13.4 million for the three months ended March 31, 2012 compared to \$10.5 million for the three months ended March 31, 2011, representing an effective tax rate of 30.5% and 31.0% for the three months ended March 31, 2012 and 2011, respectively. The increase in the provision for income taxes was primarily the result of increased income before provision for income taxes. The decrease in effective rate was due primarily to the mix of income earned in various tax jurisdictions.

*Net income attributable to IPG Photonics Corporation.* Net income attributable to IPG Photonics Corporation increased by \$6.8 million to \$29.9 million for the three months ended March 31, 2012 compared to \$23.1 million for the three months ended March 31, 2011. Net income attributable to IPG Photonics Corporation as a percentage of our net sales increased by 1.3 percentage points to 24.3% for the three months ended March 31, 2012 from 23.1% for the three months ended March 31, 2011 due to the factors described above.

## **Liquidity and Capital Resources**

Our principal sources of liquidity as of March 31, 2012 consisted of cash and cash equivalents of \$377.1 million, short-term investments of \$18.5 million, unused credit lines and overdraft facilities of \$47.8 million and working capital (excluding cash and short-term investments) of \$149.0 million. This compares to cash and cash equivalents of \$180.2 million, short-term investments of \$25.5 million, unused credit lines and overdraft facilities of \$49.8 million and working capital (excluding cash and short-term investments) of \$135.1 million as of December 31, 2011. The increase in cash and cash equivalents of \$196.8 million from December 31, 2011 relates primarily to net cash received in the follow-on public stock offering during the first quarter of \$168.3 million, net of offering expenses. Also, cash provided by operating activities in the three months ended March 31, 2012 was \$24.7 million. These increases were partially offset by capital expenditures of \$13.8 million.

Our long-term debt consists primarily of a \$15.0 million secured variable-rate note, of which \$1.3 million is the current portion. This debt matures in June 2015, at which time the outstanding debt balance would be \$10.7 million. The variable interest rate was fixed by means of an interest rate swap and is currently 4.9%. The note is secured by a mortgage on real estate and buildings that we own in Massachusetts. In January 2011, we entered into a 10 year Euro 1.4 million (\$2.0 million) mortgage obligation to fund the purchase of a new building in Italy, of which \$0.2 million is the current portion. The interest on this mortgage obligation is fixed at 4.96% and it amortizes in full over the term of the obligation. In the first quarter of 2012, we determined the final payment of \$1.8 million relating to the purchase of a technology company.





**Table of Contents**

Our existing cash and marketable securities, our cash flows from operations and our existing lines of credit provides us with the financial flexibility to meet our liquidity and capital needs, as well as to complete acquisitions of complementary businesses and technologies. Our future long-term capital requirements will depend on many factors including our level of sales, the impact of economic environment on our sales levels, the timing and extent of spending to support development efforts, the expansion of the global sales and marketing activities, the timing and introductions of new products, the need to ensure access to adequate manufacturing capacity and the continuing market acceptance of our products. The following table details our line-of-credit facilities as of March 31, 2012:

| Description                                   | Available Principal                | Interest Rate  | Maturity                                | Security   |
|---|------------------------------------|--|---|--|
| U.S. Revolving Line of Credit <sup>(1)</sup>  | Up to \$35 million                 | LIBOR plus<br>1.125%<br>to 1.625%,<br>depending<br>on our<br>performance | June 2015                               | Unsecured  |
| Euro Credit Facility (Germany) <sup>(2)</sup> | Euro 15.0 million (\$20.0 million) | Euribor plus<br>0.85%<br>or EONIA<br>plus 1.2%                           | June 2012                               | Unsecured, guaranteed by parent company                  |
| Euro Overdraft Facilities                     | Euro 1.9 million (\$2.5 million)   | 2.4%-6.5%  | Between September 2012 and October 2012 | Common pool of assets of German and Italian subsidiaries |

- (1) \$15 million of this credit facility is available to our foreign subsidiaries in their respective local currencies, including India, China, Japan and South Korea. Total drawings at March 31, 2012 were \$4.9 million with an interest rate of 1.3%.
- (2) \$4.0 million of this credit facility is available to our Russian subsidiary and \$5.3 million is available to our Italian subsidiary. Total drawing at March 31, 2012 was \$4.2 million with an interest rate of 1.8%.

Our largest committed credit lines are with Bank of America and Deutsche Bank in the amounts of \$35.0 million and \$20 million, respectively, and neither of them is syndicated.

We are required to meet certain financial covenants associated with our U.S. revolving line of credit and long-term debt facilities. These covenants, tested quarterly, include a debt service coverage ratio and a funded debt to earnings before interest, taxes, depreciation and amortization ( EBITDA ) ratio. The debt service coverage covenant requires that we maintain a trailing twelve month ratio of cash flow to debt service that is greater than 1.5:1. Debt service is defined as required principal and interest payments during the period. Cash flow is defined as EBITDA less unfunded capital expenditures. The funded debt to EBITDA covenant requires that the sum of all indebtedness for borrowed money on a consolidated basis shall be less than two times our trailing twelve months EBITDA. We were in compliance with all such financial covenants as of and for the three months ended March 31, 2012.

The financial covenants in our loan documents may cause us to not take or to delay investments and actions that we might otherwise undertake because of limits on capital expenditures and amounts that we can borrow or lease. In the event that we do not comply with any one of these covenants, we would be in default under the loan agreement or loan agreements, which may result in acceleration of the debt, cross-defaults on other debt or a reduction in available liquidity, any of which could harm our results of operations and financial condition.

In December 2010 and June 2011, we sold a 22.5% minority interest of our Russian subsidiary, NTO IRE-Polus, to The Russian Corporation for Nanotechnologies ( Rusnano ) for \$45.0 million. Rusnano also holds a warrant to purchase a further 2.5% interest for an additional \$5.0 million if a certain minimum revenue threshold is met. Terms of these investments allow Rusnano to put the investment to the Company for redemption in either cash or our stock, at the option of Rusnano, from December 2015 to December 2017. The Company also has certain rights to call the investment from December 2013 to December 2017. In addition, the Company has rights to call the investment at any time if the Company is no longer permitted to consolidate the financial results of NTO IRE-Polus under accounting principles generally accepted in the United States of America or if a certain accounting treatment is not made. Furthermore, if Rusnano owns less than 10.01% of NTO IRE-Polus, the Company has a call option and Rusnano has a put option for Rusnano's entire share. We are required to account for the put rights on our balance sheet as a liability other than permanent equity. See Note 7 in Notes to Consolidated Financial Statements.



---

**Table of Contents**

*Operating activities.* Net cash provided by operating activities increased by \$16.9 million to \$27.0 million for the three months ended March 31, 2012 from \$10.2 million for the three months ended March 31, 2011, primarily resulting from:

An increase in cash provided by net income after adding back non-cash charges of \$47.2 million in the three months ended March 31, 2012 as compared to \$41.1 million in the same period in 2011;

An increase in inventory of \$4.0 million in the three months ended March 31, 2012 compared to an increase of \$13.7 million in the three months ended March 31, 2011;

An increase in income and other taxes payable of \$5.2 million in the three months ended March 31, 2012 compared to a decrease of \$4.6 million in the three months ended March 31, 2011; partially offset by

An increase in accounts receivable of \$12.2 million in the three months ended March 31, 2012 compared to an increase of \$2.1 million in the three months ended March 31, 2011.

Given our vertical integration, rigorous and time-consuming testing procedures for both internally manufactured and externally purchased components and the lead time required to manufacture components used in our finished products, the rate at which we turn inventory has historically been comparatively low when compared to our cost of sales. Also, our historic growth rates required investment in inventories to support future sales and enable us to quote short delivery times to our customers, providing what we believe is a competitive advantage. Furthermore, if there was a disruption to the manufacturing capacity of any of our key technologies, our inventories of components should enable us to continue to build finished products for a period of time. We believe that we will continue to maintain a relatively high level of inventory compared to our cost of sales. As a result, we expect to have a significant amount of working capital invested in inventory. A reduction in our level of net sales or the rate of growth of our net sales from their current levels would mean that the rate at which we are able to convert our inventory into cash would decrease.

*Investing activities.* Net cash used in investing activities was \$6.6 million and \$9.9 million in the three months ended March 31, 2012 and 2011, respectively. The cash used in investing activities in 2012 related to the construction of new buildings in the US, Germany and Russia. These expenditures were partially offset by the proceeds from the maturity of short-term investments of \$7.0 million. In the three months ended March 31, 2011, cash used in investing activities was related to the purchase of new buildings in Germany and Japan and start of the construction of a new building in Russia.

We expect to incur approximately \$60 million in capital expenditures in 2012. The timing and extent of any capital expenditures in and between periods can have a significant effect on our cash flow. Many of the capital expenditure projects that we undertake have long lead times and are difficult to cancel or defer to a later period.

*Financing activities.* Net cash provided by financing activities was \$171.7 million and \$7.2 million in the three months ended March 31, 2012 and 2011, respectively. The cash provided by financing activities in 2012 was primarily related to the follow-on public stock offering for which we received \$168.3 million, net of offering expenses. The cash provided by financing activities in 2011 was primarily related to cash provided by the exercise of stock options.

**Cautionary Statement Regarding Forward-Looking Statements**

This Quarterly Report on Form 10-Q contains certain 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, and we intend that such forward-looking statements be subject to the safe harbors created thereby. For this purpose, any statements contained in this Quarterly Report on Form 10-Q except for historical information are forward-looking statements. Without limiting the generality of the foregoing, words such as may, will, expect, believe, anticipate, intend, estimate, or continue or the negative or other variations thereof or comparable terminology are intended to identify forward-looking statements. In addition, any statements that refer to projections of our future financial performance, trends in our businesses, or other characterizations of future events or circumstances are forward-looking statements.

## Edgar Filing: IPG PHOTONICS CORP - Form 10-Q

The forward-looking statements included herein are based on current expectations of our management based on available information and involve a number of risks and uncertainties, all of which are difficult or impossible to accurately predict and many of which are beyond our control. As such, our actual results may differ significantly from those expressed in any forward-looking statements. Factors that may cause or contribute to such differences include, but are not limited to, those discussed in more detail in Item 1, Business and Item 1A, Risk Factors of Part I of our Annual Report on Form 10-K for the year ended December 31, 2011. Readers should carefully review these risks, as well as the additional risks described in other documents we file from time to time with the Securities and Exchange Commission. In light of the significant risks and uncertainties inherent in the forward-looking information included herein, the inclusion of such information should not be regarded as a representation by us or any other person that such results will be achieved, and readers are cautioned not to rely on such forward-looking information. We undertake no obligation to revise the forward-looking statements contained herein to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events.

---

## **Table of Contents**

### **Recent Accounting Pronouncements**

In June 2011, FASB issued Accounting Standards Updates No. 2011-05, Comprehensive Income (Topic 220): Presentation of Comprehensive Income, ( ASU No. 2011-05 ) which amends current comprehensive income guidance. This accounting update eliminated the option to present the components of other comprehensive income as part of the statement of stockholders' equity. Instead, the Company must report comprehensive income in either a single continuous statement of comprehensive income which contains two sections, net income and other comprehensive income, or in two separate but consecutive statements. The Company adopted ASU 2011-05 in the first quarter of 2012. This adoption did not have an impact on the statement of financial condition as it only required a change in the ordering of our financial statements.

### **ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

We are exposed to market risk in the ordinary course of business, which consists primarily of interest rate risk associated with our cash and cash equivalents and our debt and foreign exchange rate risk.

*Interest rate risk.* Our investments have limited exposure to market risk. To minimize this risk, we maintain a portfolio of cash, cash equivalents and short-term investments, consisting primarily of bank deposits, money market funds and short-term government funds. The interest rates are variable and fluctuate with current market conditions. Because of the short-term nature of these instruments, a sudden change in market interest rates would not be expected to have a material impact on our financial condition or results of operations.

We are also exposed to market risk as a result of increases or decreases in the amount of interest expense we must pay on our bank debt and borrowings on our bank credit facilities. Our interest obligations on our long-term debt are fixed by means of interest rate swap agreements. Although our U.S. revolving line of credit and our Euro credit facility have variable rates, we do not believe that a 10% change in market interest rates would have a material impact on our financial position or results of operations.

*Exchange rates.* Due to our international operations, a significant portion of our net sales, cost of sales and operating expenses are denominated in currencies other than the U.S. dollar, principally the Euro, the Japanese Yen, the Russian Ruble, and Chinese Yuan. As a result, our international operations give rise to transactional market risk associated with exchange rate movements of the U.S. dollar, the Euro, the Japanese Yen and the Russian Ruble. Losses on foreign exchange transactions totaled \$1.3 million and \$0.7 million loss for the three months ended March 31, 2012 and 2011, respectively. Management believes that the use of foreign currency hedging instruments reduces the risks of certain foreign currency transactions; however, these instruments provide only limited protection. We have no foreign currency hedges as of March 31, 2012, however, we will continue to analyze our exposure to currency exchange rate fluctuations and may engage in additional financial hedging techniques in the future to attempt to minimize the effect of these potential fluctuations. Exchange rate fluctuations may adversely affect our financial results in the future.

### **ITEM 4. CONTROLS AND PROCEDURES**

#### **Evaluation of Disclosure Controls and Procedures**

Under the supervision of our chief executive officer and our chief financial officer, our management has evaluated the effectiveness of the design and operation of our disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) promulgated under the Securities Exchange Act of 1934, as amended (the Exchange Act)), as of the end of the period covered by this Quarterly Report on Form 10-Q (the Evaluation Date). Based upon that evaluation, our chief executive officer and our chief financial officer have concluded that, as of the Evaluation Date, our disclosure controls and procedures are effective.

#### **Changes in Internal Controls**

There was no change in our internal control over financial reporting (as defined in Rules 13a-15(f) and 15d-15(f) promulgated under the Exchange Act) that occurred during the last fiscal quarter that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

**Table of Contents**

**PART II OTHER INFORMATION**

**ITEM 1. LEGAL PROCEEDINGS**

From time to time, we are party to various legal proceedings and other disputes incidental to our business. There have been no material developments in the first quarter of 2012 with respect to those proceedings previously reported in our Annual Report on Form 10-K for the year ended December 31, 2011.

**ITEM 1A. RISK FACTORS**

In addition to the other information set forth in this report, you should carefully consider the factors discussed in Part I, Item 1A. Risk Factors in our Annual Report on Form 10-K for the year ended December 31, 2011, which could materially affect our business, financial condition or future results. The risks described in our Annual Report on Form 10-K and Quarterly Reports on Form 10-Q are not the only risks facing our Company. Additional risks and uncertainties not currently known to us or that we currently deem to be immaterial also may materially adversely affect our business, financial condition and/or operating results.

**ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS**

None.

**ITEM 3. DEFAULTS UPON SENIOR SECURITIES**

None.

**ITEM 4. MINE SAFETY DISCLOSURES**

Not applicable.

**ITEM 5. OTHER INFORMATION**

None.

**Table of Contents**

**ITEM 6. EXHIBITS**

(a) Exhibits

**Exhibit**

| <b>No.</b> | <b>Description</b>  |
|------------|---|
| 12.1       | Statement Re Computation of Earnings to Fixed Charges   |
| 31.1       | Certification of Chief Executive Officer pursuant to Rule 13a-14(a)                           |
| 31.2       | Certification of Chief Financial Officer pursuant to Rule 13a-14(a)                           |
| 32         | Certification of Chief Executive Officer and Chief Financial Officer pursuant to Section 1350 |
| 101.INS    | XBRL Instance Document  |
| 101.SCH    | XBRL Taxonomy Extension Schema  |
| 101.CAL    | XBRL Taxonomy Extension Calculation Linkbase  |
| 101.LAB    | XBRL Taxonomy Extension Label Linkbase  |
| 101.PRE    | XBRL Taxonomy Extension Presentation Linkbase   |
| 101.DEF    | XBRL Taxonomy Extension Definition Linkbase   |



**Table of Contents**

**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.

**IPG PHOTONICS CORPORATION**

Date: May 7, 2012

By: */s/ Valentin P. Gapontsev*  
Valentin P. Gapontsev  
Chairman and Chief Executive Officer  
  
(Principal Executive Officer)

Date: May 7, 2012

By: */s/ Timothy P.V. Mammen*  
Timothy P.V. Mammen  
Vice President and Chief Financial Officer  
  
(Principal Financial Officer)