

EnerSys
Form 10-Q
February 15, 2006
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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 January 1, 2006

or

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

For the transition period from _____ to _____

Commission File Number: 001-32253

EnerSys

(Exact name of registrant as specified in its charter)

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Delaware
(State of Incorporation)

23-3058564
(I.R.S. Employer Identification No.)

2366 Bernville Road

Reading, Pennsylvania 19605

(Address of principal executive offices)

Telephone Number: 610-208-1991

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. x YES " NO

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer or a non-accelerated filer. See definition of accelerated filer and large accelerated filer in Rule 12b-2 of the Securities Exchange Act of 1934.

Large accelerated filer "

Accelerated filer "

Non-accelerated filer x

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Securities Exchange Act of 1934). " YES x NO

Common Stock outstanding at February 10, 2006: 46,551,357 shares

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Stockholders' equity:

| | | |
|--|--------------|--------------|
| Common Stock, \$0.01 par value, 135,000,000 shares authorized, and 46,491,218 shares issued and outstanding at January 1, 2006; 46,158,994 shares issued and outstanding at March 31, 2005 | 465 | 462 |
| Additional paid-in capital | 334,365 | 330,229 |
| Unearned stock grant compensation | (2,923) | |
| Retained earnings | 42,590 | 23,544 |
| Accumulated other comprehensive income | 54,463 | 83,415 |
| | <hr/> | <hr/> |
| Total stockholders' equity | 428,960 | 437,650 |
| | <hr/> | <hr/> |
| Total liabilities and stockholders' equity | \$ 1,233,496 | \$ 1,194,761 |
| | <hr/> | <hr/> |

See accompanying notes, which are an integral part of these consolidated condensed financial statements.

| | | |
|--|------------------|------------------|
| Cash and cash equivalents at end of period | <u>\$ 11,317</u> | <u>\$ 15,557</u> |
|--|------------------|------------------|

See accompanying notes, which are an integral part of these consolidated condensed financial statements.

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(In Thousands)

| | Fiscal quarters ended | | Nine fiscal months ended | |
|--|------------------------------|----------------------------|---------------------------------|----------------------------|
| | January 1, 2006 | January 2, 2005 | January 1, 2006 | January 2, 2005 |
| Net earnings | \$ 7,767 | \$ 6,818 | \$ 19,046 | \$ 22,229 |
| Other comprehensive income (loss), net of tax: | | | | |
| Net unrealized gain on derivative instruments | 835 | 298 | 2,092 | 1,980 |
| Foreign currency translation adjustments | (7,584) | 36,114 | (31,044) | 38,366 |
| Total comprehensive income (loss) | \$ 1,018 | \$ 43,230 | \$ (9,906) | \$ 62,575 |

See accompanying notes, which are an integral part of these consolidated condensed financial statements.

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the process of reviewing SFAS 151 and has not determined the effects on the consolidated financial statements.

In December 2004, the FASB issued a revision of SFAS No. 123, Share-Based Payment (SFAS 123(R)), which supersedes SFAS No. 123 and APB Opinion No. 25. This statement focuses primarily on transactions in which an entity obtains employee services in exchange for share-based payments. The pro forma disclosure previously permitted under SFAS No. 123 will no longer be an alternative to financial statement recognition. Under SFAS 123(R), a public entity generally is required to measure the cost of employee services received in exchange for the award of an equity instrument based on the grant-date fair value of the award, with such cost recognized over the applicable vesting period. In addition, SFAS 123(R) requires an entity to provide certain disclosures in order to assist in understanding the nature of share-based payment transactions and the effects of those transactions on the financial statements. The Company is required to adopt the provisions of SFAS 123(R) by April 1, 2006. Under SFAS No. 123(R), the Company must determine the appropriate fair value model to be used for valuing share-based payments, the amortization method for compensation cost and the transition

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| | | |
|------------------------|-------------------|-------------------|
| Goodwill | 10,336 | 1,581 |
| Other intangibles | 5,366 | 24 |
| Accrued expenses | (11,487) | (833) |
| Other liabilities | (4,956) | (1,851) |
| | <u> </u> | <u> </u> |
| Net cash consideration | \$ 32,853 | \$ 2,864 |
| | <u> </u> | <u> </u> |

In connection with both acquisitions, the Company formulated a plan for the integration of the acquired business. This process began during the due diligence process and will conclude within twelve months of the acquisition. The Company accrues estimates for certain costs related primarily to the business integration, anticipated at the date of the acquisition, in accordance with Emerging Issues Task Force Issue No. 95-3, Recognition of Liabilities in Connection with a Purchase Business Combination. Adjustments to these estimates are made up to 12 months from the acquisition date as additional information becomes available.

NOTE 8: WARRANTY

The Company provides for estimated product warranty expenses when the related products are sold, with related liabilities primarily included within accrued expenses. Because warranty estimates are forecasts that are based on the best available information, primarily historical claims experience, claims costs may differ from amounts provided. An analysis of changes in the liability for product warranties is as follows:

| | Fiscal quarters ended | | Nine fiscal months ended | |
|--------------------------------|------------------------------|----------------------------|---------------------------------|----------------------------|
| | January 1, 2006 | January 2, 2005 | January 1, 2006 | January 2, 2005 |
| Balance at beginning of period | \$ 24,459 | \$ 24,109 | \$ 22,786 | \$ 23,249 |
| Current period provisions | 4,260 | 3,109 | 11,966 | 10,987 |
| Costs incurred | (3,635) | (3,018) | (9,668) | (10,036) |
| Balance at end of period | \$ 25,084 | \$ 24,200 | \$ 25,084 | \$ 24,200 |

| | | |
|--------------------------|-----------------|-----------------|
| Balance at end of period | <u>\$ 8,005</u> | <u>\$ 3,437</u> |
|--------------------------|-----------------|-----------------|

Since the inception of these aggregate reserves, \$22,470 of costs have been incurred.

ACQUISITION RELATED RESTRUCTURING

In fiscal year 2002, the ESG acquisition was completed (see Note 3 to the Consolidated Financial Statements included in the Company's 2005 Annual Report on Form 10-K), in the first quarter of fiscal 2006 the FIAMM acquisition was completed and in the third quarter of fiscal 2006, the GAZ acquisition was completed (see Note 4 to the Consolidated Condensed Financial Statements in this Form 10-Q). Estimates of restructuring actions are recorded at the time of the original acquisition accounting. Adjustments to these estimates are made up to twelve months from the acquisition date as plans are finalized. To the extent these accruals are not utilized for the intended purpose, the excess is recorded by reducing goodwill. Costs incurred in excess of the recorded accruals are expensed as incurred.

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| | <u>2006</u> | <u>2005</u> | <u>2006</u> | <u>2005</u> |
|--------------------------------|-------------|-------------|-------------|-------------|
| Discount rate | 6.0% | 6.0% | 2.5-5.75% | 5.8-7.0% |
| Expected return on plan assets | 9.0% | 9.0% | 6.0-7.75% | 7.8% |
| Rate of compensation increase | N/A | N/A | 1.0-4.0% | 2.5-3.8% |

NOTE 12: STOCK PLANS

At January 1, 2006, under the Company's 2004 Equity Incentive Plan (the Plan), the Company approved a grant of 224,143 shares of restricted stock at the fair market value on that date of \$13.04 per share. This resulted in the recording of unearned stock grant compensation of \$2,923 in the equity section of the Consolidated Condensed Balance Sheets. Compensation expense for these restricted shares will be charged to earnings over a four-year period.

The following table illustrates the effect on net income and earnings per share if the Company had applied the fair value recognition provisions of SFAS No. 123, *Accounting for Stock-Based Compensation* as amended, to options granted under the stock option plan. For purposes of this pro forma disclosure, the estimated value of the options is amortized ratably to expense over the options' vesting periods. Because the estimated value is determined as of the date of grant, the actual value ultimately realized by the employee may be significantly different.

included in the Company's 2005 Annual Report on Form 10-K).

NOTE 15: BUSINESS SEGMENTS

The Company has the following two reportable business segments:

The *Reserve Power* segment manufactures batteries used to provide backup power for the continuous operation of critical systems during power disruptions. They include telecommunications and computer systems, such as process control and database systems. This segment also includes aerospace and defense applications including battery power systems for combat vehicles, commercial and military aircraft, and submarines.

The *Motive Power* segment manufactures batteries used to power mobile manufacturing, warehousing and other ground handling equipment, primarily electric industrial forklift trucks.

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general economic conditions in the markets in which we operate;

competitiveness of the battery markets in the Americas, Europe and Asia;

our timely development of competitive new products and product enhancements in a changing environment and the acceptance of such products and product enhancements by customers;

our ability to adequately protect our proprietary intellectual property, technology and brand names;

unanticipated litigation proceedings to which we might be subject, the results of which could have a material adverse effect on us and our business;

changes in our market share in the business segments and regions where we operate;

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for lead-acid industrial batteries. We market and sell our products globally to over 10,000 customers in more than 100 countries through a network of distributors, independent representatives and an internal sales force.

We have two business segments: reserve power and motive power. Net sales classifications by segment are as follows:

Reserve power batteries are used to provide backup power for the continuous operation of critical systems during power disruptions. They include telecommunications and computer systems, such as process control and database systems. This segment also includes aerospace and defense applications including battery power systems for combat vehicles, commercial and military aircraft, and submarines.

Motive power batteries are used to power mobile manufacturing, warehousing and other ground handling equipment, primarily electric industrial forklift trucks.

We evaluate business segment performance based primarily upon operating earnings. All corporate and centrally incurred regional costs are allocated to the business segments based principally on net sales. We evaluate business segment cash flow and financial position performance based primarily upon capital expenditures and primary working capital levels. Primary working capital for this purpose is trade accounts receivable, plus inventories, minus trade accounts payable and the resulting net amount is divided by the trailing three month net sales (annualized) for the respective business segment or reporting location, to derive a primary working capital percentage ratio. Although we monitor the three elements of primary working capital (receivables, inventory and payables), our primary focus is on the total amount. We closely manage our level of

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| Total | \$ 321.8 | 100.0% | \$ 273.7 | 100.0% | \$ 48.1 | 17.6% |
|-----------------------|---|-------------------------------------|---|-------------------------------------|---------------------|--------------|
| | Nine fiscal months ended January 1, 2006 | | Nine fiscal months ended January 2, 2005 | | Increase/(Decrease) | |
| | In Millions | Percentage of Total Net Sales | In Millions | Percentage of Total Net Sales | In Millions | Percentage |
| Americas | \$ 388.2 | 41.8% | \$ 332.8 | 41.7% | \$ 55.4 | 16.6% |
| Europe ⁽¹⁾ | 489.5 | 52.6 | 415.4 | 52.0 | 74.1 | 17.8 |
| Asia | 52.4 | 5.6 | 50.1 | 6.3 | 2.3 | 4.6 |
| Total | \$ 930.1 | 100.0% | \$ 798.3 | 100.0% | \$ 131.8 | 16.5% |

⁽¹⁾ Includes Europe, Middle East and Africa

Net sales increased 17.6% in the third quarter and 16.5% in the nine months of fiscal 2006 over the comparable periods of fiscal 2005. Excluding the effect of foreign currency translation, net sales increased 24.2% or \$66.3 million in the third quarter and 18.2% or \$145.6 million for the nine months of fiscal 2006 over the comparable periods of 2005. Selling price increased affected both the third quarter and nine months of fiscal 2006 net sales by approximately 2%, when compared to the respective fiscal 2005 periods. The strong growth experienced in our Motive Power segment in the prior year continued into the nine months of fiscal 2006. In addition, the impact of the increased sales from the FIAMM acquisition of approximately \$19 million is reflected in the Motive Power segment in the third quarter of fiscal 2006 and \$43 million for the nine months of fiscal 2006. Our Reserve Power segment achieved a solid third quarter and nine months growth in fiscal 2006 primarily due to improving sales trends for both telecom and UPS battery markets and the strong sales of military batteries, coupled with the impact of approximately \$2 million of increased sales from the October 2005 GAZ acquisition. See Note 4 to the Consolidated Condensed Financial Statements in this Form 10-Q for descriptions of the FIAMM and GAZ acquisitions.

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| | In Millions | Percentage of Total Net Sales | In Millions | Percentage of Total Net Sales | In Millions | Percentage |
|--------------------|---|--|---|--|------------------------|-------------------|
| Operating expenses | \$ 49.9 | 15.5% | \$ 43.8 | 16.0% | \$ 6.1 | 13.9% |
| | Nine fiscal months ended January 1, 2006 | | Nine fiscal months ended January 2, 2005 | | Increase | |
| | In Millions | Percentage of Total Net Sales | In Millions | Percentage of Total Net Sales | In Millions | Percentage |
| Operating expenses | \$ 147.1 | 15.8% | \$ 129.7 | 16.2% | \$ 17.4 | 13.4% |

Operating expenses increased 13.9% in the third quarter and 13.4% in the nine months of fiscal 2006 over the comparable fiscal 2005 periods. Operating expenses, excluding the effect of foreign currency translation, increased 18.6% or \$8.2 million in the third quarter and 14.4% or \$18.7 million for the nine months of fiscal 2006 over the comparable periods of fiscal 2005. Operating expenses as a percentage of net sales decreased 50 basis points in the third quarter and 40 basis points for the nine months of fiscal 2006 in comparison to the comparable periods in fiscal 2005, even as we continued to

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| | | | | | | |
|-----------------------------------|---------|------|---------|------|-----------|---------|
| Total | \$ 44.6 | 4.8% | \$ 58.5 | 7.3% | \$ (13.9) | (23.8)% |
| Total excluding FX ⁽¹⁾ | \$ 45.3 | 4.8% | \$ 58.5 | 7.3% | \$ (13.2) | (22.5)% |

⁽¹⁾ Represents total excluding the effect of foreign currency translation.

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150 basis points in the Reserve Power segment and by approximately 160 basis points in the Motive Power segment. For the nine months of fiscal 2006, operating earnings (excluding restructuring and other charges) were \$53.2 million, a decrease of 9.1%, and were 5.7% of net sales. In the nine months of fiscal 2006, the earnings improvements from higher sales volume, cost savings initiatives and selling price increases were unable to offset higher commodity and energy costs.

INTEREST EXPENSE

Interest expense of \$6.4 million in the third quarter of fiscal 2006 was \$1.2 million higher than in the third quarter of fiscal 2005. Our average debt outstanding was \$414.3 million for the third quarter of fiscal 2006 as compared to \$377.7 million for the third quarter of fiscal 2005. Our average interest rate incurred in the third quarter of fiscal 2006 was 5.84% compared to 4.86% in the third quarter of fiscal 2005. Included in the third quarter of fiscal 2006 and 2005 interest expense are non-cash charges of \$0.4 and \$0.3 million, respectively, for deferred financing fees. The increase in interest expense in the third quarter of fiscal 2006 is attributed primarily to higher interest rates on variable rate borrowings in the third quarter of fiscal 2006 compared to the comparable period in fiscal 2005 and the increased indebtedness of approximately \$39 million from the FIAMM and GAZ acquisitions (including cash restructuring incurred since the acquisition).

Interest expense of \$18.5 million for the nine months of fiscal 2006 (net of interest income of \$0.3 million) increased \$0.1 million as compared to the comparable period of fiscal 2005. Our average debt outstanding was \$411.1 million for the nine months of fiscal 2006 as compared to \$446.1 million for the comparable period of fiscal 2005. Our average interest rate incurred in the nine months of fiscal 2006 was 5.60% compared to 4.88% in the comparable period of fiscal 2005. Included in the nine months of fiscal 2006 and 2005 interest expense are non-cash charges of \$1.1 million and \$1.0 million, respectively, for deferred financing fees. Increases in interest expense resulting from higher interest rates on variable rate

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A 100 basis point increase in interest rates would increase interest expense by approximately \$2.0 million.

We have a significant risk in our exposure to certain raw materials, which we estimate were approximately half of total cost of goods sold for the nine months of fiscal 2006 and 2005.

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PART II OTHER INFORMATION

Item 1. Legal Proceedings

The information in Part I, Item 1, Note 14, Commitments and Contingencies, is incorporated herein by reference.

Item 6. Exhibits

- 31.1 Certification of the Chief Executive Officer pursuant to Rule 13a-14(a)/15d-14(a) of the Securities Exchange Act of 1934.
- 31.2 Certification of the Chief Financial Officer pursuant to Rule 13a-14(a)/15d-14(a) of the Securities Exchange Act of 1934.
- 32.1 Certification of the Chief Executive Officer and Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

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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.

ENERSYS (Registrant)

By /s/ Michael T. Philion
Michael T. Philion
Executive Vice President-Finance and
Chief Financial Officer
(Authorized Officer and Principal Financial Officer)

Date: February 15, 2006

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ENERSYS

EXHIBIT INDEX

Exhibit

Number

Description of Exhibit

| | |
|------|--|
| 31.1 | Certification of the Chief Executive Officer pursuant to Rule 13a-14(a)/15d-14(a) of the Securities Exchange Act of 1934. |
| 31.2 | Certification of the Chief Financial Officer pursuant to Rule 13a-14(a)/15d-14(a) of the Securities Exchange Act of 1934. |
| 32.1 | Certification of the Chief Executive Officer and Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. |