

ESCO TECHNOLOGIES INC
Form 10-Q
May 09, 2018

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 10-Q

(MARK ONE)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934 FOR THE QUARTERLY PERIOD ENDED MARCH 31, 2018

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934 FOR THE TRANSITION PERIOD FROM _____ TO _____

COMMISSION FILE NUMBER 1-10596

ESCO TECHNOLOGIES INC.

(Exact name of registrant as specified in its charter)

MISSOURI
(State or other jurisdiction of
incorporation or organization)

43-1554045
(I.R.S. Employer
Identification No.)

9900A CLAYTON ROAD

ST. LOUIS, MISSOURI 63124-1186
(Address of principal executive offices) (Zip Code)

(314) 213-7200

(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 (Section 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes No

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

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

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Class	Shares outstanding at May 1, 2018
Common stock, \$.01 par value per share	25,907,905

PART I. FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

ESCO TECHNOLOGIES INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF OPERATIONS

(Unaudited)

(Dollars in thousands, except per share amounts)

	Three Months Ended	
	March 31,	
	2018	2017
Net sales	\$ 174,778	161,178
Costs and expenses:		
Cost of sales	112,370	105,379
Selling, general and administrative expenses	40,749	34,889
Amortization of intangible assets	4,564	3,814
Interest expense, net	2,036	855
Other expenses (income), net	1,475	(578)
Total costs and expenses	161,194	144,359
Earnings before income taxes	13,584	16,819
Income tax expense	3,590	5,662
Net earnings	\$ 9,994	11,157
Earnings per share:		
Basic - Net earnings	\$ 0.39	0.43
Diluted - Net earnings	\$ 0.38	0.43

See accompanying notes to consolidated financial statements.

CONSOLIDATED STATEMENTS OF OPERATIONS

(Unaudited)

(Dollars in thousands, except per share amounts)

	Six Months Ended	
	March 31,	
	2018	2017
Net sales	\$348,273	307,546
Costs and expenses:		
Cost of sales	224,106	198,293
Selling, general and administrative expenses	82,903	68,651
Amortization of intangible assets	9,010	7,463
Interest expense, net	4,221	1,539
Other expenses (income), net	1,648	(1,344)
Total costs and expenses	321,888	274,602
Earnings before income taxes	26,385	32,944
Income tax (benefit) expense	(18,280)	11,060
Net earnings	\$44,665	21,884
Earnings per share:		
Basic - Net earnings	\$ 1.73	0.85
Diluted - Net earnings	\$ 1.72	0.84

See accompanying notes to consolidated financial statements.

ESCO TECHNOLOGIES INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)

(Unaudited)

(Dollars in thousands)

	Three Months Ended March 31,		Six Months Ended March 31,	
	2018	2017	2018	2017
Net earnings	\$ 9,994	11,157	44,665	21,884
Other comprehensive income (loss), net of tax:				
Foreign currency translation adjustments	2,837	2,548	4,125	(1,815)
Net unrealized gain (loss) on derivative instruments	138	29	155	(103)
Total other comprehensive income (loss), net of tax	2,975	2,577	4,280	(1,918)
Comprehensive income	\$ 12,969	13,734	48,945	19,966

See accompanying notes to consolidated financial statements.

ESCO TECHNOLOGIES INC. AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS

(Unaudited)

(Dollars in thousands)

	March 31, 2018	September 30, 2017
ASSETS		
Current assets:		
Cash and cash equivalents	\$42,905	45,516
Accounts receivable, net	153,125	160,580
Costs and estimated earnings on long-term contracts, less progress billings of \$47,357 and \$64,099, respectively	40,285	47,286
Inventories	137,029	124,515
Other current assets	18,336	14,895
Total current assets	391,680	392,792
Property, plant and equipment, net of accumulated depreciation of \$109,693 and \$99,650, respectively	135,032	132,748
Intangible assets, net of accumulated amortization of \$82,889 and \$73,879, respectively	349,631	351,134
Goodwill	382,141	377,879
Other assets	6,865	5,891
Total assets	\$1,265,349	1,260,444
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current liabilities:		
Current maturities of long-term debt	\$20,000	20,000
Accounts payable	50,365	54,789
Advance payments on long-term contracts, less costs incurred of \$55,485 and \$59,772, respectively	24,834	22,451
Accrued salaries	24,533	32,259
Current portion of deferred revenue	32,002	28,583
Accrued other expenses	34,096	36,887
Total current liabilities	185,830	194,969
Pension obligations	30,094	30,223
Deferred tax liabilities	59,845	86,378
Other liabilities	25,044	21,956
Long-term debt	245,000	255,000
Total liabilities	545,813	588,526
Shareholders' equity:		
Preferred stock, par value \$.01 per share, authorized 10,000,000 shares	—	—
	305	305

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Common stock, par value \$.01 per share, authorized 50,000,000 shares, issued 30,468,824 and 30,468,824 shares, respectively		
Additional paid-in capital	292,404	289,785
Retained earnings	557,249	516,718
Accumulated other comprehensive loss, net of tax	(23,028)	(27,308)
	826,930	779,500
Less treasury stock, at cost: 4,623,958 and 4,635,622 common shares, respectively	(107,394)	(107,582)
Total shareholders' equity	719,536	671,918
Total liabilities and shareholders' equity	\$ 1,265,349	1,260,444

See accompanying notes to consolidated financial statements.

ESCO TECHNOLOGIES INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CASH FLOWS

(Unaudited)

(Dollars in thousands)

	Six Months Ended	
	March 31,	
	2018	2017
Cash flows from operating activities:		
Net earnings	\$44,665	21,884
Adjustments to reconcile net earnings to net cash provided by operating activities:		
Depreciation and amortization	18,798	14,688
Stock compensation expense	2,648	2,870
Changes in assets and liabilities	(9,336)	(4,972)
Effect of deferred taxes	(26,533)	(1,645)
Change in deferred revenue and costs, net	3,766	3,948
Pension contributions	(537)	(360)
Other	-	242
Net cash provided by operating activities	33,471	36,655
Cash flows from investing activities:		
Acquisition of businesses, net of cash acquired	(11,369)	(75,000)
Additions to capitalized software	(4,608)	(3,445)
Capital expenditures	(10,095)	(15,435)
Proceeds from life insurance	-	2,307
Net cash used by investing activities	(26,072)	(91,573)
Cash flows from financing activities:		
Proceeds from long-term debt	36,000	103,000
Principal payments on long-term debt	(46,000)	(43,000)
Dividends paid	(4,134)	(4,115)
Other	560	(112)
Net cash (used) provided by financing activities	(13,574)	55,773
Effect of exchange rate changes on cash and cash equivalents	3,564	(1,180)
Net decrease in cash and cash equivalents	(2,611)	(325)
Cash and cash equivalents, beginning of period	45,516	53,825
Cash and cash equivalents, end of period	\$42,905	53,500
Supplemental cash flow information:		
Interest paid	\$4,167	1,473
Income taxes paid (including state and foreign)	3,737	13,245

See accompanying notes to consolidated financial statements.

ESCO TECHNOLOGIES INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited)

1. BASIS OF PRESENTATION

The accompanying consolidated financial statements, in the opinion of management, include all adjustments, consisting of normal recurring accruals, necessary for a fair presentation of the results for the interim periods presented. The consolidated financial statements are presented in accordance with the requirements of Form 10-Q and consequently do not include all the disclosures required for annual financial statements by accounting principles generally accepted in the United States of America (GAAP). For further information, refer to the consolidated financial statements and related notes included in the Company's Annual Report on Form 10-K for the fiscal year ended September 30, 2017.

The Company's results for the three and six-month periods ended March 31, 2018 are not necessarily indicative of the results for the entire 2018 fiscal year. References to the second quarters of 2018 and 2017 represent the fiscal quarters ended March 31, 2018 and 2017, respectively.

The preparation of financial statements in conformity with GAAP requires Management to make estimates and assumptions that affect the reported amounts of assets and liabilities. Actual results could differ from those estimates.

2. ACQUISITION

On March 14, 2018, the Company acquired the assets of Manta Test Systems Inc. (Manta), a North American utility solutions provider located in Mississauga, Ontario, Canada, for a purchase price of \$9.5 million in cash. Manta has annualized sales of approximately \$8 million. Since the date of acquisition, the operating results for Manta have been included as a product line of Doble within the Company's USG segment. Based on the preliminary purchase price allocation, the Company recorded approximately \$0.4 million of accounts receivable, \$1.1 million of inventory, \$0.2 million of property, plant and equipment, \$0.4 million of accounts payable and accrued expenses, \$3.5 million of goodwill, \$1.2 million of tradenames and \$3.6 million of amortizable intangible assets consisting of customer relationships with a weighted average life of 13 years.

3. EARNINGS PER SHARE (EPS)

Basic EPS is calculated using the weighted average number of common shares outstanding during the period. Diluted EPS is calculated using the weighted average number of common shares outstanding during the period plus shares issuable upon the assumed exercise of dilutive common share options and vesting of performance-accelerated restricted shares (restricted shares) by using the treasury stock method. The number of shares used in the calculation of earnings per share for each period presented is as follows (in thousands):

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	Three Months Ended March 31,		Six Months Ended March 31,	
	2018	2017	2018	2017
Weighted Average Shares Outstanding - Basic	25,844	25,723	25,840	25,721
Dilutive Options and Restricted Shares	144	188	195	224
Adjusted Shares - Diluted	25,988	25,911	26,035	25,945

4. SHARE-BASED COMPENSATION

The Company provides compensation benefits to certain key employees under several share-based plans providing for performance-accelerated restricted shares (restricted shares), and to non-employee directors under a non-employee directors compensation plan.

Performance-Accelerated Restricted Share Awards

Compensation expense related to the restricted share awards was \$1.0 million and \$2.1 million for the three and six-month periods ended March 31, 2018, respectively, and \$1.2 million and \$2.4 million for the corresponding periods of 2017. There were 221,024 non-vested shares outstanding as of March 31, 2018.

Non-Employee Directors Plan

Compensation expense related to the non-employee director grants was \$0.3 million and \$0.5 million for the three and six-month periods ended March 31, 2018, respectively, and \$0.2 million and \$0.5 million for the corresponding periods of 2017.

The total share-based compensation cost that has been recognized in the results of operations and included within selling, general and administrative expenses (SG&A) was \$1.3 million and \$2.6 million for the three-and six-month periods ended March 31, 2018, respectively, and \$1.4 million and \$2.9 million for the three and six-month periods ended March 31, 2017. The total income tax benefit recognized in results of operations for share-based compensation arrangements was \$0.4 million and \$0.7 million for the three and six-month periods ended March 31, 2018, respectively, and \$0.5 million and \$1.1 million for the three and six-month periods ended March 31, 2017, respectively. As of March 31, 2018, there was \$4.3 million of total unrecognized compensation cost related to share-based compensation arrangements. That cost is expected to be recognized over a remaining weighted-average period of 1.5 years.

5. INVENTORIES

Inventories consist of the following:

(In thousands)	March 31, 2018	September 30, 2017
Finished goods	\$ 32,140	28,127
Work in process	50,658	43,750
Raw materials	54,231	52,638
Total inventories	\$ 137,029	124,515

6. GOODWILL AND OTHER INTANGIBLE ASSETS

Included on the Company's Consolidated Balance Sheets at March 31, 2018 and September 30, 2017 are the following intangible assets gross carrying amounts and accumulated amortization:

(Dollars in thousands)	March 31, 2018	September 30, 2017
Goodwill	\$ 382,141	377,879
Intangible assets with determinable lives:		
Patents		
Gross carrying amount	\$ 972	928
Less: accumulated amortization	764	750
Net	\$ 208	178
Capitalized software		
Gross carrying amount	\$ 66,349	63,007
Less: accumulated amortization	37,910	34,382
Net	\$ 28,439	28,625
Customer relationships		
Gross carrying amount	\$ 186,002	181,891
Less: accumulated amortization	42,490	37,364
Net	\$ 143,512	144,527
Other		
Gross carrying amount	\$ 5,276	5,373
Less: accumulated amortization	1,725	1,383
Net	\$ 3,551	3,990
Intangible assets with indefinite lives:		
Trade names	\$ 173,921	173,813

The changes in the carrying amount of goodwill attributable to each business segment for the six months ended March 31, 2018 is as follows:

(Dollars in millions)	USG	Test	Filtration	Packaging	Total
Balance as of September 30, 2017	250.2	34.1	73.7	19.9	377.9
Acquisition activity	3.7	-	-	-	3.7
Foreign currency translation	(0.2)	-	-	0.7	0.5
Balance as of March 31, 2018	\$ 253.7	34.1	73.7	20.6	382.1

7. BUSINESS SEGMENT INFORMATION

The Company is organized based on the products and services that it offers, and classifies its business operations in four reportable segments for financial reporting purposes: Filtration/Fluid Flow (Filtration), RF Shielding and Test (Test), Utility Solutions Group (USG) and Technical Packaging. The Filtration segment's operations consist of PTI Technologies Inc. (PTI), VACCO Industries (VACCO), Crissair, Inc. (Crissair), Westland Technologies Inc. (Westland), Mayday Manufacturing Co. and its affiliate Hi-Tech Metals, Inc. (collectively referred to as Mayday). The companies within this segment primarily design and manufacture specialty filtration products, including hydraulic filter elements used in commercial aerospace applications, unique filter mechanisms used in micro-propulsion devices for satellites and custom designed filters for manned and unmanned aircraft; manufacture elastomeric-based signature reduction solutions for the U.S. Navy; and manufacture landing gear components for the aerospace and defense industry. The Test segment's operations consist primarily of ETS-Lindgren Inc. (ETS-Lindgren). ETS-Lindgren is an industry leader in providing its customers with the ability to identify, measure and contain magnetic, electromagnetic and acoustic energy. The USG segment's operations consist primarily of Doble Engineering Company (Doble), Morgan Schaffer Inc. (Morgan Schaffer), and NRG Systems, Inc. (NRG). Doble provides high-end, intelligent diagnostic test solutions for the electric power delivery industry and is a leading