

ASPEN TECHNOLOGY INC /DE/
Form 10-Q
January 29, 2013
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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

(Mark One)

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

For the quarterly period ended December 31, 2012

or

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

For the transition period from _____ to _____

Commission file number: 0-24786

ASPEN TECHNOLOGY, INC.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of incorporation or
organization)

04-2739697
(I.R.S. Employer Identification No.)

200 Wheeler Road
Burlington, Massachusetts
(Address of principal executive offices)

01803
(Zip Code)

(781) 221-6400

(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

(Do not check if a smaller reporting company)

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

As of January 22, 2013, there were 93,455,520 shares of the registrant's common stock (par value \$0.10 per share) outstanding.

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SIGNATURES

Our registered trademarks include aspenONE, ASPEN PLUS, ASPENTECH, the AspenTech logo, DMCPLUS, HTFS, HYSYS and INFOPLUS.21.

Table of Contents**PART I - FINANCIAL INFORMATION****Item 1. Financial Statements.***Consolidated Financial Statements (unaudited)***ASPEN TECHNOLOGY, INC. AND SUBSIDIARIES****CONSOLIDATED STATEMENTS OF OPERATIONS**

(Unaudited and in thousands, except per share data)

	Three Months Ended December 31,		Six Months Ended December 31,	
	2012	2011	2012	2011
Revenue:				
Subscription and software	\$ 59,457	\$ 46,502	\$ 113,537	\$ 78,412
Services and other	17,852	20,053	35,229	39,368
Total revenue	77,309	66,555	148,766	117,780
Cost of revenue:				
Subscription and software	3,100	2,622	6,290	5,346
Services and other	9,273	10,303	18,421	21,400
Total cost of revenue	12,373	12,925	24,711	26,746
Gross profit	64,936	53,630	124,055	91,034
Operating expenses:				
Selling and marketing	23,303	22,318	44,894	45,764
Research and development	15,039	12,767	30,805	26,536
General and administrative	11,671	11,490	24,439	27,377
Restructuring charges	(6)	14	34	(59)
Total operating expenses	50,007	46,589	100,172	99,618
Income (loss) from operations	14,929	7,041	23,883	(8,584)
Interest income	955	2,034	2,054	4,265
Interest expense	(116)	(1,015)	(373)	(2,107)
Other expense, net	(57)	(425)	(334)	(2,457)
Income (loss) before provision for (benefit from) income taxes	15,711	7,635	25,230	(8,883)
Provision for (benefit from) income taxes	5,774	3,799	10,880	(983)
Net income (loss)	\$ 9,937	\$ 3,836	\$ 14,350	\$ (7,900)
Net income (loss) per common share:				
Basic	\$ 0.11	\$ 0.04	\$ 0.15	\$ (0.08)
Diluted	\$ 0.10	\$ 0.04	\$ 0.15	\$ (0.08)
Weighted average shares outstanding:				
Basic	93,512	93,902	93,470	93,983
Diluted	95,463	96,267	95,541	93,983

See accompanying Notes to these unaudited consolidated financial statements.

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ASPEN TECHNOLOGY, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)

(Unaudited and in thousands)

	Three Months Ended December 31,		Six Months Ended December 31,	
	2012	2011	2012	2011
Net income (loss)	\$ 9,937	\$ 3,836	\$ 14,350	\$ (7,900)
Other comprehensive (loss) income:				
Foreign currency translation adjustments				