

NEWPORT CORP  
Form 10-Q  
May 04, 2004

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

Washington, DC 20549

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**FORM 10-Q**

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(Mark One)

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

For the quarterly period ended April 3, 2004

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: 0-1649

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**NEWPORT CORPORATION**

(Exact name of registrant as specified in its charter)

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

**94-0849175**  
(IRS Employer Identification No.)

**1791 Deere Avenue, Irvine, California 92606**  
(Address of principal executive offices) (Zip Code)

**Registrant's telephone number, including area code: (949) 863-3144**

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Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant is an accelerated filer (as defined in Exchange Act Rule 12b-2). Yes  No

As of April 23, 2004, 39,350,154 shares of the registrant's sole class of common stock were outstanding.

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NEWPORT CORPORATION

FORM 10-Q

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## PART I FINANCIAL INFORMATION

## Item 1. Financial Statements

## NEWPORT CORPORATION

## Consolidated Statements of Operations

(In thousands, except per share data)

(Unaudited)

	Three Months Ended	
	April 3, 2004	March 31, 2003
Net sales	\$ 42,399	\$ 33,304
Cost of sales	28,151	22,254
Gross profit	14,248	11,050
Selling, general and administrative expense	10,990	11,552
Research and development expense	3,825	4,988
Operating loss	(567)	(5,490)
Interest and other income, net	1,508	1,573
Income (loss) from continuing operations before income taxes	941	(3,917)
Income tax benefit	(200)	
Income (loss) from continuing operations	1,141	(3,917)
Loss from discontinued operations, net of income tax		(1,952)
Net income (loss)	\$ 1,141	\$ (5,869)
Basic net income (loss) per share:		
Income (loss) from continuing operations	\$ 0.03	\$ (0.10)
Loss from discontinued operations		(0.05)
Net income (loss)	\$ 0.03	\$ (0.15)
Diluted net income (loss) per share:		
Income (loss) from continuing operations	\$ 0.03	\$ (0.10)
Loss from discontinued operations		(0.05)
Net income (loss)	\$ 0.03	\$ (0.15)
Shares used in computation of net income (loss) per share:		

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Basic	<b>39,168</b>	38,516
Diluted	<b>41,413</b>	38,516

See accompanying notes.

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## NEWPORT CORPORATION

## Consolidated Balance Sheets

(In thousands, except share data)

	April 3, 2004	December 31, 2003
	(Unaudited)	
<b>ASSETS</b>		
<i>Current assets:</i>		
Cash and cash equivalents	\$ 16,210	\$ 11,795
Marketable securities	249,573	255,507
Accounts receivable, net of allowance for doubtful accounts of \$583 and \$647	27,239	23,960
Inventories	55,300	54,854
Prepaid expenses and other current assets	6,033	6,000
	<u>354,355</u>	<u>352,116</u>
Total current assets	354,355	352,116
Property and equipment, net	31,246	32,734
Goodwill	57,606	57,606
Deferred income taxes	14,900	14,900
Investments and other assets	11,297	10,863
	<u>\$ 469,404</u>	<u>\$ 468,219</u>
	<u>\$ 469,404</u>	<u>\$ 468,219</u>
<b>LIABILITIES AND STOCKHOLDERS EQUITY</b>		
<i>Current liabilities:</i>		
Accounts payable	\$ 9,057	\$ 8,517
Accrued payroll and related expenses	7,300	7,811
Accrued expenses and other current liabilities	8,362	9,567
Accrued restructuring costs	695	1,124
Obligations under capital leases	269	272
	<u>25,683</u>	<u>27,291</u>
Total current liabilities	25,683	27,291
Obligations under capital leases, less current portion	1,492	1,612
Accrued restructuring costs and other liabilities	703	907
Commitments and contingencies		
<i>Stockholders equity:</i>		
Common stock, par value \$0.1167 per share, 200,000,000 shares authorized; 39,335,107 and 39,032,509 shares issued and outstanding	4,590	4,555
Capital in excess of par value	442,158	440,194
Deferred stock compensation	(117)	(139)
Accumulated other comprehensive income	2,907	2,952
Retained deficit	(8,012)	(9,153)
	<u>441,526</u>	<u>438,409</u>
Total stockholders equity	441,526	438,409
	<u>\$ 469,404</u>	<u>\$ 468,219</u>
	<u>\$ 469,404</u>	<u>\$ 468,219</u>

See accompanying notes.

## NEWPORT CORPORATION

## Consolidated Statements of Cash Flows

(In thousands)

(Unaudited)

	Three Months Ended	
	April 3,	March 31,
	2004	2003
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Net income (loss)	\$ 1,141	\$ (5,869)
Adjustments to reconcile net income (loss) to net cash used in operating activities:		
Depreciation and amortization	2,299	2,485
Provision for losses on inventories	151	616
Other non-cash items, net	(125)	(125)
Increase (decrease) in cash due to changes in:		
Accounts receivable	(3,424)	(2,538)
Inventories	(252)	1,159
Prepaid expenses and other current assets	(40)	1,991
Other assets and liabilities	(159)	82
Accounts payable	660	807
Accrued payroll and related expenses	(437)	(2,495)
Accrued expenses and other current liabilities	(1,224)	(1,964)
Accrued restructuring costs	(623)	(1,422)
Net cash used in operating activities	(2,033)	(7,273)
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Purchase of property and equipment, net	(686)	(670)
Purchase of marketable securities	(109,920)	(145,040)
Proceeds from the sale of marketable securities	115,594	122,956
Purchase of equity investments and intellectual property	(410)	(1,550)
Net cash provided by (used in) investing activities	4,578	(24,304)
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Repayment of long-term debt and obligations under capital leases	(74)	(69)
Proceeds from the issuance of common stock under employee plans	1,999	758
Net cash provided by financing activities	1,925	689
Impact of foreign exchange rate changes on cash balances	(55)	128
Net increase (decrease) in cash and cash equivalents	4,415	(30,760)
Cash and cash equivalents at beginning of period	11,795	44,059
Cash and cash equivalents at end of period	\$ 16,210	\$ 13,299
<b>Supplemental disclosures of cash flow information:</b>		
Cash paid during the period for:		
Interest	\$ 41	\$ 16
Income tax paid (refunds received), net	\$ (125)	\$ (511)



See accompanying notes.

**NEWPORT CORPORATION**

**Notes to Consolidated Financial Statements**

**April 3, 2004**

**1. Basis of Presentation**

The accompanying consolidated financial statements include the financial statements of the Company and its wholly owned subsidiaries. These financial statements are unaudited and have been prepared in accordance with the instructions to Form 10-Q and Article 10 of Regulation S-X. In the opinion of management, all adjustments (consisting of normal and recurring accruals) considered necessary for a fair presentation have been included.

The accompanying consolidated financial statements do not include certain footnotes and financial presentations normally required under generally accepted accounting principles and, therefore, should be read in conjunction with the consolidated financial statements and related notes contained in the Company's Annual Report on Form 10-K for the year ended December 31, 2003. The results for the interim period are not necessarily indicative of results for the full year ending January 1, 2005. The December 31, 2003 balances reported herein are derived from the audited consolidated financial statements included in the Company's Annual Report on Form 10-K for the year ended December 31, 2003.

Effective beginning in the first quarter of 2004, the Company has changed to a conventional 52/53-week accounting fiscal year. The Company's fiscal year will end on the Saturday closest to December 31, and its fiscal quarters will end on the Saturday closest to the end of each corresponding calendar quarter. As a result, for fiscal 2004, the Company's first quarter ended on April 3, 2004, and its second and third quarters will end on July 3, 2004 and October 2, 2004, respectively, and its fiscal year will end on January 1, 2005. As a result of this change, the first quarter of 2004 consisted of 94 days, compared with 90 days in the first quarter of 2003. The effect of the additional days did not have a material effect on the Company's results of operations for the first quarter of 2004.

Certain prior period amounts have been reclassified to conform to the current period presentation.

**2. Revenue Recognition**

Revenue is recognized after all significant obligations have been met, collectibility is probable and title has passed, which typically occurs upon shipment or completion of services. Revenue for products that require installation for which the installation is essential to functionality or is not deemed inconsequential or perfunctory are recognized upon completion of installation. Revenues for products that require installation where installation is not essential to functionality and is deemed inconsequential or perfunctory are recognized upon shipment with estimated installation costs accrued. However, if a portion of the revenue is not payable until installation is complete, the Company defers revenue up to the amount that is not payable. Revenues for training are deferred until the service is completed. Revenues for extended service contracts are recognized over the related contract periods.

Customers generally have 30 days from the original invoice date (generally 60 days for international customers) to return a standard catalog product purchase for exchange or credit. The catalog product must be returned in its original condition and meet certain other criteria. Product returns of catalog items have historically been insignificant and are charged against revenue in the period returned. Custom, option-configured and certain other products as defined in the terms and conditions of sale cannot be returned.

### **3. Accounts Receivable**

The Company estimates the collectibility of customer receivables on an ongoing basis by periodically reviewing invoices outstanding over a certain period of time. The Company has recorded reserves for specific receivables deemed to be at risk for collection, as well as a general reserve based on the Company's historical collections experience. A considerable amount of judgment is required in assessing the ultimate realization of these receivables, including the current credit-worthiness of each customer.

### **4. Derivative Instruments**

The Company recognizes all derivative financial instruments in the consolidated financial statements at fair value regardless of the purpose or intent for holding the instrument. The accounting for changes in the fair value (i.e., gains or losses) of a derivative instrument depends on whether it has been designated and qualifies as part of a hedging relationship and further, on the type of hedging relationship. The Company does not engage in currency speculation; however, the Company uses forward exchange contracts to mitigate the risks associated with certain

**NEWPORT CORPORATION**

**Notes to Consolidated Financial Statements**

**April 3, 2004**

foreign currency transactions entered into in the ordinary course of business, primarily foreign currency denominated receivables and payables. Such contracts do not qualify for hedge accounting and, accordingly, changes in fair values are reported in the statement of operations. The forward exchange contracts generally require the Company to exchange U.S. dollars for foreign currencies at maturity, at rates agreed to at the inception of the contracts. If the counterparties to the exchange contracts (AA or A+ rated banks) do not fulfill their obligations to deliver the contracted currencies, the Company could be at risk for any currency related fluctuations. Transaction gains and losses are included in the statements of operations in *interest and other income, net*.

There were no foreign exchange contracts outstanding at December 31, 2003 or April 3, 2004.

**5. Income Taxes**

The Company provides for income taxes in interim periods based on the estimated effective income tax rate for the complete fiscal year. The income tax provision (benefit) is computed on the pretax income (loss) of the consolidated entities located within each taxing jurisdiction based on current tax law. Deferred taxes result from the future tax consequences associated with temporary differences between the amount of assets and liabilities recorded for tax and financial accounting purposes. A valuation allowance for deferred tax assets is recorded to the extent the Company cannot determine, in accordance with the provisions of Statement of Financial Accounting Standards No. 109, *Accounting for Income Taxes* (SFAS No. 109), that the ultimate realization of net deferred tax assets is more likely than not.

The ultimate realization of deferred tax assets is dependent upon the generation of future taxable income during the periods in which those temporary differences become deductible. Management considers taxable income in carryback years, the scheduled reversal of deferred tax liabilities, tax planning strategies and projected future taxable income in making this assessment. As of April 3, 2004, due to uncertainties surrounding the realization of the cumulative federal and state net operating losses sustained during 2003 and 2002, the Company has recorded a valuation allowance against a portion of the gross deferred tax assets.

**6. Discontinued Operations**

In March 2003, the Company shut down its Plymouth, Minnesota operation and liquidated the majority of the remaining assets. Results for the first quarter of 2003 include the treatment of the Company's former metrology business and its Minnesota operation as discontinued operations, reflecting the completed divestitures of those operations.

**7. Inventories**

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Inventories are stated at cost, determined on either a first in, first-out (FIFO) or average cost basis and do not exceed net realizable value. In assessing the ultimate realization of inventories, the Company makes judgments as to future demand requirements and compares those requirements with the current or committed inventory levels. Reserves are established for inventory levels that exceed expected future demand.

*Inventories consist of the following:*

<b>(In thousands)</b>	<b>April 3, 2004</b>	<b>December 31, 2003</b>
Raw materials and purchased parts	\$ 31,925	\$ 33,372
Work in process	8,966	7,463
Finished goods	14,409	14,019
Total inventories	\$ 55,300	\$ 54,854

## NEWPORT CORPORATION

## Notes to Consolidated Financial Statements

April 3, 2004

**8. Warranty**

Unless otherwise stated in the Company's product literature, or in its agreements with customers, the Company provides a one-year warranty from the original invoice date on all product material and workmanship. Products sold to original equipment manufacturer (OEM) customers generally carry longer warranties, typically 15 to 24 months. Defective products will be either repaired or replaced, generally at the Company's option, upon meeting certain criteria. The Company accrues a provision for the estimated costs that may be incurred for product warranties relating to a product as a component of cost of sales at the time revenue for that product is recognized.

*The activity in accrued warranty obligations is as follows:*

	Three Months Ended	
	April 3, 2004	March 31, 2003
<b>(In thousands)</b>		
Balance at beginning of year	\$ 806	\$ 2,047
Additions charged to cost of sales	522	380
Warranty claims	(316)	(1,020)
Balance at end of period	<b>\$ 1,012</b>	<b>\$ 1,407</b>

Such amounts are included in accrued expenses and other current liabilities in the accompanying consolidated balance sheets.

**9. Accrued Restructuring Costs**

As of April 3, 2004, \$1.1 million of facility-related accruals remained under the Company's 2002 restructuring plan. All severance actions were completed in 2003 and a total of 331 employees were terminated under this plan.

*The following table summarizes the Company's accrued restructuring costs:*

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	<b>Facility Consolidation</b>
<b>(In thousands)</b>	
Balance at December 31, 2003	<b>\$ 1,687</b>
Cash payments	<b>(623)</b>
Balance at April 3, 2004	<b>\$ 1,064</b>

The facility consolidation reserves will be paid over the associated lease terms, which expire at various dates between 2005 and 2008. At April 3, 2004 and December 31, 2003, \$0.7 million and \$1.1 million, respectively, of accrued restructuring costs were expected to be paid within one year and are reflected in current liabilities; and \$0.4 million and \$0.6 million, respectively, of accrued restructuring costs are included in long-term *accrued restructuring costs and other liabilities* in the accompanying consolidated balance sheets.

## NEWPORT CORPORATION

## Notes to Consolidated Financial Statements

April 3, 2004

**10. Interest and Other Income, Net***Interest and other income, net, consist of the following:*

(In thousands)	Three Months Ended	
	April 3,	March 31,
	2004	2003
Interest and dividend income	\$ 1,294	\$ 1,966
Gains on sales of marketable securities, net	312	216
Bank and portfolio asset management fees	(132)	(217)
Foreign exchange gains (losses), net	57	(118)
Interest expense	(41)	(75)
Other income (expense), net	18	(199)
Total interest and other income, net	<u>\$ 1,508</u>	<u>\$ 1,573</u>

**11. Accumulated other comprehensive income and comprehensive income (loss)***Accumulated other comprehensive income consists of the following:*

(In thousands)	April 3,	December 31,
	2004	2003
	<u>2004</u>	<u>2003</u>
Cumulative foreign currency translation gains	\$ 2,511	\$ 2,955
Unrealized gains (losses) on marketable securities	396	(3)
	<u>\$ 2,907</u>	<u>\$ 2,952</u>

*The components of comprehensive income (loss), net of related tax, are as follows:*



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(In thousands)	Three Months Ended	
	April 3,	March 31,
	2004	2003
Net income (loss)	\$ 1,141	\$ (5,869)
Foreign currency translation gain (loss)	(444)	1,583
Unrealized holding period gains arising during period	711	253
Less: reclassification adjustments for gains included in net income	(312)	(216)
<b>Comprehensive income (loss)</b>	<b>\$ 1,096</b>	<b>\$ (4,249)</b>

## NEWPORT CORPORATION

## Notes to Consolidated Financial Statements

April 3, 2004

## 12. Net Income (Loss) Per Share

*Basic* income (loss) per share is computed by dividing net loss by the weighted average number of shares of common stock outstanding during the periods, excluding restricted stock. *Diluted* income (loss) per share is computed using the weighted average number of shares of common stock outstanding during the periods, excluding restricted stock, and the dilutive effects of common stock equivalents (restricted stock and stock options) outstanding during the periods, determined using the treasury stock method. Diluted loss per share excludes the antidilutive effects of common stock equivalents outstanding during the periods.

The following table sets forth the numerator and denominator used in the computation of net income (loss) per share:

(In thousands)	Three Months Ended	
	April 3,	March 31,
	2004	2003
Numerator for basic and diluted net income (loss) per share:		
Income (loss) from continuing operations	\$ 1,141	\$ (3,917)
Loss from discontinued operations		(1,952)
Net income (loss)	<u>\$ 1,141</u>	<u>\$ (5,869)</u>
Denominator for basic net income (loss) per share:		
Weighted average shares outstanding	39,232	38,581
Weighted unvested restricted stock outstanding	(64)	(65)
Denominator for basic net income (loss) per share:	<u>39,168</u>	<u>38,516</u>
Effect of dilutive securities:		
Employee stock options	2,181	
Restricted stock	64	
Denominator for diluted net income (loss) per share:	<u>41,413</u>	<u>38,516</u>

Common stock equivalents of 1,725 have been excluded from the denominator for purposes of calculating diluted loss per share for the quarter ended March 31, 2003, as their inclusion would be antidilutive due to net losses incurred.

## 13. Stock Based Compensation

The Company applies the intrinsic value based method of accounting prescribed by Accounting Principles Board Opinion No. 25, *Accounting for Stock Issued to Employees* (APB 25) and related Interpretations in accounting for its stock-based compensation and complies with the disclosure provisions of Statement of Financial Accounting Standards No. 148, *Accounting for Stock-Based Compensation - Transition and Disclosure* (SFAS No. 148) and Statement of Financial Accounting Standards No. 123, *Accounting for Stock-Based Compensation* (SFAS No. 123). Accordingly, no compensation expense is recognized for employee stock options with exercise prices equal to the Company's stock price at date of grant. Costs related to restricted stock grants, representing the difference between the grant date fair value of the award and the purchase price, if any, of the related shares, are fixed at the date of grant and amortized over the vesting period. Pro forma amounts adjusted for the effect of recording compensation cost related to the Company's stock option and employee stock purchase plans determined based upon the fair value at the grant date for awards under these plans consistent with the methodology prescribed under SFAS No. 148 and SFAS No. 123 are presented below:

## NEWPORT CORPORATION

## Notes to Consolidated Financial Statements

April 3, 2004

	Three Months Ended	
	April 3, 2004	March 31, 2003
<b>(In thousands, except per share data)</b>		
Net income (loss) reported	\$ 1,141	\$ (5,869)
Employee compensation expense under fair value method	(3,647)	(4,396)
Net loss pro forma	\$ (2,506)	\$ (10,265)
Basic net income (loss) per share reported	\$ 0.03	\$ (0.15)
Basic net loss per share pro forma	\$ (0.06)	\$ (0.27)
Diluted net income (loss) per share reported	\$ 0.03	\$ (0.15)
Diluted net loss per share pro forma	\$ (0.06)	\$ (0.27)
Shares used in computation of net income (loss) per share:		
Basic	39,168	38,516
Diluted reported	41,413	38,516
Diluted pro forma	39,168	38,516

For purposes of reporting diluted net loss pro forma per share, for the quarter ended April 3, 2004, common stock equivalents of 2,245 have been excluded from the denominator, as their inclusion would be antidilutive due to the pro forma net loss incurred. Common stock equivalents of 1,725 have been excluded from the denominator for purposes of calculating diluted net loss and diluted net loss pro forma per share for the quarter ended March 31, 2003, as their inclusion would be antidilutive due to net losses incurred.

The fair value of each option grant in 2004 was estimated as of the date of the grant using the Black-Scholes option pricing model with the following weighted-average assumptions: no annualized dividend yield; expected annual volatility of 70.60%; risk-free interest rate of 3.18%; expected life of 5 years; and expected turnover rate of 12.90%.

**14. Segment Reporting**

The Company has two reportable business segments: Industrial and Scientific Technologies (ISTD) and Advanced Packaging and Automation Systems (APAS). Selected segment financial information follows:

(In thousands)	Industrial and Scientific Technologies	Advanced Packaging and Automation Systems	Total
	<u>          </u>	<u>          </u>	<u>          </u>

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**Three Months Ended April 3, 2004:**

Sales to external customers	\$	34,288	\$	8,111	\$ 42,399
Segment income (loss)		2,984		(1,008)	1,976

Three Months Ended March 31, 2003:

Sales to external customers	\$	27,607	\$	5,697	\$ 33,304
Segment income (loss)		1,011		(3,531)	(2,520)

In the first quarter of 2004, the Company reclassified certain fiber optic communications product lines from its APAS Division to its ISTD Division. All prior periods have been restated to reflect this change in business segment.

## NEWPORT CORPORATION

## Notes to Consolidated Financial Statements

April 3, 2004

The following reconciles segment income (loss) to consolidated income (loss) from continuing operations before income taxes:

(In thousands)	Three Months Ended	
	April 3,	March 31,
	2004	2003
Segment income (loss)	\$ 1,976	\$ (2,520)
Unallocated operating expenses	(2,543)	(2,970)
Interest and other income, net	1,508	1,573
Income (loss) from continuing operations before income taxes	\$ 941	\$ (3,917)

**Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations for the Three Months Ended April 3, 2004 and March 31, 2003**

**INTRODUCTORY NOTE**

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. Words such as may, will, expect, believe, anticipate, intend, could, estimate, or continue or the negative or other 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.

The forward-looking statements included herein are based on current expectations and involve a number of risks and uncertainties, all of which are difficult or impossible to predict accurately 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 under the subheading **RISKS RELATING TO OUR BUSINESS** on pages 20 through 26 of this Quarterly Report on Form 10-Q, and in Item 1 (Business) and Item 7 (Management's Discussion and Analysis of Financial Condition and Results of Operations) in our Annual Report on Form 10-K for the year ended December 31, 2003. 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 place undue reliance 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.

The following is our discussion and analysis of certain significant factors that have affected our earnings and financial position during the periods included in the accompanying financial statements. This discussion compares the three-month periods ended April 3, 2004 and March 31, 2003. This discussion should be read in conjunction with the financial statements and associated notes.

**DISCONTINUED OPERATIONS**

In March 2003, we shut down our Plymouth, Minnesota operation and liquidated the majority of the remaining assets. Results for the first quarter of 2003 include the treatment of our former metrology business and our Minnesota operation as discontinued operations, reflecting the completed divestitures of those operations.

**CRITICAL ACCOUNTING POLICIES AND ESTIMATES**

Management's Discussion and Analysis of Financial Condition and Results of Operations is based on our consolidated financial statements included in this Quarterly Report on Form 10-Q, which have been prepared in accordance with accounting principles generally accepted in the United States. The preparation of these financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and related disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting periods. On an ongoing basis, we evaluate these estimates and assumptions, including those related to allowance for doubtful accounts, inventory reserves, warranty obligations, restructuring reserves, asset impairment valuations

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and income tax valuations. We base these estimates on historical experience and on various other factors which we believe to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. These estimates and assumptions by their nature involve risks and uncertainties, and may prove to be inaccurate. In the event that any of our estimates or assumptions are inaccurate in any material respect, it could have a material adverse effect on our reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting periods.

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The following critical accounting policies affect our more significant judgments and estimates used in the preparation of our consolidated financial statements.

### **Revenue Recognition**

We record revenue after all significant obligations have been met, collectibility is probable and title has passed, which typically occurs upon shipment or completion of services. For products that require installation for which the installation is essential to functionality or is not deemed inconsequential or perfunctory, we recognize revenue upon completion of installation. For products that require installation where installation is not essential to functionality and is deemed inconsequential or perfunctory we recognize revenue upon shipment with estimated installation costs accrued. However, if a portion of the revenue is not payable until installation is complete, we defer revenue equal to the amount that is not payable. We defer revenues for training until the service is completed. We recognize revenue for extended service contracts through the passage of time.

Our customers generally have 30 days from the original invoice date (generally 60 days for international customers) to return a standard catalog product purchase for exchange or credit. The catalog product must be returned in its original condition and meet certain other criteria. Product returns of catalog items have historically been insignificant and are charged against revenue in the period returned. Custom, option-configured and certain other products as defined in our terms and conditions of sale cannot be returned.

### **Accounts Receivable**

We estimate the collectibility of customer receivables on an ongoing basis by periodically reviewing invoices outstanding over a certain period of time. We have recorded reserves for specific receivables deemed to be at risk for collection, as well as a general reserve based on our historical collections experience. A considerable amount of judgment is required in assessing the ultimate realization of these receivables, including the current credit-worthiness of each customer. If the financial conditions of our customers in the markets we serve were to deteriorate, resulting in an impairment of their ability to make required payments, additional allowances may be required which could adversely affect our operating results.

### **Inventory**

We state our inventories at the lower of cost (determined on either a first-in, first-out (FIFO) or average cost basis) or market and provide reserves for potentially excess and obsolete inventory. In assessing the ultimate realization of inventories, we make judgments as to future demand requirements and compare those requirements with the current or committed inventory levels. Reserves are established for inventory levels that exceed expected future demand. It is possible that additional changes in required inventory reserves may occur in the future due to changes in market conditions, which could adversely affect our operating results.

### **Warranty**

Unless otherwise stated in our product literature, we provide a one-year warranty from the original invoice date on all product material and workmanship. Products sold to original equipment manufacturer (OEM) customers generally carry longer warranties, typically 15 to 24 months. Defective products will be either repaired or replaced, generally at our option, upon meeting certain criteria. We accrue a provision for the

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estimated costs that may be incurred for product warranties relating to a product as a component of cost of sales at the time revenue for that product is recognized. While we engage in extensive product quality programs and processes, including actively monitoring and evaluating the quality of our component suppliers, our warranty obligation is affected by product failure rates, material usage and service delivery costs incurred in correcting a product failure. Should actual product failure rates, material usage and/or service delivery costs differ from our estimates, revisions to the estimated warranty obligation would be required which could adversely affect our operating results.

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## Impairment of Assets Restructuring Reserves

We assess the impairment of long-lived assets whenever events or changes in circumstances indicate that their carrying value may not be recoverable. The determination of related estimated useful lives and whether or not these assets are impaired involves significant judgments, related primarily to the future profitability and/or future value of the assets. Changes in our strategic plan and/or market conditions could significantly impact these judgments and could require adjustments to recorded asset balances. We hold minority interests in companies having operations or technologies in areas within or adjacent to our strategic focus, all of which are privately held and whose values are difficult to determine. We record an investment impairment charge in any reporting period where we believe an investment has experienced a decline in value that is other than temporary. Future adverse changes in market conditions or poor operating results of underlying investments could result in losses or an inability to recover the carrying value of the investments that may not be reflected in an investment's current carrying value, thereby possibly requiring an impairment charge in the future.

We perform annual impairment tests of our goodwill and other intangibles in accordance with Statement of Financial Accounting Standards No. 142, *Goodwill and Other Intangible Assets* (SFAS No. 142). Under SFAS No. 142, goodwill is no longer amortized but is subject to impairment tests based upon a comparison of the fair value of each of our reporting units, as defined, and the carrying value of the reporting units' net assets, including goodwill. SFAS No. 142 requires a review for impairment at least annually or when circumstances exist that would indicate an impairment of such goodwill. We perform the annual impairment review as of October 1st each year. The 2003 and 2002 annual reviews resulted in no additional impairment of the carrying value of goodwill. At April 3, 2004, we had goodwill of approximately \$57.6 million.

## Restructuring Reserves

As of April 3, 2004, \$1.1 million of facility-related accruals remained under our 2002 restructuring plan. We completed all severance actions in 2003 and we terminated a total of 331 employees under this plan.

The following table summarizes our accrued restructuring costs:

(In thousands)	Facility Consolidation
Balance at December 31, 2003	\$ 1,687
Cash payments	(623)
Balance at April 3, 2004	\$ 1,064

The facility consolidation reserves will be paid over the associated lease terms, which expire at various dates between 2005 and 2008. At April 3, 2004 and December 31, 2003, \$0.7 million and \$1.1 million, respectively, of accrued restructuring costs were expected to be paid within one year and are reflected in current liabilities; and \$0.4 million and \$0.6 million, respectively, of accrued restructuring costs are included in long-term *accrued restructuring costs and other liabilities* in the accompanying consolidated balance sheets.

## Income Taxes

We provide for income taxes in interim periods based on the estimated effective income tax rate for the complete fiscal year. The income tax provision (benefit) is computed on the pretax income (loss) of the consolidated entities located within each taxing jurisdiction based on current tax law. Deferred taxes result from the future tax consequences associated with temporary differences between the recorded amounts of the assets and liabilities for tax and financial accounting purposes. A valuation allowance for deferred tax assets is recorded to the extent we cannot determine, in accordance with the provisions of Statement of Financial Accounting Standards No. 109, *Accounting for Income Taxes*, (SFAS No. 109), that the ultimate realization of the net deferred tax assets is more likely than not.

We currently have significant deferred tax assets, which are subject to periodic recoverability assessments. We recorded a valuation reserve in the third quarter of 2002 against our deferred tax assets pursuant to SFAS No. 109, due to the uncertainty as to the timing and ultimate realization of those assets. As such, we did not recognize any tax benefit on the losses recorded in 2003 and recorded a valuation allowance against deferred tax assets for the current period. For the foreseeable future, the tax provision related to future earnings will be substantially offset by a reduction in the valuation reserve, and any future pretax losses will not be offset by a tax benefit due to the uncertainty of the recoverability of the deferred tax assets.

Realization of our deferred tax assets is principally dependent upon our achievement of future taxable income and/or tax planning strategies, the estimation of which requires significant management judgment. Our judgments regarding future profitability may change due to many factors, including future market conditions and our ability to successfully execute our business plans and/or tax planning strategies. These changes, if any, may require material adjustments to these deferred tax asset balances.

### Fiscal Year End

Effective beginning in the first quarter of 2004, we have changed to a conventional 52/53-week accounting fiscal year. Our fiscal year will end on the Saturday closest to December 31, and our fiscal quarters will end on the Saturday closest to the end of each corresponding calendar quarter. As a result, for fiscal 2004, our first quarter ended on April 3, 2004, and our second and third quarters will end on July 3, 2004 and October 2, 2004, respectively, and our fiscal year will end on January 1, 2005. As a result of this change, the first quarter of 2004 consisted of 94 days, compared with 90 days in the first quarter of 2003 and the following quarterly comparisons are subject to this variance. The effect of the additional days did not have a material effect on our results of operations for the first quarter of 2004.

### RESULTS OF OPERATIONS

The following table represents the results of operations for the periods indicated as a percentage of net sales:

	Percentage of Net Sales	
	Three Months Ended	
	April 3, 2004	March 31, 2003
Net sales	100.0%	100.0%
Cost of sales	66.4	66.8
Gross profit	33.6	33.2
Selling, general and administrative expenses	25.9	34.7
Research and development expense	9.0	15.0
Operating loss	(1.3)	(16.5)
Interest and other income, net	3.5	4.7

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Income (loss) from continuing operations before income taxes	2.2	(11.8)
Income tax benefit	(0.5)	
Income (loss) from continuing operations	2.7	(11.8)
Loss from discontinued operations		(5.8)
Net income (loss)	2.7%	(17.6)%

**Net Sales**

Net sales for the quarter ended April 3, 2004 were \$42.4 million, an increase of 27.3% compared with \$33.3 million for the quarter ended March 31, 2003. The sales increase was due to increases in sales to the semiconductor equipment market as well to our other end markets.

Sales to customers in the semiconductor equipment market for the quarter ended April 3, 2004 were \$16.5 million, reflecting an increase of \$5.2 million, or 46.0%, compared with the corresponding prior-year period. The increase reflected increases in demand by semiconductor manufacturers for capital equipment, which led to higher demand for the components, subsystems and robots and turnkey systems we sell to this market.

Sales for the quarter ended April 3, 2004 to our other markets, comprised primarily of research, aerospace and defense, fiber optic communications and the other end markets we serve were \$22.9 million, an increase of \$3.2 million, or 16.2%, compared with the corresponding prior-year period. The increase was attributable primarily to our increased focus on the research market, sales of the new products we released during 2003, and greater governmental spending on research, defense and homeland security.

Sales to the life and health sciences market for the quarter ended April 3, 2004 totaled \$3.0 million, reflecting an increase of \$0.7 million, or 30.4%, compared with the corresponding prior-year period. The increase was attributable primarily to sales of products to our largest original equipment manufacturer (OEM) customer in this market, for which there were no sales in the corresponding prior-year period.

Domestic and international sales by end market were as follows:

<b>Domestic Sales:</b>	<b>Three Months Ended</b>			
	<b>April 3,</b>	<b>March 31,</b>	<b>Percentage</b>	
	<b>2004</b>	<b>2003</b>	<b>Increase</b>	<b>Increase</b>
<b>(In thousands)</b>				
Semiconductor	\$ 15,236	\$ 10,074	\$ 5,162	51.2%
Life and health sciences	2,644	2,088	556	26.6
Other markets	11,769	10,583	1,186	11.2
<b>Total domestic sales</b>	<b>\$ 29,649</b>	<b>\$ 22,745</b>	<b>\$ 6,904</b>	<b>30.4%</b>

<b>International Sales:</b>	<b>Three Months Ended</b>			
	<b>April 3,</b>	<b>March 31,</b>	<b>Percentage</b>	
	<b>2004</b>	<b>2003</b>	<b>Increase</b>	<b>Increase</b>
<b>(In thousands)</b>				
Semiconductor	\$ 1,231	\$ 1,177	\$ 54	4.6%
Life and health sciences	384	251	133	53.0
Other markets	11,135	9,131	2,004	21.9

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Total international sales	<u>\$ 12,750</u>	<u>\$ 10,559</u>	<u>\$ 2,191</u>	20.8%
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Geographically, sales to European customers increased \$0.5 million, or 7.9% in the quarter ended April 3, 2004, compared with the corresponding prior-year period. Sales to Pacific Rim customers increased \$1.6 million, or 51.6% in the quarter ended April 3, 2004, compared with the corresponding prior-year period. First quarter sales to Canadian customers were \$0.6 million and sales to other international customers were \$0.6 million in the first quarter of 2004, both of which were flat compared with the corresponding prior-year period. The increases in sales to European and Pacific Rim customers were due primarily to the increases in sales to the semiconductor and other markets discussed above, as well as favorable exchange rate fluctuations, although the impact of such factors on sales to each geographic market varies based on the composition of our sales to that geographic market.

The results of our international operations are subject to currency fluctuations. As the value of the U.S. dollar weakens relative to other currencies, sales in those currencies convert to more U.S. dollars; conversely, when the value of the U.S. dollar strengthens relative to other currencies, sales in those countries convert to fewer U.S.



dollars. Approximately \$1.1 million of the increase in net sales in the quarter ended April 3, 2004 were attributable to reductions in the average value of the U.S. dollar relative to foreign currencies compared with the corresponding prior-year period.

We expect net sales for the second quarter of 2004 to increase over the first quarter of 2004 due to increased order flow and higher backlog scheduled to ship in the second quarter, across all of our markets. Our business is subject to risks arising from market conditions in the semiconductor equipment market, as well as from general economic conditions. We have experienced significant increases in orders from and sales to the semiconductor equipment market in recent quarters, reflecting the higher levels of capital spending by semiconductor manufacturers. However, the duration and extent of the current upturn in this market is difficult to predict and represents a significant uncertainty with respect to our future operating results. We expect our sales to the life and health sciences market to fluctuate on a quarter to quarter basis in the short term due to our relatively small number of significant OEM customers in this market, but to increase over time as we increase our penetration of this market. The fiber optic communications market has remained depressed in 2003 and 2004, and we expect our orders from and sales to this market to remain depressed until at least the end of 2005. The precise timing and extent of any recovery in the fiber optic communications market is also difficult to predict and also represents a significant uncertainty with respect to our future operating results. We expect that our sales to the research, aerospace and defense markets will fluctuate from period to period in line with changes in overall research and defense spending levels, but will increase over time as we increase our penetration of these markets.

### **Gross Margin**

Gross margin for the quarter ended April 3, 2004 was 33.6%, compared with a gross margin of 33.2% in the corresponding period in 2003. The improvement in gross margin from the first quarter of 2003 was primarily attributable to the higher sales volume, which led to improved absorption of overhead, offset in part by a significantly higher mix of sales to OEM customers, which generally carry lower gross margins, in the first quarter of 2004. Gross margins for both periods were negatively impacted by previously capitalized underabsorbed overhead costs. Products sold in the current quarter were produced during periods in which unabsorbed overhead costs were allocated to inventory. In accordance with generally accepted accounting principles, these variances were capitalized when the inventory was produced and are charged to cost of sales when the related products are sold. We expect this negative impact on our gross margin to continue to some degree for the next few quarters.

In the second quarter of 2004, we expect our gross margin to improve with increased sales volume, as well as lower previously capitalized overhead variances as we begin to achieve better overhead absorption at the higher expected sales volumes. Generally, we expect that our gross margin will fluctuate in future periods due to factors including absorption of fixed overhead due to sales volumes and production activity, product mix and the proportion of sales to OEM customers, material costs, changes in the carrying value of inventory and manufacturing efficiencies. In particular, because a significant portion of our manufacturing overhead is fixed in the short term, the impact of increases or decreases in sales on our gross margin will likely not be in proportion to the changes in net sales.

### **Selling, General and Administrative (SG&A) Expense**

SG&A expense for the quarter ended April 3, 2004 totaled \$11.0 million, or 25.9% of net sales, compared with \$11.6 million, or 34.7% of net sales, for the first quarter of 2003. The decrease in SG&A expenses in absolute dollars was attributable primarily to the effects of our cost reduction efforts over the last 18 months and to higher expenses incurred in the first quarter of 2003 for legal fees related to protecting our intellectual property.

We expect that SG&A expense as a percentage of sales will fluctuate in the future based on our sales level in any given period. Because a significant portion of our SG&A expense is fixed in the short term, these fluctuations will likely not be in proportion to the changes in net sales.

**Research and Development Expense**

Research and development (R&D) expense for the quarter ended April 3, 2004 totaled \$3.8 million, or 9.0% of net sales, compared with \$5.0 million, or 15.0% of net sales, for the corresponding period in 2003. The lower R&D expense in the current year period resulted primarily from reductions in R&D spending in the fiber optic

communications area, as well as from our overall efforts to maximize the focus and efficiency of our R&D activities.

We believe that the continued development and advancement of our key products and technologies is critical to our future success. Accordingly, we intend to continue to invest in key R&D initiatives, while working to ensure that the efforts are focused and the funds are deployed efficiently. We expect that R&D expense as a percentage of net sales will fluctuate in the future based on our sales level in any given period. Because of our commitment to continued product development, and because a significant portion of our R&D expense is fixed in the short term, these fluctuations will likely not be in proportion to the changes in net sales.

#### **Interest and Other Income, Net**

Interest and other income, net, totaled \$1.5 million for the first quarter of 2004, compared with \$1.6 million in the first quarter of 2003. We expect interest and other income, net, to be lower in the second quarter of 2004 due to our expectation that interest rates will increase in 2004, limiting our ability to realize gains on sales of marketable securities.

#### **Income Taxes**

The effective tax rate from continuing operations for the quarter ended April 3, 2004 was a net benefit of 21.3%, versus 0.0% in the corresponding prior-year period. We recorded a net income tax benefit of \$0.2 million in the first quarter of 2004, compared with no income tax expense or benefit in the first quarter of 2003. The net income tax benefit in the first quarter of 2004 was primarily attributable to the favorable settlement of a state income tax examination for less than amounts originally estimated. We have a valuation reserve recorded against our deferred tax assets pursuant to SFAS No. 109, due to the uncertainty as to the timing and ultimate realization of those assets. As such, for the foreseeable future, the tax provision related to earnings will be substantially offset by a reduction in the valuation reserve. Any future pretax losses will not be offset by a tax benefit due to uncertainty of the recoverability of the deferred tax assets.

#### **LIQUIDITY AND CAPITAL RESOURCES**

Net cash used in our operating activities of \$2.0 million for the quarter ended April 3, 2004 was primarily attributable to an increase in accounts receivable and a decrease in accrued expenses, offset in part by an increase in accounts payable and the cash portion of our net income.

Net cash provided by investing activities of \$4.6 million for the quarter ended April 3, 2004 was attributable to net proceeds from the sale of marketable securities of \$5.7 million, offset in part by purchases of equity investments of \$0.4 million and net purchases of property, plant and equipment of \$0.7 million.

Net cash provided by financing activities of \$1.9 million for the quarter ended April 3, 2004 was attributable to the proceeds from the issuance of common stock in connection with stock option and purchase plans of \$2.0 million, offset in part by payments of capital lease obligations.

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At April 3, 2004, we had cash and cash equivalents of \$16.2 million and marketable securities of \$249.6 million. These securities are divided into two portfolios, each managed by a professional investment management firm, under the oversight of our senior financial management team and the Investment Committee of our Board of Directors. Such portfolio managers invest the funds allocated to them in accordance with our Investment Policy, which is reviewed regularly by our senior financial management and the Investment Committee. We expect that our portfolio balances will fluctuate in the future based on factors such as cash used in or provided by ongoing operations, acquisitions or divestitures, investments in other companies, share repurchases, capital expenditures and contractual obligations, as well as changes in interest rates.

At April 3, 2004, we had in place a \$5.0 million revolving line of credit expiring December 31, 2004. Certain of the marketable securities that are being managed by the lending institution collateralize the line of credit. The line bears interest at the prevailing prime rate, or the prevailing London Interbank Offered Rate (1.07% at April 3, 2004) plus

1.5%, at our option, and an unused line fee of 0.25% per year. At April 3, 2004, there were no balances outstanding under the line of credit, with \$4.4 million available under the line, after considering outstanding letters of credit totaling \$0.6 million.

In the first quarter of 2004, we invested an additional \$0.4 million in NEXX Systems, Inc., a privately held developer of flip chip processing equipment for back-end semiconductor manufacturing applications in which we hold a minority interest. Our total investment to date is \$4.1 million. We are accounting for this investment using the cost method of accounting.

In April 2003, we announced that our board of directors had approved a share repurchase program. The Board authorized us to purchase up to 3.9 million shares, or 10% of our then outstanding stock. The purchases may be made from time to time in the open market or in privately negotiated transactions, and the timing and amount of the purchases will be based on factors including our share price, cash balances, expected cash requirements and general business and market conditions. We did not make any purchases in the first quarter of 2004. To date, we have repurchased 285,529 shares under this program at a cost of \$4.5 million.

We believe our current working capital position, together with our expected future cash flows from operations and our existing credit availability, will be adequate to fund operations in the ordinary course of business, anticipated capital expenditures, anticipated repurchases of common stock, debt payment requirements and other contractual obligations, for the foreseeable future. However, this belief is based upon many assumptions and is subject to numerous risks (see Risks Relating To Our Business, on pages 20-26), and there can be no assurance that we will not require additional funding in the future.

We have no present agreements or commitments with respect to any material acquisitions of other businesses, products, product rights or technologies or any material capital expenditures. However, we continue to evaluate acquisitions of and/or investments in products, technologies, capital equipment or improvements or companies that complement our business and may make such acquisitions and/or investments in the future. Accordingly, there can be no assurance that we will not need to obtain additional sources of capital in the future to finance any such acquisitions and/or investments.

## **RISKS RELATING TO OUR BUSINESS**

*The following is a summary of certain risks we face in our business. They are not the only risks we face. Additional risks of which we are not presently aware or that we currently believe are immaterial may also harm our business and results of operations. The trading price of our common stock could decline due to the occurrence of any of these risks, and investors could lose all or part of their investment. In assessing these risks, investors should also refer to the other information contained or incorporated by reference in our other filings with the Securities and Exchange Commission, including our Annual Report on Form 10-K for the year ended December 31, 2003, including our consolidated financial statements and related notes included therein.*

**Our operating results are difficult to predict, and if we fail to meet the expectations of investors and/or securities analysts, the market price of our common stock will likely decline significantly.**

Our operating results in any given quarter have fluctuated and will likely continue to fluctuate. These fluctuations are typically unpredictable and can result from numerous factors including:

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fluctuations in our customers' capital spending, industry cyclicality and other economic conditions within the markets we serve;

demand for our products and the products sold by our customers;

the level of orders within a given quarter and preceding quarters;

the timing and level of cancellations and delays of orders for our products;

the timing of product shipments within a given quarter;

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our timing in introducing new products;

variations in the mix of products we sell in each of the markets in which we do business;

changes in our pricing policies or in the pricing policies of our competitors or suppliers;

market acceptance of any new or enhanced versions of our products;

the availability and cost of key components and raw materials we use to manufacture our products;

our ability to manufacture a sufficient quantity of our products to meet customer demand;

fluctuations in foreign currency exchange rates;

timing of new product introductions by our competitors; and

our levels of expenses.

We may in the future choose to change prices, increase spending, or add or eliminate products in response to actions by competitors or in an effort to pursue new market opportunities. These actions may also adversely affect our business and operating results and may cause our quarterly results to be lower than the results of previous quarters. We believe that quarter-to-quarter comparisons of results from operations, or any other similar period-to-period comparisons, should not be construed as reliable indicators of our future performance. In any period, our results may be below the expectations of market analysts and investors, which would likely cause the trading price of our common stock to drop.

**We are highly dependent on the semiconductor equipment industry, which is volatile and unpredictable.**

A substantial portion of our current and expected future business comes from sales of subsystem products to manufacturers of semiconductor fabrication and metrology equipment and sales of capital equipment to integrated semiconductor device manufacturers. The semiconductor market has historically been characterized by sudden and severe cyclical variations in product supply and demand. The timing, severity and duration of these market cycles are difficult to predict, and we may not be able to respond effectively to these cycles. The continuing uncertainty in this market severely limits our ability to predict our business prospects or financial results in this market.

During industry downturns, our revenues from this market will decline suddenly and significantly. Our ability to rapidly and effectively reduce our cost structure in response to such downturns is limited by the fixed nature of many of our expenses in the near term and by our need to continue our investment in next-generation product technology and to support and service our products. In addition, due to the relatively long manufacturing lead times for some of the systems and subsystems we sell to this market, we may incur expenditures or purchase raw materials or components for products we cannot sell. Accordingly, downturns in the semiconductor capital equipment market may materially harm our operating results. Conversely, when upturns in this market occur, we must be able to rapidly and effectively increase our manufacturing capacity to meet increases in customer demand that may be extremely rapid, and if we fail to do so we may lose business to our competitors and our relationships with our customers may be harmed.

**A limited number of customers account for a significant portion of our sales to the semiconductor market, and we are highly dependent on the success of their products.**

We rely on a limited number of customers for a significant portion of our sales to the semiconductor capital equipment market. Our top five customers in this market comprised approximately 74.3%, 72.5%, 75.2% and 61.1% of our sales to this market for the quarter ended April 3, 2004, and for the fiscal years ended December 31, 2003, 2002 and 2001, respectively, and our top two customers accounted for approximately 55.4%, 51.6%, 54.3% and 38.5%, respectively, of our sales to this market in these periods. One customer in this market, KLA-Tencor



Corporation, comprised 10.2% of our consolidated net sales in 2003, and comprised 13.6% of our consolidated net sales for the quarter ended April 3, 2004. In the back-end packaging portion of this market, two customers constituted substantially all of our sales to this portion during 2003. If any of our principal customers discontinues its relationship with us, replaces us as a vendor for certain products or suffers downturns in its business, our business and results of operations could be harmed significantly. In addition, because a relatively small number of companies dominate the front-end equipment and back-end packaging portions of this market, and because those companies rarely change vendors in the middle of a product's life cycle, it may be particularly difficult for us to replace these customers if we lose their business.

The semiconductor capital equipment market is characterized by rapid technological change, frequent product introductions, changing customer requirements and evolving industry standards. Because our customers face uncertainties with regard to the growth and requirements of these markets, their products and components may not achieve, or continue to achieve, anticipated levels of market acceptance. If our customers are unable to deliver products that gain market acceptance, it is likely that these customers will not purchase our products or will purchase smaller quantities of our products. We often invest substantial resources in developing our systems and subsystems in advance of significant sales of these systems and/or subsystems to such customers. A failure on the part of our subsystem customers' products to gain market acceptance, or a failure of the semiconductor capital equipment market to grow would have a significant negative effect on our business and results of operations.

**Our future growth is dependent on the growth of 300mm semiconductor wafer processes and flip chip packaging.**

A significant portion of our expected future subsystem business in the semiconductor capital equipment market is comprised of products for the fabrication of 300mm semiconductor wafers. Wafer fabrication equipment for 300mm wafers is in an early stage of its adoption, and is expected to be driven by the need for the ability to manufacture more semiconductor chips at lower cost. The deployment of such equipment requires a significant capital investment by semiconductor manufacturers, and many semiconductor manufacturers have delayed plans to deploy such equipment until market conditions improve. In addition, recently certain industry analysts have forecasted more conservative capital equipment spending and slower adoption of new technologies by semiconductor manufacturers in future periods. If the demand for capital equipment for 300mm wafers does not increase, or increases more slowly than expected, demand for our subsystem products will likewise be adversely affected, and our business and results of operations could be harmed significantly.

In addition, a significant portion of our expected future capital equipment sales to the integrated semiconductor device manufacturing market is comprised of systems for flip chip bonding and other advanced die bonding techniques. Demand for these systems is expected to be driven in significant part by increases in demand for new technologies in industries such as communications and consumer electronics that require the use of such manufacturing techniques. If the demand for electronic devices requiring flip chip bonding and/or other advanced die bonding techniques does not increase, or increases more slowly than expected, demand for our capital equipment will likewise be adversely affected, and our business and results of operations could be harmed significantly.

**Many of the markets and industries that we serve are subject to rapid technological change, and if we do not introduce new and innovative products or improve our existing products, our business and results of operations will be negatively affected.**

Many of our markets are characterized by rapid technological advances, evolving industry standards, shifting customer needs and new product introductions and enhancements. Products in our markets often become outdated quickly and without warning. We depend to a significant extent upon our ability to enhance our existing products, to anticipate and address the demands of the marketplace for new and improved technology, either through internal development or by acquisitions, and to be price competitive. If we or our competitors introduce new or enhanced products, it may cause our customers to defer or cancel orders for our existing products. In addition, because certain of our markets experience severe cyclicality in capital spending, if we fail to introduce new products in a timely manner we may miss market upturns, and may fail to have our subsystem products designed into our customers' products. We may not be successful in acquiring, developing, manufacturing or marketing new products on a timely or cost-effective basis. If we fail to adequately introduce new, competitive products on a timely basis, our business and results of operations would be harmed.



**We offer products for multiple industries and must face the challenges of supporting the distinct needs of each of the markets we serve.**

We market products for the semiconductor capital equipment, scientific research, aerospace and defense, life and health sciences and fiber optic communications markets. Because we operate in multiple markets, we must work constantly to understand the needs, standards and technical requirements of several different industries and must devote significant resources to developing different products for these industries. Product development is costly and time consuming. Many of our products are used by our customers to develop, manufacture and test their own products. As a result, we must anticipate trends in our customers' industries and develop products before our customers' products are commercialized. If we do not accurately predict our customers' needs and future activities, we may invest substantial resources in developing products that do not achieve broad market acceptance. Our decision to continue to offer products to a given market or to penetrate new markets is based in part on our judgment of the size, growth rate and other factors that contribute to the attractiveness of a particular market. If our product offerings in any particular market are not competitive or our analyses of a market are incorrect, our business and results of operations would be harmed.

**Because the sales cycle for some of our products is long and difficult to predict, and certain of our orders are subject to rescheduling or cancellation, we may experience fluctuations in our operating results.**

Many of our capital equipment and subsystem products are complex, and customers for these products require substantial time to make purchase decisions. These customers often perform, or require us to perform extensive configuration, testing and evaluation of our products before committing to purchasing them. The sales cycle for our capital equipment and subsystem products from initial contact through shipment typically varies, is difficult to predict and can last as long as one year. The orders comprising our backlog are often subject to cancellation and changes in delivery schedules by our customers without significant penalty. We have from time to time experienced order rescheduling and cancellations that have caused our revenues in a given period to be materially less than would have been expected based on our backlog at the beginning of the period. If we experience such rescheduling and/or cancellations in the future, our operating results will fluctuate from period to period. These fluctuations could harm our results of operations and cause our stock price to drop.

**We face significant risks from doing business in foreign countries.**

Our business is subject to risks inherent in conducting business internationally. For the quarter ended April 3, 2004, and for the years ended December 31, 2003, 2002 and 2001, our international revenues accounted for approximately 30.1%, 31.5%, 29.1% and 30.4%, respectively, of total net sales, with a substantial portion of international sales originating in Europe. We expect that international revenues will continue to account for a significant percentage of total net sales for the foreseeable future. As a result of our international operations, we face various risks, which include:

adverse changes in the political or economic conditions in countries or regions where we manufacture or sell our products;

challenges of administering our business globally;

compliance with multiple and potentially conflicting regulatory requirements including export requirements, tariffs and other trade barriers;

longer accounts receivable collection periods;

overlapping, differing or more burdensome tax structures;

adverse currency fluctuations;

differing protection of intellectual property;

difficulties in staffing and managing each of our individual foreign operations;

increased risk of exposure to terrorist activities; and

trade restrictions and licensing requirements.

As a result of our international operations, fluctuations in foreign exchange rates could affect the sales price in local currencies of our products in foreign markets, potentially making our products less competitive. In addition, exchange rate fluctuations could increase the costs and expenses of our foreign operations or require us to modify our current business practices. If we experience any of the risks associated with international business, our business and results of operations could be significantly harmed.

**We face substantial competition, and if we fail to compete effectively, our operating results will suffer.**

The markets for our products are intensely competitive, and we believe that competition from both new and existing competitors will increase in the future. We compete in several specialized markets, against a limited number of companies in each market. We also face competition in some of our markets from our existing and potential customers who have developed or may develop products that are competitive to ours, or who engage subcontract manufacturers to manufacture OEM subassembly products on their behalf. Many of our existing and potential competitors are more established, enjoy greater name recognition and possess greater financial, technological and marketing resources than we do. Other competitors are small and highly specialized firms that are able to focus on only one aspect of a market. We compete on the basis of product features, quality, reliability and price and on our ability to manufacture and deliver our products on a timely basis. We may not be able to compete successfully in the future against existing or new competitors. In addition, competitive pressures may force us to reduce our prices, which could negatively affect our operating results. If we do not respond adequately to competitive challenges, our business and results of operations would be harmed.

**Acquisitions of additional businesses, products or technologies we may make could negatively affect our business.**

We have in the past, and expect in the future, to achieve growth through a combination of internally developed new products and acquisitions. In recent years we have acquired several companies and technologies, and we expect to continue to pursue acquisitions of other companies, technologies and complementary product lines in the future to expand our product offerings and technology base to further our strategic goals. Each of our recent acquisitions involves, and any future acquisition would involve risks, including:

a decline in demand by our customers for the products of the acquired business;

our ability to integrate and manage the acquired business operations, products and personnel;

our ability to retain key personnel of the acquired businesses;

our ability to manufacture and sell the products of the acquired businesses;

our ability to expand our financial and management controls and reporting systems and procedures to integrate and manage the acquired businesses;

our ability to realize expected synergies resulting from the acquisition;

diversion of management's time and attention;

customer dissatisfaction or performance problems with the products or services of an acquired firm;

assumption of unknown or contingent liabilities, or other unanticipated events or circumstances; and

the need to record significant charges or write down the carrying value of intangible assets, which could lower our earnings.

We cannot guarantee that any business that we may acquire will achieve the anticipated revenues and operating results. We have in the past and may in the future choose to close or divest certain acquired companies, which could require us to record losses relating to such closures or divestitures. Any of these risks could materially harm our business, financial condition and results of operations.

**If we are delayed in introducing our new products into the marketplace, or if our new products contain defects, our operating results will suffer.**

Because certain of our products are sophisticated and complex, we may experience delays in introducing new products or enhancements to our existing products. If we do not introduce our new products or enhancements into the marketplace in a timely fashion, our customers may choose to use competitors' products. In addition, because certain of our markets, such as the semiconductor equipment market, are highly cyclical in nature, if we fail to timely introduce new products in advance of an upturn in the market's cycle, we may be foreclosed from selling products to many customers until the next cycle. As such, our inability to introduce new or enhanced products in a timely manner could cause our business and results of operations to suffer. In addition, our products may contain defects or undetected errors. As a result, we could incur substantial expenses in fixing any defects or undetected errors, which could result in damage to our competitive position and harm our business and results of operations.

**If we fail to protect our intellectual property and proprietary technology, we may lose our competitive advantage.**

Our success and ability to compete depend in large part upon protecting our proprietary technology. We rely on a combination of patent, trademark and trade secret protection and nondisclosure agreements to protect our proprietary rights. The steps we have taken may not be sufficient to prevent the misappropriation of our intellectual property, particularly in foreign countries where the laws may not protect our proprietary rights as fully as in the United States. The patent and trademark law and trade secret protection may not be adequate to deter third party infringement or misappropriation of our patents, trademarks and similar proprietary rights. In addition, patents issued to us may be challenged, invalidated or circumvented. Our rights granted under those patents may not provide competitive advantages to us, and the claims under our patent applications may not be allowed. We have in the past and may in the future be subject to or may initiate interference proceedings in the United States Patent and Trademark Office, which can demand significant financial and management resources. The process of seeking patent protection can be time consuming and expensive and patents may not be issued from currently pending or future applications. Moreover, our existing patents or any new patents that may be issued may not be sufficient in scope or strength to provide meaningful protection or any commercial advantage to us. We may in the future initiate claims or litigation against third parties for infringement of our proprietary rights in order to determine the scope and validity of our proprietary rights or the proprietary rights of our competitors, which claims could result in costly litigation and the diversion of our technical and management personnel. For example, we have notified several manufacturers of semiconductor wafer handling robots and load ports that we believe that they are infringing upon certain of our U.S. patents, and may institute litigation against one or more of such companies in the future. We will take such actions where we believe that they are of sufficient strategic or economic importance to us to justify the cost.

**We have experienced, and may in the future experience, intellectual property infringement claims.**

We have from time to time received communications from third parties alleging that we are infringing certain trademarks, patents or other intellectual property rights held by them. Whenever such claims arise, we evaluate their merits. Any claims of infringement brought by third parties could result in protracted and costly litigation, and we could become subject to damages for infringement, or to an injunction preventing us from selling one or more of our products or using one or more of our trademarks. Such claims could also result in the necessity of obtaining a license relating to one or more of our products or current or future technologies, which may not be available on commercially reasonable terms or at all. Any intellectual property litigation and the failure to obtain necessary licenses or other rights could have a material adverse effect on our business, financial condition and results of operations. In addition, the terms of our customer contracts typically require us to indemnify the

customer in the



event of any claim of infringement brought by a third party based on our products. Any such claims of this kind may have a material adverse effect on our business, financial condition or results of operations.

**If we are unable to attract new employees and retain and motivate existing employees, our business and results of operations will suffer.**

Our ability to maintain and grow our business is directly related to the service of our employees in each area of our operations. Our future performance will be directly tied to our ability to hire, train, motivate and retain qualified personnel. Competition for personnel in the technology marketplace is intense, and if we are unable to hire sufficient numbers of employees with the experience and skills we need or to retain our employees, our business and results of operations would be harmed.

**We rely on several sole-source and limited source suppliers.**

We obtain some of the materials used to build our systems and subsystems, such as the sheet steel used in some of our vibration isolation tables, from single or limited sources due to unique component designs as well as specialized quality and performance requirements needed to manufacture our products. If our components or raw materials are unavailable in adequate amounts or are unavailable on satisfactory terms, we may be required to purchase them from alternative sources, if available, which could increase our costs and cause delays in the production and distribution of our products. If we do not obtain comparable replacement components from other sources in a timely manner, our business and results of operations will be harmed. Many of our suppliers require long lead-times to deliver the quantities of components that we need. If we fail to accurately forecast our needs, or if we fail to obtain sufficient quantities of components that we use to manufacture our products, then delays or reductions in production and shipment could occur, which would harm our business and results of operations.

**Terrorism and acts of war and the associated economic uncertainties may negatively impact our business.**

Terrorist attacks and military activities have created economic and political uncertainties, contributing to the recent global economic downturn. Future acts of terrorism or military action may create additional uncertainties and worsen or delay recovery of the global economy, which could negatively impact our business, financial condition or results of operations.

**Natural disasters or power outages could disrupt or shut down our operations.**

Our operations are susceptible to damages from earthquakes, floods, fire, loss of power or water supplies, or other similar contingencies. We have significant facilities in areas with above average seismic activity. If any of our facilities were to experience a catastrophic loss or significant power outages, it could disrupt our operations, delay production, shipments and revenue, and result in large expenses to repair or replace the facility, any of which would harm our business. We are predominantly uninsured for losses and interruptions caused by earthquakes.

**Item 3. Quantitative and Qualitative Disclosures About Market Risk**

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The principal market risks (i.e., the risk of loss arising from adverse changes in market rates and prices) to which we are exposed are foreign exchange rates which may generate translation and transaction gains and losses and interest rate risk.

### **Foreign Currency Risk**

Operating in international markets sometimes involves exposure to volatile movements in currency exchange rates. The economic impact of currency exchange rate movements on our operating results is complex because such changes are often linked to variability in real growth, inflation, interest rates, governmental actions and other factors. These changes, if material, may cause us to adjust our financing and operating strategies. Consequently, isolating the effect of changes in currency does not incorporate these other important economic factors.

From time to time we use forward exchange contracts to mitigate the risks associated with certain foreign currency transactions entered into in the ordinary course of business, primarily foreign currency denominated receivables and

payables. We do not engage in currency speculation. The forward exchange contracts generally require us to exchange U.S. dollars for foreign currencies at maturity, at rates agreed to at inception of the contracts. If the counterparties to the exchange contracts (AA or A+ rated banks) do not fulfill their obligations to deliver the contracted currencies, we could be at risk for any currency related fluctuations. Transaction gains and losses are included in our current net loss in our statement of operations. Net foreign exchange gains and losses were not material to our reported results of operations for the last three years.

Our operating income from international operations totaled \$0.7 million for the quarter ended April 3, 2004. As currency exchange rates change, translation of the income statements of international operations into U.S. dollars affects year-over-year comparability of operating results. We do not generally hedge translation risks because cash flows from international operations are generally reinvested locally. We do not enter into hedges to minimize volatility of reported earnings because we do not believe it is justified by the exposure or the cost.

Changes in currency exchange rates that would have the largest impact on translating future international operating profit include the euro, British pound, Canadian dollar and Taiwan dollar. We estimate that a 10% change in foreign exchange rates would not have had a material effect on reported net income for the quarter ended April 3, 2004. We believe that this quantitative measure has inherent limitations because, as discussed in the first paragraph of this section, it does not take into account any governmental actions or changes in either customer purchasing patterns or financing and operating strategies.

#### **Interest Rate Risk**

The interest rates we pay on certain of our debt instruments are subject to interest rate risk. Our unsecured line of credit bears interest at either the prevailing prime rate, or the prevailing London Interbank Offered Rate plus 1.5%, at our option. Our investments in marketable securities, which totaled \$249.6 million at April 3, 2004, are sensitive to changes in the general level of U.S. interest rates. We estimate that a 10% change in the interest rate earned on our investment portfolio or a 10% change in interest rates on our line of credit would not have had a material effect on our net income for the three months ended April 3, 2004.

The sensitivity analyses described in the interest rate and foreign exchange discussions above disregard the possibility that rates can move in opposite directions and that gains from one category may or may not be offset by losses from another category and vice versa.

#### **Item 4. Controls and Procedures.**

##### **(a) Evaluation of Disclosure Controls and Procedures.**

Our chief executive officer and our chief financial officer, after evaluating our disclosure controls and procedures (as defined in Securities Exchange Act of 1934 (the Exchange Act) Rules 13a-15(e) and 15-d-15(e)) as of the end of the period covered by this Quarterly Report on Form 10-Q (the Evaluation Date) have concluded that as of the Evaluation Date, our disclosure controls and procedures are effective to ensure that information we are required to disclose in reports that we file or submit under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in Securities and Exchange Commission rules and forms.

##### **(b) Changes in Internal Control Over Financial Reporting.**

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There was no change in our internal control over financial reporting that occurred during the period covered by this Quarterly Report on Form 10-Q that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

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**PART II OTHER INFORMATION**
**Item 6. Exhibits and Reports on Form 8-K.****(a) Exhibits.**

<u>Exhibit Number</u>	<u>Description of Exhibit</u>
10.1	Form of Severance Compensation Agreement between the Registrant and certain of its executive officers (incorporated by reference to Exhibit 10.14 of the Registrant's Annual Report on Form 10-K for the year ended December 31, 2003).
10.2	Severance Compensation Agreement dated as of January 1, 2004, between the Registrant and Robert G. Deuster, Chairman, President and Chief Executive Officer (incorporated by reference to Exhibit 10.15 of the Registrant's Annual Report on Form 10-K for the year ended December 31, 2003).
10.3	Severance Compensation Agreement dated as of January 1, 2004, between the Registrant and Robert J. Phillippy, Vice President and General Manager, Industrial and Scientific Technologies Division (incorporated by reference to Exhibit 10.16 of the Registrant's Annual Report on Form 10-K for the year ended December 31, 2003).
31.1	Certification of Chief Executive Officer pursuant to Rule 13a-14(a) or Rule 15d-14(a) of the Securities Exchange Act of 1934 (the Exchange Act).
31.2	Certification of Chief Financial Officer pursuant to Rule 13a-14(a) or Rule 15d-14(a) of the Exchange Act.
32.1	Certification of Chief Executive Officer pursuant to Rule 13a-14(b) or Rule 15d-14(b) of the Exchange Act and 18 U.S.C. Section 1350.
32.2	Certification of Chief Financial Officer pursuant to Rule 13a-14(b) or Rule 15d-14(b) of the Exchange Act and 18 U.S.C. Section 1350.

**(b) Reports on Form 8-K.**

On January 29, 2004, we filed a Current Report on Form 8-K, Item 12, disclosing our financial results for the year ended December 31, 2003, and our business outlook for the first quarter of 2004.

On February 24, 2004, we filed a Current Report on Form 8-K, Item 8, disclosing a change in our fiscal year end to the Saturday closest to December 31, effective commencing with the first quarter of 2004.

**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.

Dated: May 3, 2004

NEWPORT CORPORATION

*/s/ Charles F. Cargile*

By:

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Charles F. Cargile,  
Vice President and Chief Financial Officer

(Principal Financial Officer and Duly

Authorized Officer)

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