

FLUIDIGM CORP
Form 10-Q
August 09, 2011
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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 June 30, 2011

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: 001-34180

FLUIDIGM CORPORATION

(Exact name of registrant as specified in its charter)

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Delaware
(State or other jurisdiction of
incorporation or organization)

77-0513190
(I.R.S. Employer
Identification Number)

7000 Shoreline Court, Suite 100

South San Francisco, California 94080

(Address of principal executive offices) (Zip Code)

(650) 266-6000

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 during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

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

Large accelerated filer Accelerated filer

Non-accelerated filer (Do not check if a smaller reporting company) Smaller reporting company

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

As of July 25, 2011, there were 19,992,765 shares of the Registrant's common stock outstanding.

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FLUIDIGM CORPORATION

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Table of Contents**PART I. FINANCIAL INFORMATION****Item 1. Financial Statements****FLUIDIGM CORPORATION****CONDENSED CONSOLIDATED BALANCE SHEETS***(In thousands, except per share amounts)*

	June 30, 2011 (Unaudited)	December 31, 2010 (Note 2)
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 10,129	\$ 5,723
Available-for-sales securities	54,222	0
Accounts receivable (net of allowances of \$467 at both June 30, 2011 and December 31, 2010)	10,316	8,100
Inventories	4,850	4,893
Prepaid expenses and other current assets	1,472	2,165
Total current assets	80,989	20,881
Property and equipment, net	2,539	2,328
Investment, at cost	1,340	1,340
Other non-current assets	787	252
Total assets	\$ 85,655	\$ 24,801
LIABILITIES, CONVERTIBLE PREFERRED STOCK AND STOCKHOLDERS EQUITY (DEFICIT)		
Current liabilities:		
Accounts payable	\$ 2,983	\$ 3,155
Accrued compensation and related benefits	1,666	1,904
Other accrued liabilities	3,014	3,379
Deferred revenue, current portion	1,786	1,336
Long-term debt, current portion	8,310	4,561
Line of credit	0	3,125
Convertible preferred stock warrants	0	1,052
Total current liabilities	17,759	18,512
Long-term debt, net of current portion	4,696	10,139
Deferred revenue, net of current portion	577	426
Other non-current liabilities	318	341
Total liabilities	23,350	29,418
Commitments and contingencies		
Convertible preferred stock issuable in series: \$0.001 par value, 10,000 and 11,269 shares authorized at June 30, 2011 and December 31, 2010, respectively; 0 and 10,296 shares issued and outstanding as of June 30, 2011 and December 31, 2010, respectively	0	184,550
Stockholders equity (deficit):		
Common stock: \$0.001 par value, 200,000 and 18,327 shares authorized at June 30, 2011 and December 31, 2010, respectively; 19,986 and 1,937 shares issued and outstanding as of June 30, 2011 and	20	2

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December 31, 2010, respectively

Additional paid-in capital	276,910	10,936
Accumulated other comprehensive loss	(774)	(778)
Accumulated deficit	(213,851)	(199,327)
Total stockholders' equity (deficit)	62,305	(189,167)
Total liabilities, convertible preferred stock and stockholders' equity (deficit)	\$ 85,655	\$ 24,801

See accompanying notes.

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FLUIDIGM CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(In thousands, except per share amounts)

(Unaudited)

	Three Months Ended June 30, 2011	2010	Six Months Ended June 30, 2011	2010
Revenue:				
Product revenue	\$ 9,711	\$ 7,469	\$ 18,123	\$ 13,733
Collaboration revenue	754	75	921	75
Grant revenue	111	479	229	931
Total revenue	10,576	8,023	19,273	14,739
Costs and expenses:				
Cost of product revenue	2,965	2,900	5,878	5,545
Research and development	3,422	3,447	6,642	6,635
Selling, general and administrative	7,843	5,902	15,285	12,023
Litigation settlement	3,000	0	3,000	0
Total costs and expenses	17,230	12,249	30,805	24,203
Loss from operations	(6,654)	(4,226)	(11,532)	(9,464)
Interest expense	(512)	(555)	(2,272)	(1,080)
(Loss) gain from changes in the fair value of convertible preferred stock warrants	0	(5)	(1,483)	272
Gain from expiration of unexercised warrants	0	0	765	0
Other income (expense), net	42	108	108	(17)
Loss before income taxes	(7,124)	(4,678)	(14,414)	(10,289)
Provision for income taxes	(62)	(141)	(110)	(155)
Net loss	(7,186)	(4,819)	(14,524)	(10,444)
Deemed dividend related to the change in conversion rate of Series E convertible preferred stock	0	0	(9,900)	0
Net loss attributed to common stockholders	\$ (7,186)	\$ (4,819)	\$ (24,424)	\$ (10,444)
Net loss per share attributed to common stockholders, basic and diluted	\$ (0.36)	\$ (2.59)	\$ (1.58)	\$ (5.61)
Shares used in computing net loss per share attributed to common stockholders, basic and diluted	19,975	1,863	15,464	1,862

See accompanying notes.

Table of Contents**FLUIDIGM CORPORATION****CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS***(In thousands)**(Unaudited)*

	Six Months Ended June 30,			
	2011	2010		
Operating activities				
Net loss	\$ (14,524)	\$ (10,444)		
Adjustments to reconcile net loss to net cash used in operating activities:				
Depreciation and amortization	503	632		
Stock-based compensation expense	1,328	846		
Loss (gain) from changes in the fair value of convertible preferred stock warrants, net	1,483	(272)		
Gain from expiration of unexercised warrants	(765)	0		
Write-off of debt discount upon note repayment	1,157	0		
Amortization of debt discount and issuance cost	122	186		
Changes in assets and liabilities:				
Accounts receivable	(2,245)	2,117		
Inventories	42	(267)		
Prepaid expenses and other assets	174	209		
Accounts payable	(173)	(384)		
Deferred revenue	600	834		
Other liabilities	(610)	516		
Net cash used in operating activities	(12,908)	(6,027)		
Investing activities				
Purchases of available-for-sale securities	(57,712)	0		
Maturities of available-for-sale securities	3,490	0		
Purchases of property and equipment	(714)	(658)		
(Increase) decrease in restricted cash	(21)	131		
Net cash used in investing activities	(54,957)	(527)		
Financing activities				
		10,978	6,227	
Non-GAAP basic earnings per share	0.11	0.08	0.28	0.25
Non-GAAP diluted earnings per share	0.10	0.07	0.26	0.24
Weighted average number of shares used to computation of earnings per share				
Basic	40,294	29,894	39,771	24,681
Diluted	42,230	31,916	41,733	26,445

SAPIENS INTERNATIONAL CORPORATION N.V.

Condensed Consolidated Balance Sheets

(U.S. Dollars in thousands)

	9/30/2012	12/31/2011
	(Unaudited)	(Audited)
Assets		
Cash and cash equivalents	\$ 33,110	\$ 21,460
Restricted cash	341	456
Trade receivables, net	16,978	14,484
Other receivables and prepaid expenses	3,097	3,229
Total current assets	53,526	39,629
Property and equipment, net	2,007	1,814
Severance pay fund	9,793	10,172
Other intangible assets, net	31,979	35,138
Goodwill	65,427	66,715
Total Long-term assets	109,206	113,839
Total assets	\$ 162,732	\$ 153,468
Liabilities and Equity		
Trade payables	\$ 3,760	\$ 2,559
Accrued expenses and other liabilities	18,335	19,731
Deferred revenue	10,417	9,603
Total current liabilities	32,512	31,893
Other long-term liabilities	631	614
Accrued severance pay	11,369	10,714
Total long-term liabilities	12,000	11,328
EQUITY	118,220	110,247
Total liabilities and shareholders' equity	\$ 162,732	\$ 153,468