

IPG PHOTONICS CORP  
Form 10-Q  
May 09, 2011

**Table of Contents**

**UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

**FORM 10-Q**

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

**For the quarterly period ended March 31, 2011**

**OR**

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

**Commission File Number 001-33155**

**IPG PHOTONICS CORPORATION**

**(Exact name of registrant as specified in its charter)**

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

**04-3444218  
(I.R.S. Employer  
Identification Number)**

**50 Old Webster Road, Oxford, Massachusetts  
(Address of principal executive offices)**

**01540  
(Zip code)**

**(508) 373-1100**

**(Registrant's telephone number, including area code)**

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

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data file required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). YES  NO

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

Large Accelerated Filer <input type="checkbox"/>	Accelerated Filer <input type="checkbox"/>	Non-Accelerated Filer <input type="checkbox"/> (Do not check if a smaller reporting company)	Smaller Reporting Company <input type="checkbox"/>
---	---	--	---

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 May 04, 2011, there were 47,267,143 shares of the registrant's common stock issued and outstanding.



**TABLE OF CONTENTS**

	<b>Page</b>
<u>Part I. Financial Information</u>	3
<u>Item 1. Financial Statements</u>	3
<u>Consolidated Balance Sheets: March 31, 2011 and December 31, 2010</u>	3
<u>Consolidated Statements of Income: Three Months Ended March 31, 2011 and 2010</u>	4
<u>Consolidated Statements of Cash Flows: Three Months Ended March 31, 2011 and 2010</u>	5
<u>Consolidated Statements of Stockholders' Equity and Comprehensive Income (Loss): Three Months Ended March 31, 2011 and 2010</u>	6
<u>Notes to Consolidated Financial Statements</u>	7
<u>Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	12
<u>Item 3. Quantitative and Qualitative Disclosures About Market Risk</u>	17
<u>Item 4. Controls and Procedures</u>	18
<u>Part II. Other Information</u>	18
<u>Item 1. Legal Proceedings</u>	18
<u>Item 1A. Risk Factors</u>	18
<u>Item 2. Unregistered Sales of Equity Securities and Use of Proceeds</u>	18
<u>Item 3. Defaults Upon Senior Securities</u>	18
<u>Item 4. (Removed and Reserved)</u>	18
<u>Item 5. Other Information</u>	18
<u>Item 6. Exhibits</u>	19
<u>Signatures</u>	20
<u>EX-12.1</u>	
<u>EX-31.1</u>	
<u>EX-31.2</u>	
<u>EX-32</u>	

**Table of Contents**

**PART I FINANCIAL INFORMATION**  
**ITEM 1. UNAUDITED INTERIM FINANCIAL STATEMENTS**  
**IPG PHOTONICS CORPORATION**  
**CONSOLIDATED BALANCE SHEETS**

	<b>March 31, 2011</b>	<b>December 31, 2010</b>
	<b>(In thousands, except share and per share data)</b>	
<b>ASSETS</b>		
<b>CURRENT ASSETS:</b>		
Cash and cash equivalents	\$ 160,618	\$ 147,860
Accounts receivable, net	57,970	55,399
Inventories, net	88,698	72,470
Income taxes receivable	2,376	2,663
Prepaid expenses and other current assets	17,834	13,816
Deferred income taxes	9,314	8,593
Total current assets	336,810	300,801
DEFERRED INCOME TAXES	4,485	4,489
INTANGIBLE ASSETS, NET	8,104	7,131
PROPERTY, PLANT AND EQUIPMENT, NET	131,300	120,683
OTHER ASSETS	8,868	8,751
<b>TOTAL</b>	<b>\$ 489,567</b>	<b>\$ 441,855</b>
 <b>LIABILITIES AND STOCKHOLDERS EQUITY</b>		
<b>CURRENT LIABILITIES:</b>		
Revolving line-of-credit facilities	\$ 6,587	\$ 6,841
Current portion of long-term debt	1,531	1,333
Accounts payable	12,526	9,510
Accrued expenses and other liabilities	47,512	50,105
Deferred income taxes	7,557	3,387
Income taxes payable	7,688	11,594
Total current liabilities	83,401	82,770
DEFERRED INCOME TAXES AND OTHER LONG-TERM LIABILITIES	2,766	1,735
LONG-TERM DEBT, NET OF CURRENT PORTION	17,112	15,644
REDEEMABLE NONCONTROLLING INTERESTS	25,839	24,903
Total liabilities	129,118	125,052
 <b>COMMITMENTS AND CONTINGENCIES (NOTE 11)</b>		
<b>IPG PHOTONICS CORPORATION STOCKHOLDERS EQUITY:</b>		

Edgar Filing: IPG PHOTONICS CORP - Form 10-Q

Common stock, \$0.0001 par value, 175,000,000 shares authorized; 47,229,615 shares issued and outstanding at March 31, 2011; 46,988,566 shares issued and outstanding at December 31, 2010	5	5
Additional paid-in capital	317,709	310,218
Retained earnings	28,635	5,567
Accumulated other comprehensive income	13,890	810
Total IPG Photonics Corporation stockholders' equity	360,239	316,600
NONCONTROLLING INTERESTS	210	203
Total stockholders' equity	360,449	316,803
TOTAL	\$ 489,567	\$ 441,855

See notes to consolidated financial statements.

Table of Contents

**IPG PHOTONICS CORPORATION**  
**CONSOLIDATED STATEMENTS OF INCOME**

	<b>Three Months Ended March 31,</b>	
	<b>2011</b>	<b>2010</b>
	<b>(in thousands, except per share data)</b>	
NET SALES	\$ 99,958	\$ 51,204
COST OF SALES	46,292	30,657
GROSS PROFIT	53,666	20,547
OPERATING EXPENSES:		
Sales and marketing	4,948	4,338
Research and development	5,731	4,158
General and administrative	8,169	6,828
Loss (gain) on foreign exchange	720	(108)
Total operating expenses	19,568	15,216
OPERATING INCOME	34,098	5,331
OTHER EXPENSE, Net:		
Interest expense, net	(206)	(208)
Other income (expense), net	8	(66)
Total other expense	(198)	(274)
INCOME BEFORE PROVISION FOR INCOME TAXES	33,900	5,057
PROVISION FOR INCOME TAXES	(10,522)	(1,633)
NET INCOME	23,378	3,424
LESS: NET INCOME ATTRIBUTABLE TO NONCONTROLLING INTERESTS	310	27
NET INCOME ATTRIBUTABLE TO IPG PHOTONICS CORPORATION	\$ 23,068	\$ 3,397
NET INCOME ATTRIBUTABLE TO IPG PHOTONICS CORPORATION PER SHARE:		
Basic	\$ 0.49	\$ 0.07
Diluted	\$ 0.47	\$ 0.07
WEIGHTED AVERAGE SHARES OUTSTANDING:		
Basic	47,099	46,098
Diluted	48,690	47,191

See notes to consolidated financial statements.

**Table of Contents**

**IPG PHOTONICS CORPORATION**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**

	<b>Three Months Ended March</b>	
	<b>31,</b>	
	<b>2011</b>	<b>2010</b>
	<b>(In thousands)</b>	
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Net income	\$ 23,378	\$ 3,424
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	5,658	5,226
Deferred income taxes	5,201	(2,409)
Stock-based compensation	2,607	770
Gains (losses) on foreign currency transactions	744	(106)
Other	(293)	(10)
Provisions for inventory, warranty & bad debt	3,806	1,718
Changes in assets and liabilities that provided (used) cash:		
Accounts receivable	(2,086)	(897)
Inventories	(13,720)	(3,349)
Prepaid expenses and other current assets	(4,610)	38
Accounts payable	3,129	(399)
Accrued expenses and other liabilities	(5,975)	3,634
Income and other taxes payable	(4,577)	236
Net cash provided by operating activities	13,262	7,876
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Purchases of property, plant and equipment and intangible assets	(9,587)	(4,953)
Acquisition of businesses, net of cash acquired	(450)	(748)
Other	149	181
Net cash used in investing activities	(9,888)	(5,520)
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Proceeds from line-of-credit facilities	3,629	4,274
Payments on line-of-credit facilities	(4,044)	(3,112)
Principal payments on long-term borrowings	(333)	(333)
Exercise of employee stock options, issuances under employee stock purchase plan and related tax benefit from exercise	4,884	211
Net cash provided by financing activities	4,136	1,040
EFFECT OF CHANGES IN EXCHANGE RATES ON CASH AND CASH EQUIVALENTS	5,248	(1,909)
NET INCREASE IN CASH AND CASH EQUIVALENTS	12,758	1,487



Edgar Filing: IPG PHOTONICS CORP - Form 10-Q

CASH AND CASH EQUIVALENTS	Beginning of period	147,860	82,920
CASH AND CASH EQUIVALENTS	End of period	\$ 160,618	\$ 84,407
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:			
Cash paid for interest		\$ 255	\$ 281
Income taxes paid		\$ 8,865	\$ 1,445
Non-cash transactions:			
Demonstration units transferred from inventory to other assets		\$ 789	\$ 490
Amounts related to acquisition of businesses included in accounts payable and accrued expenses and other liabilities		\$ 882	\$ 789
Additions to property, plant and equipment included in accounts payable		\$ 125	\$ 119
Property purchase financed with debt		\$ 1,679	\$
See notes to consolidated financial statements.			

5

**Table of Contents**

**IPG PHOTONICS CORPORATION**  
**CONSOLIDATED STATEMENTS OF STOCKHOLDERS EQUITY AND COMPREHENSIVE INCOME**  
**(LOSS)**

	<b>Three Months Ended March 31,</b>			
	<b>2011</b>		<b>2010</b>	
	<b>(In thousands, except share and per share data)</b>			
	Shares	Amount	Shares	Amount
<b>COMMON STOCK</b>				
Balance, beginning of year	46,988,566	\$ 5	46,076,472	\$ 5
Exercise of stock options	239,670		48,719	
Common stock issued under employee stock purchase plan	1,379			
Balance, end of period	47,229,615	5	46,125,191	5
<b>ADDITIONAL PAID-IN CAPITAL</b>				
Balance, beginning of year		310,218		293,743
Stock-based compensation		2,607		770
Exercise of stock options and related tax benefit from exercise		4,866		211
Common stock issued under employee stock purchase plan		18		
Balance, end of period		317,709		294,724
<b>RETAINED EARNINGS (ACCUMULATED DEFICIT)</b>				
Balance, beginning of year		5,567		(48,424)
Net income attributable to IPG Photonics Corporation		23,068		3,397
Balance, end of period		28,635		(45,027)
<b>ACCUMULATED OTHER COMPREHENSIVE INCOME</b>				
Balance, beginning of year		810		11,106
Translation adjustments		13,599		(8,452)
Unrealized gain (loss) on derivatives, net of tax		115		(72)
Attribution to noncontrolling interests ( NCI ) & redeemable NCI		(634)		
Balance, end of period		13,890		2,582
<b>TOTAL IPG PHOTONICS CORPORATION STOCKHOLDERS EQUITY</b>		<b>360,239</b>		<b>252,284</b>
<b>NONCONTROLLING INTERESTS</b>				
Balance, beginning of year		203		141

Edgar Filing: IPG PHOTONICS CORP - Form 10-Q

Net income attributable to NCI	2	27
Other comprehensive income attributable to NCI	5	
Balance, end of period	210	168
TOTAL STOCKHOLDERS EQUITY	\$ 360,449	\$ 252,452
COMPREHENSIVE INCOME (LOSS)		
Net income	\$ 23,378	\$ 3,424
Other comprehensive income (loss):		
Translation adjustments	13,599	(8,452)
Unrealized gain (loss) on derivatives, net of tax	115	(72)
Change in cumulative translation adjustment attributable to NCI & redeemable NCI	(634)	
Total comprehensive income (loss)	\$ 36,458	\$ (5,100)

See notes to consolidated financial statements.

**Table of Contents****IPG PHOTONICS CORPORATION  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS****1. BASIS OF PRESENTATION**

The accompanying unaudited consolidated financial statements have been prepared by IPG Photonics Corporation, or IPG, we, our, or the Company. Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been condensed or omitted pursuant to the rules and regulations of the Securities and Exchange Commission (SEC). The consolidated financial statements include our accounts and those of our subsidiaries. All intercompany balances have been eliminated in consolidation. These consolidated financial statements should be read in conjunction with the consolidated financial statements and notes thereto in our Annual Report on Form 10-K for the year ended December 31, 2010.

In the opinion of our management, the unaudited financial information for the interim periods presented reflects all adjustments necessary for a fair presentation of our financial position, results of operations and cash flows. The results reported in these consolidated financial statements are not necessarily indicative of results that may be expected for the entire year.

We have evaluated subsequent events through the time of filing this Quarterly Report on Form 10-Q with the SEC.

**2. RECENT ACCOUNTING PRONOUNCEMENTS**

In October 2009, the Financial Accounting Standards Board issued new accounting guidance for revenue recognition related to multiple element arrangements. This guidance established a selling price hierarchy, which allows the use of estimated selling prices to allocate arrangement consideration to deliverables in cases where neither vendor-specific objective evidence nor third-party evidence is available. The new guidance is effective for the Company prospectively for revenue arrangements entered into or materially modified beginning in the first quarter of fiscal 2011. The adoption of this accounting guidance did not have a material impact on the Company's consolidated financial statements and is not expected to have a material effect on the Company's consolidated financial statements in subsequent periods.

Revenue from orders with multiple deliverables is divided into separate units of accounting when certain criteria are met. These separate units generally consist of equipment and installation. The consideration for the arrangement is then allocated to the separate units of accounting based on their relative selling prices. The selling price of equipment is based on vendor specific objective evidence and the selling price of installation is based on third party evidence. Applicable revenue recognition criteria are then applied separately for each separate unit of accounting. Equipment revenue is generally recognized upon the transfer of ownership which is typically at the time of shipment. Installation revenue is recognized upon completion of the installation service which is typically completed within 30 to 90 days of delivery. Returns and customer credits are infrequent and are recorded as a reduction to revenue. Rights of return are generally not included in sales arrangements.

**3. INVENTORIES, NET**

Inventories consist of the following (in thousands):

	<b>March 31, 2011</b>	<b>December 31, 2010</b>
Components and raw materials	\$ 29,772	\$ 25,126
Work-in-process	30,666	24,392
Finished goods	28,260	22,952
Total	\$ 88,698	\$ 72,470

The Company recorded inventory provisions totaling \$1.0 million and \$0.6 million for the three months ended March 31, 2011 and 2010, respectively. These provisions related to the recoverability of the value of inventories due to technological changes and excess quantities. These provisions are reported as a reduction to components and raw

materials and finished goods.

**4. FINANCING ARRANGEMENTS**

The Company's borrowings under existing financing arrangements consist of the following (in thousands):

7

---

**Table of Contents**

	<b>March 31, 2011</b>	<b>December 31, 2010</b>
Revolving Line-of-Credit Facilities:		
Euro Overdraft Facilities	\$ 2,551	\$ 1,882
Foreign subsidiary drawings on U.S. Line of Credit	4,036	4,959
<b>Total</b>	<b>\$ 6,587</b>	<b>\$ 6,841</b>
Term Debt:		
U.S. Long-Term Note	\$ 16,333	\$ 16,666
Other Notes payable	2,310	311
Less: current portion	(1,531)	(1,333)
<b>Total long-term debt</b>	<b>\$ 17,112</b>	<b>\$ 15,644</b>

The U.S. line of credit is available to certain foreign subsidiaries and allows for borrowings in the local currencies of those subsidiaries.

**5. NET INCOME ATTRIBUTABLE TO IPG PHOTONICS CORPORATION PER SHARE**

The following table sets forth the computation of diluted net income attributable to IPG Photonics Corporation per share (in thousands, except per share data):

	<b>Three Months Ended March 31,</b>	
	<b>2011</b>	<b>2010</b>
Net income attributable to IPG Photonics Corporation	\$ 23,068	\$ 3,397
Weighted average shares	47,099	46,098
Dilutive effect of common stock equivalents	1,591	1,093
<b>Diluted weighted average common shares</b>	<b>48,690</b>	<b>47,191</b>
Basic net income attributable to IPG Photonics Corporation per share	\$ 0.49	\$ 0.07
<b>Diluted net income attributable to IPG Photonics Corporation per share</b>	<b>\$ 0.47</b>	<b>\$ 0.07</b>

The computation of diluted weighted average common shares excludes options to purchase 250,000 and 492,000 shares for the three months ended March 31, 2011 and 2010, respectively, because these options were out-of-the-money.

**6. DERIVATIVE FINANCIAL INSTRUMENTS**

Our primary market exposures are to interest rates and foreign exchange rates. We use certain derivative financial instruments to help manage these exposures. We execute these instruments with financial institutions we judge to be credit-worthy. We do not hold or issue derivative financial instruments for trading or speculative purposes.

We recognize all derivative financial instruments as either assets or liabilities at fair value in the consolidated balance sheets. We have used foreign currency forward contracts as cash flow hedges of forecasted intercompany settlements denominated in foreign currencies of major industrial countries. We have no outstanding foreign currency forward contracts. We have interest rate swaps that are classified as a cash flow hedge of our variable rate debt. We have no derivatives that are not accounted for as a hedging instrument.

*Cash flow hedges* Our cash flow hedges are interest rate swaps under which we pay fixed rates of interest. The fair value amounts in the consolidated balance sheet were (in thousands):

8

---

**Table of Contents**

	Notional Amounts <sup>1</sup>		Other Assets		Deferred Income Taxes and Other	
	March 31, 2011	December 31, 2010	March 31, 2011	December 31, 2010	Long-Term Liabilities March 31, 2011	December 31, 2010
Interest rate swap(s)	\$ 16,333	\$ 16,666	\$	\$	\$ 972	\$ 1,156
Total	\$ 16,333	\$ 16,666	\$	\$	\$ 972	\$ 1,156

(1) Notional amounts represent the gross contract/notional amount of the derivatives outstanding

The derivative gains (losses) in the consolidated statements of income related to our interest rate swap contracts were as follows (in thousands):

	Three Months Ended March 31,	
	2011	2010
Effective portion recognized in other comprehensive (loss) gain, pretax:		
Interest rate swap	\$ 339	\$ 59
Effective portion reclassified from other comprehensive (loss) gain to interest expense, pretax:		
Interest rate swap	\$(155)	\$(176)
Ineffective portion recognized in income:		
Interest rate swap	\$	\$

**7. FAIR VALUE MEASUREMENTS**

Our financial instruments consist of accounts receivable, auction rate securities, accounts payable, drawings on revolving lines of credit, long-term debt and certain derivative instruments.

The valuation techniques used to measure fair value are based upon observable and unobservable inputs. Observable inputs reflect market data obtained from independent sources, while unobservable inputs reflect internal market assumptions. These two types of inputs create the following fair value hierarchy: Level 1, defined as observable inputs such as quoted prices for identical instruments in active markets; Level 2, defined as inputs other than quoted prices in active markets that are either directly or indirectly observable; and Level 3, defined as unobservable inputs for which little or no market data exists, therefore requiring an entity to develop its own assumptions.

The carrying amounts of accounts receivable, accounts payable and drawings on revolving lines of credit are considered reasonable estimates of their fair market value, due to the short maturity of these instruments or as a result of the competitive market interest rates, which have been negotiated.

The following table presents information about our assets and liabilities measured at fair value (in thousands):



**Table of Contents**

	<b>Fair Value Measurements at March 31, 2011</b>			
	<b>Total</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>
<b>Assets</b>				
Money market funds	\$ 6,384	\$ 6,384	\$	\$
Treasury bills	44,581	44,581		
Auction rate securities	870			870
<b>Total assets</b>	<b>\$ 51,835</b>	<b>\$ 50,965</b>	<b>\$</b>	<b>\$ 870</b>
<b>Liabilities</b>				
Contingent purchase consideration	\$ 1,023	\$	\$	\$ 1,023
Warrant	180			180
Interest rate swaps	972		972	
<b>Total liabilities</b>	<b>\$ 2,175</b>	<b>\$</b>	<b>\$ 972</b>	<b>\$ 1,203</b>

	<b>Fair Value Measurements at December 31, 2010</b>			
	<b>Total</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>
<b>Assets</b>				
Money market funds	\$ 4,223	\$ 4,223	\$	\$
Treasury bills	55,679	55,679		
Auction rate securities	921			921
<b>Total assets</b>	<b>\$ 60,823</b>	<b>\$ 59,902</b>	<b>\$</b>	<b>\$ 921</b>
<b>Liabilities</b>				
Contingent purchase consideration	\$ 685	\$	\$	\$ 685
Warrant	180			180
Interest rate swaps	1,156		1,156	
<b>Total liabilities</b>	<b>\$ 2,021</b>	<b>\$</b>	<b>\$ 1,156</b>	<b>\$ 865</b>

The fair value of the auction rate considered, among other items, the creditworthiness of the counterparty, the timing of expected future cash flows, and the expectation of the next time the security is expected to have a successful auction. The auction rate securities were also compared to other indirectly observable market data with similar characteristics to the securities held by the Company.

The fair value of the accrued contingent consideration incurred was determined using an income approach at the acquisition date and reporting date. That approach is based on significant inputs that are not observable in the market. Key assumptions include assessing the probability of meeting certain milestones required to earn the contingent

consideration. As of March 31, 2011, the Company has accrued a liability of \$1.0 million for the estimated fair value of contingent considerations expected to be payable upon the acquired company reaching specific performance metrics over the next three years of operation. As of March 31, 2011, the ranges of outcomes and key assumptions have not changed materially.

**Table of Contents**

	<b>Auction Rate Securities</b>	<b>Contingent Consideration</b>	<b>Warrant</b>
Balance at December 31, 2010	\$ 921	\$ 685	\$ 180
2011 transactions		282	
Change in fair value	(51)	56	
Balance at March 31, 2011	\$ 870	\$ 1,023	\$ 180

**8. INTANGIBLES**

	<b>March 31, 2011</b>				<b>December 31, 2010</b>			
	<b>Gross Carrying Amount</b>	<b>Accumulated Amortization</b>	<b>Net Carrying Amount</b>	<b>Weighted- Average Lives</b>	<b>Gross Carrying Amount</b>	<b>Accumulated Amortization</b>	<b>Net Carrying Amount</b>	<b>Weighted- Average Lives</b>
(In thousands)								
Amortizable intangible assets								
Patents	\$ 4,664	\$(2,590)	\$ 2,074	6 Years	\$ 4,664	\$(2,361)	\$ 2,303	6 Years
Customer relationships	3,845	(1,214)	2,631	5 Years	3,633	(998)	2,635	5 Years
Production know-how	3,882	(494)	3,388	7 Years	2,518	(335)	2,183	9 Years
Other identifiable intangibles	11		11		10		10	
	\$12,402	\$(4,298)	\$ 8,104		\$10,825	\$(3,694)	\$ 7,131	

The Company completed an acquisition through its Italian subsidiary in the first quarter of 2011. Consideration included cash payments aggregating \$0.9 million and contingent consideration with an aggregate fair value of \$0.3 million on a preliminary basis subject to finalization of the purchase price and valuation. Net assets acquired primarily consisted of intangible assets (production know-how with weighted-average estimated useful life of 4 years) aggregating \$1.2 million.

The Company completed two acquisitions in 2010, one in the U.S. in the first quarter and one in Germany in the second quarter. Consideration paid included cash payments aggregating \$4.5 million and contingent consideration and seller provided financing with an aggregate fair value of \$1.0 million. Net assets acquired primarily consisted of intangible assets (patents, customer relationships, and production know-how with weighted-average estimated useful lives of 10 years, 5 years and 8 years, respectively) aggregating \$5.2 million.

The estimated future amortization expense for intangibles as of March 31, 2011 for the remainder of 2011 and subsequent years is as follows (in thousands):

<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>Thereafter</b>
\$1,750	\$2,052	\$1,440	\$1,186	\$1,676

**9. PRODUCT WARRANTIES**

Edgar Filing: IPG PHOTONICS CORP - Form 10-Q

The Company typically provides one to three-year parts and service warranties on lasers and amplifiers. Most of the company's sales offices provide support to customers in their respective geographic areas. Warranty reserves have generally been sufficient to cover product warranty repair and replacement costs. The following table summarizes product warranty activity recorded during the three months ended March 31, 2011 and 2010 (in thousands).

	<b>2011</b>	<b>2010</b>
Balance at January 1	\$ 6,917	\$ 3,886
Provision for warranty accrual	1,648	891
Warranty claims and other reductions	(521)	(856)
Foreign currency translation	372	(140)
Balance at March 31	\$ 8,416	\$ 3,781

**Table of Contents****10. INCOME TAXES**

A reconciliation of the total amounts of unrecognized tax benefits is as follows (in thousands):

	<b>2011</b>
Beginning balance January 1	\$ 2,951
Gross decreases tax positions in prior periods	
Gross increases tax positions in prior periods	
Ending balance March 31	\$ 2,951

Substantially all of the liability for uncertain tax benefits related to various federal, state and foreign income tax matters, would benefit the Company's effective tax rate, if recognized.

**11. COMMITMENTS AND CONTINGENCIES**

In November 2006, the Company was sued for patent infringement relating to certain products, including but not limited to fiber lasers and fiber amplifiers. The plaintiff filed a complaint for damages of over \$10 million, treble damages for alleged willful infringement and injunctive relief. The postponed August 2010 trial date has now been rescheduled for September 2011. The Company believes it has meritorious defenses and is vigorously contesting the claims. No loss is deemed probable at March 31, 2011 and no amounts have been accrued in respect of this contingency.

**ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

*You should read the following discussion in conjunction with our consolidated financial statements and related notes included elsewhere in this Quarterly Report on Form 10-Q. This discussion contains forward looking statements that are based on management's current expectations, estimates and projections about our business and operations. Our actual results may differ materially from those currently anticipated and expressed in such forward-looking statements. See Cautionary Statement Regarding Forward-Looking Statements.*

**Overview**

We develop and manufacture a broad line of high-performance fiber lasers, fiber amplifiers and diode lasers for diverse applications in numerous markets. Our diverse lines of low, mid and high-power lasers and amplifiers are used in materials processing, advanced, communications and medical applications. We sell our products globally to original equipment manufacturers, or OEMs, system integrators and end users. We market our products internationally primarily through our direct sales force and also through agreements with independent sales representatives and distributors.

We are vertically integrated such that we design and manufacture most of our key components used in our finished products, from semiconductor diodes to optical fiber preforms, finished fiber lasers and amplifiers. Since our formation in 1990, we have been focused on developing and manufacturing high-power fiber lasers and amplifiers.

**Factors and Trends That Affect Our Operations and Financial Results**

In reading our financial statements, you should be aware of the following factors and trends that our management believes are important in understanding our financial performance.

*Net sales.* Our net sales have historically fluctuated from quarter to quarter. The increase or decrease in sales from a prior quarter can be affected by the timing of orders received from customers, the shipment, installation and acceptance of products at our customers' facilities, the mix of OEM orders and one-time orders for products with large purchase prices, and seasonal factors such as the purchasing patterns and levels of activity throughout the year in the regions where we operate. Historically, our net sales have been higher in the second half of the year than in the first half of the year. Furthermore, net sales can be affected by the time taken to qualify our products for use in new applications in the end markets that we serve. The adoption of our products by a new customer or qualification of a new application can lead to an increase in net sales for a period, which may then slow until we further penetrate new markets or obtain new customers. Our net sales can also be affected from quarter to quarter by the general level of

worldwide economic activity, including economic expansion or contraction, and expenditures on capital equipment. In general, increases in worldwide economic activity have a positive effect on our sales and decreases in economic activity have a negative effect our sales.

*Gross margin.* Our total gross margin in any period can be affected by total net sales in any period, product mix, that is, the percentage of our revenue in that period that is attributable to higher or lower-power products, production volumes, changes to the sales prices of our products in response to the competitive environment and other factors, some of which are

**Table of Contents**

not under our control. Our product mix affects our margins because the selling price per watt is higher for low-power and mid-power devices than for high-power devices. The overall cost of high-power lasers may be partially offset by improved absorption of fixed overhead costs associated with sales of larger volumes of higher-power products.

A high proportion of our costs is fixed so they are generally difficult or slow to adjust in response to changes in demand. In addition, our fixed costs increase as we expand our capacity. Gross margins generally decline if production volumes are lower as a result of a decrease in sales or inventory because the absorption of fixed manufacturing costs will be reduced. Gross margins generally improve when the opposite occurs. In addition, absorption of fixed costs can benefit gross margins due to an increase in production that is not sold and placed into inventory. If both sales and inventory decrease in the same period, the decline in gross margin may be greater if we cannot reduce fixed costs or choose not to reduce fixed costs to match the decrease in the level of production. We also regularly review our inventory for items that are slow-moving, have been rendered obsolete or determined to be excess. If we experience a decline in sales that reduces absorption of our fixed costs, or if we have production issues or inventory write-downs, our gross margins will be negatively affected.

*Sales and marketing expense.* We expect to continue to expand our worldwide direct sales organization, build and expand applications centers, hire additional personnel involved in marketing in our existing and new geographic locations, increase the number of units used for demonstration purposes and otherwise increase expenditures on sales and marketing activities in order to support the growth in our net sales. As such, we expect that our sales and marketing expenses will increase in the aggregate.

*Research and development expense.* We plan to continue to invest in research and development to improve our existing components and products and develop new components and products. We plan to increase the personnel involved in research and development and expect to increase other research and development expenses. As such, we expect that our research and development expenses will increase in the aggregate.

*General and administrative expense.* We expect our general and administrative expenses to increase moderately as we continue to invest in systems and resources to support our worldwide operations. Legal expenses vary from quarter to quarter based upon the stage of litigation, including patent re-examinations and termination of litigation stays, but could increase in response to any future litigation or due to a change in status of current intellectual property matters. The timing and amount of legal expenses may vary substantially from quarter to quarter.

*Major customers.* While we have historically depended on a few customers for a large percentage of our annual net sales, the composition of this group can change from year to year. Net sales derived from our five largest customers as a percentage of our net sales were 15% for the three months ended March 31, 2011, 19% during 2010, 12% in 2009 and 17% in 2008. We seek to add new customers and to expand our relationships with existing customers. We anticipate that the composition of our significant customers will continue to change. If any of our significant customers were to substantially reduce their purchases from us, our results would be adversely affected.

**Results of Operations for the three months ended March 31, 2011 compared to the three months ended March 31, 2010**

*Net sales.* Net sales increased by \$48.8 million, or 95.2%, to \$100.0 million for the three months ended March 31, 2010 from \$51.2 million for the three months ended March 31, 2010.

	Three Months Ended March 31,		2010		Change	
	2011	% of Total	2010	% of Total		
Materials processing	\$86,397	86.4%	\$42,740	83.5%	\$43,657	102.1%
Advanced applications	8,232	8.2%	4,684	9.1%	3,548	75.7%
Communications	3,202	3.2%	1,854	3.6%	1,348	72.7%
Medical	2,127	2.1%	1,926	3.8%	200	10.4%
Total	\$99,958	100.0%	\$51,204	100.0%	\$48,753	95.2%

Sales for materials processing applications increased due to substantially increased sales of high power lasers used in cutting and welding applications and pulsed lasers used in marking and engraving applications both due to the continued economic recovery and increased acceptance of the advantages of fiber laser technology. An increasing number of OEM customers have developed



**Table of Contents**

cutting systems that use our high power lasers and sales of these systems are gaining market share from gas laser systems because fiber laser systems cut a more diverse number of metals faster and at a lower cost. In addition, new welding processes using fiber lasers have been developed increasing sales of lasers for this application which are replacing traditional laser and non-laser welding technologies due to the faster welding speeds and improved weld quality. The increase in sales of advanced applications was due to increased sales for optical pumping and research and development applications and higher sales of high-power lasers used in government applications. Sales for communications applications increased due to increased sales of amplifiers in Russia. Sales for medical applications increased due to increased demand from our established customer in the United States and sales to new customers in Europe and Asia.

*Cost of sales and gross margin.* Cost of sales increased by \$15.6 million, or 51.0%, to \$46.3 million for the three months ended March 31, 2011 from \$30.7 million for the three months ended March 31, 2010. Our gross margin increased to 53.7% for the three months ended March 31, 2011 from 40.1% for the three months ended March 30, 2010. Gross margin increased due to an improvement in manufacturing efficiency because the increase in manufacturing expenses was less than the increase in net sales. Absorption of our fixed manufacturing costs was also more favorable due to an increase in production volume part of which was sold and part of which was placed in inventory. In addition, cost of sales benefited from a reduction in the cost per watt of our diodes and a decrease in the cost of internally manufactured optical components and accessories. Expenses related to inventory reserves and other valuation adjustments increased by \$0.4 million to \$1.0 million, or 1.0% of sales for the three months ended March 31, 2011, as compared to \$0.6 million, or 1.2% of sales for the three months ended March 31, 2010.

*Sales and marketing expense.* Sales and marketing expense increased by \$0.6 million, or 14.1%, to \$4.9 million for the three months ended March 31, 2011 from \$4.3 million for the three months ended March 31, 2010, primarily as a result of an increase in personnel costs due to an increase in headcount, stock based compensation and bonus accruals, partially offset by a decrease in amortization of units used for demonstration purposes. Bonus accruals increased due to an increase in net sales. Stock based compensation increased in part due to changes in assumptions made during the quarter regarding how expense is recognized over the service period. As a percentage of sales, sales and marketing expense decreased to 5.0% for the three months ended March 31, 2011 from 8.5% for the three months ended March 31, 2010.

*Research and development expense.* Research and development expense increased \$1.5 million, or 37.8%, to \$5.7 million for the three months ended March 31, 2011, compared to \$4.2 million for the three months ended March 31, 2010, primarily as a result of an increase in personnel costs. Research and development activity continues to focus on enhancing the performance of our internally manufactured components, refining production processes to improve manufacturing yields, the development of new products operating at different wavelengths and higher output powers and new complementary accessories to be used with our products. As a percentage of sales, research and development expense decreased to 5.7% for the three months ended March 31, 2011 from 8.1% for the three months ended March 31, 2010.

*General and administrative expense.* General and administrative expense increased by \$1.4 million, or 19.6%, to \$8.2 million for the three months ended March 31, 2011 from \$6.8 million for the three months ended March 31, 2010, primarily due to an increase in personnel costs resulting from an increase in headcount, stock based compensation and accruals for bonuses, partially offset by a decrease in legal fees related to a patent infringement action brought against us and lower bad debt expense. We will continue to incur significant legal expenses as we prepare for the trial which is scheduled for September 2011.

Bonus compensation increased due to an improvement in our financial results. Stock based compensation increased in part due to changes in assumptions made during the quarter regarding how expense is recognized over the service period. As a percentage of sales, general and administrative expense decreased to 8.2% for the three months ended March 31, 2011 from 13.3% for the three months ended March 31, 2010.

*Effect of exchange rates on net sales, gross profit and operating expenses.* We estimate that if exchange rates had been the same as one year ago, net sales for the three months ended March 31, 2011 would have been \$1.2 million lower, gross profit would have been \$0.1 million higher and total operating expenses would have been \$0.1 million lower.

*Loss (gain) on foreign exchange.* We incurred a foreign exchange loss of \$0.7 million for the three months ended March 31, 2011 as compared to an exchange gain of \$0.1 million for the three months ended March 31, 2010. At the end of the first quarter our primary exposure to foreign exchange risk was due to our net dollar denominated assets held by subsidiaries with a Euro functional currency.

*Interest expense, net.* Interest expense, net remained consistent at \$0.2 million for the three months ended March 31, 2011 and for the three months ended March 31, 2010.



Edgar Filing: IPG PHOTONICS CORP - Form 10-Q

Euro Credit Facility (Germany)(2)	Euro 15.0 million (\$21.1 million)	Euribor + 0.85% or EONIA 1.2%		Unsecured, guaranteed by parent company
Euro Overdraft Facilities	Euro 2.6 million (\$3.7 million)	2.0%-6.5%	Between July 2011 and February 2012	Common pool of assets of German and Italian subsidiaries

(1) \$15.0 million of this credit facility is available to our foreign subsidiaries in their respective local currencies, including India, Italy, China, Japan and South Korea. Total drawings at March 31, 2011 were \$4.0 million with a weighted average interest rate of 1.3%.

**Table of Contents**

(2) \$4.4 million of this credit facility is available to our Russian subsidiary and \$4.4 million is available to our Italian subsidiary. Total drawing at March 31, 2011 was \$1.4 million with an interest rate of 2.0%.

Our largest committed credit lines are with Bank of America and Deutsche Bank in the amounts of \$35.0 million and \$21.1 million, respectively, and neither of them is syndicated.

We are required to meet certain financial covenants associated with our U.S. revolving line of credit and long-term debt facilities. These covenants, tested quarterly, include a debt service coverage ratio and a funded debt to earnings before interest, taxes, depreciation and amortization ( EBITDA ) ratio. The debt service coverage covenant requires that we maintain a trailing twelve month ratio of cash flow to debt service that is greater than 1.5:1. Debt service is defined as required principal and interest payments during the period. Cash flow is defined as EBITDA less unfunded capital expenditures. For trailing twelve month periods until March 2011, up to \$15.0 million of our capital expenditures are treated as funded from the proceeds of our initial public offering. The funded debt to EBITDA covenant requires that the sum of all indebtedness for borrowed money on a consolidated basis shall be less than two times our trailing twelve months EBITDA. We were in compliance with all such financial covenants as of and for the three months ended March 31, 2011.

The financial covenants in our loan documents may cause us to not take or to delay investments and actions that we might otherwise undertake because of limits on capital expenditures and amounts that we can borrow or lease. In the event that we do not comply with any one of these covenants, we would be in default under the loan agreement or loan agreements, which may result in acceleration of the debt, cross-defaults on other debt or a reduction in available liquidity, any of which could harm our results of operations and financial condition.

*Operating activities.* Net cash provided by operating activities increased by \$5.4 million to \$13.3 million for the three months ended March 31, 2011 from \$7.9 million for the three months ended March 31, 2010, primarily resulting from:

An increase in cash provided by net income after adding back non-cash charges of \$32.5 million in the three months ended March 31, 2011 as compared to the same period in 2010; partially offset by

An increase in inventory of \$13.7 million in the three months ended March 31, 2011 compared to an increase of inventory of \$3.3 million in the three months ended March 31, 2010;

A decrease in accrued expenses and other liabilities of \$6.0 million in the three months ended March 31, 2010 compared to an increase of \$3.6 million in the three months ended March 31, 2010.

Given our vertical integration, rigorous and time-consuming testing procedures for both internally manufactured and externally purchased components and the lead time required to manufacture components used in our finished products, the rate at which we turn inventory has historically been comparatively low when compared to our cost of sales. Also, our historic growth rates required investment in inventories to support future sales and enable us to quote short delivery times to our customers, providing what we believe is a competitive advantage. Furthermore, if there was a disruption to the manufacturing capacity of any of our key technologies, our inventories of components should enable us to continue to build finished products for a period of time. We believe that we will continue to maintain a relatively high level of inventory compared to our cost of sales. As a result, we expect to have a significant amount of working capital invested in inventory. A reduction in our level of net sales or the rate of growth of our net sales from their current levels would mean that the rate at which we are able to convert our inventory into cash would decrease.

*Investing activities.* Net cash used in investing activities was \$9.9 million and \$5.5 million in the three months ended March 31, 2011 and 2010, respectively. The cash used in investing activities in 2011 related to the purchase of new buildings in Germany and Japan and start of the construction of a new building in Russia. In the three months ended March 31, 2010, cash used in investing activities was related to the purchase of a new building in South Korea to house a new laser application center, the acquisitions of Photonics Innovations Inc. and Cosytronic, KG and purchases of equipment primarily in the United States and Germany.

We expect to incur approximately \$50 million in capital expenditures, including acquisitions, in 2011. The timing and extent of any capital expenditures in and between periods can have a significant effect on our cash flow. Many of the capital expenditure projects that we undertake have long lead times and are difficult to cancel or defer to a later

period.

*Financing activities.* Net cash provided by financing activities was \$4.1 million in the three months ended March 31, 2011 as compared to net cash used in financing activities of \$1.0 million in the three months ended March 31, 2010.

The cash provided by

**Table of Contents**

financing activities in 2011 was primarily related to cash provided by the exercise of stock options. The cash provided by financing activities in 2010 was primarily related to net drawings on line-of-credit facilities.

**Cautionary Statement Regarding Forward-Looking Statements**

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. For this purpose, any statements contained in this Quarterly Report on Form 10-Q except for historical information are forward-looking statements. Without limiting the generality of the foregoing, words such as may, will, expect, believe, anticipate, intend, estimate, or continue or the negative or other variations 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 of our management based on available information and involve a number of risks and uncertainties, all of which are difficult or impossible to accurately predict 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 in Item 1, *Business* and Item 1A, *Risk Factors* of Part I of our Annual Report on Form 10-K for the year ended December 31, 2010. 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 rely 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.

**Recent Accounting Pronouncements**

In October 2009, the Financial Accounting Standards Board issued new accounting guidance for revenue recognition related to multiple element arrangements. This guidance established a selling price hierarchy, which allows the use of estimated selling prices to allocate arrangement consideration to deliverables in cases where neither vendor-specific objective evidence nor third-party evidence is available. The new guidance is effective for the Company prospectively for revenue arrangements entered into or materially modified beginning in the first quarter of fiscal 2011. The adoption of this accounting guidance did not have a material impact on the Company's consolidated financial statements and is not expected to have a material effect on the Company's consolidated financial statements in subsequent periods.

**ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

We are exposed to market risk in the ordinary course of business, which consists primarily of interest rate risk associated with our cash and cash equivalents and our debt and foreign exchange rate risk.

*Interest rate risk.* Our investments have limited exposure to market risk. To minimize this risk, we maintain a portfolio of cash, cash equivalents and short-term investments, consisting primarily of bank deposits, money market funds and short-term government funds. The interest rates are variable and fluctuate with current market conditions. Because of the short-term nature of these instruments, a sudden change in market interest rates would not be expected to have a material impact on our financial condition or results of operations.

We are also exposed to market risk as a result of increases or decreases in the amount of interest expense we must pay on our bank debt and borrowings on our bank credit facilities. Our interest obligations on our long-term debt are fixed by means of interest rate swap agreements. Although our U.S. revolving line of credit and our Euro credit facility have variable rates, we do not believe that a 10% change in market interest rates would have a material impact on our financial position or results of operations.

*Exchange rates.* Due to our international operations, a significant portion of our net sales, cost of sales and operating expenses are denominated in currencies other than the U.S. dollar, principally the Euro, the Japanese Yen, the Russian Ruble, and Chinese Yuan. As a result, our international operations give rise to transactional market risk associated with exchange rate movements of the U.S. dollar, the Euro, the Japanese Yen and the Russian Ruble. Gains

and losses on foreign exchange transactions totaled \$0.7 million loss and \$0.1 million gain for the three months ended March 31, 2011 and 2010, respectively. Management believes that the use of foreign currency hedging instruments reduces the risks of certain foreign currency transactions; however, these



**Table of Contents**

instruments provide only limited protection. We have foreign currency hedges as of March 31, 2011, however, we will continue to analyze our exposure to currency exchange rate fluctuations and may engage in additional financial hedging techniques in the future to attempt to minimize the effect of these potential fluctuations. Exchange rate fluctuations may adversely affect our financial results in the future.

**ITEM 4. CONTROLS AND PROCEDURES**

**Evaluation of Disclosure Controls and Procedures**

Under the supervision of our chief executive officer and our chief financial officer, our management has evaluated the effectiveness of the design and operation of our disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) promulgated under the Securities Exchange Act of 1934, as amended (the Exchange Act)), as of the end of the period covered by this Quarterly Report on Form 10-Q (the Evaluation Date). Based upon that evaluation, our chief executive officer and our chief financial officer have concluded that, as of the Evaluation Date, our disclosure controls and procedures are effective.

**Changes in Internal Controls**

There was no change in our internal control over financial reporting (as defined in Rules 13a-15(f) and 15d-15(f) promulgated under the Exchange Act) that occurred during the last fiscal quarter that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

**PART II OTHER INFORMATION**

**ITEM 1. LEGAL PROCEEDINGS**

From time to time, we are party to various legal proceedings and other disputes incidental to our business. There have been no material developments in the first quarter of 2011 with respect to those proceedings previously reported in our Annual Report on Form 10-K for the year ended December 31, 2010, except that the trial date for the IMRA America litigation has been set to September 2011.

**ITEM 1A. RISK FACTORS**

None.

**ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS**

None.

**ITEM 3. DEFAULTS UPON SENIOR SECURITIES**

None.

**ITEM 4. (Removed and Reserved)**

**ITEM 5. OTHER INFORMATION**

None.

**Table of Contents**

**ITEM 6. EXHIBITS**

(a) Exhibits

**Exhibit**

**No.**

**Description**

12.1	Statement Re Computation of Earnings to Fixed Charges
31.1	Certification of Chief Executive Officer pursuant to Rule 13a-14(a)
31.2	Certification of Chief Financial Officer pursuant to Rule 13a-14(a)
32	Certification of Chief Executive Officer and Chief Financial Officer pursuant to Section 1350

19

---

**Table of Contents**

**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.

**IPG PHOTONICS CORPORATION**

Date: May 9, 2011

By: /s/ Valentin P. Gapontsev  
Valentin P. Gapontsev  
Chairman and Chief Executive Officer  
(Principal Executive Officer)

Date: May 9, 2011

By: /s/ Timothy P.V. Mammen  
Timothy P.V. Mammen  
Vice President and Chief Financial  
Officer (Principal Financial Officer)