

ADTRAN, Inc. Reports Third Quarter 2005 Results and Declares Quarterly Cash Dividend

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HUNTSVILLE, Ala. - (BUSINESS WIRE) - Oct. 17, 2005 - ADTRAN, Inc. (NASDAQ:ADTN) reported results for the third quarter ended September 30, 2005. Sales were \$149,170,000 for the quarter, up 25% compared to \$118,873,000 for the second quarter of 2005, and up 29% compared to \$115,251,000 for the third quarter of

2004.

Net income was \$33,015,000 for the quarter compared to \$20,719,000 for the second quarter of 2005 and \$18,751,000 for the third quarter of 2004. Earnings per share, assuming dilution, were \$0.42 for the quarter, up 56% compared to \$0.27 for the second quarter of 2005, and up 83% compared to \$0.23 for the third quarter of 2004.

Gross margin improved to 59.9% for the quarter compared to 57.6% for the third quarter of 2004. The increase in gross margin is principally the result of continuing improvements in manufacturing efficiencies and product cost reductions.

Net cash provided by operating activities totaled \$43 million for the quarter. Unrestricted cash and marketable securities totaled \$345 million, at September 30, 2005.

ADTRAN Chief Executive Officer Tom Stanton stated, "For the quarter, we experienced strong and broad based revenue growth across both Carrier Network and Enterprise Network divisions. Revenues were strong both domestically and internationally. Our results benefited from a significant revenue increase in primary growth areas, particularly with DSLAM and Optical Access Products, accompanied by a strong revenue increase in traditional product areas. We believe these results reflect continuing momentum and share gains in the markets we serve."

The Company also issued revised guidance for the year 2005. Revenue for the year is expected to range from \$512 million to \$516 million. Earnings per share, assuming dilution, are expected to range from \$1.26 to \$1.28.

The Company also announced that its Board of Directors declared a cash dividend for the third quarter of 2005. The quarterly cash dividend is \$0.09 per common share to be paid to holders of record at the close of business on November 4, 2005. The ex-dividend date is November 2, 2005 and the payment date is November 17, 2005.

The Company also confirmed that its third quarter conference call will be held Tuesday, October 18 at 9:30 a.m. Central Time. This conference call will be webcast live through StreetEvents.com. To listen, simply visit the Investor Relations site at http://www.adtran.com or http://streetevents.com approximately 10 minutes prior to the start of the call and click on the conference call link provided.

An online replay of the conference call will be available for seven days at http://streetevents.com. In addition, an online replay of the conference call, as well as the text of the Company's earnings release, will be available on the Investor Relations site at http://www.adtran.com for at least 12 months following the call.

ADTRAN, Inc. is one of the world's most successful network access equipment suppliers, with a 17-year history of profitability and a portfolio of more than 1,300 solutions for use in the last mile of today's telecommunications networks. Widely deployed by both carriers and enterprises, ADTRAN solutions enable voice, data, video, and

Internet communications across copper, fiber, and wireless network infrastructures. ADTRAN solutions are currently in use by every major domestic service provider and many international ones, as well as by thousands of public, private and government organizations worldwide.

This press release contains forward-looking statements which reflect management's best judgment based on factors currently known. However, these statements involve risks and uncertainties, including the successful development and market acceptance of new products, the degree of competition in the market for such products, the product and channel mix, component costs, manufacturing efficiencies, and other risks detailed in our annual report on Form 10-K for the year ended December 31, 2004. Such risks and uncertainties could cause actual results to differ materially from those in the forward-looking statements included in this press release.

	September 30, 2005
Assets	
Cash & cash equivalents Short-term investments Accounts receivable (net) Other receivables Inventory (net) Prepaid expenses and other current assets	\$70,585 180,758 71,554 7,260 53,629 9,482
Total current assets	\$393,268
Equipment (net) Land Building & land improvements (net) Other assets Long-term investments	\$21,140 4,263 61,129 1,346 148,620
Total long-term assets	\$236,498
Total assets	\$629 , 766
Liabilities and stockholders' equity	
Accounts payable Accrued wages and benefits Accrued income taxes Accrued liabilities	\$36,224 8,176 11,126 7,612
Total current liabilities	\$63,138
Deferred tax liabilities Other non-current liabilities Long-term debt	\$3,978 5,161 50,000
Total long-term liabilities	\$59,139
Total liabilities Page 2 of 5 © 2018 Factiva, Inc. All rights reserved.	\$122 , 277

Total liabilities and stockholders' equity

\$629**,**766

Condensed Statements of Income (1) For the quarters ending 9/30/05 and 9/30/04 (In thousands, except per share data) Unaudited

	Third 2005	Quarter 2004
Sales	\$149,170	\$115 , 251
Cost of Sales	59 , 856	48,869
Gross Profit	89,314	66,382
Selling, general and administrative expenses Research and development expenses	25,011 15,087	21,765 18,859
Profit from operations	49,216	25 , 758
<pre>Interest expense Other income (primarily interest)</pre>		(644) 2,137
Income before provision for income taxes	51,630	27 , 251
Provision for income taxes	(18,615)	(8,500)
Net income		\$18,751 ======
Weighted average shares Basic Diluted (2)		77,778 80,437
Earnings per common share Basic Diluted (2)		\$0.24 \$0.23

- (1) Certain reclassifications have been made to the 2004 Income Statement in order to conform with the 2005 presentation. These reclassifications had no effect on previously reported net income.
- (2) Assumes exercise of dilutive stock options calculated under the treasury stock method.

Condensed Statements of Income (1) $\,$

For the periods ending 9/30/05 and 9/30/04 (In thousands, except per share data) Unaudited

	Nine Mon 2005	
Sales	\$372 , 620	\$349,892
Cost of Sales	153 , 532	149,100
Gross Profit	219,088	200,792
Selling, general and administrative expenses Research and development expenses	47 , 797	67,150 49,572
Profit from operations		84,070
<pre>Interest expense Other income (primarily interest)</pre>		(1,932) 7,033
Income before provision for income taxes	106,083	89 , 171
Provision for income taxes	(37,129)	(28,624)
Net income		\$60 , 547
Weighted average shares Basic Diluted (2)		78,858 81,828
Earnings per common share Basic Diluted (2)		\$0.77 \$0.74

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