

MANUGISTICS GROUP INC
Form 10-Q
January 10, 2005

U.S.
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

(Mark One)

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

For the quarterly period ended November 30, 2004

OR

**o 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 0-22154

MANUGISTICS GROUP, INC.

(Exact name of Registrant as specified in its charter)

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Delaware
(State or other jurisdiction of
incorporation or organization)

52-1469385
(I.R.S. Employer
Identification Number)

9715 Key West Avenue, Rockville, Maryland 20850

(Address of principal executive office) (Zip code)

(301) 255-5000

(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 is an accelerated filer (as defined in Rule 12b-2 of the Exchange Act.)

Yes ☐ No ☐

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date: 83.6 million shares of common stock, \$.002 par value, as of December 31, 2004.

MANUGISTICS GROUP, INC. AND SUBSIDIARIES

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PART I-FINANCIAL INFORMATION

Item 1. FINANCIAL STATEMENTS

MANUGISTICS GROUP, INC. AND SUBSIDIARIES

CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED)

(in thousands)

	November 30, 2004	February 29, 2004
ASSETS		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 81,566	\$ 138,984
Marketable securities	36,477	7,316
Total cash, cash equivalents and marketable securities	118,043	146,300
Account receivable, net of allowance for doubtful accounts of \$7,833 and \$4,395 at November 30, 2004 and February 29, 2004, respectively	37,716	55,575
Other current assets	13,264	11,924
Total current assets	169,023	213,799
NON-CURRENT ASSETS:		
Property and equipment, net of accumulated depreciation	18,565	21,632
Software development costs, net of accumulated amortization	14,140	14,224
Long-term investments	14,127	8,999
Goodwill	185,749	185,501
Acquired technology, net of accumulated amortization	16,386	27,023
Customer relationships, net of accumulated amortization	10,997	15,984
Other intangibles and non-current assets, net of accumulated amortization	9,612	10,919
TOTAL ASSETS	\$ 438,599	\$ 498,081
LIABILITIES AND STOCKHOLDERS' EQUITY		
CURRENT LIABILITIES:		
Accounts payable	7,932	10,368
Accrued compensation	4,344	6,180
Accrued exit and disposal obligations	6,735	5,112
Deferred revenue	31,051	43,748
Other current liabilities	20,445	22,857
Total current liabilities	70,507	88,265
NON-CURRENT LIABILITIES:		
Convertible debt	175,500	175,500
Accrued exit and disposal obligations	9,243	14,393

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Long-term debt and capital leases	1,841	2,633
Other non-current liabilities	323	430
Total non-current liabilities	186,907	192,956

COMMITMENTS AND CONTINGENCIES (Note 4)

STOCKHOLDERS EQUITY:

Preferred stock		
Common stock, \$.002 par value per share; 300,000 shares authorized; 83,542 and 81,973 issued and outstanding at November 30, 2004 and February 29, 2004, respectively	167	164
Additional paid-in capital	779,699	775,969
Deferred compensation	(3,306)	(1,410)
Accumulated other comprehensive income	4,218	3,615
Accumulated deficit	(599,593)	(561,478)
Total stockholders equity	181,185	216,860

TOTAL LIABILITIES AND STOCKHOLDERS EQUITY	\$ 438,599	\$ 498,081
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See accompanying notes to the Condensed Consolidated Financial Statements.

MANUGISTICS GROUP, INC. AND SUBSIDIARIES