ROPER INDUSTRIES INC /DE/ Form 10-Q May 10, 2007

# **UNITED STATES**

### SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

# **FORM 10-Q**

| [X] | QUARTERLY REPORT PURSUANT<br>1934  | TO SECTION   | 13 OR 15(d) OF | THE SECURITII | ES EXCHANGE ACT O |
|-----|------------------------------------|--------------|----------------|---------------|-------------------|
|     | For the quarterly period ended Mar | ch 31, 2007. |                |               |                   |
| [ ] | TRANSITION REPORT PURSUANT 1934    | TO SECTION   | 13 OR 15(d) OF | THE SECURITIE | ES EXCHANGE ACT O |
|     | For the transition period from     | to           | •              |               |                   |
|     |                                    |              |                |               |                   |
|     |                                    |              |                |               |                   |

# ROPER INDUSTRIES, INC.

Commission File Number 1-12273

(Exact name of registrant as specified in its charter)

Delaware 51-0263969
(State or other jurisdiction of incorporation or organization) (I.R.S. Employer Identification No.)

6901 Professional Pkwy. East, Suite 200 Sarasota, Florida

34240

(Address of principal executive offices)

(Zip Code)

(941) 556-2601

(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 <u>X</u> No \_\_\_

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer or a non-accelerated filer (as defined in Rule 12b-2 of the Exchange Act).

[X] Large accelerated file [ ] Accelerated filer [ ] Non-accelerated filer

Indicate by check mark if the registrant is a shell company (as defined in Rule 12-b2 of the Act). [ ] Yes [X] No

FORM 10-Q 1

The number of shares outstanding of the Registrant's common stock as of May 4, 2007 was approximately 88,280,220.

### ROPER INDUSTRIES, INC.

### REPORT ON FORM 10-Q FOR THE QUARTERLY PERIOD ENDED MARCH 31, 2007

#### TABLE OF CONTENTS

|         |                                                                                       | Page |
|---------|---------------------------------------------------------------------------------------|------|
| PART I  | FINANCIAL INFORMATION                                                                 |      |
| Item 1  | Financial Statements (unaudited):                                                     |      |
|         | Condensed Consolidated Statements of Earnings                                         | 3    |
|         | Condensed Consolidated Balance Sheets                                                 | 4    |
|         | Condensed Consolidated Statements of Cash Flows                                       | 5    |
|         | Condensed Consolidated Statement of Changes in Stockholders' Equity                   | 6    |
|         | Notes to Condensed Consolidated Financial Statements                                  | 7    |
| Item 2  | Management s Discussion and Analysis of Financial Condition and Results of Operations | 12   |
| Item 3  | Quantitative and Qualitative Disclosures About Market Risk                            | 19   |
| Item 4  | Controls and Procedures                                                               | 20   |
| PART II | OTHER INFORMATION                                                                     |      |
| Item 1A | Risk Factors                                                                          | 21   |
| Item 6  | Exhibits                                                                              | 21   |
|         | Signatures                                                                            | 22   |

### PART I. FINANCIAL INFORMATION

#### ITEM 1. FINANCIAL STATEMENTS

Roper Industries, Inc. and Subsidiaries

#### **Condensed Consolidated Statements of Earnings (unaudited)**

(in thousands, except per share data)

| Three months ende | d |
|-------------------|---|
| March 31,         |   |

|                                              |                       | ŕ                     |  |
|----------------------------------------------|-----------------------|-----------------------|--|
|                                              | 2007                  | 2006                  |  |
| Net sales<br>Cost of sales                   | \$ 478,427<br>240,279 | \$ 382,723<br>190,326 |  |
| Gross profit                                 | 238,148               | 192,397               |  |
| Selling, general and administrative expenses | 145,297               | 124,921               |  |
| Income from operations                       | 92,851                | 67,476                |  |
| Interest expense Other expense               | 13,472<br>250         | 10,799<br>128         |  |

Roper Industries, Inc. and SubsidiariesCondensed Consolidated Statements of Earnings (unaudited)(in th@sands,

|                                                           | _  | Three months ended March 31, |    |                  |
|-----------------------------------------------------------|----|------------------------------|----|------------------|
| Earnings before income taxes                              |    | 79,129                       |    | 56,549           |
| Income taxes                                              |    | 27,695                       |    | 18,863           |
| Net earnings                                              | \$ | 51,434                       | \$ | 37,686           |
| Net earnings per share: Basic Diluted                     | \$ | 0.59<br>0.56                 | \$ | 0.44<br>0.42     |
| Weighted average common shares outstanding: Basic Diluted |    | 87,918<br>92,300             |    | 86,061<br>89,711 |
| Dividends declared per common share                       | \$ | 0.06500                      | \$ | 0.05875          |

See accompanying notes to condensed consolidated financial statements.

### Roper Industries, Inc. and Subsidiaries

### **Condensed Consolidated Balance Sheets (unaudited)**

(in thousands)

|                                       | March 31,<br>2007 |           | December 31,<br>2006 |           |
|---------------------------------------|-------------------|-----------|----------------------|-----------|
| ASSETS:                               |                   |           |                      |           |
| Cash and cash equivalents             | \$                | 80,442    | \$                   | 69,478    |
| Accounts receivable, net              |                   | 319,249   |                      | 324,514   |
| Inventories                           |                   | 186,161   |                      | 168,319   |
| Deferred taxes                        |                   | 17,488    |                      | 17,908    |
| Other current assets                  |                   | 53,230    |                      | 47,276    |
| Total current assets                  |                   | 656,570   |                      | 627,495   |
| Property, plant and equipment, net    |                   | 106,516   | <u> </u>             | 107,003   |
| Goodwill                              |                   | 1,662,187 |                      | 1,651,208 |
| Other intangible assets, net          |                   | 617,415   |                      | 544,136   |
| Deferred taxes                        |                   | 26,512    |                      | 21,702    |
| Other noncurrent assets               |                   | 43,580    |                      | 43,815    |
| Total assets                          | \$                | 3,112,780 | \$                   | 2,995,359 |
| LIABILITIES AND STOCKHOLDERS' EQUITY: |                   |           |                      |           |
| Accounts payable                      | \$                | 100,012   | \$                   | 96,139    |
| Accrued liabilities                   |                   | 168,602   |                      | 184,148   |
| Income taxes payable                  |                   | 9,401     |                      | 5,896     |
| Deferred taxes                        |                   | 1,438     |                      | 1,555     |

Roper Industries, Inc. and SubsidiariesCondensed Consolidated Balance Sheets (unaudited) (in thousands)

|                                            | March<br>2007 | ,        | Dec | ember 31,<br>2006 |
|--------------------------------------------|---------------|----------|-----|-------------------|
| Current portion of long-term debt          |               | 307,945  |     | 299,911           |
| Total current liabilities                  |               | 587,398  |     | 587,649           |
| Long-term debt                             |               | 748,084  |     | 726,881           |
| Deferred taxes                             |               | 194,803  |     | 169,994           |
| Other liabilities                          |               | 44,165   |     | 23,996            |
| Total liabilities                          | 1,:           | 574,450  |     | 1,508,520         |
| Commitments and contingencies              |               |          |     |                   |
| Common stock                               |               | 905      |     | 900               |
| Additional paid-in capital                 | ,             | 725,910  |     | 717,751           |
| Retained earnings                          | ,             | 764,245  |     | 721,899           |
| Accumulated other comprehensive earnings   |               | 69,532   |     | 68,666            |
| Treasury stock                             |               | (22,262) |     | (22,377)          |
| Total stockholders' equity                 | 1,:           | 538,330  |     | 1,486,839         |
| Total liabilities and stockholders' equity | \$ 3,         | 112,780  | \$  | 2,995,359         |

See accompanying notes to condensed consolidated financial statements.

Three months ended

Roper Industries, Inc. and Subsidiaries Condensed Consolidated Statements of Cash Flows (unaudited) (in thousands)

|                                             | Mai       | rch 31,   |  |
|---------------------------------------------|-----------|-----------|--|
|                                             | 2007      | 2006      |  |
| Cash flows from operating activities:       |           |           |  |
| Net earnings                                | \$ 51,434 | \$ 37,686 |  |
| Depreciation                                | 7,656     | 6,624     |  |
| Amortization                                | 14,971    | 12,385    |  |
| Income taxes                                | 10,221    | 10,361    |  |
| Other, net                                  | (27,194)  | (9,726)   |  |
| Cash provided by operating activities       | 57,088    | 57,330    |  |
| Cash flows from investing activities:       |           |           |  |
| Business acquisitions, net of cash acquired | (69,735)  | (5,838)   |  |
| Capital expenditures                        | (6,056)   | (9,772)   |  |
| Other, net                                  | (326)     | (910)     |  |
| Cash used by investing activities           | (76,117)  | (16,520)  |  |
|                                             |           |           |  |

|                                                          | Three montl<br>March |           |
|----------------------------------------------------------|----------------------|-----------|
| Cash flows from financing activities:                    |                      |           |
| Term note payments                                       | (16,375)             | (8,188)   |
| Debt borrowings/(payments), net                          | 44,723               | (22,322)  |
| Dividends                                                | (5,692)              | (5,046)   |
| Excess windfall tax benefit                              | 901                  |           |
| Proceeds from exercise of stock options                  | 5,257                | 7,934     |
| Other, net                                               | 543                  | 445       |
| Cash provided/(used) by financing activities             | 29,357               | (27,177)  |
| Effect of foreign currency exchange rate changes on cash | 636                  | 408       |
| Net increase in cash and cash equivalents                | 10,964               | 14,041    |
| Cash and cash equivalents, beginning of period           | 69,478               | 53,116    |
| Cash and cash equivalents, end of period                 | \$ 80,442            | \$ 67,157 |
|                                                          |                      |           |

See accompanying notes to condensed consolidated financial statements.

### Roper Industries, Inc. and Subsidiaries

### Condensed Consolidated Statements of Changes in Stockholders Equity (unaudited)

(in thousands)

|                                                         | mmon<br>tock | Additional<br>paid-in<br>capital | Retained earnings | comp | mulated<br>other<br>rehensive<br>rnings | Treasury<br>stock | Total        |
|---------------------------------------------------------|--------------|----------------------------------|-------------------|------|-----------------------------------------|-------------------|--------------|
| Balances at December 31, 2006                           | \$<br>900    | \$ 717,751                       | \$ 721,899        | \$   | 68,666                                  | \$ (22,377)       | \$ 1,486,839 |
| Adjustment to adopt FASB Interpretation No. 48          |              |                                  | (3,349)           |      |                                         |                   | (3,349)      |
| Net earnings                                            |              |                                  | 51,434            |      |                                         |                   | 51,434       |
| Stock option exercises                                  | 4            | 5,253                            |                   |      |                                         |                   | 5,257        |
| Treasury stock transactions                             |              | 429                              |                   |      |                                         | 115               | 544          |
| Currency translation adjustments, net of \$(1,921) tax  |              |                                  |                   |      | 1,478                                   |                   | 1,478        |
| Unrealized gain on derivative, shown net of \$(330) tax |              |                                  |                   |      | (612)                                   |                   | (612)        |
| Stock based compensation                                |              | 4,549                            |                   |      |                                         |                   | 4,549        |
| Restricted stock grants                                 | 1            | (2,973)                          |                   |      |                                         |                   | (2,972)      |
| Stock option tax benefit                                |              | 901                              |                   |      |                                         |                   | 901          |
| Dividends declared                                      | <br>         |                                  | (5,739)           |      |                                         |                   | (5,739)      |
| Balances at March 31, 2007                              | \$<br>905    | \$ 725,910                       | \$ 764,245        | \$   | 69,532                                  | \$ (22,262)       | \$ 1,538,330 |

See accompanying notes to condensed consolidated financial statements.

Roper Industries, Inc. and Subsidiaries Notes to Condensed Consolidated Financial Statements (unaudited) March 31, 2007

#### 1. Basis of Presentation

The accompanying condensed consolidated financial statements for the three-month periods ended March 31, 2007 and 2006 are unaudited. In the opinion of management, the accompanying unaudited condensed consolidated financial statements reflect all adjustments, which include only normal recurring adjustments, necessary to state fairly the financial position, results of operations and cash flows of Roper Industries, Inc. and its subsidiaries ( Roper or the Company ) for all periods presented.

Roper s management has made a number of estimates and assumptions relating to the reporting of assets and liabilities and the disclosure of contingent assets and liabilities to prepare these condensed consolidated financial statements in conformity with accounting principles generally accepted in the United States of America (GAAP). Actual results could differ from those estimates.

The results of operations for the three-month period ended March 31, 2007 are not necessarily indicative of the results to be expected for the full year. You should read these unaudited condensed consolidated financial statements in conjunction with Roper s consolidated financial statements and the notes thereto included in its 2006 Annual Report on Form 10-K filed March 1, 2007 with the Securities and Exchange Commission (SEC).

#### 2. Earnings Per Share

Basic earnings per share were calculated using net earnings and the weighted average number of shares of common stock outstanding during the respective period. Diluted earnings per share were calculated using net earnings and the weighted average number of shares of common stock and potential common stock outstanding during the respective period. Potentially dilutive common stock consisted of stock options, restricted stock awards and the premium over the conversion price on our senior subordinated convertible notes based upon the trading price of the Company's common stock. The effects of potential common stock were determined using the treasury stock method (in thousands). As of March 31, 2007, there were 271,000 outstanding stock options that were not included in the determination of diluted earnings per share because doing so would have been antidilutive.

|                                                              | Three months ended<br>March 31, |                |  |
|--------------------------------------------------------------|---------------------------------|----------------|--|
|                                                              | 2007                            | 2006           |  |
| Basic shares outstanding<br>Effect of potential common stock | 87,918                          | 86,061         |  |
| Common stock awards Senior subordinated convertible notes    | 1,558<br>2,824                  | 1,825<br>1,825 |  |
| Diluted shares outstanding                                   | 92,300                          | 89,711         |  |

#### 3. Stock Based Compensation

Roper Industries, Inc. 2006 Incentive Plan ( 2006 Plan ) allows us to grant incentive stock options, nonqualified stock options, restricted stock, stock appreciation rights or equivalent instruments to the Company s employees, officers, directors and consultants. Roper has never issued stock awards other than those issued to employees or its non-employee directors.

Roper s stock purchase plan allows U.S. and Canada employees to designate up to 10% of eligible earnings to purchase Roper s common stock at a 10% discount to the average closing price of its common stock at the beginning and end of a quarterly offering period. The common stock sold to the employees may be either treasury stock, stock purchased on the open market, or newly issued shares.

The Company recognized stock based compensation expense of \$4.5 million and \$3.6 million for the quarters ended March 31, 2007 and 2006, respectively. The total tax effect recognized in net income related to stock based compensation was \$1.6 million and \$1.3 million for the quarters ended March 31, 2007 and 2006, respectively.

**Stock Options** In the quarter ended March 31, 2007, 271,000 options were granted with a weighted average fair value of \$13.50. During the same period in 2006, 365,800 options were granted with a weighted average fair value of \$13.60. All options were issued at grant date fair value.

The Company records compensation expense for employee stock options based on the estimated fair value of the options on the date of grant using the Black-Scholes option-pricing model with the assumptions included in the table below. The Company uses historical data among other factors to estimate the expected price volatility, the expected dividend yield, the expected option life and the expected forfeiture rate. The risk-free rate is based on the U.S. Treasury yield curve in effect at the time of grant for the estimated life of the option. The following weighted average assumptions were used to estimate the fair value of options granted during the three months ended March 31, 2007 using the Black-Scholes option-pricing model:

| Fair value per share (\$)    | 13.50 |
|------------------------------|-------|
| Risk-free interest rate (%)  | 4.74  |
| Expected option life (years) | 4.5   |
| Expected volatility (%)      | 21.36 |
| Expected dividend yield (%)  |       |