

Super Micro Computer, Inc.  
Form 10-Q  
May 07, 2012  
[Table of Contents](#)

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, DC 20549

**FORM 10-Q**

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

For the quarterly period ended March 31, 2012

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 001-33383

**Super Micro Computer, Inc.**

(Exact name of Registrant as specified in its charter)

Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

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

**77-0353939**  
(IRS Employer

Identification Number)

**980 Rock Avenue**

**San Jose, CA 95131**

(Address of principal executive offices)

**(408) 503-8000**

(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, 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 April 26, 2012, there were 41,486,563 shares of the registrant's common stock, \$0.001 par value, outstanding, which is the only class of common or voting stock of the registrant issued.

**Table of Contents**

**Table of Contents**

**FORM 10-Q**

**SUPER MICRO COMPUTER, INC.**

**INDEX**

	<b>Page Number</b>
<b>PART I</b>	
<b><u>FINANCIAL INFORMATION</u></b>	
ITEM 1:	
<u>Financial Statements</u>	3
<u>Condensed Consolidated Balance Sheets (unaudited)</u>	3
<u>Condensed Consolidated Statements of Operations (unaudited)</u>	4
<u>Condensed Consolidated Statements of Comprehensive Income (unaudited)</u>	5
<u>Condensed Consolidated Statements of Cash Flows (unaudited)</u>	6
<u>Notes to Condensed Consolidated Financial Statements (unaudited)</u>	7
ITEM 2:	
<u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	21
ITEM 3:	
<u>Quantitative and Qualitative Disclosures About Market Risks</u>	35
ITEM 4:	
<u>Controls and Procedures</u>	36
<b>PART II</b>	
<b><u>OTHER INFORMATION</u></b>	
ITEM 1:	
<u>Legal Proceedings</u>	37
ITEM 1A:	
<u>Risk Factors</u>	38
ITEM 2:	
<u>Unregistered Sales of Equity Securities and Use of Proceeds</u>	51
ITEM 3:	
<u>Defaults upon Senior Securities</u>	51
ITEM 4:	
<u>Mine Safety Disclosures</u>	51
ITEM 5:	
<u>Other Information</u>	51
ITEM 6:	
<u>Exhibits</u>	52
<u>Signatures</u>	53

**Table of Contents****PART I: FINANCIAL INFORMATION****Item 1.****SUPER MICRO COMPUTER, INC.****CONDENSED CONSOLIDATED BALANCE SHEETS****(in thousands, except share and per share amounts)****(unaudited)**

	<b>March 31, 2012</b>	<b>June 30, 2011</b>
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 88,861	\$ 69,943
Accounts receivable, net of allowances of \$1,212 and \$1,062 at March 31, 2012 and June 30, 2011, respectively (including amounts receivable from a related party of \$953 and \$527 at March 31, 2012 and June 30, 2011, respectively)	100,980	85,005
Inventory, net	228,933	192,711
Deferred income taxes-current	11,832	10,250
Prepaid income taxes	4,032	7,207
Prepaid expenses and other current assets	5,416	4,506
<b>Total current assets</b>	<b>440,054</b>	<b>369,622</b>
Long-term investments	3,269	5,188
Property, plant and equipment, net	96,301	74,438
Deferred income taxes-noncurrent	3,267	2,792
Other assets	5,227	12,580
<b>Total assets</b>	<b>\$ 548,118</b>	<b>\$ 464,620</b>
<b>LIABILITIES AND STOCKHOLDERS EQUITY</b>		
Current liabilities:		
Accounts payable (including amounts due to a related party of \$29,698 and \$34,210 at March 31, 2012 and June 30, 2011, respectively)	\$ 142,156	\$ 113,340
Accrued liabilities	28,927	25,816
Income taxes payable	1,322	936
Short-term debt	10,137	
Current portion of long-term debt	2,800	555
<b>Total current liabilities</b>	<b>185,342</b>	<b>140,647</b>
Long-term debt-net of current portion	23,179	27,596
Other long-term liabilities	10,744	9,120
<b>Total liabilities</b>	<b>219,265</b>	<b>177,363</b>
Commitments and contingencies (Note 11)		
Stockholders equity:		
Common stock and additional paid-in capital, \$0.001 par value		
Authorized shares: 100,000,000		
Issued shares: 41,917,242 and 40,727,562 at March 31, 2012 and June 30, 2011, respectively	139,851	122,693

## Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

Treasury stock (at cost), 445,028 shares at March 31, 2012 and June 30, 2011	(2,030)	(2,030)
Accumulated other comprehensive loss	(109)	(204)
Retained earnings	191,141	166,798
Total stockholders' equity	328,853	287,257
Total liabilities and stockholders' equity	\$ 548,118	\$ 464,620

See accompanying notes to condensed consolidated financial statements.

**Table of Contents****SUPER MICRO COMPUTER, INC.****CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS****(in thousands, except per share amounts)****(unaudited)**

	<b>Three Months Ended March 31,</b>		<b>Nine Months Ended March 31,</b>	
	<b>2012</b>	<b>2011</b>	<b>2012</b>	<b>2011</b>
Net sales (including related party sales of \$3,347 and \$2,916 in the three months ended March 31, 2012 and 2011, respectively, and \$8,825 and \$7,574 in the nine months ended March 31, 2012 and 2011, respectively)	\$ 240,178	\$ 234,288	\$ 737,978	\$ 682,279
Cost of sales (including related party purchases of \$40,166 and \$39,965 in the three months ended March 31, 2012 and 2011, respectively, and \$115,899 and \$122,702 in the nine months ended March 31, 2012 and 2011, respectively)	199,449	196,432	615,009	571,207
<b>Gross profit</b>	<b>40,729</b>	<b>37,856</b>	<b>122,969</b>	<b>111,072</b>
Operating expenses:				
Research and development	17,162	12,202	46,643	34,945
Sales and marketing	8,175	6,538	23,917	19,447
General and administrative	5,802	3,958	15,587	12,589
<b>Total operating expenses</b>	<b>31,139</b>	<b>22,698</b>	<b>86,147</b>	<b>66,981</b>
<b>Income from operations</b>	<b>9,590</b>	<b>15,158</b>	<b>36,822</b>	<b>44,091</b>
Interest and other income, net	9	21	46	56
Interest expense	(189)	(161)	(556)	(489)
<b>Income before income tax provision</b>	<b>9,410</b>	<b>15,018</b>	<b>36,312</b>	<b>43,658</b>
<b>Income tax provision</b>	<b>2,333</b>	<b>4,322</b>	<b>11,969</b>	<b>14,176</b>
<b>Net income</b>	<b>\$ 7,077</b>	<b>\$ 10,696</b>	<b>\$ 24,343</b>	<b>\$ 29,482</b>
Net income per common share:				
Basic	\$ 0.17	\$ 0.28	\$ 0.59	\$ 0.77
Diluted	\$ 0.16	\$ 0.25	\$ 0.55	\$ 0.69
Weighted-average shares used in calculation of net income per common share:				
Basic	41,126	38,269	40,679	37,647
Diluted	44,610	42,854	43,957	41,979

See accompanying notes to condensed consolidated financial statements.

**Table of Contents**

**SUPER MICRO COMPUTER, INC.**

**CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**

(in thousands)

(unaudited)

	<b>Three Months Ended</b>		<b>Nine Months Ended</b>	
	<b>March 31,</b>		<b>March 31,</b>	
	<b>2012</b>	<b>2011</b>	<b>2012</b>	<b>2011</b>
Net income	\$ 7,077	\$ 10,696	\$ 24,343	\$ 29,482
Other comprehensive income, net of tax:				
Unrealized gains on investments			95	
Total other comprehensive income			95	
Comprehensive income attributable to Super Micro Computer, Inc.	\$ 7,077	\$ 10,696	\$ 24,438	\$ 29,482

See accompanying notes to condensed consolidated financial statements.

**Table of Contents****SUPER MICRO COMPUTER, INC.****CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS****(in thousands)****(unaudited)**

	<b>Nine Months Ended March 31,</b>	
	<b>2012</b>	<b>2011</b>
<b>OPERATING ACTIVITIES:</b>		
Net income	\$ 24,343	\$ 29,482
Reconciliation of net income to net cash provided by operating activities:		
Depreciation and amortization	5,114	3,990
Stock-based compensation expense	7,430	5,722
Excess tax benefits from stock-based compensation	(1,907)	(1,824)
Allowance for doubtful accounts	203	578
Allowance for sales returns	5,605	3,844
Provision for inventory	5,686	1,592
Deferred income taxes	(2,082)	2,359
Changes in operating assets and liabilities:		
Accounts receivable, net (including changes in related party balances of \$(426) and \$97 during the nine months ended March 31, 2012 and 2011, respectively)	(21,783)	(11,225)
Inventory	(41,908)	(71,649)
Prepaid expenses and other assets	(2,713)	(3,651)
Accounts payable (including changes in related party balances of \$(4,512) and \$17,724 during the nine months ended March 31, 2012 and 2011, respectively)	29,424	32,795
Income taxes payable/receivable, net	6,704	740
Accrued liabilities	3,266	3,804
Other long-term liabilities	1,646	1,681
Net cash provided by (used in) operating activities	19,028	(1,762)
<b>INVESTING ACTIVITIES:</b>		
Restricted cash	(39)	(117)
Proceeds from investments	2,075	1,300
Purchases of property, plant and equipment	(21,710)	(10,561)
Land deposit refund (payment)	2,868	(9,020)
Net cash used in investing activities	(16,806)	(18,398)
<b>FINANCING ACTIVITIES:</b>		
Proceeds from exercise of stock options	7,694	5,961
Minimum tax withholding paid on behalf of officers and an employee for restricted stock awards	(1,109)	(1,434)
Excess tax benefits from stock-based compensation	1,907	1,824
Proceeds from debt	32,696	23,542
Repayment of debt	(24,662)	(13,993)
Payment of obligations under capital leases	(26)	(52)
Payment under receivable financing arrangements	(194)	(236)
Net cash provided by financing activities	16,306	15,612
Effect of exchange rate fluctuations on cash	390	



## Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

Net increase (decrease) in cash and cash equivalents	18,918	(4,548)
Cash and cash equivalents at beginning of period	69,943	72,644
Cash and cash equivalents at end of period	\$ 88,861	\$ 68,096
Supplemental disclosure of cash flow information:		
Cash paid for interest	\$ 545	\$ 454
Cash paid for taxes, net of refunds	6,301	9,506
Non-cash investing and financing activities:		
Accrued costs for property, plant and equipment purchases	874	822
Deposit applied to property acquisition	5,867	
Equipment purchased under capital leases	7	46

See accompanying notes to condensed consolidated financial statements.

---

**Table of Contents**

**SUPER MICRO COMPUTER, INC.**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**(Unaudited)**

**Note 1. Organization and Basis of Presentation**

***Organization***

Super Micro Computer, Inc. ( Super Micro Computer ) was incorporated in 1993. Super Micro Computer is a global leader in server technology and green computing innovation. Super Micro Computer develops and provides high performance server solutions based upon an innovative, modular and open-standard architecture. Super Micro Computer has operations in San Jose, California, the Netherlands and Taiwan.

***Basis of Presentation***

The condensed consolidated financial statements reflect the condensed consolidated balance sheets, results of operations, comprehensive income and cash flows of Super Micro Computer, Inc. and its wholly-owned subsidiaries (collectively, the Company ). All intercompany accounts and transactions have been eliminated in consolidation.

The unaudited condensed consolidated financial statements included herein have been prepared by the Company pursuant to the rules and regulations of the United States Securities and Exchange Commission ( SEC ) and include the accounts of the Company and its wholly-owned subsidiaries. Certain information and footnote disclosures normally included in financial statements prepared in accordance with United States generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations. These condensed consolidated financial statements should be read in conjunction with the Company s audited consolidated financial statements for the fiscal year ended June 30, 2011 included in its Annual Report on Form 10-K, as filed with the SEC (the Annual Report ).

The unaudited condensed consolidated financial statements included herein reflect all adjustments, including normal recurring adjustments, which are, in the opinion of management, necessary for a fair presentation of the consolidated financial position, results of operations and cash flows for the periods presented. The condensed consolidated results of operations for the three and nine months ended March 31, 2012 are not necessarily indicative of the results that may be expected for future quarters or for the fiscal year ending June 30, 2012.

***Reclassification***

The following June 30, 2011 balance sheet amounts have been combined into other report lines to conform with the current period presentation: 1) short-term investments of \$59,000 was combined into prepaid expense and other assets, 2) restricted cash of \$409,000 was combined into other assets, 3) advances from receivable financing arrangements of \$1,000,000 and current portion of capital lease obligations of \$36,000 were combined into accrued liabilities and 4) long-term capital lease obligation-net of current portion of \$50,000 was combined with other long-term liabilities.

***Adoption of New Accounting Pronouncement***

***Fair Value Measurement*** - In May 2011, the Financial Accounting Standards Board ( FASB ) amended authoritative guidance associated with fair value measurements. This amended guidance defines certain requirements for measuring fair value and for disclosing information about fair value measurements in accordance with U.S. generally accepted accounting principles. The amendments to authoritative guidance associated with fair value measurements were effective for the Company on January 1, 2012 and have been applied prospectively. The adoption of this guidance did not have a material impact on our consolidated financial statements.

***Comprehensive Income*** - In June 2011, the FASB issued amended authoritative guidance associated with comprehensive income, which requires companies to present the total of comprehensive income, the components of net income, and the components of other comprehensive income either in a single continuous statement of comprehensive income or in two separate but consecutive statements. This update eliminates the option to present the components of other comprehensive income as part of the statement of changes in stockholders equity. In December 2011, the FASB deferred the effective date of the specific requirement to present items that are reclassified out of accumulated other comprehensive income to net income alongside their respective components of net income and other comprehensive income. During the quarter ended March 31, 2012, we have early adopted the disclosure provisions of this standard on a retrospective basis, except for the provision deferred. This

## Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

adoption did not have an impact on our results of operations or financial position, but resulted in the presentation of a separate consolidated statement of comprehensive income.

**Table of Contents**

**SUPER MICRO COMPUTER, INC.**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

**(Unaudited)**

**Note 2. Stock-based Compensation and Stockholders' Equity**

***Stock Option Plan***

In January 2011, the Board of Directors approved an amendment to the 2006 Equity Incentive Plan (the "2006 Plan") that increased by 2,000,000 the aggregate maximum number of shares that may be issued under the 2006 Plan. The amendment to the 2006 Plan was approved by the Company's stockholders in February 2011. The authorized number of shares that may be issued under the 2006 Plan automatically increases on July 1 each year through 2016, by an amount equal to (a) three percent of the number of shares of stock issued and outstanding on the immediately preceding June 30, or (b) a lesser amount determined by the Board of Directors. The exercise price per share for incentive stock options granted to employees owning shares representing more than 10% of the Company at the time of grant cannot be less than 110% of the fair value. Nonqualified stock options and incentive stock options granted to all other persons shall be granted at a price not less than 100% of the fair value. Options generally expire ten years after the date of grant and options vest over four years; 25% at the end of one year and one sixteenth per quarter thereafter. In the three and nine months ended March 31, 2012, the Company granted options for the purchase of 499,870 and 1,730,830 shares under the 2006 Plan, respectively. At March 31, 2012, 1,445,533 shares of common stock were available for future grant under the 2006 Plan.

***Restricted Stock Awards***

Restricted stock awards are share awards that provide the rights to a set number of shares of the Company's stock on the grant date. In August 2008, the Compensation Committee of the Board of Directors of the Company (the "Committee") approved the terms of an agreement (the "Option Exercise Agreement") with Charles Liang, a director and President and Chief Executive Officer of the Company, pursuant to which Mr. Liang exercised a fully vested option previously granted to him for the purchase of 925,000 shares. The option was exercised using a net-exercise procedure in which he was issued a number of shares representing the spread between the option exercise price and the then current market value of the shares subject to the option (898,205 shares based upon the market value as of the date of exercise). The shares issued upon exercise of the option are subject to vesting over a five-year vesting period. Vesting of the shares subject to the award may accelerate in certain circumstances pursuant to the terms of the applicable Option Exercise Agreement. The Company determined that there was no incremental fair value of the option exchanged for the award. 538,923 and 359,282 shares were vested as of March 31, 2012 and June 30, 2011, respectively.

***Determining Fair Value***

**Valuation and amortization method** The Company estimates the fair value of stock options granted using the Black-Scholes-option-pricing formula and a single option award approach. This fair value is then amortized ratably over the requisite service periods of the awards, which is generally the vesting period.

**Expected Term** The Company's expected term represents the period that the Company's stock-based awards are expected to be outstanding and was determined based on an analysis of the relevant peer companies' post-vest termination rates and the exercise factors for the stock options granted prior to June 30, 2011. For stock options granted after June 30, 2011, the expected term is based on a combination of the Company's peer group and the Company's historical experience.

**Expected Volatility** Expected volatility is based on a combination of the implied and historical volatility for its peer group and the Company's historical volatility for the stock options granted prior to September 30, 2009. For stock options granted after September 30, 2009, expected volatility is based solely on the Company's historical volatility.

**Expected Dividend** The Black-Scholes valuation model calls for a single expected dividend yield as an input and the Company has no plans to pay dividends.

## Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

**Risk-Free Interest Rate** The risk-free interest rate used in the Black-Scholes valuation model is based on the U.S. Treasury zero coupon issues in effect at the time of grant for periods corresponding with the expected term of the option.

**Estimated Forfeitures** The estimated forfeiture rate is based on the Company's historical forfeiture rates and the estimate is revised in subsequent periods if actual forfeitures differ from the estimate.

**Table of Contents****SUPER MICRO COMPUTER, INC.****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(Unaudited)**

The fair value of stock option grants for the three and nine months ended March 31, 2012 and 2011 was estimated on the date of grant using the Black-Scholes option pricing model with the following assumptions:

	Three Months Ended March 31,		Nine Months Ended March 31,	
	2012	2011	2012	2011
Risk-free interest rate	0.83% - 0.94%	1.76% - 2.12%	0.83% - 1.32%	1.01% - 2.12%
Expected life	5.04 years	4.45 years	5.01 - 5.04 years	4.38 - 4.45 years
Dividend yield	%	%	%	%
Volatility	45.62% - 52.43%	55.93% - 56.02%	45.62% - 53.72%	54.50% - 57.02%
Weighted-average fair value	\$ 7.16	\$ 6.07	\$ 6.92	\$ 5.74

The following table shows total stock-based compensation expense included in the condensed consolidated statements of operations for the three and nine months ended March 31, 2012 and 2011 (in thousands).

	Three Months Ended March 31,		Nine Months Ended March 31,	
	2012	2011	2012	2011
Cost of sales	\$ 183	\$ 203	\$ 591	\$ 570
Research and development	1,394	1,082	3,994	2,874
Sales and marketing	397	255	1,037	786
General and administrative	619	528	1,808	1,492
Stock-based compensation expense before taxes	2,593	2,068	7,430	5,722
Income tax impact	(794)	(598)	(1,332)	(964)
Stock-based compensation expense, net	\$ 1,799	\$ 1,470	\$ 6,098	\$ 4,758

The cash flows resulting from the tax benefits for tax deductions resulting from the exercise of stock options in excess of the compensation expense recorded for those options (excess tax benefits) issued or modified since July 1, 2006 are classified as cash from financing activities. Excess tax benefits for stock options issued prior to July 1, 2006 are classified as cash from operating activities. The Company had \$3,143,000 and \$5,162,000 of excess tax benefits accounted for in the Company's additional paid-in capital in the nine months ended March 31, 2012 and 2011, respectively. The Company had excess tax benefits that are classified as cash from financing activities of \$1,907,000 and \$1,824,000 in the nine months ended March 31, 2012 and 2011, respectively, for options issued since July 1, 2006.

**Stock Option and Awards Activity**

The following table summarizes stock option activity during the nine months ended March 31, 2012 under all stock option plans:

Number of Shares	Weighted Average	Weighted- Average	Aggregate Intrinsic
---------------------	---------------------	----------------------	------------------------

Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

		<b>Exercise Price Per Share</b>	<b>Remaining Contractual Term (in years)</b>	<b>Value (in thousands)</b>
Outstanding at July 1, 2011	10,480,785	\$ 8.86	6.77	\$ 78,146
Granted	1,730,830	15.36		
Exercised	(1,093,896)	7.03		
Forfeited or cancelled	(241,062)	14.28		
Outstanding at March 31, 2012	10,876,657	9.96	6.57	82,629
Vested and expected to vest at March 31, 2012	10,454,147	9.76	6.46	81,558
Exercisable at March 31, 2012	7,005,401	7.95	5.41	67,023

**Table of Contents****SUPER MICRO COMPUTER, INC.****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(Unaudited)**

The total pretax intrinsic value of options exercised was \$8,342,000 and \$10,476,000 for the three and nine months ended March 31, 2012, respectively, and \$11,753,000 and \$15,245,000 for the three and nine months ended March 31, 2011, respectively. As of March 31, 2012, the Company's total unrecognized compensation cost related to non-vested stock-based awards granted since July 1, 2006 to employees and non-employee directors was approximately \$21,297,000, which will be recognized over a weighted-average vesting period of approximately 2.42 years.

The following table summarizes the Company's restricted stock award activity for the nine months ended March 31, 2012:

	<b>Restricted Stock Awards</b>	
	<b>Number of</b>	<b>Weighted</b>
	<b>Shares</b>	<b>Average</b>
		<b>Grant Date</b>
		<b>Fair Value</b>
		<b>Per Share</b>
Nonvested stock at July 1, 2011	538,923	\$ 10.66
Granted		
Vested	(179,641)	10.66
Forfeited		
Nonvested stock at March 31, 2012	359,282	\$ 10.66

The total pretax intrinsic value of restricted stock awards vested was \$0 and \$2,375,000 for the three and nine months ended March 31, 2012 and \$0 and \$2,633,000 for the three and nine months ended March 31, 2011, respectively. In the nine months ended March 31, 2012 and 2011, upon vesting, 179,641 and 316,600 shares of restricted stock awards were net share-settled such that the Company withheld 83,857 and 147,977 shares with value equivalent to two officers' and an employee's minimum statutory obligation for the applicable income and other employment taxes, and remitted the cash to the appropriate taxing authorities, respectively. The total shares withheld were based on the value of the restricted stock awards on their vesting date as determined by the Company's closing stock price. Total payments for the two officers' and an employee's tax obligations to the taxing authorities were \$1,109,000 and \$1,434,000 for the nine months ended March 31, 2012 and 2011, respectively, and are reflected as a financing activity within the Condensed Consolidated Statements of Cash Flows. These net-share settlements had the effect of share repurchases by the Company as they reduced and retired the number of shares that would have otherwise been issued as a result of the vesting and did not represent an expense to the Company.

The total intrinsic value of the outstanding restricted stock awards was \$6,273,000 and \$8,671,000 as of March 31, 2012 and June 30, 2011, respectively. There is no incremental fair value to be recognized as compensation expense in connection with the unvested restricted stock awards of 359,282 shares as of March 31, 2012.



Table of Contents

## SUPER MICRO COMPUTER, INC.

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(Unaudited)

**Note 3. Net Income Per Common Share**

The Company's restricted share awards subject to repurchase and settled in shares of common stock upon vesting have the nonforfeitable right to receive dividends on an equal basis with common stock and therefore are considered participating securities that must be included in the calculation of net income per share using the two-class method. Under the two-class method, basic and diluted net income per common share are determined by calculating net income per share for common stock and participating securities based on participation rights in undistributed earnings. Diluted net income per common share also considers the dilutive effect of in-the-money stock options, calculated using the treasury stock method. Under the treasury stock method, the amount of assumed proceeds from unexercised stock options includes the amount of compensation cost attributable to future services not yet recognized, assumed proceeds from the exercise of the options, and the incremental income tax benefit or liability as if the options were exercised during the period.

The computation of basic and diluted net income per common share using the two-class method is as follows (in thousands, except per share amounts):

	Three Months Ended March 31,		Nine Months Ended March 31,	
	2012	2011	2012	2011
<i>Basic net income per common share calculation</i>				
Net income	\$ 7,077	\$ 10,696	\$ 24,343	\$ 29,482
Less: Undistributed earnings allocated to participating securities	(61)	(149)	(235)	(500)
Net income attributable to common shares - basic	\$ 7,016	\$ 10,547	\$ 24,108	\$ 28,982
Weighted-average number of common shares used to compute basic net income per common share	41,126	38,269	40,679	37,674
Basic net income per common share	\$ 0.17	\$ 0.28	\$ 0.59	\$ 0.77
<i>Diluted net income per common share calculation</i>				
Net income	\$ 7,077	\$ 10,696	\$ 24,343	\$ 29,482
Less: Undistributed earnings allocated to participating securities	(57)	(133)	(217)	(449)
Net income attributable to common shares - diluted	\$ 7,020	\$ 10,563	\$ 24,126	\$ 29,033
Weighted-average number of common shares used to compute basic net income per common share	41,126	38,269	40,679	37,674
Dilutive effect of options to purchase common stock	3,484	4,585	3,278	4,305
Weighted-average number of common shares used to compute diluted net income per common share	44,610	42,854	43,957	41,979
Diluted net income per common share	\$ 0.16	\$ 0.25	\$ 0.55	\$ 0.69

## Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

For the three and nine months ended March 31, 2012 and 2011, the Company had stock options outstanding that could potentially dilute basic earnings per common share in the future, but were excluded from the computation of diluted net income per common share in the periods presented, as their effect would have been anti-dilutive. The shares of common stock issuable upon exercise of such anti-dilutive outstanding stock options were 2,902,000 and 3,034,000 for the three and nine months ended March 31, 2012, respectively, and 2,254,000 and 3,329,000 for the three and nine months ended March 31, 2011, respectively.

**Table of Contents****SUPER MICRO COMPUTER, INC.****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(Unaudited)****Note 4. Balance Sheet Components (in thousands)****Inventory:**

	<b>March 31, 2012</b>	<b>June 30, 2011</b>
Finished goods	\$ 156,659	\$ 134,990
Work in process	19,177	9,540
Purchased parts and raw materials	53,097	48,181
Total inventory, net	\$ 228,933	\$ 192,711

The Company recorded a provision for excess and obsolete inventory totaling \$1,784,000 and \$5,686,000 in the three and nine months ended March 31, 2012, respectively, and \$1,103,000 and \$1,592,000 in the three and nine months ended March 31, 2011, respectively.

**Property, Plant and Equipment:**

	<b>March 31, 2012</b>	<b>June 30, 2011</b>
Land	\$ 41,709	\$ 35,334
Buildings	43,968	28,071
Building and leasehold improvements	6,754	3,540
Buildings construction in progress		4,608
Machinery and equipment	21,872	17,071
Furniture and fixtures	4,381	3,554
Purchased software	2,776	2,540
Total property, plant and equipment	121,460	94,718
Accumulated depreciation and amortization	(25,159)	(20,280)
Property, plant and equipment, net	\$ 96,301	\$ 74,438

**Other Assets:**

As of March 31, 2012, other assets consisted primarily of a long-term prepaid Enterprise Resource Planning (ERP) license of \$1,957,000, a long-term prepaid royalty license of \$1,807,000 and an investment in a privately held company of \$750,000. As of June 30, 2011, other assets consisted primarily of a deposit for land in Taiwan totaling \$9,195,000 that is adjacent to land that was purchased in August 2010, a long-term prepaid royalty license of \$1,994,000 and an investment in a privately held company of \$750,000. The decrease in the land deposit of \$9,195,000 was due to a reclassification of \$5,867,000 to property, plant and equipment and a \$2,868,000 refund of deposit received resulting from the consummation of land acquisition in Taiwan in December 2011 and related foreign translation loss of \$460,000.



**Table of Contents****SUPER MICRO COMPUTER, INC.****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(Unaudited)****Product Warranties:**

	Three Months Ended		Nine Months Ended	
	March 31,		March 31,	
	2012	2011	2012	2011
Balance, beginning of period	\$ 4,741	\$ 4,765	\$ 4,710	\$ 4,564
Provision for warranty	3,199	2,181	8,347	7,039
Costs charged to accrual	(3,089)	(2,085)	(8,223)	(6,092)
Change in estimated liability for pre-existing warranties	273	(160)	290	(810)
Balance, end of period	\$ 5,124	\$ 4,701	\$ 5,124	\$ 4,701

**Note 5. Long-term Investments**

As of March 31, 2012 and June 30, 2011, the Company held \$3,269,000 and \$5,188,000, respectively, of auction-rate securities ( auction rate securities ), net of unrealized losses, representing its interests in auction rate preferred shares in a closed end mutual fund invested in municipal securities and student loans guaranteed by the Federal Family Education Loan Program; such auction rate securities were rated AAA or CAA3 at March 31, 2012 and AAA or BAA at June 30, 2011. These auction rate preferred shares have no stated maturity date and the stated maturity dates for these auction rate student loans range from 2035 to 2040.

During February 2008, the auctions for these auction rate securities began to fail to obtain sufficient bids to establish a clearing rate and the securities were not saleable in the auction, thereby losing the short-term liquidity previously provided by the auction process. As a result, as of March 31, 2012 and June 30, 2011, \$3,269,000 and \$5,188,000 of these auction rate securities have been classified as long-term available-for-sale investments, respectively.

The Company has used a discounted cash flow model to estimate the fair value of the auction rate securities as of March 31, 2012 and June 30, 2011. The material factors used in preparing the discounted cash flow model are 1) the discount rate utilized to present value the cash flows, 2) the time period until redemption and 3) the estimated rate of return. As of March 31, 2012, the discount rate, the time period until redemption and the estimated rate of return were 0.54%, 3 years and 1% to 3%, respectively. Management derives the estimates by obtaining input from market data on the applicable discount rate, estimated time to redemption and estimated rate of return. The changes in fair value have been primarily due to changes in the estimated rate of return and a change in the estimated redemption period. Changes in these estimates or in the market conditions for these investments are likely in the future based upon the then current market conditions for these investments and may affect the fair value of these investments. On a quarterly basis, the Company reviews the inputs to assess their continued appropriateness and consistency. If any significant differences were to be noted, they would be researched in order to determine the reason. However, historically, no significant differences have been noted. The Company has consistently applied these valuation techniques in all periods presented and believes it has obtained the most accurate information available for the auction rate securities. Movement of these inputs would not significantly impact the fair value of the auction rate securities.

Based on this assessment of fair value, the Company determined there was a recovery in fair value of its auction rate securities of \$156,000 during the nine months ended March 31, 2012. There was no change in fair value of its auction rate securities during the three months ended March 31, 2012 and the three and nine months ended March 31, 2011. The cumulative total decline as of March 31, 2012 and June 30, 2011 was \$181,000 and \$337,000, respectively. That amount has been recorded as a component of other comprehensive income. As of March 31, 2012 and June 30, 2011, the Company has recorded an accumulated unrealized loss of \$109,000 and \$204,000, net of deferred income taxes, respectively.

## Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

The Company deems this loss to be temporary as it will not likely be required to sell the securities before their anticipated recovery and the Company has the intent and financial ability to hold these investments until recovery of cost.

Although the investment impairment is considered to be temporary, these investments are not currently liquid and in the event the Company needs to access these funds, the Company will not be able to do so without a loss of principal. The Company continues to monitor the liquidity situation in the marketplace and the creditworthiness of its holdings and will perform periodic impairment analyses. During the three and nine months ended March 31, 2012, \$400,000 and \$2,075,000 of these auction rate securities were redeemed at par, respectively, and \$0 and \$1,300,000 were redeemed at par during the three and nine months ended March 31, 2011, respectively.

**Table of Contents****SUPER MICRO COMPUTER, INC.****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(Unaudited)****Note 6. Fair Value Disclosure**

The Company accounts for certain assets and liabilities at fair value. The hierarchy below lists three levels of fair value based on the extent to which inputs used in measuring fair value are observable in the market. The Company categorizes each of its fair value measurements in one of these three levels based on the lowest level input that is significant to the fair value measurement in its entirety. These levels are:

Level 1 Unadjusted quoted prices in active markets that are accessible at the measurement date for identical, unrestricted assets or liabilities;

Level 2 Quoted prices in markets that are not active or financial instruments for which all significant inputs are observable, either directly or indirectly; and

Level 3 Prices or valuations that require inputs that are both significant to the fair value measurement and unobservable.

The financial assets of the Company measured at fair value on a recurring basis are included in cash equivalents and long-term investments. The Company's money market funds are classified within Level 1 of the fair value hierarchy which is based on quoted market prices of the identical underlying securities in active markets. The Company's long-term auction rate securities investments are classified within Level 3 of the fair value hierarchy which did not have observable inputs for its auction rate securities as of March 31, 2012 and June 30, 2011.

The following table sets forth the Company's cash equivalents and long-term investments as of March 31, 2012 and June 30, 2011 which are measured at fair value on a recurring basis by level within the fair value hierarchy. These are classified based on the lowest level of input that is significant to the fair value measurement, (in thousands):

	Level 1	Level 2	Level 3	Asset at Fair Value
<b>March 31, 2012</b>				
Money market funds	\$ 637	\$	\$	\$ 637
Auction rate securities			3,269	3,269
<b>Total</b>	<b>\$ 637</b>	<b>\$</b>	<b>\$ 3,269</b>	<b>\$ 3,906</b>

	Level 1	Level 2	Level 3	Asset at Fair Value
<b>June 30, 2011</b>				
Money market funds	\$ 4,287	\$	\$	\$ 4,287
Auction rate securities			5,188	5,188
<b>Total</b>	<b>\$ 4,287</b>	<b>\$</b>	<b>\$ 5,188</b>	<b>\$ 9,475</b>

## Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

The above table excludes \$88,224,000 and \$65,656,000 of cash balances held on deposit at banks and \$508,000 and \$468,000 of certificates of deposit held by the Company as of March 31, 2012 and June 30, 2011, respectively. There were no transfers between Level 1, Level 2 or Level 3 securities in the nine month ended March 31, 2012.

The following table provides a reconciliation of the Company's financial assets measured at fair value on a recurring basis, consisting of long-term auction rate securities, using significant unobservable inputs (Level 3) for the three and nine months ended March 31, 2012 and 2011 (in thousands):

	<b>Three Months</b>		<b>Nine Months Ended</b>	
	<b>Ended</b>		<b>March 31,</b>	
	<b>2012</b>	<b>2011</b>	<b>2012</b>	<b>2011</b>
Balance as of beginning of period	\$ 3,669	\$ 5,388	\$ 5,188	\$ 6,688
Total realized gains or (losses) included in net income				
Total unrealized gains or (losses) included in other comprehensive income			156	
Sales and settlements at par	(400)		(2,075)	(1,300)
Transfers in and/or out of Level 3				
Balance as of end of period	\$ 3,269	\$ 5,388	\$ 3,269	\$ 5,388



**Table of Contents****SUPER MICRO COMPUTER, INC.****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(Unaudited)**

The Company's short-term investments, consisting of certificate of deposit, as of March 31, 2012 and June 30, 2011 were \$59,000 and are grouped in prepaid expense and other assets. There was no unrealized holding gain and losses for the periods.

The following is a summary of the Company's long-term investments as of March 31, 2012 and June 30, 2011 (in thousands):

	<b>March 31, 2012</b>			<b>Fair Value</b>
	<b>Amortized Cost</b>	<b>Gross Unrealized</b>	<b>Gross Unrealized</b>	
		<b>Holding Gains</b>	<b>Holding Losses</b>	
		<b>\$</b>	<b>\$</b>	
Auction rate securities	\$ 3,450	\$	\$ (181)	\$ 3,269

  

	<b>June 30, 2011</b>			<b>Fair Value</b>
	<b>Amortized Cost</b>	<b>Gross Unrealized</b>	<b>Gross Unrealized</b>	
		<b>Holding Gains</b>	<b>Holding Losses</b>	
		<b>\$</b>	<b>\$</b>	
Auction rate securities	\$ 5,525	\$	\$ (337)	\$ 5,188

The Company measures the fair value of outstanding debt for disclosure purposes on a recurring basis. As of March 31, 2012 and June 30, 2011, short-term debt, current and non-current long-term debt of \$36,116,000 and \$28,151,000, respectively, are reported at amortized cost. The outstanding debts are classified as Level 2 as they are not actively traded and are valued using a discounted cash flow model that uses observable market inputs. Based on the discounted cash flow model, the fair value of the outstanding debts approximates amortized cost.

**Note 7. Advances from Receivable Financing Arrangements**

The Company has accounts receivable financing agreements with certain financing companies whereby the financing companies pay the Company for sales transactions that have been pre-approved by these financing companies. The financing companies then collect the receivable from the customers. Such sales transactions totaled \$4,131,000 and \$17,873,000 for the three and nine months ended March 31, 2012, respectively, and \$5,412,000 and \$18,244,000 for the three and nine months ended March 31, 2011, respectively. At March 31, 2012 and June 30, 2011, \$806,000 and \$1,000,000, respectively, remained uncollected from customers subject to these arrangements. Such amounts have been recorded as advances from receivable financing arrangements within accrued liabilities as the Company has obligations to repurchase inventories seized by the financing companies from defaulting customers. Historically, the Company has not been required to repurchase inventories from the financing companies. These financing arrangements bear interest at rates ranging from 0.80% to 1.15% and 0.95% to 1.15% per month depending on the customers' payment terms at March 31, 2012 and June 30, 2011, respectively.

**Table of Contents****SUPER MICRO COMPUTER, INC.****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(Unaudited)****Note 8. Short-term and Long-term Obligations**

Long-term obligations consisted of the following (in thousands):

	March 31, 2012	June 30, 2011
Line of credit	\$ 23,283	\$ 14,554
Building loans	12,833	13,597
Capital leases	67	86
Total	36,183	28,237
Current portion	(12,976)	(591)
Long-term portion	\$ 23,207	\$ 27,646

In June 2010, the Company obtained a revolving line of credit from Bank of America, N.A. (Bank of America) totaling \$25,000,000 that matures on June 15, 2013 with an interest rate at the LIBOR rate plus 1.50% per annum. The Company used \$18,553,000 of the line of credit to purchase three buildings in San Jose, California. In December 2010, the Company repaid \$13,854,000 of the line of credit by obtaining a new term loan from Wells Fargo Bank for \$13,875,000 and the remaining \$4,699,000 of the line of credit has been extended to be paid-off by June 15, 2013. In October 2011, the Company paid off \$13,412,500 of the outstanding term loan with Wells Fargo Bank with no prepayment penalty.

In March 2011, the Company drew an additional \$9,855,000 from the revolving line of credit with an interest rate equal to the lender's established interest rate which is adjusted monthly and paid \$9,195,000 for a deposit to purchase land in Taiwan that is adjacent to land that was purchased in August 2010. In the first quarter of fiscal year 2012, the Company drew an additional \$3,156,000 from the revolving line of credit for the construction of facilities in Taiwan and repaid \$9,898,000 in the second quarter of fiscal year 2012.

In October 2011, the Company entered into a second amendment to the credit agreement with Bank of America which provided for (i) a \$40,000,000 revolving line of credit facility that replaced the existing \$25,000,000 revolving line of credit and (ii) a five-year \$14,000,000 term loan facility to pay off the outstanding term loan of \$13,412,500 with Wells Fargo Bank. The term loan is secured by the three buildings purchased in San Jose, California in June 2010 and the principal and interest are payable monthly through September 30, 2016 with an interest rate at the LIBOR rate plus 1.50% per annum. The interest rate for the revolving line of credit is at the LIBOR rate plus 1.25% per annum. The LIBOR rate was 0.24% at March 31, 2012. In the second and third quarter of fiscal year 2012, the Company drew an additional \$3,967,000 and \$1,675,000 from the revolving line of credit for the construction of facilities and expansion of business operations in Taiwan, respectively. The interest rates for these loans ranged from 1.49% to 1.74% and 1.64% at March 31, 2012 and June 30, 2011, respectively.

In October 2011, the Company also obtained an unsecured revolving line of credit from China Trust Bank totaling \$11,150,000 that matures on July 31, 2012 with an interest rate equal to the lender's established interest rate plus 0.5% which is adjusted monthly. In the second quarter of fiscal year 2012, the Company drew \$9,898,000 from this revolving line of credit to repay \$9,898,000 of the revolving line of credit to Bank of America. The interest rate for the borrowing under this line of credit was 1.31% per annum at March 31, 2012.

As of March 31, 2012, the total outstanding borrowings under the Bank of America term loan was \$12,833,000. The total outstanding borrowings under the Bank of America line of credit was \$13,146,000 and \$14,554,000 as of March 31, 2012 and June 30, 2011, respectively. The total outstanding borrowings under the China Trust Bank line of credit was \$10,137,000 as of March 31, 2012. As of March 31, 2012 and June 30, 2011, the total outstanding borrowings under these loans were \$36,116,000 and \$28,151,000, respectively. As of March 31, 2012, the

## Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

unused revolving line of credit under Bank of America was \$26,854,000 and under China Trust Bank was \$1,013,000. As of March 31, 2012 and June 30, 2011, borrowings under the Bank of America line of credit as translated to U.S. dollar of \$8,447,000 and \$9,855,000, respectively, were denominated in Taiwanese dollars. As of March 31, 2012, the full amount of the China Trust Bank line of credit translated into U.S. dollars of \$10,137,000 was denominated in Taiwanese dollars.

**Table of Contents**

**SUPER MICRO COMPUTER, INC.**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

**(Unaudited)**

The credit agreement with Bank of America contains customary representations and warranties and customary affirmative and negative covenants applicable to the Company and its subsidiaries. The credit agreement contains certain financial covenants, including the following:

Not to incur, on a consolidated basis, a net loss before taxes and extraordinary items in any two consecutive quarterly accounting periods;

The Company's funded debt to EBITDA ratio (ratio of all outstanding liabilities for borrowed money and other interest-bearing liabilities, including current and long-term debt, less the non-current portion of subordinated liabilities to EBITDA) shall not be greater than 2.00;

The Company's unencumbered liquid assets, as defined in the agreement, held in the United States shall have an aggregate market value of not less than \$30,000,000.

As of March 31, 2012 and June 30, 2011, the total assets except for the three buildings purchased in San Jose, California in June 2010 collateralizing the line of credit with Bank of America were \$530,017,000 and \$446,347,000, respectively. As of March 31, 2012, total assets collateralizing the term loan were \$18,101,000. As of March 31, 2012, the Company was in compliance with all financial covenants associated with the term loan and line of credit with Bank of America.

The credit agreement with China Trust Bank requires the Company to guarantee the revolving line of credit for its subsidiary in Taiwan. There is no other collateral or financial covenant associated with the revolving line of credit with China Trust Bank.

**Note 9. Related-party and Other Transactions**

***Ablecom Technology Inc.*** Ablecom, a Taiwan corporation, together with one of its subsidiaries, Compuware (collectively *Ablecom*), is one of the Company's major contract manufacturers. Ablecom's ownership of Compuware is below 50% but Compuware remains a related party as Ablecom still has significant influence over the operations. Ablecom's chief executive officer, Steve Liang, is the brother of Charles Liang, the Company's President, Chief Executive Officer and Chairman of the Board of Directors, and owns approximately 1.0% of the Company's common stock. Charles Liang and his wife, also an officer of the Company, collectively own approximately 10.5% of Ablecom, while Steve Liang and other family members owned approximately 35.9% of Ablecom at March 31, 2012 and June 30, 2011.

The Company has product design and manufacturing services agreements ( *product design and manufacturing agreements* ) and a distribution agreement ( *distribution agreement* ) with Ablecom.

Under the product design and manufacturing agreements, the Company outsources a portion of its design activities and a significant part of its manufacturing of components such as server chassis to Ablecom. Ablecom agrees to design products according to the Company's specifications. Additionally, Ablecom agrees to build the tools needed to manufacture the products. Under the product design and manufacturing agreements, the Company commits to purchase a minimum quantity over a set period. The purchase price of the products manufactured by Ablecom is negotiated on a purchase order by purchase order basis at each purchase date. However, a fixed charge is added to the price of each unit purchased until the agreed minimum number of units is purchased. In August 2007, the Company entered into a new product development, manufacturing and service agreement with Ablecom. Under the new agreement, the Company has agreed to pay for the cost of blade server tooling and engineering services and will pay for those items when the work has been completed. In this case no fixed charge is added to future purchases for reimbursement of tooling costs. In September 2009, the Company entered into a similar product development agreement with Ablecom. Under this agreement, the Company has agreed to pay for the cost of chassis and related product tooling and engineering services and will pay for those items when the work has been completed. In this case no fixed charge is added to future purchases for reimbursement of

## Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

tooling costs.

Under the distribution agreement, Ablecom purchases server products from the Company for distribution in Taiwan. The Company believes that the pricing and terms under the distribution agreement are similar to the pricing and terms of distribution arrangements the Company has with similar, third party distributors.

Ablecom's net sales to the Company and its net sales of the Company's products to others comprise a substantial majority of Ablecom's net sales. The Company purchased products from Ablecom totaling \$40,166,000 and \$115,899,000 and sold products to Ablecom totaling \$3,347,000 and \$8,825,000 for the three and nine months ended March 31, 2012, respectively. The Company purchased products from Ablecom totaling \$39,965,000 and \$122,702,000 and sold products to Ablecom totaling \$2,916,000 and \$7,574,000 for the three and nine months ended March 31, 2011, respectively.

Amounts owed to the Company by Ablecom as of March 31, 2012 and June 30, 2011 were \$953,000 and \$527,000, respectively. Amounts owed to Ablecom by the Company as of March 31, 2012 and June 30, 2011 were \$29,698,000 and

**Table of Contents**

**SUPER MICRO COMPUTER, INC.**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

**(Unaudited)**

\$34,210,000, respectively. For the three and nine months ended March 31, 2012, the Company paid Ablecom the majority of invoiced dollars between 42 and 90 days of invoice. For the three and nine months ended March 31, 2012, the Company paid \$1,024,000 and \$3,759,000, respectively, in tooling assets and miscellaneous costs to Ablecom. For the three and nine months ended March 31, 2011, the Company paid \$944,000 and \$3,153,000, respectively, in tooling assets and miscellaneous costs to Ablecom.

For the three and nine months ended March 31, 2011, the Company paid Ablecom \$4,510,000 related to the land deposit in Taiwan which Ablecom paid to the seller on behalf of the Company. The amount paid to Ablecom represented Ablecom's cost and the fair market value of the land.

The Company's exposure to loss as a result of its involvement with Ablecom is limited to (a) potential losses on its purchase orders in the event of an unforeseen decline in the market price and/or demand of the Company's products such that the Company incurs a loss on the sale or cannot sell the products and (b) potential losses on outstanding accounts receivable from Ablecom in the event of an unforeseen deterioration in the financial condition of Ablecom such that Ablecom defaults on its payable to the Company. Outstanding purchase orders with Ablecom were \$62,453,000 and \$38,326,000 at March 31, 2012 and June 30, 2011, respectively, representing the maximum exposure to loss relating to (a) above. The Company does not have any direct or indirect guarantees of losses of Ablecom.

**Note 10. Income Taxes**

The Company recorded provisions for income taxes of \$2,333,000 and \$11,969,000 for the three and nine months ended March 31, 2012, respectively, and \$4,322,000 and \$14,176,000 for the three and nine months ended March 31, 2011, respectively. The effective tax rate was 24.8% and 33.0% for the three and nine months ended March 31, 2012, respectively, and 28.8% and 32.5% for the three and nine months ended March 31, 2011, respectively. The effective tax rate of 24.8% and 33.0% are estimated to be lower than the federal statutory rate primarily due to increased benefit from the disqualified dispositions of incentive stock options, research and development tax credits, and foreign tax credits which were partially offset by the impact of state taxes and stock option expenses for the quarter ended March 31, 2012.

As of March 31, 2012, the Company had a liability for gross unrecognized tax benefits of \$8,209,000, substantially all of which, if recognized, would affect the Company's effective tax rate. During the three and nine months ended March 31, 2012, there was no material change in the total amount of the liability for gross unrecognized tax benefits.

The Company's policy is to include interest and penalties related to unrecognized tax benefits within the provision for taxes on the consolidated statements of operations. As of March 31, 2012, the Company had a liability for accrued interest and penalties related to the unrecognized tax benefits of \$738,000. During the three and nine months ended March 31, 2012, there was no material change in the total amount of the liability for accrued interest and penalties related to the unrecognized tax benefits.

The Company is subject to U.S. federal income tax as well as income taxes in many state and foreign jurisdictions. In September 2011, the Internal Revenue Service met with the Company to commence a pre-examination of the federal income tax returns for tax years 2007 through 2009. The Company does not expect a resolution to be reached during the next twelve months. While management believes that the Company has adequately provided for all tax positions, amounts asserted by tax authorities could be greater or less than the Company's current position. Accordingly, the Company's provision on federal, state and foreign tax related matters to be recorded in the future may change as revised estimates are made or the underlying matters are settled or otherwise resolved. The Company does not expect its unrecognized tax benefits to change materially over the next 12 months. The statutes of limitation in state jurisdictions remain open in general for tax years 2006 through 2012. The major foreign jurisdictions remain open for examination in general for tax years 2002 through 2012.

The Company is currently under audit by the Internal Revenue Service, but does not expect the outcome of these examinations will have a material impact on its financial position, results of operations or liquidity in the next 12 months.



**Table of Contents**

**SUPER MICRO COMPUTER, INC.**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

**(Unaudited)**

**Note 11. Commitments and Contingencies**

***Litigation and Claims*** From time to time, the Company is involved in various legal proceedings arising from the normal course of business activities. The Company defends itself vigorously against any such claims. In management's opinion, the resolution of any pending matters will not have a material adverse effect on the Company's condensed consolidated financial condition, results of operations, or liquidity.

***Purchase Commitments*** In connection with supplier agreements, the Company has agreements to purchase certain units of inventory and non-inventory items through fiscal year 2014. As of March 31, 2012, these remaining non-cancellable commitments were \$438,139,000, which will be paid through March 2014.

Included in the above non-cancellable commitments, is hard disk drive purchase commitment totaling approximately \$276,325,000, which will be paid through March 2014. The Company entered into purchase agreements with selected suppliers of hard disk drives in order to ensure continuity of supply for these components. The agreements provide for some variation in the amount of units the Company is required to purchase and allow the Company to purchase these components at market-competitive rates. Product mix for these components may be negotiated quarterly.



**Table of Contents**

**SUPER MICRO COMPUTER, INC.**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

**(Unaudited)**

**Note 12. Segment Reporting**

The Company operates in one operating segment that develops and provides high performance server solutions based upon an innovative, modular and open-standard architecture. The Company's chief operating decision maker is the Chief Executive Officer.

International net sales are based on the country to which the products were shipped. The following is a summary for the three and nine months ended March 31, 2012 and 2011, of net sales by geographic region (in thousands):

	Three Months Ended March 31,		Nine Months Ended March 31,	
	2012	2011	2012	2011
<b>Net sales:</b>				
United States	\$ 135,632	\$ 125,488	\$ 431,422	\$ 385,194
Europe	55,347	54,727	159,495	157,987
Asia	43,486	46,617	127,640	116,712
Other	5,713	7,456	19,421	22,386
	\$ 240,178	\$ 234,288	\$ 737,978	\$ 682,279

The following is a summary of long-lived assets, excluding financial instruments, deferred tax assets, other assets, goodwill and intangible assets (in thousands):

	March 31, 2012	June 30, 2011
<b>Long-lived assets:</b>		
United States	\$ 62,217	\$ 59,531
Asia	33,613	14,382
Europe	471	525
	\$ 96,301	\$ 74,438

The following is a summary of net sales by product type (dollars in thousands):

	Three Months Ended March 31,				Nine Months Ended March 31,			
	2012		2011		2012		2011	
	Amount	Percent of Revenues	Amount	Percent of Net Sales	Amount	Percent of Net Sales	Amount	Percent of Net Sales
Server systems	\$ 116,420	48.5%	\$ 74,613	31.8%	\$ 324,000	43.9%	\$ 246,094	36.1%

## Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

Subsystems and accessories	123,758	51.5%	159,675	68.2%	413,978	56.1%	436,185	63.9%
<b>Total</b>	<b>\$ 240,178</b>	<b>100.0%</b>	<b>\$ 234,288</b>	<b>100.0%</b>	<b>\$ 737,978</b>	<b>100.0%</b>	<b>\$ 682,279</b>	<b>100.0%</b>

Subsystems and accessories are comprised of serverboards, chassis and accessories. Server systems constitute an assembly of subsystems and accessories done by the Company. No customer represented greater than 10% of the Company's total net sales nor did net sales in any country other than the United States represent greater than 10% of the Company's total net sales in the three and nine months ended March 31, 2012 and 2011. One customer accounted for 11.5% of the Company's accounts receivable as of March 31, 2012 and no customer accounted for 10% or more of the Company's accounts receivable as of June 30, 2011.

**Table of Contents****Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations**

*This section and other parts of this Form 10-Q contain 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, as amended that involve risks and uncertainties. These statements relate to future events or our future financial performance. In some cases, you can identify forward-looking statements by terminology including would, could, may, will, should, expect, intend, plan, anticipate, believe, estimate, predict, potential, or continue, the negative of these terms or other comparable terminology. In evaluating these statements, you should specifically consider various factors, including the risks described under Risk Factors below and in other parts of this Form 10-Q as well as in our other filings with the SEC. These factors may cause our actual results to differ materially from those anticipated or implied in the forward-looking statements. We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. We cannot guarantee future results, levels of activity, performance or achievements.*

**Overview**

We are a global leader in server technology and green computing innovation. We develop and provide high performance server solutions based on an innovative, modular and open-standard architecture. Our solutions include a range of complete rackmount, workstation, storage, graphic processing unit and blade server systems, as well as subsystems and accessories which can be used by distributors, OEMs and end customers to assemble server systems. To date, we have generated the majority of our net sales from subsystems. In recent years our growth in net sales has been driven by the growth in the market for application optimized server systems. Net sales of optimized servers were \$116.4 million and \$324.0 million for the three and nine months ended March 31, 2012, respectively, and \$74.6 million and \$246.1 million for the three and nine months ended March 31, 2011, respectively. Net sales of subsystems and accessories were \$123.8 million and \$414.0 million for the three and nine months ended March 31, 2012, respectively, and \$159.7 million and \$436.2 million for the three and nine months ended March 31, 2011, respectively. The increase in our net sales in the three and nine months ended March 31, 2012 compared with the three and nine months ended March 31, 2011 was primarily due to increased sales in server solutions including rack, storage and SuperBlade solutions. However, our net sales in the quarter ended March 31, 2012 continued to be adversely impacted by the disruption in the hard disk drive supply chain as a result of the flooding in Thailand.

We commenced operations in 1993 and have been profitable every year since inception. Our net sales were \$240.2 million and \$738.0 million for the three and nine months ended March 31, 2012, respectively, and \$234.3 million and \$682.3 million for the three and nine months ended March 31, 2011, respectively. Our net income was \$7.1 million and \$24.3 million for the three and nine months ended March 31, 2012, respectively, and \$10.7 million and \$29.5 million for the three and nine months ended March 31, 2011, respectively. Our decrease in profitability in the three and nine months ended March 31, 2012 was primarily attributable to higher operating expenses in research and development costs incurred in advance of upcoming product launches and costs related to expansion of our operations overseas and in the United States which was offset in part by an increase in our gross profit resulting primarily from an increase in our net sales of server solutions which typically have higher margins.

We sell our server systems and subsystems and accessories primarily through distributors and to a lesser extent to OEMs as well as through our direct sales force. We derived approximately 52.6% and 54.8% of our net sales from products sold to distributors and 47.4% and 45.2% from sales to OEMs and to end customers for the three and nine months ended March 31, 2012, and 60.5% and 58.0% of our net sales from products sold to distributors, and 39.5% and 42.0% from sales to OEMs and to end customers for the three and nine months ended March 31, 2011, respectively. None of our customers accounted for 10% or more of our net sales in the three and nine months ended March 31, 2012 and 2011. We derived approximately 56.5% and 58.5% of our net sales from customers in the United States for the three and nine months ended March 31, 2012, respectively, and approximately 53.6% and 56.5% of our net sales from customers in the United States for the three and nine months ended March 31, 2011, respectively. We derived approximately 43.5% and 41.5% of our net sales from customers outside the United States for the three and nine months ended March 31, 2012, respectively, and approximately 46.4% and 43.5% of our net sales from customers outside the United States for the three and nine months ended March 31, 2011, respectively.

We perform the majority of our research and development efforts in-house. Research and development expenses represented approximately 7.2% and 6.4% of our net sales for the three and nine months ended March 31, 2012, respectively, and approximately 5.2% and 5.1% of our net sales for the three and nine months ended March 31, 2011.

We use several suppliers and contract manufacturers to design and manufacture subsystems and accessories in accordance with our specifications, with most final assembly and testing performed at our manufacturing facility in San Jose, California. During fiscal year 2011, we continued to invest in expanding our operations both in San Jose, California and at our subsidiaries in the Netherlands and Taiwan in order to support our growth. We have increased manufacturing and service operations in the Netherlands and Taiwan to support our European and Asian customers and we plan to continue expanding our overseas manufacturing capacity primarily in Taiwan through fiscal year 2012. One of our key suppliers is Ablecom, a related party, which supplies us with contract design and manufacturing support. For the three and nine months ended March 31, 2012, our purchases from Ablecom represented approximately 20.1% and 18.8% of our cost of sales, respectively, compared to

Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

approximately 20.3% and 21.5% of our cost of sales for the three and nine months ended March 31, 2011, respectively. The

---

**Table of Contents**

decrease in percentage of cost of sales in the three and nine months ended March 31, 2012 was primarily related to server systems sales composing a higher percentage of our net sales and a change in product mix which resulted in a higher percentage of server subsystems and accessories being purchased from other suppliers. Ablecom's sales to us constitute a substantial majority of Ablecom's net sales. We continue to maintain our manufacturing relationship with Ablecom in Asia in an effort to reduce our product costs and do not have any current plans to reduce our reliance on Ablecom product purchases. In addition to providing a larger volume of contract manufacturing services for us, Ablecom continues to warehouse for us a number of components and subassemblies manufactured by multiple suppliers prior to shipment to our facilities in the U.S., Europe and Taiwan. We typically negotiate the price of products that we purchase from Ablecom on a quarterly basis; however, either party may re-negotiate the price of products with each order. As a result of our relationship with Ablecom, it is possible that Ablecom may in the future sell products to us at a price higher or lower than we could obtain from an unrelated third party supplier. This may result in our future reporting of gross profit as a percentage of net sales that is less than or in excess of what we might have obtained absent our relationship with Ablecom.

In order to continue to increase our net sales and profits, we believe that we must continue to develop flexible and customizable server solutions and be among the first to market with new features and products. We measure our financial success based on various indicators, including growth in net sales, gross profit as a percentage of net sales, operating income as a percentage of net sales, levels of inventory, and days sales outstanding, or DSOs. In connection with these efforts, we monitor daily and weekly sales and shipment reports. Among the key non-financial indicators of our success is our ability to rapidly introduce new products and deliver the latest application optimized server solutions. In this regard, we work closely with microprocessor and other component vendors to take advantage of new technologies as they are introduced. Historically, our ability to introduce new products rapidly has allowed us to benefit from the introduction of new microprocessors and as a result we monitor the introduction cycles of Intel and AMD carefully. This also impacts our research and development expenditures. For example, in the past, our results have been adversely impacted by customer order delays in anticipation of the introduction of the new lines of microprocessors and research and development expenditures necessary for us to prepare for the introduction.

***Other Financial Highlights***

The following is a summary of other financial highlights of the third quarter of fiscal year 2012:

Net cash generated from (used in) operating activities was \$(17.9) million and \$19.0 million during the three and nine months ended March 31, 2012, respectively, and \$(22.7) million and \$(1.8) million during the three and nine months ended March 31, 2011, respectively. Our cash and cash equivalents, together with our investments, were \$92.2 million at the end of the third quarter of fiscal year 2012, compared with \$75.2 million at the end of fiscal year 2011. The increase in our cash and cash equivalents, together with our investments at March 31, 2012 as compared to June 30, 2011 was primarily due to an increase in cash provided by operating activities and financing activities, offset in part by an increase in cash used in investing activities.

Days sales outstanding in accounts receivable ( DSO ) at the end of the third quarter of fiscal year 2012 was 35 days, compared with 30 days at the end of fiscal year 2011.

Our inventory balance was \$228.9 million at the end of the third quarter of fiscal year 2012, compared with \$192.7 million at the end of fiscal year 2011. Days sales of inventory ( DSI ) at the end of the third quarter of fiscal year 2012 was 97 days, compared with 75 days at the end of fiscal year 2011. The increase in our inventory balance at the end of the third quarter of fiscal year 2012 was in part due to lower growth in net sales in the third quarter of fiscal year 2012 and in part due to our increase in new products relating to the Sandy Bridge processors launched by Intel in the third quarter of fiscal year 2012.

Our purchase commitments with contract manufacturers and suppliers were \$438.1 million at the end of the third quarter of fiscal year 2012 and \$91.8 million at the end of fiscal year 2011. In the first quarter of fiscal year 2012, several regions of Thailand experienced severe flooding, causing damage to infrastructure and factories that have significantly impacted the hard disk drive supply chain. During the second and third quarters of fiscal year 2012, we prioritized use of our hard drives inventory to our complete integrated-high-end servers solutions, which increased profitability in our sales of server solutions. In the third quarter of fiscal year 2012, we entered into purchase agreements with selected hard disk drive suppliers to ensure continuity of supply for these components. We expect the impact of the hard disk drive situation to improve as we move through the fourth quarter of fiscal year 2012 and fiscal year 2013 and 2014. See [Liquidity and Capital Resources](#) [Contractual Obligations](#) for more information about our

## Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

purchase commitments.

We believe that our cash position, our balance sheet, our visibility into our supply chain and our financing capabilities position us well to operate in the next 12 months.

## **Table of Contents**

### **Fiscal Year**

Our fiscal year ends on June 30. References to fiscal year 2012, for example, refer to the fiscal year ending June 30, 2012.

### **Revenues and Expenses**

*Net sales.* Net sales consist of sales of our server solutions, including server systems, subsystems and accessories. The main factors which impact our net sales are unit volumes shipped and average selling prices. The prices for server systems range widely depending upon the configuration, and the prices for our subsystems and accessories vary based on the type. As with most electronics-based products, average selling prices typically are highest at the time of introduction of new products which utilize the latest technology and tend to decrease over time as such products mature in the market and are replaced by next generation products.

*Cost of sales.* Cost of sales primarily consists of the costs to manufacture our products, including the costs of materials, contract manufacturing, shipping, personnel and related expenses, equipment and facility expenses, warranty costs and inventory excess and obsolete provisions. The primary factors that impact our cost of sales are the mix of products sold and cost of materials, which include raw material costs, shipping costs and salary and benefits related to production. Cost of sales as a percentage of net sales may increase over time if decreases in average selling prices are not offset by corresponding decreases in our costs. Our cost of sales as a percentage of net sales is also impacted by the percentage of our net sales that reflect more commoditized components, such as memory and hard drives. Our cost of sales, as a percentage of net sales, is generally lower on server systems than on subsystems and accessories. Because we do not have long-term fixed supply agreements, our cost of sales is subject to change based on market conditions.

*Research and development expenses.* Research and development expenses consist of the personnel and related expenses of our research and development teams, and materials and supplies, consulting services, third party testing services and equipment and facility expenses related to our research and development activities. All research and development costs are expensed as incurred. We occasionally receive non-recurring engineering, or NRE funding from certain suppliers and customers towards our development efforts. Under these programs, we are reimbursed for certain research and development costs that we incur as part of the joint development of our products and those of our suppliers and customers. These amounts offset a portion of the related research and development expenses and have the effect of reducing our reported research and development expenses.

*Sales and marketing expenses.* Sales and marketing expenses consist primarily of salaries and commissions for our sales and marketing personnel, costs for tradeshows, independent sales representative fees and marketing programs. From time to time, we receive cooperative marketing funding from certain suppliers. Under these programs, we are reimbursed for certain marketing costs that we incur as part of the joint promotion of our products and those of our suppliers. These amounts offset a portion of the related expenses and have the effect of reducing our reported sales and marketing expenses. Similarly, we from time to time offer our distributors cooperative marketing funding which has the effect of increasing our expenses. The timing, magnitude and estimated usage of our programs and those of our suppliers can result in significant variations in reported sales and marketing expenses from period to period. Spending on cooperative marketing, either by us or our suppliers, typically increases in connection with significant product releases by us or our suppliers.

*General and administrative expenses.* General and administrative expenses consist primarily of general corporate costs, including personnel expenses, financial reporting, corporate governance and compliance and outside legal, audit and tax fees.

*Interest and other income, net.* Interest and other income, net represents the net of our interest income on investments or interest expense on the building loans for our own facilities offset by interest earned on our cash and investments balances.

*Income tax provision.* Our income tax provision is based on our taxable income generated in the jurisdictions in which we operate, currently primarily the United States and the Netherlands and to a lesser extent, Taiwan. Our effective tax rate differs from the statutory rate primarily due to research and development tax credits and the domestic production activities deduction which were partially offset by the impact of state taxes and stock option expenses.

### **Critical Accounting Policies**

Our discussion and analysis of our financial condition and results of operations are based upon our financial statements, which have been prepared in accordance with accounting principles generally accepted in the United States. The preparation of these financial statements requires us to make estimates and judgments that affect the reported amount of assets, liabilities, revenues and expenses. We evaluate our estimates on an on-going basis, including those related to allowances for doubtful accounts and sales returns, cooperative marketing accruals, investment valuations, inventory valuations, income taxes,





## **Table of Contents**

warranty obligations and stock-based compensation. We base our estimates on historical experience and on various other assumptions that we believe to be reasonable under the circumstances, the results of which form the basis for making the judgments we make about the carrying values of assets and liabilities that are not readily apparent from other sources. Because these estimates can vary depending on the situation, actual results may differ from the estimates.

We believe the following are our most critical accounting policies as they require our more significant judgments in the preparation of our financial statements.

*Revenue recognition.* We recognize revenue from sales of products, when persuasive evidence of an arrangement exists, shipment has occurred and title has transferred, the sales price is fixed or determinable, collection of the resulting receivable is reasonably assured, and all significant obligations have been met. Generally this occurs at the time of shipment when risk of loss and title has passed to the customer. Our standard arrangement with our customers includes a signed purchase order or contract, 30 to 60 days payment terms, Ex-works terms, except for a few customers who have free-on-board destination terms or customer acceptance provisions, and revenue is recognized when the products arrive or are accepted at the destination. We generally do not provide for non-warranty rights of return except for products which have Out-of-box failure, where customers could return these products for credit within 30 days of receiving the items. Certain distributors and OEMs are also permitted to return products in unopened boxes, limited to purchases over a specified period of time, generally within 60 to 90 days of the purchase, or to products in the distributor's or OEM's inventory at certain times (such as the termination of the agreement or product obsolescence). In addition, we have a sale arrangement with an OEM that has limited product return rights. To estimate reserves for future sales returns, we regularly review our history of actual returns for each major product line. We also communicate regularly with our distributors to gather information about end customer satisfaction, and to determine the volume of inventory in the channel. Reserves for future returns are adjusted as necessary, based on returns experience, returns expectations and communication with our distributors.

In addition, certain customers have acceptance provisions and revenue is deferred until the customers provide the necessary acceptance. At March 31, 2012 and June 30, 2011, we had deferred revenue of \$1.3 million and \$2.4 million and related deferred product costs of \$1.1 million and \$1.9 million, respectively, related to shipments to customers pending acceptances.

Probability of collection is assessed on a customer-by-customer basis. Customers are subjected to a credit review process that evaluates the customers' financial position and ability to pay. If it is determined from the outset of an arrangement that collection is not probable based upon the review process, the customers are required to pay cash in advance of shipment. We also make estimates of the uncollectibility of accounts receivables, analyzing accounts receivable and historical bad debts, customer concentrations, customer-credit-worthiness, current economic trends and changes in customer payment terms to evaluate the adequacy of the allowance for doubtful accounts. On a quarterly basis, we evaluate aged items in the accounts receivable aging report and provide an allowance in an amount we deem adequate for doubtful accounts. If management were to make different judgments or utilize different estimates, material differences in the amount of our reported operating expenses could result. We provide for price protection to certain distributors. We assess the market competition and product technology obsolescence, and make price adjustments based on our judgment. Upon each announcement of price reductions, the accrual for price protection is calculated based on our distributors' inventory on hand. Such reserves are recorded as a reduction to revenue at the time we reduce the product prices.

We have an immaterial amount of service revenue relating to non-warranty repairs, which is recognized upon shipment of the repaired units to customers. Service revenue has been less than 10% of net sales for all periods presented and is not separately disclosed.

*Cooperative marketing accruals.* We have arrangements with resellers of our products to reimburse the resellers for cooperative marketing costs meeting specified criteria. We accrue the cooperative marketing costs based on these arrangements and our estimate for resellers' claims for marketing activities. We record marketing costs meeting such specified criteria within sales and marketing expenses in the accompanying condensed consolidated statements of operations. For those marketing costs that do not meet the specified criteria, the amounts are recorded as a reduction to sales in the condensed consolidated statements of operations.

*Impairment of long-term investments.* Impairment of long-term investments relates to the unrealized loss on the carrying value of our investments in auction rate securities; such securities were rated AAA at the date of purchase. The liquidity and fair value of these securities has been negatively impacted by the uncertainty in the credit markets and exposure of these securities to the financial condition of bond insurance companies. We have received all interest payments due on these instruments on a timely basis. Each of these securities has been subject to auction processes for which there had been insufficient bidders on the scheduled rollover dates and the auctions have subsequently failed. When these securities lost the short-term liquidity previously provided by the auction processes, we reclassified these securities as long-term investments. For



**Table of Contents**

the securities with the stated maturity less than a year, the securities were classified as short-term available-for-sale investments. We have used a discounted cash flow model to estimate the fair value of these investments as of March 31, 2012 and June 30, 2011. The material factors used in preparing the discounted cash flow model are 1) the discount rate utilized to present value the cash flows, 2) the time period until redemption and 3) the estimated rate of return. Management derives the estimates by obtaining input from market data on the applicable discount rate, estimated time to redemption and estimated rate of return. The changes in fair value have been primarily due to changes in the estimated rate of return and a change in the estimated period to liquidity. The fair value of our investment portfolio may change between 1% to 3% by increasing or decreasing the rate of return used by 1% or by increasing or decreasing the term used by 1 year. Changes in these estimates or in the market conditions for these investments are likely in the future based upon the then current market conditions for these investments and may affect the fair value of these investments. The accumulated unrealized loss as of March 31, 2012 and June 30, 2011 was \$0.1 million and \$0.2 million, net of deferred income taxes, on the securities, respectively. We deem this loss to be temporary as we determined that we will not likely be required to sell the securities before their anticipated recovery and we have the intent and ability to hold our investments until recovery of cost.

*Product warranties.* We offer product warranties ranging from 15 to 39 months against any defective product. We accrue for estimated returns of defective products at the time revenue is recognized, based on historical warranty experience and recent trends. We monitor warranty obligations and may make revisions to our warranty reserve if actual costs of product repair and replacement are significantly higher or lower than estimated. Accruals for anticipated future warranty costs are charged to cost of sales and included in accrued liabilities. The liability for product warranties was \$5.1 million and \$4.7 million as of March 31, 2012 and June 30, 2011. The provision for warranty reserve was \$3.2 million and \$8.3 million in the three and nine months ended March 31, 2012, respectively, and \$2.2 million and \$7.0 million in the three and nine months ended March 31, 2011, respectively. Our estimates and assumptions used have been historically close to actual. The change in estimated liability for pre-existing warranties was an increase of \$0.3 million in the three and nine months ended March 31, 2012, respectively, and a decrease of \$0.2 million and \$0.8 million in the three and nine months ended March 31, 2011, respectively. As a result of our increase in warranty claims and cost of servicing warranty claims in the three and nine months ended March 31, 2012, the provision for warranty reserve increased \$1.0 million and \$1.3 million compared to the three and nine months ended March 31, 2011. If in future periods, we experience or anticipate an increase or decrease in warranty claims as a result of new product introductions or change in unit volumes compared with our historical experience, or if the cost of servicing warranty claims is greater or lesser than expected, we intend to adjust our estimates appropriately.

*Inventory valuation.* Inventory is valued at the lower of cost or market. We evaluate inventory on a quarterly basis for lower of cost or market and excess and obsolescence and, as necessary, write down the valuation of units to lower of cost or market or for excess and obsolescence based upon the number of units that are unlikely to be sold given the estimated demand for the following twelve months. This evaluation takes into account matters including expected demand, anticipated sales price, product obsolescence and other factors. If actual future demand for our products is less than currently forecasted, additional inventory adjustments may be required. Once a reserve is established, it is maintained until the product to which it relates is sold or scrapped. If a unit that has been written down is subsequently sold, the cost associated with the revenue from this unit is reduced to the extent of the write down, resulting in an increase in gross profit. We monitor the extent to which previously written down inventory is sold at amounts greater or less than carrying value, and based on this analysis, adjust our estimate for determining future write downs. If in future periods, we experience or anticipate a change in recovery rate compared with our historical experience, our gross margin would be affected. Our provision for inventory was \$1.8 million and \$5.7 million in the three and nine months ended March 31, 2012, respectively, and \$1.1 million and \$1.6 million in the three and nine months ended March 31, 2011, respectively.

*Accounting for income taxes.* We account for income taxes under an asset and liability approach. Deferred income taxes reflect the impact of temporary differences between assets and liabilities recognized for financial reporting purposes and such amounts recognized for income tax reporting purposes, net operating loss carry-forwards and other tax credits measured by applying currently enacted tax laws. Valuation allowances are provided when necessary to reduce deferred tax assets to an amount that is more likely than not to be realized.

We recognize the tax liability for uncertain income tax positions on the income tax return based on the two-step process. The first step is to determine whether it is more likely than not that each income tax position would be sustained upon audit. The second step is to estimate and measure the tax benefit as the amount that has a greater than 50% likelihood of being realized upon ultimate settlement with the tax authority. Estimating these amounts requires us to determine the probability of various possible outcomes. We evaluate these uncertain tax positions on a quarterly basis. This evaluation is based on the consideration of several factors, including changes in facts or circumstances, changes in applicable tax law, settlement of issues under audit and new exposures. If we later determine that our exposure is lower or that the liability is not sufficient to cover our revised expectations, we adjust the liability and effect a related change in our tax provision during the period in which we make such determination. See Note 10 of Notes to Condensed Consolidated Financial Statements for the impact on our condensed consolidated financial statements.

**Table of Contents**

*Stock-based compensation.* We measure the cost of employee services received in exchange for an award of equity instruments, including stock options, based on the grant-date fair value of the award. That cost will be recognized over the period during which an employee is required to provide services in exchange for the award, known as the requisite service period (usually the vesting period). Compensation expense was \$2.6 million and \$7.4 million for the three and nine months ended March 31, 2012, respectively, and \$2.1 million and \$5.7 million for the three and nine months ended March 31, 2011, respectively.

As of March 31, 2012, the total unrecognized compensation cost, adjusted for estimated forfeitures, related to unvested stock options granted to employees and non-employee directors, was \$21.3 million, which is expected to be recognized as an expense over a weighted-average period of approximately 2.42 years. See Note 2 of Notes to Condensed Consolidated Financial Statements for additional information.

We estimated the fair value of stock options granted using a Black-Scholes option-pricing model and a single option award approach. This model requires us to make estimates and assumptions with respect to the expected term of the option, the expected volatility of the price of our common stock and the expected forfeiture rate. The fair value is then amortized on a straight-line basis over the requisite service periods of the awards, which is generally the vesting period.

The expected term represents the period that our stock-based awards are expected to be outstanding and was determined based on an analysis of the relevant peer companies' post-vest termination rates and the exercise behavior for the stock options granted prior to June 30, 2011. For stock options granted after June 30, 2011, expected term is based on a combination of our peer group and our historical experience. The expected volatility is based on a combination of the implied and historical volatility of our relevant peer group for the stock options granted prior to September 30, 2009. For stock options granted after September 30, 2009, expected volatility is based solely on our historical volatility. In addition, forfeitures of share-based awards are estimated at the time of grant and revised, if necessary, in subsequent periods if actual forfeitures differ from those estimates. We use historical data to estimate pre-vesting option forfeitures and record stock-based compensation expense only for those awards that are expected to vest.

*Variable interest entities.* In June 2009, the FASB issued authoritative guidance on the consolidation of variable interest entities, which is effective for fiscal years beginning after November 15, 2009 and interim periods therein and thereafter. The new guidance requires revised evaluations of whether entities represent variable interest entities, ongoing assessments of control over such entities, and additional disclosures for variable interests. We adopted this standard and have analyzed our relationship with Ablecom and its subsidiaries (collectively "Ablecom"). We have analyzed and concluded that Ablecom is a variable interest entity in accordance with applicable accounting standards and guidance; however, we are not the primary beneficiary of Ablecom and therefore, we do not consolidate Ablecom. In performing our analysis, we considered our explicit arrangements with Ablecom including the supplier and distributor arrangements. Also, as a result of the substantial related party relationship between the two companies, we considered whether any implicit arrangements exist that would cause us to protect those related parties' interests in Ablecom from suffering losses. We determined that no implicit arrangements exist with Ablecom or its shareholders. Such an arrangement would be inconsistent with the fiduciary duty that we have towards our stockholders who do not own shares in Ablecom.

**Table of Contents****Results of Operations**

The following table sets forth our financial results, as a percentage of net sales for the periods indicated:

	Three Months Ended March 31,		Nine Months Ended March 31,	
	2012	2011	2012	2011
<b>Net sales</b>	100.0%	100.0%	100.0%	100.0%
Cost of sales	83.0	83.8	83.3	83.7
<b>Gross profit</b>	17.0	16.2	16.7	16.3
Operating expenses:				
Research and development	7.2	5.2	6.4	5.1
Sales and marketing	3.4	2.8	3.2	2.9
General and administrative	2.4	1.7	2.1	1.8
Total operating expenses	13.0	9.7	11.7	9.8
<b>Income from operations</b>	4.0	6.5	5.0	6.5
Interest and other income, net				
Interest expense	(0.1)	(0.1)	(0.1)	(0.1)
<b>Income before income tax provision</b>	3.9	6.4	4.9	6.4
Income tax provision	1.0	1.8	1.6	2.1
<b>Net income</b>	2.9%	4.6%	3.3%	4.3%

**Comparison of Three Months Ended March 31, 2012 and 2011**

*Net sales.* Net sales increased by \$5.9 million, or 2.5%, to \$240.2 million from \$234.3 million, for the three months ended March 31, 2012 and 2011, respectively. This increase was due primarily to an increase in the average selling price of our server systems and an increase in unit volumes of our server systems. However, our net sales in the quarter ended March 31, 2012 continued to be impacted by the disruption in the hard disk drive supply as a result of the flooding in Thailand.

For the three months ended March 31, 2012, the number of server system units sold increased 7.5% to 57,000 compared to 53,000 for the three months ended March 31, 2011. The average selling price of server system units increased 42.9% to approximately \$2,000 in the three months ended March 31, 2012 compared to approximately \$1,400 in the three months ended March 31, 2011. The average selling prices of our server systems increased primarily due to higher average selling prices of complete integrated-high-end servers solutions, rack solutions and SuperBlades to OEM and end customers and an increase in average selling prices of hard disk drives caused by the flooding in Thailand. Sales of server systems increased by \$41.8 million or 56.0% from the three months ended March 31, 2011 to the three months ended March 31, 2012, primarily due to higher sales of complete integrated-high-end servers solutions to OEM and end customers and higher sales of SuperBlades, rack and storage solutions. Sales of server systems represented 48.5% of our net sales for the three months ended March 31, 2012 as compared to 31.8% of our net sales for the three months ended March 31, 2011.

For the three months ended March 31, 2012, the number of subsystems and accessories units sold increased 5.4% to 1,212,000 compared to 1,150,000 for the three months ended March 31, 2011. Revenue from subsystems and accessories decreased by \$35.9 million or 22.5% from the three months ended March 31, 2011 to the three months ended March 31, 2012, primarily related to lower sales of subsystems and accessories that have higher average selling prices, such as memory and serverboards as a result of the flooding in Thailand and the effects on hard disk drive supply chain which prevented our system integrators from purchasing memory and serverboards and completing the final assembly of server solutions. Sales of subsystems and accessories represented 51.5% of our net sales for the three months ended March 31, 2012 as compared to 68.2% of our net sales for the three months ended March 31, 2011.

## Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

For the three months ended March 31, 2012 and 2011, we derived approximately 52.6% and 60.5%, respectively, of our net sales from products sold to distributors and we derived approximately 47.4% and 39.5%, respectively, from sales to OEMs and to end customers. For the three months ended March 31, 2012, customers in the United States, Europe, and Asia accounted for approximately 56.5%, 23.0% and 18.1%, of our net sales, respectively, as compared to 53.6%, 23.3% and 19.9%, respectively, for the three months ended March 31, 2011.

---

**Table of Contents**

*Cost of sales.* Cost of sales increased by \$3.0 million, or 1.5%, to \$199.4 million from \$196.4 million, for the three months ended March 31, 2012 and 2011, respectively. Cost of sales as a percentage of net sales was 83.0% and 83.8% for the three months ended March 31, 2012 and 2011, respectively. The decrease in cost of sales as a percentage of net sales was primarily due to an increase in net sales of server solutions which typically have higher margins. The increase in absolute dollars of cost of sales was primarily attributable to the increase in net sales, an increase of \$1.0 million in provision for warranty reserve, an increase of \$0.7 million in provision for inventory reserve and an increase of \$0.4 million in freight-in charges. In the three months ended March 31, 2012, we recorded a \$3.2 million expense, or 1.3% of net sales, related to the provision for warranty reserve as compared to \$2.2 million or 0.9% of net sales, in the three months ended March 31, 2011. The increase in the provision for warranty reserve was primarily due to higher warranty claims and higher cost of servicing warranty claims in the three months ended March 31, 2012. If in future periods we experience or anticipate an increase or decrease in warranty claims as a result of new product introductions or a change in unit volumes compared with our historical experience, or if the cost of servicing warranty claims is greater or less than expected, our gross margin would be affected. In the three months ended March 31, 2012, we recorded a \$1.8 million expense, or 0.7% of net sales, related to the inventory provision as compared to \$1.1 million expense, or 0.5% of net sales, in the three months ended March 31, 2011. The increase in the inventory provision was primarily due to product transitions associated with the Sandy Bridge products launched in the quarter ended March 31, 2012.

*Research and development expenses.* Research and development expenses increased by \$5.0 million, or 40.6%, to \$17.2 million from \$12.2 million for the three months ended March 31, 2012 and 2011, respectively. Research and development expenses were 7.2% and 5.2% of net sales for the three months ended March 31, 2012 and 2011, respectively. The increase in absolute dollars was primarily due to an increase of \$3.5 million in compensation and benefits, including higher stock-based compensation expense, resulting from growth in research and development personnel related to expanded product development initiatives, such as preparing for Sandy Bridge launch which occurred on March 6, 2012 and a decrease of \$0.2 million in non-recurring engineering funding from certain suppliers and customers.

Research and development expenses include stock-based compensation expense of \$1.4 million and \$1.1 million for the three months ended March 31, 2012 and 2011, respectively.

*Sales and marketing expenses.* Sales and marketing expenses increased by \$1.6 million, or 25.0%, to \$8.2 million from \$6.5 million, for the three months ended March 31, 2012 and 2011, respectively. Sales and marketing expenses were 3.4% and 2.8% of net sales for the three months ended March 31, 2012 and 2011, respectively. The increase in absolute dollars was primarily due to an increase of \$1.5 million in compensation and benefits resulting from growth in sales and marketing personnel and an increase of \$0.2 million in trade show and travel expenses offset in part by an increase of \$0.2 million in cooperative marketing funding from vendors.

Sales and marketing expenses include stock-based compensation expense of \$0.4 million and \$0.3 million for the three months ended March 31, 2012 and 2011, respectively.

*General and administrative expenses.* General and administrative expenses increased by \$1.8 million, or 46.6%, to \$5.8 million from \$4.0 million, for the three months ended March 31, 2012 and 2011, respectively. General and administrative expenses were 2.4% and 1.7% of net sales for the three months ended March 31, 2012 and 2011, respectively. The increase in absolute dollars was primarily due to an increase of \$0.7 million in compensation and benefits resulting from growth in general and administrative personnel, an increase of \$0.2 million in audit and tax fees, an increase of \$0.2 million in legal fees and a decrease of \$0.2 million in rental income.

General and administrative expenses include stock-based compensation expense of \$0.6 million and \$0.5 million for the three months ended March 31, 2012 and 2011, respectively.

*Interest and other expense, net.* Interest and other expense, net increased by \$40,000, to \$0.2 million of expense of which \$0.2 million was interest expense for both three months ended March 31, 2012 and 2011.

*Provision for income taxes.* Provision for income taxes decreased \$2.0 million, or 46.0% to \$2.3 million from \$4.3 million for the three months ended March 31, 2012 and 2011, respectively. The effective tax rate was 24.8% and 28.8% for the three months ended March 31, 2012 and 2011, respectively. The effective tax rate of 24.8% is estimated to be lower than the federal statutory rate primarily due to increased benefit from the disqualified dispositions of incentive stock options, research and development tax credits, and foreign tax credits which were partially offset by the impact of state taxes and stock option expenses for the quarter ended March 31, 2012.

**Table of Contents****Comparison of Nine Months Ended March 31, 2012 and 2011**

*Net sales.* Net sales increased by \$55.7 million, or 8.2%, to \$738.0 million from \$682.3 million, for the nine months ended March 31, 2012 and 2011, respectively. This increase was due primarily to an increase in the average selling price of our server systems and an increase in unit volumes of our server systems. However, our net sales in the nine months ended March 31, 2012 were adversely impacted by the disruption in the hard disk drive supply chain as a result of the flooding in Thailand.

For the nine months ended March 31, 2012, the number of server system units sold increased 8.0% to 176,000 compared to 163,000 for the nine months ended March 31, 2011. The average selling price of server system units increased 20.0% to approximately \$1,800 in the nine months ended March 31, 2012 compared to approximately \$1,500 in the nine months ended March 31, 2011. The average selling prices of our server systems increased principally due to an increase in average selling prices of hard disk drives caused by the flooding in Thailand, higher average selling prices of complete integrated-high-end servers solutions to OEM and end customers, rack solutions and SuperBlades offset in part by declines in average selling prices of 6000 Series configuration of servers. Sales of server systems increased by \$77.9 million or 31.7% from the nine months ended March 31, 2011 to the nine months ended March 31, 2012, primarily due to higher sales of complete integrated-high-end servers solutions to OEM and end customers and higher sales of rack, storage and SuperBlades solutions. Sales of server systems represented 43.9% of our net sales for the nine months ended March 31, 2012 as compared to 36.1% of our net sales for the nine months ended March 31, 2011.

For the nine months ended March 31, 2012, the number of subsystems and accessories units sold increased 29.8% to 3,183,000 compared to 2,453,000 for the nine months ended March 31, 2011. Revenue from subsystems and accessories decreased by \$22.2 million or 5.1% from the nine months ended March 31, 2011 to the nine months ended March 31, 2012, primarily related to lower sales of subsystems and accessories that have higher average selling prices, such as memory and serverboards as a result of the flooding in Thailand and the effects on hard disk drive supply chain which prevented our system integrators from purchasing memory and serverboards and completing the final assembly of server solutions. Sales of subsystems and accessories represented 56.1% of our net sales for the nine months ended March 31, 2012 as compared to 63.9% of our net sales for the nine months ended March 31, 2011.

For the nine months ended March 31, 2012 and 2011, we derived approximately 54.8% and 58.0%, respectively, of our net sales from products sold to distributors and we derived approximately 45.2% and 42.0%, respectively, from sales to OEMs and to end customers. For the nine months ended March 31, 2012, customers in the United States, Europe, and Asia accounted for approximately 58.5%, 21.6% and 17.3%, of our net sales, respectively, as compared to 56.5%, 23.2% and 17.1%, respectively, for the nine months ended March 31, 2011.

*Cost of sales.* Cost of sales increased by \$43.8 million, or 7.7%, to \$615.0 million from \$571.2 million, for the nine months ended March 31, 2012 and 2011, respectively. Cost of sales as a percentage of net sales was 83.3% and 83.7% for the nine months ended March 31, 2012 and 2011, respectively. The decrease in cost of sales as a percentage of net sales was primarily due to more favorable pricing associated with sales of hard disk drive inventory relating to the flooding in Thailand and an increase in net sales of server solutions which typically have higher margins. The increase in absolute dollars of cost of sales was primarily attributable to the increase in net sales, an increase of \$4.1 million in provision for inventory reserve and an increase of \$1.3 million in provision for warranty reserve offset in part by a decrease of \$0.6 million in freight-in charges. In the nine months ended March 31, 2012, we recorded a \$8.3 million expense, or 1.1% of net sales, related to the provision for warranty reserve as compared to \$7.0 million, or 1.0% of net sales, in the nine months ended March 31, 2011. The increase in the provision for warranty reserve was primarily due to higher warranty claims and higher cost of servicing warranty claims in the nine months ended March 31, 2012. If in future periods we experience or anticipate an increase or decrease in warranty claims as a result of new product introductions or a change in unit volumes compared with our historical experience, or if the cost of servicing warranty claims is greater or less than expected, our gross margin would be affected. In the nine months ended March 31, 2012, we recorded a \$5.7 million expense, or 0.8% of net sales, related to the inventory provision as compared to \$1.6 million expense, or 0.2% of net sales, in the nine months ended March 31, 2011. The increase in the inventory provision was primarily for older products as a result of product transitions.

*Research and development expenses.* Research and development expenses increased by \$11.7 million, or 33.5%, to \$46.6 million from \$34.9 million for the nine months ended March 31, 2012 and 2011, respectively. Research and development expenses were 6.4% and 5.1% of net sales for the nine months ended March 31, 2012 and 2011, respectively. The increase in absolute dollars was primarily due to an increase of \$8.6 million in compensation and benefits, including higher stock-based compensation expense, resulting from growth in research and development personnel related to expanded product development initiatives, an increase of \$0.9 million in development costs associated with the Sandy Bridge launched in March 2012, a decrease of \$0.6 million in non-recurring engineering funding from certain suppliers and customers and an increase of \$0.5 million in computer and testing equipment expenses.

Research and development expenses include stock-based compensation expense of \$4.0 million and \$2.9 million for the nine months ended March 31, 2012 and 2011, respectively.





**Table of Contents**

*Sales and marketing expenses.* Sales and marketing expenses increased by \$4.5 million, or 23.0%, to \$23.9 million from \$19.4 million, for the nine months ended March 31, 2012 and 2011, respectively. Sales and marketing expenses were 3.2% and 2.9% of net sales for the nine months ended March 31, 2012 and 2011, respectively. The increase in absolute dollars was primarily due to an increase of \$3.8 million in compensation and benefits resulting from growth in sales and marketing personnel, an increase of \$0.4 million in freight out expenses and an increase of \$0.3 million in trade show and travel expenses.

Sales and marketing expenses include stock-based compensation expense of \$1.0 million and \$0.8 million for the nine months ended March 31, 2012 and 2011, respectively.

*General and administrative expenses.* General and administrative expenses increased by \$3.0 million, or 23.8%, to \$15.6 million from \$12.6 million, for the nine months ended March 31, 2012 and 2011, respectively. General and administrative expenses were 2.1% and 1.8% of net sales for the nine months ended March 31, 2012 and 2011, respectively. The increase in absolute dollars was primarily due to an increase of \$1.7 million in compensation and benefits resulting from growth in general and administrative personnel, an increase of \$0.6 million in audit and tax expenses, an increase of \$0.4 million in moving expense, an increase of \$0.5 million in foreign currency loss offset in part by a decrease of \$0.4 million in bad debt expense.

General and administrative expenses include stock-based compensation expense of \$1.8 million and \$1.5 million for the nine months ended March 31, 2012 and 2011, respectively.

*Interest and other expense, net.* Interest and other expense, net changed by \$0.1 million, to \$0.5 million of expense from \$0.4 million of expense, for the nine months ended March 31, 2012 compared to the same period in 2011, respectively, of which \$0.6 million and \$0.5 million was interest expense for the nine months ended March 31, 2012 and 2011, respectively.

*Provision for income taxes.* Provision for income taxes decreased \$2.2 million, or 15.6% to \$12.0 million from \$14.2 million for the nine months ended March 31, 2012 and 2011, respectively. The effective tax rate was 33.0% and 32.5% for the nine months ended March 31, 2012 and 2011, respectively. The effective tax rate of 33.0% is estimated to be lower than the federal statutory rate primarily due to the impact of state taxes, stock option expenses, and the expiration of federal research & development tax credits on December 31, 2011.

---

**Table of Contents****Liquidity and Capital Resources**

Since our inception, we have financed our growth primarily with funds generated from operations and from the proceeds of our initial public offering. In addition, we have from time to time utilized borrowing facilities, particularly in relation to the financing of real property acquisitions. Our cash, cash equivalents and short-term investments were \$88.9 million and \$70.0 million as of March 31, 2012 and June 30, 2011, respectively.

*Operating Activities.* Net cash provided by (used in) operating activities was \$19.0 million and \$(1.8) million for the nine months ended March 31, 2012 and 2011, respectively. Net cash provided by our operating activities for the nine months ended March 31, 2012 consisted of our net income of \$24.3 million, an increase in accounts payable of \$29.4 million, stock-based compensation expense of \$7.4 million, an increase in income tax payable/receivable, net of \$6.7 million, a provision for inventory of \$5.7 million, an allowance for sales returns of \$5.6 million, depreciation expense of \$5.1 million and an increase in accrued liabilities of \$3.3 million, which was offset in part by an increase in inventory of \$41.9 million, an increase in accounts receivable of \$21.8 million and excess tax benefits from stock-based compensation of \$1.9 million.

Net cash used in our operating activities for the nine months ended March 31, 2011 consisted of an increase in inventory of \$71.6 million, an increase in accounts receivable of \$11.2 million, excess tax benefits from stock-based compensation of \$1.8 million, which was substantially offset by our net income of \$29.5 million, an increase in accounts payable of \$32.8 million, stock-based compensation expense of \$5.7 million, depreciation expense of \$4.0 million, an allowance for sales returns of \$3.8 million and an increase in accrued liabilities of \$3.8 million.

The increase in inventory for the nine months ended March 31, 2012 was in part due to a lower growth in net sales in the third quarter of fiscal year 2012 as a result of the flooding in Thailand and the effects on our hard disk drive supply chain which prevented us from achieving a higher growth in net sales and in part due to our increase in new product purchases relating to the Sandy Bridge products launched in the quarter ended March 31, 2012. The increase for the nine months ended March 31, 2012 in accounts receivable was primarily due to higher net sales in March 2012 to customers with net payment terms. The increase for the nine months ended March 31, 2012 in accounts payable was primarily due to timing of payments to our vendors. We anticipate that our accounts receivable, sales returns, inventory and accounts payable will increase to the extent we continue to grow our product lines and our business as we will begin to purchase more inventory to support the increase in final test and assembly capabilities in our facility in Taiwan.

The increase for the nine months ended March 31, 2011 in accounts receivable was primarily due to higher net sales during the nine months ended March 31, 2011. The increase for the nine months ended March 31, 2011 in inventory, accounts payable and accrued liabilities was in part due to an increase in demand for our products resulting from a recovering economy, in part to support our growth and in part due to our increasing manufacturing activities in the Netherlands and Taiwan. The increase for the nine months ended March 31, 2011 in inventory, accounts payable and accrued liabilities was also in part due to additional purchases of system accessories to minimize risk of supply chain disruption by the earthquake in Japan.

*Investing activities.* Net cash used in our investing activities was \$16.8 million and \$18.4 million for the nine months ended March 31, 2012 and 2011, respectively. In the nine months ended March 31, 2012, \$18.8 million was related to the purchase of property, plant and equipment net of land deposit refund primarily related to the construction of facilities in Taiwan and the headquarters office expansion in San Jose, California. The purchase price and the title on the land in Taiwan, consisting of approximately 2.2 acres, was finalized and closed in December 2011. We also completed the construction of facilities in Taiwan and the headquarters expansion in San Jose, California in December 2011. This was offset by the redemption at par of investments in auction rate securities of \$2.1 million. In the nine months ended March 31, 2011, \$10.6 million was related to the purchase of property, plant and equipment including \$6.1 million related to the land purchased in Taiwan in August 2010 and \$9.0 million was related to a deposit for land in Taiwan that is adjacent to the land that was purchased in August 2010. This was offset by the redemption at par of investment in auction rate securities of \$1.3 million in the nine months ended March 31, 2011.

*Financing activities.* Net cash provided by our financing activities was \$16.3 million and \$15.6 million for the nine months ended March 31, 2012 and 2011, respectively. In the nine months ended March 31, 2012 and 2011, \$7.7 million and \$6.0 million was related to the proceeds from the exercise of stock options, respectively. We withheld shares and paid the minimum tax withholding on behalf of two executive officers and an employee for their restricted stock awards of \$1.1 million and \$1.4 million for the nine months ended March 31, 2012 and 2011, respectively. During the nine months ended March 31, 2012, we obtained a new term loan of \$14.0 million from Bank of America, N.A., borrowed \$18.7 million of our revolving line of credits and repaid \$24.7 million in loans. During the nine months ended March 31, 2011, we obtained a new term loan of \$13.9 million from Wells Fargo Bank, borrowed \$9.7 million of the line of credit and repaid \$14.0 million in loans. In the nine months ended March 31, 2012 and 2011, excess tax benefits from stock-based compensation were \$1.9 million and \$1.8 million, respectively.



**Table of Contents**

We expect to experience continued growth in our working capital requirements and capital expenditures as we continue to expand our business. Our long-term future capital requirements will depend on many factors, including our level of revenues, the timing and extent of spending to support our product development efforts, the expansion of sales and marketing activities, the timing of our introductions of new products, the costs to ensure access to adequate manufacturing capacity and the continuing market acceptance of our products. We intend to fund this continued expansion through cash generated by operations and by drawing on the revolving credit facilities or through other debt financing. However we cannot be certain whether such financing will be available on commercially reasonable or otherwise favorable terms or that such financing will be available at all. We anticipate that working capital and capital expenditures will constitute a material use of our cash resources. We have sufficient cash on hand to continue to operate for at least the next 12 months.

***Other factors affecting liquidity and capital resources*****Activities under Revolving Line of Credits and Term Loans**

In June 2010, we obtained a revolving line of credit totaling \$25.0 million from Bank of America that matures on June 15, 2013 with an interest rate at the LIBOR rate plus 1.50% per annum. In June 2010, we used \$18.6 million of the line of credit to purchase three buildings in San Jose, California. In December 2010, we repaid \$13.9 million of the line of credit by obtaining a term loan for the same amount from Wells Fargo Bank and the remaining \$4.7 million of the line of credit has been extended to be repaid by June 15, 2013. In October 2011, we paid off \$13.4 million of the outstanding term loan with Wells Fargo Bank with no prepayment penalty.

In March 2011, we drew an additional \$9.9 million of the revolving line of credit with an interest rate equal to the lender's established interest rate which is adjusted monthly and paid \$9.2 million for a deposit to purchase land in Taiwan. In the first quarter of fiscal year 2012, we drew an additional \$3.2 million from the revolving line of credit for the construction of our Taiwan facilities and repaid \$9.9 million in the second quarter of fiscal year 2012.

In October 2011, we entered into a second amendment to our credit agreement with Bank of America which provided for (i) a \$40.0 million revolving line of credit facility that replaced the existing \$25.0 million revolving line of credit and (ii) a five-year \$14.0 million term loan facility to pay off the outstanding term loan of \$13.4 million. The term loan is secured by the three buildings purchased in San Jose, California in June 2010 and the principal and interest are payable monthly through September 30, 2016 with an interest rate at the LIBOR rate plus 1.50% per annum. The interest rate for the revolving line of credit is at the LIBOR rate plus 1.25% per annum. The LIBOR rate was 0.24% at March 31, 2012. In the second and third quarter of fiscal year 2012, we drew an additional \$4.0 million and \$1.7 million from the revolving line of credit for the construction of facilities and expansion of our business operations in Taiwan, respectively. The interest rates for these loans ranged from 1.49% to 1.74% and 1.64% at March 31, 2012 and June 30, 2011, respectively.

In October 2011, we also obtained an unsecured revolving line of credit from China Trust Bank totaling \$11.2 million that matures on July 31, 2012 with an interest rate equal to the lender's established interest rate plus 0.5% which is adjusted monthly. In the second quarter of fiscal year 2012, we drew \$9.9 million from this revolving line of credit to repay \$9.9 million of the revolving line of credit to Bank of America. The interest rate for the borrowing under this line of credit was 1.31% per annum at March 31, 2012.

As of March 31, 2012, the total outstanding borrowings under the Bank of America term loan was \$12.8 million. The total outstanding borrowings under the Bank of America line of credit was \$13.1 million and \$14.6 million as of March 31, 2012 and June 30, 2011, respectively. The total outstanding borrowings under the China Trust Bank line of credit was \$10.1 million as of March 31, 2012. As of March 31, 2012 and June 30, 2011, the total outstanding borrowing under these loans was \$36.1 million and \$28.2 million, respectively. As of March 31, 2012, the unused revolving line of credit under Bank of America was \$26.9 million and under China Trust Bank was \$1.0 million.

The credit agreement with Bank of America contains customary representations and warranties and customary affirmative and negative covenants applicable to the Company and its subsidiaries. The credit agreement contains certain financial covenants, including the following:

Not to incur on a consolidated basis, a net loss before taxes and extraordinary items in any two consecutive quarterly accounting periods;

Our funded debt to EBITDA ratio (ratio of all outstanding liabilities for borrowed money and other interest-bearing liabilities, including current and long-term debt, less the non-current portion of subordinated liabilities to EBITDA) shall not be greater than 2.00;

Our unencumbered liquid assets, as defined in the agreement, held in the United States shall have an aggregate market value of not less than \$30.0 million.

**Table of Contents**

As of March 31, 2012 and June 30, 2011, the total assets except for the three buildings purchased in San Jose, California in June 2010 collateralizing the line of credit with Bank of America were \$530.0 million and \$446.3 million, respectively. As of March 31, 2012, total assets collateralizing the term loan were \$18.1 million. As of March 31, 2012, the Company was in compliance with all financial covenants associated with the term loan and line of credit with Bank of America.

The credit agreement with China Trust Bank requires the Company to guarantee the revolving line of credit for its subsidiary in Taiwan. There is no other collateral or financial covenant associated with the revolving line of credit with China Trust Bank.

**Contract Manufacturers**

For the three and nine months ended March 31, 2012, we paid our contract manufacturers within 35 to 76 days of invoice and Ablecom between 42 and 90 days of invoice. Ablecom, a Taiwan corporation, is one of our major contract manufacturers and a related party. As of March 31, 2012 and June 30, 2011 amounts owed to Ablecom by us were approximately \$29.7 million and \$34.2 million, respectively.

**Auction Rate Securities Valuation**

As of March 31, 2012, we held \$3.3 million of auction rate securities, net of unrealized losses, representing our interest in auction rate preferred shares in a closed end mutual fund invested in municipal securities and auction rate student loans guaranteed by the Federal Family Education Loan Program; such auction rate securities were rated AAA or CAA3 at March 31, 2012. These auction rate preferred shares have no stated maturity date and the stated maturity dates for these auction rate student loans range from 2035 to 2040.

During February 2008, the auctions for these auction rate securities began to fail to obtain sufficient bids to establish a clearing rate and were not saleable in the auction, thereby losing the short-term liquidity previously provided by the auction process. As a result, as of March 31, 2012, \$3.3 million of these auction rate securities have been classified as long-term available-for-sale investments. Based on our assessment of fair value at March 31, 2012, we have recorded an accumulated unrealized loss of \$0.1 million, net of deferred income taxes, on long-term auction rate securities. During the three and nine months ended March 31, 2012, \$0.4 million and \$2.1 million of auction rate securities were redeemed at par, respectively, and \$0 and \$1.3 million were redeemed at par during the three and nine months ended March 31, 2011, respectively.

**Contractual Obligations**

The following table describes our contractual obligations as of March 31, 2012:

	Payments Due by Period				Total
	Less Than 1 Year	1 to 3 Years	3 to 5 Years	More Than 5 Years	
	(in thousands)				
Operating leases	\$ 2,860	\$ 4,957	\$ 1,592	\$	\$ 9,409
Capital leases, including interest	40	24	2		66
Short-term/long-term debt, including interest (1)	13,144	19,010	4,500		36,654
License arrangements	853	797			1,650
Purchase commitments (2)	284,839	153,300			438,139
Total	\$ 301,736	\$ 178,088	\$ 6,094	\$	\$ 485,918

(1) Amount reflects total anticipated cash payments, including anticipated interest payments based on the interest rate at March 31, 2012.

(2) Amount reflects total gross purchase commitments under our manufacturing arrangements with third-party contract manufacturers or vendors. Our purchase obligations increased from \$119.5 million at December 31, 2011 to \$438.1 million at March 31, 2012 was primarily attributable to our entry into purchase agreements with selected suppliers of hard disk drives in the three months ended March 31, 2012 in order to ensure continuity of supply for these components following disruption of the hard disk drive supply chain as a result of severe flooding in Thailand during the first quarter of fiscal year 2012. The agreements provide for some variation in the amount of units we are required to purchase and allow us to purchase these components at market-competitive rates. Product mix for these components may be

## Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

negotiated quarterly. The hard disk drive purchase commitments totaled approximately \$276.3 million as of March 31, 2012 and will be paid through March 2014.



**Table of Contents**

The table above excludes liabilities for deferred revenue for warranty services of \$3.2 million and unrecognized tax benefits and related interest and penalties accrual of \$8.2 million. We have not provided a detailed estimate of the payment timing of unrecognized tax benefits due to the uncertainty of when the related tax settlements will become due.

We expect to fund our remaining contractual obligations from our ongoing operations and existing cash and cash equivalents on hand.

**Off-Balance Sheet Arrangements**

We do not have any off-balance sheet arrangements.

---

**Table of Contents****Item 3. Quantitative and Qualitative Disclosure About Market Risks**  
**Interest Rate Risk**

The primary objectives of our investment activities are to preserve principal, provide liquidity and maximize income without significantly increasing the risk. Some of the securities we invest in are subject to market risk. This means that a change in prevailing interest rates may cause the fair value of the investment to fluctuate. To minimize this risk, we maintain our portfolio of cash equivalents and short-term investments in money market funds and certificates of deposit. Our long-term investments include auction rate securities, which have been classified as long-term due to the lack of a liquid market for these securities. Since our results of operations are not dependent on investments, the risk associated with fluctuating interest rates is limited to our investment portfolio, and we believe that a 10% change in interest rates would not have a significant impact on our results of operations. As of March 31, 2012, our investments were in money market funds, certificates of deposits and auction rate securities (see Liquidity Risk below).

We are exposed to changes in interest rates as a result of our borrowings under our term loan and revolving line of credits. The interest rates for the term loan and the revolving line of credits ranged from 1.31% to 1.74% at March 31, 2012 and 1.64% to 2.14% at June 30, 2011, respectively. Based on the outstanding principal indebtedness of \$36.1 million under our credit facilities as of March 31, 2012, we believe that a 10% change in interest rates would not have a significant impact on our results of operations.

**Liquidity Risk**

As of March 31, 2012, we held approximately \$3.3 million of auction rate securities, net of unrealized losses, representing our interest in auction rate preferred shares in a closed-end mutual fund invested in municipal securities and auction rate student loans guaranteed by the Federal Family Education Loan Program; such auction rate securities were rated AAA or CAA3 at March 31, 2012. These auction rate preferred shares have no stated maturity date and the stated maturity dates for these auction rate student loans range from 2035 to 2040. During February 2008, the auctions for these auction rate securities began to fail to obtain sufficient bids to establish a clearing rate and were not saleable in the auction, thereby losing the short-term liquidity previously provided by the auction process. As a result, as of March 31, 2012, \$3.3 million of these auction rate securities have been classified as long-term available-for-sale investments. Based on our assessment of fair value at March 31, 2012, we have recorded an accumulated unrealized loss of \$0.1 million, net of deferred income taxes, on long-term auction rate securities. The unrealized loss was deemed to be temporary and has been recorded as a component of accumulated other comprehensive loss. During the three and nine months ended March 31, 2012, approximately \$0.4 million and \$2.1 million of auction rate securities were redeemed at par, respectively, and approximately \$0 and \$1.3 million were redeemed at par during the three and nine months ended March 31, 2011, respectively.

Although we have determined that we will not likely be required to sell the securities before the anticipated recovery and we have the intent and ability to hold our investments until successful auctions occur, these investments are not currently liquid and in the event we need to access these funds, we will not be able to do so without a loss of principal. There can be no assurances that these investments will be settled in the short term or that they will not become other-than-temporarily impaired subsequent to March 31, 2012, as the market for these investments is presently uncertain. In any event, we do not have a present need to access these funds for operational purposes. We will continue to monitor and evaluate these investments as there is no assurance as to when the market for these investments will allow us to liquidate them. We may be required to record impairment charges in periods subsequent to March 31, 2012 with respect to these securities and, if a liquid market does not develop for these investments, we could be required to hold them to maturity.

**Foreign Currency Risk**

To date, our international customer and supplier agreements have been denominated primarily in U.S. dollars, and accordingly, we have not been exposed to foreign currency exchange rate fluctuations from customer agreements, and do not currently engage in foreign currency hedging transactions. We have borrowing arrangements in New Taiwanese Dollar, which will expose us to foreign currency exchange rate fluctuation risk. Further, the functional currency of our operations in the Netherlands and Taiwan is the U.S. dollar and our local accounts are maintained in the local currency in the Netherlands and Taiwan, respectively, and thus we are subject to foreign currency exchange rate fluctuations associated with re-measurement to U.S. dollars. Such fluctuations have not been significant historically. For example, foreign exchange gain was approximately zero and \$0.1 million for the three and nine months ended March 31, 2012, respectively, and \$0.2 million and \$0.6 million for the three and nine months ended March 31, 2011, respectively.

**Table of Contents**

**Item 4. Controls and Procedures**

**Evaluation of Effectiveness of Disclosure Controls and Procedures**

Under the supervision and with the participation of our management, including our Chief Executive Officer and our Chief Financial Officer, the Company evaluated the effectiveness of its disclosure controls and procedures, as such term is defined under Rule 13a-15(e) promulgated under the Securities Exchange Act of 1934, as amended (the Exchange Act ). The evaluation considered the procedures designed to ensure that information required to be disclosed by us in the reports filed or submitted by the Company under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms and communicated to our management as appropriate to allow timely decisions regarding required disclosure. Based on that evaluation, our Chief Executive Officer and our Chief Financial Officer concluded that our disclosure controls and procedures were effective at a reasonable assurance level as of March 31, 2012.

**Changes in Internal Control over Financial Reporting**

There were no changes in our internal control over financial reporting as defined in Exchange Act Rule 13a-15(f) during the quarter ended March 31, 2012 that have materially affected, or are reasonably likely to materially affect our internal control over financial reporting.

**Table of Contents**

**PART II: OTHER INFORMATION**

**Item 1. Legal Proceedings**

From time to time, we have been involved in various legal proceedings arising from the normal course of business activities. We defend ourselves vigorously against any such claims. In management's opinion, the resolution of any pending matters will not have a material adverse effect on our condensed consolidated financial condition, results of operations, or liquidity.

## **Table of Contents**

### **Item 1a. Risk Factors**

The Risk Factors included in our Annual Report on Form 10-K for the year ended June 30, 2011 have not materially changed except for the addition of a new disclosure regarding risks related to the impact on our results of operations of floods in Thailand and the removal of disclosure regarding the impact of the earthquake and tsunami in Japan on our results of operations. You should carefully consider the following risk factors, as well as the other information in this Form 10-Q. If any of the following risks actually occurs, our business, financial condition and results of operations would suffer. In this case, the trading price of our common stock would likely decline and you might lose all or part of your investment in our common stock. Additional risks that we currently do not know about or that we currently believe to be immaterial may also impair our business operations.

### **Risks Related to Our Business and Industry**

#### **Our quarterly operating results will likely fluctuate in the future, which could cause rapid declines in our stock price.**

As our business continues to grow, we believe that our quarterly operating results will be subject to greater fluctuation due to various factors, many of which are beyond our control. Factors that may affect quarterly operating results in the future include:

our ability to attract new customers, retain existing customers and increase sales to such customers;

unpredictability of the timing and size of customer orders, since most of our customers purchase our products on a purchase order basis rather than pursuant to a long term contract;

fluctuations in availability and costs associated with materials needed to satisfy customer requirements;

variability of our margins based on the mix of server systems, subsystems and accessories we sell;

variability of operating expenses as a percentage of net sales;

the timing of the introduction of new products by leading microprocessor vendors and other suppliers;

our ability to introduce new and innovative server solutions that appeal to our customers;

our ability to address technology issues as they arise, improve our products' functionality and expand our product offerings;

changes in our product pricing policies, including those made in response to new product announcements and pricing changes of our competitors;

mix of whether customer purchases are of full systems or subsystems and accessories and whether made directly or through indirect sales channels;

fluctuations based upon seasonality, with the quarters ending March 31 and September 30 typically being weaker;

the rate of expansion, domestically and internationally;

the effectiveness of our sales force and the efforts of our distributors;

the effect of mergers and acquisitions among our competitors, suppliers or partners;

general economic conditions in our geographic markets; and

impact of regulatory changes on our cost of doing business.

In particular, our results of operations in upcoming quarters may be impacted by the continuation of disruptions to global supply chains that as a result of the flooding that occurred in Thailand in 2011.

Accordingly, it is difficult for us to accurately forecast our growth and results of operations on a quarterly basis. If we fail to meet expectations of investors or analysts, our stock price may fall rapidly and without notice. Furthermore, the fluctuation of quarterly operating results may render less meaningful period-to-period comparisons of our operating results, and you should not rely upon them as an indication of future performance.

**If our limited number of contract manufacturers or suppliers of materials and core components fail to meet our requirements, we may be unable to meet customer demand for our products, which could decrease our revenues and earnings.**

We purchase many sophisticated materials and core components from one or a limited number of qualified suppliers and rely on a limited number of contract manufacturers to provide value added design, manufacturing, assembly and test services. We generally do not have long-term agreements with these vendors, and instead obtain key materials and services through purchase order arrangements. We have no contractual assurances from any contract manufacturer that adequate capacity will be available to us to meet future demand for our products.

---

**Table of Contents**

Consequently, we are vulnerable to any disruptions in supply with respect to the materials and core components provided by limited-source suppliers, and we are at risk of being harmed by discontinuations of design, manufacturing, assembly or testing services from our contract manufacturers. We have occasionally experienced delivery delays from our suppliers and contract manufacturers because of high industry demand or because of inability to meet our quality or delivery requirements. For example, in the past we experienced delays in the delivery of printed circuit board material as a result of the loss of two of our five printer circuit board vendors which resulted in a reduction of net sales for the quarter in which it occurred. If our relationships with our suppliers and contract manufactures are negatively impacted by late payments or other issues, we may not receive timely delivery of materials and core components. If we were to lose any of our current supply or contract manufacturing relationships, the process of identifying and qualifying a new supplier or contract manufacturer who will meet our quality and delivery requirements, and who will appropriately safeguard our intellectual property, may require a significant investment of time and resources, adversely affecting our ability to satisfy customer purchase orders and delaying our ability to rapidly introduce new products to market. Similarly, if any of our suppliers were to cancel or materially change contracts or commitments to us or fail to meet the quality or delivery requirements needed to satisfy customer demand for our products, our reputation and relationships with customers could be damaged. We could lose orders, be unable to develop or sell some products cost-effectively or on a timely basis, if at all, and have significantly decreased revenues, margins and earnings, which would have a material adverse effect on our business.

The 2011 floods in Thailand have disrupted the global supply chain for hard disk drives manufactured in Thailand, some of which are incorporated in our products or included in the end user products of our customers. A recovery for the supply chain disruptions for hard disk drives could take several quarters. Due to cross dependencies, supply chain disruptions stemming from the occurrences in Thailand have and may continue to negatively impact the demand for our products or our ability to supply products, including, for example, if we were unable to obtain sufficient supply of hard disk drives required for our products or if our customers were unable to obtain sufficient supply of hard disk drives required for their end products.

**Economic conditions could materially adversely affect us.**

Our operations and performance depend significantly on worldwide economic conditions. Uncertainty about current global economic conditions poses a risk as consumers and businesses may continue to postpone spending in response to tighter credit, unemployment, negative financial news and/or declines in income or asset values, which could have a material negative effect on demand for our products and services.

In the event of renewed financial turmoil affecting the banking system and financial markets, additional consolidation of the financial services industry, or significant financial service institution failures, there could be a new or incremental tightening in the credit markets, low liquidity, and extreme volatility in fixed income, credit, currency, and equity markets. In addition, the risk remains that there could be a number of follow-on effects from the credit crisis on our business, including the insolvency of key outsourcing partners or suppliers or their inability to obtain credit to finance development and/or manufacture products resulting in product delays; inability of customers, including channel partners, to obtain credit to finance purchases of our products and/or customer, including channel partner, insolvencies; and failure of derivative counterparties and other financial institutions negatively impacting our treasury operations. Uncertainty about current global economic conditions could also continue to increase the volatility of our stock price.

**Our future financial performance will depend on the timely introduction and widespread acceptance of new server solutions and increased functionality of our existing server solutions.**

Our future financial performance will depend on our ability to meet customer specifications and requirements by enhancing our current server solutions and developing server solutions with new and better functionality. The success of new features and new server solutions depends on several factors, including their timely introduction and market acceptance. We may not be successful in developing enhancements or new server solutions, or in timely bringing them to market. From time to time in the past, customers have deferred purchases of our existing products pending the introduction of new products based upon anticipated new microprocessor releases and we may be subject to such deferrals pending the release of Intel's latest new microprocessor. If our new server solutions are not competitive with solutions offered by other vendors, we may not be perceived as a technology leader and could miss market opportunities. If we are unable to enhance the functionality of our server solutions or introduce new server solutions which achieve widespread market acceptance, our reputation will be damaged, the value of our brand will diminish, and our business will suffer. In addition, uncertainties about the timing and nature of new features and products could result in increases in our research and development expenses with no assurance of future sales.

## **Table of Contents**

### **We may not be able to successfully manage our planned growth and expansion.**

Over time we expect to continue to make investments to pursue new customers and expand our product offerings to grow our business rapidly. In connection with this growth, we expect that our annual operating expenses will increase significantly as we invest in sales and marketing, research and development, manufacturing and production infrastructure, and strengthen customer service and support resources for our customers. Our failure to expand operational and financial systems timely or efficiently could result in additional operating inefficiencies, which could increase our costs and expenses more than we had planned and prevent us from successfully executing our business plan. We may not be able to offset the costs of operation expansion by leveraging the economies of scale from our growth in negotiations with our suppliers and contract manufacturers. Additionally, if we do increase our operating expenses in anticipation of the growth of our business and this growth does not meet our expectations, our financial results will be negatively impacted.

If our business grows, we will have to manage additional product design projects, materials procurement processes, and sales efforts and marketing for an increasing number of SKUs, as well as expand the number and scope of our relationships with suppliers, distributors and end customers. If we fail to manage these additional responsibilities and relationships successfully, we may incur significant costs, which may negatively impact our operating results.

Additionally, in our efforts to be first to market with new products with innovative functionality and features, we may devote significant research and development resources to products and product features for which a market does not develop quickly, or at all. If we are not able to predict market trends accurately, we may not benefit from such research and development activities, and our results of operations may suffer.

Since fiscal year 2010, we have been significantly increasing our operations in Taiwan and the Netherlands, in part to enable us to manufacture products and provide service closer to our customers' locations in Europe and Asia. If we fail to effectively manage the transition of manufacturing and service operations to these locations or if we misjudge our ability to utilize this additional capacity, our gross margin and results of operations may suffer.

### **We may encounter difficulties with our ERP Systems.**

We are in the process of planning for the implementation of a new enterprise resource planning, or ERP, system. Many companies have experienced delays and difficulties with the implementation of new or changed ERP systems that have had a negative effect on their business. Any disruptions, delays or deficiencies in the design and implementation of a revised or new ERP system could result in potentially much higher costs than we had anticipated and could adversely affect our ability to develop new products, provide services, fulfill contractual obligations, file reports with the SEC in a timely manner and/or otherwise operate our business, or otherwise impact our controls environment. Any of these consequences could have an adverse effect on our results of operations and financial condition.

### **The market in which we participate is highly competitive, and if we do not compete effectively, we may not be able to increase our market penetration, grow our net sales or improve our gross margins.**

The market for server solutions is intensely competitive and rapidly changing. Barriers to entry in our market are relatively low and we expect increased challenges from existing as well as new competitors. Some of our principal competitors offer server solutions at a lower price, which has resulted in pricing pressures on sales of our server solutions. We expect further downward pricing pressure from our competitors and expect that we will have to price some of our server solutions aggressively to increase our market share with respect to those products, particularly for datacenter customers. If we are unable to maintain the margins on our server solutions, our operating results could be negatively impacted. In addition, if we do not develop new innovative server solutions, or enhance the reliability, performance, efficiency and other features of our existing server solutions, our customers may turn to our competitors for alternatives. In addition, pricing pressures and increased competition generally may also result in reduced sales, lower margins or the failure of our products to achieve or maintain widespread market acceptance, any of which could have a material adverse effect on our business, results of operations and financial condition.

Our principal competitors include global technology companies such as Dell, Inc., Hewlett-Packard Company, IBM and Intel. In addition, we also compete with a number of smaller vendors who also sell application optimized servers and original design manufacturers, or ODMs, such as Quanta Computer Incorporated. ODMs sell server solutions marketed or sold under a third party brand.

Many of our competitors enjoy substantial competitive advantages, such as:



Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

greater name recognition and deeper market penetration;

longer operating histories;

larger sales and marketing organizations and research and development teams and budgets;

## **Table of Contents**

more established relationships with customers, contract manufacturers and suppliers and better channels to reach larger customer bases;

larger customer service and support organizations with greater geographic scope;

a broader and more diversified array of products and services; and

substantially greater financial, technical and other resources.

As a result, our competitors may be able to respond more quickly and effectively than we can to new or changing opportunities, technologies, standards or customer requirements. Competitors may seek to copy our innovations and use cost advantages from greater size to compete aggressively with us on price. Certain customers are also current or prospective competitors and as a result, assistance that we provide to them as customers may ultimately result in increased competitive pressure against us. Furthermore, because of these advantages, even if our application optimized server solutions are more effective than the products that our competitors offer, potential customers might accept competitive products in lieu of purchasing our products. The challenges we face from larger competitors will become even greater if consolidation or collaboration between or among our competitors occurs in our industry. For all of these reasons, we may not be able to compete successfully against our current or future competitors, and if we do not compete effectively, our ability to increase our net sales may be impaired.

**As we increasingly target larger customers, our customer base may become less diversified, our cost of sales may increase, and our sales may be less predictable.**

We expect that as our business continues to grow, we will be increasingly dependent upon larger sales to maintain our rate of growth and that selling our server solutions to larger customers will create new challenges. However, if certain customers buy our products in greater volumes, and their business becomes a larger percentage of our net sales, we may grow increasingly dependent on those customers to maintain our growth. If our largest customers do not purchase our products at the levels or in the timeframes that we expect, our ability to maintain or grow our net sales will be adversely affected.

Additionally, as we and our distribution partners focus increasingly on selling to larger customers and attracting larger orders, we expect greater costs of sales. Our sales cycle may become longer and more expensive, as larger customers typically spend more time negotiating contracts than smaller customers. Larger customers often seek to gain greater pricing concessions, as well as greater levels of support in the implementation and use of our server solutions. These factors can result in lower margins for our products.

Increased sales to larger companies may also cause fluctuations in results of operations. A larger customer may seek to fulfill all or substantially all of its requirements in a single order, and not make another purchase for a significant period of time. Accordingly, a significant increase in revenue during the period in which we recognize the revenue from the sale may be followed by a period of time during which the customer purchases none or few of our products. A significant decline in net sales in periods following a significant order could adversely affect our stock price.

**We must work closely with our suppliers to make timely new product introductions.**

We rely on our close working relationships with our suppliers, including Intel, AMD and Nvidia, to anticipate and deliver new products on a timely basis when new generation materials and core components are made available. Intel, AMD and Nvidia are the only suppliers of the microprocessors we use in our server systems. If we are not able to maintain our relationships with our suppliers or continue to leverage their research and development capabilities to develop new technologies desired by our customers, our ability to quickly offer advanced technology and product innovations to our customers would be impaired. We have no long term agreements that obligate our suppliers to continue to work with us or to supply us with products.

**Our suppliers' failure to improve the functionality and performance of materials and core components for our products may impair or delay our ability to deliver innovative products to our customers.**

We need our material and core component suppliers, such as Intel, AMD and Nvidia, to provide us with core components that are innovative, reliable and attractive to our customers. Due to the pace of innovation in our industry, many of our customers may delay or reduce purchase decisions until they believe that they are receiving best of breed products that will not be rendered obsolete by an impending technological

## Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

development. Accordingly, demand for new server systems that incorporate new products and features is significantly impacted by our suppliers' new product introduction schedules and the functionality, performance and reliability of those new products. If our materials and core component suppliers fail to deliver new and improved materials and core components for our products, we may not be able to satisfy customer demand for our products in a timely manner, or at all. If our suppliers' components do not function properly, we may incur additional costs and our relationships with our customers may be adversely affected.

---

## **Table of Contents**

### **As our business grows and if the economy does not improve, we expect that we may be exposed to greater customer credit risks.**

Historically, we have offered limited credit terms to our customers. As our customer base expands, as our orders increase in size, and as we obtain more direct customers, we expect to offer increased credit terms and flexible payment programs to our customers. Doing so may subject us to increased credit risk, higher accounts receivable with longer days outstanding, and increases in charges or reserves, which could have a material adverse effect on our business, results of operations and financial condition. Likewise, if there is no sustained economic recovery, we could be exposed to greater credit risk.

### **Our ability to develop our brand is critical to our ability to grow.**

We believe that acceptance of our server solutions by an expanding customer base depends in large part on increasing awareness of the Supermicro brand and that brand recognition will be even more important as competition in our market develops. In particular, we expect an increasing proportion of our sales to come from sales of server systems, the sales of which we believe may be particularly impacted by brand strength. Successful promotion of our brand will depend largely on the effectiveness of our marketing efforts and on our ability to develop reliable and useful products at competitive prices. To date, we have not devoted significant resources to building our brand, and have limited experience in increasing customer awareness of our brand. Our future brand promotion activities, including any expansion of our cooperative marketing programs with strategic partners, may involve significant expenses and may not generate desired levels of increased revenue, and even if such activities generate some increased revenue, such increased revenue may not offset the expenses we incurred in endeavoring to build our brand. If we fail to successfully promote and maintain our brand, or incur substantial expenses in our attempts to promote and maintain our brand, we may fail to attract enough new customers or retain our existing customers to the extent necessary to realize a sufficient return on our brand-building efforts, and as a result our operating results and financial condition could suffer.

### **We principally rely on indirect sales channels for the sale and distribution of our products and any disruption in these channels could adversely affect our sales.**

Historically, a majority of our revenues have resulted from sales of our products through third party distributors and resellers, which sales accounted for 52.6% and 54.8% of our net sales in the three and nine months ended March 31, 2012 and 60.5% and 58.0% of our net sales in the three and nine months ended March 31, 2011, respectively. We depend on our distributors to assist us in promoting market acceptance of our products and anticipate that a majority of our revenues will continue to result from sales through indirect channels. To maintain and potentially increase our revenue and profitability, we will have to successfully preserve and expand our existing distribution relationships as well as develop new distribution relationships. Our distributors also sell products offered by our competitors and may elect to focus their efforts on these sales. If our competitors offer our distributors more favorable terms or have more products available to meet the needs of their customers, or utilize the leverage of broader product lines sold through the distributors, those distributors may de-emphasize or decline to carry our products. In addition, our distributors' order decision-making process is complex and involves several factors, including end customer demand, warehouse allocation and marketing resources, which can make it difficult to accurately predict total sales for the quarter until late in the quarter. We also do not control the pricing or discounts offered by distributors to end customers. To maintain our participation in distributors' marketing programs, in the past we have provided cooperative marketing arrangements or made short-term pricing concessions.

The discontinuation of cooperative marketing arrangements or pricing concessions could have a negative effect on our business. Our distributors could also modify their business practices, such as payment terms, inventory levels or order patterns. If we are unable to maintain successful relationships with distributors or expand our distribution channels or we experience unexpected changes in payment terms, inventory levels or other practices by our distributors, our business will suffer.

### **We may be unable to accurately predict future sales through our distributors, which could harm our ability to efficiently manage our resources to match market demand.**

Since a significant portion of our sales are made through domestic and international distributors, our financial results, quarterly product sales, trends and comparisons are affected by fluctuations in the buying patterns of end customers and our distributors, and by the changes in inventory levels of our products held by these distributors. We generally record revenue based upon a sell-in model which means that we generally record revenue upon shipment to our distributors. For more information regarding our revenue recognition policies, see Management's Discussion and Analysis of Financial Condition and Results of Operations Critical Accounting Policies. While we attempt to assist our distributors in maintaining targeted stocking level of our products, we may not consistently be accurate or successful. This process involves the exercise of

---

## **Table of Contents**

judgment and use of assumptions as to future uncertainties including end customer demand. Our distributors also have various rights to return products which could, among other things, result in our having to repurchase inventory which has declined in value or is obsolete. Consequently, actual results could differ from our estimates. Inventory levels of our products held by our distributors may exceed or fall below the levels we consider desirable on a going-forward basis. This could adversely affect our distributors or our ability to efficiently manage or invest in internal resources, such as manufacturing and shipping capacity, to meet the demand for our products.

### **Any failure to adequately expand or retain our sales force will impede our growth.**

Though we expect to continue to rely primarily on third party distributors to sell our server solutions, we expect that, over time, our direct sales force will grow. Competition for direct sales personnel with the advanced sales skills and technical knowledge we need is intense. Our ability to grow our revenue in the future will depend, in large part, on our success in recruiting, training, retaining and successfully managing sufficient qualified direct sales personnel. We have traditionally experienced greater turnover in our sales and marketing personnel as compared to other departments. New hires require significant training and may take six months or longer before they reach full productivity. Our recent hires and planned hires may not become as productive as we would like, and we may be unable to hire sufficient numbers of qualified individuals in the future in the markets where we do business. If we are unable to hire, develop and retain sufficient numbers of productive sales personnel, sales of our server solutions will suffer.

### **Our direct sales efforts may create confusion for our end customers and harm our relationships with our distributors and OEMs.**

Though our direct sales efforts have historically been limited and focused on customers who typically do not buy from distributors or OEMs, we expect our direct sales force to grow as our business grows. As our direct sales force becomes larger, our direct sales efforts may lead to conflicts with our distributors and OEMs, who may view our direct sales efforts as undermining their efforts to sell our products. If a distributor or OEM deems our direct sales efforts to be inappropriate, the distributor or OEM may not effectively market our products, may emphasize alternative products from competitors, or may seek to terminate our business relationship. Disruptions in our distribution channels could cause our revenues to decrease or fail to grow as expected. Our failure to implement an effective direct sales strategy that maintains and expands our relationships with our distributors and OEMs could lead to a decline in sales and adversely affect our results of operations.

### **If we are required to change the timing of our revenue recognition, our net sales and net income could decrease.**

We currently record revenue based upon a sell-in model with revenues generally recorded upon shipment of products to our distributors. This is in contrast to a sell-through model pursuant to which revenues are generally recognized upon sale of products by distributors to their customers. This requires that we maintain a reserve to cover the estimated costs of any returns or exercises of stock rotation rights, which we estimate primarily based on our historical experience. If facts and circumstances change such that the rate of returns of our products exceeds our historical experience, we may have to increase our reserve, which, in turn, would cause our revenue to decline. Similarly, if facts and circumstances change such that we are no longer able to determine reasonable estimates of our sales returns, we would be required to defer our revenue recognition until the point of sale from the distributors to their customers. Any such change may negatively impact our net sales or net income for particular periods and cause a decline in our stock price. For additional information regarding our revenue recognition policies, see Management's Discussion and Analysis of Financial Condition and Results of Operations Critical Accounting Policies.

### **The average selling prices for our existing server solutions are subject to decline if customers do not continue to purchase our latest generation products, which could harm our results of operations.**

As with most electronics based products, average selling prices of servers typically are highest at the time of introduction of new products, which utilize the latest technology, and tend to decrease over time as such products become commoditized and are ultimately replaced by even newer generation products. As our business continues to grow, we may increasingly be subject to this industry risk. We cannot predict the timing or amount of any decline in the average selling prices of our server solutions that we may experience in the future. In some instances, our agreements with our distributors limit our ability to reduce prices unless we make such price reductions available to them, or price protect their inventory. If we are unable to decrease per unit manufacturing costs faster than the rate at which average selling prices continue to decline, our business, financial condition and results of operations will be harmed.

---

**Table of Contents**

**Our cost structure and ability to deliver server solutions to customers in a timely manner may be adversely affected by volatility of the market for core components and materials for our products.**

Prices of materials and core components utilized in the manufacture of our server solutions, such as serverboards, chassis, central processing units, or CPUs, memory and hard drives represent a significant portion of our cost of sales. We generally do not enter into long-term supply contracts for these materials and core components, but instead purchase these materials and components on a purchase order basis. Prices of these core components and materials are volatile, and, as a result, it is difficult to predict expense levels and operating results. In addition, if our business growth renders it necessary or appropriate to transition to longer term contracts with materials and core component suppliers, our costs may increase and our gross margins could correspondingly decrease.

Because we often acquire materials and core components on an as needed basis, we may be limited in our ability to effectively and efficiently respond to customer orders because of the then-current availability or the terms and pricing of materials and core components. Our industry has experienced materials shortages and delivery delays in the past, and we may experience shortages or delays of critical materials in the future. From time to time, we have been forced to delay the introduction of certain of our products or the fulfillment of customer orders as a result of shortages of materials and core components. For example, we were unable to fulfill certain orders at the end of the quarter ended June 30, 2010 due to component shortages. Likewise, our net sales for the quarter ended December 31, 2011 and March 31, 2012 were adversely impacted by disk drive shortages resulting from the flooding in Thailand. If shortages or delays arise, the prices of these materials and core components may increase or the materials and core components may not be available at all. In addition, in the event of shortages, some of our larger competitors may have greater abilities to obtain materials and core components due to their larger purchasing power. We may not be able to secure enough core components or materials at reasonable prices or of acceptable quality to build new products to meet customer demand, which could adversely affect our business and financial results.

In order to address market volatility, we from time to time, make larger investments in material and component inventory. Such investments expose us to risk of lower margins or loss on disposal of such inventory if our expectations of customer demand are incorrect and the market price of the material or component inventory decline.

**We may lose sales or incur unexpected expenses relating to insufficient, excess or obsolete inventory.**

As a result of our strategy to provide greater choice and customization of our products to our customers, we are required to maintain a high level of inventory. If we fail to maintain sufficient inventory, we may not be able to meet demand for our products on a timely basis, and our sales may suffer. If we overestimate customer demand for our products, we could experience excess inventory of our products and be unable to sell those products at a reasonable price, or at all. As a result, we may need to record higher inventory reserves. If we are later able to sell such products at a profit, it may increase the quarterly variances in our operating results. Additionally, the rapid pace of innovation in our industry could render significant portions of our existing inventory obsolete. Certain of our distributors and OEMs have rights to return products, limited to purchases over a specified period of time, generally within 60 to 90 days of the purchase, or to products in the distributor's or OEM's inventory at certain times, such as termination of the agreement or product obsolescence. Any returns under these arrangements could result in additional obsolete inventory. In addition, server systems, subsystems and accessories that have been customized and later returned by those of our customers and partners who have return rights or stock rotation rights may be unusable for other purposes or may require reformation at additional cost to be made ready for sale to other customers. Excess or obsolete inventory levels for these or other reasons could result in unexpected expenses or increases in our reserves against potential future charges which would adversely affect our business and financial results. For example, during the three and nine months ended March 31, 2012, we recorded inventory write-downs charged to cost of sales of \$1.8 million and \$5.7 million, respectively, and \$1.1 million and \$1.6 million for the three and nine months ended March 31, 2011, respectively, for excess and obsolete inventory. For additional information regarding customer return rights, see Management's Discussion and Analysis of Financial Condition and Results of Operations Critical Accounting Policies Revenue Recognition.

**Our focus on internal development and customizable server solutions could delay our introduction of new products and result in increased costs.**

Our strategy is to rely to a significant degree on internally developed components, even when third party components may be available. We believe this allows us to develop products with a greater range of features and functionality and allows us to develop solutions that are more customized to customer needs. However, if not properly managed, this reliance on internally developed components may be more costly than use of third party components, thereby making our products less price competitive or reducing our margins. In addition, our reliance on internal development may lead to delays in the introduction of new products and impair our ability to introduce products rapidly to market. We may also experience increases in our inventory costs and obsolete inventory, thereby reducing our margins.



---

## **Table of Contents**

**Our research and development expenditures, as a percentage of our net sales, are considerably higher than many of our competitors and our earnings will depend upon maintaining revenues and margins that offset these expenditures.**

Our strategy is to focus on being consistently rapid-to-market with flexible and customizable server systems that take advantage of our own internal development and the latest technologies offered by microprocessor manufacturers and other component vendors. Consistent with this strategy, we spend higher amounts, as a percentage of revenues, on research and development costs than many of our competitors. If we cannot sell our products in sufficient volume and with adequate gross margins to compensate for such investment in research and development, our earnings may be materially and adversely affected.

**Our failure to deliver high quality server solutions could damage our reputation and diminish demand for our products.**

Our server solutions are critical to our customers' business operations. Our customers require our server solutions to perform at a high level, contain valuable features and be extremely reliable. The design of our server solutions is sophisticated and complex, and the process for manufacturing, assembling and testing our server solutions is challenging. Occasionally, our design or manufacturing processes may fail to deliver products of the quality that our customers require. For example, in the past a vendor provided us with a defective capacitor that failed under certain heavy use applications. As a result, our product needed to be repaired. Though the vendor agreed to pay for a large percentage of the costs of the repairs, we incurred costs in connection with the recall and diverted resources from other projects.

New flaws or limitations in our server solutions may be detected in the future. Part of our strategy is to bring new products to market quickly, and first-generation products may have a higher likelihood of containing undetected flaws. If our customers discover defects or other performance problems with our products, our customers' businesses, and our reputation, may be damaged. Customers may elect to delay or withhold payment for defective or underperforming server solutions, request remedial action, terminate contracts for untimely delivery, or elect not to order additional server solutions, which could result in an increase in our provision for doubtful accounts, an increase in collection cycles for accounts receivable or subject us to the expense and risk of litigation. We may incur expenses in recalling, refurbishing or repairing defective server solutions. If we do not properly address customer concerns about our products, our reputation and relationships with our customers may be harmed. For all of these reasons, customer dissatisfaction with the quality of our products could substantially impair our ability to grow our business.

**Conflicts of interest may arise between us and Ablecom Technology Inc., one of our major contract manufacturers, and those conflicts may adversely affect our operations.**

We use Ablecom, a related party, for contract design and manufacturing coordination support. We work with Ablecom to optimize modular designs for our chassis and certain of other components. Our purchases from Ablecom represented 20.1% and 18.8% of our cost of sales for the three and nine months ended March 31, 2012, respectively, and 20.3% and 21.5% of our cost of sales for the three and nine months ended March 31, 2011, respectively. Ablecom's sales to us constitute a substantial majority of Ablecom's net sales. Ablecom is a privately-held Taiwan-based company.

Steve Liang, Ablecom's Chief Executive Officer and largest shareholder, is the brother of Charles Liang, our President, Chief Executive Officer and Chairman of the Board. Charles Liang, and his spouse, Chiu-Chu (Sara) Liu Liang, our Vice President of Operations, Treasurer and director, jointly own 10.5% of Ablecom's outstanding common stock. Mr. Charles Liang, Ms. Liang, Mr. Steve Liang and relatives of these individuals own 46.4% of Ablecom's outstanding common stock. Mr. and Mrs. Charles Liang, as directors, officers and significant stockholders of the Company, have considerable influence over the management of our business relationships. Accordingly, we may be disadvantaged by their economic interests as stockholders of Ablecom and their personal relationship with Ablecom's Chief Executive Officer. We may not negotiate or enforce contractual terms as aggressively with Ablecom as we might with an unrelated party, and the commercial terms of our agreements may be less favorable than we might obtain in negotiations with third parties. If our business dealings with Ablecom are not as favorable to us as arms-length transactions, our results of operations may be harmed.

If Steve Liang ceases to have significant influence over Ablecom, or if those of our stockholders who hold shares of Ablecom cease to have a significant amount of the outstanding shares of Ablecom, the terms and conditions of our agreements with Ablecom may not be as favorable as those in our existing contracts. As a result, our costs could increase and adversely affect our margins and results of operations.

**Our relationship with Ablecom may allow us to benefit from favorable pricing which may result in reported results more favorable than we might report in the absence of our relationship.**

Although we generally re-negotiate the price of products that we purchase from Ablecom on a quarterly basis, pursuant to our agreements with Ablecom either party may re-negotiate the price of products for each order. As a result of our relationship with Ablecom, it is possible that



## Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

Ablecom may in the future sell products to us at a price lower than we could obtain from an unrelated third party supplier. This may result in future reporting of gross profit as a percentage of net sales that is in excess of what we might have obtained absent our relationship with Ablecom.

## **Table of Contents**

### **Our reliance on Ablecom could be subject to risks associated with our reliance on a limited source of contract manufacturing services and inventory warehousing.**

We continue to maintain our manufacturing relationship with Ablecom in Asia. In order to provide a larger volume of contract manufacturing services for us, Ablecom will continue to warehouse for us an increasing number of components and subassemblies manufactured by multiple suppliers prior to shipment to our facilities in the U.S. and Europe. We also anticipate that we will continue to lease office space from Ablecom in Taiwan to support the research and development efforts we are undertaking.

If we or Ablecom fail to manage the contract manufacturing services and warehouse operations in Asia, we may experience delays in our ability to fulfill customer orders. Similarly, if Ablecom's facility in Asia is subject to damage, destruction or other disruptions, our inventory may be damaged or destroyed, and we may be unable to find adequate alternative providers of contract manufacturing services in the time that we or our customers require. We could lose orders and be unable to develop or sell some products cost-effectively or on a timely basis, if at all.

Currently, we purchase contract manufacturing services primarily for our chassis and power supply products from Ablecom. If our commercial relationship with Ablecom were to deteriorate or terminate, establishing direct relationships with those entities supplying Ablecom with key materials for our products or identifying and negotiating agreements with alternative providers of warehouse and contract manufacturing services might take a considerable amount of time and require a significant investment of resources. Pursuant to our agreements with Ablecom and subject to certain exceptions, Ablecom has the exclusive right to be our supplier of the specific products developed under such agreements. As a result, if we are unable to obtain such products from Ablecom on terms acceptable to us, we may need to identify a new supplier, change our design and acquire new tooling, all of which could result in delays in our product availability and increased costs. If we need to use other suppliers, we may not be able to establish business arrangements that are, individually or in the aggregate, as favorable as the terms and conditions we have established with Ablecom. If any of these things should occur, our net sales, margins and earnings could significantly decrease, which would have a material adverse effect on our business.

### **Our growth into markets outside the United States exposes us to risks inherent in international business operations.**

We market and sell our systems and components both domestically and outside the United States. We intend to expand our international sales efforts, especially into Asia and are expanding our business operations in Europe and Asia, particularly in the Netherlands, Taiwan and China. In particular, we have and continue to make substantial investments for the purchase of land and the development of new facilities in Taiwan to accommodate our expected growth. Our international expansion efforts may not be successful. Our international operations expose us to risks and challenges that we would otherwise not face if we conducted our business only in the United States, such as:

heightened price sensitivity from customers in emerging markets;

our ability to establish local manufacturing, support and service functions, and to form channel relationships with resellers in non-U.S. markets;

localization of our systems and components, including translation into foreign languages and the associated expenses;

compliance with multiple, conflicting and changing governmental laws and regulations;

foreign currency fluctuations;

limited visibility into sales of our products by our distributors;

laws favoring local competitors;

weaker legal protections of intellectual property rights and mechanisms for enforcing those rights;

market disruptions created by public health crises in regions outside the U.S., such as Avian flu, SARS and other diseases;

difficulties in staffing and managing foreign operations, including challenges presented by relationships with workers' councils and labor unions; and

changing regional economic and political conditions.

These factors could limit our future international sales or otherwise adversely impact our operations or our results of operations.

## **Table of Contents**

**We have in the past entered into plea and settlement agreements with the government relating to violations of export control and related laws; if we fail to comply with laws and regulations restricting dealings with sanctioned countries, we may be subject to future civil or criminal penalties, which may have a material adverse effect on our business or ability to do business outside the U.S.**

In 2006, we entered into certain plea and settlement agreement with government agencies relating to export control and related law violations for activities that occurred in the 2001 to 2003 timeframe. We believe we are currently in compliance in all material respects with applicable export related laws and regulations. However, if our export compliance program is not effective, or if we are subject to any future claims regarding violation of export control and economic sanctions laws, we could be subject to civil or criminal penalties, which could lead to a material fine or other sanctions, including loss of export privileges, that may have a material adverse effect on our business, financial condition, results of operation and future prospects. In addition, these plea and settlement agreements and any future violations could have an adverse impact on our ability to sell our products to U.S. federal, state and local government and related entities.

**Any failure to protect our intellectual property rights, trade secrets and technical know-how could impair our brand and our competitiveness.**

Our ability to prevent competitors from gaining access to our technology is essential to our success. If we fail to protect our intellectual property rights adequately, we may lose an important advantage in the markets in which we compete. Trademark, patent, copyright and trade secret laws in the United States and other jurisdictions as well as our internal confidentiality procedures and contractual provisions are the core of our efforts to protect our proprietary technology and our brand. Our patents and other intellectual property rights may be challenged by others or invalidated through administrative process or litigation, and we may initiate claims or litigation against third parties for infringement of our proprietary rights. Such administrative proceedings and litigation are inherently uncertain and divert resources that could be put towards other business priorities. We may not be able to obtain a favorable outcome and may spend considerable resources in our efforts to defend and protect our intellectual property.

Furthermore, legal standards relating to the validity, enforceability and scope of protection of intellectual property rights are uncertain. Effective patent, trademark, copyright and trade secret protection may not be available to us in every country in which our products are available. The laws of some foreign countries may not be as protective of intellectual property rights as those in the United States, and mechanisms for enforcement of intellectual property rights may be inadequate.

Accordingly, despite our efforts, we may be unable to prevent third parties from infringing upon or misappropriating our intellectual property and using our technology for their competitive advantage. Any such infringement or misappropriation could have a material adverse effect on our business, results of operations and financial condition.

**Resolution of claims that we have violated or may violate the intellectual property rights of others could require us to indemnify our customers, resellers or vendors, redesign our products, or pay significant royalties to third parties, and materially harm our business.**

Our industry is marked by a large number of patents, copyrights, trade secrets and trademarks and by frequent litigation based on allegations of infringement or other violation of intellectual property rights. Third-parties have in the past filed claims or sent us correspondence regarding their intellectual property and in the future we may be subject to claims that our products infringe or violate third parties' intellectual property rights. In addition, increasingly non-operating companies are purchasing patents and bringing claims against technology companies. We settled one claim in fiscal year 2011. Successful intellectual property claims against us from others could result in significant financial liability or prevent us from operating our business or portions of our business as we currently conduct it or as we may later conduct it. In addition, resolution of claims may require us to redesign our technology, to obtain licenses to use intellectual property belonging to third parties, which we may not be able to obtain on reasonable terms, to cease using the technology covered by those rights, and to indemnify our customers, resellers or vendors. Any claim, regardless of its merits, could be expensive and time consuming to defend against, and divert the attention of our technical and management resources.

**If we lose Charles Liang, our President, Chief Executive Officer and Chairman, or any other key employee or are unable to attract additional key employees, we may not be able to implement our business strategy in a timely manner.**

Our future success depends in large part upon the continued service of our executive management team and other key employees. In particular, Charles Liang, our President, Chief Executive Officer and Chairman of the Board, is critical to the overall management of our company as well as to the development of our culture and our strategic direction. Mr. Liang co-founded our company and has been our Chief Executive Officer since our inception. His experience in running our business and his personal involvement in key relationships with suppliers, customers and strategic partners are extremely valuable to our company. We currently do not have a succession plan for the replacement of Mr. Liang if it were to become necessary. Additionally, we are particularly dependent on the continued service of our existing research and development personnel



## **Table of Contents**

because of the complexity of our products and technologies. Our employment arrangements with our executives and employees do not require them to provide services to us for any specific length of time, and they can terminate their employment with us at any time, with or without notice, without penalty. The loss of services of any of these executives or of one or more other key members of our team could seriously harm our business.

To execute our growth plan, we must attract additional highly qualified personnel, including additional engineers and executive staff. Competition for qualified personnel is intense, especially in San Jose, where we are headquartered. We have experienced in the past and may continue to experience difficulty in hiring and retaining highly skilled employees with appropriate qualifications. In particular, we are currently working to add personnel in our finance, accounting and general administration departments, which have historically had limited budgets and staffing. If we are unable to attract and integrate additional key employees in a manner that enables us to scale our business and operations effectively, or if we do not maintain competitive compensation policies to retain our employees, our ability to operate effectively and efficiently could be limited.

### **Backlog does not provide a substantial portion of our net sales in any quarter.**

Our net sales are difficult to forecast because we do not have sufficient backlog of unfilled orders to meet our quarterly net sales targets at the beginning of a quarter. Rather, a majority of our net sales in any quarter depend upon customer orders that we receive and fulfill in that quarter. Because our expense levels are based in part on our expectations as to future net sales and to a large extent are fixed in the short term, we might be unable to adjust spending in time to compensate for any shortfall in net sales. Accordingly, any significant shortfall of revenues in relation to our expectations would harm our operating results.

### **Our business and operations are especially subject to the risks of earthquakes other natural catastrophic events.**

Our corporate headquarters, including our most significant research and development and manufacturing operations, in the Silicon Valley area of Northern California and our manufacturing facilities in Taiwan are located in regions known for seismic activity. We do not currently have a comprehensive disaster recovery program or an earthquake damage or business interruption insurance in any of our locations and as a result, a significant natural disaster, such as an earthquake, could have a material adverse impact on our business, operating results, and financial condition. Although we are in the process of preparing such a program, there is no assurance that it will be effective in the event of such a disaster.

### **We invest in auction rate securities that are subject to market risk and the recent problems in the financial markets could adversely affect the value and liquidity of our assets.**

As of March 31, 2012, we held \$3.3 million of auction rate securities, net of unrealized losses, representing our interest in auction rate preferred shares in a closed-end mutual fund invested in municipal securities and auction rate student loans guaranteed by the Federal Family Education Loan Program; such auction rate securities were rated AAA or CAA3 at March 31, 2012. These auction rate preferred shares have no stated maturity date and the stated maturity dates for these auction rate student loans range from 2035 to 2040.

Based on our assessment of fair value at March 31, 2012, we have recorded an accumulated unrealized loss of \$0.1 million, net of deferred income taxes, on long-term auction rate securities. The unrealized loss was deemed to be temporary and has been recorded as a component of accumulated other comprehensive loss.

Although we have determined that we will not likely be required to sell the securities before their anticipated recovery and we have the intent and ability to hold our investments until successful auctions occur, these investments are not currently liquid and in the event we need to access these funds, we will not be able to do so without a loss of principal. There can be no assurances that these investments will be settled in the short term or that they will not become other-than-temporarily impaired subsequent to March 31, 2012, as the market for these investments is presently uncertain. In any event, we do not have a present need to access these funds for operational purposes. We will continue to monitor and evaluate these investments as there is no assurance as to when the market for these investments will allow us to liquidate them. We may be required to record impairment charges in periods subsequent to March 31, 2012 with respect to these securities and, if a liquid market does not develop for these investments, we could be required to hold them to maturity.

### **If we are unable to favorably assess the effectiveness of our internal control over financial reporting, or if our independent auditors are unable to provide an unqualified attestation report on our internal control over financial reporting, our stock price could be adversely affected.**

## Edgar Filing: Super Micro Computer, Inc. - Form 10-Q

Pursuant to Section 404 of the Sarbanes-Oxley Act of 2002, or Section 404, our management is required to report on the effectiveness of our internal control over financial reporting in our annual reports. In addition, our independent auditors must attest to and report on the effectiveness of our internal control over financial reporting. The rules governing the standards

---

## **Table of Contents**

that must be met for management to assess our internal control over financial reporting are complex, and require significant documentation, testing and possible remediation. As a result, our efforts to comply with Section 404 have required the commitment of significant managerial and financial resources. As we are committed to maintaining high standards of public disclosure, our efforts to comply with Section 404 are ongoing, and we are continuously in the process of reviewing, documenting and testing our internal control over financial reporting, which will result in continued commitment of significant financial and managerial resources. Although we strive to maintain effective internal controls over financial reporting in order to prevent and detect material misstatements in our annual and quarterly financial statements and prevent fraud, we cannot assure that such efforts will be effective. If we fail to maintain effective internal controls in future periods, our operating results, financial position and stock price could be adversely affected.

### **Our operations involve the use of hazardous and toxic materials, and we must comply with environmental laws and regulations, which can be expensive, and may affect our business and operating results.**

We are subject to federal, state and local regulations relating to the use, handling, storage, disposal and human exposure to hazardous and toxic materials. If we were to violate or become liable under environmental laws in the future as a result of our inability to obtain permits, human error, accident, equipment failure or other causes, we could be subject to fines, costs, or civil or criminal sanctions, face third party property damage or personal injury claims or be required to incur substantial investigation or remediation costs, which could be material, or experience disruptions in our operations, any of which could have a material adverse effect on our business. In addition, environmental laws could become more stringent over time imposing greater compliance costs and increasing risks and penalties associated with violations, which could harm our business.

We also face increasing complexity in our product design as we adjust to new and future requirements relating to the materials composition of our products, including the restrictions on lead and other hazardous substances applicable to specified electronic products placed on the market in the European Union (Restriction on the Use of Hazardous Substances Directive 2002/95/EC, also known as the RoHS Directive). We are also subject to laws and regulations such as California's Proposition 65 which requires that clear and reasonable warnings be given to consumers who are exposed to certain chemicals deemed by the State of California to be dangerous, such as lead. We expect that our operations will be affected by other new environmental laws and regulations on an ongoing basis. Although we cannot predict the ultimate impact of any such new laws and regulations, they will likely result in additional costs, and could require that we change the design and/or manufacturing of our products, any of which could have a material adverse effect on our business.

### **Risks Related to Owning Our Stock**

#### **The trading price of our common stock is likely to be volatile, and you might not be able to sell your shares at or above the price at which you purchased the shares.**

The trading prices of technology company securities historically have been highly volatile and the trading price of our common stock has been and is likely to continue to be subject to wide fluctuations. Factors, in addition to those outlined elsewhere in this filing, that may affect the trading price of our common stock include:

actual or anticipated variations in our operating results;

announcements of technological innovations, new products or product enhancements, strategic alliances or significant agreements by us or by our competitors;

changes in recommendations by any securities analysts that elect to follow our common stock;

the financial projections we may provide to the public, any changes in these projections or our failure to meet these projections;

the loss of a key customer;



the loss of key personnel;

technological advancements rendering our products less valuable;

lawsuits filed against us;

changes in operating performance and stock market valuations of other companies that sell similar products;

price and volume fluctuations in the overall stock market;

market conditions in our industry, the industries of our customers and the economy as a whole; and

other events or factors, including those resulting from war, incidents of terrorism or responses to these events.

**Future sales of shares by existing stockholders could cause our stock price to decline.**

Attempts by existing stockholders to sell substantial amounts of our common stock in the public market could cause the trading price of our common stock to decline significantly. All of our shares are eligible for sale in the public market,

## **Table of Contents**

including 11.4 million shares held by directors, executive officers and other affiliates, which are subject to volume limitations under Rule 144 under the Securities Act. In addition, 10.9 million shares subject to outstanding options and reserved for future issuance under our stock option plans are eligible for sale in the public market to the extent permitted by the provisions of various vesting agreements. If these additional shares are sold, or if it is perceived that they will be sold in the public market, the trading price of our common stock could decline.

**If securities analysts do not publish research or reports about our business or if they downgrade our stock, the price of our stock could decline.**

The research and reports that industry or financial analysts publish about us or our business likely have an effect on the trading price of our common stock. If an industry analyst decides not to cover our company, or if an industry analyst decides to cease covering our company at some point in the future, we could lose visibility in the market, which in turn could cause our stock price to decline. If an industry analyst downgrades our stock, our stock price would likely decline rapidly in response.

**The concentration of our capital stock ownership with insiders will likely limit your ability to influence corporate matters.**

As of April 26, 2012, our executive officers, directors, current five percent or greater stockholders and affiliated entities together beneficially owned 32.4% of our common stock, net of treasury stock. As a result, these stockholders, acting together, will have significant influence over all matters that require approval by our stockholders, including the election of directors and approval of significant corporate transactions. Corporate action might be taken even if other stockholders oppose them. This concentration of ownership might also have the effect of delaying or preventing a change of control of our company that other stockholders may view as beneficial.

**Provisions of our certificate of incorporation and bylaws and Delaware law might discourage, delay or prevent a change of control of our company or changes in our management and, as a result, depress the trading price of our common stock.**

Our certificate of incorporation and bylaws contain provisions that could discourage, delay or prevent a change in control of our company or changes in our management that the stockholders of our company may deem advantageous. These provisions:

establish a classified board of directors so that not all members of our board are elected at one time;

require super-majority voting to amend some provisions in our certificate of incorporation and bylaws;

authorize the issuance of blank check preferred stock that our board could issue to increase the number of outstanding shares and to discourage a takeover attempt;

limit the ability of our stockholders to call special meetings of stockholders;

prohibit stockholder action by written consent, which requires all stockholder actions to be taken at a meeting of our stockholders;

provide that the board of directors is expressly authorized to adopt, or to alter or repeal our bylaws; and

establish advance notice requirements for nominations for election to our board or for proposing matters that can be acted upon by stockholders at stockholder meetings.

In addition, we are subject to Section 203 of the Delaware General Corporation Law, which, subject to some exceptions, prohibits business combinations between a Delaware corporation and an interested stockholder, which is generally defined as a stockholder who becomes a beneficial owner of 15% or more of a Delaware corporation's voting stock for a three-year period following the date that the stockholder became an interested stockholder. Section 203 could have the effect of delaying, deferring or preventing a change in control that our stockholders might

consider to be in their best interests.

These anti-takeover defenses could discourage, delay or prevent a transaction involving a change in control of our company. These provisions could also discourage proxy contests and make it more difficult for stockholders to elect directors of their choosing and cause us to take corporate actions other than those stockholders desire.

**We do not expect to pay any cash dividends for the foreseeable future.**

We do not anticipate that we will pay any cash dividends to holders of our common stock in the foreseeable future. Accordingly, investors must rely on sales of their common stock after price appreciation, which may never occur, as the only way to realize any future gains on their investment. Investors seeking cash dividends in the foreseeable future should not purchase our common stock.

**Table of Contents**

**Item 2. Unregistered Sales of Equity Securities and Use of Proceeds**  
Not applicable.

**Item 3. Defaults Upon Senior Securities**  
Not applicable.

**Item 4. Mine Safety Disclosures**  
Not applicable.

**Item 5. Other Information**  
Not applicable.

**Table of Contents**

**Item 6. Exhibits**

**(a) Exhibits.**

31.1	Certification of Charles Liang, President and Chief Executive Officer of the Registrant pursuant to Section 302, as adopted pursuant to the Sarbanes-Oxley Act of 2002
31.2	Certification of Howard Hideshima, Chief Financial Officer and Secretary of the Registrant pursuant to Section 302, as adopted pursuant to the Sarbanes-Oxley Act of 2002
32.1	Certification of Charles Liang, President and Chief Executive Officer of the Registrant pursuant to Section 906, as adopted pursuant to the Sarbanes-Oxley Act of 2002
32.2	Certification of Howard Hideshima, Chief Financial Officer and Secretary of the Registrant pursuant to Section 906, as adopted pursuant to the Sarbanes-Oxley Act of 2002
101.INS*	XBRL Instance Document
101.SCH*	XBRL Taxonomy Extension Schema Document
101.CAL*	XBRL Taxonomy Extension Calculation Linkbase Document
101.LAB*	XBRL Taxonomy Extension Label Linkbase Document
101.PRE*	XBRL Taxonomy Extension Presentation Linkbase Document

\* Pursuant to applicable securities laws and regulations, we are deemed to have complied with the reporting obligation relating to the submission of interactive data files in such exhibits and are not subject to liability under any anti-fraud provisions of the federal securities laws as long as we have made a good faith attempt to comply with the submission requirements and promptly amend the interactive data files after becoming aware that the interactive data files fail to comply with the submission requirements. Users of this data are advised that, pursuant to Rule 406T, these interactive data files are deemed not filed and otherwise are not subject to liability.

**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.

**SUPER MICRO COMPUTER, INC.**

Date: May 7, 2012

/s/ CHARLES LIANG  
**Charles Liang**  
**President, Chief Executive Officer and Chairman of the Board**  
**(Principal Executive Officer)**

Date: May 7, 2012

/s/ HOWARD HIDESHIMA  
**Howard Hideshima**  
**Chief Financial Officer**  
**(Principal Financial and Accounting Officer)**