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FORM 10-Q
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QUARTERLY REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{D})$ OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarter ended September 30, 1998 Commission File Number 0-23599

MERCURY COMPUTER SYSTEMS, INC.
(Exact name of registrant as specified in its charter)

## MASSACHUSETTS

(State or other jurisdiction of incorporation or organization)

199 RIVERNECK ROAD
01824
CHELMSFORD, MA
(Address of principal executive offices)
978-256-1300
(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.


Number of shares outstanding of the issuer's classes of common stock as of October 30, 1998:

- Class

Common Stock, par value $\$ .01$ per share

Number of Shares Outstanding $10,113,245$

Item 1. Consolidated Financial Statements

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Consolidated Statements of Operations for the Three Months Ended September 30, 1998 and September 30, 1997

Consolidated Statements of Cash Flows for the Three Months Ended September 30, 1998 and September 30, 1997

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## ITEM 1. CONSOLIDATED FINANCIAL STATEMENTS

MERCURY COMPUTER SYSTEMS, INC.
CONSOLIDATED BALANCE SHEETS
(in thousands, except share data)

| SEPTEMBER 30, | JUNE 30, |
| :---: | :---: |
| 1998 | 1998 |
| $-----------------------~$ |  |

## ASSETS

Current assets:

| Cash and cash equivalents | \$ | 7,207 | \$ | 6,054 |
| :---: | :---: | :---: | :---: | :---: |
| Marketable securities |  | 7,582 |  | 10,077 |
| Trade accounts receivable, net of allowances of $\$ 267$ and $\$ 218$ at September 30, 1998 and June 30 , 1998, respectively |  | 19,977 |  | 17,143 |
| Inventory |  | 7,568 |  | 9,125 |
| Deferred income taxes, net |  | 1,669 |  | 1,669 |
| Prepaids expenses and other current assets |  | 1,061 |  | 1,255 |
| Total current assets |  | 45,064 |  | 45,323 |
| Marketable securities |  | 21,696 |  | 18,889 |
| Property and equipment, net |  | 10,431 |  | 8,466 |
| Capitalized software costs, net |  | 208 |  | 104 |
| Deferred income taxes, net |  | 429 |  | 429 |
| Other assets |  | 350 |  | 358 |
| Total assets | \$ | 78,178 | \$ | 73,569 |


| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Current liabilities: |  |  |  |  |
| Accounts payable | \$ | 3,935 | \$ | 3,368 |
| Accrued expenses |  | 2,855 |  | 2,804 |
| Accrued compensation |  | 4,011 |  | 3,316 |
| Billings in excess of revenues and customer advances |  | 845 |  | 1,017 |
| Income taxes payable |  | 2,473 |  | 2,024 |
| Total current liabilities |  | 14,119 |  | 12,529 |
| Commitments and contingencies (Note E) |  | -- |  | -- |
| Stockholders' equity: |  |  |  |  |
| Preferred stock, \$.01 par value; 1,000,000 shares authorized and none issued and outstanding at September 30 and June 30, 1998, respectively (liquidation preference none) |  | -- |  | -- |
| Common stock, $\$ .01$ par value: $25,000,000$ shares authorized; 10,067,133 and 9,973,491 shares issued and outstanding at |  |  |  |  |
| September 30, 1998 and June 30, 1998, respectively Additional paid-in capital |  | 101 26,381 |  | 100 25,961 |
| Additional paid-in capital Retained earnings |  | 26,381 38,012 |  | 25,961 35,483 |
| Cumulative translation adjustment |  | (158) |  | (179) |
| Unrealized gains/(losses) on securities |  | 48 |  | -- |
| Related parties notes receivable |  | (325) |  | (325) |
| Total stockholders' equity |  | 64,059 |  | 61,040 |
| Total liabilities and stockholders' equity | \$ | 78,178 | \$ | 73,569 |

The accompanying notes are an integral part of the consolidated financial statements

|  | THREE MONTHS ENDED SEPTEMBER 30, |  |
| :---: | :---: | :---: |
|  | 1998 | 1997 |
| Net revenue | \$24,062 | \$19,039 |
| Cost of revenue | 8,460 | 6,661 |
| Gross profit | 15,602 | 12,378 |
| Operating expenses: |  |  |
| Selling, general and administrative | 7,358 | 6,645 |
| Research and development | 4,707 | 3,381 |
| Total operating expenses | 12,065 | 10,026 |
| Income from operations | 3,537 | 2,352 |
| Interest income, net | 369 | 231 |
| Other income (expenses), net | 45 | 83 |
| Income before income taxes | 3,951 | 2,666 |
| Provision for income taxes | 1,422 | 1,060 |
| Net income | \$ 2,529 | \$ 1,606 |
| Net income per share: |  |  |
| Basic | \$ 0.25 | \$ 0.31 |
| Diluted | \$ 0.24 | \$ 0.20 |
| Weighted average shares outstanding: |  |  |
| Basic | 10,026 | 5,217 |
| Diluted | 10,620 | 7,920 |

The accompanying notes are an integral part of the consolidated financial statements

Cash flows provided from operating activities:
Net income
Adjustments to reconcile net income to net cash
Provided by (used in) operating activities:
Depreciation and amortization
Deferred income taxes
Changes in assets and liabilities:
Trade accounts receivable
Contracts in progress
Inventory
Prepaid expenses and other current assets Other assets
Accounts payable
Accrued expenses and compensation
Billings in excess of revenues and customer advances Income taxes payable

Net cash provided by operating activities

Cash flows from investing activities:
Purchase of marketable securities

| THREE MONTHS SEPTEMBER$1998$ |  |  | $\begin{aligned} & \text { ENDED } \\ & 30, \\ & 1997 \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| \$ | 2,529 | \$ | 1,606 |
|  | 951 -- |  | $\begin{gathered} 832 \\ (332) \end{gathered}$ |
| $(2,798)$ |  |  | 446 |
|  | -- |  | (901) |
| 1,566 |  |  | (591) |
| 197 |  |  | (260) |
| 9 |  |  | (31) |
| 563 |  |  | (485) |
| 736 |  |  | 812 |
| (172) |  |  | 489 |
| 448 |  |  | 453 |
| 4,029 |  |  | 2,038 |
| $\begin{array}{r} (312) \\ (2,786) \\ (225) \end{array}$ |  |  | $(1,358)$ |
|  |  |  | $(1,358)$ |
|  |  |  | (225) |
| $(3,323)$ |  |  | $(1,358)$ |
| - |  |  | -- |
| 421 |  |  | 144 |
| 421 |  |  | 144 |
| 26 |  |  | 18 |
| 1,153 |  |  | 842 |
| 6,054 |  |  | 15,193 |
|  | 7,207 | \$ | 16,035 |
|  | -- | \$ | 2 |
|  | 844 |  | 939 |

Purchases of property and equipment
Capitalized software development costs
Net cash used in investing activities

Cash flows from financing activities:
Net proceeds from issuance of common stock
Proceeds from exercise of stock options and warrants
Net cash provided by financing activities

Effect of exchange rate change on cash and cash equivalents

Net change in cash and cash equivalents
Cash and cash equivalents at beginning of period

Cash and cash equivalents at end of period

Cash paid during the period for:
Interest
Income taxes

## A. BASIS OF PRESENTATION

These consolidated financial statements should be read in conjunction with the Company's financial statements and footnotes included in the Company's Form $10-K, f i l e d$ with the Securities and Exchange Commission. In the opinion of management, the accompanying unaudited financial statements include all adjustments, consisting of normal recurring adjustments, necessary to present fairly the consolidated financial position, results of operations and cash flows of Mercury Computer Systems, Inc.

## B. INVENTORY

|  | SEPTEMBER 30, 1998 <br> (IN THOUSANDS) | JUNE 30, 1998 <br> (IN THOUSANDS) |
| :---: | :---: | :---: |
| Raw materials | \$3,169 | \$4,707 |
| Work in process | 2,236 | 2,814 |
| Finished goods | 2,163 | 1,604 |
| Total | \$7,568 | \$9,125 |

## C. NET INCOME PER COMMON SHARE

The Company has adopted Statement of Financial Accounting Standard ("SFAS") No. 128, "Earnings Per Share," which specifies the computation, presentation and disclosure requirements for net income per common share. Basic net income per common share is computed based on the weighted average number of common shares outstanding during the period. Diluted net income per common share gives effect to all diluted potential common shares outstanding during the period. Under SFAS No. 128, the computation of diluted earnings per share does not assume the issuance of common shares that have an antidilutive effect on net income per common share.

Prior to the adoption of this statement, all common and common equivalent shares issued during the twelve month period prior to the filing of the initial public offering ("cheap stock") were included in the calculation of basic and diluted earnings per share as if they were outstanding for all periods presented. Adoption of this statement, and the related guidance set out in Securities and Exchange Commission Staff Accounting Bulletin No. 98, has eliminated the inclusion of cheap stock from the calculation of basic and diluted earnings per share prior to issuance of the securities.

## Net income

Shares used in computation:
Weighted average common shares outstanding used
in computation of basic net income per share
Dilutive effect of convertible preferred stock
Dilutive effect of stock options
Dilutive effect of warrants
Shares used in computation of diluted net
income per share

Basic net income per share

Dilutive net income per share

THREE MONTHS
ENDED SEPTEMBER 30,
1998
(IN THOUSANDS)
$\$ 2,529$
\$1,606
10,026

| -- | 2,557 |
| :--- | :--- |

$\$ 0.20$
D. COMPREHENSIVE INCOME

Mercury's total comprehensive income was as follows (in thousands)

Net income

Other comprehensive income, net of tax:
Foreign currency translation adjustments
Unrealized gains on securities
Other comprehensive income

Total comprehensive income

## E. INTERNAL REVENUE SERVICE AUDIT

On December 12, 1997, the Internal Revenue Service ("IRS") concluded an audit of the Company's tax returns for the years ended June 30, 1992 through June 30, 1995, and issued a formal report reflecting proposed adjustments with respect to the years under audit. The proposed IRS adjustments primarily relate to the disallowance of research and development tax credits claimed by the Company, as well as treatment of certain other items. The Company is in the process of appealing the proposed adjustments to the Appeals Division of the IRS. While the Company does not believe that the final outcome of the IRS audit will have a material adverse effect on the Company's financial condition or results of operations, no assurance can be given as to the final outcome of the audit, the amount of any final adjustments or the potential impact of such adjustments on the Company's financial condition or results of operations.

## F. NEW ACCOUNTING PRONOUNCEMENTS

In June of 1997, the FASB issued SFAS No. 131, "Disclosures about Segments of an Enterprise and Related Information." This statement supercedes SFAS No. 14, "Financial Reporting for Segments of a Business Enterprise." This statement includes requirements to report selected segment information quarterly and entity-wide disclosures about products and services, major customers, and the material countries in which the entity holds assets and reports revenues. The statement will be effective for annual periods beginning after December 15, 1997 and the Company will adopt its provisions in fiscal 1999. Reclassification for earlier periods is required, unless impracticable, for comparative purposes. The Company is currently evaluating the impact this statement will have on its financial statements; however, the Company does not expect the statement to have a material impact on its financial position or results of operations because the statement requires only additional disclosure.

In March 1998, the American Institute of Certified Public Accountants issued SOP 98-1, "Internal Use Software," which provides guidance on the accounting for the costs of software developed or obtained for internal use. SOP 98-1 is effective for fiscal years beginning after December 15, 1998. Management does not expect the statement to have a material impact on its financial position or results of operations.

On June 15, 1998 the FASB issued SFAS No. 133 " accounting for Derivative Instruments and Hedging Activities". SFAS No. 133 is effective for all fiscal quarters for all fiscal years beginning after June 15, 1999. SFAS No. 133 requires that all derivative instruments be recorded on the balance sheet at their fair value. Changes in the fair value of derivatives are recorded each period in current earnings or other comprehensive income, depending on whether a derivative is designated as part of a hedge transaction and the type of hedge transaction. Management of the Company anticipates that, due to its limited use of derivative instruments, the adoption of SFAS No. 133 will not have a material impact on its financial position or results of operations.

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

## CERTAIN FACTORS THAT MAY AFFECT FUTURE RESULTS

From time to time, information provided by the Company, statements made by its employees or information included in its filings with the Securities and Exchange Commission may contain statements which are not historical facts but which are "forward-looking statements" which involve risks and uncertainties. The words "may," "will," "expect," "anticipate," "continue", "estimate", "project," "intend" and similar expressions are intended to identify forward-looking statements regarding events, conditions and financial trends that may affect the Company's future plans of operations, business strategy, results of operations and financial position. These statements are based on the Company's current expectations and estimates as to prospective events and circumstances about which there can be no firm assurances given. Further, any forward-looking statement speaks only as of the date on which such statement is made, and the Company undertakes no obligation to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made. As it is not possible to predict every new factor that may emerge, forward-looking statements should not be relied upon as a prediction of actual future financial condition or results. Important factors that may cause the Company's actual results to differ from forward-looking statements are referenced in the Company's Form 10K filed with the Securities and Exchange commission.

RESULTS OF OPERATIONS: REVENUES

The Company's total revenues increased $26 \%$ from $\$ 19.0$ million during the three months ended September 30,1997 to $\$ 24.1$ million during the three months ended September 30, 1998. Increases were realized in all areas.

Defense electronics revenues increased $17 \%$ from $\$ 15.1$ million or $79 \%$ of total revenues during the three months ended September 30,1997 to $\$ 17.8$ million or $74 \%$ of total revenues during the three months ended September 30, 1998. The increase in revenues was due primarily to continued strong unit demand for defense electronics products, largely comprised of, advanced military applications in radar, sonar and airborne surveillance.

Medical imaging revenues increased $41 \%$ from $\$ 2.2$ million or $12 \%$ of total revenues during the three months ended September 30,1997 to $\$ 3.1$ million or $13 \%$ of total revenues during the three months ended September 30, 1998. The increase in medical imaging revenues is reflective of the Company's ongoing investment in this business, expansion into new modalities and the resulting increased unit demand.

Other revenues increased $91 \%$ from $\$ 1.7$ million or $9 \%$ of total revenues during the three months ended September 30, 1997 to $\$ 3.2$ million or $13 \%$ of total revenues during the three months ended September 30, 1998. The increase in revenues was primarily due to increased unit demand by new and existing commercial customers.

## COST OF REVENUES

Cost of revenues increased $27 \%$ from $\$ 6.7$ million during the three months ended September 30, 1997 to $\$ 8.5$ million during the three months ended September 30, 1998. This increase directly correlates with the corresponding revenue increase. As a percent of total revenues, cost of revenues remained constant at $35 \%$ for the three months ended September 30, 1997 and 1998. This constant level of cost of revenues as a percentage of total revenues was due primarily to the stable nature of the businesses, concerted efforts to control costs and is reflective of gross margins historically achieved by the Company as a whole.

SELLING, GENERAL AND ADMINISTRATIVE

Selling, general, and administrative expenses increased 11\% from $\$ 6.6$ million during the three months ended September 30,1997 to $\$ 7.4$ million during the three months ended September 30, 1998. These increases reflect the hiring of additional sales and administrative personnel, information system investments, increased commissions and marketing related costs, all of which are associated with higher sales volume, and to a lesser extent, continued global expansion.

Research and development expenses increased 39\% from $\$ 3.4$ million during the three months ended September 30,1997 to $\$ 4.7$ million during the three months ended September 30, 1998. The increase was due primarily to the hiring of additional software and hardware engineers to develop and enhance the features and functionality of the Company's products in response to increased demand for next generation product. Engineering expenses currently are running higher than management's target levels as the Company is completing some major development programs to deliver important new technology to its customers. The Company anticipates that the higher engineering spending will continue over the next several quarters.

## INCOME FROM OPERATIONS

Income from operations increased $50 \%$ from $\$ 2.4$ million during the three months ended September 30, 1997 to $\$ 3.5$ million during the three months ended September 30, 1998. This increase is associated with higher sales volume coupled with improved spending efficiency. Included in income from operations during the three months ended September 30 , 1998 were $\$ 562,000$ in hardware and software revenues and $\$ 894,000$ in direct expenses related to the shared storage business. Included in income from operations during the three months ended September 30, 1997 were $\$ 38,000$ in hardware and software revenues and $\$ 670,000$ in direct expenses related to the shared storage business. The direct expenses include expenses from marketing and engineering activities, primarily related to compensation, trade shows, prototype development and direct costs related to the sale of the product, including certain hardware costs.

INTEREST INCOME, NET
Interest income, net, increased $60 \%$ from $\$ 231,000$ during the three months ended September 30, 1997 to $\$ 369,000$ during the three months ended September 30, 1998. This increase reflects an increase in the Company's average cash balances primarily as a result of cash received from the Company's initial public offering. Offsetting the effect of higher average cash balances were lower yields achieved on the Company's cash. These lower yields were the result of a shift in investment strategy from taxable money market instruments to non-taxable securities.

## PROVISION FOR INCOME TAX

The Company recorded a tax provision of $\$ 1.4$ million during the three months ended September 30,1998 reflecting a $36 \%$ tax rate as compared to a $\$ 1.1$ million tax provision during the three months ended September 30, 1997, reflecting a $40 \%$ tax rate. The reduction in the effective tax rate was primarily due to the fact that the Company feels its provision for the Internal Revenue Service audit is adequate and, therefore, no longer needs to provide at such a high rate. Additionally, the aforementioned shift in investment strategy from taxable money market instruments to non-taxable securities has contributed to the reduced tax provision.

## LIQUIDITY AND CAPITAL RESOURCES

As of September 30, 1998, the Company had cash and marketable investments of approximately $\$ 36.5$ million. During the three months ended September 30, 1998, the Company generated approximately $\$ 4.0$ million in cash from operations compared to $\$ 2.0$ million generated during the three months ended September 30, 1997. The increase in cash generated from operations was due to several factors; particularly, increased profitability, inventory reductions and accounts payable increases. These cash increases were offset somewhat by an increase in accounts receivable. Days sales outstanding increased from 58 days at September 30, 1997 to 75 days at September 30,1998 as a disproportionate amount of revenue was recorded at the end of the accounting period.

The Company has a line of credit agreement with a commercial bank on which the Company can borrow up to $\$ 5.0$ million at an interest rate equal to the prime rate or, at the election of the Company, two and one quarter percentage points above the London InterBank Offered Rate. As of September 30, 1998, there was no outstanding borrowing on this line of credit.

During the three months ended September 30, 1998, the Company's investing activities used cash of $\$ 3.3$ million which consisted of $\$ 1.8$ million related to the development of additional office space, $\$ 957,000$ for computers, furniture and equipment, $\$ 312,000$ for the purchase of marketable securities (net) and $\$ 225,000$ for capitalized software. During the three months ended September 30, 1997, the Company's investing activities used cash of $\$ 1.4$ million, consisting of $\$ 730,000$ for computers, furniture and equipment and $\$ 628,000$ related to the development of additional office space.

During the three months ended September 30, 1998, the Company's financing activities provided approximately $\$ 421,000$ in cash, all related to the issuance of stock options. During the three months ended September 30, 1997, the Company's financing activities provided $\$ 144,000$ in cash from the issuance of stock options.

The Company believes that its available cash, cash generated from operations, and the Company's line of credit, will be sufficient to provide for the Company's working capital and capital expenditure requirements for the foreseeable future and any final adjustments resulting from the IRS audit described in the notes to the financial statements. If the Company acquires one or more businesses or products, the Company's capital requirements could increase substantially. In the event of such an acquisition or in the event that any unanticipated circumstances arise which significantly increase the Company's capital requirements, there can be no assurance that necessary additional capital will be available on terms acceptable to the Company, if at all.

## YEAR 2000 COMPLIANCE

Many currently installed computer systems and software products are coded to accept only two-digit entries in the date code field and cannot distinguish 21st century dates from 20 th century dates. These date code fields will need to distinguish 21 st century dates from 20 th century dates and, as a result, many companies' software and computer systems may need to be upgraded or replaced in order to comply with such "Year 2000" requirements. In the Company's Annual report on Form 10K for the fiscal year ended June 30 , 1998, the Company made disclosures regarding the following matters: (i) the Company's state of Year 2000 readiness of the hardware and software products sold by the Company ("Products"), the information technology systems used in its operations ("IT Systems"), and its non-IT Systems, such as building security, voice mail and other systems, (ii) the expenditures expected to be incurred in connection with identifying, evaluating and settling any Year 2000 compliance issues, (iii) the risks associated with identified Year 2000 issues, and (iv) the Company's intention to develop a contingency plan to address identified Year 2000 compliance issues.

State of Readiness: Since the Company's original Year 2000 disclosure, the Company has completed reprogramming of the source code underlying its current financial and accounting software to make it Year 2000 compliant. Testing of the software is expected to be completed during the latter half of fiscal 1999. However, there has not been significant progress made with respect to the other steps being taken to achieve Year 2000 readiness. Accordingly, prior to the end of fiscal 1999, the Company still intends to (a) complete an internal review of the Year 2000 compliance of all prior versions of its Products, (b) circulate a questionnaire to vendors and customers with whom the Company has material relationships to obtain information about their Year 2000 compliance, and (c) retain an outside consultant to assist in compiling a comprehensive list of all IT-Systems and non-IT Systems. Until such information is obtained, the Company will not be able to effectively evaluate whether any corrective efforts will be required with respect to its IT Systems (except as described above), non-IT Systems or prior versions of its Products.

Costs: The Company has not incurred any material expenditures to date in connection with identifying or evaluating Year 2000 compliance issues.

Contingency Plan: The Company has not yet developed a Year 2000 specific contingency plan. The Company intends to prepare a contingency plan with respect to its financial and accounting software no later than mid-1999. In addition, if further Year 2000 compliance issues are discovered, the Company then will evaluate the need for one or more contingency plans relating to such issues.
(d) Use of Proceeds from Registered Securities.

During the three months of July, August and September 1998, the company used approximately $\$ 1.8$ million of proceeds received from the sale of the $2,000,000$ shares for the construction of an additional facility as discussed in the Company's Form 10K filed with the Securities and Exchange Commission.
(a) Exhibits. See as listed

Exhibit
Item \#
27.1 Financial Data Schedule
(b) Reports on Form 8-K. None.

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.

MERCURY COMPUTER SYSTEMS, INC.

By: /s/ G. Mead Wyman
G. Mead Wyman

Senior Vice President, Chief Financial Officer
and Treasurer
(Principal Financial and Accounting Officer)

```
3-MOS
    JUN-30-1999
        JUL-01-1998
                SEP-30-1998
            1
                                    7,207
                    29,278
                19,977
                    267
                                    7,568
            45,064
                                    23,424
                12,993
                78,178
    14,119
        0
                                    0
                                    101
                    63,958
78,178
            24,062
            24,062
                                    8,460
                    8,460
        11,651
            50
            0
            3,951
            1,422
        2,529
            0
            0
            2,529
            . 25
            .24
```

3-MOS
JUN-30-1998
JAN-01-1997 MAR-31-1998

1
17,188
15,858
17,371
218
9,840
51,445
18,466
11,408
70,393
12,177

0
0
99
70,393
58,117
22,364
22,364
7,832
7,832
10,597
50
0
3,935
1,496
2,439
0
0
0
2,439
. 29
. 24
U.S. DOLLARS

$$
\begin{aligned}
& \text { 3-MOS } \\
& \text { JUN-30-1998 } \\
& \text { JUL-01-1997 } \\
& \text { DEC-31-1997 } \\
& 1 \\
& \text { 15,196 } \\
& 0 \\
& \text { 10,306 } \\
& 168 \\
& 10,001 \\
& \text { 41,361 } \\
& \text { 10,743 } \\
& \text { 48,359 } \\
& \text { 11,207 } \\
& 0 \\
& 0 \\
& \text { 1,200 } \\
& \text { 35,899 } \\
& \text { 48,359 } \\
& \text { 20, } 62 \\
& \text { 7,283 } \\
& \text { 7,283 } \\
& \text { 10,157 } \\
& 50 \\
& 0 \\
& \text { 3,184 } \\
& 1,210 \\
& 1,974 \\
& 0 \\
& 0 \\
& 0 \\
& \text { 1,974 } \\
& .37 \\
& .24
\end{aligned}
$$

U.S. DOLLARS

$$
\begin{aligned}
& \text { 3-MOS } \\
& \text { JUN-30-1998 } \\
& \text { JUL-01-1997 } \\
& \text { SEP-30-1997 } \\
& 1 \\
& 16,035 \\
& 0 \\
& 12,370 \\
& 119 \\
& \text { 8,905 } \\
& \text { 41,447 } \\
& \text { 10,033 } \\
& \text { 47,905 } \\
& \text { 12,794 } \\
& 0 \\
& 1,200 \\
& \text { 33, } 858 \\
& \text { 47,905 } \\
& 0 \\
& 0 \\
& 53 \\
& \text { 19, 19,039 } \\
& 9,039 \quad 6,661 \\
& \text { 6,661 } \\
& \text { 9,710 } \\
& 0 \\
& 2 \\
& \text { 2,666 } \\
& \text { 1,060 } \\
& 1,606 \\
& 0 \\
& 0 \\
& \text { 1,606 } \\
& .31 \\
& .20
\end{aligned}
$$

YEAR

$$
\begin{aligned}
& \text { JUN-30-1997 } \\
& \text { JUL-01-1996 } \\
& \text { JUN-30-1997 } \\
& 1 \\
& \text { 15,193 } \\
& 0 \\
& \text { 12,816 } \\
& 119 \\
& \text { 8,314 } \\
& \text { 39,073 } \\
& 14,337 \\
& \text { 9,353 } \\
& \text { 44,848 } \\
& \text { 11,526 } \\
& 0 \\
& \text { 1,200 } \\
& 52 \\
& 44,848 \\
& \text { 32,070 } \\
& \text { 64,574 22,034 } \\
& 22,034 \\
& \text { 34,974 } \\
& 40 \\
& 22 \\
& \text { 7,544 } \\
& \text { 2,933 } \\
& \text { 4, } 611 \\
& 0 \\
& 0 \\
& \text { 4,611 } \\
& .90 \\
& .58
\end{aligned}
$$

U.S. DOLLARS

$$
\begin{aligned}
& \text { YEAR } \\
& \text { JUN-30-1996 } \\
& \text { JUL-01-1995 } \\
& \text { JUN-30-1996 } \\
& 1 \\
& \text { 9,704 } \\
& 0 \\
& \text { 10,548 } \\
& 80 \\
& \text { 7,188 } \\
& \text { 28,289 } \\
& \text { 10,654 } \\
& \text { 33,264 } \\
& \text { 4,735 } \\
& 0 \\
& \text { 1,200 } \\
& 51 \\
& \text { 33,264 } \\
& \text { 27,278 } \\
& 58,300 \quad 58,300 \\
& \text { 24,688 } \\
& \text { 24,688 } \\
& \text { 26,219 } \\
& 13 \\
& \text { 7,380 } \\
& \text { 2,952 } \\
& \text { 4,428 } \\
& 0 \\
& 0 \\
& 0 \\
& \text { 4,428 } \\
& .88 \\
& .55
\end{aligned}
$$

