

CACI INTERNATIONAL INC /DE/

FORM 10-Q (Quarterly Report)

Filed 2/14/2000 For Period Ending 12/31/1999

| | |
|-------------|--|
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| Industry | Computer Services |
| Sector | Technology |
| Fiscal Year | 06/30 |

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-Q

QUARTERLY REPORT UNDER SECTION 13 OR 15(d)
OF THE SECURITIES EXCHANGE ACT OF 1934

For the Quarter Ended December 31, 1999

Commission File Number 0-8401

CACI International Inc
(Exact name of registrant as
specified in its charter)

Delaware
(State or other jurisdiction of
incorporation or organization)

54-1345888
(I.R.S. Employer Identification No.)

1100 North Glebe Road, Arlington, VA 22201
(Address of principal executive offices)

(703) 841-7800
(Registrant's telephone number,
including area code)

Securities registered pursuant to Section 12(b) of the Act:

Title of each class

None

Name of each exchange on which registered

None

Securities registered pursuant to Section 12(g) of the Act:

CACI International Inc Common Stock, \$0.10 par value
(Title of each class)

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 X No ____.

Indicate the number of shares outstanding of each of the registrant's classes of common stock, as of December 31, 1999: CACI International Inc Common Stock, \$0.10 par value, 11,350,742 shares.

CACI INTERNATIONAL INC AND SUBSIDIARIES

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PART 1

FINANCIAL INFORMATION

Item 1. Financial Statements

CACI INTERNATIONAL INC AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)
(dollars in thousands, except per share data)

| | Three Months Ended December 31, | |
|---|---------------------------------|------------|
| | 1999 | 1998 |
| Revenue | \$ 121,071 | \$ 101,758 |
| Costs and expenses | | |
| Direct costs | 71,516 | 58,733 |
| Indirect costs and selling expenses | 38,590 | 33,679 |
| Depreciation and amortization | 1,880 | 1,846 |
| Goodwill amortization | 915 | 766 |
| Total operating expenses | 112,901 | 95,024 |
| Operating income | 8,170 | 6,734 |
| Interest expense | 1,046 | 972 |
| Income before income taxes | 7,124 | 5,762 |
| Income taxes | 2,779 | 2,170 |
| Income from continuing operations | 4,345 | 3,592 |
| Discontinued operations | | |
| Loss from operations of discontinued COMNET products business (less | | |

| | | |
|---|-----------|----------|
| applicable income tax benefit of \$79 and \$130, respectively) | (125) | (230) |
| Gain on disposal of COMNET products business including provision of \$118 for operating losses during phase-out period (less applicable income taxes of \$13,512) | 21,134 | - |
| Net income | \$ 25,354 | \$ 3,362 |
| Basic earnings per share | | |
| Income from continuing operations | \$ 0.38 | \$ 0.33 |
| Loss from discontinued operations of COMNET products business | (0.01) | (0.02) |
| Gain on disposal of COMNET products business | 1.87 | - |
| Net income | \$ 2.24 | \$ 0.31 |
| Average shares outstanding | 11,308 | 10,874 |
| Diluted earnings per share | | |
| Income from continuing operations | \$ 0.38 | \$ 0.32 |
| Loss from discontinued operations of COMNET products business | (0.01) | (0.02) |
| Gain on disposal of COMNET products business | 1.83 | - |
| Net income | \$ 2.20 | \$ 0.30 |
| Average shares and equivalent shares outstanding | 11,537 | 11,197 |

See notes to condensed consolidated financial statements (unaudited).

CACI INTERNATIONAL INC AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)
(dollars in thousands, except per share data)

| | Six Months Ended December 31, | |
|-------------------------------------|-------------------------------|------------|
| | 1999 | 1998 |
| Revenue | \$ 239,760 | \$ 191,704 |
| Costs and expenses | | |
| Direct costs | 141,257 | 109,713 |
| Indirect costs and selling expenses | 77,079 | 64,827 |
| Depreciation and amortization | 3,740 | 3,509 |
| Goodwill amortization | 1,829 | 1,394 |
| Total operating expenses | 223,905 | 179,443 |

| | | |
|---|-----------|----------|
| Operating income | 15,855 | 12,261 |
| Interest expense | 2,156 | 1,468 |
| Income before income taxes | 13,699 | 10,793 |
| Income taxes | 5,343 | 4,044 |
| Income from continuing operations | 8,356 | 6,749 |
| Discontinued operations | | |
| Loss from operations of discontinued COMNET products business (less applicable income tax benefit of \$280 and \$158, respectively) | (320) | (248) |
| Gain on disposal of COMNET products business including provision of \$118 for operating losses during phase-out period (less applicable income taxes of \$13,512) | 21,134 | - |
| Net income | \$ 29,170 | \$ 6,501 |
| Basic earnings per share | | |
| Income from continuing operations | \$ 0.75 | \$ 0.62 |
| Loss from discontinued operations of COMNET products business | (0.03) | (0.02) |
| Gain on disposal of COMNET products business | 1.90 | - |
| Net income | \$ 2.62 | \$ 0.60 |
| Average shares outstanding | 11,148 | 10,866 |
| Diluted earnings per share | | |
| Income from continuing operations | \$ 0.73 | \$ 0.60 |
| Loss from discontinued operations of COMNET products business | (0.03) | (0.02) |
| Gain on disposal of COMNET products business | 1.85 | - |
| Net income | \$ 2.55 | \$ 0.58 |
| Average shares and equivalent shares outstanding | 11,449 | 11,199 |
| See notes to condensed consolidated financial statements (unaudited). | | |

CACI INTERNATIONAL INC AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS
(dollars in thousands)

December 31, 1999
(Unaudited)

June 30, 1999

ASSETS

Current assets

| | | | | |
|----------------------|----|---------|----|--------|
| Cash and equivalents | \$ | 1,374 | \$ | 2,403 |
| Accounts receivable: | | | | |
| Billed | | 106,542 | | 99,681 |
| Unbilled | | 9,983 | | 12,264 |

| | | | | |
|---------------------------|--|---------|--|---------|
| Total accounts receivable | | 116,525 | | 111,945 |
|---------------------------|--|---------|--|---------|

| | | | | |
|----------------------------|--|-------|--|-------|
| Income taxes receivable | | - | | 948 |
| Deferred income taxes | | 185 | | 198 |
| Deferred contract costs | | 1,466 | | 1,543 |
| Prepaid expenses and other | | 3,639 | | 5,437 |

| | | | | |
|----------------------|--|---------|--|---------|
| Total current assets | | 123,189 | | 122,474 |
|----------------------|--|---------|--|---------|

| | | | | |
|------------------------------------|--|--------|--|--------|
| Property and equipment, net | | 14,656 | | 13,762 |
| Accounts receivable, long term | | 6,555 | | 7,036 |
| Goodwill | | 65,959 | | 67,767 |
| Other assets | | 9,647 | | 6,266 |
| Deferred contract costs, long-term | | 484 | | 989 |
| Deferred income taxes | | 3,858 | | 3,418 |

| | | | | |
|--------------|----|---------|----|---------|
| Total assets | \$ | 224,348 | \$ | 221,712 |
|--------------|----|---------|----|---------|

LIABILITIES AND SHAREHOLDERS' EQUITY

Current liabilities

| | | | | |
|---------------------------------------|----|--------|----|--------|
| Accounts payable and accrued expenses | \$ | 23,944 | \$ | 32,851 |
| Accrued compensation and benefits | | 19,407 | | 21,304 |
| Income taxes payable | | 10,110 | | - |
| Deferred income taxes | | 5,143 | | 1,593 |

| | | | | |
|---------------------------|--|--------|--|--------|
| Total current liabilities | | 58,604 | | 55,748 |
|---------------------------|--|--------|--|--------|

| | | | | |
|-----------------------------|--|--------|--|--------|
| Note payable, long-term | | 26,253 | | 62,069 |
| Deferred rent expenses | | 771 | | 720 |
| Deferred income taxes | | 132 | | 138 |
| Other long-term obligations | | 4,193 | | 4,100 |

Shareholders' equity

| | | | | |
|---|--|-----------|--|-----------|
| Common stock: | | | | |
| \$.10 par value, 40,000,000 shares authorized, 14,855,000 and 14,499,000 shares issued | | 1,489 | | 1,450 |
| Capital in excess of par | | 19,856 | | 13,932 |
| Retained earnings | | 127,756 | | 98,585 |
| Cumulative currency translation adjustments | | (1,044) | | (1,368) |
| Treasury stock, at cost (3,526,000 shares) | | (13,662) | | (13,662) |

| | | | | |
|----------------------------|--|---------|--|--------|
| Total shareholders' equity | | 134,395 | | 98,937 |
|----------------------------|--|---------|--|--------|

| | | | | |
|--|----|---------|----|---------|
| Total liabilities & shareholders' equity | \$ | 224,348 | \$ | 221,712 |
|--|----|---------|----|---------|

See notes to condensed consolidated financial statements (unaudited).

CACI INTERNATIONAL INC AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)
(dollars in thousands)

Six Months Ended December 31,

| | 1999 | 1998 |
|---|------------|-----------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Net income | \$ 29,170 | \$ 6,501 |
| Reconciliation of net income to net cash provided by (used in) operating activities | | |
| Depreciation and amortization | 5,641 | 5,049 |
| Provision for deferred income taxes | 3,109 | 1,666 |
| Loss (gain) on sale of property and equipment | - | 31 |
| Gain on disposal of COMNET products business | (21,252) | |
| Changes in operating assets and liabilities | | |
| Accounts receivable | (5,469) | (9,439) |
| Prepaid expenses and other assets | 859 | (617) |
| Deferred contract costs | 582 | (67) |
| Accounts payable and accrued expenses | (9,269) | (700) |
| Accrued compensation and benefits | (3,301) | (439) |
| Other long-term obligations | 93 | (280) |
| Deferred rent expense | 33 | (131) |
| Income taxes | (2,605) | (3,853) |
| Net cash provided by (used in) operating activities | (2,409) | (2,279) |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Acquisitions of property and equipment | (4,354) | (3,160) |
| Purchase of businesses | (600) | (44,291) |
| Proceeds from sale of COMNET products business | 37,000 | - |
| Proceeds from sale of property and equipment | - | 9 |
| Capitalized software cost and other | (874) | (324) |
| Net cash provided by (used in) investing activities | 31,172 | (47,766) |
| CASH FLOWS FROM FINANCING ACTIVITIES | | |
| Proceeds under line-of-credit | 75,663 | 114,531 |
| Payments under line-of-credit | (111,479) | (66,979) |
| Proceeds from stock options | 5,963 | 491 |
| Net cash (used in) provided by financing activities | (29,853) | 48,043 |

| | | |
|---|----------|----------|
| Effect of changes in currency rates on cash and equivalents | 61 | (15) |
| Net decrease in cash and equivalents | (1,029) | (2,017) |
| Cash and equivalents, beginning of period | 2,403 | 2,081 |
| <hr/> | | |
| Cash and equivalents, end of period | \$ 1,374 | \$ 64 |

SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION

| | | |
|---|----------|----------|
| Cash paid during the period for income taxes, net | \$ 2,380 | \$ 5,994 |
| <hr/> | | |
| Interest paid during the period | \$ 2,646 | \$ 1,013 |

See notes to condensed consolidated financial statements (unaudited).

CACI INTERNATIONAL INC AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (UNAUDITED) (dollars in thousands)

| | Three Months Ended December 31, | | Six Months Ended December 31, | |
|---------------------------------|------------------------------------|----------|----------------------------------|----------|
| | 1999 | 1998 | 1999 | 1998 |
| Net income | \$ 25,354 | \$ 3,362 | \$ 29,170 | \$ 6,501 |
| Currency translation adjustment | (581) | (543) | 324 | (115) |
| Comprehensive income | \$ 24,773 | \$ 2,819 | \$ 29,494 | \$ 6,386 |

CACI INTERNATIONAL INC AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

A. Basis of Presentation

The accompanying unaudited condensed consolidated financial statements have been prepared pursuant to the rules and regulations of the Securities and Exchange Commission. Certain information and note disclosures normally included in the annual financial statements, prepared in accordance with generally accepted accounting principles, have been condensed or omitted pursuant to those rules and regulations, although the Company believes that the disclosures made are adequate to make the information presented not misleading.

In the opinion of management, the accompanying unaudited condensed consolidated financial statements reflect all necessary adjustments and reclassifications (all of which are of a normal, recurring nature) that are necessary for fair presentation for the periods presented. It is suggested that these unaudited condensed consolidated financial statements be read in conjunction with the unaudited condensed consolidated financial statements and the notes thereto included in the Company's latest annual report to the Securities and Exchange Commission on Form 10-K for the year ended June 30, 1999.

Certain reclassifications have been made to the prior period's financial statements to conform to the current presentation (See also Note C).

B. Accounts Receivable

Total accounts receivable are net of allowance for doubtful accounts of \$2,180,000 and \$3,050,000 at December 31, 1999, and June 30, 1999 respectively. Accounts receivable are classified as follows:

| (dollars in thousands) | December 31, 1999 | June 30, 1999 |
|---|-------------------|---------------|
| Billed receivables | | |
| Billed receivables | \$ 94,112 | \$ 88,918 |
| Billable receivables at end of period | 12,430 | 10,763 |
| Total billed receivables | 106,542 | 99,681 |
| Unbilled receivables | | |
| Unbilled pending receipt of contractual documents authorizing billing | 9,953 | 12,172 |
| Unbilled retainages and fee withholds expected to be billed within the next 12 months | 30 | 92 |
| | 9,983 | 12,264 |
| Unbilled retainages and fee withholds expected to be billed beyond the next 12 months | 6,555 | 7,036 |
| Total unbilled receivables | 16,538 | 19,300 |
| Total accounts receivable | \$ 123,080 | \$ 118,981 |

C. Discontinued Operations

On November 2, 1999, the Company executed a letter of intent to sell its COMNET products business to Compuware Corporation. On December 15, 1999, the Company completed the sale of the net assets of the business for \$37 million in cash and \$3 million in escrow to be received one year from the settlement date. This resulted in a net-after-tax gain for the Company of \$21.1 million. Included in the gain was a net-after-tax loss from discontinued operations of \$118 thousand for the period from November 3, 1999 to December 15, 1999. The consolidated statements of operations for prior periods have been restated for consistent presentation of discontinued operations.

D. Acquisitions

On September 24, 1999, the Company purchased the assets of MapData Online International Ltd and Digital MapData Online Ltd. (collectively, "MapData") for \$0.6 million in cash and, therefore, the transaction has been recorded using purchase accounting standards. MapData provided demographic software which, when bundled with existing products offered by the Company's Marketing System Group ("MSG"), will enhance MSG's capabilities in the U.S. market. The purchase price has been allocated based upon the fair value of the assets acquired. No goodwill has been recognized in connection with transaction.

E. Business Segment Information

The Company reports financial data in two segments: Information Systems Group ("ISG") and Marketing Systems Group ("MSG"). Operating results for the segments are as follows:

| (dollars in thousands) | ISG | MSG | Other | Total |
|--|------------|-----------|--------|------------|
| Quarter Ended December 31, 1999 | | | | |
| Revenue from external customers | \$ 108,320 | \$ 12,751 | \$ - | \$ 121,071 |
| Pre-tax income (loss) from continuing operations | 6,854 | 1,151 | (881) | 7,124 |
| Quarter Ended December 31, 1998 | | | | |
| Revenue from external customers | \$ 88,867 | \$ 12,891 | \$ - | \$ 101,758 |
| Pre-tax income (loss) from continuing operations | 5,340 | 999 | (577) | 5,762 |

Six Months Ended December 31, 1999

| | | | | |
|--|------------|-----------|----------|------------|
| Revenue from external customers | \$ 214,478 | \$ 25,282 | \$ - | \$ 239,760 |
| Pre-tax income (loss) from continuing operations | 13,177 | 2,134 | (1,612) | 13,699 |

Six Months Ended December 31, 1998

| | | | | |
|--|------------|-----------|----------|------------|
| Revenue from external customers | \$ 167,452 | \$ 24,252 | \$ - | \$ 191,704 |
| Pre-tax income (loss) from continuing operations | 10,406 | 1,726 | (1,339) | 10,793 |

The "Other" column represents the elimination of intersegment revenue and corporate related items.

F. Commitments and Contingencies

The Company is involved in various lawsuits, claims, and administrative proceedings arising in the normal course of business. Management is of the opinion that any liability or loss associated with such matters will not have a material adverse effect on the Company's operations and liquidity.

G. Subsequent Event

On February 1, 2000 the Company purchased all of the outstanding shares of XEN Corporation (XEN). The total purchase price was \$4,258,500.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.**Results of Operations For the Three and Six Months Ended December 31, 1999 and 1998**

Revenue . The table below sets forth the customer mix in revenue with related percentages of total revenue for the three and six months ended December 31, 1999 (FY00) and December 31, 1998 (FY99), respectively:

| (dollars in thousands) | Second Quarter | | | | First Six Months | | | |
|---------------------------|----------------|--------|------------|--------|------------------|--------|-----------|--------|
| | FY00 | | FY99 | | FY00 | | FY99 | |
| Department of Defense | \$ 62,330 | 51.5% | \$ 48,680 | 47.8% | \$ 122,590 | 51.1% | \$ 90,423 | 47.2% |
| Federal Civilian Agencies | 31,010 | 25.6% | 31,993 | 31.5% | 63,846 | 26.6% | 61,226 | 31.9% |
| Commercial | 16,567 | 13.7% | 16,310 | 16.0% | 32,853 | 13.7% | 31,213 | 16.3% |
| State & Local Governments | 11,164 | 9.2% | 4,775 | 4.7% | 20,471 | 8.6% | 8,842 | 4.6% |
| Total | \$ 121,071 | 100.0% | \$ 101,758 | 100.0% | \$ 239,760 | 100.0% | \$ 191,70 | 100.0% |

For the three months and six months ended December 31, 1999, the Company's total revenue increased by 19%, or \$19.3 million, and by 25%, or \$48.1 million, respectively, over the same periods last year. Approximately \$10.0 million, or 52% of the three-month increase, and \$17.4 million, or 36% of the six-month increase, was achieved through internal growth for the quarter and six months ended December 31, 1999, respectively, over the same periods a year ago. The remaining increases of \$9.3 million for three months and \$30.7 million for six months of FY00, respectively, as compared to FY99, were primarily the result of the Company acquiring 100% of the issued and outstanding common stock of QuesTech, Inc ("QuesTech") on November 13, 1998.

Department of Defense revenue increased 28%, or \$13.7 million, for the quarter, and 36%, or \$32.2 million, for the first six months. The QuesTech acquisition accounted for the majority of the growth, contributing \$8.8 million and \$28.2 million for the three and six month periods, respectively. The remaining growth has come from contracts that focus on U.S. Navy fleet support and global network support for the U.S. Army.

Revenue from Federal Civilian agencies remained flat for the quarter and increased 4%, or \$2.6 million, for the first six months of FY00, as compared to the same periods a year ago. Approximately 58% of Federal Civilian agency revenue is derived from the Department of Justice ("DoJ") in providing litigation support services and in developing an automated debt collection system. Revenue for DoJ was \$17.8 million and \$36.8 million for the quarter and six months ended December 31, 1999, as compared to \$16.8 million and \$34.3 million for the same periods in FY99. The increase in DoJ revenue for the quarter and six months was offset by lower revenue from the Federal Aviation Administration ("FAA") due to lower equipment orders as the FAA has concentrated on other initiatives.

Commercial revenue increased slightly for the quarter and by 5%, or \$1.6 million, for the first six months, respectively, over the same periods a year ago. This was primarily due to unusually slow growth in systems integration task orders as consumers focused on year 2000 issues.

Revenue from state and local governments more than doubled in the second quarter and first half of FY00 as compared to the same periods a year ago. Revenue for the quarter increased to \$11.2 million, up \$6.4 million from the same quarter a year ago. For the six months, revenue increased to \$20.5 million, up \$11.6 million from the same period a year ago. Continued demand for Year 2000 renovation services accounted for approximately 41% and 54% of the total growth in the three and six month periods, respectively. The remaining growth in revenue came from the expansion of systems integration services into new state and local agencies.

The following table sets forth the relative percentage that certain items of expense and earnings bear to revenue for the quarter and six months ended December 31, 1999 and December 31, 1998, respectively.

| | Dollar Amount (in thousands) | | | | Percentage of Revenue | | | |
|---|------------------------------|------------|------------------|------------|-----------------------|---------|------------------|---------|
| | Second Quarter | | First Six Months | | Second Quarter | | First Six Months | |
| | FY00 | FY99 | FY00 | FY99 | FY00 | FY99 | FY00 | FY99 |
| Revenue | \$ 121,071 | \$ 101,758 | \$ 239,760 | \$ 191,704 | 100.0% | 100.0% | 100.0% | 100.0% |
| Costs and expenses: | | | | | | | | |
| Direct costs | 71,516 | 58,733 | 141,257 | 109,713 | 59.1% | 57.7% | 58.9% | 57.2% |
| Indirect costs & selling expenses | 38,590 | 33,679 | 77,079 | 64,827 | 31.9% | 33.1% | 32.2% | 33.9% |
| Depreciation & amortization | 1,880 | 1,846 | 3,740 | 3,509 | 1.6% | 1.8% | 1.6% | 1.8% |
| Goodwill amortization | 915 | 766 | 1,829 | 1,394 | 0.7% | 0.8% | 0.7% | 0.7% |
| Total operating expenses | 112,901 | 95,024 | 223,905 | 179,443 | 93.3% | 93.4% | 93.4% | 93.6% |
| Operating income | 8,170 | 6,734 | 15,855 | 12,261 | 6.7% | 6.6% | 6.6% | 6.4% |
| Interest expense | 1,046 | 972 | 2,156 | 1,468 | 0.8% | 0.9% | 0.9% | 0.8% |
| Earnings before income taxes | 7,124 | 5,762 | 13,699 | 10,793 | 5.9% | 5.7% | 5.7% | 5.6% |
| Income taxes | 2,779 | 2,170 | 5,343 | 4,044 | 2.3% | 2.2% | 2.2% | 2.1% |
| Income from continuing operations | 4,345 | 3,592 | 8,356 | 6,749 | 3.6% | 3.5% | 3.5% | 3.5% |
| Discontinued operations | | | | | | | | |
| Loss from operations of discontinued COMNET products business | (125) | (230) | (320) | (248) | (0.1%) | (0.2%) | (0.1%) | (0.1%) |
| Gain of disposal of COMNET products business | 21,134 | - | 21,134 | - | 17.4% | - | 8.8% | - |
| Net Income | \$ 25,354 | \$ 3,362 | \$ 29,170 | \$ 6,501 | 20.9% | 3.3% | 12.2% | 3.4% |

Operating Income . Operating income increased 21% and 29% for the quarter and six months ended December 31, 1999 as compared to the same periods a year ago. This is due to the 19% and 25% growth in revenue for the second quarter and first half of FY00, respectively, along with the Company's ability to control its indirect costs and selling expenses.

As percentage of revenue, direct costs for the second quarter and first half of FY00 have increased 1.4% and 1.7%, respectively, as compared to the same periods a year ago. Direct costs include direct labor and other direct costs such as equipment purchases, subcontractor costs and travel

expenses. The largest component of direct costs, direct labor, was \$34.5 million and \$29.8 million for the second quarter of FY00 and FY99, respectively. For the six months ended December 31, 1999 and 1998, direct labor was \$68.9 million and \$56.7 million, respectively. Other direct costs were \$37.0 million and \$28.9 million for the second quarters of FY00 and FY99, respectively, and \$72.4 million versus \$53.0 million for the first six months of FY00 and FY99, respectively. Other direct costs have grown at a more rapid pace as the Company has a higher number of contracts with an increased level of such costs. The most notable increase have come from contracts with DoJ, Boeing, several state and local customers, and from contracts obtained through the acquisition of QuesTech.

Indirect costs and selling expenses include fringe benefits, marketing and bid and proposal costs, indirect labor, and other discretionary costs, most of which are highly variable. As a percentage of revenue, indirect costs have decreased due to the impact of higher other direct costs on revenue for the quarter and first six months of FY00 and the Company's ability to contain indirect costs.

Depreciation and amortization expense increased slightly in the second quarter and by \$231 thousand in the first half of FY00, as compared to the same periods a year ago, primarily due to the acquisition of QuesTech.

Goodwill amortization expense has increased \$149 thousand for the second quarter and \$435 thousand for the first half of FY00 as compared to the same periods a year ago due primarily to the acquisition of QuesTech in the prior fiscal year.

Interest Expense. Interest expense increased slightly for the second quarter and by \$0.7 million for the first six months of FY00 as compared to the same periods in FY99. For the first six months of FY00 average borrowings were \$65.3 million through mid-December, at which time \$37 million of the proceeds from the sale of the COMNET products business were used to pay down the line of credit. For the first six months of FY99, average borrowings were \$45 million. In the second quarter of FY00, average borrowings were \$65.2 million, up slightly from the prior year quarter when the Company borrowed \$42 million for the acquisition of QuesTech and average borrowings increased to \$60 million.

Income Taxes . The effective income tax rate for both the quarter and six months ended December 31, 1999 was 39.0% as compared to 37.7% and 37.4% for the quarter and six months ended December 31, 1998, respectively. The increase for both periods is due to the impact of non-deductible goodwill amortization from the QuesTech acquisition.

Liquidity and Capital Resources

Historically, the Company's positive cash flow from operations and available credit facilities provided adequate liquidity and working capital to fully fund the Company's operational needs and support the acquisition activities. Working capital was \$64.6 million and \$66.7 million as of December 31, 1999 and June 30, 1999, respectively. The decrease in working capital in the first six months of FY00 is attributable to the tax impact of the sale of the COMNET products business. Operating activities used cash of \$2.4 million for the six months of FY00 as compared to FY99 when operating activities used cash of \$2.3 million. This slight increase in cash used by operating activities since the prior year is primarily due to cash payments related to higher other direct costs as well as growth in receivables resulting from the 25% growth in revenue for the first six months of FY00 as compared to the same period of FY99.

The Company generated \$31.2 million in cash from investing activities for the six months ended December 31, 1999 versus using \$47.8 million for the same period a year ago. The cash used in FY99 was primarily due to the acquisitions of QuesTech of \$41.6 million and of IDS for \$2.6 million. The cash generated in FY00 is due to the sale of COMNET products business for \$37.0 million in cash offset by purchases of property and equipment.

The Company used the sales proceeds from the COMNET products business to pay down its line of credit. In FY99, the Company financed its investing activities from operating cash flows and from a net increase in borrowings of \$47.6 million under its line of credit.

The Company maintains a five-year unsecured revolving line of credit which expires on June 19, 2003. The agreement permits borrowings of up to \$125 million with annual sublimits on amounts borrowed for acquisitions. The Company also maintains a 500,000 pound sterling unsecured line of credit in London, England, which expires in November 2000. At December 31, 1999, the Company had approximately \$99.6 million available for borrowings under its lines of credit.

The Company believes that the combination of internally generated funds, available bank borrowings and cash on hand will provide the required liquidity and capital resources for the foreseeable future.

Year 2000

In Form 10-Q for the quarter ended September 30, 1999, filed with the Securities and Exchange Commission, the Company reported that it had achieved material compliance with its multi-dimensional compliance program. To date, the Company has not experienced any significant disruptions in any aspect of its operations. The Company continues to monitor its infrastructure, its products offered, and its critical business partners to ensure continued success. The Company has not incurred any material expenditures in addition to those already reported in its prior filing and does not anticipate any significant future costs related to maintaining its Year 2000 compliance.

PART II

OTHER INFORMATION

Item 1. Legal Proceedings

CACI, INC.-FEDERAL v. Arizona Department of Transportation

Reference is made to Part II, Item 1, Legal Proceedings, in the Registrant's Report on Form 10-Q for the quarter ended September 30, 1999 for the most recently filed information concerning the lawsuit filed on June 25, 1996, by CACI, INC.-FEDERAL ("CACI"), the Registrant's wholly-owned subsidiary, in Superior Court for Maricopa County, Arizona, against the Arizona Department of Transportation ("ADOT"). This suit seeks the following: (i) a declaratory judgment that the disputes procedures mandated by the Arizona Procurement Code is unconstitutional; (ii) a declaratory judgment that ADOT cannot assert claims against CACI under the mandated disputes procedure; (iii) a declaratory judgment that ADOT is not entitled to recover consequential damages in connection with the dispute; (iv) \$2,938,990 plus interest in breach of contract damages; (v) the return of CACI's property seized by ADOT in connection with the termination of the contract; and (vi) lawyers' fees. ADOT has counterclaimed, seeking in excess of \$100 million in damages allegedly caused by CACI's breach of contract.

Since the filing of Registrant's report indicated above, the parties have reached an agreement to settle the case and are now engaged in producing settlement documentation.

John Chrysogelos v. V. L. Salvatori, et al

In the fall of 1999, an action styled John Chrysogelos v. V. L. Salvatori, et al C.A. 17408NC was filed in the Chancery Court for the State of Delaware setting forth both class and derivative claims alleging that the Registrant's Directors breached their fiduciary and other duties to the Registrant and its stockholders by (i) adopting by-law amendments specifying procedures for stockholder actions by consent and calling of special meetings; and, (ii) failing to evaluate and fairly respond to a premium cash offer to purchase the stock of the Registrant.

The Defendant's Motion to Dismiss is pending.

Parsow Partnership, Ltd., et al v J. P. London, et al

In November, 1999, an action styled Parsow Partnership, Ltd., et. al. v J. P. London, et al, CA No. 99-770, was filed in the United States District Court for the District of Delaware alleging that the board of Directors and senior management of the Registrant had solicited proxies in violation of Sections 14(a) and 20(a) of the Securities Exchange Act of 1934 (the Exchange Act) and Rule 14a-9 promulgated thereunder.

On December 8, 1999, the Defendants filed their Answer and Counterclaim denying the substantive allegations of the Complaint, and claiming that the Plaintiffs violated Sections 14(a) and 20(a) of the Exchange Act and Rules 14a-2(b)(2) and 14a-9 promulgated thereunder by soliciting the proxies from more than ten (10) stockholders and by making false and misleading statements in the solicitation of proxies.

Item 4. Submission of Matters to a Vote of Security Holders

On November 9, 1999, the Company held its Annual meeting of Stockholders. At the meeting all management nominees were elected to serve as directors and the appointment of Deloitte & Touche, LLP as independent auditors for the current fiscal year was ratified. The results of the meeting were reported in a news release dated December 9, 1999.

Item 5. Other Information

Forward Looking Statements

There are statements made herein which do not address historical facts and, therefore, could be interpreted to be forward-looking statements as that term is defined in the Private Securities Litigation Reform Act of 1995. Such statements are subject to factors that could cause actual results to differ materially from anticipated results. The factors that could cause actual results to differ materially from those anticipated include, but are not limited to, the following: regional and national economic conditions; changes in interest rates; failure to achieve contract awards in connection with recompetes for present business and/or competition for new business; the risks and uncertainties associated with client interest in and purchases of new products and/or services; continued funding of U.S. Government or other public sector projects in the event of a priority need for funds; government contract procurement (such as bid protest) and termination risks; individual business decisions of our clients; paradigm shifts in technology; competitive factors such as pricing pressures and/or competition to hire and retain employees; our ability to complete acquisitions and/or divestitures appropriate to achievement of our strategic plans; Year 2000 issues, particularly as they concern the cost of litigation and potential legal liability associated with products, systems and services which are no longer under warranty or maintenance obligations; material changes in laws or regulations applicable to our businesses; our own ability to achieve the objectives of near term or long range business plans; and other risks described in the Company's Securities and Exchange Commission filings.

Item 6. Exhibits and Reports on Form 8-K

The Registrant filed a Current Report on Form 8-K on November 15, 1999, in which the Registrant reported that it had executed a letter of intent to sell its COMNET products business to Compuware Corporation.

The Registrant filed a Current Report on Form 8-K on November 16, 1999, in which the Registrant reported that it had executed a letter of intent to acquire all of the outstanding shares of XEN Corporation.

The Registrant filed a Current Report on Form 8-K on December 20, 1999, in which the Registrant reported that it had completed the sale of its COMNET products business to Compuware Corporation.

CACI INTERNATIONAL INC AND SUBSIDIARIES INDEX TO EXHIBITS

| Exhibit Number | Title |
|-------------------|---|
| 11 | Computation of Basic and Diluted Earnings Per Share |

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.

CACI International Inc
(Registrant)

Date: February 11, 2000

By: /s/

Dr. J.P. London
Chairman of the Board
Chief Executive Officer and Director
(Principal Executive Officer)

Date: February 11, 2000

By: /s/

Stephen L. Waechter
Executive Vice President,
Chief Financial Officer and Treasurer
(Principal Financial and Accounting Officer)

EXHIBIT 11

COMPUTATION OF EARNINGS PER SHARE

| | Three Months Ended December 31, | | Six Months Ended December 31, | |
|--|------------------------------------|----------|----------------------------------|----------|
| | 1999 | 1998 | 1999 | 1998 |
| Net income | \$ 25,354 | \$ 3,362 | \$ 29,170 | \$ 6,501 |
| Average shares outstanding during the period | 11,308 | 10,874 | 11,148 | 10,866 |
| Dilutive effect of stock options after after application of treasury stock method | 229 | 323 | 301 | 333 |
| Average number of shares outstanding during the period | 11,537 | 11,197 | 11,449 | 11,199 |
| Basic earnings per share | \$ 2.24 | \$ 0.31 | \$ 2.62 | \$ 0.60 |
| Diluted earnings per share | \$ 2.20 | \$ 0.30 | \$ 2.55 | \$ 0.58 |

ARTICLE 5

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE REGISTRANT'S QUARTERLY REPORT ON FORM 10-Q FOR THE PERIOD ENDED DECEMBER 31, 1999, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

| | |
|----------------------------|--------------|
| PERIOD TYPE | 6 MOS |
| FISCAL YEAR END | JUN 30 2000 |
| PERIOD END | DEC 30 1999 |
| CASH | 1,374,000 |
| SECURITIES | 0 |
| RECEIVABLES | 125,260,000 |
| ALLOWANCES | (2,180,000) |
| INVENTORY | 0 |
| CURRENT ASSETS | 123,189,000 |
| PP&E | 47,613,000 |
| DEPRECIATION | (32,957,000) |
| TOTAL ASSETS | 224,348,000 |
| CURRENT LIABILITIES | 58,604,000 |
| BONDS | 26,253,000 |
| PREFERRED MANDATORY | 0 |
| PREFERRED | 0 |
| COMMON | 1,489,000 |
| OTHER SE | 132,906,000 |
| TOTAL LIABILITY AND EQUITY | 224,348,000 |
| SALES | 0 |
| TOTAL REVENUES | 239,760,000 |
| CGS | 0 |
| TOTAL COSTS | 141,257,000 |
| OTHER EXPENSES | 82,209,000 |
| LOSS PROVISION | 439,000 |
| INTEREST EXPENSE | 2,156,000 |
| INCOME PRETAX | 13,699,000 |
| INCOME TAX | 5,343,000 |
| INCOME CONTINUING | 8,356,000 |
| DISCONTINUED | 20,814,000 |
| EXTRAORDINARY | 0 |
| CHANGES | 0 |
| NET INCOME | 29,170,000 |

| | |
|-------------|-------------------|
| EPS BASIC | 2.62 ¹ |
| EPS DILUTED | 2.55 ¹ |

¹ Earnings per share has been presented on the financial statements in accordance with SFAS #128 as shown below: earnings per share - basic \$2.62 earnings per share - diluted \$2.55

End of Filing

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