

K2 INC  
Form 10-Q  
August 05, 2005

---

**SECURITIES AND EXCHANGE COMMISSION**

**WASHINGTON, D.C. 20549**

---

**FORM 10-Q**

**QUARTERLY REPORT**

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

For the quarterly period ended June 30, 2005

Commission File No. 1-4290

**K2 INC.**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State of Incorporation)

**95-2077125**  
(I.R.S. Employer  
Identification No.)

**5818 El Camino Real**  
**Carlsbad, California**  
(Address of principal executive offices)

**92008**  
(Zip Code)

Registrant's telephone number, including area code (760) 494-1000

Edgar Filing: K2 INC - Form 10-Q

Former Name, Former Address and Former Fiscal Year, if Changed Since Last Report:

Not applicable

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 by check mark whether the registrant is an accelerated filer (as defined in Rule 12b-2 of the Exchange Act). Yes x No "

At July 31, 2005, there were 47,598,286 shares of Common Stock (\$1.00 par value) outstanding.

---

## PART - 1 FINANCIAL INFORMATION

## ITEM 1 FINANCIAL STATEMENTS

## CONSOLIDATED CONDENSED STATEMENTS OF INCOME (UNAUDITED)

(Thousands, except per share figures)

|                                     | Three months<br>ended June 30 |            | Six months<br>ended June 30 |            |
|-------------------------------------|-------------------------------|------------|-----------------------------|------------|
|                                     | 2005                          | 2004       | 2005                        | 2004       |
|                                     | (Unaudited)                   |            |                             |            |
| Net sales                           | \$ 301,425                    | \$ 250,987 | \$ 619,716                  | \$ 528,351 |
| Cost of products sold               | 201,667                       | 173,622    | 417,139                     | 364,353    |
| Gross profit                        | 99,758                        | 77,365     | 202,577                     | 163,998    |
| Selling expenses                    | 54,502                        | 41,566     | 113,217                     | 83,613     |
| General and administrative expenses | 36,910                        | 23,354     | 71,003                      | 48,418     |
| Operating income                    | 8,346                         | 12,445     | 18,357                      | 31,967     |
| Interest expense                    | 7,285                         | 3,210      | 14,538                      | 6,512      |
| Other income, net                   | (1,117)                       | (125)      | (1,838)                     | (178)      |
| Income before income taxes          | 2,178                         | 9,360      | 5,657                       | 25,633     |
| Provision for income taxes          | 725                           | 3,182      | 1,880                       | 8,715      |
| Net income                          | \$ 1,453                      | \$ 6,178   | \$ 3,777                    | \$ 16,918  |
| Basic earnings per share:           |                               |            |                             |            |
| Net income                          | \$ 0.03                       | \$ 0.18    | \$ 0.08                     | \$ 0.48    |
| Diluted earnings per share:         |                               |            |                             |            |
| Net income                          | \$ 0.03                       | \$ 0.16    | \$ 0.08                     | \$ 0.43    |
| Basic shares outstanding            | 46,216                        | 35,273     | 46,196                      | 34,894     |
| Diluted shares outstanding          | 47,373                        | 44,019     | 47,430                      | 43,659     |

See notes to consolidated condensed financial statements.

**CONSOLIDATED CONDENSED BALANCE SHEETS**

(Thousands, except number of shares)

|   | <b>June 30</b>     | <b>December 31</b> |
|---|--------------------|--------------------|
|   | <b>2005</b>        | <b>2004</b>        |
|   | <b>(Unaudited)</b> |                    |
| <b>Assets</b>   |                    |                    |
| <b>Current Assets</b>   |                    |                    |
| Cash and cash equivalents   | \$ 21,450          | \$ 25,633          |
| Accounts receivable, less allowances for doubtful accounts of \$15,656 (2005) and \$14,895 (2004)                                     | 264,844            | 369,914            |
| Inventories, net  | 367,127            | 325,125            |
| Deferred income taxes   | 20,868             | 29,709             |
| Prepaid expenses and other current assets   | 28,151             | 22,775             |
|   | <hr/>              | <hr/>              |
| Total current assets  | 702,440            | 773,156            |
| Property, plant and equipment   | 284,189            | 272,959            |
| Less allowance for depreciation and amortization  | 142,854            | 131,995            |
|   | <hr/>              | <hr/>              |
|   | 141,335            | 140,964            |
| <b>Other Assets</b>   |                    |                    |
| Goodwill  | 343,088            | 349,760            |
| Tradenames  | 145,829            | 137,329            |
| Other intangible assets, net  | 21,292             | 21,276             |
| Deferred income taxes   | 7,506              | 7,506              |
| Other   | 24,377             | 26,374             |
|   | <hr/>              | <hr/>              |
| Total Assets  | \$ 1,385,867       | \$ 1,456,365       |
|   | <hr/>              | <hr/>              |
| <b>Liabilities and Shareholders Equity</b>  |                    |                    |
| <b>Current Liabilities</b>  |                    |                    |
| Bank loans  | \$ 7,017           | \$ 31,490          |
| Accounts payable  | 73,604             | 103,158            |
| Income taxes payable  | 25,938             | 28,386             |
| Accrued payroll and related   | 44,895             | 50,589             |
| Other accruals  | 99,370             | 100,478            |
| Current portion of long-term debt   | 19,123             | 35,074             |
|   | <hr/>              | <hr/>              |
| Total current liabilities   | 269,947            | 349,175            |
| Long-term pension liabilities   | 16,854             | 16,854             |
| Long-term debt  | 274,004            | 250,812            |
| Deferred income taxes   | 50,746             | 58,123             |
| Convertible subordinated debentures   | 98,769             | 98,535             |
| Commitments and Contingencies   |                    |                    |
| <b>Shareholders Equity</b>  |                    |                    |
| Preferred Stock, \$1 par value, authorized 12,500,000 shares, none issued   |                    |                    |
| Common Stock, \$1 par value, authorized 110,000,000 shares, issued and outstanding shares - 47,594,257 in 2005 and 47,543,108 in 2004 | 47,594             | 47,543             |
| Additional paid-in capital  | 502,942            | 502,322            |
| Retained earnings   | 150,335            | 146,558            |
| Treasury shares at cost, 747,234 shares in 2005 and 2004  | (9,107)            | (9,107)            |
| Accumulated other comprehensive loss  | (16,217)           | (4,450)            |
|   | <hr/>              | <hr/>              |
| Total Shareholders Equity   | 675,547            | 682,866            |
|   | <hr/>              | <hr/>              |
| Total Liabilities and Shareholders Equity   | \$ 1,385,867       | \$ 1,456,365       |



See notes to consolidated condensed financial statements

**CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS (Unaudited)**

(Thousands)

|   | <b>Six months ended June 30</b> |                  |
|---|---------------------------------|------------------|
|   | <b>2005</b>                     | <b>2004</b>      |
|   | <b>(unaudited)</b>              |                  |
| <b>Operating Activities</b>   |                                 |                  |
| Net Income  | \$ 3,777                        | \$ 16,918        |
| Adjustments to reconcile net income from operations to net cash provided by operating activities: |                                 |                  |
| Depreciation and amortization   | 17,278                          | 12,743           |
| Deferred taxes  | 1,415                           | 6,782            |
| Changes in current assets and current liabilities   | 19,827                          | 20,517           |
| <b>Net cash provided by operating activities</b>  | <b>42,297</b>                   | <b>56,960</b>    |
| <b>Investing Activities</b>   |                                 |                  |
| Property, plant & equipment expenditures  | (17,308)                        | (14,258)         |
| Disposals of property, plant & equipment  | 872                             | 406              |
| Purchase of business, net of cash acquired  | (15,094)                        | (28,672)         |
| Other items, net  | 1,651                           | (5,291)          |
| <b>Net cash used in investing activities</b>  | <b>(29,879)</b>                 | <b>(47,815)</b>  |
| <b>Financing Activities</b>   |                                 |                  |
| Borrowings under long-term debt   | 548,000                         | 379,149          |
| Payments of long-term debt  | (540,525)                       | (391,942)        |
| Net decrease in short-term bank loans   | (24,473)                        | (3,526)          |
| Exercise of stock options   | 397                             | 4,091            |
| <b>Net cash used in financing activities</b>  | <b>(16,601)</b>                 | <b>(12,228)</b>  |
| <b>Net decrease in cash and cash equivalents</b>  | <b>(4,183)</b>                  | <b>(3,083)</b>   |
| Cash and cash equivalents at beginning of year  | 25,633                          | 21,256           |
| <b>Cash and cash equivalents at end of period</b>   | <b>\$ 21,450</b>                | <b>\$ 18,173</b> |

See notes to consolidated condensed financial statements.

**K2 INC.**

**NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS**

**June 30, 2005**

**NOTE 1 Basis of Presentation**

The accompanying unaudited consolidated condensed financial statements have been prepared in accordance with accounting principles generally accepted in the United States for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by accounting principles generally accepted in the United States for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three and six month periods ended June 30, 2005 are not necessarily indicative of the results that may be expected for the year ending December 31, 2005.

The consolidated condensed balance sheet at December 31, 2004 has been derived from the audited financial statements at that date, but does not include all of the information and footnotes required by accounting principles generally accepted in the United States for complete financial statements.

K2 Inc. ( K2 ) reports its financial statements using a 13 week quarter ending on the last Sunday of March, June, September and December. For purposes of the consolidated financial statements, the end of each quarter is stated as of March 31, June 30, September 30 and December 31, respectively.

The interim financial statements should be read in connection with the financial statements in K2 s Annual Report on Form 10-K for the year ended December 31, 2004.

Certain prior year amounts have been reclassified to conform to the current year presentation.

**NOTE 2 Recent Accounting Pronouncements**

In December 2004, the Financial Accounting Standards Board ( FASB ) issued Statement of Financial Accounting Standards ( SFAS ) No. 123 (Revised), *Share-Based Payment*. SFAS No. 123 (Revised) requires that companies recognize compensation expense equal to the fair value of stock options or other share based payments. The impact on K2 s net income will include the remaining amortization of the fair value of existing options currently disclosed as pro forma expense in Note 3 and is contingent upon the number of future options granted, the selected transition method and the selection of either the Black-Scholes or the binominal lattice model for valuing options.

On April 14, 2005, the SEC adopted a new rule that amended the compliance dates of SFAS No. 123 (Revised) to require implementation no later than the beginning of the first fiscal year beginning after June 15, 2005 (the year beginning January 1, 2006 for K2). Early adoption of SFAS No. 123 (Revised) is permissible. K2 is in the process of evaluating the use of certain option-pricing models as well as the assumptions to

be used in such models. When such evaluation is complete, K2 will



**K2 INC.**

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

**June 30, 2005**

**NOTE 2 Recent Accounting Pronouncements (Continued)**

determine the transition method to use, the timing of adoption and the impact any change in valuation models might have.

In May 2005, the FASB issued SFAS No. 154, *Accounting Changes and Error Corrections*. SFAS No. 154 replaces APB Opinion No. 20, *Accounting Changes* and SFAS No. 3, *Reporting Accounting Changes in Interim Financial Statements*. SFAS No. 154 requires that a voluntary change in accounting principle be applied retrospectively with all prior period financial statements presented on the new accounting principle unless it is impracticable to do so. SFAS No. 154 also provides that a change in method of depreciating or amortizing long-lived non-financial assets be accounted for as a change in estimate effected by a change in accounting principle and that correction of errors in previously issued financial statements should be termed a restatement. SFAS No. 154 is effective for accounting changes and correction of errors made in fiscal years beginning after December 15, 2005. Early adoption of this standard is permitted for accounting changes and corrections of errors made in fiscal years beginning after June 1, 2005. K2 believes that implementing SFAS No. 154 should not have a material impact on its financial position and results of operations.

## K2 INC.

## NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Continued)

June 30, 2005

## NOTE 3 Stock Based Compensation

K2 currently applies the provisions of SFAS No. 123, *Accounting for Stock-Based Compensation*, which allows entities to continue to apply the provisions of Accounting Principles Board ( APB ) Opinion No. 25, *Accounting for Stock Issued to Employees*, and related interpretations and provide pro forma net income and pro forma net income per share disclosures for employee stock option grants made as if the fair-value-based method defined in SFAS No. 123 had been applied. K2 has elected to continue to apply the provisions of APB Opinion No. 25 and provide the pro forma disclosure provisions of SFAS No. 123. As such, compensation expense for stock options issued to employees is recorded on the date of grant only if the current market price of the underlying stock exceeded the exercise price. Had compensation cost been determined based upon the fair value at the grant date for K2's stock options under SFAS No. 123 using the Black-Scholes option pricing model, pro forma net income and pro forma net income per share, including the following weighted average assumptions used in these calculations, would have been as follows:

|  | For the three months ended |          | For the six months ended |           |
|--|----------------------------|----------|--------------------------|-----------|
|  | June 30                    |          | June 30                  |           |
|  | 2005                       | 2004     | 2005                     | 2004      |
| (Thousands, except per share data, percentage data and expected life)  |                            |          |                          |           |
| Net income as reported   | \$ 1,453                   | \$ 6,178 | \$ 3,777                 | \$ 16,918 |
| Less: Total stock-based compensation expense determined under fair value based method for all awards, net of taxes | 8,869                      | 384      | 9,531                    | 768       |
| Net income (loss), adjusted  | \$ (7,416)                 | \$ 5,794 | \$ (5,754)               | \$ 16,150 |
| <b>Earnings (loss) per share:</b>  |                            |          |                          |           |
| Basic - as reported  | \$ 0.03                    | \$ 0.18  | \$ 0.08                  | \$ 0.48   |
| Basic - pro forma  | \$ (0.16)                  | \$ 0.16  | \$ (0.12)                | \$ 0.46   |
| Diluted - as reported  | \$ 0.03                    | \$ 0.16  | \$ 0.08                  | \$ 0.43   |
| Diluted - pro forma  | \$ (0.16)                  | \$ 0.15  | \$ (0.12)                | \$ 0.41   |
| Risk free interest rate  | 3.60%                      | 3.60%    | 3.60%                    | 3.60%     |
| Expected life of options   | 5 years                    | 5 years  | 5 years                  | 5 years   |
| Expected volatility  | 40.9%                      | 43.2%    | 40.9%                    | 43.2%     |
| Expected dividend yield  |                            |          |                          |           |

The pro forma amounts may not be representative of future disclosures since the estimated fair value of stock options is amortized to expense over the vesting period and additional options may be granted in future years. Since changes in the subjective assumptions used in the Black-Scholes model can materially affect the fair value estimate, management believes the model does not provide a reliable measure of the fair value of its options.

**K2 INC.****NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Continued)****June 30, 2005****NOTE 3 Stock Based Compensation (Continued)**

On May 17 2005, the Compensation Committee of the Board of Directors of K2 approved the acceleration of vesting of certain unvested and out-of-the-money stock options previously awarded to employees and officers under the K2 stock option plans. An option was considered out-of-the-money if the stated exercise price was greater than \$11.94 per share, the closing price of K2's common stock on May 17, 2005, the last trading day before approval of the acceleration. Outstanding unvested options that had an exercise price equal to or less than \$11.94 on May 17, 2005, will continue to vest under the terms of the original option agreements. As a result of this action, options to purchase approximately 2.1 million shares of K2's common stock that would otherwise have vested over the next three years became fully vested on May 17, 2005. The affected options had a range of exercise prices of \$12.51 to \$14.30 and a weighted average exercise price of \$13.14. Options held by non-employee directors were not affected. In addition, the Compensation Committee imposed a holding period that will require that all executive officers of the Company not sell shares acquired through the exercise of an accelerated option (other than shares needed to cover the exercise price and satisfying withholding taxes) prior to the earlier of the date on which exercise would have been permitted under the options original vesting terms or, if earlier, the executive officer's last day of employment.

The decision to accelerate the vesting of these options was made to reduce future compensation expense that is expected to be recorded in conjunction with K2's adoption of SFAS 123 (Revised). The incremental expense associated with the acceleration of the options is included in the pro forma disclosures above for the three and six months ended June 30, 2005.

**NOTE 4 Inventories**

The components of inventories consisted of the following:

|                 | <b>June 30,<br/>2005</b> | <b>December 31,<br/>2004</b> |
|-----------------|--------------------------|------------------------------|
|                 | (Thousands)              |                              |
| Finished goods  | \$ 271,473               | \$ 237,162                   |
| Work in process | 15,934                   | 15,389                       |
| Raw materials   | 79,720                   | 72,574                       |
|                 | <b>\$ 367,127</b>        | <b>\$ 325,125</b>            |

**K2 INC.**

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

**June 30, 2005**

**Note 5 Acquisitions**

During the second quarter of 2005, K2 completed the acquisition of substantially all of the assets of Hodgman, Inc., a business engaged in the design, selling and distribution of hunting and fishing waders, and JRC Products Limited, a business engaged in the design, selling and distribution of fishing tackle products. The purchase prices for these acquisitions were paid in cash. The results of the operations of these two companies were included in the consolidated financial statements of K2 beginning with the respective dates of the acquisition.

The two transactions completed during the second quarter of 2005 were accounted for under the purchase method of accounting, and accordingly the purchased assets and liabilities were recorded at their estimated fair values at the respective date of acquisition. The combined preliminary purchase price allocation for the two acquisitions resulted in an excess of the aggregate purchase price over net tangible assets acquired of approximately \$7.0 million.

Based on a preliminary independent third party valuation obtained during the second quarter of 2005, the excess amounts of the two transactions were preliminarily allocated to intangible assets with finite and indefinite lives including: customer relationships and patents of \$0.1 million with an average life of two years; tradenames with an indefinite life not subject to amortization of \$2.9 million; and goodwill not subject to amortization of \$4.0 million.

The final allocations of the purchase price of these two transactions will be completed during the second half of 2005 based on K2's final evaluation of such assets and liabilities.

At June 30, 2005, there was approximately \$10.7 million of cash and 612,466 shares of K2 common stock held in escrow or due for payment relating to certain prior acquisitions. The cash and shares will be released from escrow during 2005 through 2008, subject to final agreement between K2 and the selling parties. The cash and shares in escrow, as well as future cash payments due have been reflected in the purchase price of the related acquisition. Shares held in escrow are reflected in the calculation of diluted earnings per share for the periods presented.

During 2004, K2 completed nine acquisitions, including the acquisitions of Fotoball (later renamed K2 Licensed Products, Inc.) on January 23, 2004, Ex Officio on May 12, 2004, Marmot on June 30, 2004 and Völkl and Marker on July 7, 2004, as well as five smaller acquisitions.

## K2 INC.

## NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Continued)

June 30, 2005

## Note 5 Acquisitions (Continued)

The consolidated condensed statements of income for the three and six months ended June 30, 2005 includes the operating results of each of the businesses acquired in 2004, however the consolidated condensed statements of income for the three and six months ended June 30, 2004 do not include the results of Marmot, Völkl and Marker or K2's other acquisitions completed after the 2004 second quarter since these companies were acquired by K2 on or subsequent to June 30, 2004. The 2004 second quarter results include less than a full three months of results of Worr Game Products and IPI both of which were acquired by K2 on April 19, 2004, and Ex Officio, which was acquired by K2 on May 12, 2004. In addition, the 2004 six month results include less than a full six months of results of K2 Licensed Products which was acquired by K2 on January 23, 2004, Worr Game Products and IPI both of which were acquired by K2 on April 19, 2004, and Ex Officio, which was acquired by K2 on May 12, 2004.

The following summarized unaudited pro forma information of K2 assume the acquisitions of Marmot and Völkl and Marker had occurred as of January 1, 2004, the earliest date for which information is presented below. This pro forma information does not purport to be indicative of what would have occurred had the acquisitions been made as of those dates, or of results which may occur in the future. Pro forma results of operations of K2's other acquisitions completed during 2004 and 2005 have not been presented because the effects of these additional acquisitions were not material on either an individual basis or aggregate basis to K2's consolidated results of operations.

## Pro Forma Information (Unaudited)

(Thousands, except per share amounts)

|                                   | For the three months ended<br>June 30, |            | For the six months ended<br>June 30, |            |
|-----------------------------------|--|------------|--------------------------------------|------------|
|                                   | 2005                                   | 2004       | 2005                                 | 2004       |
| Net sales                         | \$ 301,425                             | \$ 270,009 | \$ 619,716                           | \$ 586,401 |
| Operating income                  | 8,346                                  | 1,899      | 18,357                               | 16,534     |
| Net income (loss)                 | 1,453                                  | (1,514)    | 3,777                                | 4,762      |
| Diluted earnings (loss) per share | \$ 0.03                                | \$ (0.04)  | \$ 0.08                              | \$ 0.10    |

Pursuant to the acquisitions made by K2 during 2005, 2004 and 2003, K2 approved restructuring and exit plans related to the closure of certain facilities of the acquired companies. In accordance with Emerging Issues Task Force ( EITF ) 95-3, *Recognition of Liabilities in Connection with a Purchase Business Combination*, K2 established reserves for employee severance, employee relocation costs and lease termination costs totaling approximately \$0.6 million, \$11.0 million and \$5.1 million, during 2005, 2004 and 2003 respectively. These reserves were recognized as assumed liabilities of the acquired companies. The reserves established were not individually significant to any of K2's acquisitions during 2005, 2004 or 2003.

## K2 INC.

## NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Continued)

June 30, 2005

## Note 5-Acquisitions (Continued)

The following table summarizes the activity in 2004 and 2005:

|   | Employee<br>Severance | Employee<br>Relocation | Subtotal          | Lease<br>Termination Costs | Total             |
|---|-----------------------|------------------------|-------------------|----------------------------|-------------------|
|   | <u>          </u>     | <u>          </u>      | <u>          </u> | <u>          </u>          | <u>          </u> |
|   |                       |                        | (Thousands)       |                            |                   |
| Balance at December 31, 2003  | \$ 2,411              | \$ 816                 | \$ 3,227          | \$ 1,203                   | \$ 4,430          |
| Reserves established in conjunction with acquisitions   | 6,968                 | 40                     | 7,008             | 4,034                      | 11,042            |
| Adjustments to reserve estimates (reflected as an adjustment of the cost of the acquired companies) | (974)                 |                        | (974)             |                            | (974)             |
| Utilized in 2004:   | (1,415)               | (488)                  | (1,903)           | (40)                       | (1,943)           |
|   | <u>          </u>     | <u>          </u>      | <u>          </u> | <u>          </u>          | <u>          </u> |
| Balance at December 31, 2004  | 6,990                 | 368                    | 7,358             | 5,197                      | 12,555            |
| Reserves established in conjunction with acquisitions   | 253                   |                        | 253               | 370                        | 623               |
| Adjustments to reserve estimates (reflected as an adjustment of the cost of the acquired companies) | (634)                 |                        | (634)             |                            | (634)             |
| Utilized in 2005:   | (1,668)               | (121)                  | (1,789)           | (219)                      | (2,008)           |
|   | <u>          </u>     | <u>          </u>      | <u>          </u> | <u>          </u>          | <u>          </u> |
| Balance at June 30, 2005  | \$ 4,941              | \$ 247                 | \$ 5,188          | \$ 5,348                   | \$ 10,536         |
|   | <u>          </u>     | <u>          </u>      | <u>          </u> | <u>          </u>          | <u>          </u> |

K2 believes that the remaining reserves for restructuring are adequate to complete the restructuring and exit plans discussed above.

## K2 INC.

## NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Continued)

June 30, 2005

## NOTE 6 Intangible Assets and Goodwill

The components of intangible assets and goodwill consisted of the following:

|   | Weighted<br>Average<br>Useful<br>Life | June 30, 2005     |                             |                   | December 31, 2004 |                             |                   |
|---|---------------------------------------|-------------------|-----------------------------|-------------------|-------------------|-----------------------------|-------------------|
|   |                                       | Gross<br>Amount   | Accumulated<br>Amortization | Net Book<br>Value | Gross<br>Amount   | Accumulated<br>Amortization | Net Book<br>Value |
| (Thousands)                                     |                                       |                   |                             |                   |                   |                             |                   |
| <b>Intangibles subject to amortization:</b>     |                                       |                   |                             |                   |                   |                             |                   |
| Patents   | 8.4 years                             | \$ 15,575         | \$ 3,959                    | \$ 11,616         | \$ 14,142         | \$ 3,161                    | \$ 10,981         |
| Customer contracts/relationships                | 8.2 years                             | 8,215             | 2,101                       | 6,114             | 8,139             | 1,488                       | 6,651             |
| Licensing agreements                            | 5.2 years                             | 2,795             | 1,113                       | 1,682             | 2,795             | 868                         | 1,927             |
| Tradenames/trademarks                           | 7.1 years                             | 955               | 203                         | 752               | 955               | 128                         | 827               |
| Non-compete agreements                          | 3.9 years                             | 1,572             | 444                         | 1,128             | 1,347             | 212                         | 1,135             |
| Order backlog and other                         | 0.2 years                             | 1,430             | 1,430                       |                   | 1,040             | 1,285                       | (245)             |
|   |                                       | <u>30,542</u>     | <u>9,250</u>                | <u>21,292</u>     | <u>28,418</u>     | <u>7,142</u>                | <u>21,276</u>     |
| <b>Intangibles not subject to amortization:</b> |                                       |                   |                             |                   |                   |                             |                   |
| <b>(by segment)</b>                             |                                       |                   |                             |                   |                   |                             |                   |
| Tradename                                       |                                       |                   |                             |                   |                   |                             |                   |
| Marine and Outdoor                              |                                       | 3,252             |                             | 3,252             | 352               |                             | 352               |
| Team sports                                     |                                       | 39,287            |                             | 39,287            | 33,687            |                             | 33,687            |
| Action sports                                   |                                       | 81,690            |                             | 81,690            | 81,690            |                             | 81,690            |
| Apparel and Footwear                            |                                       | 21,600            |                             | 21,600            | 21,600            |                             | 21,600            |
| Goodwill  |                                       |                   |                             |                   |                   |                             |                   |
| Marine and Outdoor                              |                                       | 26,720            |                             | 26,720            | 22,853            |                             | 22,853            |
| Team sports                                     |                                       | 81,980            |                             | 81,980            | 88,722            |                             | 88,722            |
| Action sports                                   |                                       | 152,485           |                             | 152,485           | 156,211           |                             | 156,211           |
| Apparel and Footwear                            |                                       | 81,903            |                             | 81,903            | 81,974            |                             | 81,974            |
|   |                                       | <u>488,917</u>    |                             | <u>488,917</u>    | <u>487,089</u>    |                             | <u>487,089</u>    |
| <b>Total intangibles</b>                        |                                       | <u>\$ 519,459</u> | <u>\$ 9,250</u>             | <u>\$ 510,209</u> | <u>\$ 515,507</u> | <u>\$ 7,142</u>             | <u>\$ 508,365</u> |

## K2 INC.

## NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Continued)

June 30, 2005

## NOTE 6 Intangible Assets and Goodwill (Continued)

The table below shows the activity in intangibles subject to and not subject to amortization for the six months ended June 30, 2005, including the purchase price allocations completed by K2 during 2005 relating to the acquisitions completed by K2 in the second quarter of 2005 and fourth quarter of 2004, respectively. The preliminary and final purchase price allocations were based on independent third party valuations. The final allocations of the purchase price of the 2005 acquisitions will be completed by K2 during the second half of 2005.

|   | December 31, 2004 |                            |                   | June 30, 2005     |                   |
|---|-------------------|----------------------------|-------------------|-------------------|-------------------|
|   | Net Book Value    | Purchase Price Allocations | Other Activity    | Amortization      | Net Book Value    |
| <b>Intangibles subject to amortization:</b>     |                   |                            |                   |                   |                   |
| Patents   | \$ 10,981         | \$ 430                     | \$ 1,003          | \$ (798)          | \$ 11,616         |
| Customer contracts/relationships                | 6,651             | 76                         |                   | (613)             | 6,114             |
| Licensing agreements                            | 1,927             |                            |                   | (245)             | 1,682             |
| Tradenames/trademarks                           | 827               |                            |                   | (75)              | 752               |
| Non-compete agreements                          | 1,135             | 225                        |                   | (232)             | 1,128             |
| Order backlog and other                         | (245)             | 390                        |                   | (145)             |                   |
|   | <u>21,276</u>     | <u>1,121</u>               | <u>1,003</u>      | <u>(2,108)</u>    | <u>21,292</u>     |
| <b>Intangibles not subject to amortization:</b> |                   |                            |                   |                   |                   |
| <b>(by segment)</b>                             |                   |                            |                   |                   |                   |
| Tradename                                       |                   |                            |                   |                   |                   |
| Marine and Outdoor                              | 352               | 2,900                      |                   |                   | 3,252             |
| Team Sports                                     | 33,687            | 5,600                      |                   |                   | 39,287            |
| Action Sports                                   | 81,690            |                            |                   |                   | 81,690            |
| Apparel and Footwear                            | 21,600            |                            |                   |                   | 21,600            |
| Goodwill  |                   |                            |                   |                   |                   |
| Marine and Outdoor                              | 22,853            | 3,973                      | (106)             |                   | 26,720            |
| Team Sports                                     | 88,722            | (6,497)                    | (245)             |                   | 81,980            |
| Action Sports                                   | 156,211           |                            | (3,726)           |                   | 152,485           |
| Apparel and Footwear                            | 81,974            |                            | (71)              |                   | 81,903            |
|   | <u>487,089</u>    | <u>5,976</u>               | <u>(4,148)</u>    |                   | <u>488,917</u>    |
| <b>Total intangibles</b>                        | <b>\$ 508,365</b> | <b>\$ 7,097</b>            | <b>\$ (3,145)</b> | <b>\$ (2,108)</b> | <b>\$ 510,209</b> |

Amortization expense for intangibles subject to amortization was approximately \$2.1 million for the six months ended June 30, 2005.

Amortization expense of purchased intangible assets subject to amortization is estimated to be approximately \$3.9 million during fiscal year ending 2005, \$3.7 million during 2006, \$3.5 million during 2007, \$3.4 million during 2008 and \$2.1 million during 2009.





## K2 INC.

## NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Continued)

June 30, 2005

**NOTE 6 Intangible Assets and Goodwill (Continued)**

Based on the results of the annual impairment tests, K2 determined that no impairment of goodwill or intangible assets with indefinite lives existed as of December 31, 2004 and no indicators of impairment were present during the six months ended June 30, 2005. However, future indicators or impairment tests of goodwill and intangible assets with indefinite lives could result in a charge to earnings. K2 will continue to evaluate goodwill and intangible assets with indefinite lives on an annual basis or whenever events and changes in circumstances indicate that there may be a potential impairment.

K2 has evaluated the remaining useful lives of its finite-lived purchased intangible assets to determine if any adjustments to the useful lives were necessary or if any of these assets had indefinite lives and were therefore not subject to amortization. K2 determined that no adjustments to the useful lives of its finite-lived purchased intangible assets were necessary.

K2 considered the recent softness in consumer demand for paintball products within its Action Sports segment and has determined that no indicators of impairment existed at June 30, 2005 with respect to certain indefinite and finite-lived intangibles. In the event consumer demand continues to remain soft for paintball products, K2 may be required to record an impairment charge in future periods related to indefinite and finite-lived intangibles within the Action Sports segment.

**NOTE 7 Warranties**

K2 records the estimated cost of product warranties at the time sales are recognized. K2 estimates warranty obligations by reference to historical product warranty return rates, material usage and service delivery costs incurred in correcting the product. Should actual product warranty return rates, material usage or service delivery costs differ from the historical rates, revisions to the estimated warranty liability would be required.

The following activity related to product warranty liabilities:

| (Thousands)                                     | Three Months Ended<br>June 30 |          | Six Months Ended<br>June 30 |          |
|---|-------------------------------|----------|-----------------------------|----------|
|   | 2005                          | 2004     | 2005                        | 2004     |
| Beginning Balance                               | \$ 9,324                      | \$ 5,520 | \$ 9,691                    | \$ 5,526 |
| Charged to costs and expenses                   | 2,428                         | 1,586    | 4,654                       | 3,117    |
| Increase to reserve resulting from acquisitions |                               | 325      |                             | 325      |
| Amounts charged to reserve                      | (2,379)                       | (966)    | (4,972)                     | (2,503)  |

Edgar Filing: K2 INC - Form 10-Q

|                |                 |                 |                 |                 |
|----------------|-----------------|-----------------|-----------------|-----------------|
| Ending Balance | <u>\$ 9,373</u> | <u>\$ 6,465</u> | <u>\$ 9,373</u> | <u>\$ 6,465</u> |
|----------------|-----------------|-----------------|-----------------|-----------------|

---

**K2 INC.**

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

**June 30, 2005**

**NOTE 8 Borrowings and Other Financial Instruments**

At June 30, 2005, K2's principal long-term borrowing facility was a five-year, \$250.0 million revolving credit facility (the Facility) expiring on July 1, 2009 with several banks and other financial institutions. The Facility is expandable to \$350.0 million subject to certain conditions. The Facility has a \$100.0 million limit for the issuance of letters of credit. Borrowings under the Facility are secured by all of K2's assets in the United States, Canada and England. Actual borrowing availability under the Facility is based on K2's trade receivable and inventory levels in the United States, Canada and England, subject to eligibility criteria and defined advance rates. Borrowings under the Facility are subject to an interest rate grid, but as of June 30, 2005 bear a rate equal to the prime rate, or a LIBOR interest rate plus 2.00%, and the Facility had an unused commitment fee of 0.375% per year. The Facility includes various covenants, including requirements that K2 maintain a minimum debt service coverage ratio, as well as limiting annual capital expenditures, indebtedness, dividends and certain investment activities.

On March 18, 2005, K2 obtained an amendment to its Facility allowing K2 to make up to \$50.0 million in repurchases of K2 common stock provided that unused borrowing availability under the facility is at least \$50.0 million after such repurchases.

On July 25, 2005, K2 also obtained an amendment to its Facility allowing K2 to issue up to \$100.0 million in unsecured notes, subject to the approval of the administrative agent, provided the issuance is completed within 365 days and the net proceeds are used to repay borrowings outstanding under the Facility.

At June 30, 2005, borrowings of \$73.0 million were outstanding under the Facility bearing an average interest rate of 4.96%. At June 30, 2005, there were also letters of credit outstanding under the Facility of \$20.5 million (consisting of \$13.7 million of standby letters of credit and \$6.8 million of trade letters of credit expiring over the next 12 months). K2 has classified \$16.3 million of seasonal borrowings outstanding under the Facility at June 30, 2005 as current. Pursuant to the terms of the Facility, an additional \$135.1 million was available for borrowing at June 30, 2005.

At June 30, 2005, K2 also had \$25.0 million of 7.25% convertible subordinated debentures (7.25% Debentures) due March 2010 outstanding. The 7.25% Debentures are convertible into 2,097,315 shares of K2 common stock at a conversion price of \$11.92 per share. Pursuant to the agreement for these debentures, the noteholders received warrants to purchase 243,260 and 524,329 additional shares of K2's common stock at exercise prices of \$13.14 and \$11.92 per share, respectively, exercisable within the three and five year period ended February 14, 2006 and February 14, 2008, respectively (collectively, the Warrants). K2 assigned a total fair market value of \$2,303,000 to the Warrants. At June 30, 2005, the aggregate unamortized fair market value of \$1,231,000 is reflected as a reduction of the face amount of the 7.25% Debentures on K2's balance sheet which is being amortized to interest expense using the effective interest method through the exercise periods, thereby increasing the carrying value of the debentures.

**K2 INC.**

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

**June 30, 2005**

**NOTE 8 Borrowings and Other Financial Instruments (Continued)**

At June 30, 2005, K2 also had \$75.0 million of 5.00% convertible senior debentures ( 5% Debentures ) due June 2010 outstanding. The 5% Debentures are convertible into 5,706,458 shares of K2 common stock at a conversion price of \$13.14 per share. The debentures are redeemable by K2 in whole or in part at K2's option on or after June 15, 2008 at a redemption price of 101.429% beginning on June 15, 2008 and ending on June 14, 2009, and at 100.714% beginning on June 15, 2009 and ending on June 14, 2010.

At June 30, 2005, K2 also had \$200.0 million of 7.375% senior, unsecured notes ( Senior Notes ) due July 1, 2014 outstanding. The Senior Notes are redeemable by K2 in whole or in part at K2's option at any time prior to July 1, 2009 at a price equal to 100% of the principal amount plus accrued and unpaid interest plus a make-whole premium, as defined in the indenture. Thereafter, K2 may redeem all or a portion of the Senior Notes at the redemption prices set forth in the indenture. The Senior Notes include various incurrence covenants, including limitations on indebtedness, restricted payments and sales of assets.

At June 30, 2005, K2 also had \$27.1 million outstanding under various foreign lending arrangements.

**NOTE 9 Pension Plans**

K2 sponsors several trustee non-contributory defined benefit pension plans covering about 850 of its domestic employees. Benefits are generally based on years of service and the employee's highest average compensation for five consecutive years during the years of credited service. Contributions are intended to provide for benefits attributable to service to date and service expected to be provided in the future. K2 funds these plans in accordance with the Employee Retirement Income Security Act of 1974.

Effective August 31, 2004, the domestic pension plans (the plans ) were amended to freeze the accrual of future benefits for almost all of the employees. This resulted in active participants no longer accruing benefits under the plans. Participants will remain eligible to receive benefits they have earned under the plans through August 31, 2004 when they retire. New employees will not be eligible to accrue any benefit under the plans. Only a small group of about 20 employees subject to a collective bargaining agreement will continue to accrue benefits. The impact of this change to the plans on K2's benefit costs was a one-time recognized curtailment loss of \$0.4 million in the 2004 third quarter. The impact on future benefit costs is the elimination of the service cost and an \$8.0 million reduction of the projected benefit obligation for future pay increases. This change to the plans has further resulted in an estimated reduction in net periodic pension costs for the 2005 year of \$2.8 million.

## K2 INC.

## NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Continued)

June 30, 2005

## NOTE 9 Pension Plans (Continued)

The components of net periodic pension cost consisted of the following:

| (Thousands)                            | For the three months ended June 30 |        | For the six months ended June 30 |          |
|--|------------------------------------|--------|----------------------------------|----------|
|  | 2005                               | 2004   | 2005                             | 2004     |
| Service cost                           | \$ 25                              | \$ 450 | \$ 50                            | \$ 900   |
| Interest cost                          | 1,010                              | 1,030  | 2,020                            | 2,060    |
| Expected return on assets              | (1,034)                            | (910)  | (2,068)                          | (1,820)  |
| Amortization of:                       |                                    |        |                                  |          |
| Prior service cost                     |                                    | 15     |                                  | 30       |
| Actuarial loss                         | 162                                | 135    | 324                              | 270      |
| Curtailment/settlement loss recognized |                                    |        |                                  |          |
| Total net periodic benefit cost        | \$ 163                             | \$ 720 | \$ 326                           | \$ 1,440 |

The decline in the net periodic benefit cost for the three and six months ended June 30, 2005 as compared to the three and six months ended June 30, 2004 is due to K2 freezing its plans effective August 31, 2004. K2's cash contribution to its plans in 2005 is expected to be \$5.7 million. During the three and six months ended June 30, 2005, K2 made contributions totaling approximately \$1.0 million and \$1.5 million, respectively, to the plans.

## K2 INC.

## NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Continued)

June 30, 2005

## NOTE 10 Accumulated Other Comprehensive Loss

The components of accumulated other comprehensive loss are as follows:

|   | Currency<br>Translation<br>Adjustments | Additional<br>Minimum<br>Pension Liability | Derivative<br>Financial<br>Instruments | Total       |
|---|--|--|--|-------------|
|   | (Thousands)                            |  |  |             |
| Balance at December 31, 2004  | \$ 7,143                               | \$ (10,525)                                | \$ (1,068)                             | \$ (4,450)  |
| Currency translation adjustment                                     | (12,880)                               |  |  | (12,880)    |
| Reclassification adjustment for amounts recognized in cost of sales |  |  | 530                                    | 530         |
| Change in fair value of derivatives, net of \$290 in taxes          |  |  | 583                                    | 583         |
| Balance at June 30, 2005  | \$ (5,737)                             | \$ (10,525)                                | \$ 45                                  | \$ (16,217) |

Total comprehensive income (loss) was (\$5.7) million and \$6.5 million for the three months ended June 30, 2005 and 2004, respectively. Total comprehensive income (loss) was (\$8.0) million and \$17.3 million for the six months ended June 30, 2005 and 2004, respectively. Total comprehensive income (loss) includes the net change in accumulated other comprehensive loss for the period.

Adjustments resulting from translating foreign functional currency financial statements into U.S. dollars are included in the foreign currency translation adjustment in the above table. The currency translation loss for the six months ended June 30, 2005 is the result of the strengthening of the U.S. dollar against foreign currencies during the period, including the Euro, Japanese Yen and British Pound Sterling.

**K2 INC.**

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

**June 30, 2005**

**NOTE 11- Earnings Per Share Data**

Basic earnings per share ( EPS ) is determined by dividing net income or loss by the weighted average number of shares outstanding during the period. Diluted EPS reflects the potential dilutive effects of stock options, restricted stock, common stock held in escrow and warrants, using the treasury stock method, and of the debentures using the if converted method. The table below provides a reconciliation from basic shares to fully diluted shares for the respective periods.

Options to purchase 4,450,291 and 3,588,884 shares of common stock were outstanding at June 30, 2005 and 2004, respectively. At June 30, 2005, there were also 230,000 unvested restricted stock awards outstanding and 612,466 shares held in escrow relating to certain acquisitions. At June 30, 2005 and 2004, \$100.0 million of convertible debentures, convertible into 7,803,742 shares of common stock, and warrants to purchase 767,589 of shares of common stock were outstanding.

For the three months ended June 30, 2005 and 2004, approximately 2,167,000 and 424,000 stock options, respectively, were excluded since their inclusion would have been antidilutive. For the three months ended June 30, 2005 and 2004, 612,466 and 149,541 shares of common stock held in escrow, respectively, were included in the calculation of diluted EPS.

For the six months ended June 30, 2005 and 2004, approximately 1,500,000 and 435,000 stock options, respectively, were excluded since their inclusion would have been antidilutive. For the six months ended June 30, 2005 and 2004, 616,672 and 119,107 shares of common stock held in escrow, respectively, were included in the calculation of diluted EPS.

The EPS calculation for three and six months ended June 30, 2005 also excluded 7,803,742 shares from the issuance of the \$100.0 million convertible subordinated debentures since their inclusion would have also been antidilutive.



## K2 INC.

## NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Continued)

June 30, 2005

## NOTE 11- Earnings Per Share Data (Continued)

The table below outlines the determination of the number of diluted shares of common stock used in the calculation of diluted EPS as well as the calculation of diluted EPS for the periods presented:

|  | Three months ended<br>June 30 |          | Six months ended<br>June 30 |           |
|--|-------------------------------|----------|-----------------------------|-----------|
|  | 2005                          | 2004     | 2005                        | 2004      |
| (Thousands, except per share amounts)  |                               |          |                             |           |
| <b>Determination of diluted number of shares:</b>                                      |                               |          |                             |           |
| Average common shares outstanding  | 46,216                        | 35,273   | 46,196                      | 34,894    |
| Assumed conversion of dilutive stock options and warrants                              | 1,157                         | 943      | 1,234                       | 962       |
| Assumed conversion of subordinated debentures  |                               | 7,803    |                             | 7,803     |
| Diluted average common shares outstanding  | 47,373                        | 44,019   | 47,430                      | 43,659    |
| <b>Calculation of diluted earnings per share:</b>                                      |                               |          |                             |           |
| Net income   | \$ 1,453                      | \$ 6,178 | \$ 3,777                    | \$ 16,918 |
| Add: interest component on assumed conversion of subordinated debentures, net of taxes |                               | 918      |                             | 1,836     |
| Net income, adjusted   | \$ 1,453                      | \$ 7,096 | \$ 3,777                    | \$ 18,754 |
| Diluted earnings per share (a)   | \$ 0.03                       | \$ 0.16  | \$ 0.08                     | \$ 0.43   |

(a) Diluted earnings per share is calculated by dividing net income, adjusted, by diluted average common shares outstanding for the respective period.

## NOTE 12 Segment Information

As a result of recent acquisitions, beginning in the third quarter of 2004, K2 reclassified its business into the following four segments based on similar product types and distribution channels: Marine and Outdoor, Team Sports, Action Sports and Apparel and Footwear.

The Marine and Outdoor segment includes *Shakespeare* fishing tackle and monofilament products as well as *Stearns* outdoor products. The Team Sports segment includes baseball and softball products and *K2 Licensed Products*. The Action Sports segment includes skis, snowboards, snowshoes, in-line skates and paintball products. The Apparel and Footwear segment includes *Marmot* and *Ex Officio* products as well as

skateboard shoes and related apparel.

The segment information for the 2004 period has been restated to reflect these reclassifications.

## K2 INC.

## NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Continued)

June 30, 2005

## NOTE 12- Segment Information (Continued)

The segment information presented below is for the three months ended June 30:

|  | Net Sales to Unaffiliated |          |                    |          | Operating Profit (Loss) |          |
|--|---------------------------|----------|--------------------|----------|-------------------------|----------|
|  | Customers                 |          | Intersegment Sales |          |                         |          |
|  | 2005                      | 2004 (a) | 2005               | 2004 (a) | 2005                    | 2004 (a) |
|  | (Millions)                |          |                    |          |                         |          |
| Marine and Outdoor                       | \$ 130.4                  | \$ 107.8 | \$ 36.8            | \$ 28.9  | \$ 20.1                 | \$ 16.4  |
| Team Sports                              | 68.3                      | 61.8     |                    |          | 1.7                     | (0.7)    |
| Action Sports                            | 65.1                      | 69.2     | 2.3                |          | (10.7)                  | (1.0)    |
| Apparel and Footwear                     | 37.6                      | 12.2     | 0.2                | 0.1      | 3.0                     | 1.6      |
| Total segment data                       | \$ 301.4                  | \$ 251.0 | \$ 39.3            | \$ 29.0  | 14.1                    | 16.3     |
| Corporate expenses, net                  |                           |          |                    |          | (4.6)                   | (3.7)    |
| Interest expense                         |                           |          |                    |          | (7.3)                   | (3.2)    |
| Income before provision for income taxes |                           |          |                    |          | \$ 2.2                  | \$ 9.4   |

- (a) Results for the three months ended June 30, 2004 do not include the results of Vökl, Marker and Marmot or K2's other acquisitions completed after the 2004 second quarter since these companies were acquired by K2 on or subsequent to June 30, 2004. In addition, the 2004 second quarter results include less than a full three months of results of Worr Game Products and IPI both of which were acquired by K2 on April 19, 2004, and Ex Officio, which was acquired by K2 on May 12, 2004.

The segment information presented below is for the six months ended June 30:

|                    | Net Sales to Unaffiliated |          |                    |          | Operating Profit (Loss) |          |
|--------------------|---------------------------|----------|--------------------|----------|-------------------------|----------|
|                    | Customers                 |          | Intersegment Sales |          |                         |          |
|                    | 2005                      | 2004 (a) | 2005               | 2004 (a) | 2005                    | 2004 (a) |
|                    | (Millions)                |          |                    |          |                         |          |
| Marine and Outdoor | \$ 242.8                  | \$ 206.6 | \$ 70.0            | \$ 49.3  | \$ 36.1                 | \$ 31.7  |
| Team Sports        | 160.9                     | 155.9    |                    |          | 10.6                    | 10.3     |

Edgar Filing: K2 INC - Form 10-Q

|  |                   |                   |                   |                   |                   |                   |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Action Sports                            | 145.5             | 144.2             | 5.0               | 0.0               | (23.1)            | (5.6)             |
| Apparel and Footwear                     | 70.5              | 21.7              | 1.0               | 0.4               | 3.9               | 2.1               |
|  | <u>          </u> | <u>          </u> | <u>          </u> | <u>          </u> | <u>          </u> | <u>          </u> |
| Total segment data                       | \$ 619.7          | \$ 528.4          | \$ 76.0           | \$ 49.7           | 27.5              | 38.5              |
|  | <u>          </u> | <u>          </u> | <u>          </u> | <u>          </u> | <u>          </u> | <u>          </u> |
| Corporate expenses, net                  |                   |                   |                   |                   | (7.3)             | (6.4)             |
| Interest expense                         |                   |                   |                   |                   | (14.5)            | (6.5)             |
|  |                   |                   |                   |                   | <u>          </u> | <u>          </u> |
| Income before provision for income taxes |                   |                   |                   |                   | \$ 5.7            | \$ 25.6           |
|  |                   |                   |                   |                   | <u>          </u> | <u>          </u> |

- (a) Results for the six months ended June 30, 2004 do not include the results of Völkl, Marker and Marmot or K2's other acquisitions completed after the 2004 second quarter since these companies were acquired by K2 on or subsequent to June 30, 2004. In addition, the 2004 six month results include less than a full six months of results of K2 Licensed Products which was acquired by K2 on January 23, 2004, Worr Game Products and IPI both of which were acquired by K2 on April 19, 2004, and Ex Officio, which was acquired by K2 on May 12, 2004.

---

**K2 INC.**

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

**June 30, 2005**

**NOTE 13 Contingencies**

Certain of K2's products are used in relatively high risk recreational settings and from time to time K2 is named as a defendant in lawsuits asserting product liability claims relating to its sporting goods products. To date, none of these lawsuits has had a material adverse effect on K2, and K2 does not expect any lawsuit now pending to have such an effect. K2 maintains product liability, general liability and excess liability insurance coverage. No assurances can be given such insurance will continue to be available at an acceptable cost to K2 or such coverage will be sufficient to cover one or more large claims, or that the insurers will not successfully disclaim coverage as to a pending or future claim.

K2 is one of several named potentially responsible parties ( PRP ) in three Environmental Protection Agency matters involving discharge of hazardous materials at old waste sites in South Carolina and Michigan. Although environmental laws technically impose joint and several liability upon each PRP at each site, the extent of K2's required financial contribution to the clean-up of these sites is expected to be limited based upon the number and financial strength of the other named PRP's and the volume and types of waste involved which might be attributable to K2.

Environmental and related remediation costs are difficult to quantify for a number of reasons, including the number of parties involved, the difficulty in determining the extent of the contamination, the length of time remediation may require, the complexity of environmental regulation and the continuing advancement of remediation technology. K2 accrues for liabilities of this nature when it is probable a liability has been incurred and the amount can be reasonably estimated. At June 30, 2005 and December 31, 2004, K2 had recorded an estimated liability of approximately \$800,000 for environmental liabilities. The estimate is based on K2's share of the costs to remediate as provided by the PRP's consultants and in ongoing discussions with the EPA or other environmental agencies. The ultimate outcome of these matters cannot be predicted with certainty, however, and taking into consideration reserves provided, management does not believe these matters will have a material adverse effect on K2's financial statements.

In January 2004, Rawlings was sued by a licensee in the U.S. District Court for the District of Maine in connection with a license agreement pursuant to which the licensee was granted an exclusive license to use certain Rawlings trademarks for the manufacture and sale of team and personal sporting-equipment bags. This lawsuit was later transferred to the U.S. District Court for the Eastern District of Missouri. In February 2004, Rawlings gave the licensee notice that it was terminating the license agreement and sued the licensee in the Missouri District Court, in which Rawlings alleged, among other things, that the licensee breached the license agreement by failing to use its best efforts. This license agreement was in place prior to the March 26, 2003 acquisition of Rawlings by K2 Inc. Accordingly, during 2004, K2 established liabilities totaling \$3.5 million for the estimated probable settlement or verdict on the matter.

---

K2 INC.

NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Continued)

June 30, 2005

**NOTE 13 Contingencies (Continued)**

On April 29, 2005, a jury awarded the licensee (1) \$4.1 million for a claim of lost profits for the next ten years on sales of equipment bags, plus the value of inventory of such bags (the 10-Year Lost Profits Verdict ), (2) \$2.1 million for lost profits of equipment bags beginning ten years from the date of the breach of the agreement through forever (the Speculative Profits Verdict ) and (3) \$2.5 million for K2's alleged tortious interference with the licensee's business expectations (the Tortious Interference Verdict ) between Rawlings and the licensee, and the Missouri District Court ruled that the licensee was not permitted to bring certain claims to the jury. Following trial, the licensee filed a motion to recover approximately \$0.6 million in attorney's fees and costs—this motion is currently pending. Following the verdict, K2 established an additional \$1.2 million in liabilities for a total of approximately \$4.7 million in liabilities related to this litigation, including estimated legal fees and costs of licensee's attorneys.

On May 19, 2005, K2 and Rawlings, (the Litigants ), filed a motion for new trial with respect to the 10-Year Lost Profits Verdict and a motion for judgment notwithstanding the verdict with respect to the Speculative Profits Verdict and the Tortious Interference Verdict. On July 27, 2005, the Missouri District (1) denied the Litigants' motion for a new trial in respect of the \$4.1 million 10-Year Lost Profits Verdict, (2) granted the Litigants' motion for judgment notwithstanding the verdict with respect to the \$2.1 million Speculative Profits Verdict and (3) denied the Litigants' motion for judgment notwithstanding the verdict for the \$2.5 million Tortious Interference Verdict. The only matter that remains open for the Missouri District Court is the licensee's motion for approximately \$0.6 million in attorneys' fees and costs. Accordingly, there is currently a judgment against the Litigants for approximately \$6.8 million.

The Litigants intend to vigorously prosecute an appeal. K2 believes, in part based on advice and estimates from outside counsel as follows: that certain portions of the Missouri District Court's decision are not supported by facts or law; that there are meritorious arguments to be raised during the appeals process because, among other things, a lack of evidence to support certain aspects of the verdict; and that the Litigants' aggregate exposure, including attorney's fees and costs of license, to be approximately \$4.7 million. In connection with the appeal, the Litigants will be required by Missouri law to post bond in the amount of approximately \$6.8 million. In the event that the Litigants are unsuccessful in their appeal and the amount of the judgment, including the fees and costs of attorneys for licensee, is greater than \$4.7 million, or the outcome of an amount greater than \$4.7 million becomes probable and estimable, K2 will be required to record an expense in the period in which the matter is finalized. However, this expense could be higher if the appeals court ruled in favor of the licensee for certain claims on which it is expected that licensee will appeal. The appeal process is expected to take one to two years.

**K2 INC.**

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

**June 30, 2005**

**NOTE 13 Contingencies (Continued)**

K2 is involved in lawsuits, claims, investigations and proceedings, including those identified above, consisting of product liability, patent, commercial, employment and environmental matters, which arise in the ordinary course of business. In accordance with SFAS No. 5, *Accounting for Contingencies*, K2 makes a provision for a liability when it is both probable that a liability has been incurred and the amount of the loss can be reasonably estimated. K2 believes that it has adequate provisions for such matters. K2 reviews these provisions at least quarterly and adjusts these provisions to reflect the impacts of negotiations, settlements, rulings, advice of legal counsel, and other information and events pertaining to a particular legal matter. Litigation is inherently unpredictable. However, K2 believes that it has valid defenses with respect to legal matters pending against it. Nevertheless, it is possible that cash flows or results of operations could be materially affected in any particular period by the unfavorable resolution of one or more of these contingencies.

## K2 INC.

## NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Continued)

June 30, 2005

## NOTE 14 Supplemental Guarantor Information

Obligations to pay principal and interest on K2's Senior Notes are guaranteed fully and unconditionally by K2's existing and future wholly-owned U.S. subsidiaries. Separate financial statements of the guarantors are not provided, as subsidiary guarantors are 100% owned by K2 and guarantees are full, unconditional and joint and several. The non-guarantor subsidiaries are K2's consolidated non-U.S. subsidiaries. Supplemental condensed consolidating financial information of the K2's guarantors is presented below.

## Condensed Consolidating Statements of Income (Unaudited)

(Thousands)

For the three months ended June 30, 2005

|                                     | K2 Inc.     | Guarantor<br>Subsidiaries | Non-guarantor<br>Subsidiaries | Eliminating<br>Entries | Consolidated<br>K2 Inc. |
|-------------------------------------|-------------|---------------------------|-------------------------------|------------------------|-------------------------|
|                                     |             |                           | (Thousands)                   |                        |                         |
| Net sales                           | \$          | \$ 243,765                | \$ 96,935                     | \$ (39,275)            | \$ 301,425              |
| Cost of products sold               |             | 164,830                   | 74,557                        | (37,720)               | 201,667                 |
| Gross profit                        |             | 78,935                    | 22,378                        | (1,555)                | 99,758                  |
| Selling expenses                    | 542         | 38,233                    | 15,727                        |                        | 54,502                  |
| General and administrative expenses | 8,161       | 20,467                    | 8,282                         |                        | 36,910                  |
| Operating income (loss)             | (8,703)     | 20,235                    | (1,631)                       | (1,555)                | 8,346                   |
| Other income, net                   | (15)        | (878)                     | (224)                         |                        | (1,117)                 |
| Interest expense                    | 5,695       | 49                        | 1,541                         |                        | 7,285                   |
| Income (loss) before income taxes   | (14,383)    | 21,064                    | (2,948)                       | (1,555)                | 2,178                   |
| Income taxes                        |             | 1,411                     | (686)                         |                        | 725                     |
| Net income (loss)                   | \$ (14,383) | \$ 19,653                 | \$ (2,262)                    | \$ (1,555)             | \$ 1,453                |

For the three months ended June 30, 2004

|                       | K2 Inc. | Guarantor<br>Subsidiaries | Non-guarantor<br>Subsidiaries | Eliminating<br>Entries | Consolidated<br>K2 Inc. |
|-----------------------|---------|---------------------------|-------------------------------|------------------------|-------------------------|
| Net sales             | \$      | \$ 196,134                | \$ 83,847                     | \$ (28,994)            | \$ 250,987              |
| Cost of products sold | (1,403) | 136,480                   | 67,558                        | (29,013)               | 173,622                 |



Edgar Filing: K2 INC - Form 10-Q

|                                     |            |           |          |          |          |
|-------------------------------------|------------|-----------|----------|----------|----------|
| Gross profit                        | 1,403      | 59,654    | 16,289   | 19       | 77,365   |
| Selling expenses                    | 423        | 28,810    | 12,372   | (39)     | 41,566   |
| General and administrative expenses | 5,330      | 15,345    | 5,046    | (2,367)  | 23,354   |
| Operating income (loss)             | (4,350)    | 15,499    | (1,129)  | 2,425    | 12,445   |
| Other income, net                   | (2)        | (2,494)   | (359)    | 2,730    | (125)    |
| Interest expense                    | 3,105      | (24)      | 130      | (1)      | 3,210    |
| Income (loss) before income taxes   | (7,453)    | 18,017    | (900)    | (304)    | 9,360    |
| Income taxes                        |            | 3,875     | (693)    |          | 3,182    |
| Net income (loss)                   | \$ (7,453) | \$ 14,142 | \$ (207) | \$ (304) | \$ 6,178 |

## K2 INC.

## NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Continued)

June 30, 2005

## NOTE 14 Supplemental Guarantor Information (Continued)

## Condensed Consolidating Statements of Income - Continued (Unaudited)

(Thousands)

|                                     | For the six months ended June 30, 2005 |                           |                               |                        |                         |
|-------------------------------------|--|---------------------------|-------------------------------|------------------------|-------------------------|
|                                     | K2 Inc.                                | Guarantor<br>Subsidiaries | Non-guarantor<br>Subsidiaries | Eliminating<br>Entries | Consolidated<br>K2 Inc. |
| Net sales                           | \$                                     | \$ 492,659                | \$ 202,997                    | \$ (75,940)            | \$ 619,716              |
| Cost of products sold               |  | 334,119                   | 155,939                       | (72,919)               | 417,139                 |
| Gross profit                        |  | 158,540                   | 47,058                        | (3,021)                | 202,577                 |
| Selling expenses                    | 1,097                                  | 79,514                    | 32,606                        |                        | 113,217                 |
| General and administrative expenses | 15,121                                 | 40,700                    | 15,182                        |                        | 71,003                  |
| Operating income (loss)             | (16,218)                               | 38,326                    | (730)                         | (3,021)                | 18,357                  |
| Other income, net                   | (821)                                  | (677)                     | (340)                         |                        | (1,838)                 |
| Interest expense                    | 12,441                                 | 202                       | 1,895                         |                        | 14,538                  |
| Income (loss) before income taxes   | (27,838)                               | 38,801                    | (2,285)                       | (3,021)                | 5,657                   |
| Income taxes                        |  | 2,451                     | (571)                         |                        | 1,880                   |
| Net income (loss)                   | \$ (27,838)                            | \$ 36,350                 | \$ (1,714)                    | \$ (3,021)             | \$ 3,777                |

|                                     | For the six months ended June 30, 2004 |                           |                               |                        |                         |
|-------------------------------------|--|---------------------------|-------------------------------|------------------------|-------------------------|
|                                     | K2 Inc.                                | Guarantor<br>Subsidiaries | Non-guarantor<br>Subsidiaries | Eliminating<br>Entries | Consolidated<br>K2 Inc. |
| Net sales                           | \$                                     | \$ 429,246                | \$ 148,832                    | \$ (49,727)            | \$ 528,351              |
| Cost of products sold               |  | 296,184                   | 117,907                       | (49,738)               | 364,353                 |
| Gross profit                        |  | 133,062                   | 30,925                        | 11                     | 163,998                 |
| Selling expenses                    | 603                                    | 65,147                    | 17,952                        | (89)                   | 83,613                  |
| General and administrative expenses | 10,399                                 | 32,767                    | 7,619                         | (2,367)                | 48,418                  |
| Operating income (loss)             | (11,002)                               | 35,148                    | 5,354                         | 2,467                  | 31,967                  |
| Other income, net                   |  | (2,602)                   | (316)                         | 2,740                  | (178)                   |
| Interest expense                    | 6,287                                  | 83                        | 143                           | (1)                    | 6,512                   |

Edgar Filing: K2 INC - Form 10-Q

|                                   |                   |                   |                   |                   |                   |
|-----------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
|                                   | <u>          </u> | <u>          </u> | <u>          </u> | <u>          </u> | <u>          </u> |
| Income (loss) before income taxes | (17,289)          | 37,667            | 5,527             | (272)             | 25,633            |
| Income taxes                      |                   | 7,223             | 1,492             |                   | 8,715             |
|                                   | <u>          </u> | <u>          </u> | <u>          </u> | <u>          </u> | <u>          </u> |
| Net income (loss)                 | \$ (17,289)       | \$ 30,444         | \$ 4,035          | \$ (272)          | \$ 16,918         |
|                                   | <u>          </u> | <u>          </u> | <u>          </u> | <u>          </u> | <u>          </u> |

## K2 INC.

## NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Continued)

June 30, 2005

## NOTE 14 Supplemental Guarantor Information (Continued)

## Condensed Consolidating Balance Sheets (Unaudited)

(Thousands)

|  | As of June 30, 2005 |                           |                               |                        |                         |
|--|---------------------|---------------------------|-------------------------------|------------------------|-------------------------|
|  | K2 Inc.             | Guarantor<br>Subsidiaries | Non-guarantor<br>Subsidiaries | Eliminating<br>Entries | Consolidated<br>K2 Inc. |
| <b>Assets</b>                                    |                     |                           |                               |                        |                         |
| Current Assets                                   |                     |                           |                               |                        |                         |
| Cash and cash equivalents                        | \$ 4,835            | \$ 409                    | \$ 16,206                     | \$                     | \$ 21,450               |
| Accounts receivable, net                         | 36,522              | 235,432                   | 116,343                       | (123,453)              | 264,844                 |
| Inventories, net                                 | 36                  | 242,549                   | 129,863                       | (5,321)                | 367,127                 |
| Deferred income taxes                            | 32,640              |                           |                               | (11,772)               | 20,868                  |
| Prepaid expenses and other current assets        | 565                 | 6,893                     | 20,693                        |                        | 28,151                  |
|  | 74,598              | 485,283                   | 283,105                       | (140,546)              | 702,440                 |
| Total current assets                             | 74,598              | 485,283                   | 283,105                       | (140,546)              | 702,440                 |
| Property, plant and equipment                    | 12,455              | 159,655                   | 112,079                       |                        | 284,189                 |
| Less allowance for depreciation and amortization | 994                 | 99,717                    | 42,143                        |                        | 142,854                 |
|  | 11,461              | 59,938                    | 69,936                        |                        | 141,335                 |
| Intangible assets, net                           | 429,637             | 14,745                    | 65,827                        |                        | 510,209                 |
| Deferred income taxes                            | 7,506               |                           |                               |                        | 7,506                   |
| Investment in subsidiaries                       | 680,285             |                           |                               | (680,285)              |                         |
| Other  | 19,888              | 2,917                     | 1,572                         |                        | 24,377                  |
|  | 1,223,375           | 562,883                   | 420,440                       | (820,831)              | 1,385,867               |
| <b>Total Assets</b>                              | \$ 1,223,375        | \$ 562,883                | \$ 420,440                    | \$ (820,831)           | \$ 1,385,867            |
| <b>Liabilities and Shareholders Equity</b>       |                     |                           |                               |                        |                         |
| Current Liabilities                              |                     |                           |                               |                        |                         |
| Bank loans                                       | \$                  | \$                        | \$ 7,017                      | \$                     | \$ 7,017                |
| Accounts payable                                 | 431                 | 99,077                    | 72,707                        | (98,611)               | 73,604                  |
| Accrued liabilities                              | 67,481              | 60,879                    | 41,843                        |                        | 170,203                 |
| Current portion of long-term debt                | 16,293              |                           | 2,830                         |                        | 19,123                  |
|  | 84,205              | 159,956                   | 124,397                       | (98,611)               | 269,947                 |
| Total current liabilities                        | 84,205              | 159,956                   | 124,397                       | (98,611)               | 269,947                 |
| Long-term pension liabilities                    | 16,854              |                           |                               |                        | 16,854                  |
| Long-term debt                                   | 256,707             |                           | 17,297                        |                        | 274,004                 |
| Deferred income taxes                            | 47,764              | 7,343                     | 7,411                         | (11,772)               | 50,746                  |
| Advances (to) from affiliates, net               | 43,529              | (63,802)                  | 50,436                        | (30,163)               |                         |
| Convertible subordinated debentures              | 98,769              |                           |                               |                        | 98,769                  |

Edgar Filing: K2 INC - Form 10-Q

|   |                     |                   |                   |                     |                     |
|---|---------------------|-------------------|-------------------|---------------------|---------------------|
| Interdivisional equity                            |                     | 459,386           | 220,899           | (680,285)           |                     |
| Shareholders' Equity                              | 675,547             |                   |                   |                     | 675,547             |
| <b>Total Liabilities and Shareholders' Equity</b> | <b>\$ 1,223,375</b> | <b>\$ 562,883</b> | <b>\$ 420,440</b> | <b>\$ (820,831)</b> | <b>\$ 1,385,867</b> |

## K2 INC.

## NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (Continued)

June 30, 2005

## NOTE 14 Supplemental Guarantor Information (Continued)

## Condensed Consolidating Balance Sheets

(Thousands)

|  | As of December 31, 2004 |                           |                               |                        |                         |
|--|-------------------------|---------------------------|-------------------------------|------------------------|-------------------------|
|  | K2 Inc.                 | Guarantor<br>Subsidiaries | Non-guarantor<br>Subsidiaries | Eliminating<br>Entries | Consolidated<br>K2 Inc. |
| <b>Assets</b>                                    |                         |                           |                               |                        |                         |
| Current Assets                                   |                         |                           |                               |                        |                         |
| Cash and cash equivalents                        | \$ 3,167                | \$ 5,098                  | \$ 17,368                     | \$                     | \$ 25,633               |
| Accounts receivable, net                         | 54,123                  | 240,539                   | 176,633                       | (101,381)              | 369,914                 |
| Inventories, net                                 | 1,479                   | 214,336                   | 115,337                       | (6,027)                | 325,125                 |
| Deferred income taxes                            | 27,970                  | 14                        | 1,725                         |                        | 29,709                  |
| Prepaid expenses and other current assets        | 716                     | 5,582                     | 16,477                        |                        | 22,775                  |
| <b>Total current assets</b>                      | <b>87,455</b>           | <b>465,569</b>            | <b>327,540</b>                | <b>(107,408)</b>       | <b>773,156</b>          |
| Property, plant and equipment                    | 8,548                   | 153,883                   | 110,528                       |                        | 272,959                 |
| Less allowance for depreciation and amortization | 638                     | 93,939                    | 37,418                        |                        | 131,995                 |
|  | 7,910                   | 59,944                    | 73,110                        |                        | 140,964                 |
| Investment in affiliates                         | 560,820                 |                           |                               | (560,820)              |                         |
| Intangible assets, net                           | 484,109                 | 13,431                    | 5,825                         | 5,000                  | 508,365                 |
| Deferred income taxes                            | 7,506                   |                           |                               |                        | 7,506                   |
| Other  | 20,707                  | 2,702                     | 2,965                         |                        | 26,374                  |
| <b>Total Assets</b>                              | <b>\$ 1,168,507</b>     | <b>\$ 541,646</b>         | <b>\$ 409,440</b>             | <b>\$ (663,228)</b>    | <b>\$ 1,456,365</b>     |
| <b>Liabilities and Shareholders Equity</b>       |                         |                           |                               |                        |                         |
| Current Liabilities                              |                         |                           |                               |                        |                         |
| Bank loans                                       | \$                      | \$                        | \$ 31,490                     | \$                     | \$ 31,490               |
| Accounts payable                                 | 3,054                   | 95,462                    | 84,369                        | (79,727)               | 103,158                 |
| Accrued liabilities                              | 59,993                  | 58,520                    | 60,940                        |                        | 179,453                 |
| Current portion of long-term debt                | 30,455                  | 421                       | 4,198                         |                        | 35,074                  |
| <b>Total current liabilities</b>                 | <b>93,502</b>           | <b>154,403</b>            | <b>180,997</b>                | <b>(79,727)</b>        | <b>349,175</b>          |
| Long-term pension liabilities                    | 16,854                  |                           |                               |                        | 16,854                  |
| Long-term debt                                   | 229,736                 | 1,624                     | 19,452                        |                        | 250,812                 |
| Deferred income taxes                            | 52,048                  | 6,075                     |                               |                        | 58,123                  |
| Advances (to) from affiliates, net               | (5,034)                 | (32,645)                  | 60,360                        | (22,681)               |                         |
| Convertible subordinated debentures              | 98,535                  |                           |                               |                        | 98,535                  |

Edgar Filing: K2 INC - Form 10-Q

|                        |                   |                   |                   |                   |                   |
|------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Interdivisional equity |                   | 412,189           | 148,631           | (560,820)         |                   |
| Shareholders Equity    | 682,866           |                   |                   |                   | 682,866           |
|                        | <u>          </u> | <u>          </u> | <u>          </u> | <u>          </u> | <u>          </u> |