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Washington, DC 20549
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FORM 10-Q
|X| QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 2000

I_| TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from
Commission File Number 0-18277

VICOR CORPORATION
(Exact name of registrant as specified in its charter)

Delaware
(State of Incorporation)

04-2742817
(IRS Employer Identification Number)

25 Frontage Road, Andover, Massachusetts 01810
(Address of registrant's principal executive office)
(978) 470-2900
(Registrant's telephone number)
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 $\left|\_\right|$

Indicate the number of shares outstanding of each of the issuer's classes of common stock as of June 30, 2000.

Common Stock, \$. 01 par value ........... 30,187,279
Class B Common Stock, \$. 01 par value .... 11,993,348

## VICOR CORPORATION

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# VICOR CORPORATION <br> Condensed Consolidated Balance Sheet <br> (In thousands) <br> (Unaudited) 

## Assets

June 30, 2000 December 31, 1999

Current assets:

| Cash and cash equivalents | \$ | 71,295 | \$ | 69,109 |
| :---: | :---: | :---: | :---: | :---: |
| Accounts receivable, net |  | 39,865 |  | 32,465 |
| Inventories, net |  | 38,768 |  | 33,360 |
| Other current assets |  | 6,566 |  | 6,940 |
| Total current assets |  | 156,494 |  | 141,874 |
| roperty, plant and equipment, net |  | 109,157 |  | 109, 079 |
| otes receivable |  | 8,674 |  | 8,698 |
| ther assets |  | 8,112 |  | 9,254 |
|  |  | 282,437 |  | 268,905 |

Liabilities and Stockholders' Equity
Current liabilities:
Accounts payable
Accrued compensation and benefit
Accrued liabilities
Total current liabilities
Deferred income taxes
Stockholders' equity:
Preferred Stock

| $\$ 10,941$ | $\$ 10,317$ |
| ---: | ---: |
| 4,450 | 3,553 |
| 8,201 | 4,987 |
| ------- | ------ |
| 23,592 | 18,857 |
|  |  |
| 5,515 | 5,515 |


| Class B Common Stock | 120 | 121 |
| :---: | :---: | :---: |
| Common Stock | 360 | 356 |
| Additional paid-in capital | 130,341 | 124,451 |
| Retained earnings | 201,310 | 185,979 |
| Accumulated other comprehensive income | 637 | 889 |
| Treasury stock, at cost | $(79,438)$ | $(67,263)$ |
| Total stockholders' equity | 253,330 | 244,533 |
|  | \$ 282,437 | \$ 268,905 |

Note: The balance sheet at December 31, 1999 has been derived from the audited financial statements at that date but does not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements.

## VICOR CORPORATION

Condensed Consolidated Statement of Income (In thousands except per share data)
(Unaudited)

Net revenues:
Product
License

| $\$ 59,985$ | $\$ 42,446$ |
| ---: | ---: |
| 2,793 | 2,362 |
| ----- | ----- |
| 62,778 | 44,808 |

$\$ 115,171$
5,393
-----
120,564
\$ 76,842
9,930

| June 30, |  |
| :---: | :---: |
| 2000 | 1999 |


| June 30, |  |
| :---: | :---: |
| 2000 | 1999 |


| 35,622 | 26,007 | 68,641 | 49,283 |
| :---: | :---: | :---: | :---: |
| 10,607 | 8,554 | 20,880 | 17,443 |
| 5,348 | 4,869 | 10,619 | 10,020 |
| 51,577 | 39,430 | 100,140 | 76,746 |
| 11,201 | 5,378 | 20,424 | 10,026 |
| 791 | 752 | 1,955 | 1,494 |
| 11,992 | 6,130 | 22,379 | 11,520 |
| 3,777 | 1,962 | 7,048 | 3,687 |
| \$ 8,215 | \$ 4,168 | \$ 15, 331 | \$ 7,833 |
| \$ 0.19 | \$ 0.10 | \$ 0.36 | \$ 0.19 |
| \$ 0.19 | \$ 0.10 | \$ 0.35 | \$ 0.19 |

Shares used to compute net income per share:

## Basic

42,155 41,328
42,319
41, 429
Diluted
43, 125
42, 155
43, 233
42, 040

## VICOR CORPORATION

## Condensed Consolidated Statement of Cash Flows

(In thousands)
(Unaudited)

Operating activities:
Net income
Adjustments to reconcile net income to net
cash provided by operating activities:
Depreciation and amortization
Loss on disposal of equipment
Change in current assets and
liabilities, net

Net cash provided by operating activities
Investing activities:
Additions to property, plant and equipment Proceeds from sale of equipment
Decrease (increase) in notes receivable Decrease (increase) in other assets

Net cash used in investing activities
Financing activities:
Tax benefit relating to stock option plans
Proceeds from issuance of Common Stock
Acquisitions of treasury stock

Net cash used in financing activities
Effect of foreign exchange rates on cash

Net increase (decrease) in cash and cash equivalents
Cash and cash equivalents at beginning of period
Cash and cash equivalents at end of period

Six Months Ended
June 30, 2000 June 30, 1999
\$ 15, 331
\$ 7,833

| 9,068 |  |
| ---: | ---: |
| 166 | 7,594 |
| 75 |  |
| $(7,838)$ | $(12,320)$ |
| ---------- |  |
| 16,727 | 3,182 |

$(8,721)$
2 $\quad(7,346)$
$(8,221)$
$(8,158)$

211
696
$(5,475)$
$(12,175)$
(5, -- -

| $(6,282)$ | $(4,568)$ |
| :---: | :---: |
| (101) | (297) |
| 2,186 | $(9,904)$ |
| 69,109 | 58,897 |
| \$ 71,295 | \$ 48,993 |

## VICOR CORPORATION

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Notes to Condensed Consolidated Financial Statements
                            June 30, 2000
                    (Unaudited)
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## 1. Basis of Presentation

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and pursuant to the rules and regulations of the Securities and Exchange Commission. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements.

In the opinion of management, all adjustments (consisting of only normal recurring adjustments) considered necessary for a fair presentation have been included. Operating results for the three- and six-month periods ended June 30, 2000 are not necessarily indicative of the results that may be expected for the year ended December 31, 2000. For further information, refer to the consolidated financial statements and notes thereto included in the Company's audited financial statements for the year ended December 31, 1999, contained in the Company's annual report filed on Form 10-K (File No. 0-18277) with the Securities and Exchange Commission.
2. Net Income per Share

The following table sets forth the computation of basic and diluted income per share for the three and six months ended June 30 (in thousands, except per share amounts):

|  | Three Months Ended |  | Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | June 30, |  | June 30, |  |
|  | 2000 | 1999 | 2000 | 1999 |
| Numerator: |  |  |  |  |
| Net Income | \$ 8,215 | \$ 4,168 | \$15, 331 | \$ 7,833 |
| Denominator: |  |  |  |  |
| Denominator for basic income per share-weighted average shares | 42,155 | 41,328 | 42,319 | 41,429 |
| Effect of dilutive securities: Employee stock options | 970 | 827 | 914 | 611 |
| Denominator for diluted income per share- <br> adjusted weighted-average shares and <br> assumed conversions 43,125 42,155 43,233 <br> 42, 040 |  |  |  |  |
|  |  |  |  |  |
| Basic income per share | \$ 0.19 | \$ 0.10 | \$ 0.36 | \$ 0.19 |
| Diluted income per share | \$ 0.19 | \$ 0.10 | \$ 0.35 | \$ 0.19 |

## VICOR CORPORATION

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Notes to Condensed Consolidated Financial Statements
                                    June 30, 2000
                                    (Continued)
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3. Inventories

Inventories are valued at the lower of cost (determined using the first-in, first-out method) or market. Inventories were as follows as of June 30, 2000 and December 31, 1999 (in thousands):

$$
\text { June 30, } 2000 \text { December 31, } 1999
$$



| $\$ 25,600$ | $\$ 22,924$ |
| ---: | ---: |
| 7,047 | 4,957 |
| 6,121 | 5,479 |
| ----- | ----- |
| $\$ 38,768$ | $\$ 33,360$ |
| $======$ | $====$ |

4. Comprehensive Income

Total comprehensive income was \$7,990,000 and \$15,079,000 for the three and six months ended June 30, 2000, respectively, and $\$ 3,892,000$ and \$7,323,000 for the three and six months ended June 30, 1999, respectively. Other comprehensive income consisted of adjustments for foreign currency translation losses in the amounts of $\$ 225,000$ and $\$ 252,000$ for the three and six months ended June 30, 2000, respectively.

## VICOR CORPORATION

Management's Discussion and Analysis of
Financial Condition and Results of Operations June 30, 2000

Except for historical information contained herein, some matters discussed in this report constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. The words "believes," "expects," "anticipates," "intend," "estimate," "plan," "assumes," and other similar expressions identify forward-looking statements. Actual results could differ materially from those projected in the forward-looking statements as a result of the risk factors set forth in this report and in the Company's Annual Report on Form 10-K for the year ended December 31, 1999. Reference is made in particular to the discussions set forth below in this Report under "Management's Discussion and Analysis of Financial Condition and Results of Operations," and set forth in the Annual Report on Form 10-K under Item 1 -- "Business -- Second-Generation Automated Manufacturing Line," "--Competition," "--Patents," "--Licensing," and "--Risk Factors," and under Item 7 -- "Management's Discussion and Analysis of Financial Condition and Results of Operations." The risk factors contained in the Annual Report on Form 10-K may not be exhaustive. Therefore, the information contained in that Form $10-\mathrm{K}$ should be read together with other reports and documents that the Company files with the Securities and Exchange Commission from time to time, including Forms $10-\mathrm{Q}, 8-\mathrm{K}$ and $10-\mathrm{K}$, which may supplement, modify, supersede or update those risk factors.

## Results of Operations

Three months ended June 30, 2000 compared to three months ended June 30, 1999
Net revenues for the second quarter of 2000 were $\$ 62,778,000$, an increase of $\$ 17,970,000$ ( $40.1 \%$ ) as compared to $\$ 44,808,000$ for the same period a year ago. The growth in net revenues resulted primarily from a net increase in unit shipments of standard and custom products of approximately $\$ 17,539,000$.

Gross margin increased $\$ 8,355,000$ (44.4\%) to $\$ 27,156,000$ from $\$ 18,801,000$, and increased as a percentage of net revenues from $42.0 \%$ to $43.3 \%$. The primary component of the increase in gross margin dollars and percentage was the increase in net revenues.

Selling, general and administrative expenses were $\$ 10,607,000$ for the period, an increase of $\$ 2,053,000$ ( $24.0 \%$ ) over the same period in 1999. As a percentage of net revenues, selling, general and administrative expenses decreased to $16.9 \%$ from 19.1\%. The principal components of the $\$ 2,053,000$ increase were $\$ 442,000$ ( $38.5 \%$ ) of increased sales commission expense, $\$ 426,000$ ( $80.4 \%$ ) of increased advertising costs, $\$ 418,000$ (393.1\%) of increased legal expenses and \$227,000 (7.0\%) of increased compensation expense.

Research and development expenses increased \$479,000 (9.8\%) to $\$ 5,348,000$ and decreased as a percentage of net revenues to $8.5 \%$ from $10.9 \%$. The principal component of the $\$ 479,000$ increase was $\$ 544,000$ (22.8\%) of increased compensation expense.

## VICOR CORPORATION

## Management's Discussion and Analysis of

Financial Condition and Results of Operations
June 30, 2000
(continued)
Other income increased \$39,000 (5.2\%) from the same period a year ago, to $\$ 791,000$. Other income is primarily comprised of interest income derived from invested cash and cash equivalents, as well as from a note receivable associated with the Company's real estate transaction. Interest income increased primarily due to an increase in cash and cash equivalent balances and an increase in average interest rates.

Income before income taxes was \$11,992,000, an increase of \$5,862,000 (95.6\%) compared to the same period in 1999. As a percentage of net revenues, income before income taxes increased from $13.7 \%$ to $19.1 \%$ primarily due to the gross margin increase generated by the increased net revenues coupled with a decrease in operating expenses as a percentage of net revenues.

The effective tax rate for the second quarter of 2000 was $31.5 \%$, compared to $32.0 \%$ for the same period in 1999.

Net income per share (diluted) was $\$ .19$ for the second quarter of 2000, compared to $\$ .10$ for the second quarter of 1999, an increase of \$.09.

Six months ended June 30, 2000 compared to six months ended June 30, 1999
Net revenues for the first six months of 2000 were $\$ 120,564,000$, an increase of $\$ 33,792,000$ ( $38.9 \%$ ) as compared to $\$ 86,772,000$ for the same period a year ago. The growth in net revenues resulted primarily from an increase in unit shipments of standard and custom products of $\$ 38,329,000$ offset by a decrease in license revenue of $\$ 4,537,000$. The decrease in license revenue was primarily due to a non-recurring payment from a licensee for past use of Vicor's intellectual property in the first quarter of 1999.

Gross margin increased $\$ 14,434,000$ (38.5\%) to $\$ 51,923,000$ from $\$ 37,489,000$, and decreased as a percentage of net revenues from $43.2 \%$ to $43.1 \%$. The primary component of the increase in gross margin dollars was the increase in net revenues. The primary component of the decrease in gross margin percentage was due to changes in revenue mix, partially offset by the increase in net revenues.

Selling, general and administrative expenses were $\$ 20,880,000$ for the period, an increase of $\$ 3,437,000$ (19.7\%) over the same period in 1999. As a percentage of net revenues, selling, general and administrative expenses decreased to $17.3 \%$ from $20.1 \%$. The principal components of the $\$ 3,437,000$ increase were $\$ 1,029,000$ (49.4\%) of increased sales commission expense, \$681,000 (71.5\%) of increased advertising expenses, $\$ 542,000$ (8.6\%) of increased compensation expense, $\$ 363,000$ ( $31.0 \%$ ) of increased depreciation and amortization expense, and $\$ 334,000$ of payroll tax expense associated with the exercise of stock options.

Research and development expenses increased \$599,000 (6.0\%) to \$10,619,000 and decreased as a percentage of net revenues to $8.8 \%$ from $11.5 \%$. The principal components of the $\$ 599,000$ increase were $\$ 1,417,000$ (32.1\%) of increased compensation expense offset by a decrease of $\$ 684,000$ (31.7\%) in project material costs and $\$ 126,000$ (23.1\%) of decreased facilities costs.

## VICOR CORPORATION

## Management's Discussion and Analysis of

Financial Condition and Results of Operations
June 30, 2000
(continued)
Other income increased $\$ 461,000$ (30.9\%) from the same period a year ago, to $\$ 1,955,000$. Other income is primarily comprised of interest income derived from invested cash and cash equivalents, as well as from a note receivable associated with the Company's real estate transaction. Interest income increased primarily due to an increase in cash and cash equivalent balances and an increase in average interest rates.

Income before income taxes was $\$ 22,379,000$, an increase of $\$ 10,859,000$ (94.3\%) compared to the same period in 1999. As a percentage of net revenues, income before income taxes increased from $13.3 \%$ to $18.6 \%$ primarily due to the gross margin increase generated by the increased net revenues.

The effective tax rate for the six months ended June 30, 2000 was $31.5 \%$, compared to $32.0 \%$ for the same period in 1999.

Net income per share (diluted) was $\$ .35$ for the six months ended June 30, 2000, compared to $\$ .19$ for the same period in 1999, an increase of \$.16.

## Liquidity and Capital Resources

At June 30, 2000 the Company had \$71,295,000 in cash and cash equivalents. The ratio of current assets to current liabilities was $6.6: 1$ compared to $7.5: 1$ at December 31, 1999. Working capital increased \$9,885,000, from \$123,017,000 at December 31, 1999 to $\$ 132,902,000$ at June 30, 2000. The primary factors affecting the working capital increase were an increase in cash, accounts receivable and inventories of $\$ 14,994,000$, offset by an increase in current liabilities of $\$ 4,735,000$. The primary uses of cash for the first six months of 2000 were for additions to property and equipment of $\$ 8,721,000$ and the acquisition of treasury stock of $\$ 12,175,000$.

The Company plans to make continuing investments in manufacturing equipment, much of which is built internally. The internal construction of manufacturing machinery, in order to provide for additional manufacturing capacity, is a practice which the Company expects to continue over the next several years.

In February 2000, the Board of Directors of the Company authorized the repurchase of up to $\$ 30,000,000$ of the Company's Common Stock, of which approximately $\$ 21,000,000$ remains available as of June 30, 2000. The plan authorizes the Company to make such repurchases from time to time in the open market or through privately negotiated transactions. The timing of this program and the amount of the stock that may be repurchased is at the discretion of management based on its view of economic and financial market conditions. During the six month period ended June 30, 2000, the Company spent $\$ 12,175,000$ for the repurchase of its Common Stock under the current and a prior plan.

The Company believes that cash generated from operations and the total of its cash and cash equivalents, together with other sources of liquidity, will be sufficient to fund planned operations and capital equipment purchases for the foreseeable future. At June 30, 2000, the Company had approximately $\$ 1,000,000$ of capital expenditure commitments.

The Company does not consider the impact of inflation and changing prices on its business activities or fluctuations in the exchange rates for foreign currency transactions to have been significant during the last three fiscal years.

The Company is exposed to a variety of market risks, including changes in interest rates affecting the return on its cash and cash equivalents and fluctuations in foreign currency exchange rates. The Company's exposure to market risk for a change in interest rates relates primarily to the Company's cash and cash equivalents.

As the Company's cash and cash equivalents consist principally of money market securities, which are short-term in nature, the Company's exposure to market risk on interest rate fluctuations is not significant. The Company's exposure to market risk for fluctuations in foreign currency exchange rates relates primarily to the operations of Vicor Japan Company, Ltd. ("VJCL"). The Company believes that this market risk is currently not material due to the relatively small size of VJCL's operations.

## VICOR CORPORATION

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Part II - Other Information
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    June 30, 2000
    
## Item 1 - Legal Proceedings

The Company is involved in certain litigation incidental to the conduct of its business. While the outcome of lawsuits against the Company cannot be predicted with certainty, management does not expect any current litigation to have a material adverse impact on the Company.

Item 2 - Changes in Securities
Not applicable.
Item 3 - Defaults Upon Senior Securities
Not applicable.
Item 4 - Submission of Matters to a Vote of Security-Holders
The 2000 Annual Meeting of Stockholders of the Company was held on June 29, 2000. All nominees of the Board of Directors of the Company were re-elected for a one year term. Votes were cast in the election of the directors as follows:

| Nominee | Votes For | Votes Withheld |
| :---: | :---: | :---: |
| Patrizio Vinciarelli | 143,156,335 | 574,746 |
| Estia J. Eichten | 143,160, 835 | 570,246 |
| Barry Kelleher | 143, 069, 679 | 661,402 |
| Jay M. Prager | 143, 069, 679 | 661,402 |
| David T. Riddiford | 143, 451, 573 | 279,508 |
| M. Michael Ansour | 143,449, 673 | 281,408 |

There were 0 broker non-votes and 0 abstentions on this proposal.
A proposal to approve and ratify the Company's 2000 Stock Option and Incentive Plan was approved by the Company's stockholders. Votes were cast for the proposal as follows:

| Votes For | Votes Against | Abstained |
| :--- | :---: | :---: |
| -----------------13, |  |  |
| $134,413,541$ | $3,318,527$ | 138,739 |

There were 5,860,274 broker non-votes on this proposal.
Item 5 - Other Information
Not applicable.
Item 6 - Exhibits and Reports on Form 8-K
a. Exhibits - 27.1 Financial Data Schedule
b. Reports on Form 8-K - none.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

VICOR CORPORATION

Date: August 8, 2000

Date: August 8, 2000

By: /s/ Patrizio Vinciarelli
------------------
President and Chairman of the Board

By: /s/ Mark A. Glazer
Mark A. Glazer
Chief Financial Officer

## 6-MOS

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DEC-31-2000
    JAN-01-2000
        JUN-30-2000
```

            71,295
                0
            39, 865
                    38,768
        156,494
            75,191
            282,437
    23,592
0
0
480
252, 850
282,437
62,778
62,778
35,622
0
0
0
11,992
3,777
8,215
0
0
8,215
.19
. 19

