

SYSTEMAX INC

FORM 8-K (Current report filing)

Filed 07/30/19 for the Period Ending 07/30/19

Address	11 HARBOR PARK DR PORT WASHINGTON, NY, 11050
Telephone	5166087000
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Industry	Diversified Trading & Distributing
Sector	Industrials
Fiscal Year	12/31

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549**

FORM 8-K

**CURRENT REPORT
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported): July 30, 2019

Systemax Inc.

(Exact Name of Registrant as Specified in its Charter)

Delaware

1-13792

11-3262067

(State or Other Jurisdiction of Incorporation)

(Commission File Number)

(IRS Employer Identification No.)

11 Harbor Park Drive, Port Washington, New York

11050

(Address of Principal Executive Offices)

(Zip Code)

Registrant's telephone number, including area code: **(516) 608-7000**

N.A.

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligations of the registrant under any of the following provisions (see General Instruction A.2 below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240-14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock (\$.01 par value)	SYX	New York Stock Exchange

Item 2.02 Results of Operations and Financial Condition

On July 30, 2019, Systemax Inc. (the "Company") issued a press release announcing its financial results for the second quarter ended June 30, 2019 (the "Press Release"). The press release is attached as Exhibit 99.1 to this Current Report on Form 8-K.

On July 30, 2019 at 5:00 p.m. Eastern time, management will provide pre-recorded remarks on the Company's financial results for the second quarter ended June 30, 2019.

Item 8.01 Other Events

The Press Release also announced the declaration of a cash dividend of \$0.12 per share payable to common stock shareholders of record at the close of business on August 12, 2019, payable on August 19, 2019.

The information in this Current Report on Form 8-K and the Exhibit attached hereto shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act") or otherwise subject to the liabilities of that Section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, regardless of any general incorporation language in such filing.

Item 9.01. Financial Statements and Exhibits.

The following exhibit relating to Items 2.02 and 8.01 shall be deemed to be furnished, and not filed:

Exhibit Number	Description
99.1	Press Release of Systemax Inc., dated July 30, 2019.

Exhibit Index

[99.1](#)

Press Release of Systemax Inc., dated July 30, 2019.

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 hereunto duly authorized.

SYSTEMAX INC.

Date: July 30, 2019

By: /s/ Eric Lerner

Name: Eric Lerner

Title: Senior Vice President



SYSTEMAX REPORTS SECOND QUARTER 2019 FINANCIAL RESULTS

**-Sales Increase 7.5% to \$248.6 Million; Constant Currency, Average Daily Sales Increase 7.8%-
-Operating Income Grows 9% to \$20 Million; Adjusted Operating Income Grows 17% to \$22 Million-
- Board Declares \$0.12 Dividend -**

PORT WASHINGTON, NY, July 30, 2019 – Systemax Inc. (NYSE: SYX) today announced financial results for the second quarter ended June 30, 2019.

Performance Summary* (U.S. dollars in millions, except per share data)				
Highlights	Quarter Ended June 30,		Six Months Ended June 30,	
	2019	2018	2019	2018
GAAP Results**				
Net sales	\$ 248.6	\$ 231.2	\$ 480.8	\$ 443.4
Gross profit	\$ 86.0	\$ 80.0	\$ 166.3	\$ 152.5
Gross margin	34.6%	34.6%	34.6%	34.4%
Operating income	\$ 20.0	\$ 18.3	\$ 33.2	\$ 29.4
Operating margin	8.0%	7.9%	6.9%	6.6%
Net income from continuing operations	\$ 14.9	\$ 13.4	\$ 24.9	\$ 22.1
Net income per diluted share from continuing operations	\$ 0.39	\$ 0.35	\$ 0.66	\$ 0.58
Net income (loss) from discontinued operations	\$ (0.3)	\$ 4.8	\$ (0.6)	\$ 10.7
Net income (loss) per diluted share from discontinued operations	\$ (0.01)	\$ 0.13	\$ (0.02)	\$ 0.28
Non-GAAP Results**				
Operating income	\$ 21.9	\$ 18.7	\$ 36.8	\$ 30.4
Operating margin	8.8%	8.1%	7.6%	6.9%
Net income from continuing operations	\$ 16.3	\$ 13.8	\$ 27.3	\$ 22.4
Net income per diluted share from continuing operations	\$ 0.43	\$ 0.36	\$ 0.72	\$ 0.59

Second Quarter 2019 Financial Summary:

- Consolidated sales increased 7.5% to \$248.6 million in U.S. dollars. On a constant currency basis, average daily sales increased 7.8% .
- Consolidated operating income grew 9.3% to \$20.0 million compared to \$18.3 million last year on a GAAP basis. On a Non-GAAP basis, consolidated operating income grew 17.1% to \$21.9 million .
- Net income per diluted share from continuing operations grew 11.4% to \$0.39 . Non-GAAP net income per diluted share from continuing operations grew 19.4% to \$0.43 .

Six Months 2019 Financial Summary:

- Consolidated sales increased 8.4% to \$ 480.8 million in U.S. dollars. On a constant currency basis, average daily sales increased 8.7% .
- Consolidated operating income grew 12.9% to \$ 33.2 million compared to \$ 29.4 million last year on a GAAP basis. On a Non-GAAP basis, consolidated operating income grew 21.1% to \$ 36.8 million .
- Net income per diluted share from continuing operations grew 13.8% to \$ 0.66 . Non-GAAP net income per diluted share from continuing operations grew 22.0% to \$ 0.72 .

Barry Litwin, Chief Executive Officer, said, “We delivered another solid financial performance in the second quarter as revenue reached \$249 million, with average daily sales increasing 7.8%, all of which was organic growth. Gross margin was consistent with the year ago period as we are actively managing the current market and tariff environment. Operating margin increased 10 basis points and operating income was up 9.3%, while adjusted operating profit grew over 17% to \$22 million. We delivered improved leverage, while making investments to drive our long-term performance.

In the first half of 2019 we continued to implement our strategy and are driving execution against our growth pillars. We are seeing measurable improvement in our same day fulfillment rates, a reduction in customer service contacts, and an overall greater level of end-to-end transaction transparency. I’m pleased with our progress and proud of how our associate teams are championing a stronger customer centric culture across every facet of the company. This is allowing us to improve the customer experience and we are seeing the initial benefits in our performance.”

At June 30, 2019 , the Company had total working capital of \$125.2 million , cash and cash equivalents of \$90.8 million and excess availability under its credit facility of approximately \$71.7 million. Operating cash flow from continuing operations in the quarter was \$26.3 million. The Company’s board of directors has declared a cash dividend of \$0.12 per share to shareholders of record at the close of business on August 12, 2019, payable on August 19, 2019. The Company anticipates continuing a regular quarterly dividend in the future.

Earnings Conference Call Details

Systemax Inc. will provide pre-recorded remarks on its second quarter 2019 results today, July 30, 2019 at 5:00 p.m. Eastern Time. A live webcast of the remarks will be available on the Company’s website at www.systemax.com in the investor relations section. The webcast will also be archived on www.systemax.com for approximately 90 days.

About Systemax Inc.

Systemax Inc. (www.systemax.com), through its operating subsidiaries, is a provider of industrial products in North America going to market through a system of branded e-Commerce websites and relationship marketers. The primary brand is Global Industrial.

Forward-Looking Statements

This press release contains forward looking statements within the meaning of that term in the Private Securities Litigation Reform Act of 1995 (Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934). Additional written or oral forward-looking statements may be made by the Company from time to time in filings with the Securities and Exchange Commission or otherwise. Any such statements that are not historical facts are forward looking statements made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 and are based on management's estimates, assumptions and projections and are not guarantees of future performance. Forward-looking statements may include, but are not limited to statements regarding: i) projections or estimates of revenue, income or loss, exit costs, cash flow needs and capital expenditures; ii) fluctuations in general economic conditions; iii) future operations, such as , plans relating to new distribution facilities, plans for utilizing alternative sources of supply in response to government tariffs and trade actions, and plans for new products or services; iv) plans for acquisition or sale of businesses, including expansion or restructuring plans, such as our exit from and winding down of our North American Technology Group ("NATG") and European operations; v) financing needs, and compliance with financial covenants in loan agreements; vi) assessments of materiality; vii) predictions of future events and the effects of pending and possible litigation; and viii) assumptions relating to the foregoing. In addition, when used in this release, the words "anticipates," "believes," "estimates," "expects," "intends," and "plans" and variations thereof and similar expressions are intended to identify forward looking statements.

Other factors that may affect our future results of operations and financial condition include, but are not limited to, unanticipated developments in any one or more of the following areas, as well as other factors which may be detailed from time to time in our Securities and Exchange Commission filings: general economic conditions, such as customer inventory levels, interest rates,

borrowing ability and economic conditions in the manufacturing industry generally, will continue to impact our business; the imposition of tariffs and other trade barriers, as well as retaliatory trade measures, have caused us to raise the prices on certain of our products and seek alternate sources of supply, which could negatively impact our sales or disrupt our operations in the future; increases in freight and shipping costs have from time to time impacted our margins to the extent the increases could not be passed along to customers in a timely manner and may impact our margins again in the future, and factors affecting the shipping and distribution of products imported to the United States by us or our domestic vendors, such as global availability of shipping containers and fuel costs; our reliance on common carrier delivery services for shipping inventoried merchandise to customers; our reliance on drop ship deliveries directly to customers by our product vendors for products we do not hold in inventory; delays in the timely availability of products from our suppliers could delay receipt of needed product and result in lost sales; our ability to maintain available capacity in our distribution operations for stocked inventory and to enable on time shipment and deliveries, such as by timely implementing additional temporary or permanent distribution resources, whether in the form of additional facilities we operate or by outsourcing certain functions to third party distribution and logistics partners; we compete with other companies for recruiting, training, integrating and retaining talented and experienced employees, particularly in markets where we and they have central distribution facilities; this aspect of competition is aggravated by the current tight labor market in the U.S.; risks involved with e-commerce, including possible loss of business and customer dissatisfaction if outages or other computer-related problems should preclude customer access to our products and services; our information systems and other technology platforms supporting our sales, procurement and other operations are critical to our operations and disruptions or delays have occurred and could occur in the future, and if not timely addressed could have a material adverse effect on us; a data security breach due to our e-commerce, data storage or other information systems being hacked by those seeking to steal Company, vendor, employee or customer information, or due to employee error, resulting in disruption to our operations, litigation and/or loss of reputation or business; managing various inventory risks, such as being unable to profitably resell excess or obsolete inventory and/or the loss of product return rights from our vendors; meeting credit card industry compliance standards in order to maintain our ability to accept credit cards; rising interest rates, increased borrowing costs or limited credit availability, including our own ability to maintain satisfactory credit agreements and to renew credit facilities, could impact both our and our customers' ability to fund purchases and conduct operations in the ordinary course; pending or threatened litigation and investigations, as well as anti-dumping and other government trade and customs proceedings, could adversely affect our business and results of operations; sales tax laws or government enforcement priorities may be changed which could result in e-commerce and direct mail retailers having to collect sales taxes in states where the current laws and/or prior interpretations do not require us to do so; and extreme weather conditions could disrupt our product supply chain and our ability to ship or receive products, which would adversely impact sales.

Investor/Media Contacts:

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** Systemax manages its business and reports using a 52-53 week fiscal year that ends at midnight on the Saturday closest to December 31. For clarity of presentation, fiscal years and quarters are described as if they ended on the last day of the respective calendar month. The actual fiscal quarters ended on June 29, 2019 and June 30, 2018. The second quarter of both 2019 and 2018 included 13 weeks and the first six months included 26 weeks.*

***On August 31, 2018, the Company closed on the sale of its France operations. Results of this divested business have been classified as discontinued operations for all periods presented.*

Condensed Consolidated Statements of Operations – GAAP - Unaudited
(In millions, except per share amounts)

	Quarter Ended June 30,		Six Months Ended June 30,	
	2019	2018	2019	2018
Net sales	\$ 248.6	\$ 231.2	\$ 480.8	\$ 443.4
Cost of sales	162.6	151.2	314.5	290.9
Gross profit	86.0	80.0	166.3	152.5
<i>Gross margin</i>	34.6%	34.6%	34.6%	34.4%
Selling, distribution and administrative expenses	66.0	61.7	133.1	123.1
Operating income from continuing operations	20.0	18.3	33.2	29.4
<i>Operating margin</i>	8.0%	7.9%	6.9%	6.6%
Interest and other (income) expense, net	(0.1)	0.0	(0.1)	0.1
Income from continuing operations before income taxes	20.1	18.3	33.3	29.3
Provision for income taxes	5.2	4.9	8.4	7.2
Net income from continuing operations	14.9	13.4	24.9	22.1
Net income (loss) from discontinued operations	(0.3)	4.8	(0.6)	10.7
Net income	\$ 14.6	\$ 18.2	\$ 24.3	\$ 32.8
Net income per common share from continuing operations:				
Basic	\$ 0.40	\$ 0.36	\$ 0.66	\$ 0.59
Diluted	\$ 0.39	\$ 0.35	\$ 0.66	\$ 0.58
Net income (loss) per common share from discontinued operations:				
Basic	\$ (0.01)	\$ 0.13	\$ (0.02)	\$ 0.29
Diluted	\$ (0.01)	\$ 0.13	\$ (0.02)	\$ 0.28
Net income per common share:				
Basic	\$ 0.39	\$ 0.49	\$ 0.64	\$ 0.88
Diluted	\$ 0.38	\$ 0.48	\$ 0.64	\$ 0.87
Weighted average common and common equivalent shares:				
Basic	37.5	37.2	37.4	37.2
Diluted	37.9	37.9	37.9	37.9

SYSTEMAX INC.
Condensed Consolidated Balance Sheets – GAAP - Unaudited
(In millions)

	June 30,	December 31,
	2019	2018
Current assets:		
Cash and cash equivalents	\$ 90.8	\$ 295.4
Accounts receivable, net	96.2	84.1
Inventories	101.4	107.3
Prepaid expenses and other current assets	4.7	10.6
Total current assets	293.1	497.4
Property, plant and equipment, net	15.3	14.9
Right of use assets	63.4	0.0
Goodwill, intangibles and other assets	17.7	17.7
Total assets	\$ 389.5	\$ 530.0
Current liabilities:		
Accounts payable and accrued expenses	\$ 156.5	\$ 136.1
Dividend payable	0.0	243.5
Operating lease liabilities	11.4	0.0
Total current liabilities	167.9	379.6
Deferred tax liability	0.1	0.1
Other liabilities	2.6	12.6
Operating lease liabilities	62.8	0.0
Shareholders' equity	156.1	137.7
Total liabilities and shareholders' equity	\$ 389.5	\$ 530.0

SYSTEMAX INC.

**Reconciliation of Consolidated GAAP Operating Income from Continuing Operations to Consolidated Non-GAAP Operating Income from Continuing Operations – Unaudited
(In millions)**

	Quarter Ended June 30,		Quarter Ended June 30,	Six Months Ended June 30,		Six Months Ended June 30,
GAAP:	2019	2018	2019 vs. 2018	2019	2018	2019 vs. 2018
Net sales	\$ 248.6	\$ 231.2	7.5%	\$ 480.8	\$ 443.4	8.4%
Average daily sales*	3.9	3.6	7.8%	3.8	3.5	8.7%
Operating income	20.0	18.3	9.3%	33.2	29.4	12.9%
Operating margin%	8.0%	7.9%		6.9%	6.6%	
Non-GAAP adjustments:						
Executive separation & transition costs	0.4	0.0		1.0	0.0	
Stock based compensation	1.3	0.2		2.4	0.5	
Intangible amortization	0.1	0.2		0.1	0.5	
Reverse results of Germany included in GAAP continuing operations	0.1	0.0		0.1	0.0	
Total Non-GAAP Adjustments:	1.9	0.4		3.6	1.0	
Non-GAAP operating income	\$ 21.9	\$ 18.7	17.1%	\$ 36.8	\$ 30.4	21.1%
Non-GAAP operating margin %	8.8%	8.1%		7.6%	6.9%	

* Average daily sales is calculated based upon the number of selling days in each period, converted to US Dollars on a constant currency basis.

SYSTEMAX INC.
Reconciliation of GAAP Net Income from Continuing Operations to Non-GAAP
Net Income from Continuing Operations – Unaudited
(In millions)

	Quarter Ended June 30,		Six Months Ended June 30,	
	2019	2018	2019	2018
GAAP				
Net income from continuing operations	\$ 14.9	\$ 13.4	\$ 24.9	\$ 22.1
Provision for income taxes from continuing operations	5.2	4.9	8.4	7.2
Income from continuing operations before income taxes	20.1	18.3	33.3	29.3
Interest and other (income) expense from continuing operations, net	(0.1)	0.0	(0.1)	0.1
Operating income from continuing operations	20.0	18.3	33.2	29.4
Non-GAAP adjustments:				
Executive separation & transition costs	0.4	0.0	1.0	0.0
Reverse results of Germany included in GAAP operating income from continuing operations	0.1	0.0	0.1	0.0
Recurring adjustments	1.4	0.4	2.5	1.0
Adjusted operating income	21.9	18.7	36.8	30.4
Interest and other expense (income), net	(0.1)	0.0	(0.1)	0.1
Income before income taxes	22.0	18.7	36.9	30.3
Normalized provision for income taxes	5.7	4.9	9.6	7.9
Normalized effective tax rate ⁽¹⁾	26.0%	26.0%	26.0%	26.0%
Non-GAAP net income from continuing operations	\$ 16.3	\$ 13.8	\$ 27.3	\$ 22.4
GAAP net income per diluted share from continuing operations	\$ 0.39	\$ 0.35	\$ 0.66	\$ 0.58
Non-GAAP net income per diluted share from continuing operations	\$ 0.43	\$ 0.36	\$ 0.72	\$ 0.59

⁽¹⁾ Effective tax rate of 26% used in the second quarter and six months ended 2019 and 2018.