|   | UNITED STATES SECURITIES AND EXCHANGE   | COMMISSION                              |  |  |
|---|---|---|--|--|
|   | WASHINGTON, D.C. 20549  |   |  |  |
|   | FORM 10-Q   |   |  |  |
| (X)   | QUARTERLY REPORT PURSUANT TO SECTION 13 OR :<br>SECURITIES EXCHANGE ACT OF 1934 | 15 (d) OF THE                           |  |  |
|   | For the quarterly period ended: December 31                                     | , 1998.                                 |  |  |
|   | OR  |   |  |  |
| ( )   | TRANSITION REPORT PURSUANT TO SECTION 13 OR SECURITIES EXCHANGE ACT OF 1934     | 15 (d) OF THE                           |  |  |
|   | For the transition period from  | to                                      |  |  |
|   | Commission file number: 0-179   | 72                                      |  |  |
|   | DIGI INTERNATIONAL INC.   |   |  |  |
|   | (Exact name of registrant as specified in                                       |   |  |  |
|   | Delevere  | 44 4500464                              |  |  |
|   | Delaware<br>  | 41-1532464                              |  |  |
|   | e or other jurisdiction of<br>rporation or organization)                        | (I.R.S. Employer Identification Number) |  |  |
|   | 11001 Bren Road East<br>Minnetonka, Minnesota 5534:                             |   |  |  |
|   | (Address of principal executive office  |   |  |  |
|   | (612) 912-3444  |   |  |  |
|   | (Registrant's telephone number, inclu   |   |  |  |
| 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  |   |   |  |  |
|   |   |   |  |  |
| On February 2, 1999, there were 14,624,269 shares of the registrant's \$.01 par value Common Stock outstanding.   |   |   |  |  |
|   |   |   |  |  |
|   |   |   |  |  |
|   |   |   |  |  |
|   |   |   |  |  |
|   |   |   |  |  |
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### PART I. FINANCIAL INFORMATION

### ITEM 1. FINANCIAL STATEMENTS

# DIGI INTERNATIONAL INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS FOR THE THREE MONTHS ENDED DECEMBER 31, 1998 AND 1997 (UNAUDITED)

|   | 1998                                 | 1997                                |
|---|--------------------------------------|-------------------------------------|
| Net sales<br>Cost of sales  | \$ 51,395,021<br>24,904,313          | \$ 42,590,059<br>21,221,314         |
| Gross margin  | 26,490,708                           | 21,368,745                          |
| Operating expenses:   |                                      |                                     |
| Sales and marketing<br>Research and development<br>General and administrative | 11,974,080<br>6,476,216<br>5,152,292 | 8,259,494<br>3,810,900<br>3,610,125 |
| Total operating expenses  | 23,602,588                           | 15,680,519                          |
| Operating income  | 2,888,120                            | 5,688,226                           |
| Other (expense) income, principally interest                                  | (209,786)                            | 268,885                             |
| Income before income taxes<br>Provision for income taxes                      | 2,678,334<br>1,312,385               | 5,957,111<br>2,114,775              |
| Net income  | \$ 1,365,949                         | \$ 3,842,336                        |
|   |                                      |                                     |
| Net income per common share, basic  | \$ 0.09                              | \$ 0.28                             |
| Net income per common share, assuming dilution                                | \$ 0.09                              | \$ 0.27                             |
|   |                                      |                                     |
| Weighted average common shares, basic   | 14,572,022                           |                                     |
| Weighted average common shares, assuming dilution                             | 14,701,519                           | 14,043,273                          |
|   |                                      |                                     |

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

## DIGI INTERNATIONAL INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS

| ASSETS                                       | December 31<br>1998  | September 30<br>1998 |
|--|----------------------|----------------------|
| ASSETS                                       | 1990                 | 1990                 |
|  |                      |                      |
| Current assets:                              | (unaudited)          |                      |
| Cash and cash equivalents                    | \$ 4,041,170         | \$ 10,355,368        |
| Accounts receivable, net                     | 43,100,046           | 48,549,145           |
| Inventories, net                             | 29,508,100           | 27,365,924           |
| 0ther  | 6,055,093            | 6,139,941            |
|  |                      |                      |
| Total current assets                         | 82,704,409           | 92,410,378           |
| Property, equipment and improvements, net    | 33,098,851           | 33,990,923           |
| Intangible assets, net                       | 34,190,135           | 31, 354, 483         |
| Other  | 2,595,137            | 2,978,883            |
|  |                      |                      |
| Total assets                                 | \$152,588,532        | \$160,734,667        |
|  |                      |                      |
|  |                      |                      |
| LIABILITIES AND STOCKHOLDERS' EQUITY         |                      |                      |
| Current liabilities:                         |                      |                      |
| Borrowings under line of credit agreements   | \$ 6,278,303         | \$ 10,707,000        |
| Current portion of long-term debt            | 41,748<br>12,234,996 | 264,025              |
| Accounts payable                             | 12,234,996           | 15, 255, 175         |
| Income taxes payable                         | 4,733,321            | 3,797,588            |
| Accrued expenses:                            |                      |                      |
| Advertising                                  | 2,662,924            | 2,651,742            |
| Compensation                                 | 3,948,904            | 6,776,292            |
| Other  | 6,657,119            |                      |
| Restructuring accruals                       | 3,566,658            | 5,254,000            |
|  |                      |                      |
| Total current liabilities                    | 40,123,973           |                      |
| Long-term debt                               | 11,051,206           | 11,124,446           |
| Other  | 308,339              | 275,000              |
|  |                      |                      |
| Total liabilities                            | 51,483,518           | 65,914,103           |
| Commitments and contingencies                |                      |                      |
| Stockholders' equity:                        |                      |                      |
| Preferred stock, \$.01 par value; 2,000,000  |                      |                      |
| shares authorized; none outstanding          |                      |                      |
| Common stock, \$.01 par value; 60,000,000    |                      |                      |
| shares authorized; 15,837,625 and 15,790,975 |                      |                      |
| shares issued                                | 158,376              | 157,910              |
| Additional paid-in capital                   | 70,386,446           |                      |
| Retained earnings                            | 53,820,980           | 52,455,031           |
| Cumulative foreign currency translation      | 00,020,000           | 027 .007 002         |
| adjustment                                   | (334,723)            | (815,809)            |
|  |                      |                      |
|  | 124,031,079          | 120,492,580          |
| Unearned stock compensation                  | (1,220,077)          | (3,777,204)          |
| Treasury stock, at cost, 1,236,384 and       | (=,===,-:,)          | (-, , -0 . )         |
| 1,247,094 shares                             | (21,705,988)         | (21,894,812)         |
| ., = ,                                       |                      | (, 00 ., 022)        |
| Total stockholders' equity                   | 101,105,014          | 94,820,564           |
|  |                      |                      |
| Total liabilities and stockholders' equity   | \$152,588,532        | \$160,734,667        |
| - 17   |                      |                      |
|  |                      |                      |

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

# DIGI INTERNATIONAL INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS FOR THE THREE MONTHS ENDED DECEMBER 31, 1998 AND 1997 (UNAUDITED)

|  | 1998  | 1997  |
|--|---|---|
|  |   |   |
| Operating activities: Net income Adjustments to reconcile net income to net cash (used in) provided by operating activities:   | \$ 1,365,949  | \$ 3,842,336  |
| Depreciation and amortization Provision for losses on accounts receivable Provision for inventory obsolescence Loss on sale of fixed assets Stock compensation Changes in operating assets and liabilities | 3,257,895<br>150,000<br>1,175,399<br>19,625<br>338,470<br>(7,006,819) | 1,720,414<br>607,992<br>1,397,098<br>70,584<br>113,382<br>(1,645,933) |
| Total adjustments  | (2,065,430)   | 2,263,537   |
| Net cash (used in) provided by operating activities  | (699,481)   | 6,105,873   |
| Investing activities: Purchase of property, equipment, intangibles, and improvements Investment in AetherWorks Corporation   | (1,453,323)   | (2,084,223)<br>(1,000,000)  |
| Net cash (used in) investing activities  | (1,453,323)   | (3,084,223)   |
| Financing activities:<br>Principal payments on borrowings<br>Stock benefit plan transactions, net  | (4,521,071)<br>256,870  | 363,591   |
| Net cash (used in) provided by financing activities  | (4,264,201)   | 363,591   |
| Effect of exchange rate changes on cash and<br>and cash equivalents<br>Net (decrease) increase in cash and cash equivalents<br>Cash and cash equivalents, beginning of period                              | 102,807<br>(6,314,198)<br>10,355,368                                  | 3,385,241<br>31,329,666   |
| Cash and cash equivalents, end of period   | \$ 4,041,170  | \$34,714,907  |
|  |   |   |

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

## DIGI INTERNATIONAL INC. AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

#### BASIS OF PRESENTATION

The interim condensed consolidated financial statements included in this Form 10-Q have been prepared by the Company, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission (SEC). Certain information and footnote disclosures, normally included in financial statements prepared in accordance with generally accepted accounting principles, have been condensed or omitted, pursuant to such rules and regulations. These condensed consolidated financial statements should be read in conjunction with the consolidated financial statements and related notes thereto included in the Company's 1998 Annual Report and Form 10-K.

The condensed consolidated financial statements presented herein as of December 31, 1998, and for the three months ended December 31, 1998, and 1997, reflect, in the opinion of management, all adjustments (which consist only of normal, recurring adjustments) necessary for a fair presentation of the consolidated financial position and the consolidated results of operations and cash flows for the periods presented. The consolidated results of operations for any interim period are not necessarily indicative of results for the full year.

### ACQUISITIONS

In connection with a review of the Company's annual report on Form 10-K for the year ended September 30, 1998, the Staff of the Securities and Exchange Commission (SEC) has made several inquiries about the Company's accounting for its acquisitions of ITK International, Inc. (ITK) and Central Data Corporation (CDC). The most significant of these inquiries relates to the appropriateness of the amounts of the acquired in-process research and development charges recorded by the Company in the fourth quarter of fiscal year 1998. Any decrease in the amount of such charges would result in an increase in the value of identifiable intangible assets and goodwill as well as an increase in future amortization expense. The amount of such adjustments, if any, are not known at this time, although they could be material to the Company's financial position and results of operations.

Also, as a result of the SEC's review of the Company's accounting for its acquisitions of ITK and CDC, certain adjustments to the measurement and allocations of the purchase prices recorded for ITK and CDC were required. The effects of these adjustments have been reflected in the accompanying balance sheet as of December 31, 1998:

- - A net increase in goodwill of \$3,450,834
- - A decrease in deferred compensation of \$1,685,329
- An increase in additional paid-in capital of \$1,765,505

The above adjustments did not have a material effect on the Company's financial position or results of operations as of December 31, 1998 or for the quarter then ended.

### RESTRUCTURING

In July 1998, the Company's Board of Directors approved a restructuring plan related to the consolidation of its offices in Germany and the United Kingdom. The restructuring plan relates to the elimination of existing facilities rendered redundant by the acquisition of ITK. The charge of \$1,020,000 (\$647,000 net of tax benefits) recorded in the fourth quarter of fiscal 1998 consisted of \$61,483 of existing commitments for rent, \$100,110 of contractual payments for office equipment, \$202,039 of write-offs of leasehold improvements and \$656,368 of severance costs associated with the elimination of six positions. As of December 31, 1998, \$165,111 of payments have been made relating to this restructuring charge. The Company expects to complete these restructuring activities by June 30, 1999.

In connection with the Company's acquisition of ITK in July 1998, the Company implemented a plan of reorganization and accordingly, recognized a \$3,484,000 restructuring liability which the Company included in the liabilities assumed in the acquisition. Components of this estimated liability included \$1,844,000 of personnel costs and \$1,640,000 related to facilities closures. As of December 31, 1998, \$1,298,959 of payments have been made relating to personnel costs and \$107,598 of payments have been made related to facilities closure costs. The Company expects to complete these restructuring activities by June 30, 1999.

In connection with the Company's acquisition of CDC in July 1998, the Company implemented a plan of reorganization and accordingly, recognized a \$750,000 restructuring liability which the Company included in the total liabilities assumed in the acquisition. Components of this estimated liability included \$675,000 of personnel costs and \$75,000 related to a facility closure. As of December 31, 1998, \$115,674 of payments have been made relating to personnel costs and no payments have been made related to facilities closure costs. The Company expects to complete these restructuring activities by March 31, 1999.

### 4. INVENTORIES

Inventories, net are stated at the lower of cost or market, with cost determined on the first-in, first-out method. Inventories at December 31, 1998 and September 30, 1998 consisted of the following:

|                 | December 31, 1998 | September 30, 1998 |
|-----------------|-------------------|--------------------|
|                 |                   |                    |
| Raw materials   | \$14,502,604      | \$13,707,999       |
| Work in process | 4,449,426         | 2,922,442          |
| Finished goods  | 10,556,070        | 10,735,483         |
|                 |                   |                    |
|                 | \$29,508,100      | \$27,365,924       |
|                 |                   |                    |
|                 |                   |                    |

### 5. NET INCOME PER SHARE

Basic net income per share is calculated based on only the weighted average of common shares outstanding during the period. Net income per share, assuming dilution, is computed by dividing net income by the weighted average number of common and common equivalent shares outstanding during each period. The Company's only common stock equivalents are those that result from dilutive common stock options. The calculation of dilutive earnings per share excludes the 1,123,201 and 168,073 equivalent shares of the Company for the three month periods ended December 31, 1998 and 1997, respectively, attributable to the common stock options issued by the Company because their effect was anti-dilutive.

### 6. LEGAL PROCEEDINGS

Discussion of legal matters is incorporated by reference from Part II, Item I of this Form 10-Q "Legal Proceedings" and should be considered an integral part of these Consolidated Condensed Financial Statements and Accompanying Notes.

#### REVIEW REPORT OF INDEPENDENT ACCOUNTANTS

To the Stockholders and Board of Directors of Digi International Inc.:

We have reviewed the accompanying condensed consolidated balance sheet of Digi International Inc. and subsidiaries as of December 31, 1998, and the related condensed consolidated statements of operations and cash flows for the three months ended December 31, 1998, and 1997. These condensed consolidated financial statements are the responsibility of the Company's management.

We conducted our reviews in accordance with standards established by the American Institute of Certified Public Accountants. A review of interim financial information consists principally of applying analytical procedures to financial data and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our reviews, we are not aware of any material modifications that should be made to the condensed consolidated financial statements referred to above for them to be in conformity with generally accepted accounting principles.

We have previously audited, in accordance with generally accepted auditing standards, the consolidated balance sheet as of September 30, 1998, and the related consolidated statements of operations and cash flows for the year then ended (not presented herein); and in our report dated December 11, 1998, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated balance sheet as of September 30, 1998, is fairly stated in all material respects in relation to the consolidated balance sheet from which it has been derived.

/s/ PricewaterhouseCoopers LLP

Minneapolis, Minnesota January 22, 1999, except for the information in Note 2 as to which the date is January 27, 1999

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

### CONSOLIDATED RESULTS OF OPERATIONS

The following table sets forth selected information derived from the Company's interim condensed consolidated statements of operations expressed as percentages of sales:

|   | Three months<br>ended<br>December 31 |                    | %<br>Increase<br>(decrease) |
|---|--------------------------------------|--------------------|-----------------------------|
|   | 1998                                 | 1997               |                             |
| Net sales<br>Cost of sales  | 100.0%<br>48.5                       | 100.0%<br>49.8     | 20.7%<br>17.4               |
| Gross margin  | 51.5                                 | 50.2               | 24.0                        |
| Operating expenses:   |                                      |                    |                             |
| Sales and marketing<br>Research and development<br>General and administrative | 23.3<br>12.6<br>10.0                 | 19.4<br>8.9<br>8.5 |                             |
| Total operating expenses  | 45.9                                 | 36.8               | 50.5                        |
| Operating income<br>Other (expense) income, net                               | 5.6<br>(0.4)                         | 13.4               | (49.2)<br>(178.0)           |
| Income before income taxes<br>Provision for income taxes                      | 5.2<br>2.5                           |                    |                             |
| Net income  | 2.7%                                 | 9.0%               | (64.5)%                     |
|   |                                      |                    |                             |

### NET SALES

Net sales for the three month period ended December 31, 1998, were higher than net sales for the corresponding three month period ended December 31,1997 by \$8,804,962 or 20.7 %. The acquisitions of ITK and CDC contributed \$13,651,509 in increased revenue for the three month period ended December 31, 1998. Offsetting this revenue growth were reduced sales in physical layer products versus the comparable period in 1997 due to decreased product demand. In addition, also offsetting this revenue growth were reduced sales to the distribution markets. The decline in distribution sales is primarily due to increased sales to distributors during the third and fourth quarter of fiscal 1998, as the Company gave incentives to distributors to increase their purchases.

### GROSS MARGIN

Gross margin for the three month period ended December 31, 1998 increased to 51.5%, as compared to 50.2% for the three month period ended December 31, 1997. Such increase was principally due to increased sales of higher margin server-based products to the distribution channel. In particular, gross margins for the three month period ended December 31, 1998, were

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION (CONTINUED)

CONSOLIDATED RESULTS OF OPERATIONS (CONTINUED)

### GROSS MARGIN (CONTINUED)

enhanced by a favorable product mix, resulting in higher sales of higher margin products. Offsetting the increase in margins were ITK and CDC products sold during the three month period ended December 31, 1998, which had margins of 47.2%.

### OPERATING EXPENSES

Operating expenses for the three month period ended December 31, 1998, increased approximately \$7.9 million or 50.5 % as compared to operating expenses for the three month period ended December 31, 1997. The operations of ITK and CDC, which were acquired in the fourth quarter of the 1998 fiscal year, accounted for approximately \$5.8 million or a 37% increase in operating expenses. In addition, the Company increased its sales and marketing efforts related to new product introductions. The Company also increased its research and development efforts for new products.

### ACQUIRED IN-PROCESS RESEARCH AND DEVELOPMENT

In connection with the Company's acquisition of ITK in July 1998, the Company recorded a \$26.0 million non-recurring, non-tax-deductible charge related to the portion of the purchase price that represented, based upon an independent appraisal, the fair value of acquired in-process research and development (IPR&D) upon consummation of the acquisition. The Company is continuing its efforts to develop the acquired IPR&D into commercially viable products.

In connection with the Company's acquisition of CDC in July 1998, the Company recorded a \$13.2 million non-recurring, non-tax-deductible charge related to the portion of the purchase price that represented, based upon an independent appraisal, the fair value of acquired IPR&D upon consummation of the acquisition. The Company is continuing its efforts to develop the acquired IPR&D into commercially viable products.

See discussion at Note 2 in the Notes to the Condensed Consolidated Financial Statements of the Company.

### ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION (CONTINUED)

CONSOLIDATED RESULTS OF OPERATIONS (CONTINUED)

### OTHER INCOME

Other expense, principally interest for the three month period ended December 31, 1998, results from debt assumed in the acquisition of ITK. Other income for the three month period ended December 31, 1997 resulted from interest earned on cash and cash equivalent balances.

### INCOME TAXES

Income taxes have been provided for at an estimated annual effective rate of 49% for the three month period ended December 31, 1998. This effective tax rate exceeds the U.S. statutory income tax rate and the effective tax rate of 35.5% in the three month period ended December 31, 1997 primarily due to approximately \$5 million of annual amortization expense related to the Company's acquisitions of ITK and CDC which is not deductible for income tax reporting purposes.

### FINANCIAL CONDITION

### LIQUIDITY AND CAPITAL RESOURCES

The Company has financed its operations principally with funds generated from operations. Investing activities for the three months ended December 31, 1998, consisted primarily of purchases of equipment and capital improvements totaling approximately \$1.5 million. Financing activities for the three months ended December 31, 1998, consisted primarily of payments on line of credit and debt obligations totaling approximately \$4.5 million. At December 31, 1998, the Company had working capital of approximately \$42.6 million. The Company is currently negotiating to extend a \$15 million unsecured line of credit, which expires February 28, 1999. The Company has not utilized such line.

The Company's management believes that current financial resources, cash generated from operations and the Company's potential capacity for debt and/or equity financing will be sufficient to fund current and future business operations.

### FOREIGN CURRENCY TRANSLATION

Effective January 1, 1999, eleven countries of the European Union converted to a common currency called the "Euro." This action will cause some of the Company's European transactions to be negotiated, invoiced and paid in "Euros." The conversion will most likely add currency exchange costs and risks, although such costs and risks are not quantifiable at this time.

For the three month period ended December 31, 1998, the Company had foreign transactions that were negotiated, invoiced and paid amounting to approximately \$15.6 million, of which \$8.9 million were in U.S. dollars and \$6.7 million were Deutschemark-dominated sales through the

### ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION (CONTINUED)

CONSOLIDATED RESULTS OF OPERATIONS (CONTINUED)

FOREIGN CURRENCY TRANSLATION (CONTINUED)

newly acquired subsidiary ITK. In future periods, a significant portion of sales made through ITK will be made in Deutschemarks until full integration of the "Euro" is achieved. The Company has not implemented a hedging strategy to reduce the risk of foreign currency translation exposures, which management does not believe to be significant based on the scope of the Company's foreign operations as of December 31, 1998.

### YEAR 2000 ISSUES

The Company began a comprehensive project in 1996 to prepare its products and its internal computer systems for the year 2000. Most of the Company's products are year 2000 compliant because there is very little or no date processing involved. Certain products, including end-of-life versions, do require customer action such as a patch or version upgrade to be compliant. These products are being identified, and the Company is in the process of notifying impacted customers.

The Company believes its implementation of a new enterprise-wide information management system, principally installed to improve operating efficiency, will address the Company's internal year 2000 compliance issues. Because of the acquisitions of ITK and CDC, the worldwide rollout of this system will not be completed until the late summer of calendar 1999. If necessary conversions are not completed on a timely basis, the year 2000 could have a material adverse effect on the Company's operations. Overall, management believes the year 2000 will not have a significant impact on operations. The Company plans to continue with remediation and testing efforts with both its products and internal systems to further mitigate any risks associated with the year 2000.

The costs associated with the year 2000 project are minimal and are not incremental to the Company, but include temporary reallocation of existing resources. Although the Company believes that the remaining cost of year 2000 modifications for both internal-use systems and the Company's products are not material, there can be no assurances that various factors relating to the year 2000 compliance issues, including litigation, will not have a material adverse effect on the Company's business, operating results, or financial position.

### INFLATION

Management believes inflation has not had a material effect on the Company's operations or on its financial position.

### FORWARD LOOKING STATEMENTS

Certain statements made above, which are summarized below, are forward-looking statements that involve risks and uncertainties, and actual results may be materially different. Factors that could cause actual results to differ include those identified below:

THE EXPECTATION THAT VARIOUS RESTRUCTURING ACTIVITIES IN CONNECTION WITH THE ACQUISITIONS OF ITK AND CDC WILL BE COMPLETED ACCORDING TO SCHEDULE - This expectation may be impacted by presently unanticipated delays or expenses.

THE EXPECTATION THAT THE COMPANY'S 1999 EFFECTIVE TAX RATE WILL BE 49 PERCENT - -This expectation may be impacted by the changes in the Company's level of profitability or changes in the allocation of the purchase prices made in connection with the ITK and CDC acquisitions.

THE BELIEF THAT THE COMPANY'S CURRENT FINANCIAL RESOURCES, CASH GENERATED FROM OPERATIONS AND THE COMPANY'S POTENTIAL CAPACITY FOR DEBT AND/OR EQUITY FINANCING WILL BE SUFFICIENT TO FUND CURRENT AND ANTICIPATED BUSINESS OPERATIONS - Changes in anticipated operating results, credit availability and equity market conditions may further enhance or inhibit the Company's ability to maintain or raise appropriate levels of cash.

THE BELIEF THAT IMPLEMENTATION OF A NEW ENTERPRISE-WIDE INFORMATION MANAGEMENT SYSTEM WILL ADDRESS THE COMPANY'S INTERNAL YEAR 2000 COMPLIANCE ISSUES AND THE BELIEF THAT THE YEAR 2000 WILL NOT HAVE A SIGNIFICANT IMPACT ON OPERATIONS - These beliefs may be impacted by presently unanticipated delays in assessment or remediation, unanticipated increases in costs or non-compliance by third parties.

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

Not applicable.

#### PART II. OTHER INFORMATION

### ITEM 1. LEGAL PROCEEDINGS

Between January 3, 1997 and March 7, 1997, the Company and certain of its previous officers were named as defendants in five putative securities class action lawsuits filed in the United States District Court for the District of Minnesota on behalf of an alleged class of purchasers for its common stock during the period January 25, 1996, through December 23, 1996. The five putative class actions were thereafter consolidated, and on May 12, 1997, a consolidated amended class action complaint (the "Consolidated Amended Complaint") was filed in the actions, which are captioned IN RE DIGI INTERNATIONAL INC. SECURITIES LITIGATION (Master File No. 97-5 DWF/RLE). The Consolidated Amended Complaint alleges that the Company and its previous officers Ervin F. Kamm, Jr., Gerald A. Wall and Gary L. Deaner violated the federal securities laws by, among other things, misrepresenting and/or omitting material information concerning the Company's operations and financial results. The Consolidated Amended Complaint seeks compensatory damages in an unspecified amount plus interest against all defendants, jointly and severally, and an award of attorneys' fees, experts' fees and costs.

On February 25, 1997, the Company and certain of its previous officers also were named as defendants in a securities lawsuit filed in the United States District Court for the District of Minnesota by the Louisiana State Employees Retirement System, which is captioned LOUISIANA STATE EMPLOYEES RETIREMENT SYSTEM V. DIGI INTERNATIONAL INC., GARY L. DEANER, ERVIN F. KAMM, JR., GERALD A. WALL AND "JOHN DOE" AND "RICHARD ROE", DEFENDANTS (Civil File No. 97-440, Master File No. 97-5 DWF/RLE). On June 3, 1997, the Louisiana State Employees Retirement System filed an Amended Complaint (the "Louisiana Amended Complaint"). The Louisiana Amended Complaint alleges that the Company and its previous officers Ervin F. Kamm, Jr., Gerald A. Wall and Gary L. Deaner violated federal securities laws and state common law by, among other things, misrepresenting and/or omitting material information concerning the Company's operations and financial results. The Louisiana Amended Complaint seeks compensatory damages in the amount of \$718,404.70 plus interest against all defendants, jointly and severally, and an award of attorneys' fees, disbursements and costs.

In a decision issued on May 22, 1998, the United States District Court for the District of Minnesota granted in part and denied in part defendants' motions to dismiss the Consolidated Amended Complaint and the Louisiana Amended Complaint. The Court dismissed without leave to replead all claims asserted in both cases, except for certain federal securities law claims based upon alleged misrepresentations and/or omissions relating to the accounting treatment applied to the Company's AetherWorks investment. The Court also limited the claims asserted in the Louisiana Amended Complaint to the 11,000 shares of the Company's stock held subsequent to November 14, 1996, for which the Louisiana Amended Complaint claims damages of \$184,276.40. The claims in the two actions remain pending against the Company and its former officers Ervin F. Kamm, Jr. and Gerald A. Wall. Discovery in the actions is proceeding.

Because the lawsuits are in preliminary stages, the ultimate outcomes cannot be determined at this time, and no potential assessment of their effect, if any, on the Company's financial position, liquidity or future operations can be made.

PART II. OTHER INFORMATION (CONTINUED)

ITEM 2. CHANGES IN SECURITIES

None

ITEM 3. DEFAULTS UPON SENIOR SECURITIES

None

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

None

ITEM 5. OTHER INFORMATION

None

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### PART II. OTHER INFORMATION (CONTINUED)

### ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

Description

### (a) Exhibits:

Exhibit No.

| 3(a)     | Restated Certificate of Incorporation of the Registrant, As Amended*  |
|----------|---|
| 3(b)     | Amended and Restated By-Laws of the Registrant**  |
| 4(a)     | Form of Rights Agreement, dated as of June 10, 1998 between Digi International Inc. and Norwest Bank Minnesota, National Association, as Rights Agent***                                      |
| 4(b)     | Amendment dated January 26, 1998, to Share Rights Agreement, dated as of June 10, 1998 between Digi International Inc. and Norwest Bank Minnesota, National Association, as Rights Agent **** |
| 10(h)(i) | Amendment to Employment Agreement between the Company and Douglas J. Glader dated February 1, 1999  |
| 15       | Letter Re: Unaudited Interim Financial Information  |

### (b) Reports on Form 8-K:

None.

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Financial Data Schedule

<sup>\*</sup>Incorporated by reference to the corresponding exhibit number of the Company's Form 10-K for the year ended September 30, 1992 (File No. 0-17972)

<sup>\*\*</sup>Incorporated by reference to the corresponding exhibit number of the Company's Registration Statement on Form S-1 (File No. 33-42384)

<sup>\*\*\*</sup>Incorporated by reference to Exhibit 1 to the Company's Registration Statement on Form 8-A dated June 24, 1998 (File No. 0-17972)

<sup>\*\*\*\*</sup>Incorporated by reference to Exhibit 1 to Amendment No. 1 to the Company's Registration Statement on Form 8-A dated February 5, 1999 (File No. 0-17972)

### SIGNATURE

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.

DIGI INTERNATIONAL INC.

Date: February 16, 1999

By: /s/ S. Krishnan

S. Krishnan Chief Financial Officer (duly authorized officer and Principal Financial Officer)

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EXHIBIT 10(h)(i)

AMENDMENT TO EMPLOYMENT AGREEMENT
BETWEEN THE COMPANY AND DOUGLAS J. GLADER
DATED FEBRUARY 1, 1999

PERSONAL AND CONFIDENTIAL Mr. Douglas J. Glader Digi International Inc. 11001 Bren Road East Minnetonka, MN 55343

Dear Doug:

This letter confirms the terms of an amendment to your employment agreement with the Company dated February 6, 1995, as previously amended by letter agreement dated January 16, 1997 (the "Agreement"). Except as specifically provided for herein, the terms of the Agreement remain in full force and effect.

If you are terminated by the Company without "cause" on or before September 30, 1999, you would be entitled to severance equal to one year's base salary and a bonus (if earned) that would be pro-rated for the portion of the fiscal year through the termination date. The definition of "cause" is attached as an appendix to the Agreement. Neither this letter nor the Agreement shall be construed so as to amend the definition of "cause" contained in the terms and conditions of your options to purchase shares of the Company's Common Stock.

The Agreement as amended by this letter constitutes the entire agreement between you and the Company regarding the subject matter contained therein and supersedes all prior agreements and understandings relating thereto.

If the terms outlined above are acceptable, please confirm by signing the enclosed copy below and returning it to me.

Very truly yours, DIGI INTERNATIONAL INC.

/s/Jerry A. Dusa President and Chief Executive Officer

ACCEPTED:

/s/Douglas J. Glader

### EXHIBIT 15

UNAUDITED INTERIM FINANCIAL INFORMATION LETTER

Securities and Exchange Commission 450 Fifth Street N.W. Washington, D.C. 20549

We are aware that our report dated January 22, 1999, except for the information in Note 2 as to which the date is January 27, 1999, on our reviews of interim condensed consolidated financial information of Digi International Inc. and subsidiaries (the Company) for the three month periods ended December 31, 1998 and 1997, and included in the Company's Form 10-Q for the quarter ended December 31, 1998, is incorporated by reference in the Company's registration statements on Form S-8 (Registration Nos. 33-32956, 33-38898, 333-99, 333-1821, 333-23857 and 333-57869). Pursuant to Rule 436(c), under the Securities Act of 1933, this report should not be considered a part of the registration statements prepared or certified by us within the meaning of Sections 7 and 11 of that Act.

PricewaterhouseCoopers LLP

Minneapolis, Minnesota February 12, 1999