# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION 

Washington, D.C. 20549

## FORM 8-K

Current Report<br>Pursuant to Section 13 or 15(d)<br>of the Securities Exchange Act of 1934

January 28, 2014

## Date of Report (Date of earliest event reported)

HARMONIC INC.
(Exact name of Registrant as specified in its charter)

| Delaware | 000-25826 | 77-0201147 |
| :---: | :---: | :---: |
| (State or other jurisdiction of incorporation or organization) | Commission File Number | (I.R.S. Employer Identification Number) |
|  | 4300 North First Street San Jose, CA 95134 (408) 542-2500 |  |

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-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))

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## Item 2.02. Results of Operations and Financial Condition.

On January 28, 2014, Harmonic Inc. ("Harmonic") issued a press release regarding its preliminary unaudited financial results for the quarter and year ended December 31, 2013. In the press release, Harmonic also announced that it would be holding a conference call on January 28,2014 to discuss its financial results for the quarter and year ended December 31, 2013. A copy of the press release is furnished as Exhibit 99.1 hereto, and the information in Exhibit 99.1 is incorporated herein by reference.

The information in this Current Report on Form 8-K and the exhibit attached hereto is being furnished and shall not be deemed "filed" for the 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, and this Current Report on Form 8-K and the exhibit furnished herewith shall not be incorporated by reference into any filing by Harmonic under the Securities Act of 1933, as amended, or under the Exchange Act.

## Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

[^0]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.

HARMONIC INC.

By: /s/ Carolyn V. Aver
Carolyn V. Aver
Chief Financial Officer

## EXHIBIT INDEX

Exhibit Number

Description
Press release of Harmonic Inc., issued on January 28, 2014.

## harmonic

## FOR IMMEDIATE RELEASE

## Harmonic Announces Fourth Quarter and Year End 2013 Results

SAN JOSE, Calif.-January 28, 2014-Harmonic Inc. (NASDAQ: HLIT), the worldwide leader in video delivery infrastructure, announced today its preliminary and unaudited results for the fourth quarter and fiscal year ended December 31, 2013.

On March 5, 2013, Harmonic completed the sale of its Cable Access HFC business and, accordingly, the following pertains only to its continuing operations.
Net revenue for the fourth quarter of 2013 was $\$ 120.2$ million, compared with $\$ 122.9$ million for the third quarter of 2013 and $\$ 118.0$ million for the fourth quarter of 2012 . For the full year 2013 , net revenue was $\$ 461.9$ million, compared with $\$ 476.9$ million for 2012.

Bookings for the fourth quarter of 2013 were $\$ 113.3$ million, compared with $\$ 115.9$ million for the third quarter of 2013 and $\$ 110.8$ million for the fourth quarter of 2012.

Total backlog and deferred revenue was $\$ 114.0$ million as of December 31, 2013, compared to $\$ 123.6$ million as of September $27,2013$.
The GAAP net loss for the fourth quarter of 2013 was $\$ 2.2$ million, or $\$(0.02)$ per diluted share, compared with GAAP net income for the third quarter of 2013 of $\$ 36.7$ million, or $\$ 0.36$ per diluted share, which included a discrete net tax benefit of $\$ 38.4$ million related to the release of tax reserves for uncertain tax positions of prior years, and GAAP net income for the fourth quarter of 2012 of $\$ 0.9$ million, or $\$ 0.01$ per diluted share. For the full year 2013, GAAP net income was $\$ 21.6$ million, or $\$ 0.20$ per share, compared to a GAAP net loss of $\$ 16.2$ million, or $\$(0.14)$ per diluted share, for 2012 .

Non-GAAP net income for the fourth quarter of 2013 was $\$ 8.3$ million, or $\$ 0.08$ per diluted share, compared with non-GAAP net income for the third quarter of 2013 of $\$ 7.1$ million, or $\$ 0.07$ per diluted share, and non-GAAP net income for the fourth quarter of 2012 of $\$ 8.3$ million, or $\$ 0.07$ per diluted share. For the full year 2013, non-GAAP net income was $\$ 18.3$ million, or $\$ 0.17$ per diluted share, compared with $\$ 22.8$ million, or $\$ 0.19$ per diluted share, for 2012 . See "Use of Non-GAAP Financial Measures" and "GAAP to Non-GAAP Reconciliations" provided below.

GAAP gross margin was $49.6 \%$ and GAAP operating margin was $(0.8) \%$ for the fourth quarter of 2013 , compared with $46.2 \%$ and $(2.1) \%$, respectively, for the third quarter of 2013 , and $50.9 \%$ and $(0.6) \%$, respectively, for the fourth quarter of 2012 .

Non-GAAP gross margin was $54.3 \%$ and non-GAAP operating margin was $8.9 \%$ for the fourth quarter of 2013 , compared with $50.8 \%$ and $7.1 \%$, respectively, for the third quarter of 2013, and $55.8 \%$ and $9.5 \%$, respectively, for the fourth quarter of 2012. See "Use of Non-GAAP Financial Measures" and "GAAP to Non-GAAP Reconciliations" provided below.

Total cash, cash equivalents and short-term investments were $\$ 170.6$ million at the end of the fourth quarter of 2013 , up $\$ 1.3$ million from $\$ 169.3$ million as of the end of the prior quarter. In the fourth quarter of 2013, the Company generated approximately $\$ 18.6$ million of cash from operations, and used approximately $\$ 13.0$ million to repurchase approximately 1.8 million shares of common stock under its share repurchase program.
"Our revenue was again driven by our growing Broadcast and Media business, and we continued to see a solid rebound in our Cable Edge business," said Patrick Harshman, President and Chief Executive Officer. "Business fundamentals were led by robust gross margin expansion and cash generation from operations. Strategic execution was highlighted by progress on our NSG Pro converged cable access platform, where we recognized our first revenue, next generation video compression, where we had our first tier one customer order, ultra high definition television and over-the-top multiscreen."

## Business Outlook

For the first quarter of 2014 , Harmonic anticipates:

- Net revenue in the range of $\$ 105$ million to $\$ 115$ million
- GAAP gross margins in the range of $49 \%$ to $50 \%$
- GAAP operating expenses in the range of $\$ 60$ million to $\$ 61$ million
- Non-GAAP gross margins in the range of $51 \%$ to $52 \%$
- Non-GAAP operating expenses in the range of $\$ 54$ million to $\$ 55$ million

See "Use of Non-GAAP Financial Measures" and "GAAP to Non-GAAP Reconciliations" provided below.

## Conference Call Information

Harmonic will host a conference call to discuss its financial results at 2:00 p.m. Pacific (5:00 p.m. Eastern) on Tuesday, January 28, 2014. A listen-only broadcast of the conference call can be accessed either from the Company's website at www.harmonicinc.com or by calling +1.847 .413 .3731 or +1.800.773.2954 (passcode\# 36464268). A replay of the conference call will be available after 6:00p.m. Pacific at the same website address or by calling +1.630 .652 .3042 or +1.888 .843 .7419 (passcode\# 36464268 ).

## About Harmonic Inc.

Harmonic (NASDAQ: HLIT) is the worldwide leader in video delivery infrastructure for emerging television and video services. The Company's productionready innovation enables content and service providers to efficiently create, prepare, and deliver differentiated services for television and new media video platforms. More information is available at www.harmonicinc.com.

## Legal Notice Regarding Forward-Looking Statements

This press release contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section $21 E$ of the Securities Exchange Act of 1934, including statements related to our expectations regarding: our final results for the fourth quarter and fiscal year ended December 31, 2013; our expectations concerning quarter-on-quarter and year-on-year growth; and net revenue, GAAP gross margins, GAAP operating expenses, nonGAAP gross margins and non-GAAP operating expenses for the first quarter of 2014. Our expectations regarding these matters may not materialize, and actual results in future periods are subject to risks and uncertainties that could cause actual results to differ materially from those projected. These risks include the possibility, in no particular order, that: the trends toward more high-definition, on-demand and anytime, anywhere video will not continue to develop at its current pace or will expire; the possibility that our products will not generate sales that are commensurate with our expectations or that our cost of revenue or operating expenses may exceed our expectations; the mix of products and services sold in various geographies and the effect it has on gross margins; delays or decreases in capital spending in the cable, satellite and telco and broadcast and media industries; customer concentration and consolidation; the impact of general economic conditions, including as a result of recent turmoil in the global financial markets on our sales and operations; our ability to develop new and enhanced products in a timely manner and market acceptance of our new or existing products; losses of one or more key customers; risks associated with our international operations; dependence on market acceptance of several broadband services, on the adoption of new broadband technologies and on broadband industry trends; inventory management; the lack of timely availability of parts or raw materials necessary to produce our products; the impact of increases in the prices of raw materials and oil; the effect of competition, on both revenue and gross margins; difficulties associated with rapid technological changes in our markets; risks associated with unpredictable sales cycles; our dependence on contract manufacturers and sole or limited source suppliers; the effect on our business of natural disasters; the risks that our international sales and support center will not provide the operational or tax benefits that we anticipate or that its expenses exceed our plans; and the risk that our share repurchase program will not continue to result in material purchases of our common stock. The forward-looking statements contained in this press release are also subject to other risks and uncertainties, including those more fully described in Harmonic's filings with the Securities and Exchange Commission, including our most recent Annual Report on Form 10-K for the year ended December 31, 2012, our recent Quarterly Reports on Form 10-Q, and our Current Reports on Form 8-K. The forward-looking statements in this press release are based on information available to the Company as of the date hereof, and Harmonic disclaims any obligation to update any forward-looking statements.

## Use of Non-GAAP Financial Measures

In establishing operating budgets, managing its business performance, and setting internal measurement targets, we exclude a number of items required by GAAP. Management believes that these accounting charges and credits, most of which are non-cash or non-recurring in nature, are not useful in managing its operations and business. Historically, the Company has also publicly presented these supplemental non-GAAP measures in order to assist the investment community to see the Company "through the eyes of management," and thereby enhance understanding of its operating performance. The non-GAAP measures presented here are gross margin, operating expenses, operating margin, income (loss) from operations, net income (loss) and net income (loss) per diluted share. The presentation of non-GAAP information is not intended to be considered in isolation or as a substitute for results prepared in accordance with GAAP, and is not necessarily comparable to non-GAAP results published by other companies. A reconciliation of the historical non-GAAP financial measures discussed in this press release to the most directly comparable historical GAAP financial measures is included with the financial statements provided with this press release. The non-GAAP adjustments described below have historically been excluded from our GAAP financial measures. These adjustments are costs related to consulting fees associated with a potential proxy contest, restructuring and related charges and non-cash items, such as stockbased compensation expense, amortization of intangibles, and adjustments that normalize the tax rate. With respect to our expectations under "Business Outlook" above, reconciliation of non-GAAP guidance measures to corresponding GAAP measures is not available without unreasonable efforts on a forward-looking basis due to the high variability and low visibility with respect to the charges which are excluded from these non-GAAP measures. The effects of stock-based compensation expense specific to common stock options are directly impacted by unpredictable fluctuations in our stock price. We expect the variability of the above charges to have a significant impact on our GAAP financial results.

## CONTACTS:

| Carolyn V. Aver | Michael Bishop |
| :--- | :--- |
| Chief Financial Officer | Investor Relations |
| Harmonic Inc. | +1.415 .217 .4968 |

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## Harmonic Inc.

## Condensed Consolidated Balance Sheets

(Unaudited)


## Harmonic Inc.

## Condensed Consolidated Statements of Operations

 (Unaudited)|  | Three months ended |  |  |  | Year ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2013 |  | December 31, 2012 |  | December 31, 2013 |  | December 31, 2012 |  |
|  | (In thousands, except per share amounts) |  |  |  |  |  |  |  |
| Net revenue | \$ | 120,222 | \$ | 117,981 | \$ | 461,940 | \$ | 476,871 |
| Cost of revenue |  | 60,626 |  | 57,870 |  | 241,495 |  | 256,339 |
| Gross profit |  | 59,596 |  | 60,111 |  | 220,445 |  | 220,532 |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Research and development |  | 24,307 |  | 25,422 |  | 99,938 |  | 102,627 |
| Selling, general and administrative |  | 33,794 |  | 33,255 |  | 134,014 |  | 127,117 |
| Amortization of intangibles |  | 1,997 |  | 2,157 |  | 8,096 |  | 8,705 |
| Restructuring and related charges |  | 496 |  | - |  | 1,421 |  | - |
| Total operating expenses |  | 60,594 |  | 60,834 |  | 243,469 |  | 238,449 |
| Loss from operations |  | (998) |  | (723) |  | $(23,024)$ |  | $(17,917)$ |
| Interest and other income (expense), net |  | (199) |  | (260) |  | (128) |  | 222 |
| Loss from continuing operations before income taxes |  | $(1,197)$ |  | (983) |  | $(23,152)$ |  | $(17,695)$ |
| Provision for (benefit from) income taxes |  | 982 |  | $(1,873)$ |  | $(44,741)$ |  | $(1,506)$ |
| Income (loss) from continuing operations |  | $(2,179)$ |  | 890 |  | 21,589 |  | $(16,189)$ |
| Income (loss) from discontinued operations, net of taxes (including gain on disposal of $\$ 14,663$, net of taxes, for the year ended December 31, 2013) |  | (181) |  | 3,914 |  | 15,438 |  | 5,252 |
| Net income (loss) | \$ | $(2,360)$ | \$ | 4,804 | \$ | 37,027 | \$ | $(10,937)$ |
| Basic net income (loss) per share from: |  |  |  |  |  |  |  |  |
| Continuing operations | \$ | (0.02) | \$ | 0.01 | \$ | 0.20 | \$ | (0.14) |
| Discontinued operations | \$ | 0.00 | \$ | 0.03 | \$ | 0.14 | \$ | 0.05 |
| Net income (loss) | \$ | (0.02) | \$ | 0.04 | \$ | 0.35 | \$ | (0.09) |
| Diluted net income (loss) per share from: |  |  |  |  |  |  |  |  |
| Continuing operations | \$ | (0.02) | \$ | 0.01 | \$ | 0.20 | \$ | (0.14) |
| Discontinued operations | \$ | 0.00 | \$ | 0.03 | \$ | 0.14 | \$ | 0.05 |
| Net income (loss) | \$ | (0.02) | \$ | 0.04 | \$ | 0.34 | \$ | (0.09) |
| Shares used in per share calculation: |  |  |  |  |  |  |  |  |
| Basic |  | 100,372 |  | 115,097 |  | 106,529 |  | 116,457 |
| Diluted |  | 100,372 |  | 115,732 |  | 107,808 |  | 116,457 |

## Harmonic Inc.

## Condensed Consolidated Statements of Cash Flows (Unaudited)

|  | Year ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2013 |  | December 31, 2012 |  |
|  | (In thousands) |  |  |  |
| Cash flows from operating activities: |  |  |  |  |
| Net income (loss) | \$ | 37,027 | \$ | $(10,937)$ |
| Adjustments to reconcile net income (loss) to net cash provided by operating activities: |  |  |  |  |
| Amortization of intangibles |  | 27,329 |  | 29,204 |
| Depreciation |  | 16,641 |  | 15,195 |
| Stock-based compensation |  | 16,089 |  | 18,926 |
| Gain on sale of discontinued operations, net of tax |  | $(14,663)$ |  | - |
| Loss on impairment of fixed assets |  | 149 |  | - |
| Deferred income taxes |  | $(13,218)$ |  | $(4,969)$ |
| Provision for doubtful accounts and sales returns |  | 960 |  | 3,602 |
| Provision for excess and obsolete inventories |  | 3,475 |  | 3,377 |
| Excess tax benefits from stock-based compensation |  | (141) |  | (121) |
| Other non-cash adjustments, net |  | 2,193 |  | 970 |
| Changes in assets and liabilities, net of effect of acquisitions: |  |  |  |  |
| Accounts receivable |  | 9,908 |  | 20,368 |
| Inventories |  | 13,290 |  | 3,003 |
| Prepaid expenses and other assets |  | 1,807 |  | $(2,684)$ |
| Accounts payable |  | $(3,363)$ |  | $(5,201)$ |
| Deferred revenues |  | $(1,922)$ |  | 1,334 |
| Income taxes payable |  | $(35,865)$ |  | 1,535 |
| Accrued and other liabilities |  | $(5,937)$ |  | $(2,789)$ |
| Net cash provided by operating activities |  | 53,759 |  | 70,813 |
| Cash flows from investing activities: |  |  |  |  |
| Purchases of investments |  | $(78,764)$ |  | $(133,778)$ |
| Proceeds from sales and maturities of investments |  | 100,924 |  | 98,838 |
| Purchases of property and equipment |  | $(14,581)$ |  | $(12,609)$ |
| Proceeds from sale of discontinued operations, net of selling costs |  | 43,515 |  | - |
| Net cash provided by (used in) investing activities |  | 51,094 |  | $(47,549)$ |
| Cash flows from financing activities: |  |  |  |  |
| Proceeds from issuance of common stock, net |  | 5,186 |  | 4,819 |
| Payments for repurchase of common stock |  | $(116,529)$ |  | $(22,639)$ |
| Excess tax benefits from stock-based compensation |  | 141 |  | 121 |
| Net cash used in financing activities |  | $(111,202)$ |  | $(17,699)$ |
| Effect of exchange rate changes on cash and cash equivalents |  | 8 |  | 122 |
| Net increase (decrease) in cash and cash equivalents |  | $(6,341)$ |  | 5,687 |
| Cash and cash equivalents at beginning of period |  | 96,670 |  | 90,983 |
| Cash and cash equivalents at end of period | \$ | 90,329 | \$ | 96,670 |


|  | Harmonic Inc. Revenue Information (Unaudited) |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended |  |  |  |  |  | Year ended |  |  |  |  |  |
|  | $\begin{gathered} \hline \text { December 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2012 \\ \hline \end{gathered}$ |  |  |  | $\begin{gathered} \text { December 31, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2012 \end{gathered}$ |  |  |  |
|  | (In thousands, except percentages) |  |  |  |  |  |  |  |  |  |  |  |
| Product |  |  |  |  |  |  |  |  |  |  |  |  |
| Video Processing | \$ | 56,305 | 47\% | \$ | 57,561 | 49\% | \$ | 219,667 | 48\% | \$ | 219,441 | 46\% |
| Production and Playout |  | 24,256 | 20\% |  | 24,919 | 21\% |  | 87,799 | 19\% |  | 90,246 | 19\% |
| Cable Edge |  | 18,072 | 15\% |  | 13,113 | 11\% |  | 69,132 | 15\% |  | 86,637 | 18\% |
| Services and Support |  | 21,589 | 18\% |  | 22,388 | 19\% |  | 85,342 | 18\% |  | 80,547 | 17\% |
| Total | \$ | 120,222 | 100\% | \$ | 117,981 | 100\% | \$ | 461,940 | 100\% | \$ | 476,871 | 100\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Geography |  |  |  |  |  |  |  |  |  |  |  |  |
| United States | \$ | 47,942 | 40\% | \$ | 45,398 | 38\% | \$ | 199,790 | 43\% | \$ | 208,874 | 44\% |
| International |  | 72,280 | 60\% |  | 72,583 | 62\% |  | 262,150 | 57\% |  | 267,997 | 56\% |
| Total | \$ | 120,222 | 100\% | \$ | 117,981 | 100\% | \$ | 461,940 | 100\% | \$ | 476,871 | 100\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Market |  |  |  |  |  |  |  |  |  |  |  |  |
| Cable | \$ | 42,510 | 35\% | \$ | 44,952 | 38\% | \$ | 171,624 | 37\% | \$ | 200,385 | 42\% |
| Satellite and Telco |  | 27,110 | 23\% |  | 26,159 | 22\% |  | 103,573 | 23\% |  | 107,885 | 23\% |
| Broadcast and Media |  | 50,602 | 42\% |  | 46,870 | 40\% |  | 186,743 | 40\% |  | 168,601 | 35\% |
| Total | \$ | 120,222 | 100\% | \$ | 117,981 | 100\% | \$ | 461,940 | 100\% | \$ | 476,871 | 100\% |

## Harmonic Inc.

GAAP to Non-GAAP Reconciliations (Unaudited) (in thousands, except percentages and per share data)

|  | Three months ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2013 |  |  |  |  |  |  |  |
|  | Gross Profit |  | Total Operating Expense |  | Income (loss) from Operations |  | Net Income (loss) |  |
| GAAP from continuing operations | \$ | 59,596 | \$ | 60,594 | \$ | (998) | \$ | $(2,179)$ |
| Stock-based compensation in cost of revenue |  | 574 |  | - |  | 574 |  | 574 |
| Stock-based compensation in research and development |  | - |  | $(1,031)$ |  | 1,031 |  | 1,031 |
| Stock-based compensation in selling, general and administrative |  | - |  | $(2,531)$ |  | 2,531 |  | 2,531 |
| Amortization of intangibles |  | 4,763 |  | $(1,997)$ |  | 6,760 |  | 6,760 |
| Restructuring and related charges |  | 293 |  | (496) |  | 789 |  | 789 |
| Discrete tax items and tax effect of non-GAAP adjustments |  | - |  | - |  | - |  | $(1,220)$ |
| Non-GAAP from continuing operations | \$ | 65,226 | \$ | 54,539 | \$ | 10,687 | \$ | 8,286 |
| As a \% of revenue (GAAP) |  | 49.6\% |  | 50.4\% |  | (0.8)\% |  | (1.8)\% |
| As a \% of revenue (Non-GAAP) |  | 54.3\% |  | 45.4\% |  | $8.9 \%$ |  | $6.9 \%$ |
| Diluted income (loss) per share from continuing operations: |  |  |  |  |  |  |  |  |
| Diluted net loss per share from continuing operations-GAAP |  |  |  |  |  |  | \$ | (0.02) |
| Diluted net income per share from continuing operations-Non-GAAP |  |  |  |  |  |  | \$ | 0.08 |
| Shares used to compute diluted income (loss) per share from continuing operations: |  |  |  |  |  |  |  |  |
| GAAP |  |  |  |  |  |  |  | 100,372 |
| Non-GAAP |  |  |  |  |  |  |  | 101,937 |


|  | Three months ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 27, 2013 |  |  |  |  |  |  |  |
|  | Gross Profit |  | Total Operating Expense |  | Income (loss) from Operations |  | Net Income |  |
| GAAP from continuing operations | \$ | 56,792 | \$ | 59,347 | \$ | $(2,555)$ | \$ | 36,675 |
| Stock-based compensation in cost of revenue |  | 605 |  | - |  | 605 |  | 605 |
| Stock-based compensation in research and development |  | - |  | $(1,076)$ |  | 1,076 |  | 1,076 |
| Stock-based compensation in selling, general and administrative |  | - |  | $(2,264)$ |  | 2,264 |  | 2,264 |
| Amortization of intangibles |  | 4,763 |  | $(2,001)$ |  | 6,764 |  | 6,764 |
| Restructuring and related charges |  | 324 |  | (259) |  | 583 |  | 583 |
| Discrete tax items and tax effect of non-GAAP adjustments |  | - |  | - |  | - |  | $(40,846)$ |
| Non-GAAP from continuing operations | \$ | 62,484 | \$ | 53,747 | \$ | 8,737 | \$ | 7,121 |
| As a \% of revenue (GAAP) |  | 46.2\% |  | 48.3\% |  | (2.1)\% |  | 29.8 \% |
| As a \% of revenue (non-GAAP) |  | 50.8\% |  | 43.7\% |  | 7.1 \% |  | $5.8 \%$ |

Diluted income per share from continuing operations:

| Diluted net income per share from continuing operations-GAAP | $\$ 8$ |
| :--- | :--- |
| Diluted net income per share from continuing operations-Non-GAAP | $\$ 8$ |

Shares used to compute diluted income per share from continuing operations:

| GAAP |  |
| :--- | :--- |
| Non-GAAP | 102,723 |
| 102,723 |  |



|  | Year ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2013 |  |  |  |  |  |  |  |
|  | Gross Profit |  | Total Operating Expense |  | Income (loss) from Operations |  | Net Income |  |
| GAAP from continuing operations | \$ | 220,445 | \$ | 243,469 | \$ | $(23,024)$ | \$ | 21,589 |
| Stock-based compensation in cost of revenue |  | 2,412 |  | - |  | 2,412 |  | 2,412 |
| Stock-based compensation in research and development |  | - |  | $(4,431)$ |  | 4,431 |  | 4,431 |
| Stock-based compensation in selling, general and administrative |  | - |  | $(9,159)$ |  | 9,159 |  | 9,159 |
| Proxy contest consultant expenses in selling, general and administrative |  | - |  | (750) |  | 750 |  | 750 |
| Amortization of intangibles |  | 19,233 |  | $(8,096)$ |  | 27,329 |  | 27,329 |
| Restructuring and related charges |  | 823 |  | $(1,421)$ |  | 2,244 |  | 2,244 |
| Discrete tax items and tax effect of non-GAAP adjustments |  | - |  | - |  | - |  | $(49,607)$ |
| Non-GAAP from continuing operations | \$ | 242,913 | \$ | 219,612 | \$ | 23,301 | \$ | 18,307 |
| As a \% of revenue (GAAP) |  | 47.7\% |  | 52.7\% |  | (5.0) |  | 4.7 \% |
| As a \% of revenue (Non-GAAP) |  | 52.6\% |  | 47.5\% |  | $5.0 \%$ |  | $4.0 \%$ |
| Diluted income per share from continuing operations: |  |  |  |  |  |  |  |  |
| Diluted net income per share from continuing operations-GAAP |  |  |  |  |  |  | \$ | 0.20 |
| Diluted net income per share from continuing operations-Non-GAAP |  |  |  |  |  |  | \$ | 0.17 |
| Shares used to compute diluted income per share from continuing operations: |  |  |  |  |  |  |  |  |
| GAAP |  |  |  |  |  |  |  | 107,808 |
| Non-GAAP |  |  |  |  |  |  |  | 107,808 |
|  |  |  |  |  |  |  |  |  |
|  | Year ended |  |  |  |  |  |  |  |
|  | December 31, 2012 |  |  |  |  |  |  |  |
|  | Gross Profit |  | Total Operating Expense |  | Income (loss) from Operations |  | Net Income (loss) |  |
| GAAP from continuing operations | \$ | 220,532 | \$ | 238,449 | \$ | $(17,917)$ | \$ | $(16,189)$ |
| Stock-based compensation in cost of revenue |  | 2,828 |  | - |  | 2,828 |  | 2,828 |
| Stock-based compensation in research and development |  | - |  | $(6,151)$ |  | 6,151 |  | 6,151 |
| Stock-based compensation in selling, general and administrative |  | - |  | $(9,449)$ |  | 9,449 |  | 9,449 |
| Amortization of intangibles |  | 20,499 |  | $(8,705)$ |  | 29,204 |  | 29,204 |
| Discrete tax items and tax effect of non-GAAP adjustments |  | - |  | - |  | - |  | $(8,692)$ |
| Non-GAAP from continuing operations | \$ | 243,859 | \$ | 214,144 | \$ | 29,715 | \$ | 22,751 |
| As a \% of revenue (GAAP) |  | 46.2\% |  | 50.0\% |  | (3.8) |  | (3.4)\% |
| As a \% of revenue (Non-GAAP) |  | 51.1\% |  | 44.9\% |  | $6.2 \%$ |  | 4.8 \% |
|  |  |  |  |  |  |  |  |  |
| Diluted income (loss) per share from continuing operations: |  |  |  |  |  |  |  |  |
| Diluted net loss per share from continuing operations-GAAP <br> Diluted net income per share from continuing operations-Non-GAAP |  |  |  |  |  |  | \$ | (0.14) |
|  |  |  |  |  |  |  | \$ | 0.19 |
| Shares used to compute diluted income (loss) per share from continuing operations: |  |  |  |  |  |  |  |  |
| GAAP |  |  |  |  |  |  |  | 116,457 |
| Non-GAAP |  |  |  |  |  |  |  | 117,041 |


[^0]:    Exhibit
    Number
    Description
    99.1 Press release of Harmonic Inc., issued on January 28, 2014

