# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, DC 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)

March 8, 2017

PCTEL, Inc.

(Exact name of registrant as specified in its charter)

**Delaware** (State or Other Jurisdiction of Incorporation) 000-27115 (Commission File Number) 77-0364943 (IRS Employer Identification No.)

471 Brighton Drive
Bloomingdale, Illinois 60108
(Address of Principal Executive Offices, including Zip Code)

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):

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

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

The following information is intended to be furnished under Item 2.02 of Form 8-K, "Results of Operations and Financial Condition." This information shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

On March 8, 2017, PCTEL, Inc. issued a press release regarding its financial results for its fourth fiscal quarter ended December 31, 2016. The full text of the press release is attached hereto as Exhibit 99.1 and is incorporated herein by reference.

#### **Item 9.01 Financial Statements and Exhibits**

- (d) Exhibits.
- 99.1 Press release, dated March 8, 2017, of PCTEL, Inc. announcing its financial results for its fourth fiscal quarter ended December 31, 2016.

### SIGNATURE

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

Date: March 8, 2017

PCTEL, INC.

By: /s/ John W. Schoen

John W. Schoen, Chief Financial Officer

### EXHIBIT INDEX

Exhibit Number Description

Exhibit 99.1 Press release, dated March 8, 2017, of PCTEL, Inc. announcing its financial results for its fourth fiscal quarter ended December 31,



### PCTEL Achieves \$26.7 Million in Fourth Quarter Revenue

\$96.7 Million for the Year

**BLOOMINGDALE, III. – March 8, 2017** – PCTEL, Inc. (Nasdaq:PCTI), a leader in **P**erformance **C**ritical **TEL**ecom solutions, announced its 2016 fourth quarter and full year results.

#### **Highlights**

- Revenue of \$26.7 million in the quarter, a 2% increase over the same period last year. \$96.7 million in revenue for the year, a decrease of 9% as compared to 2015.
- Gross profit margin of 37.4% in the quarter compared to 35.5% for the same period last year. Gross profit margin of 36.4% for the year, compared to 34.9% in 2015.
- Net loss of \$0.33 per share in the quarter, compared to a net loss of \$0.05 per share in the same period last year. Net loss of \$1.09 per share for the year, compared to a net loss of \$0.09 last year. 2016 results include non-cash expenses for intangible asset impairments and the establishment of a deferred tax asset valuation allowance which cost \$0.35 per share in the quarter and \$1.00 per share for the year.
- Non-GAAP net income and adjusted EBITDA are measures the company uses to reflect the results of its core earnings. A reconciliation of those Non-GAAP measures to our financial statements is provided later in the press release.
  - Non-GAAP net income of \$0.08 per share in the quarter compared to \$0.04 for the same period last year, and \$0.20 per share for the year compared to \$0.11 in 2015. The non-cash expenses for intangible asset impairments and the establishment of a deferred tax asset valuation allowance are responsible for most of difference between GAAP & non-GAAP results.
  - Adjusted EBITDA margin as a percent of revenue in the quarter of 9% compared to 6% for the same period last year, and 7% for the year compared to 5% in 2015.
- \$33.3 million of cash and short-term investments at December 31, 2016, an increase of approximately \$2.1 million from the preceding quarter. The Company generated free cash flow of approximately \$3.0 million for the quarter (11% of revenue) and \$8.5 million for the year (9% of revenue).

"Strong small cell antenna demand coupled with scanning receiver sales contributed to improved revenue and gross profit margin for the quarter," said David Neumann, PCTEL's CEO. "The densification of wireless networks and expanding applications across IoT will continue to provide opportunities for PCTEL antennas and test and measurement solutions."

#### **CONFERENCE CALL / WEBCAST**

PCTEL's management team will discuss the Company's results today at 8:15 a.m. ET. The call can be accessed by dialing (888) 782-2072 (U.S. / Canada) or (706) 679-6397 (International), conference ID: 47845844. The call will also be webcast at <a href="http://investor.pctel.com/events.cfm">http://investor.pctel.com/events.cfm</a>.

REPLAY: A replay will be available for two weeks after the call on either the website listed above or by calling (855) 859-2056 (U.S./Canada), or International (404) 537-3406, conference ID: 47845844.

#### **About PCTEL**

PCTEL delivers **P**erformance **C**ritical **TEL**ecom technology solutions to the wireless industry. We are the leading global supplier of antennas and wireless network testing solutions. <u>PCTEL Connected Solutions</u> designs and manufactures precision antennas. PCTEL antennas are deployed in small cells, enterprise Wi-Fi access points, fleet management and transit systems, and in equipment and devices for the Industrial Internet of Things (IIoT). <u>PCTEL RF Solutions</u> provides test tools and engineering services that improve the performance of wireless networks globally. Mobile operators, neutral hosts, and equipment manufacturers rely on PCTEL to analyze, design, and optimize next generation wireless networks.

For more information, please visit the following websites.

PCTEL Corporate: http://www.pctel.com/

PCTEL Connected Solutions: <a href="http://www.antenna.com/">http://www.antenna.com/</a> PCTEL RF Solutions: <a href="http://rfsolutions.pctel.com/">http://rfsolutions.pctel.com/</a>

#### **PCTEL Safe Harbor Statement**

This press release and our related comments in our earnings conference call contain "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. Specifically, the statements regarding our future financial performance, new products and features, growth of our Connected Solutions and RF Solutions businesses, and anticipated demand for our small cell, broadband, and test and measurement solutions are forward-looking statements within the meaning of the safe harbor. These statements are based on management's current expectations and actual results may differ materially from those projected as a result of certain risks and uncertainties, including the actual growth in the APAC region, impact of IoT on capacity and coverage demand, customer demand for these types of products and services generally, growth and continuity in PCTEL's vertical markets, and PCTEL's ability to grow its wireless products business and create, protect and implement new technologies and solutions. These and other risks and uncertainties are detailed in PCTEL's Securities and Exchange Commission filings. These forward-looking statements are made only as of the date hereof, and PCTEL disclaims any obligation to update or revise the information contained in any forward-looking statement, whether as a result of new information, future events or otherwise.

## For further information contact:

John Schoen CFO PCTEL, Inc. (630) 372-6800 Michael Rosenberg Director of Marketing PCTEL, Inc. (301) 444-2046 public.relations@pctel.com

# PCTEL, INC. CONSOLIDATED BALANCE SHEETS (in thousands, except share data)

	D	December 31, 2016	December 31, 2015		
ASSETS					
Cash and cash equivalents	\$	14,855	\$	7,055	
Short-term investment securities		18,456		24,728	
Accounts receivable, net of allowance for doubtful accounts of \$273 and \$314 at					
December 31, 2016 and December 31, 2015, respectively		19,101		21,001	
Inventories, net		14,442		17,596	
Prepaid expenses and other assets		1,548		1,586	
Total current assets		68,402		71,966	
Property and equipment, net		12,609		13,839	
Goodwill		3,332		3,332	
Intangible assets, net		3,275		11,378	
Deferred tax assets, net		4,558		13,155	
Other noncurrent assets		36		40	
TOTAL ASSETS	\$	92,212	\$	113,710	
LIABILITIES AND STOCKHOLDERS' EQUITY					
Accounts payable	\$	6,073	\$	6,735	
Accrued liabilities		7,177		6,190	
Total current liabilities		13,250		12,925	
Other long-term liabilities		391		388	
Total liabilities		13,641		13,313	
Stockholders' equity:		<u>.</u>			
Common stock, \$0.001 par value, 100,000,000 shares authorized, 17,335,122 and 17,654,236 shares issued and outstanding at December 31, 2016 and December 31, 2015,					
respectively		17		18	
Additional paid-in capital		134,480		135,714	
Accumulated deficit		(55,544)		(35,320)	
Accumulated other comprehensive loss		(382)		(15)	
Total stockholders' equity		78,571		100,397	
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$	92,212	\$	113,710	

# PCTEL, INC. CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (unaudited) (in thousands, except per share data)

		Three Mon		ded		Year I		
	-	Deceml	ber 31,		_	Decem	oer 31,	
		2016		2015		2016	-	2015
REVENUES	\$	26,709	\$	26,138	\$	96,713	\$	106,615
COST OF REVENUES		16,728		16,859		61,507		69,354
GROSS PROFIT		9,981		9,279		35,206		37,261
OPERATING EXPENSES:				_		_		
Research and development		2,577		2,699		10,158		11,205
Sales and marketing		3,885		3,639		13,810		14,196
General and administrative		2,893		2,887		12,051		12,399
Amortization of intangible assets		222		889		1,651		3,426
Impairment of goodwill and other intangible assets		1,061		161		5,785		161
Restructuring expenses		10		778		664		1,630
Total operating expenses		10,648		11,053		44,119		43,017
OPERATING LOSS		(667)		(1,774)		(8,913)		(5,756)
Other income, net		63		504		112		3,287
LOSS BEFORE INCOME TAXES		(604)		(1,270)		(8,801)		(2,469)
Expense (benefit) for income taxes		4,677		(450)		8,834		(901)
NET LOSS	\$	(5,281)	\$	(820)	\$	(17,635)	\$	(1,568)
Net Loss per Share:								
Basic	\$	(0.33)	\$	(0.05)	\$	(1.09)	\$	(0.09)
Diluted	\$	(0.33)	\$	(0.05)	\$	(1.09)	\$	(0.09)
Weighted Average Shares:								
Basic		16,194		16,820		16,151		17,737
Diluted		16,194		16,820		16,151		17,737
Cash dividend per share	\$	0.05	\$	0.05	\$	0.20	\$	0.20

INCOME

\$ 675

\$ (8)

# PCTEL, INC. P&L INFORMATION BY SEGMENT (unaudited) (in thousands)

	Thre	e Months Ende	d December 31	, 2016	Year Ended December 31, 2016							
	Connected Solutions	RF Solutions	Corporate	Total	Connected Solutions	RF Solutions	Corporate	Total				
REVENUES	\$ 18,147	\$ 8,574	\$ (12)	\$ 26,709	\$ 65,763	\$ 31,126	\$ (176)	\$ 96,713				
GROSS PROFIT	5,671	4,288	22	9,981	20,706	14,485	15	35,206				
OPERATING (LOSS) INCOME	\$ 2,177	\$ (509)	\$ (2,335)	\$ (667)	\$ 7,804	\$ (6,738)	\$ (9,979)	\$ (8,913)				
	Thre	e Months Ende	d December 31	, 2015		Year Ended Dec	ember 31, 2015					
	Connected Solutions	RF Solutions	Corporate	Total	Connected RF Solutions Solutions		Corporate	Total				
REVENUES	\$ 16,675	\$ 9,506	\$ (43)	\$ 26,138	\$ 69,579	\$ 37,255	\$ (219)	\$ 106,615				
GROSS PROFIT	4,877	4,389	13	9,279	20,426	16,803	32	37,261				
OPERATING (LOSS)												

\$ (1,774)

\$ 5,040

\$ (298)

\$ (10,498)

\$ (5,756)

\$ (2,441)

# Reconciliation of GAAP to non-GAAP Results (unaudited) (in thousands except per share information)

### Reconciliation of GAAP operating loss to non-GAAP operating income (a)

	Thre	e Months End	led Dec	ember 31,	Year Ended December 31,			
		<u>2016</u>		<u>2015</u>	 <u>2016</u>		<u>2015</u>	
Operating Loss	\$	(667)	\$	(1,774)	\$ (8,913)	\$	(5,756)	
(a) Add:								
Amortization of intangible assets								
-Cost of revenues		167		167	666		595	
-Operating expenses		222		889	1,651		3,426	
Impairment of goodwill and other intangible assets		1,061		161	5,785		161	
Restructuring:								
-Cost of revenues		0		42	0		288	
-Operating expenses		10		778	664		1,630	
TelWorx investigation:								
-General & Administrative		0		7	5		107	
Stock Compensation:								
-Cost of revenues		86		125	411		369	
-Engineering		125		175	650		419	
-Sales & Marketing		142		(132)	627		238	
-General & Administrative		446		304	2,297		838	
		2,259		2,516	12,756		8,071	
Non-GAAP Operating Income	\$	1,592	\$	742	\$ 3,843	\$	2,315	
% of revenue		6.0%		2.8%	 4.0%		2.2%	

### Reconciliation of GAAP net loss to non-GAAP net (loss) income (b)

		Thre	e Months En	ded Dec	ember 31,	Year Ended December 31,			
			<u>2016</u>		<u>2015</u>		<u>2016</u>		<u>2015</u>
	Net Loss	\$	(5,281)	\$	(820)	\$	(17,635)	\$	(1,568)
	Adjustments:								
(a)	Non-GAAP adjustment to operating loss		2,259		2,516		12,756		8,071
(b)	Other income related to SEC investigation of TelWorx		0		(1)		(5)		(102)
(b)	Legal Settlement - Amendment to Nexgen APA		0		(500)		0		(3,160)
(b)	Income Taxes		4,379		(584)		8,123		(1,322)
			6,638		1,431		20,874		3,487
	Non-GAAP Net Income	\$	1,357	\$	611	\$	3,239	\$	1,919
	Non-GAAP Earning per Share:								
	Basic	\$	0.08	\$	0.04	\$	0.20	\$	0.11
	Diluted	\$	0.08	\$	0.04	\$	0.20	\$	0.11

#### Exhibit 99.1

Weighed Average Shares:				
Basic	16,194	16,820	16,151	17,737
Diluted	16,439	16,969	16,325	18,257

This schedule reconciles the Company's GAAP operating loss and GAAP net loss to its non-GAAP operating (loss) income and non-GAAP net (loss) income. The Company believes that presentation of this schedule provides meaningful supplemental information to both management and investors that is indicative of the Company's core operating results and facilitates comparison of operating results across reporting periods. The Company uses these non-GAAP measures when evaluating its financial results as well as for internal planning and forecasting purposes. These non-GAAP measures should not be viewed as a substitute for the Company's GAAP results.

- (a) These adjustments reflect stock based compensation expense, amortization of intangible assets, restructuring charges, and general and administrative expenses associated with the SEC investigation of TelWorx.
- (b) These adjustments include the items described in footnote (a) as well as other income for insurance claims related to the SEC investigation of TelWorx, legal settlements, and non-cash income tax expense.

TelWorx investigation:

Stock Compensation:
-Cost of Goods Sold

-Sales & Marketing

-Engineering

-General & Administrative

-General & Administrative

# Reconciliation of GAAP to non-GAAP SEGMENT INFORMATION (unaudited) (a) (in thousands)

			_											
			Mont		l Dec	ember 31,	2016			ar E		emb	er 31, 2016	<u> </u>
		nnected	_	RF	_				nnected	_	RF	_		
	Sol	lutions	So	lutions	Co	rporate	Total	So	lutions	Sc	lutions	Co	orporate	Total
Operating (Loss) Income	\$	2,177	\$	(509)	\$	(2,335)	\$ (667)	\$	7,804	\$	(6,738)	\$	(9,979)	\$ (8,913)
Add:														
Amortization of intangible assets:														
-Cost of revenues		0		167		0	167		0		666		0	666
-Operating expenses		39		183		0	222		191		1,460		0	1,651
Impairment of intangible assets		0		1,061		0	1,061		0		5,785		0	5,785
Restructuring expenses		0		10		0	10		44		547		73	664
TelWorx investigation:														
-General & Administrative		0		0		0	0		0		0		5	5
Stock Compensation:														
-Cost of revenues		43		43		0	86		178		233		0	411
-Engineering		48		77		0	125		172		478		0	650
-Sales & Marketing		98		44		0	142		435		192		0	627
-General & Administrative		51		77		318	446		209		339		1,749	2,297
General & Flammstrative	_	279		1,662		318	2,259		1,229		9,700		1,827	12,756
Non-GAAP Operating (Loss)			_				<u> </u>	_		_		_		
Income	\$	2,456	\$	1,153	\$	(2,017)	\$ 1,592	\$	9,033	\$	2,962	\$	(8,152)	\$ 3,843
		Three I	Mont	hs Ended	l Dec	ember 31,	2015	Year Ended December 31, 2015					j	
		nnected lutions	So	RF lutions	Co	orporate	Total		nnected lutions	So	RF olutions	Co	orporate	Total
Operating (Loss) Income	\$	675	\$	(8)	\$	(2,441)	\$ (1,774)	\$	5,040	\$	(298)	\$	(10,498)	\$ (5,756)
Add:														
Amortization of intangible assets:														
-Cost of revenues		0		167		0	167		39		556		0	595
-Operating expenses		195		694		0	889		811		2,615		0	3,426
Impairment of goodwill				161			161				161			161
Restructuring expenses														
-Cost of revenues		42		0		0	42		288		0		0	288
-Restructuring charges		755		23		0	778		1,293		337		0	1,630
Titota detaining changes		, 55				J	,,,		1,200		55,		J	1,000

(18)

(220)

(132)

(12)

(23)

Exhibit 99.1	1,139	1,118	259	2,516	2,866	4,361	844	8,071
Non-GAAP Operating (Loss) Income	\$ 1,814	\$ 1,110	\$ (2,182)	\$ 742	\$ 7,906	\$ 4,063	\$ (9,654)	\$ 2,315

This schedule reconciles the Company's GAAP operating income (loss) by segment to its non-GAAP operating (loss) income. The Company believes that presentation of this schedule provides meaningful supplemental information to both management and investors that is indicative of the Company's core operating results and facilitates comparison of operating results across reporting periods. The Company uses these non-GAAP measures when evaluating its financial results as well as for internal planning and forecasting purposes. These non-GAAP measures should not be viewed as a substitute for the Company's GAAP results.

(a) These adjustments reflect stock based compensation expense, amortization of intangible assets, restructuring charges, and general and administrative expenses associated with the SEC investigation of TelWorx.

# PCTEL, Inc. Reconciliation of GAAP operating loss to Adjusted EBITDA (a) (in thousands)

	Thre	ee Months End	led Dec	ember 31,	Year Ended December 31,			
		<u>2016</u>		2015	 <u>2016</u>		2015	
Operating Loss	\$	(667)	\$	(1,774)	\$ (8,913)	\$	(5,756)	
(a) Add:								
Depreciation and amortization		1,134		1,844	5,467		7,106	
Restructuring - cost of revenues		0		42	0		288	
Restructuring - operating expenses		10		778	664		1,630	
Stock compensation expenses		799		472	3,986		1,864	
Impairment of goodwill and other intangible assets		1,061		161	5,785		161	
TelWorx investigation- operating expenses		0		7	 5		107	
Adjusted EBITDA	\$	2,337	\$	1,530	\$ 6,994	\$	5,400	
% of revenue		8.7%		5.9%	7.2%		5.1%	

This schedule reconciles the Company's GAAP operating loss to Adjusted EBITDA. The Company believes that this schedule provides meaningful supplemental information to both management and investors that is indicative of the Company's core operating results and facilitates comparison of operating results across reporting periods. The Company uses Adjusted EBITDA when evaluating its financial results as well as for internal planning and forecasting purposes. Adjusted EBITDA should not be viewed as a substitute for the Company's GAAP results.

(a) Adjusted EBITDA is defined as net income before interest, income taxes, depreciation and amortization. These adjustments reflect depreciation, amortization of intangible assets, stock compensation expenses, restructuring expenses, and general and administrative expenses associated with the SEC investigation of TelWorx.