

CYANOTECH CORP  
Form 10-Q  
February 06, 2018

---

---

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

**Washington, D.C. 20549**

**FORM 10-Q**

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

**For Quarterly Period Ended December 31, 2017**

**Or**

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

**For the Transition Period From                      to**

**Commission File Number 0-14602**

**CYANOTECH CORPORATION**

(Exact name of registrant as specified in its charter)

**NEVADA**

(State or other jurisdiction of incorporation or organization)

**91-1206026**

(IRS Employer Identification Number)

**73-4460 Queen Kaahumanu Hwy. #102, Kailua-Kona, HI 96740**

(Address of principal executive offices)

**(808) 326-1353**

(Registrant's telephone number)

**Not Applicable**

(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) filed all reports required to be filed by Section 13 or 15(d) of the Exchange Act of 1934 during the past 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 No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act. (Check one):

- |  |                           |
|--|---------------------------|
| Large accelerated filer  | Accelerated filer         |
| Non-accelerated filer<br>(Do not check if a smaller reporting company) | Smaller reporting company |
|  | 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.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).  
Yes No

Number of common shares outstanding as of February 6, 2018:

| <b>Title of Class</b>           | <b>Shares Outstanding</b> |
|---------------------------------|---------------------------|
| Common stock - \$0.02 par value | 5,752,732                 |

---

Table of Contents

CYANOTECH CORPORATION

FORM 10-Q

INDEX

**PART I. FINANCIAL INFORMATION**

|   |    |
|---|----|
| Item 1. <u>Financial Statements</u>   | 3  |
| <u>Condensed Consolidated Balance Sheets as of December 31, 2017 and March 31, 2017 (unaudited)</u>                               | 3  |
| <u>Condensed Consolidated Statements of Operations for the three and nine months ended December 31, 2017 and 2016 (unaudited)</u> | 4  |
| <u>Condensed Consolidated Statements of Cash Flows for the nine months ended December 31, 2017 and 2016 (unaudited)</u>           | 5  |
| <u>Notes to Condensed Consolidated Financial Statements (unaudited)</u>   | 6  |
| Item 2. <u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>                              | 17 |
| Item 3. <u>Quantitative and Qualitative Disclosures About Market Risk</u>   | 23 |
| Item 4. <u>Controls and Procedures</u>  | 23 |

**PART II. OTHER INFORMATION**

|  |    |
|--|----|
| Item 1. <u>Legal Proceedings</u>   | 24 |
| Item 1A. <u>Risk Factors</u>   | 24 |
| Item 2. <u>Unregistered Sales of Equity Securities and Use of Proceeds</u> | 24 |
| Item 3. <u>Defaults upon Senior Securities</u>                             | 24 |
| Item 5. <u>Other Information</u>   | 24 |
| Item 6. <u>Exhibits</u>  | 25 |
| <u>SIGNATURES</u>  | 26 |

Table of Contents**PART I. FINANCIAL INFORMATION****Item 1. Financial Statements (Unaudited)**

## CYANOTECH CORPORATION

## CONDENSED CONSOLIDATED BALANCE SHEETS

(In thousands, except per share amounts)

(Unaudited)

|   | <b>December<br/>31,<br/>2017</b> | <b>March<br/>31,<br/>2017</b> |
|---|----------------------------------|-------------------------------|
| <b>ASSETS</b>   |                                  |                               |
| Current assets:   |                                  |                               |
| Cash  | \$1,763                          | \$1,407                       |
| Accounts receivable, net of allowance for doubtful accounts of \$27 at December 31, 2017 and \$49 at March 31, 2017 | 2,926                            | 2,135                         |
| Inventories, net  | 9,702                            | 7,972                         |
| Prepaid expenses and other current assets   | 553                              | 565                           |
| Total current assets  | 14,944                           | 12,079                        |
| Equipment and leasehold improvements, net   | 15,945                           | 16,712                        |
| Restricted cash   | 65                               | —                             |
| Other assets  | 317                              | 213                           |
| Total assets  | \$31,271                         | \$29,004                      |
| <b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>   |                                  |                               |
| Current liabilities:  |                                  |                               |
| Line of credit  | \$500                            | \$611                         |
| Current maturities of long-term debt  | 656                              | 623                           |
| Customer deposits   | 39                               | 119                           |
| Accounts payable  | 3,590                            | 3,666                         |
| Accrued expenses  | 1,345                            | 1,013                         |
| Total current liabilities   | 6,130                            | 6,032                         |
| Long-term debt, less current maturities   | 5,948                            | 6,249                         |
| Other long-term liabilities   | 108                              | 116                           |

|   |          |          |
|---|----------|----------|
| Total liabilities   | 12,186   | 12,397   |
| Commitments and contingencies   |          |          |
| Stockholders' equity:   |          |          |
| Preferred stock of \$0.01 par value, authorized 10,000,000 shares; no shares issued and outstanding   | —        | —        |
| Common stock of \$0.02 par value, shares authorized 50,000,000; 5,752,732 shares issued and outstanding at December 31, 2017 and 5,685,381 shares at March 31, 2017 | 115      | 114      |
| Additional paid-in capital  | 31,971   | 31,577   |
| Accumulated deficit   | (13,001) | (15,084) |
| Total stockholders' equity  | 19,085   | 16,607   |
| Total liabilities and stockholders' equity  | \$31,271 | \$29,004 |

See accompanying Notes to Condensed Consolidated Financial Statements.

Table of Contents

## CYANOTECH CORPORATION

## CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(In thousands, except per share amounts)

(Unaudited)

|   | <b>Three Months<br/>Ended<br/>December 31,<br/>2017</b> |             | <b>Nine Months<br/>Ended<br/>December 31,<br/>2016</b> |             |
|---|---|-------------|--|-------------|
|   | <b>2017</b>   | <b>2016</b> | <b>2017</b>  | <b>2016</b> |
| NET SALES   | \$9,150   | \$7,605     | \$26,014   | \$24,789    |
| COST OF SALES   | 4,910   | 4,748       | 14,551   | 15,226      |
| Gross profit  | 4,240   | 2,857       | 11,463   | 9,563       |
| <b>OPERATING EXPENSES:</b>  |   |             |  |             |
| General and administrative  | 1,368   | 1,138       | 4,132  | 4,864       |
| Sales and marketing   | 1,620   | 1,749       | 4,549  | 4,774       |
| Research and development  | 142   | 143         | 433  | 461         |
| Total operating expenses  | 3,130   | 3,030       | 9,114  | 10,099      |
| Income (loss) from operations                                     | 1,110   | (173 )      | 2,349  | (536 )      |
| Interest expense, net   | (130 )  | (149 )      | (371 )   | (403 )      |
| Income (loss) before income taxes                                 | 980   | (322 )      | 1,978  | (939 )      |
| INCOME TAX (BENEFIT) EXPENSE                                      | (127 )  | 27          | (105 )   | 3           |
| NET INCOME (LOSS)   | \$1,107   | \$(349 )    | \$2,083  | \$(942 )    |
| <b>NET INCOME (LOSS) PER SHARE:</b>                               |   |             |  |             |
| Basic   | \$0.19  | \$(0.06 )   | \$0.36   | \$(0.17 )   |
| Diluted   | \$0.19  | \$(0.06 )   | \$0.36   | \$(0.17 )   |
| <b>SHARES USED IN CALCULATION OF NET INCOME (LOSS) PER SHARE:</b> |   |             |  |             |
| Basic   | 5,749   | 5,669       | 5,714  | 5,653       |
| Diluted   | 5,831   | 5,669       | 5,774  | 5,653       |

See accompanying Notes to Condensed Consolidated Financial Statements.





Table of Contents

## CYANOTECH CORPORATION

## CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(Dollars in thousands)

(Unaudited)

|  | <b>Nine Months<br/>Ended<br/>December 31,<br/>2017    2016</b> |          |
|--|--|----------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>   |  |          |
| Net income (loss)  | \$2,083  | \$(942 ) |
| Adjustments to reconcile net income (loss) to net cash provided by operating activities: |  |          |
| Depreciation and amortization  | 1,403  | 1,489    |
| Amortization of debt issue costs and other assets  | 52   | 49       |
| Share-based compensation expense   | 369  | 216      |
| Net (increase) decrease in assets:   |  |          |
| Accounts receivable  | (791 )   | 516      |
| Inventories  | (1,730)  | 185      |
| Prepaid expenses and other assets  | (86 )  | (107 )   |
| Net increase (decrease) in liabilities:  |  |          |
| Customer deposits  | (80 )  | (41 )    |
| Accounts payable   | (76 )  | (452 )   |
| Accrued expenses   | 332  | (34 )    |
| Other liabilities  | (8 )   | 13       |
| Net cash provided by operating activities  | 1,468  | 892      |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>   |  |          |
| Investment in equipment and leasehold improvements                                       | (667 )   | (508 )   |
| Investment in restricted cash  | (65 )  | —        |
| Net cash used in investing activities  | (732 )   | (508 )   |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>   |  |          |
| Proceeds from short term note payable  | —  | 600      |
| Net (payments) draws on line of credit   | (111 )   | 611      |
| Payment of short-term notes payable  | —  | (600 )   |
| Payments on capitalized leases   | (67 )  | (58 )    |
| Principal payments on long-term debt   | (394 )   | (372 )   |
| Proceeds from long-term debt, net of costs   | 166  | —        |
| Payments in stock withheld for tax payment on issuance                                   | —  | (147 )   |
| Proceeds from stock options exercised  | 26   | 4        |
| Net cash (used in) provided by financing activities                                      | (380 )   | 38       |

|                             |         |         |
|-----------------------------|---------|---------|
| Net increase in cash        | 356     | 422     |
| Cash at beginning of period | 1,407   | 1,240   |
| Cash at end of period       | \$1,763 | \$1,662 |

**SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:**

Cash paid during the period for:

|              |       |       |
|--------------|-------|-------|
| Interest     | \$313 | \$322 |
| Income taxes | \$—   | \$—   |

See accompanying Notes to Condensed Consolidated Financial Statements.

Table of Contents

CYANOTECH CORPORATION

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2017

(Unaudited)

**I. BASIS OF PRESENTATION**

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America (“GAAP”) for interim financial information pursuant to the instructions to Form 10-Q and Regulation S-X of the Securities and Exchange Commission (SEC). These interim condensed consolidated financial statements are unaudited and, in the opinion of management, include all adjustments (consisting of normal recurring adjustments and accruals) necessary to present fairly the Condensed Consolidated Balance Sheets, Condensed Consolidated Statements of Operations, and Condensed Consolidated Statements of Cash Flows for the periods presented in accordance with GAAP. Accordingly, they do *not* include all of the information and notes required by GAAP for complete financial statements. The results of operations for the interim periods are *not* necessarily indicative of the results to be expected for the full fiscal year. The Condensed Consolidated Balance Sheet as of *March 31, 2017* was derived from the audited consolidated financial statements. These condensed consolidated financial statements and notes should be read in conjunction with the Company’s audited consolidated financial statements for the year ended *March 31, 2017*, contained in the Company’s annual report on Form 10-K as filed with the SEC on *June 22, 2017*.

The accompanying condensed consolidated financial statements include the accounts of Cyanotech Corporation and its wholly owned subsidiary, Nutrex Hawaii, Inc. (“Nutrex Hawaii” or “Nutrex”, collectively the “Company”). All significant intercompany balances and transactions have been eliminated in consolidation.

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosures of any contingent assets and liabilities as of the date of the financial statements and the reported amounts of revenues and expenses during the periods reported. Management reviews these estimates and assumptions periodically and reflects the effect of revisions in the period that they are determined to be necessary. Actual results could differ from those estimates and assumptions.

*Liquidity and Debt Covenant Compliance*

As of *December 31, 2017*, the Company had cash of *\$1.8* million and working capital of *\$8.8* million compared to *\$1.4* million and *\$6.0* million, respectively, at *March 31, 2017*. The Company has a revolving line of credit agreement with First Foundation Bank (the Bank) that allows it to borrow up to *\$2* million. The line is subject to renewal on *August 30, 2018*. As of *December 31, 2017*, the Company had borrowed *\$0.5* million and had *\$1.5* million available on the line.

As of *December 31, 2017*, the Company had *\$6.5* million of term loans payable to the Bank that require the payment of principal and interest monthly through *August 2032*. Pursuant to the term loans, the Company is subject to annual financial covenants, customary affirmative and negative covenants and certain subjective acceleration clauses. As of *March 31, 2017* and *2016*, the Company's current ratio of *1.92:1* and *1.97:1*, respectively, fell short of the Bank's annual requirement of *2.10:1*. The Bank has provided the Company with letters stating they found the Company to be in compliance with this covenant requirement and all other financial covenants as of *March 31, 2017* and *2016*, and do *not* consider these shortfalls to be defaults under the Loan Agreements.

Funds generated by operating activities and available cash continue to be the Company's most significant sources of liquidity for working capital requirements, debt service and funding of maintenance levels of capital expenditures. Based upon the Company's fiscal year *2018* operating plan and related cash flow projections and the Company's projected consolidated financial position as of *March 31, 2018*, cash flows expected to be generated by operating activities and available financing are expected to be sufficient to fund the Company's operations for at least the next *twelve* months, and the Company's current ratio is expected to be in compliance with the annual term loan covenant requirement as of *March 31, 2018*. However, *no* assurances can be provided that the Company will achieve its operating plan and cash flow objectives for the next fiscal year or its projected consolidated financial position as of *March 31, 2018*. Such estimates are subject to change based on future results and such change could cause future results to vary significantly from expected results.

## Table of Contents

As indicated above, the Bank has *not* considered the shortfalls as of *March 31, 2017* and *2016* in the Company's current ratio relative to the covenant requirement to be violations of the Loan Agreements. However, in the event the Company has a shortfall under the Loan Agreements as of *March 31, 2018* or future fiscal year ends, there is *no* assurance that the Bank will *not* consider such to be a violation of the Loan Agreements and pursue its rights under the arrangements to call for the repayment of the outstanding borrowings payable to the Bank. If this occurs, the Company *may* need to raise additional funds to repay the loans; however, the Company *may not* be able to secure such funding on acceptable terms, or at all.

## *Reclassification*

Certain amounts in the fiscal *2017* consolidated financial statements have been reclassified to conform to the fiscal *2018* financial presentation. These reclassifications have *no* impact on net income (loss).

## *Recent Accounting Pronouncements*

In *May 2017*, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") *2017-09, Compensation-Stock Compensation (Topic 718) Scope of Modification Accounting*. ASU *2017-09* will clarify and reduce both (i) diversity in practice and (ii) cost and complexity when applying the guidance in Topic *718*, to a change to the terms and conditions of a share-based payment award. This guidance will become effective for fiscal years beginning after *December 15, 2017* and interim periods within those fiscal years. Early adoption is permitted. The amendments in this ASU should be applied prospectively to an award modified on or after the adoption date. The Company is currently evaluating the impact of this updated standard. The Company does *not* believe this update will have a significant impact on its consolidated financial statements.

In *December 2016*, the FASB issued ASU *2016-20 "Technical Corrections and Improvements to Topic 606, Revenue from Contracts with Customers"* ("ASU No. *2016-20*") and ASU *2016-19 "Technical Corrections and Improvements"* ("ASU No. *2016-19*") which contains amendments that affect a wide variety of topics in the Accounting Standards Codification ("ASC"). The amendments generally fall into *one* of the following *four* categories: (a) Amendments related to differences between original guidance and the ASC that either carry forward pre-codification guidance or subsequent amendments into the ASC or to guidance that was codified without some text, reference, or phrasing that, upon review, was deemed important to the guidance; (b) Guidance clarification and reference corrections; (c) Simplification; and (d) Minor improvements. ASU *2016-20* will take effect for public companies for the fiscal years beginning after *December 15, 2017*, and interim periods within those fiscal years. This guidance is applicable to the Company's fiscal year beginning *April 1, 2018*. The Company does *not* expect that the adoption of this guidance will have a significant impact on its consolidated financial position, results of operations or cash flows.

In November 2016, the FASB issued ASU 2016-18, “*Statement of Cash Flows (Topic 230): Restricted Cash*” (“ASU No. 2016-18”). This update addresses the fact that diversity exists in the classification and presentation of changes in restricted cash on the statement of cash flows under Topic 230, Statement of Cash Flows. ASU 2016-18 will take effect for public companies for the fiscal years beginning after December 15, 2017, and interim periods within those fiscal years. This guidance is applicable to the Company’s fiscal year beginning April 1, 2018. The Company does not anticipate that this guidance will have a material impact on its consolidated financial statements and related disclosures.

In August 2016, FASB issued ASU 2016-15, “*Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments*” (“ASU No. 2016-15”). This ASU clarifies and provides specific guidance on eight cash flow classification issues that are not currently addressed by current GAAP and thereby reduces the current diversity in practice. ASU No. 2016-15 is effective for public business entities for annual periods, including interim periods within those annual periods, beginning after December 15, 2017, with early application permitted. This guidance is applicable to the Company’s fiscal year beginning April 1, 2018. The Company does not anticipate that this guidance will have a material impact on its consolidated financial statements and related disclosures.

In March 2016, the FASB issued ASU 2016-09, “*Compensation – Stock Compensation (Topic 718): Improvements to Employee Share-Based Payment Accounting*” (“ASU No. 2016-09”). This ASU makes several modifications to Topic 718 related to the accounting for forfeitures, employer tax withholding on share-based compensation, and the financial statement presentation of excess tax benefits or deficiencies. ASU No. 2016-09 also clarifies the statement of cash flows presentation for certain components of share-based awards. The standard is effective for annual periods beginning after December 15, 2016, and interim periods within those annual periods, with early adoption permitted. Amendments requiring recognition of excess tax benefits and tax deficiencies in the income statement must be applied prospectively. Amendments related to the presentation of excess tax benefits on the statement of cash flows may be applied either prospectively or retrospectively based on the Company’s election. Amendments related to the statement of cash flows presentation of employee taxes paid when an employer withholds shares must be applied retrospectively. As of April 1, 2017, the Company adopted ASU 2016-09 and elected to present excess tax benefits as an operating activity prospectively and continues to estimate forfeitures rather than recognize them as they occur. The adoption of ASU 2016-09 did not have an impact on its consolidated financial statements and related disclosures.

Table of Contents

In March 2016, the FASB issued ASU No. 2016-08, “Revenue from Contracts with Customers (Topic 606): Principal versus Agent Considerations (Reporting Revenue Gross versus Net)” (“ASU No. 2016-08”), which clarified the revenue recognition implementation guidance on principal versus agent considerations. In April 2016, the FASB issued ASU No. 2016-10, “Revenue from Contracts with Customers (Topic 606): Identifying Performance Obligations and Licensing”, which clarified the revenue recognition guidance regarding the identification of performance obligations and the licensing implementation. In May 2016, the FASB issued ASU No. 2016-12, “Revenue from Contracts with Customers (Topic 606): Narrow-Scope Improvements and Practical Expedients”, which narrowly amended the revenue recognition guidance regarding collectability, noncash consideration, presentation of sales tax and transition. ASU No. 2016-08, ASU No. 2016-10 and ASU No. 2016-12 are effective during the same period as ASU No. 2014-09, Revenue from Contracts with Customers, which is effective for annual reporting periods beginning after December 15, 2017, with the option to adopt one year earlier. This guidance is applicable to the Company’s fiscal year beginning April 1, 2018. The Company does not anticipate that the adoption of ASU No. 2016-08, ASU No. 2016-10 and ASU No. 2016-12 will have a material impact on its consolidated financial statements and related disclosures.

In February 2016, the FASB issued ASU 2016-02, “Leases (Topic 842)” (“ASU No. 2016-02”). The principle objective of ASU No. 2016-02 is to increase transparency and comparability among organizations by recognizing lease assets and lease liabilities on the balance sheet. ASU No. 2016-02 continues to retain a distinction between finance and operating leases but requires lessees to recognize a right-of-use asset representing its right to use the underlying asset for the lease term and a corresponding lease liability on the balance sheet for all leases with terms greater than twelve months. ASU No. 2016-02 is effective for fiscal years and interim periods beginning after December 15, 2018. Early adoption of ASU No. 2016-02 is permitted. Entities are required to apply the amendments at the beginning of the earliest period presented using a modified retrospective approach. This guidance is applicable to the Company’s fiscal year beginning April 1, 2019. The Company expects this guidance will have a material impact on its consolidated balance sheets due to the recognition of lease rights and obligations as assets and liabilities, respectively. The Company does not expect this guidance to have a material effect on its consolidated results of operations and cash flows.

In November 2015, the FASB issued ASU No. 2015-17, “Income Taxes (Topic 740): Balance Sheet Classification of Deferred Taxes”. This guidance simplifies the presentation of deferred income taxes and requires that deferred tax assets and liabilities be classified as noncurrent in the classified statement of financial position. ASU 2015-17 will take effect for public companies for the fiscal years beginning after December 15, 2016, and interim periods within those fiscal years. As required, the Company adopted this standard as of April 1, 2017 and accordingly all deferred tax assets and liabilities are classified as non-current. Prior periods were retrospectively adjusted.

In August 2015, the FASB issued ASU 2015-14, “Revenue from Contracts with Customers (Topic 606): Deferral of the Effective Date”, which defers the effective date of ASU 2014-09 by one year to December 15, 2017 for interim and annual reporting periods beginning after that date, and permitted early adoption of the standard, but not before the original effective date.

In July 2015, the FASB issued ASU No. 2015-11, “*Inventory: Simplifying the Measurement of Inventory*”, that requires inventory *not* measured using either the last in, *first* out (LIFO) or the retail inventory method to be measured at the lower of cost and net realizable value. Net realizable value is the estimated selling prices in the ordinary course of business, less reasonably predictable cost of completion, disposal, and transportation. Prior to the issuance of the standard, inventory was measured at the lower of cost or market (where market was defined as replacement cost, with a ceiling of net realizable value and floor of net realizable value less a normal profit margin). The new standard will be effective for fiscal years beginning after *December 15, 2016*, including interim periods within those fiscal years, and will be applied prospectively. Early adoption is permitted. As required, the Company adopted this standard as of *April 1, 2017*. The adoption of this standard did *not* have a material impact on the Company's financial position or results of operations.

In May 2014, The FASB issued ASU No 2014-09, “*Revenue from Contracts with Customers (Topic 606)*”. This guidance, as amended by subsequent ASUs on the topic, supersedes current guidance on revenue recognition in topic 605, Revenue Recognition. This guidance will be effective for annual periods beginning after *December 15, 2017*, including interim reporting periods. Early application of the guidance is permitted for annual periods beginning after *December 31, 2016*. This guidance is applicable to our fiscal year beginning *April 1, 2018*. The Company plans to adopt this guidance when effective in the *first* quarter of the fiscal year ended *March 31, 2019*. The Company has begun to consider the alternatives of adoption of this ASU and has started its review of the likely impact to the existing portfolio of customers contracts entered into prior to adoption. The Company will also continue to evaluate the effect of adopting this guidance upon its results of operations, cash flows and financial position. The Company expects to complete this evaluation in *March 2018*.



Table of Contents**2. INVENTORIES**

Inventories are stated at the lower of cost or net realizable value. Cost is determined by the *first-in, first-out* method. Inventories consist of the following:

|                    | <b>December</b>       | <b>March</b> |
|--------------------|-----------------------|--------------|
|                    | <b>31,</b>            | <b>31,</b>   |
|                    | <b>2017</b>           | <b>2017</b>  |
|                    | <b>(in thousands)</b> |              |
| Raw materials      | \$315                 | \$347        |
| Work in process    | 2,969                 | 2,323        |
| Finished goods (1) | 6,234                 | 5,173        |
| Supplies           | 184                   | 129          |
| Inventories, net   | \$9,702               | \$7,972      |

---

(1) Net of reserve for obsolescence of \$3,000 at *December 31, 2017* and *March 31, 2017*, respectively.

The Company recognizes abnormal production costs, including fixed cost variances from normal production capacity, as an expense in the period incurred. Non-inventoriable fixed costs of \$4,000 and \$88,000 were charged to cost of sales for the *three* and *nine* months ended *December 31, 2017*, respectively. Non-inventoriable fixed costs of \$148,000 and \$221,000 were charged to cost of sales for the *three* and *nine* months ended *December 31, 2016*, respectively.

**3. EQUIPMENT AND LEASEHOLD IMPROVEMENTS, NET**

Equipment and leasehold improvements are stated at cost. Depreciation and amortization are provided using the straight-line method over the estimated useful lives for equipment and furniture and fixtures, or the shorter of the land lease term or estimated useful lives for leasehold improvements as follows:

|                        | Years    |
|------------------------|----------|
| Equipment              | 3 to 10  |
| Furniture and fixtures | 3 to 7   |
| Leasehold improvements | 10 to 25 |

Equipment and leasehold improvements consist of the following:

|  | December<br>31, | March<br>31, |
|--|-----------------|--------------|
|  | 2017            | 2017         |
|  | (in thousands)  |              |
| Equipment                                      | \$17,608        | \$17,492     |
| Leasehold improvements                         | 14,239          | 13,892       |
| Furniture and fixtures                         | 348             | 380          |
|  | 32,195          | 31,764       |
| Less accumulated depreciation and amortization | (17,063)        | (15,835)     |
| Construction-in-progress                       | 813             | 783          |
| Equipment and leasehold improvements, net      | \$15,945        | \$16,712     |

The Company reviews long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying value of such assets *may not* be recoverable. Recoverability of these assets is measured by a comparison of the carrying amount to forecasted undiscounted future cash flows expected to be generated by the asset. If the carrying amount exceeds its estimated future cash flows, then an impairment charge is recognized to the extent that the carrying amount exceeds the asset's fair value. Management has determined *no* asset impairment existed as of *December 31, 2017* and *2016*, respectively.

Table of Contents**4. LINE OF CREDIT**

On *August 30, 2016*, the Revolving Credit Agreement (the “Credit Agreement”), which the Company and First Foundation Bank (“the Bank”) entered into on *June 3, 2016*, became effective after the Company and the Bank received the necessary approvals from the State of Hawaii to secure the lien on the Company’s leasehold property in Kona, Hawaii. The Credit Agreement allows the Company to borrow up to *\$2,000,000* on a revolving basis. Borrowings under the Credit Agreement bear interest at the Wall Street Journal prime rate (*4.50%* at *December 31, 2017*) + 2%, floating. The Credit Agreement includes various covenants as defined in the Credit Agreement. The Credit Agreement also contains standard acceleration provisions in the event of a default by the Company. As of *December 31, 2017*, the Company had borrowed *\$500,000* and had *\$1,500,000* available on the line. The line of credit will be subject to renewal upon expiration on *August 30, 2018*.

The Credit Agreement grants the Bank the following security interests in the Company’s property: (a) a lien on the Company’s leasehold interest in its Kona facility; (b) an assignment of the Company’s interest in leases and rents on its Kona facility; and (c) a security interest in all fixtures, furnishings and equipment related to or used by the Company at the Kona facility. Each security interest is further subject to the terms of the Credit Agreement.

**5. ACCRUED EXPENSES**

Accrued expenses consist of the following:

|  | <b>December<br/>31,</b> | <b>March<br/>31,</b> |
|--|-------------------------|----------------------|
|  | <b>2017</b>             | <b>2017</b>          |
|  | <b>(in thousands)</b>   |                      |
| Wages, commissions, bonus and profit sharing | <i>\$1,149</i>          | <i>\$793</i>         |
| Rent and utilities                           | <i>118</i>              | <i>69</i>            |
| Other accrued expenses                       | <i>78</i>               | <i>151</i>           |
| Total accrued expenses                       | <i>\$1,345</i>          | <i>\$1,013</i>       |

**6. LONG-TERM DEBT**

Long-term debt consists of the following:

|   | December<br>31, | March<br>31, |
|---|-----------------|--------------|
|   | 2017            | 2017         |
|   | (in thousands)  |              |
| Long-term debt  | \$6,845         | \$7,139      |
| Less current maturities   | (656 )          | (623 )       |
| Long-term debt, excluding current maturities  | 6,189           | 6,516        |
| Less unamortized debt issuance costs  | (241 )          | (267 )       |
| Total long-term debt, net of current maturities and unamortized debt issuance costs | \$5,948         | \$6,249      |

### *Term Loans*

The Company executed a loan agreement with a lender providing for \$2,500,000 in aggregate credit facilities (the “2015 Loan”) secured by substantially all the Company’s assets, pursuant to a Term Loan Agreement dated *July 30, 2015* (the “2015 Loan Agreement”). The 2015 Loan Agreement is evidenced by a promissory note in the amount of \$2,500,000, the repayment of which is partially guaranteed under the provisions of a United States Department of Agriculture (“USDA”) Rural Development Guarantee program. The provisions of the 2015 Loan Agreement require the payment of principal and interest until its maturity on *September 1, 2022*, the obligation fully amortizes over *seven (7)* years. Interest on the 2015 Loan accrues on the outstanding principal balance at an annual variable rate equal to the published Wall Street Journal prime rate (*4.50%* at *December 31, 2017*) plus *2.0%* and is adjustable on the *first* day of each calendar quarter and fixed for that quarter. At *no* time shall the annual interest rate be less than *6.00%*. The 2015 Loan has a prepayment penalty of *5%* for any prepayment made prior to the *first* anniversary of the date of the 2015 Loan Agreement, which penalty is reduced by *1%* each year thereafter until the *fifth* anniversary of such date, after which there is *no* prepayment penalty. The balance under the 2015 Loan was \$1,809,000 and \$2,049,000 at *December 31, 2017* and *March 31, 2017*, respectively.

The 2015 Loan includes a *one*-time origination and guaranty fee totaling \$113,900 and an annual renewal fee payable in the amount of *0.50%* of the USDA guaranteed portion of the outstanding principal balance as of *December 31* of each year, beginning *December 31, 2015*. The USDA has guaranteed *80%* of all amounts owing under the 2015 Loan. The Company is subject to financial covenants and customary affirmative and negative covenants.

## Table of Contents

The Company executed a loan agreement with a lender providing for \$5,500,000 in aggregate credit facilities (the “Loan”) secured by substantially all the Company’s assets, including a mortgage on the Company’s interest in its lease at the National Energy Laboratory of Hawaii Authority, pursuant to a Term Loan Agreement dated *August 14, 2012* (the “Loan Agreement”). The Loan Agreement is evidenced by promissory notes in the amounts of \$2,250,000 and \$3,250,000, the repayment of which is partially guaranteed under the provisions of a USDA Rural Development Guarantee. The provisions of the Loan required the payment of interest only for the *first 12* months of the term; thereafter, and until its maturity on *August 14, 2032*, the obligation fully amortizes over *nineteen (19)* years. Interest on the Loan accrues on the outstanding principal balance at an annual variable rate equal to the published Wall Street Journal prime rate (*4.50%* at *December 31, 2017*) plus *1.0%* and is adjustable on the *first* day of each calendar quarter and fixed for that quarter. At *no* time shall the annual interest rate be less than *5.50%*. The balance under this Loan was \$4,702,000 and \$4,854,000 at *December 31, 2017* and *March 31, 2017*, respectively.

The Loan includes a *one*-time origination and guaranty fees totaling \$214,500 and an annual renewal fee payable in the amount of *0.25%* of the USDA guaranteed portion of the outstanding principal balance as of *December 31* of each year, beginning *December 31, 2012*. The USDA has guaranteed *80%* of all amounts owing under the Loan. The Company is subject to financial covenants and customary affirmative and negative covenants.

The Company’s current ratio of *1.92 to 1* and *1.97 to 1* as of *March 31, 2017* and *2016*, respectively, fell short of the bank’s requirement of *2.10 to 1*; however, the Company has received letters from its bank stating that they found the Company to be in compliance with this and all other financial covenants as of *March 31, 2017* and *2016*, and do *not* consider these shortfalls to be a defaults under the Loan Agreements.

On *October 6, 2017*, the Company entered into an Equipment Finance Agreement (the “Equipment Agreement”) with a lender, which provides up to \$175,000 of financing for equipment. The interest rate on this loan is *4.75%*. The provisions of the Equipment Agreement require the payment of principal and interest until its maturity on *October 31, 2022*, the obligation fully amortizes over *five (5)* years. The balance under this loan was \$164,000 at *December 31, 2017*. \$65,000 of the proceeds from this loan are classified as restricted cash until drawn upon to acquire the equipment.

## *Capital Leases*

The Company has *four* capital leases providing for \$364,000 in equipment, secured by the equipment financed. The capital leases mature at various dates between *March 2018* and *March 2021* and are payable in *60* equal monthly payments, except for *one* which is payable in *36* equal monthly payments. The interest rates under these capital leases range from *4.18%* to *12.90%*. The balance under these leases was \$170,000 and \$236,000 at *December 31, 2017* and *March 31, 2017*, respectively.

Future principal payments under the term loans and capital lease agreements as of *December 31, 2017* are as follows:

| <b>Payments Due</b>      | <b>(in<br/>thousands)</b> |
|--------------------------|---------------------------|
| Next 12 Months           | \$ 656                    |
| Year 2                   | 679                       |
| Year 3                   | 689                       |
| Year 4                   | 698                       |
| Year 5                   | 623                       |
| Thereafter               | 3,500                     |
| Total principal payments | \$ 6,845                  |

## **7. OPERATING LEASES**

The Company leases facilities, equipment and land under operating leases expiring through 2035. The land lease provides for contingent rentals in excess of minimum rental commitments based on a percentage of the Company's sales. Management has accrued for the estimated contingent rent as of *December 31, 2017*.

Table of Contents

Future minimum lease payments under all non-cancelable operating leases at *December 31, 2017* are as follows:

| <b>Payments Due</b>          | <b>(in<br/>thousands)</b> |
|------------------------------|---------------------------|
| Next 12 Months               | \$ 624                    |
| Year 2                       | 633                       |
| Year 3                       | 561                       |
| Year 4                       | 536                       |
| Year 5                       | 515                       |
| Thereafter                   | 3,890                     |
| Total minimum lease payments | \$ 6,759                  |

**8. OTHER COMMITMENTS AND CONTINGENCIES**

From time to time, the Company *may* be involved in litigation and investigations relating to claims and matters arising out of its operations in the normal course of business. The Company believes that it currently is *not* a party to any legal proceedings or claims which, individually or in aggregate, would have a material effect on its consolidated financial position, results of operations or cash flows.

**9. SHARE-BASED COMPENSATION**

The Company accounts for share-based payment arrangements using fair value. If an award vests or becomes exercisable based on the achievement of a condition other than service, such as for meeting certain performance or market conditions, the award is classified as a liability. Liability-classified awards are remeasured to fair value at each balance sheet date until the award is settled. The Company currently has *no* liability-classified awards. Equity-classified awards, including grants of employee stock options, are measured at the grant-date fair value of the award and are *not* subsequently remeasured unless an award is modified. The cost of equity-classified awards is recognized in the statement of operations over the period during which an employee is required to provide the service in exchange for the award, or the vesting period. All of the Company's stock options are service-based awards, and because the Company's stock options are "plain vanilla," as defined by the U.S. Securities and Exchange Commission in Staff Accounting Bulletin *No. 107*, they are reflected only in equity and compensation expense accounts.

As of *December 31, 2017*, the Company had *two* equity-based compensation plans: the *2016* Equity Incentive Plan (the "*2016* Plan") and the *2014* Independent Director Stock Option and Restricted Stock Grant Plan (the "*2014* Directors Plan"). The Company has also issued stock options, which remain outstanding as of *December 31, 2017*, under *two* equity-based compensation plans which have expired according to their terms: the *2005* Stock Option Plan (the "*2005* Plan") and the *2004* Independent Director Stock Option and Stock Grant Plan (the "*2004* Directors Plan").

These plans allowed the Company to award stock options and shares of restricted common stock to eligible employees, certain outside consultants and independent directors. *No* additional awards will be issued under the 2005 Plan or the 2004 Directors Plan.

On *August 25, 2016*, the Company's shareholders approved the 2016 Plan as a successor to the 2005 Plan, authorizing the Board of Directors to provide incentive to the Company's officers, employees and certain independent consultants through equity based compensation in the form of stock options, restricted stock, restricted stock units, stock appreciation rights and other stock based awards (together, "Stock Awards") and performance shares and performance units (together "Performance Awards"). Awards under the 2016 Plan are limited to the authorized amount of *1,300,000* shares, up to *600,000* of which are available for issuance in connection with Performance Awards and Stock Awards. As of *December 31, 2017*, there were *1,175,478* shares available for grant under the 2016 Plan.

On *August 28, 2014*, the Company's shareholders approved the 2014 Directors Plan authorizing the Board of Directors to provide incentive to the Company's independent directors through equity based compensation in the form of stock options and restricted stock. Awards under the 2014 Directors Plan are limited to the authorized amount of *350,000* shares. As of *December 31, 2017*, there were *231,623* shares available for grant under the 2014 Directors Plan.



Table of Contents

The following table presents shares authorized, available for future grant and outstanding under each of the Company's plans:

|                     | <b>As of December 31, 2017</b> |                  |                    |
|---------------------|--------------------------------|------------------|--------------------|
|                     | <b>Authorized</b>              | <b>Available</b> | <b>Outstanding</b> |
| 2016 Plan           | 1,300,000                      | 1,175,478        | 124,522            |
| 2014 Directors Plan | 350,000                        | 231,623          | 12,000             |
| 2005 Plan           | —                              | —                | 465,650            |
| 2004 Directors Plan | —                              | —                | 12,000             |
| Total               | 1,650,000                      | 1,407,101        | 614,172            |

**Stock Options**

All stock option grants made under the equity-based compensation plans were issued at exercise prices *no* less than the Company's closing stock price on the date of grant. Options under the 2005 Plan and 2014 Directors Plan were determined by the Board of Directors or the Compensation Committee of the Board of Directors in accordance with the provisions of the respective plans. The terms of each option grant include vesting, exercise, and other conditions are set forth in a Stock Option Agreement evidencing each grant. *No* option can have a life in excess of *ten* (10) years. The Company records compensation expense for employee stock options based on the estimated fair value of the options on the date of grant using the Black-Scholes option-pricing model. The model requires various assumptions, including a risk-free interest rate, the expected term of the options, the expected stock price volatility over the expected term of the options, and the expected dividend yield. Compensation expense for employee stock options is recognized ratably over the vesting term. Compensation expense recognized for options issued under all Plans was \$13,000 and \$47,000 for the *three* and *nine* months ended *December 31, 2017*, respectively. Compensation expense recognized for options issued under all Plans was \$1,500 and \$138,000 for the *three* and *nine* months ended *December 31, 2016*, respectively. Compensation expense recognized for restricted stock issued under the 2014 Directors Plan was \$0 and \$276,000 for the *three* and *nine* months ended *December 31, 2017*, respectively. Compensation expense recognized for restricted stock issued under the 2014 Directors Plan was \$0 and \$78,000 for the *three* and *nine* months ended *December 31, 2016*, respectively. All stock-based compensation has been classified as general and administrative expense in the condensed consolidated statement of operations.

A summary of option activity under the Company's stock plans for the *nine* months ended *December 31, 2017* is presented below:

| <b>Option Activity</b> | <b>Shares</b> | <b>Weighted<br/>Average<br/>Exercise<br/>Price</b> | <b>Weighted<br/>Average<br/>Remaining<br/>Contractual<br/>Term (in</b> | <b>Aggregate<br/>Intrinsic<br/>Value</b> |
|------------------------|---------------|--|--|--|
|------------------------|---------------|--|--|--|

|                                  |          |         | years) |            |
|----------------------------------|----------|---------|--------|------------|
| Outstanding at March 31, 2017    | 503,000  | \$ 4.10 | 4.7    | \$ 145,946 |
| Granted                          | 75,000   | \$ 3.35 |        |            |
| Exercised                        | (9,850 ) | \$ 2.51 |        |            |
| Forfeited                        | (3,500 ) | \$ 4.54 |        |            |
| Outstanding at December 31, 2017 | 564,650  | \$ 4.03 | 4.7    | \$ 191,664 |
| Exercisable at December 31, 2017 | 489,650  | \$ 4.13 | 3.9    | \$ 149,739 |

The aggregate intrinsic value in the table above is before applicable income taxes and represents the excess amount over the exercise price optionees would have received if all options had been exercised on the last business day of the period indicated, based on the Company's closing stock price of \$3.91 for such day.

Table of Contents

A summary of the Company's non-vested options for the *nine* months ended *December 31, 2017* is presented below:

| <b>Nonvested Options</b>       | <b>Shares</b> | <b>Weighted<br/>Average<br/>Grant-Date<br/>Fair Value</b> |
|--------------------------------|---------------|---|
| Nonvested at March 31, 2017    | 19,500        | \$ 2.93   |
| Granted                        | 75,000        | 1.71  |
| Vested                         | (19,500)      | 2.93  |
| Forfeited                      | —             | —   |
| Nonvested at December 31, 2017 | 75,000        | \$ 1.71   |

The following table summarizes the weighted average characteristics of outstanding stock options as of *December 31, 2017*:

| <b>Range of<br/>Exercise<br/>Prices</b> | <b>Outstanding Options</b>      |                                       |                                       | <b>Exercisable Options</b>      |                                       |
|---|---------------------------------|---------------------------------------|---------------------------------------|---------------------------------|---------------------------------------|
|   | <b>Number<br/>of<br/>Shares</b> | <b>Remaining<br/>Life<br/>(Years)</b> | <b>Weighted<br/>Average<br/>Price</b> | <b>Number<br/>of<br/>Shares</b> | <b>Weighted<br/>Average<br/>Price</b> |
| \$1.60-\$3.70                           | 190,570                         | 5.1                                   | \$ 2.99                               | 115,570                         | \$ 2.76                               |
| \$3.71-\$4.42                           | 196,580                         | 3.8                                   | \$ 3.83                               | 196,580                         | \$ 3.83                               |
| \$4.43-\$5.40                           | 95,000                          | 5.4                                   | \$ 5.00                               | 95,000                          | \$ 5.00                               |
| \$5.41-\$5.91                           | 82,500                          | 4.9                                   | \$ 5.77                               | 82,500                          | \$ 5.77                               |
| Total stock<br>options                  | 564,650                         | 4.7                                   | \$ 4.03                               | 489,650                         | \$ 4.13                               |

The range of fair value assumptions related to options granted during the *nine* months ended *December 31, 2017* were as follows:

|                          | <b>2017</b> |
|--------------------------|-------------|
| Exercise Price           | \$3.35      |
| Volatility               | 52.50%      |
| Risk Free Rate           | 1.99 %      |
| Vesting Period (years)   | 3.0         |
| Forfeiture Rate          | 0.00 %      |
| Expected Life (in years) | 6.00        |
| Dividend Rate            | 0 %         |

As of *December 31, 2017*, total unrecognized stock-based compensation expense related to all unvested stock options was *\$108,000*, which is expected to be expensed over a weighted average period of 2.5 years.

Subsequent to *December 31, 2017*, *45,000* stock options were granted from the *2016* Plan at an exercise price of *\$3.83* per share.

***Restricted Stock Units (“RSUs”)***

RSUs are service-based awards granted to eligible employees under the *2016* Plan.

On *March 31, 2017*, *25,000* restricted stock units (“RSUs”) were awarded to the Company’s then CEO. This award is valued at *\$3.85* per share, the closing market price of Cyanotech common stock on the grant date, and vest over a period of *three* years.

On *April 5, 2017*, *28,074* RSUs were awarded to employees of the Company. These awards are valued at *\$3.92* per share, the closing market price of Cyanotech common stock on the grant date, and vests over a period of *three* years.

Table of Contents

The following table summarizes information related to awarded RSUs:

| <b>Nonvested Restricted Stock Units</b>               | <b>Shares</b> | <b>Weighted<br/>Average<br/>Grant<br/>Price</b> |
|---|---------------|---|
| Nonvested restricted stock units at March 31, 2017    | 25,000        | \$ 3.85   |
| Granted   | 28,074        | 3.92  |
| Vested  | —             | —   |
| Exercised   | —             | —   |
| Forfeited   | (3,552 )      | 3.92  |
| Nonvested restricted stock units at December 31, 2017 | 49,522        | \$ 3.88   |

As of *December 31, 2017*, total unrecognized stock-based compensation expense related to unvested restricted stock units was *\$142,000*, which is expected to be expensed over a weighted average period of 2.3 years.

**10. INCOME TAXES**

On *December 22, 2017* H.R. 1, originally known as the Tax Cuts and Jobs Act, (the “ Tax Act”) was enacted. Among the significant changes to the U.S. Internal Revenue Code, the Tax Act lowers the U.S. federal corporate income tax rate (“Federal Tax Rate”) from 35% to 21% effective *January 1, 2018*. The Company will compute its income tax expense for the *March 31, 2018* fiscal year using a blended Federal Tax Rate of 30.79%. The 21% Federal Tax Rate will apply to fiscal years ending *March 31, 2019* and each year thereafter.

Upon enactment, as a result of the rate reduction, the Company re-measured its net deferred tax assets and liabilities using the Federal Tax Rate that will apply when those amounts are expected to reverse, resulting in a write-down of *\$1.2* million. Because there is a full valuation allowance against these assets, the valuation allowance was reduced accordingly and there was *no* effect on the provision (benefit) for income taxes.

The estimated annual effective tax rate was used to determine the provision (benefit) for income taxes for interim periods. The income tax provision (benefit) is computed by multiplying the estimated annual effective tax rate by the year to date pre-tax book income (loss). An income tax benefit of *\$(127,000)* and income tax expense of *\$27,000* was recorded for the *three* months ended *December 31, 2017* and *2016*, respectively. The current quarter benefit and the change in the effective tax rate was the result of the favorable treatment of alternative minimum tax credit carryforwards under the new Tax Act, allowing the Company to record receivables totaling *\$148,000*. An income tax benefit of *\$(105,000)* and income tax expense of *\$3,000* was recorded for the *nine* months ended *December 31, 2017* and *2016*, respectively. The effective tax rate was *(13.0%)* and *(5.3%)* for the *three* and *nine* months ended

*December 31, 2017*, respectively, and (8.4%) and (0.3%) for the *three* and *nine* months ended *December 31, 2016*, respectively. The effective tax rate for the *three* and *nine* months ended *December 31, 2017* differs from the blended statutory rate of 30.79% as a result of state taxes (net of federal benefit) and the net change in valuation allowance against the net deferred tax asset the Company believes is *not* more likely than *not* to be realized.

As of *December 31, 2017*, the Company can determine a reasonable estimate for certain tax effects of tax reform and is recording that estimate as a provisional amount. The provisional amount is anticipated to change as data becomes available allowing more accurate scheduling of the deferred tax assets and liabilities in connection with our fiscal year end close. Any adjustment to the deferred tax assets and liabilities is expected to be offset by an equal adjustment to the valuation allowance.

The Company is subject to taxation in the United States and *two* state jurisdictions. The preparation of tax returns requires management to interpret the applicable tax laws and regulations in effect in such jurisdictions, which could affect the amount of tax paid by the Company. Management, in consultation with its tax advisors, files its tax returns based on interpretations that are believed to be reasonable under the circumstances. The income tax returns, however, are subject to routine reviews by the various taxing authorities. As part of these reviews, a taxing authority *may* disagree with respect to the tax positions taken by management (“uncertain tax positions”) and therefore *may* require the Company to pay additional taxes. Management evaluates the requirement for additional tax accruals, including interest and penalties, which the Company could incur as a result of the ultimate resolution of its uncertain tax positions. Management reviews and updates the accrual for uncertain tax positions as more definitive information becomes available from taxing authorities, completion of tax audits, expiration of statute of limitations, or upon occurrence of other events.

As of *December 31, 2017*, there was *no* liability for income tax associated with unrecognized tax benefits. The Company recognizes accrued interest related to unrecognized tax benefits as well as any related penalties in interest income or expense in its consolidated condensed statements of operations, which is consistent with the recognition of these items in prior reporting periods.

With few exceptions, the Company is *no* longer subject to U.S. federal, state, local, and non-U.S. income tax examination by tax authorities for tax years before *2012*.

Table of Contents**II. EARNINGS (LOSS) PER SHARE**

Basic earnings (loss) per share is computed on the basis of the weighted average number of common shares outstanding. Diluted earnings (loss) per share is computed on the basis of the weighted average number of common shares outstanding plus the potentially dilutive effect of outstanding stock options using the “treasury stock” method.

Reconciliations between the numerator and the denominator of the basic and diluted earnings per share computations for the *three* months ended *December 31, 2017* and *2016* are as follows:

|  | <b>Three Months Ended December<br/>31, 2017</b> |               |                      |
|--|---|---------------|----------------------|
|  | <b>Net<br/>Income</b>                           | <b>Shares</b> | <b>Per<br/>Share</b> |
|  | <b>(Numerator/Denominator)</b>                  |               | <b>Amount</b>        |
|  | <b>(in thousands)</b>                           |               |                      |
| Basic income per share                             | \$1,107   | 5,749         | \$ 0.19              |
| Effect of dilutive securities—Common stock options | —   | 82            | —                    |
| Diluted income per share                           | \$1,107   | 5,831         | \$ 0.19              |

|                                  | <b>Three Months Ended December<br/>31, 2016</b> |               |                      |
|----------------------------------|---|---------------|----------------------|
|                                  | <b>Net<br/>Income</b>                           | <b>Shares</b> | <b>Per<br/>Share</b> |
|                                  | <b>(Numerator/Denominator)</b>                  |               | <b>Amount</b>        |
|                                  | <b>(in thousands)</b>                           |               |                      |
| Basic and diluted loss per share | \$(349)   | 5,669         | \$ (0.06 )           |

Reconciliations between the numerator and the denominator of the basic and diluted earnings per share computations for the *nine* months ended *December 31, 2017* and *2016* are as follows:

|                        | <b>Nine Months Ended December<br/>31, 2017</b> |               |                      |
|------------------------|--|---------------|----------------------|
|                        | <b>Net<br/>Income</b>                          | <b>Shares</b> | <b>Per<br/>Share</b> |
|                        | <b>(Numerator/Denominator)</b>                 |               | <b>Amount</b>        |
|                        | <b>(in thousands)</b>                          |               |                      |
| Basic income per share | \$2,083  | 5,714         | \$ 0.36              |

|  |         |       |         |
|--|---------|-------|---------|
| Effect of dilutive securities—Common stock options | —       | 60    | —       |
| Basic and diluted loss per share                   | \$2,083 | 5,774 | \$ 0.36 |

**Nine Months Ended December  
31, 2016**

|                                  | <b>Net<br/>Income<br/>(Numerator)<br/>(in thousands)</b> | <b>Shares<br/>(Denominator)</b> | <b>Per<br/>Share<br/>Amount</b> |
|----------------------------------|--|---------------------------------|---------------------------------|
| Basic and diluted loss per share | \$ (942)   | 5,653                           | \$ (0.17 )                      |

Basic and diluted earnings per share are the same in periods of a net loss, because common share equivalents are anti-dilutive when a net loss is recorded. Diluted earnings per share does *not* include the impact of common stock options totaling 75,000 and 605,000 for the *three* months ended *December 31, 2017* and *2016*, respectively, and 75,000 and 1,414,916 for the *nine* months ended *December 31, 2017* and *2016*, respectively, as the effect of their inclusion would be anti-dilutive. Restricted stock units become dilutive within the period granted and remain dilutive until the units vest and are issued as common stock.

## 12. CONCENTRATIONS OF RISK

### Concentration of Accounts Receivable and Revenues

At *December 31, 2017*, 48% of the Company's accounts receivable was comprised of *two* customer balances of 37% and 11%, respectively. At *March 31, 2017*, 50% of the Company's accounts receivable was comprised of *two* customer balances of 38% and 12%, respectively.

For the *three* months ended *December 31, 2017*, 49% of the Company's total net sales was comprised of *two* customers (25% and 24%, respectively) compared to 36% for the *three* months ended *December 31, 2016* (28% and 8%, respectively). For the *nine* months ended *December 31, 2017*, 47% of the Company's total net sales were comprised of *two* customers (30% and 17%, respectively) compared to 34% for the *nine* months ended *December 31, 2016* (26% and 8%, respectively).



Table of Contents

**Item 2. Management’s Discussion and Analysis of Financial Condition and Results of Operations**

**FORWARD-LOOKING STATEMENTS**

This Report and other presentations made by Cyanotech Corporation (“CYAN”) and its subsidiary (collectively, the “Company”) contain “forward-looking statements,” which include statements that are predictive in nature, depend upon or refer to future events or conditions, and usually include words such as “expects,” “anticipates,” “intends,” “plan,” “believes,” “predicts”, “estimates” or similar expressions. In addition, any statement concerning future financial performance, ongoing business strategies or prospects and possible future actions are also forward-looking statements. Forward-looking statements are based upon current expectations and projections about future events and are subject to risks, uncertainties and the accuracy of assumptions concerning the Company the performance of the industry in which the Company does business, and economic and market factors, among other things. **These forward-looking statements are not guarantees of future performance. You should not place undue reliance on forward-looking statements.**

Forward-looking statements speak only as of the date of the Report, presentation or filing in which they are made. Except to the extent required by the Federal Securities Laws, we undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Our forward-looking statements in this Report include, but are not limited to:

Statements relating to our business strategy;

Statements relating to our business objectives; and

Expectations concerning future operations, profitability, liquidity and financial resources.

These forward-looking statements are subject to risk, uncertainties and assumptions about us and our operations that are subject to change based on various important factors, some of which are beyond our control. The following factors, among others, could cause our financial performance to differ significantly from the goals, plans, objectives, intentions and expectations expressed in our forward-looking statements:

Environmental restrictions, soil and water conditions, levels of sunlight and seasonal weather patterns, particularly heavy rain, wind and other hazards;

Consumer perception of our products due to adverse scientific research or findings, publicity regarding nutritional supplements, litigation, regulatory investigations or other events, conditions and circumstances involving the Company which receive national media coverage;

Effects of competition, including tactics and locations of competitors and operating and market competition;

Demand for our products, the quantities and qualities thereof available for sale and levels of customer satisfaction, including significant unforeseen fluctuations in global demand for products similar to our products;

Our dependence on the experience, continuity and competence of our executive officers and other key employees;

The added risks associated with or attributed to the current local, national and world economic conditions, including but not limited to, the volatility of crude oil prices, inflation and currency fluctuations;

Changes in domestic and/or foreign laws, regulations or standards, affecting nutraceutical products or our methods of operation;

Access to available and reasonable financing on a timely basis;

The Company's inability to generate enough revenues to meet its obligations or repay maturing indebtedness;

Failure of capital projects to operate as expected or meet expected results;

Changes in laws, corporate governance requirements and tax rates, regulations, accounting standards and the application to us or the nutritional products industry of new decisions by courts, regulators or other government authorities;

Table of Contents

Legal costs associated with any legal proceedings, and the potential direct and indirect cost and other effects on our business or financial condition resulting from any legal proceedings.

Risk associated with the geographic concentration of our business;

Acts of war, terrorist incidents or natural disasters; and

Other risks or uncertainties described elsewhere in this Report and in other periodic reports previously and subsequently filed by us with the Securities and Exchange Commission.

**Overview:**

We are a world leader in the production of high value natural products derived from microalgae. Incorporated in 1983, we are guided by the principle of providing beneficial, quality microalgal products for health and human nutrition in a sustainable, reliable and environmentally sensitive operation. We operate under GMP (Good Manufacturing Practices), reinforcing our commitment to quality in our products, quality in our relationships (with our customers, suppliers, employees and the communities we live in), and quality of the environment in which we work. Our products include:

Hawaiian *BioAstin*® natural astaxanthin - a powerful dietary antioxidant shown to support and maintain the body's natural inflammatory response, to enhance skin, and to support eye and joint health. It has expanding applications as a human nutraceutical and functional food ingredient; and

Hawaiian *Spirulina Pacifica*® - a nutrient-rich dietary supplement used for extra energy, a strengthened immune system, cardiovascular benefits and as a source of antioxidant carotenoids

Microalgae are a diverse group of microscopic plants that have a wide range of physiological and biochemical characteristics and contain, among other things, high levels of natural protein, amino acids, vitamins, pigments and enzymes. Microalgae have the following properties that make commercial production attractive: (1) microalgae grow much faster than land grown plants, often up to 100 times faster; (2) microalgae have uniform cell structures with no bark, stems, branches or leaves, permitting easier extraction of products and higher utilization of the microalgae cells; and (3) the cellular uniformity of microalgae makes it practical to control the growing environment in order to optimize a particular cell characteristic. Efficient and effective cultivation of microalgae requires consistent light, warm temperatures, low rainfall and proper chemical balance in a very nutrient-rich environment, free of environmental contaminants and unwanted organisms. This is a challenge that has motivated us to design, develop and implement proprietary production and harvesting technologies, systems and processes in order to commercially produce human nutritional products derived from microalgae.

Our production of these products at the 90-acre facility on the Kona Coast of the island of Hawaii provides several benefits. We selected the Keahole Point location in order to take advantage of relatively consistent warm temperatures, sunshine and low levels of rainfall needed for optimal cultivation of microalgae. This location also offers us access to cold deep ocean water, drawn from an offshore depth of 2,000 feet, which we use in our *Ocean-Chill Drying* system to eliminate the oxidative damage caused by standard drying techniques and as a source of trace nutrients for microalgal cultures. The area is also designated a Biosecure Zone, with tight control of organisms allowed into the area and free of genetically modified organisms (GMO's). We believe that our technology, systems, processes and favorable growing location generally permit year-round harvest of our microalgal products in a cost-effective manner.

Table of Contents**Results of Operations**

The following tables present selected consolidated financial data for each of the periods indicated (\$ in thousands):

|  | <b>Three Months Ended</b> |             | <b>Nine Months Ended</b> |             |
|--|---------------------------|-------------|--------------------------|-------------|
|  | <b>December 31,</b>       |             | <b>December 31,</b>      |             |
|  | <b>2017</b>               | <b>2016</b> | <b>2017</b>              | <b>2016</b> |
| Net sales                                  | \$9,150                   | \$7,605     | \$26,014                 | \$24,789    |
| Net sales increase                         | 20.3 %                    |             | 4.9 %                    |             |
| Gross profit                               | \$4,240                   | \$2,857     | \$11,463                 | \$9,563     |
| Gross profit as % of net sales             | 46.3 %                    | 37.6 %      | 44.1 %                   | 38.6 %      |
| Operating expenses                         | \$3,130                   | \$3,030     | \$9,114                  | \$10,099    |
| Operating expenses as % of net sales       | 34.2 %                    | 39.8 %      | 35.0 %                   | 40.7 %      |
| Operating income (loss)                    | \$1,110                   | \$(173 )    | \$2,349                  | \$(536 )    |
| Operating income (loss) as % of net sales  | 12.1 %                    | (2.3 )%     | 9.0 %                    | (2.2 )%     |
| Income tax expense                         | \$(127 )                  | \$27        | \$(105 )                 | \$3         |
| Net income (loss)                          | \$1,107                   | \$(349 )    | \$2,083                  | \$(942 )    |
| Net sales by product                       |                           |             |                          |             |
| Packaged sales                             |                           |             |                          |             |
| Astaxanthin packaged                       | \$5,746                   | \$4,533     | \$15,649                 | \$14,168    |
| Astaxanthin packaged sales increase        | 26.8 %                    |             | 10.5 %                   |             |
| Spirulina packaged                         | \$2,268                   | \$1,985     | \$6,560                  | \$5,653     |
| Spirulina packaged sales increase          | 14.3 %                    |             | 16.0 %                   |             |
| Total Packaged sales                       | \$8,014                   | \$6,518     | \$22,209                 | \$19,821    |
| Total Packaged sales increase              | 23.0 %                    |             | 12.0 %                   |             |
| Bulk sales                                 |                           |             |                          |             |
| Astaxanthin bulk                           | \$317                     | \$152       | \$748                    | \$785       |
| Astaxanthin bulk sales increase (decrease) | 108.6 %                   |             | (4.7 )%                  |             |
| Spirulina bulk                             | \$819                     | \$935       | \$3,057                  | \$4,183     |
| Spirulina bulk sales decrease              | (12.4 )%                  |             | (26.9 )%                 |             |
| Total Bulk sales                           | \$1,136                   | \$1,087     | \$3,805                  | \$4,968     |
| Total Bulk sales increase (decrease)       | 4.5 %                     |             | (23.4 )%                 |             |

**Comparison of the Three Months Ended December 31, 2017 and 2016**

**Net Sales** The net sales increase of 20% for the quarter was driven by a 23% increase in sales of our packaged products and a 4.5% increase in sales of our bulk products. The 23% increase in packaged sales is the result of our continued focus on driving volume at higher margin customers, in addition to orders to support a January promotion

that we didn't participate in last year. The 4.5% increase in bulk sales is related to the quarterly variance year to year in the timing of orders. International sales represented 24% of net sales for the three months ended December 31, 2017 compared to 23% for the same period a year ago.

**Gross Profit** Our gross profit margin increased by 8.7 percentage points compared to the same period last year. The current quarter reflects lower production costs, both for astaxanthin which reflects an overall year-over-year production increase, and spirulina, which showed improvement in production for the current quarter compared to the same period last year. Gross margin was also favorably impacted by the higher mix of packaged sales this quarter, which deliver a higher gross profit margin.

**Operating Expenses** Operating expenses increased by \$0.1 million for the third quarter compared to the same period in last year. General and administrative costs increased \$0.2 million due to a \$0.4 million increase related to year-over-year changes in incentive accruals, offset by a \$0.1 million reduction in legal costs. Sales and marketing expenses decreased \$0.1 million due to a \$0.1 million severance expense in the third quarter of fiscal 2017 that was not present in the same period of fiscal 2018.

**Income Taxes** We recorded an income tax benefit of \$0.1 million in the current quarter compared to income tax expense of \$0.027 million for the same period last year. Our effective tax rate was (13.0%) for the current quarter and (8.4%) for the same period last year. The current quarter benefit and the change in the effective tax rate was the result of the favorable treatment of our AMT tax credit carryforwards under the new Tax Act, allowing us to record receivables totaling \$0.15 million. We continue to carry a full valuation allowance on our deferred tax assets.

Table of Contents

**Net Income** Net income for the three months ended December 31, 2017 was \$1.1 million, or 12.1% of net sales, compared to net loss of \$0.3 million, or (4.6%) of net sales, for the same period last year. This improvement is primarily the result of higher sales volume and lower production costs.

**Comparison of the Nine Months Ended December 31, 2017 and 2016**

**Net Sales** The net sales increase of 5% for the first nine months of this year was driven by a 12% increase in sales of our packaged products which is the result of our continued focus on Costco and Amazon. The 23.4% decrease in sales of our bulk products was the result of lack of available spirulina supply due to lower production beginning in the last quarter of fiscal 2017 and continuing through the current quarter. International sales represented 23% of net sales for the nine months ended December 31, 2017 compared to 29% for the same period a year ago.

**Gross Profit** Our gross profit margin increased by 5.5 percentage points in the first nine months of this year, as a result of a higher mix of packaged sales, which deliver a higher gross profit margin, and lower astaxanthin costs. Astaxanthin production for the first nine months of the year increased 14% compared to the same period last year. Spirulina production for the first nine months was 8% below the same period last year. Gross profit was unfavorably impacted by period costs of \$0.1 million in the first nine months of this year compared to \$0.2 million during the same period last year

**Operating Expenses** Operating expenses decreased by \$1.0 million for the nine months ended December 31, 2017, compared to the same period last year. Included in this is a decrease in general and administrative expenses of \$0.7 million, or 15%, due to a decrease in legal costs of \$1.5 million offset by increased labor costs of \$0.2 million and a \$0.7 million increase in incentive expenses that have been accrued based on pretax profit earned to date. Sales and marketing expenses decreased \$0.2 million, or 5%, due primarily to lower labor costs of \$0.5 million, offset by higher advertising and promotion costs of \$0.3 million.

**Income Taxes** We recorded an income tax benefit of \$0.1 million for the first nine months of this year compared to income tax expense of \$0.003 million for the same period last year. Our effective tax rate was (5.3%) for the first nine months compared to (0.3%) for the same period last year. The benefit for the first nine months of the year and the change in effective tax rate was the result of the favorable treatment of our AMT tax credit carryforwards under the new Tax Act, allowing us to record receivables totaling \$0.15million.

As our fiscal year end falls on March 31, under the new Tax Act the statutory federal corporate tax rate for fiscal 2018 will be prorated to 30.79%, with the statutory rate for future years at 21%. Upon enactment, as a result of the rate reduction, we wrote down our deferred tax assets by \$1.2 million. Because there is a full valuation allowance against these assets, the valuation allowance was reduced accordingly. The accounting for the effects of the rate change on

deferred tax balances is complete and no provisional amounts were recorded for this item.

**Net Income** Net income for the nine months ended December 31, 2017 was \$2.1 million, or 8.1% of net sales, compared to a net loss of \$0.9 million, or (3.8%) of net sales, for the same period last year. The increase of \$3.0 million is the result of increased sales in higher margin channels, lower legal expenses and lower production costs.

## **Liquidity and Capital Resources**

As of December 31, 2017, we had cash of \$1.8 million and working capital of \$8.8 million compared to \$1.4 million and \$6.0 million, respectively, at March 31, 2017. On August 30, 2016, the Credit Agreement, which we and First Foundation Bank (the "Bank") entered into on June 3, 2016, became effective. The Credit Agreement allows us to borrow up to \$2.0 million on a revolving basis. The line of credit was renewed on August 30, 2017 and will expire on August 30, 2018. At December 31, 2017, we had borrowed \$0.5 million and had \$1.5 million available on the line.

As of December 31, 2017, we had \$6.5 million of term loans payable to the Bank that require the payment of principal and interest monthly through August 2032. Pursuant to the term loans, we are subject to annual financial covenants, customary affirmative and negative covenants and certain subjective acceleration clauses. As of March 31, 2017 and 2016, our current ratio of 1.92:1 and 1.97:1, respectively, fell short of the Bank's annual requirement of 2.10:1. The Bank has provided us with letters stating they found us to be in compliance with this covenant requirement and all other financial covenants as of March 31, 2017 and 2016, and do not consider these shortfalls to be defaults under the Loan Agreement.



Table of Contents

Funds generated by operating activities and available cash continue to be our most significant sources of liquidity for working capital requirements, debt service and funding of maintenance levels of capital expenditures. Based upon our fiscal year 2018 operating plan and related cash flow projections and our projected consolidated financial position as of March 31, 2018, cash flows expected to be generated by operating activities and available financing are expected to be sufficient to fund our operations for at least the next twelve months, and our current ratio is expected to be in compliance with the annual term loan covenant requirement as of March 31, 2018. However, no assurances can be provided that we will achieve our operating plan and cash flow objectives for the fiscal year ended March 31, 2018 or our projected consolidated financial position as of March 31, 2018. Such estimates are subject to change based on future results and such change could cause future results to vary significantly from expected results.

As indicated above, the Bank has not considered the shortfalls as of March 31, 2017 and 2016 in our current ratio relative to the covenant requirement to be violations of the Loan Agreements. However, in the event we have a shortfall under the Loan Agreements as of March 31, 2018 or future fiscal year ends, there is no assurance that the Bank will not consider such to be a violation of the Loan Agreements and pursue its rights under the arrangements to call for the repayment of the outstanding borrowings payable to the Bank. If this occurs, we may need to raise additional funds to repay the loans; however, we may not be able to secure such funding on acceptable terms, or at all.

**Cash Flows** The following table summarizes our cash flows for the periods indicated (\$ in thousands):

|                                   | <b>Nine months<br/>ended</b> |             |
|-----------------------------------|------------------------------|-------------|
|                                   | <b>December 31<br/>2017</b>  | <b>2016</b> |
| Total cash provided by (used in): |                              |             |
| Operating activities              | \$1,468                      | \$892       |
| Investing activities              | (732 )                       | (508)       |
| Financing activities              | (380 )                       | 38          |
| Increase in cash                  | \$356                        | \$422       |

Cash provided by operating activities for the nine months ended December 31, 2017 was the result of \$2.1 million in net earnings and non-cash charges and credits of \$1.9 million, totaling \$4.0 million. This was offset by an increase in working capital of \$2.5 million. The increase in working capital was primarily the result of a \$1.7 million increase in inventory due to increased astaxanthin production, and a \$0.8 million increase in accounts receivable due timing of sales relative to the prior year.

Cash provided by operating activities for the nine months ended December 31, 2016 was the result of a \$0.9 million net loss and non-cash charges of \$1.8 million, totaling \$0.8 million. In addition, there was an increase in working

capital of \$0.1 million.

Cash used in investing activities for the nine months ended December 31, 2017 and December 31, 2016 includes costs for leasehold improvements and equipment acquisitions at our Kona facility.

Cash used in financing activities for the nine months ended December 31, 2017 consists of \$0.4 million in principal payments on debt in the normal course of business and a \$0.1 million reduction in our outstanding credit line balance.

Cash provided by financing activities for the nine months ended December 31, 2016 consists of a \$0.6 million advance against our line of credit, offset by \$0.4 million in principal payments on debt in the normal course of business and \$0.15 million in taxes paid upon issuance of stock connected with the severance agreement of our former CEO.

### *Sources and Uses of Capital*

At December 31, 2017, our working capital was \$8.8 million, an increase of \$2.8 million compared to March 31, 2017. The increase is due primarily to an increase in inventory levels and accounts receivable as described above.

Our results of operations and financial condition can be affected by numerous factors, many of which are beyond our control and could cause future results of operations to fluctuate materially as it has in the past. Future operating results may fluctuate as a result of changes in sales volumes to our largest customers, weather patterns, increased competition, increased materials, nutrient and energy costs, government regulations and other factors beyond our control.

## Table of Contents

A significant portion of our expense levels are relatively fixed, so the timing of increases in expenses is based in large part on forecasts of future sales. If net sales are below expectations in any given period, the adverse impact on results of operations may be magnified by our inability to adjust spending quickly enough to compensate for the sales shortfall. We may also choose to reduce prices or increase spending in response to market conditions, which may have a material adverse effect on financial condition and results of operations.

Based upon our current operating plan, analysis of our consolidated financial position and projected future results of operations, we believe that our operating cash flows, cash balances and working capital will be sufficient to finance current operating requirements, debt service requirements, and routine planned capital expenditures, for the next twelve (12) months.

## **Outlook**

*This outlook section contains a number of forward-looking statements, all of which are based on current expectations. Actual results may differ materially. (See forward-looking statements on page 17)*

Our strategic direction has been to position the Company as a world leader in the production and marketing of high-value natural products from microalgae. We are vertically aligned, producing raw materials in the form of microalgae processed at our 90-acre facility in Hawaii, and integrating those raw materials into finished products. In fiscal 2018, our primary focus is on building our consumer brands, increasing our astaxanthin production volume and improving the consistency of our production for both astaxanthin and spirulina. We will continue to put emphasis on our Nutrex Hawaii consumer products to introduce them to a broader consumer market, and leverage our experience and reputation for quality, building nutritional brands which promote health and well-being. The foundation of our nutritional products is naturally cultivated Hawaiian Spirulina Pacifica® in powder and tablet form; and BioAstin® Hawaiian Astaxanthin® antioxidant in extract and softgel caplet form. Information about our Company and our products can be viewed at [www.cyanotech.com](http://www.cyanotech.com) and [www.nutrex-hawaii.com](http://www.nutrex-hawaii.com). Consumer products can also be purchased online at [www.nutrex-hawaii.com](http://www.nutrex-hawaii.com).

We are focused on sustainability of production levels in order to promote growth in our astaxanthin and spirulina product lines. We will continue to improve and expand these lines to meet the demand of consumers. We will continue to promote the nutritional superiority of Hawaiian grown microalgae to maintain and expand market share. Significant sales variability between periods and even across several periods can be expected based on historical results.

Gross profit margin percentages going forward will be impacted by production volumes and continued pressure on input costs and greater competition in the market place. This could cause margins to decline in future periods. We will

continue to focus on higher margin consumer products that promote health and well-being. We are dedicated to continuous improvements in process and production methods to stabilize and increase production levels for the future.

Producing the highest quality microalgae is a complex biological process which requires balancing numerous factors including microalgal strain variation, temperature, acidity, nutrient and other environmental considerations, some of which are not within our control. An imbalance or unexpected event can occur resulting in production levels below normal capacity. The allocation of fixed production overheads (such as depreciation, rent and general insurance) to inventories is determined based on normal production capacity. When our production volumes are below normal capacity limits, certain fixed production overhead costs cannot be inventoried and are recorded immediately in cost of sales. In addition, when production costs exceed historical averages, we evaluate whether such costs are one-time-period charges or an ongoing component of inventory cost.

To manage our cash resources effectively, we will continue to balance production in light of sales demand, minimizing the cost associated with build-ups in inventory when appropriate. We could experience unplanned cash outflows and may need to utilize other cash resources to meet working capital needs. A prolonged downturn in sales could impair our ability to generate sufficient cash for operations and minimize our ability to attract additional capital investment which could become necessary in order to expand facilities, enter into new markets or maintain optimal production levels.

Our future results of operations and the other forward-looking statements contained in this Outlook, in particular the statements regarding revenues, gross margin and capital spending, involve a number of risks and uncertainties. In addition to the factors discussed above, any of the following could cause actual results to differ materially: business conditions and growth in the natural products industry and in the general economy; changes in customer order patterns; changes in demand for natural products in general; changes in weather conditions; competitive factors, such as increased production capacity from competing spirulina and astaxanthin producers and the resulting impact, if any, on world market prices for these products; government actions and increased regulations both domestic and foreign; shortage of manufacturing capacity; and other factors beyond our control. Risk factors are discussed in detail in Part II, Item 1A of this quarterly report and in Part I, Item 1A of our Form 10-K report for the year ended March 31, 2017.

We believe that our technology, systems, processes and favorable growing location generally permit year-round harvest of our microalgal products in a cost-effective manner. However, previously experienced imbalances in the highly complex biological production systems, together with volatile energy costs and rapidly changing world markets, suggest a need for continuing caution with respect to variables beyond our reasonable control. Therefore, we cannot, and do not attempt to, provide any definitive assurance with regard to our technology, systems, processes, location, or cost-effectiveness.

Table of Contents

**Item 3. Quantitative and Qualitative Disclosures about Market Risk**

Not applicable.

**Item 4. Controls and Procedures**

*Disclosure Controls and Procedures*

Under the supervision and with the participation of our management, including our chief executive officer (“CEO”) and chief financial officer (“CFO”), we have evaluated the effectiveness of our disclosure controls and procedures, as defined in Rules 13a-15(e) and 15(d)-15(e) of the Exchange Act as of the end of the period covered by this Report. Based on that evaluation, our CEO and CFO have concluded that our disclosure controls and procedures are effective to provide reasonable assurance that information we are required to disclose in reports we file or submit under the Exchange Act is (1) recorded, processed, summarized and reported within the time periods specified in the SEC’s rules and forms and (2) accumulated and communicated to our management, including our CEO and CFO, as appropriate to allow timely decisions regarding required disclosures.

*Management’s Report on Internal Control over Financial Reporting*

The Company’s management is responsible for establishing and maintaining adequate internal control over financial reporting (as defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act). The Company’s internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. Our management evaluated the effectiveness of our internal control over financial reporting as of December 31, 2017. In making this assessment, our management used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission in “Internal Control - Integrated Framework” (2013 Framework). Based on that assessment, management concluded that our internal control over financial reporting was effective as of December 31, 2017.

*Changes to Internal Control Over Financial Reporting*

There was no change in our internal control over financial reporting (as defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act) that occurred during the quarterly period ended December 31, 2017 that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

*Limitations on the Effectiveness of Controls*

Our management, including our Chief Executive Officer and Chief Financial Officer, do not expect that our disclosure controls and procedures or our internal controls over financial reporting will prevent all errors and all fraud. A control system no matter how well designed and implemented, can provide only reasonable, not absolute, assurance that the control system's objectives will be met. Further, the design of a control system must reflect the fact that there are resource constraints, and the benefits of controls must be considered relative to their costs. Because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues within a company are detected.

The inherent limitations include the realities that judgments in decision-making can be faulty, and that breakdowns can occur because of simple error or mistakes. Controls can also be circumvented by the individual acts of some persons, or by collusion of two or more people. Because of the inherent limitations in a cost-effective control system, misstatements due to error or fraud may occur and not be detected.

This Form 10-Q should be read in conjunction with Item 9A "Controls and Procedures" of the Company's Form 10-K for the fiscal year ended March 31, 2017, filed June 22, 2017.

Table of Contents

**PART II. OTHER INFORMATION**

**Item 1. Legal Proceedings**

From time to time the Company may become party to lawsuits and claims that arise in the ordinary course of business relating to employment, intellectual property, and other matters. There were no significant legal matters outstanding at December 31, 2017.

**Item 1A. Risk Factors**

For a discussion of the risk factors relating to our business, please refer to Part I, Item 1A of our Form 10-K for the year ended March 31, 2017, which is incorporated by reference herein.

**Item 2. Unregistered Sales of Equity Securities and Use of Proceeds**

None.

**Item 3. Defaults upon Senior Securities**

None.

**Item 5. Other Information**

None.





Table of Contents

**Item 6. Exhibits**

a) The following exhibits are furnished with this report:

31.1 Certifications of Chief Executive Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 signed as of February 6, 2018.

31.2 Certifications of Chief Financial Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 signed as of February 6, 2018.

32 Certifications of Chief Executive Officer and Chief Financial Officer Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 signed as of February 6, 2018.

99.1 Press Release dated February 6, 2018.

101 The following financial statements from Cyanotech Corporation's Quarterly Report on Form 10-Q for the quarter ended December 31, 2017, formatted in XBRL (eXtensible Business Reporting Language): (i) the Condensed Consolidated Balance Sheets, (ii) the Condensed Consolidated Statements of Operations, (iii) the Condensed Consolidated Statements of Cash Flows, and (iv) Notes to Condensed Consolidated Financial Statements.

Table of Contents

**SIGNATURES**

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

CYANOTECH CORPORATION  
(Registrant)

February 6, 2018 By: /s/ Mawae R. Morton  
(Date) Mawae R. Morton  
*Chief Executive Officer; Director*

February 6, 2018 By: /s/ Jole Deal  
(Date) Jole Deal  
*Vice President — Finance & Administration and CFO  
(Principal Financial and Accounting Officer)*

Table of Contents

EXHIBIT INDEX

| <b>Exhibit Number</b> | <b>Description</b>   |
|-----------------------|--|
| 31.1                  | Certifications of Chief Executive Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 signed as of February 6, 2018.   |
| 31.2                  | Certifications of Chief Financial Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 signed as of February 6, 2018.   |
| 32                    | Certifications of Chief Executive Officer and Chief Financial Officer Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 signed as of February 6, 2018.   |
| 99.1                  | Press Release dated February 6, 2018.  |
| 101                   | The following financial statements from Cyanotech Corporation's Quarterly Report on Form 10-Q for the quarter ended December 31, 2017, formatted in XBRL (eXtensible Business Reporting Language): (i) the Condensed Consolidated Balance Sheets, (ii) the Condensed Consolidated Statements of Operations, (iii) the Condensed Consolidated Statements of Cash Flows, and (iv) Notes to Condensed Consolidated Financial Statements |
| 27                    |  |