

IRIDEX CORP  
Form 10-Q  
May 12, 2015

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended April 4, 2015

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: 0-27598

IRIDEX CORPORATION

(Exact name of registrant as specified in its charter)

Delaware  
(State or other jurisdiction of  
incorporation or organization)

77-0210467  
(I.R.S. Employer  
Identification Number)

1212 Terra Bella Avenue  
Mountain View, California 94043-1824  
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: (650) 940-4700

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Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  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” and “smaller reporting company” in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer  (Do not check if a smaller reporting company) Smaller reporting company

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

The number of shares of common stock, \$0.01 par value, issued and outstanding as of April 27, 2015 was 10,028,886.

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## PART I. FINANCIAL INFORMATION

## Item 1. Condensed Consolidated Financial Statements (Unaudited)

IRIDEX Corporation

## CONDENSED CONSOLIDATED BALANCE SHEETS

(Unaudited, in thousands except share and per share data)

|  | April 4,<br>2015 | January<br>3,<br>2015 (1) |
|--|------------------|---------------------------|
| <b>ASSETS</b>  |                  |                           |
| Current assets:  |                  |                           |
| Cash and cash equivalents  | \$13,122         | \$13,303                  |
| Accounts receivable, net of allowance for doubtful accounts of \$228 as of April 4, 2015 and \$223 as of January 3, 2015 | 8,020            | 8,337                     |
| Inventories  | 9,854            | 9,119                     |
| Prepaid expenses and other current assets  | 589              | 510                       |
| Deferred income taxes - current  | 1,625            | 1,625                     |
| Total current assets   | 33,210           | 32,894                    |
| Property and equipment, net  | 1,016            | 735                       |
| Intangible assets, net   | 280              | 284                       |
| Goodwill   | 533              | 533                       |
| Deferred income taxes - long term  | 7,001            | 7,151                     |
| Other long-term assets   | 210              | 221                       |
| Total assets   | \$42,250         | \$41,818                  |
| <b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>  |                  |                           |
| Current liabilities:   |                  |                           |
| Accounts payable   | \$2,524          | \$1,758                   |
| Accrued compensation   | 1,399            | 1,863                     |
| Accrued expenses   | 1,583            | 1,770                     |
| Accrued warranty   | 511              | 469                       |
| Deferred revenue   | 1,197            | 1,179                     |
| Total current liabilities  | 7,214            | 7,039                     |
| Long-term liabilities:   |                  |                           |
| Other long-term liabilities  | 1,026            | 1,043                     |
| Total liabilities  | 8,240            | 8,082                     |
| Stockholders' equity:  |                  |                           |
| Common stock, \$0.01 par value:  |                  |                           |
| Authorized: 30,000,000 shares;   |                  |                           |
| Issued and outstanding 10,026,110 and 9,786,695 shares as of April 4, 2015 and as of January 3, 2015, respectively       | 109              | 108                       |
| Additional paid-in capital   | 38,538           | 38,511                    |

|  |          |          |
|--|----------|----------|
| Accumulated deficit                        | (4,637 ) | (4,883 ) |
| Total stockholders' equity                 | 34,010   | 33,736   |
| Total liabilities and stockholders' equity | \$42,250 | \$41,818 |

(1) Derived from the audited consolidated financial statements included in the Annual Report on Form 10-K filed with the SEC for the year ended January 3, 2015.

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

## IRIDEX Corporation

## Condensed Consolidated Statements of Operations

(Unaudited, in thousands except per share data)

|   | Three Months Ended |                      |
|---|--------------------|----------------------|
|   | April 4,<br>2015   | March<br>29,<br>2014 |
| Total revenues  | \$ 10,796          | \$ 10,329            |
| Cost of revenues  | 5,386              | 5,274                |
| Gross profit  | 5,410              | 5,055                |
| Operating expenses:   |                    |                      |
| Research and development  | 1,281              | 1,194                |
| Sales and marketing   | 2,071              | 1,748                |
| General and administrative  | 1,655              | 1,516                |
| Total operating expenses  | 5,007              | 4,458                |
| Income from operations  | 403                | 597                  |
| Other expense, net  | 7                  | 97                   |
| Income from operations before provision for income taxes              | 396                | 500                  |
| Provision for income taxes  | 150                | 13                   |
| Net income  | \$ 246             | \$ 487               |
| Net income per share:   |                    |                      |
| Basic   | \$ 0.02            | \$ 0.05              |
| Diluted   | \$ 0.02            | \$ 0.05              |
| Weighted average shares used in computing net income per common share |                    |                      |
| Basic   | 9,868              | 9,963                |
| Diluted   | 10,108             | 10,526               |

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



IRIDEX Corporation

Condensed Consolidated Statements of Comprehensive Income

(Unaudited, in thousands)

|  | Three Months Ended |        |
|--|--------------------|--------|
|  | April 4,           | March  |
|  | 2015               | 2014   |
| Net income                             | \$ 246             | \$ 487 |
| Other comprehensive income, net of tax | —                  | —      |
| Comprehensive income                   | \$ 246             | \$ 487 |

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



## IRIDEX Corporation

## Condensed Consolidated Statements of Cash Flows

(Unaudited, in thousands)

|  | Three Months Ended |                      |
|--|--------------------|----------------------|
|  | April 4,<br>2015   | March<br>29,<br>2014 |
| <b>Operating activities:</b>   |                    |                      |
| Net income   | \$ 246             | \$ 487               |
| <b>Adjustments to reconcile net income to net cash provided by operating activities:</b> |                    |                      |
| Depreciation and amortization  | 120                | 108                  |
| Change in fair value of earn-out liability   | 8                  | 99                   |
| Stock-based compensation cost recognized   | 333                | 244                  |
| Provision for doubtful accounts  | 22                 | 10                   |
| Deferred income taxes  | 150                | —                    |
| <b>Changes in operating assets and liabilities:</b>                                      |                    |                      |
| Accounts receivable  | 295                | 603                  |
| Inventories  | (735 )             | 747                  |
| Prepaid expenses and other current assets  | (79 )              | (154 )               |
| Other long-term assets   | 11                 | 15                   |
| Accounts payable   | 766                | (508 )               |
| Accrued compensation   | (464 )             | (493 )               |
| Accrued expenses   | (123 )             | (582 )               |
| Accrued warranty   | 42                 | 16                   |
| Deferred revenue   | 18                 | (49 )                |
| Other long-term liabilities  | 7                  | 102                  |
| Net cash provided by operating activities  | 617                | 645                  |
| <b>Investing activities:</b>   |                    |                      |
| Acquisition of property and equipment  | (397 )             | (108 )               |
| Payment on earn-out liability  | (96 )              | (94 )                |
| Net cash used in investing activities  | (493 )             | (202 )               |
| <b>Financing activities:</b>   |                    |                      |
| Proceeds from stock option exercises   | 487                | 329                  |
| Repurchase of common stock   | (192 )             | (247 )               |
| Taxes paid related to net share settlements of equity awards                             | (600 )             | —                    |
| Net cash (used in) provided by financing activities                                      | (305 )             | 82                   |
| Net (decrease) increase in cash and cash equivalents                                     | (181 )             | 525                  |
| Cash and cash equivalents, beginning of period   | 13,303             | 13,444               |
| Cash and cash equivalents, end of period   | \$ 13,122          | \$ 13,969            |

Supplemental disclosure of cash flow information:

Cash paid during the period for:

|              |     |     |
|--------------|-----|-----|
| Income taxes | \$2 | \$4 |
|--------------|-----|-----|

Supplemental non-cash financing activities:

|   |     |      |
|---|-----|------|
| Accrual for unsettled repurchases of common stock | \$— | \$99 |
|---|-----|------|

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

IRIDEX Corporation

Notes to Unaudited Condensed Consolidated Financial Statements

1. Basis of Presentation

The accompanying unaudited condensed consolidated financial statements of IRIDEX Corporation (“IRIDEX”, the “Company”, “we”, “our”, or “us”) have been prepared in accordance with generally accepted accounting principles in the United States (“U.S. GAAP”) for interim financial information and pursuant to the instructions to Form 10-Q and Article 10-01 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by U.S. GAAP for complete financial statements. In the opinion of management, all adjustments, consisting of normal recurring adjustments, considered necessary for a fair presentation of the financial statements have been included.

The accompanying unaudited condensed consolidated financial statements should be read in conjunction with the audited consolidated financial statements and notes thereto, together with management’s discussion and analysis of the Company’s financial condition and results of operations, contained in our Annual Report on Form 10-K for the fiscal year ended January 3, 2015, which was filed with the Securities and Exchange Commission (“SEC”) on April 2, 2015. The results of operations for the three months ended April 4, 2015 are not necessarily indicative of the results for the year ending January 2, 2016 or any future interim period. The three month periods ended April 4, 2015 and March 29, 2014, each had 13 weeks. For purposes of reporting the financial results, the Company’s fiscal years end on the Saturday closest to the end of December. Periodically, the Company adds a 53rd week to a year in order to end that year on the Saturday closest to the end of December.

2. Summary of Significant Accounting Policies

The Company’s significant accounting policies are disclosed in our Annual Report on Form 10-K for the year ended January 3, 2015, which was filed with the SEC on April 2, 2015.

Financial Statement Presentation.

The unaudited condensed consolidated financial statements include the accounts of the Company and our wholly owned subsidiaries. All significant intercompany accounts and transactions have been eliminated in consolidation.

Use of Estimates.

The preparation of unaudited condensed consolidated financial statements in conformity with U.S. GAAP requires us to make estimates and judgments that affect the reported amounts of assets, liabilities, revenues, and expenses and the related disclosure of contingent assets and liabilities. We base our estimates on historical experience and on various other assumptions that we believe to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. In addition, any change in these estimates or their related assumptions could have an adverse effect on our operating results.

Revenue Recognition.

Our revenues arise from the sale of laser consoles, delivery devices, consumables and service and support activities. Revenue from product sales is recognized upon receipt of a purchase order and product shipment provided that no

significant obligations remain collectibility is reasonably assured. Shipments are generally made with Free-On-Board (“FOB”) shipping point terms, whereby title passes upon shipment from our dock. Any shipments with FOB receiving point terms are recorded as revenue when the shipment arrives at the receiving point. Cost is recognized as product sales revenue is recognized. The Company’s sales may include post-sales obligations for training or other deliverables. For revenue arrangements such as these, we recognize revenue in accordance with Accounting Standards Codification (“ASC”) 605, Revenue Recognition, Multiple-Element Arrangements. The Company allocates revenue among deliverables in multiple-element arrangements using the relative selling price method. Revenue allocated to each element is recognized when the basic revenue recognition criteria is met for each element. The Company is required to apply a hierarchy to determine the selling price to be used for allocating revenue to deliverables: (i) vendor-specific objective evidence of selling price (“VSOE”), (ii) third-party evidence of selling price (“TPE”) and (iii) best estimate of the selling price (“ESP”). In general, the Company is unable to establish VSOE or TPE for all of the elements in the arrangement; therefore, revenue is allocated to these elements based on the Company’s ESP, which the Company determines after considering multiple factors such as management approved pricing guidelines, geographic differences, market conditions, competitor pricing strategies, internal costs and gross margin objectives. These factors may vary over time depending upon the unique facts and circumstances related to each deliverable. As a result, the Company’s ESP for products and services could change. Revenues for post-sales obligations are recognized as the obligations are fulfilled.

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In international regions, we utilize distributors to market and sell our products. We recognize revenue upon shipment for sales to these independent, third-party distributors as we have no continuing obligations subsequent to shipment. Generally our distributors are responsible for all marketing, sales, installation, training and warranty labor coverage for our products. Our standard terms and conditions do not provide price protection or stock retention rights to any of our distributors.

Royalty revenues are typically based on licensees' net sales of products that utilize our technology and are recognized as earned in accordance with the contract terms when royalties from licensees can be reliably measured and collectibility is reasonably assured, such as upon the earlier of the receipt of a royalty statement from the licensee or upon payment by the licensee.

### Taxes Collected from Customers and Remitted to Governmental Authorities.

Taxes collected from customers and remitted to governmental authorities are recognized on a net basis in the accompanying consolidated statements of operations.

### Shipping and Handling Costs.

Our shipping and handling costs billed to customers are included in revenues and the associated expense is recorded in cost of revenues for all periods presented.

### Deferred Revenue.

Revenue related to extended service contracts is deferred and recognized on a straight line basis over the period of the applicable service contract. Costs associated with these service arrangements are recognized as incurred.

A reconciliation of the changes in the Company's deferred revenue balance for the three months ended April 4, 2015 and March 29, 2014 is as follows:

|                              | Three Months Ended |                      |
|------------------------------|--------------------|----------------------|
| (in thousands)               | April 4,<br>2015   | March<br>29,<br>2014 |
| Balance, beginning of period | \$ 1,179           | \$ 1,133             |
| Additions to deferral        | 323                | 337                  |
| Revenue recognized           | (305 )             | (386 )               |
| Balance, end of period       | \$ 1,197           | \$ 1,084             |

### Warranty.

The Company generally provides a one to two year warranty on its products, which is accrued for upon shipment of products. Actual warranty costs incurred have not materially differed from those accrued. The Company's warranty policy is applicable to products which are considered defective in their performance or fail to meet the product specifications. Warranty costs are reflected in the statement of operations as cost of revenues.

A reconciliation of the changes in the Company's warranty liability for the three months ended April 4, 2015 and March 29, 2014 is as follows:



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| (in thousands)                          | Three Months Ended |                      |
|---|--------------------|----------------------|
|   | April 4,<br>2015   | March<br>29,<br>2014 |
| Balance, beginning of period            | \$ 469             | \$ 468               |
| Accruals for product warranties         | 112                | 67                   |
| Cost of warranty claims and adjustments | (70 )              | (51 )                |
| Balance, end of period                  | \$ 511             | \$ 484               |

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## Recently Issued and Adopted Accounting Standards.

In May 2014, as part of its ongoing efforts to assist in the convergence of U.S. GAAP and International Financial Reporting Standards (“IFRS”), the Financial Accounting Standards Board (“FASB”) issued Accounting Standards Update (“ASU”) 2014-09, “Revenue from Contracts with Customers.” The new guidance sets forth a new five-step revenue recognition model which replaces the prior revenue recognition guidance in its entirety and is intended to eliminate numerous industry-specific pieces of revenue recognition guidance that have historically existed in U.S. GAAP. The underlying principle of the new standard is that a business or other organization will recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects what it expects in exchange for the goods or services. The standard also requires more detailed disclosures and provides additional guidance for transactions that were not addressed completely in the prior accounting guidance. The ASU provides alternative methods of initial adoption and is effective for annual and interim periods beginning after December 15, 2017. We are currently evaluating the impact that this standard will have on our consolidated financial statements.

In June 2014, the FASB issued ASU 2014-12, “Accounting for Share-Based Payments When the Terms of an Award Provide That a Performance Target Could Be Achieved after the Requisite Service Period (a consensus of the FASB Emerging Issues Task Force)”. The ASU clarifies that entities should treat performance targets that can be met after the requisite service period of a share-based payment award as performance conditions that affect vesting. Therefore, an entity would not record compensation expense (measured as of the grant date without taking into account the effect of the performance target) related to an award for which transfer to the employee is contingent on the entity’s satisfaction of a performance target until it becomes probable that the performance target will be met. The ASU does not contain any new disclosure requirements. For all entities, the ASU is effective for reporting periods beginning after December 15, 2015. Early adoption is permitted. We expect to adopt this standard in fiscal 2016 and do not expect the adoption of this standard to have a material impact on our consolidated financial statements.

## 3. Inventories

The components of the Company’s inventories as of April 4, 2015 and January 3, 2015 are as follows:

|                   | April<br>4,<br>2015 | January<br>3,<br>2015 |
|-------------------|---------------------|-----------------------|
| (in thousands)    |                     |                       |
| Raw materials     | \$3,925             | \$3,966               |
| Work in process   | 1,827               | 1,609                 |
| Finished goods    | 4,102               | 3,544                 |
| Total inventories | \$9,854             | \$9,119               |

## 4. Goodwill and Intangible Assets

Goodwill.

The carrying value of goodwill was \$0.5 million as of April 4, 2015 and January 3, 2015.

Goodwill represents the excess of the purchase price over the fair value of the net tangible and identifiable intangible assets acquired in a business combination. The Company reviews goodwill for impairment on an annual basis or whenever events or changes in circumstances indicate the carrying value may not be recoverable. The Company first assesses qualitative factors to determine whether it is more likely than not that the fair value of a reporting unit is less than its carrying amount as a basis for determining whether it is necessary to perform the two-step quantitative goodwill impairment test. If, after assessing the totality of circumstances, an entity determines that it is more likely than not that the fair value of a reporting unit is less than its carrying amount, then it is required to perform the two-step impairment test. An entity is not required to calculate the fair value of a reporting unit unless the entity determines that it is more likely than not that its fair value is less than its carrying value. However, an entity also has the option to bypass the qualitative assessment for any reporting unit in any period and proceed directly to performing the first step of the two-step goodwill impairment test. The Company has determined that it has a single reporting unit for purposes of performing its goodwill impairment test. As the Company uses the market approach to assess impairment, its common stock price is an important component of the fair value calculation. If the Company's stock price continues to experience significant price and volume fluctuations, this will impact the fair value of the reporting unit and can lead to potential impairment in future periods. The Company performed its annual impairment test during the second quarter of fiscal 2014 and determined that its goodwill was not impaired. As of April 4, 2015, the Company had not identified any factors that indicated there was an impairment of its goodwill and determined that no additional impairment analysis was then required.

## Intangible Assets.

The following table summarizes the components of gross and net intangible asset balances:

| (in thousands)     | April 4, 2015               |                             |                           | Remaining<br>Life | January 3, 2015             |                             |                           |
|--------------------|-----------------------------|-----------------------------|---------------------------|-------------------|-----------------------------|-----------------------------|---------------------------|
|                    | Gross<br>Carrying<br>Amount | Accumulated<br>Amortization | Net<br>Carrying<br>Amount |                   | Gross<br>Carrying<br>Amount | Accumulated<br>Amortization | Net<br>Carrying<br>Amount |
| Patents            | \$720                       | \$ 600                      | \$ 120                    | Varies            | \$720                       | \$ 600                      | \$ 120                    |
| Customer relations | 240                         | 80                          | 160                       | 10.0 years        | 240                         | 76                          | 164                       |
|                    | \$960                       | \$ 680                      | \$ 280                    |                   | \$960                       | \$ 676                      | \$ 284                    |

Amortization expense totaled \$4 thousand and \$32 thousand for the three months ended April 4, 2015 and March 29, 2014, respectively.

The amortization of customer relations was charged to sales and marketing expense and the amortization of patents was charged to cost of revenues.

## Future estimated amortization expense (in thousands):

|                    |       |
|--------------------|-------|
| 2015 (nine months) | \$50  |
| 2016               | 98    |
| 2017               | 16    |
| 2018               | 16    |
| 2019               | 16    |
| Thereafter         | 84    |
| Total              | \$280 |

## 5. Fair Value Measurements

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value hierarchy distinguishes between (1) market participant assumptions developed based on market data obtained from independent sources (observable inputs) and (2) an entity's own assumptions about market participant assumptions developed based on the best information available in the circumstances (unobservable inputs). The fair value hierarchy consists of three broad levels, which gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). The three levels of the fair value hierarchy are described below:

Level 1: Quoted prices (unadjusted) in active markets that are accessible at the measurement date for assets or liabilities.

Level 2: Directly or indirectly observable inputs as of the reporting date through correlation with market data, including quoted prices for similar assets and liabilities in active markets and quoted prices in markets that are not active. Level 2 also includes assets and liabilities that are valued using models or other pricing methodologies that do

not require significant judgment since the input assumptions used in the models, such as interest rates and volatility factors, are corroborated by readily observable data from actively quoted markets for substantially the full term of the financial instrument.

Level 3: Unobservable inputs that are supported by little or no market activity and reflect the use of significant management judgment. These values are generally determined using pricing models for which the assumptions utilize management's estimates of market participant assumptions.

In determining fair value, the Company utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs to the extent possible, as well as considers counterparty credit risk in its assessment of fair value.

The carrying amounts of the Company's financial assets and liabilities, including cash and cash equivalents, accounts receivable, accounts payable, and accrued expenses as of April 4, 2015 and January 3, 2015, approximate fair value because of the short maturity of these instruments.

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As of April 4, 2015 and January 3, 2015, financial assets and liabilities measured and recognized at fair value on a recurring basis and classified under the appropriate level of the fair value hierarchy as described above were as follows:

| (in thousands)      | April 4, 2015<br>Fair Value Measurements |         |         |          | January 3, 2015<br>Fair Value Measurements |         |         |          |
|---------------------|--|---------|---------|----------|--|---------|---------|----------|
|                     | Level 1                                  | Level 2 | Level 3 | Total    | Level 1                                    | Level 2 | Level 3 | Total    |
| <b>Assets:</b>      |  |         |         |          |  |         |         |          |
| Money market funds  | \$11,846                                 | —       | —       | \$11,846 | \$11,846                                   | —       | —       | \$11,846 |
| <b>Liabilities:</b> |  |         |         |          |  |         |         |          |
| Earn-out liability  | —  | —       | \$1,335 | \$1,335  | \$—  | —       | \$1,423 | \$1,423  |

The Company's Level 1 financial assets are money market funds whose fair values are based on quoted market prices. The Company does not have any Level 2 financial assets or liabilities. The fair value of the earn-out liability arising from the acquisitions of RetinaLabs, Inc. and Ocunetics, Inc. is classified within Level 3 of the fair value hierarchy since it is based on significant unobservable inputs. The significant unobservable inputs include projected royalties and discount rates to present value the payments. A significant increase (decrease) in the projected royalty payments in isolation could result in a significantly higher (lower) fair value measurement and a significant increase (decrease) in the discount rate in isolation could result in a significantly lower (higher) fair value measurement. The fair value of the earn-out liability is calculated on a quarterly basis by the Company based on a collaborative effort of the Company's operations, finance and accounting groups as additional information becomes available. Any change in the fair value adjustment is recorded in the statement of operations of that period.

The following table presents quantitative information about the inputs and valuation methodologies used for our fair value measurements classified in Level 3 of the fair value hierarchy as of April 4, 2015.

| As of April 4, 2015 | Fair Value<br>(in thousands) | Valuation<br>Technique | Significant<br>Unobservable<br>Input                   | Weighted<br>Average<br>(range)                              |
|---------------------|------------------------------|------------------------|--|---|
| Earn-out liability  | \$1,335                      | Discounted cash flow   | Projected royalties<br>(in thousands)<br>Discount rate | \$2,934<br>(\$669 - \$3,517)<br>13.74%<br>(10.33% - 27.00%) |

A reconciliation of the changes in the Company's earn-out liability (Level 3 liability) for the three months ended April 4, 2015 and March 29, 2014 is as follows:

| (in thousands)                             | Three Months Ended |                      |
|--|--------------------|----------------------|
|  | April 4,<br>2015   | March<br>29,<br>2014 |
| Balance at the beginning of the period     | \$ 1,423           | \$ 624               |
| Payments against earn-out                  | (96 )              | (94 )                |
| Change in fair value of earn-out liability | 8                  | 99                   |
| Balance at the end of the period           | \$ 1,335           | \$ 629               |

The earn-out liability is included in accrued expenses and other long-term liabilities in the condensed consolidated balance sheets. Any change in the fair value adjustment is recorded to other expense in the condensed consolidated

statements of operations.

## 6. Stock Based Compensation

The Company accounts for stock-based compensation granted to employees and directors, including employees stock option awards, restricted stock and restricted stock units in accordance with ASC 718, Compensation – Stock Compensation (“ASC 718”). Accordingly, stock-based compensation cost is measured at grant date, based on the fair value of the award, and is recognized as expense over the employee’s service period. The Company recognizes compensation expense on a straight-line basis over the requisite service period of the award.

The Company values options using the Black-Scholes option pricing model. Restricted stock and time-based restricted stock units are valued at the grant date fair value of the underlying common shares. Performance-based restricted stock units are valued using the Monte Carlo simulation model. The Black-Scholes option pricing model requires the use of highly subjective and complex assumptions which determine the fair value of share-based awards, including the option’s expected term and the price volatility of the underlying stock. The Monte Carlo simulation model incorporates assumptions for the holding period, risk-free interest rate, stock price volatility and dividend yield.

## 2008 Equity Incentive Plan.

For the three months ended April 4, 2015, the only active share-based compensation plan was the 2008 Equity Incentive Plan (the “Incentive Plan”). The terms of awards granted during the three months ended April 4, 2015 were consistent with those described in the consolidated financial statements included in our Annual Report on Form 10-K for the year ended January 3, 2015.

## Summary of Stock Options

The following table summarizes information regarding activity in our stock option plan during the three months ended April 4, 2015:

|                                   | Number of<br>Shares | Weighted<br>Average<br>Exercise Price<br>Per Share | Aggregate<br>Intrinsic<br>Value<br>(thousands) |
|-----------------------------------|---------------------|--|--|
| Outstanding as of January 3, 2015 | 833,795             | \$ 4.88  |  |
| Granted                           | 78,300              | \$ 10.73   |  |
| Exercised                         | (126,119 )          | \$ 3.86  |  |
| Canceled or forfeited             | (7,000 )            | \$ 3.35  |  |
| Outstanding as of April 4, 2015   | 778,976             | \$ 5.65  | \$ 3,939                                       |

The weighted average grant date fair value of the options granted under the Company’s stock plans as calculated using the Black-Scholes option-pricing model was \$4.61 and \$4.09 per share for the three months ended April 4, 2015 and March 29, 2014, respectively.

The Company uses the Black-Scholes option-pricing model to estimate fair value of stock-based awards (options) with the following weighted average assumptions:

|                                 | Three Months Ended |   |                   |   |
|---------------------------------|--------------------|---|-------------------|---|
|                                 | April 4,<br>2015   |   | March 29,<br>2014 |   |
| Average risk free interest rate | 1.21               | % | 1.49              | % |
| Expected life (in years)        | 4.55 years         |   | 4.50 years        |   |
| Dividend yield                  | —                  | % | —                 | % |
| Average volatility              | 51                 | % | 57                | % |

Option-pricing models require the input of various subjective assumptions, including the option’s expected life and the price volatility of the underlying stock. The expected stock price volatility is based on analysis of the Company’s stock price history over a period commensurate with the expected term of the options, trading volume of the Company’s stock, look-back volatilities and Company specific events that affected volatility in a prior period. The expected term of employee stock options represents the weighted average period the stock options are expected to remain outstanding and is based on the history of exercises and cancellations on all past option grants made by the Company, the contractual term, the vesting period and the expected remaining term of the outstanding options. The risk-free interest rate is based on the U.S. Treasury interest rates whose term is consistent with the expected life of the stock options. No dividend yield is included as the Company has not issued any dividends and does not anticipate issuing any dividends in the future.



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The following table shows stock-based compensation expense included in the condensed consolidated statements of operations for the three and three months ended April 4, 2015 and March 29, 2014:

|                          | Three Months Ended |                      |
|--------------------------|--------------------|----------------------|
|                          | April 4,<br>2015   | March<br>29,<br>2014 |
| Cost of revenues         | \$ 67              | \$ 34                |
| Research and development |                    |                      |