

HARMONIC INC  
Form 8-K  
January 22, 2004

**Table of Contents**

---

---

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

---

**FORM 8-K**

---

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

January 22, 2004

---

Date of Report  
(Date of earliest event reported)

**HARMONIC INC.**

(Exact name of Registrant as specified in its charter)

Delaware

0-25826

77-0201147

---

(State or other jurisdiction of  
incorporation or organization)

Commission File Number

(I.R.S. Employer  
Identification Number)

549 Baltic Way  
Sunnyvale, CA 94089  
(408) 542-2500

(Address, including zip code, and telephone number, including area code,  
of Registrant's principal executive offices)

---

---

---

**TABLE OF CONTENTS**

Item 7. Financial Statements and Exhibits

Item 12. Results of Operations and Financial Condition

SIGNATURES

Exhibit Index

EXHIBIT 99.1

---

**Table of Contents**

**Item 7. Financial Statements and Exhibits**

(c) Exhibits

| <b>Exhibit Number</b> | <b>Description</b>   |
|-----------------------|--|
| 99.1                  | Press Release of Harmonic Inc., issued on January 22, 2004 |

**Item 12. Results of Operations and Financial Condition**

On January 22, 2004, Harmonic Inc. ( Harmonic ) is issuing a press release and holding a conference call regarding its financial results for the quarter ended December 31, 2003. A copy of the press release is furnished as Exhibit 99.1 to this report.

**Use of Non-GAAP Financial Information**

To supplement our consolidated financial statements presented in accordance with GAAP, Harmonic uses non-GAAP measures of operating income/loss, net income/loss and earnings/loss per share, which are adjusted from results based on GAAP to exclude certain costs and credits and gains and losses. These non-GAAP adjustments are provided to enhance the user's overall understanding of our current financial performance and our prospects for the future. Specifically, we believe the non-GAAP results provide useful information to both management and investors by excluding certain items that we believe are not indicative of our core operating performance. In addition, since we have historically reported non-GAAP results to the investment community, we believe the inclusion of non-GAAP numbers provides consistency in our financial reporting. Further, these non-GAAP results are a primary indicator used by management for planning and forecasting in future periods. The presentation of this additional information is not intended to be considered in isolation or as a substitute for results prepared in accordance with accounting principles generally accepted in the United States, and is not necessarily comparable to non-GAAP results published by other companies. A table reconciling the non-GAAP results to GAAP results is included in the accompanying press release.

**Table of Contents**

**SIGNATURES**

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

HARMONIC INC.

Date: January 22, 2004

By: /s/ROBIN N. DICKSON

Robin N. Dickson  
Chief Financial Officer

**Table of Contents**

Exhibit Index

| <b>Exhibit Number</b> | <b>Description</b>   |
|-----------------------|--|
| 99.1                  | Press Release of Harmonic Inc., issued on January 22, 2004 |

4