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

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**FORM 8-K**

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**CURRENT REPORT**

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

Date of Report (Date of earliest event Reported): January 26, 2017

**CLEARFIELD, INC.**

(Exact Name of Registrant as Specified in Charter)

**Minnesota**  
(State or Other Jurisdiction of Incorporation)

**000-16106**  
(Commission File Number)

**41-1347235**  
(I.R.S. Employer Identification Number)

**7050 Winnetka Avenue North, Suite 100, Brooklyn Park, Minnesota 55428**  
(Address of Principal Executive Offices) (Zip Code)

**(763) 476-6866**  
(Registrant's telephone number, including area code)

**Not Applicable**  
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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Items under Sections 1 and 3 through 7 are not applicable and therefore omitted.

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

Clearfield, Inc. (the “Company”) hereby furnishes as Exhibit 99.1 a press release issued on January 26, 2017 disclosing material non-public information regarding its results of operations for the first quarter ended December 31, 2016.

In the January 26, 2017 earnings release, the Company directs readers to a page of its website to access an investor communication entitled “FY17 Q1 FieldReport,” which is furnished hereto as Exhibit 99.2. The FY17 Q1 FieldReport consists of a slide presentation and a related embedded audio recording of remarks by Cheryl Beranek, the Company’s President and Chief Executive Officer, and Daniel R. Herzog, the Company’s Chief Financial Officer, discussing the first quarter ended December 31, 2016 results, as well as the business and prospects of the Company.

**Item 8.01. Other Events.**

As described above, the Company made the FY17 Q1 FieldReport, furnished hereto as Exhibit 99.2, available on its website on January 26, 2017. The Company is not including the information on its website as a part of, or incorporating it by reference into, this Current Report on Form 8-K.

**Item 9.01. Financial Statements and Exhibits.**

<u>Exhibit</u> <u>No.</u>	<u>Description</u>
99.1	Press Release Issued by Clearfield, Inc. on January 26, 2017.
99.2	FY17 Q1 FieldReport – Presentation dated January 26, 2017 and Transcript of Remarks of Cheryl Beranek, President and Chief Executive Officer, and Daniel Herzog, Chief Financial Officer, of Clearfield, Inc.

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**SIGNATURE**

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.

**CLEARFIELD, INC.**

Date: January 26, 2017

By: /s/ Daniel Herzog  
Daniel Herzog  
Chief Financial Officer

## Clearfield Reports Fiscal First Quarter 2017 Results; Revenues to Tier 1 Customers Expand

MINNEAPOLIS, Jan. 26, 2017 (GLOBE NEWSWIRE) -- **Clearfield, Inc.** (NASDAQ:CLFD), the specialist in fiber management and connectivity platforms for communications providers, reported results for the fiscal first quarter ended December 31, 2016.

### Fiscal Q1 2017 Financial Summary

<i>(in millions except per share data and percentages)</i>	<b>Q1 2017 vs. Q1 2016 Change Change (%)</b>			
<b>Revenue</b>	<b>\$18.3</b>	\$ 15.7	\$ 2.6	<b>16%</b>
<b>Gross Profit</b>	<b>\$ 7.2</b>	\$ 6.7	\$ 0.5	<b>8%</b>
<b>Gross Margin</b>	<b>39.5%</b>	42.6%	-3.1%	<b>-7%</b>
<b>Pre-Tax Income</b>	<b>\$ 1.2</b>	\$ 2.0	\$ (0.8)	<b>-38%</b>
<b>Income Tax Expense</b>	<b>\$ 0.4</b>	\$ 0.5	\$ (0.1)	<b>-30%</b>
<b>Net Income</b>	<b>\$ 0.9</b>	\$ 1.5	\$ (0.6)	<b>-41%</b>
<b>Net Income per Diluted Share</b>	<b>\$0.06</b>	\$ 0.11	\$(0.05)	<b>-45%</b>

### Fiscal Q1 2017 Financial Results

Revenue for the first quarter of fiscal 2017 increased 16% to \$18.3 million from \$15.7 million in the same year-ago quarter. The improvement was primarily due to increased deployments by the Company's wireline and wireless customers in both domestic and international markets.

Gross profit increased 8% to \$7.2 million, 39.5% of revenue, from \$6.7 million, 42.6% of revenue, in the first fiscal quarter of 2016. The increase in gross profit was due to increased volume while the decrease in gross margin for the quarter was due in part to a higher percentage of sales to the Tier 1 customer group, increasing sales through distribution, along with a change in product mix.

Operating expenses were \$6.0 million, an increase of 28% compared to \$4.7 million in the same year-ago quarter. The increase was primarily due to additional personnel supporting sales and operational expansion.

Pre-tax income decreased 38% to \$1.2 million from \$2.0 million in the same year-ago quarter.

Income tax expense decreased 30% to \$367,000 from \$526,000 in the same year-ago quarter. The Company recognized a net tax benefit of \$104,000 for the quarter ended December 31, 2015 as a result of the adoption in the fourth quarter of fiscal 2016 of a new accounting pronouncement related to the income tax accounting for stock-based compensation. This net tax benefit and related effects are reflected in the table above and the accompanying financial statements. Net income decreased 41% to \$0.9 million, or \$0.06 per diluted share, from \$1.5 million, or \$0.11 per diluted share, in the same year-ago quarter.

During the quarter ended December 31, 2016, cash, cash equivalents and investments decreased 2% to \$43.3 million from \$44.2 million at the end of the prior quarter. The Company had no debt at quarter end. In addition, during the quarter there were no repurchases of shares under the stock repurchase program.

Order backlog (defined as purchase orders received but not yet fulfilled) at December 31, 2016 decreased 20% to \$3.6 million from \$4.6 million at September 30, 2016, and increased 8% from \$3.4 million compared to December 31, 2015.

### Management Commentary

"We began the new fiscal year with much of the same momentum we experienced throughout fiscal 2016," said Clearfield CEO, Cheri Beranek. "Revenue for the first quarter grew by 16% year-over-year, reflecting strong growth in our wireline and wireless markets, despite a seasonally-driven reduction in demand from our cable TV customers. Most notably, our sales to the Tier 1 group represented 9% of our total revenue for the quarter, reflecting the positive traction we've gained with this customer group so far. We are continuing to invest in certification testing across multiple product and technology categories. Although this is a lengthy, arduous and ongoing process, we continue to share our progress with members of the selection committees of various service providers.

"We believe we are steadily increasing our market share across our key markets, and are positioned to leverage our best-in-class lead times to meet supplier network demands and achieve our growth initiatives for fiscal 2017. These initiatives include expanding our sales and marketing capacity, continuing to build solutions around our customers' unique requirements, and leveraging our established reputation and expertise within our core markets to successfully compete in some of our newer markets, especially the Tier 1 level.

"We are maintaining our 15%+ revenue growth outlook for fiscal 2017. We expect revenues into our wireless and cable TV business to grow by a substantial amount, as we continue to illustrate how our technologies reduce the capital and operational expenditures associated with building and operating broadband networks. Further, we anticipate our core Tier 3 and municipality business to exhibit much of the consistent growth we've seen over the years, as we look to not only maintain but also increase our leading market share in this space.

"We are pleased with the quarter's acceleration in sales to the Tier 1 group, while we emphasize again that sales cycles for these customers are typically long and require an adequate level of investment. Fortunately, we have not only built the right manufacturing structure, but also have a strong balance sheet and an expanded salesforce, to help us scale and meet the growing demands of these customers. For this reason, we

continue to keep the plus in our fiscal 2017 forecast to indicate that a further ramp up in sales to the Tier 1 customers could accelerate our growth projections.

“Overall, we are excited to close out the first quarter of the new fiscal year with strong traction on both the customer and financial fronts. Building on the momentum we have already made, we believe we are positioned to continue growing profitably while also pursuing opportunities that can help us scale our organization.”

### FieldReport

Clearfield issued its FieldReport for fiscal Q1 2017, which is available in the investor relations section of the Company’s website or by clicking here. Comprised of presentation slides with audio and video, the report provides additional insight into Clearfield’s financial and operational performance.

### About Clearfield, Inc.

Clearfield, Inc. (NASDAQ:CLFD) designs, manufactures and distributes fiber optic management, protection and delivery products for communications networks. Our “fiber to the anywhere” platform serves the unique requirements of leading incumbent local exchange carriers (traditional carriers), competitive local exchange carriers (alternative carriers), and MSO/cable TV companies, while also catering to the broadband needs of the utility/municipality, enterprise, data center and military markets.

Clearfield offers the industry’s only fiber management and delivery platform that simplifies the fiber to the ‘x’ (FTTx) equation with the promise of a design methodology that addresses each network’s unique requirements, while building simplicity into the design and delivering the lowest total cost of ownership.

Based on the patented Clearview™ Cassette, Clearfield’s unique single-architected, modular fiber management platform is designed to further lower the cost of broadband deployment and maintenance by consolidating, protecting and distributing incoming and outgoing fiber circuits, enabling customers to scale their operations as their subscriber revenues increase. Headquartered in Minneapolis, MN, Clearfield deploys more than a million fiber ports each year. For more information, visit [www.SeeClearfield.com](http://www.SeeClearfield.com).

### Cautionary Statement Regarding Forward-Looking Information

*Forward-looking statements contained herein and in the FieldReport are made pursuant to the safe harbor provisions of the Private Litigation Reform Act of 1995. Words such as “may,” “will,” “expect,” “believe,” “anticipate,” “estimate,” “outlook,” or “continue” or comparable terminology are intended to identify forward-looking statements. Such forward looking statements include, for example, statements about the Company’s future revenue and operating performance, growth of the FTTx markets, effectiveness of the Company’s sales and marketing strategies and organization, utilization of manufacturing capacity, and the development and marketing of products. These statements are based upon the Company’s current expectations and judgments about future developments in the Company’s business. Certain important factors could have a material impact on the Company’s performance, including without limitation: to compete effectively, we must continually improve existing products and introduce new products that achieve market acceptance; our operating results may fluctuate significantly from quarter to quarter, which may make budgeting for expenses difficult and may negatively affect the market price of our common stock; intense competition in our industry may result in price reductions, lower gross profits and loss of market share; we rely on single-source suppliers, which could cause delays, increases in costs or prevent us from completing customer orders, all of which could materially harm our business; a significant percentage of our sales in the last three fiscal years have been made to a small number of customers, and the loss of these major customers would adversely affect us; our success depends upon adequate protection of our patent and intellectual property rights; National Broadband Plan’s transitioning from the USF to the CAF program may cause our customers and prospective customers to delay or reduce purchases; further consolidation among our customers may result in the loss of some customers and may reduce sales during the pendency of business combinations and related integration activities; our planned implementation of an enterprise resource planning software solution and other information technology systems could result in significant disruptions to our operations; product defects or the failure of our products to meet specifications could cause us to lose customers and sales or to incur unexpected expenses; we are dependent on key personnel; we face risks associated with expanding our sales outside of the United States; our results of operations could be adversely affected by economic conditions and the effects of these conditions on our customers’ businesses; our stock price has been volatile historically and may continue to be volatile; the price of our common stock may fluctuate significantly; future sales of shares of our common stock in the public market may negatively affect our stock price; anti-takeover provisions in our organizational documents, Minnesota law and other agreements could prevent or delay a change in control of our company; compliance with changing regulation of corporate governance and public disclosure may result in additional expenses; and other factors set forth in Clearfield’s Annual Report on Form 10-K for the year ended September 30, 2016 as well as other filings with the Securities and Exchange Commission. The Company undertakes no obligation to update these statements to reflect actual events.*

## CLEARFIELD, INC.

### CONDENSED STATEMENTS OF OPERATIONS

UNAUDITED

	Three Months Ended	
	December 31	
	2016	2015
Revenues	\$ 18,266,162	\$ 15,689,715

Cost of sales	<u>11,057,442</u>	<u>9,012,919</u>
Gross profit	7,208,720	6,676,796
Operating expenses		
Selling, general and administrative	<u>6,017,524</u>	<u>4,697,015</u>
Income from operations	<u>1,191,196</u>	<u>1,979,781</u>
Interest income	<u>52,734</u>	<u>33,539</u>
Income before income taxes	<u>1,243,930</u>	<u>2,013,320</u>
Income tax expense	<u>367,000</u>	<u>525,866</u>
Net income	<u>\$ 876,930</u>	<u>\$ 1,487,454</u>
Net income per share:		
Basic	<u>\$ 0.06</u>	<u>\$ 0.11</u>
Diluted	<u>\$ 0.06</u>	<u>\$ 0.11</u>
Weighted average shares outstanding:		
Basic	<u>13,567,484</u>	<u>13,288,679</u>
Diluted	<u>13,790,793</u>	<u>13,575,162</u>

**CLEARFIELD, INC.**  
**CONDENSED BALANCED SHEETS**

	(Unaudited) December 31, 2016	(Audited) September 30, 2016
Assets		
Current Assets		
Cash and cash equivalents	\$ 22,057,906	\$ 28,014,321
Short-term investments	7,930,075	5,527,075
Accounts receivable, net	7,450,917	7,999,210
Inventories	8,714,645	8,373,155
Other current assets	<u>976,558</u>	<u>1,198,917</u>
Total current assets	<u>47,130,101</u>	<u>51,112,678</u>
Property, plant and equipment, net	5,904,333	5,780,814
Other Assets		
Long-term investments	13,281,000	10,703,000
Goodwill	2,570,511	2,570,511
Other	<u>439,568</u>	<u>428,310</u>
Total other assets	<u>16,291,079</u>	<u>13,701,821</u>
Total Assets	<u>\$ 69,325,513</u>	<u>\$ 70,595,313</u>
Liabilities and Shareholders' Equity		
Current Liabilities		
Accounts payable	\$ 2,421,585	\$ 2,573,292
Accrued compensation	1,900,741	4,697,138
Accrued expenses	<u>120,803</u>	<u>75,306</u>
Total current liabilities	<u>4,443,129</u>	<u>7,345,736</u>
Other Liabilities		
Deferred taxes – long-term	411,779	411,779
Deferred rent	<u>246,695</u>	<u>243,755</u>

Total other liabilities	658,474	655,534
Total Liabilities	5,101,603	8,001,270
Commitment and contingencies		
Shareholders' Equity		
Common stock	141,452	141,263
Additional paid-in capital	58,073,263	57,320,515
Retained earnings	6,009,195	5,132,265
Total Shareholders' Equity	64,223,910	62,594,043
Total Liabilities and Shareholders' Equity \$	<u>69,325,513</u>	<u>\$ 70,595,313</u>

**CLEARFIELD, INC.**  
**CONDENSED STATEMENT OF CASH FLOWS**  
UNAUDITED

	Three Months Ended December 31, 2016	Three Months Ended December 31, 2015
Cash flows from operating activities:		
Net income	\$ 876,930	\$ 1,487,454
Adjustments to reconcile net income to cash (used in) provided by operating activities:		
Depreciation and amortization	388,625	348,749
Deferred income taxes	-	478,887
Loss on disposal of assets	-	1,390
Stock-based compensation expense	593,746	226,767
Changes in operating assets and liabilities:		
Accounts receivable, net	548,293	991,240
Inventories	(341,490)	239,335
Other current assets	228,259	(162,927)
Accounts payable and accrued expenses	<u>(2,899,667)</u>	<u>(1,352,732)</u>
Net cash (used in) provided by operating activities	<u>(605,304)</u>	<u>2,258,163</u>
Cash flows from investing activities:		
Purchases of property, plant and equipment and intangible assets	(529,302)	(226,710)
Purchase of investments	(7,440,000)	(1,184,000)
Sale of investments	2,459,000	1,886,000
Net cash (used in) provided by investing activities	<u>(5,510,302)</u>	<u>475,290</u>
Cash flows from financing activities:		
Repurchase of common stock	-	(257,242)
Proceeds from issuance of common stock under employee stock purchase plan	169,500	118,013
Proceeds from issuance of common stock	17	34,990
Tax withholding related to vesting of restricted stock grants	<u>(10,326)</u>	<u>(1,391)</u>
Net cash provided by (used in) financing activities	<u>159,191</u>	<u>(105,630)</u>
(Decrease) increase in cash and cash equivalents	<u>(5,956,415)</u>	<u>2,627,823</u>
Cash and cash equivalents at beginning of period	<u>28,014,321</u>	<u>18,071,210</u>
Cash and cash equivalents at end of period	<u>\$ 22,057,906</u>	<u>\$ 20,699,033</u>
Supplemental cash flow information		
Cash paid during the year for income taxes	<u>\$ 12,250</u>	<u>\$ 15,884</u>
Non-cash financing activities		
Cashless exercise of stock options	<u>\$ 32,984</u>	<u>\$ 15,890</u>

Investor Relations Contact:

Matt Glover and Najim Mostamand  
Liolios Group, Inc.  
949-574-3860  
CLFD@liolios.com





Hello, this is Cheri Beranek, President and CEO of Clearfield. Welcome to our fiscal first quarter 2017 FieldReport. Before we begin today, I'd like to provide some important cautions regarding forward-looking statements made during today's presentation.

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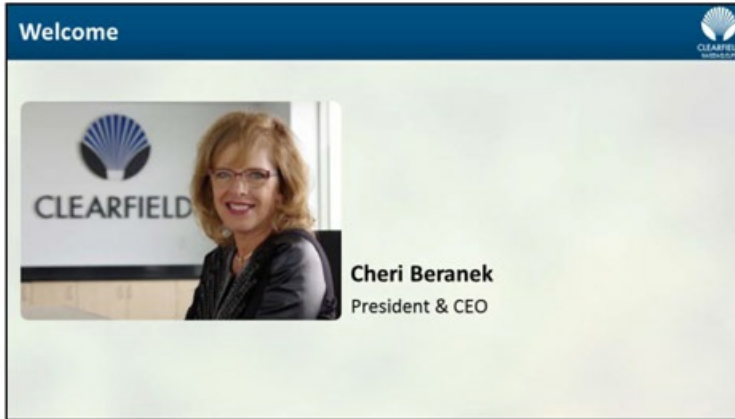
**Important Cautions Regarding Forward-Looking Statements** 

*Forward-looking statements contained herein are made pursuant to the safe harbor provisions of the Private Litigation Reform Act of 1995. These statements are based upon the Company's current expectations and judgments about future developments in the Company's business.*

*Certain important factors could have a material impact on the Company's performance, including, without limitation: our results of operations could be adversely affected now that the stimulus funds of the American Recovery and Reinvestment Act are fully allocated and projections are nearing completion; National Broadband Plan's transitioning from the USF to the CAF program may cause our customers and prospective customers to delay or reduce purchases; a significant percentage of our sales in the last three fiscal years have been made to a small number of customers, and the loss of these major customers would adversely affect us; intense competition in our industry may result in price reductions, lower gross profits and loss of market share; our results of operations could be adversely affected by economic conditions and the effects of these conditions on our customers' businesses; our operating results may fluctuate significantly from quarter to quarter, which may make budgeting for expenses difficult and may negatively affect the market price of our common stock; to compete effectively, we must continually improve existing products and introduce new products that achieve market acceptance; we may face circumstances in the future that will result in impairment charges, including, but not limited to, significant goodwill impairment charges; we rely on single-source suppliers, which could cause delays, increases in costs or prevent us from completing customer orders, all of which could materially harm our business; we face risks associated with expanding our sales outside of the United States; our success depends upon adequate protection of our patent and intellectual property rights; further consolidation among our customers may result in the loss of some customers and may reduce sales during the pendency of business combinations and related integration activities; we are dependent on key personnel; product defects or the failure of our products to meet specifications could cause us to lose customers and sales or to incur unexpected expenses; and other factors set forth in Part I, Item 1A, Risk Factors of Clearfield's Annual Report on Form 10-K for the year ended September 30, 2016 as well as other filings with the Securities and Exchange Commission. The Company undertakes no obligation to update these statements to reflect actual events.*

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Certain important factors could have a material impact on the Company's performance, including those set forth in the slide entitled "Important Cautions Regarding Forward-Looking Statements," as well as the factors set forth in Clearfield's Annual Report on Form 10-K for the fiscal year ending September 30, 2016 and other filings with the Securities and Exchange Commission.




It's an exciting time for Clearfield. The momentum established in FY16 continues into this new fiscal year as we prove out how our fiber management and pathway products reduce the total cost of ownership of broadband networks for telco, cable, wireless and municipal networks. Revenues for the quarter increased consistent with the outlook we have provided. Moreover, as announcements accelerate regarding the hundreds of planned fiber deployments throughout the country, our market development initiatives are in full force throughout the broadband service community, aimed at gaining incremental approvals and the potential of issuing accelerated growth outlook projections.


Revenue for the first quarter grew by 16% year-over-year to \$18.3 million, reflecting strong growth in our wireline and wireless markets, despite a seasonally-driven reduction in demand from our cable TV customers. Our sales to the Tier 1 group represented nearly 10% of our total revenue for the quarter, in comparison to representing 4% of all fiscal 2016's revenue. Complementing our continued success in our wireline markets was yet another quarter of encouraging growth in our revenue from the wireless market, which increased by 38% compared to the same period a year-ago.

Partly because of the advances we made in penetrating the Tier 1 group, our gross margins for the quarter came in slightly below our 40-42% target range. We believe this reflects our initial success in selling to the Tier 1 customers, which we are striving to build upon by achieving the necessary industry certifications to sell to them more aggressively. As we've stated before, these certifications do require a lot of time and investment, but we are confident that we are moving nicely along the individual testing phases, and that achieving these certifications will only enhance our supplier position within each of the major Tier 1 players.

But before I discuss our operational results, growth strategies, and future outlook in greater detail, I would like to turn the presentation over to our CFO, Dan Herzog, who will walk us through the financial performance for the first quarter of fiscal 2017.

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Financial Update 



**Dan Herzog**  
Chief Financial Officer

Thank you, Cheri.

Now, looking at our financial results in more detail...

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Our revenue in the first quarter of fiscal 2017 increased 16% to \$18.3 million from \$15.7 million during the same year-ago period. The improvement for the quarter was driven primarily by an increase in sales to our wireline and wireless customers, which was partially offset by a decrease in our sales to cable TV customers. As Cheri had alluded to earlier, we experienced some winter seasonality in demand from our cable TV customers. This, along with some of the delays associated with the recent M&A activity in this market, contributed to us experiencing lower revenues from this customer group.

International revenue in fiscal Q1 more than doubled to \$1.6 million, or 9% of total revenue, from \$700,000, or 5% of total revenue, in fiscal Q1 2016. After a period of sluggish growth from our international business, we are starting to experience a healthy pick-up in demand, as favorable market conditions and increased sales efforts from both our direct sales teams and distribution partners combine to increase our growth outside the U.S.



Gross profit for the fiscal first quarter of 2017 increased 8% to \$7.2 million, or 39.5% of total revenue. This compares to \$6.7 million, or 42.6% of total revenue, in the same year-ago period. Gross margin for the quarter decreased due to increased sales to Tier 1 customers, overall mix of products sold, and a higher percentage of sales driven by our distribution partners.

Our sales to the Tier 1 customer group demonstrate the emerging opportunity to significantly expand our business, but it should be noted that products into this customer group have yet to be cost reduced. We are confident in the long-term execution of our gross profit goals as our sales to this group ramps up.

We are committed to supporting our channel partners as they help us increase our exposure and sales to key customers. However, we recognize that this strategic focus in our go-to-market strategy can sometimes have a short-term impact on our gross margins, which is why we emphasize evaluating our gross margins on a longer-term basis.

We are confident that our constantly improving manufacturing capabilities, both domestic and international, can put us in a position to remain competitive in the marketplace.



Our operating expenses for fiscal Q1 were \$6.0 million, which was up 28% from the same year-ago quarter while consistent with our spending over the last two quarters. The increase over the year ago quarter was mainly due to additional personnel to support our sales and operational expansion, as well as increased spending to achieve the industry certifications required for securing meaningful business at the Tier 1 level.

Although our operating expense ratio as a percentage of revenue might fluctuate from quarter to quarter, we maintain our model of 30% for 2017, and will continue to make investments throughout the fiscal year to support the long-term growth and profitability of our business.



Our net income for the fiscal first quarter was \$900,000, or \$0.06 per diluted share. This compares to \$1.5 million, or \$0.11 per diluted share in the same year-ago quarter.

Turning now to our balance sheet...





During the first quarter, our cash and investments decreased modestly to \$43.3 million. Our current ratio, however, increased from 7.0 to 10.6, and our tangible book value increased 3% from the prior quarter to \$61.7 million.



Our order backlog, which we define as purchase orders received but not yet fulfilled, was \$3.6 million as of December 31, 2016, an increase of 8% year-over-year.

Finally, we did not repurchase any shares during the fiscal first quarter under our stock repurchase program, which was authorized in November 2014. As of December 31, 2016, we have repurchased an aggregate of 99,179 shares for approximately \$1.2 million under the program. We are authorized to repurchase an additional \$6.8 million should the opportunity arise to benefit our shareholders.

Now with that, I would like to turn the presentation back over to Cheri for her insights into our operations for the quarter, as well as our outlook and strategic initiatives for the remainder of fiscal 2017.

Cheri?

Operational Update and Outlook

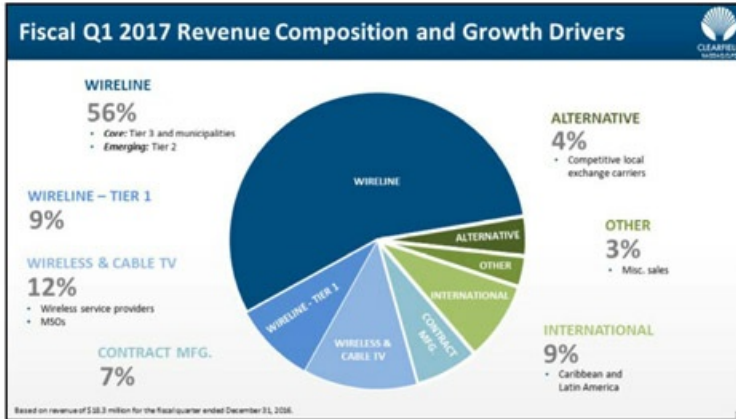


**Cheri Beranek**  
President & CEO

Thanks, Dan.

As a company, we've been seeing the industry focus increasingly more on optical connectivity in the access network, whether that includes fiber to the home, business, antenna, or virtually any desired endpoint. This increasing focus, along with our best-in-class lead time, has allowed us to generate strong revenue growth across nearly every one of our key markets.


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To start with, our wireline business continued to demonstrate solid growth for the quarter, representing a total of 65% of our total revenue of \$18.3 million. Of this amount, 9% came from the Tier 1 customer group, compared to 4% contribution to revenue for the entire fiscal 2016. As I mentioned earlier, this reflects the progress we have already made penetrating these customers as our solutions pend certification approval.

Our wireless and cable TV business, both in the U.S. and internationally, also contributed to the overall 16% year-over-year revenue growth for the quarter, despite making up a smaller percentage of our total revenues. Within this area of our business, sales to wireless customers increased by 38% over the same year-ago period. Although sales to cable TV customers were down for the quarter, due to the winter seasonality and deployment delays caused by industry consolidation, we believe that the entire customer group, including wireless, will be a strong driver for us throughout fiscal 2017, as these service providers continue to densify their networks, support their wireless backhaul, and invest to prevent customer churn.

Overall, we believe we are steadily increasing our market share across our key markets, and are positioned to leverage our best-in-class lead times to meet supplier network demands and achieve our growth initiatives for fiscal 2017.

Growth Strategies and Initiatives	
Strategy	Initiative
 <b>Multiply</b> — Increase exposure and presence in key markets	<ul style="list-style-type: none"> <li>▶ Expanding global salesforce and strengthening relationships with distributors</li> </ul>
 <b>Build Out</b> — Continue expanding and evolving our solutions to meet customers' dynamic needs	<ul style="list-style-type: none"> <li>▶ Working more closely with the engineering and design teams of service providers to create custom products for their platforms</li> </ul>
 <b>Leverage</b> — Use installed base of reference accounts to penetrate newer customers	<ul style="list-style-type: none"> <li>▶ Taking our field expertise gained from 550+ deployments to solve the challenges of national Tier 1 and 2 carriers</li> </ul>
 <b>Communicate</b> — Promote our core competencies and unique skill sets to drive accelerated growth in sales to wireless and cable TV providers	<ul style="list-style-type: none"> <li>▶ Demonstrating our ability to help cost-effectively take fiber deeper into the network and terminate and package optical components</li> </ul>

These initiatives are part of a multi-tiered strategy for fiscal 2017 to expand our sales and marketing capacity, continue to build solutions around our customers' unique requirements, and leverage our established reputation and expertise within our core markets to successfully compete at some of our newer markets, especially at Tier 1 level.

Already, we have made substantial progress on executing these initiatives, and are beginning to see some of the early fruits of our labor. Today, we are a much stronger organization than we were a year ago, and are well-equipped to address both the challenges and opportunities constantly emerging in the fiber management and delivery landscape.



We are maintaining our 15%+ revenue outlook for fiscal 2017. We expect revenues into our wireless and cable TV business to grow by a substantial amount, as we continue to prove out our value proposition to this customer group. Further, we anticipate our core Tier 3 and municipality business to exhibit much of the consistent growth we've seen over the years, and we look to not only maintain but also increase our leading market share in this space.


We are pleased with the quarter's acceleration in sales to the Tier 1 group, while we emphasize that sales cycles to these customers are typically long and require an adequate level of investment. Fortunately, we have not only built the right manufacturing structure, but also have a strong balance sheet and an expanded salesforce, to help us scale and meet the growing demands of these customers. For this reason, we continue to keep the plus in our fiscal 2017 forecast to indicate that a further ramp up in sales to the Tier 1 customers could accelerate our growth projections.

Overall, we are excited to close out the first quarter of the new fiscal year with strong traction on both the customer and financial fronts. Building on the momentum we have already made, we believe we are positioned to continue growing profitably while also pursuing opportunities that can help us scale our organization.

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In closing, we encourage you to review today's earnings release and filings, and we welcome any questions you may have about our financial performance, operations, products or industry. Please send any inquiries you may have to [CLFD@liolios.com](mailto:CLFD@liolios.com). We will post the most relevant questions and answers in the 'For Investors' section of our website.

This wraps up today's FieldReport. Thank you for your interest and support, and we look forward to speaking again with you soon.