# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, DC 20549 <br> <br> FORM 8-K 

 <br> <br> FORM 8-K}

## CURRENT REPORT

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

## Date of Report (Date of earliest event reported)

August 4, 2016

## Pacific Biosciences of California, Inc.

(Exact name of registrant as specified in its charter)

## Delaware <br> (State or other jurisdiction of incorporation)

001-34899
16-1590339
(IRS Employer
Identification No.)

1380 Willow Road<br>Menlo Park, California 94025<br>(Address of principal executive offices, including zip code)

## (650) 521-8000

(Registrant's telephone number, including area code)
(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 (see General Instruction A.2):
o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## ITEM 2.02. RESULTS OF OPERATIONS AND FINANCIAL CONDITION.

On August 4, 2016, Pacific Biosciences of California, Inc. announced its financial results for its second fiscal quarter ended June 30, 2016. A copy of the press release containing the announcement is included as Exhibit 99.1 and is incorporated herein by reference.

This information, as well as Exhibit 99.1, is intended to be furnished under Item 2.02 of Form 8-K, "Results of Operations and Financial Condition" and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), nor incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

## ITEM 9.01. FINANCIAL STATEMENTS AND EXHIBITS.

(d) Exhibits.
99.1 Press Release dated August 4, 2016 titled "Pacific Biosciences of California, Inc. Announces Second Quarter 2016 Financial Results" (furnished and not filed herewith solely pursuant to Item 2.02).

## 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.

## Pacific Biosciences of California, Inc.

By:
/s/ Susan K. Barnes
Susan K. Barnes
Executive Vice President, Chief Financial Officer \& Principal Accounting Officer

## Description

Press Release dated August 4, 2016 titled "Pacific Biosciences of California, Inc. Announces Second Quarter 2016 Financial Results" (furnished and not filed herewith solely pursuant to Item 2.02).

# Pacific Biosciences of California, Inc. Announces Second Quarter 2016 Financial Results 

Product and Service Revenue Increases by 51\% Over Same Period in Previous Year

Menlo Park, Calif. - August 4, 2016 - Pacific Biosciences of California, Inc. (NASDAQ: PACB) today announced financial results for its second quarter ended June 30, 2016.

Revenue for the second quarter of 2016 totaled $\$ 20.7$ million, compared to $\$ 24.9$ million for the second quarter of 2015 . Product and service revenue for the second quarter of 2016 increased by $51 \%$ to $\$ 17.1$ million, compared to $\$ 11.3$ million for the second quarter of 2015. Contractual revenue for the second quarter of 2016 was $\$ 3.6$ million, compared to $\$ 13.6$ million for the second quarter of 2015. Both quarters reflected $\$ 3.6$ million of amortization of the upfront payment pursuant to the Company's development, commercialization and license agreement with F. Hoffman-La Roche Ltd (the "Roche Agreement"). Second quarter 2015 contractual revenue also included $\$ 10.0$ million of milestone revenue from the Roche Agreement.

Gross profit for the second quarter of 2016 was $\$ 10.6$ million, resulting in a gross margin of $51.3 \%$, compared to gross profit of $\$ 14.5$ million and a gross margin of $58.2 \%$ for the second quarter of 2015. The gross profit and margin for the second quarter of 2015 included $\$ 10.0$ million of milestone revenue from the Roche Agreement at a $100 \%$ margin. Excluding this milestone revenue, gross profit and gross margin for the second quarter of 2016 increased significantly over the same period in 2015 primarily as a result of the higher margin sales of the Company's Sequel ${ }^{\mathrm{TM}}$ System which was launched in the fourth quarter of 2015.

Operating expenses for the second quarter of 2016 totaled $\$ 28.7$ million, compared to $\$ 25.9$ million for the second quarter of 2015. Operating expenses for the second quarter of 2016 and 2015 included non-cash stock-based compensation of $\$ 4.4$ million and $\$ 3.0$ million, respectively.

Net loss for the second quarter of 2016 was $\$ 18.5$ million, compared to $\$ 11.9$ million for the second quarter of 2015.
Cash and investments at June 30, 2016 totaled $\$ 102.5$ million, compared to $\$ 82.3$ million at December 31, 2015.

## Quarterly Conference Call Information

Management will host a quarterly conference call to discuss its second quarter 2016 results today at 4:30 p.m. Eastern Time. Investors may listen to the call by dialing 1.888 .366 .7247 , or if outside the U.S., by dialing +1.707 .287 .9330 . The call will be webcast live and will be available for replay at Pacific Biosciences’ website at http://investor.pacificbiosciences.com/ .


#### Abstract

About Pacific Biosciences

Pacific Biosciences of California, Inc. (NASDAQ: PACB) offers sequencing systems to help scientists resolve genetically complex problems. Based on its novel Single Molecule, Real-Time (SMRT ${ }^{\circledR}$ ) Technology, Pacific Biosciences’ products enable: de novo genome assembly to finish genomes in order to more fully identify, annotate and decipher genomic structures; full-length transcript analysis to improve annotations in reference genomes, characterize alternatively spliced isoforms in important gene families, and find novel genes; targeted sequencing to more comprehensively characterize genetic variations; and real-time kinetic information for epigenome characterization. Pacific Biosciences' technology provides high accuracy, ultra-long reads, uniform coverage, and is the only DNA sequencing technology that provides the ability to simultaneously detect epigenetic changes. PacBio ${ }^{\text {® }}$ sequencing systems, including consumables and software, provide a simple, fast, end-to-end workflow for SMRT Sequencing. More information is available at www.pacb.com

\section*{Forward-Looking Statements}

All statements in this press release that are not historical are forward-looking statements, including, among other things, statements relating to the timeline for Pacific Biosciences' potential development of products, including for Roche, future uses, quality or performance of, or benefits of using, products or technologies and other future events. You should not place undue reliance on forward-looking statements because they involve known and unknown risks, uncertainties, changes in circumstances and other factors that are, in some cases, beyond Pacific Biosciences' control and could cause actual results to differ materially from the information expressed or implied by forward-looking statements made in this press release. Factors that could materially affect actual results can be found in Pacific Biosciences’ most recent filings with the


Securities and Exchange Commission, including Pacific Biosciences’ most recent reports on Forms 8-K, 10-K and 10-Q, and include those listed under the caption "Risk Factors." Pacific Biosciences undertakes no obligation to revise or update information in this press release to reflect events or circumstances in the future, even if new information becomes available.

## Contact:

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# Pacific Biosciences of California, Inc. 

Unaudited Condensed Consolidated Statement of Operations
(amounts in thousands, except per share amounts)


Pacific Biosciences of California, Inc.

## Unaudited Condensed Consolidated Balance Sheets

(amounts in thousands)

|  | June 30, 2016 |  | December 31, 2015 |  |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |
| Cash and investments | \$ | 102,470 | \$ | 82,270 |
| Accounts receivable |  | 10,427 |  | 5,245 |
| Inventory |  | 14,201 |  | 10,955 |
| Prepaid and other current assets |  | 10,957 |  | 12,071 |
| Property and equipment |  | 11,188 |  | 8,548 |
| Long-term restricted cash |  | 4,500 |  | 4,500 |
| Other long-term Assets |  | 7,628 |  | 7,518 |
| Total Assets | \$ | 161,371 | \$ | 131,107 |
|  |  |  |  |  |
| Liabilities and Stockholders' Equity |  |  |  |  |
| Accounts payable | \$ | 5,395 | \$ | 4,749 |
| Accrued expenses |  | 16,329 |  | 15,551 |
| Deferred service revenue |  | 7,922 |  | 7,958 |
| Deferred contractual revenue |  | 4,942 |  | 12,134 |
| Other liabilities |  | 2,954 |  | 1,627 |
| Financing derivative |  | 264 |  | 600 |
| Notes payable |  | 15,496 |  | 14,948 |
| Stockholders' equity |  | 108,069 |  | 73,540 |
| Total Liabilities and Stockholders' Equity | \$ | 161,371 | \$ | 131,107 |

