

---

---

**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

**Date of report (Date of earliest event reported): November 21, 2018**

---

**ASTRONOVA, INC.**  
(Exact name of registrant as specified in its charter)

---

**Rhode Island**  
(State or other jurisdiction  
of incorporation)

**0-13200**  
(Commission  
File Number)

**05-0318215**  
(I.R.S. Employer  
Identification No.)

**600 East Greenwich Avenue**  
**West Warwick, RI 02893**  
(Address of principal executive offices) (Zip Code)

**(401)-828-4000**  
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 (see General Instruction A.2. below):

- 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))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

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.

---

---

---

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

On November 21, 2018, we issued a press release reporting the financial results for our fiscal third quarter ended October 27, 2018. A copy of the press release relating to that announcement, dated November 21, 2018, is attached hereto as Exhibit 99.1 and is incorporated herein by reference.

The information contained in Item 2.02 of this report and Exhibit 99.1 attached hereto shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in such a filing.

**ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS.**

(d) Exhibits

<u>Exhibit No.</u>	<u>Exhibit</u>
99.1	<a href="#">Press Release Dated November 21, 2018</a>

---

**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.

**ASTRONOVA, INC.**

Dated: November 21, 2018

By: /s/ David S. Smith  
David S. Smith  
Vice President, Treasurer and Chief Financial Officer

**Contact:**

Scott Solomon  
Senior Vice President  
Sharon Merrill Associates  
(617) 542-5300  
ALOT@investorrelations.com

**AstroNova Announces Financial Results for the  
Third Quarter of Fiscal 2019**  
*Board of Directors Declares Regular Quarterly Cash Dividend of  
\$0.07 Per Share*

**Third-Quarter Fiscal 2019 Achievements** (all comparisons with third-quarter fiscal 2018)

- Revenue of \$34.2 million, up 18.9 percent
- Operating income of \$2.4 million, up 44.7 percent
- Operating margin of 6.9 percent, up 120 basis points
- Diluted EPS of \$0.20 per share, down 4.8 percent
- Bookings of \$34.2 million, up 9.7 percent
- Backlog of \$24.5 million at October 27, 2018, up 15.1 percent

**West Warwick, R.I. – November 21, 2018** – AstroNova, Inc. (NASDAQ: ALOT), a global leader in data visualization technologies, today announced financial results for the fiscal 2019 third quarter ended October 27, 2018.

“Record revenue in the quarter with continued double-digit increases in revenue and operating income highlighted a solid third quarter of financial results for AstroNova,” said President and CEO Greg Woods. “We are encouraged with the continuous growth in both our segments with the Test & Measurement segment posting 51 percent revenue growth year-over-year reflecting the growth of our new data acquisition products and accelerated performance in our Aerospace business from the acquired Honeywell printer line in last year’s third quarter.

---

600 East Greenwich Avenue  
West Warwick, RI 02893  
+1 (401) 828-4000

NASDAQ: ALOT  
www.astronovainc.com

Page | 1

“The Product Identification segment, reported growth year-over-year with new products such as the QuickLabel QL-120 and the TrojanLabel T2-C generating strong momentum,” Woods said. “As evidenced by the strong lead-generation and on-site sales we experienced during the recent Labelexpo Americas 2018 and PACK EXPO International trade shows, our new QuickLabel and TrojanLabel products are attracting brand owners as well as commercial printer customers across a wide range of industries.”

Revenue through domestic channels for the third quarter of fiscal 2019 was \$21.5 million, an increase of 18.9 percent compared with the same period in fiscal 2018. International revenue was \$12.7 in the third quarter, up 18.9 percent year-over-year.

#### **Recent Highlights**

- AstroNova on Tuesday announced the appointment of Jean A. Bua, Executive Vice President and Chief Financial Officer of NETSCOUT SYSTEMS, INC. to its Board of Directors as a new independent director, effective immediately. A financial expert, Ms. Bua brings significant experience to the Board in the areas of accounting policy, internal controls and risk management.
- AstroNova demonstrated innovative new tabletop and specialty printing solutions at Labelexpo Americas. Featured products included the Kiaro! QL-120 color label printer and the Trojan T4, a compact digital label press and finishing system that is ideal for small- to mid-sized commercial printers.
- The Company introduced a new solution at PACK EXPO International that enables its TrojanLabel presses to digitally print food friendly, heat sealable, flexible packaging materials. The solution features novel ink and lamination that allows users to seal in both horizontal and vertical form fill and seal machines using low temperatures for high speed sealing.

#### **Business Outlook**

“We begin the fourth quarter of fiscal 2019 with good momentum,” Woods said. “We continue to expect the second half of the fiscal year to outperform the first half, with gains in both Product Identification and Test & Measurement.”

---

600 East Greenwich Avenue  
West Warwick, RI 02893  
+1 (401) 828-4000

NASDAQ: ALOT  
[www.astronovainc.com](http://www.astronovainc.com)

Page | 2

**Third-Quarter 2019 Operating Results**

Total revenue was \$34.2 million, an 18.9 percent increase over the prior year.

Gross profit was \$13.9 million, or 40.7 percent of revenue, compared with \$11.8 million, or 41.0 percent of revenue for the prior year.

Operating expenses were \$11.5 million compared with \$10.2 million in the prior-year period, primarily reflecting the Honeywell intangible amortization, costs associated with increased selling and marketing initiatives, and costs associated with the integration of the Honeywell printer line into the West Warwick, Rhode Island manufacturing facility. As a percentage of revenue, operating expenses decreased 150 basis points from the same period last year.

Operating income was \$2.4 million, a 6.9 percent margin, compared with \$1.6 million, a 5.7 percent margin, in the prior year.

Net income was \$1.4 million, or \$0.20 per diluted share, compared with net income of \$1.4 million, or \$0.21 per diluted share, in the prior year.

Bookings increased 9.7 percent to \$34.2 million from \$31.2 million in the third quarter of fiscal 2018.

Backlog at October 27, 2018 was \$25.4 million, up 15.1 percent from \$21.3 million at the end of the fiscal 2018 third quarter.

**Third-Quarter 2019 Operating Segment Results**

The **Product Identification** segment generated revenue of \$21.7 million, a 6.0 percent increase compared with \$20.5 million in the prior year, on higher sales of hardware and supplies. Segment operating income was \$2.0 million, or 9.3 percent of revenue, versus \$2.7 million, or 13.0 percent of revenue, in the prior year, due primarily to higher costs associated with new product development.

The **Test & Measurement** segment generated revenue of \$12.5 million, a 50.7 percent increase from \$8.3 million in the prior year, primarily reflecting the impact of the Honeywell asset purchase and licensing agreement. Segment operating income was \$3.2 million, or 25.4 percent of revenue, versus \$1.6 million, or 18.9 percent of revenue, in the prior year.

Hardware revenue was \$13.1 million, a 39.4 percent increase from \$9.4 million in the prior year. Supplies revenue was \$18.1 million, a 9.0 percent increase from \$16.6 million in the same period of fiscal 2018. Service/other revenue was \$3.0 million, up 8.5 percent from the prior year.

#### **Board Declares Quarterly Dividend**

On November 19, 2018, the Company's Board of Directors declared a regular quarterly cash dividend of \$0.07 per share. The dividend, which represents a cash dividend of \$0.28 per share on an annualized basis, is payable on December 21, 2018, to shareholders of record on December 14, 2018.

#### **Third-Quarter Fiscal 2019 Conference Call**

AstroNova will conduct an investor conference call at 9:00 a.m. ET today. To participate on the conference call, please dial (877) 260-1479 (U.S. and Canada) or (334) 323-0522 (International) approximately 10 minutes prior to the start time and enter confirmation code 6597585.

You can hear a replay of the conference call from 12:00 Noon ET Wednesday, November 21 until 12:00 p.m. ET Wednesday, November 28 by dialing (888) 203-1112 (U.S. and Canada) or (719) 457-0820 (International). The passcode is 6597585. A real-time and an archived audio webcast of the call will be available through the "Investors" section of the AstroNova website, <https://investors.astronovainc.com>.

#### **About AstroNova**

AstroNova, Inc. (NASDAQ: ALOT), a global leader in data visualization technologies since 1969, designs, manufactures, distributes and services a broad range of products that acquire, store, analyze and present data in multiple formats. The Product Identification segment offers a variety of hardware and software products and associated supplies that allow customers to mark, track and enhance the appearance of their products. The segment's two business units are QuickLabel®, the industry leader in tabletop digital color label printing and TrojanLabel®, an innovative leader for professional label presses and specialty printers. The Test and Measurement segment includes the Test & Measurement business unit, which offers a suite of products and services that acquire, record and analyze electronic signal data from local and networked sensors. The segment also includes the AstroNova Aerospace business unit, which designs and manufactures avionics equipment and systems that serve the world's aerospace and defense industries with proven advanced airborne technology solutions for both the cockpit and the cabin. The key products include flight deck printers, networking hardware and related accessories. AstroNova is a member of the Russell Microcap® Index and the LD Micro Index (INDEXNYSEGIS: LDMICRO). Additional information is available by visiting [www.astronovainc.com](http://www.astronovainc.com).

---

600 East Greenwich Avenue  
West Warwick, RI 02893  
+1 (401) 828-4000

NASDAQ: ALOT  
[www.astronovainc.com](http://www.astronovainc.com)

Page | 4

**Forward-Looking Statements**

Information included in this news release may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are not statements of historical fact, but rather reflect our current expectations concerning future events and results. These statements may include the use of the words “believes,” “expects,” “intends,” “plans,” “anticipates,” “likely,” “continues,” “may,” “will,” and similar expressions to identify forward-looking statements. Such forward-looking statements, including those concerning the Company’s anticipated performance in the second half of fiscal 2019, involve risks, uncertainties and other factors, some of which are beyond our control, which may cause our actual results, performance or achievements to be materially different from those expressed or implied by such forward-looking statements. These risks, uncertainties and factors include, but are not limited to, those factors set forth in the Company’s Annual Report on Form 10-K for the fiscal year ended January 31, 2018 and subsequent filings AstroNova makes with the Securities and Exchange Commission. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. The reader is cautioned not to unduly rely on such forward-looking statements when evaluating the information presented in this news release.

---

600 East Greenwich Avenue  
West Warwick, RI 02893  
+1 (401) 828-4000

NASDAQ: ALOT  
[www.astronovainc.com](http://www.astronovainc.com)

Page | 5



**ASTRONOVA, INC.**  
**Consolidated Statements of Income**  
**In Thousands Except for Per Share Data**  
**(Unaudited)**

	Three Months Ended		Nine Months Ended	
	October 27, 2018	October 28, 2017	October 27, 2018	October 28, 2017
Revenue	\$ 34,196	\$ 28,760	\$ 99,490	\$ 80,701
Cost of Goods Sold	20,288	16,966	60,073	49,342
Gross Profit	13,908	11,794	39,417	31,359
	40.7%	41.0%	39.6%	38.9%
Operating Expenses:				
Selling & Marketing	6,587	5,532	19,484	15,958
Research & Development	2,123	2,033	5,844	5,340
General & Administrative	2,836	2,597	8,298	6,780
	11,546	10,162	33,626	28,078
Operating Income	2,362	1,632	5,791	3,281
	6.9%	5.7%	5.8%	4.1%
Other Income (Expense), Net	(538)	(12)	(1,320)	(45)
Income Before Taxes	1,824	1,620	4,471	3,236
Income Tax Provision	407	201	1,046	579
Net Income	<u>\$ 1,417</u>	<u>\$ 1,419</u>	<u>\$ 3,425</u>	<u>\$ 2,657</u>
Net Income per Common Share - Basic	<u>\$ 0.21</u>	<u>\$ 0.21</u>	<u>\$ 0.50</u>	<u>\$ 0.38</u>
Net Income per Common Share - Diluted	<u>\$ 0.20</u>	<u>\$ 0.21</u>	<u>\$ 0.49</u>	<u>\$ 0.38</u>
Weighted Average Number of Common Shares - Basic	6,925	6,725	6,858	6,968
Weighted Average Number of Common Shares - Diluted	7,167	6,821	7,056	7,078
Dividends Declared Per Common Share	\$ 0.07	\$ 0.07	\$ 0.21	\$ 0.21

**Condensed Consolidated Balance Sheet Data**  
**Amounts In Thousands**  
**(Unaudited)**

	(Unaudited) October 27, 2018	January 31, 2018
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash and Cash Equivalents	\$ 7,816	\$ 10,177
Securities Available for Sale	—	1,511
Accounts Receivable, net	21,717	22,400
Inventory, net	28,330	27,609
Prepaid Expenses and Other Current Assets	2,014	1,251
Total Current Assets	59,877	62,948
<b>PROPERTY, PLANT AND EQUIPMENT</b>		
Less Accumulated Depreciation	(34,459)	(33,125)
Property, Plant and Equipment, net	10,109	9,752
<b>OTHER ASSETS</b>		
Intangible Assets, net	30,685	33,633
Goodwill	12,283	13,004
Deferred Tax Assets	1,827	1,829
Other Assets	1,275	1,147
Total Other Assets	46,070	49,613
<b>TOTAL ASSETS</b>	<b>\$ 116,056</b>	<b>\$ 122,313</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable	\$ 5,355	\$ 11,808
Accrued Compensation	3,853	2,901
Other Liabilities and Accrued Expenses	2,697	2,414
Current Portion of Long-Term Debt	5,116	5,498
Current Liability - Royalty Obligation	1,750	1,625
Line of Credit	1,500	—
Current Liability - Excess Royalty Payment Due	1,246	615
Income Taxes Payable	—	684
Deferred Revenue	374	367
Total Current Liabilities	21,891	25,912
<b>NON CURRENT LIABILITIES</b>		
Long-Term Debt, net of current portion	14,068	17,648
Royalty Obligation, net of current portion	10,408	11,760
Deferred Tax Liabilities	614	698
Other Liabilities	1,667	2,648
<b>TOTAL LIABILITIES</b>	<b>48,648</b>	<b>58,666</b>
<b>SHAREHOLDERS' EQUITY</b>		
Common Stock	510	500
Additional Paid-In Capital	52,949	50,016
Retained Earnings	47,692	45,700
Treasury Stock	(32,960)	(32,397)
Accumulated Other Comprehensive Income	(783)	(172)
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>67,408</b>	<b>63,647</b>
<b>TOTAL LIABILITY AND SHAREHOLDERS' EQUITY</b>	<b>\$ 116,056</b>	<b>\$ 122,313</b>

**ASTRONOVA, INC.**  
**Revenue and Segment Operating Profit**  
**In Thousands**  
**(Unaudited)**

	Three Months Ended				Nine Months Ended			
	Revenue		Segment Operating Profit		Revenue		Segment Operating Profit	
	<i>October 27, 2018</i>	<i>October 28, 2017</i>	<i>October 27, 2018</i>	<i>October 28, 2017</i>	<i>October 27, 2018</i>	<i>October 28, 2017</i>	<i>October 27, 2018</i>	<i>October 28, 2017</i>
Product Identification	\$ 21,684	\$ 20,458	\$ 2,014	\$ 2,657	\$ 63,407	\$ 59,945	\$ 5,833	\$ 7,761
T&M	12,512	8,302	3,184	1,572	36,083	20,756	8,256	2,300
Total	<u>\$ 34,196</u>	<u>\$ 28,760</u>	5,198	4,229	<u>\$ 99,490</u>	<u>\$ 80,701</u>	14,089	10,061
Corporate Expenses			2,836	2,597			8,298	6,780
Operating Income			2,362	1,632			5,791	3,281
Other Expense-Net			(538)	(12)			(1,320)	(45)
Income Before Income Taxes			1,824	1,620			4,471	3,236
Income Tax Provision			407	201			1,046	579
Net Income			<u>\$ 1,417</u>	<u>\$ 1,419</u>			<u>\$ 3,425</u>	<u>\$ 2,657</u>