

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 27, 2005**  
Date of Report (Date of earliest event reported):



**8x8, Inc.**

**8X8, INC.**

*(Exact name of registrant as specified in its charter)*

**Delaware**

*(State of other jurisdiction of incorporation)*

**000-21783**

*(Commission File Number)*

**77-0142404**

*(I.R.S. Employer Identification Number)*

**3151 Jay Street  
Santa Clara, CA 95054**

*(Address of principal executive offices including zip code)*

**(408) 727-1885**

*(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))

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

On January 27, 2005, 8x8, Inc. ("8x8") announced its financial results for the third quarter of its fiscal year ending March 31, 2005. A copy of 8x8's press release is attached hereto as Exhibit 99.1.

**Item 9.01. Financial Statements and Exhibits**

(c) Exhibits.

99.1 Press Release dated January 27, 2005.

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 thereunto duly authorized.

Date: January 28, 2005

8X8, INC.

By: /s/ JAMES SULLIVAN

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James Sullivan  
*Chief Financial Officer, Vice President of Finance and Secretary*

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#### INDEX TO EXHIBITS

<b><u>Exhibit</u></b>	<b><u>Description</u></b>
99.1*	<a href="#">Press release dated January 27, 2005</a>

\* Also provided in [PDF format](#) as a courtesy.

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## 8X8 ANNOUNCES THIRD QUARTER FISCAL 2005 RESULTS

### *Packet8 Subscriber Lines Increase 54% Quarter-over-Quarter*

SANTA CLARA, Calif. (January 27, 2005) - 8x8, Inc. (Nasdaq: EGHT) today announced financial results for its third quarter of fiscal 2005 ended December 31, 2004.

Revenues for the third quarter of fiscal 2005 were \$3.0 million, compared with \$2.5 million for the second quarter of fiscal 2005 and \$3.3 million for the same period of the prior year. The net loss for the quarter was \$5.8 million, or \$0.13 per share, compared with a net loss of \$3.7 million, or \$0.09 per share for the second quarter of fiscal 2005 and a net loss of \$0.8 million or \$0.02 per share for the same period last year. Total revenues for the nine month periods ended December 31, 2004 and 2003, were \$7.6 million and \$7.3 million, respectively. Net losses for the nine month periods ended December 31, 2004 and 2003, were \$12.2 million, or \$0.28 per share, and \$1.5 million, or \$0.05 per share, respectively.

Total recognized revenues for the Company's Packet8 VoIP service and related equipment sales increased to \$2.7 million for the quarter ended December 31, 2004, compared with \$2.1 million for the second quarter of fiscal 2005, an increase of approximately 30%. As of December 31, 2004, the Company had approximately 40,000 Packet8 subscriber lines in service as compared to approximately 26,000 at September 30, 2004, a 54% increase. Packet8 revenues for the nine months ended December 31, 2004, were \$6.2 million as compared to \$0.6 million for the nine months ended December 31, 2003, a 933% increase.

At the end of the third quarter of fiscal 2005, 8x8's balance sheet, including cash and cash equivalents, short-term investments, and restricted cash, totaled \$23.0 million.

"8x8 made great strides in calendar 2004, not just in terms of subscriber growth, but in a number of other key areas," said Bryan R. Martin, 8x8's Chairman & CEO. "In addition to our new product and service introductions, the *first to market* Packet8 VideoPhone and small business Virtual Office service, we significantly broadened our visibility at retail with the addition of Comp USA's 226 U.S. locations. Our distribution channels now include retail, online and numerous resellers and distributors serving Packet8 customers worldwide."

### **About 8x8, Inc.**

8x8, Inc. offers the Packet8 (<http://www.packet8.net>) VoIP (voice over internet protocol) telephone and videophone communications service, the DV 326 Broadband VideoPhone and the Packet8 Virtual Office. For additional company information, visit 8x8's web site at <http://www.8x8.com>.

NOTE: 8x8, the 8x8 logo, Packet8, the Packet8 logo and Packet8 Virtual Office are trademarks of 8x8, Inc. All other trademarks are the property of their respective owners.

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### **MEDIA RELATIONS CONTACT:**

Joan Citelli

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(408) 316-1290

**Financial Tables To Follow**

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**8x8, Inc.**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**  
(In thousands, except per share amounts; unaudited)

	Three Months Ended December 31,		Nine Months Ended December 31,	
	2004	2003	2004	2003
Product revenues.....	\$ 632	\$ 337	\$ 1,918	\$ 1,948
License and service revenues.....	2,332	2,952	5,646	5,390
<b>Total revenues.....</b>	<b>2,964</b>	<b>3,289</b>	<b>7,564</b>	<b>7,338</b>
<b>Operating expenses:</b>				
Cost of product revenues.....	1,073	413	2,862	1,320
Cost of license and service revenues.....	1,442	1,444	3,492	1,943
Research and development.....	784	522	2,044	2,222
Selling, general and administrative.....	5,650	1,672	11,785	4,167
<b>Total operating expenses.....</b>	<b>8,949</b>	<b>4,051</b>	<b>20,183</b>	<b>9,652</b>
Loss from operations.....	(5,985)	(762)	(12,619)	(2,314)
Other income, net.....	145	8	460	807
<b>Net loss.....</b>	<b>\$ (5,840)</b>	<b>\$ (754)</b>	<b>\$ (12,159)</b>	<b>\$ (1,507)</b>
<b>Net loss per share:</b>				
Basic and diluted.....	\$ (0.13)	\$ (0.02)	\$ (0.28)	\$ (0.05)
<b>Weighted average number of shares:</b>				
Basic and diluted.....	46,718	33,549	42,862	30,693

**8x8, Inc.**  
**CONDENSED CONSOLIDATED BALANCE SHEETS**  
(In thousands, unaudited)

	<b>December 31, 2004</b>	<b>March 31, 2004</b>
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<b>ASSETS</b>		
Current assets:		
Cash, cash equivalents and investments.....	\$ 22,721	\$ 13,249
Restricted cash.....	250	800
Accounts receivable, net.....	1,493	608
Inventory.....	1,784	98
Other current assets.....	2,241	645
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Total current assets.....	28,489	15,400
Property and equipment, net.....	1,464	158
Intangibles and other assets.....	14	13
	-----	-----
	\$ 29,967	\$ 15,571
	=====	=====
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities:		
Accounts payable.....	\$ 3,202	\$ 854
Accrued compensation.....	520	415
Accrued warranty.....	190	194
Deferred revenue.....	1,831	547
Other accrued liabilities.....	944	559
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Total current liabilities.....	6,687	2,569
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Other liabilities.....	217	216
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Total stockholders' equity.....	23,063	12,786
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	\$ 29,967	\$ 15,571
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