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RADVISION LTD
Form 8-K
July 15, 2003

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

July 15, 2003

Date of Report
(Date of earliest event reported)

RADVISION LTD.
(Exact name of registrant as specified in its charter)

| | | |
|---|-----------------------------|--------------------------------------|
| Israel | 000-29871 | N/A |
| ----- | ----- | --- |
| (State or other jurisdiction of incorporation) | (Commission File Number) | (IRS Employer Identification No.) |

24 Raoul Wallenberg Street, Tel Aviv 69719, Israel

(Address of principal executive offices and zip code)

011-972-3-645-5220

(Registrant's telephone number, including area code)

Not Applicable

(Former name or former address, if changed since last report)

ITEM 7. FINANCIAL STATEMENTS, PRO FORMA FINANCIAL INFORMATION AND EXHIBITS.

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c. Exhibits

99.1 Press release issued by RADvision Ltd. dated July 15, 2003.

ITEM 9. REGULATION FD DISCLOSURE.

On July 15, 2003, RADvision Ltd. (Nasdaq: RVSN) issued a press release announcing its second quarter earnings. A copy of the press release is attached as Exhibit 99.1 and incorporated herein by reference.

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 thereunto duly authorized.

Date: July 15, 2003

RADVISION LTD.
(Registrant)

By: /s/David Seligman
David Seligman

Chief Financial Officer

Exhibit 99.1

Press Release

Source: RADVISION Ltd.

RADVISION Reports Second Quarter 2003 Results in Line with Guidance
Tuesday July 15, 7:07 am ET

Accomplishes Turnaround in U.S. Networking Unit

GLEN ROCK, N.J.--(BUSINESS WIRE)--July 15, 2003--RADVISION (NASDAQ: RVSN - News) today announced that revenues for the second quarter of 2003 were \$11.6 million and net income was \$142,000 or \$0.01 per basic and diluted share, in line with its previous guidance. This compares to revenues of \$11.7 million and net income of \$292,000, or \$0.02 per basic and diluted share reported in the 2002 second quarter.

As expected, the Company narrowed its operating loss for the 2003 second quarter to \$418,000 from \$551,000 in the first quarter of 2003. These losses were offset by financial income of \$560,000 and \$566,000, respectively, enabling the Company to report positive net income for both periods. In the second quarter of 2002, the operating loss was \$394,000 and financial income was \$686,000 due to higher interest rates during 2002.

Total second quarter 2003 revenues of \$11.6 million consisted of \$8.5 million in Networking Business Unit (NBU) revenues and \$3.1 million in Technology Business Unit (TBU) revenues.

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For the six months ended June 30, 2003, revenues were \$22.7 million and net income was \$157,000 or \$0.01 per basic and diluted share, compared with revenues of \$23.3 million and net income of \$564,000 or \$0.03 per basic and diluted share in the prior year period.

The Company ended the quarter with approximately \$92.8 million in cash and liquid investments, an increase of \$2.4 million over the prior quarter, and equivalent to \$5.03 per basic share. The increase reflects operating cash flow of \$2.1 million and the addition of \$644,000 due to the exercise of options, offset by \$336,000 of capital expenditures.

Gadi Tamari, Chief Executive Officer of RADVISION, commented: "Our actions last quarter to address the execution issue in our U.S. networking business are taking effect and enabled us to achieve a substantial recovery in its sales in the second quarter. To further our progress company-wide, we are continuing to strengthen our leadership team and have added a highly experience general manager in London to head our networking sales effort in Europe and Africa. We also remain focused on our technology leadership and introduced breakthrough infrastructure and developer products in the second quarter offering solutions for the rapidly emerging market based on SIP protocol.

"We also are seeing tangible benefits from our revised channel strategy as our relationship with our reseller partners continues to deepen and we are finding a new level of engagement as we develop our markets together."

Mr. Tamari concluded: "Videoconferencing today remains mainly in the conference room and we are entering the second half of the year fully engaged in that market. Yet, it is increasingly clear that the future is personal visual communication and we are dedicated to making that opportunity happen."

2Q03 Earnings Conference Call/Webcast

RADVISION will hold a conference call to discuss its second quarter results and 2003 outlook today, Tuesday, July 15, 2003 at 9:00 a.m. (EDT). To access the conference call, please dial 1-888-390-9070 (International dialers can call +1-773-756-4622) by 8:45 a.m. The passcode "RADVISION" will be required to access the live conference call. A live webcast of the conference call will also be available in the investor relations section of the company's website at www.radvision.com.

A PowerPoint presentation highlighting key financial metrics as well as the quarterly estimates for 2003 will be available in the Investor Relations section of the company's website, www.radvision.com. The presentation will be available beginning at 8:00 a.m. (EDT) on July 15th and will be archived on the website thereafter. A replay of the call will be available beginning approximately one hour after the conclusion of the call through 12:00 midnight (EDT) on July 22, 2003. To access the replay, please dial 1-800-947-5189 (International dialers can call +1-402-220-3478), conference #5421118.

About RADVISION RADVISION Ltd. (Nasdaq: RVSN - News) is the industry's leading provider of high quality, scalable and easy-to-use products and technologies for videoconferencing, video telephony, and the development of converged voice, video and data over IP and 3G networks. RADVISION has two distinct business units. RADVISION's Networking Business Unit (NBU) offers one of the broadest and most complete sets of videoconferencing network solutions for IP- and ISDN-based networks, supporting all end points in the industry. The company also provides

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businesses and service providers with integrated solutions that deliver converged IP-based video telephony applications to employee computer desktops and residential broadband homes worldwide. The Company's Technology Business Unit (TBU) provides protocol development tools and platforms, enabling equipment vendors and service providers to develop and deploy new converged networks, services, and technologies. For more information please visit our website at www.radvision.com.

This press release contains forward-looking statements that are subject to risks and uncertainties. Factors that could cause actual results to differ materially from these forward-looking statements include, but are not limited to, general business conditions in the industry, changes in demand for products, the timing and amount or cancellation of orders and other risks detailed from time to time in RADVISION's filings with the Securities Exchange Commission, including RADVISION's Form 10-K Annual Report. These documents contain and identify other important factors that could cause actual results to differ materially from those contained in our projections or forward-looking statements. Stockholders and other readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date on which they are made. We undertake no obligation to update publicly or revise any forward-looking statement.

RADVISION LTD.
Consolidated Statements of Income
(U.S. Dollars in thousands, except share and per share data)

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|----------------------------|--------------------------------|----------------------|------------------------------|----------------------|
| | 2003 | 2002 | 2003 | 2002 |
| | ----- (Unaudited) | ----- (Unaudited) | ----- (Unaudited) | ----- (Unaudited) |
| Revenues | \$11,605 | \$11,707 | \$22,658 | \$23,264 |
| Cost of Revenues | 2,598 | 2,571 | 4,959 | 5,129 |
| | ----- | ----- | ----- | ----- |
| Gross Profit | 9,007 | 9,136 | 17,699 | 18,135 |
| Operating expenses: | | | | |
| Research and Development | 3,596 | 3,870 | 7,160 | 7,911 |
| Marketing and Selling | 4,853 | 4,587 | 9,584 | 9,056 |
| General and Administration | 976 | 1,073 | 1,924 | 2,042 |
| | ----- | ----- | ----- | ----- |
| Operating Income (Loss) | (418) | (394) | (969) | (874) |
| Financial Income, Net | 560 | 686 | 1,126 | 1,438 |
| | ----- | ----- | ----- | ----- |
| Net Income (Loss) | 142 | 292 | 157 | 564 |
| | ===== | ===== | ===== | ===== |

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| | | | | |
|--------------------|------------|------------|------------|------------|
| Basic Earnings | | | | |
| (Loss) per Share | \$0.01 | \$0.02 | \$0.01 | \$0.03 |
| | ===== | ===== | ===== | ===== |
| Weighted Average | | | | |
| Number of Shares | | | | |
| Outstanding During | | | | |
| the Period - Basic | 18,473,504 | 18,063,334 | 18,409,399 | 18,274,259 |
| Diluted Earnings | | | | |
| (Loss) per Share | \$0.01 | \$0.02 | \$0.01 | \$0.03 |
| | ===== | ===== | ===== | ===== |
| Weighted Average | | | | |
| Number of Shares | | | | |
| Outstanding During | | | | |
| the Period - | | | | |
| Diluted | 19,218,782 | 18,864,264 | 19,055,293 | 19,342,119 |

RADVISION LTD.
Consolidated Balance Sheet
(U.S. Dollars in thousands)

| | June 30, 2003 (Unaudited) | December 31, 2002 (Audited) |
|--|---------------------------------|-----------------------------------|
| Assets | | |
| Cash and cash equivalents (* see below) | \$27,752 | \$13,825 |
| Short-term bank deposits (* see below) | 32,960 | 29,591 |
| Trade Receivables, Net | 4,856 | 9,505 |
| Other Receivables | 2,813 | 2,836 |
| Inventories | 813 | 996 |
| | ----- | ----- |
| Total Current Assets | 69,194 | 56,753 |
| Severance Pay Fund | 2,071 | 1,641 |
| Long-term securities and bank deposits (* see below) | 32,126 | 44,942 |
| | ----- | ----- |
| Total long-term assets | 34,197 | 46,583 |
| Property and Equipment | | |
| Cost | 11,963 | 11,179 |
| Less Accumulated Depreciation | 9,031 | 7,844 |
| | ----- | ----- |
| | 2,932 | 3,335 |
| Total Assets | \$106,323 | \$106,671 |
| | ===== | ===== |
| Liabilities and Equity | | |
| Trade Payable | \$918 | \$3,347 |
| Other Payables & Accrued Expenses | 15,712 | 15,248 |
| | ----- | ----- |
| Current Liabilities | 16,630 | 18,595 |
| Accrued Severance Pay | 3,587 | 3,061 |
| | ----- | ----- |
| Total Liabilities | 20,217 | 21,656 |
| Shareholders' Equity | | |
| Share Capital | 187 | 187 |
| Additional Paid in Capital | 104,601 | 104,586 |

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| | | |
|--|-----------|-----------|
| Treasury Stock | (9,802) | (11,757) |
| Deferred Compensation | ----- | (117) |
| Accumulated Deficit | (8,880) | (7,884) |
| | ----- | ----- |
| Total Shareholders' Equity | 86,106 | 85,015 |
| Total Liabilities and Shareholders' Equity | \$106,323 | \$106,671 |
| | ===== | ===== |
| (*)Total Cash and Liquid Investments | 92,838 | 88,358 |
| | ===== | ===== |

Contact:

RADVISION
 David Seligman, 201-689-6333
 cfo@radvision.com
 Peter Benedict, 201-689-6311
 pr@radvision.com
 or
 Investor Relations:
 Comm-Partners LLC
 June Filingeri, 203-972-0186
 junefil@optonline.net