

FARO TECHNOLOGIES INC  
Form 10-K  
March 15, 2007  
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**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**  
**WASHINGTON, D.C. 20549**  
**FORM 10-K**

**ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the fiscal year ended December 31, 2006

OR

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number 0-23081

**FARO TECHNOLOGIES, INC.**

(Exact name of Registrant as specified in its charter)

**Florida**  
(State or other jurisdiction)

(of incorporation or organization)

**59-3157093**  
(I.R.S. Employer Identification Number)

**125 Technology Park, Lake Mary, FL**  
(Address of principal executive offices)

(Registrant's telephone number, including area code): **(407) 333-9911**

**32746**  
(Zip code)

Securities registered pursuant to Section 12(b) of the Act: Common Stock, par value \$.001

Securities registered pursuant to Section 12(g) of the Act: None

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes  No

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Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Exchange Act. Yes  No

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definite proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K. Yes  No

Indicate by check mark whether the registrant is large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of accelerated filer and large accelerated filer in Rule 12b-2 of the Exchange Act.

Large accelerated filer  Accelerated filer  Non-accelerated filer

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

The aggregate market value of the Registrant's common stock held by non-affiliates of the Registrant on July 1, 2006, the last business day of the Registrant's most recently completed second fiscal quarter, was \$362 million (based on the last sale on such date on the NASDAQ Global Market).

As of March 1, 2007, there were outstanding 14,706,969 shares of the Registrant's common stock.

### **DOCUMENTS INCORPORATED BY REFERENCE**

Portions of the Registrant's proxy statement for the 2007 Annual Meeting of Shareholders are incorporated by reference in Part II.

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**PART I**

**CAUTIONARY STATEMENTS FOR FORWARD-LOOKING INFORMATION**

FARO Technologies, Inc. ( FARO , the Company , us , we , or our ) has made forward-looking statements in this report (within the meaning of the Private Securities Litigation Reform Act of 1995). Statements that are not historical facts or that describe our plans, beliefs, goals, intentions, objectives, projections, expectations, assumptions, strategies, or future events are forward-looking statements. In addition, words such as may, will, believe, plan, should, could, seek, expect, anticipate, intend, estimate, goal, objective, project, forecast, target, and discussions of our strategy or other intentions identify forward-looking statements. Other written or oral statements that constitute forward-looking statements also may be made by the Company from time to time.

Forward-looking statements are not guarantees of future performance and are subject to a number of known and unknown risks, uncertainties, and other factors that could cause actual results to differ materially from those expressed or implied by such forward-looking statements. Consequently, undue reliance should not be placed on these forward-looking statements. We do not intend to update any forward-looking statements, whether as a result of new information, future events, or otherwise, unless otherwise required by law. Important factors that could cause a material difference in the actual results from those contemplated in such forward-looking statements include among others those under Cautionary Statements and elsewhere in this report and the following:

our inability to further penetrate our customer base;

development by others of new or improved products, processes or technologies that make our products obsolete or less competitive;

our inability to maintain our technological advantage by developing new products and enhancing our existing products;

our inability to successfully identify and acquire target companies or achieve expected benefits from acquisitions that are consummated;

the cyclical nature of the industries of our customers and the financial condition of our customers;

the fact that the market potential for the CAM2 market and the potential adoption rate for our products are difficult to quantify and predict;

the inability to protect our patents and other proprietary rights in the United States and foreign countries and the assertion and ultimate outcome of infringement claims against us; including the existing suit by Hexagon's Romer-Cimcore subsidiary against us;

fluctuations in our annual and quarterly operating results and the inability to achieve our financial operating targets as a result of a number of factors including, without limitation (i) litigation and regulatory action brought against us, (ii) quality issues with our products, (iii) excess or obsolete inventory, (iv) raw material price fluctuations, (v) expansion of our manufacturing capability and other inflationary pressures, (vi) the size and timing of customer orders, (vii) the amount of time that it takes to fulfill orders and ship our products, (viii) the length of our sales cycle to new customers and the time and expense incurred in further penetrating our existing customer base, (ix) increases in operating expenses required for product development and new product, marketing, (x) costs associated with new product introductions, such as product development, marketing, assembly line start-up costs and low introductory period production volumes, (xi) the timing and market acceptance of new products and product enhancements, (xii) customer order deferrals in anticipation of new products and product enhancements, (xiii) our success in expanding our sales and marketing programs, (xiv) costs associated with opening new sales offices outside of the United States, (xv) start-up costs

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associated with opening new sales offices outside of the United States, (xv) fluctuations in revenue without proportionate

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adjustments in fixed costs, (xvi) the efficiencies achieved in managing inventories and fixed assets, (xvii) investments in potential acquisitions or strategic sales, product or other initiatives, (xviii) shrinkage or other inventory losses due to product obsolescence, scrap or material price changes, (xiv) adverse changes in the manufacturing industry and general economic conditions, and (xx) other factors noted herein;

changes in gross margins due to changing product mix of products sold and the different gross margins on different products;

the outcome of the purported class action lawsuit;

our inability to successfully implement the requirements of Restriction of use of Hazardous Substances (RoHS) and Waste Electrical and Electronic Equipment (WEEE) compliance into our products;

the inability of our products to displace traditional measurement devices and attain broad market acceptance;

the impact of competitive products and pricing in the CAM2 market and the broader market for measurement and inspection devices;

the effects of increased competition as a result of recent consolidation in the CAM2 market;

risks associated with expanding international operations, such as fluctuations in currency exchange rates, difficulties in staffing and managing foreign operations, political and economic instability, and the burdens and potential exposure of complying with a wide variety of U.S. and foreign laws and labor practices;

unforeseen developments in our Foreign Corrupt Practices Act matter or in complying with the FCPA in the future;

higher than expected increases in expenses relating to our Asia Pacific expansion or our Singapore manufacturing facility;

the loss of our Chief Executive Officer, our Chief Technology Officer, our Chief Financial Officer, or other key personnel;

our inability to find less expensive alternatives to stock options to attract and retain employees;

difficulties in recruiting research and development engineers, and application engineers;

the failure to effectively manage our growth;

variations in the effective income tax rate and the difficulty in predicting the tax rate on a quarterly and annual basis;

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the loss of key suppliers and the inability to find sufficient alternative suppliers in a reasonable period or on commercially reasonable terms; and

the matters set forth under **Cautionary Statements** in **Management's Discussion and Analysis of Financial Condition and Results of Operations** below.

### **ITEM 1. BUSINESS.**

The Company designs, develops, manufactures, markets and supports portable, software driven, 3-D measurement systems that are used in a broad range of manufacturing, industrial, building construction and forensic applications. The Company's Faro Arm, Faro Scan Arm and Faro Gage articulated measuring devices, the Faro Laser Scanner LS, the Faro Laser Tracker, and their companion CAM2 software, provide for Computer-Aided Design (CAD)-based inspection and/or factory-level statistical process control and high-density surveying. Together, these products integrate the measurement, quality inspection, and reverse engineering functions with CAD software to improve productivity, enhance product quality and decrease rework and scrap in the manufacturing process. The Company uses the acronym **CAM2** for this process, which stands for computer-aided manufacturing

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measurement. As of February 2007, the Company's products have been purchased by approximately 6,100 customers worldwide, ranging from small machine shops to such large manufacturing and industrial companies as Audi, Bell Helicopter, Boeing, British Aerospace, Caterpillar, Daimler Chrysler, General Electric, General Motors, Honda, Johnson Controls, Komatsu Dresser, Lockheed Martin, Nissan, Siemens and Volkswagen, among many others.

We were founded in 1982 and we re-incorporated in Florida in 1992. Our worldwide headquarters are located at 125 Technology Park, Lake Mary, Florida 32746, and our telephone number is (407) 333-9911.

### ***Industry Background***

The Company believes that there are four principal forces driving the need for its products and services: 1) the widespread use by manufacturers of CAD in product development which shortens product cycles; 2) the adoption by manufacturers of quality standards such as Six Sigma and ISO-9000 (and its offshoot QS-9000), which stress the measurement of every step in a manufacturing process to reduce or eliminate defects, 3) the inability of traditional measurement devices to address many manufacturing problems, especially those related to large components for products such as automobiles, aircraft, heavy duty construction equipment, and factory retrofits, and 4) the growing demand to capture large volumes of three-dimensional data for modeling and analysis.

***CAD changes the manufacturing process.*** The creation of physical products involves the processes of design, engineering, production and measurement and quality inspection. These basic processes have been profoundly affected by the computer hardware and software revolution that began in the 1980s. CAD software was developed to automate the design process, providing manufacturers with computerized 3-D design capability. Today, most manufacturers use some form of CAD software to create designs and engineering specifications for new products and to quantify and modify designs and specifications for existing products. The use of CAD can shorten the time between design changes. While manufacturers previously designed their products to be in production for longer periods of time, current manufacturing practices must accommodate more frequent product introductions and modifications, while satisfying more stringent quality and safety standards. Assembly fixtures and measurement tools must be figuratively linked to the CAD design to enable production to keep up with the rate of design change.

***Quality standards dictate measurement to reduce defects.*** QS-9000 is the name given to the Quality System Requirements of the automotive industry that were developed by Chrysler, Ford, General Motors and major truck manufacturers and issued in late 1994. Companies that become registered under QS-9000 are considered to have higher standards and better quality products. Six Sigma embodies the principles of total quality management that focus on measuring results and reducing product or service failure rates to 3.4 per million. All aspects of a Six Sigma company's infrastructure must be analyzed, and if necessary, restructured to increase revenues and raise customer satisfaction levels. The all-encompassing nature of these and other quality standards has resulted in manufacturers measuring every aspect of their process, including stages of product assembly that may have never been measured before, in part because of the lack of suitable measurement equipment.

***Traditional products don't measure up.*** A significant aspect of the manufacturing process, which traditionally has not benefited from computer-aided technology, is measurement and quality inspection. Historically, manufacturers have measured and inspected products using hand-measurement tools such as scales, calipers, micrometers and plumb lines for simple measuring tasks, test (or check) fixtures for certain large manufactured products and traditional coordinate measurement machines (CMM) for objects that require higher precision measurement. However, the broader utility of each of these measurement methods is limited.

Although hand-measurement tools are often appropriate for simple geometric measurements, including hole diameters or length and width of a rectangular component, their use for complex part measurements, such as the

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fender of a car, is limited. Also these devices do not allow for the measurements to be directly compared to the CAD model of the part. Test fixtures (customized fixed tools used to make comparative measurements of complex production parts to master parts ) are relatively expensive and must be reworked or discarded each time a dimensional change is made in the part being measured. In addition, these manual measuring devices do not permit the manufacturer to compare the dimensions of an object with its CAD model.

Conventional CMMs are generally large, fixed-base machines that provide very high levels of precision and provide a link to the CAD model of the object being measured. However, fixed-base CMMs require the object being measured be brought to the CMM and the object fit within the CMMs measurement grid. As manufactured subassemblies increase in size and become integrated into even larger assemblies, they become less transportable, thus diminishing the utility of a conventional CMM. Consequently, manufacturers must continue to use hand-measuring tools, or expensive customized test fixtures, in order to measure large or unconventionally shaped objects. Some parts or assemblies are not easily accessible and cannot be measured at all using traditional devices.

Conventional surveying equipment is limited to single-point measurements and doesn't have the capacity to capture and analyze large volumes of three-dimensional data. As data requirements for construction, civil engineering and forensic inspection projects become more complex, single-point measurement devices will become increasingly more difficult to utilize in those applications.

Escalating global competition has created a demand for higher quality products with shorter life cycles. Customers require more rapid design, greater control of the manufacturing process, tools to compare components to their CAD specifications and the ability to precisely measure components that cannot be measured or inspected by conventional devices, and the ability to capture and analyze large volumes of three-dimensional data. Moreover, they increasingly require measurement capabilities to be integrated into manufacturing processes and to be available on the factory floor.

### ***FARO Products***

**The Faro Arm.** The Faro Arm is a combination of a portable, six or seven-axis, instrumented articulated measurement arm, a computer, and software programs under the acronym CAM2.

***Articulated Arm*** Each articulated arm is comprised of three major joints, each of which may consist of one, two or three axes of motion. The articulated arm is available in a variety of sizes, configurations and precision levels that are suitable for a broad range of applications. To take a measurement, the operator simply touches the object to be measured with a probe at the end of the arm and presses a button. Data can be captured at either individual points or a series of points. Digital rotational transducers located at each of the joints of the arm measure the angles at those joints. This rotational measurement data is transmitted to an on-board controller that converts the arm angles to precise locations in 3-D space using xyz position coordinates and ijk orientation coordinates.

***Computer*** The Company pre-installs its CAM2 software on either a notebook or desktop style computer, depending on the customer's need, and the measuring device, computer and installed software are sold as a system. The computers are not manufactured by the Company, but are purchased from various suppliers.

***CAM2 Software*** See separate section on CAM2 Software below.

**The Faro Scan Arm.** The Faro Scan Arm is a Faro Arm equipped with a combination of a hard probe (like that in the Faro Arm) and a non-contact line laser probe. This product provides our customers the ability to measure their products without touching them and offers a seven-axis contact/non-contact measurement device with a fully integrated laser scanner. The Scan Arm is used for non-contact measurement applications, including inspection, cloud-to-CAD comparison, rapid prototyping, reverse engineering and 3-D modeling.

**The Faro Gage.** Sold as a combination of an articulated arm device with a computer and software, the Faro Gage is a smaller, higher accuracy version of the Faro Arm product. What distinguishes the Faro Gage from the Faro Arm are the special mounting features and the basic software which are unique to the Faro Gage. The Faro

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Gage is targeted at machine tools, and bench tops around machine tools, where basic measurements of smaller machined parts must be measured. As such, the CAM2 software developed for this device features basic 2-D and 3-D measurements common to these applications. (See also Faro Gage Software below.)

**The Faro Laser Tracker.** A combination of a portable, large-volume laser measurement tool, a computer, and CAM2 software programs.

**Laser Tracker** The Faro Laser Tracker utilizes an ultra-precise laser beam to measure objects of up to 230 feet. It enables manufacturing, engineering, and quality control professionals to measure and inspect large parts, machine tools and other large objects on-site and/or in-process. With its greater angular resolution, repeatability, and accuracy, the Faro Laser Tracker advances already-proven tracker technology. Among its many enhanced features is SuperADM, which improves upon existing Absolute Distance Measurement technology by providing the time-saving ability to reacquire the laser beam without the need to return to a known reference point or the need to hold the target stationary.

**Computer** See description under Faro Arm above.

**CAM2 Software** See separate section on CAM2 software below.

**The Faro Laser Scanner LS.** The FARO Laser Scanner LS utilizes laser technology to measure and collect a cloud of data points, allowing for the detailed and precise three-dimensional rendering of an object or an area as large as a factory. This technology is currently used for factory planning, facility life-cycle management, quality control, forensic analysis and in general, capturing large volumes of three-dimensional data. Laser scanning technology simplifies modeling, reduces project time and maintains or increases the accuracy of the image. The resulting data is used with major CAD systems or FARO's own proprietary software for the applications listed above.

**CAM2 Software.** CAM2 is the Company's family of proprietary CAD-based measurement and statistical process control software. The CAM2 product line includes the following software programs, many of which are translated into multiple languages:

**CAM2 Measure X** allows users to compare measurements of manufactured components or assemblies with the corresponding CAD data for the components or assemblies. CAM2 Measure X is offered with the Faro Arm and the Faro Laser Tracker.

**CAM2 SPC Process** allows for the collection, organization, and presentation of measurement data factory-wide. Not limited to measurements from the Faro Arm or Faro Laser Tracker, CAM2 SPC Process accepts data from CMM and other computer-based measurement devices from many different measurement applications along the production line.

**Soft Check Tool** is a custom software program designed to lead an operator through a measurement process on the Faro Arm or Faro Laser Tracker with minimal training. These programs are created by the Company from specifications provided by the customer.

**Faro Gage Software** includes a dedicated graphical interface designed for the ease of use of the operator. Capable of producing graphical and tabular reports, the software runs a library of gauging and Soft Check tools.

**Laser Scanner LS Software.** The Company has a number of programs available for its Laser Scanner LS product, as follows:

**Faro Scout** is a powerful software tool for displaying 3-D measurements and navigation in huge pointclouds.

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**Faro Scene** is software for displaying, analyzing, administration and editing of 3-D measurements in huge pointclouds including registration of multiple pointclouds.

**FaroCloud for AutoCAD** supports the visualization and analysis of millions of 3-D points in the well known AutoCAD software environment. As-built documentation of industrial structures, historic buildings or many more applications are possible.

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**Faroworks** is a web-based tool for the administration of complex projects and navigation from floorplan to scan with links to measurements.

**Walkinside** is a high performance 3-D viewer with full room measurement and other features.

### ***Customers***

As of February 2007, the Company's products have been purchased by approximately 6,100 customers worldwide, including small machine shops, large manufacturing and industrial companies, universities and law enforcement agencies. The Company's ten largest customers by revenue represented an aggregate of 7.2% of the Company's total revenues in 2006. No customer represented more than 2.0% of the Company's sales in 2006.

### ***Sales and Marketing***

The Company directs its sales and marketing efforts on a decentralized basis in three main regions around the world: Americas, Europe/Africa and Asia/Pacific. The regional headquarters for the Americas is in the Company's headquarters in Lake Mary, Florida and the Europe/Africa regional headquarters is in Stuttgart, Germany. The Company opened a regional headquarters for the Asia/Pacific region in Singapore in 2005. At December 31, 2006 the Company employed 83, 118, and 64 sales and marketing specialists in the Americas, Europe/Africa, and Asia/Pacific regions, respectively. The Company has direct sales representation in the United States, Canada, Brazil, Germany, United Kingdom, France, Spain, Italy, Poland, Netherlands, India, China, Singapore, Malaysia, Vietnam, and Japan. See Footnote 19 to the Notes to Consolidated Financial Statements, incorporated herein by reference to Item 8 hereof, for financial information about the Company's foreign and domestic operations and export sales required by this Item.

The Company uses a process of integrated lead qualification and sales demonstration. Once a customer opportunity is identified, the Company employs a team-based sales approach involving inside and outside sales personnel who are supported by application engineers. Each product has a separate sales force who report to regional sales managers for all products. The Company employs a variety of marketing techniques to promote brand awareness and customer identification.

### ***Research and Development***

The Company believes that its future success depends on its ability to maintain technological leadership, which will require ongoing enhancements of its products and the development of new applications and products that provide 3-D measurement solutions. Accordingly, the Company intends to continue to make substantial investments in the development of new technologies, the commercialization of new products that build on the Company's existing technological base, and the enhancement and development of additional applications for its products.

The Company's research and development efforts are directed primarily at enhancing the functional adaptability of its current products and developing new and innovative products that respond to specific requirements of the emerging market for 3-D measurement systems. The Company's research and development efforts have been devoted primarily to mechanical hardware, electronics and software. The Company's engineering development efforts will continue to focus on enhancing our existing products and developing new products for the CAM2 market.

At December 31, 2006, the Company employed 50 scientists and technicians in its research and development efforts. Research and development expenses were approximately \$7.2 million in 2006 as compared to \$6.4 million in 2005 and \$5.4 million in 2004. We believe that the continual development or acquisition of innovative new products is critical to our future success. The field of CAM2 and more broadly, 3-D measurement, continues to expand and new technologies and applications will be essential to competing in this market. Research and development activities, especially with respect to new products and technologies, are

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subject to significant risks, and there can be no assurance that any of the Company's research and development activities will be completed successfully or on schedule, or, if so completed, will be commercially accepted.

### ***Intellectual Property***

The Company holds or has pending 65 patents in the United States and related patents worldwide. The Company also has 26 registered or pending trademarks in the United States and worldwide.

The Company relies on a combination of contractual provisions and trade secret laws to protect its proprietary information. There can be no assurance that the steps taken by the Company to protect its trade secrets and proprietary information will be sufficient to prevent misappropriation of its proprietary information or preclude third-party development of similar intellectual property.

Despite the Company's efforts to protect its proprietary rights, unauthorized parties may attempt to copy aspects of the Company's products or to obtain and use information that the Company regards as proprietary. The Company intends to vigorously defend its proprietary rights against infringement by third parties. However, policing unauthorized use of the Company's products is difficult, particularly overseas, and the Company is unable to determine the extent to which piracy of its software products exists. In addition, the laws of some foreign countries do not protect the Company's proprietary rights to the same extent as the laws of the United States.

The Company does not believe that any of its products infringe on the proprietary rights of third parties. There can be no assurance, however, that third parties will not claim infringement by the Company with respect to current or future products. Any such claims, with or without merit, could be time-consuming, result in costly litigation, cause product shipment delays or require the Company to enter into royalty or licensing agreements. Such royalty or licensing agreements, if required, may not be available on terms acceptable to the Company or at all, which could have a material adverse effect upon the Company's business, operating results and financial condition. The Company has been defending itself in a patent infringement suit brought against the Company by Romer-Cimcore (a subsidiary of Hexagon) on November 25, 2003. (See Item 3 Legal Proceedings)

### ***Manufacturing and Assembly***

The Company manufactures its products at its headquarters in Lake Mary, Florida, and at its plants in Kennett Square, Pennsylvania, Schaffhausen, Switzerland, Stuttgart, Germany, and Singapore. Manufacturing consists primarily of assembling components and subassemblies, purchased from suppliers, into finished products. The primary components, which include machined parts and electronic circuit boards, are produced by subcontractors according to the Company's specifications. All products are assembled, calibrated and tested for accuracy and functionality before shipment. In limited circumstances, the Company performs in-house circuit board assembly and part machining.

The Company's manufacturing, engineering, and design headquarters have been registered to the ISO-9001 standard since July 1998. Semi-annual surveillance audits have documented continuous improvement to this multinational standard. The Company continues to examine its scope of registration as the business evolves and has chosen English as the standard business language for its operations. This decision is expected to significantly influence the Company's operations and documentation globally. This has been done in concert with the ISO Standard Registrar, and is expected to increase customer confidence in the Company's products and services worldwide.

The Company takes a global approach to ISO registration, seeking to have all locations registered with identical scope of accreditation and capabilities for the products generated and serviced. In 2004 FARO took this to the highest level possible. Our manufacturing sites in Lake Mary, Kennett Square, Stuttgart, and Schaffhausen are now jointly registered to ISO-9001:2000. In addition, our service sites in the United States, Germany, Switzerland, Japan, China, and Brazil have been jointly accredited to ISO-17025 for Calibration and Certification Laboratories by the Laboratory Accreditation Bureau.

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### ***Competition***

Our portable measurement systems compete in the broad market for measurement devices for manufacturing and industrial applications which, in addition to portable articulated arms, laser tracker and laser scanner products, consist of fixed-base CMMs, templates and go/no-go gages, check fixtures, handheld measurement tools and various categories of surveying equipment. The broad market for measurement devices is highly competitive. In the Faro Gage product line, we compete with manufacturers of handheld measurement tools and fixed-base CMMs, including some large, well-established companies. In the Faro Arm, Faro Scan Arm, Faro Laser Tracker, and Faro Laser Scanner LS product lines, we compete primarily with Hexagon Metrology, a division of Hexagon. We also compete in these product lines with a number of other smaller competitors.

We will be required to make continued investments in technology and product development to maintain the technological advantage that we believe we currently have over our competition. Some of our competitors, including some manufacturers of fixed based CMMs and Hexagon, possess substantially greater financial, technical, and marketing resources than we possess. Moreover, we cannot be certain that our technology or our product development efforts will allow us to successfully compete as the industry evolves. As the market for our portable measurement systems expands, additional competition may emerge and the Company's existing and future competitors may commit more resources to the markets in which the Company participates.

### ***Government Regulation***

Our operations are subject to numerous governmental laws and regulations, including those governing antitrust and competition, the environment, securities transactions and disclosures, import and export of products, currency conversions and repatriation, taxation of foreign earnings and earnings of expatriate personnel and use of local employees and suppliers. Our foreign operations are subject to the U.S. Foreign Corrupt Practices Act (FCPA), which makes illegal any payments to foreign officials or employees of foreign governments that are intended to induce them to use their influence to assist us or to gain any improper advantage for us. The Company operates in certain regions that are more highly prone to risk under the FCPA.

Manufacturers of electrical goods have become subject to the European Union's Restrictions of Hazardous Substances, (RoHS) and Waste Electrical and Electronic Equipment (WEEE) directives, which took effect during 2006. Parallel initiatives are being proposed in other jurisdictions, including several states in the United States and China. RoHS prohibits the use of lead, mercury and certain other specified substances in electronics products, and WEEE makes producers of electrical goods financially responsible for specified collection, recycling, treatment, and disposal of covered electronic products and components.

We expect that we will have our products in compliance with the RoHS directive in time. However, if we are unable to do so, we would be unable to sell our products in European Union countries, as well as possible several states in the United States and China, which would have a material adverse effect on our sales and results of operation.

### ***Backlog***

At December 31, 2006, the Company had orders representing approximately \$10.3 million in product sales outstanding. The majority of these specific orders were shipped by February 29, 2007, and, as of February 29, 2007, the Company had orders representing approximately \$12.0 million in product sales outstanding. At December 31, 2005 and 2004, the Company had orders representing approximately \$7.3 million and \$5.1 million in product sales outstanding, respectively.

The Company's increase in backlog at December 31, 2006 is consistent with the Company's overall sales growth and includes planned customer delivery dates in early 2007. The Company believes that substantially all of the outstanding sales orders as of February 29, 2007 will be shipped during 2007.

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### ***Employees***

At December 31, 2006, the Company had 641 full-time employees, consisting of 265 sales and marketing professionals, 128 production staff, 50 research and development staff, 82 administrative staff, and 116 customer service/application engineering specialists. The Company is not a party to any collective bargaining agreements and believes its employee relations are good. Management believes that its future growth and success will depend in part on its ability to retain and continue to attract highly skilled personnel. The Company anticipates that it will be able to obtain the additional personnel required to satisfy its staffing requirements over the foreseeable future.

### ***Geographic Information***

The information regarding net sales, operating income, and long-lived assets set forth in Note 19 Segment Reporting to the Consolidated Financial Statements is hereby incorporated by reference into this Part I, Item 1.

### ***Available Information***

We maintain a web site with the address [www.faro.com](http://www.faro.com). Information contained on our web site is not a part of, or incorporated by reference into, this Annual Report on Form 10-K. We make available free of charge through our web site our Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K, proxy statements and amendments to these reports, as soon as reasonably practicable after we electronically file these reports with, or furnish these reports to, the Securities and Exchange Commission.

### **ITEM 1A. RISK FACTORS.**

We discuss expectations regarding our future performance and make other forward-looking statements in our annual and quarterly reports, press releases and other written and oral statements. These forward-looking statements are based on currently available competitive, financial and economic data and our operating plans. They are inherently uncertain, and investors must recognize that events could turn out to be significantly different from our expectations. The following discussion of risks and uncertainties which is not exclusive, highlights some important factors to consider when evaluating our trends and future results.

***Our customers buying process for our products is highly decentralized, and therefore, it typically requires significant time and expense for us to further penetrate the potential market of a specific customer, which may delay our ability to generate additional revenue.***

Our success will depend, in part, on our ability to further penetrate our customer base. During 2006, 45.1% of our revenue was attributable to sales to our existing customers, compared to 40.6% in 2005. If we are not able to continue to penetrate our existing customer base, our sales growth will be impaired. Most of our customers have a decentralized buying process for measurement devices. Thus, we must spend significant time and resources to increase revenues from a specific customer. For example, we may provide products to only one of our customer's manufacturing facilities or for a specific product line within a manufacturing facility. We cannot be certain that we will be able to maintain or increase the amount of sales to our existing customers.

***Others may develop products that make our products obsolete or less competitive.***

The CAM2 market is emerging and could be characterized by rapid technological change. Others may develop new or improved products, processes or technologies that may make our products obsolete or less competitive. We cannot assure you that we will be able to adapt to evolving markets and technologies or maintain our technological advantage.

Our success will depend, in part, on our ability to maintain our technological advantage by developing new products and applications and enhancing our existing products. Developing new products and applications and

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enhancing our existing products can be complex and time-consuming and will require substantial investment by us. Significant delays in new product releases or difficulties in developing new products could adversely affect our revenues and results of operations. Because our customers are concentrated in a few industries, a reduction in sales to any one of these industries could cause a significant decline in our revenues.

***An economic slowdown in manufacturing will affect our growth and profitability.***

A significant portion of our sales are to manufacturers in the automotive, aerospace and heavy equipment industries. We are dependent upon the continued growth, viability and financial stability of our customers in these industries, which are highly cyclical and dependent upon the general health of the economy and consumer spending. The cyclical nature of these industries may exert significant influence on our revenues and results of operations. In addition, the volume of orders from our customers and the prices of our products may be adversely impacted by decreases in capital spending by a significant portion of our customers during recessionary periods. If one or more of our significant customers were to become insolvent or otherwise were unable to pay for the products provided by us, our operating results and financial condition would be adversely affected.

***Our inability to protect our patents and proprietary rights in the United States and foreign countries could adversely affect our revenues.***

Our success depends in large part on our ability to obtain and maintain patent and other proprietary right protection for our processes and products in the United States and other countries. We also rely upon trade secrets, technical know-how and continuing inventions to maintain our competitive position. We seek to protect our technology and trade secrets, in part, by confidentiality agreements with our employees and contractors. Our employees may breach these agreements or our trade secrets may otherwise become known or be independently discovered by inventors. If we are unable to obtain or maintain protection of our patents, trade secrets and other proprietary rights, we may not be able to prevent third parties from using our proprietary rights.

Our patent protection involves complex legal and technical questions. Our patents may be challenged, narrowed, invalidated or circumvented. We may be able to protect our proprietary rights from infringement by third parties only to the extent that our proprietary processes and products are covered by valid and enforceable patents or are effectively maintained as trade secrets. Furthermore, others may independently develop similar or alternative technologies or design around our patented technologies. Litigation or other proceedings to defend or enforce our intellectual property rights could require us to spend significant time and money and could otherwise adversely affect our business.

***Claims from others that we infringe their intellectual property rights may adversely affect our operations.***

From time to time we receive notices from others claiming we infringe their intellectual property rights. The number of these claims may grow. Responding to these claims may require us to enter into royalty or licensing agreements on unfavorable terms, require us to stop selling or to redesign affected products or require us to pay damages. Any litigation or interference proceedings, regardless of their outcome, may be costly and may require significant time and attention of our management and technical personnel.

On November 25, 2003, Romer-Cimcore (now a division of Hexagon) filed a patent infringement suit against us in the Federal District Court for the Southern District of California alleging that certain of our products sold in the United States, including the FARO Arm, infringe U.S. Patent 5,829,148 ( 148 patent). A summary of this litigation is set forth in Item 3 (Legal Proceedings) of this report.

In the event of an adverse ruling in the Romer-Cimcore litigation, we could be required to pay substantial damages, cease the manufacturing, use and sale of any infringing products, discontinue the use of certain processes or obtain a license, if available, from Romer-Cimcore with royalty payment obligations by us. At this time, however, the Company cannot estimate the potential impact, if any, that might result from this suit, and therefore, no provision has been made to cover such expense.

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*Potential product failures or product quality and performance issues could result in lost sales, loss of customers and possible delays in new product introductions and enhancements and increased warranty costs.*

The Company has a history of new product introductions and enhancements to existing products. Potential product failures in new or existing products of the Company could result in delays in new product introductions, which could lead to a loss of sales, and increased warranty costs.

*We may not be able to achieve financial results within our target goals, and our operating results may fluctuate due to a number of factors, many of which are beyond our control.*

Our ability to achieve financial results that are within our goals is subject to a number of factors, some of which are beyond our control. Moreover, our annual and quarterly operating results have varied significantly in the past and likely will vary significantly in the future. Factors that cause our financial results to fluctuate include those set forth elsewhere in this report and the following:

the size and timing of customer orders, many of which are received towards the end of the quarter;

the effectiveness of sales promotions and sales of demonstration equipment;

geographic expansion in the Asia/Pacific region and other regions;

unforeseen developments in our Foreign Corrupt Practices Act matter or in complying with the FCPA in the future;

training and ramp-up time for new sales people;

investments in technologies and new products;

our effective tax rate;

the outcomes of the patent infringement lawsuit filed by Romer-Cimcore and the purported class action lawsuit;

the amount of time that it takes to fulfill orders and ship our products;

the length of our sales cycle to new customers and the time and expense incurred in further penetrating our existing customer base;

increases in operating expenses for product development and new product marketing;

costs associated with new product introductions, such as assembly line start-up costs and low introductory period production volumes;

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the timing and market acceptance of new products and product enhancements;

customer order deferrals in anticipation of new products and product enhancements;

our success in expanding our sales and marketing programs;

start-up costs and ramp-up time associated with opening new sales offices outside of the United States;

potential decreases in revenue without proportionate adjustments in fixed costs;

the efficiencies achieved in managing inventories and fixed assets;

investments in potential acquisitions or strategic sales, product or other initiatives;

shrinkage or other inventory losses due to product obsolescence, scrap or material price changes; and

adverse changes in the manufacturing industry and general economic conditions.

Any one or a combination of these factors could adversely affect our annual and quarterly operating results in the future and could cause us to fail to achieve our target financial results.

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***The CAM2 market is an emerging market and our growth depends on the ability of our products to attain broad market acceptance.***

The market for traditional fixed-base CMMs, check fixtures, handheld measurement tools, and surveying equipment is mature. Part of our strategy is to continue to displace these traditional measurement devices. Displacing traditional measurement devices and achieving broad market acceptance of our products requires significant effort to convince manufacturers to reevaluate their historical measurement procedures and methodologies.

Because the CAM2 market is emerging, the potential size and growth rate of the CAM2 market is uncertain and difficult to quantify. If the CAM2 market does not continue to expand or does not expand at least as quickly as we anticipate, we may not be able to continue our sales growth, which also may affect our profitability.

We market six closely interdependent products (Faro Arm, Scan Arm, Faro Laser Scanner LS, Faro Laser Tracker and Faro Gage) and related software for use in measurement, inspection and high-density surveying applications. Substantially all our revenues are currently derived from sales of these products and software and we plan to continue our business strategy of focusing on the portable software-driven, 3-D measurement and inspection market. Consequently, our financial performance will depend in large part on portable, computer-based measurement, inspection and high-density surveying products achieving broad market acceptance. If our products cannot attain broad market acceptance, we will not grow as anticipated and may be required to make increased expenditures on research and development for new applications or new products.

***We compete with manufacturers of portable measurement systems and traditional measurement devices, many of which have more resources than us and may develop new products and technologies.***

The broad market for measurement devices is highly competitive. In the Faro Gage product line, we compete with manufacturers of handheld measurement tools and fixed-base CMMs, including some large, well-established companies. In the Faro Arm, Faro Scan Arm, Faro Laser Tracker, and Faro Laser Scanner LS product lines, we compete primarily with Hexagon Metrology, a division of Hexagon. We also compete in these product lines with a number of other smaller competitors.

We will be required to make continued investments in technology and product development to maintain the technological advantage that we believe we currently have over our competition. Some of our competitors, including some manufacturers of fixed based CMMs and Hexagon, possess substantially greater financial, technical, and marketing resources than we possess. Moreover, we cannot be certain that our technology or our product development efforts will allow us to successfully compete as the industry evolves. As the market for our portable measurement systems expands, additional competition may emerge and the Company's existing and future competitors may commit more resources to the markets in which the Company participates.

***We derive a substantial part of our revenues from our international operations, which are subject to greater volatility and often require more management time and expense to achieve profitability than our domestic operations.***

Since 2000, we have derived approximately half of our sales from international operations. In our experience, entry into new international markets requires considerable management time as well as start-up expenses for market development, hiring and establishing office facilities before any significant revenues are generated. As a result, initial operations in a new market may operate at low margins or may be unprofitable.

Our international operations are subject to various risks, including:

difficulties in staffing and managing foreign operations;

political and economic instability;

unexpected changes in regulatory requirements and laws;

longer customer payment cycles and difficulty collecting accounts receivable;

export duties, import controls and trade restrictions;

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governmental restrictions on the transfer of funds to us from our operations outside the United States;

burdens of complying with a wide variety of foreign laws and labor practices; and

fluctuations in currency exchange rates.

Because our foreign subsidiaries maintain their financial records and statements in their respective local currencies, our consolidated financial results are affected by foreign currency translation adjustments. Moreover, several of the countries where we operate have emerging or developing economies, which may be subject to greater currency volatility, negative growth, high inflation, limited availability of foreign exchange and other risks. These factors may harm our results of operations and any measures that we may implement to reduce the effect of volatile currencies and other risks of our international operations may not be effective.

In addition, our foreign operations are subject to the Foreign Corrupt Practices Act, which makes illegal any payments to foreign officials or employees of foreign governments that are intended to induce them to use their influence to assist us or to gain any improper advantage for us. As previously reported on the Company's Form 8-K dated March 15, 2006, the Company learned that its China subsidiary had made payments to certain customers in China that may have violated the Foreign Corrupt Practices Act and other applicable laws. We voluntarily notified the United States Securities and Exchange Commission ( SEC ) and the United States Department of Justice ( DOJ ) of this matter. If the SEC or the DOJ determines that violations of the FCPA have occurred, they could seek civil and criminal sanctions, including monetary penalties, against the Company and/or certain of its employees, as well as additional changes to the Company's business practices and compliance programs, any of which could have a material adverse effect on the Company business and financial condition. In addition, such actions, whether actual or alleged, could damage our reputation and ability to do business. Further, detecting, investigating, and resolving such actions is expensive and could consume significant time and attention of our senior management.

***We may not be able to identify, consummate or achieve expected benefits from acquisitions.***

We have completed three significant acquisitions since our initial public offering in 1997. We may pursue access to additional technologies, complementary product lines and sales channels through selective acquisitions and strategic investments. We may not be able to identify and successfully negotiate suitable acquisitions, obtain financing for future acquisitions on satisfactory terms or otherwise complete acquisitions in the future. In the past we have used our stock as consideration for acquisitions. Our common stock may not remain at a price at which it can be used as consideration for acquisitions without diluting our existing shareholders, and potential acquisition candidates may not view our stock attractively.

Realization of the benefits of acquisitions often requires integration of some or all of the sales and marketing, distribution, manufacturing, engineering, finance and administrative organizations of the acquired companies. The integration of acquisitions demands substantial attention from senior management and the management of the acquired companies. Any acquisition may be subject to a variety of risks and uncertainties including:

the inability to assimilate effectively the operations, products, technologies and personnel of the acquired companies (some of which may be located in diverse geographic regions);

the inability to maintain uniform standards, controls, procedures and policies;

the need or obligation to divest portions of the acquired companies; and

the potential impairment of relationships with customers.

We cannot assure you that we will be able to integrate successfully any acquisitions, that any acquired companies will operate profitably or that we will realize the expected benefits from any acquisition.

*We may face difficulties managing growth.*

If our business continues to grow rapidly in the future, we expect it to result in:

increased complexity



*We are a defendant in a shareholder class-action lawsuit.*

We and certain of our officers were named as defendants in purported class action complaints filed in the United States District Court for the Middle District of Florida, Orlando Division. The lead plaintiff in the securities litigation seeks an unspecified amount of damages, premised on allegations that each defendant made



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The Company's Asian headquarters are located in a leased building in Singapore containing approximately 22,000 square feet. This facility houses the administration, sales, marketing, production and service management personnel for the Company's Asian operations. The Company's Japan headquarters are located in a leased building in Nagoya, Japan containing approximately 5,000 square feet. This facility houses the Company's Japan sales, marketing and service operations. The Company's China headquarters are located in a leased building in Shanghai, China containing approximately 11,000 square feet for sales, marketing and service operations.







No matters were submitted to a vote of security holders during the fourth quarter of 2006.















































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BALANCE DECEMBER 31, 2006                      14,504,715   \$   14   \$   85,160   \$                      \$   25,452   \$                      580   \$   (151)   \$   111,055

The accompanying notes are an integral part of these consolidated financial statements.





















**Table of Contents****4. ALLOWANCE FOR DOUBTFUL ACCOUNTS**

The allowance for doubtful accounts is as follows:

	Years ended December 31,		
	2006	2005	2004
Balance, beginning of year	\$ 214	\$ 339	\$ 255
Provision	257	112	154
Amounts written off, net of recoveries	(13)	(237)	(70)
Balance, end of year	\$ 458	\$ 214	\$ 339

**5. SHORT-TERM INVESTMENTS**

The underlying investments of the Company's variable rate municipal bonds are long term tax-exempt municipal bonds. These variable rate municipal bonds mature every seven days, at which time the interest rate adjusts to current market conditions. As they are considered available-for-sale securities, the Company has classified them as short-term investments on the accompanying consolidated balance sheets.

**6. INVENTORIES**

Inventories consist of the following:

	December 31,	
	2006	2005
Raw materials	\$ 9,754	\$ 11,820
Finished goods	2,160	4,976
Sales demonstration inventory	11,919	12,227
Reserve for excess and obsolete	(404)	(373)
<b>Inventory</b>	<b>23,429</b>	<b>28,650</b>
Service inventory	7,278	4,333
<b>Total</b>	<b>\$ 30,707</b>	<b>\$ 32,983</b>

**7. GOODWILL**

The Company's goodwill at December 31, 2006 and 2005 is related to its acquisition of three previous businesses. The Company tests for goodwill impairment in accordance with SFAS No. 142, *Goodwill and Other Intangible Assets*. The Company evaluates each reporting unit's fair value versus its carrying value in the fourth quarter of each year or more frequently if events or changes in circumstances indicate that the carrying value may exceed the fair value. The Company prepares a discounted cash flow model to estimate the fair value of the reporting unit and compares this amount against the carrying value. Impairments to goodwill are charged against earnings in the period the impairment is identified. The Company has three reporting units for which goodwill was tested on December 31, 2006, the Americas Region, the Europe/Asia Region, and the Asia Pacific Region, as shown in the table. As of December 31, 2006 and 2005, the Company did not have any goodwill that was identified as impaired. The increase in goodwill of \$2.7 million in 2006 and \$6.5 million in 2005 relates primarily to the purchase of iQvolution.

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	<b>Foreign</b>			
	<b>Currency</b>			
<b>December 31, 2006</b>	<b>Beginning Balance</b>	<b>Additions</b>	<b>Translation</b>	<b>Ending Balance</b>
Americas Region	\$ 6,994	\$		\$ 6,994
Europe/Africa region	7,580	1,625	1,067	10,272
Asia Pacific Region				
<b>Total</b>	<b>\$ 14,574</b>	<b>\$ 1,625</b>	<b>\$ 1,067</b>	<b>\$ 17,266</b>

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	Beginning Balance	Additions	Foreign	Ending Balance
			Currency Translation	
<b>December 31, 2005</b>				
Americas Region	\$ 6,994	\$		\$ 6,994
Europe/Africa region	1,083	6,633	(136)	7,580
Asia Pacific Region				
Total	\$ 8,077	\$ 6,633	\$ (136)	\$ 14,574

**8. INTANGIBLE ASSETS**

Intangible assets consist of the following:

	December 31,	
	2006	2005
<b>Amortizable intangible assets:</b>		
Existing product technology	\$ 10,273	\$ 8,767
Patents	2,984	2,544
Other	6,791	6,055
<b>Total</b>	<b>20,048</b>	<b>17,316</b>
Accumulated amortization	(13,827)	(10,921)
<b>Intangible assets net</b>	<b>\$ 6,221</b>	<b>\$ 6,395</b>

In 2005, the Company wrote off patents with an original cost of \$503 and a net book value of \$334 which had been abandoned. Amortization expense was \$1,293, \$1,299 and \$886, in 2006, 2005, and 2004, respectively. The estimated amortization expense for each of the five succeeding fiscal years is as follows:

Years ending December 31,	Amount
2007	\$ 892
2008	474
2009	465
2010	465
2011	465
Thereafter	3,210
	<b>\$ 5,971</b>

**9. ACCRUED LIABILITIES**

Accrued liabilities consist of the following:

December 31,

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	2006	2005
Accrued compensation and benefits	\$ 7,195	\$ 2,641
Accrued warranties	1,369	861
Professional and legal fees	972	1,239
Other accrued liabilities	843	828
	\$ 10,379	\$ 5,569

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Activity related to accrued warranties was as follows:

	December 31,	
	2006	2005
Beginning Balance	\$ 861	\$ 565
Provision for warranty expense	1,326	1,050
Warranty expired	(818)	(754)
Ending Balance	\$ 1,369	\$ 861

**10. LINE OF CREDIT**

On July 11, 2006, the Company entered into a loan agreement providing for an available line of credit of \$30.0 million. Loans under the loan agreement bear interest at the rate of LIBOR plus 1.75% and require the Company to maintain certain ratios with respect to a debt covenant agreement, including current ratio, consolidated EBITDA, and senior funded debt to EBITDA. As of December 31, 2006, the Company is in compliance with all of the covenants under the Amended Loan Agreement. The term of the Amended Loan Agreement extends to April 30, 2009. The Company has not drawn on this line of credit.

**11. CAPITAL LEASES AND LONG-TERM DEBT**

Required future payments of obligations under capital leases are as follows:

Year ending December 31,	Capital Lease Obligations
2007	\$ 87
2008	70
2009	8
2010	2
2011	
Total future minimum lease payments	167
Less Current maturities	(52)
	\$ 115

Assets under capital leases were \$559 and \$384 at December 31, 2006 and 2005, respectively. Accumulated depreciation under capital leases was \$366 and \$235 at December 31, 2006 and 2005, respectively.

The current portion of long-term debt of \$38 is included in capital leases and long-term debt in the accompanying consolidated balance sheets as of December 31, 2006.

**12. RELATED PARTY TRANSACTIONS**

*Related party lease* The Company leases its headquarters in Lake Mary, Florida from Xenon Research, Inc., a company owned by Simon Raab, the Company's Chairman, and Diana Raab, his spouse. The prior lease expired on February 28, 2006, and the Company executed a new Lease Agreement on August 8, 2006 with Xenon Research. The term of the lease commenced as of July 1, 2006 and expires on July 1, 2011. The Lease will be automatically renewed for one successive five-year term unless the Company provides Xenon Research with written notice of

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non-renewal at least 90 days prior to the end of the term. The Company also has a one-time right to terminate the Lease after three years (from July 1, 2006) upon written notice delivered to the Landlord one year prior to the date upon which the Company wishes to terminate the Lease. The Company's independent directors negotiated and approved the lease on behalf of the Company. In that process, the independent directors consulted with a real estate broker to verify that the lease rate and terms were competitive and at market.

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During the first year of the Initial Term, the fixed rent will be \$302,750 per annum payable monthly. Each year thereafter (on July 1), the fixed rent will be increased by three percent over the fixed rent for the preceding year. The lease is a net lease, meaning that the Company also is responsible for real estate taxes and insurance expenses covering the leased premises. The real estate taxes and insurance expenses are paid by Xenon Research, and the Company reimburses Xenon Research in equal monthly payments for such real estate taxes and insurance expenses with the reimbursement amount to be computed annually based on the real estate taxes and insurance expenses actually paid by Xenon Research. All payments of fixed rent and additional rent will include all applicable sales and use taxes. Rent expense under this lease and the prior lease was \$398 in 2006, 2005 and 2004.

**13. OTHER INCOME (EXPENSE), NET**

Other income (expense), net consists of the following:

	Years ended December 31,		
	2006	2005	2004
Foreign exchange gains (losses)	\$ 827	\$ (794)	\$ 337
Disposal of patents		(334)	
Other	(37)	322	25
Total other income (expense), net	\$ 790	\$ (806)	\$ 362

**14. INCOME TAXES**

Income before income taxes consists of the following:

	Years ended December 31,		
	2006	2005	2004
Domestic	\$ 932	\$ 5,304	\$ 5,729
Foreign	8,844	4,594	9,560
Income before income taxes	\$ 9,776	\$ 9,898	\$ 15,289

The components of the income tax expense are as follows:

	Years ended December 31,		
	2006	2005	2004
Current:			
Federal	\$ 517	\$ 1,792	\$ 987
State	50	173	65
Foreign	1,028	1,317	1,316
	1,595	3,282	2,368
Deferred:			
Federal	(470)	(395)	(278)
State	(46)	(38)	(18)
Foreign	501	(1,130)	(1,714)

	(15)	(1,563)	(2,010)
	\$ 1,580	\$ 1,719	\$ 358

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Income tax expense for the years ended December 31, 2006, 2005, and 2004 differ from the amount computed by applying the federal statutory corporate rate to income before income taxes. The differences are reconciled as follows:

	Years ended December 31,		
	2006	2005	2004
Tax expense at statutory rate of 35%	\$ 3,422	\$ 3,464	\$ 5,351
State income taxes, net of federal benefit	36	84	147
Foreign tax rate difference	(3,064)	(2,771)	(1,309)
Research and development credit	(121)	(274)	(270)
Change in valuation allowance	1,411	1,247	(3,191)
Other	(104)	(31)	(370)
<b>Total income tax expense</b>	<b>\$ 1,580</b>	<b>\$ 1,719</b>	<b>\$ 358</b>

The components of the Company's net deferred income tax asset are as follows:

	December 31,	
	2006	2005
<b>Net deferred income tax asset - Current</b>		
Intercompany profit in inventory	\$ 1,592	\$ 2,166
Warranty costs	268	242
Bad debt reserve	87	32
Inventory reserve	(38)	59
Unearned service revenue	1,436	723
Other	(102)	4
<b>Deferred income tax asset - Current</b>	<b>3,243</b>	<b>3,226</b>
<b>Valuation Allowance</b>	<b>(1,398)</b>	<b>(1,071)</b>
<b>Net deferred income tax asset - Current</b>	<b>\$ 1,845</b>	<b>\$ 2,155</b>
<b>Net deferred income tax asset - Non-current</b>		
Depreciation	\$ 1,228	\$ 886
Goodwill amortization	(847)	(880)
Product design costs	(59)	(128)
Employee stock options	100	55
Unearned service revenue	52	199
Tax credits	279	716
Loss carryforwards	6,251	5,422
<b>Deferred income tax asset - Non-current</b>	<b>7,004</b>	<b>6,270</b>
<b>Valuation Allowance</b>	<b>(3,019)</b>	<b>(2,415)</b>
<b>Net deferred income tax asset - Non-current</b>	<b>\$ 3,985</b>	<b>\$ 3,855</b>
<b>Net deferred income tax liability - Non-current</b>		
Intangible assets	\$ (1,200)	\$

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At December 31, 2006 and 2005, the Company's domestic entities had deferred income tax assets in the amount of \$3,996 and \$4,074, respectively. The Company has determined that these amounts are fully realizable and have not established any valuation allowance based on the assessment that they are more-likely-than-not to be utilized.

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At December 31, 2006 and 2005, the Company's foreign subsidiaries had deferred income tax assets relating to net operating loss carry forwards, which do not expire, of \$6,251 and \$5,422, respectively. For financial reporting purposes, a valuation allowance of \$4,417 and \$3,486, respectively has been recognized to offset the deferred tax assets relating to net operating losses.

The Company continues to maintain a valuation allowance on net operating losses in jurisdictions for which it does not have a history of earnings over the last three years and where the Company believes that the deferred tax assets are not more-likely-than-not to be realized based upon two-year projections of taxable income. The Company increased the overall valuation allowance in 2006 on its deferred tax assets in the amount of \$931. The increase in the valuation allowance for 2006 relates to the net generation of deferred tax assets in foreign jurisdictions, including \$451 related to the purchase of iQvolution.

At December 31, 2006 and 2005, the Company had \$279 and \$716 in tax credits, respectively. These credits are related to the Company's research and development activities and expire in 16 to 20 years. The Company fully expects to realize these credits before expiration.

The Company operates in a number of different countries around the world. In 2003, the Company began to manufacture its products in Switzerland, where it has received a favorable income tax rate commitment from the Swiss government as an incentive to establish a manufacturing plant there. The aggregate dollar effect of this favorable tax rate was approximately \$1.7 million, or \$0.12 per share, in the year ended December 31, 2006, and \$3.0 million, or \$0.21 per share, in the year ended December 31, 2005. In 2005, the Company opened a regional headquarters and began to manufacture its products in Singapore, where it has received a reduced income tax rate commitment from the Singapore Economic Development Board as an incentive to establish a manufacturing plant and regional headquarters there. The aggregate dollar effect of this favorable tax rate was approximately \$0.9 million, or \$.06 per share, during the year ended December 31, 2006.

We have not recognized any U.S. tax expense on undistributed international earnings since we intend to reinvest the earnings outside the U.S. for the foreseeable future. Our net undistributed international earnings were approximately \$10.8 million and \$6.3 million at December 31, 2006, and 2005, respectively.

Significant judgment is required in determining our worldwide provision for income taxes. In the ordinary course of a global business, there are many transactions for which the ultimate tax outcome is uncertain. The Company reviews its tax contingencies on a regular basis and makes appropriate accruals as necessary.

**15. COMMITMENTS AND CONTINGENCIES**

**Leases** The following is a schedule of future minimum lease payments required under non-cancelable operating leases with initial terms in excess of one year, including leases with related parties (see Note 12), in effect at December 31, 2006:

<b>Years ending December 31,</b>	<b>Amount</b>
2007	\$ 3,022
2008	2,422
2009	1,944
2010	906
2011	573
Thereafter	476
<b>Total future minimum lease payments</b>	<b>\$ 9,343</b>

Rent expense for 2006, 2005, and 2004, was approximately \$3,291, \$2,306 and \$1,651, respectively.

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**Patent Litigation Patent Litigation** On November 25, 2003, Cimcore-Romer (now a division of Hexagon) filed a patent infringement suit against us in the Federal District Court for the Southern District of California alleging that certain of our products sold in the United States, including the FARO Arm, infringe U.S. Patent 5,829,148 ( 148 patent). The Company believes, and has contended in this litigation, that the Company does not infringe the 148 patent and that the 148 patent is invalid.

On July 12, 2005, the court issued an order granting Cimcore-Romer's motion for summary judgment of infringement of three claims of the 148 patent. On July 22, 2005, the Company announced its decision to limit the capability of its U.S.-based FARO Arm products (the FARO Arm, the FARO Gage and the Digital Template) by removing what we call the infinite rotation feature by reducing this capability to 50 rotations or fewer. FARO believes that by limiting the range of the joint rotation to 50 rotations, it has removed from its U.S. products the ability to sweep through an unlimited arc, which is a feature of the 148 patent claims addressed by the court's ruling required to infringe the 148 patent. The revised products have not, however, been considered by the courts. Accordingly, we cannot give assurance that the revised products will not be deemed to infringe the 148 patent.

On September 20, 2005, the Court vacated its order of summary judgment of infringement and agreed to reconsider its conclusions from the patent claim construction ( Markman ) ruling, which is a pretrial hearing often used in patent infringement cases. The new Markman hearing occurred on October 3, 2005 and the hearing-on-summary judgments of infringement occurred on November 14, 2005. On October 18, 2005, the Court issued a revised claim construction that the Company believes materially alters the Court's previous Markman ruling by substantially narrowing what FARO believes to be key aspects of the claim construction. The Company believes that this narrower claim construction will ultimately lead to a finding that it does not infringe any claim of the 148 patent.

The trial began in November 2006, and on December 6, 2006, the judge presiding over the case declared a mistrial trial. A new trial date has been set for April 3, 2007.

In addition, the Company filed two separate requests for reexamination in the U.S. Patent and Trademark Office ( PTO ) of the 148 Patent, both of which requests were granted. The PTO ruled in the first reexamination in September 2005. The Company believes that the PTO ruling bolsters the Company's previous position that it does not infringe the 148 patent. More specifically, in the first reexamination, the PTO construed critical claim terms in a relatively narrow manner, which the Company believes is consistent with its stated positions in the patent litigation. The Company's second reexamination request was granted by the PTO in November 2005 and is based on new prior art (that is, earlier issued patent publications) submitted to the PTO which FARO believes will ultimately invalidate the 148 patent. This prior art reference was not at issue in the first reexamination proceeding.

On December 7, 2006, the PTO rejected key claims in Hexagon's 148 patent. Hexagon has appealed the PTO's rejection of the claims. The rejected claims include all the claims involved in the ongoing 148 patent infringement. If the PTO rejection is ultimately made final, the patent claims asserted against the Company in the Hexagon litigation will be invalidated, and FARO will then prevail in its litigation. The Hexagon 148 patent claims cover a four-jointed arm construction with a mechanically unlimited rotation of certain joints. The PTO, in its rejection, determined that this feature was already found in a number of prior patents and so determined that the 148 claims were obvious in view of these prior patents. Hexagon will have the right to respond to, and eventually appeal, the rejection of the claims.

In the event of an adverse ruling in the Romer-Cimcore litigation, we could be required to pay substantial damages, cease the manufacturing, use and sale of any infringing products, discontinue the use of certain processes or obtain a license, if available, from Romer-Cimcore with royalty payment obligations by us. An adverse decision in the Romer-Cimcore case could materially and adversely affect our financial condition and results of operations. At this time, however, the Company cannot estimate the potential impact, if any, that might result from this suit, and therefore, no provision has been made to cover such expense.

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**Securities Litigation** On December 6, 2005, the first of four essentially identical class action securities fraud lawsuits were filed against the Company and certain officers of the Company. On April 19, 2006, the four lawsuits were consolidated, and Kornitzer Capital Management, Inc. was appointed as the lead plaintiff. On May 16, 2006, Kornitzer filed its Consolidated Amended Class Action Complaint against the Company and the individual defendants. The Amended Complaint also named Grant Thornton LLP, the Company's independent registered public accounting firm, as an additional defendant.

On July 31, 2006, the Company filed a Motion to Dismiss the Amended Complaint. On February 3, 2007, the Court dismissed the Amended Complaint, as against all defendants, with leave to re-plead.

On February 22, 2007, Kornitzer filed its Consolidated Second Amended Class Action Complaint. The Second Amended Complaint principally asserts the same claims set forth in the Amended Complaint, but adds various allegations in an attempt to comply with certain standards stated in the Court's order. As in the Amended Complaint, Kornitzer seeks to represent a class consisting of all persons who purchased or otherwise acquired the Company's publicly traded securities between April 15, 2004 and March 15, 2006. On behalf of the alleged class, Kornitzer seeks an unspecified amount of damages, premised on allegations that each defendant made misrepresentations and omissions of material fact during the class period in violation of the Securities Exchange Act of 1934. Among other things, Kornitzer alleges that the defendants misrepresented matters during the class period related to: (i) the value of the Company's inventory, and the amount of the Company's gross margins and profits, as a result of the inventory valuation; (ii) the amount of the 2005 selling expenses that the Company had accrued and expected; and (iii) the effectiveness of the Company's systems of internal controls, including in connection with the Company's determination of its inventory valuation and selling expenses, and the fact that certain reported sales in Asia were obtained in violation of the Foreign Corrupt Practices Act.

The Company's deadline for responding to the Second Amended Complaint is April 26, 2007. The Company intends to file a motion to dismiss the Second Amended Complaint. The Company has timely notified the issuer of its Executive Liability and Entity Securities Liability insurance policy of the Securities Litigation. Although the Company believes that the material allegations made in the Second Amended Complaint are without merit and intends to vigorously defend the Securities Litigation, no assurances can be given with respect to the outcome of the Securities Litigation.

**Purchase Commitments** The Company enters into purchase commitments for products and services in the ordinary course of business. These purchases generally cover production requirements for 60 to 90 days. On August 11, 2005, FARO entered into an agreement with DELCAM plc under which the Company agreed to purchase approximately \$1.4 million in products over a 12-month term. At December 31, 2006, the Company had completed the purchase of \$1.4 million in products under this agreement. Effective November 1, 2005, FARO entered into an agreement with Metrologic Group S.A. under which the Company agreed to purchase approximately \$0.4 million in products over a 12-month term. At December 31, 2006, \$0.3 million had been purchased under this agreement and the agreement was not renewed. Other than the agreements listed above, the Company does not have any long-term commitments for purchases.

**Voluntary Disclosure of Foreign Corrupt Practices Act Matter to the Securities and Exchange Commission and Department of Justice.** As previously reported by the Company, the Company learned that its China subsidiary had made payments to certain customers in China that may have violated the FCPA and other applicable laws. The Company's Audit Committee instituted an internal investigation into this matter in February 2006, and the Company voluntarily notified the SEC and the DOJ of this matter in March 2006. The internal investigation into this matter has been completed. The Company has provided to the SEC and the DOJ information obtained during the course of this investigation and is cooperating with both agencies.

The Company's internal investigation has identified certain improper payments made in China and deficiencies in its controls with respect to its operations in China in possible violation of the FCPA. If the SEC or the DOJ determines that violations of the FCPA have occurred, they could seek civil and criminal sanctions,

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including monetary penalties, against the Company and/or certain of its employees, as well as additional changes to the Company's business practices and compliance programs. Based on current information, it is not possible to predict at this time when the SEC or DOJ investigations will be resolved, what the outcome will be, what sanctions, if any, will be imposed, or the effect that such matters may ultimately have on the Company or its consolidated financial statements. Results of the investigation revealed that referral fee payments in possible violation of the FCPA were \$165,000 and \$265,000 in 2004 and 2005, respectively, which were recorded in selling expenses in the Company's statement of income. The related sales to customers to which payment of these referral fees had been made totaled \$1.3 million and \$3.24 million in 2004 and 2005, respectively. Additional improper referral fee payments of \$122,000 were made in January and February 2006 related to sales contracts in 2005. The Company had sales in China of \$9.0 million in 2005 and \$4.2 million in 2004, approximately 7% and 4% of total sales, respectively. The Company incurred expenses of \$3.8 million in 2006 relating to its internal investigation of the FCPA matter.

The Company has terminated certain personnel in the Asia-Pacific Region and has re-assigned the duties of other personnel in both the Asia-Pacific Region and the U.S. as a result of the internal investigation. The Company is instituting the following remedial measures:

Contracted with a third party forensics accounting team to conduct an in-depth audit of the operations in China and in other countries in the Asia-Pacific Region and to make recommendations for improvement to the internal control systems.

Reviewing third party distributor arrangements in an effort to assure that all contracts include adherence to the FCPA.

Performing due diligence on all third party distributors and implementing a process to assess potential new distributors.

Established an in-house internal audit function including hiring a Director of Internal Audit.

Consolidating the human resources, financial accounting and reporting functions for the Asia region into the Singapore Operations.

Implemented an internal certification process to ascertain whether similar issues may exist elsewhere in the Company.

Implemented a quarterly internal certification process to confirm adherence to company policy and all applicable laws and regulations that will include all regional leadership, country management and other sales management.

Implementing additional training on FCPA and other matters for employees and a confidential compliance reporting system.

During the Company's internal investigation of its business practices in China, it became aware that income taxes related to certain commissions and bonus payments to its employees had not been properly reported. The Company has filed the appropriate payroll tax returns and remitted the deficiency.

Other than the litigation mentioned above, the Company is not involved in any other legal proceedings other than routine litigation arising in the normal course of business. The Company does not believe the results of such litigation, even if the outcome were unfavorable to the Company, would have a material adverse effect on the Company's business, financial condition or results of operations.

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### **16. STOCK COMPENSATION PLANS**

The Company has four stock option plans that provide for the granting of stock options to key employees and non-employee members of the Board of Directors. The 1993 Stock Option Plan (1993 Plan) and the 1997 Employee Stock Option Plan (1997 Plan) provide for granting incentive stock options and nonqualified stock options to officers and key employees of the Company. The 1997 Non-employee Director Plan provides for granting nonqualified stock options and formula options to non-employee directors. The 2004 Equity Incentive Plan (2004 Plan) provides for granting options or stock appreciation rights to employees and non-employee directors.

The Company is authorized to grant options for up to 703,100 shares of common stock under the 1993 Plan, of which there are none outstanding. The Company is also authorized to grant options for up to 1,400,000 shares of common stock under the 1997 Plan, of which 308,257 options are currently outstanding at exercise prices between \$1.50 and \$27.40. These options vest over a 3-year period. The Company is also authorized to grant up to 250,000 shares of common stock under the 1997 Non-employee Director Plan of which 80,000 options are currently outstanding at exercise prices between \$1.61 and \$21.56. Each non-employee director is granted 3,400 options upon election to the Board of Directors and then annually upon attending the annual meeting of shareholders (formula options). Formula options granted to directors are generally granted upon the same terms and conditions as options granted to officers and employees. These options vest over a 3-year period. The Company is also authorized to grant options for up to 1,750,000 shares of common stock under the 2004 Plan, of which 670,183 options are currently outstanding at exercise prices between \$14.06 to \$31.45, and 26,163 restricted stock units are outstanding at a stock price of \$19.49. These options and restricted stock units vest over a 3-year period. The restricted stock unit grants have a performance-based annual vesting on the anniversary date over their respective terms. The Company records compensation cost associated with its restricted stock unit grants on a straight-line basis over the vesting term.

In addition to the four stock option plans, the Company has the 1997 Non-Employee Directors Fee Plan (1997 Fee Plan) under which the Company is authorized to issue up to 250,000 shares of Common Stock and permits non-employee directors to elect to receive directors' fees in the form of common stock rather than cash. Common stock issued in lieu of cash directors' fees is issued at the end of the quarter in which the fees are earned, with the number of shares being based on the fair market value of the common stock for the five trading days immediately preceding the last business day of the quarter. The 1997 Fee Plan also permits non-employee directors to irrevocably elect to defer receipt of all or any portion of the shares of common stock which would otherwise be payable. As of December 31, 2005 and 2004 there were 11,090 and 35,941 shares, respectively, which were accrued but not yet issued in connection with directors' elections. These shares were issued as of December 31, 2006.

In the fourth quarter of 2001, the Company cancelled approximately 548,000 out of the money options, including approximately 440,000 options issued under the 1997 Plan and approximately 108,000 options issued under the 1997 Non-employee Director Plan. As a result, 62,806 options granted in 2001, under the 1997 Plan and to holders of some of the options cancelled, were subjected to variable accounting treatment. Under FIN 44, stock options issued within six months of a cancellation must be accounted for as variable under certain circumstances. Variable accounting requires companies to re-measure compensation costs for the variable options based on the Company's share price until the options are exercised, cancelled or forfeited without replacement. Compensation is dependent on fluctuations in the quoted market prices for the Company's common stock. Such compensation costs will be recognized over a three-year vesting schedule until the options are fully vested, exercised, cancelled or forfeited, after which time the compensation will be recognized immediately at each reporting period. With the adoption of FAS 123(R) in January of 2006, FIN 44 was superseded and the Company is no longer required to account for these options under variable accounting.

In the fourth quarter of 2005, the Company accelerated the vesting for substantially all of its outstanding options, and has recorded minimal expenses for its remaining unvested stock options during 2006. The pre-tax

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charge estimated by the Company to be avoided as a result of the acceleration amounts to approximately \$7.7 million over the course of the original vesting periods. The fair value for any future grants will be included in expense over the vesting periods.

Compensation (income) costs charged to operations associated with the Company's stock option plans were \$210, (\$150), and \$277 in 2006, 2005, and 2004, respectively. The changes in stock option associated compensation cost were due to the vesting of options combined with market price fluctuations in the Company's common stock under variable accounting and the accrual of expenses relating to the issuance of restricted stock.

A summary of stock option activity and weighted average exercise prices follows:

	2006		Years Ended December 31, 2005		2004	
	Options	Weighted-Average Exercise Price	Options	Weighted-Average Exercise Price	Options	Weighted-Average Exercise Price
Outstanding at beginning of year	1,340,034	\$ 16.72	1,215,240	\$ 13.69	978,952	\$ 2.42
Granted	14,000	14.06	314,123	22.75	750,730	20.86
Forfeited	(234,196)	22.04	(51,830)	20.06	(28,930)	8.06
Exercised	(61,398)	7.57	(137,499)	2.47	(485,512)	2.41
Outstanding at end of year	1,058,440	\$ 16.04	1,340,034	\$ 16.72	1,215,240	\$ 13.69
Outstanding exercisable at year-end	1,044,440	\$ 16.06	1,329,366	\$ 16.82	339,465	\$ 6.40
Weighted-average fair value of options granted during the year	\$ 7.32		\$ 11.03		\$ 13.67	

A summary of stock options outstanding and exercisable as of December 31, 2006 follows:

Exercise Price	Options Outstanding	Weighted-Average Remaining Contractual Life (years)	Average Exercise Price	Options Exercisable	Average Exercise Price
Up to \$1.50	14,476	4.84	\$ 1.50	14,476	\$ 1.50
\$1.51-\$3.00	255,546	5.05	\$ 2.22	255,546	\$ 2.22
\$3.01-\$10.00	24,000	4.67	\$ 4.16	24,000	\$ 4.16
\$10.01-\$20.00	407,444	7.72	\$ 19.07	393,444	\$ 19.24
Over \$20.00	356,974	7.60	\$ 23.86	356,974	\$ 23.86
	1,058,440	6.92	\$ 16.04	1,044,440	\$ 16.06

Remaining non-exercisable options as of December 31, 2006 become exercisable as follows:

Years ending December 31,	Amount
2007	4,667
2008	4,667
2009	4,666
	14,000



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A table illustrating the effect on net income and net income per share as if the fair value method prescribed by FAS 123 (R) had been applied is presented in Note 1. Summary of Significant Accounting Policies. The Company used the Black-Scholes option-pricing model to determine the fair value of grants made using the following assumptions:

	<b>Year Ended December 31, 2006</b>
Risk-free interest rate	5.00%
Expected dividend yield	0%
Expected option life	4 years
Stock price volatility	63.2%

**17. EARNINGS PER SHARE**

A reconciliation of the number of common shares used in the calculation of basic and diluted earnings per share (EPS) is presented below:

	<b>December 31, 2006</b>		<b>Years Ended December 31, 2005</b>		<b>December 31, 2004</b>	
	<b>Shares</b>	<b>Per-Share Amount</b>	<b>Shares</b>	<b>Per-Share Amount</b>	<b>Shares</b>	<b>Per-Share Amount</b>
Basic EPS	14,397,050	\$ 0.57	14,169,140	\$ 0.58	13,833,590	\$ 1.08
Effect of dilutive securities	163,281	(0.01)	273,108	(0.01)	189,569	(0.02)
<b>Diluted EPS</b>	<b>14,560,331</b>	<b>\$ 0.56</b>	<b>14,442,248</b>	<b>\$ 0.57</b>	<b>14,023,159</b>	<b>\$ 1.06</b>

The effect of 745,841, 237,419, and 0 dilutive securities were not included for 2006, 2005 and 2004, as they were antidilutive.

**18. EMPLOYEE RETIREMENT BENEFIT PLAN**

The Company maintains a 401(k) defined contribution retirement plan for its U.S. employees, which provides benefits for all employees meeting certain age and service requirements. The Company may make a discretionary contribution each plan year, as determined by its Board of Directors. Discretionary contributions or employer matches can be made to the participant's account but cannot exceed 100% of compensation. Costs charged to operations in connection with the Plan during 2006, 2005, and 2004 aggregated \$247, \$201, and \$172, respectively.

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**19. SEGMENT REPORTING**

The Company has three reportable segments based upon geographic regions: Americas, Europe/Africa and Asia Pacific. The company develops, manufactures, markets, supports and sells CAD-based quality assurance products integrated with CAD-based inspection and statistical process control software in each of these regions. These activities represent approximately 99% of consolidated sales. The Company evaluates performance and allocates resources based upon profitable growth and assets deployed.

The following table presents information about the Company's reportable segments:

	2006	2005	2004
<b>Americas Region</b>			
Net sales to external customers	\$ 62,967	\$ 55,884	\$ 41,680
Operating income	(6,191)	(6,640)	(3,810)
Long-lived assets	12,278	12,825	12,661
Capital expenditures	1,684	1,251	1,505
Total assets	\$ 69,607	\$ 68,304	\$ 68,090
<b>Europe/Africa Region</b>			
Net sales to external customers	\$ 60,869	\$ 44,940	\$ 43,111
Operating income	8,130	8,322	13,693
Long-lived assets	16,397	12,461	2,493
Capital expenditures	1,333	1,931	813
Total assets	\$ 55,041	\$ 39,112	\$ 30,527
<b>Asia Pacific Region</b>			
Net sales to external customers	\$ 28,569	\$ 24,766	\$ 12,229
Operating income	6,320	8,544	4,701
Long-lived assets	1,657	1,746	505
Capital expenditures	1,038	1,583	358
Total assets	\$ 19,628	\$ 15,232	\$ 6,461
<b>Totals</b>			
Net sales to external customers	\$ 152,405	\$ 125,590	\$ 97,020
Operating income	8,259	10,226	14,584
Long-lived assets	30,332	27,033	15,659
Capital expenditures	4,055	4,765	2,676
Total assets	\$ 144,276	\$ 122,648	\$ 105,078

The geographical sales information presented above represents sales to customers located in each respective region whereas the long-lived assets information represents assets held in the respective regions. There were no customers that accounted for 10% or more of total revenue.

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During the fourth quarter of 2006, the Company identified certain shipments to customers containing the freight term FOB Destination as exceptions to the standard terms and conditions of sale that had been included in sales when shipped and not when delivered. Also during the fourth quarter, the Company noted that freight and duty was not included in the cost of inventory at certain international locations but was improperly expensed as incurred.

The Company recorded an adjustment to decrease sales and cost of sales of \$1.4 million and \$0.7 million, respectively, resulting in a decrease in pre-tax income of \$0.7 million in the fourth quarter of fiscal 2006. The pre-tax effect of these items was not material to any previous quarters.

Quarter ended	April 1, 2006	July 1, 2006	September 30, 2006	December 31, 2006
Sales	\$ 32,056	\$ 38,042	\$ 38,365	\$ 43,942
Gross profit	18,835	22,562	22,244	25,817
Net income	496	853	3,189	3,658
Net income per share:				
Basic	\$ 0.03	\$ 0.06	\$ 0.22	\$ 0.25
Diluted	\$ 0.03	\$ 0.06	\$ 0.22	\$ 0.25

Quarter ended	April 2, 2005	July 2, 2005	October 1, 2005	December 31, 2005
Sales	\$ 27,617	\$ 30,895	\$ 32,598	\$ 34,480
Gross profit	17,343	18,390	17,685	19,514
Net income	3,469	1,912	2,615	183
Net income per share:				
Basic	\$ 0.25	\$ 0.13	\$ 0.18	\$ 0.01
Diluted	\$ 0.24	\$ 0.13	\$ 0.18	\$ 0.01

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**ITEM 9. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE.**

None.

**ITEM 9A. CONTROLS AND PROCEDURES.**

***Evaluation of Disclosure Controls and Procedures***

The Company's management, under the supervision and with the participation of its Chief Executive Officer and Chief Financial Officer, evaluated the effectiveness of the design and operation of the Company's disclosure controls and procedures (as defined under Securities Exchange Act of 1934, as amended (the Exchange Act) Rule 13a-15(e)) as of the end of the period covered by this report. As discussed below, the Company identified the following material weakness in its internal control over financial reporting the Company's review controls did not effectively identify invoices containing delivery terms of FOB Destination which were not delivered to the customer by December 31, 2006. Solely as a result of this material weakness, management has concluded that the Company's disclosure controls and procedures were not effective as of December 31, 2006.

***Changes in Internal Control Over Financial Reporting***

The internal control over financial reporting changes with respect to the FOB Destination material weakness described below were the only changes in the Company's internal control over financial reporting during the year ended December 31, 2006 that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

***Management's Report on Internal Control Over Financial Reporting***

Our Chief Executive Officer and Chief Financial Officer, together with other members of management of FARO Technologies Inc., are responsible for establishing and maintaining adequate internal control over financial reporting.

Internal control over financial reporting is the process designed under our supervision, and effected by our Board of Directors, management and other personnel, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of our financial statements for external purposes in accordance with accounting principles generally accepted in the United States of America.

There are inherent limitations in the effectiveness of internal control over financial reporting, including the possibility that misstatements may not be prevented or detected. Accordingly, an effective control system, no matter how well designed and operated, can provide only reasonable assurance of achieving the designed control objectives, and management is required to apply its judgment in evaluating the cost-benefit relationship of possible controls and procedures. Because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues and instances of fraud, if any, within the company have been detected. These inherent limitations include the realities that judgments in decision-making can be faulty, and that breakdowns can occur because of simple error or mistake. Additionally, controls can be circumvented by the individual acts of some persons, by collusion of two or more people, or by management override of the control. The design of any system of controls also is based in part upon certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential future conditions. Because of the inherent limitations in a cost-effective control system, misstatements due to error or fraud may occur and not be detected.

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During the year end closing process, the external auditors identified invoices containing delivery terms of FOB Destination which were not delivered to the customer by December 31, 2006. The Company's terms and conditions of sale generally specify FOB Origin. There are two review controls intended to ensure all customer purchase orders conform to Company policies. These controls failed to operate effectively in identifying the delivery terms containing FOB Destination.

Management has evaluated the effectiveness of internal control over financial reporting as of December 31, 2006, in relation to criteria described in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations Commission of the Treadway Commission (COSO). Based upon this evaluation, management has concluded that certain deficiencies exist in the design and operation of internal controls related to financial reporting, which represent a material weakness in internal control over financial reporting.

As a result of these findings, management has undertaken the following actions to address the control deficiencies:

Implemented additional training programs for the personnel responsible for reviewing customer purchase orders for compliance with Company policies.

Modified the Company's internal sales order software to identify those sales orders containing the delivery terms of FOB Destination in order to record the shipment in the correct period.

Implemented additional month end closing and review procedures to confirm delivery dates for all FOB shipments.

Grant Thornton LLP, our independent registered public accounting firm, has issued their report on management's assessment of internal control over financial reporting.













