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## Echelon Corp. Q4 2008 Earnings Call Transcript

### Earnings Call Excerpt

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Echelon Corp. (ELON)

Q4 2008 Earnings Call

February 5, 2009 2:00 pm ET

#### **Executives**

Annie Leschin – Investor Relations

Ken Oshman – Chairman and Chief Executive Officer

Chris Stanfield – Executive Vice President and Chief Financial Officer

#### **Analysts**

Preetesh Munshi – Piper Jaffray

Joe Maxa – Dougherty & Company

[Alex Perts – American]

Carter Shoop – Deutsche Bank

Bill Gibson – Nollenberger Capital

Michael Carboy – Signal Hill Capital

#### **Presentation**

#### **Operator**

Welcome to the Echelon Corporation's fourth quarter 2008 earnings call. With us today are Kenneth Oshman, CEO and Chris Stanfield, CFO. At this time we'll turn the call over to Annie Leschin of Investor Relations. Please proceed.

#### **Annie Leschin**

Thank you for joining us today for our fourth quarter 2008 earnings conference call. With me on today's call are Ken Oshman, Chairman and CEO, and Chris Stanfield, EVP and CFO who will both present prepared remarks.

By now you should have received a copy of the press release that we issued early this morning. If you would like a copy please visit our website at [www.echelon.com](http://www.echelon.com). Before we begin, I would like to let everyone know that Echelon will be participating in the Thomas Weisel Technology and Telecom Conference on February 9th in San Francisco, the Deutsche Bank Small and Mid-Cap Conference on February 12th at Naples and, the Piper Jaffray Clean Technology and Renewables Conference on February 19th in New York and the Pacific Crest Emerging Technology Summit on February 27th in San Francisco. As additional events are scheduled this quarter, we will make additional announcements.

I would like to remind everyone that during the course of this call, we may make statements relating to our business outlook, future financial and operating results, accounting matters and overall future prospects. These forward-looking statements are based on certain assumptions and are subject to a number of risks and uncertainties. We encourage you to read the risks described in our press release, dated February 5, 2009, as well as in our SEC reports including our 2008 report on Form 10-K for a more complete disclosure of the risks and uncertainties related to our business.

The financial information presented in this call reflects estimates based on information that is available to us at this time. Actual results could differ materially. Echelon undertakes no obligation to update or revise these forward-looking statements. Guidance will not be updated after today's call until our next scheduled quarterly financial release.

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