SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
Form 8-K/A
Current Report Pursuant to Section 13 or 15(d) of
the Securities Exchange Act of 1934
Date of Report (Date of earliest event reported): August 3, 1998
inTEST Corporation
(Exact Name of Registrant as Specified in Charter)
Delaware 0-22529 22-2370659
(State or Other (Commission File Number) (I.R.S. Employer
Jurisdiction of Identification No.)
Incorporation)
2 Pin Oak Lane, Cherry Hill, New Jersey 08003
(Address of Principal Executive Offices) (Zip Code)

The Current Report on Form 8-K filed by inTEST Corporation (the "Company") on August 5, 1998 is hereby amended to include the financial information required in Item 7.

ITEM 7. FINANCIAL STATEMENTS, PRO FORMA FINANCIAL INFORMATION AND EXHIBITS.
(a) Financial Statements of Business Acquired:

TESTDESIGN CORPORATION
INDEX TO FINANCIAL STATEMENTS

|  | Page |
| :--- | :---: |
| Independent Auditors' Report | 1 |
| Balance Sheets | 2 |
| Statements of Earnings | 3 |
| Statements of Shareholder's Equity | 4 |
| Statements of Cash Flows | 5 |
| Notes to Financial Statements | $6-11$ |

The Board of Directors and Shareholder
TestDesign Corporation

We have audited the accompanying balance sheets of TestDesign Corporation (the "Company") as of May 31, 1998 and June 30, 1997, and the related statements of earnings, shareholder's equity, and cash flows for the eleven months ended May 31, 1998, and for the year ended June 30, 1997. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing
standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of TestDesign Corporation as of May 31, 1998 and June 30, 1997, and the results of its operations and its cash flows for the eleven months ended May 31, 1998, and for the year ended June 30, 1997, in conformity with generally accepted accounting principles.

KPMG PEAT MARWICK LLP
Mountain View, California
July 2, 1998

|  | $\begin{gathered} \text { May 31, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 1997 \end{gathered}$ |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Current Assets: |  |  |
| Cash and cash equivalents | \$ 49 | \$ 318 |
| Marketable securities | - | 81 |
| Trade accounts and notes receivable, net of allowance |  |  |
| for doubtful accounts of \$54 as of May 31, 1998 and |  |  |
| June 30, 1997 | 1,272 | 939 |
| Inventories | 943 | 892 |
| Deferred tax asset | 200 | 28 |
| Other current assets | 37 | 95 |
| Total current assets | 2,501 | 2,353 |
| Property and equipment: |  |  |
| Machinery and equipment | 1,037 | 953 |
| Leasehold improvements | 33 | 30 |
|  | 1,070 | 983 |
| Accumulated depreciation | (708) | (548) |
| Net property and equipment | 362 | 435 |
| Total assets | \$2,863 | \$2,788 |
| LIABILITIES AND SHAREHOLDER'S EQUITY |  |  |
| Current liabilities: |  |  |
| Accounts payable | \$ 284 | \$ 480 |
| Accrued expenses | 436 | 192 |
| Warranty reserve | 20 | 20 |
| Line of credit | - | 201 |
| Payable to related party | 115 | 386 |
| Income taxes payable | 268 | 115 |
| Total current liabilities | 1,123 | 1,394 |
| Commitments (Note 6) |  |  |
| Subsequent event (Note 10) |  |  |
| Shareholder's equity: |  |  |
| Common stock, no par value, 1,000,000 shares authorized; 70,000 shares issued and outstanding | 9 | 9 |
| Retained earnings | 1,731 | 1,380 |
| Unrealized gain on securities | - | 5 |
| Total shareholder's equity | 1,740 | 1,394 |
| Total liabilities and shareholder's equity | \$2,863 | \$2,788 |

See accompanying notes to financial statements.

|  | Eleven <br> Months Ended May 31, 1998 | $\begin{aligned} & \text { Year Ended } \\ & \text { June } 30,1997 \end{aligned}$ |
| :---: | :---: | :---: |
| Revenues | \$7,713 | \$9,471 |
| Cost of revenues | 4,825 | 6,135 |
| Gross profit | 2,888 | 3,336 |
| Expenses: |  |  |
| Selling | 538 | 414 |
| Research and development | 403 | 327 |
| General and administrative | 1,357 | 1,738 |
| Operating income | 590 | 857 |
| Other income (expense): |  |  |
| Interest income | 1 | - |
| Interest expense | (12) | (27) |
| Other, net | 17 | (38) |
| Total other income (expense), net | 6 | (65) |
| Earnings before income taxes | 596 | 792 |
| Income tax expense | 245 | 325 |
| Net earnings | \$ 351 | \$ 467 |

See accompanying notes to financial statements.

ELEVEN MONTHS ENDED MAY 31, 1998 AND YEAR ENDED JUNE 30, 1997


See accompanying notes to financial statements.

|  | $\begin{aligned} & \text { E } \\ & \text { Mont } \\ & \text { May } \end{aligned}$ | even <br> s Ended <br> 1, 1998 | Year Ended |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |  |  |
| Net earnings | \$ | 351 |  | \$ 467 |
| Adjustments to reconcile net earnings to net cash |  |  |  |  |
| (used in) provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 166 |  | 196 |
| Gain on sale of assets |  | (5) |  | - |
| Gain on sale of securities |  | (5) |  | - |
| Write-down of investment |  | - |  | 50 |
| Changes in operating assets and liabilities: |  |  |  |  |
| Trade receivables |  | (333) |  | 99 |
| Inventories |  | (51) |  | 221 |
| Deferred income taxes |  | (173) |  | 91 |
| Other current assets |  | 58 |  | 20 |
| Accounts payable |  | (196) |  | $(1,331)$ |
| Accrued expenses |  | 244 |  | (8) |
| Payable to related party |  | (271) |  | 249 |
| Income taxes payable |  | 153 |  | (19) |
| Net cash (used in) provided by operating activities |  | (62) |  | 35 |
| Cash flows from investing activities: |  |  |  |  |
| Short-term investments, net |  | 81 |  | (10) |
| Proceeds from sale of property and equipment |  | 7 |  | - |
| Purchase of property and equipment |  | (94) |  | (217) |
| Net cash used in investing activities |  | (6) |  | (227) |
| Cash flows (used in) provided by financing activities - |  |  |  |  |
| (Decrease) increase in cash and cash equivalents |  | (269) |  | 9 |
| Cash and cash equivalents at beginning of period/year |  | 318 |  | 309 |
| Cash and cash equivalents at end of period/year | \$ | 49 |  | \$ 318 |
| Supplemental disclosures of cash flow information: |  |  |  |  |
| Cash paid during the period/year for: |  |  |  |  |
| Income taxes | \$ | 262 |  | \$ 197 |
| Interest | \$ | 12 |  | \$ 27 |

[^0]TESTDESIGN CORPORATION
NOTES TO FINANCIAL STATEMENTS
MAY 31, 1998 AND JUNE 30, 1997
(In thousands, except share data)
(1) NATURE OF OPERATIONS

TestDesign Corporation (the "Company") was incorporated in the state of California in 1985 and is wholly owned by one shareholder who is also the President. The Company designs prototypes and fabricates high technology electronic test hardware products used in the semiconductor manufacturing industry worldwide. The major customers of the Company include Hewlett-Packard, Intel, Motorola, National Semiconductor, Philips, Cypress Semiconductor, and other semiconductor manufacturers.
(2) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
(a) Cash and Cash Equivalents

Short-term investments, which have maturities of three months or less when purchased, are considered to be cash equivalents and are carried at cost, which approximates market value.
(b) Marketable Securities

The Company accounts for marketable securities in accordance with Statement of Financial Accounting Standards (SFAS) No. 115. These investments are classified as "available-for-sale." Such investments are recorded at fair value, with unrealized gains and losses reported as a separate component of shareholder's equity. The cost of securities sold is based upon the specific identification method.
(c) Inventories

Inventories consist of raw materials, work in progress, and finished goods. Inventories are stated at lower of cost (first in, first out) or market value (net realizable value).
(d) Property and Equipment

Machinery and equipment are stated at cost. The estimated useful lives range from five to seven years. Leasehold improvements are recorded at cost and amortized over the shorter of the lease term or estimated useful life of the asset. Depreciation is based upon the estimated useful life of the assets using the double declining balance method.
(e) Income Taxes

Income taxes are accounted for by the asset and liability method. Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between financial statement carrying amounts of existing assets and liabilities and their respective tax bases and operating loss and tax credit carryforwards. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the

TESTDESIGN CORPORATION
NOTES TO FINANCIAL STATEMENTS
MAY 31, 1998 AND JUNE 30, 1997
(In thousands, except share data)
(2) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)
(e) Income Taxes (Continued)
years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date. Valuation allowances are established when necessary to reduce deferred tax assets to the amounts expected to be realized.
(f) Revenue Recognition

Revenues from sales of products are recognized upon shipment to customers.
(g) Research and Development

Research and development costs are expensed as incurred.
(h) Product Warranties

The Company generally provides product warranties and records estimated warranty expense at the time of sale based upon historical claims experience.
(i) Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

## (3) CONCENTRATIONS OF CREDIT RISK

The Company's customers are in the semiconductor industry. During 1998 and 1997, the Company had sales to certain customers that exceeded $10 \%$ of the Company's revenues. Those sales as a percentage of total revenue were as follows:

| Customers | 1998 | 1997 |
| :---: | ---: | ---: |
| -------- | --- |  |
| A | $34 \%$ | $56 \%$ |
| B | $11 \%$ | $3 \%$ |
| C | $1 \%$ | $12 \%$ |

TESTDESIGN CORPORATION
NOTES TO FINANCIAL STATEMENTS
MAY 31, 1998 AND JUNE 30, 1997
(In thousands, except share data)
(3) CONCENTRATIONS OF CREDIT RISK (Continued)

Additionally, as of May 31, 1998 and June 30, 1997, these three customers accounted for a total of $44 \%$ and $58 \%$ of trade receivables, respectively.
(4) INVENTORIES

Inventories held as of May 31, 1998 and June 30, 1997, were comprised of the following:

|  | May 31, 1998 | June 30, 1997 |
| :---: | :---: | :---: |
| Raw materials | \$ 750 | \$ 457 |
| Work in process | 188 | 264 |
| Finished goods | 43 | 171 |
| Reserve for slow moving and obsolete inventory | (38) | - |
|  | \$ 943 | \$ 892 |

(5) LINE OF CREDIT

In 1997, the Company entered into a line of credit agreement dated June 10, 1997, with a credit limit of $\$ 500$ and an interest rate of $9.25 \%$ as of June 30, 1997. The debt is personally guaranteed by the sole owner of the Company. The Company has \$-0- and \$201 outstanding under the line of credit as of May 31, 1998 and June 30, 1997, respectively. Borrowings under this line of credit are principally used for working capital purposes. The line of credit was terminated in February 1998.
(6) COMMITMENTS

The company leases premises in Sunnyvale, California, which commenced on January 1, 1998, under a noncancelable operating lease expiring in the year 1999. The Company rents its offices and warehouse space under term leases expiring in December 1999. The aggregate minimum rental commitments under the noncancelable operating lease in effect as of May 31, 1998, are as follows:

| Year Ending May 31, |  |
| :---: | :---: |
| 1999 | \$ 146 |
| 2000 and thereafter | 79 |
|  | \$ 225 |

TESTDESIGN CORPORATION
NOTES TO FINANCIAL STATEMENTS
MAY 31, 1998 AND JUNE 30, 1997
(In thousands, except share data)
(6) COMMITMENTS (Continued)

Rental expense for the eleven months ended May 31, 1998, and for the year ended June 30, 1997, was $\$ 124$ and $\$ 121$, respectively.
(7) INCOME TAXES

The components of income tax expense, as presented in the accompanying statements of earnings, are comprised of federal and state taxes. The components of income taxes for the eleven months ended May 31, 1998, and for the year ended June 30, 1997, are as follows:

|  | Eleven Months Ended May 31, 1998 | Year Ended June 30, 19 |
| :---: | :---: | :---: |
| Income taxes: |  |  |
| Current: |  |  |
| Federal | \$ 337 | \$ 180 |
| State | 81 | 54 |
|  | 418 | 234 |
| Deferred: |  |  |
| Federal | (146) | 61 |
| State | (27) | 30 |
|  | (173) | 91 |
|  | \$ 245 | \$ 325 |

The following reconciles the expected corporate federal income tax expense (computed by multiplying the Company's income before taxes by $34 \%$ ) to the Company's income tax expense for the eleven months ended May 31, 1998, and for the year ended June 30, 1997:

|  | May 31, 1998 |  | June 30, 1997 |  |
| :---: | :---: | :---: | :---: | :---: |
| Expected income tax expense | \$ | 201 | \$ | 243 |
| State income tax, net of federal benefit |  | 36 |  | 56 |
| Other |  | 8 |  | 26 |
|  | \$ | 245 | \$ | 325 |

TESTDESIGN CORPORATION
NOTES TO FINANCIAL STATEMENTS
MAY 31, 1998 AND JUNE 30, 1997
(In thousands, except share data)
(7) INCOME TAXES (Continued)

The tax effects of temporary differences between the carrying amount of assets and liabilities for financial reporting purposes and the amount used for income tax purposes that give rise to significant portions of deferred tax assets and liabilities as of May 31, 1998 and June 30, 1997, are presented below:


| Deferred tax assets: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Accruals and reserves | \$ | 185 | \$ | 24 |
| Capital loss carryforwards |  | 36 |  | 36 |
| Deferred state taxes |  | 15 |  | 4 |
| Total gross deferred tax assets |  | 236 |  | 64 |
| Valuation allowance |  | (36) |  | (36) |
| Net deferred tax assets | \$ | 200 | \$ | 28 |

Capital loss carryforwards are fully offset by the valuation allowance. Based on the Company's history of prior operating earnings and its expectation of the future, management believes that taxable income will more likely than not be sufficient to realize the net deferred tax assets of $\$ 200$ as of May 31, 1998.
(8) EMPLOYEE BENEFIT PLANS

On July 1, 1994, the Company adopted its 401(k) Savings and Profit Sharing Plan (the Plan), which is open to all of its employees who exceed 18 years of age and have 6 months of service.

A feature of the Plan includes a mandatory matching requirement equal to $25 \%$ of an employee's contribution for employee contributions up to $5 \%$ of gross salary. Matching contributions for the Plan accrued during the eleven months ended May 31, 1998, and for the year ended June 30, 1997, were $\$ 7$ and $\$ 5$, respectively.

A feature of the Plan allows the Company to make discretionary matching contributions up to $6.5 \%$ of an employees' gross salary for the year. Contributions accrued for profit sharing during the eleven months ended May 31, 1998, and for the year ended June 30, 1997, were \$-0- and \$48, respectively. During 1998, due to the implementation of the new bonus and commission plan, the Company has not elected to make profit sharing matching contributions.

TESTDESIGN CORPORATION
NOTES TO FINANCIAL STATEMENTS
MAY 31, 1998 AND JUNE 30, 1997
(In thousands, except share data)
(9) ACCRUED EXPENSES

Accrued expenses as of May 31, 1998 and June 30, 1997, consisted of the following:

|  | May 31, 1998 |  | June 30, 1997 |  |
| :---: | :---: | :---: | :---: | :---: |
| Accrued commissions | \$ | 69 | \$ | 107 |
| Accrued vacation |  | 39 |  | 28 |
| Accrued management fee to Prim |  | 250 |  | - |
| Other |  | 78 |  | 57 |
|  | \$ | 436 | \$ | 192 |

(10) SUBSEQUENT EVENT

In July 1998, TestDesign's sole shareholder entered into an agreement to sell all of the Company's common stock to inTEST Corporation. The purchase agreement provides for certain representations, indemnifications, and warranties for items which may eventuate including tax and litigation.
(11) RELATED PARTY

Prim Distribution, Inc. ("Prim") is a subchapter S corporation wholly owned by the sole shareholder of TestDesign and was organized primarily to provide management services to the Company. Prim invoiced TestDesign for management fees in respect of services provided during 1998 and 1997 of $\$ 250$ and $\$ 950$, respectively.

The balances owed to Prim of $\$ 115$ and $\$ 386$ as of May 31, 1998 and June 30, 1997, respectively, are reflected as current liabilities as there are no written loan agreements and no fixed repayment terms specified for these amounts.
(12) INVESTMENT

During 1997, $\$ 50$ representing an investment in the stock of Triple S Engineering Corporation (the "Corporation") carried at historical cost was written off as the Corporation declared bankruptcy. Management believes the write-off was necessary to reflect a permanent impairment in the value of this investment.
(b) Pro Forma Financial Information:

## Background

On August 3, 1998, the Company acquired 100\% of the issued and outstanding common shares of TestDesign Corporation ("TestDesign"). The acquisition price consisted of a cash payment of $\$ 4.4$ million and the issuance of 625,000 shares of the Company's common stock. Although the Company's common stock had a market price of $\$ 4.75$ per share on the closing date of the transaction, all of the 625,000 shares issued in connection with the acquisition are subject to legal restrictions on transfer and have been valued at a $10 \%$ discount to the market price of the shares. In addition, the Company incurred transaction costs of an estimated \$425,000 in completing the acquisition. The following allocation of the purchase price is preliminary and subject to change:

| Cash payment | $\$ 4,400$ |
| :--- | ---: |
| 625,000 common shares at $\$ 4.28$ | 2,672 |
| Transaction costs | 425 |
|  | ----- |
| Total purchase price | 7,497 |
| Estimated fair market value of |  |
| identifiable assets acquired | 1,683 |
|  | ----- |
| Goodwill to be amortized | $\$ 5,814$ |
|  | $=====$ |

The goodwill of $\$ 5.8$ million resulting from the acqusition of TestDesign will be amortized over a period of 15 years. In June 1997, in connection with the Company's initial public offering (the "Offering"), the Company terminated its status as an S corporation. Simultaneous with the closing of the Offering, the Company acquired the $21 \%$ minority interests in each of its three foreign subsidiaries, which resulted in goodwill of $\$ 1.3$ million, which is being amortized over 15 years.

The following pro forma balance sheet and statements of earnings reflect the combination as if it had occurred on June 30, 1998 for purposes of the pro forma balance sheet and as of January 1, 1997 for purposes of the pro forma statements of earnings and include certain pro forma adjustments which gives effect to these events.
inTEST Corporation
Pro Forma Consolidated Balance Sheet
As of June 30, 1998
(In thousands, except share data)

|  | His | ical |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | inTEST | TestDesign | Adjustments | Pro Forma |
| ASSETS: |  |  |  |  |
| Current assets: |  |  |  |  |
| Cash and cash equivalents | \$13, 215 | \$ 114 | \$ 4,825 ) | \$ 8,504 |
| Trade accounts and notes receivable | 3,472 | 957 |  | 4,429 |
| Allowance for doubtful accounts | (143) | (54) |  | (197) |
| Inventories | 1,645 | 937 |  | 2,582 |
| Other current assets | 474 | 235 |  | 709 |
| Total current assets | 18,663 | 2,189 | $(4,825)$ | 16,027 |
| Net property and equipment | 472 | 347 |  | 819 |
| Other assets | 139 | - |  | 139 |
| Goodwill | 1,245 | - | 5,814 | 7,059 |
| Total assets | \$20,519 | \$ 2,536 | \$ 989 | \$24, 044 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |
| Current liabilities: |  |  |  |  |
| Accounts payable | \$ 1, 054 | \$ 348 |  | \$ 1,402 |
| Accrued expenses | 648 | 190 |  | 838 |
| Payable to related parties | - | 115 |  | 115 |
| Domestic and foreign income taxes payable | 259 | 200 |  | 459 |
| Total current liabilities | 1,961 | 853 |  | 2,814 |
| Stockholders' equity: |  |  |  |  |
| Preferred stock, $\$ .01$ par value; 5,000 shares authorized; no shares issued or outstanding | - | - |  | - |
| Common stock, $\$ .01$ par value; 20,000,000 shares authorized; 6,536,034 shares issued and outstanding | 59 | 3 | 3 | 65 |
| Additional paid-in capital | 13,981 | 6 | 2,660 | 16,647 |
| Retained earnings | 4,705 | 1,674 | $(1,674)$ | 4,705 |
| Accumulated other comprehensive expense | (187) | - |  | (187) |
| Total stockholders' equity | 18,558 | 1,683 | 989 | 21,230 |
| Total liabilities and stockholders' equity | \$20,519 | \$ 2,536 | \$ 989 | \$24, 044 |

## (b) Pro Forma Financial Information: (Continued)

PRO FORMA ADJUSTMENTS DETAIL

| Cash |  |
| :---: | :---: |
| inTEST-Cash payment for purchase of TestDesign | \$(4,400) |
| inTEST-Payment of transaction costs | (425) |
|  | \$ 4,825 ) |
| Goodwill |  |
| inTEST-Establish goodwill from purchase of TestDesign | \$ 5,814 |
|  | \$ 5,814 |
| Common Stock |  |
| inTEST-Record par value of shares issued in purchase of TestDesign |  |
| TestDesign-Eliminate common shares purchased | (3) |
|  | \$ 3 |
| Additional Paid in Capital |  |
| inTEST-Record difference between par value and market value of shares issued less $10 \%$ illiquidity discount | \$ 2,666 |
| TestDesign-Eliminate paid in capital | (6) |
|  | \$ 2,660 |

## Retained Earnings

TestDesign-Eliminate prior retained earnings
(b) Pro Forma Financial Information: (Continued)

## inTEST Corporation

Pro Forma Consolidated Statements of Earnings
(In thousands, except share data)

|  | Year Ended December 31, 1997 |  |  |  | Six Months Ended June 30, 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Historical |  | Historical |  |  |  |  |  |
|  | inTEST | TestDesign | Adjustments | Pro Forma | inTEST | TestDesign | Adjustments | Pro Forma |
| Revenues | \$20,746 | \$ 8,943 |  | \$29,689 | \$10,789 | \$ 3,892 |  | \$14, 681 |
| Cost of revenues | 7,808 | 5,700 |  | 13,508 | 4,334 | 2,457 |  | 6,791 |
| Gross profit | 12,938 | 3,243 |  | 16,181 | 6,455 | 1,435 |  | 7,890 |
| Operating expenses: |  |  |  |  |  |  |  |  |
| Selling expense | 2,789 | 500 |  | 3,289 | 1,419 | 307 |  | 1,726 |
| Research and development expense | 1,737 | 384 |  | 2,121 | 855 | 215 |  | 1,070 |
| General and administrative expense | 2,225 | 1,609 | \$ (22) | 3,812 | 1,176 | 702 | \$ 144 | 2,022 |
| Total operating expenses | 6,751 | 2,493 | (22) | 9,222 | 3,450 | 1,224 | 144 | 4,818 |
| Operating income | 6,187 | 750 | 22 | 6,959 | 3,005 | 211 | (144) | 3, 072 |
| Other income (expense): |  |  |  |  |  |  |  |  |
| Interest income | 349 | 1 |  | 350 | 266 | - |  | 266 |
| Interest expense | (15) | (21) |  | (36) | (2) | (5) |  | (7) |
| Other | (74) | (10) |  | (84) | 11 | 8 |  | 19 |
| Total other income (expense) | 260 | (30) |  | 230 | 275 | 3 |  | 278 |
| Earnings before income taxes and minority interest | 6,447 | 720 | 22 | 7,189 | 3,280 | 214 | (144) | 3,350 |
| Income tax expense | 2,090 | 297 | 770 | 3,157 | 1,218 | 88 | 20 | 1,326 |
| Earnings before minority interest | 4,357 | 423 | (748) | 4,032 | 2,062 | 126 | (164) | 2,024 |
| Minority interest | (25) | - | 25 | - | - | - |  |  |
| Net earnings | \$ 4,332 | \$ 423 | \$ (723) | \$ 4, 032 | \$ 2,062 | \$ 126 | \$ (164) | \$ 2, 024 |
| Pro forma earnings per share-basic | \$0.74 |  |  | \$0.71 | \$0.35 |  |  | \$0.31 |
| Pro forma weighted average common shares outstandingbasic | 5, 068,349 |  | 625,000 | 5,693,349 | 5,911, 034 |  | 625,000 | 6,536,034 |
| Pro forma earnings per share-diluted | \$0.73 |  |  | \$0.71 | \$0.35 |  |  | \$0.31 |
| Pro forma weighted average common and common stock equivalent shares outstanding-diluted | 5, 092,490 |  | 625, 000 | 5,717,490 | 5,921,862 |  | 625, 000 | 6,546,862 |

(b) Pro Forma Financial Information: (Continued)

PRO FORMA ADJUSTMENTS DETAIL

The pro forma statements of earnings of the Company for the year ended December 31, 1997 and the six months ended June 30, 1998 reflect:
(a) the amortization of goodwill resulting from the acquisition of TestDesign and the acquisition of the minority interests in the Company's three foreign subsidiaries which occurred concurrent with the closing of the Company's initial public offering in June, 1997.
(b) the adjustment to administrative expense to reflect the reductions in salary expense that will occur as a result of the acquisition of TestDesign.
(c) the increase in income tax expense resulting from the termination of the Company's status as an S corporation shortly before the closing of its initial public offering and from the aforementioned reduction in administrative expense. TestDesign was a C corporation prior to its acquisition by the Company.
(d) the elimination of the minority interest charge reflected in the Company's historical financial statements, as if the acquisition of the minority interest in its three foreign subsidiaries had occurred on January 1, 1997.

|  | $\begin{gathered} \text { Year Ended } \\ 12 / 31 / 97 \end{gathered}$ | Six Months Ended 6/30/98 |
| :---: | :---: | :---: |
| General and Administrative Expense: |  |  |
| inTEST-Goodwill adjustment from acquisition of minority interest in three foreign subsidiaries | \$ 40 |  |
| inTEST-Goodwill adjustment from acquisition of TestDesign | 388 | \$ 194 |
| TestDesign-Adjust administrative expense -1/1/97-6/30/98 | (450) | (50) |
|  | \$ (22) | \$ 144 |
| Income Tax Expense: |  |  |
| inTEST-Increase in tax provision resulting from change from $S$ corp to $C$ corp for period 1/1/976/19/97 | \$ 590 |  |
| TestDesign-Increase in tax provision resulting fro decrease in administrative expense - 1/1/976/30/98 | 180 | \$ 20 |
|  | \$ 770 | \$ 20 |
| Minority Interest: |  |  |
| inTEST-Elimination of minority interest resulting from acquisition of minority interests in three foreign subsidiaries | \$ 25 |  |
|  | \$ 25 |  |

(c) Exhibits:
23. Consent of KPMG Peat Marwick LLP

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.
inTEST CORPORATION

By: /s/ Hugh T. Regan, Jr.
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Hugh T. Regan, Jr.
Treasurer and
Chief Financial Officer
23. Consent of KPMG Peat Marwick

The Board of Directors TestDesign Corporation

We consent to the inclusion of our report dated July 2, 1998, with respect to the balance sheets of TestDesign Corporation as of May 31, 1998 and June 30, 1997, and the related statements of earnings, shareholder's equity, and cash flows for the eleven months ended May 31, 1998 and for the year ended June 30, 1997, which report appears in the Form 8-K/A of inTEST Corporation dated August 3, 1998.


[^0]:    See accompanying notes to financial statements.

