



PREFORMED LINE PRODUCTS  
**2017 ANNUAL REPORT**

## PREFORMED LINE PRODUCTS

(PLP) began in 1947 by providing one innovative product to one industry. Today, 70 years later, PLP is a diversified global corporation that provides infrastructure solutions to the energy, communications, renewable power, transit, marine, and agriculture industries, among others.

Headquartered in Cleveland, Ohio, PLP delivers high-quality, dependable solutions and market-leading customer service through 18 foreign subsidiaries, 2 domestic manufacturing facilities, and a global network of more than 3000 employees.



### ABOUT THE COVER

Senior Operator Lindsey Brown, Jr. ball-ending Armor Rods at PLP's Rogers, Arkansas manufacturing facility. This important rod-end finishing process has been in place since the Armor Rod was introduced in 1947.

## SEVEN DECADES OF PLP

Anniversaries provide an opportunity to reflect on the past while also looking toward the future. At PLP, we take raw materials and mold them into solutions. And just like these solutions, our history has molded PLP into the company it is today. The timeline below highlights an important PLP event from each of our seven decades. However, while our past is important, we are driven by our future. Throughout the rest of this book, we offer a glimpse into what the future holds for PLP. A future made possible by our past.

### 1947–1957



Our product innovation history begins in 1947 with the invention of the PREFORMED™ Armor Rod by PLP's founder, Thomas Peterson. Utilizing a revolutionary helical rod concept, this breakthrough design, originally intended for use in the electric power industry, is now used in diverse applications such as antenna towers, metal buildings, seismic survey vessels, elevators, vineyards, and agricultural fencing.

### 1958–1967



Plastic Guy Markers may seem commonplace today, but they were a new concept when we first brought them to market nearly 60 years ago. Today, these brightly colored plastic tubes are utilized around the world to enhance the visibility of guy wires.

## 1968–1977



Our Communications product line traces its roots to this PLP decade with the launch of the PREFORMED™ Splice Case. Today, our Communications team has grown to become one of PLP's most innovative global business units, with a focus on emerging markets and new fiber technologies.

## 1978–1987



The industry-leading laboratory at our global headquarters was established in 1979 and has been expanded and renovated many times since, most recently in 2013. Today, this state-of-the-art lab is our commitment to innovation and quality. No PLP product gets implemented in the field without first successfully completing a series of rigorous testing procedures.

## 1988–1997



Our COYOTE® line of fiber optic closures was introduced in this PLP decade with the launch of the very first COYOTE Closure in 1995. Today, this brand has become synonymous with quality, strength, and reliability, making it one of PLP's largest and most successful product lines.

## 1998–2007



During this decade, PLP began exploring renewable energy opportunities, laying the groundwork for what would become our Solar product line. Today, this line provides photovoltaic (PV) racking solutions for power utilities, commercial clients, and residences all over the world.

## 2008–2017



These last ten years have been an exciting time for PLP. New industries, regions, and additional manufacturing capacity have led to the development of many innovative solutions, including wildlife protection products. Wildlife protection is a major issue for utilities. When birds and other animals inadvertently come into contact with utility infrastructure, this can harm the animals and can cause costly outages for utilities.

**WE LOOK FORWARD TO  
THE NEXT SEVEN DECADES.**



## TO OUR SHAREHOLDERS

“The strength of a legacy can be measured by the way it grows through the hands of those who carry it forward.”

2017 was a year of well-deserved celebration for PLP worldwide. It marked the 5th anniversary of our operation in Argentina; the 10th anniversary of PLP—Belos with Preformed and their 70th as a Polish company; the 50th anniversary of PLP Brazil; the 60th anniversary of PLP Great Britain and of course, the 70th anniversary of the parent company, Preformed Line Products, Co. The strength of a legacy can be measured by the way it grows through the hands of those who carry it forward. The legacy of our founder, Tom Peterson, has been carried forward by thousands of dedicated people over the past 70 years and is currently in the very capable hands of the 3000+ members of the global Preformed family. I am extremely proud to be a part of it.

Much of what has made this wonderful growth possible will be discussed in the following pages. This report is a brief representation of the most current activity supporting our ongoing growth, highlighting three key areas of commitment for our organization: Quality, Innovation and Customer Service.

2017 was marked by our celebrations but also by some very unfortunate weather. Hurricanes, wildfires and a number of geographically smaller, yet equally impactful weather events, put large numbers of people in life-threatening circumstances in the U.S. and abroad. 2017 was a big year for Superhero movies as well, with no less than seven being released. You probably wonder where I'm going with this.



Our employees may not have X-ray vision; they can't fly or make themselves invisible, but they sure can turn up the energy to superhero levels when it's needed. When huge weather events occur, very little can take place until the power is back on and the lines of communication are up and running. Our Preformed family is part of the team that makes that happen along with the other first responders. No, we may not be on the front line, but we sure are proud to be in direct support of those who are.

Looking forward into 2018, forecasting never really gets any easier from year to year. As I write this, while we have what appears to be a business-friendly administration in Washington, the details of the pending steel and aluminum tariffs have yet to be announced. These are two very important raw materials to us. We are already coping with increasing raw material prices due to a long overdue upswing in global economic activity.

The impact of the much-celebrated tax cut legislation has been somewhat muted where PLP is concerned. We did take a substantial tax hit in 2017 due to the new treatment of overseas earnings, resulting in a significantly smaller bottom line in 2017 than 2016, despite admirable sales growth. With nearly two-thirds of our income being generated from foreign subsidiaries, the reduction in the domestic corporate tax rate will not be as impactful for us as it will be for those companies who generate the bulk of their profits in the U.S. Furthermore, I suspect a significant

portion of our tax cut benefit will be eaten up by increased raw material prices as competition and long-term contracts prevent us from raising prices in line with raw material increases.

As you will see in the pages that follow, we do have a great deal to look forward to in terms of new initiatives underway in addition to our ongoing emphasis on continuous improvement of, in some cases, decades old processes! We may have been in the game for 70 years, however, we have never fallen prey to the notion that we know everything there is to know. We *do know* that continuous improvement of product and process is a key to success. This explains why, in spite of frequent attempts to *imitate*, our products and service are never *duplicated*, much less surpassed.

My sincere thanks to everyone involved, past and present: the PLP family, customers, shareholders and vendors alike, for making our **first 70 years** the great success it has been and the firm foundation for an even more successful future.

**ROBERT G. RUHLMAN**

Chairman, President, and CEO



# FINANCIAL POSITION AND HIGHLIGHTS

During 2017, our worldwide balanced portfolio delivered improved financial growth across the globe. We achieved double-digit sales increases in all our non-domestic segments excluding the benefits we recorded from strengthening foreign currencies. While rising raw material costs squeezed our margins, we did generate sufficient returns to make additional capital investments in our business while reducing our corporate debt.

Consistent with our first seven decades as a growing global organization, we continue to focus our capital investments in both domestic and international markets and product lines that we believe have exceptional opportunities for expansion. Our strong balance sheet allows us to look beyond current macroeconomic conditions and invest in markets projected to provide future growth opportunities.

## MIKE WEISBARTH

Vice President, Finance

## FINANCIAL HIGHLIGHTS

In thousands of dollars, except per share data. Year ended December 31.	2017	2016
<b>NET SALES</b>	<b>\$378,212</b>	\$336,634
<b>INCOME BEFORE TAXES</b>	<b>25,806</b>	20,953
<b>NET INCOME</b>	<b>12,654</b>	15,255
<b>NET INCOME PER SHARE (basic)</b>	<b>2.48</b>	2.95
<b>NET INCOME PER SHARE (diluted)</b>	<b>2.47</b>	2.95
<b>SHAREHOLDERS' EQUITY</b>	<b>238,537</b>	223,543
<b>SHAREHOLDERS' EQUITY (per share)</b>	<b>47.35</b>	43.68



## RESPONDING TO CRITICAL NEEDS

On any given day at PLP, a customer's order may receive one of many different priority status levels based on several different criteria, but no priority status has a greater impact on our customers and the communities they serve than our "Storm Response" priority level. These high-priority orders are flagged as such because they deliver critical repair and reconstruction products for use in the restoration of electricity and reestablishment of communication lines after destructive natural disasters occur.

Each year, our U.S. manufacturing facilities ship millions of products dedicated to assisting in storm-related repairs and reconstruction, and 2017 was no exception. Hurricanes Harvey, Irma, and Maria produced widespread flooding in Texas, devastated many small Caribbean islands, and left millions of residents in Florida and Puerto Rico without power. Additionally, dozens of highly destructive wildfires in the western U.S. set ablaze more than eight million acres—an area slightly larger than the state of Maryland. And throughout the year, a multitude of severe weather systems in the U.S. Midwest produced damaging tornadoes, sustained high wind events, hail, and significant snowstorms. Combined, these events made 2017 one of the most destructive years on record in the U.S. and Caribbean.

To make these priority shipments happen, it takes a collection of individuals working together as an organized, responsive, and efficient team. It begins with our dedicated sales force working directly with customers to quickly identify the products and solutions needed. Many times, these individuals are on-location

in the affected areas providing direct assistance and delivering immediate feedback. We also rely on the tremendous support of our distributor partners to help forecast end-customer needs long before they happen. We continually gather and analyze storm response usage data so that we can be proactive during predictable storm events. Still, unpredictable events happen, and we must ensure the right product reaches the right customer in the most efficient way possible. To assist with this, our sales force, customers, and distributor partners rely on PLP's knowledgeable customer service and technical support teams. These vital members of our storm response team prioritize orders, answer technical questions, and provide the important communication link between our customers and internal teams. The process continues as orders are received by the dedicated and hard-working people at our manufacturing operations. Many times, these critical teams work three shifts and holidays to ensure products are produced, packaged, and delivered in a timely and accurate manner.

At PLP, we are proud to have so many team members contribute to the success of these high-priority shipments. However, we also realize PLP is just a small part of an even larger team helping communities recover. To the police officers, firefighters, rescuers, and emergency medical technicians who protect and aid those in need, to the lineworkers and engineers who help restore critical services, and to the volunteers and citizens who provide much-needed assistance and resources, **we thank you.**

**376%** INCREASE IN U.S. AND CARIBBEAN STORM  
RESPONSE SHIPMENTS OVER PREVIOUS YEAR



# PROTECTING WILDLIFE AND PREVENTING OUTAGES



Power outages are frustrating experiences for an energy-driven world. Our power-centric lives screech to a halt when these power outages occur. Home outages are frustrating enough, but, when offices, factories, and local businesses are without power, for even a short time, there can be serious financial consequences. Weather and other disaster-related outages are not preventable, but what about the outages that can, in fact, be prevented? Wildlife-related outages are mostly preventable, yet they account for approximately 20% of a utility's service disruptions.

When birds and animals interact with utility structures, both wildlife and utilities suffer. These wildlife interactions cost utilities millions of dollars each year in equipment damage, labor, repair costs, revenue losses, and potential regulatory fines, but the cost isn't just monetary. Each year millions of birds, many of which are protected species, die from interactions with energized equipment. When utilities use wildlife protection products, avian-related deaths and power outages can be significantly reduced, allowing providers to supply more dependable electricity and improve their reliability, which is a key metric in the utility industry.

As utilities work to improve their system reliability, they are now taking a closer look at the benefits of wildlife protection. In fact, global sales of our wildlife protection products are up, increasing 21% from 2016. The increased demand for these products is driving the development of new additions to our wildlife protection line, such as the RAPTOR PROTECTOR™ Platform. This wildlife

solution provides an alternative location for raptors to nest, protecting them from the dangers of nearby energized equipment. This nesting platform is just one product in a growing line of cost-effective wildlife solutions. PLP takes a four-part approach to wildlife protection, designing innovative wildlife products that **DIVERT**, **PREVENT**, **PROTECT**, and **RELOCATE**, mitigating the effects of energy expansion on birds and animals.

**DIVERT** by making overhead lines more visible

**PREVENT** access to a structure by restricting the area

**PROTECT** from incidental contact with energized lines

**RELOCATE** away from energized equipment

By incorporating wildlife protection products into their infrastructures, utilities are doing their part to minimize the energy industry's impact on the environment. PLP is proud to partner with utilities by providing product solutions that safeguard wildlife, increase line reliability for customers, and preserve utility assets.

“PLP’s wildlife protection products offer a variety of solutions that are easy to install, durable, and effective, helping to decrease wildlife interactions and, in turn, increase line resiliency.”

**MARK BURNS**

Market Manager, Utility Distribution





**PLP'S RAPTOR PROTECTOR™ PLATFORM DEVELOPMENT TEAM:  
ANDREW HANNEMAN, ROBIN BARTLETT, AND MARK BURNS**

## **WORKING WITH UTILITIES TO CREATE WILDLIFE SOLUTIONS THAT BENEFIT ALL**

The ospreys nesting alongside the Wright Memorial Bridge needed help. They return each year, but the safe places to nest are dwindling, and the nearby alternatives are perilous. The two sets of transmission lines—one active and one inactive—that traverse the Currituck Sound, provide a convenient nesting site for local ospreys looking for a high roost near water. However, this seemingly ideal location poses an electrocution danger to osprey families and can cause widespread power outages to the Outer Banks.

Years ago, to draw nesting ospreys away from the active lines, Dominion Energy installed wooden nesting platforms on the nearby inactive structures. Over time, however, the weather took its toll on these platforms, and they soon fell into disrepair, leaving only a few dilapidated nesting areas for the large birds. Looking for a wildlife solution that would both protect the local ospreys and prevent nesting-related outages, Dominion contacted PLP, and we responded with the RAPTOR PROTECTOR™ Platform. This solution checked every box on Dominion's list, providing a durable, economical, easy-to-install nesting platform that could be relocated if necessary.

Dominion and PLP worked together to install a trial platform for ospreys nesting on a transmission switching structure in Virginia. Via a live-feed webcam, Dominion and PLP monitored the nest over the next few months as the platform proved to be a success. The ospreys immediately took to the trial platform. They

expanded the nest, laid and hatched eggs, and raised their chicks to fledglings, all from the safety of the new platform. Pleased with the trial, Dominion moved forward with the Outer Banks project.

By the end of October, the ospreys occupying the existing Outer Banks platforms had left their nests and migrated for the winter, giving Dominion a window of opportunity to install the new nesting platforms. The old wooden platforms were located high on the arms of the inactive transmission towers and surrounded by the waters of the Currituck Sound, so Dominion chose a specialized helicopter service for the installation. Once the crew and the RAPTOR PROTECTOR Platform were lowered from the helicopter, the installation process took less than three minutes, showcasing the easy installation and removal feature that Dominion had requested.

When the ospreys return in the spring of 2018, they will not return to their usual dilapidated wooden nesting platforms. Instead, they will be welcomed home by safe and sturdy platforms, positioned away from the dangers of energized lines. By working together as a team, Dominion Energy and Preformed Line Products created a wildlife solution that truly benefits all.

“Working with PLP has been a success, testing and developing new products with one common vision.”

### **CARTER CLEVINGER**

Dominion Project Manager, Electric Transmission Reliability

**21%** INCREASE IN GLOBAL WILDLIFE PROTECTION  
PRODUCT SALES OVER PREVIOUS YEAR

# SETTING A NEW STANDARD IN ENERGY INSPECTIONS





Many utilities are discovering the benefits of using unmanned aerial system (UAS) inspections, but not all inspection services are created equal. Power grids are complicated, and solar arrays need more than simple hotspot readouts. Standard drone operators provide imagery, but when inspecting hundreds of miles of utility lines or acres of solar arrays, collecting the right data is critical. Post-inspection, drone operators provide hundreds, or even thousands, of pictures to the customer, but without analysis, those pictures are just raw data. Energy providers want inspections that include expert analysis, detailed reporting, and actionable data. PLP Inspection Services delivers that complete package, bringing high standards, quality equipment, and value-added services to the inspections industry.

PLP Inspection Services uses an unmanned aerial vehicle (UAV), or “drone,” equipped with high-quality infrared and electro-optical (E/O) cameras and other sensors to capture images and mapping information. Throughout the inspection process, our on-site engineer monitors the images and directs the drone to areas of concern, ensuring that the correct data is collected, and from all of the necessary angles. PLP’s engineers then analyze the data and

work with our geographic information system (GIS) specialist to map the results. The Inspection Services team then summarizes the actionable data for the customer, providing a detailed report, complete with photos and interactive maps.

Drone-based inspection services is a new offering from PLP, but we have been supplying product solutions to utilities since 1947, so we understand the difficulties associated with an inspection. It is a time-consuming and expensive job for utilities. Above all else, they value safety for their line workers and reliability for their customers. With increasing demands for power reliability, energy providers needed to find a solution—a way to quickly evaluate their infrastructures and identify areas of concern. PLP’s Inspection Services provides that solution, using safe, cost-effective, and efficient drone technology to provide comprehensive asset inspections and analysis from the industry experts.

“PLP offers a unique end-to-end solution for inspecting utility assets that includes aerial data collection, analysis, and actionable reporting by experienced industry engineers.”

**JOHN MARKIEWICZ**

Global Market Manager, Solar/Business Development

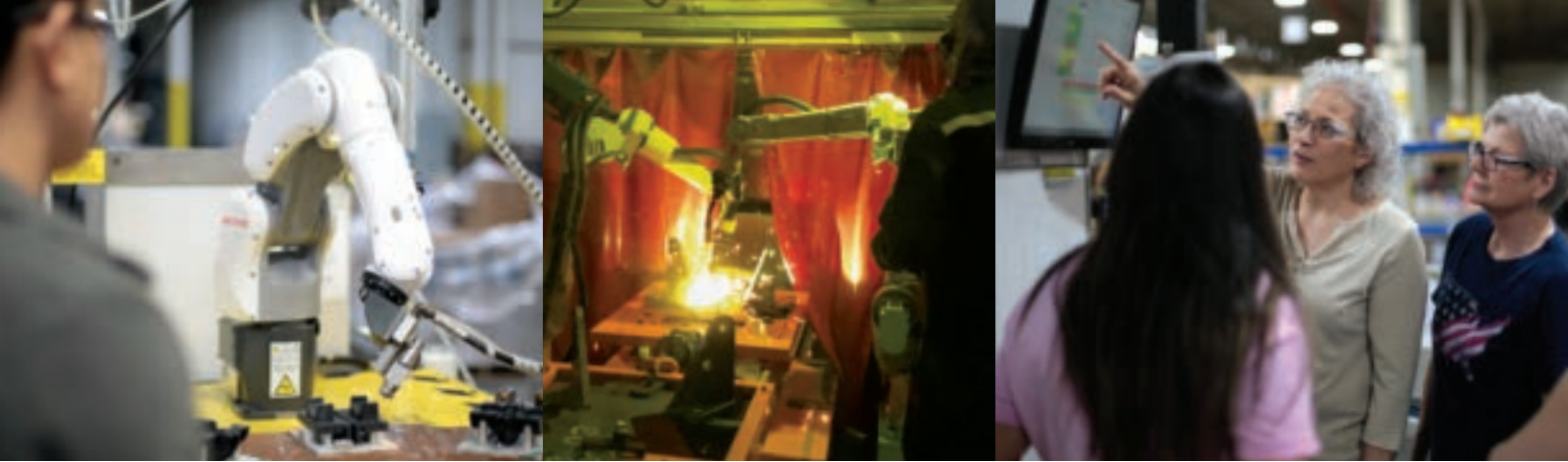


## ROBOTICS IN MANUFACTURING, INVESTING IN THE FUTURE

“Our goal with robotics and automation is to help our people be more productive by working smarter and leveraging available technology. We need their attention and creative ideas for product and process improvements and direct engagement in our business.”

**DOUG COZZENS**

Global Operations Manager



Sparks fly and machines clatter away, forming wire into ties that hold the world's power utility and communications systems together. A near-constant hum signifies the demand for these products has increased dramatically over seven decades. Our wire forming processes were perfected decades ago, but to meet demand for these and numerous other products, PLP has found it is not enough to just keep pace with the latest manufacturing processes. We stay ahead by utilizing leading-edge technology to bolster efficiency and productivity to best serve our customers. With robotics availability and support increasing and the cost of these systems decreasing significantly, automated manufacturing is more viable. With more investment made in 2017 than in any previous year, PLP has solidified our commitment to making robotics and automated processes a priority.

### **QUALITY, CONSISTENCY, PRECISION**

In our Rogers, Arkansas facility, the recent investment in a six-axis robot that applies silicone sealant to COYOTE® closures is already paying dividends. Formerly a two-person manual operation, robotics has improved the consistency of the sealant application, resulting in controlled material usage. As an additional benefit, employee morale has been boosted due to having monotonous, repetitive operations performed by a machine, allowing our people to focus on more interesting and challenging work.

### **SAFETY**

Improving our manufacturing processes allows us to ensure the safety and well-being of our people. Among the machines in service at PLP facilities are collaborative robots featuring integrated automatic shutoff. If contact is made with a human

or other obstruction, the likelihood of injury or damage to the machine is negated. Additionally, eliminating tasks that may cause ergonomic issues such as carpal tunnel and other conditions caused by repetitive movements is important to keeping people healthy and creating a positive work environment.

### **ALWAYS CONNECTED**

As a way to accelerate improvement, PLP has implemented work cell dashboards (electronic displays controlled from a centralized database) throughout our Rogers, Arkansas and Albemarle, North Carolina facilities to provide real-time updates on important tasks, prioritized daily goals, and performance evaluations, while also identifying needs of specific teams on the manufacturing floor. Daily review meetings keep everyone engaged, and workers may input important information to communicate to all teams.

### **OPERATIONS EXCELLENCE**

As an integral part of our Continuous Improvement effort, we add value for our customers by making improvements to manufacturing processes and upgrading to the latest technology in high-productivity equipment. PLP is also committed to investing in our employees by providing training to keep them current with emerging technologies. As robotics becomes more adaptable and affordable, we are finding new applications for the technology. The results speak for themselves, and continued investment in manufacturing automation enables us to maintain our competitive edge in the markets we serve.

**45%** PRODUCTIVITY INCREASE IN PROCESSES WHERE  
ROBOTICS WAS INTEGRATED IN 2017



# SUPPORTING NEW HTLS TECHNOLOGY

For more than a century, the prevailing medium for transferring electrical current through power transmission systems has been an aluminum conductor steel-reinforced (ACSR) cable. This type of conductor came into existence purely out of necessity. Prior to World War I, conductors were primarily constructed from copper. However, due to the copper shortage caused by the war effort, a viable replacement was needed, so the aluminum-based ACSR conductor was born. For over seventy years, PLP has been a leader in providing high-quality, innovative products to support, protect, and repair this now industry-standard conductor. But, just as with the birth of the ACSR conductor, a new breed of conductor is being developed out of necessity, the high-temperature, low-sag (HTLS) conductor. And once again, PLP is at the forefront of developing hardware that can support, protect, and repair these new, revolutionary conductors.

Over the last several decades, the global demand for electricity has risen dramatically, creating a need for increased grid capacity. The easiest solution would be to simply increase the amount of electrical current sent through existing lines. However, even modern ACSR conductors have capacity limitations. As the amount of electrical current increases, a conductor produces increased levels of heat. Due to the aluminum strand and steel core make-up of traditional ACSR conductors, when the core temperature rises, the conductor expands and elongates, causing it to sag, resulting in line stability problems and ground clearance issues. By contrast, HTLS conductors have cores made from higher strength

steel or composite materials with much lower thermal expansion coefficients. In short, HTLS conductors can run hotter and carry up to two and a half times more current than conventional conductors of the same physical size.

To be successful, new and innovative products, like HTLS conductors, depend on partnerships to help advance and support the new technology. Conventional conductor hardware lacks the high-temperature rating to sufficiently support these next-generation conductors. High-performance conductors demand high-performance hardware. This is where PLP steps in. Nearly two decades ago, our THERMOLIGN® brand of high-temperature hardware and fittings was developed to support the very first HTLS conductor. Since that time, both PLP and THERMOLIGN have become synonymous with the quality, strength, and dependability needed to support these high-capacity conductors. This industry-wide recognition has led PLP to become a key partner in the testing, development, and supply of high-temperature hardware for every new HTLS conductor to date. This includes working directly with companies such as 3M®, CTC Global, Southwire, and General Cable.

PLP is committed to working with our customers and fellow industry suppliers to develop superior solutions. By combining emerging technologies with industry-leading solutions, we provide the world with more efficient, reliable, and resilient power systems.

“PLP has been an innovative company from the beginning. As technology advances and evolves, we are excited to develop new, stronger, and innovative products to meet our customers’ growing needs.”

**BRYAN CASENHISER**

Market Manager, Transmission

# GLOBAL HIGHLIGHTS



## ARGENTINA

Expanded growth in fiber communication market



## BRAZIL

Doubled high-pressure aluminum casting capacity



## POLAND

Expanded forging capacity with larger presses



## INDONESIA

Record growth over previous year



## RUSSIA

Expanded into substation fittings and wildlife protection markets



## MEXICO

Launched HTLS fittings production



## COLOMBIA

New subsidiary to better serve regional markets



## THAILAND

Expanded growth in energy transmission market



## MALAYSIA

Introduced spacer cable systems



## USA

Launched Inspection Services solution

## STRENGTH IN DESIGN

PATENT AWARDS 2017



### EPRI LINE BYPASS SYSTEM

Randy Cloud, Adam Deel



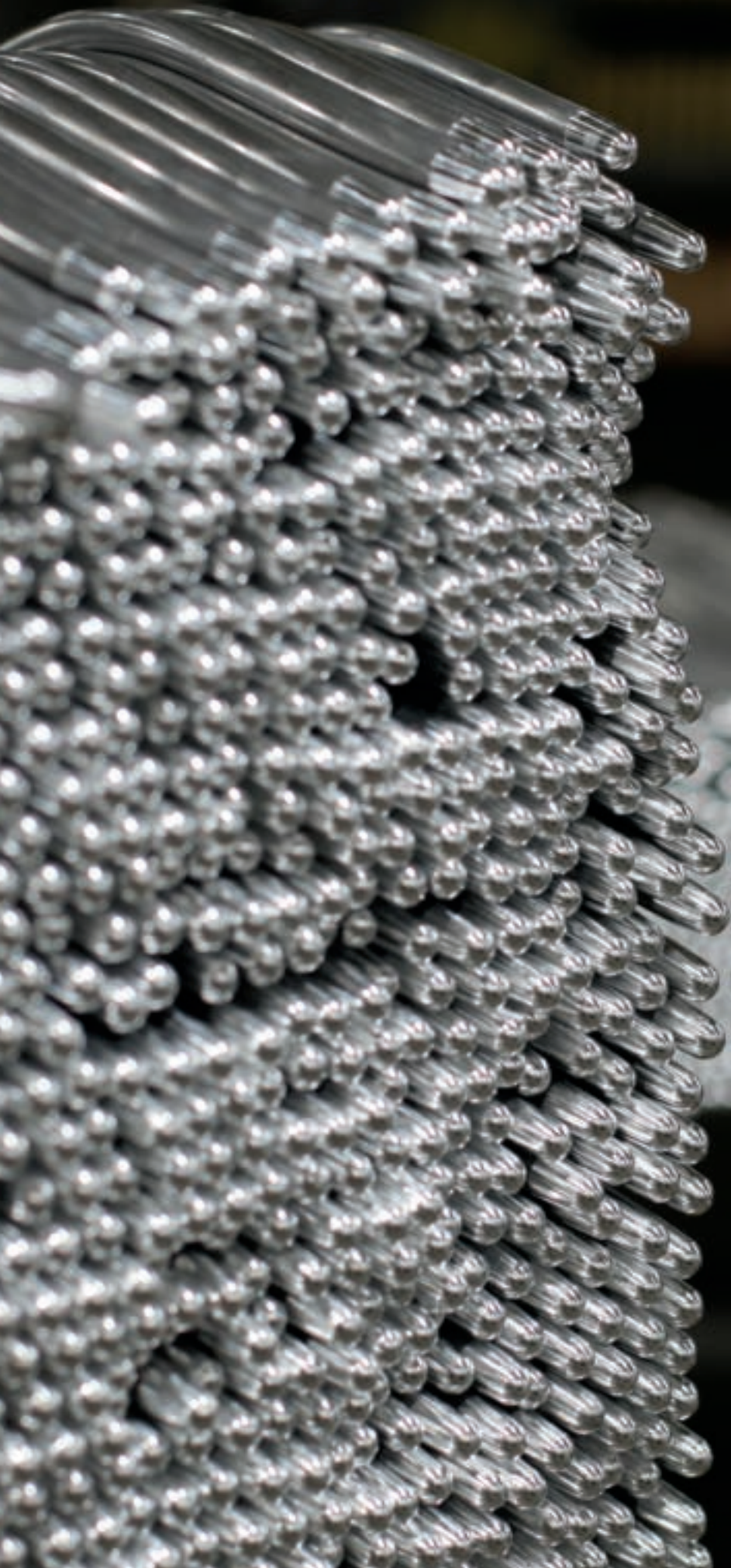
### WISE TOP POLYMER INSULATOR PROFILE

Mark Burns, Dave Sunkle, Lan-Ping Ling



### ANTENNA MOUNT

Rebecca Alban, Jay Duffy, Robert Peterson





**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, 2017

Commission file number 0-31164

**Preformed Line Products Company**

(Exact name of registrant as specified in its charter)

<u>Ohio</u> (State or Other Jurisdiction of Incorporation or Organization)	<u>34-0676895</u> (I.R.S. Employer Identification No.)
<u>660 Beta Drive</u> <u>Mayfield Village, Ohio</u> (Address of Principal Executive Office)	<u>44143</u> (Zip Code)
<u>(440) 461-5200</u> (Registrant's telephone number, including area code)	

**Securities registered pursuant to Section 12(b) of the Act:**

<u>Title of each class</u>	<u>Name of each exchange on which registered</u>
<b>Common Shares, \$2 par value per share</b>	<b>NASDAQ</b>

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

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the 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 whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). 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 the registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

Indicate by check mark whether the registrant is 7a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions of "accelerated filer," "large accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange act.

Large accelerated filer  Accelerated filer

Non-accelerated filer  Smaller Reporting Company

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

Emerging Growth Company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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

The aggregate market value of voting and non-voting common shares held by non-affiliates of the registrant as of June 30, 2017 was \$114,826,787 based on the closing price of such common shares, as reported on the NASDAQ National Market System. As of March 5, 2018, there were 5,038,207 common shares of the Company (\$2 par value) outstanding.

**DOCUMENTS INCORPORATED BY REFERENCE**

Portions of the Definitive Proxy Statement for the Annual Meeting of Shareholders to be held May 8, 2018 are incorporated by reference into Part III, Items 10, 11, 12, 13 and 14.

## Table of Contents

	<u>Page</u>
<b>Part I.</b>	
Item 1. Business	4
Item 1A. Risk Factors	11
Item 1B. Unresolved Staff Comments	13
Item 2. Properties	14
Item 3. Legal Proceedings	14
Item 4. Mine Safety Disclosures	14
Item 4A. Executive Officers of the Registrant	15
<b>Part II.</b>	
Item 5. Market for Registrant’s Common Equity, Related Shareholder Matters and Issuer Purchases of Equity Securities	16
Item 6. Selected Financial Data	18
Item 7. Management’s Discussion and Analysis of Financial Condition and Results of Operations	19
Item 7A. Quantitative and Qualitative Disclosures About Market Risk	33
Item 8. Financial Statements and Supplementary Data	34
Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure	63
Item 9A. Controls and Procedures	63
Item 9B. Other Information	65
<b>Part III.</b>	
Item 10. Directors, Executive Officers and Corporate Governance	65
Item 11. Executive Compensation	65
Item 12. Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters	65
Item 13. Certain Relationships, Related Transactions, and Director Independence	65
Item 14. Principal Accounting Fees and Services	65
<b>Part IV.</b>	
Item 15. Exhibits and Financial Statement Schedules	65

## Forward-Looking Statements

This Form 10-K and other documents filed with the Securities and Exchange Commission (“SEC”) contain forward-looking statements regarding Preformed Line Products Company’s (the “Company”) and the Company’s management’s beliefs and expectations. As a general matter, forward-looking statements are those focused upon future plans, objectives or performance (as opposed to historical items) and include statements of anticipated events or trends and expectations and beliefs relating to matters not historical in nature. Such forward-looking statements are subject to uncertainties and factors relating to the Company’s operations and business environment, all of which are difficult to predict and many of which are beyond the Company’s control. Such uncertainties and factors could cause the Company’s actual results to differ materially from those matters expressed in or implied by such forward-looking statements.

The following factors, among others, could affect the Company’s future performance and cause the Company’s actual results to differ materially from those expressed or implied by forward-looking statements made in this report:

- The overall demand for cable anchoring and control hardware for electrical transmission and distribution lines on a worldwide basis, which has a slow growth rate in mature markets such as the United States (U.S.), Canada, Australia and Western Europe and may grow slowly or experience prolonged delay in developing regions despite expanding power needs;
- The potential impact of the global economic condition on the Company’s ongoing profitability and future growth opportunities in the Company’s markets in the U.S. and other foreign countries where the financial situation is expected to be similar going forward;
- Decrease in infrastructure spending in certain markets where the Company sells its products;
- The ability of the Company’s customers to raise funds needed to build the facilities their customers require;
- Technological developments that affect longer-term trends for communication lines, such as wireless communication;
- The Company’s success at continuing to develop and protect proprietary technology and maintaining high quality products and customer service to meet or exceed new industry performance standards and individual customer expectations;
- The Company’s success in strengthening and retaining relationships with the Company’s customers, growing sales at targeted accounts and expanding geographically;
- The extent to which the Company is successful at expanding the Company’s product line or production facilities into new areas or implementing efficiency measures at existing facilities;
- The effects of fluctuation in currency exchange rates upon the Company’s foreign subsidiaries’ operations and reported results from international operations, together with non-currency risks of investing in and conducting significant operations in foreign countries, including those relating to political, social, economic and regulatory factors;
- The Company’s ability to identify, complete, obtain funding for and integrate acquisitions for profitable growth;
- The potential impact of consolidation, deregulation and bankruptcy among the Company’s suppliers, competitors and customers;
- The relative degree of competitive and customer price pressure on the Company’s products;
- The cost, availability and quality of raw materials required for the manufacture of products;
- Strikes and other labor disruptions;
- Compliance with and changes in significant government regulations affecting areas such as environmental protection, taxes, tariffs and employment matters, and any litigation that may arise from these regulations or other matters;
- Security breaches or other disruptions to the Company’s information technology structure;
- The telecommunication market’s continued deployment of Fiber-to-the-Premises; and
- Those factors described under the heading “Risk Factors” on page 12.

In light of these risks and uncertainties, the Company cautions you not to place undue reliance on these forward-looking statements. Any forward-looking statements that the Company makes in this report speaks only as of the date of such statement, and the Company undertakes no obligation to update any forward-looking statement or to publicly announce the results of any revision to any of those statements to reflect future events or developments. Comparisons of results for current and any prior periods are not intended to express any future trends or indications of future performance, unless specifically expressed as such, and should only be viewed as historical data.

## Part I

### Item 1. Business

#### Background

Preformed Line Products Company and its subsidiaries (the “Company”) is an international designer and manufacturer of products and systems employed in the construction and maintenance of overhead and underground networks for the energy, telecommunication, cable operators, information (data communication) and other similar industries. The Company’s primary products support, protect, connect, terminate and secure cables and wires. The Company also provides solar hardware systems and mounting hardware for a variety of solar power applications. The Company’s goal is to continue to achieve profitable growth as a leader in the research, innovation, development, manufacture and marketing of technically advanced products and services related to energy, communications and cable systems and to take advantage of this leadership position to sell additional quality products in familiar markets.

The Company serves a worldwide market through strategically located domestic and international manufacturing facilities. Each of the Company’s domestic and international manufacturing facilities have obtained an International Organization of Standardization (“ISO”) 9001:2015 Certified Management System Certificate. The ISO 9001:2015 certified management system is a globally recognized certified quality standard for manufacturing and assists the Company in marketing its products throughout the world. The Company’s customers include public and private energy utilities and communication companies, cable operators, financial institutions, governmental agencies, contractors and subcontractors, distributors and value-added resellers. The Company is not dependent on a single customer or a few customers. No single customer accounts for more than 10% of the Company’s consolidated revenues.

The Company’s products include:

- Formed Wire and Related Hardware Products
- Protective Closures
- Plastic Products
- Other Products

*Formed Wire Products and Related Hardware Products* are used in the energy, communications, cable and special industries (i.e., metal building, tower and antenna industries, the agriculture and arborist industries, and marine systems industry) to support, protect, terminate and secure both power conductor and communication cables and to control cable dynamics (e.g., vibration). Formed wire products are based on the principle of forming a variety of stiff wire materials into a helical (spiral) shape. Advantages of using the Company’s helical formed wire products are that they are economical, dependable and easy to use. The Company introduced formed wire products to the power industry 70 years ago and such products enjoy an almost universal acceptance in the Company’s markets. Related hardware products include hardware for supporting and protecting transmission conductors, spacers, spacer-dampers, stockbridge dampers, corona suppression devices and various compression fittings for dead-end applications. Formed wire and related hardware products were approximately 67%, 65% and 61% of the Company’s revenues in 2017, 2016 and 2015, respectively.

*Protective Closures*, including splice cases, are used to protect fixed line communication networks, such as copper cable or fiber optic cable, from moisture, environmental hazards and other potential contaminants. Protective closures were approximately 19%, 20% and 17% of the Company’s revenues in 2017, 2016 and 2015, respectively.

*Plastic Products*, including guy markers, tree guards, fiber optic cable markers and pedestal markers, are used in energy, communications, cable and special industries to identify power conductors, communication cables and guy wires. Plastic products were approximately 4% of the Company’s revenues each year in 2017, 2016 and 2015.

*Other Products* include data communication cabinets, hardware assemblies, pole line hardware, resale products, underground connectors, solar hardware systems and urethane products. They are used by energy, renewable energy, communications, cable and special industries for various applications and are defined as products that complement the Company’s core line offerings. Other products were approximately 10%, 11% and 18% of the Company’s revenues in 2017, 2016 and 2015, respectively.

## **Corporate History**

The Company was incorporated in Ohio in 1947 to manufacture and sell helically shaped “armor rods” which are sets of stiff helically shaped wires applied on an electrical conductor at the point where they are suspended or held. Thomas F. Peterson, the Company’s founder, developed and patented a unique method to manufacture and apply these armor rods to protect electrical conductors on overhead power lines. Over the years, Mr. Peterson and the Company developed, tested, patented, manufactured and marketed a variety of helically shaped products for use by the electrical and telephone industries. Although all of Mr. Peterson’s patents have now expired, those patents served as the nucleus for licensing the Company’s formed wire products abroad.

The success of the Company’s formed wire products in the U.S. led to expansion abroad. The first international license agreement was established in the mid-1950s in Canada. In the late 1950s, the Company’s products were being sold through joint ventures and licensees in Canada, England, Germany, Spain and Australia. Additionally, the Company began export operations and promoted products into other selected offshore markets. The Company continued its expansion program, bought out most of the original licensees, and, by the mid-1990s, had complete ownership of operations in Australia, Brazil, Canada, Great Britain, South Africa and Spain. By 2002, it also had complete ownership of operations in Mexico and China. The Company’s international subsidiaries have the necessary infrastructure (i.e., manufacturing, engineering, marketing and general management) to support local business activities. Each is staffed with local personnel to ensure that the Company is well versed in local business practices, cultural constraints, technical requirements and the intricacies of local client relationships.

In 1968, the Company expanded into the underground telecommunications field by its acquisition of the Smith Company located in California. The Smith Company had a patented line of buried closures and pressurized splice cases. These closures and splice cases protect copper cable openings from environmental damage and degradation. The Company continued to build on expertise acquired through the acquisition of the Smith Company and in 1995 introduced the highly successful COYOTE® Closure line of products. Since 1995, 14 domestic and three international patents have been granted to the Company on the COYOTE Closure. The earliest COYOTE Closure patent was filed April 1995 and expired in April 2015.

In 2007, the Company acquired 83.74% of Belos SA (Belos), located in Bielsko-Biala, Poland. Belos is a manufacturer and supplier of fittings for various voltage power networks. This acquisition complemented the Company’s existing line of energy products. From 2008 to 2010, the Company acquired the remaining outstanding shares of Belos.

In 2009, the Company acquired the Dulmison business from Tyco Electronics Group S.A. (Tyco Electronics), which included both the acquisition of equity of certain Tyco Electronics entities and the acquisition of assets from other Tyco Electronics entities. Dulmison was a leader in the supply and manufacturer of electrical transmission and distribution products. Dulmison designed, manufactured and marketed pole line hardware and vibration control products for the global electrical utility industry. Dulmison had operations in Australia, Thailand, Indonesia, Malaysia, Mexico and the United States. The Dulmison business has been fully integrated into the Company’s core businesses.

In 2010, the Company acquired Electropar Limited (Electropar), a New Zealand corporation. Electropar designs, manufactures and markets pole line and substation hardware for the global electrical utility industry. Electropar is based in New Zealand with a subsidiary operation in Australia. The acquisition has strengthened the Company’s position in the power distribution, transmission and substation hardware markets and expanded the Company’s presence in the Asia-Pacific region.

In 2014, the Company acquired Helix Uniformed Limited (Helix), located in Montreal, Quebec, Canada. Helix designs, manufactures and markets helical products and spacer dampers for the electrical utility industry. The acquisition has diversified the Company’s business in Canada, extended its customers access in Canadian markets, expanded its manufacturing footprint and enhanced its engineering capabilities.

The Company’s World headquarters is located at 660 Beta Drive, Mayfield Village, Ohio, U.S.A. 44143.

## **Business**

The demand for the Company’s products comes primarily from new, maintenance and repair construction for the energy (including solar), telecommunication, data communication and special industries. The Company’s customers use many of the Company’s products, including formed wire products, to revitalize the aging outside plant infrastructure. Many of the Company’s products are used on a proactive basis by the Company’s customers to reduce and prevent lost revenue. A single malfunctioning line could cause the loss of thousands of dollars per hour for a power or communication customer. A malfunctioning fiber cable could also result in substantial revenue loss to the Company’s customers. Repair construction by the Company’s customers generally occurs in the case of emergencies or natural disasters, such as hurricanes, tornados, earthquakes, floods or ice storms. Under these circumstances, the Company quickly provides the repair products to customers.

The Company has adapted the formed wire products' helical technology for use in a wide variety of fiber optic cable applications that have special requirements. The Company's formed wire products are uniquely qualified for these applications due to the gentle gripping over a greater length of the fiber cable. This is an advantage over traditional pole line hardware clamps that compress the cable to the point of possible fatigue and optical signal deterioration.

The Company's protective closures and splice cases are used to protect cable from moisture, environmental hazards and other potential contaminants. The Company's splice cases are easily re-enterable closures that allow utility maintenance workers access to the cables located inside the closure to repair or add communications services. Over the years, the Company has made many significant improvements in splice cases that have greatly increased its versatility and application in the market place. The Company also designs and markets custom splice cases to satisfy specific customer requirements. This has allowed the Company to remain a strong partner with several primary customers and has earned the Company the reputation as a responsive and reliable supplier.

Fiber optic cable was first deployed in the outside plant environment in the early 1980s. Through fiber optic technologies, a much greater amount of both voice and data communication can be transmitted reliably. In addition, this technology solved the cable congestion problem that the large count copper cable was causing in underground, buried and aerial applications. The Company developed and adapted copper closures for use in the emerging fiber optic world. In the late 1980s, the Company developed a series of splice cases designed specifically for fiber optic application. In the mid-1990s, the Company developed its plastic COYOTE® Closure and has since expanded the product line to address Fiber-to-the-Premise (FTTP) applications. The COYOTE Closure is an example of the Company developing a new line of proprietary products to meet the changing needs of its customers.

The Company also designs and manufactures data communication cabinets and enclosures for data communication networks, offering a comprehensive line of copper and fiber optic cross-connect systems. The product line enables reliable, high-speed transmission of data over customers' local area networks.

In 2007, the Company expanded into the renewable energy sector. It provides a comprehensive line of mounting hardware for a variety of solar power applications including residential roof mounting, commercial roofing systems, utility scale ground-mount, top of pole mounting and customized solutions.

## **Markets**

The Company markets its products to the energy, telecommunication, cable, data communication and special industries. While rapid changes in technology have blurred the distinctions between telephone, cable, and data communication, the energy industry is clearly distinct. The Company's role in the energy industry is to supply formed wire products and related hardware used with the electrical conductors, cables and wires that transfer power from the generating facility to the ultimate user of that power. Formed wire products are used to support, protect, terminate and secure both power conductor and communication cables and to control cable dynamics.

*Electric Utilities - Transmission.* The electric transmission grid is the interconnected network of high voltage aluminum conductors used to transport large blocks of electric power from generating facilities to distribution networks. Currently, there are three major power grids in the U.S.: the Eastern Interconnect, the Western Interconnect and the Texas Interconnect. Virtually all electrical energy utilities are connected with at least one other utility by one of these major grids. The Company believes that transmission grids have been neglected throughout much of the U.S. With demand for power now exceeding supply in some areas, the need for the movement of bulk power from the energy-rich areas to the energy-deficient areas means that new transmission lines will likely be built and many existing lines will likely be refurbished. Connecting renewable energy sources to the grid should also continue to attract new investment to fund transmission infrastructure projects in the future. The Company believes that this may generate opportunities for the Company's products in this market over at least the next several years. In addition, increased construction of international transmission grids is occurring in many regions of the world. However, consolidations in the markets that the Company services with increased global competition, as well as stagnant economic conditions, limited government funding and lower energy prices, may also have an adverse impact on the Company's sales.

*Electric Utilities - Distribution.* The distribution market includes those utilities that distribute power from a substation where voltage is reduced to levels appropriate for the consumer. Unlike the transmission market, distribution is still handled primarily by local electric utilities. These utilities are motivated to reduce cost in order to maintain and enhance their profitability. The Company believes that its growth in the distribution market will be achieved primarily as a result of incremental gains in market share driven by emphasizing the Company's quality products and service over price. Internationally, particularly in the developing regions, there is increasing political pressure to extend the availability of electricity to additional populations. Through its global network of factories and sales offices, the Company is prepared to take advantage of this new growth in construction.

*Renewable Energy.* The renewable energy market includes residential consumers, commercial businesses, off-grid operators, and utility companies that have an interest in alternative energy sources. Environmental concerns along with federal, state and local utility incentives have fueled demand for renewable energy systems including solar, wind and biofuel. While low prices of traditional energy sources have slowed or stalled demand in some areas, the industry continues to grow as advancements in technology lead to greater efficiencies which drive down overall system costs. The Company currently provides hardware solutions and system design for solar power applications. The Company markets and sells these products and services to end-users, distributors, installers and integrators.

*Communication and Cable.* Major developments, including growing competition between the cable and communications industries and increasing overall demand for high-speed communication services, have led to a changing regulatory and competitive environment in many markets throughout the world. The deployment of new access networks and improvements to existing networks for advanced applications continues to gain momentum.

Cable operators, local communication operators and power utilities are building, rebuilding or upgrading signal delivery networks in developed countries. These networks are designed to deliver video and voice transmissions and provide Internet connectivity to individual residences and businesses. Operators deploy a variety of network technologies and architectures to carry broadband and narrowband signals. These architectures are constructed of electronic hardware connected via coaxial cables, copper wires or optical fibers. The Company manufactures closures that these industries use to securely connect and protect these vital networks.

As critical components of the outdoor infrastructure, closures provide protection against weather and vandalism, and permit technicians who maintain and manage the system ready access to the devices. Cable operators and local telephone network operators place great reliance on manufacturers of protective closures because any material damage to the signal delivery networks is likely to disrupt communication services. In addition to closures, the Company supplies the communication and cable industry with its formed wire products to hold, support, protect and terminate the copper wires and cables and the fiber optic cables used by that industry to transfer voice, video or data signals.

The industry has developed technological methods to increase the usage of copper-based products through high-speed digital subscriber lines (DSLs). The popularity of these services, the regulatory environment and the increasingly fierce competition between communications and cable operators has driven the move toward building out the “last mile” in fiber optic networks. FTTP technology supports the next wave in broadband innovation by carrying fiber optic technology into homes and businesses. The Company has been actively developing products that address this market.

*Data Communication.* The data communication market is driven by the continual demand for increased bandwidth. Growing Internet Service Providers (ISPs), construction in Wide Area Networks (WANs) and demand for products in the workplace are all key elements to the increased demand for the racking and cabinet products offered by the Company. The Company’s products are sold to a number of categories of customers including, (i) ISPs, (ii) large companies and organizations which have their own local area network for data communication, and (iii) distributors of structured cabling systems and components for use in the above markets.

*Special Industries.* The Company’s formed wire products are also used in other industries which require a method of securing or terminating cables, including the metal building, tower and antenna industries, the agriculture and arborist industries, and various applications within the marine systems industry. Products other than formed wire products are also marketed to other industries. For example, the Company’s urethane capabilities allow it to market products to the light rail industry. The Company continues to explore new and innovative uses of its manufacturing capabilities; however, these markets remain a small portion of overall consolidated sales.

## **International Operations**

The international operations of the Company are essentially the same as its domestic (PLP-USA) business. The Company manufactures similar types of products in its international plants as are sold domestically, sells to similar types of customers and faces similar types of competition (and in some cases, the same competitors). Sources of supply of raw materials are not significantly different internationally. See Note L in the Notes to Consolidated Financial Statements for information and financial data relating to the Company’s international operations that represent reportable segments.

While a number of the Company’s international plants are in developed countries, the Company believes it has strong market opportunities in developing countries where the need for the transmission and distribution of electrical power is significant, although the pace of this development may remain slow. In addition, as the need arises, the Company is prepared to acquire or establish new manufacturing facilities abroad.

## **Sales and Marketing**

Domestically and internationally, the Company markets its products through a direct sales force and manufacturing representatives. The direct sales force is employed by the Company and works with manufacturers' representatives, as well as key direct accounts and distributors who also buy and resell the Company's products. The manufacturer's representatives are independent organizations that represent the Company as well as other complimentary product lines. These organizations are paid a commission based on the sales amount they generate.

## **Research and Development**

The Company is committed to providing technical leadership through scientific research and product development in order to continue to expand the Company's position as a supplier to the communications and power industries. Research is conducted on a continuous basis using internal experience in conjunction with outside professional expertise to develop state-of-the-art materials for several of the Company's products. These products capitalize on cost-efficiency while offering exacting mechanical performance that meets or exceeds industry standards. The Company's research and development activities have resulted in numerous patents being issued to the Company (see "Patents and Trademarks" below).

Early in its history, the Company recognized the need to understand the performance of its products and the needs of its customers. To that end, the Company developed a 29,000 square foot Research and Engineering Center located at its corporate headquarters in Mayfield Village, Ohio. In 2013, the Company expanded its Research and Engineering Center by an additional 8,000 square feet. Using the Research and Engineering Center, engineers and technicians simulate a wide range of external conditions encountered by the Company's products to ensure quality, durability and performance. The work performed in the Research and Engineering Center includes advanced studies and experimentation with various forms of vibration and environmental changes. This work has contributed significantly to the collective knowledge base of the industries the Company serves and is the subject matter of many papers and seminars presented to these industries.

The Company believes that its Research and Engineering Center is one of the most sophisticated in the world in its specialized field. The Research and Engineering Center also has an advanced prototyping technology machine on-site to develop models of new designs where intricate part details are studied prior to the construction of expensive production tooling. Today, the Company's reputation for vibration testing, tensile testing, fiber optic cable testing, environmental testing, field vibration monitoring and third-party contract testing is a competitive advantage. In addition to testing, the work performed at the Company's Research and Development Center continues to fuel product development efforts. For example, the Company estimates that approximately 17.4% of 2017 revenues were attributed to products developed by the Company in the past five years. In addition, the Company's position in the industry is further reinforced by its long-standing leadership role in many key international technical organizations which are charged with the responsibility of establishing industry-wide specifications and performance criteria, including IEEE (Institute of Electrical and Electronics Engineers), CIGRE (Comité International des Grands Réseaux Electriques a Haute Tension), and IEC (International Electromechanical Commission). Research and development costs are expensed as incurred. Research and development costs for new products were \$2.1 million in 2017, \$2.7 million in 2016 and \$2.9 million in 2015.

## **Patents and Trademarks**

The Company applies for patents in the U.S. and other countries, as appropriate, to protect its significant patentable developments. As of December 31, 2017, the Company had 40 U.S. patents and 111 international patents in force in 21 countries and had 8 U.S. patent applications and 27 international applications pending. While such domestic and international patents expire from time to time, the Company continues to apply for and obtain patent protection on a regular basis. Patents held by the Company in the aggregate are of material importance in the operation of the Company's business. The Company, however, does not believe that any single patent, or group of related patents, is essential to the Company's business as a whole or to any of its businesses. Additionally, the Company owns and uses a substantial body of proprietary information and numerous trademarks. The Company relies on nondisclosure agreements to protect trade secrets and other proprietary data and technology. As of December 31, 2017, the Company had obtained U.S. registration on 38 trademarks and one trademark application remained pending. International registrations amounted to 236 registrations in 36 countries, with five pending international registrations.

U.S. patents are issued for terms of 20 years beginning with the date of filing of the patent application. Patents issued by international countries generally expire 20 years after filing. U.S. and international patents are not renewable after expiration of their initial term. U.S. and international trademarks are generally perpetual, renewable in 10-year increments upon a showing of continued use. To the knowledge of management, the Company is not subject to any significant allegation or charges of infringement of intellectual property rights by any organization.



In the normal course of business, the Company occasionally makes and receives inquiries with regard to possible patent and trademark infringement. The extent of such inquiries from third parties has been limited generally to verbal remarks to Company representatives. The Company believes that it is unlikely that the outcome of these inquiries will have a material adverse effect on the Company's financial position.

### **Competition**

All of the markets that the Company serves are highly competitive. In each market, the principal methods of competition are price, performance, and service. The Company believes, however, that several factors (described below) provide the Company with a competitive advantage.

- The Company has a strong and stable workforce. This consistent and continuous knowledge base has afforded the Company the ability to provide superior service to the Company's customers and representatives.
- The Company's Research and Engineering Center in Mayfield Village, Ohio and the engineering departments at the Company's subsidiary operations around the world maintain a strong technical support function to develop unique solutions to customer problems.
- The Company is vertically integrated both in manufacturing and distribution and is continually upgrading equipment and processes.
- The Company is sensitive to the marketplace and provides an extra measure of service in cases of emergency, storm damage and other rush situations. This high level of customer service and customer responsiveness is a hallmark of the Company.
- The Company's 27 sales and manufacturing locations ensure close support and proximity to customers worldwide.

Domestically, there are several competitors for formed wire products. Although it has other competitors in many of the countries where it has plants, the Company has leveraged its expertise and is very strong in the global market. The Company believes that it is the world's largest manufacturer of formed wire products for energy and communications markets. However, the Company's formed wire products compete against other pole line hardware products manufactured by other companies.

The Company's primary domestic competitor for pressurized copper closures is the 3M Company ("3M"). Based on its experience in the industry, the Company believes it maintains a strong market share position.

The fiber optic closure market is one of the most competitive product areas for the Company, with the Company competing against, among others, Tyco Electronics, 3M and Corning Cable Systems. There are a number of primary competitors and several smaller niche competitors that compete at all levels in the marketplace. The Company believes that it is one of four leading suppliers of fiber optic closures.

### **Sources and Availability of Raw Materials**

The principal raw materials used by the Company are galvanized wire, stainless steel, aluminum covered steel wire, aluminum rod, plastic resins, glass-filled plastic compounds, neoprene rubbers and aluminum castings. The Company also uses certain other materials such as fasteners, packaging materials and communications cable. The Company believes that it has adequate sources of supply for the raw materials used in its manufacturing processes and it regularly attempts to develop and maintain sources of supply in order to extend availability and encourage competitive pricing of these products.

Most plastic resins are purchased under contracts to stabilize costs and improve delivery performance and are available from a number of reliable suppliers. Wire and aluminum rods are purchased in standard stock diameters and coils under contracts from a number of reliable suppliers. Contracts have firm prices except for fluctuations of base metals and petroleum prices, which result in surcharges when global demand is greater than the available supply.

The Company also relies on certain other manufacturers to supply products that complement the Company's product lines, such as aluminum and ferrous castings, fiber optic cable and connectors and various metal racks and cabinets. The Company believes there are multiple sources of supply for these products.

The Company relies on sole source manufacturers for certain raw materials used in production. The current state of economic uncertainty presents a risk that existing suppliers could go out of business. However, there are other potential sources available for these materials, and the Company could relocate the tooling and processes to other manufacturers if necessary.

Raw material costs trended up throughout 2017. The Company expects increasing prices on metals throughout 2018. Plastic materials, which also increased throughout 2017, are expected to stabilize in 2018.

### **Backlog Orders**

The Company's backlog was approximately \$93.8 million at the end of 2017 and \$75.3 million at the end of 2016. All customer orders entered are firm at the time of entry. Substantially all orders are shipped within a two to four-week period unless the customer requests an alternative date.

### **Seasonality**

The Company markets products that are used by utility maintenance and construction crews worldwide. The products are marketed through distributors and directly to end users, who maintain stock to ensure adequate supply for their customers or construction crews. As a result, the Company does not have a wide variation in sales from quarter to quarter.

### **Environmental**

The Company is subject to extensive and changing federal, state, and local environmental laws, including laws and regulations that (i) relate to air and water quality, (ii) impose limitations on the discharge of pollutants into the environment, (iii) establish standards for the treatment, storage and disposal of toxic and hazardous waste, and (iv) require proper storage, handling, packaging, labeling, and transporting of products and components classified as hazardous materials. Stringent fines and penalties may be imposed for noncompliance with these environmental laws. In addition, environmental laws could impose liability for costs associated with investigating and remediating contamination at the Company's facilities or at third-party facilities at which the Company has arranged for the disposal treatment of hazardous materials.

The Company believes it is in compliance in all material respects, with all applicable environmental laws and the Company is not aware of any noncompliance or obligation to investigate or remediate contamination that could reasonably be expected to result in a material liability. The Company does not expect to make any material capital expenditures during 2018 for environmental control facilities. The environmental laws continue to be amended and revised to impose stricter obligations, and compliance with future additional environmental requirements could necessitate capital outlays. However, the Company does not believe that these expenditures will ultimately result in a material adverse effect on its financial position or results of operations. The Company cannot predict the precise effect such future requirements, if enacted, would have on the Company. The Company believes that such regulations would be enacted over time and would affect the industry as a whole.

### **Employees**

At December 31, 2017, the Company had 2,762 employees. Approximately 28% of the Company's employees are located in the U.S.

### **Available Information**

The Company maintains an Internet site at <http://www.preformed.com>, on which the Company makes available, free of charge, the annual report on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K and any amendments to those reports, as soon as reasonably practicable after the Company electronically files such material with, or furnishes it to, the SEC. The Company's SEC reports can be accessed through the investor relations section of its Internet site. The information found on the Company's Internet site is not part of this or any other report that is filed or furnished to the SEC.

The public may read and copy any materials the Company files with or furnishes to the SEC at the SEC's Public Reference Room at 100 F. Street, NE., Washington, DC 20549. Information on the operation of the Public Reference Room is available by calling the SEC at 1-800-SEC-0330. In addition, the SEC maintains an Internet site that contains reports, proxy and information statements, and other information filed with the SEC by electronic filers. The SEC's Internet site is <http://www.sec.gov>. The Company also has a link from its Internet site to the SEC's Internet site. This link can be found on the investor relations page of the Company's Internet site.

## **Item 1A. Risk Factors**

***Due to the Company's dependency on the energy and telecommunication industries, the Company is susceptible to negative trends relating to those industries that could adversely affect the Company's operating results.***

The Company's sales to the energy and telecommunication industries represent a substantial portion of the Company's historical sales. The concentration of revenue in such industries is expected to continue into the foreseeable future. Demand for products to these industries depends primarily on capital spending by customers for constructing, rebuilding, maintaining or upgrading their systems. The amount of capital spending and, therefore, the Company's sales and profitability are affected by a variety of factors, including general economic conditions, access by customers to financing, government regulation, demand for energy and cable services, energy prices and technological factors. As a result, some customers may significantly reduce their spending or may not continue as going concerns, which could have a material adverse effect on the Company's business, operating results and financial condition. In addition, the Company may incur exit-related costs and impairments of goodwill, definite and indefinite-lived intangible assets and property, fixtures and equipment as the Company makes corresponding changes to its business to reflect these changes and uncertainties in the Company's industries and customer demand, and these costs and impairments could have a significant negative impact on the Company's results for the period in which they are incurred. Consolidation presents an additional risk to the Company in that merged customers will rely on relationships with a source other than the Company. Consolidation may also increase the pressure on suppliers, such as the Company, to sell product at lower prices.

***The Company's business will suffer if the Company fails to develop and successfully introduce new and enhanced products that meet the changing needs of the Company's customers.***

The Company's ability to anticipate changes in technology and industry standards and to successfully develop and introduce new products on a timely basis is a significant factor in the Company's ability to grow and remain competitive. New product development often requires long-term forecasting of market trends, development and implementation of new designs and processes and a substantial capital commitment. The trend toward consolidation of the energy, telecommunication and data communication industries may require the Company to quickly adapt to rapidly changing market conditions and customer requirements. Any failure by the Company to anticipate or respond in a cost-effective and timely manner to technological developments or changes in industry standards or customer requirements, or any significant delays in product development or introduction or any failure of new products to be widely accepted by the Company's customers, could have a material adverse effect on the Company's business, operating results and financial condition as a result of reduced net sales.

***The intense competition in the Company's markets, particularly telecommunication, may lead to a reduction in sales and earnings.***

The markets in which the Company operates are highly competitive. The level of intensity of competition may increase in the foreseeable future due to anticipated growth in the telecommunication and data communication industries. The Company's competitors in the telecommunication and data communication markets are larger companies with significant influence over the distribution network. The Company may not be able to compete successfully against its competitors, many of which may have access to greater financial resources than the Company. In addition, the pace of technological development in the telecommunication market is rapid and these advances (i.e., wireless, fiber optic network infrastructure, etc.) may adversely affect the Company's ability to compete in this market.

***Competitors' introduction of products embodying new technologies or the emergence of new industry standards can render existing products or products under development obsolete or unmarketable and result in lost sales.***

The energy and telecommunication industries are characterized by rapid technological change. Satellite, wireless and other communication technologies currently being deployed may represent a threat to copper, coaxial and fiber optic-based systems by reducing the need for wire-line networks. Future advances or further development of these or other new technologies may have a material adverse effect on the Company's business, operating results and financial condition as a result of lost sales.

***Price increases or decreased availability of raw materials could result in lower earnings.***

The Company's cost of sales may be materially adversely affected by increases in the market prices of the raw materials used in the Company's manufacturing processes. The Company may not be able to pass on price increases in raw materials to the Company's customers through increases in product prices. As a result, the Company's operating results could be adversely affected. In addition, any decrease or delay in the availability of these materials could slow production and delivery to the Company's customers.

***The Company's international operations subject the Company to additional business risks that may have a material adverse effect on the Company's business, operating results and financial condition.***

International sales account for a substantial portion of the Company's net sales (61%, 60% and 60% in 2017, 2016 and 2015, respectively) and the Company expects these sales could increase as a percentage of net sales in the future. Due to its international sales, the Company is subject to the risks of conducting business internationally, including unexpected changes in, or impositions of, legislative or regulatory requirements, which could materially adversely affect U.S. dollar sales or operating expenses, tariffs and other barriers and restrictions, potentially longer payment cycles, greater difficulty in accounts receivable collection, reduced or limited protection of intellectual property rights, potentially adverse taxes and the burdens of complying with a variety of international laws and communications standards. The Company is subject to foreign currency volatility which could materially impact the Company's results. The Company is also subject to general geopolitical risks, such as political and economic instability, social unrest, terrorism and changes in diplomatic and trade relationships, in connection with its international operations. These risks of conducting business internationally may have a material adverse effect on the Company's business, operating results and financial condition.

***The Company may not be able to successfully integrate businesses that it may acquire in the future or complete acquisitions on satisfactory terms, which could have a material adverse effect on the Company's business, operating results and financial condition.***

A portion of the Company's growth in sales and earnings has been generated from acquisitions. The Company expects to continue a strategy of identifying and acquiring businesses with complementary products. In connection with this strategy, the Company faces certain risks and uncertainties relating to acquisitions. The factors affecting this exposure are in addition to the risks faced in the Company's day-to-day operations. Acquisitions involve a number of special risks, including the risks pertaining to integrating acquired businesses, realizing the benefits of acquired technology and utilizing new personnel. In addition, the Company may incur debt to finance future acquisitions, and the Company may issue securities in connection with future acquisitions that may dilute the holdings of current and future shareholders. Covenant restrictions relating to additional indebtedness could restrict the Company's ability to pay dividends, fund capital expenditures, consummate additional acquisitions and significantly increase the Company's interest expense. Any failure to successfully complete acquisitions or to successfully integrate such strategic acquisitions could have a material adverse effect on the Company's business, operating results and financial condition.

***The Company may have interruptions in or lose business due to the uncertainty of the global economy, specifically related to the lack of available funding for the Company's customers.***

The demand for the Company's products is significantly affected by the amount of discretionary business and consumer spending, each of which is impacted by the uncertainty of the global economy. The liquidity and financial position of the Company's customers could also impact their ability to pay in full and/or on a timely basis. This lack of funding could have a negative impact on the Company's results of operations and financial condition.

***The Company may be adversely impacted by laws, regulation, and litigation.***

The Company is subject to various laws and regulation. For example, extensive environmental regulations related to air and water quality, the discharge of pollutants, the handling of toxic waste and the handling and transport of products and components classified as hazardous impact its daily operations. The introduction of new laws or regulations, or changes in existing laws or regulations, could increase the costs of doing business. At any given time, we may also be subject to litigation or claims related to our products, suppliers, customers, employees, shareholders, distributors, sales representatives, intellectual property or acquisitions, among other things, the disposition of which may have an adverse effect upon our business, financial condition, or results of operation. The outcome of litigation is difficult to assess or quantify. Lawsuits can result in the payment of substantial damages by defendants. If we are required to pay substantial damages and expenses as a result of these or other types of lawsuits, our business and results of operations would be adversely affected. Regardless of whether any claims against us are valid or whether we are liable, claims may be expensive to defend and may divert time and money away from our operations. Insurance may not be available at all or in sufficient amounts to cover any liabilities with respect to these or other matters. A judgment or other liability in excess of our insurance coverage for any claims could adversely affect our business and the results of our operations.

***The Company may not be able to successfully manage its intellectual property and may be subject to infringement claims.***

The Company relies on a combination of contractual rights and patent, trademark, copyright and trade secret laws to establish and protect its proprietary technology. Third parties may challenge, invalidate, circumvent, infringe or misappropriate the Company's intellectual property, or such intellectual property may not be sufficient to permit the Company to take advantage of current market trends or otherwise to provide competitive advantages, which could result in costly redesign efforts, discontinuance of certain product offerings or other competitive harm. Others, including its competitors may independently develop similar technology, duplicate or

design around the Company's intellectual property, and in such cases it could not assert its intellectual property rights against such parties. The Company may also be subject to costly litigation in the event its technology infringes upon or otherwise violate a third party's proprietary rights. Any claim from third parties may result in a limitation on its ability to use the intellectual property subject to these claims. The Company may be forced to litigate to enforce or determine the scope and enforceability of its intellectual property rights, trade secrets and know-how, which is expensive, could cause a diversion of resources and may not prove successful, especially in countries where such rights are more difficult to enforce. The loss of intellectual property protection or the inability to obtain third party intellectual property could harm its business and ability to compete.

***Tax matters, including changes in tax rates, disagreements with taxing authorities and imposition of new taxes could impact the Company's results of operations and financial condition.***

The Company is subject to income taxes in the U.S. (federal and state) and numerous foreign jurisdictions. Tax laws, regulations, and administrative practices in various jurisdictions may be subject to significant change, with or without notice, due to economic, political, and other conditions, and significant judgment is required in evaluating and estimating the provision and accruals for these taxes. There are many transactions that occur during the ordinary course of business for which the ultimate tax determination is uncertain. The Company's effective tax rates could be affected by numerous factors, including but not limited to, intercompany transactions, the relative amount of its foreign earnings, including earnings being lower than anticipated in jurisdictions where the Company have lower statutory rates and higher than anticipated in jurisdictions where the Company has higher statutory rates, losses incurred in jurisdictions for which the Company is not able to realize the related tax benefit, changes in foreign currency exchange rates, changes in its deferred tax assets and liabilities and their valuation, and changes in the relevant tax, accounting, and other laws, regulations, administrative practices, principles, and interpretations. In addition, a number of countries are actively pursuing changes to their tax laws applicable to corporate multinationals, such as the recently enacted U.S. tax reform legislation commonly referred to as the U.S. Tax Cuts and Jobs Act of 2017 (the "Tax Act"). Finally, foreign governments may enact tax laws in response to the Tax Act that could result in further changes to global taxation and materially affect the Company's financial position and results of operations.

The Tax Act significantly changes how the U.S. imposes taxes on corporations. The Tax Act requires complex computations to be performed that were not previously required in U.S. tax law, significant judgments to be made in interpretation of the provisions of the Tax Act, significant estimates in calculations, and the preparation and analysis of information not previously relevant or regularly produced. The U.S. Treasury Department, the IRS, and other standard-setting bodies could interpret or issue guidance on how provisions of the Tax Act will be applied or otherwise administered that is different from the Company's interpretation. As the Company completes its analysis of the Tax Act, collects and prepares necessary data and interprets any additional guidance, the Company may make adjustments to provisional amounts that have been recorded which could materially impact the provision for income taxes in the period in which the adjustments are made.

***The Company employs information technology systems to support its business, and any material breach, interruption or failure may adversely impact the Company's business.***

The Company employs information technology systems to support its business. Security breaches and other disruptions to the Company's information technology infrastructure could interfere with the Company's operations, and compromise information belonging to the Company and its customers, suppliers and employees, exposing the Company to liability which could adversely impact the Company's business and reputation. In the ordinary course of business, the Company relies on information technology networks and systems, some of which are managed by third parties, to process, transmit and store electronic information, and to manage or support a variety of business processes and activities. Additionally, the Company collects and stores certain data, including proprietary business information, and may have access to confidential or personal information in certain of its businesses that is subject to privacy and security laws, regulations and customer-imposed controls. Despite the Company's cybersecurity measures, which are continuously reviewed and upgraded, the Company's information technology networks and infrastructure may still be vulnerable to damage, disruptions or shutdowns due to attack by hackers or breaches, employee error or malfeasance, power outages, computer viruses, telecommunication or utility failures, systems failures, service providers including cloud services, natural disasters or other catastrophic events. It is possible for such vulnerabilities to remain undetected for an extended period, up to and including several years. Any such events could result in legal claims or proceedings, liability or penalties under privacy laws, disruption in operations, and damage to the Company's reputation, which could adversely affect the Company's business.

**Item 1B. Unresolved Staff Comments**

The Company does not have any unresolved staff comments.

## Item 2. Properties

The Company currently owns or leases 27 facilities, which together contain approximately 2.1 million square feet of manufacturing, warehouse, research and development, sales and office space worldwide. Most of the Company's international facilities contain space for offices, research and engineering (R&E), warehousing and manufacturing with manufacturing using a majority of the space. The following table provides information regarding the Company's principal facilities:

Segment	Location	Number of Facilities				Total Approximate Square Feet	
		Manufacturing	Warehouse	R&E	Office	Owned	Leased
United States	United States	2	2	1	4	704,900	3,000
Americas	Brazil	1	1	1	1	167,600	
	Argentina	1	1		1		26,400
	Canada	2	2	1	2	124,400	
	Mexico	1	1		2	113,000	1,100
Asia-Pac	Australia	1	1	1	4	122,900	78,300
	China	1	1	1	1	132,100	
	Indonesia	2	1		2	60,100	20,300
	Malaysia	1	1				18,600
	Thailand	1	3		1	80,000	49,500
	New Zealand	1	2	1	2		39,600
EMEA	Great Britain	1	1	1	1	89,400	
	South Africa	1	1	1	1	68,800	
	Spain	1	1	1	1	63,250	10,800
	Poland	1	1	1	1	175,000	

## Item 3. Legal Proceedings

The Company and its subsidiaries Helix Uniformed Ltd. ("Helix") and Preformed Line Products (Canada) Limited ("PLPC Canada"), were each named, jointly and severally, with each of SNC-Lavalin ATP, Inc. ("SNC ATP"), HD Supply Canada Inc., by its trade names HD Supply Power Solutions and HD Supply Utilities ("HD Supply"), and Anixter Power Solutions Canada Inc. (the corporate successor to HD Supply, "Anixter" and, together with the Company, PLPC Canada, Helix, SNC ATP and HD Supply, the "Defendants") in a complaint filed by Altalink, L.P. (the "Plaintiff") in the Court of Queen's Bench of Alberta in Alberta, Canada in November 2016 (the "Complaint").

The Complaint states that Plaintiff engaged SNC ATP to design, engineer, procure and construct numerous power distribution and transmission facilities in Alberta (the "Projects") and that through SNC ATP and HD Supply (now Anixter), spacer dampers manufactured by Helix were procured and installed in the Projects. The Complaint alleges that the spacer dampers have and may continue to become loose, open and detach from the conductors, resulting in damage and potential injury and a failure to perform the intended function of providing spacing and damping to the Project. The Plaintiffs are seeking an estimated \$56 million in damages jointly and severally from the Defendants, representing the costs of monitoring and replacing the spacer dampers and remediating property damage, due to alleged defects in the design and construction of, and supply of materials for, the Projects by SNC ATP and HD Supply/Anixter and in the design of the spacer dampers by Helix.

The Company believes the claims against it are without merit and intends to vigorously defend against such claims. However, the Company is unable to predict the outcome of this case and, if determined adversely to the Company, it could have a material effect on the Company's financial results.

The Company is not a party to any other pending legal proceedings that the Company believes would, individually or in the aggregate, have a material adverse effect on its financial condition, results of operations or cash flows.

## Item 4. Mine Safety Disclosures

Not applicable

#### Item 4A. Executive Officers of the Registrant

Each executive officer is elected by the Board of Directors, serves at its pleasure and holds office until a successor is appointed, or until the earliest of death, resignation or removal.

<b>Name</b>	<b>Age</b>	<b>Position</b>
Robert G. Ruhlman	61	Chairman, President and Chief Executive Officer
Michael A. Weisbarth	52	Vice President - Finance and Treasurer
J. Cecil Curlee Jr.	61	Vice President - Human Resources
William H. Haag	54	Vice President - Asia Pacific Region
John M. Hofstetter	53	Vice President - Sales and Global Communications Markets
Dennis F. McKenna	51	Executive Vice President - Global Business Development
J. Ryan Ruhlman	34	Vice President - Marketing and Business Development
David C. Sunkle	59	Vice President - Research and Engineering and Manufacturing
Caroline S. Vaccariello	51	General Counsel and Corporate Secretary

The following sets forth the name and recent business experience for each person who is an executive officer of the Company at March 1, 2018:

Robert G. Ruhlman was elected Chairman in July 2004. Mr. Ruhlman has served as Chief Executive Officer since July 2000 and as President since 1995 (positions he continues to hold). Mr. Ruhlman is the father of J. Ryan Ruhlman, Vice-President – Marketing and Business Development and a Director of the Company, and of Maegan A. R. Cross, also a Director of the Company.

Michael A. Weisbarth was elected Vice President - Finance and Treasurer in May 2017. Prior to that, Mr. Weisbarth served as the Company's Contoller and Treasurer since September 2014. Previous to his employment with the Company, Mr. Weisbarth served as the Contoller from April 2013 to April 2014 and as the Vice President, Finance/Contoller from April 2008 to April 2013 of AssuraMed, Inc., a division of Cardinal, Inc.

William H. Haag was elected Vice President – Asia Pacific Region in January 2018. Prior to that, Mr. Haag served as the Company's Vice President—International Operations since April 1999.

J. Cecil Curlee Jr. was elected Vice President—Human Resources in January 2003.

Dennis F. McKenna was elected Executive Vice President Global Business Development in January 2015 and expanded his role to include worldwide marketing and business development strategies. Prior to that, he was elected Vice President—Marketing and Global Business Development in April 2004.

David C. Sunkle was elected Vice President-Research and Engineering in January 2007. In addition, Mr. Sunkle has taken on the role of Vice President – Manufacturing since July 2008.

Caroline S. Vaccariello was elected General Counsel and Corporate Secretary in January 2007.

John M. Hofstetter was elected Vice President – Sales and Global Communications Markets and Business Development in April 2012.

J. Ryan Ruhlman was elected to the Company's Board of Directors in July 2015 and as Vice President – Marketing and Business Development in December 2015, which expanded his role to include new acquisition and market opportunities. Prior to that, he was promoted to Director Marketing and Business Development in January 2015 including responsibilities for Special Industries, Distribution and Transmission Markets, as well as Marketing Communications. Mr. Ruhlman is the son of Robert G. Ruhlman, the Chief Executive Officer and Chairman of the Company, and the brother of Maegan A. R. Cross, a Director of the Company.

## Part II

### Item 5. Market for Registrant’s Common Equity, Related Shareholder Matters and Issuer Purchases of Equity Securities

The Company’s common shares are traded on NASDAQ under the trading symbol “PLPC”. As of March 5, 2018, the Company had approximately 1,300 shareholders of record. The following table sets forth for the periods indicated (i) the high and low closing sale prices per share of the Company’s common shares as reported by the NASDAQ and (ii) the amount per share of cash dividends paid by the Company.

Quarter	Year ended December 31					
	2017			2016		
	High	Low	Dividend	High	Low	Dividend
First	\$ 57.87	\$ 45.06	\$ 0.20	\$ 43.70	\$ 31.70	\$ 0.20
Second	54.19	45.22	0.20	43.95	35.67	0.20
Third	68.64	46.00	0.20	48.98	36.13	0.20
Fourth	84.97	68.53	0.20	60.19	41.45	0.20

While the Company expects to continue to pay dividends of a comparable amount in the near term, the declaration and payment of future dividends will be made at the discretion of the Company’s Board of Directors in light of the current needs of the Company. Therefore, there can be no assurance that the Company will continue to make such dividend payments in the future.

Plan Category	Number of securities to be issued upon exercise of outstanding options, warrants and rights (1)	Weighted-average exercise price of outstanding options, warrants and rights (1)	Number of securities remaining available for future issuance under equity compensation plans (excluding securities reflected in column a) (2)
Equity compensation plans approved by security holders	248,786	\$ 56.40	904,193
Equity compensation plans not approved by security holders	0	\$ 0.00	0
Total	<u>248,786</u>		<u>904,193</u>

- (1) Of these shares, 218,786 were issued in the form of restricted stock units, which have no exercise price. Accordingly, such shares were not included in the weighted average exercise price.
- (2) The Company’s Long-Term Incentive Plan of 2008 was replaced in May 2016 by the 2016 Incentive Plan. Up to 900,000 of the 1,000,000 shares initially authorized may be issued in the form of restricted shares or units under the new plan. See Note H in the Notes to Consolidated Financial Statements for information relating to the Company’s 2016 Incentive Plan.

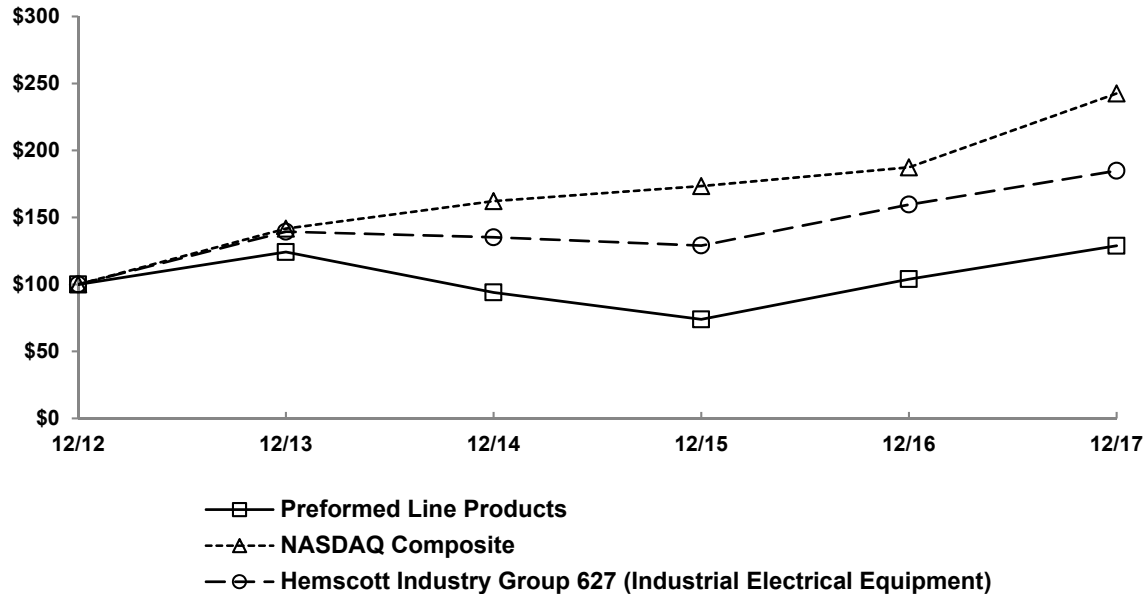


## Performance Graph

Set forth below is a line graph comparing the cumulative total return of a hypothetical investment in the Company's common shares with the cumulative total return of hypothetical investments in the NASDAQ Composite Index and the Peer Group Index based on the respective market price of each investment at December 31, 2012, December 31, 2013, December 31, 2014, December 31, 2015, December 31, 2016, and December 31, 2017, assuming in each case an initial investment of \$100 on December 31, 2012, and reinvestment of dividends.

### COMPARISON OF 5 YEAR CUMULATIVE TOTAL RETURN\*

Among Preformed Line Products, the NASDAQ Composite Index, and Peer Group Index



\*\$100 invested on 12/31/12 in stock or index, including reinvestment of dividends.  
Fiscal year ending December 31.

	2012	2013	2014	2015	2016	2017
PREFORMED LINE PRODUCTS CO	100.00	124.16	94.01	73.91	103.93	128.85
NASDAQ MARKET INDEX	100.00	141.58	162.13	173.35	187.34	242.49
PEER GROUP INDEX	100.00	139.31	135.18	129.01	159.58	184.80

## Purchases of Equity Securities

On December 13, 2017, the Board of Directors authorized a plan to repurchase up to an additional 228,138 of Preformed Line Products Company common shares, resulting in a total of 250,000 shares available for repurchase with no expiration date. The following table includes repurchases for the three months ended December 31, 2017:

Period (2017)	Total Number of Shares Purchased	Average Price Paid per Share	Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs	Maximum Number of Shares that may yet be Purchased under the Plans or Programs
October	0	\$ 0.00	135,805	114,195
November	43,183	\$ 72.04	178,988	71,012
December	49,150	\$ 70.68	228,138	250,000
Total	92,333			

## Item 6. Selected Financial Data

	2017	2016	2015	2014	2013
	<i>(Thousands of dollars, except per share data)</i>				
<b>Net Sales and Income</b>					
Net sales	\$ 378,212	\$ 336,634	\$ 354,666	\$ 388,185	\$ 409,776
Operating income	26,108	21,479	12,349	21,238	31,148
Income before income taxes	25,806	20,953	11,706	21,410	31,794
Net income	12,654	15,255	6,675	12,861	20,587
<b>Per Share Amounts</b>					
Net income - basic	\$ 2.48	\$ 2.95	\$ 1.25	\$ 2.39	\$ 3.84
Net income - diluted	2.47	2.95	1.24	2.39	3.77
Dividends declared	0.80	0.80	0.80	0.80	0.60
Shareholders' equity	47.35	43.68	41.94	45.01	46.81
<b>Other Financial Information</b>					
Current assets	\$ 207,130	\$ 189,107	\$ 188,497	\$ 200,663	\$ 185,734
Total assets	359,785	340,937	324,573	353,967	332,406
Current liabilities	62,833	55,455	51,891	55,327	52,215
Long-term debt (including current portion)	36,046	44,391	31,864	31,865	13,249
Capital leases	169	236	268	173	310
Shareholders' equity	238,537	223,543	218,984	242,925	252,330

## Item 7. Management’s Discussion and Analysis of Financial Condition and Results of Operations

This Management’s Discussion and Analysis of Financial Condition and Results of Operations (MD&A) is intended to help the readers of our financial statements better understand our results of operations, financial condition and present business environment. The MD&A is provided as a supplement to, and should be read in conjunction with, our audited consolidated financial statements and related notes included elsewhere in this report.

The MD&A is organized as follows:

- Overview
- Recent Developments
- Market Overview
- Preface
- Results of Operations
- Working Capital, Liquidity and Capital Resources
- Critical Accounting Policies and Estimates
- Recently Adopted Accounting Pronouncements
- New Accounting Standards to be Adopted

### OVERVIEW

Preformed Line Products Company (the “Company”, “PLPC”, “we”, “us”, or “our”) was incorporated in Ohio in 1947. We are an international designer and manufacturer of products and systems employed in the construction and maintenance of overhead and underground networks for the energy, telecommunication, cable operators, information (data communication), and other similar industries. Our primary products support, protect, connect, terminate, and secure cables and wires. We also provide solar hardware systems, mounting hardware for a variety of solar power applications, and fiber optic and copper splice closures. PLPC is respected around the world for quality, dependability and market-leading customer service. Our goal is to continue to achieve profitable growth as a leader in the research, innovation, development, manufacture, and marketing of technically advanced products and services related to energy, communications and cable systems and to take advantage of this leadership position to sell additional quality products in familiar markets. We have 27 sales and manufacturing operations in 18 different countries.

We report our segments in four geographic regions: PLP-USA (including corporate), The Americas (includes operations in North and South America without PLP-USA), EMEA (Europe, Middle East & Africa) and Asia-Pacific in accordance with accounting standards codified in Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 280, “Segment Reporting”. Each segment distributes a full range of our primary products. Our PLP-USA segment is comprised of our U.S. operations manufacturing our traditional products primarily supporting our domestic energy, telecommunications and solar products. Our other three segments, The Americas, EMEA and Asia-Pacific, support our energy, telecommunications, data communication and solar products in each respective geographical region.

The segment managers responsible for each region report directly to the Company’s Chief Executive Officer, who is the chief operating decision maker, and are accountable for the financial results and performance of their entire segment for which they are responsible. The business components within each segment are managed to maximize the results of the entire operating segment and the Company rather than the results of any individual business component of the segment.

We evaluate segment performance and allocate resources based on several factors primarily based on sales and net income.

### RECENT DEVELOPMENTS

In 2015, the Company reconfigured a product line in The Americas segment and consolidated its manufacturing processes into the PLP-USA segment operations. This action has reduced infrastructure and manufacturing costs for the product line.

## MARKET OVERVIEW

Our business continues to be highly concentrated in the energy and communications markets. During the past several years, industry consolidation continued as distributor and service provider integrations occurred in our major markets. The fluctuation of foreign currencies, particularly commodity-based currencies, coupled with the varying degrees of recovery throughout the global economy has led to a challenging environment to sustain consistent sales levels over the past few years. Prior to 2017, there had been a lack of commitment by developed countries to upgrade and strengthen their electrical grids and communication networks, despite the growing need. Low oil and commodity prices have affected construction projects worldwide and negatively impacted growth opportunities in our core markets in the U.S., Canada and the Asia-Pacific region where the financial situation is expected to be challenging going forward.

In 2017, sales in the energy market began to increase in the number and scale of transmission projects in North America while there was a continued decline in solar products in the region. We believe that our leadership position in the market and ability to deliver reliable products quickly will enable us to take advantage of prospects for continued growth as transmission grids are enhanced and extended.

Our international business is more concentrated in the energy markets where we experienced our most significant top line growth in 2017 as we experienced a decline in solar products in our Asia-Pacific region. Historically, our international sales were primarily related to the medium voltage distribution segment of the energy market, but have grown through acquisition and new product development to include a significant contribution from the transmission and telecommunications markets. We believe that we are well positioned to supply the needs of the world's diverse energy market requirements as a result of our strategically located operations and array of product designs and technologies.

As economic conditions improve, we believe our efforts internationally will lead to growth in our communications business from opportunities where deployment of fixed line and wireless telecommunications services and broadband penetration rates remain low as a percentage of the total population.

## PREFACE

Our consolidated financial statements are prepared in conformity with U.S. generally accepted accounting principles (GAAP). Our discussions of the financial results include non-GAAP measures (e.g., foreign currency impact) to provide additional information concerning our financial results and provide information that we believe is useful to the readers of our financial statements in the assessment of our performance and operating trends.

Our financial statements are subject to fluctuations in the exchange rates of foreign currencies in relation to the U.S. dollar. As foreign currencies strengthen against the U.S. dollar, our sales and costs increase as the foreign currency-denominated financial statements translate into more U.S. dollars. In total, foreign currencies strengthened against the U.S. dollar in 2017 in contrast to the currencies weakening in 2016. The fluctuations of foreign currencies during the year ended December 31, 2017 had a favorable impact on net sales of \$5.2 million as compared to 2016. On a reportable segment basis, the favorable impact of foreign currency translation on net sales and net income for the years ended December 31, 2017 and 2016 was as follows:

<i>(Thousands of dollars)</i>	Foreign Currency Translation Impact			
	Net Sales		Net Income (Loss)	
	2017	2016	2017	2016
The Americas	\$ 1,688	\$ (5,892)	\$ 67	\$ (811)
EMEA	1,651	(4,314)	69	(752)
Asia-Pacific	1,897	(1,800)	21	41
Total	<u>\$ 5,236</u>	<u>\$ (12,006)</u>	<u>\$ 157</u>	<u>\$ (1,522)</u>

The effect of currency translation had a favorable impact on net income in the year ended December 31, 2017 of \$.2 million and a negative impact on net income in 2016 of \$1.5 million. There was an incremental \$.2 million in gains on foreign currency translation on operating income for the year ended December 31, 2017. There was a transaction gain of \$.3 million in the year ended December 31, 2017 as compared to a transaction loss for the year ended December 31, 2016 of \$1.3 million as summarized in the following table:

<i>(Thousands of dollars)</i>	<b>Foreign Currency Translation Impact</b>	
	<b>Year Ended December 31</b>	
	<b>2017</b>	<b>2016</b>
Operating income	\$ 26,108	\$ 21,479
Translation gain	(222)	0
Transaction gain	(348)	(1,292)
Operating income excluding currency impact	<u>\$ 25,538</u>	<u>\$ 20,187</u>

Despite the continued challenges of the current global economy, we believe our business fundamentals and our financial position are sound and strategically well-positioned. We remain focused on assessing our global facilities and overall capacity in conjunction with the requirements of local manufacturing in the markets that we serve. If necessary, we will utilize our global manufacturing network to manage costs, while driving sales and delivering value to our customers. We have continued to invest in the business to improve efficiency, develop new products, increase our capacity and become an even stronger supplier to our current and new customers. We currently have a bank debt to equity ratio of 15.5% and can borrow needed funds at a competitive interest rate under our credit facility. Debt decreased \$8.8 million as of December 31, 2017, driving the decrease in our bank debt to equity ratio, compared to 20.4% at December 31, 2016. See Note E in the Notes to Consolidated Financial Statements for more information.

The following table sets forth a summary of the Company's consolidated income statements and the percentage of net sales for the years ended December 31, 2017 and 2016. The Company's past operating results are not necessarily indicative of future operating results.

<i>(Thousands of dollars)</i>	<b>Year Ended December 31</b>				
	<b>2017</b>		<b>2016</b>		<b>Change</b>
Net sales	\$ 378,212	100.0 %	\$ 336,634	100.0 %	\$ 41,578
Cost of products sold	259,584	68.6	227,220	67.5	32,364
<b>GROSS PROFIT</b>	118,628	31.4	109,414	32.5	9,214
Costs and expenses	92,520	24.5	87,935	26.1	4,585
<b>OPERATING INCOME</b>	26,108	6.9	21,479	6.4	4,629
Other expense	(302)	(0.1)	(526)	(0.2)	(224)
<b>INCOME BEFORE INCOME TAXES</b>	25,806	6.8	20,953	6.2	4,853
Income taxes	13,152	3.5	5,698	1.7	7,454
<b>NET INCOME</b>	<u>\$ 12,654</u>	3.3 %	<u>\$ 15,255</u>	4.5 %	<u>\$ (2,601)</u>

#### 2017 RESULTS OF OPERATIONS COMPARED TO 2016

*Net sales.* In 2017, net sales were \$378.2 million, an increase of \$41.6 million, or 12%, compared to 2016. Excluding the favorable effect of currency translation, net sales increased 11% as summarized in the following table:

<i>(Thousands of dollars)</i>	<b>Year Ended December 31</b>					
	<b>2017</b>	<b>2016</b>	<b>Change</b>	<b>Change Due to Currency Translation</b>	<b>Change Excluding Currency Translation</b>	<b>% Change</b>
Net sales						
PLP-USA	\$ 147,646	\$ 135,260	\$ 12,386	\$ 0	\$ 12,386	9 %
The Americas	69,764	60,049	9,715	1,688	8,027	13
EMEA	63,916	56,411	7,505	1,651	5,854	10
Asia-Pacific	96,886	84,914	11,972	1,897	10,075	12
Consolidated	<u>\$ 378,212</u>	<u>\$ 336,634</u>	<u>\$ 41,578</u>	<u>\$ 5,236</u>	<u>\$ 36,342</u>	<u>11 %</u>

The increase in PLP-USA net sales of \$12.4 million, or 9%, was primarily due to a volume increase in transmission and distribution products. International net sales for the year ended December 31, 2017 were favorably affected by \$5.2 million when local currencies were converted to U.S. dollars. The following discussion of changes in net sales excludes the effect of currency translation. The Americas net sales of \$69.8 million increased \$8.0 million, or 13%, primarily due to higher volume in energy and telecommunication sales. EMEA net sales of \$63.9 million increased \$5.9 million, or 10%, primarily due to volume increases in the telecommunication sales and transmission projects in the region. The Asia-Pacific net sales of \$96.9 million increased \$10.1 million, or 12%, compared to 2016. The increase in net sales is primarily related to sales volume increases in transmission sales, partially offset by a decrease in solar sales.

*Gross Profit.* Gross profit of \$118.6 million for 2017 increased \$9.2 million, or 8%, compared to 2016. Excluding the favorable effect of currency translation, gross profit increased \$8.1 million, or 7%, as summarized in the following table:

	Year Ended December 31					
	2017	2016	Change	Change Due to Currency Translation	Change Excluding Currency Translation	% Change
<i>(Thousands of dollars)</i>						
Gross profit						
PLP-USA	\$ 49,884	\$ 47,294	\$ 2,590	\$ 0	\$ 2,590	5 %
The Americas	24,584	20,863	3,721	340	3,381	16
EMEA	19,473	20,368	(895)	435	(1,330)	(7)
Asia-Pacific	24,687	20,889	3,798	325	3,474	17
Consolidated	<u>\$ 118,628</u>	<u>\$ 109,414</u>	<u>\$ 9,214</u>	<u>\$ 1,100</u>	<u>\$ 8,115</u>	<u>7 %</u>

PLP-USA gross profit of \$49.9 million increased by \$2.6 million compared to 2016 mostly due to a shift in sales mix toward higher margin products. International gross profit for the year ended December 31, 2017 was favorably impacted by \$1.1 million when local currencies were translated to U.S. dollars. The following discussion of gross profit changes excludes the effects of currency translation. The Americas gross profit increase of \$3.4 million was primarily the result of product margin improvement in the region due to a favorable shift in sales mix toward higher margin products combined with the \$8.0 million improvement in sales. Higher personnel costs throughout the region due to inflation were a slight offset to the margin improvement. EMEA gross profit decreased \$1.3 million despite the \$5.9 million increase in sales in the region, primarily in lower margin energy products. Asia-Pacific's gross profit increased \$3.5 million as mix shifted to higher margin products combined with an increase in sales of \$10.1 million.

*Costs and expenses.* Costs and expenses of \$92.5 million for the year ended December 31, 2017 increased \$4.6 million, or 5.2%, compared to 2016. Excluding the unfavorable effect of currency translation, costs and expenses increased \$3.7 million, or 4%, as summarized in the following table:

	Year Ended December 31					
	2017	2016	Change	Change Due to Currency Translation	Change Excluding Currency Translation	% Change
<i>(Thousands of dollars)</i>						
Costs and expenses						
PLP-USA	\$ 44,197	\$ 42,770	\$ 1,427	\$ 0	\$ 1,427	3 %
The Americas	13,264	12,720	544	281	263	2
EMEA	13,945	12,476	1,469	278	1,191	10
Asia-Pacific	21,114	19,969	1,145	314	831	4
Consolidated	<u>\$ 92,520</u>	<u>\$ 87,935</u>	<u>\$ 4,585</u>	<u>\$ 873</u>	<u>\$ 3,712</u>	<u>4 %</u>

PLP-USA costs and expenses of \$44.2 million increased \$1.4 million, or 3%. Higher personnel related expenses, which include healthcare and benefits of \$2.7 million and higher commission expense of \$1.0 million, were partially offset by the non-recurrence of a \$1.0 million charge in 2016 related to the lease expiration of the Company aircraft, a \$0.6 million improvement in net foreign currency transaction exchange effect combined with lower bad debt expense of \$0.5 million and various net expense decreases of \$0.2 million. Foreign currency exchange gains were primarily related to translating into U.S. dollars its foreign currency denominated loans, trade receivables and royalty receivables from its foreign subsidiaries at the December 2017 year-end exchange rates. International costs and expenses for the year ended December 31, 2016 were unfavorably impacted by \$0.9 million when local currencies were translated to U.S. dollars. The following discussions of costs and expenses exclude the effect of currency translation. The Americas costs and expenses increase of \$0.2 million was primarily due to a net loss on foreign currency transactional exchange of

\$1.0 million, partially offset by lower bad debt expense of \$.5 million and lower professional fee expense of \$.3 million. EMEA costs and expenses of \$13.9 million increased \$1.2 million due to a net loss on foreign currency transactional exchange of \$.4 million, higher personnel related costs of \$.3 million, increased professional expense of \$.1 million, increased commission expense of \$.1 million combined with various net expense increases of \$.3 million. Asia-Pacific costs and expenses of \$21.1 million increased \$.8 million primarily due to higher personnel related expenses of \$1.6 million, partially offset by lower commission expense of \$.3 million and reduced professional fees of \$.3 million combined with various net expense reductions of \$.2 million.

*Other income (expense).* Other expense for the year ended December 31, 2017 decreased \$.2 million compared to 2016.

*Income taxes.* Income taxes for the years ended December 31, 2017 and 2016 were \$13.2 million and \$5.7 million, respectively, based on pre-tax income of \$25.8 million and \$21.0 million, respectively. The effective tax rate for the years ended December 31, 2017 and 2016 was 51.0% and 27.2%, respectively, compared to the U.S. federal statutory rate of 35%. Our effective tax rate is affected by recurring items, such as tax rates in foreign jurisdictions, which differ from the U.S. federal statutory income tax rate, and the relative amount of income earned in those jurisdictions where such earnings are permanently reinvested. It is also affected by discrete items that may occur in any given period but are not consistent from year to year. The following items had the most significant impact on the difference between our statutory U.S. federal income tax rate of 35% and our effective tax rate:

#### 2017

1. A \$2.5 million, or 9.6%, increase resulting primarily from a \$2.6 million charge as a result of the Deemed Repatriation Transition Tax (“Transition Tax”) and partially offset by other U.S. permanent items and state and local income taxes.
2. A \$3.2 million, or 12.2%, increase resulting from the net reduction in our deferred taxes due to the result of U.S. federal statutory rate decrease included in the Tax Cuts and Jobs Act.
3. A \$1.5 million, or 5.8%, decrease resulting from earnings in jurisdictions with lower tax rates than the U.S. federal statutory rate where such earnings are permanently reinvested.

#### 2016

1. A \$.4 million, or 2.0%, decrease resulting from losses in certain jurisdictions where no tax benefit was previously recognized.
2. A \$.5 million, or 2.2%, increase resulting primarily from incremental tax from the repatriation of foreign earnings, partially offset by other U.S. permanent items and state and local income taxes.
3. A \$.2 million, or 0.9%, decrease of unrecognized tax benefits due to expiration of statutes of limitations.
4. A \$1.5 million, or 7.1%, decrease resulting from earnings in jurisdictions with lower tax rates than the U.S. federal statutory rate where such earnings are permanently reinvested.

*Net income.* As a result of the preceding items, net income for the year ended December 31, 2017 was \$12.7 million, compared to \$15.3 million for 2016. Excluding the effect of currency translation, net income decreased \$2.8 million as summarized in the following table:

	Year Ended December 31					
	2017	2016	Change	Change Due to Currency Translation	Change Excluding Currency Translation	% Change
<i>(Thousands of dollars)</i>						
Net income (loss)						
PLP-USA	\$ (2,367)	\$ 2,007	\$ (4,374)	\$ -	\$ (4,374)	(218) %
The Americas	8,169	5,881	2,288	71	2,217	38
EMEA	4,088	6,243	(2,155)	95	(2,250)	(36)
Asia-Pacific	2,764	1,124	1,640	21	1,619	144
Consolidated	<u>\$ 12,654</u>	<u>\$ 15,255</u>	<u>\$ (2,601)</u>	<u>\$ 187</u>	<u>\$ (2,788)</u>	<u>(18) %</u>

PLP-USA's net loss of \$2.4 million was a decrease of \$4.4 million year over year, mainly due to the current year income tax expense impact from the newly enacted U.S. Tax Cuts and Jobs Act of 2017. Excluding the impact of the newly enacted tax law, PLP-USA's net income increased \$1.4 million to \$3.4 million. International net income for the year ended December 31, 2017 was favorably affected by less than \$.2 million when local currencies were converted to U.S. dollars. The following discussion of net income excludes the effect of currency translation. The Americas net income of \$8.2 million increased \$2.2 million as a result of a \$3.1 million increase in operating income combined with reductions in other expense of \$.2 million, partially offset by an income tax expense increase of \$1.1 million. EMEA net income decreased \$2.3 million as a result of a \$2.5 million decrease in operating income offset by a year-over-year decrease in income taxes of \$.3 million. Asia-Pacific net income improved \$1.6 million mainly as a result of a \$2.6 million increase in operating income offset by a decrease in income tax expense for the region of \$1.0 million.

## 2016 RESULTS OF OPERATIONS COMPARED TO 2015

The following table sets forth a summary of the Company's consolidated income statements and the percentage of net sales for the years ended December 31, 2016 and 2015.

(Thousands of dollars)	Year Ended December 31		Change
	2016	2015	
Net sales	\$ 336,634	100.0 % \$ 354,666	100.0 % \$ (18,032)
Cost of products sold	227,220	67.5 251,214	70.8 (23,994)
<b>GROSS PROFIT</b>	109,414	32.5 103,452	29.2 5,962
Costs and expenses	87,935	26.1 91,103	25.7 (3,168)
<b>OPERATING INCOME</b>	21,479	6.4 12,349	3.5 9,130
Other income (expense)	(526)	(0.2) (643)	(0.2) 117
<b>INCOME BEFORE INCOME TAXES</b>	20,953	6.2 11,706	3.3 9,247
Income taxes	5,698	1.7 5,031	1.4 667
<b>NET INCOME</b>	<u>\$ 15,255</u>	4.5 % <u>\$ 6,675</u>	1.9 % <u>\$ 8,580</u>

*Net sales.* In 2016, net sales were \$336.6 million, a decrease of \$18.0 million, or 5.1%, compared to 2015. Excluding the unfavorable effect of currency translation, net sales decreased 2% as summarized in the following table:

(Thousands of dollars)	Year Ended December 31		Change	Change Due to Currency Translation	Change Excluding Currency Translation	% Change
	2016	2015				
Net sales						
PLP-USA	\$ 135,260	\$ 142,470	\$ (7,210)	\$ 0	\$ (7,210)	(5) %
The Americas	60,049	59,290	759	(5,892)	6,651	11
EMEA	56,411	53,778	2,633	(4,314)	6,947	13
Asia-Pacific	84,914	99,128	(14,214)	(1,800)	(12,414)	(13)
Consolidated	<u>\$ 336,634</u>	<u>\$ 354,666</u>	<u>\$ (18,032)</u>	<u>\$ (12,006)</u>	<u>\$ (6,026)</u>	<u>(2) %</u>

The decrease in PLP-USA net sales of \$7.2 million, or 5%, was primarily due to a volume reduction in solar products. International net sales for the year ended December 31, 2016 were unfavorably affected by \$12.0 million when local currencies were converted to U.S. dollars. The following discussion of changes in net sales excludes the effect of currency translation. The Americas net sales of \$60.0 million increased \$6.7 million, or 11%, primarily due to higher volume in energy and telecommunication sales. EMEA net sales of \$56.4 million increased \$6.9 million, or 13%, primarily due to volume increases in energy products along with geographic expansion in the region. The Asia-Pacific net sales of \$84.9 million decreased \$12.4 million, or 13%, compared to 2015. The reduction in net sales is primarily related to a significant decrease in solar sales.



*Gross Profit.* Gross profit of \$109.4 million for 2016 increased \$6.0 million, or 5.8%, compared to 2015. Excluding the unfavorable effect of currency translation, gross profit increased \$10.8 million, or 10%, as summarized in the following table:

(Thousands of dollars)	Year Ended December 31					
	2016	2015	Change	Change Due to Currency Translation	Change Excluding Currency Translation	% Change
Gross profit						
PLP-USA	\$ 47,294	\$ 47,752	\$ (458)	\$ 0	\$ (458)	(1) %
The Americas	20,863	17,754	3,109	(2,458)	5,567	31
EMEA	20,368	19,052	1,316	(1,828)	3,144	17
Asia-Pacific	20,889	18,894	1,995	(523)	2,518	13
Consolidated	<u>\$ 109,414</u>	<u>\$ 103,452</u>	<u>\$ 5,962</u>	<u>\$ (4,809)</u>	<u>\$ 10,771</u>	<u>10 %</u>

PLP-USA gross profit of \$47.3 million decreased slightly compared to 2015. PLP-USA's \$0.5 million decrease in gross profit was predominantly related to the reduction in sales volume, mostly offset by a shift in sales mix toward higher margin products. International gross profit for the year ended December 31, 2016 was unfavorably impacted by \$4.8 million when local currencies were translated to U.S. dollars. The following discussion of gross profit changes excludes the effects of currency translation. The Americas gross profit increase of \$5.6 million was primarily the result of product margin improvement in the region due to a favorable shift in sales mix toward higher margin products and current year cost savings initiatives combined with the \$6.7 million improvement in sales. Higher personnel costs throughout the region were a slight offset to the margin improvement. The EMEA gross profit increased \$3.1 million primarily as a result of the \$6.9 million increase in sales in the region primarily in the energy markets. Although sales decreased \$12.4 million, Asia-Pacific's gross profit increased \$2.5 million as mix shifted to higher margin products along with current year cost savings associated with the reconfiguration of the operations of one location in the segment during 2015.

*Costs and expenses.* Costs and expenses of \$87.9 million for the year ended December 31, 2016 decreased \$3.2 million, or 3.5%, compared to 2015. Excluding the effect of currency translation, costs and expenses were essentially flat as summarized in the following table:

(Thousands of dollars)	Year Ended December 31					
	2016	2015	Change	Change Due to Currency Translation	Change Excluding Currency Translation	% Change
Costs and expenses						
PLP-USA	\$ 42,770	\$ 42,946	\$ (176)	\$ 0	\$ (176)	(0) %
The Americas	12,720	13,451	(731)	(1,305)	574	4
EMEA	12,476	12,739	(263)	(866)	603	5
Asia-Pacific	19,969	21,967	(1,998)	(596)	(1,402)	(6)
Consolidated	<u>\$ 87,935</u>	<u>\$ 91,103</u>	<u>\$ (3,168)</u>	<u>\$ (2,767)</u>	<u>\$ (401)</u>	<u>(0) %</u>

PLP-USA costs and expenses decreased \$0.2 million. Higher personnel related expenses of \$5.3 million were offset by a \$5.3 million improvement in net foreign currency transaction exchange effect combined with other minor favorable variances. The foreign currency exchange gains were primarily related to translating into U.S. dollars its foreign currency denominated loans, trade receivables and royalty receivables from its foreign subsidiaries at the December 2016 year-end exchange rates. International costs and expenses for the year ended December 31, 2016 were unfavorably impacted by \$2.8 million when local currencies were translated to U.S. dollars. The following discussions of costs and expenses exclude the effect of currency translation. The Americas costs and expenses increase of \$0.6 million was primarily due to increased personnel related costs throughout the region, partially offset by favorable currency transaction exchange impact year over year. EMEA costs and expenses increased \$0.6 million due primarily to higher personnel related costs predominantly from continued infrastructure expansion. Asia-Pacific costs and expenses decreased \$1.4 million primarily due to savings in personnel costs from staffing modifications implemented in the prior year along with overall tighter expense management.

*Other income (expense).* Other expense for the year ended December 31, 2016 of \$0.5 million decreased \$0.1 million compared to 2015.

*Income taxes.* Income taxes for the years ended December 31, 2016 and 2015 were \$5.7 million and \$5.0 million, respectively, based on pre-tax income of \$21.0 million and \$11.7 million, respectively. The effective tax rate for the years ended December 31, 2016 and 2015 was 27.2% and 43.0%, respectively, compared to the U.S. federal statutory rate of 35%. Our effective tax rate is affected by recurring items, such as tax rates in foreign jurisdictions, which differ from the U.S. federal statutory income tax rate, and the relative amount of income earned in those jurisdictions where such earnings are permanently reinvested. It is also affected by discrete items that may occur in any given period but are not consistent from year to year. The following items had the most significant impact on the difference between our statutory U.S. federal income tax rate of 35% and our effective tax rate:

#### 2016

1. A \$.4 million, or 2.0%, decrease resulting from losses in certain jurisdictions where no tax benefit was previously recognized.
2. A \$.5 million, or 2.2%, increase resulting primarily from incremental tax from the repatriation of foreign earnings, partially offset by other U.S. permanent items and state and local income taxes.
3. A \$.2 million, or 0.9%, decrease of unrecognized tax benefits due to expiration of statutes of limitations.
4. A \$1.5 million, or 7.1%, decrease resulting from earnings in jurisdictions with lower tax rates than the U.S. federal statutory rate where such earnings are permanently reinvested.

#### 2015

1. A \$1.8 million, or 15.0%, increase resulting from losses in certain jurisdictions where no tax benefit is recognized.
2. A \$.6 million, or 5.4%, increase resulting primarily from incremental tax from the repatriation of foreign earnings, partially offset by other U.S. permanent items and state and local income taxes.
3. An \$.8 million, or 6.6%, decrease of unrecognized tax benefits resulting primarily from a favorable resolution of a foreign audit in our Asia Pacific segment for which a larger tax liability had previously been accrued.
4. An \$.7 million, or 5.8%, decrease resulting from earnings in jurisdictions with lower tax rates than the U.S. federal statutory rate where such earnings are permanently reinvested.

*Net income.* As a result of the preceding items, net income for the year ended December 31, 2016 was \$15.3 million, compared to \$6.7 million for 2015. Excluding the effect of currency translation, net income increased \$10.1 million as summarized in the following table:

	Year Ended December 31					
	2016	2015	Change	Change Due to Currency Translation	Change Excluding Currency Translation	% Change
Net income (loss)						
PLP-USA	\$ 2,007	\$ 2,031	\$ (24)	\$ 0	\$ (24)	(1) %
The Americas	5,881	3,178	2,703	(811)	3,514	111
EMEA	6,243	4,881	1,362	(752)	2,114	43
Asia-Pacific	1,124	(3,415)	4,539	41	4,498	132
Consolidated	<u>\$ 15,255</u>	<u>\$ 6,675</u>	<u>\$ 8,580</u>	<u>\$ (1,522)</u>	<u>\$ 10,102</u>	<u>151 %</u>

PLP-USA net income of \$2.0 million was flat year over year. International net income for the year ended December 31, 2016 was unfavorably affected by \$1.5 million when local currencies were converted to U.S. dollars. The following discussion of net income excludes the effect of currency translation. The Americas net income increased \$3.5 million as a result of a \$5.0 million increase in operating income, offset by an income tax expense increase of \$1.5 million. EMEA net income increased \$2.1 million as a result of a \$2.5 million increase in operating income offset by an increase in income taxes of \$.4 million. Asia-Pacific net (loss) income improved \$4.5 million mainly as a result of a \$3.9 million increase in operating income, combined with the non-recurrence of a prior year receivable settlement of \$.8 million, offset by a lower year over year net tax benefit for the region, which was \$.2 million lower.

## WORKING CAPITAL, LIQUIDITY AND CAPITAL RESOURCES

### *Management Assessment of Liquidity*

We measure liquidity on the basis of our ability to meet short-term and long-term operating needs, fund additional investments, including acquisitions, and make dividend payments to shareholders. Significant factors affecting the management of liquidity are cash flows from operating activities, capital expenditures, cash dividends, business acquisitions and access to bank lines of credit.

Our investments include expenditures required for equipment and facilities as well as expenditures in support of our strategic initiatives. In 2017, we used cash of \$11.2 million for capital expenditures. We ended 2017 with \$44.4 million of cash and cash equivalents. Our cash and cash equivalents are held in various locations throughout the world. At December 31, 2017, the majority of our cash and cash equivalents are held outside the U.S.

We expect the majority of accumulated non-U.S. cash balances will remain outside of the U.S. and that we will meet U.S. liquidity needs through future cash flows, use of U.S. cash balances, external borrowings, or some combination of these sources.

We complete comprehensive reviews of our significant customers and their creditworthiness by analyzing financial statements for customers where we have identified a measure of increased risk. We closely monitor payments and developments that may signal possible customer credit issues. We currently have not identified any potential material impact on our liquidity from customer credit issues.

Our financial position remains strong and our current ratio at December 31, 2017 and 2016 was 3.3 to 1 and 3.4 to 1, respectively. Total debt at December 31, 2017 was \$36.9 million. At December 31, 2017, our unused availability under our line of credit was \$41.7 million and our bank debt to equity percentage was 15.5%. On August 22, 2016, we increased our borrowing capacity under our credit facility from \$50 million to \$65 million and extended the term to June 30, 2019. All other terms remain the same, including the interest rate at LIBOR plus 1.125% unless our funded debt to Earnings before Interest, Taxes and Depreciation ratio exceeds 2.25 to 1, then the LIBOR spread increases to 1.500%. The line of credit agreement contains, among other provisions, requirements for maintaining levels of net worth and funded debt-to-earnings before interest, taxes, depreciation and amortization along with an interest coverage ratio. On June 27, 2016, we entered into a promissory note with PNC Bank, NA, pursuant to which we borrowed \$14.5 million at a fixed rate of 2.71%, due July 1, 2026, which was used to purchase a corporate aircraft to replace the expiring lease of the previous aircraft. The loan is secured by the aircraft. The net worth and profitability requirements are calculated based on the line of credit agreement. At December 31, 2017 and December 31, 2016, we were in compliance with these covenants.

We expect that our major source of funding for 2018 and beyond will be our operating cash flows, our existing cash and cash equivalents as well as our line of credit agreement. We earn a significant amount of our operating income outside the United States, which, except for current earnings in certain jurisdictions, is deemed to be indefinitely reinvested in foreign jurisdictions. We currently do not intend nor foresee a need to repatriate these funds. We believe our future operating cash flows will be more than sufficient to cover debt repayments, other contractual obligations, capital expenditures and dividends for the next 12 months and thereafter for the foreseeable future. In addition, we believe our borrowing capacity provides substantial financial resources, if needed, to supplement funding of capital expenditures and/or acquisitions. We also believe that we can expand our borrowing capacity, if necessary, however, we do not believe we would increase our debt to a level that would have a material adverse impact upon results of operations or financial condition.

### *Sources and Uses of Cash*

Cash increased \$13.6 million for the year ended December 31, 2017. Net cash provided by operating activities was \$33.8 million. The major investing and financing uses of cash were capital expenditures of \$11.2 million, common share repurchases of \$8.5 million and dividends of \$4.1 million. Currency had a favorable \$1.2 million impact on cash and cash equivalents when translating foreign denominated financial statements to U.S. dollars.

Net cash provided by operating activities increased \$7.9 million compared to 2016 primarily due to a decrease in cash used for operating assets (net of operating liabilities) of \$10.7 million, partially offset by a decrease in net income of \$2.6 million and net non-cash items of \$0.2 million. Net cash used for investing activities of \$1.9 million for the year ended December 31, 2017 represents a decrease of \$26.6 million when compared to cash used in investing activities for the year ended December 31, 2016. The decrease is primarily related to lower capital expenditures of \$13.5 million, which was predominantly related to the 2016 purchase of a corporate aircraft to replace the expiring lease of the previous aircraft, combined with a decrease in restricted cash and fixed-term deposits of \$13.0 million and an increase in proceeds from sale of property and equipment of less than \$0.1 million.

Cash used in financing activities for the year ended December 31, 2017 was \$19.6 million compared to cash provided of \$4.4 million in 2016. The \$24.0 million decrease was primarily a result of a decrease in net debt borrowings in 2017 compared to 2016 of \$22.3 million and a net increase in cash used in capital stock transactions of \$1.7 million, combined with other immaterial movements within financing activities.

We have commitments under operating leases primarily for office and manufacturing space, transportation equipment, office and computer equipment and capital leases primarily for equipment. We had previously leased our aircraft under a lease which was set to expire in February 2017. The Company terminated the lease in July of 2016, incurring approximately \$1.0 million of charges related to the expiring lease. There are no future aircraft lease obligations and all required charges for the lease termination were recorded in the year ended December 31, 2016. The Company did not incur any obligation for contingent rent under the lease.

Contractual obligations and other commercial commitments are summarized in the following tables:

<b>Contractual Obligations</b> <i>(Thousands of dollars)</i>	<b>Payments Due by Period</b>				
	<b>Total</b>	<b>Less than 1 year</b>	<b>1-3 years</b>	<b>4-5 years</b>	<b>After 5 years</b>
Notes payable to bank (A)	\$ 864	\$ 864	\$ 0	\$ 0	\$ 0
Long-term debt (B)	36,046	1,478	26,368	3,009	5,191
Capital leases	304	78	104	65	57
Operating leases	17,747	2,624	3,842	2,803	8,478
Purchase commitments	1,123	1,123	0	0	0
Pension contribution and other retirement plans (C)	14,157	1,011	2,258	2,619	8,269

<b>Other Commercial Commitments</b> <i>(Thousands of dollars)</i>	<b>Amount of Commitment Expiration by Period</b>				
	<b>Total</b>	<b>Less than 1 year</b>	<b>1-3 years</b>	<b>4-5 years</b>	<b>After 5 years</b>
Letters of credit	\$ 822	\$ 355	\$ -	\$ -	\$ 467
Guarantees	5,380	1,358	2,995	175	852

- (A) Interest on short-term debt is included in the table at an interest rate of 3.95% in effect at December 31, 2017.
- (B) Interest on long-term debt is included in the table at interest rates from 2.69% to 2.83% based on the variable interest rates in effect at December 31, 2017.
- (C) The Company does not expect to make contributions to the Company's defined benefit pension plan in 2018. Future expected amounts beyond one year have not been disclosed as such amounts are subject to change based on performance of the assets in the plan as well as the discount rate used to determine the obligation. At December 31, 2017, our unfunded contractual obligation was \$10.7 million. Our Supplemental Profit Sharing Plan accrued liability at December 31, 2017 was \$4.8 million.

## CRITICAL ACCOUNTING POLICIES AND ESTIMATES

Our discussion and analysis of our financial condition and results of operations are based upon the consolidated financial statements, which have been prepared in accordance with GAAP. The preparation of these consolidated financial statements requires us to make estimates and judgments that affect the reported amount of assets and liabilities, revenues and expenses and related disclosure of contingent assets and liabilities at the date of the consolidated financial statements. Actual results may differ from these estimates under different assumptions or conditions.

Critical accounting policies are defined as those that are reflective of significant judgment and uncertainties, and potentially may result in materially different outcomes under different assumptions and conditions.

### Revenue Recognition

Our revenue recognition policy is in accordance with Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") 605, "Revenue Recognition". We recognize sales when title passes to the customer either when goods are shipped or when they are delivered and based on the terms of the sale, there is persuasive evidence of an agreement, the price is fixed or determinable and collectability is reasonably assured. Revenue related to shipping and handling costs billed-to customers are included in net sales and the related shipping and handling costs are included in cost of products sold.

## Receivable Allowances

We maintain an allowance for doubtful accounts for estimated losses resulting from the inability of our customers to make required payments. We record estimated allowances for uncollectible accounts receivable based upon the number of days the accounts are past due, the current business environment, and specific information such as bankruptcy or liquidity issues of customers. If the financial condition of our customers were to deteriorate, resulting in an impairment of their ability to make payments, additional allowances may be required. During 2017, we recorded a provision for doubtful accounts of \$.5 million. The allowance for doubtful accounts represents approximately less than 3.8% and 4.2% of our trade receivables balance at December 31, 2017 and 2016, respectively.

## Excess and Obsolescence Reserves

We provide excess and obsolescence reserves to state inventories at the lower of cost or estimated net realizable value. We identify inventory items that have had no usage or are in excess of the usages over the historical 12 to 24 months. A management team with representatives from marketing, manufacturing, engineering and finance reviews these inventory items, determines the disposition of the inventory and assesses the net realizable value based on their knowledge of the product and market conditions. These conditions include, among other things, future demand for product, product utility, unique customer order patterns or unique raw material purchase patterns, changes in customer and quality issues. The allowance for excess and obsolete inventory was 10.6% and 14.0% of gross inventory at December 31, 2017 and December 31, 2016, respectively. If the impact of market conditions deteriorates from those projected by management, additional inventory reserves may be necessary.

## Impairment of Long-Lived Assets

We record impairment losses on long-lived assets used in operations when events and circumstances indicate that the assets are impaired and the discounted cash flows estimated to be generated by those assets are less than the carrying value of those items. Our cash flows are based on historical results adjusted to reflect the best estimate of future market and operating conditions. The net carrying value of assets not recoverable is then reduced to fair value. The estimates of fair value represent the best estimate based on industry trends and reference to market rates and transactions.

## Goodwill

We perform our annual impairment test for goodwill utilizing a discounted cash flow methodology, market comparables, and an overall market capitalization reasonableness test in computing fair value by reporting unit. We then compare the fair value of the reporting unit with its carrying value to assess if goodwill has been impaired. Based on the assumptions as to growth, discount rates and the weighting used for each respective valuation methodology, results of the valuations could be significantly changed. However, we believe that the methodologies and weightings used are reasonable and result in appropriate fair values of the reporting units.

Our measurement date for our annual impairment test is October 1 of each year. We performed our annual impairment tests for goodwill as of October 1, 2017. We did not have any impairment for goodwill for the year ended December 31, 2017. See Note J for additional information.

## Income Taxes

On December 22, 2017, the U.S. government enacted comprehensive tax legislation commonly referred to as the Tax Cuts and Jobs Act (the "Tax Act"). The Tax Act makes broad and complex changes to the U.S. tax code that affected 2017. The Tax Act also establishes new tax laws that will affect 2018, including but not limited to, (1) reduction of the U.S. federal statutory rate from 35% to 21%; (2) the creation of the base erosion anti-abuse tax (BEAT), a new minimum tax; (3) a general elimination of U.S. federal income taxes on dividends from foreign subsidiaries; (4) a new provision, Global Intangible Low-Taxed Income (GILTI), which ends deferral of taxation on a significant portion of foreign earnings; (5) a new limitation on deductible interest expense; (6) the repeal of the domestic production activity deduction; (7) limitations on the deductibility of certain executive compensation; and (8) limitations on the use of FTCs to reduce the U.S. income tax liability.

The Tax Act significantly changes how the U.S. taxes corporations. The Tax Act requires complex computations to be performed that were not previously required in U.S. tax law, significant judgments to be made in interpretation of the provisions of the Tax Act and significant estimates in calculations, and the preparation and analysis of information not previously relevant or regularly produced. The U.S. Treasury Department, the IRS, and other standard-setting bodies could interpret or issue guidance on how provisions of the Tax Act will be applied or otherwise administered that is different from our interpretation. As we complete our analysis of the Tax Act, collect and prepare necessary data, and interpret any additional guidance, we may make adjustments to provisional amounts that we have recorded that may materially impact our provision for income taxes in the period in which the adjustments are made.

## Deferred Tax Assets

Deferred taxes are recognized at currently enacted tax rates for temporary differences between the financial reporting and income tax basis of assets and liabilities and operating loss and tax credit carryforwards. We establish a valuation allowance to record our deferred tax assets at an amount that is more-likely-than-not to be realized. In the event we were to determine that we would be able to realize our deferred tax assets in the future in excess of their recorded amount, an adjustment to the valuation allowance would increase income in the period such determination was made. Likewise, should we determine that we would not be able to realize all or part of our net deferred tax assets in the future, an adjustment to the valuation allowance would be charged to expense in the period such determination was made.

## Uncertain Tax Positions

We identify tax positions taken on the federal, state, local and foreign income tax returns filed or to be filed. A tax position can include: a reduction in taxable income reported in a previously filed tax return or expected to be reported on a future tax return that impacts the measurement of current or deferred income tax assets or liabilities in the period being reported; a decision not to file a tax return; an allocation or a shift of income between jurisdictions; the characterization of income or a decision to exclude reporting taxable income in a tax return; or a decision to classify a transaction, entity or other position in a tax return as tax exempt. We determine whether a tax position is an uncertain or a routine business transaction tax position that is more-likely-than-not to be sustained at the full amount upon examination.

Under FASB ASC 740 (“ASC 740”), “Tax Benefits from Uncertain Tax Positions” that reduce our current or future income tax liability are reported in our financial statements only to the extent that each benefit is recognized and measured under a two-step approach. The first step requires us to assess whether each tax position based on its technical merits and facts and circumstances as of the reporting date, is more-likely-than-not to be sustained upon examination. The second step measures the amount of tax benefit that we would recognize in the financial statements based on a cumulative probability approach. A tax position that meets the more-likely-than-not threshold that is not highly certain is measured based on the largest amount of benefit that is greater than 50% likely of being realized upon ultimate settlement with the tax authority, assuming that the tax authority has examined the position and has full knowledge of all relevant information.

ASC 740 requires subjectivity to identify outcomes and to assign probability in order to estimate the settlement amount. We provide estimates in order to determine settlement amounts. During the year ended December 31, 2017, we did not record any activity for uncertain tax positions. At December 31, 2017, there was no reserve requirement for uncertain tax positions.

## Pensions

We record obligations and expenses related to a pension benefit plan based on actuarial valuations, which include key assumptions on discount rates, expected returns on plan assets and compensation increases. These actuarial assumptions are reviewed annually and modified as appropriate. The effect of modifications is generally recorded or amortized over future periods. The discount rate of 3.75% at December 31, 2017 reflects an analysis of yield curves as of the end of the year and the schedule of expected cash needs of the plan. The expected long-term return on plan assets of 8.0% reflects the plan’s historical returns and represents our best estimate of the likely future returns on the plan’s asset mix. We believe the assumptions used in recording obligations under the plans are reasonable based on prior experience, market conditions and the advice of plan actuaries. However, an increase in the discount rate would decrease the plan obligations and the net periodic benefit cost, while a decrease in the discount rate would increase the plan obligations and the net periodic benefit cost. In addition, an increase in the expected long-term return on plan assets would decrease the net periodic pension cost, while a decrease in expected long-term return on plan assets would increase the net periodic pension cost.

## RECENTLY ADOPTED ACCOUNTING PRONOUNCEMENTS

In January 2017, the Financial Accounting Standards Board “FASB” issued Accounting Standards Update (“ASU”) 2017-04, “Intangibles - Goodwill and Other (Topic 350): Simplifying the Test for Goodwill Impairment.” ASU 2017-04 simplifies the subsequent measurement of goodwill by eliminating Step 2 from the goodwill impairment test. Under the amendments in this Update, an entity should recognize an impairment charge for the amount by which the carrying amount exceeds the reporting unit’s fair value; however, the loss recognized should not exceed the total amount of goodwill allocated to that reporting unit. This ASU is effective for an entity’s annual or any interim goodwill impairment tests in fiscal years beginning after December 15, 2019. The early adoption of ASU 2017-04 had no impact on the Company’s consolidated financial statements.

In March 2016, the FASB issued ASU 2016-09, “Compensation - Stock Compensation (Topic 718): Improvements to Employee Share-Based Payment Accounting.” ASU 2016-09 amends several aspects of the accounting for share-based payment transactions including the income tax consequences, classification of awards as either equity or liabilities and classification on the statement of cash flows. The Company adopted ASU 2016-09 effective January 1, 2017.

ASU 2016-09 requires prospective recognition of excess tax benefits and deficiencies resulting from stock-based compensation awards vesting and exercises to be recognized as a discrete income tax adjustment in the income statement. Previously, these amounts were recognized in Paid in capital. The Company had \$2 million excess tax benefit recorded during the year ended December 31, 2017. In addition, ASU 2016-09 requires excess tax benefits and deficiencies to be prospectively excluded from the assumed future proceeds in the calculation of diluted shares, resulting in an insignificant increase in diluted weighted average number of shares outstanding for the year ended December 31, 2017 and an immaterial impact on earnings per share.

ASU 2016-09 requires that excess tax benefits from share-based compensation awards be reported as operating activities in the Statements of Consolidated Cash Flows. Previously, this activity was included in financing activities on the Statements of Consolidated Cash Flows. As permitted, the Company has elected to apply this change prospectively.

ASU 2016-09 requires that employee taxes paid when an employer withholds shares for tax withholding purposes be reported as financing activities in the Statements of Consolidated Cash Flows on a retrospective basis. Previously, this activity was included in financing activities and, therefore, this resulted in no impact to the Statements of Consolidated Cash Flows.

The Company has elected to account for forfeitures as they occur to estimate the number of stock-based awards expected to vest as permitted by ASU 2016-09.

In July 2015, the FASB issued ASU-2015-11, “Inventory (Topic 330): Simplifying the Measurement of Inventory”. The amendments in this Update more closely align the measurement of inventory in GAAP with the measurement of inventory in International Financial Reporting Standards (IFRS). The Company adopted ASU 2015-11 effective January 1, 2017. Under ASU 2015-11, an entity should measure inventory within the scope of this Update at the lower of cost and net realizable value. Net realizable value is defined as the estimated selling prices in the ordinary course of business, less reasonably predictable costs of completion, disposal, and transportation. Subsequent measurement is unchanged for inventory measured using LIFO or the retail inventory method. The amendments in this Update are effective for fiscal years beginning after December 15, 2016 including interim periods within those fiscal years. The amendments in this Update have been applied prospectively and did not have an effect on the Company’s consolidated financial statements for the year ended December 31, 2017.

#### NEW ACCOUNTING STANDARDS TO BE ADOPTED

In February 2018, the FASB issued ASU 2018-02, “Income Statement – Reporting Comprehensive Income (Topic 220): Reclassification of Certain Tax Effects from Accumulated Other Comprehensive Income” which allows a reclassification from accumulated other comprehensive income to retained earnings for stranded tax effects resulting from the newly enacted federal corporate income tax rate under the Tax Cuts and Jobs Act. The amount of the reclassification would be the difference between the historical corporate income tax rate and the newly enacted U.S. corporate income tax rate of twenty one percent. ASU 2018-02 is effective for fiscal years, including interim periods within those years, beginning after December 15, 2018 with early adoption in any interim period permitted. The Company is currently evaluating what impact, if any, the adoption of ASU 2018-02 will have to the presentation of the Company’s consolidated financial statements.

In March 2017, the FASB issued Accounting Standards Update ASU 2017-07, “Compensation – Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost,” which requires that an employer report the service cost component in the same line item or items as other compensation costs arising from services rendered by the pertinent employees during the period. The other components of net benefit cost are required to be presented in the income statement separately from the service cost component and outside a subtotal of income from operations, if one is presented. The guidance is effective for fiscal years beginning after December 15, 2017. Early adoption is permitted for any entity in any interim or annual period. If an entity early adopts the amendment in an interim period, any adjustments should be reflected as of the beginning of the fiscal year that includes that interim period as well as the nature and reason for the change in accounting principle. The Company is currently evaluating what impact, if any, its adoption will have to the presentation of the Company’s consolidated financial statements.

In November 2016, the FASB issued ASU 2016-18, “Statement of Cash Flows (Topic 230): Restricted Cash.” The amendments in this Update require that a statement of cash flows explain the change during the period in the total of cash, cash equivalents, and amounts generally described as restricted cash or restricted cash equivalents. This ASU is effective for annual reporting periods beginning after December 15, 2017, including interim periods within the annual reporting period. Early adoption is permitted for any entity in any interim or annual period. If an entity early adopts the amendments in an interim period, any adjustments should be reflected as of the beginning of the fiscal year that includes that interim period. The amendments in this Update should be applied using a retrospective transition method to each period presented. The Company is currently evaluating what impact, if any, its adoption will have to the presentation of the Company’s consolidated financial statements.

In October 2016, the FASB issued ASU 2016-16, “Income Taxes (Topic 740): Intra-Entity Transfers of Assets Other Than Inventory.” ASU 2016-16 modifies the recognition of income tax expense resulting from intra-entity transfers of assets other than inventory. Pursuant to this amendment, entities should recognize the income tax consequences of an intra-entity transfer of an asset other than inventory when the transfer occurs. This amendment eliminates the exception for an intra-entity transfers of assets other than inventory. This ASU is effective for annual reporting periods beginning after December 15, 2017, including interim periods within the annual reporting period. Early adoption is permitted for any entity in any interim or annual period. If an entity early adopts the amendments in an interim period, any adjustments should be reflected as of the beginning of the fiscal year that includes that interim period. The Company is currently evaluating what impact, if any, its adoption will have to the presentation of the Company’s consolidated financial statements.

In February 2016, the FASB issued ASU 2016-02, “Leases (Topic 842).” The amendments in this Update require the recognition of assets and liabilities arising from lease transactions on the balance sheet and the disclosure of key information about leasing arrangements. Accordingly, a lessee will recognize a lease asset for its right to use the underlying asset and a lease liability for the corresponding lease obligation. Both the asset and liability will initially be measured at the present value of the future minimum lease payments over the lease term. Subsequent measurement, including the presentation of expenses and cash flows, will depend on the classification of the lease as either a finance or an operating lease. Initial costs directly attributable to negotiating and arranging the lease will be included in the asset. For leases with a term of 12 months or less, a lessee can make an accounting policy election by class of underlying asset to not recognize an asset and corresponding liability. Lessees will also be required to provide additional qualitative and quantitative disclosures regarding the amount, timing and uncertainty of cash flows arising from leases. These disclosures are intended to supplement the amounts recorded in the financial statements and provide additional information about the nature of an organization’s leasing activities. The amendments in this Update are effective for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2018, with early adoption permitted. The Company is currently evaluating what impact, if any, its adoption will have to the presentation of the Company’s consolidated financial statements.

In May 2014, the FASB issued ASU No. 2014-09, “Revenue from Contracts with Customers (Topic 606),” or ASU 2014-09. ASU 2014-09 requires an entity to recognize revenue in a manner that depicts the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. To achieve that core principle, the amendment provides five steps that an entity should apply when recognizing revenue. The amendment also specifies the accounting of some costs to obtain or fulfill a contract with a customer and expands the disclosure requirements around contracts with customers. An entity can either adopt this amendment retrospectively to each prior reporting period presented or retrospectively with cumulative effect of initially applying the update recognized at the date of initial application. In August 2015, the FASB issued ASU No. 2015-14 deferring the effective date of the amendment to annual reporting periods beginning after December 15, 2017, including interim periods therein.

The Company developed and executed on an implementation plan to meet the January 1, 2018 adoption date. The Company established a cross-functional implementation team to analyze the impact of the standard on revenue contracts, which included scoping its revenue streams and reviewing contracts in order to compare historical accounting policies and practices to the new revenue standards. In addition, the Company implemented changes to processes and controls to meet the standard’s reporting and disclosure requirements. The Company adopted ASU 2014-09 as of January 1, 2018 using the modified retrospective transition method applied to contracts that were not yet completed at that date. The adoption will not have a material impact on the Company’s consolidated financial statements, other than additional disclosures.



## **Item 7A. Quantitative and Qualitative Disclosures About Market Risk**

The Company operates manufacturing facilities and offices around the world and uses fixed and floating rate debt to finance the Company's global operations. As a result, the Company is subject to business risks inherent in non-U.S. activities, including political and economic uncertainty, import and export limitations and market risk related to changes in interest rates and foreign currency exchange rates. The Company believes that the political and economic risks related to the Company's international operations are mitigated due to the geographic diversity in which the Company's international operations are located.

As of December 31, 2017, the Company had no foreign currency forward exchange contracts outstanding. The Company does not hold derivatives for trading purposes.

The Company's primary currency rate exposures are related to foreign denominated debt, intercompany debt, forward exchange contracts, foreign denominated receivables and payables and cash and short-term investments. A hypothetical 10% change in currency rates would have a favorable/unfavorable impact on fair values on such instruments of \$5.9 million and on income before tax of \$2.7 million.

The Company is exposed to market risk, including changes in interest rates. The Company is subject to interest rate risk on its variable rate revolving credit facilities and term notes, which consisted of borrowings of \$36.9 million at December 31, 2017. A 100 basis point increase in the interest rate would have resulted in an increase in interest expense of approximately \$.3 million for the year ended December 31, 2017.

Included in the Company's accounting for defined benefit pension plan ("Plan") are assumptions on future discount rates and the expected return on Plan assets. The Company considers current market conditions, including changes in interest rates and Plan asset investment returns. Actuarial assumptions may differ materially from actual results due to changing market and economic conditions or higher or lower withdrawal rates. These differences may result in a significant impact to the amount of net pension expense or income recorded in the future.

A discount rate is used to determine the present value of future payments. In general, our liability increases as the discount rate decreases and decreases as the discount rate increases. The discount rate used to determine the future benefit obligation was 3.75% and 4.25% at December 31, 2017 and 2016, respectively. The discount rate is a significant factor in determining the amounts reported. A 50 basis point change in the discount rate of 3.75% used at December 31, 2017 would have a \$.1 million effect on the Plan's projected benefit obligation.

The Company developed the expected return on Plan assets by considering various factors which include targeted asset allocation percentages, historical returns, and expected future returns. The Company assumed an expected rate of return of 8.0% in both 2017 and 2016. A 50 basis point change in the expected rate of return would have a \$.1 million effect on the Plan's subsequent year's net periodic pension cost.

## **Item 8. Financial Statements and Supplementary Data**

### **Report of Independent Registered Public Accounting Firm**

The Board of Directors and Shareholders  
of Preformed Line Products Company

#### **Opinion on the Financial Statements**

We have audited the accompanying Consolidated Balance Sheets of Preformed Line Products and subsidiaries as of December 31, 2017 and 2016, and the related Statements of Consolidated Income, Comprehensive Income (Loss), Cash Flows, and Shareholders' Equity for each of the three years in the period ended December 31, 2017 and the related notes and financial statement schedule listed in the Index at Item 15(a) (collectively referred to as the "financial statements"). In our opinion, the financial statements present fairly, in all material respects, the financial position of the Company at December 31, 2017 and 2016, and the results of its operations and its cash flows for each of the three years in the period ended December 31, 2017, in conformity with U.S. generally accepted accounting principles.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB), the Company's internal control over financial reporting as of December 31, 2017, based on criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 framework) and our report dated March 9, 2018 expressed an unqualified opinion thereon.

#### **Basis for Opinion**

These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the Company's financial statements based on our audits. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement, whether due to error or fraud. Our audits included performing procedures to assess the risks of material misstatement of the financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that our audits provide a reasonable basis for our opinion.

/s/ Ernst & Young LLP

We have served as the Company's auditor since 2008  
Cleveland, Ohio  
March 9, 2018

**PREFORMED LINE PRODUCTS COMPANY  
CONSOLIDATED BALANCE SHEETS**

	December 31	
	2017	2016
	<i>(Thousands of dollars, except share and per share data)</i>	
<b>ASSETS</b>		
Cash and cash equivalents	\$ 44,358	\$ 30,737
Accounts receivable, less allowances of \$3,325 (\$3,210 in 2016)	73,972	63,415
Inventories - net	77,886	74,484
Prepays	3,434	3,353
Prepaid taxes	5,266	8,682
Other current assets	2,214	8,436
<b>TOTAL CURRENT ASSETS</b>	<u>207,130</u>	<u>189,107</u>
Property, plant and equipment - net	108,598	105,104
Intangibles - net	10,020	10,475
Goodwill	16,544	15,769
Deferred income taxes	7,774	10,208
Other assets	9,719	10,274
<b>TOTAL ASSETS</b>	<u>\$ 359,785</u>	<u>\$ 340,937</u>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
Trade accounts payable	\$ 25,141	\$ 21,978
Notes payable to banks	864	1,315
Current portion of long-term debt	1,448	1,448
Accrued compensation and amounts withheld from employees	11,461	10,040
Accrued expenses and other liabilities	14,686	12,331
Accrued profit-sharing and other benefits	6,284	6,251
Dividends payable	1,046	1,037
Income taxes payable	1,903	1,055
<b>TOTAL CURRENT LIABILITIES</b>	<u>62,833</u>	<u>55,455</u>
Long-term debt, less current portion	34,598	42,943
Unfunded pension obligation	10,664	10,423
Deferred income taxes	2,090	2,078
Other noncurrent liabilities	11,063	6,495
<b>SHAREHOLDERS' EQUITY</b>		
Shareholders' equity:		
Common shares - \$2 par value per share, 15,000,000 shares authorized, 5,038,207 and 5,117,753 issued and outstanding, at December 31, 2017 and December 31, 2016, respectively	12,593	12,508
Common shares issued to rabbi trust, 289,026 and 297,281 shares at December 31, 2017 and December 31, 2016, respectively	(11,834)	(12,054)
Deferred compensation liability	11,834	12,054
Paid-in capital	29,734	24,629
Retained earnings	311,765	303,415
Treasury shares, at cost, 1,258,069 and 1,136,443 shares at December 31, 2017 and December 31, 2016, respectively	(68,115)	(59,640)
Accumulated other comprehensive loss	(47,440)	(57,369)
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<u>238,537</u>	<u>223,543</u>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<u>\$ 359,785</u>	<u>\$ 340,937</u>

*See notes to consolidated financial statements.*

**PREFORMED LINE PRODUCTS COMPANY**  
**STATEMENTS OF CONSOLIDATED INCOME**

	Year Ended December 31		
	2017	2016	2015
	<i>(In thousands, except per share data)</i>		
Net sales	\$ 378,212	\$ 336,634	\$ 354,666
Cost of products sold	259,584	227,220	251,214
<b>GROSS PROFIT</b>	<b>118,628</b>	<b>109,414</b>	<b>103,452</b>
Costs and expenses			
Selling	34,048	31,799	30,593
General and administrative	43,160	42,057	36,878
Research and engineering	14,327	14,025	14,879
Other operating expenses - net	985	54	8,753
	92,520	87,935	91,103
<b>OPERATING INCOME</b>	<b>26,108</b>	<b>21,479</b>	<b>12,349</b>
Other income (expense)			
Interest income	430	291	391
Interest expense	(1,061)	(844)	(565)
Other income (expense)	329	27	(469)
	(302)	(526)	(643)
<b>INCOME BEFORE INCOME TAXES</b>	<b>25,806</b>	<b>20,953</b>	<b>11,706</b>
Income taxes	13,152	5,698	5,031
<b>NET INCOME</b>	<b>\$ 12,654</b>	<b>\$ 15,255</b>	<b>\$ 6,675</b>
<b>BASIC EARNINGS PER SHARE</b>			
Net income	<u>\$ 2.48</u>	<u>\$ 2.95</u>	<u>\$ 1.25</u>
<b>DILUTED EARNINGS PER SHARE</b>			
Net income	<u>\$ 2.47</u>	<u>\$ 2.95</u>	<u>\$ 1.24</u>
Cash dividends declared per share	<u>\$ 0.80</u>	<u>\$ 0.80</u>	<u>\$ 0.80</u>
Weighted-average number of shares outstanding - basic	<u>5,102</u>	<u>5,166</u>	<u>5,350</u>
Weighted-average number of shares outstanding - diluted	<u>5,133</u>	<u>5,178</u>	<u>5,366</u>

*See notes to consolidated financial statements.*

**PREFORMED LINE PRODUCTS COMPANY**  
**STATEMENTS OF CONSOLIDATED COMPREHENSIVE INCOME (LOSS)**

	Year Ended December 31		
	2017	2016	2015
	<i>(Thousands of dollars)</i>		
Net income	\$ 12,654	\$ 15,255	\$ 6,675
Other comprehensive income (loss), net of tax:			
Foreign currency translation adjustment	10,070	(3,579)	(19,789)
Recognized net actuarial loss	269	326	364
Gain (loss) on unfunded pension obligations	(410)	35	408
Other comprehensive income (loss), net of tax	9,929	(3,218)	(19,017)
Comprehensive income (loss)	\$ 22,583	\$ 12,037	\$ (12,342)

*See notes to consolidated financial statements.*

**PREFORMED LINE PRODUCTS COMPANY**  
**STATEMENTS OF CONSOLIDATED CASH FLOWS**

	Year Ended December 31		
	2017	2016	2015
	<i>(Thousands of dollars)</i>		
<b>OPERATING ACTIVITIES</b>			
Net income	\$ 12,654	\$ 15,255	\$ 6,675
Adjustments to reconcile net income to net cash provided by operations:			
Depreciation and amortization	12,790	11,996	11,532
Provision for accounts receivable allowances	1,165	2,184	961
Provision for inventory reserves	1,205	2,736	2,477
Deferred income taxes	2,436	2,249	(944)
Share-based compensation expense	3,055	1,366	248
Loss (gain) on sale of property and equipment	160	(20)	363
Other - net	213	539	87
Changes in operating assets and liabilities (excluding impact of acquired assets):			
Accounts receivable	(9,205)	(2,292)	(2,965)
Inventories	(2,208)	(6,354)	(2,297)
Trade accounts payables and accrued liabilities	4,732	3,279	5,652
Income taxes, net	7,134	(4,999)	(4,038)
Other - net	(301)	35	2,478
<b>NET CASH PROVIDED BY OPERATING ACTIVITIES</b>	<b>33,830</b>	<b>25,974</b>	<b>20,229</b>
<b>INVESTING ACTIVITIES</b>			
Capital expenditures	(11,233)	(24,725)	(10,754)
Business acquisitions, net of cash acquired	0	0	0
Proceeds from the sale of property and equipment	142	70	929
Restricted cash and purchase of fixed-term deposits	9,191	(3,814)	(1,037)
<b>NET CASH USED IN INVESTING ACTIVITIES</b>	<b>(1,900)</b>	<b>(28,469)</b>	<b>(10,862)</b>
<b>FINANCING ACTIVITIES</b>			
(Decrease) Increase in notes payable to banks	(537)	851	(775)
Proceeds from the issuance of long-term debt	55,581	70,274	51,942
Payments of long-term debt	(63,981)	(57,742)	(51,940)
Dividends paid	(4,099)	(4,170)	(4,391)
Excess tax benefits from share-based awards	0	(2)	(20)
Proceeds from issuance of common shares	1,962	248	80
Purchase of common shares for treasury	(2)	(3,108)	(6,003)
Purchase of common shares for treasury from related parties	(8,475)	(1,962)	(1,550)
<b>NET CASH (USED IN) PROVIDED BY FINANCING ACTIVITIES</b>	<b>(19,551)</b>	<b>4,389</b>	<b>(12,657)</b>
Effects of exchange rate changes on cash and cash equivalents	1,242	(1,550)	4,040
Net increase in cash and cash equivalents	13,621	344	750
Cash and cash equivalents at beginning of year	30,737	30,393	29,643
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b>\$ 44,358</b>	<b>\$ 30,737</b>	<b>\$ 30,393</b>

*See notes to consolidated financial statements.*

**PREFORMED LINE PRODUCTS COMPANY**  
**STATEMENTS OF CONSOLIDATED SHAREHOLDERS' EQUITY**

							Accumulated Other Comprehensive Income (Loss)		
	Common Shares	Issued to Rabbi Trust	Deferred Compensation Liability	Paid in Capital	Retained Earnings	Treasury Shares	Cumulative Translation Adjustment	Unrecognized Pension Benefit Cost	Total
	<i>(In thousands, except share and per share data)</i>								
Balance at January 1, 2015	\$ 12,433	\$ (11,790)	\$ 11,790	\$ 22,795	\$289,849	\$(47,018)	\$ (28,127)	\$ (7,007)	\$242,925
Net income					6,675				6,675
Foreign currency translation adjustment							(19,789)		(19,789)
Recognized net actuarial loss, net of tax provision of \$219								364	364
Gain on unfunded pension obligations, net of tax provision of \$245								408	408
Total comprehensive income									(12,342)
Share-based compensation				248	47				295
Excess tax benefits from share-based awards				(20)					(20)
Purchase of 198,589 common shares						(7,552)			(7,552)
Issuance of 1,899 common shares	4			76					80
Restricted shares awards of 20,164	41			(41)					0
Common shares issued to rabbi trust of 7,113, net		(262)	262						0
Cash dividends declared - \$.80 per share				(142)	(4,260)				(4,402)
Balance at December 31, 2015	<u>\$ 12,478</u>	<u>\$ (12,052)</u>	<u>\$ 12,052</u>	<u>\$ 22,916</u>	<u>\$292,311</u>	<u>\$(54,570)</u>	<u>\$ (47,916)</u>	<u>\$ (6,235)</u>	<u>\$218,984</u>
Net income					15,255				15,255
Foreign currency translation adjustment							(3,579)		(3,579)
Recognized net actuarial loss, net of tax provision of \$196								326	326
Gain on unfunded pension obligations, net of tax provision of \$21								35	35
Total comprehensive income									12,037
Share-based compensation				1,366	(27)				1,339
Excess tax benefits from share-based awards				2					2
Purchase of 118,430 common shares						(5,070)			(5,070)
Issuance of 10,332 common shares	20			355					375
Restricted shares awards of 4,799	10			(10)					0
Common shares issued to rabbi trust of 646, net		(2)	2						0
Cash dividends declared - \$.80 per share					(4,124)				(4,124)
Balance at December 31, 2016	<u>\$ 12,508</u>	<u>\$ (12,054)</u>	<u>\$ 12,054</u>	<u>\$ 24,629</u>	<u>\$303,415</u>	<u>\$(59,640)</u>	<u>\$ (51,495)</u>	<u>\$ (5,874)</u>	<u>\$223,543</u>
Net income					12,654				12,654
Foreign currency translation adjustment							10,070		10,070
Recognized net actuarial loss, net of tax provision of \$199								269	269
Gain on unfunded pension obligations, net of tax benefit of \$247								(410)	(410)
Total comprehensive income									22,583
Share-based compensation				3,055	(231)				2,824
Purchase of 121,626 common shares						(8,475)			(8,475)
Issuance of 36,221 common shares	73			2,062					2,135
Restricted shares awards of 5,859	12			(12)					0
Common shares distributed from rabbi trust of 8,255, net		220	(220)						0
Cash dividends declared - \$.80 per share					(4,073)				(4,073)
Balance at December 31, 2017	<u>\$ 12,593</u>	<u>\$ (11,834)</u>	<u>\$ 11,834</u>	<u>\$ 29,734</u>	<u>\$311,765</u>	<u>\$(68,115)</u>	<u>\$ (41,425)</u>	<u>\$ (6,015)</u>	<u>\$238,537</u>

See notes to consolidated financial statements.

**PREFORMED LINE PRODUCTS COMPANY**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**(Tables in thousands of dollars, except share and per share data, unless specifically noted)**

**Note A - Significant Accounting Policies**

*Nature of Operations*

Preformed Line Products Company and subsidiaries (the “Company”) is a designer and manufacturer of products and systems employed in the construction and maintenance of overhead and underground networks for the energy, telecommunication, cable operators, data communication and other similar industries. The Company’s primary products support, protect, connect, terminate and secure cables and wires. The Company also provides solar hardware systems and mounting hardware for a variety of solar power applications. The Company’s customers include public and private energy utilities and communication companies, cable operators, governmental agencies, contractors and subcontractors, distributors and value-added resellers. The Company serves its worldwide markets through strategically located domestic and international manufacturing facilities.

*Principles of Consolidation*

The consolidated financial statements include the accounts of the Company and its wholly-owned subsidiaries for which it has a controlling interest. All intercompany accounts and transactions have been eliminated upon consolidation.

*Cash and Cash Equivalents*

Cash equivalents are stated at fair value and consist of highly liquid investments with original maturities of three months or less at the time of acquisition.

*Receivable Allowances*

The Company maintains an allowance for doubtful accounts for estimated losses resulting from the inability of its customers to make required payments. The allowances for uncollectible accounts receivable is based upon the number of days the accounts are past due, the current business environment and specific information such as bankruptcy or liquidity issues of customers. The Company also maintains an allowance for future sales credits related to sales recorded during the year. The estimated allowance is based on historical sales credits issued in the subsequent year related to the prior year and any significant, preapproved open return good authorizations as of the balance sheet date.

*Inventories*

The Company uses the last-in, first-out (“LIFO”) method of determining cost for the majority of its material portion of inventories in PLP-USA. All other inventories are determined by the first-in, first-out (FIFO) or average cost methods. Inventories are carried at the lower of cost or market. Reserves are maintained for estimated obsolescence or excess inventory based on past usage and future demand.

*Fair Value of Financial Instruments*

Financial Accounting Standards Board’s (“FASB”) Accounting Standards Codification (“ASC”) 825, “Disclosures about Fair Value of Financial Instruments”, requires disclosures of the fair value of financial instruments. The carrying value of the Company’s current financial instruments, which include cash and cash equivalents, accounts receivable, accounts payable and short-term debt, approximates fair value because of the short-term maturity of these instruments. At December 31, 2017, the fair value of the Company’s long-term debt was estimated using discounted cash flow analysis, based on the Company’s current incremental borrowing rates for similar types of borrowing arrangements, that are considered to be Level 2 inputs. Based on the analysis performed, the carrying value of the Company’s long-term debt approximates fair value at December 31, 2017.

*Property, Plant and Equipment and Depreciation*

Property, plant, and equipment is recorded at cost. Depreciation is computed using the straight-line method over the estimated useful lives. The estimated useful lives used, when purchased new, are: land improvements, ten years; buildings, forty years; building improvements, five to forty years; machinery and equipment, three to ten years; and aircraft, fifteen years. Appropriate reductions in estimated useful lives are made for property, plant and equipment purchased in connection with an acquisition of a business or in a used condition when purchased.



### *Long-Lived Assets*

The Company records impairment losses on long-lived assets used in operations when events and circumstances indicate that the carrying value of the assets are impaired and the discounted future cash flows estimated to be generated by such assets are less than the carrying value. The Company's cash flows are based on historical results adjusted to reflect the Company's best estimate of future market and operating conditions. The net carrying value of assets not recoverable is then reduced to fair value. The estimate of fair value represents the Company's best estimate based on industry trends and reference to market rates and transactions. The Company did not record any impairment to long-lived assets during the years ended December 31, 2017 and 2016.

### *Goodwill and Other Intangibles*

Goodwill and other intangible assets generally result from business acquisitions. Goodwill is not subject to amortization, but is subject to annual impairment testing. Intangible assets with definite lives, consisting primarily of purchased customer relationships, patents, technology, customer backlogs, trademarks and land use rights, are generally amortized over periods from less than one year to twenty years. The Company's intangible assets with finite lives are generally amortized using a projected cash flow basis method over their useful lives unless another method was demonstrated to be more appropriate. Customer relationships, technology and trademark intangibles acquired in 2014 and 2012 are amortized using a projected cash flow basis method over the period in which the economic benefits of the intangibles are consumed. Customer relationships, technology and trademarks acquired in July 2010 are being amortized using the straight-line method over their useful lives. This straight-line method was more appropriate because it better reflected the pattern in which the economic benefits of the intangible asset are consumed or otherwise expire compared to using a projected cash flow basis method. An evaluation of the remaining useful life of intangible assets with a determinable life is performed on a periodic basis and when events and circumstances warrant an evaluation. The Company assesses intangible assets with a determinable life for impairment consistent with its policy for assessing other long-lived assets. Goodwill and intangible assets are also reviewed for impairment annually or more frequently when changes in circumstances indicate the carrying amount may be impaired, or in the case of finite-lived intangible assets, when the carrying amount may not be recoverable. Events or circumstances that would result in an impairment review primarily include operations reporting losses or a significant change in the use of an asset. Impairment charges are recognized pursuant to FASB ASC 350-20, "Goodwill".

The Company performs the annual impairment test for goodwill utilizing a combination of discounted cash flow methodology, market comparables, and an overall market capitalization reasonableness test in computing fair value by reporting unit. The Company compares the fair value of the reporting unit with its carrying value to assess if goodwill has been impaired. Based on the assumptions as to growth, discount rates and the weighting used for each respective valuation methodology, results of the valuations could be significantly changed. However, the Company believes that the methodologies and weightings used are reasonable and result in appropriate fair values of the reporting units.

The Company performed its annual impairment test for goodwill as of October 1, 2017 and 2016 and determined that no adjustment to the carrying value was required for the years ended December 31, 2017 and 2016.

### *Revenue Recognition*

Sales are recognized when title passes to the customer either when goods are shipped or when they are delivered and based on the terms of the sale, there is persuasive evidence of an agreement, the price is fixed or determinable and collectability is reasonably assured. Revenue related to shipping and handling costs billed to customers is included in net sales and the related shipping and handling costs are included in cost of products sold.

### *Research and Development*

Research and development costs for new products are expensed as incurred and totaled \$2.1 million in 2017, \$2.7 million in 2016 and \$2.9 million in 2015.

### *Income Taxes*

Income taxes are computed in accordance with the provisions of FASB ASC 740, "Income taxes" and includes U.S. (federal and state) and foreign income taxes. In the Consolidated Financial Statements, the benefits of a consolidated return have been reflected where such returns have or could be filed based on the entities and jurisdictions included in the financial statements. Tax legislation commonly known as the Tax Cuts and Jobs Act of 2017 (the "Tax Act") includes a mandatory one-time tax on certain accumulated earnings of foreign subsidiaries, and as a result, these previously unremitted earnings for which no U.S. deferred tax liability had been accrued have now been subject to U.S. tax. Notwithstanding the U.S. taxation of these amounts, the Company intends to continue to invest most or all of these earnings, as well as its capital in these subsidiaries, indefinitely outside of the U.S. and do not expect to incur any significant, additional taxes related to such amounts. The Company will monitor cash balances at each of its foreign subsidiaries on an ongoing basis.

Deferred tax liabilities and assets are recognized for the expected future tax consequences of events that have been reflected on the Consolidated Financial Statements. Deferred tax liabilities and assets are determined based on the differences between the book and tax basis of particular assets and liabilities and operating loss carryforwards using tax rates in effect for the years in which the differences are expected to reverse.

Deferred tax assets are recognized to the extent that the Company believes these assets are more likely than not to be realized. In making such a determination, the Company considers all available positive and negative evidence, including future reversals of existing taxable temporary differences, projected future taxable income, tax-planning strategies and results of recent operations. If the Company determines that it would be able to realize its deferred tax assets in the future in excess of their net recorded amount, the Company would make an adjustment to the deferred tax asset valuation allowance, which would reduce the provision for income taxes.

Uncertain tax positions are recorded in accordance with ASC 740 on the basis of a two-step process whereby (1) the Company determines whether it is more likely than not that the tax positions will be sustained on the basis of the technical merits of the position and (2) for those tax positions that meet the more-likely-than-not recognition threshold, the Company recognizes the largest amount of tax benefit that is more than 50 percent likely to be realized upon ultimate settlement with the related tax authority.

#### *Advertising*

Advertising costs are expensed as incurred and totaled \$1.7 million in 2017, \$1.8 million in 2016 and \$1.7 million in 2015.

#### *Foreign Currency Translation*

Asset and liability accounts are translated into U.S. dollars using exchange rates in effect at the date of the Consolidated Balance Sheet. The translation adjustments are recorded in Accumulated other comprehensive income (loss). Revenues and expenses are translated at weighted average exchange rates in effect during the period. Transaction gains and losses arising from exchange rate changes on transactions denominated in a currency other than the functional currency are included in income and expense as incurred. Aggregate transaction gains and losses for the years ended December 31, 2017, 2016 and 2015 were a gain of \$.3 million, a gain of \$1.3 million and a loss of \$7.4 million, respectively. Upon sale or substantially complete liquidation of an investment in a foreign entity, the cumulative translation adjustment for that entity is reclassified from Accumulated other comprehensive income (loss) to earnings.

#### *Use of Estimates*

The preparation of financial statements in conformity with accounting principles generally accepted in the U.S. 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 revenue and expenses during the reporting period. Actual results could differ from these estimates.

#### *Business Combinations*

The Company accounts for acquisitions in accordance with ASC 805 “Business Combinations.”

#### *Derivative Financial Instruments*

The Company does not hold derivatives for trading purposes.

#### *Recently Adopted Accounting Pronouncements*

In January 2017, the Financial Accounting Standards Board “FASB” issued Accounting Standards Update (“ASU”) 2017-04, “Intangibles - Goodwill and Other (Topic 350): Simplifying the Test for Goodwill Impairment.” ASU 2017-04 simplifies the subsequent measurement of goodwill by eliminating Step 2 from the goodwill impairment test. Under the amendments in this Update, an entity should recognize an impairment charge for the amount by which the carrying amount exceeds the reporting unit’s fair value; however, the loss recognized should not exceed the total amount of goodwill allocated to that reporting unit. This ASU is effective for an entity’s annual or any interim goodwill impairment tests in fiscal years beginning after December 15, 2019. The early adoption of ASU 2017-04 had no impact on the Company’s consolidated financial statements.

In March 2016, the FASB issued ASU 2016-09, “Compensation - Stock Compensation (Topic 718): Improvements to Employee Share-Based Payment Accounting.” ASU 2016-09 amends several aspects of the accounting for share-based payment transactions including the income tax consequences, classification of awards as either equity or liabilities and classification on the statement of cash flows. The Company adopted ASU 2016-09 effective January 1, 2017.

ASU 2016-09 requires prospective recognition of excess tax benefits and deficiencies resulting from stock-based compensation awards vesting and exercises to be recognized as a discrete income tax adjustment in the income statement. Previously, these amounts were recognized in Paid in capital. The Company had \$2 million excess tax benefit recorded during the year ended December 31, 2017. In addition, ASU 2016-09 requires excess tax benefits and deficiencies to be prospectively excluded from the assumed future proceeds in the calculation of diluted shares, resulting in an insignificant increase in diluted weighted average number of shares outstanding for the year ended December 31, 2017 and an immaterial impact on earnings per share.

ASU 2016-09 requires that excess tax benefits from share-based compensation awards be reported as operating activities in the Statements of Consolidated Cash Flows. Previously, this activity was included in financing activities on the Statements of Consolidated Cash Flows. As permitted, the Company has elected to apply this change prospectively.

ASU 2016-09 requires that employee taxes paid when an employer withholds shares for tax withholding purposes be reported as financing activities in the Statements of Consolidated Cash Flows on a retrospective basis. Previously, this activity was included in financing activities and, therefore, this resulted in no impact to the Statements of Consolidated Cash Flows.

The Company has elected to account for forfeitures as they occur to estimate the number of stock-based awards expected to vest as permitted by ASU 2016-09.

In July 2015, the FASB issued ASU-2015-11, “Inventory (Topic 330): Simplifying the Measurement of Inventory”. The amendments in this Update more closely align the measurement of inventory in GAAP with the measurement of inventory in International Financial Reporting Standards (IFRS). The Company adopted ASU 2015-11 effective January 1, 2017. Under ASU 2015-11, an entity should measure inventory within the scope of this Update at the lower of cost and net realizable value. Net realizable value is defined as the estimated selling prices in the ordinary course of business, less reasonably predictable costs of completion, disposal, and transportation. Subsequent measurement is unchanged for inventory measured using LIFO or the retail inventory method. The amendments in this Update are effective for fiscal years beginning after December 15, 2016 including interim periods within those fiscal years. The amendments in this Update have been applied prospectively and did not have an effect on Company’s consolidated financial statements for the year ended December 31, 2017.

#### *New Accounting Standards To Be Adopted*

In March 2017, the FASB issued ASU 2017-07, “Compensation – Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost,” which requires that an employer report the service cost component in the same line item or items as other compensation costs arising from services rendered by the pertinent employees during the period. The other components of net benefit cost are required to be presented in the income statement separately from the service cost component and outside a subtotal of income from operations, if one is presented. The guidance is effective for fiscal years beginning after December 15, 2017. Early adoption is permitted for any entity in any interim or annual period. If an entity early adopts the amendment in an interim period, any adjustments should be reflected as of the beginning of the fiscal year that includes that interim period as well as the nature and reason for the change in accounting principle. The Company is currently evaluating what impact, if any, its adoption will have to the presentation of the Company’s consolidated financial statements.

In November 2016, the FASB issued ASU 2016-18, “Statement of Cash Flows (Topic 230): Restricted Cash.” The amendments in this Update require that a statement of cash flows explain the change during the period in the total of cash, cash equivalents, and amounts generally described as restricted cash or restricted cash equivalents. This ASU is effective for annual reporting periods beginning after December 15, 2017, including interim periods within the annual reporting period. Early adoption is permitted for any entity in any interim or annual period. If an entity early adopts the amendments in an interim period, any adjustments should be reflected as of the beginning of the fiscal year that includes that interim period. The amendments in this Update should be applied using a retrospective transition method to each period presented. The Company is currently evaluating what impact, if any, its adoption will have to the presentation of the Company’s consolidated financial statements.

In October 2016, the FASB issued ASU 2016-16, “Income Taxes (Topic 740): Intra-Entity Transfers of Assets Other Than Inventory.” ASU 2016-16 modifies the recognition of income tax expense resulting from intra-entity transfers of assets other than inventory. Pursuant to this amendment, entities should recognize the income tax consequences of an intra-entity transfer of an asset other than inventory when the transfer occurs. This amendment eliminates the exception for an intra-entity transfers of assets other

than inventory. This ASU is effective for annual reporting periods beginning after December 15, 2017, including interim periods within the annual reporting period. Early adoption is permitted for any entity in any interim or annual period. If an entity early adopts the amendments in an interim period, any adjustments should be reflected as of the beginning of the fiscal year that includes that interim period. The Company is currently evaluating what impact, if any, its adoption will have to the presentation of the Company's consolidated financial statements.

In February 2016, the FASB issued ASU 2016-02, "Leases (Topic 842)." The amendments in this Update require the recognition of assets and liabilities arising from lease transactions on the balance sheet and the disclosure of key information about leasing arrangements. Accordingly, a lessee will recognize a lease asset for its right to use the underlying asset and a lease liability for the corresponding lease obligation. Both the asset and liability will initially be measured at the present value of the future minimum lease payments over the lease term. Subsequent measurement, including the presentation of expenses and cash flows, will depend on the classification of the lease as either a finance or an operating lease. Initial costs directly attributable to negotiating and arranging the lease will be included in the asset. For leases with a term of 12 months or less, a lessee can make an accounting policy election by class of underlying asset to not recognize an asset and corresponding liability. Lessees will also be required to provide additional qualitative and quantitative disclosures regarding the amount, timing and uncertainty of cash flows arising from leases. These disclosures are intended to supplement the amounts recorded in the financial statements and provide additional information about the nature of an organization's leasing activities. The amendments in this Update are effective for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2018, with early adoption permitted. The Company is currently evaluating what impact, if any, its adoption will have to the presentation of the Company's consolidated financial statements.

In May 2014, the FASB issued ASU No. 2014-09, "Revenue from Contracts with Customers (Topic 606)," or ASU 2014-09. ASU 2014-09 requires an entity to recognize revenue in a manner that depicts the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. To achieve that core principle, the amendment provides five steps that an entity should apply when recognizing revenue. The amendment also specifies the accounting of some costs to obtain or fulfill a contract with a customer and expands the disclosure requirements around contracts with customers. An entity can either adopt this amendment retrospectively to each prior reporting period presented or retrospectively with cumulative effect of initially applying the update recognized at the date of initial application. In August 2015, the FASB issued ASU No. 2015-14 deferring the effective date of the amendment to annual reporting periods beginning after December 15, 2017, including interim periods therein.

The Company developed and executed on an implementation plan to meet the January 1, 2018 adoption date. The Company established a cross-functional implementation team to analyze the impact of the standard on revenue contracts, which included scoping its revenue streams and reviewing contracts in order to compare historical accounting policies and practices to the new revenue standards. In addition, the Company implemented changes to processes and controls to meet the standard's reporting and disclosure requirements. The Company adopted ASU 2014-09 as of January 1, 2018 using the modified retrospective transition method applied to contracts that were not yet completed at that date. The adoption will not have a material impact on the Company's consolidated financial statements, other than additional disclosures.

## Note B - Other Financial Statement Information

### *Inventories – net*

	December 31	
	2017	2016
Raw materials	\$ 42,712	\$ 37,535
Work-in-process	9,609	9,057
Finished products	33,780	35,629
	86,101	82,221
Excess of current cost over LIFO cost	(2,991)	(2,784)
Noncurrent portion of inventory	(5,224)	(4,953)
	<u>\$ 77,886</u>	<u>\$ 74,484</u>

Costs for inventories of certain material are determined using the LIFO method and totaled approximately \$25.1 million and \$28.6 million at December 31, 2017 and 2016, respectively.

### *Property and equipment – net*

Major classes of property, plant and equipment are as follows:

	December 31	
	2017	2016
Land and improvements	\$ 13,141	\$ 12,584
Buildings and improvements	75,941	72,662
Machinery, equipment and aircraft	166,999	158,078
Construction in progress	<u>5,124</u>	<u>3,877</u>
	261,205	247,201
Less accumulated depreciation	(152,607)	(142,097)
	<u>\$ 108,598</u>	<u>\$ 105,104</u>

Depreciation of property and equipment was \$11.8 million in 2017, \$10.8 million in 2016 and \$10.3 million in 2015. Machinery, equipment and aircraft includes \$.2 million of capital leases at both years ended December 31, 2017 and 2016.

### *Legal proceedings*

The Company and its subsidiaries Helix Uniformed Ltd. (“Helix”) and Preformed Line Products (Canada) Limited (“PLPC Canada”), were each named, jointly and severally, with each of SNC-Lavalin ATP, Inc. (“SNC ATP”), HD Supply Canada Inc., by its trade names HD Supply Power Solutions and HD Supply Utilities (“HD Supply”), and Anixter Power Solutions Canada Inc. (the corporate successor to HD Supply, “Anixter” and, together with the Company, PLPC Canada, Helix, SNC ATP and HD Supply, the “Defendants”) in a complaint filed by Altalink, L.P. (the “Plaintiff”) in the Court of Queen’s Bench of Alberta in Alberta, Canada in November 2016 (the “Complaint”).

The Complaint states that Plaintiff engaged SNC ATP to design, engineer, procure and construct numerous power distribution and transmission facilities in Alberta (the “Projects”) and that through SNC ATP and HD Supply (now Anixter), spacer dampers manufactured by Helix were procured and installed in the Projects. The Complaint alleges that the spacer dampers have and may continue to become loose, open and detach from the conductors, resulting in damage and potential injury and a failure to perform the intended function of providing spacing and damping to the Project. The Plaintiffs are seeking an estimated \$56 million in damages jointly and severally from the Defendants, representing the costs of monitoring and replacing the spacer dampers and remediating property damage, due to alleged defects in the design and construction of, and supply of materials for, the Projects by SNC ATP and HD Supply/Anixter and in the design of the spacer dampers by Helix.

The Company believes the claims against it are without merit and intends to vigorously defend against such claims. However, the Company is unable to predict the outcome of this case and, if determined adversely to the Company, it could have a material effect on the Company’s financial results.

From time to time, the Company may be subject to litigation incidental to its business. The Company is not a party to any other pending legal proceedings that the Company believes would, individually or in the aggregate, have a material adverse effect on its financial condition, results of operations or cash flows.

### **Note C - Pension Plans**

PLP-USA hourly employees of the Company who meet specific requirements as to age and length and date of service are covered by a defined benefit pension plan (“Plan”). On December 12, 2012, the Company approved a freeze on further benefit accruals under the Plan and notified the participants of the freeze on December 19, 2012. Beginning February 1, 2013, participants ceased earning additional benefits under the Plan and no new participants entered the Plan. The Company uses a December 31 measurement date for its Plan.

Net periodic pension cost for the Plan consists of the following components for the year ended December 31:

	<u>2017</u>	<u>2016</u>	<u>2015</u>
Service cost	\$ 255	\$ 203	\$ 189
Interest cost	1,456	1,465	1,436
Expected return on plan assets	(1,903)	(1,824)	(1,849)
Recognized net actuarial loss	468	522	583
Net periodic pension cost	<u>\$ 276</u>	<u>\$ 366</u>	<u>\$ 359</u>

The following tables set forth benefit obligations, plan assets and the accrued benefit cost of the Plan at December 31:

	<u>2017</u>	<u>2016</u>
Projected benefit obligation at beginning of the year	\$ 34,858	\$ 34,763
Service cost	255	203
Interest cost	1,456	1,465
Actuarial (gain) loss	2,215	(516)
Benefits paid	<u>(2,753)</u>	<u>(1,057)</u>
Projected benefit obligation at end of year	<u>\$ 36,031</u>	<u>\$ 34,858</u>
Fair value of plan assets at beginning of the year	\$ 24,435	\$ 23,136
Actual return on plan assets	3,460	1,365
Employer contributions	225	991
Benefits paid	<u>(2,753)</u>	<u>(1,057)</u>
Fair value of plan assets at end of the year	<u>\$ 25,367</u>	<u>\$ 24,435</u>
Unfunded pension obligation	<u>\$ 10,664</u>	<u>\$ 10,423</u>

In accordance with ASC 715-20, the Company recognizes the underfunded status of the Plan as a liability. The amount recognized in Accumulated other comprehensive loss related to the Plan at December 31 is comprised of the following:

	<u>2017</u>	<u>2016</u>
Balance at January 1	\$ (5,855)	\$ (6,216)
Reclassification adjustments:		
Pre-tax amortized net actuarial loss	468	522
Tax provision	(199)	(196)
	269	326
Adjustment to recognize gain (loss) on unfunded pension obligations:		
Pre-tax (loss) gain	(657)	56
Tax provision	247	(21)
	<u>(410)</u>	<u>35</u>
Balance at December 31	<u>\$ (5,997)</u>	<u>\$ (5,855)</u>

The pre-tax unfunded pension obligation loss of \$.7 million included a loss of \$2.8 million due to a .5% reduction in the discount rate to 3.75%, partially offset by a gain of \$.3 million associated with the industry updates to the mortality table used, a gain of \$.2 million due to demographic changes and a gain of \$1.6 million resulting from asset performance in excess of the 8.0% rate of return assumption. The estimated net loss for the Plan that will be amortized from Accumulated other comprehensive income into periodic benefit cost for 2018 is \$.2 million. There is no prior service cost to be amortized in the future.

The Plan had accumulated benefit obligations in excess of Plan assets as follows:

	<u>2017</u>	<u>2016</u>
Accumulated benefit obligation	\$ 36,030	\$ 34,858
Fair market value of assets	25,367	24,435
	<u>2017</u>	<u>2016</u>
Discount rate	3.75%	4.25%
Rate of compensation increase	n/a	n/a

Weighted-average assumptions used to determine net periodic benefit cost for the year ended December 31 are as follows:

	<u>2017</u>	<u>2016</u>	<u>2015</u>
Discount rate	4.25%	4.25%	4.00%
Rate of compensation increase	n/a	n/a	n/a
Expected long-term return on plan assets	8.00	8.00	8.00

The net periodic pension cost for 2017 was based on a long-term asset rate-of-return of 8.0%. This rate is based upon management's estimate of future long-term rates of return on similar assets and is consistent with historical returns on such assets. Using the Plan's current mix of assets and based on the average historical returns and expected future returns for such mix, an expected long-term rate-of-return of 8.0% is justified.

At December 31, 2017 and 2016, the fair value of the Plan assets included inputs in Level 1: Quoted market prices in active markets for identical assets or liabilities and Level 2: Observable market based inputs or unobservable inputs that are corroborated by market data. The fair value of the Plan assets as of December 31, 2017 and 2016, by category, are as follows:

Asset Category	<u>At December 31, 2017</u>			
	<u>Total Assets at Fair Value</u>	<u>Quoted Prices in Active Markets for Identical Assets (Level 1)</u>	<u>Significant Observable Inputs (Level 2)</u>	<u>Significant Unobservable Inputs (Level 3)</u>
Cash	\$ 453	\$ 453	\$ 0	\$ 0
Equity Securities	16,667	16,667	0	0
U.S. Treasury Bonds	3,517	3,517	0	0
Corporate Bonds	4,730	0	4,730	0
Total	<u>\$ 25,367</u>	<u>\$ 20,637</u>	<u>\$ 4,730</u>	<u>\$ 0</u>

Asset Category	<u>At December 31, 2016</u>			
	<u>Total Assets at Fair Value</u>	<u>Quoted Prices in Active Markets for Identical Assets (Level 1)</u>	<u>Significant Observable Inputs (Level 2)</u>	<u>Significant Unobservable Inputs (Level 3)</u>
Cash	\$ 1,042	\$ 1,042	\$ 0	\$ 0
Equity Securities	14,814	14,814	0	0
U.S. Treasury Bonds	3,893	3,893	0	0
Corporate Bonds	4,686	0	4,686	0
Total	<u>\$ 24,435</u>	<u>\$ 19,749</u>	<u>\$ 4,686</u>	<u>\$ 0</u>

The Plan weighted-average asset allocations at December 31, 2017 and 2016, by asset category, are as follows:

<u>Asset category</u>	<u>Plan assets at December 31</u>	
	<u>2017</u>	<u>2016</u>
Equity securities	66 %	61 %
Debt securities	32	35
Cash and equivalents	<u>2</u>	<u>4</u>
	<u>100 %</u>	<u>100 %</u>

Management seeks to maximize the long-term total return of financial assets consistent with the fiduciary standards of ERISA. The ability to achieve these returns is dependent upon the need to accept moderate risk to achieve long-term capital appreciation.

In recognition of the expected returns and volatility from financial assets, Plan assets are invested in the following ranges with the target allocation noted:

	<b>Range</b>	<b>Target</b>
Equities	30-80%	60%
Fixed Income	20-70%	40%
Cash Equivalents	0-10%	

Investment in these markets is projected to provide performance consistent with expected long-term returns with appropriate diversification.

The Company's policy is to fund amounts deductible for federal income tax purposes. The Company does not expect to contribute to the Plan in 2018.

The benefits expected to be paid out of the Plan assets in each of the next five years and the aggregate benefits expected to be paid for the subsequent five years are as follows:

<u>Year</u>	<u>Pension Benefits</u>
2018	\$ 1,011
2019	1,091
2020	1,167
2021	1,251
2022	1,368
2023-2027	8,269

The Company also provides retirement benefits through various defined contribution plans including PLP-USA's Profit Sharing Plan. Expense for these defined contribution plans was \$5.1 million in 2017, \$5.8 million in 2016 and \$5.5 million in 2015.

Further, the Company also provides retirement benefits through the Supplemental Profit Sharing Plan. To the extent an employee's award under PLP-USA's Profit Sharing Plan exceeds the maximum allowable contribution permitted under existing tax laws, the excess is accrued for (but not funded) under a non-qualified Supplemental Profit Sharing Plan. The return under this Supplemental Profit Sharing Plan is calculated at a weighted average of the one-year Treasury Bill rate plus 1%. At December 31, 2017 and 2016, the interest rate for the Supplemental Profit Sharing Plan was 2.76% and 1.65%, respectively. Expense for the Supplemental Profit Sharing Plan was \$.5 million for 2017, \$.5 million for 2016 and \$.3 million for 2015. The Supplemental Profit Sharing Plan unfunded status as for each of the years ended December 31, 2017 and 2016 was \$4.8 million and \$4.3 million, respectively, and is included in Other noncurrent liabilities.



## Note D – Accumulated Other Comprehensive Income (“AOCI”)

The following tables set forth the total changes in AOCI by component, net of tax:

	Year Ended December 31, 2017			Year Ended December 31, 2016		
	Unrecognized Benefit Cost	Cumulative Translation Adjustment	Total	Unrecognized Benefit Cost	Cumulative Translation Adjustment	Total
Balance at January 1	\$ (5,874)	\$ (51,495)	\$ (57,369)	\$ (6,235)	\$ (47,916)	\$ (54,151)
Other comprehensive income before reclassifications:						
Gain (loss) on foreign currency translation adjustment	0	10,070	10,070	0	(3,579)	(3,579)
Gain (loss) on unfunded pension obligations	(410)	0	(410)	35	0	35
Amounts reclassified from AOCI:						
Amortization of defined benefit pension actuarial loss (a)	269	0	269	326	0	326
Net current period other comprehensive income (loss)	(141)	10,070	9,929	361	(3,579)	(3,218)
Balance at December 31	<u>\$ (6,014)</u>	<u>\$ (41,425)</u>	<u>\$ (47,440)</u>	<u>\$ (5,874)</u>	<u>\$ (51,495)</u>	<u>\$ (57,369)</u>

(a) This AOCI component is included in the computation of net periodic pension costs as noted in Note C – Pension Plans.

## Note E - Debt and Credit Arrangements

	December 31	
	2017	2016
<b>Short-term debt</b>		
Secured notes		
Thailand Bhat denominated at 3.95%	864	1,315
Current portion of long-term debt	<u>1,448</u>	<u>1,448</u>
Total short-term debt	<u>2,312</u>	<u>2,763</u>
<b>Long-term debt</b>		
USD denominated at 2.69%, due 2019	23,133	29,429
USD denominated at 2.71%, due 2026	12,433	13,881
Brazilian real denominated at 4.60% due 2022	286	0
Australian dollar denominated at 2.83%, due 2019	194	1,081
Total long-term debt	36,046	44,391
Less current portion	<u>(1,448)</u>	<u>(1,448)</u>
Total long-term debt, less current portion	<u>34,598</u>	<u>42,943</u>
Total debt	<u>\$ 36,910</u>	<u>\$ 45,706</u>

On June 27, 2016, the Company borrowed \$14.5 million at a fixed rate of 2.71%, due July 1, 2026 to finance the purchase of a Company aircraft. The loan is secured by the purchased aircraft. In August 2016, the Company increased its borrowing capacity on its existing line of credit from \$50 million to \$65 million and extended the term to June 30, 2019. All other terms remained the same, including the interest rate of LIBOR plus 1.125%, unless its funded debt to Earnings before Interest, Taxes and Depreciation ratio exceeds 2.25 to 1, then the LIBOR spread becomes 1.500%. The PLP-USA line of credit provides for \$5.0 million to be available to the Company’s subsidiaries. At December 31, 2017, the Company’s Australian subsidiary had borrowed \$.3 million Australian dollars at a rate of 1.125% plus the Australian Bank Bill Swap Bid Rate with a term expiring June 30, 2019. At December 31, 2017, the interest rate on the Australian line of credit agreement was 2.83%. There was \$41.5 million available at December 31, 2017 under the line of credit net of long-term outstanding letters of credit. The line of credit agreement contains, among other provisions, requirements for maintaining levels of net worth and profitability. At both December 31, 2017 and 2016, the Company was in compliance with all covenants.

Aggregate maturities of long-term debt during the next five years are as follows: \$1.4 million for 2018, \$24.8 million for 2019, \$1.5 million for 2020, \$1.5 million for 2021 and \$6.8 million thereafter.

Interest paid was \$1.0 million in 2017, \$.7 million in 2016 and \$.5 million in 2015.

#### *Guarantees and Letters of Credit*

The Company has provided financial guarantees for uncompleted work and financial commitments. The terms of these guarantees vary with end dates ranging from the current year through the completion of such transactions. The guarantees would typically be triggered in the event of nonperformance. As of December 31, 2017, the Company had total outstanding guarantees of \$5.4 million. Additionally, certain domestic and foreign customers require the Company to issue letters of credit or performance bonds as a condition of placing an order. As of December 31, 2017, the Company had total outstanding letters of credit of \$.8 million.

#### **Note F - Leases**

The Company has commitments under operating leases primarily for office and manufacturing space, transportation equipment, office equipment and computer equipment. Rental expense was \$2.6 million in 2017, \$2.1 million in 2016 and \$3.4 million in 2015. Future minimum rental commitments having non-cancelable terms exceeding one year are \$2.0 million in 2018, \$1.8 million in 2019, \$1.5 million in 2020, \$1.3 million in both 2021 and 2022, and an aggregate \$7.2 million thereafter. The total minimum sublease rentals to be received through 2023 under noncancelable subleases as of December 31, 2017 was \$4.3 million.

The Company has commitments under capital leases for equipment and vehicles. Amounts recognized as capital lease obligations are reported in Accrued expense and other liabilities and Other noncurrent liabilities in the Consolidated Balance Sheets. Future minimum rental commitments for capital leases are less than \$.1 million for each of the years ended December 31, 2018, 2019, 2020 and 2021 and the related imputed interest for the capital leases in each of these years is less than \$.1 million. Future minimum rental commitment and imputed interest for capital leases in 2022 is \$0. Leased property and equipment under capital leases are amortized using the straight-line method over the term of the lease. Routine maintenance, repairs and replacements are expensed as incurred.

#### **Note G - Income Taxes**

The company recorded net tax provisions of \$13.2 million, \$5.7 million, and \$5.0 million for the years ending December 31, 2017, 2016, and 2015, respectively. Cash taxes paid net of refunds were \$3.4 million in 2017, \$6.9 million in 2016 and \$12.3 million in 2015.

As described in Note A, effective January 1, 2017, the Company adopted the new guidance from ASU 2016-09 and has recorded excess tax benefits or tax deficiencies from stock-based compensation in the Statements of Consolidated Income within the provision for income taxes rather than in the Consolidated Balance Sheets within paid-in capital. The Company had \$.2 million in excess tax benefits during the year ended December 31, 2017.

On December 22, 2017, the U.S. government enacted comprehensive tax legislation commonly referred to as the Tax Cuts and Jobs Act (the "Tax Act"). The Tax Act makes broad and complex changes to the U.S. tax code that affected 2017, including, but not limited to, requiring a one-time transition tax on certain unrepatriated earnings of foreign subsidiaries that is payable over eight years.

The Tax Act also establishes new tax laws that will affect 2018, including but not limited to, (1) reduction of the U.S. federal statutory rate from 35% to 21%; (2) the creation of the base erosion anti-abuse tax (BEAT), a new minimum tax; (3) a general elimination of U.S. federal income taxes on dividends from foreign subsidiaries; (4) a new provision, Global Intangible Low-Taxed Income (GILTI), which ends deferral of taxation on a significant portion of foreign earnings; (5) a new limitation on deductible interest expense; (6) the repeal of the domestic production activity deduction; (7) limitations on the deductibility of certain executive compensation; and (8) limitations on the use of FTCs to reduce the U.S. income tax liability.

The SEC staff issued Standard Accounting Bulletin ("SAB") 118, which provides guidance on accounting for the tax effects of the Tax Act. SAB 118 provides a measurement period that should not extend beyond one year from the Tax Act enactment date for companies to complete the accounting under ASC 740. In accordance with SAB 118, a company must reflect the income tax effects of those aspects of the Tax Act for which the accounting under ASC 740 is complete. To the extent that a company's accounting for certain income tax effects of the Tax Act is incomplete but it is able to determine a reasonable estimate, it must record a provisional estimate to be included in the financial statements. If a company cannot determine a provisional estimate to be included in the financial statements, it should continue to apply ASC 740 on the basis of the provisions of the tax laws that were in effect immediately before the enactment of the Tax Act.

Our accounting for the following elements of the Tax Act is incomplete. However, the Company was able to make reasonable estimates of certain effects and, therefore, recorded provisional adjustments as follows:

1. The Tax Act reduces the corporate tax rate from 35% to 21%, effective January 1, 2018. For certain of its deferred tax assets and deferred tax liabilities, the Company has recorded a provisional decrease of \$6.1 million and \$2.9 million, respectively, with a corresponding net adjustment to deferred income tax expense of \$3.2 million for the year ended December 31, 2017. While the Company was able to make a reasonable estimate of the impact of the reduction in the corporate rate, it may be affected by other analyses related to the Tax Act, including but not limited to, its calculation of deemed repatriation of deferred foreign income and the state tax effect of adjustments made to federal temporary differences.
2. The Deemed Repatriation Transition Tax (Transition Tax) is a tax on previously untaxed accumulated and current earnings and profits (E&P) of the relevant subsidiaries, as well as the amount of non-U.S. income taxes paid on such earnings. The Company was able to make a reasonable estimate of the Transition Tax and recorded a provisional Transition Tax expense of \$3.8 million, of which \$2.6 million affects the tax rate. However, the Company is continuing to gather additional information to more precisely compute the amount of the Transition Tax.

Our accounting for the following elements of the Tax Act is incomplete, and no provisional amounts have been recorded with regard to the following:

1. The Company has not made sufficient progress on the effects of the 2018 limitations on the deductibility of certain executive compensation on its related deferred tax balances. The Company continues to apply ASC 740 based on the provisions of the tax laws that were in effect immediately prior to the Tax Act being enacted.
2. The Tax Act subjects a US shareholder to tax on global intangible low taxed income (GILTI) earned by certain foreign subsidiaries. The FASB Staff Q&A, Topic 740, No. 5, Accounting for Global Intangible Low-Taxed Income states that an entity can make an accounting policy election to either recognize deferred taxes on temporary basis differences expected to reverse as GILTI in the future years or provide for the tax expense related to GILTI in the year the tax is incurred. Given the complexity of the GILTI provisions, the Company is still evaluating the effects of the GILTI provisions and has not yet determined its accounting policy. At December 31, 2017, because the Company is still evaluating the GILTI provisions and its analysis of the future taxable income that is subject to GILTI, the Company is unable to make a reasonable estimate and has not reflected any adjustments related to GILTI in its financial statements.
3. Since the Company has not yet completed all the computations necessary or completed an inventory of our 2017 expenditures that qualify for immediate expensing, the Company has not recorded a provisional benefit.

Income before income taxes was derived from the following sources:

	<u>2017</u>	<u>2016</u>	<u>2015</u>
United States	\$ 4,774	\$ 3,501	\$ 4,421
Foreign	21,032	17,452	7,285
	<u>\$ 25,806</u>	<u>\$ 20,953</u>	<u>\$ 11,706</u>

The components of income taxes for the year ended December 31 are as follows:

	<u>2017</u>	<u>2016</u>	<u>2015</u>
Current			
Federal	\$ 4,592	\$ (1,698)	\$ 2,679
Foreign	5,998	5,115	2,951
State and local	126	32	345
	10,716	3,449	5,975
Deferred			
Federal	2,316	2,986	(611)
Foreign	12	(914)	(309)
State and local	108	177	(24)
	2,436	2,249	(944)
Income taxes	<u>\$ 13,152</u>	<u>\$ 5,698</u>	<u>\$ 5,031</u>

The differences between the provision for income taxes at the U.S. federal statutory rate and the tax shown in the Statements of Consolidated Income for the year ended December 31 are summarized as follows:

	2017	2016	2015
U. S. federal statutory tax rate	35%	35%	35%
Federal tax at statutory rate	\$ 9,033	\$ 7,334	\$ 4,097
State and local taxes, net of federal benefit	82	20	89
U.S. federal permanent items	(60)	400	251
Domestic production activities deduction	(116)	0	(321)
Foreign earnings and related tax credits	0	716	700
Tax act - transition tax	2,592	0	0
Non-U.S. tax rate variances	(1,491)	(1,484)	(685)
Unrecognized tax benefits	0	(195)	(768)
Valuation allowance	88	(414)	1,754
Tax credits	(255)	(252)	(212)
Tax Act - remeasurement of deferreds	3,161	0	0
Other, net	118	(427)	126
	<u>\$ 13,152</u>	<u>\$ 5,698</u>	<u>\$ 5,031</u>

Deferred tax assets and liabilities are recognized for the expected future tax consequences of temporary differences between the tax basis of assets and liabilities and their carrying value for financial statement purposes. The tax effects of temporary differences that give rise to the Company's deferred tax assets and liabilities at December 31 are as follows:

	2017	2016
Deferred tax assets:		
Accrued compensation and benefits	\$ 1,093	\$ 1,250
Inventory valuation reserves	2,332	3,422
Allowance for doubtful accounts	360	471
Benefit plan reserves	7,981	11,130
Net operating loss carryforwards	3,402	3,358
Other accrued expenses	2,489	2,445
Unrealized foreign exchange	1,462	2,812
Gross deferred tax assets	19,119	24,888
Valuation allowance	(3,965)	(3,805)
Net deferred tax assets	<u>15,154</u>	<u>21,083</u>
Deferred tax liabilities:		
Depreciation and other basis differences	(6,313)	(8,341)
Intangibles	(2,706)	(2,887)
Undistributed foreign earnings	(426)	(1,642)
Other	(25)	(83)
Deferred tax liabilities	<u>(9,470)</u>	<u>(12,953)</u>
Net deferred tax assets	<u>\$ 5,684</u>	<u>\$ 8,130</u>

	2017	2016
Change in net deferred tax assets:		
Deferred income tax expense		
Ordinary movement	\$ (473)	\$ (2,249)
Tax act - transition tax	1,198	0
Tax impact deferred rate	(3,161)	0
Items of other comprehensive income (loss)	48	(48)
Currency translation	(58)	191
Total change in net deferred tax assets	<u>\$ (2,446)</u>	<u>\$ (2,106)</u>

Deferred taxes are recorded at a rate at which such items are expected to reverse based on currently enacted tax rates for temporary differences between the financial reporting and income tax basis of assets and liabilities and operating loss and tax credit carryforwards.

At December 31, 2017, the Company had \$11.3 million of foreign net operating loss carryforwards of which \$10.0 million have an indefinite carryforward and \$1.0 million will expire between the years 2024 and 2027.

The Company assesses the available positive and negative evidence to determine if it is more likely than not sufficient future taxable income will be generated to utilize the existing deferred tax assets by jurisdiction. Based on this evaluation, the Company has established a valuation allowance of \$4.0 million at December 31, 2017 in order to measure only the portion of the deferred tax asset that is more likely than not to be realized. The net increase in the valuation allowance during the year was \$.2 million, all of which impacts the income tax provision.

The Company previously considered the majority of the earnings in our non-U.S. subsidiaries to be permanently reinvested and accordingly did not record any associated deferred income taxes on such earnings. Since the Tax Act includes a mandatory one-time tax on certain accumulated earnings of foreign subsidiaries, these previously unremitted earnings for which no U.S. deferred tax liability had been accrued have now been subject to U.S. tax. Notwithstanding the U.S. taxation of these amounts, the Company intends to continue to invest most or all of these earnings, as well as our capital in these subsidiaries, indefinitely outside of the U.S. and do not expect to incur any significant, additional taxes related to such amounts.

The Company is subject to taxation in the U.S. and various state and foreign jurisdictions. As of December 31, 2017, with few exceptions, the Company is no longer subject to U.S. federal examinations by tax authorities for years before 2014 and state, local or foreign examinations by tax authorities for years before 2011.

The following is a tabular reconciliation of the total amounts of unrecognized tax benefits, excluding interest and penalties, for the year ended December 31:

	2017	2016	2015
Balance at January 1	\$ 0	\$ 178	\$ 794
Additions for tax positions of prior years	0	0	0
Reductions for tax positions of prior years	0	0	(616)
Expiration of statutes of limitations	0	(178)	0
Balance at December 31	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ 178</u>

The Company records accrued interest as well as penalties related to unrecognized tax benefits as part of the provision for income taxes. The Company recognized less than \$.1 million, net of the amount reversed due to expiring statutes, during each of the years ended December 31, 2017, 2016 and 2015. During the year ended December 31, 2017, the Company had no activity with regard to unrecognized tax. The Company had approximately \$0, \$0, and less than \$.1 million accrued for the payment of interest for the years ended December 31, 2017, 2016 and 2015, respectively. The Company had approximately \$0 accrued for the payment of penalties for each of the years ended December 31, 2017, 2016 and 2015, respectively. If recognized, approximately \$0, \$0 and \$.2 million of unrecognized tax benefits would affect the tax rate for the year ended December 31, 2017, 2016 and 2015, respectively. The Company does not anticipate a change in the unrecognized tax benefits within the next twelve months.

## Note H – Share-Based Compensation

### *The 1999 Stock Option Plan*

Activity in the Company's 1999 Stock Option Plan for the year ended December 31, 2017 was as follows:

	Number of Shares	Weighted Average Exercise Price per Share	Weighted Average Remaining Contractual Term (Years)	Aggregate Intrinsic Value
Outstanding at January 1, 2017	5,550	\$ 48.35		
Exercised	(4,800)	\$ 49.79		
Forfeited	0	\$ 0.00		
Outstanding (exercisable and vested) at December 31, 2017	<u>750</u>	\$ 39.10	1.8	\$ 24

There were 4,800, 6,450 and 0 in stock options exercised during the years ended December 31, 2017, 2016 and 2015, respectively. The total intrinsic value of stock options exercised during each of the years ended December 31, 2017, 2016 and 2015 was approximately \$.1 million. Cash received for the exercise of stock options during both 2017 and 2016 was \$.2 million.

The Company recorded no compensation expense related to these stock options for the years ended December 31, 2017, 2016 and 2015, as all options were fully vested as of December 31, 2012.

#### *Long Term Incentive Plan of 2008 and 2016 Incentive Plan*

The Company maintains an equity award program to give the Company a competitive advantage in attracting, retaining, and motivating officers, employees and directors and to provide an incentive to those individuals to increase shareholder value through long-term incentives directly linked to the Company's performance. Under the Preformed Line Products Company Long Term Incentive Plan of 2008 (the "LTIP"), certain employees, officers, and directors were eligible to receive awards of options, restricted shares and restricted share units (RSUs). The total number of Company common shares reserved for awards under the LTIP was 900,000, of which 800,000 common shares were reserved for RSUs and 100,000 common shares were reserved for share options. The Preformed Line Products Company 2016 Incentive Plan (the "Incentive Plan") was put in place upon approval by the Company's Shareholders at the 2016 Annual Meeting of Shareholders on May 10, 2016. No further awards will be made under the LTIP and previously granted awards remain outstanding in accordance with their terms. Under the Incentive Plan, certain employees, officers, and directors will be eligible to receive awards of options, restricted shares and RSUs. The total number of Company common shares reserved for awards under the Incentive Plan is 1,000,000 of which 900,000 common shares have been reserved for restricted share awards and 100,000 common shares have been reserved for share options. As of December 31, 2017, 5,000 options and 90,807 restricted shares have been granted under the Incentive Plan. The Incentive Plan expires on May 10, 2026.

#### Restricted Share Units

For the regular annual grants, a portion of the RSUs is subject to time-based cliff vesting and a portion is subject to vesting based upon the Company's performance over a set period for all participants except the CEO. All of the CEO's regular annual RSUs are subject to vesting based upon the Company's performance over a set-year period.

The RSUs are offered at no cost to the employees, however, the participant must remain employed with the Company until the restrictions on the RSUs lapse. The fair value of RSUs is based on the market price of a common share on the grant date. Dividends declared are accrued in cash.

A summary of the RSUs for the year ended December 31, 2017 is as follows:

	Restricted Share Awards			Weighted-Average Grant-Date Fair Value
	Performance and Service Required	Service Required	Total Restricted Awards	
Nonvested as of January 1, 2017	130,168	15,974	146,142	\$ 38.46
Granted	80,247	10,560	90,807	54.60
Vested	0	(5,859)	(5,859)	45.85
Forfeited	(9,843)	(2,461)	(12,304)	46.86
Nonvested as of December 31, 2017	<u>200,572</u>	<u>18,214</u>	<u>218,786</u>	<u>\$ 52.68</u>

For time-based RSUs, the Company recognizes stock-based compensation expense on a straight-line basis over the requisite service period of the award in General and administrative expense in the accompanying Statements of Consolidated Income. Compensation expense related to the time-based RSUs for the years ended December 31, 2017, 2016 and 2015 was \$.4 million, \$.3 million and \$.3 million annually for each year. As of December 31, 2017, there was \$.4 million of total unrecognized compensation cost related to time-based RSUs that is expected to be recognized over the weighted-average remaining period of approximately 1.8 years.

For the performance-based RSUs, the number of RSUs in which the participants will vest depends on the Company's level of performance measured by growth in pre-tax income and sales growth over a requisite performance period. Depending on the extent to which the performance criteria are satisfied under the LTIP, the participants are eligible to earn common shares over the vesting period. Performance-based compensation expense for the years ended December 31, 2017 and 2016 was \$2.7 million and \$.9 million, respectively, compared to a reduction of compensation expense of \$1.0 million for the year ended December 31, 2015. The reduction of performance-based compensation expense during 2015 reflected a reduction in performance-based compensation expense on the 2013 and 2014 performance-based RSU grants due to lower results for growth in pre-tax income and sales. The performance and

time-based RSUs forfeited in 2017 are those from the 2015 and 2016 grants due to the retirement of the Company's Chief Financial Officer in May 2017 along with the portion of the 2015 grant for which pre-tax income and sales growth performance were not achieved. The Company forfeited 47,832 RSUs granted during 2013 upon vesting of the remaining portion of such awards at December 31, 2015. The Company forfeited 40,676 RSUs granted during 2014 upon vesting of the remaining portion of such awards at December 31, 2016. As of December 31, 2017, the remaining performance-based RSUs compensation expense of \$3.7 million is expected to be recognized over a period of approximately 1.8 years.

In November 2015, a special, one-time grant of restricted stock was awarded to the CEO and other officers that fully vested on the issuance date of November 30, 2015, as a shorter-term reward for achievements not tied to the performance metrics. Compensation expense recorded for the restricted stock was \$.6 million.

The excess tax benefits from service and performance-based RSUs for the year ended December 31, 2017 was \$.2 million and less than \$.1 million for each of the years ended December 31, 2016 and 2015. This represents the reduction in income taxes otherwise payable during the period attributable to the actual gross tax benefits in excess of the expected tax benefits for restricted shares vested in the current period.

In the event of a Change in Control (as defined in the LTIP and Incentive Plan), vesting of the RSUs will be accelerated and all restrictions will lapse. Nonvested performance-based awards are based on a maximum target potential payout. Actual shares awarded at the end of the performance period may be less than the maximum potential payout level depending on achievement of performance-based award objectives.

To satisfy the vesting of its RSUs, the Company has reserved new shares from its authorized but unissued shares. Any additional granted awards will also be issued from the Company's authorized but unissued shares.

#### Deferred Compensation Plan

The Company maintains a trust, commonly referred to as a rabbi trust, in connection with the Company's deferred compensation plan. This plan allows for two deferrals. First, Directors make elective deferrals of Director fees payable and held in the rabbi trust. The deferred compensation plan allows the Directors to elect to receive Director fees in common shares of the Company at a later date instead of fees paid each quarter in cash. Second, this plan allows certain Company employees to defer restricted shares or RSUs for future distribution in the form of common shares. Assets of the rabbi trust are consolidated, and the value of the Company's stock held in the rabbi trust is classified in Shareholders' equity and generally accounted for in a manner similar to treasury stock. The Company recognizes the original amount of the deferred compensation (fair value of the deferred stock award at the date of grant) as the basis for recognition in common shares issued to the rabbi trust. Changes in the fair value of amounts owed to certain employees or Directors are not recognized as the Company's deferred compensation plan does not permit diversification and must be settled by the delivery of a fixed number of the Company's common shares. As of December 31, 2017, 289,026 LTIP shares have been deferred and are being held by the rabbi trust.

#### Share Option Awards

The LTIP permitted and now the Incentive Plan permits the grant of 100,000 options to buy common shares of the Company to certain employees at not less than fair market value of the shares on the date of grant. Options issued to date under the LTIP vest 50% after one year following the date of the grant, 75% after two years, and 100% after three years and expire from five to ten years from the date of grant. Shares issued as a result of stock option exercises will be funded with the issuance of new shares.

The Company utilizes the Black-Scholes option pricing model for estimating fair values of options. The Black-Scholes model requires assumptions regarding the volatility of the Company's stock, the expected life of the stock award and the Company's dividend yield. The Company utilizes historical data in determining these assumptions. The risk-free rate for periods within the contractual life of the option is based on the U.S. zero coupon Treasury yield in effect at the time of grant. Forfeitures have been estimated to be zero.

There were 5,000, 0 and 10,500 options granted for the years ended December 31, 2017, 2016 and 2015, respectively. The fair values for the stock options granted were estimated at the date of grant using the Black-Scholes option-pricing model with the following weighted-average assumptions:

	2017	2016	2015
Risk-free interest rate	2.0%	N/A	2.1%
Dividend yield	1.7%	N/A	1.6%
Expected life (years)	5	N/A	5
Expected volatility	36.8%	N/A	37.9%

Activity in the Company's LTIP for the year ended December 31, 2017 was as follows:

	Number of Shares	Weighted Average Exercise Price per Share	Weighted Average Remaining Contractual Term (Years)	Aggregate Intrinsic Value
Outstanding at January 1, 2017	52,750	\$ 54.54		
Granted	5,000	\$ 48.00		
Exercised	(28,500)	\$ 46.90		
Forfeited	0	\$ 0.00		
Outstanding (vested and expected to vest) at December 31, 2017	<u>29,250</u>	\$ 56.84	7.1	\$ 423
Exercisable at December 31, 2017	<u>21,625</u>	\$ 60.69	6.5	\$ 231

The weighted-average grant-date fair value of options granted during 2017 was \$48.00. There were 28,500, 500, and 0 stock options exercised during the years ended December 31, 2017, 2016 and 2015, respectively. The total intrinsic value of stock options exercised was \$.7 million and \$0 for the years ended December 31, 2017 and 2016, respectively. Cash received for the exercise of stock options during 2017 was \$1.5 million and less than \$.1 million in 2016.

For the years ended December 31, 2017, 2016 and 2015, the Company recorded compensation expense related to the stock options currently vested of \$.1 million, \$.2 million and \$.3 million, respectively. The total compensation cost related to nonvested awards not yet recognized at December 31, 2017 is expected to be \$.1 million over a weighted-average period of approximately 1.9 years.

The excess tax benefits from share-based awards for each of the years ended December 31, 2017, 2016 and 2015 was less than \$.1 million. This represents the reduction in income taxes otherwise payable during the period attributable to the actual gross tax benefits in excess of the expected tax benefits for options exercised in the current period.

#### Note I - Computation of Earnings Per Share

Basic earnings per share were computed by dividing net income by the weighted-average number of common shares outstanding for each respective period. Diluted earnings per share were calculated by dividing net income by the weighted-average of all potentially dilutive common shares that were outstanding during the years presented.



The calculation of basic and diluted earnings per share for the year ended December 31 was as follows:

	<u>2017</u>	<u>2016</u>	<u>2015</u>
<b>Numerator</b>			
Net income	<u>\$ 12,654</u>	<u>\$ 15,255</u>	<u>\$ 6,675</u>
<b>Denominator</b>			
Determination of shares (in thousands)			
Weighted-average common shares outstanding	5,102	5,166	5,350
Dilutive effect - share-based awards	31	12	16
Diluted weighted-average common shares outstanding	<u>5,133</u>	<u>5,178</u>	<u>5,366</u>
<b>Earnings per common share</b>			
Basic	<u>\$ 2.48</u>	<u>\$ 2.95</u>	<u>\$ 1.25</u>
Diluted	<u>\$ 2.47</u>	<u>\$ 2.95</u>	<u>\$ 1.24</u>

For the year ended December 31, 2017, 2016 and 2015, 13,000, 56,850 and 58,350 stock options, respectively, were excluded from the calculation of diluted earnings per share as the effect would have been anti-dilutive.

#### Note J - Goodwill and Other Intangibles

The Company's finite and indefinite-lived intangible assets consist of the following:

	<b>December 31, 2017</b>		<b>December 31, 2016</b>	
	<b>Gross Carrying Amount</b>	<b>Accumulated Amortization</b>	<b>Gross Carrying Amount</b>	<b>Accumulated Amortization</b>
<b>Finite-lived intangible assets</b>				
Patents	\$ 4,806	\$ (4,791)	\$ 4,816	\$ (4,799)
Land use rights	1,199	(201)	1,070	(180)
Trademark	1,770	(1,166)	1,725	(1,039)
Technology	3,149	(1,215)	3,057	(1,031)
Customer relationships	12,350	(5,881)	12,073	(5,217)
	<u>\$ 23,274</u>	<u>\$ (13,254)</u>	<u>\$ 22,741</u>	<u>\$ (12,266)</u>
<b>Indefinite-lived intangible assets</b>				
Goodwill	<u>\$ 16,544</u>		<u>\$ 15,769</u>	

The Company performs its annual impairment test for goodwill utilizing a combination of discounted cash flow methodology, market comparables and an overall market capitalization reasonableness test in computing fair value by reporting unit. The Company then compares the fair value of the reporting unit with its carrying value to assess if goodwill has been impaired. Based on the assumptions as to growth, discount rates and the weighting used for each respective valuation methodology, results of the valuations could be significantly different. The Company believes that the methodologies and weightings used are reasonable and result in appropriate fair values of the reporting units.

The Company performed its annual impairment test for goodwill as of October 1, 2017 and October 1, 2016 and determined that no adjustment to the carrying value was required.

	<u>USA</u>	<u>The Americas</u>	<u>EMEA</u>	<u>Asia-Pacific</u>	<u>Total</u>
Balance at January 1, 2016	\$ 3,078	\$ 3,918	\$ 1,301	\$ 7,524	\$ 15,821
Currency translation and other	0	99	(14)	(137)	(52)
Balance at December 31, 2016	3,078	4,017	1,287	7,387	15,769
Currency translation	0	275	208	292	775
Balance at December 31, 2017	<u>\$ 3,078</u>	<u>\$ 4,292</u>	<u>\$ 1,495</u>	<u>\$ 7,679</u>	<u>\$ 16,544</u>

The Company's only intangible asset with an indefinite life is goodwill. The Company's goodwill is not deductible for tax purposes.

The aggregate amortization expense for other intangibles with finite lives, ranging from 4 to 82 years, for the year ended December 31, 2017, 2016 and 2015 was \$1.0 million, \$1.0 million and \$1.2 million, respectively. Amortization expense is estimated to be \$1.0 million for 2018, \$1.0 million for 2019, \$.9 million for 2020, \$.9 million for 2021 and \$.9 million for 2022. The weighted-average remaining amortization period is approximately 16.8 years. The weighted-average remaining amortization period by intangible asset class; patents, 8 years; land use rights, 58.4 years; trademark, 9.1 years; technology, 13.9 years and customer relationships, 12.3 years.

#### Note K – Fair Value of Financial Assets and Liabilities

The carrying value of the Company's current financial instruments, which include cash and cash equivalents, accounts receivable, accounts payable, notes payable and short-term debt, approximates its fair value because of the short-term maturity of these instruments. At December 31, 2017, the fair value of the Company's long-term debt was estimated using discounted cash flows analysis, based on the Company's current incremental borrowing rates for similar types of borrowing arrangements that are considered to be Level 2 inputs. There have been no transfers in or out of Level 2 for the year ended December 31, 2017. Based on the analysis performed, the fair value and the carrying value of the Company's long-term debt are as follows:

	December 31, 2017		December 31, 2016	
	<u>Fair Value</u>	<u>Carrying Value</u>	<u>Fair Value</u>	<u>Carrying Value</u>
Long-term debt and related current maturities	<u>\$ 35,369</u>	<u>\$ 36,046</u>	<u>\$ 43,209</u>	<u>\$ 44,391</u>

#### Note L – Segment Information

The Company designs, manufactures and sells hardware employed in the construction and maintenance of telecommunication, energy and other utility networks, data communication products and mounting hardware for solar power applications. Principal products include cable anchoring, control hardware and splice enclosures, which are sold primarily to customers in North and South America, Europe, South Africa and Asia Pacific.

The Company reports its segments in four geographic regions: PLP-USA, The Americas, EMEA (Europe, Middle East & Africa) and Asia-Pacific in accordance with accounting standards codified in Financial Accounting Standards Board "FASB" Accounting Standards Codification "ASC" 280, "Segment Reporting". Each segment distributes a full range of the Company's primary products. The PLP-USA segment is comprised of U.S. operations manufacturing the Company's traditional products primarily supporting domestic energy, telecommunications and solar products. The other three segments, The Americas, EMEA and Asia-Pacific support the Company's energy, telecommunications, data communication and solar products in each respective geographical region.

The segment managers responsible for each region report directly to the Company's Chief Executive Officer, who is the chief operating decision maker and are accountable for the financial results and performance of their entire segment for which they are responsible. The business components within each segment are managed to maximize the results of the entire company rather than the results of any individual business component of the segment.

The amount of each segment's performance reported to the chief operating decision maker is for purposes of making decisions about allocating resources to the segment and assessing its performance. The Company evaluates segment performance and allocates resources based on several factors primarily based on sales and income from continuing operations, net of tax.

The accounting policies of the operating segments are the same as those described in Note A in the Notes to Consolidated Financial Statements. No single customer accounts for more than ten percent of the Company's consolidated revenue. It is not practical to present revenue by product line. U.S. net sales for the year ended December 31, 2017, 2016, and 2015 were \$147.6 million, \$135.3 million and \$142.5 million, respectively. U.S. long-lived assets as of December 31, 2017 and 2016 were \$53.2 million and \$54.0 million, respectively.

The following table presents a summary of the Company's reportable segments for the year ended December 31, 2017, 2016 and 2015. Financial results for the PLP-USA segment include the elimination of all segments' intercompany profits in inventory.

	Year Ended December 31		
	2017	2016	2015
Net sales			
PLP-USA	\$ 147,646	\$ 135,260	\$ 142,470
The Americas	69,764	60,049	59,290
EMEA	63,916	56,411	53,778
Asia-Pacific	96,886	84,914	99,128
Total net sales	<u>\$ 378,212</u>	<u>\$ 336,634</u>	<u>\$ 354,666</u>
Intersegment sales			
PLP-USA	\$ 12,234	\$ 9,471	\$ 9,339
The Americas	5,570	5,132	5,074
EMEA	1,120	1,363	1,652
Asia-Pacific	8,596	7,827	8,364
Total intersegment sales	<u>\$ 27,520</u>	<u>\$ 23,793</u>	<u>\$ 24,429</u>
Interest income			
PLP-USA	\$ 0	\$ 0	\$ 0
The Americas	283	79	145
EMEA	47	116	123
Asia-Pacific	100	96	123
Total interest income	<u>\$ 430</u>	<u>\$ 291</u>	<u>\$ 391</u>
Interest expense			
PLP-USA	\$ (941)	\$ (738)	\$ (440)
The Americas	(10)	(14)	(56)
EMEA	(31)	(13)	(23)
Asia-Pacific	(79)	(79)	(46)
Total interest expense	<u>\$ (1,061)</u>	<u>\$ (844)</u>	<u>\$ (565)</u>
Income taxes			
PLP-USA	\$ 7,142	\$ 1,494	\$ 2,387
The Americas	3,593	2,507	1,399
EMEA	1,583	1,862	1,646
Asia-Pacific	834	(165)	(401)
Total income taxes	<u>\$ 13,152</u>	<u>\$ 5,698</u>	<u>\$ 5,031</u>
Net income (loss)			
PLP-USA	\$ (2,367)	\$ 2,007	\$ 2,031
The Americas	8,169	5,881	3,178
EMEA	4,088	6,243	4,881
Asia-Pacific	2,764	1,124	(3,415)
Total net income	<u>\$ 12,654</u>	<u>\$ 15,255</u>	<u>\$ 6,675</u>

	Year Ended December 31		
	2017	2016	2015
Expenditure for long-lived assets			
PLP-USA	\$ 4,474	\$ 18,314	\$ 5,164
The Americas	1,272	2,634	2,074
EMEA	2,329	1,450	1,673
Asia-Pacific	3,158	2,327	1,843
Total expenditures for long-lived assets	<u>\$ 11,233</u>	<u>\$ 24,725</u>	<u>\$ 10,754</u>
Depreciation and amortization			
PLP-USA	\$ 5,389	\$ 4,937	\$ 4,551
The Americas	1,985	1,874	1,862
EMEA	1,678	1,402	1,464
Asia-Pacific	3,738	3,783	3,655
Total depreciation and amortization	<u>\$ 12,790</u>	<u>\$ 11,996</u>	<u>\$ 11,532</u>

	As of December 31	
	2017	2016
Identifiable assets		
PLP-USA	\$ 116,484	\$ 122,326
The Americas	70,720	63,643
EMEA	62,524	54,493
Asia-Pacific	110,057	100,475
Total identifiable assets	<u>\$ 359,785</u>	<u>\$ 340,937</u>
Long-lived assets		
PLP-USA	\$ 53,211	\$ 54,048
The Americas	16,365	16,158
EMEA	12,971	10,619
Asia-Pacific	26,051	24,279
Total long-lived assets	<u>\$ 108,598</u>	<u>\$ 105,104</u>

#### Note M - Related Party Transactions

On January 3, 2017, the Company purchased 1,834 shares of the Company from Officers at a price per share of \$58.58, which was calculated from a 30-day average of market price in connection with the vesting of equity awards. The Audit Committee of the Board of Directors approved these transactions.

On May 9, 2017, the Company purchased 2,500 shares of the Company from an Officer at a price per share of \$52.05, which was calculated from a 30-day average of market price in connection with the vesting of equity awards. The Audit Committee of the Board of Directors approved this transaction.

On August 16, 2017, the Company purchased 24,920 shares of the Company from a trust for the benefit of Barbara P. Ruhlman at a price per share of \$50.16, which was calculated from a 30-day average of market price. Barbara P. Ruhlman is *Director Emeritus* for the Company's Board of Directors and the mother of Robert G. Ruhlman and grandmother of J. Ryan Ruhlman and Maegan A. R. Cross, all of whom are also members of the Board of Directors and Messrs. Robert G. Ruhlman and J. Ryan Ruhlman also serve as executive officers of the Company. The purchase was consummated pursuant to a Share Purchase Agreement dated August 16, 2017, between the Company and the trust. The Audit Committee of the Board of Directors approved this transaction.

On November 8, 2017, the Company purchased 24,874 shares of the Company from Officers and other employees, at a price per share of \$71.07, which was calculated from a 30-day average market price. Additionally, on November 8, 2017, the Company purchased 7,000 shares of the Company from Robert G. Ruhlman, at a price per share of \$71.07, which was calculated from a 30-day average market price. Mr. Ruhlman is Chairman, President and Chief Executive Officer (CEO) of the Company, son of Barbara P. Ruhlman, *Director Emeritus*, and father of J. Ryan Ruhlman and Maegan A. R. Cross, each of whom are also members of the Board of Directors and Mr. J. Ryan Ruhlman is an executive officer of the Company. The Audit Committee of the Board of Directors approved these transactions.

On November 17, 2017, the Company purchased 7,975 shares of the Company from Officers and other employees, at a price per share of \$74.51, which was calculated from a 30-day average market price. The Audit Committee of the Board of Directors approved these transactions.

On November 30, 2017, the Company purchased 3,334 shares of the Company from a retired Officer of the Company, at a price per share of \$75.37, which was calculated from a 30-day average market price. The Audit Committee of the Board of Directors approved this transaction.

On December 13, 2017, the Company purchased 21,650 shares of the Company from Officers and other employees, at a price per share of \$78.68, which was calculated from a 30-day average market price. Additionally, on December 13, 2017, the Company purchased 7,500 shares of the Company from Randall M. Ruhlman at a price per share of \$78.68, which was calculated from a 30-day average market price. Mr. Ruhlman is the son of Barbara P. Ruhlman, *Director Emeritus*, brother of Robert G. Ruhlman and a former member of the Company's Board of Directors. The Audit Committee of the Board of Directors approved these transactions.

On December 13, 2017, the Company purchased 15,000 shares of the Company from a trust for the benefit of Barbara P. Ruhlman, *Director Emeritus*, at a price per share of \$78.68, which was calculated from a 30-day average of market price. The purchase was consummated pursuant to a Share Purchase Agreement dated December 13, 2017, between the Company and the trust. The Audit Committee of the Board of Directors approved this transaction.

In 2016, the Company purchased 7,703 common shares of the Company from Officers and other employees, at a price per share ranging between \$42.10 and \$45.20, which was calculated from a 30-day average of market price. The Audit Committee of the Board of Directors approved these transactions.

On August 23, 2016, the Company purchased 27,448 shares of the Company from a trust for the benefit of Barbara P. Ruhlman and a foundation of which Barbara P. Ruhlman, Robert G. Ruhlman and Bernard Karr are officers, at a price per share of \$44.66 which was calculated from a 30-day average of market price. The purchase was consummated pursuant to Share Purchase Agreements both dated August 23, 2016, between the Company and the foundation, and the Company and the trust. The Audit Committee of the Board of Directors approved these transactions.

On December 29, 2016, the Company purchased 5,000 shares from Robert G. Ruhlman, at a price per share of \$56.38, which was calculated from a 30-day average of market price. The Audit Committee of the Board of Directors approved this transaction.

On March 26, 2015, the Company purchased 1,290 shares of the Company from Robert G. Ruhlman, at a price per share of \$45.39, which was calculated from a 30-day average of market price. On November 30, 2015, the Company purchased 1,479 common shares of the Company from Robert G. Ruhlman, at a price per share of \$41.50, which was calculated from a 30-day average of market price. Additionally, on December 8, 2015, the Company purchased 1,510 common shares of the Company from Robert G. Ruhlman, at a price per share of \$40.83, which was calculated from a 30-day average of market price. The Audit Committee of the Board of Directors approved these transactions.

On August 11, 2015, the Company purchased 30,713 shares of the Company from a trust for the benefit of Barbara P. Ruhlman and a foundation of which Barbara P. Ruhlman, Robert G. Ruhlman and Bernard Karr are officers, at a price per share of \$35.00 which was calculated from a 30-day average of market price. The purchase was consummated pursuant to Share Purchase Agreements both dated August 11, 2015, between the Company and the foundation, and the Company and the trust. The Audit Committee of the Board of Directors approved this transaction.

J. Ryan Ruhlman has worked for the Company for over twelve years, was elected to the Company's Board of Directors in July 2015 and as Vice President-Marketing and Business Development in December 2015. He received \$189,870 in reportable compensation for 2015 of which \$33,725 is attributable to his 2015 award of stock options. The amounts are in line with the Company's compensation for mid-level managers.

The Company's Australian subsidiary utilizes copper extrusion services from Cast Alloy. For the years ended December 31, 2017, 2016 and 2015, PLP-Australia incurred a total of \$.2 million, \$.2 million and \$.1 million for these expenses, respectively. Cast Alloy is owned by Simi Almasan, Continuous Improvement Engineer, a current PLP employee. The Audit Committee of the Board of Directors approved these transactions.

The Company's New Zealand subsidiary, Electropar currently leases one parcel of property, on which it has its corporate office, manufacturing and warehouse space. The entities leasing the property to Electropar are owned, in part, by Grant Wallace, a former Director. For the year ended December 31, 2017, Electropar incurred less than \$.1 million for such lease expense. For the years

ended December 31, 2016 and 2015, Electropar leased two parcels of property which were owned, in part, by Grant Wallace, a former Director, and incurred a total of \$.3 million annually for such lease expense. The Audit Committee of the Board of Directors approved these transactions.

The Company's Belos operation hires temporary employees through a temporary work agency, Flex-Work Sp. Z.o.o., which is 50% owned by Agnieszka Rozwadowska. Agnieszka Rozwadowska is the wife of Piotr Rozwadowska, the Managing Director of the Belos operation located in Poland. For the years ended December 31, 2017, 2016 and 2015, Belos incurred a total of \$.2 million, \$.4 million and \$.4 million, respectively, for such temporary labor expense. The Audit Committee of the Board of Directors approved these transactions.

During 2017, the Company paid approximately \$.1 million in legal fees to Baker & Hostetler LLP, of which R. Steven Kestner is the Chairman and the chair of its policy committee. Mr. Kestner is a Director of the Company.

#### Note N -Business Combinations

None.

#### Note O – Product Warranty Reserve

The Company records an accrual for estimated warranty costs to Costs of products sold in the Consolidated Statements of Income. These amounts are recorded in Accrued expenses and other liabilities in the Consolidated Balance Sheets. The Company records and accounts for its warranty reserve based on specific claim incidents. Should the Company become aware of a specific potential warranty claim for which liability is probable and reasonably estimable, a specific charge is recorded and accounted for accordingly. Adjustments are made quarterly to the accruals as claim information changes.

The following is a rollforward of the product warranty reserve:

	2017	2016	2015
Balance at January 1	\$ 1,058	\$ 714	\$ 892
Additions charged to costs and expenses	347	649	74
Warranty usage	(399)	(269)	(158)
Currency translation	70	(36)	(94)
Balance at December 31	<u>\$ 1,076</u>	<u>\$ 1,058</u>	<u>\$ 714</u>

#### Note P - Quarterly Financial Information (unaudited)

The following table summarizes the Company's results of operations for each of the quarters in 2017 and 2016:

	Quarter ended			
	March 31	June 30	September 30	December 31
<b>2017</b>				
Net sales	\$ 84,569	\$ 97,512	\$ 99,239	\$ 96,892
Gross profit	24,665	29,673	33,535	30,755
Income before income taxes	2,118	6,258	9,739	7,691
Net income	1,518	4,156	6,278	702
Net income, basic	\$ 0.30	\$ 0.81	\$ 1.23	\$ 0.14
Net income, diluted	\$ 0.30	\$ 0.81	\$ 1.23	\$ 0.14
<b>2016</b>				
Net sales	\$ 78,682	\$ 83,220	\$ 88,299	\$ 86,433
Gross profit	24,289	26,806	28,855	29,464
Income before income taxes	3,656	3,773	6,534	6,990
Net income	2,658	2,755	4,742	5,100
Net income, basic	\$ 0.51	\$ 0.53	\$ 0.92	\$ 1.00
Net income, diluted	\$ 0.51	\$ 0.53	\$ 0.92	\$ 0.99

## Note Q – Charges related to restructuring activities

During the year ended December 31, 2015, the Company reconfigured one of its operations within its Asia Pacific segment by reducing its workforce and manufacturing facilities while outsourcing production predominantly to its locations with lower cost operations. This was done in response to a slowdown in economic activity in the region as well as continued downward market pressure on prices. Additionally, the Company initiated a reconfiguration in the PLP-USA segment, which was primarily a reduction in personnel and facilities in response to downward market pressure on prices. Both of these actions reduced infrastructure and manufacturing costs. There was less than \$.1 million and \$.1 million of expense recognized in the twelve months ended December 31, 2017 and 2016, respectively. The restructuring liability related to lease termination costs at December 31, 2017 of \$.4 million was recorded in Accrued expenses.

A summary by reporting segment of the accruals recorded as a result of the restructuring is as follows:

	Severance	Lease Termination Costs	Asset Disposals	Other	Total
<b>December 31, 2016 Balance</b>	\$ 0	\$ 478	\$ 0	\$ 0	\$ 478
Charges	0	0	0	0	0
Payments and other adjustments	0	(63)	0	24	(39)
<b>December 31, 2017 Balance</b>	<u>\$ 0</u>	<u>\$ 415</u>	<u>\$ 0</u>	<u>\$ 24</u>	<u>\$ 439</u>

## 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 Principal Executive Officer and Principal Financial Officer have concluded based on their review thereof that the Company's disclosure controls and procedures as defined in Rule 13a-15(e) or Rule 15d-15(e) of the Securities Exchange Act of 1934, as amended, were effective as of December 31, 2017.

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

The management of the Company is responsible for establishing and maintaining adequate internal control over financial reporting, as such term is defined in Exchange Act Rules 13a-15(f) and 15d-15(f). The Company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and preparation of the consolidated financial statements in accordance with generally accepted accounting principles.

Because of inherent limitations, internal control over financial reporting may not prevent or detect misstatements and even when determined to be effective, can only provide reasonable assurance with respect to financial statement preparation and presentation.

Management, with the participation of the Company's Chief Executive Officer and Vice President of Finance and Treasurer, assessed the effectiveness of the Company's internal control over financial reporting as of December 31, 2017. In making this assessment, management used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in *Internal Control—Integrated Framework (2013)*.

Based upon its assessment, management concluded that the Company's internal control over financial reporting was effective as of December 31, 2017.

The effectiveness of the Company's internal control over financial reporting as of December 31, 2017 has been audited by Ernst & Young LLP, an independent registered public accounting firm, who expressed an unqualified opinion as stated in their report, a copy of which is included below.

### Changes in Internal Control Over Financial Reporting

There have not been any changes in the Company's internal control over financial reporting (as defined in Rule 13a-15(f) and 15d-15(f)) during the quarter ended December 31, 2017 that materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

## **Report of Independent Registered Public Accounting Firm**

The Board of Directors and Shareholders  
of Preformed Line Products Company

### **Opinion on Internal Control over Financial Reporting**

We have audited Preformed Line Products Company and subsidiaries' internal control over financial reporting as of December 31, 2017, based on criteria established in Internal Control—Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 framework) (the COSO criteria). In our opinion, Preformed Line Products and Subsidiaries maintained, in all material respects, effective internal control over financial reporting as of December 31, 2017, based on the COSO criteria.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB), the Consolidated Balance Sheets of Preformed Line Products and subsidiaries as of December 31, 2017 and 2016, and the related Statements of Consolidated Income, Comprehensive Income (Loss), Cash Flows, and Shareholders' Equity for each of the three years in the period ended December 31, 2017 and the related notes and financial statement schedule listed in the Index at Item 15(a) (collectively referred to as the "financial statements") of the Company and our report dated March 9, 2018 expressed an unqualified opinion thereon.

### **Basis for Opinion**

The Company's management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting included in the accompanying Management's Report on Internal Control Over Financial Reporting. Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audit in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects.

Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, testing and evaluating the design and operating effectiveness of internal control based on the assessed risk, and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

### **Definition and Limitations of Internal Control Over Financial Reporting**

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

/s/ Ernst & Young LLP

Cleveland, Ohio  
March 9, 2018



## Item 9B. Other Information

None

## Part III

### Item 10. Directors, Executive Officers and Corporate Governance

The information required by this Item 10 is incorporated by reference to the information under the captions “Corporate Governance – Board Composition”, “Corporate Governance - Election of Directors”, “Section 16(a) Beneficial Ownership Compliance”, “Corporate Governance – Code of Conduct” and “Corporate Governance – Board Committees and Meetings – Audit Committee” in the Company’s Proxy Statement, for the Annual Meeting of Shareholders to be held May 8, 2018 (the “Proxy Statement”). Information relative to executive officers of the Company is contained in Part I of this Annual Report on Form 10-K.

### Item 11. Executive Compensation

The information set forth under the caption “Directors and Executive Officers Compensation” and “Compensation Policies and Risk” in the Proxy Statement is incorporated herein by reference.

### Item 12. Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters

Other than the information required by Item 201(d) of Regulation S-K the information set forth under the caption “Security Ownership of Certain Beneficial Owners and Management” in the Proxy Statement is incorporated herein by reference. The information required by Item 201(d) of Regulation S-K is set forth in Item 5 of this report.

### Item 13. Certain Relationships, Related Transactions and Director Independence

The information set forth under the captions “Transactions with Related Persons” and “Election of Directors” in the Proxy Statement is incorporated herein by reference.

### Item 14. Principal Accounting Fees and Services

The information set forth under the captions “Independent Registered Public Accounting Firm”, “Audit Fees”, “Audit-Related Fees”, “Tax Fees” and “All Other Fees” in the Proxy Statement is incorporated herein by reference.

## Part IV

### Item 15. Exhibits and Financial Statement Schedules

(a) Financial Statements and Schedule

<u>Page</u>	<u>Financial Statements</u>
36	Consolidated Balance Sheets
37	Statements of Consolidated Income
38	Statements of Consolidated Comprehensive Income (Loss)
39	Statements of Consolidated Cash Flows
40	Statements of Consolidated Shareholders’ Equity
41	Notes to Consolidated Financial Statements

<u>Page</u>	<u>Schedule</u>
70	II - Valuation and Qualifying Accounts

(b) Exhibits

<u>Exhibit Number</u>	<u>Exhibit</u>
3.1	Amended and Restated Articles of Incorporation (incorporated by reference to the Company's Registration Statement on Form 10).
3.2	Amended and Restated Code of Regulations of Preformed Line Products Company (incorporated by reference to the Company's Registration Statement on Form 10).
4	Description of Specimen Share Certificate (incorporated by reference to the Company's Registration Statement on Form 10).
10.1	Preformed Line Products Company 1999 Employee Stock Option Plan (incorporated by reference to the Company's Registration Statement on Form 10).*
10.2	Preformed Line Products Company Officers Bonus Plan (incorporated by reference to the Company's 10-K filed for the year ended December 31, 2007).*
10.3	Preformed Line Products Company Executive Life Insurance Plan – Summary (incorporated by reference to the Company's Registration Statement on Form 10).*
10.4	Preformed Line Products Company Supplemental Profit Sharing Plan (incorporated by reference to the Company's Registration Statement on Form 10).*
10.5	Revolving Credit Agreement between National City Bank (now, PNC Bank, National Association) and Preformed Line Products Company, dated December 30, 1994 (incorporated by reference to the Company's Registration Statement on Form 10).
10.6	Amendment to the Revolving Credit Agreement between National City Bank (now, PNC Bank, National Association) and Preformed Line Products Company, dated October 31, 2002 (incorporated by reference to the Company's 10-K filing for the year ended December 31, 2003).
10.7	Line of Credit Note dated February 5, 2010 between the Company and PNC Bank, National Association (incorporated by reference to the Company's 10-K filing for the fiscal year ended December 31, 2010).
10.8	Amended and Restated Loan Agreement dated September 24, 2015 between the Company and PNC Bank, National Association (incorporated by reference to the Company's 10-K filing for the year ended December 31, 2015).
10.9	Preformed Line Products Company 1999 Employee Stock Option Plan Incentive Stock Option agreement (incorporated by reference to the Company's 10-K filing for the year ended December 31, 2004).*
10.10	Preformed Line Products Company Chief Executive Officer Bonus Plan (incorporated by reference to the Company's 10-K filing for the year ended December 31, 2007).*
10.11	Preformed Line Products Company Amended and Restated Long Term Incentive Plan of 2008 (incorporated by reference to Appendix A of the Company's Definitive Proxy Statement filed on March 11, 2011).*
10.12	Deferred Shares Plan (incorporated by reference to the Company's 8-K current report filing dated August 21, 2008).
10.13	Form of Restricted Shares Grant Agreement under the Amended and Restated Long Term Incentive Plan of 2008 (incorporated by reference to the Company's 10-Q filing for the quarter ended September 30, 2008).*
10.14	Form of Restricted Stock Unit Award Agreement under the Amended and Restated Long Term Incentive Plan of 2008 (incorporated by reference to the Company's 10-K filing for the year ended December 31, 2013).*
10.15	Form of Restricted Stock Unit Award Agreement under the Amended and Restated Long Term Incentive Plan of 2008 (incorporated by reference to the Company's 10-K filing for the year ended December 31, 2014).*
10.16	Shares Purchase Agreement, dated August 16, 2017, between the Company and the trustee under the 2016 Trust Agreement Between Barbara P. Ruhlman and Bernard L. Karr, dated September 21, 2016 (incorporated by reference to the Company's Form 8-K filed on August 16, 2017).*
10.17	Shares Purchase Agreement, dated December 13, 2017, between the Company and the trustee under the 2016 Trust Agreement Between Barbara P. Ruhlman and Bernard L. Karr, dated September 21, 2016 (incorporated by reference to the Company's Form 8-K filed on December 14, 2017).*

- 10.18 Shares Purchase Agreement, dated August 23, 2016, between the Company and the Irrevocable Trust Agreement Between Barbara P. Ruhlman and Bernard L. Karr, dated July 29, 2008 (incorporated by reference to the Company's Form 8-K filed on August 23, 2016).
- 10.19 Share Purchase Agreement, dated August 23, 2016, between the Company and the Thomas F. Peterson Foundation (incorporated by reference to the Company's Form 8-K filed on August 23, 2016).
- 10.20 Form of Restricted Stock Agreement under the Amended and Restated Long Term Incentive Plan of 2008 (incorporated by reference to the Company's 10-K filing for the year ended December 31, 2015).\*
- 10.21 Form of Restricted Stock Unit Award Agreement under the Amended and Restated Long Term Incentive Plan of 2008 (incorporated by reference to the Company's 10-K filing for the year ended December 31, 2015).\*
- 10.22 Amendment to Amended and Restated Loan Agreement dated November 6, 2015 between the Company and PNC Bank, National Association (incorporated by reference to the Company's 10-K filing for the year ended December 31, 2015).
- 10.23 Preformed Line Products Company 2016 Incentive Plan (incorporated by reference to Appendix A of the Company's Definitive Proxy Statement on Schedule 14A filed March 17, 2016).
- 10.24 Promissory Note dated June 27, 2016, between the Company and PNC Bank, National Association (incorporated by reference to the Company's Form 10-Q filing for the quarter ended September 30, 2016).
- 10.25 Amendment No. 2 to Amended and Restated Loan Agreement dated August 22, 2016 between the Company and PNC Bank, National Association (incorporated by reference to the Company's Form 10-Q filing for the quarter ended September 30, 2016).
- 10.26 Amended and Restated Line of Credit Note dated August 22, 2016 between the Company and PNC Bank, National Association (incorporated by reference to the Company's Form 10-Q filing for the quarter ended September 30, 2016).
- 14.1 Preformed Line Products Company Code of Conduct (incorporated by reference to the Company's 8-K current report filing dated August 6, 2007).
- 21 Subsidiaries of Preformed Line Products Company, filed herewith.
- 23.1 Consent of Ernst & Young LLP, Independent Registered Public Accounting Firm, filed herewith.
- 31.1 Certification of the Principal Executive Officer, Robert G. Ruhlman, pursuant to Section 302 of the Sarbanes-Oxley Act of 2002, filed herewith.
- 31.2 Certification of the Principal Accounting Officer, Michael A. Weisbarth, pursuant to Section 302 of the Sarbanes-Oxley Act of 2002, filed herewith.
- 32.1 Certification of the Principal Executive Officer, Robert G. Ruhlman, pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, furnished.
- 32.2 Certification of the Principal Accounting Officer, Michael A. Weisbarth, pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, furnished.
- 101.INS XBRL Instance Document.
- 101.SCH XBRL Taxonomy Extension Schema Document.
- 101.CAL XBRL Taxonomy Extension Calculation Linkbase Document.
- 101.DEF XBRL Taxonomy Extension Definition Linkbase Document.
- 101.LAB XBRL Taxonomy Extension Label Linkbase Document.
- 101.PRE XBRL Taxonomy Extension Presentation Linkbase Document.

\* Indicates management contracts or compensatory plan or arrangement.

## SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly caused this registration statement to be signed on its behalf by the undersigned, thereunto duly authorized.

### Preformed Line Products Company

March 9, 2018 /s/ Robert G. Ruhlman  
Robert G. Ruhlman  
Chairman, President and Chief Executive Officer  
(principal executive officer)

March 9, 2018 /s/ Michael A. Weisbarth  
Michael A. Weisbarth  
Vice President – Finance and Treasurer  
(principal accounting officer)

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the registrant in the capacity and on the dates indicated.

March 9, 2018 /s/ Robert G. Ruhlman  
Robert G. Ruhlman  
Chairman, President and Chief Executive Officer

March 9, 2018 /s/ Glenn E. Corlett  
Glenn E. Corlett  
Director

March 9, 2018 /s/ Matthew E. Frymier  
Matthew E. Frymier  
Director

March 9, 2018 /s/ Michael E. Gibbons  
Michael E. Gibbons  
Director

March 9, 2018 /s/ R. Steven Kestner  
R. Steven Kestner  
Director

March 9, 2018 /s/ Richard R. Gascoigne  
Richard R. Gascoigne  
Director

March 9, 2018 /s/ J. Ryan Ruhlman  
J. Ryan Ruhlman  
Director

March 9, 2018 /s/ Maegan A. R. Cross  
Maegan A. R. Cross  
Director

**PREFORMED LINE PRODUCTS COMPANY**

**SCHEDULE II – VALUATION AND QUALIFYING ACCOUNTS**

Year Ended December 31, 2017, 2016 and 2015

(Thousands of dollars)

	<u>Balance at beginning of period</u>	<u>Additions charged to costs and expenses</u>	<u>Deductions</u>	<u>Other additions or deductions (a)</u>	<u>Balance at end of period</u>
<b>For the year ended December 31, 2017:</b>					
Allowance for doubtful accounts	\$ 2,815	\$ 472	\$ (432)	\$ 55	\$ 2,910
Reserve for credit memos	395	693	(675)	2	415
Slow-moving and obsolete inventory reserves	11,560	998	(3,855)	363	9,066
Accrued product warranty	1,058	347	(399)	70	1,076
Foreign net operating loss tax carryforwards	3,805	490	(312)	(18)	3,965
<b>For the year ended December 31, 2016:</b>					
Allowance for doubtful accounts	\$ 1,871	\$ 1,809	\$ (864)	\$ (1)	\$ 2,815
Reserve for credit memos	455	(674)	613	1	395
Slow-moving and obsolete inventory reserves	10,230	2,825	(1,408)	(87)	11,560
Accrued product warranty	714	649	(269)	(36)	1,058
Foreign net operating loss tax carryforwards	5,209	346	(1,175)	(575)	3,805
<b>For the year ended December 31, 2015:</b>					
Allowance for doubtful accounts	\$ 1,943	\$ 524	\$ (414)	\$ (182)	\$ 1,871
Reserve for credit memos	428	437	(408)	(2)	455
Slow-moving and obsolete inventory reserves	9,183	2,477	(1,509)	79	10,230
Accrued product warranty	892	74	(158)	(94)	714
Foreign net operating loss tax carryforwards	3,614	2,105	(287)	(223)	5,209



# PREFORMED LINE PRODUCTS COMPANY

## CORPORATE INFORMATION

### DIRECTORS

**Robert G. Ruhlman**

Chairman, President, and CEO

**Glenn E. Corlett**

Dean Emeritus at the College of Business at Ohio University

**Maegan A. R. Cross**

Director, Laurel Fund

**Matthew D. Frymier**

Chairman, Chicago Stock Exchange

**Richard R. Gascoigne**

Former Managing Director at Marsh Inc.

**Michael E. Gibbons**

Sr. Managing Director, Brown Gibbons Lang & Company

**R. Steven Kestner**

Chairman, Baker & Hostetler LLP

**J. Ryan Ruhlman**

Vice President, Marketing and Business Development

### OFFICERS

**Robert G. Ruhlman**

Chairman, President, and CEO

**Dennis F. McKenna**

Executive Vice President, Global Business Development

**J. Cecil Curlee, Jr.**

Vice President, Human Resources

**William H. Haag III**

Vice President, Asia Pac

**John M. Hofstetter**

Vice President, Sales and Global Communications Markets

**J. Ryan Ruhlman**

Vice President, Marketing and Business Development

**David C. Sunkle**

Vice President, Research, Engineering, and Manufacturing

**Michael A. Weisbarth**

Vice President, Finance

**Caroline S. Vaccariello**

General Counsel and Corporate Secretary

### DOMESTIC PLANT LOCATIONS

Rogers, Arkansas  
Albemarle, North Carolina

### INTERNATIONAL OPERATIONS

**Argentina**

Prefomed Line Products (Argentina) S.R.L.  
Buenos Aires, Argentina

**Australia**

Prefomed Line Products (Australia) Pty. Ltd.  
Sydney, Australia

**Brazil**

PLP—Produtos Para Linhas Preformados Ltda.  
São Paulo, Brazil

**Canada**

Prefomed Line Products (Canada) Ltd.  
Cambridge, Ontario, Canada

Helix Uniformed Ltd.  
Lachine, Québec, Canada

**China**

Beijing PLP Conductor Line Products Co., Ltd.  
Beijing, China

**Colombia**

PLP Colombia S.A.S.  
Medellin, Colombia

**France**

Prefomed Line Products (France) SAS  
Paris, France

**Indonesia**

PT Prefomed Line Products Indonesia  
Bekasi, Indonesia

**Malaysia**

Prefomed Line Products (Malaysia) Sdn Bhd  
Selangor, Malaysia

**Mexico**

Preformados de Mexico S.A. de C.V.  
Querétaro, Mexico

**New Zealand**

Electropar Ltd.  
Auckland, New Zealand

**Poland**

Belos—PLP S.A.  
Bielsko-Biala, Poland

**Russia**

PLP Russia Ltd.  
Moscow, Russia

**South Africa**

Prefomed Line Products (South Africa) Pty. Ltd.  
Pietermaritzburg, Natal  
Republic of South Africa

**Spain**

APRESA—PLP Spain, S. A.  
Sevilla, Spain

**Thailand**

Prefomed Line Products (Thailand) Ltd.  
Bangkok, Thailand

**United Kingdom**

Prefomed Line Products (Great Britain) Ltd.  
Andover, Hampshire, England

### AUDITORS

**Ernst and Young LLP****REGISTRAR & TRANSFER AGENT****Computershare Trust Company, N.A.**

Investor Relations

250 Royall Street  
Canton, MA 02021  
mailing address  
P.O. Box 43078  
Providence, RI 02940-3078  
www.computershare.com

**SHAREHOLDERS INQUIRIES**

**1-800-622-6757** (toll-free within the United States, Canada and Puerto Rico), 1-781-575-4735 (international direct dial)

**COMMON SHARES**

PLP common shares are traded on the NASDAQ Global Market under the ticker symbol: **PLPC**

**MAILING ADDRESS**

P.O. Box 91129  
Cleveland, Ohio 44101-4301  
Fax: 440-442-8816

The Company has adopted a code of conduct. A copy of the code of conduct is posted on its Internet Site at [www.prefomed.com](http://www.prefomed.com) in its About Us section.

If you would like to receive an electronic copy of this or future Annual Reports of Prefomed Line Products, go to [www.prefomed.com](http://www.prefomed.com), click Investor Relations and follow the instructions;

or e-mail us at [inquiries@prefomed.com](mailto:inquiries@prefomed.com)



Corporate Headquarters:

660 Beta Drive  
Cleveland, OH 44143

440-461-5200

[prefomed.com](http://prefomed.com)



**PRINTED WITH  
VEGETABLE-BASED INKS  
ON PAPER THAT CONTAINS  
RECYCLED CONTENT**