

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**  
Washington, D.C. 20549

**FORM 8-K**

**CURRENT REPORT  
Pursuant to Section 13 or 15(d)  
of the Securities Exchange Act of 1934**

**Date of Report (Date of earliest event reported): January 13, 2020**

**Intersect ENT, Inc.**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction  
of incorporation)

**001-36545**  
(Commission  
File Number)

**20-0280837**  
(IRS Employer  
Identification No.)

**Intersect ENT, Inc.**  
**1555 Adams Drive**  
**Menlo Park, California 94025**  
(Address of principal executive offices, including zip code)

**(650) 641-2100**  
(Registrant's telephone number, including area code)

**Not Applicable**  
(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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

Title of each class:	Trading symbol(s)	Name of exchange on which registered:
<b>Common Stock, 0.001 par value</b>	<b>XENT</b>	<b>The Nasdaq Global Market</b>

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

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.

**Item 2.02 Results of Operations and Financial Condition**

On January 13, 2020, Intersect ENT, Inc. (the “Company”) issued a press release announcing its preliminary expectations of revenue for the year ended December 31, 2019 as well as revenue guidance for the year ending December 31, 2020. A copy of the Company press release is furnished and attached as Exhibit 99.1.

**Item 7.01 Regulation FD Disclosure**

Members of the Company’s management team expect to make a presentation regarding the Company (the “Presentation”) to investors and analysts and to meet with investors and analysts at the J.P. Morgan Annual Healthcare Conference between January 13, 2020 and January 16, 2020 to discuss the Presentation. A copy of the Presentation will be available on the Company’s website at [www.intersectent.com](http://www.intersectent.com) in the Investor Relations section.

The information in Items 2.02 and 7.01 and Exhibit 99.1 and of this Current Report on Form 8-K are being furnished and shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934 as amended (Exchange Act), or otherwise subject to the liabilities of that Section or Sections 11 and 12(a)(2) of the Securities Act of 1933, as amended (Securities Act). The information in Item 2.02 and this Item 7.01 and Exhibit 99.1 shall not be deemed incorporated by reference in any filing under the Securities Act, or the Exchange Act, except as expressly set forth by specific reference in such a filing.

**Item 9.01 Financial Statements and Exhibits.**

## (d) Exhibits

<u>Exhibit No.</u>	<u>Description</u>
99.1	<a href="#">Press release titled “Intersect ENT Reports Preliminary Full Year 2019 Revenue” dated January 13, 2020.</a>
104	Cover Page Interactive Data File (formatted as inline XBRL)

**SIGNATURES**

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

**Intersect ENT, Inc.**

Dated: January 13, 2020

By: /s/ Richard A. Meier

Richard A. Meier  
Chief Financial Officer



## Intersect ENT Reports Preliminary Full Year 2019 Revenue

MENLO PARK, Calif.—(BUSINESS WIRE)—Jan. 13, 2020— Intersect ENT, Inc. (NASDAQ: XENT), a company transforming care for patients with ear, nose and throat conditions, today reported preliminary unaudited revenue for the full year ended December 31, 2019.

### Full Year 2019 Preliminary Revenue

Preliminary unaudited revenue for the full year 2019 is expected to be approximately \$109 million, in line with guidance given in midyear 2019. The expected 2019 revenue includes preliminary SINUVA<sup>®</sup> revenue of approximately \$4.5 million for the full year 2019 with the remaining revenue comprised of sales of the PROPEL<sup>®</sup> family of products.

The full year 2019 revenue included in this release is preliminary and prior to the completion of review and audit procedures by Intersect ENT's external auditors and is therefore subject to adjustment.

Intersect ENT expects to provide its full year 2019 financial results and further 2020 guidance during its fourth quarter 2019 earnings call in late February 2020.

### 2020 Revenue Outlook

The company forecasts full year 2020 revenue in the range of \$115 to \$119 million. On a quarterly basis, we expect revenue growth to build throughout the year.

### About Intersect ENT<sup>®</sup>

Intersect ENT is dedicated to transforming ear, nose and throat care by providing innovative, clinically meaningful therapies to physicians and patients. The company's steroid releasing implants are designed to provide mechanical spacing and deliver targeted therapy to the site of disease. In addition, Intersect ENT is continuing to expand its portfolio of products based on the company's unique localized steroid releasing technology and is committed to broadening patient access to less invasive and more cost-effective care.

For additional information on the company or the products including risks and benefits, please visit [www.IntersectENT.com](http://www.IntersectENT.com). For more information about SINUVA, please visit [www.SINUVA.com](http://www.SINUVA.com).

Intersect ENT<sup>®</sup>, PROPEL<sup>®</sup> and SINUVA<sup>®</sup> are registered trademarks of Intersect ENT, Inc.

### Forward-Looking Statements

The preliminary unaudited results contained in this press release and the forecasts regarding Intersect ENT's future performance are "forward-looking" statements. These forward-looking statements are based on Intersect ENT's current expectations, inherently involve significant risks and uncertainties and are subject to quarter-end closing adjustments. These statements and risks include Intersect ENT's view of preliminary full year 2019 revenue, including preliminary SINUVA revenue, and projections of full year 2020 revenue. Actual results could differ materially from those anticipated in such forward-looking statements as a result of these risks and uncertainties which are described in the company's filings on

Form 10-K, Form 10-Q and the company's other filings with the Securities and Exchange Commission (SEC) available at the SEC's Internet site([www.sec.gov](http://www.sec.gov)). Intersect ENT does not undertake any obligation to update forward-looking statements and expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein.

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Intersect ENT, Inc.  
Randy Meier, 650-641-2105  
[ir@intersectENT.com](mailto:ir@intersectENT.com)

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