

8x8 inks lease to move HQ to San Jose's massive Coleman Highline development

Marlize van Romburgh 533 words 24 January 2018 Silicon Valley/San Jose Business Journal Online SILBJO English

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8x8 has signed a huge lease to move its headquarters to the Coleman Highline mixed-use development near the San Jose airport.

The provider of Internet-based voice and communication services will be the first tenant in the 1.5 million-square-foot project. It will occupy the entire 162,000-square-foot first building, <u>it said Wednesday</u>, and move in by early 2019.

8x8's employees are currently spread out between two leased buildings totaling 140,831 square feet at 2125 O'Nel Drive and 2665 N. 1st St. in San Jose, according to <u>public-company filings</u> and its website. The move to Coleman Highline will allow it to consolidate its workforce under one roof, it said. The company has about 1,000 employees worldwide, according to filings.

Coleman Highline, located at 1143 and 1155 Coleman Ave. in San Jose and Santa Clara, will eventually include eight buildings totaling 1.5 million square feet, all connected via a "walkable promenade" of passageways and outdoor gathering areas. The nearly-complete Phase 1 totals 357,000 square feet.

"The new 8x8 headquarters demonstrates our commitment to grow our operations in San Jose, and deliver a world-class experience for our employees, partners and customers who help accelerate our global growth strategy." 8x8 CEO Vikram Verma said in a statement.

The lease also marks a major milestone for a property that has had a long and winding path to redevelopment.

Cupertino-based developer Hunter Storm gained approvals for the massive mixed-use site in 2008, then waited out the recession before moving forward. Along with Class A office space, the project will also eventually include two hotels, retail, amenity buildings and secured parking structures.

"Since first coming to North San Jose in 2011, we are proud to see 8×8 moving into a larger Coleman Highline headquarters, which will help facilitate their next phase of growth," San Jose Mayor Sam Liccardo said in a statement.

In early 2017, <u>rumors swirled that 8x8 had hired investment bankers</u> to explore a possible sale. In November, it <u>moved its stock listing</u> from the NASDAQ Global Select Market to the New York Stock Exchange.

8x8's revenue increased 21 percent to \$253.4 million in 2017 and 29 percent the year before, to \$209.3 million. But on a GAAP basis, the company has been unprofitable for the last two years — by that measure, it lost \$4.75 million in 2017 and \$5.12 million in 2016 — as it tries to scale to compete in an increasingly crowded field against bigger rivals like Cisco Systems. On an adjusted, non-GAAP basis, the company earned \$21.6 million in 2017 and \$15 million the year before.

8x8 shares closed down 4.27 percent on Wednesday following the announcement of its new headquarters. It reports quarterly earnings tomorrow.

— Business Journal staff contributed.

Correction:

This story has been updated to include non-GAAP earnings for 8x8.

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