

SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE  
- --- ACT OF 1934 FOR THE QUARTERLY PERIOD ENDED MARCH 31, 1998.  
OR  
TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE  
- --- ACT OF 1934 FOR THE TRANSITION PERIOD FROM \_\_\_\_\_ TO \_\_\_\_\_.

Commission File Number 0-18592

MERIT MEDICAL SYSTEMS, INC.

-----  
(Exact name of Registrant as specified in its charter)

Utah

87-0447695

-----  
(State or other jurisdiction of  
incorporation or organization)

(I.R.S. Identification No.)

1600 West Merit Park Way, South Jordan UT, 84095

-----  
(Address of Principal Executive Offices)

(801) 253-1600

-----  
(Registrant's telephone number, including area code)

Indicate by check mark whether the Registrant (1) has filed all reports  
required to be filed by Sections 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 the number of shares outstanding of each of the Registrant's  
classes of common stock, as of the latest practicable date.

|                |   |
|----------------|---|
| Common Stock   | 7,413,748                                       |
| -----          | -----   |
| TITLE OR CLASS | Number of Shares Outstanding at<br>May 13, 1998 |

MERIT MEDICAL SYSTEMS, INC.

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## PART I - FINANCIAL INFORMATION

## ITEM 1: Financial Statements

## MERIT MEDICAL SYSTEMS, INC.

 CONSOLIDATED BALANCE SHEETS  
 MARCH 31, 1998 AND DECEMBER 31, 1997

| ASSETS   | March 31,<br>1998 | December 31,<br>1997 |
|--|-------------------|----------------------|
| -----  | -----             | -----                |
|  | (Unaudited)       |                      |
| CURRENT ASSETS:  |                   |                      |
| Cash   | \$ 594,765        | \$ 976,692           |
| Trade receivables - net                                    | 9,455,838         | 9,599,443            |
| Employee and related<br>party receivables                  | 304,171           | 288,812              |
| Irish Development Agency grant receivable                  | 438,658           | 747,888              |
| Inventories  | 15,387,892        | 14,535,440           |
| Prepaid expenses other assets                              | 729,781           | 538,259              |
| Deferred income tax assets                                 | 731,989           | 782,435              |
| Total current assets                                       | 27,643,094        | 27,468,969           |
|  | -----             | -----                |
| PROPERTY AND EQUIPMENT:                                    |                   |                      |
| Land   | 1,099,915         | 1,101,544            |
| Building   | 904,255           | 932,448              |
| Manufacturing equipment                                    | 11,232,315        | 10,909,529           |
| Automobiles  | 111,493           | 112,633              |
| Furniture and fixtures                                     | 4,878,875         | 4,817,738            |
| Leasehold improvements                                     | 4,454,204         | 4,483,071            |
| Construction-in-progress                                   | 3,173,812         | 2,747,414            |
|  | -----             | -----                |
| Total  | 25,854,869        | 25,104,377           |
| Less accumulated depreciation<br>and amortization          | (10,244,541)      | (9,648,746)          |
|  | -----             | -----                |
| Property and equipment - net                               | 15,610,328        | 15,455,631           |
|  | -----             | -----                |
| OTHER ASSETS:  |                   |                      |
| Intangible assets - net                                    | 2,007,496         | 2,024,050            |
| Deposits   | 54,175            | 46,612               |
| Cost in excess of the fair value of assets of acquired-net | 162,066           | 167,273              |
| Prepaid royalty  | 85,714            | 107,143              |
|  | -----             | -----                |
| Total other assets   | 2,309,451         | 2,345,078            |
|  | -----             | -----                |
| TOTAL  | \$ 45,562,873     | \$ 45,269,678        |
|  | =====             | =====                |

Continued on Page 2  
 See Notes to Consolidated Financial Statements

MERIT MEDICAL SYSTEMS, INC.  
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CONSOLIDATED BALANCE SHEETS (Continued)  
 MARCH 31, 1998 AND DECEMBER 31, 1997  
 -----

| LIABILITIES AND STOCKHOLDERS'   | March 31,            | December 31,         |
|---|----------------------|----------------------|
| -----   | 1998                 | 1997                 |
| EQUITY  | -----                | -----                |
| -----   | (Unaudited)          |                      |
| <b>CURRENT LIABILITIES:</b>   |                      |                      |
| Line of credit  | \$ 5,233,711         | \$ 4,624,727         |
| Current portion of long-term debt   | 1,854,262            | 1,802,932            |
| Trade payables  | 2,852,362            | 3,438,349            |
| Accrued expenses  | 2,338,660            | 2,414,050            |
| Advances from employees   | 67,554               | 81,245               |
| Income taxes payable  | 467,023              | 369,695              |
|   | -----                | -----                |
| Total current liabilities   | 12,813,572           | 12,730,998           |
| DEFERRED INCOME TAX LIABILITIES   | 895,983              | 883,002              |
| LONG-TERM DEBT  | 3,847,309            | 3,913,686            |
| DEFERRED CREDITS  | 1,439,927            | 1,543,151            |
|   | -----                | -----                |
| Total Liabilities   | 18,996,791           | 19,070,837           |
|   | -----                | -----                |
| MINORITY INTEREST IN SUBSIDIARY   | 421,265              | 396,692              |
|   | -----                | -----                |
| <b>STOCKHOLDERS' EQUITY:</b>  |                      |                      |
| Preferred stock- 5,000,000 shares authorized as of<br>March 31, 1998 and December 31, 1997, respectively,<br>no shares issued   |                      |                      |
| Common stock- no par value; 20,000,000 and 10,000,000<br>shares authorized, respectively; 7,413,509 and 7,395,091<br>shares issued at March 31, 1998 and December 31, 1997,<br>respectively | 17,282,330           | 17,178,971           |
| Foreign currency translation adjustment   | (678,937)            | (490,591)            |
| Retained earnings   | 9,541,424            | 9,113,769            |
|   | -----                | -----                |
| Total stockholders' equity  | 26,144,817           | 25,802,149           |
|   | -----                | -----                |
| <b>TOTAL</b>  | <b>\$ 45,562,873</b> | <b>\$ 45,269,678</b> |
|   | =====                | =====                |

See Notes to Consolidated Financial Statements

MERIT MEDICAL SYSTEMS, INC.  
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CONSOLIDATED STATEMENTS OF OPERATIONS  
FOR THE THREE MONTHS ENDED MARCH 31, 1998 AND 1997 (Unaudited)  
-----

|  | March 31,<br>1998<br>----- | March 31,<br>1997<br>----- |
|--|----------------------------|----------------------------|
| SALES  | \$16,466,015               | \$13,833,143               |
| COST OF SALES                                    | 10,302,854<br>-----        | 8,451,853<br>-----         |
| GROSS PROFIT                                     | 6,163,161<br>-----         | 5,381,290<br>-----         |
| OPERATING EXPENSES:                              |                            |                            |
| Selling, general and administrative              | 4,166,965                  | 3,839,438                  |
| Research and development                         | 888,193<br>-----           | 910,053<br>-----           |
| TOTAL  | 5,055,158<br>-----         | 4,749,491<br>-----         |
| INCOME FROM OPERATIONS                           | 1,108,003                  | 631,799                    |
| OTHER EXPENSE - NET                              | 196,660<br>-----           | 179,533<br>-----           |
| INCOME BEFORE INCOME TAX EXPENSE                 | 911,343                    | 452,266                    |
| INCOME TAX EXPENSE                               | 459,115                    | 249,086                    |
| MINORITY INTEREST IN INCOME OF SUBSIDIARY        | (24,573)<br>-----          | (11,113)<br>-----          |
| NET INCOME                                       | \$ 427,655<br>=====        | \$ 192,067<br>=====        |
| EARNINGS PER COMMON SHARE -<br>Basic and diluted | \$ .06<br>=====            | \$ .03<br>=====            |
| AVERAGE COMMON SHARES -<br>Basic and diluted     | 7,437,485<br>=====         | 7,307,292<br>=====         |

See Notes to Consolidated Financial Statements

CONSOLIDATED STATEMENTS OF CASH FLOWS  
 FOR THE THREE MONTHS ENDED MARCH 31, 1998 AND 1997 (Unaudited)  
 -----

|  | March 31,<br>1998 | March 31,<br>1997 |
|--|-------------------|-------------------|
|  | -----             | -----             |
| CASH FLOWS FROM OPERATING ACTIVITIES:  |                   |                   |
| Net income   | \$427,655         | \$192,067         |
|  | -----             | -----             |
| Adjustments to reconcile net income to net cash provided by (used in) in operating activities: |                   |                   |
| Depreciation and amortization  | 674,366           | 508,143           |
| Bad debt expense   | 75,312            | 28,780            |
| (Gains) on sales and abandonment of property and equipment                                     | (330)             | (3,394)           |
| Amortization of deferred credits   | (8,423)           |                   |
| Deferred income taxes  | 63,427            | 42,463            |
| Minority interest in income of subsidiary  | 24,573            | 11,113            |
| Changes in operating assets and liabilities net of effects from purchase of UMI:               |                   |                   |
| Trade receivables  | 68,293            | (592,872)         |
| Employee and related party receivables   | (15,359)          | 40,339            |
| Irish Development Agency grant receivable  | 231,796           | 5,247             |
| Inventories  | (852,452)         | 21,890            |
| Prepaid expenses and other assets  | (191,522)         | (324,659)         |
| Deposits   | (7,563)           | (11,329)          |
| Trade payables   | (585,987)         | (327,353)         |
| Accrued expenses   | (75,390)          | (320,972)         |
| Advances from employees  | (13,691)          | (31,178)          |
| Income taxes payable   | 97,328            | 189,177           |
|  | -----             | -----             |
| Total adjustments  | (515,622)         | (764,605)         |
|  | -----             | -----             |
| Net cash used in operating activities  | (87,967)          | (572,538)         |
|  | -----             | -----             |
| CASH FLOWS FROM INVESTING ACTIVITIES:  |                   |                   |
| Capital expenditures for:  |                   |                   |
| Property and equipment   | (316,538)         | (487,513)         |
| Cash payments in connection with assets purchased from UMI                                     | (49,265)          |                   |
| Intangible assets  | (35,381)          | 66,556            |
| Proceeds from sale of property and equipment   | 330               | 16,482            |
|  | -----             | -----             |
| Net cash used in investing activities  | ( 351,589)        | (453,740)         |
|  | -----             | -----             |

Continued on page 5  
 See Notes to Consolidated Financial Statements

MERIT MEDICAL SYSTEMS, INC.  
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CONSOLIDATED STATEMENTS OF CASH FLOWS (Continued)  
 FOR THE THREE MONTHS ENDED MARCH 31, 1998 AND 1997 (Unaudited)  
 -----

|  | March 31,<br>1998 | March 31,<br>1997 |
|--|-------------------|-------------------|
|  | -----             | -----             |
| CASH FLOWS FROM FINANCING ACTIVITIES:  |                   |                   |
| Borrowings under line of credit  | 608,984           |                   |
| Proceeds from issuance of common stock   | 103,359           | 852,368           |
| Principal payments on:   |                   |                   |
| Long-term debt   | (449,001)         | (290,954)         |
| Line of credit   |                   | (34,623)          |
| Deferred credits   | (17,367)          | (17,367)          |
|  | -----             | -----             |
| Net cash provided by financing activities  | 245,975           | 509,424           |
|  | -----             | -----             |
| EFFECT OF EXCHANGE RATES ON CASH   | (188,346)         | (155,600)         |
|  | -----             | -----             |
| NET (DECREASE) IN CASH   | (381,927)         | (672,454)         |
| CASH AT BEGINNING OF PERIOD  | 976,692           | 1,262,950         |
|  | -----             | -----             |
| CASH AT END OF PERIOD  | \$ 594,765        | \$ 590,496        |
|  | =====             | =====             |
| SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:   |                   |                   |
| Cash paid during the period for interest (including capitalized interest of \$32,512 and \$29,428, respectively) | \$ 160,731        | \$ 205,042        |
|  | =====             | =====             |
| Income taxes   | \$ 298,360        | \$ 17,446         |
|  | =====             | =====             |

SUPPLEMENTAL DISCLOSURE OF NONCASH INVESTING AND FINANCING ACTIVITIES:

During the three month periods ended March 31, 1998 and 1997, the Company entered into notes payable totaling \$433,954 and \$278,216, respectively, for manufacturing equipment and furniture and fixtures.

During the quarter ended March 31, 1997, the Company acquired substantially all of the operating assets of Universal Medical Instrument Corporation for 152,424 shares of Merit restricted common stock. In connection with this acquisition, the Company recorded the following as of the acquisition date:

|                                     |              |
|-------------------------------------|--------------|
| Assets Acquired                     | \$ 863,198   |
| Cost in excess of fair market value | 182,288      |
|                                     | -----        |
| Total purchase price                | \$ 1,045,486 |
|                                     | =====        |

See Notes to Consolidated Financial Statements

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
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1. Basis of Presentation. In the opinion of management, the accompanying consolidated financial statements contain all adjustments, consisting only of normal recurring accruals, necessary for a fair presentation of financial position of the Company as of March 31, 1998 and December 31, 1997, and the results of its operations and cash flows for the three months ended March 31, 1998 and 1997. The results of operations for the three months ended March 31, 1998 and 1997 are not necessarily indicative of the results for a full year period.

2. Inventories. Inventories at March 31, 1998 and December 31, 1997 consisted of the following:

|                                     | March 31,<br>1998   | December 31,<br>1997 |
|-------------------------------------|---------------------|----------------------|
|                                     | -----               | -----                |
| Raw materials                       | \$ 4,869,733        | \$ 4,635,593         |
| Work-in-process                     | 5,116,884           | 4,305,202            |
| Finished goods                      | 6,132,810           | 6,261,203            |
| Less reserve for obsolete inventory | (731,535)           | (666,558)            |
|                                     | -----               | -----                |
| Total                               | <u>\$15,387,892</u> | <u>\$14,535,440</u>  |
|                                     | =====               | =====                |

3. Income Taxes. The Company has not fully allocated income tax expense between current and deferred for the quarters ended March 31, 1998 and 1997. The effective tax rate for the quarters ended March 31, 1998 and 1997 is higher than the federal statutory tax rate largely due to losses incurred by the Company's Irish subsidiary for which a tax benefit was recorded at a rate of 10% vs a 35% federal statutory tax rate.

4. Reporting Comprehensive Income - In June 1997, the Financial Accounting Standards Board (FASB) issued SFAS No.130, "Reporting Comprehensive Income." SFAS No. 130 establishes standards for reporting and display of comprehensive income and its components (revenues, expenses, gains and losses) in a full set of general-purpose financial statements. This statement requires that an enterprise (a) classify items of other comprehensive income by their nature in a financial statement and (b) display the accumulated balance of other comprehensive income separately from retained earnings and additional paid-in-capital in the equity section of a statement of financial position.

Effective January 1, 1998, the Company adopted the provisions of SFAS No. 130. Accordingly, the Company determined that the only transaction considered to be an additional component of comprehensive income is the cumulative effect of foreign currency translation adjustments. As of March 31, 1998 and December 31, 1997, the cumulative effect of such transactions reduced stockholders' equity by approximately \$678,937 and \$490,591, respectively. The net impact to operations for the three months ended March 31, 1998 and 1997 would reduce comprehensive income by approximately \$188,346 and \$155,600, respectively.



ITEM 2:

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION  
 AND RESULTS OF OPERATIONS  
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Operations. The Company's sales increased for the three months ended March 31, 1998 compared to the same period in 1997. The following table sets forth certain operational data as a percentage of sales for the three months ended March 31, 1998 and 1997:

|                                     | Three Months Ended<br>March 31,<br>----- |              |
|-------------------------------------|--|--------------|
|                                     | 1998<br>----                             | 1997<br>---- |
| Sales                               | 100.0 %                                  | 100.0%       |
| Gross Profit                        | 37.4                                     | 38.9         |
| Selling, general and administrative | 25.3                                     | 27.8         |
| Research and development            | 5.4                                      | 6.6          |
| Income From Operations              | 6.7                                      | 4.6          |
| Other Expense                       | 1.2                                      | 1.3          |
| Net Income                          | 2.6                                      | 1.4          |

Sales for the first quarter of 1998 increased by 19%, or \$2,632,872, compared to the same period for 1997. This increase was attributable to growth in sales of inflation devices (up 12%), custom kits (up 23%), and new angiographic needles. The Company has also begun to see increased sales of many of its stand alone products (up 20%), in part due to increased OEM sales to other medical products companies. International sales for the first quarter of 1997 and 1998 represented 23% of total Company sales. For the first quarter of 1998 the international direct sales force accounted for sales of \$2,233,438, an increase of 40% over comparable rates in the first quarter of 1997, which represented 59% of total international sales. The balance of international sales were made through independent distributors.

Gross Profit. Gross profit as a percentage of sales decreased in the first quarter of 1998 to 37.4% as compared to 38.9% in the first quarter of 1997. Factors contributing to the decrease were increased sales of lower-margin custom kits, price competition affecting several products, especially in European markets, and a strong U.S. dollar affecting the currency translation of the Company's European sales.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (Continued)  
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Operating Expenses. Operating expenses decreased as a percentage of sales to 30.7% of sales in the first quarter of 1998 compared to 34.4% in the first quarter of 1997. Selling general and administrative costs as a percentage of sales declined to 25.3% compared to 27.8% for the first quarter of 1997. The improvement in the current period was due primarily to economies of scale associated with increasing sales volumes and a continuing Company wide focus on achieving greater individual productivity and cost containment. Research and development expenses declined by \$21,860 and were 5.4% of sales in the 1st quarter of 1998 compared to 6.6% of sales for the 1st quarter of 1997. This decline in expense was due to the completion of the development of the PTCA guidewire in Ireland at the end of 1997.

Income. During the quarter ended March 31, 1998, the Company reported income from operations of \$1,108,003 an increase of 75.4% from income from operations of \$631,799 for the comparable period in 1997. Higher earnings for the most recent quarter were attributed to higher sales, reduced selling, general and administrative and research and development expenses as a percentage of sales. A lower effective tax rate of 50%, down from 55% for the same quarter last year, also contributed to a net income increase to \$427,655 up 123% from \$192,067, when comparing net income for 1st quarter of 1998 to 1st quarter 1997.

Liquidity and Capital Resources. At March 31, 1998, the Company's working capital was \$14,829,522 which represented a current ratio of 2.2 to 1. During 1997, the Company increased an available secured bank line of credit to \$10,500,000. The line of credit bears interest at the bank's prime rate and contains various conditions and restrictions. At March 31, 1998, the outstanding balance under the line of credit was \$5,233,711. Historically, the Company has incurred significant expenses in connection with product development and introduction of new products. Substantial capital has also been required to finance growth in inventories and receivables. The Company's principal source of funding for these and other expenses has been the sale of equity and cash generated from operations, secured loans on equipment and bank lines of credit. The Company believes that its present sources of liquidity and capital are adequate for its current operations.

Year 2000. In 1996 the Company began the conversion of the principal computer software systems to a new integrated system to support future growth and improve productivity. Management believes that an additional benefit of the conversion will be in compliance with Year 2000 requirements without material additional expenditures or a material adverse effect on the Company's financial position, results of operations or liquidity. The Company also has third-party customers, financial institutions, vendors and others with which it conducts business. While the Company believes that these third-party vendors and customers will successfully address Year 2000 issues in a timely manner, it is possible that a series of failures by third parties could have a material adverse effect on the Company's results of operations in future years.

Statements contained in this release which are not purely historical are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These encompass Merit's beliefs, expectations, hopes or intentions regarding the future. All forward-looking statements included in this release are made as of the date hereof and are based on information available to Merit as of such date. Merit assumes no obligation to update any forward-looking statement. It is important to note that actual outcomes and Merit's actual results could differ materially from those in such forward-looking statements. Factors that could cause actual results to differ materially include risks and uncertainties related to future market growth such as product acceptance, product recalls, competition and the overall regulatory environment.

MERIT MEDICAL SYSTEMS, INC.  
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PART II - OTHER INFORMATION

ITEM 6: Exhibits and Reports on Form 8-K

- (a) Exhibits - none required to be filed
- (b) Reports on Form 8-K - none

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 thereunto duly authorized.

MERIT MEDICAL SYSTEMS, INC.  
-----  
REGISTRANT

Date: May 13, 1998  
-----

-----  
FRED P. LAMPROPOULOS  
PRESIDENT AND CHIEF EXECUTIVE OFFICER

Date: May 13, 1998  
-----

-----  
KENT W. STANGER  
SECRETARY AND CHIEF FINANCIAL OFFICER

3-MOS

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