# 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): February 18, 2010

# Merit Medical Systems, Inc.

(Exact name of registrant as specified in its charter)

Utah0-1859287-0447695(State or other jurisdiction of incorporation or organization)(Commission incorporation or organization)(I.R.S. Employer incorporation incorporation

1600 West Merit Parkway South Jordan, Utah (Address of principal executive offices)

**84095** (Zip Code)

1) 252 1600

(801) 253-1600

(Registrant's telephone number, including area code)

N/A

(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)
- o 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))
- o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

# Item 2.02. Results of Operations and Financial Condition.

On February 18, 2010, Merit Medical Systems, Inc. ("Merit") issued a press release announcing its operating and financial results for the quarter and year ended December 31, 2009. The full text of Merit's press release, together with related unaudited financial information, is furnished herewith as Exhibit 99.1.

The information in this Current Report on Form 8-K (including the exhibit) is furnished pursuant to General Instruction B. 2 of Form 8-K and shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing made by Merit under the Securities Act of 1933, as amended, 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
- 99.1 Press Release dated February 18, 2010, entitled "Merit Medical Reports Record Sales and Earnings for the Year Ended December 31, 2009," together with related unaudited financial information.

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

# MERIT MEDICAL SYSTEMS, INC.

Date: February 18, 2010 By: /s/ Kent W. Stanger

Chief Financial Officer, Secretary and Treasurer

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# EXHIBIT INDEX

DESCRIPTION

99.1 Press Release dated February 18, 2010 entitled "Merit Medical Reports Record Sales and Earnings for the Year Ended December 31, 2009."

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#### **PRESS**RELEASE

#### FOR IMMEDIATE RELEASE

Date: February 18, 2010

Contact: Anne-Marie Wright, Vice President, Corporate Communications
Phone: (801) 208-4167 e-mail: awright@merit.com Fax: (801) 253-1688

# MERIT MEDICAL REPORTS RECORD SALES AND EARNINGS FOR THE YEAR ENDED DECEMBER 31, 2009

SOUTH JORDAN, UTAH— Merit Medical Systems, Inc. (NASDAQ: MMSI), a leading manufacturer and marketer of proprietary disposable devices used primarily in cardiology, radiology and gastroenterology, today announced record revenues of \$257.5 million for the year ended December 31, 2009, an increase of 13% over revenues of \$227.1 million for the year ended December 31, 2008.

Earnings for the year ended December 31, 2009 were a record \$22.5 million, up 9% compared to \$20.7 million for the year ended December 31, 2008. Earnings per share for the year ended December 31, 2009 were \$0.79, up from \$0.73 per share for the year ended December 31, 2008.

Gross margins improved to 42.3% of sales for the year ended December 31, 2009, compared to 41.1% of sales for the year ended December 31, 2008, an improvement of 120 basis points.

Revenues for the fourth quarter of 2009 were a record \$67.5 million, compared with revenues of \$58.0 million for the quarter of 2008, an increase of 16%.

Earnings for the fourth quarter of 2009 were \$5.1 million, down 6% compared to \$5.4 million for the fourth quarter of 2008. Earnings per share for the fourth quarter of 2009 were \$0.18, down from \$0.19 per share for the fourth quarter of 2008. Earnings for the fourth quarter of 2009 were negatively impacted primarily by the integration and start-up of Merit's new non-vascular stent division, investments in expanding its direct sales force in the United States and Europe, as well as increased research and development.

Gross margins for the fourth quarter of 2009 were 40.5% of sales, which was essentially the same as for the fourth quarter of 2008, but down sequentially from the third quarter of 2009 primarily due to lower production volumes as we reduced inventory levels and shut down for maintenance during the holidays. This lower production rate also resulted in an \$880,000 reduction in inventory from the third quarter of 2009 compared to the fourth quarter of 2009.

"Despite the lower gross margins for the fourth quarter of 2009, compared to the third quarter of 2009, we are pleased with the lower inventory levels even though we built first lots to stock for the launch of the EN Snare® foreign body removal device," said Fred P. Lampropoulos, Merit's Chairman and Chief Executive Officer. "We are also pleased that in January 2010 gross margins snapped back to approximately 42.6% and we surpassed our initial forecast of EN Snare® devices by more than 50%. EN Snare® sales for January 2010 were approximately \$623,000. We are delighted with the execution and launch of the EN Snare® and have raised our forecast of this product by \$2.0 million over our initial plan."

"We plan to launch several new products during the first half of 2010, including the patented One Step  $VOS^{TM}$ , the Merit Laureate<sup>TM</sup> hydrophilic guide wire, the Impress<sup>TM</sup> hydrophilic catheter, the ASAP<sup>TM</sup> thrombus extraction catheter, and the ALIMAXX - B® uncovered metal biliary stent in both the transhepatic and endoscopic versions," Lampropoulos added.

For the year ended December 31, 2009, compared to the year ended December 31, 2008, catheter sales rose 23%; stand-alone device sales rose 12%; custom kit and tray sales increased 12%; and inflation device sales fell 1%. The percentage decline in inflation device sales was due primarily to decreased deliveries to an OEM customer. Excluding sales to that OEM customer, inflation device sales increased 2% for the year ended December 31, 2009, relative to the year ended December 31, 2008.

For the fourth quarter of 2009, compared to the fourth quarter of 2008, catheter sales rose 25%; stand-alone device sales increased 13%; custom kit and tray sales grew 9%; and inflation device sales increased 9% due partially to increased deliveries to the OEM customer described above. Excluding sales to that OEM customer, inflation device sales were up 4% for the fourth quarter of 2009, compared to the fourth quarter of 2008.

Selling, general and administrative expenses were 25.0% and 25.2% of sales for the fourth quarter and year ended December 31, 2009, respectively, compared with 22.2% and 23.4% of sales for the comparable periods of 2008, respectively.

Research and development costs were 4.3% of sales for both the fourth quarter and year ended December 31, 2009, compared to 4.1% and 4.0% of sales for the comparable periods of 2008, respectively.

Merit's effective tax rates for the fourth quarter and calendar year 2009 were 33.3% and 31.9%, respectively, compared to 36.9% and 34.9% for the same periods of 2008, respectively.

Merit earned \$30.1 million in cash from operations for the year ended December 31, 2009, compared to \$28.0 million for the year ended December 31, 2008. Merit's cash position decreased to \$6.1 million on December 31, 2009, compared to \$34.0 million on December 31, 2008. The

decreased cash position was due primarily to \$21.0 million spent on the acquisition of intellectual property, including patents, certain trademarks and know-how associated with the En Snare® foreign body removal device from Hatch Medical, L.L.C. and \$19.0 million spent on the acquisition of assets from Alveolus, Inc., including an intellectual property portfolio, inventory, receivables and manufacturing equipment associated with non-vascular interventional stents used for esophageal, tracheobronchial, and biliary stenting procedures.

The financial information presented in this release has not been audited and is subject to adjustment as Merit completes the procedures associated with the audit of its financial statements for the year ended December 31, 2009. Merit does not presently anticipate those adjustments, if any, to be material.

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# INCOME STATEMENT

(Unaudited, in thousands except per share amounts)

		Three Months Ended December 31,			Twelve Months Ended December 31,			
	_	2009		2008		2009		2008
SALES	\$	67,495	\$	57,996	\$	257,462	\$	227,143
COST OF SALES		40,179		34,503		148,660		133,872
GROSS PROFIT		27,316		23,493		108,802		93,271
OPERATING EXPENSES								
Selling, general and administrative		16,891		12,887		64,787		53,127
Research and development		2,904		2,404		11,168		9,160
Total		19,795		15,291		75,955		62,287
INCOME FROM OPERATIONS		7,521		8,202		32,847		30,984
OTHER INCOME								
Interest income		14		286		178		781
Other income		66		55		69		80
Total other income — net		80		341		247		861
INCOME BEFORE INCOME TAX EXPENSE		7,601		8,543		33,094		31,845
INCOME TAX EXPENSE		2,534		3,151		10,564		11,118
NET INCOME	\$	5,067	\$	5,392	\$	22,530	\$	20,727
EARNINGS PER SHARE-								
Basic	\$	0.18	\$	0.19	\$	0.80	\$	0.75
Diluted	\$	0.18	\$	0.19	\$	0.79	\$	0.73
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AVERAGE COMMON SHARES-								
Basic	<u> </u>	28,091	_	28,070	_	28,011	_	27,769
Diluted		28,761		28,750		28,606		28,550

# **BALANCE SHEET** (Unaudited in thousands)

Other intangibles, net

	Dec	December 31, 2009		December 31, 2008	
ASSETS					
Current Assets					
Cash and cash equivalents	\$	6,133	\$	34,030	
Trade receivables, net		30,954		27,749	
Employee receivables		145		126	
Other receivables		827		818	
Inventories		47,170		38,358	
Prepaid expenses and other assets		1,801		985	
Deferred income tax assets		3,289		2,782	
Income tax refunds receivable		835		607	
Total Current Assets		91,154		105,455	
Property and equipment, net		114,646		103,939	

26,898

6,913

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Goodwill	33,002		13,048
Other assets	5,813		2,325
Investment, cost			
Deferred income tax assets			23
Deposits			73
Total Assets	\$ 271,513	\$	231,776
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current Liabilities			
Trade payables	13,352		10,622
Accrued expenses	12,196		9,973
Advances from employees	212		211
Line of credit	7,000		
Income taxes payable	148		366
Total Current Liabilities	32,908		21,172
Deferred income tax liabilities	11,251		8,771
Liabilities related to unrecognized tax positions	2,945		2,818
Deferred compensation payable	3,382		2,348
Deferred credits	1,874		1,994
Other long-term obligation	344		368
Total Liabilities	52,704		37,471
Stockholders' Equity			
Common stock	63,690		61,689
Retained earnings	155,204		132,674
Accumulated other comprehensive loss	(85)		(58)
Total stockholders' equity	218,809		194,305
Total Liabilities and Stockholders' Equity	\$ 271,513	\$	231,776
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# CONFERENCE CALL

Merit invites all interested parties to participate in its fourth quarter and year-end conference call today, February 18<sup>th</sup>, 2010, at 5:00 p.m. Eastern (4:00 p.m. Central, 3:00 p.m. Mountain, and 2:00 p.m. Pacific). The domestic phone number is (877) 941-0844, and the international number is (480) 629-9645. A live webcast as well as a rebroadcast can be accessed through the Investors page at www.merit.com or through the webcasts tab at www.fulldisclosure.com.

## ABOUT MERIT

Founded in 1987, Merit Medical Systems, Inc. is engaged in the development, manufacture and distribution of proprietary disposable medical devices used in interventional and diagnostic procedures, primarily in cardiology, radiology and gastroenterology. Merit serves client hospitals worldwide with a domestic and international sales force totaling approximately 125 individuals. Merit employs approximately 1,880 people worldwide, with facilities in Salt Lake City and South Jordan, Utah; Angleton, Texas; Richmond, Virginia; Maastricht and Venlo, The Netherlands; and Galway, Ireland.

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 and are subject to risks and uncertainties such as those described in Merit's Annual Report on Form 10-K for the year ended December 31, 2008. Such risks and uncertainties include risks relating to: healthcare policy changes which may have a material adverse effect on Merit; infringement of Merit's technology or the assertion that Merit's technology infringes the rights of other parties; downturn of the national economy and its effect on Merit's revenues, collections and supplier relations; termination of supplier relationships, or failure of suppliers to perform; product recalls and product liability claims; delays in obtaining regulatory approvals, or the failure to maintain such approvals; inability to successfully manage growth through acquisitions, including the inability to commercialize the Vysera technology as currently anticipated; concentration of Merit's revenues among a few products and procedures; development of new products and technology that could render Merit's products obsolete; market acceptance of new products; introduction of products in a timely fashion; price and product competition; availability of labor and materials; cost increases; fluctuations in and obsolescence of inventory; volatility of the market price of Merit's common stock; foreign currency fluctuations; changes in key personnel; work stoppage or transportation risks; modification or limitation of governmental or private insurance reimbursement; changes in health care markets related to health care reform initiatives; impact of force majeure events on Merit's business, including severe weather conditions; failure to comply with applicable environmental laws and other factors referred to in Merit's Annual Report on Form 10-K for the year ended December 31, 2008, and other reports filed with the Securities and Exchange Commission. All subsequent forward-looking statements attributable to Merit or persons acting on its behalf are expressly qualified in their entirety by these cautionary statements. Actual results will differ, and may differ materially, from anticipated results. Financial estimates are subject to change and are not intended to be relied upon as predictions of future operating results, and Merit assumes no obligation to update or disclose revisions to those estimates.