

**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): October 26, 2022



**Merit Medical Systems, Inc.**

(Exact name of registrant as specified in its charter)

**Utah**  
(State or other jurisdiction of  
incorporation or organization)

**0-18592**  
(Commission  
File Number)

**87-0447695**  
(I.R.S. Employer  
Identification No.)

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

**84095**  
(Zip Code)

**(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)
- 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 each exchange on which registered
Common Stock, no par value	MMSI	NASDAQ Global Select Market System

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 October 26, 2022, Merit Medical Systems, Inc. (the “Company”) issued a press release announcing its operating and financial results for the quarter ended September 30, 2022. A copy of the press release is furnished as Exhibit 99.1 to this report and incorporated herein by reference.

**Item 7.01. Regulation FD Disclosure.**

On October 26, 2022, the Company is conducting a conference call to discuss its operating and financial results for the quarter ended September 30, 2022. A live webcast and slide presentation will also be available for the conference call on the Company’s website. A copy of the slide presentation is furnished as Exhibit 99.2 to this report.

The information contained in Item 2.02 and Item 7.01 of this Current Report on Form 8-K (including the exhibits attached hereto) 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 the Company under the Securities Act of 1933, as amended, or the Exchange Act.

**Item 9.01. Financial Statements and Exhibits.**

(d) Exhibits

<b>EXHIBIT NUMBER</b>	<b>DESCRIPTION</b>
99.1	<a href="#">Press Release, dated October 26, 2022, entitled “Merit Medical Reports Results for Quarter Ended September 30, 2022” including unaudited financial information.</a>
99.2	<a href="#">Conference Call Presentation.</a>
104	The cover page from this Current Report on Form 8-K, formatted in Inline XBRL.

**SIGNATURES**

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: October 26, 2022

By: /s/ Brian G. Lloyd  
Brian G. Lloyd  
Chief Legal Officer and Corporate Secretary



## PRESS RELEASE

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**FOR IMMEDIATE RELEASE****MERIT MEDICAL REPORTS RESULTS FOR  
QUARTER ENDED SEPTEMBER 30, 2022**

- Q3 2022 reported revenue of \$287.2 million, up 7.5% compared to Q3 2021
- Q3 2022 constant currency revenue, organic\* up 10.5% compared to Q3 2021
- Q3 2022 GAAP operating margin of 6.5%, compared to 6.0% in Q3 2021
- Q3 2022 non-GAAP operating margin\* of 16.1%, compared to 14.8% in Q3 2021
- Q3 2022 GAAP EPS \$0.27, compared to \$0.21 in Q3 2021
- Q3 2022 non-GAAP EPS\* of \$0.64, compared to \$0.52 in Q3 2021

\* *Constant currency revenue; constant currency revenue, organic; non-GAAP EPS; non-GAAP net income; non-GAAP operating income and margin; non-GAAP gross profit and margin; and free cash flow are non-GAAP financial measures. A reconciliation of these financial measures to their most directly comparable GAAP financial measures is included under the heading "Non-GAAP Financial Measures" below.*

SOUTH JORDAN, Utah, October 26, 2022 -- Merit Medical Systems, Inc. (NASDAQ: MMSI), a leading global manufacturer and marketer of healthcare technology, today announced revenue of \$287.2 million for the quarter ended September 30, 2022, an increase of 7.5% compared to the quarter ended September 30, 2021. Constant currency revenue, organic, for the third quarter of 2022 increased 10.5% compared to the prior year period.

Merit's revenue by operating segment and product category for the three and nine-month periods ended September 30, 2022 and 2021 was as follows (unaudited; in thousands, except for percentages):

	Three Months Ended						
	Reported			Impact of foreign exchange	Constant Currency		
	September 30,		% Change		September 30,	% Change	
	2022	2021			2022		
<b>Cardiovascular</b>							
Peripheral Intervention	\$ 110,698	\$ 101,059	9.5 %	\$ 2,289	\$ 112,987	11.8 %	
Cardiac Intervention	86,848	79,813	8.8 %	2,841	89,689	12.4 %	
Custom Procedural Solutions	45,692	49,435	(7.6)%	2,352	48,044	(2.8)%	
OEM	35,711	29,397	21.5 %	408	36,119	22.9 %	
Total	278,949	259,704	7.4 %	7,890	286,839	10.4 %	
<b>Endoscopy</b>							
Endoscopy Devices	8,226	7,317	12.4 %	85	8,311	13.6 %	
Total	\$ 287,175	\$ 267,021	7.5 %	\$ 7,975	\$ 295,150	10.5 %	
<b>Nine Months Ended</b>							
	Reported			Impact of foreign exchange	Constant Currency		
	September 30,		% Change		September 30,	% Change	
		2022	2021		2022		
<b>Cardiovascular</b>							
Peripheral Intervention	\$ 327,426	\$ 299,573	9.3 %	\$ 4,013	\$ 331,439	10.6 %	
Cardiac Intervention	257,909	240,203	7.4 %	5,345	263,254	9.6 %	
Custom Procedural Solutions	141,047	143,492	(1.7)%	5,261	146,308	2.0 %	
OEM	106,173	89,734	18.3 %	947	107,120	19.4 %	
Total	832,555	773,002	7.7 %	15,566	848,121	9.7 %	
<b>Endoscopy</b>							
Endoscopy Devices	25,011	23,257	7.5 %	197	25,208	8.4 %	
Total	\$ 857,566	\$ 796,259	7.7 %	\$ 15,763	\$ 873,329	9.7 %	

Merit's GAAP gross margin for the third quarter of 2022 was 44.8%, compared to GAAP gross margin of 45.1% for the prior year period. Merit's non-GAAP gross margin\* for the third quarter of 2022 was 48.4%, compared to non-GAAP gross margin of 49.1% for the prior year period.

Merit's GAAP net income for the third quarter of 2022 was \$15.3 million, or \$0.27 per share, compared to GAAP net income of \$12.0 million, or \$0.21 per share, for the third quarter of 2021. Merit's non-GAAP net income\* for the third quarter of 2022 was \$37.0 million, or \$0.64 per share, compared to non-GAAP net income of \$30.2 million, or \$0.52 per share, for the prior year period.

“We delivered better-than-expected revenue results for the third quarter of 2022, posting 10.5% constant currency sales growth fueled by solid execution from our team and more favorable than anticipated demand trends from customers in the U.S., EMEA and APAC regions.” said Fred P. Lampropoulos, Merit’s Chairman and Chief Executive Officer. “We also delivered better-than-expected profitability in the quarter, with approximately 23% growth year-over-year in both non-GAAP net income and non-GAAP earnings per share, driven by the combination of our strong revenue results and continued benefits from our multi-year strategic initiatives related to the Foundations for Growth Program.”

Mr. Lampropoulos continued: “Our updated guidance expectations for 2022 reflect continued confidence in our ability to drive solid constant currency revenue growth, improvements in our profitability profile and strong free cash flow generation in 2022. Overall, we continue to execute and are excited about the results we are seeing across our business. We remain committed to the financial targets that we outlined in the Foundations for Growth Program for the three-year period ending December 31, 2023, which call for our constant currency, organic revenue to increase at a CAGR of at least 5%, non-GAAP operating margins of at least 18% and cumulative free cash flow of more than \$300 million.”

As of September 30, 2022, Merit had cash and cash equivalents of \$51.5 million, total debt obligations of \$216.9 million, and available borrowing capacity of approximately \$509 million, compared to cash, cash equivalents and restricted cash of \$67.8 million, total debt obligations of \$243.1 million, and available borrowing capacity of approximately \$490 million as of December 31, 2021.

#### Updated Fiscal Year 2022 Financial Guidance

Based upon information currently available to Merit’s management, for the year ending December 31, 2022, absent material acquisitions, non-recurring transactions or other factors beyond Merit’s current expectations, Merit now expects the following:

<u>Financial Measure</u>	<u>Revised Guidance</u>	<u>As Reported</u>	<u>% Change from Prior Year</u>	<u>Prior Guidance</u>
	<u>December 31, 2022</u>	<u>December 31, 2021</u>		<u>December 31, 2022</u>
Net Sales	\$1.145 - \$1.151 billion	\$1.075 billion	6.5% - 7.1%	\$1.123 - \$1.135 billion
Cardiovascular Segment	\$1.112 - \$1.117 billion	\$1.043 billion	6.6% - 7.1%	\$1.093 - \$1.102 billion
Endoscopy Segment	\$32.7 - \$33.2 million	\$31.5 million	3.8% - 5.4%	\$30.0 - \$34.0 million
<b>GAAP</b>				
Net Income	\$64.8 - \$68.3 million	\$48.5 million		\$62.4 - \$68.3 million
Earnings Per Share	\$1.13 - \$1.19	\$0.84		\$1.08 - \$1.18
<b>Non-GAAP</b>				
Net Income	\$146.9 - \$150.4 million	\$136.2 million		\$139.6 - \$145.5 million
Earnings Per Share	\$2.55 - \$2.61	\$2.37		\$2.42 - \$2.52

Merit’s financial guidance for the year ending December 31, 2022 is subject to risks and uncertainties identified in this release and Merit’s filings with the U.S. Securities and Exchange Commission (the “SEC”).

#### CONFERENCE CALL

Merit will hold its investor conference call today, Wednesday, October 26, 2022, at 5:00 p.m. Eastern (4:00 p.m. Central, 3:00 p.m. Mountain, and 2:00 p.m. Pacific). **To access the conference call, please pre-register using the following [link](#). Registrants will receive confirmation with dial-in details.** A live webcast and slide deck will also be available at merit.com.

**CONSOLIDATED BALANCE SHEETS**  
(in thousands)

	September 30, 2022 (Unaudited)	December 31, 2021
<b>ASSETS</b>		
Current Assets		
Cash and cash equivalents	\$ 51,481	\$ 67,750
Trade receivables, net	155,828	152,301
Other receivables	10,827	17,763
Inventories	246,660	221,922
Prepaid expenses and other assets	27,388	16,149
Prepaid income taxes	3,515	3,550
Income tax refund receivables	4,164	2,777
Total current assets	<u>499,863</u>	<u>482,212</u>
Property and equipment, net	376,156	371,658
Intangible assets, net	284,107	319,269
Goodwill	358,056	361,741
Deferred income tax assets	5,467	6,080
Operating lease right-of-use assets	64,700	65,913
Other assets	44,388	41,421
Total Assets	<u>\$ 1,632,737</u>	<u>\$ 1,648,294</u>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current Liabilities		
Trade payables	\$ 63,206	\$ 55,624
Accrued expenses	124,504	159,014
Current portion of long-term debt	11,250	8,438
Current operating lease liabilities	10,310	10,668
Income taxes payable	3,765	2,536
Total current liabilities	<u>213,035</u>	<u>236,280</u>
Long-term debt	205,412	234,397
Deferred income tax liabilities	31,168	31,503
Long-term income taxes payable	347	347
Liabilities related to unrecognized tax benefits	932	932
Deferred compensation payable	14,786	18,111
Deferred credits	1,735	1,815
Long-term operating lease liabilities	59,989	61,526
Other long-term obligations	16,492	23,584
Total liabilities	<u>543,896</u>	<u>608,495</u>
Stockholders' Equity		
Common stock	658,198	641,533
Retained earnings	447,372	406,257
Accumulated other comprehensive loss	(16,729)	(7,991)
Total stockholders' equity	<u>1,088,841</u>	<u>1,039,799</u>
Total Liabilities and Stockholders' Equity	<u>\$ 1,632,737</u>	<u>\$ 1,648,294</u>

**CONSOLIDATED STATEMENTS OF INCOME**  
(Unaudited; in thousands except per share amounts)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Net sales	\$ 287,175	\$ 267,021	\$ 857,566	\$ 796,259
Cost of sales	158,602	146,527	473,019	439,732
Gross profit	<u>128,573</u>	<u>120,494</u>	<u>384,547</u>	<u>356,527</u>
Operating expenses:				
Selling, general and administrative	89,780	86,474	259,282	259,061
Research and development	19,221	16,974	55,074	50,841
Impairment charges	—	—	1,672	4,283
Contingent consideration expense	915	1,115	4,702	3,322
Acquired in-process research and development	—	—	6,671	—
Total operating expenses	<u>109,916</u>	<u>104,563</u>	<u>327,401</u>	<u>317,507</u>
Income from operations	<u>18,657</u>	<u>15,931</u>	<u>57,146</u>	<u>39,020</u>
Other income (expense):				
Interest income	116	104	316	668
Interest expense	(1,831)	(1,233)	(4,180)	(4,156)
Other income (expense) — net	660	(625)	(808)	(1,796)
Total other expense — net	<u>(1,055)</u>	<u>(1,754)</u>	<u>(4,672)</u>	<u>(5,284)</u>
Income before income taxes	17,602	14,177	52,474	33,736
Income tax expense	<u>2,330</u>	<u>2,210</u>	<u>11,359</u>	<u>5,895</u>
Net income	<u>\$ 15,272</u>	<u>\$ 11,967</u>	<u>\$ 41,115</u>	<u>\$ 27,841</u>
Earnings per common share				
Basic	\$ 0.27	\$ 0.21	\$ 0.73	\$ 0.50
Diluted	\$ 0.27	\$ 0.21	\$ 0.71	\$ 0.49
Weighted average shares outstanding				
Basic	56,835	56,302	56,707	56,033
Diluted	57,586	57,549	57,573	57,274



**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
(In thousands - unaudited)

	Nine Months Ended September 30,	
	2022	2021
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Net income	\$ 41,115	\$ 27,841
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	61,312	63,173
Loss on disposition of business	1,389	—
Write-off of certain intangible assets and other long-term assets	1,733	4,412
Amortization of right-of-use operating lease assets	7,819	8,941
Adjustments and payments related to contingent consideration liability	2,888	3,322
Acquired in-process research and development	6,671	—
Stock-based compensation expense	13,691	11,589
Other adjustments	568	1,002
Changes in operating assets and liabilities, net of acquisitions and divestitures	(50,903)	(18,864)
Total adjustments	45,168	73,575
Net cash, cash equivalents, and restricted cash provided by operating activities	86,283	101,416
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Capital expenditures for property and equipment	(32,539)	(19,612)
Cash paid in acquisitions, net of cash acquired	(4,712)	(1,858)
Other investing, net	(2,817)	(1,084)
Net cash, cash equivalents, and restricted cash used in investing activities	(40,068)	(22,554)
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Proceeds from issuance of common stock	6,733	17,814
Proceeds from (payments on) long-term debt, net	(26,257)	(72,625)
Contingent payments related to acquisitions	(32,862)	(10,579)
Payment of taxes related to an exchange of common stock	(2,125)	(576)
Net cash, cash equivalents, and restricted cash used in financing activities	(54,511)	(65,966)
Effect of exchange rates on cash	(5,862)	(908)
Net increase (decrease) in cash, cash equivalents and restricted cash	(14,158)	11,988
<b>CASH, CASH EQUIVALENTS AND RESTRICTED CASH:</b>		
Beginning of period	67,750	56,916
End of period	\$ 53,592	\$ 68,904
<b>RECONCILIATION OF CASH, CASH EQUIVALENTS AND RESTRICTED CASH TO THE CONSOLIDATED BALANCE SHEETS:</b>		
Cash and cash equivalents	51,481	68,904
Restricted cash reported in prepaid expenses and other current assets	2,111	—
Total cash, cash equivalents and restricted cash	\$ 53,592	\$ 68,904

## Non-GAAP Financial Measures

Although Merit's financial statements are prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP"), Merit's management believes that certain non-GAAP financial measures referenced in this release provide investors with useful information regarding the underlying business trends and performance of Merit's ongoing operations and can be useful for period-over-period comparisons of such operations. Non-GAAP financial measures used in this release include:

- constant currency revenue;
- constant currency revenue, organic;
- non-GAAP gross profit and margin;
- non-GAAP operating income and margin;
- non-GAAP net income;
- non-GAAP earnings per share; and
- free cash flow.

Merit's management team uses these non-GAAP financial measures to evaluate Merit's profitability and efficiency, to compare operating and financial results to prior periods, to evaluate changes in the results of its operating segments, and to measure and allocate financial resources internally. However, Merit's management does not consider such non-GAAP measures in isolation or as an alternative to measures determined in accordance with GAAP.

Readers should consider non-GAAP measures used in this release in addition to, not as a substitute for, financial reporting measures prepared in accordance with GAAP. These non-GAAP financial measures generally exclude some, but not all, items that may affect Merit's net income. In addition, they are subject to inherent limitations as they reflect the exercise of judgment by management about which items are excluded. Merit believes it is useful to exclude such items in the calculation of non-GAAP earnings per share, non-GAAP gross profit and margin, non-GAAP operating income and margin, and non-GAAP net income (in each case, as further illustrated in the reconciliation tables below) because such amounts in any specific period may not directly correlate to the underlying performance of Merit's business operations and can vary significantly between periods as a result of factors such as acquisition or other extraordinary transactions, non-cash expenses related to amortization or write-off of previously acquired tangible and intangible assets, certain severance expenses, expenses resulting from non-ordinary course litigation or administrative proceedings and resulting settlements, corporate transformation expenses, governmental proceedings or changes in tax or industry regulations, gains or losses on disposal of certain assets, and debt issuance costs. Merit may incur similar types of expenses in the future, and the non-GAAP financial information included in this release should not be viewed as a statement or indication that these types of expenses will not recur. Additionally, the non-GAAP financial measures used in this release may not be comparable with similarly titled measures of other companies. Merit urges readers to review the reconciliations of its non-GAAP financial measures to the comparable GAAP financial measures, and not to rely on any single financial measure to evaluate Merit's business or results of operations.

### *Constant Currency Revenue*

Merit's constant currency revenue is prepared by converting the current-period reported revenue of subsidiaries whose functional currency is a currency other than the U.S. dollar at the applicable foreign exchange rates in effect during the comparable prior-year period, and adjusting for the effects of hedging transactions on reported revenue, which are recorded in the U.S. dollar. The constant currency revenue adjustments of \$8.0 million and \$15.8 million to reported revenue for the three and nine-month periods ended September 30, 2022, were calculated using the applicable average foreign exchange rates for the three and nine-month periods ended September 30, 2021.

### *Constant Currency Revenue, Organic*

Merit's constant currency revenue, organic, is defined, with respect to prior fiscal year periods, as GAAP revenue. With respect to current fiscal year periods, constant currency revenue, organic, is defined as constant currency revenue (as defined above), less revenue from certain acquisitions. For the three and nine-month periods ended September 30, 2022, there were no revenues from acquisitions excluded in the calculation of Merit's constant currency revenue, organic.

#### *Non-GAAP Gross Profit and Margin*

Non-GAAP gross profit is calculated by reducing GAAP cost of sales by amounts recorded for amortization of intangible assets and certain inventory write-offs. Non-GAAP gross margin is calculated by dividing non-GAAP gross profit by reported net sales.

#### *Non-GAAP Operating Income and Margin*

Non-GAAP operating income is calculated by adjusting GAAP operating income for certain items which are deemed by Merit's management to be outside of core operations and vary in amount and frequency among periods, such as expenses related to acquisitions or other extraordinary transactions, non-cash expenses related to amortization or write-off of previously acquired tangible and intangible assets, certain severance expenses, performance-based stock compensation expenses, corporate transformation expenses, expenses resulting from non-ordinary course litigation or administrative proceedings and resulting settlements, governmental proceedings or changes in industry regulations, as well as other items referenced in the tables below. Non-GAAP operating margin is calculated by dividing non-GAAP operating income by reported net sales.

#### *Non-GAAP Net Income*

Non-GAAP net income is calculated by adjusting GAAP net income for the items set forth in the definition of non-GAAP operating income above, as well as for expenses related to debt issuance costs, gains or losses on disposal of certain assets, changes in tax regulations, and other items set forth in the tables below.

#### *Non-GAAP EPS*

Non-GAAP EPS is defined as non-GAAP net income divided by the diluted shares outstanding for the corresponding period.

#### *Free Cash Flow*

Free cash flow is defined as cash flow from operations calculated in accordance with GAAP, less capital expenditures for property and equipment calculated in accordance with GAAP, as set forth in the consolidated statement of cash flows.

#### *Non-GAAP Financial Measure Reconciliations*

The following tables set forth supplemental financial data and corresponding reconciliations of non-GAAP financial measures to Merit's corresponding financial measures prepared in accordance with GAAP, in each case, for the three and nine-month periods ended September 30, 2022 and 2021. The non-GAAP income adjustments referenced in the following tables do not reflect non-performance-based stock compensation expense of approximately \$3.2 million and \$3.2 million for the three-month periods ended September 30, 2022 and 2021, respectively and \$9.3 million and \$7.6 million for the nine-month periods ended September 30, 2022 and 2021, respectively.

**Reconciliation of GAAP Net Income to Non-GAAP Net Income**  
(Unaudited; in thousands except per share amounts)

	Three Months Ended September 30, 2022			
	Pre-Tax	Tax Impact	After-Tax	Per Share Impact
GAAP net income	\$ 17,602	\$ (2,330)	\$ 15,272	\$ 0.27
<i>Non-GAAP adjustments:</i>				
Cost of Sales				
Amortization of intangibles	10,487	(2,571)	7,916	0.14
Operating Expenses				
Contingent consideration expense	915	—	915	0.02
Amortization of intangibles	1,554	(384)	1,170	0.02
Performance-based share-based compensation (b)	1,353	(70)	1,283	0.02
Corporate transformation and restructuring (c)	8,535	(1,796)	6,739	0.12
Acquisition-related	667	(163)	504	0.01
Medical Device Regulation expenses (d)	3,873	(948)	2,925	0.05
Other (e)	116	(28)	88	0.00
Other (Income) Expense				
Amortization of long-term debt issuance costs	151	(37)	114	0.00
Loss on disposal of business unit	135	(32)	103	0.00
Non-GAAP net income	<u>\$ 45,388</u>	<u>\$ (8,359)</u>	<u>\$ 37,029</u>	<u>\$ 0.64</u>
Diluted shares				57,586

	Three Months Ended September 30, 2021			
	Pre-Tax	Tax Impact	After-Tax	Per Share Impact
GAAP net income	\$ 14,177	\$ (2,210)	\$ 11,967	\$ 0.21
<i>Non-GAAP adjustments:</i>				
Cost of Sales				
Amortization of intangibles	10,573	(2,626)	7,947	0.14
Operating Expenses				
Contingent consideration expense	1,115	(16)	1,099	0.02
Amortization of intangibles	1,793	(449)	1,344	0.02
Performance-based share-based compensation (b)	1,639	(207)	1,432	0.02
Corporate transformation and restructuring (c)	4,282	(1,061)	3,221	0.06
Acquisition-related	2,866	(711)	2,155	0.04
Medical Device Regulation expenses (d)	1,129	(280)	849	0.01
Other (e)	159	(78)	81	0.00
Other (Income) Expense				
Amortization of long-term debt issuance costs	151	(37)	114	0.00
Non-GAAP net income	<u>\$ 37,884</u>	<u>\$ (7,675)</u>	<u>\$ 30,209</u>	<u>\$ 0.52</u>
Diluted shares				57,549

Note: Certain per share impacts may not sum to totals due to rounding.

**Reconciliation of GAAP Net Income to Non-GAAP Net Income**  
(Unaudited; in thousands except per share amounts)

	Nine Months Ended September 30, 2022			Per Share Impact
	Pre-Tax	Tax Impact	After-Tax	
GAAP net income	\$ 52,474	\$ (11,359)	\$ 41,115	\$ 0.71
<i>Non-GAAP adjustments:</i>				
Cost of Sales				
Amortization of intangibles	31,539	(7,733)	23,806	0.41
Operating Expenses				
Contingent consideration expense	4,702	(17)	4,685	0.08
Impairment charges	1,672	(318)	1,354	0.02
Amortization of intangibles	4,749	(1,176)	3,573	0.06
Performance-based share-based compensation (b)	4,354	(413)	3,941	0.07
Corporate transformation and restructuring (c)	20,432	(4,702)	15,730	0.27
Acquisition-related	1,901	(465)	1,436	0.02
Medical Device Regulation expenses (d)	8,451	(2,069)	6,382	0.11
Other (e)	7,845	(1,863)	5,982	0.10
Other (Income) Expense				
Amortization of long-term debt issuance costs	453	(111)	342	0.01
Loss on disposal of business unit	1,390	(32)	1,358	0.02
Non-GAAP net income	<u>\$ 139,962</u>	<u>\$ (30,258)</u>	<u>\$ 109,704</u>	<u>\$ 1.91</u>
Diluted shares				57,573

	Nine Months Ended September 30, 2021			Per Share Impact
	Pre-Tax	Tax Impact	After-Tax	
GAAP net income	\$ 33,736	\$ (5,895)	\$ 27,841	\$ 0.49
<i>Non-GAAP adjustments:</i>				
Cost of Sales				
Amortization of intangibles	31,884	(7,918)	23,966	0.42
Inventory write-off (a)	1,620	(202)	1,418	0.02
Operating Expenses				
Contingent consideration expense	3,322	(2)	3,320	0.06
Impairment charges	4,283	(481)	3,802	0.07
Amortization of intangibles	5,397	(1,352)	4,045	0.07
Performance-based share-based compensation (b)	3,998	(494)	3,504	0.06
Corporate transformation and restructuring (c)	17,044	(4,223)	12,821	0.22
Acquisition-related	8,475	(2,101)	6,374	0.11
Medical Device Regulation expenses (d)	2,523	(625)	1,898	0.03
Other (e)	6,534	(468)	6,066	0.11
Other (Income) Expense				
Amortization of long-term debt issuance costs	453	(112)	341	0.01
Non-GAAP net income	<u>\$ 119,269</u>	<u>\$ (23,873)</u>	<u>\$ 95,396</u>	<u>\$ 1.67</u>
Diluted shares				57,274

Note: Certain per share impacts may not sum to totals due to rounding.

**Reconciliation of Reported Operating Income to Non-GAAP Operating Income**  
(Unaudited; in thousands except percentages)

	Three Months Ended September 30, 2022		Three Months Ended September 30, 2021		Nine Months Ended September 30, 2022		Nine Months Ended September 30, 2021	
	Amounts	% Sales	Amounts	% Sales	Amounts	% Sales	Amounts	% Sales
Net Sales as Reported	\$ 287,175		\$ 267,021		\$ 857,566		\$ 796,259	
GAAP Operating Income	18,657	6.5 %	15,931	6.0 %	57,146	6.7 %	39,020	4.9 %
Cost of Sales								
Amortization of intangibles	10,487	3.7 %	10,573	4.0 %	31,539	3.7 %	31,884	4.0 %
Inventory write-off (a)	—	—	—	—	—	—	1,620	0.2 %
Operating Expenses								
Contingent consideration expense	915	0.3 %	1,115	0.4 %	4,702	0.5 %	3,322	0.4 %
Impairment charges	—	—	—	—	1,672	0.2 %	4,283	0.5 %
Amortization of intangibles	1,554	0.5 %	1,793	0.7 %	4,749	0.6 %	5,397	0.7 %
Performance-based share-based compensation (b)	1,353	0.5 %	1,639	0.6 %	4,354	0.5 %	3,998	0.5 %
Corporate transformation and restructuring (c)	8,535	3.0 %	4,282	1.6 %	20,432	2.4 %	17,044	2.1 %
Acquisition-related	667	0.2 %	2,866	1.1 %	1,901	0.2 %	8,475	1.1 %
Medical Device Regulation expenses (d)	3,873	1.3 %	1,129	0.4 %	8,451	1.0 %	2,523	0.3 %
Other (e)	116	0.0 %	159	0.1 %	7,845	0.9 %	6,534	0.8 %
Non-GAAP Operating Income	\$ 46,157	16.1 %	\$ 39,487	14.8 %	\$ 142,791	16.7 %	\$ 124,100	15.6 %

Note: Certain percentages may not sum to totals due to rounding

- a) Represents the write-off of inventory related to the divestiture or exit of certain businesses or product lines.
- b) Represents performance-based share-based compensation expense, including stock-settled and cash-settled awards.
- c) Includes consulting expenses related to the Foundations for Growth Program and other transformation costs, including severance related to corporate initiatives.
- d) Represents incremental expenses incurred to comply with the E.U. Medical Device Regulation (“MDR”).
- e) The three-month period ended September 30, 2022 includes costs to comply with Merit’s corporate integrity agreement with the U.S. Department of Justice (the “DOJ”). The 2022 year-to-date period also includes acquired in-process research and development charges of \$6.7 million and legal costs associated with a shareholder derivative proceeding. The 2021 periods include accrued contract termination costs of \$6.1 million to renegotiate certain terms of an acquisition agreement and costs to comply with Merit’s corporate integrity agreement with the DOJ.

**Reconciliation of Reported Revenue to Constant Currency Revenue (Non-GAAP), and Constant Currency Revenue, Organic (Non-GAAP)**  
(Unaudited; in thousands except percentages)

	% Change	Three Months Ended September 30,		% Change	Nine Months Ended September 30,	
		2022	2021		2022	2021
Reported Revenue	7.5 %	\$ 287,175	\$ 267,021	7.7 %	\$ 857,566	\$ 796,259
<i>Add: Impact of foreign exchange</i>		7,975	—		15,763	—
Constant Currency Revenue (a)	10.5 %	\$ <u>295,150</u>	\$ <u>267,021</u>	9.7 %	\$ <u>873,329</u>	\$ <u>796,259</u>
<i>Less: Revenue from certain acquisitions</i>		—	—		—	—
Constant Currency Revenue, Organic (a)	10.5 %	\$ <u>295,150</u>	\$ <u>267,021</u>	9.7 %	\$ <u>873,329</u>	\$ <u>796,259</u>

(a) A non-GAAP financial measure. For a definition of this and other non-GAAP financial measures, see the section of this release entitled “Non-GAAP Financial Measures.”

**Reconciliation of Reported Gross Margin to Non-GAAP Gross Margin (Non-GAAP)**  
(Unaudited; as a percentage of reported revenue)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Reported Gross Margin	44.8 %	45.1 %	44.8 %	44.8 %
<i>Add back impact of:</i>				
Amortization of intangibles	3.7 %	4.0 %	3.7 %	4.0 %
Inventory write-off (a)	—	— %	— %	0.2 %
<b>Non-GAAP Gross Margin</b>	<b>48.4 %</b>	<b>49.1 %</b>	<b>48.5 %</b>	<b>49.0 %</b>

Note: Certain percentages may not sum to totals due to rounding

(a) Represents the write-off of inventory related to the divestiture or exit of certain businesses or product lines.

**ABOUT MERIT**

Founded in 1987, Merit Medical Systems, Inc. is a leading global manufacturer and marketer of healthcare technology. Merit serves client hospitals worldwide with a domestic and international sales force and clinical support team totaling in excess of 700 individuals. Merit employs approximately 6,900 people worldwide with facilities in South Jordan, Utah; Pearland, Texas; Richmond, Virginia; Aliso Viejo, California; Maastricht and Venlo, The Netherlands; Paris, France; Galway, Ireland; Beijing, China; Tijuana, Mexico; Joinville, Brazil; Ontario, Canada; Melbourne, Australia; Tokyo, Japan; Reading, United Kingdom; Johannesburg, South Africa; and Singapore.

**CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS**

Statements contained in this release which are not purely historical, including, without limitation, statements regarding Merit's forecasted plans, net sales, net income (GAAP and non-GAAP), operating income and margin (GAAP and non-GAAP), gross profit and margin (GAAP and non-GAAP), earnings per share (GAAP and non-GAAP), free cash flow, and other financial measures, future growth and profit expectations or forecasted economic conditions, or the implementation of, and results achieved through, Merit's Foundations for Growth Program or other expense reduction initiatives, are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, 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, 2021 (the "2021 Annual Report") and other filings with the SEC. Such risks and uncertainties include inherent risks and uncertainties relating to Merit's internal models or the projections in this release; disruptions in Merit's supply chain, manufacturing or sterilization processes; reduced availability of, and price increases associated with, commodity components; adverse changes in freight, shipping and transportation expenses; risks relating to Merit's potential inability to successfully manage growth through acquisitions generally, including the inability to effectively integrate acquired operations or products or commercialize technology developed internally or acquired through completed, proposed or future transactions; negative changes in economic and industry conditions in the United States or other countries, including inflation; fluctuations in interest or foreign currency exchange rates; risks and uncertainties associated with Merit's information technology systems, including the potential for breaches of security and evolving regulations regarding privacy and data protection; governmental scrutiny and regulation of the medical device industry, including governmental inquiries, investigations and proceedings involving Merit; litigation and other judicial proceedings affecting Merit; restrictions on Merit's liquidity or business operations resulting from its debt agreements; infringement of Merit's technology or the assertion that Merit's technology infringes the rights of other parties; product recalls and product liability claims; changes in customer purchasing patterns or the mix of products Merit sells; difficulties, delays and expenditures relating to development, testing and regulatory approval or clearance of Merit's products, including the pursuit of approvals under the MDR, and risks that such products may not be developed successfully or approved for commercial use; the potential of fines, penalties or other adverse consequences if Merit's employees or agents violate the U.S. Foreign Corrupt Practices Act or other laws or regulations; laws and regulations targeting fraud and abuse in the healthcare industry; potential for significant adverse changes in governing regulations, including reforms to the procedures for approval or clearance of Merit's products by the U.S. Food & Drug Administration or comparable regulatory authorities in other jurisdictions; changes in tax laws and regulations in the United



States or other countries; termination of relationships with Merit's suppliers, or failure of such suppliers to perform; risks and uncertainties associated with the COVID-19 pandemic and Merit's response thereto; concentration of a substantial portion of Merit's revenues among a few products and procedures; development of new products and technology that could render Merit's existing or future products obsolete; market acceptance of new products; volatility in the market price of Merit's common stock; modification or limitation of governmental or private insurance reimbursement policies; changes in healthcare policies or markets related to healthcare reform initiatives; failure to comply with applicable environmental laws; changes in key personnel; work stoppage or transportation risks; failure to introduce products in a timely fashion; price and product competition; availability of labor and materials; fluctuations in and obsolescence of inventory; and other factors referenced in the 2021 Annual Report and other materials filed with the SEC. 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 likely 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. Those estimates and all other forward-looking statements included in this document are made only as of the date of this document, and except as otherwise required by applicable law, Merit assumes no obligation to update or disclose revisions to estimates and all other forward-looking statements.

#### TRADEMARKS

Unless noted otherwise, trademarks and registered trademarks used in this release are the property of Merit Medical Systems, Inc. and its subsidiaries in the United States and other jurisdictions.

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# Third Quarter 2022 Results

**Merit Medical Investor Call**  
October 26, 2022

**Fred Lampropoulos**  
Chairman and CEO

**Raul Parra**  
CFO



## CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

This presentation and any accompanying management commentary include "forward-looking statements," as defined within applicable securities laws and regulations. All statements in this presentation, other than statements of historical fact, are "forward-looking statements", including, without limitation, statements regarding Merit's forecasted plans, net sales, net income (GAAP and non-GAAP), operating income and margin (GAAP and non-GAAP), gross profit and margin (GAAP and non-GAAP), earnings per share (GAAP and non-GAAP), free cash flow, and other financial measures, future growth and profit expectations or forecasted economic conditions, or the implementation of, and results achieved through, Merit's Foundations for Growth Program or other expense reduction initiatives, or the development or commercialization of new products, are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, 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, 2021 (the "2021 Annual Report") and other filings with the SEC. Such risks and uncertainties include inherent risks and uncertainties relating to Merit's internal models or the projections in this release; disruptions in Merit's supply chain, manufacturing or sterilization processes; reduced availability of, and price increases associated with, commodity components; adverse changes in freight, shipping and transportation expenses; risks relating to Merit's potential inability to successfully manage growth through acquisitions generally, including the inability to effectively integrate acquired operations or products or commercialize technology developed internally or acquired through completed, proposed or future transactions; negative changes in economic and industry conditions in the United States or other countries, including inflation; fluctuations in interest or foreign currency exchange rates; risks and uncertainties associated with Merit's information technology systems, including the potential for breaches of security and evolving regulations regarding privacy and data protection; governmental scrutiny and regulation of the medical device industry, including governmental inquiries, investigations and proceedings involving Merit; litigation and other judicial proceedings affecting Merit; restrictions on Merit's liquidity or business operations resulting from its debt agreements; infringement of Merit's technology or the assertion that Merit's technology infringes the rights of other parties; product recalls and product liability claims; changes in customer purchasing patterns or the mix of products Merit sells; difficulties, delays and expenditures relating to development, testing and regulatory approval or clearance of Merit's products, including the pursuit of approvals under the E.U. Medical Device Regulation, and risks that such products may not be developed successfully or approved for commercial use; the potential of fines, penalties or other adverse consequences if Merit's employees or agents violate the U.S. Foreign Corrupt Practices Act or other laws or regulations; laws and regulations targeting fraud and abuse in the healthcare industry; potential for significant adverse changes in governing regulations, including reforms to the procedures for approval or clearance of Merit's products by the U.S. Food & Drug Administration or comparable regulatory authorities in other jurisdictions; changes in tax laws and regulations in the United States or other countries; termination of relationships with Merit's suppliers, or failure of such suppliers to perform; risks and uncertainties associated with the COVID-19 pandemic and Merit's response thereto; concentration of a substantial portion of Merit's revenues among a few products and procedures; development of new products and technology that could render Merit's existing or future products obsolete; market acceptance of new products; volatility in the market price of Merit's common stock; modification or limitation of governmental or private insurance reimbursement policies; changes in healthcare policies or markets related to healthcare reform initiatives; failure to comply with applicable environmental laws; changes in key personnel; work stoppage or transportation risks; failure to introduce products in a timely fashion; price and product competition; availability of labor and materials; fluctuations in and obsolescence of inventory; and other factors referenced in the 2021 Annual Report and other materials filed with the SEC.

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 likely 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. Those estimates and all other forward-looking statements included in this document are made only as of the date of this document, and except as otherwise required by applicable law, Merit assumes no obligation to update or disclose revisions to estimates and all other forward-looking statements.



## NON-GAAP FINANCIAL MEASURES

Although Merit's financial statements are prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP"), Merit's management believes that certain non-GAAP financial measures provide investors with useful information regarding the underlying business trends and performance of Merit's ongoing operations and can be useful for period-over-period comparisons of such operations. Certain financial measures included in this presentation, or which may be referenced in management's discussion of Merit's historical and future operations and financial results, have not been calculated in accordance with GAAP, and, therefore, are referenced as non-GAAP financial measures. Readers should consider non-GAAP measures used in this presentation in addition to, not as a substitute for, financial reporting measures prepared in accordance with GAAP. These non-GAAP financial measures generally exclude some, but not all, items that may affect Merit's net income. In addition, they are subject to inherent limitations as they reflect the exercise of judgment by management about which items are excluded. Additionally, non-GAAP financial measures used in this presentation may not be comparable with similarly titled measures of other companies. Merit urges readers to review the reconciliations of its non-GAAP financial measures to the comparable GAAP financial measures, and not to rely on any single financial measure to evaluate Merit's business or results of operations. Please refer to "Notes to Non-GAAP Financial Measures" at the end of these materials for more information.

## TRADEMARKS

Unless noted otherwise, trademarks used in this presentation are the property of Merit Medical Systems, Inc., in the United States and other jurisdictions.



# Financial Summary

## GAAP

	Q3 2022	Q3 2021	YTD 2022	YTD 2021
Revenue	\$287.2M	\$267.0M	\$857.6M	\$796.3M
Gross Margin	44.8%	45.1%	44.8%	44.8%
Operating Margin	6.5%	6.0%	6.7%	4.9%
Net Income	\$15.3M	\$12.0M	\$41.1M	\$27.8M
Earnings per Share	\$0.27	\$0.21	\$0.71	\$0.49



# Financial Summary

## Non-GAAP\*

	Q3 2022	Q3 2021	YTD 2022	YTD 2021
<b>Revenue</b> <small>(constant currency, organic) †</small>	\$295.2M	\$267.0M	\$873.3M	\$796.3M
<b>Gross Margin</b>	48.4%	49.1%	48.5%	49.0%
<b>Operating Margin</b>	16.1%	14.8%	16.7%	15.6%
<b>Net Income</b>	\$37.0M	\$30.2M	\$109.7M	\$95.4M
<b>Earnings per Share</b>	\$0.64	\$0.52	\$1.91	\$1.67

\* See "Notes to Non-GAAP Financial Measures" below for additional information regarding non-GAAP measures used in this presentation.

† A non-GAAP financial measure, representing constant currency revenue, organic.



## Revenue Breakdown – Q3

In thousands, except percentages

Region	Q3 2022	Q3 2021	\$ Change	% Change	CC % Change*
<b>U.S.</b>	<b>\$164,571</b>	<b>\$151,505</b>	<b>\$13,066</b>	<b>8.6%</b>	<b>6.6%</b>
APAC	60,175	56,950	3,225	5.7%	13.7%
EMEA	52,060	49,733	2,327	4.7%	17.3%
Rest of World	10,369	8,833	1,536	17.4%	18.8%
<b>Total International</b>	<b>122,604</b>	<b>115,516</b>	<b>7,088</b>	<b>6.1%</b>	<b>15.6%</b>
<b>Total</b>	<b>\$287,175</b>	<b>\$267,021</b>	<b>\$20,154</b>	<b>7.5%</b>	<b>10.5%</b>

\* A non-GAAP financial measure, representing revenue growth on a constant currency ("CC") basis. See "Notes to Non-GAAP Financial Measures" below for additional information regarding non-GAAP measures used in this presentation.



## Revenue Breakdown – YTD

In thousands, except percentages

Region	YTD 2022	YTD 2021	\$ Change	% Change	CC % Change*
<b>U.S.</b>	<b>\$482,237</b>	<b>\$451,648</b>	<b>\$30,589</b>	<b>6.8%</b>	<b>5.4%</b>
APAC	182,656	169,618	13,038	7.7%	12.3%
EMEA	160,743	152,068	8,675	5.7%	15.0%
Rest of World	31,930	22,925	9,005	39.3%	38.6%
<b>Total International</b>	<b>375,329</b>	<b>344,611</b>	<b>30,718</b>	<b>8.9%</b>	<b>15.2%</b>
<b>Total</b>	<b>\$857,566</b>	<b>\$796,259</b>	<b>\$61,307</b>	<b>7.7%</b>	<b>9.7%</b>

\* A non-GAAP financial measure, representing revenue growth on a constant currency ("CC") basis. See "Notes to Non-GAAP Financial Measures" below for additional information regarding non-GAAP measures used in this presentation.





## Financial Metrics

Metric	Q3 2022	Q3 2021	YTD 2022	YTD 2021
Depreciation & Amortization	\$20.4M	\$20.8M	\$61.3M	\$63.2M
Stock Comp (performance-based)	1.4M	1.6M	4.4M	4.0M
Stock Comp (not performance-based)	3.2M	3.2M	9.3M	7.6M
Operating Cash Flow	35.5M	25.0M	86.3M	101.4M
Capital Expenditures-Property and Equipment	15.8M	6.8M	32.5M	19.6M



## Updated 2022 Financial Guidance

Financial Measure	Revised Guidance	Prior Guidance
<b>Net Sales</b>	\$1.145 billion to \$1.151 billion	\$1.123 billion to \$1.135 billion
<b>Net Income (GAAP)</b>	\$64.8 million to \$68.3 million	\$62.4 million to \$68.3 million
<b>Earnings Per Share (GAAP)</b>	\$1.13 to \$1.19	\$1.08 to \$1.18
<b>Net Income (Non-GAAP)*</b>	\$146.9 million to \$150.4 million	\$139.6 million to \$145.5 million
<b>Earnings Per Share (Non-GAAP)*</b>	\$2.55 to \$2.61	\$2.42 to \$2.52

\* See "Notes to Non-GAAP Financial Measures" below for additional information regarding non-GAAP measures used in this presentation.

Merit's financial guidance for the year ending December 31, 2022, is subject to risks and uncertainties identified in this presentation and in Merit's filings with the U.S. Securities and Exchange Commission ("SEC"). See "Cautionary Statement Regarding Forward-Looking Statements."



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# Appendix



## Notes to Non-GAAP Financial Measures

For additional details, please see the accompanying press release and forward-looking statement disclosure.

These presentation materials and associated commentary from Merit's management, as well as the press release issued today, use non-GAAP financial measures, including:

- constant currency revenue;
- constant currency revenue, organic;
- non-GAAP gross profit and margin;
- non-GAAP operating income and margin;
- non-GAAP net income;
- non-GAAP earnings per share; and
- free cash flow.

Merit's management team uses these non-GAAP financial measures to evaluate Merit's profitability and efficiency, to compare operating and financial results to prior periods, to evaluate changes in the results of its operating segments, and to measure and allocate financial resources internally. However, Merit's management does not consider such non-GAAP measures in isolation or as an alternative to measures determined in accordance with GAAP.

Readers should consider non-GAAP measures used in this presentation in addition to, not as a substitute for, financial reporting measures prepared in accordance with GAAP. These non-GAAP financial measures generally exclude some, but not all, items that may affect Merit's net income. In addition, they are subject to inherent limitations as they reflect the exercise of judgment by management about which items are excluded. Merit believes it is useful to exclude such items in the calculation of non-GAAP earnings per share, non-GAAP gross profit and margin, non-GAAP operating income and margin, and non-GAAP net income (in each case, as further illustrated in the reconciliation tables below) because such amounts in any specific period may not directly correlate to the underlying performance of Merit's business operations and can vary significantly between periods as a result of factors such as acquisition or other extraordinary transactions, non-cash expenses related to amortization or write-off of previously acquired tangible and intangible assets, severance expenses, expenses resulting from non-ordinary course litigation or administrative proceedings and resulting settlements, corporate transformation expenses, governmental proceedings or changes in tax or industry regulations, gains or losses on disposal of certain assets, and debt issuance costs. Merit may incur similar types of expenses in the future, and the non-GAAP financial information included in this presentation should not be viewed as a statement or indication that these types of expenses will not recur. Additionally, the non-GAAP financial measures used in this presentation may not be comparable with similarly titled measures of other companies. Merit urges investors and potential investors to review the reconciliations of its non-GAAP financial measures to the comparable GAAP financial measures, and not to rely on any single financial measure to evaluate Merit's business or results of operations.



## Notes to Non-GAAP Financial Measures (cont.)

### *Constant Currency Revenue*

Merit's constant currency revenue is prepared by converting the current-period reported revenue of subsidiaries whose functional currency is a currency other than the U.S. dollar at the applicable foreign exchange rates in effect during the comparable prior-year period, and adjusting for the effects of hedging transactions on reported revenue, which are recorded in the U.S. The constant currency revenue adjustments of \$8.0 million and \$15.8 million to reported revenue for the three and nine-month periods ended September 30, 2022, were calculated using the applicable average foreign exchange rates for the three and nine-month periods ended September 30, 2021.

### *Constant Currency Revenue, Organic*

Merit's constant currency revenue, organic, is defined, with respect to prior fiscal year periods, as GAAP revenue. With respect to current fiscal year periods, constant currency revenue, organic, is defined as constant currency revenue (as defined above), less revenue from certain acquisitions. For the three and nine-month periods ended September 30, 2022, there were no revenues from acquisitions excluded in the calculation of Merit's constant currency revenue, organic.

### *Non-GAAP Gross Profit and Margin*

Non-GAAP gross profit is calculated by reducing GAAP cost of sales by amounts recorded for amortization of intangible assets and certain inventory write-offs. Non-GAAP gross margin is calculated by dividing non-GAAP gross profit by reported net sales.

### *Non-GAAP Operating Income and Margin*

Non-GAAP operating income is calculated by adjusting GAAP operating income for certain items which are deemed by Merit's management to be outside of core operations and vary in amount and frequency among periods, such as expenses related to acquisitions or other extraordinary transactions, non-cash expenses related to amortization or write-off of previously acquired tangible and intangible assets, certain severance expenses, performance-based stock compensation expenses, corporate transformation expenses, expenses resulting from non-ordinary course litigation or administrative proceedings and resulting settlements, governmental proceedings or changes in industry regulations, as well as other items referenced in the tables below. Non-GAAP operating margin is calculated by dividing non-GAAP operating income by reported net sales.

## Notes to Non-GAAP Financial Measures (cont.)

### *Non-GAAP Net Income*

Non-GAAP net income is calculated by adjusting GAAP net income for the items set forth in the definition of non-GAAP operating income above, as well as for expenses related to debt issuance costs, gains or losses on disposal of certain assets, changes in tax regulations, as well as other items set forth in the tables below.

### *Non-GAAP EPS*

Non-GAAP EPS is defined as non-GAAP net income divided by the diluted shares outstanding for the corresponding period.

### *Free Cash Flow*

Free cash flow is defined as cash flow from operations calculated in accordance with GAAP, less capital expenditures for property and equipment calculated in accordance with GAAP, as set forth in the consolidated statement of cash flows.

### *Other Non-GAAP Financial Measure Reconciliation*

The following tables set forth supplemental financial data and corresponding reconciliations of non-GAAP financial measures to Merit's corresponding financial measures prepared in accordance with GAAP, in each case, for the three and nine-month periods ended September 30, 2022 and 2021. The non-GAAP income adjustments referenced in the following tables do not reflect non-performance-based stock compensation expense of \$3.2 million and \$3.2 million for the three-month periods ended September 30, 2022 and 2021, respectively, and \$9.3 million and \$7.6 million for the nine-month periods ended September 30, 2022 and 2021, respectively.



## Reconciliation of GAAP Net Income to Non-GAAP Net Income (Unaudited; in thousands except per share amounts)

### Reconciliation of GAAP Net Income to Non-GAAP Net Income

(Unaudited, in thousands except per share amounts)

	Three Months Ended September 30, 2022				Three Months Ended September 30, 2021			
	Pre-Tax	Tax Impact	After-Tax	Per Share Impact	Pre-Tax	Tax Impact	After-Tax	Per Share Impact
GAAP net income	\$ 17,602	\$ (2,330)	\$ 15,272	\$ 0.27	\$ 14,177	\$ (2,210)	\$ 11,967	\$ 0.21
<i>Non-GAAP adjustments:</i>								
Cost of Sales								
Amortization of intangibles	10,487	(2,571)	7,916	0.14	10,573	(2,626)	7,947	0.14
Operating Expenses								
Contingent consideration expense	915	—	915	0.02	1,115	(16)	1,099	0.02
Amortization of intangibles	1,554	(384)	1,170	0.02	1,793	(449)	1,344	0.02
Performance-based share-based compensation (b)	1,353	(70)	1,283	0.02	1,639	(207)	1,432	0.02
Corporate transformation and restructuring (c)	8,535	(1,796)	6,739	0.12	4,282	(1,061)	3,221	0.06
Acquisition-related	667	(163)	504	0.01	2,866	(711)	2,155	0.04
Medical Device Regulation expenses (d)	3,873	(948)	2,925	0.05	1,129	(280)	849	0.01
Other (e)	116	(28)	88	0.00	159	(78)	81	0.00
Other (Income) Expense								
Amortization of long-term debt issuance costs	151	(37)	114	0.00	151	(37)	114	0.00
Loss on disposal of business unit	135	(32)	103	0.00	—	—	—	—
Non-GAAP net income	\$ 45,388	\$ (8,359)	\$ 37,029	\$ 0.64	\$ 37,884	\$ (7,675)	\$ 30,209	\$ 0.52
Diluted shares				57,586				57,549

Note: Certain per share impacts may not sum to totals due to rounding.



## Reconciliation of GAAP Net Income to Non-GAAP Net Income (Unaudited; in thousands except per share amounts)

	Nine Months Ended September 30, 2022				Nine Months Ended September 30, 2021			
	Pre-Tax	Tax Impact	After-Tax	Per Share Impact	Pre-Tax	Tax Impact	After-Tax	Per Share Impact
GAAP net income	\$ 52,474	\$ (11,359)	\$ 41,115	\$ 0.71	\$ 33,736	\$ (5,895)	\$ 27,841	\$ 0.49
<i>Non-GAAP adjustments:</i>								
Cost of Sales								
Amortization of intangibles	31,539	(7,733)	23,806	0.41	31,884	(7,918)	23,966	0.42
Inventory write-off (a)	—	—	—	—	1,620	(202)	1,418	0.02
Operating Expenses								
Contingent consideration expense	4,702	(17)	4,685	0.08	3,322	(2)	3,320	0.06
Impairment charges	1,672	(318)	1,354	0.02	4,283	(481)	3,802	0.07
Amortization of intangibles	4,749	(1,176)	3,573	0.06	5,397	(1,352)	4,045	0.07
Performance-based share-based compensation (b)	4,354	(413)	3,941	0.07	3,998	(494)	3,504	0.06
Corporate transformation and restructuring (c)	20,432	(4,702)	15,730	0.27	17,044	(4,223)	12,821	0.22
Acquisition-related	1,901	(465)	1,436	0.02	8,475	(2,101)	6,374	0.11
Medical Device Regulation expenses (d)	8,451	(2,069)	6,382	0.11	2,523	(625)	1,898	0.03
Other (e)	7,845	(1,863)	5,982	0.10	6,534	(468)	6,066	0.11
Other (Income) Expense								
Amortization of long-term debt issuance costs	453	(111)	342	0.01	453	(112)	341	0.01
Loss on disposal of business unit	1,390	(32)	1,358	0.02	—	—	—	—
Non-GAAP net income	\$ 139,962	\$ (30,258)	\$ 109,704	\$ 1.91	\$ 119,269	\$ (23,873)	\$ 95,396	\$ 1.67
Diluted shares				57,573				57,274

Note: Certain per share impacts may not sum to totals due to rounding.





## Reconciliation of GAAP Operating Income to Non-GAAP Operating Income (Unaudited; in thousands except percentages)

	Three Months Ended September 30, 2022		Three Months Ended September 30, 2021		Nine Months Ended September 30, 2022		Nine Months Ended September 30, 2021	
	Amounts	% Sales	Amounts	% Sales	Amounts	% Sales	Amounts	% Sales
Net Sales as Reported	\$ 287,175		\$ 267,021		\$ 857,566		\$ 796,259	
GAAP Operating Income	18,657	6.5 %	15,931	6.0 %	57,146	6.7 %	39,020	4.9 %
Cost of Sales								
Amortization of intangibles	10,487	3.7 %	10,573	4.0 %	31,539	3.7 %	31,884	4.0 %
Inventory write-off (a)	—	—	—	—	—	—	1,620	0.2 %
Operating Expenses								
Contingent consideration expense	915	0.3 %	1,115	0.4 %	4,702	0.5 %	3,322	0.4 %
Impairment charges	—	—	—	—	1,672	0.2 %	4,283	0.5 %
Amortization of intangibles	1,554	0.5 %	1,793	0.7 %	4,749	0.6 %	5,397	0.7 %
Performance-based share-based compensation (b)	1,353	0.5 %	1,639	0.6 %	4,354	0.5 %	3,998	0.5 %
Corporate transformation and restructuring (c)	8,535	3.0 %	4,282	1.6 %	20,432	2.4 %	17,044	2.1 %
Acquisition-related	667	0.2 %	2,866	1.1 %	1,901	0.2 %	8,475	1.1 %
Medical Device Regulation expenses (d)	3,873	1.3 %	1,129	0.4 %	8,451	1.0 %	2,523	0.3 %
Other (e)	116	0.0 %	159	0.1 %	7,845	0.9 %	6,534	0.8 %
Non-GAAP Operating Income	\$ 46,157	16.1 %	\$ 39,487	14.8 %	\$ 142,791	16.7 %	\$ 124,100	15.6 %

Note: Certain percentages may not sum to totals due to rounding.



## Footnotes to Reconciliations of GAAP Net Income to Non-GAAP Net Income and GAAP Operating Income to Non-GAAP Operating Income

- a) Represents the write-off of inventory related to the divestiture or exit of certain businesses or product lines.
- b) Represents performance-based share-based compensation expense, including stock-settled and cash-settled awards.
- c) Includes consulting expenses related to the Foundations for Growth Program and other transformation costs, including severance related to corporate initiatives.
- d) Represents incremental expenses incurred to comply with the E.U. Medical Device Regulation (“MDR”).
- e) The three-month period ended September 30, 2022 includes costs to comply with Merit’s corporate integrity agreement with the U.S. Department of Justice (the “DOJ”). The 2022 year-to-date period also includes acquired in-process research and development charges of \$6.7 million and legal costs associated with a shareholder derivative proceeding. The 2021 periods include accrued contract termination costs of \$6.1 million to renegotiate certain terms of an acquisition agreement and costs to comply with Merit’s corporate integrity agreement with the DOJ.



**Reconciliation of Reported Revenue to Constant Currency Revenue (Non-GAAP), and Constant Currency Revenue, Organic (Non-GAAP)**  
*(Unaudited; in thousands except percentages)*

	% Change	Three Months Ended September 30,		% Change	Nine Months Ended September 30,	
		2022	2021		2022	2021
Reported Revenue	7.5 %	\$ 287,175	\$ 267,021	7.7 %	\$ 857,566	\$ 796,259
<i>Add: Impact of foreign exchange</i>		7,975	—		15,763	—
Constant Currency Revenue (a)	10.5 %	\$ 295,150	\$ 267,021	9.7 %	\$ 873,329	\$ 796,259
<i>Less: Revenue from certain acquisitions</i>		—	—		—	—
Constant Currency Revenue, Organic (a)	10.5 %	\$ 295,150	\$ 267,021	9.7 %	\$ 873,329	\$ 796,259

(a) A non-GAAP financial measure. For a definition of this and other non-GAAP financial measures, see the section of this presentation entitled "Notes to Non-GAAP Financial Measures."



## Reconciliation of GAAP Gross Margin to Non-GAAP Gross Margin (Unaudited; as a percentage of reported revenue)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Reported Gross Margin	44.8 %	45.1 %	44.8 %	44.8 %
<i>Add back impact of:</i>				
Amortization of intangibles	3.7 %	4.0 %	3.7 %	4.0 %
Inventory write-off (a)	—	— %	— %	0.2 %
<b>Non-GAAP Gross Margin</b>	<b>48.4 %</b>	<b>49.1 %</b>	<b>48.5 %</b>	<b>49.0 %</b>

Note: Certain percentages may not sum to totals due to rounding.

a) Represents the write-off of inventory related to the divestiture or exit of certain businesses or product lines.



