

# ICU Medical Announces Fourth Quarter 2022 Results and Provides Fiscal Year 2023 Guidance

## February 27, 2023

SAN CLEMENTE, Calif., Feb. 27, 2023 (GLOBE NEWSWIRE) -- ICU Medical, Inc. (Nasdaq:ICUI), a leader in the development, manufacture and sale of innovative medical products, today announced financial results for the guarter ended December 31, 2022.

#### Fourth Quarter 2022 Results

Fourth quarter 2022 revenue was \$578.0 million, compared to \$340.5 million in the same period last year. GAAP gross profit for the fourth quarter of 2022 was \$174.9 million, as compared to \$127.5 million in the same period last year. GAAP gross margin for the fourth quarter of 2022 was 30%, as compared to 37% in the same period last year. GAAP net loss for the fourth quarter of 2022 was \$(15.5) million, or \$(0.65) per diluted share, as compared to GAAP net income of \$19.9 million, or \$0.91 per diluted share, for the fourth quarter of 2021. Adjusted diluted earnings per share for the tourth quarter of 2022 was \$1.60 as compared to \$1.82 for the fourth quarter of 2021. Also, adjusted EBITDA was \$96.4 million for the fourth quarter of 2022 as compared to \$64.2 million for the fourth quarter of 2021.

Adjusted EBITDA and adjusted diluted earnings per share are measures calculated and presented on the basis of methodologies other than in accordance with GAAP. Please refer to the Use of Non-GAAP Financial Information following the financial statements herein for further discussion and reconciliations of these measures to GAAP measures.

Vivek Jain, ICU Medical's Chief Executive Officer, said, "Legacy ICU Medical revenues were in line with expectations and results from the acquired Smiths Medical business reflect continued operational improvements.

### Revenues by product line for the three and twelve months ended December 31, 2022 and 2021 were as follows (in millions):

As a result of the acquisition of Smiths Medical on January 6, 2022, the following product lines are presented in addition to our legacy product lines: Infusion Systems-Smiths Medical, Vascular Access -Smiths Medical and Vital Care-Smiths Medical

		Three mo Decer	onths ei nber 31								
Product Line		2022			\$ Change		2022		2021		\$ Change
Infusion Consumables	\$	140.5	\$	147.8	\$	(7.3)	\$	566.6	\$	555.2	\$ 11.4
Infusion Systems		89.0		92.6		(3.6)		351.1		352.3	(1.2)
IV Solutions*		84.5		87.6		(3.1)		363.5		359.5	4.0
Critical Care		12.0		12.5		(0.5)		47.3		49.3	(2.0)
Infusion Systems-Smiths Medical		99.1		_		99.1		340.1		_	340.1
Vascular Access-Smiths Medical		75.4		_		75.4		326.8		_	326.8
Vital Care-Smiths Medical	are-Smiths Medical 7			_		77.5		284.6		_	284.6
	\$	578.0	\$	340.5	\$	237.5	\$	2,280.0	\$	1,316.3	\$ 963.7

\*IV Solutions includes \$13.1 million and \$54.0 million of contract manufacturing to Pfizer for the three and twelve months ended December 31, 2022, respectively. IV Solutions includes \$10.6 million and \$42.8 million of contract manufacturing to Pfizer for the three and twelve months ended December 31, 2021, respectively.

#### Fiscal Year 2023 Guidance

For Fiscal Year 2023 the Company estimates GAAP net loss to be in the range of \$(73) to \$(37) and GAAP diluted loss per share estimated to be in the range of \$(3.00) to \$(1.50). For the Fiscal Year 2023, the Company expects adjusted EBITDA to be in the range of \$375 million to \$425 million, and adjusted diluted EPS to be in the range of \$5.75 to \$7.25.

#### Conference Call

The Company will host a conference call to discuss its fourth quarter 2022 financial results, today at 4:30 p.m. ET (1:30 p.m. PT). The call can be accessed at (877) 300-8521, conference ID 10174731. The conference call will be simultaneously available by webcast, which can be accessed by going to the Company's website at www.icumed.com, clicking on the Investors tab, clicking on Event Calendar and clicking on the Webcast icon and following the prompts. The webcast will also be available by replay.

### About ICU Medical

ICU Medical (Nasdac:ICUI) is a global leader in infusion systems, infusion consumables and high-value critical care products used in hospital, alternate site and home care settings. Our team is focused on providing quality, innovation and value to our clinical customers worldwide. ICU Medical is headquartered in San Clemente, California. More information about ICU Medical can be found at www.icumed.com.

### Forward-Looking Statements

This press release contains 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. Such statements contain words such as "will," "expect," "believe," "could," "would," "estimate," "continue," "build," "expand" or the negative thereof or comparable terminology, and may include (without limitation) information regarding the Company's expectations, goals or intentions regarding the future. These forward-looking statements are based on management's current expectations, estimates, forecasts and projections about the Company and assumptions management believes are reasonable, all of which are subject to risks and uncertainties that could cause actual results and events to differ materially from those stated in the forward-looking statements. These risks and uncertainties include, but are not limited to, decreased demand for the Company's products, decreased free cash flow, changes in product mix, increased competition from competitors, lack of growth or improving efficiencies, unexpected changes in the Company's arrangements with its largest customers, the impact from fluctuations in foreign currency exchange rates, the impact of inflation on raw materials, freight charges and labor, rising interest rates, the impact of the ongoing COVID-19 pandemic on the Company and our financial results and the Company's ability to meet expectations regarding integration of the Smiths Medical business. Future results are subject to risks and uncertainties, including the risk factors, and other risks and uncertainties, described in the Company's filings with the Securities and Exchange Commission, which include those in the Company's most recent Annual Report on Form 10-K, as updated by the Company's Quarterly Report on Form 10-Q for the quarterly period ended September 30, 2022 and our subsequent filings. Forward-looking statements contained in this press release are made only as of the date hereof, and the Company undertakes no obligation to update or revise the forward-looking statements, whether as a result of new information, future events or otherwise.

#### ICU MEDICAL, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS (In thousands)

December 31. December 31. 2022 2021 (Unaudited) (1) ASSETS CURRENT ASSETS: Cash and cash equivalents 208,784 552,827 \$ \$ 4.224 14.420 Short-term investment securities TOTAL CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENT SECURITIES 213.008 567.247 Accounts receivable, net of allowance for doubtful accounts 105,894 221,719 290,235 696.009 Inventories

Prepaid income taxes		15,528		19,586
Prepaid expenses and other current assets		88,932		46,847
TOTAL CURRENT ASSETS		1,235,196		1,029,809
PROPERTY, PLANT AND EQUIPMENT, net		636,113		468,365
OPERATING LEASE RIGHT-OF-USE ASSETS		74,864		39,847
LONG-TERM INVESTMENT SECURITIES		516		4,620
GOODWILL		1,449,258		43,439
INTANGIBLE ASSETS, net		982,766		188,311
DEFERRED INCOME TAXES		31,466		42,604
OTHER ASSETS		105,462		63,743
TOTAL ASSETS	\$	4,515,641	\$	1,880,738
LIABILITIES AND STOCKHOLDERS' EQUITY				
CURRENT LIABILITIES:				
Accounts payable	\$	215,902	\$	81,128
Accrued liabilities		242,769		118,195
Current portion of long-term obligations		29,688		_
Income tax payable		6,200		1,454
TOTAL CURRENT LIABILITIES		494,559		200,777
CONTINGENT EARN-OUT LIABILITY		25,572		2,589
LONG-TERM OBLIGATIONS		1,623,675		_
OTHER LONG-TERM LIABILITIES		114,104		41,830
DEFERRED INCOME TAXES		126,007		1,490
INCOME TAX LIABILITY		41,796		18,021
COMMITMENTS AND CONTINGENCIES		_		_
STOCKHOLDERS' EQUITY:				
Convertible preferred stock, $1.00$ par value; Authorized — 500 shares; Issued and outstanding — none		_		_
Common stock, \$0.10 par value; Authorized — 80,000 shares; Issued —23,995 and 21,280 shares accember 31,				
2022 and December 31, 2021, respectively, and outstanding — 23,993 and 21,280 shares aDecember 31, 2022 and December 31, 2021, respectively		2,399		2,128
Additional paid-in capital		1,331,249		721,412
Treasury stock, at cost		(243)		(27)
Retained earnings		837,501		911,787
Accumulated other comprehensive loss		(80,978)		(19,269)
TOTAL STOCKHOLDERS' EQUITY		2,089,928		1,616,031
TOTAL STOCKHOLDERS' EQUITY	\$	4,515,641	\$	1,880,738
TOTAL LIADILITIES AND STUCKHOLDERS EQUIT	φ	4,515,641	φ	1,000,738

(1) December 31, 2021 balances were derived from audited consolidated financial statements.

# ICU MEDICAL, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited) (In thousands, except per share data)

	Three mor Decem	nths ende nber 31,		onths ended nber 31,		
	2022		2021	 2022		2021
TOTAL REVENUES	\$ 578,014	\$	340,525	\$ 2,279,997	\$	1,316,308
COST OF GOODS SOLD	 403,069		213,035	 1,582,236		824,818
GROSS PROFIT	174,945		127,490	697,761		491,490
OPERATING EXPENSES:						
Selling, general and administrative	142,933		81,456	608,345		302,583
Research and development	23,446		13,166	92,984		47,498
Restructuring, strategic transaction and integration	9,626		9,043	71,421		18,037
Change in fair value of contingent earn-out	(838)		—	(32,091)		—
Contract settlement	 			 _		127
TOTAL OPERATING EXPENSES	 175,167		103,665	 740,659		368,245
(LOSS) INCOME FROM OPERATIONS	(222)		23,825	(42,898)		123,245
INTEREST (EXPENSE) INCOME, net	(20,073)		366	(66,375)		1,982
OTHER EXPENSE, net	 (1,152)		(854)	 (5,136)		(2,041)
(LOSS) INCOME BEFORE INCOME TAXES	(21,447)		23,337	(114,409)		123,186
BENEFIT (PROVISION) FOR INCOME TAXES	 5,911		(3,412)	 40,123		(20,051)
NET (LOSS) INCOME	\$ (15,536)	\$	19,925	\$ (74,286)	\$	103,135
NET (LOSS) INCOME PER SHARE	 			 		
Basic	\$ (0.65)	\$	0.94	\$ (3.11)	\$	4.86
Diluted	\$ (0.65)	\$	0.91	\$ (3.11)	\$	4.74
WEIGHTED AVERAGE NUMBER OF SHARES						
Basic	23,988		21,257	23,868		21,206
Diluted	23,988		21,807	23,868		21,781

# ICU MEDICAL, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited) (In thousands)

	 Twelve mon Decemb	
	2022	2021
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net (loss) income	\$ (74,286)	\$ 103,135
Adjustments to reconcile net (loss) income to net cash (used in) provided by operating activities:		
Depreciation and amortization	235,151	89,698

Amortization of inventory step-up	26.519	_
Noncash lease expense	23,651	9.594
Provision for doubtful accounts	1,036	345
Provision for warranty and returns	4,902	831
Stock compensation	36,025	27,341
Loss on disposal of property, plant and equipment and other assets	2,010	1,652
Disposition of certain assets	(374)	
Bond premium amortization	264	655
Debt issuance costs amortization	6,972	240
Change in fair value of contingent earn-out	(32,091)	_
Product-related charges	_	3,380
Usage of spare parts	11,924	13,046
Other	(103)	2,582
Changes in operating assets and liabilities, net of amounts acquired:		
Accounts receivable	(19,151)	13,755
Inventories	(201,095)	20,815
Prepaid expenses and other current assets	22,903	(7,973)
Other assets	(21,290)	(21,038)
Accounts payable	37,472	2,347
Accrued liabilities	(55,834)	6,259
Income taxes, including excess tax benefits and deferred income taxes	(66,734)	874
Net cash (used in) provided by operating activities	(62,129)	267,538
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of property, plant and equipment	(90,311)	(68,542)
Proceeds from sale of assets	989	218
Business acquisitions, net of cash acquired	(1,844,164)	(14,452)
Intangible asset additions	(9,018)	(12,627)
Investments in non-marketable equity investments	_	(3,250)
Purchases of investment securities	(3,397)	(10,034)
Proceeds from sale and maturities of investment securities	36,433	18,000
Net cash used in investing activities	(1,909,468)	(90,687)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Proceeds from issuance of long-term debt, net of lender debt issuance costs	1,664,362	—
Principal repayments of long-term debt	(22,375)	_
Payment of third-party debt issuance costs	(2,177)	_
Proceeds from exercise of stock options	8,785	9,372
Payments on finance leases	(680)	(607)
Payment of contingent earn-out	—	(17,300)
Tax withholding payments related to net share settlement of equity awards	(10,883)	(8,335)
Net cash provided by (used in) financing activities	1,637,032	(16,870)
Effect of exchange rate changes on cash	(9,478)	(3,251)
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS	(344,043)	156,730
CASH AND CASH EQUIVALENTS, beginning of period	552,827	396,097
CASH AND CASH EQUIVALENTS, end of period	\$ 208,784 \$	552,827

#### Use of Non-GAAP Financial Information

This press release contains financial measures that are not calculated in accordance with U.S. generally accepted accounting principles ("GAAP"). The non-GAAP financial measures should be considered supplemental to, and not as a substitute for, or superior to, financial measures calculated in accordance with GAAP. There are material limitations in using these non-GAAP financial measures because they are not prepared in accordance with GAAP and may not be comparable to similarly titled non-GAAP financial measures used by other companies, including peer companies. Our management believes that the non-GAAP data provides useful supplemental information to management and investors regarding our performance and facilitates a more meaningful comparison of results of operations between current and prior periods. We use non-GAAP financial measures in addition to and in conjunction with GAAP financial measures to analyze and assess the overall performance of our business, in making financial, operating and planning decisions, and in determining executive incentive compensation.

The non-GAAP financial measures include adjusted EBITDA, adjusted revenue, adjusted gross profit, adjusted selling, general and administrative, adjusted research and development, adjusted restructuring, strategic transaction and integration, adjusted change in fair value of contingent earn-out, adjusted (loss) income from operations, adjusted other expense, net, adjusted (loss) income before income taxes, adjusted benefit (provision) for income taxes, adjusted net (loss) income and adjusted diluted (loss) earnings per share, all of which exclude special items because they are highly variable or unusual and impact year-over-year comparisons.

For the three months ended December 31, 2022 and 2021, special items include the following:

Stock compensation expense: Stock-based compensation is generally fixed at the time the stock-based instrument is granted and amortized over a period of several years. The value of stock options is determined using a complex formula that incorporates factors, such as market volatility, that are beyond our control. The value of our restricted stock awards is determined using the grant date stock price, which may not be indicative of our operational performance over the expense period. Additionally, in order to establish the fair value of performance-based stock awards, which are currently an element of our ongoing stock-based compensation, we are required to apply judgment to estimate the probability of the extent to which performance objectives will be achieved. Based on the above factors, we believe it is useful to exclude stock-based compensation in order to better understand our operating performance.

Intangible asset amortization expense: We do not acquire businesses or capitalize certain patent costs on a predictable cycle. The amount of purchase price allocated to intangible assets and the term of amortization can vary significantly and are unique to each acquisition. Capitalized patent costs can vary significantly based on our current level of development activities. We believe that excluding amortization of intangible assets provides the users of our financial statements with a consistent basis for comparison across accounting periods.

Restructuring, strategic transaction and integration: We incur restructuring and strategic transaction charges that result from events, which arise from unforeseen circumstances and/or often occur outside of the ordinary course of our ongoing business. Although these events are reflected in our GAAP financial statements, these unique transactions may limit the comparability of our ongoing operations with prior and future periods.

Change in fair value of contingent earn-out: We exclude the impact of certain amounts recorded in connection with business combinations. We exclude items that are either non-cash or not normal, recurring operating expenses due to their nature, variability of amounts, and lack of predictability as to occurrence and/or timing.

Adjustment to reverse the cost recognition related to the purchase accounting write-up of inventory to fair market value: The inventory step-up represents the expense recognition of fair value adjustments in excess of the historical cost basis of inventory obtained through acquisition, these charges are outside of our normal operations and are excluded.

Quality system and product-related remediation: We exclude certain quality system product-related remediation charges in determining our non-GAAP financial measures as they may limit the comparability of our ongoing operations with prior and future periods and distort the evaluation of our normal operating performance.

Disposition of certain assets: Occasionally, we may sell certain assets. We exclude the non-cash gain/loss on the disposition of these assets in determining our non-GAAP financial measures as they may limit the comparability of our ongoing operations with prior and future periods and distort the evaluation of our normal operating performance.

From time to time in the future, there may be other items that we may exclude if we believe that doing so is consistent with the goal of providing useful information to investors and management.

In addition to the above special items, Adjusted EBITDA additionally excludes the following items from net income:

Depreciation expense: We exclude depreciation expense in deriving adjusted EBITDA because companies utilize productive assets of different ages and the depreciable lives can vary significantly resulting in considerable variability in depreciation expense among companies.

Interest, net: We exclude interest in deriving adjusted EBITDA as interest can vary significantly among companies depending on a company's level of income generating instruments and/or level of debt.

Taxes: We exclude taxes in deriving adjusted EBITDA as taxes are deemed to be non-core to the business and may limit the comparability of our ongoing operations with prior and future periods and distort the evaluation of our normal operating performance.

We also present Free cash flow as a non-GAAP financial measure as management believes that this is an important measure for use in evaluating overall company financial performance as it measures our ability to generate additional cash flow from business operations. Free cash flow should be considered in addition to, rather than as a substitute for, net income as a measure of our performance or net cash (used in) provided by operating activities as a measure of our liquidity. Additionally, our definition of free cash flow is limited and does not represent residual cash flows available for discretionary expenditures due to the fact that the measure does not deduct the payments required for debt service and other obligations or payments made for business acquisitions. Therefore, we believe it is important to view free cash flow as supplemental to our entire statement of cash flows.

The following tables reconcile our GAAP and non-GAAP financial measures:

## ICU MEDICAL, INC. AND SUBSIDIARIES

Reconciliation of GAAP to Non-GAAP Financial Measures (Unaudited) (In thousands, except per share data)

(in thousands, except per share data)			
	Adjusted	I EBITDA	
	Three mor Decem		
	2022		2021
GAAP net (loss) income	\$ (15,536)	\$	19,925
Non-GAAP adjustments:			
Interest, net	20,073		(366)
Stock compensation expense	7,428		8,105
Depreciation and amortization expense	56,813		23,133
Restructuring, strategic transaction and integration	9,626		9,043
Change in fair value of contingent earn-out	(838)		—
Adjustment to reverse the cost recognition related to the purchase accounting write-up of inventory to fair value	3,843		912
Quality system and product-related charges	21,262		—
Gain on disposition of assets	(374)		—
(Benefit) provision for income taxes	(5,911)		3,412
Total non-GAAP adjustments	111,922		44,239
Adjusted EBITDA	\$ 96,386	\$	64,164

#### ICU MEDICAL, INC. AND SUBSIDIARIES Reconciliation of GAAP to Non-GAAP Financial Measures (Unaudited) (In thousands, except percentages and per share)

The company's U.S. GAAP results for the three months ended December 31, 2022 included special items which impacted the U.S. GAAP measures as follows:

	Total revenues	Gross profit	Selling, general and administrative	Research and development	Restructuring strategic transaction and integration	fair value of	(Loss) income from operations			Benefit (provision) for income taxes	Net (loss) income	Diluted (loss) earnings per share
Reported (GAAP) \$ Reported percent of total revenues (or percent of (loss) income before income taxes for benefit	578,014 \$	5 174,945	\$ 142,933	\$ 23,446	\$ 9,626	\$ (838)	\$ (222)	\$ (1,152)	\$ (21,447)	\$ 5,911 \$	(15,536)	\$ (0.65)
(provision) for income taxes)		30%	6 25%	4%	2%	%	_%	% _%	5 (4)%	<b>27.6%</b>	(3)%	þ
Contract manufacturing Stock compensation	(13,127)	_	_	_	_	_	_	_	_	_	_	
expense	_	1,702	(5,287)	(439)	_	_	7,428	_	7,428	(1,783)	5,645	0.24
Amortization expense Restructuring, strategic transaction	_	45	(30,433)	_	_	_	30,478	_	30,478	(7,193)	23,285	0.95
and integration Change in fair value of	_	_	_	_	(9,626)	_	9,626	_	9,626	(1,887)	7,739	0.32
contingent earn-out Adjustment to reverse the cost recognition related to the purchase accounting	_	_	_	_	_	838	(838)	_	(838)	_	(838)	(0.03)
write-up of	—	3,843	_	_	_	_	3,843	_	3,843	(915)	2,928	0.12

inventory to fair value Quality system and product- related remediation Gain on disposition of	_	21,262	_	_	_	_	21,262	_	21,262	(5,167)	16,095	0.67
assets	—	—	—	—	_	_	_	(374)	(374)	—	(374)	(0.02)
Adjusted (Non-GAAP) <u>\$</u>	564,887 \$	201,797 \$	107,213 \$	23,007 \$	— \$	— \$	71,577 \$	(1,526) \$	49,978 \$	(11,034) \$	38,944 \$	1.60
Adjusted percent of total revenues (or percent of (loss) income before income taxes for benefit (provision) for income taxes)		36%	19%	4%	-%	_%	13%	%	9%	22.1%	7%	

# ICU MEDICAL, INC. AND SUBSIDIARIES Reconciliation of GAAP to Non-GAAP Financial Measures (Unaudited)(continued) (In thousands, except percentages and per share)

The company's U.S. GAAP results for the three months ended December 31, 2021 included special items which impacted the U.S. GAAP measures as follows:

	Total revenues	(	Gross profit	ge	Selling, eneral and ninistrative	esearch and evelopment	tı	structuring, strategic ransaction d integration	 ncome from operations	 ome before	 ovision for come taxes	N	et income	ea	iluted rnings r share
Reported (GAAP)	\$ 340,525	\$	127,490	\$	81,456	\$ 13,166	\$	9,043	\$ 23,825	\$ 23,337	\$ (3,412)	\$	19,925	\$	0.91
Reported percent of total revenues (or percent of income before income taxes for benefit															
provision for income taxes)			37%		24%	4%		3%	7%	7%	14.6%		6%		
Contract manufacturing	(10,605)		—		_	—		—	—	_	_		_		
Stock compensation expense	-		912		(6,892)	(301)		_	8,105	8,105	(1,945)		6,160		0.28
Amortization expense	-		45		(6,320)	_		_	6,365	6,365	(1,503)		4,862		0.22
Restructuring, strategic transaction and integration Adjustment to reverse the cost recognition related to the	_		_		_	_		(9,043)	9,043	9,043	(766)		8,277		0.38
purchase accounting write-up of inventory to fair value	 _		912		_	_		_	912	912	(173)		739		0.03
Adjusted (Non-GAAP)	\$ 329,920	\$	129,359	\$	68,244	\$ 12,865	\$	_	\$ 48,250	\$ 47,762	\$ (7,799)	\$	39,963	\$	1.82
Adjusted percent of total revenues (or percent of income before income taxes for															

39% 16.3% provision for income taxes) 21% 4% \_% 15% 14% 12%

ICU MEDICAL, INC. AND SUBSIDIARIES Reconciliation of Net Cash (Used in) Provided by Operating Activities to Free Cash Flow (Unaudited) (In thousands)

	 Three mont Decemb			Twelve months ended December 31					
	 2022	2021	l		2022		2021		
Net cash (used in) provided by operating activities	\$ (1,711)		82,621	\$	(62,129)	\$	267,538		
Purchase of property, plant and equipment	(21,596)		(22,078)		(90,311)		(68,542)		
Proceeds from sale of assets	 56		_		989		218		
Free cash flow	\$ (23,251)	\$	60,543	\$	(151,451)	\$	199,214		

# ICU MEDICAL, INC. AND SUBSIDIARIES Fiscal Year 2023 Outlook (Unaudited) (In millions, except per share data)

	Low End of	Guidance	High End of Guidance			
GAAP net loss	\$	(73)	\$	(37)		
Non-GAAP adjustments:						
Interest, net		96		96		
Stock compensation expense		42		42		
Depreciation and amortization expense		230		230		
Restructuring, strategic transaction and integration		41		41		
Quality and regulatory initiatives and remediation		61		61		
Benefit for income taxes		(22)		(8)		
Total non-GAAP adjustments	\$	448	\$	462		
Adjusted EBITDA	\$	375	\$	425		

GAAP diluted loss per share	\$ (3.00) \$	(1.50)
Non-GAAP adjustments:		
Stock compensation expense	1.71	1.71
Amortization expense	5.51	5.51
Restructuring, strategic transaction and integration	1.67	1.67
Quality and regulatory initiatives and remediation	2.49	2.49
Estimated income tax impact from adjustments	 (2.63)	(2.63)
Adjusted diluted earnings per share	\$ 5.75 \$	7.25

CONTACT: ICU Medical, Inc. Brian Bonnell, Chief Financial Officer (949) 366-2183

ICR, Inc. John Mills, Partner (646) 277-1254



Source: ICU Medical, Inc.