# 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) July 20, 2009

## ICU Medical, Inc.

(Exact name of registrant as specified in its charter)

**DELAWARE**(State or other jurisdiction of incorporation)

0-19974

(Commission File Number)

33-0022692 (IRS Employer Identification No.)

951 Calle Amanecer, San Clemente, California

(Address of principal executive offices)

**92673** (Zip Code)

(949) 366-2183

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 (see General Instruction A.2. below):

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))

## Item 2.02. Results of Operations and Financial Condition.

ICU Medical, Inc. announced its earnings for the second quarter 2009.

## Item 9.01. Financial Statements and Exhibits.

(c) Exhibits

99.1 Press release, dated July 20, 2009 announcing ICU Medical, Inc.'s second guarter 2009 earnings.

## SIGNATURE

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.

ICU Medical, Inc.

Date: July 20, 2009

<u>/s/ SCOTT E. LAMB</u> Scott E. Lamb

Secretary, Treasurer and Chief Financial Officer

### **EXHIBIT INDEX**

Exhibit Description

99.1 Press release dated July 20, 2009.

## ICU Medical, Inc. Reports Second Quarter 2009 Results

### Company Increases Full Year 2009 Revenue and Earnings Per Share Guidance Range

Second Quarter 2009 Earnings Per Share Increase to \$0.38 First-Half 2009 Operating Cash Flow Totaled \$26.6 Million

SAN CLEMENTE, Calif., July 20, 2009 (GLOBE NEWSWIRE) — ICU Medical, Inc., (Nasdaq:ICUI), a leading low cost manufacturer of safe medical connectors, custom medical products and critical care devices, today announced results for the second quarter and six months ended June 30, 2009.

Second quarter of 2009 revenue grew 9.9% to \$53.4 million, compared to \$48.6 million in the same period last year. Net income for the second quarter of 2009 was \$5.7 million, or \$0.38 per diluted share, compared to net income of \$4.8 million, or \$0.33 per diluted share, for the second quarter of 2008.

For the six months ended June 30, 2009, revenue increased 15.5% to \$107.7 million, compared to revenue of \$93.2 million in the same period last year. For the six months ended June 30, 2009, the Company earned \$12.8 million, or \$0.85 per diluted share, compared to net income of \$7.7 million, or \$0.53 per diluted share, for the six months ended June 30, 2008.

Scott Lamb, ICU Medical's Chief Financial Officer said, "We are pleased to report another quarter of strong sales and profitability. In spite of the challenging economic environment, we experienced stable demand domestically as well as internationally. Our top line growth was driven by improvements in CLAVEs and Custom Sets, as well as a 54% year-over-year increase in new products. During the second quarter, we continued to benefit from a favorable product mix, improving manufacturing efficiencies and favorable foreign exchange rates, which increased gross margins to 48%, a five percentage point increase compared to the same period last year."

"As we enter the second half of 2009, we believe our company is well positioned to capitalize on all lines of our existing business as well as the recently announced acquisition of Hospira's critical care line. We will also continue to utilize our strong cash flow to invest in future domestic and international growth opportunities," continued Mr. Lamb. "As an example, we are expanding our sales team to support the growing relationship with Premier and MedAssets as well as the direct sales efforts for our rapidly growing oncology line. Internationally, to support growth of our custom products in the European markets, we recently purchased land to build a manufacturing plant in Slovakia. The proposed plant, centrally located in Europe, provides an ideal strategic location and is expected to lead to further improvements in cost efficiencies for the growing demand of custom products."

The Company ended the second quarter with a strong balance sheet. As of June 30, 2009, cash, cash equivalents and investment securities totaled \$144.7 million and working capital was \$185.4 million. Additionally, the Company achieved operating cash flow of \$26.6 million for the first six months of 2009. The cash balance does not reflect the \$35 million payment due upon closing to Hospira for the acquisition of its critical care line. This acquisition is expected to close during the third quarter, 2009.

#### Fiscal Year 2009 Guidance

The Company is raising its revenue and earnings per share guidance range due to improvements in its existing business as well as from the recent critical care acquisition which is expected to close during the third quarter of 2009.

Assuming it closes on schedule, the Company expects the critical care acquisition to contribute \$0.01-\$0.02 per share to its earnings during the second half of 2009.

For the full fiscal year of 2009, management is increasing its previously announced revenue guidance to a range of \$220 million to \$230 million from the previous range of \$215 million to \$225 million. Based on the assumptions of continued improvements in product mix and favorable exchange rates, the Company now expects gross margins to be in the range of 46-47% for the full year of 2009, compared to the previously announced gross margin of 44-45%. Taking into consideration the positive effect of the critical care acquisition, improvements in the existing business slightly offset by a continued increase in patent legal costs, management is raising its diluted earnings per share guidance for the full fiscal year of 2009 to a range of \$1.62 to \$1.71 compared to the previously announced \$1.58-\$1.70 per diluted share.

### Conference Call

The Company will conduct a conference call to discuss its second quarter 2009 results today at 4:30 p.m. EDT (1:30 p.m. PDT). The call can be accessed at 866-713-8563, passcode 51284573 or by replay at 888-286-8010, passcode 24431143. 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 the Webcast icon and following the prompts. The webcast will also be available by replay. Certain information provided as part of that call will be provided on the Company's website at www.icumed.com within 48 hours of the call.

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, including, but not limited to, statements regarding, the Company's positioning to capitalize on lines of existing business and the acquisition of Hospira's critical care line, investment in domestic and international growth opportunities, expected benefits from the proposed manufacturing plant in Slovakia, sales force expansion, improvement of efficiencies, the Company's strong competitive position, the Company's product mix and the expectation that the transaction with Hospira will close in the third quarter of 2009. In addition, forward-looking statements also include the statements under the heading "Fiscal Year 2009 Guidance," including (without limitation) statements regarding earnings, revenue, gross margins, foreign exchange rates, improvements in existing business, legal costs

and diluted earnings per share. 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: demand for our products, effects of the economic environment, the possibility that the closing of the acquisition with Hospira will be delayed or not occur, increases in competition or costs, litigation, the availability of materials or skilled labor, credit and regulatory conditions, interference from weather or natural disasters, effects of war, terrorism or other similar activities, fluctuations in foreign exchange rates, investments in strategic growth, continued growth and improving efficiencies. 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 described in the Form 10-K for the year ended December 31, 2008 and the Form 10-Q for the quarter ended March 31, 2009. 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 (Amounts in thousands, except per share data)

	Ċ	June 30, 2009		December 31, 2008		
	(ur	naudited)		(1)		
ASSETS CURRENT ASSETS: Cash and cash equivalents Investment securities	\$	62,586 82,067	\$	55,696 56,093		
Cash, cash equivalents and investment securities Accounts receivable, net of allowance for doubtful accounts of \$235 at June 30, 2009		144,653		111,789		
and \$320 at December 31, 2008 Inventories Prepaid income taxes Prepaid expenses and other current assets Deferred income taxes - current portion		27,498 24,752 428 5,566 3,281		38,423 17,930 4,544 3,471 3,231		
Total current assets				179,388		
PROPERTY AND EQUIPMENT, net PROPERTY HELD FOR SALE RESTRICTED CASH INVESTMENT SECURITIES - non-current portion GOODWILL INTANGIBLE ASSETS, net DEFERRED INCOME TAXES - non-current portion INCOME TAXES RECEIVABLE - non-current portion		940 57  1,478 14,868		69,897 940 6,014 11,350  10,780		
		3,855 1,210		3,855 1,210		
		299,068	\$			
LIABILITIES AND STOCKHOLDERS' EQUITY CURRENT LIABILITIES: Accounts payable Accrued liabilities		9,570 11,243		7,879 14,081		
Total current liabilities		20,813		21,960		
COMMITMENTS AND CONTINGENCIES  DEFERRED INCOME TAXES - non-current portion INCOME TAXES PAYABLE - non-current portion		5,383 4,436		4,007 4,436		
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 14,784 shares at June 30, 2009 and December 31, 2008, outstanding 14,781 shares at June 30, 2009 and 14,731 shares at December 31, 2008		1,478		1,478		

Additional paid-in capital Treasury stock, at cost - 2 and 53 shares	52,040	50 <b>,</b> 970
at June 30, 2009 and December 31, 2008	(85)	(1,623)
Retained earnings	214,107	201,304
Accumulated other comprehensive income	896	902
Total stockholders' equity	268,436	253,031
	\$ 299,068	\$ 283,434
	========	========

(1) December 31, 2008 balances were derived from audited consolidated financial statements.

ICU Medical, Inc. and Subsidiaries
Condensed Consolidated Statements of Income
(Amounts in thousands, except per share data)
(unaudited)

	Three months ended June 30,		Six mont			
			2008	2009		2008
REVENUES: Net sales Other	\$ 53 <b>,</b> 282 117		48,382 210	107,477		92,053 1,193
TOTAL REVENUE	 53,399			107,734		
COST OF GOODS SOLD	 27,610		27,788	55 <b>,</b> 379		54,671
Gross profit	 25 <b>,</b> 789		20,804	52,355		38,575
OPERATING EXPENSES: Selling, general and administrative Research and development				31,615 1,355		
Total operating expenses, net	17,120		15,137	32,970		30,264
Income from operations	8,669		5 <b>,</b> 667	19,385		8,311
OTHER INCOME	 305		•	623		2 <b>,</b> 695
Income before income taxes	8,974		6,806	20,008		11,006
PROVISION FOR INCOME TAXES	 (3,233)		(2,034)	 (7,205)		(3,336)
NET INCOME				12,803		7 <b>,</b> 670
NET INCOME PER SHARE Basic Diluted	\$			0.87 0.85		
WEIGHTED AVERAGE NUMBER OF SHARES Basic Diluted	14,780 15,071		13,966 14,381	14,758 14,975		13,859 14,388

ICU Medical, Inc. and Subsidiaries
Condensed Consolidated Statements of Cash Flows
(Amounts in thousands)

## (unaudited)

(unadar coa)		
	Six months e	nded June 30,
		2008
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income	\$ 12,803	\$ 7,670
Adjustments to reconcile net income to net cash provided by operating activities:	7 227	7.000
Depreciation and amortization Provision for doubtful accounts	7,337 (84)	·
Stock compensation	1,242	
Loss on disposal of property and equipment Cash provided (used) by changes in operating assets and liabilities, net of	20	
assets acquired:		
Accounts receivable	11,182	
Inventories Prepaid expenses and other assets	(4,668)	
Accounts payable	(2 <b>,</b> 635)	(1 252)
Accrued liabilities	(3,789)	1,037
Prepaid and deferred income taxes	3,682	(813)
Net cash provided by operating activities	26,637	
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of property and equipment	(6,852)	
Business acquisition, net of cash acquired		
Change in restricted cash	5 <b>,</b> 958	
Proceeds from finance loan repayments Purchases of investment securities		(12,357)
Proceeds from sale of investment securities		
Net cash provided (used) by investing activities	(21 181)	51,254
activities	(21,101)	
CASH FLOWS FROM FINANCING ACTIVITIES: Proceeds from exercise of stock options	1,255	4,602
Proceeds from employee stock purchase plan	623	
Tax benefits from exercise of stock options		
Purchase of treasury stock	(560)	
Net cash provided by financing activities	1,366	9,195
Effect of exchange rate changes on cash	68	309
222000 of enomange race enampes on cash		
NET INCREASE IN CASH AND CASH EQUIVALENTS	6 <b>,</b> 890	71,734
CASH AND CASH EQUIVALENTS, beginning of		
period	55 <b>,</b> 696	7,873
CASH AND CASH EQUIVALENTS, end of period	\$ 62,586 ======	\$ 79,607

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ICR, Inc.

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