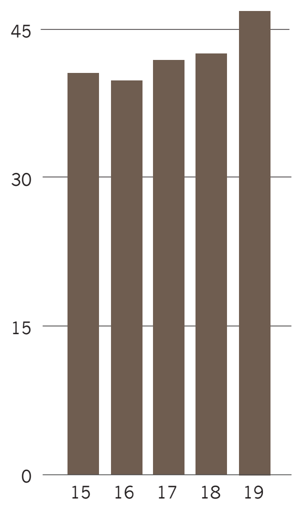
UTAH MEDICAL PRODUCTS, INC.

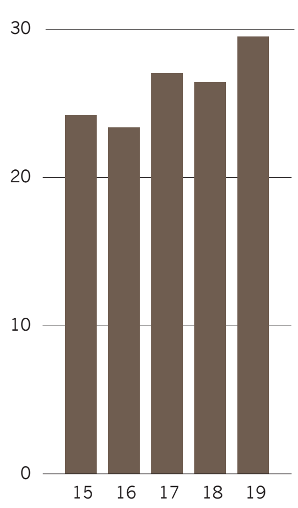
2019 Annual Report

UTAH MEDICAL PRODUCTS, INC.

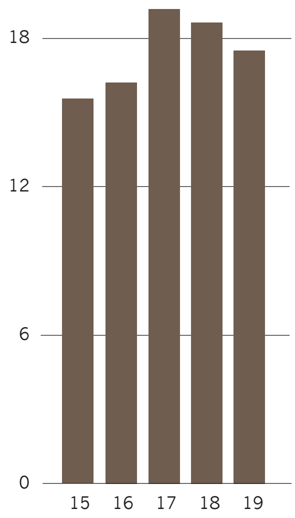
Utah Medical Products, Inc., with particular interest in health care for women and their babies, develops, manufactures and markets a broad range of disposable and reusable specialty medical devices recognized by clinicians in over one hundred countries around the world as the standard for obtaining optimal long term outcomes for their patients.



NET SALES
(millions of dollars)



GROSS PROFITS
(millions of dollars)

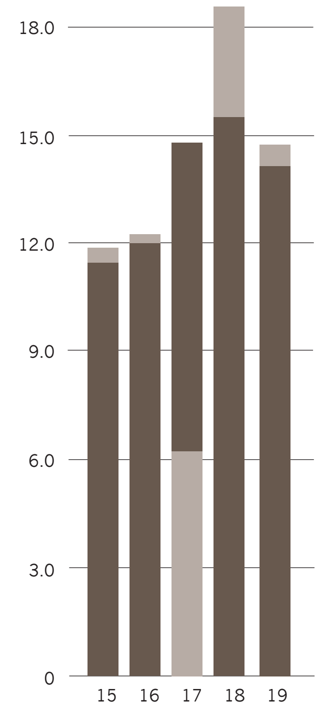


OPERATING PROFITS
(millions of dollars)

5 Year Summary of Operations

(In thousands, except per share amounts)

	2019	2018	2017	2016	2015
Net sales	$46,904	$41,998	$41,414	$39,298	$40,157
Net income – GAAP	14,727	18,555	8,505	12,128	11,843
Net income before REPAT tax & DTL adj's	*14,145*	*15,504*	*14,562*	*12,004*	*11,493*
Total assets	109,787	99,768	92,745	76,191	79,175
Long-term debt	—	—	—	—	—
Stockholders' equity	101,093	88,992	78,122	69,243	69,648
Earnings per common share – GAAP (diluted)	$ 3.94	$ 4.95	$ 2.28	$ 3.22	$ 3.14
Earnings per common share before REPAT tax & DTL adj's (diluted)	*$ 3.78*	*$ 4.14*	*$ 3.90*	*$ 3.19*	*$ 3.05*
Cash dividends per share	$ 1.11	$ 1.09	$ 1.07	$ 1.05	$ 1.03
Weighted average common shares (diluted)	3,739	3,749	3,737	3,766	3,772

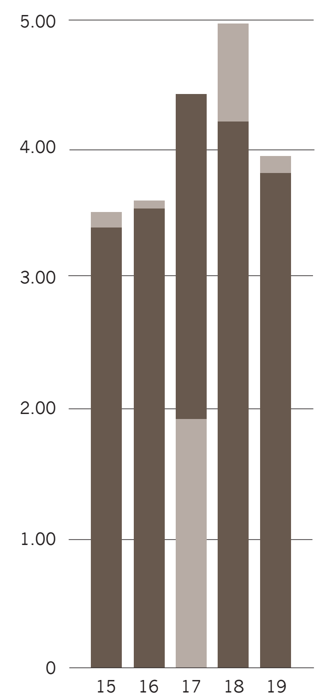


NET INCOME
(millions of dollars)
REPAT tax & Deferred tax adjustments

Quarterly Income Statement Summaries

(In thousands, except per share amounts)

	First Quarter	Second Quarter	Third Quarter	Fourth Quarter
2019				
Net sales	$10,732	$11,847	$12,494	$ 11,831
Gross profit	6,773	7,500	7,379	7,814
Net income	3,139	3,525	3,705	4,359
Earnings per share	$ 0.84	$ 0.94	$ 0.99	$ 1.17
2018				
Net sales	$10,887	$10,965	$10,390	$ 9,756
Gross profit	6,922	6,984	6,294	6,106
Net income	4,092	4,308	6,762	3,393
Earnings per share	$ 1.09	$ 1.15	$ 1.80	$ 0.91
2017				
Net sales	$10,259	$10,829	$10,125	$ 10,201
Gross profit	6,535	6,893	6,496	6,470
Net income	3,536	3,870	3,622	(2,522)
Earnings per share	$ 0.95	$ 1.04	$ 0.97	$ (0.67)



EARNINGS PER SHARE
(dollars)
REPAT tax & Deferred tax adjustments

Letter from the President

To Our Stockholders

As you know, in order to protect UTMD stockholders and employees from a serious health risk resulting from the transmission of the coronavirus and the COVID-19 it causes, but also to allow the important opportunity for stockholders to directly interact with management and be able to get all questions answered, UTMD postponed its traditional early May 2020 Annual Stockholders' Meeting for three months to August 7. Because the Company publishes this report in conjunction with its Proxy Statement which, according to Utah law, cannot be sent to stockholders earlier than 60 days prior to the Annual Stockholders' Meeting, please forgive this report is somewhat dated regarding 2019 financial performance.

I think that it's worth remembering, however, that 2019 was a very good year, continuing UTMD's long-term outstanding record of increasing stockholder value. In 2019, UTMD achieved an excellent year in revenue growth. Total consolidated sales were up 12% in a year when sales outside the U.S. (OUS) were weaker than expected. A 30% overall increase in U.S. domestic sales was led by 106% higher sales of the Filshie® Clip System after UTMD purchased the remaining life of Femcare's exclusive U.S. distribution agreement (the Agreement) from CooperSurgical Inc (CSI). The increase was also helped by 82% higher domestic sales to UTMD's largest OEM customer. Forty-five percent of the 7% lower sales OUS was the result of foreign currency sales converted into fewer U.S. Dollars (USD) as a result of a stronger USD in 2019 compared to 2018. The Company is fortunate to have a broad range of products and manufacturing capabilities serving worldwide market demand, which provides diversification for risk management. Positive revenue changes in 2019 more than offset the negative ones.

UTMD's consolidated gross profit also increased 12%, but operating income was 6% lower due to a new non-cash expense of amortizing the purchase price paid CSI as an identifiable intangible asset (IIA), which expense was almost $4.1 million or 8.6% of revenues in 2019. Although the resulting operating income was lower in 2019, UTMD's operating income margin was still excellent at 37.6% of revenues due to the Company's continued tight management of operating expenses. Setting aside the noncash IIA amortization expense resulting from the Agreement purchase price, UTMD's operating income margin was 46.2% in 2019 compared to 44.5% in the prior year when we didn't have that expense.

Earnings before income taxes (EBT) were 8% lower in 2019 compared to 2018 due to the lower operating income according to U.S. Generally Accepted Accounting Principles (US GAAP), plus a lack of one-time gains from disposition of unneeded assets realized in the prior year. EBITDA, an important non-US GAAP measure that represents profitability performance without factoring in effects of financing, accounting decisions regarding non-cash expenses, capital expenditures or tax environments, reached $24.9 million in 2019, up from $22.5 million in 2018. The growth in this EBITDA measure is a key indicator of the value of the 2019 CSI Agreement acquisition. The financial premise for the price paid CSI was to be able to continue to substantially grow EBITDA now that UTMD has the ability to directly market the Filshie Clip System in the U.S.

Net Income and Earnings Per Share (EPS) in 2019 were helped by additional favorable adjustments in UTMD's estimated taxes under the "Tax Cuts and Jobs Act" (TCJA) enacted by Congress in December 2017. With inputs from several tax experts and additional information from taxing authorities, we think we finally have it right. UTMD's original $6.3 million estimate of the one-time IRC 965 Transition (REPAT) tax (booked in 2017 results) ended up after adjustments (booked in 2018 and 2019) at just $2.8 million. The new ongoing Global Intangible Low-Taxed Income (GILTI) tax from the TCJA which began in 2018 was, and apparently will continue to be, completely offset by a new Foreign-Derived Intangible Income (FDII) tax credit from the TCJA due to export sales from Utah to OUS customers. In summary, the TCJA, if not reversed or substantially amended under a new administration or Congress, will be of substantial benefit to UTMD stockholders in the future.

At the end of 2019, total assets reached $110 million, of which cash was $43 million (despite using $21 million in cash for the CSI Agreement purchase, distributing $4 million in stockholder cash dividends and spending

$0.4 million to repurchase shares). Year-end 2019 net intangible assets grew to 40% of total assets from 29% at the end of 2018 due to the $21 million acquisition of the CSI Agreement. Year-end Stockholders' Equity exceeded $100 million for the first time. Finally, the Company's stock price ended 2019 at $107.90, a 30% increase over the closing price at the end of 2018.

The foregoing summary, as well as additional details about UTMD's 2019 financial results, were previously reported in the Management Discussion & Analysis (MD&A) section of UTMD's 2019 SEC Form 10-K, filed on March 16. In addition, on March 31, UTMD filed an amendment to its SEC Form 10-K which included information required by Part III of Form 10-K, because the Company would not file a definitive proxy statement within 120 days of the end of the fiscal year ended December 31, 2019. The information in the SEC Form 10-K/A was in the past provided in UTMD's earlier proxy statements.

Since March 2020, the coronavirus pandemic has obviously disrupted both demand and supply for UTMD's medical devices, with continuing substantial uncertainty. Lower demand for UTMD devices resulting from government "stay at home" mandates and prohibiting hospitals and other medical practices from conducting "non-essential" procedures, such as surgical sterilization, seems to have bottomed-out at a level where UTMD will be able to continue to achieve excellent positive cash flow without a threat to survival. Because of the strength of the Company's balance sheet and on-going positive cash flow from operations, UTMD is perhaps well-positioned to make investments for future growth in stockholder value not feasible for many others in the industry at the current time. As one example, we did repurchase 80,000 UTMD shares in March.

We have had to make changes, and will continue to make changes, in our working environment to try to ensure the health, safety and well-being of our employees, vendors and other business constituents. We are not applying for any government subsidies. I believe that several longer term initiatives previously undertaken, including virtual engagement of customers and suppliers, obtaining multiple qualified sources of materials and methods of delivery, and optimizing internal manufacturing efficiencies will become even more evident in supporting future success.

In the near term on the supply side, UTMD has exploited its cash position by obtaining extra critical inventory, and by providing suppliers with the assurance of fixed future orders to help mitigate their demand uncertainty with knowledge that UTMD pays its bills on time. Recently increased communications with suppliers suggests that the risk of disruption on the supply side has diminished.

The 2020 negative coronavirus impact OUS will be more substantial than for the U.S. because direct sales by UTMD foreign subsidiaries have been more dominated by the Filshie Clip System, and it also appears that foreign currencies will be weaker relative to the 2019 U.S. Dollar, further reducing sales OUS invoiced in foreign currencies.

Although the Company does not assume any obligation to update or disclose revisions to its prior projections for the 2020 year, I think it's fair to acknowledge that UTMD's projections in its 2019 SEC Form 10-K Annual Report, released in mid-March, are no longer applicable due to the surprising impact of the coronavirus pandemic. First quarter 2020 financial results have been reported, and the results of the second quarter (2Q) currently underway will clearly be disappointing relative to 2Q 2019. There are just too many uncertainties right now, including especially the effects of dramatic government fiscal and monetary interventions in the economy, to project the 2020 year as a whole results. We remain, however, optimistic about the future fundamental performance of UTMD.

Thank you for your ownership in UTMD.

Kevin L. Cornwell
Chairman & CEO

Management's Discussion and Analysis

Currency amounts are in thousands except per-share amounts and where noted. Currencies are abbreviated as follows: the U.S. Dollar (USD or $), the Great Britain Pound (GBP or £), the Euro (EUR or €), the Australian Dollar (AUD or A$) and the Canadian Dollar (CAD or C$).

The following comments should be read in conjunction with the accompanying financial statements.

Overview

In the final calendar quarter (4Q) of 2019, Utah Medical Products, Inc. (Nasdaq: UTMD) began to realize accretive profits net of the quarterly amortization of the purchase price paid to CooperSurgical Inc. (CSI) for the acquisition of exclusive Filshie Clip System distribution rights in the U.S. The 4Q results allowed UTMD to meet its beginning of 2019 year projections to stockholders for the year as a whole.

Income statement results in 2019 compared to 2018 were as follows:

	2019	2018	Change
Net Sales	$46,904	$41,998	+11.7%
Gross Profit (GP)	29,466	26,306	+12.0%
Operating Income	17,633	18,697	(5.7%)
Income Before Tax (EBT)	17,884	19,458	(8.1%)
Net Income before TCJA tax adjustments	*14,145*	*15,504*	*(8.8%)*
Net Income per US GAAP	14,727	18,555	(20.6%)
EPS before TCJA tax adjustments	*3.784*	*4.136*	*(8.5%)*
Earnings per Share (EPS) per GAAP	3.939	4.950	(20.4%)

The 2019 sales increase was the result of 30% higher U.S. domestic sales, led by a $3,501 increase in domestic sales of the Filshie Clip System and $2,222 higher U.S. pressure transducer kit sales to an OEM customer. Sales outside the U.S. (OUS) were 7% lower, about half of which ($631) was the result of a lower foreign currency exchange (FX) rate when converting foreign currency sales to USD. Operating Income and EBT were lower due to a new $4,053 noncash expense in 2019 resulting from amortizing the $21,000 purchase price of acquiring the remaining life of the U.S. exclusive distribution rights for the Filshie Clip System in February 2019.

Net Income and EPS per U.S. Generally Accepted Accounting Principles (US GAAP) in both 2019 and 2018 were affected by a change in UTMD's estimate of the IRC 965 Transition (REPAT) Tax initially booked in 2017 resulting from the U.S. "Tax Cuts and Jobs Act" (TCJA) enacted by Congress in December 2017, and the concomitant ensuing Global Intangible Low-Taxed Income (GILTI) tax and Foreign-Derived Intangible Income (FDII) tax credit which liability began in 2018. US GAAP Net Sales, GP, Operating Income and EBT were not affected by the TCJA tax estimate-related adjustments in 2019 or 2018. The adjustments to UTMD's income tax estimates are more fully explained later in this report. Because of the TCJA-related tax estimate adjustments, in UTMD management's view, a comparison of US GAAP Net Income and EPS between 2019 and 2018 does not provide stockholders with meaningful insight about UTMD's financial performance. The non-GAAP results presented above eliminate the TCJA-related tax estimate adjustments from Net Income and EPS.

The associated key 2019 profit margins (profits as a percentage of sales) compared to the 2018 calendar year follow:

	2019	2018
Gross Profit Margin (GPM)	62.8%	62.6%
Operating Income Margin	37.6%	44.5%
Income Before Tax Margin	38.1%	46.3%
Net Income Margin before TCJA tax adjusts	*30.2%*	*36.9%*
Net Income Margin per US GAAP	31.4%	44.2%

Measures of the Company's liquidity and overall financial condition improved as of the end of 2019 compared to the end of 2018 as the result of continued strong positive cash flow from normal operations. The Company's continued excellent positive cash flow in 2019 allowed it to increase cash dividends paid to stockholders, repurchase 5,000 UTMD shares in the open market, use $23,048 to repurchase Filshie Clip System exclusive distribution rights and inventory from CSI and use $540 in cash for maintaining Property, Plant and Equipment (PP&E) in good working order.

In spite of the above uses of $28,097 in cash, UTMD's cash equivalent balances at the end of 2019 declined just $8,325 to $42,787 compared to $51,112 at the end of 2018. Working capital declined just $4,206 to $51,438 at the end of 2019 from $55,643 at the end of 2018. Total liabilities decreased $2,082. The Company remained without debt. UTMD's total debt ratio (total liabilities to total assets) was 8% at the end of 2019 compared to 11% at the end of 2018. Stockholders' Equity increased to $101,092 from $88,992 at the end of 2018, despite the 2019 payments of $4,112 in cash dividends to stockholders and use of $398 for share repurchases, both of which reduce Stockholders' Equity.

Productivity of Assets and Working Capital Assets

Assets. Year-end 2019 total consolidated assets were $109,787 comprised of $54,885 in current assets, $10,728 in consolidated net PP&E and $44,173 in net intangible assets. This compares to $99,768 total assets at the end of 2018 comprised of $60,903 in current assets, $10,359 in consolidated net PP&E and $28,506 in net intangible assets. Total asset turns (total consolidated sales divided by average total assets for the year) in 2019 were 45%, compared to 44% in 2018, as the growth in sales outpaced the growth in average assets.

Consolidated Balance Sheet

(In thousands)

December 31,	2019	2018
Assets		
Current assets:		
Cash	$ 42,787	$ 51,112
Accounts and other receivables, net (note 2)	4,742	3,956
Inventories (note 2)	6,913	5,412
Prepaid expenses and other current assets	444	423
Total current assets	54,886	60,903
Property and equipment, net (notes 4 and 10)	10,728	10,359
Goodwill	13,961	13,703
Other intangible assets (note 2)	55,205	32,979
Other intangible assets — accumulated amortization	(24,993)	(18,176)
Other intangible assets — net (note 2)	30,212	14,803
Total assets	$ 109,787	$ 99,768
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable	$ 1,098	$ 975
Accrued expenses (note 2)	2,350	4,285
Total current liabilities	3,448	5,260
Long Term lease liability	367	—
Long Term income tax payable (note 7)	2,110	2,441
Deferred tax liability - intangible assets	2,239	2,540
Deferred income taxes (note 7)	521	535
Total liabilities	8,694	10,776
Commitments and contingencies (notes 6 and 12)	—	—
Stockholders' equity:		
Preferred stock, $.01 par value; 5,000 shares authorized, no shares issued and outstanding	—	—
Common stock, $.01 par value; 50,000 shares authorized, issued 3,722 shares in 2019 and 3,720 shares in 2018	37	37
Accumulated other comprehensive income (loss)	(9,782)	(11,290)
Additional paid-in capital	18	122
Retained earnings	110,820	100,123
Total stockholders' equity	101,093	88,992
Total liabilities and stockholders' equity	$ 109,787	$ 99,768

See accompanying notes to financial statements.

Management's Discussion and Analysis *(continued)*

Current assets decreased $6,018 due to a $8,325 decrease in year-end cash and investments, a $786 increase in accounts and other receivables and a $1,501 increase in year-end inventories. Year-end 2019 and 2018 cash and investment balances were $42,787 and $51,112, representing 39% and 51% of total assets, respectively. Net (after allowance for doubtful accounts) year-end trade accounts receivable (A/R) balances increased $756. This was due to the 30% higher domestic sales. Average days in A/R from date of invoice on December 31, 2019 and at December 31, 2018 were both 36 days based on 4Q 2019 and 4Q 2018 shipments respectively. The Company believes any older A/R will be collected or are within its reserve balances for uncollectible amounts. Average 2019 consolidated inventory turns were 2.8 compared to 2.9 in 2018 based on the applicable year's cost of goods sold. The increase in inventories was primarily the result of beginning to directly sell the Filshie Clip System to U.S. medical facilities in 2019.

Working capital (current assets minus current liabilities) at year-end 2019 was 8% lower at $51,438 compared to $55,643 at year-end 2018. Consistent with Federal and State rules, the REPAT tax current liability was only $101 at the end of 2019. The end of 2019 working capital significantly exceeds UTMD's needs for normal operations, funding future organic growth and timely payment of accrued tax liabilities, in addition to allowing for substantial funding of any future acquisition without diluting stockholder interest.

December 31, 2019 net $10.7 million total PP&E includes Utah, Ireland and England manufacturing molds, production tooling and equipment, test equipment, and product development laboratory equipment. In addition, PP&E includes computers and software, warehouse equipment, furniture and fixtures, facilities and real estate for all five locations in Utah, Ireland, UK, Canada and Australia. Manufacturing facilities in Utah, Ireland and the UK are standalone buildings with a combined 220,000 square feet on 15 acres of land. The distribution facilities in Australia and Canada with a combined 8,000 square feet are part of larger industrial condominiums. Management estimates the fair market value of the five owned facilities to be at least $21 million excluding the contents, the fungible value of which increases stockholder enterprise value relative to most of UTMD's industry peers which lease their facilities.

Ending 2019 net consolidated PP&E (depreciated book value of all fixed assets) increased $369 as a result of the combination of capital expenditures of $540, depreciation of $700 and the effect of FX rates on year-end foreign subsidiary asset balances.

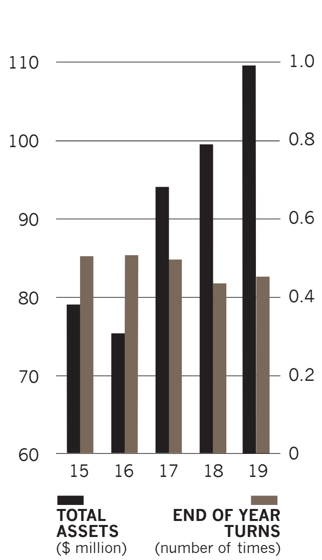
The following end-of-year FX rates in USD applied to assets and liabilities of each applicable foreign subsidiary:

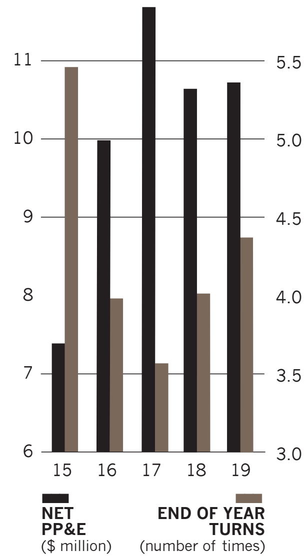
	12-31-19	12-31-18
EUR	1.1227	1.1456
GBP	1.3268	1.2760
AUD	0.7030	0.7046
CAD	0.7715	0.7329

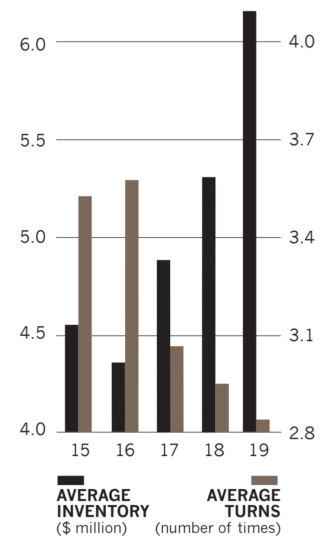
The year-end 2019 net book value (after accumulated depreciation) of consolidated PP&E was 32% of purchase cost. End-of-year PP&E turns (Net Sales divided by Net PP&E) was 4.4 in 2019 compared to 4.1 in 2018 due primarily to the 12% higher 2019 sales. A future leverage in productivity of fixed assets which will not have to be increased to support new business activity will be a source of incremental profitability.

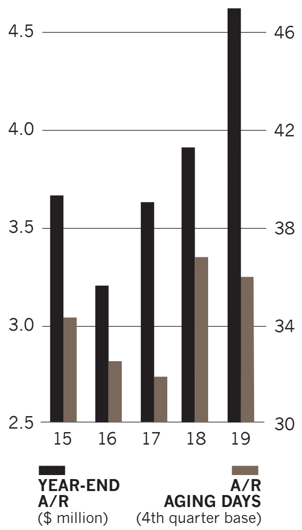
Net intangible assets (after accumulated amortization) are comprised of the capitalized costs of obtaining patents and other intellectual property, as well as the value of identifiable intangible assets (IIA) and goodwill resulting from acquisitions. Net intangible assets were $44,173 (40% of total assets) at the end of 2019 compared to $28,506 (29% of total assets) at the end of 2018. Per US GAAP, intangible assets are categorized as either 1) IIA, which are amortized over the estimated useful life of the assets, or 2) goodwill, which is not amortized or expensed until the associated economic value of the acquired asset becomes impaired. The two categories of Femcare intangibles at year-end 2019 were net IIA of $13,202 and goodwill of $6,770. The accumulated amortization of Femcare IIA as of December 31, 2019 since the March 18, 2011 acquisition was $18,750. The remaining Femcare IIA will be fully amortized in 6 more years. The goodwill portion of intangible assets resulting from the Femcare acquisition, which is not amortized, increased $259 due to a stronger GBP at year-end. The GBP FX rate at December 31, 2019 increased 4.0% from December 31, 2018. In 2019, UTMD acquired an additional $21,000 IIA from the purchase of the remaining life of exclusive U.S. distribution rights for the Filshie Clip System from CSI, of which $4,053 was amortized during the year. The remaining CSI IIA will be fully amortized in 4 more years. UTMD's goodwill balance including the Femcare goodwill was $13,961 at the end of 2019, 32% of total net intangibles.

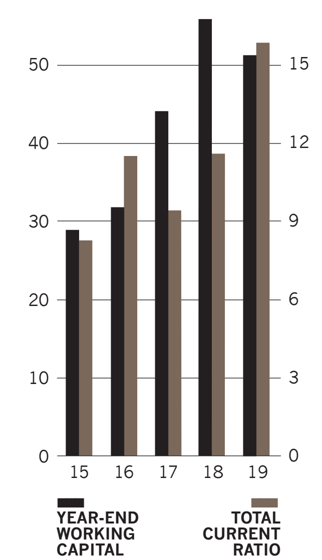
Because the products associated with UTMD's acquisitions of Columbia Medical in 1997, Gesco in 1998, Abcorp in 2004 and Femcare in 2011 continue to be viable parts of UTMD's overall business, UTMD does not expect the current goodwill value associated with the four acquisitions to become impaired in 2020. Amortization of IIA was $6,144 in 2019 compared to $2,191 in 2018. The difference was essentially the amortization of $21,000 new IIA resulting from the acquisition of CSI remaining Filshie Clip System exclusive U.S. distribution rights in 2019. The 2019 non-cash amortization expense of Femcare IIA was $2,037 (£1,595) compared to $2,130 (£1,595) in 2018. The Femcare IIA amortization USD

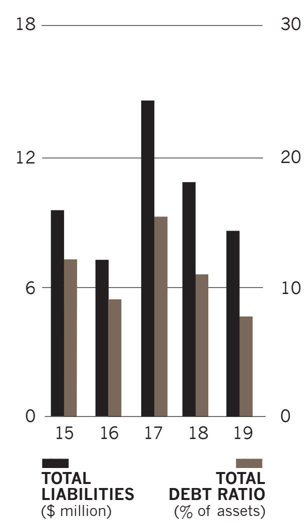












difference was again due to the change in USD/GBP FX rate. The 2020 non-cash amortization expense (included as part of operating expenses) of Femcare IIA will again be £1,595, or $2,074 if the USD/GBP average FX rate is 1.30. The 2019 non-cash amortization expense of CSI IIA was $4,053 compared to zero in 2018. The 2020 operating expense resulting from amortization of CSI IIA will be $4,421.

Liabilities. The remaining $2,212 balance of the corrected $2,792 total REPAT tax liability from the TCJA is 79% instead of 84% (after the allowed 16% in the first two years of eight years' pay out), because the initial Federal and State payments were based on an initial estimate which was conservatively too high at $6,288 compared to the current adjusted estimate of $2,792. The Federal and State REPAT tax payment requirement is 8% of the respective REPAT tax liability per year for the first five years, 15% in the sixth year, 20% in the seventh year and 25% in the eighth year.

Year-end 2019 current liabilities were $1,812 lower than at the end of 2018. Ending accrued liabilities were $1,952 lower due to lower taxes payable and lower customer deposits. Total liabilities were $2,082 lower at the end of 2019 compared to the end of 2018. The resulting 2019 year-end total debt ratio was 8% compared to 11% at the end of 2018.

The year-end 2019 DTL balance created as a result of the fifteen year deferred tax consequence of the amortization of Femcare's IIA was $2,239, down from $2,541 at the end of 2018. The relatively small decline in this DTL considering the $2,037 in 2019 amortization of IIA (suggesting a 15% tax rate) was due to a 4% stronger GBP compared to the USD at the end of 2019 compared to the end of 2018. In addition to liabilities stated on the balance sheet, UTMD has operating lease and purchase obligations described in Notes 14 and 8, respectively, to the financial statements.

Results of Operations

a) Revenues. Under accounting standards applicable for 2019, the Company believed that revenue should be recognized at the time of shipment as title generally passes to the customer at the time of shipment, or completion of services performed under contract. Revenue recognized by UTMD is based upon documented arrangements and fixed contracts in which the selling price is fixed prior to acceptance and completion of an order. Revenue from product or service sales is generally recognized at the time the product is shipped or service completed and invoiced, and collectibility is reasonably assured. Over 99% of UTMD's revenue is recognized at the time UTMD ships a physical device to a customer's designated location, where the selling price for the item shipped was agreed prior to UTMD's acceptance and completion of the customer order. There are no post-shipment obligations which have been or are expected to be material to financial results.

Management's Discussion and Analysis *(continued)*

There are circumstances under which revenue may be recognized when product is not shipped, which have met the criteria of ASC 606: the Company provides engineering services, for example, design and production of manufacturing tooling that may be used in subsequent UTMD manufacturing of custom components for other companies. This revenue is recognized when UTMD's service has been completed according to a fixed contractual agreement.

Beginning on January 1, 2018, the Company adopted ASU 2014-09, a new revenue recognition accounting standard. Management completed an extensive assessment and implementation of the standard, including UTMD's various contracts with customers and associated performance obligations and the Company's conclusions regarding its revenue recognition practices and procedures. Other items like commissions and rights of return were also evaluated by the Company. Management is confident that the Company has properly evaluated the standard's requirements and has arrived at appropriate conclusions in recognizing revenue in accordance with the new standard. Those practices and procedures the Company will use to recognize revenue under the new standard are not significantly different than the methods used previously since UTMD has traditionally recognized revenue upon shipping a physical device to a customer's designated location, which is also when the Company has met its performance obligations under contracts it has with its customers that represent over 99% of its revenue. While the Company's revenue not associated with shipping a physical product is immaterial, management believes the Company's practices in recognizing that revenue are also in accordance with ASU 2014-09.

Terms of sale are established in advance of UTMD's acceptance of customer orders. In the U.S., Ireland, UK, France, Australia and Canada since the beginning of 2017, UTMD has generally accepted orders directly from and shipped directly to end-user clinical facilities, as well as third party medical/surgical distributors, under UTMD's Standard Terms and Conditions (T&C) of Sale. About 9% of UTMD's domestic end-user sales went through third party med/surg distributors which contract separately with clinical facilities to provide purchasing, storage and scheduled delivery functions for the applicable facility. UTMD's T&C of Sale to end-user facilities are substantially the same in the U.S., Canada, Ireland, UK, France and Australia.

UTMD may have separate discounted pricing agreements with a specific clinical facility or group of affiliated facilities based on volume of purchases. Pricing agreements which are documented arrangements with clinical facilities, or groups of affiliated facilities, if applicable, are established in advance of orders accepted or shipments made. For existing customers, past actual shipment volumes typically determine the fixed price by part number for the next agreement period of one year. For new customers, the customer's best estimate of volume is usually accepted by UTMD for determining the ensuing fixed prices for the agreement period. Prices are not adjusted after an order is accepted. For the sake of clarity, the separate pricing agreements with clinical facilities based on volume of purchases disclosure is not inconsistent with UTMD's disclosure above that the selling price is fixed prior to the acceptance of a specific customer order.

UTMD's global consolidated trade sales are comprised of domestic and OUS sales. Domestic sales in 2019 included 1) direct domestic sales, sales of finished devices to end-user facilities and med/surg distributors in the U.S., and 2) domestic OEM sales, sales of components or finished products, which may not be medical devices, to other companies for inclusion in their products. In 2018, domestic sales included the above two items (except that direct domestic sales did not include the Filshie Clip System) plus sales of the Filshie Clip System by Femcare UK to CSI. OUS sales are export sales from UTMD in the U.S. to customers outside the U.S. invoiced in USD, and all sales from UTMD subsidiaries in Ireland, Canada, Australia and the UK (other than Femcare UK sales to CSI in 2018) which may be invoiced in EUR, GBP, CAD, AUD or USD. The term "trade" means sales to customers which are not part of UTMD. Each UTMD entity had 2019 intercompany sales of components and/or finished devices to other UTMD entities.

Global consolidated trade sales in 2019 were $46,904 compared to $41,998 in 2018 and $41,414 in 2017. The $4,906 (+11.7%) higher sales in 2019 were the result of several offsetting factors described below. Total U.S. domestic sales were up $6,302 (+29.7%) in 2019, at $27,493 compared to $21,192 in 2018. OUS sales were down $1,395 (6.7%) at $19,411 compared to $20,806 in 2018.

Domestic Sales. U.S. domestic sales in 2019 were $27,493 (59% of total sales) compared to $21,192 (50% of total sales) in 2018. The contributors to the 2019 total $6,302 (+29.7%) higher domestic sales were $3,501 (+106%) higher sales of Filshie Clip System devices in the U.S., $2,452 (+60%) higher sales of components and finished devices used in other companies' products (OEM customers), and $349 (+3%) higher direct sales of non-Filshie finished devices to domestic end-users. Domestic sales in 2017 were $20,286.

Domestic Filshie Clip System sales in 2019 were 25% of total U.S. domestic sales compared to 16% in 2018. The higher domestic Filshie Clip System sales occurred as a result of converting from Femcare UK sales to a domestic distributor in 2018 to UTMD sales directly to end-users in 2019.

Domestic OEM sales in 2019 were 24% of total U.S. domestic sales compared to 19% in 2018. UTMD sold components

Consolidated Statement of Income and Comprehensive Income

(In thousands except per share amounts)

Years ended December 31,	2019	2018	2017
Sales, net (notes 1, 3, 9 and 11)	$ 46,904	$ 41,998	$ 41,414
Cost of goods sold	17,438	15,692	15,019
Gross profit	29,466	26,306	26,395
Operating expense:			
Sales and marketing	1,738	1,708	1,544
Research and development	483	454	447
General and administrative	9,613	5,447	5,393
Operating income	17,632	18,697	19,011
Other income (expense):			
Dividend and interest income	254	217	17
Gains and (losses) on investments)	—	32	—
Royalty income (note 12)	6	76	86
Other, net	(8)	437	(32)
Income before provision for income taxes	17,884	19,459	19,082
Provision for income taxes (note 7)	3,157	904	10,577
Net income	$ 14,727	$ 18,555	$ 8,505
Earnings per common share (basic) (note 1):	$ 3.96	$ 4.97	$ 2.29
Earnings per common share (diluted) (note 1):	$ 3.94	$ 4.95	$ 2.28
Other comprehensive income (loss):			
Foreign currency translation net of taxes of $0 in all periods	$ 1,507	$ (2,949)	$ 3,893
Unrealized gain (loss) on investments net of taxes of $0, $0 and $6	—	—	10
Total comprehensive income	$ 16,234	$ 15,606	$ 12,408

See accompanying notes to financial statements.

Management's Discussion and Analysis *(continued)*

and finished devices to 147 different U.S. companies in 2019 compared to 152 companies in 2018 for use in their product offerings. Sales to UTMD's largest OEM customer, representing 75% of total domestic OEM sales, were up $2,222 (+82%). Although this customer has projected higher purchases from UTMD in 2020, UTMD is expecting lower 2020 sales due to recognizing the customer's inventory build-up.

Domestic direct (end-user) sales excluding the Filshie Clip System were 51% of total U.S. domestic sales in 2019 compared to 65% in 2018. Of UTMD's three main domestic direct categories, neonatal products were $4,654 (+2% higher), labor & delivery (L&D) products were $4,053 (+8% higher), and gynecology/ electrosurgery/ urology products excluding the Filshie Clip System were $4,826 (about the same).

OUS Sales. Sales OUS in 2019 were $19,411 (6.7% lower) compared to $20,806 in 2018. OUS sales were $21,129 in 2017.

Because a significant portion of UTMD's sales are invoiced in foreign currencies, changes in FX rates can potentially have a material effect on period-to-period USD-denominated sales. UTMD's FX rates for income statement purposes are transaction-weighted averages. The average rates from the applicable foreign currency to USD during 2019 compared to 2018 follow:

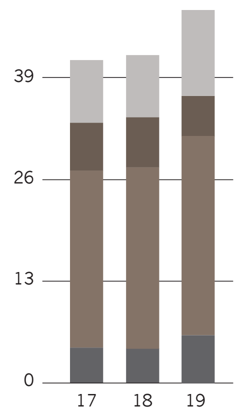
	2019	2018	Change
GBP	**1.277**	**1.334**	**(4.3%)**
EUR	**1.119**	**1.180**	**(5.1%)**
AUD	**0.696**	**0.747**	**(6.9%)**
CAD	**0.754**	**0.773**	**(2.5%)**
Sales Weighted Average Change			**(4.7%)**

Forty-five percent ($631) of the $1,395 lower OUS sales were due to the changes in FX rates (stronger USD in 2019). EUR currency sales in 2019 were reduced $277 compared to what the same EUR sales in 2018 would have been expressed in USD. GBP currency sales in 2019 were reduced $174 compared to what the same GBP sales in 2018 would have been expressed in USD. AUD currency sales in 2019 were reduced $126 compared to what the same AUD sales in 2018 would have been expressed in USD. CAD currency sales in 2019 were reduced $54 compared to what the same CAD sales in 2018 would have been expressed in USD.

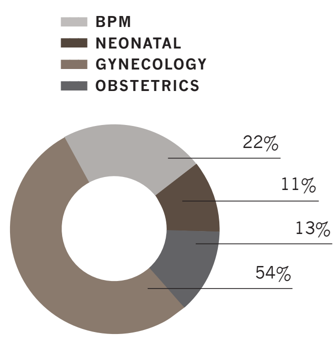
Sixty-six percent of (USD denominated) 2019 OUS sales were invoiced in foreign currencies compared to 67% in 2018. As a portion of total USD consolidated sales, 27% of UTMD's USD-equivalent sales were invoiced in foreign currencies in 2019 compared to 33% in 2018. The GBP, EUR, AUD and CAD converted sales represented 8%, 11%, 4% and 4% of total 2019 USD sales, respectively. This compares to 10% GBP, 12% EUR, 5% AUD and 6% CAD of total 2018 USD sales. The lower converted foreign currency sales percentages of total sales in 2019 were not only due to the stronger USD, but also much higher domestic sales.

Variations in order pattern of UTMD's China distributors, one for BPM devices and another for neonatal devices, continue to be significant from year-to-year. The China BPM distributor purchased $662 more and the China neonatal device distributor $519 less in 2019 compared to 2018, largely offsetting one another. UTMD expects that the reverse might be the case in 2020.

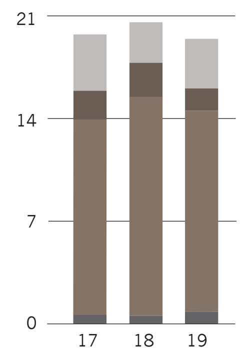
PRODUCT LINE SALES BY SALES CHANNEL



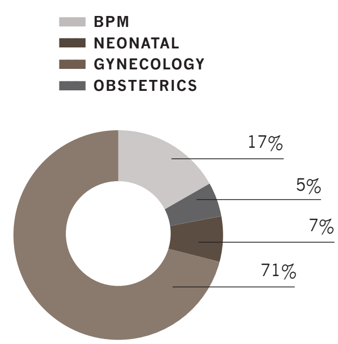
GLOBAL SALES BY PRODUCT LINE
(millions of dollars)



2018 REVENUE BY PRODUCT LINE
(percent of sales)



OUTSIDE THE U.S. SALES BY PRODUCT LINE
(millions of dollars)



2018 OUTSIDE THE U.S. REVENUE BY PRODUCT LINE
(percent of sales)

USD-denominated trade (excludes intercompany) sales of devices to OUS customers by UTMD's Ireland facility (UTMD Ltd) were $5,894 (+18%) in 2019 compared to $5,008 in 2018. As the EUR was down 5.1% relative to the USD in 2019, the FX impact subtracted $277 from 2019 sales. In other words, constant currency sales were $6,171 (+23%). UTMD Ltd produces the BPM devices sold to UTMD's China distributor. In constant EUR currency and eliminating sales of BPM devices to its China distributor in both years 2019 and 2018, 2019 Ireland trade sales experienced 13% growth compared to 2018.

In 2019, UTMD's UK subsidiary, Femcare Ltd., had $5,382 trade sales of devices to domestic UK, domestic France and international distributor customers, down 8% compared to $5,849 in 2018. The FX impact subtracted $174 (4.3%) from 2019 sales, explaining about half of the lower sales in USD terms. The 2018 trade sales figure excludes sales to CSI, which in 2019 were intercompany sales.

USD-denominated sales of devices to end-users in Australia by Femcare's Australia distribution subsidiary (Femcare Australia Pty Ltd) were 12% lower in 2019 compared to 2018. The FX impact subtracted $126 (6.9%) from 2019 sales, explaining 57% of the lower sales.

USD-denominated sales of devices to end-users in Canada by UTMD's Canada distribution subsidiary (Utah Medical Products Canada, Inc.) were 18% lower in 2019 compared to 2018. The FX impact subtracted $54 (2.5%) from 2019 sales, explaining 14% of the lower sales.

UTMD groups its sales into four general product categories: 1) obstetrics, comprised of labor and delivery management tools for monitoring fetal and maternal well-being, for reducing risk in performing difficult delivery procedures and for improving clinician and patient safety; 2) gynecology/ electrosurgery/ urology, comprised of tools for gynecological procedures associated primarily with cervical/ uterine disease including LETZ, endometrial tissue sampling, transvaginal uterine sonography, diagnostic laparoscopy, surgical contraception and other MIS procedures; specialty excision and incision tools; conservative urinary incontinence therapy devices; and urology surgical procedure devices; 3) neonatal critical care, comprised of devices that provide developmentally-friendly care to the most critically ill babies, including providing vascular access, enteral feeding, administering vital fluids, oxygen therapy while maintaining a neutral thermal environment, providing protection and assisting in specialized applications; and 4) blood pressure monitoring/ accessories/ other, comprised of specialized transducers and components as well as molded parts and assemblies sold on an OEM basis to other companies. In these four categories, UTMD's primary revenue contributors enjoy significant brand awareness by clinical users.

Global revenues by product category	2019	%	2018	%	2017	%
Obstetrics	**$ 5,000**	**11**	**$4,447**	**11**	**$4,499**	**11**
Gynecology/ Electrosurgery/ Urology	**25,354**	**54**	**23,167**	**55**	**23,175**	**56**
Neonatal	**6,066**	**13**	**6,436**	**15**	**6,154**	**15**
Blood Pressure Monitoring and Accessories*	**10,484**	**22**	**7,948**	**19**	**7,586**	**18**
Total:	**$46,904**	**100**	**$41,998**	**100**	**$41,414**	**100**

OUS revenues by product category	2019	%	2018	%	2017	%
Obstetrics	**$ 947**	**5**	**$ 698**	**3**	**$ 732**	**3**
Gynecology/ Electrosurgery/ Urology	**13,731**	**71**	**15,022**	**72**	**14,759**	**70**
Neonatal	**1,412**	**7**	**2,252**	**11**	**2,105**	**10**
Blood Pressure Monitoring and Accessories*	**3,321**	**17**	**2,834**	**14**	**3,533**	**17**
Total:	**$19,411**	**100**	**$20,806**	**100**	**$ 21,129**	**100**

**includes molded components and finished medical and non-medical devices sold to OEM customers.*

Looking forward to 2020, there again appear to be several offsetting influences on projected sales which may not be minor. Although FX rates over the course of the year are not predictable, the projected strength of the U.S. economy as well as geopolitical tensions suggest that the USD is unlikely to weaken relative to other currencies in 2020. A stronger USD reduced total sales 1.3% in 2019. UTMD's OUS distributor varying order patterns are likely to continue, but hopefully offsetting one another. UTMD's 2020 sales of BPM products to its China distributor, based on its initial annual fixed order, are projected to be $220 lower than in 2019, a year in which sales to this distributor were $662 higher than in 2018. On the other hand, based on recent activity, 2020 sales of neonatal products to international distributors are likely to be higher by about the same $220 amount. In order to stay ahead of its rapid growth by building inventory, UTMD's largest OEM customer substantially increased 2019 purchases from UTMD in the U.S. and Ireland by $2,407. It seems likely to UTMD that purchases from this customer in 2020 may be at least $700 lower than in 2019 to more closely match its actual growth in demand. UTMD's sales of its niche L&D and gynecology devices excluding the Filshie Clip System are stable, but slow growing. Although the Company remains optimistic about increasing sales of its proven safe and very effective Filshie Clip System for tubal ligation, particularly in the U.S., growth may also be slow as an adjunct from the negative social media that has confused complications of Bayer's Essure tubal ligation device, which was removed from the market, with the Filshie Clip System. In summary, management currently believes overall UTMD year 2020 USD-denominated consolidated revenues are likely to not increase more than low single percentage digits.

b) Gross Profit (GP). UTMD's 2019 consolidated GP, the surplus after subtracting costs of manufacturing, which includes purchasing raw materials, forming components, assembling, inspecting, testing, packaging and sterilizing products, from net revenues, was $29,466 (62.8% of sales) compared to $26,306 in 2018 (62.6% of sales) and $26,395 (63.7% of sales) in 2017. GP in 2019 increased $3,161, which was 64.4% of the $4,906 increase in sales.

UTMD's expected 2019 GPM increase was damped by the need to sell the remaining Filshie Clip System inventory obtained from CSI as part of UTMD's acquisition of the remaining life of CSI's exclusive U.S. distribution agreement. The CSI inventory was purchased by UTMD at CSI's prior distributor price from Femcare. In other words, the margin received by UTMD from selling the CSI remaining inventory during most of 2019 was limited to the distributor margin, not the margin over the manufacturing cost.

In addition, there was a product mix change in 2019 which affected GPMs because OEM sales, which grew faster than other sales categories, have inherently lower GPMs than direct end-user device sales. With OEM sales, another entity incurs operating expenses including sales and marketing (S&M) expenses, as well as much of product development (R&D) and general and administrative (G&A) expenses. In addition to the product mix change, actual raw material price increases and increased freight-in expense from raw material vendors helped damp the GPM. However, fixed manufacturing overhead costs were diluted by higher sales and, despite higher loaded (by benefits and taxes) labor costs, the Company maintained direct labor productivity in 2019 consistent with the prior year.

Because UTMD's medical devices are differentiated and not subject to GPO agreements or other significant commodity pricing pressures, the Company was able to avoid unit sales price reductions.

UTMD's Ireland subsidiary's (UTMD Ltd's) GP was EUR 2,908 in 2019 compared to EUR 3,606 in 2018 and EUR 3,234 in 2017. The associated GPMs were 43.1% in 2019, 49.8% in 2018, and 47.5% in 2017. Despite higher trade sales, the lower GP and GPM in 2019 were due to much lower intercompany sales of Sterishot (Filshie) kits manufactured by UTMD Ltd. due to lower sales in Canada and Australia, and the need to deplete the CSI inventory in the U.S. In addition, the $662 higher China distributor BPM sales, priced at a very low GPM compared to other device sales, were from UTMD Ltd.

Femcare UK GP was GBP 3,884 in 2019 compared to GBP 5,010 in 2018 and GBP 5,317 in 2017. The lower GP in 2019 was due to the fact that the UK had no sales of Filshie Clip System devices to CSI in 2019 compared to $3,296 in 2018, and had limited intercompany Filshie Clip System device sales to the U.S. because of the need to deplete the CSI inventory. The UK 2019 GPM was 70.2% compared to 71.7% in both 2018 and 2017.

Femcare Australia and Femcare Canada are purely distribution facilities for UTMD finished devices in their respective countries. Australia GP was AUD 1,415 in 2019, compared to AUD 1,526 in 2018 and AUD 1,846 in 2017. In addition to 5.8% lower AUD sales, Femcare Australia GP were further leveraged lower as a weaker AUD raises the AUD cost of finished devices purchased from other UTMD subsidiaries in their fixed currency terms. The respective Femcare Australia GPMs were 57.7% in 2019, 58.7% in 2018, and 62.7% in 2017. Canada GP was CAD 1,670 in 2019 (54.5% of sales) compared to CAD 1,999 in 2018 (60.0% of sales) and 2,300 (60.2% of sales) in 2017, its first year of operation. The 16% lower GP was due to 16% lower CAD sales in 2019 compared to 2018, UTMD's weakest sales region.

In the U.S., GP was $19,180 in 2019, compared to $13,065 in 2018 and $12,497 in 2017. UTMD U.S. GPMs were 57.1% in 2019, 54.1% in 2018, and 55.0% in 2017. Because UTMD in the U.S. grew its trade sales by 36% including direct sales of Filshie Clip System devices, and maintained its intercompany sales of components and finished devices, despite the high growth in lower margin OEM product sales, it was able to increase GP by 47%.

A summation of the above 2019 GP of each subsidiary will not yield consolidated total GP because of elimination of profit in inventory of intercompany goods. UTMD expects an increase in its consolidated 2020 GPM.

c) Operating Income. Operating Income results from subtracting operating expenses from GP. Operating Income in 2019 was $17,632 (37.6% of sales) compared to $18,697 in 2018 (44.5% of sales), and $19,011 (45.9% of sales) in 2017. The lower 2019 Operating Income margin reflected the new CSI IIA amortization expense (8.6% of sales) included in General and Administrative (G&A) operating expenses. Excluding non-cash Femcare and CSI IIA amortization expenses, UTMD consolidated operating expenses were 12.2% of sales in 2019, compared to 13.0% in 2018 and 12.9% in 2017.

The UTMD Ltd (Ireland) Operating Income margin in 2019 was 38.5% compared to 45.9% in 2018, and 42.7% in 2017. Femcare UK's 2019 Operating Income margin was 27.8% compared to 38.1% in 2018, and 40.1% in 2017. Femcare Australia's 2019 Operating Income margin was 38.6% compared to 45.4% in 2018, and 50.0% in 2017. Femcare Canada's 2019 Operating Income margin was 41.9% compared to 49.1% in 2018, and 51.5% in 2017. UTMD's 2019 Operating Income margin in the U.S. was 33.7% compared to 39.1% in 2018, and 39.8% in 2017. The new CSI IIA amortization expense hit the 2019 U.S. Operating Income margin, and the Femcare IIA amortization expense hit the Femcare UK Operating Income margin in years 2017-2019.

Operating expenses include sales and marketing (S&M) expenses, product development (R&D) expenses and G&A expenses. Consolidated operating expenses were $11,834 (25.2% of sales) in 2019, $7,608 (18.1% of sales) in 2018 and $7,385 (17.8% of sales) in 2017. The following table provides a comparison of operating expense categories, as well as further segmentation of G&A expenses, for the last three years.

	2019	2018	2017
S&M expenses	$ 1,738	$ 1,708	$1,544
R&D expenses	483	454	448
G&A expenses:			
a) litigation expense provision	16	(8)	29
b) corporate legal	32	32	32
c) stock option compensation	113	64	129
d) management bonus accrual	403	373	430
e) outside accounting audit/tax	216	238	196
f) Femcare IIA amortization	2,037	2,131	2,055
g) CSI IIA amortization	4,053	—	—
h) property & liability insurance premiums	91	126	155
i) all other G&A expenses	2,652	2,491	2,367
G&A expenses – total	9,613	5,447	5,393
Total Consolidated OE:	$ 11,834	$ 7,608	$ 7,385
Percent of sales:	25.2%	18.1%	17.8%

Description of Operating Expense Categories

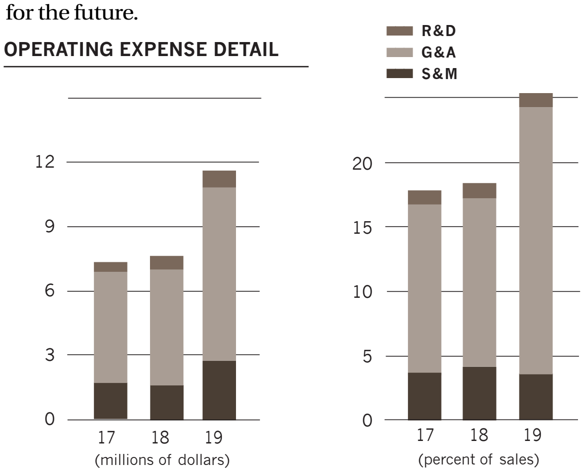
1. S&M expenses: S&M expenses in 2019 were $1,738 (3.7% of 2019 sales) compared to $1,708 (4.1% of 2018 sales), and $1,544 (3.7% of sales) in 2017.

S&M expenses are the costs of communicating UTMD's differences and product advantages, providing training and other customer service in support of the use of UTMD's solutions, attending clinical meetings and medical trade shows, administering customer agreements, advertising, processing orders, shipping, and paying commissions to outside independent representatives. In markets where UTMD sells directly to end-users, which in 2017-2019 included the U.S., Ireland, UK, Australia, France and Canada, the largest components of S&M expenses were the cost of employing direct sales representatives, including associated costs of attending trade shows, travel, subsistence and communications; the cost of customer service required to timely process orders; and the distribution costs associated with shipping products. A trade-off for the higher GP obtained from selling directly at end-user prices is higher S&M expenses.

S&M expenses include all customer support costs including training. In general, training is not required for UTMD's products since they are well-established and have been clinically widely used. Written "Instructions For Use" are packaged with all finished devices. Although UTMD does not have any explicit contracts with customers to provide training, it does provide hospital in-service and clinical training as required and reasonably requested.

UTMD promises prospective customers that it will provide, at no charge in reasonable quantities, electronic media and other instructional materials developed for the use of its products. UTMD provides customer support from offices in the U.S., Canada, Ireland, UK and Australia by telephone to answer user questions and help troubleshoot any user issues. Occasionally, on a case-by-case basis, UTMD may utilize the services of an independent practitioner to provide educational assistance to clinicians. All in-service and training expenses are routinely expensed as they occur. Except for the consulting services of independent practitioners and occasional use of marketing consultants, all of these services are allocated from fixed S&M overhead costs. Historically, additional consulting costs have been immaterial to financial results, which is also UTMD's expectation for the future.

OPERATING EXPENSE DETAIL



2. R&D expenses: R&D expenses were $483 (1.0% of sales) in 2019 compared to $454 (1.1% of sales) in 2018, and $447 (1.1% of sales) in 2017. R&D expenses include the costs of investigating clinical needs, developing innovative concepts, testing concepts for viability, validating methods of manufacture, completing any necessary premarketing clinical trials, regulatory documentation and other activities required for design control, responding to customer requests for product enhancements, and assisting manufacturing engineering on an ongoing basis in developing new processes or improving existing processes. Although no new UTMD devices were launched in 2019, R&D played a significant and continuing role in manufacturing process improvements that were needed to support fast growing OEM product sales, in addition to continuing work on new product projects. UTMD does not pre-announce new devices that are being developed.

3. G&A expenses: G&A expenses in 2019 were $9,613 (20.5% of sales) compared to $5,447 (13.0% of sales) in 2018 and $5,393 (13.0% of sales) in 2017. G&A expenses include the "front office" functional costs of executive management and outside directors, finance and accounting, corporate information systems, human resources, stockholder relations, corporate risk management, corporate governance, protection of intellectual property, amortization of identifiable intangibles and legal costs. The table above helps clarify certain specific categories of G&A expenses of interest to stockholders. Amortization of the 2011 acquired Femcare IIA is part of G&A expenses. Although the IIA GBP amortization expense in 2019 was the same as in 2018, because of the weaker GBP for the year as a whole, the USD 2019 IIA amortization expense was $94 lower than in 2018. The resulting G&A noncash amortization expense of Femcare IIA was 4.3% of total consolidated 2019 sales compared to 5.1% of total 2018 sales, and 5.0% of total sales in 2017. The Femcare IIA amortization expense will continue until March 2026 (or until the value of any remaining IIA becomes impaired).

The early 2019 $21,000 purchase of CSI exclusive Filshie Clip System U.S. distribution rights became an IIA which will be amortized on a straight line basis over the remaining life of the Femcare distribution agreement with CSI which was through 3Q 2023. This new IIA amortization expense included in G&A expenses, which began in February 2019, was $4,053 in 2019 (8.6% of total sales). The 2019 new CSI IIA amortization expense exceeded UTMD's increase in GP by $892. In 2020, a full year's CSI IIA amortization expense will be $4,421. In contrast to 2019, as a result of management's projected 2020 increase in GPM, the GP benefit of acquiring the CSI distribution agreement should exceed the IIA amortization expense.

d) Non-operating income/Non-operating expense, and Earnings Before Taxes (EBT). Non-operating income includes royalties from licensing UTMD's technology, rent from leasing underutilized property to others, income earned from investing the Company's excess cash and gains from the sale of assets. Non-operating expense includes interest on bank loans, bank service fees, excise taxes and losses from the sale of assets. Also, the period-to-period remeasured value of EUR cash balances held in the UK, and GBP balances held in Ireland, generates a gain or loss which is booked at reporting period end as non-operating income or expense, as applicable.

Net non-operating income (combination of non-operating income and non-operating expense) was $252 in 2019 compared to $761 in 2018, and $71 in 2017. The non-operating income in 2018 included a $450 gain from the sales of assets which did not recur in 2019. A description of components of UTMD's non-operating income or expense follows:

1. Interest Expense. There was no interest expense in 2017-2019. Absent an acquisition or large repurchase of shares that requires new borrowing, UTMD does not expect any interest expense in 2020.

2. Investment of excess cash. Consolidated investment income (including gains and losses on sales of investments) was $255 in 2019 compared to $248 in 2018, and $17 in 2017. Prior to 2018, cash was generally held in non-interest bearing bank accounts because avoiding the bank operating fees which would result from lower balances offset the low interest that could be earned at then current interest rates.

3. Royalties. Femcare received a royalty from licensing the use of the Filshie Clip System intangibles to CSI as part of its U.S. exclusive distribution agreement. Royalties in 2019 were $5 compared to $76 in 2018, and $86 in 2017. UTMD did not receive a CSI royalty in 2019 after January because of the purchase of the distribution agreement. Presently, there are no other arrangements under which UTMD is receiving royalties from other parties.

4. Gains/ losses from remeasured currency in bank accounts UTMD recognized a non-operating expense of $76 in 2019 compared to non-operating income of $13 in 2018, and non-operating income of $4 in 2017 from losses or gains on remeasured foreign currency bank balances. EUR and AUD currency cash balances in the UK, and GBP currency cash bank balances in Ireland, are subject to remeasured currency translation gains/ losses as a result of period to period changes in FX rates. Because of UTMD's subsidiaries' profitability, the subsidiaries may continue to accumulate cash until uses of cash that increase stockholder value are identified.

5. Other non-operating income or expense. Income received from renting unused warehouse space in Ireland and parking lot space in Utah for a cell phone tower, offset by bank fees, and other miscellaneous non-operating expenses resulted in a net non-operating expense of $85 in 2019 compared to $3 in 2018 and $36 in 2017.

EBT results from adding net non-operating income or subtracting net non-operating expense from Operating Income. Consolidated EBT was $17,884 (38.1% of sales) in 2019 compared to $19,458 (46.3% of sales) in 2018, and $19,082 (46.1% of sales) in 2017. The 2019 EBT of UTMD Ltd. (Ireland) was €2,577 (38.2% of sales) compared to €3,144 (43.4% of sales) in 2018, and €2,779 (40.8% of sales) in 2017.

Femcare UK's 2019 EBT was £1,566 (28.3% of sales) compared to £2,896 (41.5% of sales) in 2018, and £3,155 (42.5% of sales) in 2017. Femcare AUS's 2019 EBT was AUD 952 (38.8% of sales) compared to AUD 1,183 (45.5% of sales) in 2018, and AUD 1,473 (50.0% of sales) in 2017. Femcare Canada's 2019 EBT was CAD 1,280 (41.8% of sales) compared to CAD 1,632 (49.0% of sales) in 2018, and 1,906 (49.9% of sales) in 2017.

As a side note for clarity of financial results, UTMD's 2019, 2018 and 2017 EBT, as well as all other income statement measures above the EBT line in the Income Statements, were unaffected by estimates of the REPAT tax and associated GILTI tax and FDII tax credit, all of which resulted from the TCJA enacted in late 2017.

EBITDA is a non-US GAAP metric that UTMD management believes is of interest to investors because it provides meaningful supplemental information to both management and investors that represents profitability performance without factoring in effects of financing, accounting decisions regarding non-cash expenses, capital expenditures or tax environments. If the Company were to need to borrow to pay for a major asset or acquisition, the projected EBITDA metric would be of primary interest to a lending institution to determine UTMD's credit worthiness. Although the U.S. Securities and Exchange Commission advises that EBITDA is a non-GAAP metric, UTMD's non-US GAAP EBITDA is the sum of the following elements in the table below, each of which is a US GAAP number:

	2019	2018	2017
EBT	**$17,884**	**$19,458**	**$19,082**
Depreciation Expense	**700**	**765**	**660**
Femcare IIA Amortization Expense	**2,037**	**2,130**	**2,055**
CSI IIA Amortization Expense	**4,053**	**0**	**0**
Other Non-Cash Amortization Expense	**54**	**60**	**57**
Stock Option Compensation Expense	**113**	**64**	**129**
Remeasured Foreign Currency Balances	**76**	**(13)**	**(4)**
UTMD non-US GAAP EBITDA:	***$24,917***	***$22,464***	***$21,979***

In summary, UTMD's 2019 non-US GAAP EBITDA grew 10.9% compared to 2018 despite lower EBT. This is indicative of the benefit of UTMD's acquisition of the CSI distribution agreement.

e) Net Income, Earnings Per Share (EPS) and Return on Equity (ROE). Net Income results after subtracting a provision for estimated income taxes from EBT. UTMD's US GAAP Net Income in 2019 was $14,727 (31.4% of sales) compared to $18,555 (44.2% of sales) in 2018, and $8,505 (20.5% of sales) in 2017. Because of changes in tax estimates for the years 2017-2019 due to the TCJA enacted in December 2017, management does not believe either that the estimated tax provisions have a direct relationship to sales in the same periods, or that the year-to-year changes in US GAAP Net Income is indicative of UTMD's financial performance. Ignoring the REPAT and associated TCJA tax adjustments in 2017-2019, 2019 non-US GAAP Net Income was $14,145 (30.2% of sales) compared to 2018 non-US GAAP Net Income of $15,504 (36.9% of sales), and non-US GAAP Net Income of $14,562 (35.2% of sales) in 2017.

Adding to the difference in 2019 Operating Income compared to 2018, US GAAP Net Income and EPS in 2019 were affected by another change in UTMD's estimate of its State tax liability under the TCJA. Stockholders may recall that UTMD recorded a 3Q 2018 favorable $3,230 adjustment to its initial estimate of the combined Federal and Utah State IRC 965 transition (REPAT) tax recorded in 4Q 2017 financial results, and an unfavorable $129 adjustment in 4Q 2018 for the new Global Intangible Low-Taxed Income (GILTI) tax. The 2018 tax estimate adjustments made to UTMD's income tax provision had a substantial positive impact on U.S. GAAP 2018 Net Income and EPS with which 2019 results are compared. As additional IRS guidance has become available, and the State of Utah's policy for the calculation of its REPAT tax and GILTI tax has become more clear despite lack of published guidance, UTMD's independent tax advisors have recently recommended a further $582 favorable estimate adjustment, which has been recorded in UTMD's 4Q 2019 income tax provision. The adjustment emanates from an updated estimate of the 2017 Utah REPAT tax, application of Utah rules for income apportionment and further clarification of the new Foreign-Derived Intangible Income (FDII) regime associated with the GILTI regime as part of the TCJA. In summary, UTMD's initial $6,288 conservative estimate of the combined Federal and State REPAT tax has ended up, after two subsequent adjustments, to only be $2,792. In addition, the new GILTI tax on foreign subsidiary income is more than offset by the FDII tax credit for UTMD's exports of devices manufactured in the U.S. Despite management's initial comments after the TCJA was enacted, the resulting lower income taxes looking forward should be of substantial benefit to stockholders.

The US GAAP consolidated income tax provision rate for 2019 was 17.7% of EBT compared to 4.6% of EBT in 2018, and 55.4% of EBT in 2017. The non-US GAAP consolidated combined income tax provision rate for 2019 was 20.9% of EBT compared to 20.3% of EBT in 2018 and 23.7% in 2017. In general, year to year fluctuations in the combined tax provision rate will result from variation in EBT contribution from subsidiaries in jurisdictions with different corporate income tax rates. Taxes in foreign subsidiaries are based on taxable EBT in those sovereignties, which can be different from the contribution to consolidated EBT per US GAAP.

The UK had an income tax rate of 20% in 1Q 2017 and a rate of 19% thereafter. The UK also allows a tax deduction for sales of UK patented products which varies from year-to-year based on somewhat complicated rules which are sorted out for UTMD by independent UK tax specialists. The 2019 UK

Management's Discussion and Analysis *(continued)*

income tax rate of 19% is scheduled to decline to 17% beginning April 1, 2020. The income tax rate for AUS has been and is planned to remain at 30%. The income tax rate for Canada was and is expected to remain at about 26%. Profits of the Ireland subsidiary are taxed at a 12.5% rate on exported manufactured products, and a 25% rate on rental and other types of income including income from sales of medical devices in Ireland domestically. As UTMD stockholders likely know, in the U.S. the current Federal income tax rate is 21%, down from 34% prior to the TCJA. Federal taxes are not 21% of U.S. EBT, however, as income taxes paid to the State are a deductible expense for Federal tax purposes, other expenses are not deductible and there remains an R&D tax credit along with other credits, not to mention the new GILTI tax and FDII tax credit. The State income tax rate declined to 4.95% from 5% prior to the TCJA, but the State has enacted new income apportionment rules that provide for additional tax relief, and has its own (not formally published yet) rules for calculating the State REPAT, GILTI and FDII provisions of the TCJA.

EPS EPS are Net Income divided by the number of shares of stock outstanding (diluted to take into consideration stock option awards which are "in the money," i.e., have exercise prices below the applicable period's weighted average market value). Diluted EPS in 2019 per US GAAP were $3.939 ($3.784 prior to the State REPAT tax correction) compared to $4.950 ($4.136 prior to the REPAT tax correction and GILTI tax provision) in 2018, and $2.276 in 2017 ($3.897 prior to the REPAT tax and DTL adjustment). The 2019 non-US GAAP EPS result met management's projection at the beginning of the year.

The 2019-ending weighted average number of diluted common shares (the number used to calculate diluted EPS) was 3,739 (in thousands) compared to 3,749 in 2018, and 3,737 shares in 2017. Dilution for "in the money" unexercised options for the year 2019 was 18 (in thousands) compared to18 shares in 2018, and 19 shares in 2017. Actual outstanding common shares as of December 31, 2019 were 3,722.

UTMD management believes that the presentation of Net Income and EPS results excluding the REPAT tax liability estimate in 2017 and adjustments in 2018 and 2019 provides meaningful supplemental information to both management and investors that is more clearly indicative of UTMD's bottom line results in comparing 2019 to the prior years 2018 and 2017. Net Income and EPS are presented below both according to GAAP and also prior to recognition of various tax estimates related to the TCJA.

US GAAP	2019	2018	2017
Net Income	**$14,727**	**$18,555**	**$ 8,505**
Net Income Margin	**31.4%**	**44.2%**	**20.5%**
EPS	**$ 3.939**	**$ 4.950**	**$ 2.276**

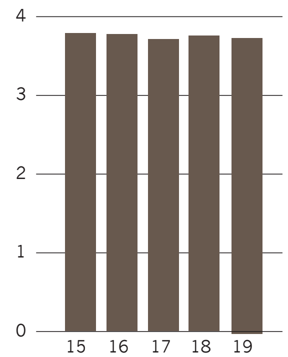
NON-US GAAP

(excluding TCJA REPAT tax in 2017 and adjustments in 2018 and 2019)

	2019	2018	2017
Net Income	**$14,145**	**$15,504**	**$14,562**
Net Income Margin	**30.2%**	**36.9%**	**35.2%**
EPS	**$ 3.784**	**$ 4.136**	**$ 3.897**

Note: The tax provision adjustments only affected UTMD's income tax provision, Net Income and EPS, not consolidated revenues (sales), GP, Operating Income or EBT.

The Company believes that investors benefit from referring to the non-US GAAP financial measures above in assessing UTMD's performance. The non-US GAAP financial measures also facilitate management's internal comparisons for purposes of planning future performance. The non-US GAAP financial measures disclosed by UTMD should not be considered a substitute for or superior to financial measures calculated in accordance with US GAAP, and the financial results calculated in accordance with US GAAP and reconciliations to those financial statements should be carefully evaluated.



DILUTED SHARES OUTSTANDING
(millions of shares)

To summarize 2019 financial results, UTMD achieved substantial growth in domestic revenues, but due to the strength of the USD, realized lower USD-denominated sales and demand OUS. Although GP grew consistent with sales, UTMD's GPM did not expand as much as expected to cover the new IIA amortization expense associated with the acquisition of the exclusive U.S. distribution rights for the Filshie Clip System from CSI. As a result, Operating Income was 5.7% lower than in 2018 despite continued excellent management of operating expenses. Without the same non-operating income benefit of asset sales in 2018, UTMD's 2019 non-US GAAP Net Income (ignoring tax estimate changes in both 2019 and 2018) declined 8.8% and non-US GAAP EPS declined 8.5% because of slightly lower diluted shares outstanding. Net Income and EPS met management's projections provided to stockholders at the beginning of the year (excluding the favorable income tax provision estimate adjustments).

Looking forward, because of the lack of predictability of UTMD's largest OEM customer's demand, the variability of FX rates affecting UTMD's foreign currency sales not to mention OUS distributor demand patterns, and expected slower growth in Filshie Clip System demand, management conservatively projects 2020 consolidated sales about the same as in 2019. An expected higher GPM, however, should fuel UTMD's continued growth in its non-US GAAP EBITDA metric. In a U.S. presidential election year, considering the rhetoric of leading candidates, that's about as specific as the Company can be in projecting the future.

ROE Maintaining a high ROE is a key management objective for UTMD in order to grow without diluting stockholder interest. ROE is the quotient of Net Income divided by average Stockholders' Equity, but more specifically it is the product of the Net Income margin, productivity of assets and financial leverage. Although UTMD's high Net Income margin is the primary factor that continues to drive its ROE, cash dividends to stockholders and repurchase of shares help in lowering average Stockholders' Equity, reducing the denominator in calculating ROE. Before dividends, UTMD's 2019 ROE was 14.9% compared to 18.6% in 2018, and 19.8% in 2017 excluding the effect of the tax adjustments on Net Income associated with the TCJA. The lower 2019 ROE was the result of 8.8% lower non-US GAAP NI and 13.7% higher average Stockholders' Equity.

Because of its magnitude, the REPAT tax estimate in 2017, and estimate adjustments in both 2018 and 2019, had a significant impact on the overall ROE ratios, even though the REPAT tax amounts reduce both the numerator and denominator. UTMD's 2019 ROE before stockholder dividends (with US GAAP Net Income) was 15.5%. In comparison, 2018 ROE was 22.2%, and 2017 ROE was 4.6% with US GAAP Net Income. Because of the impact on Net Income from the over-estimate of the REPAT tax in 2017 and the corrections in 2018 and 2019, stockholders might consider that the average ROE of 14% is more indicative of results in all three years. Average Stockholders' Equity was $95,042 in 2019 compared to $83,557 in 2018, and $73,683 in 2017. Maintaining a high ROE with the dilutive effect of rapidly growing Average Stockholders' Equity (despite reductions from dividends and stock repurchases) suggests an excellent increase in stockholder value.

Liquidity and Capital Resources

Cash Flows. Net cash provided by operating activities, including adjustments for depreciation and other non-cash operating expenses, along with changes in working capital and the tax benefit attributable to exercise of employee incentive stock options, totaled $17,056 in 2019 compared to $16,834 in 2018, and $16,908 in 2017. Changes in 2019 changes in cash from operating activities compared to 2018 changes (second order derivative) were largely related to the REPAT tax and acquisition of the CSI distribution rights: 1) largely with regard to the REPAT tax, $3,827 smaller US GAAP net income, a $2,397 smaller adjustment reduction to the long term REPAT tax payable, and a $1,093 larger decrease in accrued liabilities (taxes payable); and 2) largely with regard to the CSI acquisition, a $3,953 increase in non-cash amortization expense, a $1,442 larger increase in inventories and a $242 larger increase in accounts receivable. In addition, in 2019 UTMD realized a $457 smaller gain on disposal of assets including investments compared to 2018. Other changes were generally consistent with prior year changes relative to effective working capital management and sales activity.

In investing activities, during 2019 UTMD used $540 to purchase new molds and manufacturing equipment to maintain and improve operating capabilities, compared to using $402 for that purpose in 2018. Also in 2019, UTMD used $21,000 to purchase the remaining life of CSI's exclusive U.S. distribution rights for the Filshie Clip System.

In 2019 UTMD received $283 and issued 7,042 shares of stock upon the exercise of employee and director stock options. Employees and directors exercised a total of 7,110 option shares in 2019, with 68 shares immediately being retired as a result of optionees trading the shares in payment of the exercise price of the options. Option exercises in 2019 were at an average price of $40.80 per share. The Company received a $23 tax benefit from option exercises in 2019, which is reflected in net income as a result of adopting a new accounting standard in 2017. UTMD repurchased 5,000 shares of its stock in the open market during 2019 at an average cost of $79.52 per share.

In comparison, in 2018 UTMD received $454 and issued 13,283 shares of stock upon the exercise of employee and director stock options. Employees and directors exercised a total of 15,722 option shares in 2018, with 2,439 shares immediately being retired as a result of optionees trading the shares in payment of the exercise price of the options. Option exercises in 2018 were at an average price of $43.22 per share. The Company received a $49 tax benefit from option exercises in 2018, which is reflected in net income as a result of adopting a new accounting standard in 2017. UTMD repurchased 15,000 shares of its stock in the open market during 2018 at an average cost of $80.35 per share.

In 2017 UTMD received $302 and issued 8,302 shares of stock upon the exercise of employee and director stock options. Employees and directors exercised a total of

Consolidated Statement of Stockholders' Equity

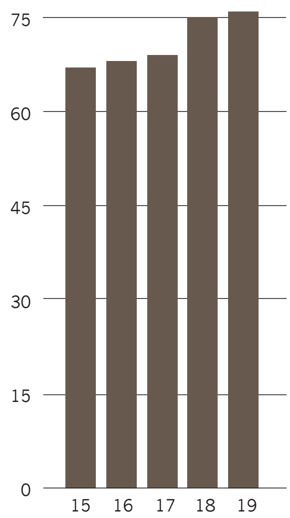
(In thousands)

Years Ended December 31, 2019, 2018 and 2017

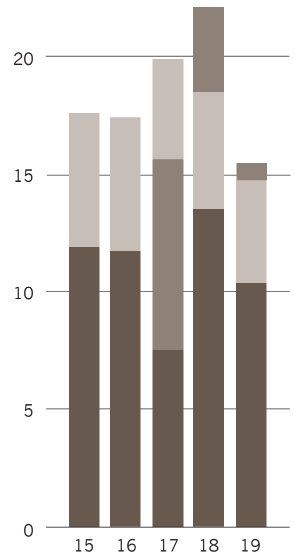
	Common Stock		Additional Paid-in Capital	Accumulated Other Comprehensive Income	Retained Earnings	Total Stockholders' Equity
	Shares	Amount				
Balance at December 31, 2016	3,713	$ 37	$ 378	$ (12,243)	$ 81,072	$ 69,244
Shares issued upon exercise of employee stock options for cash	9	—	327	—	—	327
Shares received and retired upon exercise of stock options	—	—	(25)	—	—	(25)
Stock option compensation expense	—	—	129	—	—	129
Common stock purchased and retired	—	—	—	—	—	—
Foreign currency translation adjustment	—	—	—	3,893	—	3,893
Unrealized holding gain (loss) from investments, available-for-sale, net of taxes	—	—	—	10	—	10
Common stock dividends	—	—	—	—	(3,960)	(3,960)
Net income	—	—	—	—	8,505	8,505
Balance at December 31, 2017	3,721	$ 37	$ 809	$ (8,341)	$ 85,617	$ 78,122
Shares issued upon exercise of employee stock options for cash	16	—	679	—	—	679
Shares received and retired upon exercise of stock options	(2)	—	(225)	—	—	(225)
Stock option compensation expense	—	—	64	—	—	64
Common stock purchased and retired	(15)	—	(1,205)	—	—	(1,205)
Foreign currency translation adjustment	—	—	—	(2,949)	—	(2,949)
Unrealized holding gain (loss) from investments, available-for-sale, net of taxes	—	—	—	—	—	—
Common stock dividends	—	—	—	—	(4,049)	(4,049)
Net income	—	—	—	—	18,555	18,555
Balance at December 31, 2018	3,720	$ 37	$ 122	$(11,290)	$100,123	$ 88,992
Shares issued upon exercise of employee stock options for cash	7	—	290	—	—	290
Shares received and retired upon exercise of stock options	—	—	(7)	—	—	(7)
Stock option compensation expense	—	—	113	—	—	113
Common stock purchased and retired	(5)	—	(499)	—	101	(398)
Foreign currency translation adjustment	—	—	—	1,507	—	1,507
Unrealized holding gain (loss) from investments, available-for-sale, net of taxes	—	—	—	—	—	—
Common stock dividends	—	—	—	—	(4,132)	(4,132)
Net income	—	—	—	—	14,727	14,727
Balance at December 31, 2019	3,722	$ 37	$ 18	$ (9,783)	$110,820	$101,093

See accompanying notes to financial statements.

Management's Discussion and Analysis *(continued)*



YEAR-END INSTITUTIONAL OWNERSHIP
(percent of total ownership)



RETURN ON EQUITY
(percent)
Dividends paid REPAT tax/REPAT adj.

8,638 option shares in 2017, with 336 shares immediately being retired as a result of optionees trading the shares in payment of the exercise price of the options. Option exercises in 2017 were at an average price of $37.83 per share. The Company received a $38 tax benefit from option exercises in 2017, which is reflected in net income as a result of adopting a new accounting standard in 2017. UTMD did not repurchase any shares of its stock in the open market during 2017.

UTMD did not borrow in any of the three years 2017-2019. Cash dividends paid to stockholders were $4,112 in 2019 compared to $4,026 in 2018, and $2,955 in 2017. The $1,005 cash dividend declared for 4Q 2017 was paid in early January 2018, a change from the dividend declared in 4Q 2016, which was paid in late December 2016.

Management believes that future income from operations and effective management of working capital will provide the liquidity needed to finance internal growth plans. In an uncertain economic environment, UTMD's cash balances allow management to operate with the long-term best interest of stockholders in mind. Planned 2020 capital expenditures for ongoing operations are expected to be more than depreciation of PP&E, primarily because the Midvale facility will receive a new roof costing about $300 with an expected 15-year useful life.

Management plans to utilize cash not needed to support normal operations in one or a combination of the following: 1) in general, to continue to invest at opportune times in ways that will enhance future profitability; 2) to make additional investments in new technology and/or processes; and/or 3) to acquire a product line or company that will augment revenue and EPS growth and better utilize UTMD's existing infrastructure. If there are no better strategic uses for UTMD's cash, the Company will continue to return cash to stockholders in the form of dividends and share repurchases when the stock appears undervalued.

Management's Outlook

UTMD is small, but its employees are experienced and remain diligent in their work. UTMD's passion is in providing differentiated clinical solutions that will help improve the effectiveness of medical procedures and reduce health risks, particularly for women and their babies.

The safety, reliability and performance of UTMD's medical devices are high and represent significant clinical benefits while providing minimum total cost of care. UTMD will continue to leverage its reputation as a device innovator which will responsively take on challenges to work with clinicians who use its specialty devices. In doing so, UTMD will continue to differentiate itself, especially from commodity-oriented competitors. In 2020, UTMD again plans to

1) exploit distribution and manufacturing synergies by further integrating capabilities and resources in its multinational operations;

2) focus on effectively direct marketing the benefits of the Filshie Clip System in the U.S.;

3) introduce additional products helpful to clinicians through internal new product development;

4) continue to achieve excellent overall financial operating performance;

5) utilize positive cash generation to continue providing cash dividends to stockholders and make open market share repurchases if/when the UTMD share price seems undervalued; and

6) be vigilant for accretive acquisition opportunities which may be brought about by difficult burdens on small, innovative companies.

The Company has a fundamental focus to do an excellent job in meeting clinicians' and patients' needs, while providing stockholders with excellent returns. In 2019, the value of UTMD's stock increased 30%, ending the year at $107.90/ share, while $1.10 in cash dividends/ share were paid. In comparison, the DJIA, S&P 500 and NASDAQ indices were up 22%, 29% and 35% respectively in 2019.

Taking a longer term view, as of the end of 2019 from the end of 1998, UTMD's share price increased 1,544%, representing a 14.3% annually compounded share price increase over the twenty-one year time span. If additional returns to stockholders from cash dividends are added, stockholder value increased

Consolidated Statement of Cash Flow

(In thousands)

Years Ended December 31,	2019	2018	2017
Cash flows from operating activities:			
Net income	$ 14,727	$ 18,555	$ 8,505
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation	700	765	660
Amortization	6,144	2,191	2,113
Gain on investments	—	(32)	—
Provision for (recovery of) losses on accounts receivable	14	20	4
Amortization of operating lease assets	38	—	—
Loss/(Gain) on disposal of assets	16	(410)	17
Deferred income taxes	(396)	(326)	(658)
Stock-based compensation expense	113	64	129
Tax benefit attributable to exercise of stock options	23	49	—
(Increase) decrease in:			
Accounts receivable	(738)	(496)	(242)
Other receivables	(16)	—	2
Inventories	(1,686)	(244)	(467)
Prepaid expenses and other current assets	(16)	(68)	24
Increase (decrease) in:			
Accounts payable	114	52	9
Accrued expenses	(1,651)	(558)	1,027
Long-term repatriation tax payable	(330)	(2,728)	5,785
Net cash provided by operating activities	17,056	16,834	16,908
Cash flows from investing activities:			
Capital expenditures for:			
Property and equipment	(540)	(402)	(1,597)
Intangible assets	(21,000)	—	—
Proceeds from sale of investments	—	74	—
Proceeds from sale of property and equipment	—	862	—
Net cash provided by (used in) investing activities	(21,540)	534	(1,597)
Cash flows from financing activities:			
Proceeds from issuance of common stock — options	283	454	302
Common stock purchased and retired	(398)	(1,205)	—
Dividends paid	(4,112)	(4,026)	(2,955)
Net cash (used in) financing activities	(4,226)	(4,777)	(2,653)
Effect of exchange rate changes on cash	386	(1,354)	921
Net increase in cash and cash equivalents	(8,325)	11,237	13,579
Cash at beginning of year	51,112	39,875	26,296
Cash at end of year	$ 42,787	$ 51,112	$ 39,875
Supplemental Disclosure of Cash Flow Information:			
Cash paid during the year for:			
Income taxes	$ 5,304	$ 4,851	$ 5,151
Interest	—	—	—

See accompanying notes to financial statements.

Management's Discussion and Analysis *(continued)*

1,780% over the twenty-one year time span, representing 15.0% annually compounded growth in value. In comparison to UTMD's 1,544% increase in stock value over the past twenty-one years, the NASDAQ Composite Index was up 309%, the S&P 500 Index was up 163% and the DJIA was up 211%.

Combining share price appreciation as a result of a long term profitable financial performance and a capital allocation strategy that includes opportunistic share repurchases with steadily growing quarterly cash dividends paid to stockholders since 2004, longer term UTMD stockholders have experienced excellent returns. Management is committed to continue that performance.

Off Balance Sheet Arrangements. None

Contractual Obligations. The following is a summary of UTMD's significant contractual obligations and commitments as of December 31, 2019 :

Contractual Obligations and Commitments	TOTAL	2020	2021-2022	2023-2024	2025- & thereafter
Long-term debt obligations	$ —	$ —	$ —	$ —	$ —
Operating lease obligations	554	60	104	90	$ 300
Purchase obligations	2,504	2,405	99	—	—
Total	$3,058	$ 2,465	$ 203	$ 90	$ 300

Critical Accounting Policies and Estimates. The preparation of these financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities as well as the reported amounts of revenues and expenses during the reporting period.

Management bases its estimates and judgments on historical experience, current economic and industry conditions and on various other factors that are believed to be reasonable under the circumstances. This forms the basis for making judgments about the carrying values of assets and liabilities that are not readily available from other sources. Management has identified the following as the Company's most critical accounting policies which require significant judgment and estimates. Although management believes its estimates are reasonable, actual results may differ from these estimates under different assumptions or conditions.

Allowance for doubtful accounts: The majority of the Company's receivables are with healthcare facilities and medical device distributors. Although the Company has historically not had significant write-offs of bad debt, the possibility exists, particularly with foreign distributors where collection efforts can be difficult or in the event of widespread hospital bankruptcies.

Inventory valuation reserves: The Company strives to maintain inventory to 1) meet its customers' needs and 2) optimize manufacturing lot sizes while 3) not tying up an unnecessary amount of the Company's capital increasing the possibility of, among other things, obsolescence. The Company believes its method of reviewing actual and projected demand for its existing inventory allows it to arrive at a fair inventory valuation reserve. While the Company has historically not had significant inventory write-offs, the possibility exists that one or more of its products may become unexpectedly obsolete for which a reserve has not previously been created. The Company's historical write-offs have not been materially different from its estimates.

Accounting Policy Changes. The Company's management has evaluated the recently issued accounting pronouncements through the filing date of these financial statements and has determined that the application of these pronouncements will not have a material impact on the Company's financial position and results of operations.

Notes to Consolidated Financial Statements

(December 31, 2019, 2018 and 2017 — Currency amounts are in thousands except per share amounts, and where noted.)

Note 1. Summary of Significant Accounting Policies

Organization. Utah Medical Products, Inc. with headquarters in Midvale, Utah and its wholly-owned operating subsidiaries, Femcare Limited located in Romsey, Hampshire, England, Femcare Australia Pty Ltd located in Castle Hill, NSW, Australia, Utah Medical Products Canada, Inc. (dba Femcare Canada) located in Mississauga, Ontario, Canada and Utah Medical Products Ltd., which operates a manufacturing facility in Athlone, Ireland, (in the aggregate, the Company) are in the primary business of developing, manufacturing and globally distributing specialized medical devices for the healthcare industry. The Company's broad range of products includes those used in critical care areas and the labor and delivery departments of hospitals, as well as outpatient clinics and physicians' offices. Products are sold directly to end-user facilities in the U.S., Ireland, UK, Canada, France and Australia, and through third party distributors in other outside the U.S. (OUS) markets. Domestically, until February 1, 2019, Femcare had an exclusive U.S. distribution relationship with CooperSurgical, Inc. (CSI) for the Filshie Clip System. UTMD also sells subcontract manufactured components and finished products to over 150 companies in the U.S. for their medical and non-medical products.

Use of Estimates in the Preparation of Financial Statements. The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Although actual results could differ from those estimates, management believes it has considered and disclosed all relevant information in making its estimates that materially affect reported performance and current values.

Principles of Consolidation. The consolidated financial statements include those of the Company and its subsidiaries. All intercompany accounts and transactions have been eliminated in consolidation.

Cash and Cash Equivalents. For purposes of the consolidated statement of cash flows, the Company considers cash on deposit and short-term investments with original maturities of three months or less to be cash and cash equivalents.

Investments. The Company classifies its investments as "available-for-sale." Securities classified as "available-for-sale" are carried in the financial statements at fair value. Realized gains and losses, determined using the specific identification method, are included in operations; unrealized holding gains and losses are reported as a separate component of accumulated other comprehensive income. Declines in fair value below cost that are other-than-temporary are included in operations. As of December 31, 2019 the Company held no investments other than short maturity money market funds which are part of cash and cash equivalents.

Concentration of Credit Risk. The primary concentration of credit risk consists of trade receivables. In the normal course of business, the Company provides credit terms to its customers. Accordingly, the Company performs ongoing credit evaluations of its customers and maintains allowances for possible losses which, when realized, have been within the range of management's expectations as reflected by its reserves.

The Company's customer base consists of hospitals, medical device distributors, physician practices and others directly related to healthcare providers, as well as other manufacturing companies. Although the Company is affected by the well-being of the global healthcare industry, management does not believe significant trade receivable credit risk exists at December 31, 2019 except under an extreme global financial crisis.

The Company maintains its cash in bank deposit accounts in addition to Fidelity Investment money market accounts. The Company has not experienced any losses in such accounts and believes it is not exposed to a significant credit risk on cash and cash equivalent balances.

Accounts Receivable. Accounts receivable are amounts due on product sales and are unsecured. Accounts receivable are carried at their estimated collectible amounts. Credit is generally extended on a short-term basis; thus accounts receivable do not bear interest although a late charge may be applied to such receivables that are past the due date. Accounts receivable are periodically evaluated for collectibility based on past credit history of customers and current market conditions. Provisions for losses on accounts receivable are determined on the basis of loss experience, known and inherent risk in the account balance and current economic conditions (see note 2).

Inventories. Finished products, work-in-process, raw materials and supplies inventories are stated at the lower of cost and net realizable value (NRV) computed on a first-in, first-out method. Net realizable value is the estimated selling price in the ordinary course of business, less reasonably predictable costs of completion, disposal, and transportation (see note 2).

Property and Equipment. Property and equipment are stated at cost. Depreciation and amortization are computed using the straight-line method over estimated useful lives as follows:

Building and improvements	**15-40 years**
Furniture, equipment and tooling	**3-10 years**

Long-Lived Assets. The Company evaluates its long-lived assets in accordance with Accounting Standards Codification (ASC) 360, "Accounting for the Impairment of Long-Lived Assets." Long-lived assets held and used by the Company are reviewed for impairment whenever events or changes in circumstances indicate that their net book value may not be recoverable. When such factors and circumstances exist, the Company compares the projected undiscounted future cash flows associated with the related asset or group of assets over their estimated useful lives against their respective carrying amounts. Impairment, if any, is based on the excess of the carrying amount over the fair value of those assets and is recorded in the period in which the determination was made.

Intangible Assets. Costs associated with the acquisition of patents, trademarks, trade names, customer relationships, regulatory approvals & product certifications, license rights and non-compete agreements are capitalized, and are being amortized using the straight-line method over periods ranging from 5 to 20 years. UTMD's goodwill is tested for impairment annually, in the fourth quarter of each year, in accordance with ASC 350. UTMD also performs impairment tests contemporaneously, if circumstances change that would more than likely reduce the fair value of goodwill below its net book value. If UTMD determines that its goodwill is impaired, a second step is completed to measure the amount of the impairment loss. UTMD does not expect its goodwill to become impaired in the foreseeable future. Estimated future amortization expenses on intangible assets held as of December 31, 2019, using the 2019 year-end 1.3268 USD/GBP and .7030 USD/AUD currency exchange rates, is about $6,550 in 2020, $6,543 in 2021, $6,542 in 2022, $5,805 in 2023, and $2,121 in 2024 (see note 2).

In 2019, $21,000 in intangible assets were acquired from CSI. The future amortization expenses on those assets are estimated to be $4,421per year in 2020-2022, and $3,684 in 2023 (see note 15).

Stock-Based Compensation At December 31, 2019, the Company has stock-based employee compensation plans, which are described more fully in note 8. The Company accounts for stock compensation under ASC 718, Share-Based Payment. This statement requires the Company to recognize compensation cost based on the grant date fair value of options granted to employees and directors. In 2019, the Company recognized $113 in stock-based compensation cost compared to $64 in 2018 and $129 in 2017.

Revenue Recognition. The Company recognizes revenue at the time of product shipment as UTMD meets its contractual performance obligations to the customer at the time of shipment. Revenue recognized by UTMD is based upon the consideration to which UTMD is entitled from its customers as a result of shipping a physical product, in accordance with the documented arrangements and fixed contracts in which the selling price was fixed prior to the Company's acceptance of an order. Revenue from service sales, which are immaterial to UTMD, is generally recognized when the service is completed and invoiced. As demonstrated by decades of experience in successful and consistent collections, there is very minor and insignificant uncertainty regarding the collectibility of invoiced amounts reasonably within the terms of the Company's contracts. There are circumstances under which insignificant revenue may be recognized when product is not shipped, which meet the criteria of ASU 2014-09: the Company provides engineering services, for example, design and production of manufacturing tooling that may be used in subsequent UTMD manufacturing of custom components for other companies. This revenue is recognized when UTMD's performance obligations have been completed according to a fixed contractual agreement. UTMD includes handling fees charged to customers in revenues.

Income Taxes. The Company accounts for income taxes under ASC 740, "Accounting for Income Taxes," whereby deferred taxes are computed under the asset and liability method.

In November 2015, the FASB released ASU 2015-17, Income Taxes (Topic 740): Balance Sheet classification of Deferred Taxes. ASU 2015-17 requires that all deferred income taxes are classified as noncurrent in a classified statement of financial position. The Company adopted ASU 2015-17 retrospectively effective January 1, 2017.

The TCJA contains a deemed repatriation transition tax (REPAT tax) on accumulated earnings and profits of the Company's non-U.S. subsidiaries that have not been subject to U.S. tax. The Company has elected to pay its net REPAT tax over eight years.

On December 22, 2017, the SEC issued SAB 118 which provided guidance on accounting for the impact of the TCJA. SAB 118 provides a measurement period of up to one year from enactment for a company to complete its tax accounting under ASC 740. Once a company was able to make a reasonable estimate and record a provisional amount for effects of the TCJA, it was required to do so.

During the fourth quarter of 2017, the Company recorded a provisional tax charge for the REPAT tax of $6,288 and a provisional tax credit of $230 for the re-measurement of its U.S. deferred tax balances. Both provisional tax amounts were the Company's reasonable estimate of the impact of the TCJA based on its understanding and available guidance. During the third quarter of 2018, after more IRS information became available and when UTMD's independent tax advisors completed the 2017 income tax return, the Company recognized a benefit of $3,230 from adjustments to the provisional amount recorded for the REPAT tax at December 31, 2017 and included this adjustment as a component of income tax expense from continuing operations. During the fourth quarter of 2019, after consultation with specialists in Utah most knowledgeable of Utah State Tax Commission rules, UTMD's estimate of the State portion of the REPAT tax was reduced by $403. The Company recognized a net benefit of $266 from its adjustment to the provisional amount recorded for the REPAT tax at December 31, 2017 because the reduced deductibility of the State REPAT tax increased the Federal REPAT tax estimate by $137. The net $266 benefit was included in 4Q 2019 as a component of income tax expense from continuing operations.

The Company or one of its subsidiaries files income tax returns in the U.S. federal jurisdiction, in Utah, in the United Kingdom, in Australia, in Ireland and in Canada.

The Company recognizes interest accrued related to unrecognized tax benefits in interest expense and any related penalties in income taxes. The Company did not recognize any tax-related interest expense or have any tax penalties in any of the three years 2017 through 2019.

Legal Costs. The Company has been involved in lawsuits which are an expected consequence of its operations and in the ordinary course of business. The Company maintains a reserve for legal costs which are probable and estimated based on previous experience and known risk. The reserve for legal costs at December 31, 2019 and 2018 was $113 and $149, respectively (see note 2).

Earnings per Share. The computation of basic earnings per common share is based on the weighted average number of shares outstanding during each year.

The computation of earnings per common share assuming dilution is based on the weighted average number of shares outstanding during the year plus the weighted average common stock equivalents which would arise from the exercise of stock options outstanding using the treasury stock method and the average market price per share during the year.

The shares (in thousands) used in the computation of the Company's basic and diluted earnings per share are reconciled as follows:

	2019	2018	2017
Weighted average number of shares outstanding – basic	3,721	3,730	3,718
Dilutive effect of stock options	18	18	19
Weighted average number of shares outstanding, assuming dilution	3,739	3,748	3,737

Presentation of Sales and Similar Taxes. Sales tax on revenue-producing transactions is recorded as a liability when the sale occurs. UTMD is not required to withhold sales tax on OUS sales, and at least 90% of domestic 2019 sales were to customers who are tax exempt or who are in jurisdictions where UTMD is not required to withhold sales tax.

Translation of Foreign Currencies. Assets and liabilities of the Company's foreign subsidiaries are translated into U.S. dollars at the applicable exchange rates at year-end. Net gains or losses resulting from the translation of the Company's assets and liabilities are reflected as a separate component of stockholders' equity. A negative translation impact on stockholders' equity reflects a current relative U.S. Dollar value higher than at the point in time that assets were actually acquired in a foreign currency. A positive translation impact would result from a U.S. dollar weaker in value than at the point in time foreign assets were acquired. Year-end translation gains or losses of non-functional currency bank account balances, e.g. EUR and AUD balances held by the UK subsidiary, are recognized as non-operating income or expense, as applicable.

Income and expense items are translated at the weighted average rate of exchange (based on when transactions actually occurred) during the year.

Note 2. Detail of Certain Balance Sheet Accounts

December 31,	2019	2018
Accounts and other receivables:		
Accounts receivable	$ 4,835	$ 4,064
Accrued interest and other	43	13
Less allowance for doubtful accounts	(136)	(121)
Total accounts and other receivables	$ 4,742	$ 3,956
Inventories:		
Finished products	$ 1,708	$ 1,615
Work-in-process	1,022	1,103
Raw materials	4,183	2,694
Total inventories	$ 6,913	$ 5,412
Goodwill:		
Balance before effect of foreign exchange	$13,703	$14,092
Effect of foreign exchange	258	(389)
Subtractions as a result of impairment	–	–
Total Goodwill	$13,961	$13,703
Other identifiable intangible assets:		
Patents	$ 2,194	$ 2,136
Non-compete agreements	133	128
Trademark & trade names	9,738	9,375
Customer relationships	9,486	9,123
Distribution agreements	21,000	–
Regulatory approvals & product certifications	12,654	12,217
Total other identifiable intangible assets	55,205	32,979
Accumulated amortization	(24,993)	(18,176)
Other identifiable intangible assets, net	$30,212	$14,803
Accrued expenses:		
Income taxes payable	$ (513)	$ $ 845
Payroll and payroll taxes	1,032	1,099
Reserve for litigation costs	113	149
Other	1,718	2,192
Total accrued expenses	$ 2,350	$ 4,285

Note 3. Quarterly Results of Operations (unaudited)

	UNAUDITED QUARTERLY DATA FOR 2019			
	Quarter 1	Quarter 2	Quarter 3	Quarter 4
Net sales	$10,732	$11,846	$12,494	$11,831
Gross profit	6,773	7,500	7,397	7,814
Net income (loss)	3,139	3,525	3,705	4,359
Earnings (loss) per common share (diluted)	.84	.94	.99	1.17

	UNAUDITED QUARTERLY DATA FOR 2018			
	Quarter 1	Quarter 2	Quarter 3	Quarter 4
Net sales	$10,887	$10,965	$10,390	$ 9,756
Gross profit	6,922	6,984	6,294	6,106
Net income (loss)	4,092	4,308	6,762	3,393
Earnings (loss) per common share (diluted)	1.09	1.15	1.80	.91

Note 4. Property and Equipment

Property and equipment consists of the following:

December 31,	2019	2018
Land	$ 1,671	$ 1,653
Buildings and improvements	13,887	13,752
Furniture, equipment and tooling	16,254	16,003
Right of Use Asset	414	—
Construction-in-progress	372	141
Total	32,598	31,549
Accumulated depreciation	(21,870)	(21,190)
Property and equipment, net	$ 10,728	$ 10,359

Included in the Company's consolidated balance sheet are the assets of its manufacturing and administrative facilities in Utah, Canada, England, Australia and Ireland. Property and equipment, by geographic area, are as follows:

December 31, 2019	U.S. & Canada	England & Australia	Ireland	Total
Land	$ 621	$ 664	$ 386	$ 1,671
Buildings and improvements	6,385	3,311	4,191	13,887
Furniture, equipment and tooling	14,316	793	1,145	16,254
Right of Use Asset	385	—	29	414
Construction-in-progress	205	—	167	372
Total	21,912	4,768	5,918	32,598
Accumulated depreciation	(17,808)	(784)	(3,278)	(21,870)
Property and equipment, net	$ 4,104	$ 3,984	$ 2,640	$10,728

December 31, 2018	U.S & Canada	England & Australia	Ireland	Total
Land	$ 621	$ 639	$ 393	$ 1,653
Buildings and improvements	6,348	3,205	4,199	13,752
Furniture, equipment and tooling	14,104	765	1,134	16,003
Construction-in-progress	141	—	—	141
Total	21,214	4,609	5,726	31,549
Accumulated depreciation	(17,475)	(531)	(3,184)	(21,190)
Property and Equipment, net	$ 3,739	$ 4,078	$ 2,542	$10,359

Note 5. Long-term Debt

None in 2018 and 2019.

Note 6. Commitments and Contingencies

Purchase Obligations. The Company has obligations to purchase raw materials for use in its manufacturing operations. The Company has the right to make changes in, among other things, purchase quantities, delivery schedules and order acceptance.

Product Liability. The Company is self-insured for product liability risk. "Product liability" is an insurance industry term for the cost of legal defense and possible damages awarded as a result of use of a company's product during a procedure which results in an injury of a patient. The Company maintains a reserve for product liability litigation and damages consistent with its previous long-term experience. Actual product liability litigation costs and damages during the last three reporting years have been immaterial, which is consistent with the Company's overall history.

The Company absorbs the costs of clinical training and trouble-shooting in its on-going operating expenses.

Warranty Reserve. The Company's published warranty is: "UTMD warrants its products to conform in all material respects to all published product specifications in effect on the date of shipment, and to be free from defects in material and workmanship for a period of thirty (30) days for supplies, or twenty-four (24) months for equipment, from date of shipment. During the warranty period UTMD shall, at its option, replace any products shown to UTMD's reasonable satisfaction to be defective at no expense to the Purchaser or refund the purchase price."

UTMD maintains a warranty reserve to provide for estimated costs which are likely to occur. The amount of this reserve is adjusted, as required, to reflect its actual experience. Based on its analysis of historical warranty claims and its estimate that existing warranty obligations are immaterial, no warranty reserve was made at December 31, 2019 or December 31, 2018.

Notes to Consolidated Financial Statements *(continued)*

Litigation. The Company has been involved in lawsuits which are an expected consequence of its operations and in the ordinary course of business. Presently, there is no litigation or threatened litigation for which the Company believes the outcome may be material to its financial results. The Company applies its accounting policy to accrue legal costs that can be reasonably estimated.

Note 7. Income Taxes

Deferred tax assets (liabilities) consist of the following temporary differences:

Years ended December 31,	2019	2018	2017
Inventory write-downs and differences due to UNICAP	$ 84	$ 60	$ 56
Allowance for doubtful accounts	33	18	16
Accrued liabilities and reserves	55	62	89
Other – foreign	—	—	4
Depreciation and amortization	(2,933)	(3,216)	(3,789)
Unrealized investment gains	—	—	66
Deferred income taxes, net	$(2,761)	$ (3,076)	$(3,558)

The components of income tax expense are as follows:

Years ended December 31,	2019	2018	2017
Current	$ 3,467	$ 1,386	$10,944
Deferred	(310)	(482)	(367)
Total	$ 3,157	$ 904	$10,577

Income tax expense differed from amounts computed by applying the statutory federal rate to pretax income as follows:

Years ended December 31,	2019	2018	2017
Federal income tax expense at the statutory rate	$ 2,512	$ 2,127	$ 3,086
State income taxes	(124)	365	299
Foreign income taxes (blended rate)	985	1,607	1,444
R&D tax credits and manufacturing profit deduction	(9)	(146)	(303)
Deemed repatriation transition tax	(266)	(3,230)	6,288
Effective federal rate change	—	—	(230)
US Taxes on foreign income	59	179	—
Other	—	2	(7)
Total	$ 3,157	$ 904	$10,577

The domestic and foreign components of income before income tax expense were as follows:

Years ended December 31,	2019	2018	2017
Domestic	$11,549	$10,130	$ 9,124
Foreign	6,335	9,329	9,958
Total	$17,884	$19,459	$19,082

Note 8. Options

The Company has stock option plans which authorize the grant of stock options to eligible employees, directors and other individuals to purchase up to an aggregate of 307 thousand shares of common stock, of which 52 thousand are outstanding as of December 31, 2019. All options granted under the plans are granted at current market value at the date of grant, and may be exercised between six months and ten years following the date of grant. The plans are intended to advance the interest of the Company by attracting and ensuring retention of competent directors, employees and executive personnel, and to provide incentives to those individuals to devote their utmost efforts to the advancement of stockholder value. Changes in stock options were as follows:

	Shares (000's)	Price Range Per Share	
2019			
Granted	—	$ —	$ —
Expired or canceled	2	$58.50	74.76
Exercised	7	24.00	58.50
Total outstanding at December 31	52	26.52	74.64
Total exercisable at December 31	33	26.52	74.64
2018			
Granted	22	$74.76	$74.76
Expired or canceled	—	—	—
Exercised	16	24.00	58.50
Total outstanding at December 31	61	24.00	74.64
Total exercisable at December 31	31	24.00	58.50
2017			
Granted	—	$ —	$ —
Expired or canceled	12	49.18	58.50
Exercised	9	24.00	49.18
Total outstanding at December 31	54	24.00	58.50
Total exercisable at December 31	39	24.00	58.50

For the years ended December 31, 2019, 2018 and 2017, the Company reduced current income taxes payable by $23, $49 and $38, respectively, for the income tax benefit attributable to sale by optionees of common stock received upon the exercise of stock options.

Stock-Based Compensation. In 2019, the Company recognized $113 in equity compensation cost, compared to $64 in 2018 and $129 in 2017.

The fair value of each option grant is estimated on the date of grant using the Black-Scholes option pricing model with the following weighted average assumptions:

Years ended December 31,	2019	2018	2017
Expected dividend amount per quarter	$ —	$ .2875	$ —
Expected stock price volatility	—	27.5%	—
Risk-free interest rate	—	2.57%	—
Expected life of options	—	4.9 years	—

The per share weighted average fair value of options granted during 2018 is $15.77. No options were granted in 2017 or 2019.

All UTMD options vest over a four-year service period. At December 31, 2019 there was $241 total unrecognized compensation expense related to non-vested stock options under the plans. A $33 portion of the cost is expected to be recognized over the next nine months, and the remaining $208 recognized over the next 3 years. Expected dividend amounts were estimated based on the actual cash dividend rate at the time the options were granted and an estimate of future dividends based on past dividend rate changes as well as management's expectations of future dividend rates over the expected holding period of the options. Expected volatility is based on UTMD's historical volatility over recent periods of time and trends in that volatility, giving weight to more recent periods. Risk free interest rates were estimated based on actual U.S. Treasury Securities Interest rates as reported by the Federal Reserve Bank for periods of time equivalent to the holding periods estimated for the options on the dates the options were granted. Expected term of options were estimated based on historical holding periods for similar options previously granted by UTMD to employees and directors.

The following table summarizes information about stock options outstanding at December 31, 2019:

	Options Outstanding			Options Exercisable	
Range of Exercise Prices	Actual Number Outstanding	Weighted Average Remaining Contractual Life (Years)	Weighted Average Exercise Price	Number Exercisable	Weighted Average Exercise Price
$26.52 – 49.18	18,560	3.25	$40.18	18,560	$40.18
50.72 – 74.64	33,129	8.21	68.77	13,554	64.75
$26.52 – 74.64	51,689	6.42	$58.50	32,114	$50.55

	2019	2018	2017
Intrinsic Value of Stock Options Exercised	$ 354	$ 812	$ 270
Intrinsic Value of Stock Options Outstanding	2,553	1,605	1,951

Note 9. Geographic Information

The Company had sales in the following geographic areas based on the customer's country of domicile:

	2019	2018	2017
United States	$27,493	$21,192	$20,286
Europe	8,906	9,160	8,519
Other	10,505	11,646	12,609

Note 10. Long-lived Assets by Geographic Area

The Company's long-lived assets by geographic area were as follows:

	2019	2018	2017
United States	$27,605	$10,309	$10,866
England	23,548	24,892	28,604
Ireland	2,639	2,543	2,803
Australia	423	447	525
Canada	686	676	759

Note 11. Revenues by Product Category and Geographic Region

Global revenues by product category:

Product Category	2019	2018	2017
Obstetrics	$ 5,000	$ 4,447	$ 4,499
Gynecology/Electrosurgery/Urology	25,354	23,167	23,175
Neonatal	6,066	6,436	6,154
Blood Pressure Monitoring and Accessories	10,484	7,948	7,586
Total:	$46,904	$41,998	$ 41,414

Included in the Global revenues (above) were OUS revenues by product category:

Product Category	2019	2018	2017
Obstetrics	$ 947	$ 698	$ 732
Gynecology/Electrosurgery/Urology	13,731	15,022	14,759
Neonatal	1,412	2,252	2,105
Blood Pressure Monitoring and Accessories	3,321	2,834	3,533
Total:	$19,411	$ 20,806	$ 21,129

Note 12. Product Sale and Purchase Commitments

The Company has had license agreements for the rights to develop and market certain products or technologies owned by unrelated parties. The confidential terms of such agreements are unique and varied, depending on many factors relating to the value and stage of development of the technology licensed. Royalties on future product sales are a normal component of such agreements and are included in the Company's cost of goods sold on an ongoing basis.

In 2019, 2018 and 2017, UTMD received royalties of $6, $76 and $86, respectively, for the use of intellectual property of Filshie Clip System as part of Femcare's exclusive U.S. distribution agreement with CSI.

UTMD had $3,058 in operating lease and purchase commitments as of December 31, 2019.

Note 13. Employee Benefit Plans

The Company sponsors a contributory 401(k) savings plan for U.S. employees, and contributory retirement plans for Ireland, UK, Australia and Canada employees. The Company's matching contribution is determined annually by the board of directors. Company contributions were approximately $171, $160 and $153 for the years ended December 31, 2019, 2018 and 2017, respectively.

Note 14. Leases

UTMD has operating leases for a portion of its parking lot at its Midvale facility and an automobile at its Ireland facility. The remaining lease term on the parking lot is 12 years and on the automobile is 24 months. There are no options to extend or terminate the leases. UTMD has no other leases yet to commence. As neither lease contains implicit rates, UTMD's incremental borrowing rate, based on information available at adoption date, was used to determine the present value of the leases.

The components of lease cost were as follows:

As of December 31, 2019	
Operating Lease Cost *(in thousands)*	$ 60
Right of Use Assets obtained in exchange for new operating lease obligations	$ 42

Other information

As of December 31, 2019	
Weighted Average Remaining Lease Term - Operating Leases	12 years
Weighted Average Discount Rate – Operating Leases	5.4%

Operating lease liabilities/ payments *(in thousands)*

Years ending December 31:	Amount
Operating lease payments, 2020	$ 60
Operating lease payments, 2021	$ 60
Operating lease payments, 2022	$ 45
Operating lease payments, 2023	$ 45
Operating lease payments, 2024	$ 45
Thereafter	$ 299

Reconciliation of operating lease liabilities/ payments to operating lease liabilities *(in thousands)*

Total operating lease liabilities/ payments	$ 554
Operating lease liabilities – current (included in Accrued Expenses)	38
Operating lease liabilities – long term	376
Present value adjustment	$ 140

Maturities of lease liabilities were as follows *(in thousands)*:

Years ending December 31:	Amount
2020	$ 38
2021	$ 40
2022	$ 27
2023	$ 29
2024	$ 29
Thereafter	$ 251

Note 15. Distribution Agreement Purchase

UTMD completed the purchase of exclusive U.S. distribution rights for the Filshie Clip System from CooperSurgical, Inc. (CSI) on February 1, 2019, after which CSI will no longer sell the Filshie Clip System and UTMD will distribute the Filshie Clip System directly to clinical facilities in the U.S. The $21,000 purchase price represents an identifiable intangible asset which will be straight-line amortized and recognized as part of G&A expenses over the 4.75 year remaining life of the prior CSI distribution agreement with Femcare. As part of the agreement, UTMD also purchased the remaining CSI inventory for approximately $2,100.

Note 16. Earnings Per Share

Basic earnings per share is calculated by dividing net income attributable to the common stockholders of the company by the weighted average number of common shares outstanding during the period. Diluted earnings per share is calculated by assuming the exercise of stock options at the closing price of stock at the end of 2019.

The following table reconciles the numerator and the denominator used to calculate basic and diluted earnings per share:

	2019	2018	2017
Numerator *(in thousands)*			
net income	14,727	18,555	8,505
Denominator			
Weighted average shares, basic	3,721	3,730	3,718
Dilutive effect of stock options	18	18	19
Diluted Shares	3,739	3,748	3,737
Earnings per share, basic	3.96	4.97	2.29
Earnings per share, diluted	3.94	4.95	2.28

Note 17. Recent Accounting Pronouncements

In March 2016, new accounting guidance was issued to simplify several aspects of accounting for employee share-based payment (including stock option) transactions, including the accounting for income taxes, forfeitures and statutory tax withholding requirements, as well as classification in the statement of cash flows. Under the guidance, entities recognize all excess tax benefits and tax deficiencies as income tax expense or benefit in the income statement. UTMD adopted this standard on January 1, 2017, which had an insignificant impact on its consolidated financial statements. UTMD made a determination to continue to account for forfeitures by estimating the number of awards that are expected to vest. Because UTMD primarily issues incentive stock options, excess tax benefits and tax deficiencies have historically been minimal.

In May 2014, new accounting guidance (ASU 2014-09) was issued that outlines a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers and supersedes most current revenue recognition guidance, including industry-specific guidance. The guidance is based on the principle that an entity should recognize revenue to depict the transfer of goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The guidance also requires additional disclosure about the nature, amount, timing and uncertainty of revenue and cash flows arising from customer contracts, including significant judgments and changes in judgments and assets recognized from costs incurred to fulfill a contract. UTMD adopted this new standard on January 1, 2018, using a modified retrospective approach. In accordance with ASU 2014-09, UTMD's revenue recognition is based on its contracts and the performance obligations identified in them. With very insignificant and limited exceptions, the Company's performance obligation is met when it ships a physical product to a customer's designated location. The basis on which UTMD recognizes revenue was updated on January 1, 2018, but it did not result in a change to the process and timing of revenue recognition, because the previous revenue recognition method complies with ASU 2014-09. Therefore, the adoption of ASU 2014-09 did not have an impact on UTMD's financial statements. In accordance with this adoption disaggregated revenue is presented in Note 11.

In February 2016, new accounting guidance (ASU 2016-02, Leases (Topic 842)) was issued which requires recording most leases on the balance sheet. The new lease standard requires disclosure of key information about lease arrangements and aligns many of the underlying principles of this new model with those in the new revenue recognition standard. This guidance is effective for annual reporting periods beginning after December 15, 2018, with early adoption permitted. The new guidance became effective for UTMD on January 1, 2019. UTMD applied the requirements using the modified retrospective method and so will not restate comparative financial statements. Implementation of the standard resulted in addition of right of use assets and lease liabilities of $452 to the consolidated condensed balance sheet and will require additional disclosures but will have no effect on the income statement. UTMD's only leases are for a portion of the parking lot at the Midvale facility and an automobile in Ireland (see Note 14).

Note 18. Recent Accounting Pronouncements

The Company evaluated its December 31, 2019 financial statements for subsequent events through the date the financial statements were issued. The Company is not aware of any subsequent events which would require recognition or disclosure in the financial statements.

FORWARD LOOKING INFORMATION

This report contains certain forward-looking statements and information relating to the Company that are based on the beliefs of management as well as assumptions made by management based on information currently available. When used in this document, the words "anticipate," "believe," "project," "estimate," "expect," "intend" and similar expressions, as they relate to the Company or its management, are intended to identify forward-looking statements. Such statements reflect the current view of the Company respecting future events and are subject to certain risks, uncertainties and assumptions, including the risks and uncertainties stated throughout the document. Although the Company has attempted to identify important factors that could cause the actual results to differ materially, there may be other factors that cause the forward statement not to come true as anticipated, believed, projected, expected, or intended. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may differ materially from those described herein as anticipated, believed, projected, estimated, expected or intended. Financial estimates are subject to change and are not intended to be relied upon as predictions of future operating results, and the Company assumes no obligation to update or disclose revisions to those estimates.

RISK FACTORS

Legislative or executive order healthcare reform in the United States, particularly as suggested by leading candidates in a presidential election year, have the potential to render the U.S. medical device marketplace unpredictable. A fully government-run healthcare system would likely eliminate healthcare consumer choice as well as commercial incentives for innovation.

Increasing regulatory burdens, including premarketing approval delays, may result in significant loss of revenue, unpredictable costs and loss of management focus on developing and marketing products that improve the quality of healthcare:

Thousands of small focused medical device manufacturers including UTMD that do not have the overhead structure that the few large medical device companies can afford are increasingly burdened with bureaucratic and underqualified regulator demands that are not reasonably related to assuring the safety or effectiveness of the devices that they provide. Premarketing submission administrative burdens, and substantial "user fees" or notified body review fees, represent a significant non-clinical and/or non-scientific barrier to new product introduction, resulting in lack of investment or delays to revenues from new or improved devices. The risks associated with such circumstances relate not only to substantial out-of-pocket costs, including potential litigation in millions of dollars, but also loss of business and a diversion of attention of key employees for an extended period of time from managing their normal responsibilities, particularly in new product development and routine quality assurance activities.

The growth of Group Purchasing Organizations (GPOs) adds non-productive costs, typically weakens the Company's marketing and sales efforts and may result in lower revenues:

GPOs, theoretically acting as bargaining agents for member hospitals, but actually collecting revenues from the companies that they are negotiating with, have made a concerted effort to turn medical devices that convey special patient safety advantages and better health outcomes, like UTMD's, into undifferentiated commodities. GPOs have been granted an antitrust exemption by the U.S. Congress. Otherwise, their business model based on "kickbacks" would be a violation of law. These bureaucratic entities do not recognize or understand the overall cost of care as it relates to safety and effectiveness of devices, and they create a substantial administrative burden that is primarily driven by collection of their administrative fees.

The Company's business strategy may not be successful in the future:

As the level of complexity and uncertainty in the medical device industry increases, evidenced, for example, by the unpredictable and overly cumbersome regulatory environment, the Company's views of the future and product/ market strategy may not yield financial results consistent with the past.

As the healthcare industry becomes increasingly bureaucratic it puts smaller companies like UTMD at a competitive disadvantage:

An aging population is placing greater burdens on healthcare systems, particularly hospitals. The length of time and number of administrative steps required in adopting new products for use in hospitals has grown substantially in recent years. Smaller companies like UTMD typically do not have the administrative resources to deal with broad new administrative requirements, resulting in either loss of revenue or increased costs. As UTMD introduces new products it believes are safer and more effective, it may find itself excluded from certain clinical users because of the existence of long term supply agreements for preexisting products, particularly from competitors which offer hospitals a broader range of products and services. Restrictions used by hospital administrators to limit clinician involvement in device purchasing decisions makes communicating UTMD's clinical advantages much more difficult.

A product liability lawsuit could result in significant legal expenses and a large award against the Company:

UTMD's devices are frequently used in inherently risky situations to help physicians achieve a more positive outcome than what might otherwise be the case. In any lawsuit where an individual plaintiff suffered permanent physical injury, the possibility of a large award for damages exists whether or not a causal relationship exists.

The Company's reliance on third party distributors in some markets may result in less predictable revenues:

UTMD's distributors have varying expertise in marketing and selling specialty medical devices. They also sell other devices that may result in less focus on the Company's products. In some countries, notably China, Pakistan and India not subject to similarly rigorous standards, a distributor of UTMD's products may eventually become a competitor with a cheaper but lower quality version of UTMD's devices.

The loss of one or more key employees could negatively affect UTMD performance:

In a small company with limited resources, the distraction or loss of key personnel at any point in time may be disruptive to performance. The Company's benefits programs are key to recruiting and retaining talented employees. An increase in UTMD's employee healthcare plan costs, for example, may cause the Company to have to reduce coverages which in turn represents a risk to retaining key employees.

Fluctuations in foreign currencies relative to the USD can result in significant differences in period to period financial results:

Since a significant portion of UTMD's sales are invoiced in foreign currencies and consolidated financial results are reported in USD terms, a stronger USD can have negative revenue effects. Conversely, a weaker USD would increase foreign subsidiary operating costs in USD terms. For the portion of sales to foreign entities made in fixed USD terms, a stronger USD makes the devices more expensive and weakens demand. For the portion invoiced in a foreign currency, not only USD-denominated sales are reduced, but also gross profits may be reduced because finished distributed devices and/or U.S. made raw materials and components are likely being purchased in fixed USD.

Trade restrictions and/or tariffs resulting from changing government trade policies have the potential to disrupt UTMD's supply chain.

The corona virus outbreak could potentially disrupt UTMD's supply chain, or interfere with normal business operations due to the loss of employee availability.

Report of Independent Registered Public Accounting Firm

To the Board of Directors and Stockholders of Utah Medical Products, Inc.

Opinion on the Financial Statements and Internal Control over Financial Reporting
We have audited the accompanying balance sheets of Utah Medical Products, Inc. (the Company) as of December 31, 2019 and 2018, and the related statements of income, comprehensive income, stockholders' equity, and cash flows for each of the years in the two-year period ended December 31, 2019, and the related notes (collectively referred to as the financial statements). We also have audited the Company's internal control over financial reporting as of December 31, 2019, based on criteria established in *Internal Control—Integrated Framework (2013*) issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO).

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Company as of December 31, 2019 and 2018, and the results of its operations and its cash flows for each of the years in the two-year period ended December 31, 2019, in conformity with accounting principles generally accepted in the United States of America. Also, in our opinion, the Company maintained, in all material respects, effective internal control over financial reporting as of December 31, 2019, based on criteria established in *Internal Control—Integrated Framework (2013)* issued by COSO.

Basis for Opinion
The Company's management is responsible for these financial statements, for maintaining effective internal control over financial reporting, and for its assessment of the effectiveness of internal control over financial reporting included in the accompanying *Management's Report on Internal Control over Financial Reporting*. Our responsibility is to express an opinion on the Company's financial statements and an opinion on the Company's internal control over financial reporting based on our audits. We are a public accounting firm registered with the Public Company Accounting Oversight Board (United States) (PCAOB) and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We did not audit portions of the consolidated financial statements and we did not examine the effectiveness of internal control over financial reporting for portions of Femcare Group Limited, a wholly owned subsidiary. The portions not audited by us include assets of $40,845,000 and $38,787,000 as of December 31, 2019 and 2018, respectively and total revenues of $8,768,000 and $11,286,000 for the years ended December 31, 2019 and 2018, respectively. Those portions of the consolidated financial statements and the effectiveness of internal control over financial reporting were audited by other auditors whose reports have been furnished to us, and our opinions, insofar as they relate to the amounts included for Femcare Group Limited and the effectiveness of Femcare Group Limited's internal control over financial reporting, is based solely on the reports of the other auditors.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement, whether due to error or fraud, and whether effective internal control over financial reporting was maintained in all material respects.

Our audits of the financial statements included performing procedures to assess the risks of material misstatement of the financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the financial statements. Our audit of internal control over financial reporting included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. Our audits also included performing such other procedures as we considered necessary in the circumstances. We believe that our audits provide a reasonable basis for our opinions.

Definition and Limitations of Internal Control over Financial Reporting
A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Haynie & Company

HAYNIE & COMPANY

We have served as Utah Medical Products, Inc.'s auditor since 2018.

Salt Lake City, Utah
March 16, 2020

Management's Report On Internal Control Over Financial Reporting

Management of the Company is responsible for establishing and maintaining adequate internal control over financial reporting as defined in Rules 13a-15(f) and 15d-15(f) under the Securities Exchange Act of 1934. The Company's internal control over financial reporting is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with accounting principles generally accepted in the United States of America ("GAAP"). The Company's internal control over financial reporting includes those policies and procedures that:

➢ pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the Company;

➢ provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with GAAP, and that receipts and expenditures of the Company are being made only in accordance with authorizations of management and directors of the Company; and

➢ provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of the Company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

The Company's management assessed the effectiveness of the Company's internal control over financial reporting as of December 31, 2019. In making this assessment, management used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in Internal Control-Integrated Framework (2013).

Based on its assessment and those criteria, management believes that the Company maintained effective internal control over financial reporting as of December 31, 2019.

The Company's independent registered public accounting firm, Haynie & Company, has audited the Company's internal control over financial reporting as of December 31, 2019, and its report is shown on the preceding page.

Kevin L. Cornwell
Chief Executive Officer

Brian L. Koopman
Principal Financial Officer

CORPORATE INFORMATION

BOARD OF DIRECTORS

Kevin L. Cornwell
Chairman and CEO

James H. Beeson, Ph.D., M.D., FACOG
Retired, Maternal-Fetal Medicine Physician

Ernst G. Hoyer
Retired, General Manager
Petersen Precision Engineering Co.

Barbara A. Payne, Ph.D.
Retired Consultant

Paul O. Richins
Retired Company Officer

OFFICERS

Kevin L. Cornwell
President and Secretary

Marcena H. Clawson
Vice President, Corporate Sales

Brian L. Koopman
Principal Financial Officer

Ben D. Shirley
Vice President,
Product Development and Quality Assurance

Mark L. Fox
Vice President, Marketing

The Company has a Code of Ethics for applicable executive officers and outside directors and a Code of Conduct which applies to all employees. Both are available at *www.utahmed.com*.

INVESTOR INFORMATION

Corporate Headquarters
Utah Medical Products, Inc.
7043 South 300 West
Midvale, Utah 84047

Foreign Operations
Utah Medical Products Ltd.
Athlone Business & Technology Park
Dublin Road
Athlone, County Westmeath, N37 XK74, Ireland

Femcare Limited
32 Premier Way
Romsey, Hampshire SO51 9DQ
United Kingdom

Femcare Australia Pty Ltd
Unit 12, 5 Gladstone Rd
Castle Hill, NSW 2154
Australia

Femcare Canada
6355 Kennedy Road #15
Mississauga, ON L5T 2L5
Canada

Transfer Agent
Computershare
250 Royall Street
Canton, Mass 02021

Financial Auditors
Haynie & Co.
Salt Lake City, Utah

Corporate Counsel
Michael Best & Friedrich LLP
Salt Lake City, Utah

CORPORATE STOCK

The Company's common stock trades on the Nasdaq Global Market (symbol: UTMD). The following table sets forth the high and low sales price information as reported by Nasdaq for the periods indicated.

UTMD
Nasdaq Listed

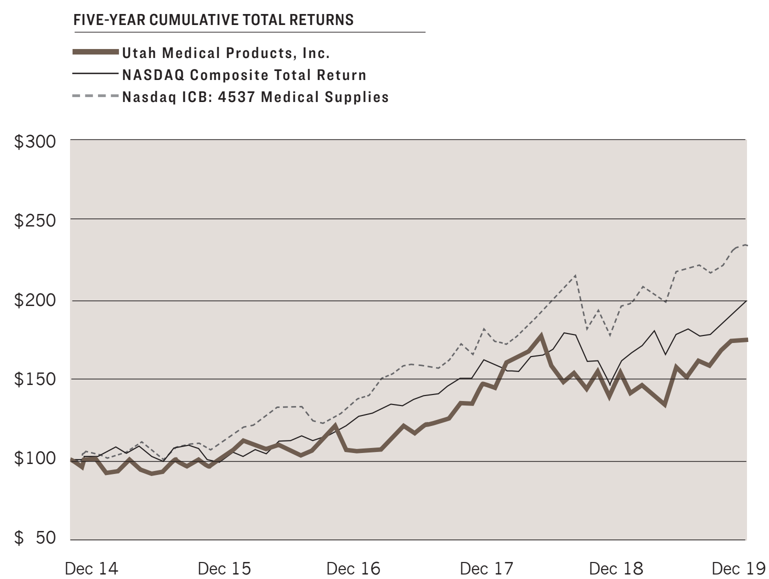
	2019		2018	
	High	Low	High	Low
1st Quarter	$102.46	$80.22	$ 101.45	$78.95
2nd Quarter	96.16	76.60	117.65	94.00
3rd Quarter	102.44	82.62	115.15	85.40
4th Quarter	112.26	100.23	99.95	73.98

For stockholder information contact: Investor Relations, (801) 566-1200.
Website: *www.utahmed.com*, e-mail: *info@utahmed.com*

STOCK PERFORMANCE CHART

The following chart compares what an investor's five-year cumulative total return (assuming reinvestment of dividends) would have been assuming initial $100 investments on December 31, 2014, for the Company's Common Stock and the two indicated indices. The Company's Common Stock trades on the Nasdaq Global Market.

Cumulative stockholder return data respecting the Nasdaq Composite Total Return are included as the comparable broad market index. The peer group index, ICB: 4537 Medical Supplies, is comprised of Nasdaq Stocks in the Medical Supplies subsector of medical device industry stocks traded on Nasdaq, of which UTMD belongs.



December 31	2014	2015	2016	2017	2018	2019
Utah Medical Products, Inc.	100.0	99.3	121.0	134.9	138.8	175.8
NASDAQ Composite Total Return	100.0	107.0	116.5	151.0	146.7	200.5
Nasdaq ICB: 4537 Medical Supplies	100.0	110.6	125.8	165.3	177.5	234.0

UTAH MEDICAL PRODUCTS, INC.

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