

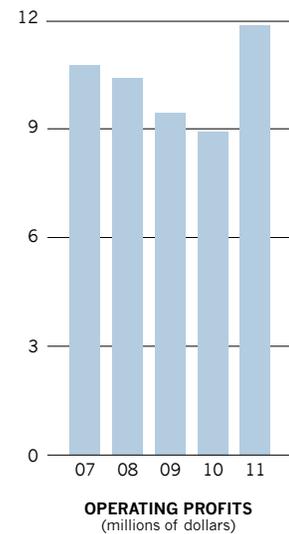
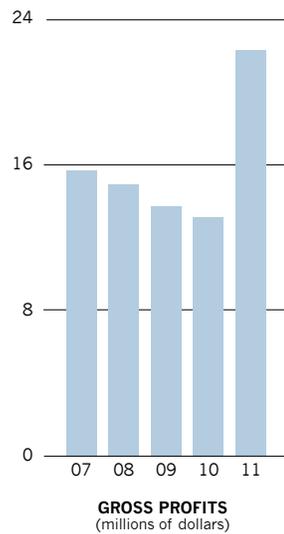
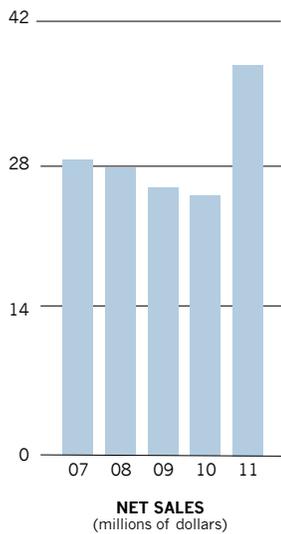


Utah Medical Products, Inc.

Annual Report **2011**

Utah Medical Products, Inc.

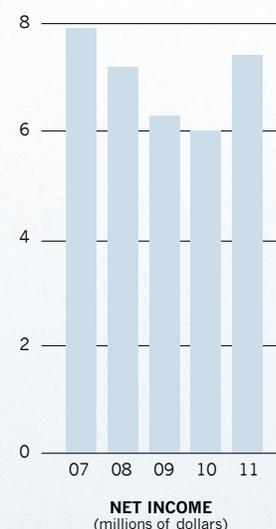
with particular interest in healthcare for women and their babies, develops, manufactures, assembles and markets a broad range of well-established disposable and reusable specialty medical devices designed for better health outcomes for patients and their care-providers.



5 Year Summary of Operations

(In thousands, except per share amounts)

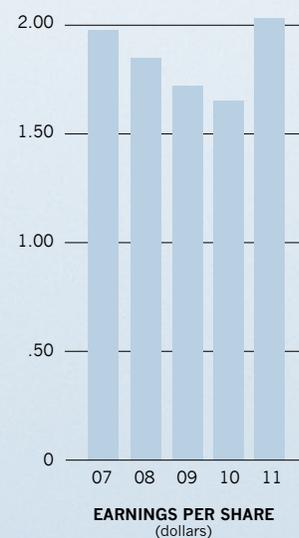
| | 2011 | 2010 | 2009 | 2008 | 2007 |
|--|----------|----------|----------|----------|----------|
| Net sales | \$37,860 | \$25,121 | \$25,916 | \$27,782 | \$28,502 |
| Net income | 7,414 | 6,014 | 6,258 | 7,205 | 7,902 |
| Total assets | 76,389 | 41,238 | 41,754 | 38,821 | 45,986 |
| Long-term debt | 16,242 | 909 | 1,403 | 1,828 | 3,689 |
| Stockholders' equity | 40,757 | 37,792 | 37,981 | 34,805 | 38,789 |
| Earnings per common share (diluted) | \$ 2.03 | \$ 1.65 | \$ 1.72 | \$ 1.86 | \$ 1.98 |
| Cash dividends per share | \$.95 | \$ 1.67 | \$.93 | \$.91 | \$.89 |
| Weighted average common shares (diluted) | 3,645 | 3,643 | 3,630 | 3,878 | 3,989 |



Quarterly Income Statement Summaries

(In thousands, except per share amounts)

| | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |
|--------------------|---------------|----------------|---------------|----------------|
| 2011 | | | | |
| Net sales | \$ 6,793 | \$10,377 | \$10,784 | \$ 9,907 |
| Gross profit | 3,710 | 6,260 | 6,518 | 5,913 |
| Net income | 1,336 | 1,982 | 2,237 | 1,858 |
| Earnings per share | \$.37 | \$.54 | \$.61 | \$.51 |
| 2010 | | | | |
| Net sales | \$ 6,436 | \$ 6,276 | \$ 6,201 | \$ 6,208 |
| Gross profit | 3,323 | 3,267 | 3,336 | 3,284 |
| Net income | 1,527 | 1,467 | 1,512 | 1,509 |
| Earnings per share | \$.42 | \$.40 | \$.42 | \$.41 |
| 2009 | | | | |
| Net sales | \$ 6,445 | \$ 6,305 | \$ 6,673 | \$ 6,493 |
| Gross profit | 3,500 | 3,335 | 3,500 | 3,455 |
| Net income | 1,592 | 1,504 | 1,615 | 1,547 |
| Earnings per share | \$.44 | \$.42 | \$.44 | \$.42 |



To Our Shareholders

In 2011, Utah Medical Products, Inc. (UTMD) fared well in another difficult year for the medical device industry. In the U.S. healthcare market, the industry continues to realize lower device utilization and greater pricing pressures, particularly from hospital customers. For U.S. companies selling overseas, the latter part of the year included adverse currency exchange rates as the U.S. Dollar strengthened relative to other currencies. Nevertheless, primarily as a result of its March acquisition of Femcare Holdings Limited of the United Kingdom, including trading subsidiaries Femcare-Nikommed Ltd of Southampton, England and Femcare Australia, UTMD's net profit and earnings per share (eps) increased 23% relative to the prior year.

Despite the excellent eps growth, UTMD's \$27.00 year end share price was essentially unchanged from its \$26.88 share price at the end of 2010. However, shareholders did benefit from a cash dividend of \$.945 per share, a 3.5% yield on the average share price. The dividend, which has steadily grown since its inception in 2004, was increased most recently in the fourth quarter of 2011. I believe that fact is notable since UTMD had to demonstrate to its lender that it had the operational ability to meet its substantial debt repayment obligations which resulted from financing the Femcare acquisition while continuing to pay shareholder dividends. The current annualized dividend rate is \$.96 per share.

As you probably already know, UTMD borrowed \$26.9 million from JP Morgan Chase in March 2011 to help finance the \$41 million acquisition of Femcare. Although this substantially changed the debt ratio of UTMD's balance sheet, we believe that borrowing without diluting shareholders to make the substantial acquisition will maximize shareholder value. We appreciate the confidence in UTMD that Chase's management has shown in approving the loans. In the last nine months of 2011, UTMD repaid 22% of the five-year term loans. As UTMD's earnings performance continues to improve, we expect to repay the loans even faster. Ultimately, if we execute as planned operationally, UTMD will have a much greater free cash flow available for investments in further growth opportunities. In the shorter term, even though we are focused on debt repayment and have a lot of work to do to integrate Femcare into UTMD, share repurchases and additional acquisitions are never off the table.

Financially, the merger of UTMD and Femcare was very beneficial to both companies. Femcare by itself was an unprofitable company, although its gross profits had been good, largely because of its debt burden and amortization of intangible assets, but also because of the difficulty of affording a direct sales force for a small company. Using the strength of UTMD's balance sheet, UTMD was able to effectively absorb Femcare's debt and spread the financial impact of amortizing intangible assets. For the details of

how UTMD's consolidated financials have changed, please refer to the Management Discussion & Analysis (MD&A) section of this report and UTMD's 2011 SEC Form 10-K available at <http://www.utahmed.com>.

UTMD's business excluding Femcare remained stable in 2011, with overall growth in international business helping to offset another small decline in U.S. sales. This has been the story for a few years. The addition of Femcare's distribution channels overseas, where our growth opportunities appear most favorable, augments UTMD's. Therefore, we expect to increase U.S. exports of UTMD's devices, as well as sell at a direct end user price in the UK and Ireland where we have previously sold through distributors at wholesale prices. Looking forward, international sales will be the majority of UTMD's consolidated revenues, which I believe represents an important business diversification, reducing risk and adding a further degree of stability.

We are pleased with the anticipated synergies that the Femcare acquisition has brought to all functional areas of the company; in marketing, product development, manufacturing and administrative overhead. Although the combination of Femcare with UTMD opens up many longer term revenue growth opportunities, the key to improving eps performance in 2012 will be our

ability to effectively manage our new cost structure. As this has been one of UTMD's historical strengths with employees who as a group average over twelve years' tenure with the Company, we expect another year of excellent eps growth.

I am tempted, particularly in a U.S. Presidential election year, to make some comments about the extensive damage that is being done to the free enterprise system in the U.S., but I won't. There are so many things to say. On the other hand, it's worth noting that every time we here at UTMD spend shareholder money and management time filling out another government form to satisfy some bureaucratic regulatory paperwork requirement, we have to ask, "Why?" It's certainly not to the benefit of the U.S. economy or our shareholders, clinical customers or their patients. It's clearly all about Washington's unchecked bureaucratic drive to command and control U.S. citizens, and to redistribute the wealth created by productive enterprises.

Thank you again for being a shareholder of UTMD. I think you are going to like our performance in 2012 despite the headwinds we are facing.



Kevin L. Cornwell
Chairman & CEO

Management's Discussion and Analysis of Financial Condition and Results of Operations

(Currency amounts are in thousands except per-share amounts and where noted)

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

Overview

On March 18, 2011, UTMD acquired Femcare (see note 6). The performance of Femcare after March 17, 2011 is included in 2011 financial results.

A summary of income statement measures for 2011 compared to 2010 follows:

| | 2011 | 2010 | change |
|--------------------|-----------|-----------|--------|
| Net Sales | \$ 37,860 | \$ 25,121 | 50.7% |
| Gross Profit | 22,400 | 13,209 | 69.6% |
| Operating Income | 11,842 | 8,922 | 32.7% |
| Income Before Tax | 11,080 | 9,041 | 22.6% |
| Net Income | 7,414 | 6,014 | 23.3% |
| Earnings per Share | 2.034 | 1.651 | 23.2% |

A comparison of profit margins in 2011 to 2010 follows:

| | 2011 | 2010 |
|-------------------------|-------|-------|
| Gross Profit Margin | 59.2% | 52.6% |
| Operating Income Margin | 31.3% | 35.5% |
| Net Income Margin | 19.6% | 23.9% |

The acquisition of Femcare Group Ltd in March 2011 was substantially accretive to UTMD's financial performance in 2011, highlighted by a 51% increase in consolidated sales and a 23% increase in earnings per share (eps). The Company's continued excellent profitability allowed it to pay down the five-year term loans that it incurred to finance the purchase of Femcare faster than required, while retaining UTMD's program of dividend payments to its shareholders.

In addition to the obvious benefit of a much greater sales volume to absorb the overhead costs of its critical infrastructure, a significant benefit of the Femcare acquisition for UTMD was the geographic diversification of sales. In 2011, sales to entities outside the U.S. comprised 50% of total sales compared to 31% in 2010. Sales to customers outside the U.S. were \$19,007 in 2011 compared to \$7,690 in 2010, a 148% increase. In 2011, UTMD had 148 foreign distributors purchase more than \$5 during the year compared to 107 in 2010.

In addition to the greater number of overseas sales distribution entities, UTMD expects to be able to better cross-utilize distributors previously representing one or the other of Femcare or UTMD, but this integration project continues somewhat slowly as distributors evaluate and learn about the other specialized product lines relative to their individual market needs, and UTMD adjusts its distribution agreements. UTMD believes that international sales will continue to lead its growth in 2012. Notwithstanding, there are a number of significant risk factors that could negatively impact UTMD's international sales, including those listed above under "Risk Factors".

With regard to UTMD's four product categories, sales in its lowest category in 2010 became its highest category in 2011. In 2010, neonatal product, blood pressure monitoring and accessories, labor & delivery devices and gynecology/ urology product sales were 29%, 24%, 24% and 23% of total sales, respectively. In 2011, neonatal product, blood pressure monitoring and accessories, labor & delivery devices and gynecology/ urology product sales were 18%, 16%, 15% and 51% of total sales, respectively. Simply stated, with the acquisition of Femcare, UTMD is now much more a gynecology medical device company. The Company's 2012 new product development activities will reflect that change in emphasis.

Prior to its acquisition by UTMD, except for the assembly and servicing of reusable Filshie Clip applicators and some packaging operations, Femcare subcontracted its manufacturing to third parties. Going forward, UTMD expects to realize an important, if subtle, benefit from its own manufacturing quality and cost disciplines for certain Femcare devices. In particular, UTMD will be able to employ its Utah molding capabilities and Ireland assembly and packaging operations. Despite rapid increases in raw materials costs and steady increases in unit labor costs in 2011, UTMD's gross profit margin (GPM), gross profits divided by sales, was 6.6 percentage points higher in 2011 than in 2010. The improvement was due to the combination of 1) the cost savings from consolidating UTMD's Oregon molding operations into Utah, 2) improved manufacturing overhead and direct labor efficiencies, 3) a different product mix, and 4) direct sales in the UK and Australia for Femcare devices at end user prices instead of distributor (wholesale) prices.

Management's Discussion and Analysis (continued)

Despite the higher GPM, Operating Income Margins (OIM) were about four percentage points lower than in 2010 due to 1) the amortization of intangible assets that resulted from the Femcare acquisition, 2) acquisition expenses, and 3) higher Femcare operating expenses as a percentage of sales. Despite a lower OIM, operating profits increased \$2,920 in 2011. The Femcare acquisition transaction costs of \$341 were included in 2011 G&A expenses, \$266 of which were not tax-deductible. UTMD expects that it will be able to improve its OIM in 2012 as a result of reducing redundant G&A expenses after the acquisition.

Income before Taxes (EBT) increased \$2,039 in 2011. EBT was diminished by much higher interest expense from borrowing to help finance the Femcare acquisition: \$862 interest in 2011 compared to \$25 in 2010. UTMD expects that its non-operating expense will be substantially less in 2012 than in 2011 due to reducing debt rapidly as a result of its positive cash flow.

Net Income (income after provision for income taxes) was \$1,400 higher in 2011, a 23% increase. UTMD's Net Income Margin (NIM), net income as percent of sales, was down about four percentage points due to the lower OIM and interest expense related to the Femcare acquisition. The effective consolidated income tax provision rate for 2011 was 33.1% compared to 33.5% in 2010. The lower rate in 2011 was primarily a result of the lower income tax rate in the UK and Australia compared to the U.S. for the portion of consolidated income generated in the UK and Australia, respectively. With a full year of Femcare EBT in the UK and Australia, combined with another lowering of the UK tax rate to 25% as of April 1, 2012, and the lack of recurrence of non-deductible acquisition expenses, UTMD expects its consolidated income tax provision rate will again be lower in 2012.

2011 earnings per share (EPS) of \$2.03 were \$.383 higher, or 23% higher, than in 2010. Net income and earnings per share in 2012 will be further leveraged due to lower interest expense and a lower average income tax provision rate. Management is currently projecting EPS for calendar year 2012 in the range of \$2.35 to \$2.40, an increase in the range of 15–18%.

In summary, management is currently targeting 9% growth in revenues and gross profits in 2012, and 14 – 18% growth in operating income, EBT, net income and eps.

The Company's December 31, 2011 balance sheet changed substantially from December 31, 2010 due to the March 2011 Femcare acquisition. Key December 31, 2011 balance sheet changes compared to December 31, 2010 and post-acquisition March 31, 2011 follow:

| December 31, 2011 balance sheet change from: | 12-31-10 | 3-31-11 |
|---|-------------|----------|
| Cash & investments | \$ (11,938) | \$ (496) |
| Receivables & inventory | 3,479 | 66 |
| Property and equipment – net | 55 | (678) |
| Goodwill | 7,928 | (1,093) |
| Other intangible assets – net | 35,294 | (3,136) |
| Total assets | 35,151 | (5,515) |
| Current portion of notes payable | 5,215 | (154) |
| Notes payable | 15,334 | (6,084) |
| Deferred tax liability– intangibles | 8,549 | (446) |
| Total liabilities | 32,186 | (7,878) |
| Shareholders' Equity | 2,964 | 2,363 |

Measures of the Company's liquidity and overall financial condition in 2011 also changed significantly as a result of the Femcare acquisition and the loans UTMD obtained to partially finance the transaction. For example, UTMD's current ratio (current assets to current liabilities) decreased to 1.8 at the end of 2011 from 13.2 a year earlier, and the total debt ratio (total liabilities to total assets) increased to 47% from 8% at the end of 2010. However, the additional debt allowed significant improvements in sales and income. Cash generation remained strong enough to increase quarterly cash dividend payout rate to shareholders while at the same time rapidly paying down the loan principal balances. Ending days in accounts receivable improved to 41 from 42. Average inventory balances increased less than sales, yielding higher inventory turns. The return on average shareholders' equity (prior to the payment of dividends) increased to 19% in 2011 compared to 16% for 2010.

Consolidated Balance Sheet

(In thousands)

| December 31, | 2011 | 2010 |
|--|-----------|-----------|
| Assets | | |
| Current assets: | | |
| Cash | \$ 6,534 | \$ 3,818 |
| Investments, available-for-sale (notes 3 and 4) | 64 | 14,718 |
| Accounts and other receivables, net (note 2) | 4,734 | 3,164 |
| Inventories (note 2) | 5,005 | 3,097 |
| Prepaid expenses and other current assets | 345 | 161 |
| Deferred income taxes (note 9) | 333 | 185 |
| Total current assets | 17,016 | 25,142 |
| Property and equipment, net (note 5) | 8,805 | 8,750 |
| Goodwill (note 6) | 15,120 | 7,191 |
| Other intangible assets (note 6) | 39,461 | 2,166 |
| Other intangible assets — accumulated amortization | (4,012) | (2,011) |
| Other intangible assets — net (note 2) | 35,449 | 155 |
| Total assets | \$ 76,389 | \$ 41,238 |
| Liabilities and Stockholders' Equity | | |
| Current liabilities: | | |
| Accounts payable | \$ 925 | \$ 398 |
| Accrued expenses (note 2) | 3,276 | 1,290 |
| Current portion of note payable (note 7) | 5,430 | 215 |
| Total current liabilities | 9,631 | 1,903 |
| Note payable (note 7) | 16,242 | 909 |
| Deferred tax liability - intangible assets (note 6) | 8,549 | — |
| Other long term liabilities | 522 | — |
| Deferred income taxes (note 9) | 688 | 634 |
| Total liabilities | 35,632 | 3,446 |
| Commitments and contingencies (notes 8 and 13) | — | — |
| 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 3,640 shares in 2011 and 3,619 shares in 2010 | 36 | 36 |
| Accumulated other comprehensive income | (2,906) | (1,275) |
| Additional paid-in capital | 721 | 107 |
| Retained earnings | 42,904 | 38,924 |
| Total stockholders' equity | 40,757 | 37,792 |
| Total liabilities and stockholders' equity | \$ 76,389 | \$ 41,238 |

See accompanying notes to financial statements.

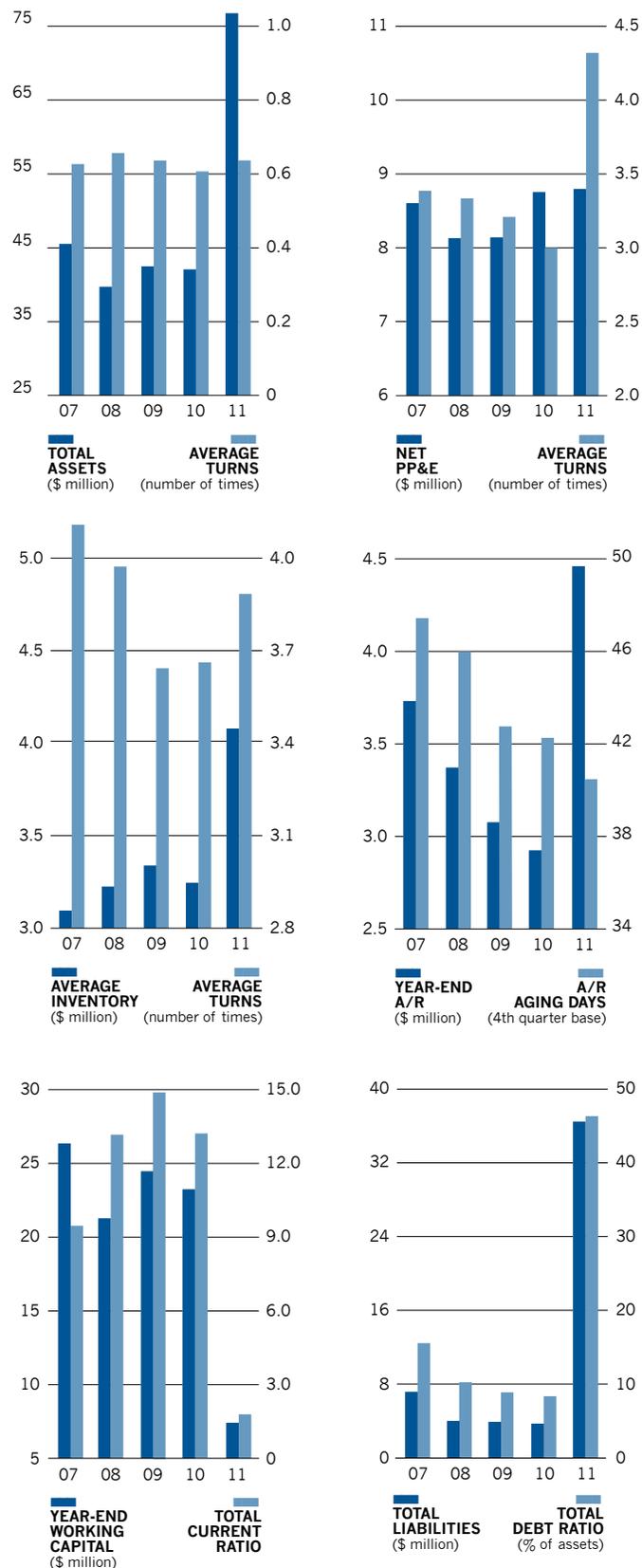
Management's Discussion and Analysis (continued)

Productivity of Assets and Working Capital

a) Assets. Year-end 2011 total assets were \$76,389 compared to \$41,238 at the end of 2010. The increase was primarily due to the addition of about \$43 million in Femcare net intangible assets, offset by a decrease in cash and investments of about \$12 million. The two components of Femcare intangibles at year-end 2011 were identifiable intangibles of \$35,312, reduced from \$37,285 by amortization of \$1,973, and goodwill of \$7,928. The productivity of total assets (average total asset turns = total sales divided by average total assets for the year) in 2011 was 64% compared to 61% in 2010. Year-end 2011 and 2010 cash and investment balances were \$6,599 and \$18,536, representing 9% and 45% of total assets, respectively. The reduction in cash was due to UTMD's investment in Femcare. Although management expects sales to increase by about 9%, average total asset turns in 2012 will decline because the average of total assets will be substantially higher with a full year of the intangible assets acquired during 2011 on UTMD's balance sheet during 2012.

Property, plant and equipment (PP&E) assets are comprised of Utah, Ireland and England manufacturing molds, production tooling and equipment, test equipment, computer/communications equipment and software, and facilities. Ending 2011 net consolidated PP&E (depreciated book value of all fixed assets) increased \$55 as a result of \$707 in depreciation, the addition of £375 in Femcare PP&E in March, capital expenditures of \$247 and the year-end effect of USD currency exchange rates on the value of PP&E in England and Ireland. The net book value of PP&E in the U.S. decreased \$230 during 2011, and in Ireland decreased \$215. Femcare's 2011-ending net book value of PP&E was \$500 after depreciation of \$101 and \$18 in capital expenditures. Average PP&E turns (Sales divided by Net PP&E) increased about 50% because, with the acquisition of Femcare, sales increased 51% and year-end Net PP&E increased only 1%. In contrast to UTMD, Femcare leases its facilities and subcontracts most of its manufacturing. The year-end 2011 net book value (after accumulated depreciation) of consolidated PP&E was 33% of actual acquisition cost. Since UTMD's PP&E is in good working order and capable of supporting increased sales activity, the continued productivity of fixed assets will remain a source of future profitability. In 2010, the Utah facility was expanded to house the transfer of equipment from consolidation of Oregon operations. In 2012, new PP&E purchases are not expected to exceed depreciation of fixed assets.

Year-end 2011 inventories increased 62% from the beginning of the year, prior to the addition of Femcare. Average 2011 inventory turns were 3.8 compared to 3.7 in 2010 primarily because of the averaging anomaly of lower inventories prior to the Femcare acquisition relative to cost of goods sold after the acquisition. Net (after allowance for doubtful accounts) year-end trade accounts receivable (A/R) balances increased \$1,540 due to the Femcare acquisition. Average days in A/R on December 31, 2011 of 41 days, based on 4Q 2011 shipments, was down from 42 days at the end of 2010. This performance remained well within management's continuing trade A/R objective of 55 days. The Company believes any older A/R will be collected or are within its reserve balances for uncollectible accounts.



Management's Discussion and Analysis (continued)

Working capital at year-end 2011 was \$7,385 compared to \$23,239 at year-end 2010. Compared to the end of 2010, 2011 year-end current assets declined \$8,127 and year-end current liabilities increased \$7,727. This had a double-whammy effect on the current ratio, which declined to 1.8 from 13.2 at the end of 2010. The decline in current assets resulted from a \$11,938 decrease in cash and investments used in the purchase of Femcare, and a \$5,259 increase in current liabilities from the current portion of notes payable and interest payable resulting from the financing of the purchase of Femcare. Nevertheless, the end of 2011 working capital amount exceeds UTMD's needs for managing normal operations, meeting interest and debt repayment obligations, paying shareholder dividends and internally financing growth. UTMD paid a net \$41,084 for Femcare. For the 2011 year, UTMD paid \$3,433 in shareholder cash dividends compared to \$6,030 during 2010 (which included a year-end special dividend). Because the current portion of notes payable represents one-year's loan principal repayment obligation and the current loan balance is about 78% of a five-year term loan, current liabilities at the end of 2012 will remain about the same. Similarly, because UTMD expects to use cash generated from operations to pay down loan balances and continue shareholder dividends, current assets at the end of 2012 will remain about the same, yielding a current ratio at the end of 2012 about the same as at end of 2011.

Net intangible assets were \$50,569 at the end of 2011 compared to \$7,346 at the end of 2010. Net intangible assets (after accumulated amortization) are comprised of the capitalized costs of obtaining patents and other intellectual property including technology rights, and identifiable intangibles and goodwill resulting from acquisitions. The Femcare intangible assets purchased by UTMD in 2011 are described in Note 6. UTMD's goodwill balance was \$15,120 at the end of 2011. Under current U.S. GAAP, goodwill is not expensed unless and until the market value of the acquired entity becomes impaired. The three prior acquisitions of 1997, 1998 and 2004 continue to be viable parts of UTMD's overall business, representing 26% of total sales in 2011 including derivative devices that ensued the acquisitions. UTMD does not expect the current goodwill value associated with the four acquisitions (including Femcare) to become impaired in 2012. Purchases of intangibles of \$10 in 2011 excluding Femcare were offset by \$27 in amortization expense. The 2011 non-cash amortization expense of Femcare identifiable intangible assets was \$2,039. The non-cash 2012 amortization expense of Femcare identifiable intangible assets will be £1,615, or \$2,536 at an average exchange rate of 1.57 USD/GBP. Net intangible assets at the end of 2011 represented 66% of total assets, compared to 18% at the end of 2010.

b) Liabilities. At the end of 2011, UTMD's total liabilities had increased \$32,186 from the end of 2010. The resulting 2011 year-end total debt ratio was 47%, compared to 8% at the end of 2010. Total liabilities increased in large part because of the term loans (which had a year-end balance of \$21,065) that UTMD obtained to help finance the Femcare stock purchase, and because of the deferred tax liability created as a result of the fifteen year tax consequence of the amortization of the intangible assets obtained in the

acquisition (which had a year-end balance of \$8,549). The Ireland subsidiary debt balance at the end of 2011 declined by \$517 from the end of 2010. Actual principal payments were \$532. In Euro terms, the note payable balance declined 45% from €49 at the end of 2010 to €68 at the end of 2011. The Femcare UK loan declined \$2,278 in book value, compared to principal payments of \$1,912. In Great Britain Pound (GBP) terms, the note declined 15% from £8,000 when issued in March 2011 to £6,800 at the end of 2011. The differences between the decline in the period end balances and the principal payments during the year resulted from timing of currency exchange rates applied to balance sheet balances. Principal payments on the Femcare US loan were \$3,500, as the note declined from \$14,000 at inception in March 2011 to \$10,500 at the end of 2011. UTMD estimates that it will repay the Femcare notes in about 3 more years, and the Ireland note over the next two years out of cash flow generated by its operations. Year-end 2011 consolidated current liabilities were about 5 times higher than at year-end 2010 as a result of the addition of Femcare liabilities including the associated current liability portions of the acquisition loans and income taxes due on 2011 earnings. In addition to liabilities stated on the balance sheet, UTMD has operating lease and purchase obligations described in Note 8.

Results of Operations

a) Revenues. Global consolidated sales in 2011 were \$37,860, compared to \$25,121 in 2010 and \$25,916 in 2009.

The Company believes that revenue should be recognized at the time of shipment as title generally passes to the customer at the time of shipment. 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. There are no post-shipment obligations which have been or are expected to be material to financial results.

There are circumstances under which revenue may be recognized when product is not shipped, which meet the criteria of SAB 104: 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.

Terms of sale are established in advance of UTMD's acceptance of customer orders. In the U.S., UK and Australia, UTMD generally accepts orders directly from and ships directly to end user clinical facilities, as well as third party med/surg distributors, under UTMD's Standard Terms and Conditions (T&C) of Sale. About 10% of UTMD's domestic direct sales go 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 are substantially the same in the U.S., UK and Australia.

Consolidated Statement of Income and Comprehensive Income

(In thousands, except per share amounts)

| Years ended December 31, | 2011 | 2010 | 2009 |
|--|-----------|-----------|-----------|
| Sales, net (notes 11, 12 and 13) | \$ 37,860 | \$ 25,121 | \$ 25,916 |
| Cost of goods sold | 15,460 | 11,911 | 12,127 |
| Gross profit | 22,400 | 13,209 | 13,789 |
| Operating expense: | | | |
| Sales and marketing | (2,815) | (1,537) | (1,584) |
| Research and development | (518) | (397) | (361) |
| General and administrative | (7,225) | (2,354) | (2,412) |
| Operating income | 11,842 | 8,922 | 9,432 |
| Other income (expense): | | | |
| Dividend and interest income | 16 | 48 | 206 |
| Capital gains and (losses) on investments | 1 | (9) | 6 |
| Royalty income (note 13) | 71 | — | — |
| Interest expense | (859) | (25) | (51) |
| Other, net | 10 | 104 | (14) |
| Income before provision for income taxes | 11,080 | 9,041 | 9,580 |
| Provision for income taxes (note 9) | 3,666 | 3,026 | 3,322 |
| Net income | \$ 7,414 | \$ 6,014 | \$ 6,258 |
| Earnings per common share (basic) (note 1): | \$ 2.04 | \$ 1.66 | \$ 1.73 |
| Earnings per common share (diluted) (note 1): | \$ 2.03 | \$ 1.65 | \$ 1.72 |
| Other comprehensive income: | | | |
| Foreign currency translation net of taxes of \$(635), \$(127) and \$44 | \$ (993) | \$ (199) | \$ 68 |
| Unrealized gain (loss) on investments net of taxes of \$(2), \$29 and \$10 | (3) | 45 | 15 |
| Total comprehensive income | \$ 6,418 | \$ 5,860 | \$ 6,341 |

See accompanying notes to financial statements.

Management's Discussion and Analysis (continued)

UTMD may have separate discounted pricing agreements with a clinical facility or group of affiliated facilities based on volume of purchases. Pricing agreements 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 determine the fixed price by part number for the next agreement period of one, two or three years. For new customers, the customer's best estimate of volume is accepted by UTMD for determining the ensuing fixed prices for the agreement period. New customers typically have one-year agreements. 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 may from time to time establish a similar fixed price agreement with a Group Purchasing Organization (GPO) in the U.S. GPOs are bargaining agents for member hospitals, not customers of UTMD. Except for an administrative fee, generally 3% of UTMD's sales to a GPO's members, the T&C of GPO agreements are not materially different from UTMD's Standard T&C of Sale.

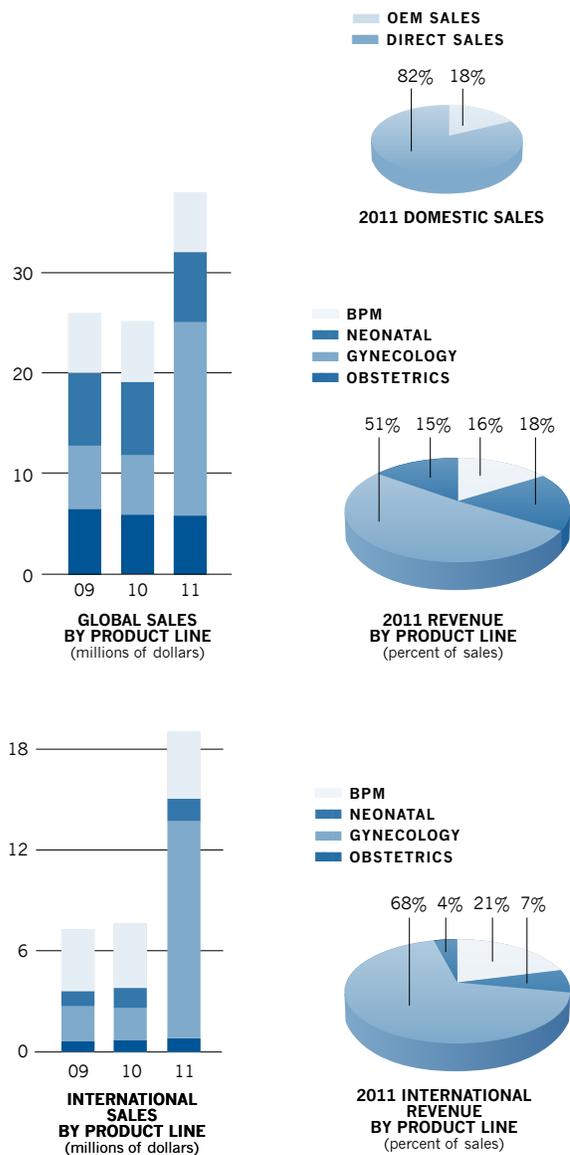
Consolidated total sales in 2011 were up \$12,739, or 51% from 2010. Domestic U.S. sales were \$18,853 in 2011, compared to \$17,431 in 2010 and \$18,625 in 2009. UTMD divides its domestic sales into two distribution categories: "direct sales" which are sales to end user customers by UTMD's direct sales force, independent commissioned sales reps, specialty distributors and national hospital distribution companies, and "OEM sales" which are component or finished device sales to other companies where products are resold as part of another company's finished product offerings. Domestic direct sales represented 40% of global consolidated sales in 2011, compared to 64% in 2010 and 66% in 2009. As a percentage of total domestic sales, direct domestic sales were 81% in 2011, compared to 92% in both 2010 and 2009. Therefore, domestic OEM sales were 19% of total domestic sales in 2011, and 8% in 2010 and 2009. The primary change in 2011 was the addition of Cooper Surgical Inc. as a domestic OEM customer for the Filshie Clip System.

International (foreign) sales in 2011 were \$19,007 compared to \$7,690 in 2010 and \$7,291 in 2009. International sales were 50% of global consolidated sales in 2011, 31% in 2010 and 28% in 2009. Of the 2011 international sales, 41% were to customers in Europe compared to 44% in 2010 and 42% in 2009. Femcare shipped 58% of UTMD's total international sales in 2011. UTMD's Ireland subsidiary (UTMD Ltd.) shipped 14% of total international sales (in USD terms) in 2011, compared to 40% in 2010 and 43% in 2009.

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 tools; 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, maintaining a neutral thermal environment, providing protection and assisting in specialized applications; and 4) blood pressure monitoring/ accessories/ other, comprised of specialized components as well as molded parts sold on an OEM basis to other companies. In these four categories, UTMD's primary revenue contributors enjoy a significant market share and may have differentiated product features protected by patents.

PRODUCT LINE SALES BY SALES CHANNEL



Management's Discussion and Analysis (continued)

| Global revenues by product category | 2011 | % | 2010 | % | 2009 | % |
|--|-----------------|------------|-----------------|------------|-----------------|------------|
| Obstetrics | \$ 5,742 | 15 | \$ 5,940 | 24 | \$ 6,543 | 25 |
| Gynecology/ Electrosurgery/ Urology | 19,196 | 51 | 5,888 | 23 | 6,220 | 24 |
| Neonatal | 6,951 | 18 | 7,295 | 29 | 7,252 | 28 |
| Blood Pressure Monitoring and Accessories* | 5,971 | 16 | 5,998 | 24 | 5,902 | 23 |
| Total: | \$37,860 | 100 | \$25,121 | 100 | \$25,916 | 100 |

*includes molded components sold to OEM customers.

| International revenues by product category | 2011 | % | 2010 | % | 2009 | % |
|--|------------------|------------|-----------------|------------|-----------------|------------|
| Obstetrics | \$ 809 | 4 | \$ 708 | 9 | \$ 614 | 8 |
| Gynecology/ Electrosurgery/ Urology | 12,856 | 68 | 1,935 | 25 | 2,088 | 29 |
| Neonatal | 1,346 | 7 | 1,193 | 16 | 912 | 13 |
| Blood Pressure Monitoring and Accessories* | 3,996 | 21 | 3,854 | 50 | 3,677 | 50 |
| Total: | \$ 19,007 | 100 | \$ 7,690 | 100 | \$ 7,291 | 100 |

*includes molded components sold to OEM customers.

As a summary description of revenues in the above tables:

1. Obstetrics. The decline in total obstetrics (L&D) device sales in 2011 was the result of a difficult U.S. market: lower utilization of specialty devices in U.S. hospitals together with restrictive U.S. GPO administrative agreements. U.S. domestic obstetric product sales declined 6%, while international obstetric device sales increased 14%. Intran IUPC sales outside the U.S. were up 26%.

2. The gynecology/ electrosurgery/ urology (ES/gyn) product category encompasses all of Femcare's products. ES/Gyn sales in 2011 excluding Femcare increased 1%. With Femcare, ES/ Gyn sales increased 226%. U.S. domestic sales increased 60%, while International ES/gyn sales increased 564%. The domestic sales increase was primarily due to sales to Cooper Surgical Inc., which has an agreement with Femcare for distribution of the Filshie Clip System in the U.S. Cooper Surgical is now UTMD's largest customer, with 2011 sales of \$2.2 million, about 6% of total UTMD sales. The ES/gyn international sales increase included Femcare direct sales in the UK and Australia at end-user prices.

3. Neonatal intensive care unit (NICU) device sales decreased 8% in the U.S. and increased 13% internationally. The changes were consistent with UTMD's experience described for the obstetrics product category.

4. Blood pressure monitoring and accessories (BPM). U.S. domestic BPM sales decreased 8%, while international BPM sales increased 4%. This category includes molded components (some of which are not related to medical

devices) sold to other companies for use in their products. The 2011 weakness experienced in U.S. domestic medical device end-user sales also extended to sales of components to other U.S. companies. UTMD's second largest customer in 2011, Beijing SAK, purchased \$1.7 million of Deltran blood pressure monitoring kits from UTMD Ltd (Ireland) for use in China.

Looking forward to 2012, UTMD expects to begin obtaining benefits from its joint distribution rationalization program initiated after the acquisition of Femcare in March 2011. For example, after providing reasonable notice to UTMD's third party distributors in the UK and training its own sales and marketing employees at Femcare, UTMD anticipates selling its non-Femcare ES/ Gyn devices directly to end-users in the UK. In addition, because of the close proximity and availability of Femcare management resources, UTMD will begin selling its non-Femcare ES/ Gyn devices directly to end-users in Ireland. Continuing a deliberate conversion process, a few of UTMD's more successful international distributors will have adopted the marketing of Femcare's devices, and a few of Femcare's more successful distributors will have adopted the marketing of UTMD's non-Femcare devices. Based on having the benefit of a full year of Femcare product sales and the advantages of combining international distribution capabilities, offset by anticipated continued weak demand for specialized medical devices in Europe and the U.S., UTMD projects 2012 sales will increase by about 9%.

b) Gross Profit. UTMD's 2011 gross profit, the surplus after subtracting costs of manufacture, including forming components, assembling, inspecting, packaging, sterilizing and shipping products, from net revenues, was \$22,400 compared to \$13,209 in 2010 and \$13,789 in 2009. Gross profit margins (GPMs), gross profits expressed as a percentage of net sales, were 59.2% in 2011 compared to 52.6% in 2010 and 53.2% in 2009. Despite rapid increases in raw materials costs and steady increases in unit labor costs in 2011, UTMD's gross profit margin (GPM), gross profits divided by sales, was 6.6 percentage points higher in 2011 than in 2010. The improvement was due to the combination of 1) the cost savings from consolidating UTMD's Oregon molding operations into Utah, 2) improved manufacturing overhead and direct labor efficiencies, 3) a different product mix, and 4) direct sales in the UK and Australia for Femcare devices at end user prices instead of distributor (wholesale) prices.

Ireland subsidiary gross profits are disproportionately lower than total UTMD gross profits because all of the finished devices sold by UTMD Ltd were to third party international distributors at discounted wholesale prices. The BPM devices themselves are generally commodities now, and the costs of manufacturing in Ireland, in particular labor-related costs, are higher than in Utah. Ireland subsidiary gross profits in Euros were €89 in 2011 compared to €448 in 2010 and €436 in 2009. The associated GPMs were 14.9% in 2011, 19.0% in 2010 and 19.5% in 2009. The lower GPM in 2011

Management's Discussion and Analysis (continued)

was due to a higher proportion of sales to UTMD's lowest price BPM kit customer in China, and lower total sales which reduced absorption of fixed manufacturing overheads costs.

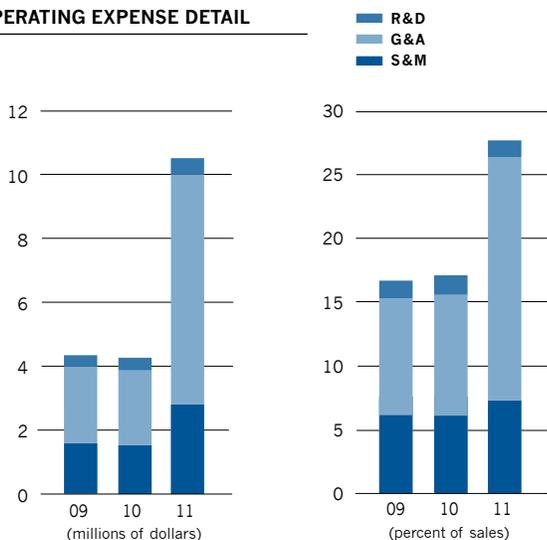
The 2011 Femcare Group subsidiary gross profits in GBP were £5,790. The associated GPM was 70.0%. Prior to its acquisition by UTMD, except for the assembly and servicing of reusable Filshie Clip applicators and some packaging operations, Femcare subcontracted its manufacturing to third parties. Going forward, UTMD expects to realize an important, if subtle, benefit from its own manufacturing quality and cost disciplines for certain Femcare devices. In particular, UTMD will be able to employ its Utah molding capabilities and Ireland assembly and packaging operations.

In the U.S., gross profits were \$12,697 in 2011 compared to \$12,611 in 2010 and \$13,176 in 2009. The associated GPMs were 56.6% in 2011, 56.4% in 2010 and 55.6% in 2009. In the second-half of 2010, after review of accounting principles, UTMD reallocated its U.S. expenses of shipping products to customers which were previously included in cost of goods sold (manufacturing expense) to sales and marketing (operating expense). This reallocation of expenses did not impact operating profits, EBT or net income. The following table illustrates the change:

| | 2011 | 2010 | 2009 |
|---|----------|----------|-----------|
| U.S. cost of goods sold (prior to reallocation) | \$ 9,874 | \$ 9,887 | \$ 10,528 |
| Percent of sales | 44.0% | 44.2% | 44.4% |
| Reallocated shipping costs | \$ (123) | \$ (141) | — |
| U.S. cost of goods sold (as reported) | \$ 9,751 | \$ 9,746 | \$ 10,528 |
| Percent of sales | 43.4% | 43.6% | 44.4% |

UTMD expects that its consolidated GPM in 2012 will remain about the same as in 2011 because the benefits of bringing the manufacture of some Femcare products in-house and the higher GPM for converting some sales to end-users rather than to distributors are expected to be offset by continued

OPERATING EXPENSE DETAIL



pricing pressure from U.S. hospitals, higher costs of employee benefits including medical plan costs and unemployment taxes, and inflation in the cost of raw materials. Therefore, since 2012 sales are targeted to increase by about 9%, gross profits are expected to increase by 9% as well.

OEM sales are sales of UTMD components and subassemblies that are marketed by other companies as part of their product offerings. UTMD utilizes OEM sales as a means to help optimize utilization of its capabilities established to satisfy its direct sales business. Looking forward, Femcare will become an OEM customer for Utah and Ireland operations. As a general rule, prices for OEM sales expressed as a multiple of direct variable manufacturing expenses are lower than for direct sales because UTMD's OEM business partners incur significant expenses of sales and marketing. Because of UTMD's small size and period-to-period fluctuations in OEM business, fixed manufacturing overhead expenses cannot be meaningfully allocated between direct and OEM sales. Therefore, UTMD does not report GPM by sales channels.

c) Operating Income. Operating income is the surplus after operating expenses are subtracted from gross profits. Operating expenses include sales and marketing (S&M) expenses, product development (R&D) expenses and general and administrative (G&A) expenses. Consolidated operating expenses were \$10,558 in 2011, compared to \$4,288 in 2010 and \$4,357 in 2009. The following table provides a comparison of operating expense categories for the last three years.

| | 2011 | 2010 | 2009 |
|--|-----------------|-----------------|-----------------|
| S&M expenses | \$ 2,815 | \$ 1,537 | \$ 1,584 |
| R&D expenses | 518 | 397 | 361 |
| G&A – a) litigation expense provision | 186 | 50 | 60 |
| G&A – b) corporate legal expenses | 65 | 19 | 12 |
| G&A – c) stock option compensation expense | 95 | 83 | 98 |
| G&A – d) management bonus accrual | 840 | 335 | 299 |
| G&A – e) outside accounting audit/tax expenses | 220 | 117 | 123 |
| G&A – f) intangible asset amortization | 2,067 | 44 | 34 |
| G&A – g) acquisition expenses | 341 | 0 | 0 |
| G&A – h) all other G&Q expenses | 3,411 | 1,706 | 1,786 |
| G&A expenses – total | 7,225 | 2,354 | 2,412 |
| Total operating expenses | \$10,558 | \$ 4,288 | \$ 4,357 |
| Operating Expenses % of Sales | 27.9% | 17.1% | 16.8% |

Consolidated operating income in 2011 was \$11,842 compared to \$8,922 in 2010 and \$9,432 in 2009. UTMD's operating income margin (OIM), operating income divided by total sales, was 31.3% in 2011, compared to 35.5% in 2010 and

Management’s Discussion and Analysis (continued)

36.4% in 2009. The UTMD Ltd (Ireland subsidiary) OIM in 2011 was 3.7% compared to 12.1% in 2010 and 12.7% in 2009. Femcare’s 2011 OIM was 26.8%. UTMD U.S. OIM in 2011 was 36.4% compared to 38.2% in 2010 and 38.1% in 2009.

Looking forward to 2012, UTMD projects its consolidated operating income margin will improve by about one percentage point compared to 2011 as a result of consolidating G&A expenses.

1. S&M expenses. 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, paying commissions to outside representatives and funding GPO fees. In markets where UTMD sells directly to end-users, which in 2011 was the U.S., UK and Australia (for a portion of the year for a portion of UTMD’s products), the largest component of S&M expenses is the cost of employing direct sales representatives, including associated costs of travel, subsistence and communications. The trade-off between higher gross profit margins for selling directly at end-user prices is higher S&M expenses as a percent of sales. This is reflected in the increase in S&M expenses in 2011 after the acquisition of Femcare. As a percent of total sales, S&M operating expenses were 7.4% in 2011 compared to 6.1% in both 2010 and 2009. S&M expenses are expected to increase as a percentage of total sales to around 8% because UTMD (1) expects to convert its Utah product sales from distributors in the UK to direct Femcare sales, (2) expects to convert its Utah product sales in Ireland to direct sales and (3) will have Femcare’s higher relative direct sales expenses for a full year.

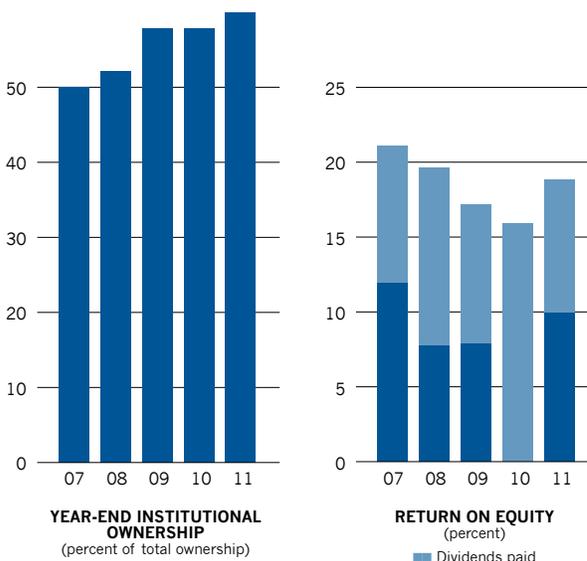
S&M expenses include all customer support costs including training. In general, training is not required for UTMD’s products since they are well-established and have been clinically widely used. Written “Instructions For Use” are packaged with all finished devices. Although UTMD does not have any explicit contracts with customers to provide training, it does have third party group purchasing organization agreements in the U.S. and UK under which it agrees to provide hospital members in-service and clinical training as required and reasonably requested.

UTMD promises prospective customers that it will provide, at no charge in reasonable quantities, copies of videotapes and other instruction materials developed for the use of its products. UTMD provides customer support from offices in the U.S., UK and Australia by telephone, and employed representatives on a geographically dispersed basis, 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, all of these services are allocated from fixed S&M overhead costs included in Operating Expenses. Historically, marginal consulting costs have been immaterial

to financial results, which is also UTMD’s expectation for the future.

2. R&D expenses. 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. As a percent of sales, R&D expenses were 1.4% in 2011 compared to 1.6% in 2010 and 1.4% in 2007. UTMD will continue to opportunistically invest in R&D. In 2012, R&D expenses as a percentage of sales are expected to be higher than in recent years as a result of the new projects identified as part of the Femcare acquisition.

3. G&A expenses. G&A expenses include the “front office” functional costs of executive management, finance and accounting, corporate information systems, human resources, shareholder relations, corporate risk management, corporate governance, protection of intellectual property, amortization of identifiable intangibles and legal costs. In most of these functional areas, there was a lot of redundancy immediately following the Femcare acquisition, in addition to one-time costs associated with the acquisition. Except for the noncash amortization expense of identifiable intangible assets resulting from the value of the Femcare acquisition, UTMD expects G&A expenses to substantially decline in 2012. The following lettered items refer to the same G&A subcategories in the table above:



Management's Discussion and Analysis (continued)

- The higher litigation provision in 2011 was due primarily to changes related to the acquisition of Femcare. Absent unforeseen litigation, UTMD expects its litigation expense provision in 2012 should be about half that of 2011.
- UTMD expects routine expenses consistent with those in 2011.
- Stock option expense in 2011 was calculated using a Black-Scholes pricing model for unvested options. Please see note 10 for further explanation. In 2012, UTMD expects option expense consistent with that of 2011.
- Accrued bonuses in 2012 will continue to depend both on UTMD's overall profit performance and each individual employee's contribution to the financial and non-financial success of the Company.
- UTMD now has operations in the U.S., UK, Ireland and Australia which require financial and internal controls audit and tax consulting. Therefore, 2012 costs are expected to remain about the same as 2011 costs.
- Amortization of identifiable intangibles associated with the Femcare purchases will be about \$2.6 million per year for fifteen years from the March 2011 acquisition date. In the short year after the 2011 acquisition, this noncash amortization expense represented 5.4% of total 2011 sales. If sales increase 9% for the year of 2012, the full year's amortization expense will be about 6.2% of sales, diluting the OIM by almost one percentage point
- UTMD does not expect any acquisition expenses in 2012.
- The last "other G&A" expense category includes predominantly salaries, medical benefits, payroll taxes and other employee-related expenses of G&A employees, as well as corporate P&L insurance, outside director fees, public shareholder relations expenses, property taxes, depreciation expense of G&A PP&E, among other more minor items.

In summary, in 2012 UTMD expects the following operating expense categories to increase as a percentage of sales: R&D, S&M and the amortization expense of intangible assets included as part of G&A. The combined increase of those categories is expected to be about two percentage points. On the other hand, UTMD expects to reduce G&A expenses (excluding the amortization of intangibles) by about three percentage points, so that UTMD's consolidated OPM will overall increase by about one percentage point for the year. If successful in achieving its sales and gross profit targets stated above, the resulting OPM would yield operating profits in the range of \$13.4 to \$13.6 million, an increase of 13 to 15% compared to 2011.

d) Non-operating Income, Non-operating Expense and EBT. Non-operating income (NOI) 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 or losses from the sale of assets, offset by non-operating expenses (NOE) which include interest on the Femcare and Ireland bank loans, bank service fees and excise taxes. Net NOE was \$762 in 2011 compared to NOI of \$119 in 2010 and \$147 in 2009. The largest portion of 2011 NOE was \$859 interest expense on the bank loans. All the other items listed above summed to \$97 in NOI. UTMD expects net NOE in 2012 of about \$630.

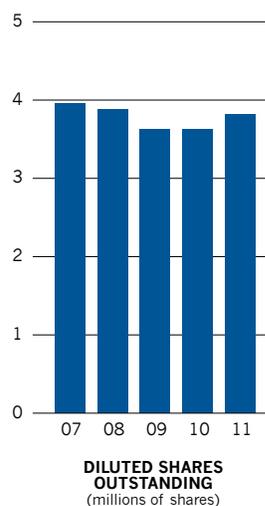
1. Interest Expense. In 2011, UTMD paid \$859 in interest expense on the Femcare and Ireland loans, compared to \$25 in 2010 and \$51 in 2009 on just the Ireland loan. The interest expense results from borrowing £8,000 (\$12,934) and \$14,000 in March 2011 for the purchase of Femcare, and €4,500 (\$5,336) in December 2005 to allow the repatriation of profits generated by UTMD's Ireland subsidiary since inception in 1996 through 2005. Please see note 7, below. Due to decreasing loan balances, UTMD estimates that its interest expense should be about \$690 in 2012.

2. Investment of excess cash. Investment income (including gains and losses on sales) in 2011 was \$17, compared to \$39 in 2010 and \$212 in 2009. Average lower interest rates and the use of over \$14.1 million cash in the 2011 Femcare acquisition caused the reductions from 2009. Cash in the U.S. is generally currently held in non-interest bearing bank accounts because avoiding the bank operating fees which would result from lower balances more than offsets the interest that can be earned at current rates. Interest from cash balances in Australia is expected to be about \$9 in 2012.

3. Royalties. Femcare receives a royalty from licensing the use of the Filshie intangibles to Cooper Surgical, Inc as part of its distribution agreement in the U.S. Royalties in 2011 were \$70. UTMD expects to receive \$88 in Filshie royalties in 2012. Presently, there are no arrangements under which UTMD is receiving royalties from other parties.

4. Other NOI. Income received from renting underutilized warehouse space in Ireland and parking lot space in Utah for a cell phone tower, offset by bank fees and excise taxes, was \$10 in 2011, \$104 in 2010 and \$(14) in 2009. Conservatively expecting it will not be able to rent Ireland warehouse space in 2012, UTMD expects Other NOI will be about \$(38) in 2012.

Earnings before income taxes (EBT) result from subtracting UTMD's non operating expense from its operating income. Consolidated EBT was \$11,080 in 2011 compared to \$9,041 in 2010 and \$9,580 in 2009. EBT margin is EBT divided by total sales. UTMD's consolidated EBT margin was 29.3% in



Consolidated Statement of Cash Flow

(In thousands)

| Years Ended December 31, | 2011 | 2010 | 2009 |
|---|----------|----------|----------|
| Cash flows from operating activities: | | | |
| Net income | \$ 7,414 | \$ 6,014 | \$ 6,258 |
| Adjustments to reconcile net income to net cash provided by operating activities: | | | |
| Depreciation | 707 | 563 | 555 |
| Amortization | 2,066 | 44 | 34 |
| Gain on investments | (6) | (38) | (212) |
| Provision for (recovery of) losses on accounts receivable | 77 | 6 | 7 |
| Loss on disposal of assets | — | 0 | 1 |
| Deferred income taxes | (549) | — | 230 |
| Stock-based compensation expense | 95 | 83 | 98 |
| (Increase) decrease in: | | | |
| Accounts receivable | 502 | 110 | 290 |
| Accrued interest and other receivables | (31) | (165) | 69 |
| Inventories | (624) | 286 | (83) |
| Prepaid expenses and other current assets | 529 | 58 | (10) |
| Increase (decrease) in: | | | |
| Accounts payable | (1,213) | 52 | (73) |
| Accrued expenses | 2,158 | 143 | 63 |
| Deferred revenue | (66) | — | — |
| Other liability | 307 | — | — |
| Net cash provided by operating activities | 11,365 | 7,157 | 7,226 |
| Cash flows from investing activities: | | | |
| Capital expenditures for: | | | |
| Property and equipment | (247) | (1,532) | (466) |
| Intangible assets | (10) | (2) | (8) |
| Purchases of investments | (500) | (1,600) | (3,800) |
| Proceeds from the sale of investments | 15,155 | 5,839 | 1,116 |
| Net cash paid in acquisition | (41,084) | — | — |
| Net cash provided by (used in) investing activities | (26,685) | 2,705 | (3,158) |
| Cash flows from financing activities: | | | |
| Proceeds from issuance of common stock — options | 485 | 425 | 132 |
| Common stock purchased and retired | — | (439) | (116) |
| Tax benefit attributable to exercise of stock options | 34 | 38 | 14 |
| Proceeds from notes payable | 26,934 | — | — |
| Repayments of notes payable | (5,942) | (413) | (463) |
| Dividends paid | (3,433) | (6,030) | (3,337) |
| Net cash provided by (used in) financing activities | 18,078 | (6,419) | (3,770) |
| Effect of exchange rate changes on cash | (41) | (35) | 15 |
| Net increase in cash and cash equivalents | 2,717 | 3,408 | 313 |
| Cash at beginning of year | 3,818 | 410 | 97 |
| Cash at end of year | \$ 6,534 | \$ 3,818 | \$ 410 |
| Supplemental Disclosure of Cash Flow Information | | | |
| Cash paid during the year for: | | | |
| Income taxes | \$ 2,685 | \$ 2,810 | \$ 3,075 |
| Interest | 859 | 25 | 51 |

See accompanying notes to financial statements.

Management's Discussion and Analysis (continued)

2011, 36.0% in 2010 and 37.0% in 2009. The EBT of UTMD Ltd. (Ireland) was €6 in 2011, €50 in 2010 and €69 in 2009. The respective EBT margins of UTMD Ltd. (Ireland) were 4.0% in 2011, 14.9% in 2010 and 12.1% in 2009. Femcare's 2011 EBT was £1,980; EBT margin was 24.0%.

UTMD is targeting consolidated 2012 EBT in the range of \$12.6 - \$13.0 million, an increase of 14 to 17% over 2011. In that range, assuming UTMD's projection for sales, EBT margin would be approximately two percentage points higher than in 2011. The projected 2012 EBT margin improvement comes from an improved OIM and lower interest expense in 2012 compared to 2011.

e) Net Income, EPS and ROE. Net income is EBT minus income taxes, often called the "bottom line". Net income was \$7,414 in 2011, \$6,014 in 2010 and \$6,258 in 2009. The effective consolidated corporate income tax provision rate was 33.1%, 33.5% and 34.7% for the same periods respectively. Year to year fluctuations in the tax rate may result from: 1) variation in EBT contribution from Femcare in the UK which has a current income tax rate of 26%, but which will decline to 25% as of April 1, 2012; 2) variation in profits of the Ireland subsidiary which is taxed at a 10% rate on exported manufactured products and a 25% rate on rental and other types of income; 3) variation in the EBT contribution of Femcare Australia which is currently taxed at a rate of 30%; 4) variation in the EBT contribution of UTMD U.S. operations which are currently taxed at a 39% combined Federal and State rate prior to special U.S. tax exclusions such as the manufacturing profit deduction, accelerated depreciation of certain assets and R&D tax credit; and 5) higher marginal tax rates for EBT in the U.S. above \$10 million. The possibility of lower corporate income tax rates in the U.S. is not included in this projection. Management expects the 2012 consolidated average income tax provision rate to be at least one percentage point of EBT lower than the 2011 rate due to a greater proportion of consolidated EBT coming from the non-U.S. areas and a lower tax rate in the UK.

UTMD's net income margin (NIM), net income expressed as a percentage of sales, was 19.6% in 2011, 23.9% in 2010 and 24.1% in 2009. Because of the expected higher EBT margin and lower income tax provision rate in 2012, management projects UTMD's NIM will once again exceed 20% in 2012. UTMD's profitability has consistently ranked it in the top performance tier of all U.S. publicly-traded companies, and has been the primary driver for UTMD's excellent returns on shareholders' equity (ROE).

Earnings per share (EPS) is 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 were \$2.034 in 2011, \$1.651 in 2010 and \$1.724 in 2009. If UTMD achieves the projections above, EPS in 2012 will be in the range of \$2.35 - \$2.40/ share, a 15 - 18% increase.

The 2011-ending weighted average number of diluted common shares (the number used to calculate diluted EPS) were 3,645 (in thousands), compared to 3,643 shares in 2010 and 3,630 shares in 2009. Dilution for "in the money" unexercised options for the year 2011 was 14 shares (in thousands), compared to 22 in both 2010 and 2009. Actual outstanding common shares as of December 31, 2011 were 3,640,000.

Return on shareholders' equity (ROE) is the portion of net income retained by UTMD (after payment of dividends) to internally finance its growth, divided by the average accumulated shareholders' equity during the applicable time period. ROE includes balance sheet measures as well as income statement measures. ROE for 2011 was 10% (19% before payment of dividends). ROE for 2010 was zero because in 2010 UTMD paid out all of its net income to shareholders in the form of cash dividends. Prior to the payment of dividends, UTMD's 2010 ROE was 16%. ROE was 8% (17% before dividends), in 2009. UTMD's ROE is primarily driven by its high net income margin. Although UTMD's 2011 NIM was lower due to an OIM diluted by the Femcare acquisition and higher NOE from interest on new debt, overall ROE was higher than in the previous two years because UTMD benefited from a significantly higher debt ratio as a result of the Femcare loans and by higher total asset turns. UTMD's ROE (before dividends) has averaged 30% per year over the last 26 years. This ratio determines how fast the Company can afford to grow without diluting shareholder interest. For example, a 30% ROE will financially support 30% annual growth in revenues without having to issue more stock.

Looking forward, 2012 ROE (before shareholder dividends) is expected to be higher than in 2011 as a result of projected net income growth.

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 \$11,365 in 2011, compared to \$7,157 in 2010 and \$7,226 in 2009. The largest changes in 2011 compared to 2010 were a net income increase of \$1,400, and benefits to cash of \$2,022 from increased amortization and \$2,015 for increased accrued expenses. A \$1,265 increase in accounts payable was the largest change that used cash. Other changes were generally consistent with effective working capital management following an acquisition and thus higher sales activity.

The Company's payment of \$41,084 to acquire Femcare was the most significant use of cash in 2011. UTMD liquidated a net of \$14,655 of investments to help finance the acquisition. Other uses of cash for investing activities in 2011 were \$247 for capital expenditures and \$10 for intangible assets. Cash use for investing activities in 2010 was split quite evenly between capital expenditures of \$1,532 for property and

Consolidated Statement of Stockholders' Equity

(In thousands)

Years Ended December 31, 2011, 2010 and 2009

| | Common Stock | | Additional Paid-in Capital | Accumulated Other Comprehensive Income | Retained Earnings | Total Stockholders' Equity |
|--|--------------|--------|----------------------------------|---|----------------------|----------------------------------|
| | Shares | Amount | | | | |
| Balance at December 31, 2008 | 3,603 | \$ 36 | \$ — | \$ (1,122) | \$ 35,891 | \$ 34,805 |
| Shares issued upon exercise of employee stock options for cash | 16 | 0 | 185 | — | — | 186 |
| Shares received and retired upon exercise of stock options | (2) | (0) | (54) | — | — | (54) |
| Tax benefit attributable to appreciation of stock options | — | — | 14 | — | — | 14 |
| Stock option compensation expense | — | — | 98 | — | — | 98 |
| Common stock purchased and retired | (5) | (0) | (243) | — | 127 | (116) |
| Foreign currency translation adjustment | — | — | — | 112 | — | 112 |
| Unrealized holding loss from investments, available-for-sale, net of taxes | — | — | — | 15 | — | 15 |
| Common stock dividends | — | — | — | — | (3,337) | (3,337) |
| Net income | — | — | — | — | 6,258 | 6,258 |
| Balance at December 31, 2009 | 3,612 | \$ 36 | \$ — | \$ (994) | \$ 38,939 | \$ 37,981 |
| Shares issued upon exercise of employee stock options for cash | 27 | 0 | 497 | — | — | 497 |
| Shares received and retired upon exercise of stock options | (3) | (0) | (73) | — | — | (73) |
| Tax benefit attributable to appreciation of stock options | — | — | 38 | — | — | 38 |
| Stock option compensation expense | — | — | 83 | — | — | 83 |
| Common stock purchased and retired | (18) | (0) | (439) | — | — | (439) |
| Foreign currency translation adjustment | — | — | — | (326) | — | (326) |
| Unrealized holding gain from investments, available-for-sale, net of taxes | — | — | — | 45 | — | 45 |
| Common stock dividends | — | — | — | — | (6,030) | (6,030) |
| Net income | — | — | — | — | 6,014 | 6,014 |
| Balance at December 31, 2010 | 3,619 | \$ 36 | \$ 107 | \$ (1,275) | \$ 38,924 | \$ 37,792 |
| Shares issued upon exercise of employee stock option for cash | 21 | 0 | 485 | — | — | 485 |
| Tax benefit attributable to appreciation of stock options | — | — | 34 | — | — | 34 |
| Stock option compensation expense | — | — | 95 | — | — | 95 |
| Foreign currency translation adjustment | — | — | — | (1,628) | — | (1,628) |
| Unrealized holding gain from investments, available-for-sale, net of taxes | — | — | — | (3) | — | (3) |
| Common stock dividends | — | — | — | — | (3,433) | (3,433) |
| Net income | — | — | — | — | 7,414 | 7,414 |
| Balance at December 31, 2011 | 3,640 | \$ 36 | \$ 721 | \$ (2,906) | \$ 42,904 | \$ 40,757 |

See accompanying notes to financial statements.

Management's Discussion and Analysis (continued)

equipment and \$1,600 as a result of purchases of liquid investments in an effort to maximize returns on excess cash balances while maintaining safety and liquidity. UTMD made capital expenditures of \$466 in 2009 for property and equipment, and expended \$3,800 on investments. The large difference in capital expenditures in 2010 compared to the two other years was due to UTMD's \$1,145 investment in facility expansion in order to consolidate Oregon operations into Utah. In 2010, UTMD received \$5,839 from selling investments, compared to \$1,116 in 2009. The Company borrowed \$26,934 in 2011 to help finance the purchase of Femcare.

In 2011, UTMD received \$485 and issued 21,220 shares of stock upon the exercise of employee stock options. Option exercises in 2011 were at an average price of \$22.87 per share. The Company received a \$34 tax benefit from option exercises in 2011. UTMD did not purchase any of its own shares in the open market during 2011. In 2010, UTMD received \$425 and issued 24,700 shares of stock upon the exercise of employee stock options. Employees exercised a total of 27,230 option shares in 2010, with 2,530 shares immediately being retired as a result of optionees trading the shares in payment of the exercise price of the options. UTMD repurchased 17,570 shares of stock in the open market at a cost of \$439 during 2010. Option exercises in 2010 were at an average price of \$18.25 per share. Share repurchases in the open market were at an average cost of \$24.98 per share, including commissions and fees. In comparison, in 2009 UTMD received \$132 from issuing 14,289 shares of stock on the exercise of employee stock options, including 2,145 shares retired upon optionees trading those shares in payment of the stock option exercise price. UTMD received a \$38 tax benefit in 2010 from option exercises, and a benefit of \$14 in 2009.

UTMD repaid \$5,942 on its notes payable during 2011, compared to \$413 during 2010 and \$463 in 2009. Please see note 7 for a full description of the Femcare loans obtained in 2011. All of UTMD's notes payable are scheduled to be repaid by April 2016. Cash dividends paid were \$3,433 in 2011, compared to \$6,030 in 2010 and \$3,337 in 2009. A special dividend was paid at the end of 2010. UTMD did not borrow during 2010 or 2009. In December 2005, UTMD's foreign subsidiary borrowed €4,500 (\$5,336) to allow repatriation (from Ireland to the U.S.) of profits achieved since 1996, per The American Jobs Creation Act of 2004.

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 shareholders in mind. Planned 2012 capital expenditures are expected to be less than UTMD's depreciation of current PP&E.

Management plans to utilize cash not needed to support normal operations in one or a combination of the following: 1) as a first priority, to repay the debt incurred to help finance the 2011 Femcare acquisition, 2) in general, to continue to invest at an opportune time in ways that will enhance future profitability; 3) to make additional investments in new technology and/or processes; and/or 4) 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 shareholders in the form of dividends and share repurchases when the stock appears undervalued.

Management's Outlook

In summary, in 2012 UTMD plans to:

- 1) *realize distribution and manufacturing synergies by integrating capabilities and resources obtained in its recent acquisition of Femcare;*
- 2) *begin to sell its devices directly to end-users in Ireland;*
- 3) *introduce three new gynecology products helpful to clinicians through internal new product development;*
- 4) *continue achieving excellent overall financial operating performance; and*
- 5) *utilize positive cash generation to pay down debt rapidly, continue cash dividends to shareholders and continue open market share repurchases if/when the UTMD share price seems undervalued.*

UTMD's balance sheet was strong enough in 2011 to be able to finance a substantial acquisition which met UTMD's investment criteria without issuing stock, which was immediately accretive to financial performance and shareholder value. By effectively integrating the 2011 acquisition of Femcare into UTMD's operations, UTMD will become a much stronger player in the gynecology product/market space, while at the same time geographically diversifying.

Management's Discussion and Analysis (continued)

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 an innovator which will responsibly 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.

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

The Company has a fundamental focus to do an excellent job in meeting customers' and patients' needs, while providing shareholders with excellent returns. As of the end of 2011 from the end of 1998, the NASDAQ Composite Index was up 19%, the DJIA was up 33% and the S&P 500 Index was up 2%. In comparison, UTMD's share price increased 311% over that same thirteen year time span (11% compounded per year). Combining share price appreciation as a result of a long term steady and profitable financial performance with growing quarterly cash dividends paid to shareholders since 2004, longer term UTMD shareholders have certainly 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, 2011. Long-term debt obligations are comprised of future payments required to pay off the Femcare and Ireland notes:

| Contractual Obligations and Commitments | Total | 2012 | 2013-2014 | 2015-2016 | 2017 and thereafter |
|---|------------------|-----------------|------------------|-----------------|---------------------|
| Long-term debt obligations | \$ 23,366 | \$ 6,139 | \$ 11,724 | \$ 5,503 | \$ — |
| Operating lease obligations | 1,154 | 215 | 132 | 87 | 720 |
| Purchase obligations | 1,711 | 1,626 | 85 | — | — |
| Total | \$ 26,231 | \$ 7,980 | \$ 11,941 | \$ 5,590 | \$ 720 |

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 U.S. hospitals and medical device distributors. Although the Company has historically not had significant write-offs of bad-debt, the possibility exists, particularly with foreign customers where collection efforts can be difficult or in the event of widespread U.S. hospital bankruptcies.

Inventory valuation reserves. Inventory valuation reserves: The Company strives to maintain a good balance of inventory to 1) meets its customer's 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.

Notes to Consolidated Financial Statements

(December 31, 2011, 2010 and 2009 Dollar amounts are in thousands except per share amounts, and where noted.)

Note 1. Summary of Significant Accounting Policies

Organization. Utah Medical Products, Inc. and its wholly owned subsidiaries, Femcare Holdings Ltd, with headquarters located in Romsey, Hampshire, England, and Utah Medical Products Ltd., which operates a manufacturing facility in Athlone, Ireland, (the Company) are in the primary business of producing 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 in both domestic U.S. and international markets.

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, 2011 the Company's investments are in General Electric (GE) and Citigroup (C).

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 product 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, 2011 except under an extreme global financial crisis.

The Company maintains its cash in bank deposit accounts in addition to Fidelity Investment 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 finance 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. 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 (computed on a first-in, first-out method) or market (see note 2).

Property and Equipment. Property and equipment are stated at cost. Depreciation and amortization are computed using the straight-line and units-of-production methods 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, using a fair value measurement test, in accordance with ASC 350. UTMD would also perform an impairment test, between annual tests, if circumstances changed that would more than likely reduce the fair value of goodwill below its net book value. If UTMD determined that its goodwill were impaired, a second step would be 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 expense on intangible assets currently held, using 1.57 USD/GBP currency exchange rate, is about \$2,505 in 2012, \$2,504 in 2013, \$2,500 in 2014, \$2,499 in 2015 and \$2,467 in 2016 (see note 2). The weighted average amortization period for intangible assets purchased in 2011 was 5 years for non-compete agreements, 11 years for patents, and 15 years for trademarks, trade name, customer relationships, regulatory approvals and product certifications.

Loans to Related Parties. As a general policy, the Company does not make loans to related entities including employees, directors, shareholders, suppliers or customers. UTMD was able to manage its A/R balances to achieve an average aging of 41 days from date of invoice by the end of the year, and A/R balances over 90 days from date of invoice to 4% of total A/R. Both of these measures are historically lower than normal. As an exception in 2009, the Company extended partial payment terms to an OEM customer that converted to a three-year term loan of \$70 on July 1, 2010. The balance on the note was \$39 at year-end 2011. The loan is secured by personal guarantees provided by the principals of the customer. UTMD believes that this was a wise use of its liquidity to build goodwill with a customer at an unusual time, which should ultimately help grow UTMD's business.

Revenue Recognition. The Company recognizes revenue at the time of shipment as title generally passes to the customer at the time of shipment. Revenue recognized by UTMD is based upon documented arrangements and fixed contracts in which the selling price is fixed prior to completion of an order. Revenue from product and service sales is generally recognized at the time the product is shipped or service completed and invoiced, and collectibility is reasonably assured. There are circumstances under which revenue may be recognized when product is not shipped, which meet the criteria of SAB 104: 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.

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.

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 and in Ireland. UTMD is no longer subject to U.S. federal, state and local, or non-U.S. income tax examinations by tax authorities for years before 2008. In 2010, the Internal Revenue Service (IRS) examined the Company's federal income tax return for 2008 and did not propose any adjustments.

The Company recognizes interest accrued related to unrecognized tax benefits in interest expenses and any related penalties in income taxes. During the year ended December 31, 2009 the Company recognized \$10 in interest expense related to a 2009 settlement with the IRS, compared to none in 2010 and 2011. The Company did not have any related tax penalties in any of the three years.

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. The reserve for legal costs at December 31, 2011 and 2010 was \$301 and \$74, 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:

| | 2011 | 2010 | 2009 |
|--|-------|-------|-------|
| Weighted average number of shares outstanding – basic | 3,631 | 3,621 | 3,607 |
| Dilutive effect of stock options | 14 | 22 | 23 |
| Weighted average number of shares outstanding, assuming dilution | 3,645 | 3,643 | 3,630 |

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 international sales, and at least 90% of domestic 2011 sales were to customers who are tax exempt or who are in jurisdictions where UTMD is not required to withhold sales tax.

Stock-Based Compensation. At December 31, 2011, the Company has stock-based employee compensation plans, which are described more fully in note 10. 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 2011, the Company recognized \$95 in compensation cost compared to \$83 in 2010 and \$98 in 2009.

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.

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, | 2011 | 2010 |
|---|----------|----------|
| Accounts and other receivables: | | |
| Accounts receivable | \$ 4,584 | \$ 2,968 |
| Income tax receivable | 161 | 128 |
| Accrued interest and other | 113 | 116 |
| Less allowance for doubtful accounts | (124) | (48) |
| | \$ 4,734 | \$ 3,164 |
| Inventories: | | |
| Finished products | \$ 2,518 | \$ 1,008 |
| Work-in-process | 795 | 757 |
| Raw materials | 1,692 | 1,332 |
| | \$ 5,005 | \$ 3,097 |
| Other intangible assets: | | |
| Patents | \$ 2,017 | \$ 1,913 |
| Non-compete agreements | 155 | — |
| Trademark & trade names | 11,361 | 252 |
| Customer relationships | 11,109 | — |
| Regulatory approvals & product certifications | 14,819 | — |
| | 39,461 | 2,165 |
| Accumulated amortization | (4,012) | (2,010) |
| | \$35,449 | \$ 155 |
| Accrued expenses: | | |
| Income taxes payable | \$ 1,069 | \$ 197 |
| Payroll and payroll taxes | 1,475 | 878 |
| Reserve for litigation costs | 301 | 74 |
| Other | 431 | 141 |
| | \$ 3,276 | \$ 1,290 |

Notes to Consolidated Financial Statements (continued)

Note 3. Investments

The Company's investments, classified as available-for-sale consist of the following:

| December 31, | 2011 | 2010 |
|-----------------------------|--------|----------|
| Investments, at cost | \$ 380 | \$15,029 |
| Equity securities: | | |
| Unrealized holding gains | — | — |
| Unrealized holding (losses) | (316) | (311) |
| Investments, at fair value | \$ 64 | \$14,718 |

Changes in the unrealized holding loss on investment securities available-for-sale and reported as a separate component of accumulated other comprehensive income are as follows:

| December 31, | 2011 | 2010 |
|--|----------|----------|
| Balance, beginning of year | \$ (190) | \$ (235) |
| Realized loss from securities included in beginning balance | 18 | 43 |
| Gross unrealized holding gains (losses) in equity securities | (23) | (31) |
| Deferred income taxes on unrealized holding loss | (2) | (29) |
| Balance, end of year | \$ (193) | \$ (190) |

During 2011, 2010 and 2009, UTMD had proceeds from sales of available-for-sale securities of \$15,155, \$5,839 and \$1,116, respectively.

Note 4. Fair Value Measurements

The Company follows a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). A financial instrument's level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement.

The Company uses the following valuation techniques to measure fair value for its assets and liabilities:

Level 1 — Quoted market prices in active markets for identical assets or liabilities;

Level 2 — Significant other observable inputs (e.g. quoted prices for similar items in active markets, quoted prices for identical or similar items in markets that are not active, inputs other than quoted prices that are observable such as interest rate and yield curves, and market-corroborated inputs);

Level 3 — Unobservable inputs for the asset or liability, which are valued based on management's estimates of assumptions that market participants would use in pricing the asset or liability.

The following table provides financial assets carried at fair value measured as of December 31 for the past two years:

| | Level 1 | | Levels 2 & 3 | | Total | |
|--------------------|---------|----------|--------------|------|-------|----------|
| | 2011 | 2010 | 2011 | 2010 | 2011 | 2010 |
| Money market funds | \$ — | \$14,490 | — | — | \$ — | \$14,490 |
| Equities | 64 | 228 | — | — | 64 | 228 |
| | \$ 64 | \$14,718 | — | — | \$ 64 | \$14,718 |

Note 5. Property and Equipment

Property and equipment consists of the following:

| December 31, | 2011 | 2010 |
|---|----------|----------|
| Land | \$ 1,372 | \$ 1,381 |
| Buildings and improvements | 10,309 | 10,369 |
| Furniture, equipment and tooling | 14,983 | 14,364 |
| Construction-in-progress | 179 | 65 |
| | 26,834 | 26,179 |
| Accumulated depreciation and amortization | (18,038) | (17,429) |
| | \$ 8,805 | \$ 8,750 |

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

| | Utah | England | Ireland | Total |
|----------------------------------|----------|---------|----------|----------|
| December 31, 2011 | | | | |
| Land | \$ 926 | \$ — | \$ 446 | \$ 1,372 |
| Building and improvements | 5,589 | — | 4,720 | 10,309 |
| Furniture, equipment and tooling | 13,456 | 600 | 927 | 14,983 |
| Construction-in-progress | 168 | — | 11 | 179 |
| Total | 20,139 | 600 | 6,104 | 26,843 |
| Accumulated depreciation | (15,582) | (101) | (2,355) | (18,038) |
| Property and equipment, net | \$ 4,557 | \$ 500 | \$ 3,748 | \$ 8,805 |

| | Utah | Ireland | Total |
|----------------------------------|----------|----------|----------|
| December 31, 2010 | | | |
| Land | \$ 926 | \$ 455 | \$ 1,381 |
| Building and improvements | 5,570 | 4,799 | 10,369 |
| Furniture, equipment and tooling | 13,408 | 956 | 14,364 |
| Construction-in-progress | 65 | — | 65 |
| Total | 19,969 | 6,210 | 26,179 |
| Accumulated depreciation | (15,182) | (2,247) | (17,429) |
| Property and equipment, net | \$ 4,787 | \$ 3,963 | \$ 8,750 |

Note 6. Acquisition

On March 18, 2011, UTMD purchased all of the common shares of Femcare Holdings Ltd (Femcare) of the United Kingdom, and its subsidiaries. Femcare is best known for its leading global brand the Filshie Clip System – a female surgical contraception device (tubal ligation). UTMD expects the business combination will provide diversification, expansion and integration benefits that each company separately did not have the opportunity to achieve. The acquisition was accretive to financial performance in 2011 and UTMD expects that will also be the case in future years.

While UTMD used its best estimates and assumptions as a part of the \$41 million purchase price allocation process to accurately value assets acquired and liabilities assumed at the acquisition date, its estimates are inherently uncertain and subject to

refinement. As a result, during the measurement period, which may be up to one year from the acquisition date, UTMD will record adjustments to the assets acquired and liabilities assumed with the corresponding offset to intangible assets. Upon the conclusion of the measurement period or final determination of the values of assets or liabilities assumed, whichever comes first, any subsequent adjustments will be recorded to consolidated statements of operations. UTMD believes that the accounting of fixed assets is complete, but liabilities and intangible asset balances remain uncertain. During the quarter ended December 31, 2011, residual adjustments to initial valuations for prepaid expenses, goodwill and accrued expenses were made, but no adjustment was made to the purchase price or the value of identifiable intangibles.

A two-year \$3.2 million escrow was set aside from the purchase price to back the warranties and representations of the sellers. The March 18, 2011 purchase price allocation is currently as follows:

| Assets Acquired | |
|---|------------------|
| Accounts receivable | \$ 2,176 |
| Prepaid expenses | 773 |
| Inventory | 1,319 |
| Property and equipment | 606 |
| Identifiable intangibles | |
| Patents | 97 |
| Non-compete agreements | 162 |
| Trademarks, trade names | 11,559 |
| Customer relationships | 11,559 |
| Regulatory approvals & product certifications | 15,419 |
| Goodwill | 8,249 |
| Total assets acquired | \$ 51,919 |
| Liabilities Assumed | |
| Accounts payable | \$ 1,107 |
| Accrued expenses | 644 |
| Deferred tax liability | 9,084 |
| Total liabilities assumed | \$ 10,835 |
| Net assets acquired | \$ 41,084 |

With respect to the assets acquired from Femcare, UTMD will amortize the patents and noncompete agreements over 10 and 5 years, respectively. The remaining \$38,537 in identifiable intangibles will be amortized over 15 years. The \$9,084 in deferred tax liability results from the difference between the book basis and tax basis of the accumulated amortization of identifiable intangible assets. The deferred tax liability will decline to zero over 15 years as the tax basis of the intangibles declines. Goodwill was measured as the excess of the purchase consideration paid over the fair value of the net assets acquired. The \$8,249 in goodwill will not be amortized, but will be written down if and when the value becomes impaired.

The Company incurred \$341 in acquisition-related expenses, all of which are categorized under General and Administrative expenses in the Consolidated Statements of Income for the year ended December 31, 2011. A portion, \$266, of the acquisition-related expenses was not tax deductible.

Pro forma Information

Revenue for the year ended December 31, 2011 includes revenue from Femcare of \$13,275. Net income from Femcare (after tax) in 2011 was \$2,326.

Revenue and net income of the combined entity as though the business combination occurred as of the beginning of the reporting period is:

| Year ended December 31 | 2011 | 2010 |
|------------------------|----------|----------|
| Revenue | \$41,780 | \$40,488 |
| Net income | 8,235 | 7,027 |

Pro forma net income of \$8,235 for the year ended December 31, 2011 does not include \$341 in UTMD legal costs directly attributable to the acquisition, and \$1,765 in Femcare expenses for employee shareholder bonuses, loan redemption premium related to termination of ownership, buy-out of warrants, financial advisory fees and an insurance premium for sellers' liability which are directly attributable to the acquisition.

Note 7. Long-term Debt

In March 2011, the Company obtained a \$14,000 loan from JPMorgan Chase Bank, N.A. (Chase), to help finance the purchase of Femcare. The terms and conditions of the loan require UTMD to a) repay the loan principal in equal monthly payments over 5 years, b) pay interest based on the 30-day LIBOR rate plus a margin starting at 2.80% and ranging from 2.00% to 3.75%, depending on the ratio of its funded debt to EBITDA (Leverage Ratio), c) pledge 65% of all foreign subsidiaries' stock, d) provide first priority liens on all domestic business assets, e) maintain its Interest Coverage Ratio at 1.15 to 1.00 or better, f) maintain its Tangible Net Worth (TNW) above a minimum threshold 20% below UTMD's TNW at closing on March 18, and g) maintain its Leverage Ratio at 2.75 to 1.00 or less.

Based on UTMD's financial position, the bank's margin was 2.00% at December 31, 2011. The variable portion of the interest rate on \$7,000 of the loan was subsequently fixed at 1.79%. The balance on this note at December 31, 2011 was \$10,500.

At the same time the Company obtained a \$12,934 (£8,000) loan from JP Morgan Chase, London Branch, to help finance UTMD's purchase of Femcare. Terms and conditions of the loan are the same as those listed above for the \$14,000 U.S. loan. The variable portion of interest rate on the loan was subsequently fixed at 2.21%. The balance on this note at December 31, 2011 was \$10,565 (£6,800).

In December 2005, the Company borrowed €4,500 (\$5,336) from the Bank of Ireland to finance repatriation of profits achieved since 1996 under The American Jobs Creation Act of 2004. The loan term is 10-years at an interest rate of 1.10% plus the bank's money market rate, which is a total of the bank's cost of funds and cost of liquidity. The balance on the note at December 31, 2011 was \$607 (€468).

The following table shows estimated minimum required principal reduction of the notes during the next five years using the December 31, 2011 interest and currency exchange rates and starting with the December 31, 2011 balance of \$21,673:

Notes to Consolidated Financial Statements (continued)

| Year | Payments | Interest | Principal | Ending Balance |
|--------------|------------------|-----------------|------------------|----------------|
| 2012 | \$ 6,139 | \$ 709 | \$ 5,430 | \$ 16,242 |
| 2013 | 5,956 | 521 | 5,435 | 10,807 |
| 2014 | 5,768 | 328 | 5,440 | 5,367 |
| 2015 | 4,525 | 130 | 4,395 | 971 |
| 2016 | 978 | 7 | 971 | — |
| Total | \$ 23,366 | \$ 1,694 | \$ 21,673 | |

Note 8. Commitments and Contingencies

Operating Leases. The Company has a lease agreement for land adjoining its Utah facility for a term of forty years commencing on September 1, 1991. On September 1, 2001 and subsequent to each fifth lease year, the basic rental was and will be adjusted for published changes in a price index. The Company leases its Femcare facilities and automobiles for sales representatives in England. The Company leased its CMI building in Oregon until its lease expired on May 31, 2010. Rent expense charged to operations under these operating lease agreements was approximately \$155, \$62 and \$114 for the years ended December 31, 2011, 2010 and 2009, respectively.

Future minimum lease payments under its lease obligations as of December 31, 2011 were as follows:

| Years ending December 31: | Amount |
|--|-----------------|
| 2012 | \$ 215 |
| 2013 | 87 |
| 2014 | 45 |
| 2015 | 43 |
| 2016 | 44 |
| Thereafter | 720 |
| Total future minimum lease payments | \$ 1,154 |

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. Except for its Femcare subsidiary, 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. Femcare product liability indemnity limit is £5 million. Femcare product liability indemnity limit is £5 million each claim and in the annual aggregate.

The Company absorbs the costs of clinical training and troubleshooting 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 when needed 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 were immaterial, no warranty reserve was made at December 31, 2011. Femcare had an established reserve at the time of acquisition by UTMD, which was subsequently eliminated as shown in the table below. The following table summarizes changes to UTMD's warranty reserve during 2011:

| | |
|---|-------------|
| Beginning balance, January 1, 2011 | \$ 0 |
| Changes in warranty reserve during 2011: | |
| Aggregate reductions for warranty repairs | — |
| Aggregate changes for warranties issued during reporting period | (32) |
| Aggregate changes in reserve related to preexisting warranties | 32 |
| Ending balance, December 31, 2011 | \$ 0 |

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 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.

Irish Development Agency. In order to satisfy requirements of the Irish Development Agency in assisting the start-up of its Ireland subsidiary, the Company agreed to invest certain amounts and maintain a certain capital structure in its Ireland subsidiary. The effect of these financial relationships and commitments are reflected in the consolidated financial statements and do not represent any significant credit risk that would affect future liquidity.

Note 9. Income Taxes

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

| | December 31, | | | |
|---|--------------|------------|---------|-----------|
| | 2011 | | 2010 | |
| | Current | Long-term | Current | Long-term |
| Inventory write-downs and differences due to UNICAP | \$ 76 | \$ — | \$ 69 | \$ — |
| Allowance for doubtful accounts | 22 | — | 17 | — |
| Accrued liabilities and reserves | 127 | — | 99 | — |
| Other – foreign | 108 | (75) | — | (81) |
| Depreciation and amortization | — | (9,285) | — | (674) |
| Unrealized investment gains | — | 123 | — | 121 |
| Deferred income taxes, net | \$ 333 | \$ (9,237) | \$ 185 | \$ (634) |

The components of income tax expense are as follows:

| Years ended December 31, | 2011 | 2010 | 2009 |
|--------------------------|-----------------|-----------------|-----------------|
| Current | \$ 4,287 | \$ 3,022 | \$ 3,087 |
| Deferred | (621) | 4 | 235 |
| Total | \$ 3,666 | \$ 3,026 | \$ 3,322 |

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

| Years ended December 31, | 2011 | 2010 | 2009 |
|--|-----------------|-----------------|-----------------|
| Federal income tax expense at the statutory rate | \$ 2,650 | \$ 2,914 | \$ 3,128 |
| State income taxes | 257 | 283 | 304 |
| Foreign income taxes (blended rate) | 877 | 74 | 46 |
| ETI, manufacturing deduction and tax credits | (270) | (275) | (193) |
| Other | 152 | 30 | (37) |
| Total | \$ 3,666 | \$ 3,026 | \$ 3,322 |

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

| Years ended December 31, | 2011 | 2010 | 2009 |
|--------------------------|------------------|-----------------|-----------------|
| Domestic | \$ 7,795 | \$ 8,571 | \$ 9,200 |
| Foreign | 3,285 | 469 | 380 |
| Total | \$ 11,080 | \$ 9,041 | \$ 9,580 |

Note 10. 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 1,011,759 shares of common stock, of which 228,306 are outstanding as of December 31, 2011. 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 shareholder value. Changes in stock options were as follows:

| | Shares | Price Range Per Share |
|----------------------------------|---------|-----------------------|
| 2011 | | |
| Granted | 67,200 | \$ 26.52 – \$ 26.75 |
| Expired or canceled | 24,612 | 24.00 – 31.33 |
| Exercised | 21,220 | 9.13 – 25.59 |
| Total outstanding at December 31 | 238,306 | 15.01 – 31.33 |
| Total exercisable at December 31 | 172,027 | 15.01 – 31.33 |
| 2010 | | |
| Granted | 7,700 | \$ 28.06 – \$ 28.06 |
| Expired or canceled | 5,243 | 17.71 – 31.33 |
| Exercised | 27,230 | 6.75 – 28.13 |
| Total outstanding at December 31 | 216,938 | 9.13 – 31.33 |
| Total exercisable at December 31 | 173,178 | 9.13 – 31.33 |
| 2009 | | |
| Granted | 56,600 | \$ 24.00 – \$ 24.00 |
| Expired or canceled | 6,712 | 18.00 – 31.33 |
| Exercised | 16,434 | 6.50 – 25.59 |
| Total outstanding at December 31 | 241,711 | 6.75 – 31.33 |
| Total exercisable at December 31 | 167,501 | 6.75 – 31.33 |

For the years ended December 31, 2011, 2010 and 2009, the Company reduced current income taxes payable and increased additional paid-in capital by \$34, \$38 and \$14, 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 2011, the Company recognized \$95 in equity compensation cost, compared to \$83 in 2010 and \$98 in 2009.

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, | 2011 | 2010 | 2009 |
|--------------------------------------|-----------|-----------|-----------|
| Expected dividend amount per quarter | \$0.2449 | \$0.2471 | \$0.2466 |
| Expected stock price volatility | 22.8% | 22.0% | 21.6% |
| Risk-free interest rate | 1.19% | 2.08% | 1.76% |
| Expected life of options | 3.6 years | 4.5 years | 4.7 years |

The per share weighted average fair value of options granted during 2011, 2010 and 2009 is \$3.09, \$3.71 and \$2.62, respectively.

All UTMD options vest over a four-year service period. 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.

Notes to Consolidated Financial Statements (continued)

The following table summarizes information about stock options outstanding at December 31, 2011:

| Range of Exercise Prices | Options Outstanding | | | Options Exercisable | |
|--------------------------|---------------------|---|---------------------------------|---------------------|---------------------------------|
| | Number Outstanding | Weighted Average Remaining Contractual Life (Years) | Weighted Average Exercise Price | Number Exercisable | Weighted Average Exercise Price |
| \$15.01 – 24.02 | 96,669 | 4.28 | \$22.11 | 81,680 | \$21.76 |
| 25.59 – 25.59 | 45,562 | 2.08 | 25.59 | 45,562 | 25.59 |
| 26.52 – 31.33 | 96,057 | 7.48 | 28.21 | 44,785 | 29.91 |
| \$15.01 – 31.33 | 238,306 | 5.15 | \$25.23 | 172,027 | \$24.90 |

Note 11. Geographic Sales Information

The Company had sales in the following geographic areas:

| | United States | Europe | Other |
|------|---------------|----------|----------|
| 2011 | \$18,853 | \$ 7,821 | \$11,186 |
| 2010 | 17,431 | 3,367 | 4,323 |
| 2009 | 18,626 | 3,030 | 4,260 |

Note 12. Revenues by Product Category

The Company had revenues in the following product categories:

| Product Category | 2011 | 2010 | 2009 |
|---|----------|----------|----------|
| Obstetrics | \$ 5,742 | \$ 5,940 | \$ 6,543 |
| Gynecology/Electrosurgery/Urology | 19,196 | 5,888 | 6,220 |
| Neonatal | 6,951 | 7,295 | 7,252 |
| Blood Pressure Monitoring and Accessories | 5,971 | 5,998 | 5,902 |

Note 13. 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 2009 and 2010 there were no patents under which UTMD received royalties from other parties. In 2011, UTMD received royalties of \$70 for the use of intellectual property of Filshie Clip System as part of Femcare's exclusive U.S. distribution agreement with Cooper Surgical, Inc.

Note 14. Employee Benefit Plan

The Company sponsors a contributory 401(k) savings plan for U.S. employees, and contributory retirement plans for Irish and English employees. The Company's matching contribution is determined annually by the board of directors. Company contributions were approximately \$209, \$103 and \$106 for the years ended December 31, 2011, 2010 and 2009, respectively.

Note 15. Fair Value Financial Instruments

None of the Company's financial instruments, which are current assets and liabilities that could be readily traded, are held for trading purposes. Detail on investments is provided in note 3 above. The Company estimates that the fair value of all financial instruments at December 31, 2011 does not differ materially from the aggregate carrying value of its financial instruments recorded in the accompanying consolidated balance sheet.

Note 16. Recent Accounting Pronouncements

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.

Note 17. Subsequent Events

The Company evaluated its December 31, 2011 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 healthcare reform in the United States, as embodied in The Patient Protection and Affordable Care Act and the Health Care and Education Reconciliation Act of 2010 (the "Acts") adds a substantial excise tax slated to begin in 2013, increases administrative costs and may lead to decreased revenues: The voluminous Acts, administrative rules to enforce the Acts and promised efforts to reform the Acts, make the U.S. medical device marketplace unpredictable, particularly for the thousands of small medical device manufacturers including UTMD that do not have the overhead structure that the large companies can afford. To the extent that the Acts place additional burdens on small medical device companies in the form of an excise tax on medical device sales, additional oversight of marketing and sales activities and new reporting requirements, the result is likely to be negative for UTMD's ability to effectively compete and support continued investments in new product development and marketing of specialty devices.

Increasing regulatory burdens including premarketing approval delays may result in significant loss of revenue, unpredictable costs and loss of management focus on helping the Company thrive: The Company's experience in 2001-2005, when the FDA sought to shut it down highlights the ongoing risk of being subject to a regulatory environment which can be arbitrary and capricious. The risks associated with such a circumstance relate not only to the substantial costs of litigation in millions of dollars, but also loss

Management's Report on Internal Control Over Financial Reporting

of business, the diversion of attention of key employees for an extended period of time, from new product development and routine quality control management activities, and a tremendous psychological and emotional toll on employees.

Since the FDA reserves to itself the interpretation of which vague industry standards comprise law at any point in time, it is impossible for any medical device manufacturer to ever be confident that it is operating within the Agency's version of the law. The result is that companies, including UTMD are considered guilty prior to proving their innocence. New premarketing submission rules and substantial increases in "user fees" may increase development costs and result in delays to revenues from new or improved products.

The growth of Group Purchasing Organizations 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 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 related to collection of their administrative fees.

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

An aging population and an extended economic recession are 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 customers because of the existence of long term supply agreements for preexisting products, particularly from competitors which offer hospitals a broader range of products. 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 suffers 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 overseas markets may result in less predictable international revenues: UTMD's international 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.

The substantial increase in debt required to finance the acquisition of Femcare Group Ltd represents an increased business risk until the debt is repaid: While the debt will help positively leverage financial performance if UTMD maintains future performance consistent with 2011 performance, it could also negatively leverage financial performance if the Company is unable to maintain sales volume and profit margins in a competitive worldwide market for its medical 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. The rapid 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.

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.

As required by Section 404 of the Sarbanes-Oxley Act of 2002, management assessed the effectiveness of the Company's internal control over financial reporting as of December 31, 2010. 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.

Based on its assessment and those criteria, management believes that the Company maintained effective internal control over financial reporting as of December 31, 2011.

The Company's independent registered public accounting firm, Jones Simkins, P.C., has audited the Company's internal control over financial reporting as of December 31, 2011, and its report is shown on the next page.

Kevin L. Cornwell
Chief Executive Officer

Paul O. Richins
Principal Financial Officer

Report of Independent Registered Public Accounting Firm

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

We have audited the accompanying consolidated balance sheets of Utah Medical Products, Inc. as of December 31, 2011 and 2010, and the related consolidated statements of income and comprehensive income, stockholders' equity, and cash flows for each of the years in the three-year period ended December 31, 2011. We also have audited Utah Medical Products, Inc.'s internal control over financial reporting as of December 31, 2011, based on criteria established in Internal Control—Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO). Utah Medical Products, Inc.'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 these financial statements and an opinion on the company's internal control over financial reporting based on our audits. We did not audit the financial statements and we did not examine the effectiveness of internal control over financial reporting of Femcare Group Limited, a wholly owned subsidiary, whose statements reflect total assets of \$49,891,000 and \$0 as of December 31, 2011 and 2010, respectively, and total revenues of \$13,273,000, \$0, and \$0, respectively for each of the years in the three-year period ended December 31, 2011. Those 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 Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement and whether effective internal control over financial reporting was maintained in all material respects. Our audits of the financial statements included examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. 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.

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.

In our opinion, based on our audits and the report of the other auditors, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Utah Medical Products, Inc. as of December 31, 2011 and 2010, and the results of its operations and its cash flows for each of the years in the three-year period ended December 31, 2011 in conformity with accounting principles generally accepted in the United States of America. Also in our opinion, based on our audit and the report of the other auditors, Utah Medical Products, Inc. maintained, in all material respects, effective internal control over financial reporting as of December 31, 2011, based on criteria established in Internal Control—Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO).



Jones Simkins, P.C.
Logan, Utah
March 5, 2011

Corporate Information

Board of Directors

Kevin L. Cornwell
Chairman and CEO

James H. Beeson, Ph.D., M.D., FACOG
Maternal-Fetal Medicine Physician
Department Chair — Women's & Children's
Services at SouthCrest Hospital, Oklahoma

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

Barbara A. Payne, Ph.D.
Retired Consultant

Paul O. Richins
Principal Financial Officer

Officers

Kevin L. Cornwell
President and Secretary

Marcena H. Clawson
Vice President, Corporate Sales

Paul O. Richins
Chief Administrative Officer

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

Jean P. Teasdale
Vice President, Manufacturing

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, Ireland

Femcare Group Ltd.
Stuart Court, Spursholt Place, Salisbury Road
Romsey, Hampshire SO51 6DJ
United Kingdom

Transfer Agent
Registrar and Transfer Company
10 Commerce Street
Cranford, New Jersey 07016

Financial Auditors
Jones Simkins, P.C.
Logan, Utah

Corporate Counsel
Kruse, Landa, Maycock & Ricks, L.L.C.
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.



| | 2011 | | 2010 | |
|-------------|---------|---------|---------|---------|
| | High | Low | High | Low |
| 1st Quarter | \$29.00 | \$26.25 | \$29.82 | \$26.06 |
| 2nd Quarter | 29.36 | 26.26 | 29.00 | 24.76 |
| 3rd Quarter | 27.00 | 24.52 | 29.51 | 24.11 |
| 4th Quarter | 27.44 | 25.53 | 30.46 | 26.02 |

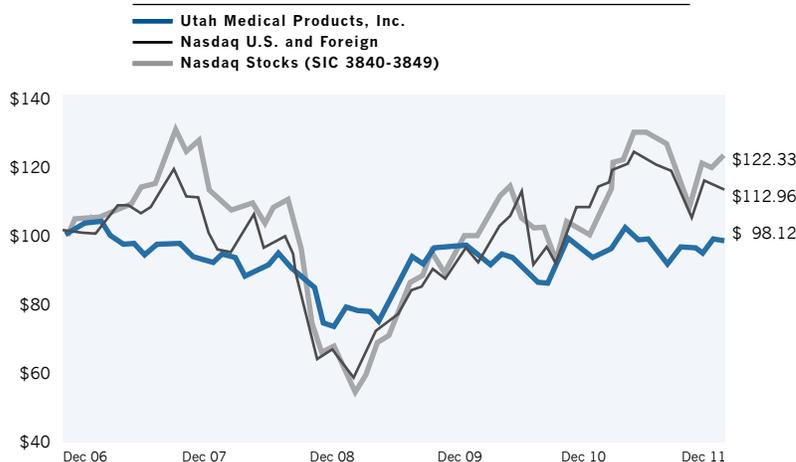
For shareholder information contact: Paul Richins, (801) 566-1200.
Website: www.utahmed.com, e-mail: info@utahmed.com

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, 2006, for the Company's Common Stock and the two indicated indices. The Company's Common Stock trades on the Nasdaq Global Market.

Cumulative shareholder return data respecting the Nasdaq Stock Market (U.S. and Foreign) are included as the comparable broad market index. The peer group index is all Nasdaq Stocks with Standard Industrial Classification (SIC) codes 3840-3849, all of which are in the medical device industry. UTMD's primary SIC code is 3841.

FIVE-YEAR CUMULATIVE TOTAL RETURNS



| December 31 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|--|-------|-------|------|------|-------|-------|
| Utah Medical Products, Inc. | 100.0 | 93.2 | 73.5 | 97.3 | 95.1 | 98.1 |
| Nasdaq Stock Market (US & Foreign) | 100.0 | 110.5 | 66.3 | 96.3 | 113.9 | 113.0 |
| Nasdaq Stock (SIC 3840-3849) Medical Devices, Instruments and Supplies | 100.0 | 127.1 | 68.5 | 99.9 | 106.5 | 122.3 |



Utah Medical Products, Inc.

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