# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

# FORM 8-K

## **CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): February 27, 2013

# **GLOBUS MEDICAL, INC.**

(Exact name of registrant as specified in charter)

DELAWARE (State or other jurisdiction of incorporation) 001-35621 (Commission

File Number)

04-3744954 (IRS Employer Identification No.)

2560 GENERAL ARMISTEAD AVENUE, AUDUBON, PA 19403 (Address of principal executive offices) (Zip Code)

(610) 930-1800

(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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

On February 27, 2013 we issued a press release reporting, among other things, our sales and operating results for the three and twelve month periods ended December 31, 2012. A copy of the press release is attached as Exhibit 99.1 to this report and is incorporated by reference into this Item 2.02 as is fully set forth herein.

In accordance with general instruction B.2 to Form 8-K, the information included in this Item 2.02, and the exhibits attached hereto, shall be deemed to be "furnished" and shall not be deemed to be "filed" with the Securities and Exchange Commission for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.

#### Item 8.01. Other Events

Our 2013 Annual Meeting of Stockholders (the "Annual Meeting") will be held on Tuesday, June 4, 2013 at 6:00 p.m. Eastern Time at our principal executive offices located at Valley Forge Business Center, 2560 General Armistead Avenue, Audubon, Pennsylvania 19403.

#### **Stockholder Proposal Deadlines**

Because we did not hold an Annual Meeting of Stockholders in 2011 or 2012, we have set a new deadline for the receipt of any stockholder proposals submitted pursuant to Rule 14a-8 under the Securities Exchange Act of 1934, as amended, for inclusion in our proxy materials for the Annual Meeting. Stockholder proposals submitted pursuant to Rule 14a-8 must be received by our Corporate Secretary no later than the close of business on April 15, 2013. We believe that receiving stockholder proposals by that date will provide us with a reasonable period of time for the review, consideration, and, if appropriate, inclusion of any such proposals before we begin to print and send our proxy materials to stockholders. Such proposals must also comply with the rules of the Securities and Exchange Commission regarding the inclusion of stockholder proposals in company-sponsored proxy materials and may be omitted if not in compliance with applicable requirements.

In accordance with our Amended and Restated Bylaws, stockholder proposals made outside of Rule 14a-8 must also be received no later than the close of business on April 15, 2013. Such proposals must be delivered to our Corporate Secretary and must also comply with all other requirements set forth in our Amended and Restated Bylaws and other applicable laws and may be omitted if not in compliance with applicable requirements.

All submissions to our Corporate Secretary should be made to our principal executive offices at Valley Forge Business Center, 2560 General Armistead Avenue, Audubon, Pennsylvania 19403, Attn: Corporate Secretary.

#### Item 9.01. Financial Statements and Exhibits.

#### Exhibit No. Description

99.1 Press Release dated February 27, 2013

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

# **GLOBUS MEDICAL, INC.**

(Registrant)

Dated: February 27, 2013

# /s/ RICHARD A. BARON

Richard A. Baron Senior Vice President Chief Financial Officer

# EXHIBIT LIST

# **Exhibit No.** Description

99.1 Press Release dated February 27, 2013

# Globus Medical Reports Full Year and Fourth Quarter 2012 Results Record Revenue and Earnings

AUDUBON, PA, February 27, 2013: Globus Medical, Inc. (NYSE:GMED), a leading spinal implant manufacturer, today announced its financial results for the year and fourth quarter ended December 31, 2012.

### Full Year 2012:

- Worldwide sales were \$386.0 million, up 16.4% over 2011
- Net income increased 21.5% to \$73.8 million compared to \$60.8 million in 2011
- 2012 earnings per fully diluted share increased 19.4% to \$0.80 compared to \$0.67 in 2011
- Non-GAAP Adjusted EBITDA was 35.4% of sales, compared to 35.8% in 2011

#### Fourth Quarter:

- Worldwide sales were \$100.5 million, a 14.3% increase from the fourth quarter of 2011
- Fourth quarter net income increased by 53.0% to \$20.8 million compared to \$13.6 million in 2011
- Earnings per fully diluted share increased 46.7% in the fourth quarter of 2012 to \$0.22 compared to \$0.15 for the same quarter of 2011
- Non-GAAP Adjusted EBITDA was 34.6% of sales, compared to 34.4% in the fourth quarter of 2011

David Paul, Chairman and CEO, commented, "2012 was a tremendous year for Globus with industry leading revenue growth, continued strong profitability, the completion of a successful IPO, and the launch of 14 new products, including our first PMA approval with the SECURE<sup>®</sup>-C device. Our product development engine continues to perform at a high level creating the solutions of tomorrow for patients with spinal disorders."

Dave Demski, President and COO, added, "We performed extremely well in the fourth quarter with record sales of \$100.5 million and an increase in diluted EPS of 46.7% over fourth quarter 2011. We maintained the strong pace of our U.S. sales force recruitment. Outside the United States, we added new distribution territories, providing us with a sales presence in 24 countries. Late in the quarter, we purchased a 112,000 square foot building adjacent to our existing facility. With nearly 250,000 square feet of real estate, we have adequate space to support our future growth. In the fourth quarter we generated \$17.2 million of cash flow and achieved 34.6% adjusted EBITDA despite our continuing investment in Algea Therapies. Excluding investments made in Algea Therapies, our adjusted EBITDA for the fourth quarter was 38.0%."

Cash and cash equivalents ended the year at \$212.4 million, increasing by \$69.7 million during year, which was inclusive of proceeds from the company's IPO, acquisitions, facility purchase, and product launch capital expenditures. The company remains debt free.

### **Conference Call Information**

Globus Medical will hold a teleconference to discuss its performance with the investment community at 5:30 p.m. Eastern Time today. Globus invites all interested parties to join the call by dialing:

1-855-533-7141United States Participants1-720-545-0060International ParticipantsThere is no pass code for the teleconference.

For interested parties who do not wish to ask questions, the teleconference will be webcast live and may be accessed through a link on the Globus Medical website at <u>investors.globusmedical.com</u>.

If you are unable to participate during the live teleconference, the call will be archived until Wednesday, March 13, 2013. The audio archive can be accessed by calling 1-855-859-2056 in the U.S. or 1-404-537-3406 from outside the U.S. The pass code for the audio replay is 1075-3353.

#### About Globus Medical, Inc.

Globus Medical, Inc. is a leading spinal implant manufacturer based in Audubon, Pennsylvania. The company was founded in 2003 by an experienced team of spine professionals with a shared vision to create products that enable spine surgeons to promote healing in patients with spinal disorders.

#### **Non-GAAP Financial Measures**

Adjusted EBITDA represents net income before interest (income)/expense, net and other non-operating expenses, provision for income taxes, depreciation and amortization, stock-based compensation, changes in the fair value of contingent consideration in connection with business acquisitions and provision for litigation settlements. This financial measure is not calculated in conformity with accounting principles generally accepted in the United States of America (GAAP). We present Adjusted EBITDA because we believe it is a useful indicator of our operating performance. Our management uses Adjusted EBITDA principally as a measure of our operating performance and believes that Adjusted EBITDA is useful to investors because it is frequently used by securities analysts, investors and other interested parties in their evaluation of the operating performance of companies in industries similar to ours. We also believe Adjusted EBITDA is useful to our management and investors as a measure of comparative operating performance from period to period and among companies as it is reflective of changes in pricing decisions, cost controls and other factors that affect operating performance, and it removes the effect of our capital structure (primarily interest expense), asset base (primarily depreciation and amortization) and items outside the control of our management (primarily income taxes and interest income and expense). Our management also uses Adjusted EBITDA for planning purposes, including the preparation of our annual operating budget and financial projections.

Adjusted EBITDA should not be considered in isolation or as a substitute for a measure of our liquidity or operating performance prepared in accordance with GAAP, and is not indicative of net income (loss) from operations as determined under GAAP. Adjusted EBITDA and other non-GAAP financial measures have limitations that should be considered before using these measures to evaluate our liquidity or financial performance. Adjusted EBITDA does not include certain expenses that may be necessary to review our operating results and liquidity requirements. Our definition and calculation of Adjusted EBITDA may differ from that of other companies.

### **Safe Harbor Statements**

All statements included in this press release other than statements of historical fact are forward-looking statements and may be identified by their use of words such as "believe," "may," "might," "could," "will," "aim," "estimate," "continue," "anticipate," "intend," "expect," "plan" and other similar terms. These forward-looking statements are based on our current assumptions, expectations and estimates of future events and trends. Forward-looking statements are only predictions and are subject to many risks, uncertainties and other factors that may affect our businesses and operations and could cause actual results to differ materially from those predicted. These risks and uncertainties include, but are not limited to, factors affecting our quarterly results, our ability to manage our growth, our ability to sustain our profitability, demand for our products, our ability to compete successfully (including without limitation our ability to convince surgeons to use our products and our ability to attract and retain sales and other personnel), our ability to rapidly develop and introduce new products, our ability to develop and execute on successful business strategies,

our ability to comply with changing laws and regulations that are applicable to our businesses, our ability to safeguard our intellectual property, our success in defending legal proceedings brought against us, trends in the medical device industry, general economic conditions, and other risks. For a discussion of these and other risks, uncertainties and other factors that could affect our results, you should refer to the disclosure contained in our prospectus filed with the Securities and Exchange Commission on August 3, 2012, as amended, including the sections labeled "Risk Factors," "Cautionary Note Concerning Forward-Looking Statements," and "Management's Discussion and Analysis of Financial Condition and Results of Operations," and in our periodic reports on file with the Securities and Exchange Commission. These documents are available at www.sec.gov. Moreover, we operate in an evolving environment. New risk factors and uncertainties emerge from time to time and it is not possible for us to predict all risk factors and uncertainties, nor can we assess the impact of all factors on its business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements. Forward-looking statements contained in this press release speak only as of the date of this press release. We undertake no obligation to update any forward-looking statements as a result of new information, events or circumstances or other factors arising or coming to our attention after the date hereof.

# GLOBUS MEDICAL, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF INCOME (unaudited)

		Three Months Ended			Year Ended				
(In thousands, except per share amounts)	December 31, 2012		December 31, 2011		December 31, 2012		December 31, 2011		
Sales	\$	100,536	\$	87,993	\$	385,994	\$	331,478	
Cost of goods sold		19,557		19,487		75,199		68,796	
Gross profit		80,979		68,506		310,795		262,682	
Operating expenses:									
Research and development		7,228		5,773		27,926		23,464	
Selling, general and administrative		44,626		37,857		168,862		140,386	
Provision for litigation settlements		15		1,164		(786)		1,470	
Total operating expenses		51,869		44,794		196,002		165,320	
		00.440		00 740		444 700		07.000	
Operating income		29,110		23,712		114,793		97,362	
Other expense, net		(16)		(220)		(140)		(413)	
Income before income taxes		29,094		23,492		114,653		96,949	
Income tax provision		8,327		9,922		40,822		36,165	
Net income	\$	20,767	\$	13,570	\$	73,831	\$	60,784	
Earnings per share:									
Basic	\$	0.23	\$	0.15	\$	0.82	\$	0.69	
Diluted	\$	0.22	\$	0.15	\$	0.80	\$	0.67	
Weighted average shares outstanding:									
Basic		91,177		88,093		89,608		88,112	
Diluted		93,456		90,337		92,208		90,420	

# GLOBUS MEDICAL, INC. AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

n thousands, except par value)		,	December 31, 2011		
ASSETS	(1	unaudited)			
Current assets:					
Cash and cash equivalents	\$	212,400	\$	142,668	
Accounts receivable, net of allowances of \$961 and \$602, respectively	Ŧ	53,496	Ŧ	46,727	
Inventories		62,310		47,369	
Prepaid expenses and other current assets		3,020		2,515	
Income taxes receivable		5,105		3,336	
Deferred income taxes		23,779		16,160	
Total current assets		360,110		258,775	
Property and equipment, net		61,089		52,394	
Intangible assets, net		9,585		7,433	
Goodwill		15,372		9,808	
Other assets		977		980	
Total assets	\$	447,133	\$	329,390	
	<u> </u>	,	-	0_0,000	
LIABILITIES AND EQUITY					
Current liabilities:					
Accounts payable	\$	9,991	\$	5,323	
Accounts payable to related party	Ψ	2,556	Ψ	1,178	
Accrued expenses		25,003		21,268	
Income taxes payable		523		302	
Business acquisition liabilities, current		1,435		1,200	
Total current liabilities		39,508		29,271	
Business acquisition liabilities, net of current portion		9,909		9,089	
Deferred income taxes		5,505 7,714		9,009 5,755	
Other liabilities		3,500		2,799	
Total liabilities		60,631		46,914	
Commitments and contingencies		00,031		40,914	
Equity:					
Convertible preferred stock; \$0.001 par value. Authorized 50,961 shares; issued and outstanding 0 and 50,961 shares at December 31, 2012 and 2011, respectively		_		51	
Common stock; \$0.001 par value. Authorized 785,000 and 679,178 shares; issued and outstanding 91,270 and 72,529 shares at December 31, 2012 and 2011, respectively		91		73	
Additional paid-in capital		136,501		106,708	
Accumulated other comprehensive loss		(767)		(1,202)	
Retained earnings		250,677		176,846	
Total equity		386,502		282,476	
Total liabilities and equity	\$	447,133	\$	329,390	
· · · · · · · · · · · · · · · · · · ·	<u> </u>	,	<u> </u>	,	

# GLOBUS MEDICAL, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS

	Year Ended						
(In thousands)	December 31, 2012			December 31, 2011			
	(	unaudited)					
Cash flows from operating activities: Net income	\$	73,831	\$	60,784			
Adjustments to reconcile net income to net cash provided by operating activities	Ψ	75,051	ψ	00,704			
Depreciation and amortization		18,108		16,949			
Provision for excess and obsolete inventories		6,119		10,487			
Stock-based compensation		4,635		3,286			
Allowance for doubtful accounts		363		105			
Change in fair value of interest rate swap				103			
•		119					
Change in fair value of contingent consideration				(79)			
Change in deferred income taxes		(6,079)		2,057			
(Increase) decrease in: Accounts receivable		(6.996)		(4.672)			
		(6,886)		(4,672)			
Inventories		(20,541)		(15,280)			
Prepaid expenses and other assets		(117)		460			
Increase (decrease) in:		0.040		(4.055)			
Accounts payable		3,048		(1,355)			
Accounts payable to related party		1,378		(696)			
Accrued expenses and other liabilities		4,089		1,541			
Income taxes payable/receivable		(1,548)		2,710			
Net cash provided by operating activities		76,519		76,410			
Cash flows from investing activities:							
Purchases of property and equipment		(24,684)		(22,487)			
Acquisition of businesses		(6,031)		(7,500)			
Net cash used in investing activities		(30,715)		(29,987)			
Cash flows from financing activities:							
Repayments of long-term debt				(5,253)			
Payment of business acquisition liabilities		(1,100)		(400)			
Net proceeds from initial public offering		20,960		_			
Net proceeds from issuance of common stock		1,504		886			
Purchase of common stock				(10,021)			
Excess tax benefit related to nonqualified stock options		2,661		54			
Net cash provided by/(used in) financing activities		24,025		(14,734)			
Effect of foreign exchange rate on cash		(97)		(722)			
Net in success in each and each any incluste		CO 700		20.007			
Net increase in cash and cash equivalents		69,732		30,967			
Cash and cash equivalents, beginning of period	<u> </u>	142,668	•	111,701			
Cash and cash equivalents, end of period	\$	212,400	\$	142,668			
Supplemental disclosures of cash flow information:							
Interest paid		63		167			
Income taxes paid	\$	44,875	\$	35,721			

The following is a reconciliation of Adjusted EBITDA (unaudited) to net income for the periods presented:

	Three Months Ended			Year Ended				
(In thousands, except percentages)	De	ecember 31, 2012	D	ecember 31, 2011	D	ecember 31, 2012	D	ecember 31, 2011
Net Income	\$	20,767	\$	13,570	\$	73,831	\$	60,784
Interest (income)/expense, net		(5)		(19)		(80)		33
Provision for income taxes		8,327		9,922		40,822		36,165
Depreciation and amortization		4,608		4,747		18,108		16,949
EBITDA		33,697		28,220		132,681		113,931
Stock-based compensation		953		1,135		4,635		3,286
Provision for legal settlements		15		1,164		(786)		1,470
Change in fair value of contingent consideration		96		(261)		119		(79)
Adjusted EBITDA	\$	34,761	\$	30,258	\$	136,649	\$	118,608
Adjusted EBITDA as a percentage of sales		34.6%		34.4%		35.4%		35.8%

# Contact:

Ed Joyce Director, Investor Relations Phone: (610) 930-1800 Email: <u>investors@globusmedical.com</u> www.globusmedical.com