# 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): May 2, 2013

# INTEGRA LIFESCIENCES HOLDINGS CORPORATION

(Exact name of Registrant as specified in its charter)

Delaware
(State or other jurisdiction of incorporation or organization)

0-26224 (Commission File Number) 51-0317849 (I.R.S. Employer Identification No.)

311 Enterprise Drive Plainsboro, NJ 08536 (Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: (609) 275-0500

Not Applicable (Former name or former address, if changed since last report)

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

[]	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 May 2, 2013, Integra LifeSciences Holdings Corporation (the "Company") issued a press release announcing financial results for the quarter ended March 31, 2013 (the "Press Release"). A copy of the Press Release is attached as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated by reference into this Item. In the financial statements portion of the Press Release, the Company has included a reconciliation of GAAP revenues to adjusted revenues for the quarter ended March 31, 2013, and GAAP net (loss)/income to adjusted earnings before interest, taxes, depreciation and amortization ("EBITDA") and adjusted EBITDA excluding stock-based compensation, GAAP net (loss)/income to adjusted net income, and GAAP (losses)/earnings per diluted share to adjusted earnings per diluted share used by management for the quarters ended March 31, 2012 and 2013 as well as GAAP net income to adjusted net income and GAAP earnings per diluted share to adjusted earnings per diluted share to adjusted earnings per diluted share to adjusted earnings per diluted share used by management for guidance for the year ending December 31, 2013. In addition, the Company included a supplemental disclosure of revenue by reporting segments in the financial statements portion of the Press Release.

The information contained in Item 2.02 of this Current Report on Form 8-K (including the Press Release and selected historical financial information) is being furnished and shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that Section. The information contained in Item 2.02 of this Current Report on Form 8-K (including the Press Release and selected historical financial information) shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in any such filing.

#### **Discussion of Adjusted Financial Measures**

In addition to our GAAP results, we provide adjusted revenues, adjusted EBITDA, adjusted EBITDA excluding stock-based compensation, adjusted net income and adjusted earnings per diluted share. Adjusted revenues consist of growth in total revenues excluding the effects of currency exchange rates on the current period's revenues. The various measures of adjusted EBITDA consist of GAAP net (loss)/income, excluding: (i) depreciation and amortization, (ii) other income (expense), (iii) interest income and expense, (iv) income taxes, (v) those operating expenses also excluded from adjusted net income and, as appropriate (vi) stock-based compensation expense. The measure of adjusted net income consists of GAAP net (loss)/income, excluding: (i) manufacturing facility remediation costs; (ii) global enterprise resource planning ("ERP") implementation charges; (iii) facility optimization charges; (iv) certain employee termination charges; (v) discontinued product lines charges; (vi) acquisition-related charges; (vii) impairment charges; (viii) certain expenses associated with product recalls; (ix) convertible debt non-cash interest; (x) intangible asset amortization expense; and (xi) income tax impact from adjustments and other items. The adjusted earnings per diluted share measure is calculated by dividing adjusted net income attributable to diluted shares by diluted weighted average shares outstanding. Because the Company reported a GAAP net loss in the first quarter of 2013, the calculation of GAAP diluted weighted average shares outstanding for the first quarter of 2013 excludes the effects of stock options and unvested restricted stock, as the effect of these equity awards would be anti-dilutive. The Company included the dilutive effects of these equity awards in the calculation of adjusted diluted weighted average shares outstanding used to calculate adjusted earnings per diluted share for the first quarter of 2013 because their effects are dilutive in relation to adjusted net income.

The Company believes that the presentation of adjusted revenues and the various adjusted EBITDA, adjusted net income and adjusted earnings per diluted share measures provides important supplemental information to management and investors regarding financial and business trends relating to the Company's financial condition and results of operations. Management uses non-GAAP financial measures in the form of adjusted revenues, adjusted EBITDA, adjusted EBITDA excluding stock-based compensation, adjusted net income and adjusted earnings per diluted share when evaluating operating performance because we believe that the inclusion or exclusion of the items described below, for which the amounts and/or timing may vary significantly depending upon the Company's acquisition, integration, and restructuring activities, for which the amounts are non-cash in nature, or for which the amounts are not expected to recur at the same magnitude as we implement certain tax planning strategies, provides a supplemental measure of our operating results that facilitates comparability of our operating performance from period to period, against our business model objectives, and against other companies in our industry. We have chosen to provide this information to investors so they can analyze

our operating results in the same way that management does and use this information in their assessment of our core business and the valuation of our Company.

Adjusted revenues, adjusted EBITDA, adjusted EBITDA excluding stock-based compensation, adjusted net income and adjusted earnings per diluted share are significant measures used by management for purposes of:

- supplementing the financial results and forecasts reported to the Company's board of directors;
- evaluating, managing and benchmarking the operating performance of the Company;
- · establishing internal operating budgets;
- · determining compensation under bonus or other incentive programs;
- · enhancing comparability from period to period;
- · comparing performance with internal forecasts and targeted business models; and
- · evaluating and valuing potential acquisition candidates.

The measure of adjusted revenues that we report reflects the reduction in total revenues for the quarter ended March 31, 2013 adjusted for the effects of currency exchange rates on current period revenues. We provide this measure because changes in foreign currency exchange rates can distort our revenue reduction favorably or unfavorably, depending upon the strength of the U.S. dollar in relation to the various foreign currencies in which we generate revenues. We generate significant revenues outside the United States in multiple foreign currencies including euros, British pounds, Swiss francs and Australian and Canadian dollars. We believe this measure provides useful information to determine the success of our international selling organizations in increasing sales of products in their local currencies without regard to fluctuations in currency exchanges rates, for which we have no control over.

The measure of adjusted net income reflects GAAP net income adjusted for one or more of the following items, as applicable:

- <u>Manufacturing facility remediation costs</u>. These costs represent expenses associated with remediation and related unplanned idle time and underutilization at the Plainsboro, NJ and Añasco, Puerto Rico manufacturing facilities. Management excludes this item when evaluating the Company's operating performance because of the infrequent nature and the magnitude of this item.
- Global ERP implementation charges. Systems implementation charges consist of the non-capitalizable portion of internal labor and outside consulting costs related to the implementation of a global ERP system. We have inherited many diverse business processes and different information systems through our numerous acquisitions. Accordingly, we are undertaking this initiative in order to standardize business processes globally and to better integrate all of our existing and acquired operations using one information system. Although recurring in nature given the expected timeframe to complete the implementation for our existing operations and our expectation to continue to acquire new businesses and operations, management excludes these charges when evaluating the operating performance of the Company because the frequency and amount of such charges vary significantly based on the timing and magnitude of the Company's implementation activities. In addition, with the global ERP project entering the application development phase, more costs of the project will be capitalized and, therefore, are not comparable to earlier periods.
- <u>Facility optimization charges</u>. These charges, which include employee termination and other costs associated with exit or disposal activities, costs related to acquisition integration, costs related to transferring manufacturing and/or distribution activities to different locations, result from rationalizing and enhancing our existing manufacturing, distribution and administrative infrastructure. Some of these cost-saving and efficiency-driven activities are identified as opportunities in connection with acquisitions that provide the Company with additional capacity or economies of scale. Although recurring in nature given management's ongoing review of the efficiency of our manufacturing, distribution and administrative facilities and operations, management excludes these items when evaluating the operating performance of the Company because the frequency and amount of such charges vary significantly based on the timing and magnitude of the Company's rationalization activities and are, in some cases, dependent upon opportunities identified in acquisitions, which also vary in frequency and magnitude.
- <u>Certain employee termination charges</u>. Certain employee termination and related charges consist of charges related to senior management level terminations and certain significant reductions in force that are not initiated in connection with facility consolidations or manufacturing or distribution transfers. Management excludes

these items when evaluating the Company's operating performance because these amounts do not affect our core operations and because of the infrequent and/or large scale nature of these activities.

- <u>Discontinued product lines charges</u>. These charges represent charges taken in connection with product lines that the Company discontinues. Management excludes this item when evaluating the Company's operating performance because discontinued products do not provide useful information regarding the Company's prospects for future performance.
- Acquisition-related charges. Acquisition-related charges include up-front fees and milestone payments that are expensed as incurred in connection with acquiring licenses or rights to technology for which no product has been approved for sale by regulatory authorities and such approval is not reasonably assured at the time such up-front fees or milestone payments are made, and in-process research and development charges when accounting rules require them to be expensed, inventory fair value purchase accounting adjustments, and legal, accounting and other outside consultants expenses directly related to acquisitions. Inventory fair value purchase accounting adjustments consist of the increase to cost of goods sold that occur as a result of expensing the "step up" in the fair value of inventory that we purchased in connection with acquisitions as that inventory is sold during the financial period. Although recurring given the ongoing character of our development and acquisition programs, these acquisition and in-licensing related charges are not factored into the evaluation of our performance by management after completion of development programs or acquisitions because they are of a temporary nature, they are not related to our core operating performance and the frequency and amount of such charges vary significantly based on the timing and magnitude of our development and acquisition transactions as well as the level of inventory on hand at the time of acquisition.
- <u>Impairment charges</u>. This represents impairment charges recorded against various intangible assets, including completed or core technology, customer relationships, and tradenames. Such impairments result primarily from management decisions to discontinue or significantly reduce promoting certain product lines or tradenames, the inability to incorporate existing product technologies into product development programs, and other circumstances. Management excludes this item when evaluating the Company's operating performance because of the infrequent and non-cash nature of this activity.
- <u>Certain expenses associated with product recalls</u>. These costs represent expenses associated with a voluntary recall of certain products manufactured in the Añasco, Puerto Rico facility between December 2010 and May 2011 and between November 2012 and March 2013. Management excludes these items when evaluating the Company's operating performance because of the infrequent and/or large scale nature of these activities.
- <u>Convertible debt non-cash interest</u>. The convertible debt accounting requires separate accounting for the liability and equity components of the Company's convertible debt instruments, which may be settled in cash upon conversion, in a manner that reflects an applicable nonconvertible debt borrowing rate at the time that we issued such convertible debt instruments. Management excludes this item when evaluating the Company's operating performance because of the non-cash nature of the expense.
- <u>Intangible asset amortization expense</u>. Management excludes this item when evaluating the Company's operating performance because it is a non-cash expense.
- · <u>Income tax impact from adjustments and other items</u>. Estimated impact on income tax expense related to the following:
  - (i) Adjustments to income tax expense for the amount of additional tax expense that the Company estimates that it would record if it used non-GAAP results instead of GAAP results in the calculation of its tax provision, based on the statutory rate applicable to jurisdictions in which the above non-GAAP adjustments relate.
  - (ii) Adjustments to income tax expense in the current quarter for the cumulative impact in that quarter of changes in income tax rates (statutory and estimated effective tax rates) and certain other infrequently occurring items that relate to prior periods. Management excludes these items when evaluating the Company's current quarter operating performance because the cumulative impact in the current quarter of these items applies to prior periods and thus distorts the Company's adjusted income tax rate in the current quarter. The year-to-date adjusted net income and adjusted diluted earnings per share measures are not adjusted by these items, as the cumulative impact is properly reflected in the year-to-date adjusted results.

Adjusted revenues, adjusted EBITDA, adjusted EBITDA excluding stock-based compensation, adjusted net income and adjusted earnings per diluted share are not calculated in accordance with GAAP, and should be considered supplemental to, and not as a substitute for, or superior to, financial measures calculated in accordance with GAAP. Non-GAAP financial measures have limitations in that they do not reflect all of the revenues, costs or benefits associated with the operations of the Company's business as determined in accordance with GAAP. As a result, you should not consider these measures in isolation or as a substitute for analysis of the Company's results as reported under GAAP. The Company expects to continue to acquire businesses and product lines and to incur expenses of a nature similar to many of the non-GAAP adjustments described above, and exclusion of these items from its adjusted financial measures should not be construed as an inference that all of these revenue adjustments or costs are unusual, infrequent or non-recurring. Some of the limitations in relying on the adjusted financial measures are:

- The Company periodically acquires other companies or businesses, and we expect to continue to incur acquisition-related expenses and charges in the future. These costs can directly impact the amount of the Company's available funds or could include costs for aborted deals which may be significant and reduce GAAP net income.
- The Company has initiated a long term effort to implement a global ERP system, and we expect to continue to incur significant systems implementation charges until that effort is completed. These costs can directly impact the amount of the Company's available funds and reduce GAAP net income.
- All of the adjustments to GAAP net income have been tax affected at the Company's actual tax rates. Depending on the nature of the adjustments and the tax treatment of the underlying items, the effective tax rate related to adjusted net income could differ significantly from the effective tax rate related to GAAP net income.

In the financial tables portion of the Press Release, the Company has included a reconciliation of GAAP reported revenues to adjusted revenues for the quarter ended March 31, 2013 and GAAP net (loss)/income to adjusted EBITDA and adjusted EBITDA excluding stock-based compensation, GAAP net (loss)/income to adjusted net income, and GAAP (losses)/earnings per diluted share to adjusted earnings per diluted share used by management for the quarters ended March 31, 2012 and 2013. Also included are reconciliations for future periods.

#### ITEM 7.01 REGULATION FD DISCLOSURE

Attached as Exhibit 99.1, and incorporated into this Item 7.01 by reference, is the Press Release issued on May 2, 2013 by the Company.

#### Item 9.01 FINANCIAL STATEMENTS AND EXHIBITS

#### (d) Exhibits

99.1 Press release with attachments, dated May 2, 2013, issued by Integra LifeSciences Holdings Corporation

## **SIGNATURES**

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

## INTEGRA LIFESCIENCES HOLDINGS CORPORATION

Date: May 2, 2013

By: <u>/s/ John B. Henneman, III</u>

John B. Henneman, III

Title: Corporate Vice President, Finance and Administration, and Chief Financial Officer

# EXHIBIT INDEX

# Exhibit No. Description

99.1 Proce Po

Press Release with attachments, dated May 2, 2013, issued by Integra LifeSciences Holdings Corporation

## News Release

Contacts:

Integra LifeSciences Holdings Corporation John B. Henneman, III Executive Vice President, Finance and Administration, and Chief Financial Officer (609) 275-0500 jack.henneman@integralife.com

Investor Relations: Angela Steinway (609) 936-2268 angela.steinway@integralife.com

### Integra LifeSciences Reports First Quarter 2013 Financial Results

Results In Line with Preliminary Announcement

Revises 2013 Guidance

Plainsboro, New Jersey, May 2, 2013 - <u>Integra LifeSciences Holdings Corporation</u> (NASDAQ: IART) today reported its financial results for the first quarter ending March 31, 2013. Total revenues for the first quarter were \$196.7 million, reflecting an increase of \$0.5 million over the first quarter of 2012. Currency exchange rates had a negligible effect on revenues.

The Company reduced its revenue in the quarter by \$2.9 million because of product returned in the voluntary recall announced on April 10, 2013, and estimates that it was unable to satisfy customer demand for an additional \$6 million to \$7 million.

The Company reported GAAP net loss of \$4.1 million, or \$0.15 per diluted share, for the first quarter of 2013, compared to GAAP net income of \$6.7 million, or \$0.23 per diluted share, for the first quarter of 2012.

Adjusted net income for the first quarter of 2013, computed with the adjustments to GAAP reporting set forth in the attached reconciliation, was \$10.9 million, or \$0.39 per diluted share, compared to adjusted net income of \$20.2 million, or \$0.71 per diluted share, in the first quarter of 2012.

Integra generated \$7.8 million in cash flows from operations and invested \$10.9 million in capital expenditures during the quarter.

Adjusted EBITDA for the first quarter of 2013, computed with the adjustments to GAAP reporting set forth in the attached reconciliation, was \$24.3 million, a decrease of 38% compared to \$39.0 million achieved in the first quarter last year. Adjusted EBITDA excluding stock-based compensation for the first quarter of 2013, computed with the adjustments to GAAP reporting set forth in the attached reconciliation, was \$26.4 million, a decrease of 36% compared to \$41.1 million achieved in the first quarter last year.

#### Outlook for 2013

The Company now expects full year 2013 revenues of \$840 million to \$852 million. The Company is revising its expectations for GAAP earnings per diluted share for the full year to between \$0.92 and \$1.22 and for adjusted earnings per diluted share to between \$2.40 and \$2.70.

"The recent voluntary product recall and related product shortages created a near-term challenge, driving our outlook for 2013 lower," said Peter Arduini, Integra's President and Chief Executive Officer. "However, we remain committed to delivering on our long-term strategy, including sustainable margin improvement and accelerating top line growth, and look forward to realizing our growth and margin objectives in the years to come."

In accordance with our usual practice, expectations for financial performance do not include the impact of acquisitions or other strategic corporate transactions that have not yet closed.

In the future, the Company may record, or expects to record, certain additional revenues, gains, expenses or charges as described in the Discussion of Adjusted Financial Measures below that it will exclude in the calculation of adjusted EBITDA and adjusted earnings per share for historical periods and in providing adjusted earnings per share guidance.

#### **Conference Call**

Integra has scheduled a conference call for 8:30 AM ET today, Thursday, May 2, 2013 to discuss financial results for the first quarter and forward-looking financial guidance. The conference call will be hosted by Integra's senior management team and will be open to all listeners. Additional forward-looking information may be discussed in a question and answer session following the call.

Access to the live call is available by dialing 719-457-2727 and using the passcode 7359654. The call can also be accessed through a webcast via a link provided on the Investor Relations homepage of Integra's website at <a href="investor.integralife.com">investor.integralife.com</a>. Access to the replay is available through May 16, 2013 by dialing 719-457-0820 and using the passcode 7359654. The webcast will also be archived on the website.

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Integra LifeSciences, a world leader in medical technology, is dedicated to limiting uncertainty for surgeons, so they can concentrate on providing the best patient care. Integra offers innovative solutions in orthopedic extremity surgery, neurosurgery, spine surgery, and reconstructive and general surgery. For more information, please visit <a href="https://www.integralife.com">www.integralife.com</a>

This news release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that involve risks, uncertainties and reflect the Company's judgment as of the date of this release. Forward-looking statements include, but are not limited to, statements concerning future financial performance, including projections for revenues, GAAP and adjusted net (loss)/income, GAAP and adjusted (loss)/earnings per diluted share, non-GAAP adjustments such as global enterprise resource planning ("ERP") system implementation charges, certain expenses associated with product recalls, acquisition-related charges, non-cash amortization of imputed interest for convertible debt, intangible asset amortization, and income tax expense (benefit) related to non-GAAP adjustments. Such forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from predicted or expected results. Such risks and uncertainties include, but are not limited to: the Company's ability to execute its operating plan effectively, the Company's ability to manufacture and ship sufficient quantities of its products to meet its customers' demand; global macroeconomic conditions; continued weakness in sales outside of the U.S.; the Company's ability to manage its direct sales channels effectively; the Company's ability to maintain relationships with customers of acquired entities;

physicians' willingness to adopt and third-party payors' willingness to provide reimbursement for the Company's recently launched and planned products; initiatives launched by the Company's competitors; downward pricing pressures for customers; the Company's ability to secure regulatory approval for products in development; the Company's ability to remediate quality systems violations; fluctuations in hospital spending for capital equipment; the Company's ability to comply with and obtain approvals for products of human origin and comply with recently enacted regulations regarding products containing materials derived from animal sources; difficulties in controlling expenses, including costs to procure and manufacture our products; the impact of changes in management or staff levels; the Company's ability to integrate acquired businesses; the Company's ability to leverage its existing selling organizations and administrative infrastructure; the Company's ability to increase product sales and gross margins, and control non-product costs; the amount and timing of acquisition and integration related costs; the geographic distribution of where the Company generates its taxable income; the effect of legislation effecting healthcare reform in the United States; fluctuations in foreign currency exchange rates; the amount of our convertible notes and bank borrowings outstanding and other factors influencing liquidity; and the economic, competitive, governmental, technological and other risk factors and uncertainties identified under the heading "Risk Factors" included in Item 1A of Integra's Annual Report on Form 10-K for the year ended December 31, 2012 and information contained in subsequent filings with the Securities and Exchange Commission. These forward-looking statements are made only as of the date hereof, and the Company undertakes no obligation to update or revise the forward-looking statements, whether as a result of new information, future events or otherwise.

#### **Discussion of Adjusted Financial Measures**

In addition to our GAAP results, we provide adjusted revenues, adjusted earnings before interest, taxes, depreciation and amortization ("EBITDA"), adjusted EBITDA excluding stock-based compensation, adjusted net income and adjusted earnings per diluted share. Adjusted revenues consist of growth in total revenues excluding the effects of currency exchange rates on the current period's revenues. The various measures of adjusted EBITDA consist of GAAP net (loss)/income, excluding: (i) depreciation and amortization, (ii) other income (expense), (iii) interest income and expense, (iv) income taxes, (v) those operating expenses also excluded from adjusted net income and, as appropriate (vi) stock-based compensation expense. The measure of adjusted net income consists of GAAP net (loss)/income, excluding: (i) manufacturing facility remediation costs; (ii) global ERP implementation charges; (iii) facility optimization charges; (iv) certain employee termination charges; (v) discontinued product lines charges; (vi) acquisition-related charges; (vii) impairment charges; (viii) certain expenses associated with product recalls; (ix) convertible debt non-cash interest; (x) intangible asset amortization expense; and (xi) income tax impact from adjustments and other items. The adjusted earnings per diluted share measure is calculated by dividing adjusted net income attributable to diluted shares by diluted weighted average shares outstanding. Because the Company reported a GAAP net loss in the first quarter of 2013, the calculation of GAAP diluted weighted average shares outstanding for the first quarter of 2013 excludes the effects of stock options and unvested restricted stock, as the effect of these equity awards would be anti-dilutive. The Company included the dilutive effects of these equity awards in the calculation of adjusted diluted weighted average shares outstanding used to calculate adjusted earnings per diluted share for the first quarter of 2013 because their effects are dilutive in relation to adjusted net incom

Reconciliations of GAAP revenues to adjusted revenues for the quarter ended March 31, 2013 and GAAP net (loss)/income to adjusted EBITDA, adjusted EBITDA excluding stock-based compensation and adjusted net income, and GAAP (losses)/earnings per diluted share to adjusted earnings per diluted share for the quarters ended March 31, 2013 and 2012 appear in the financial tables in this release.

Integra believes that the presentation of adjusted revenues and the various adjusted EBITDA, adjusted net income, and adjusted earnings per diluted share measures provides important supplemental information to management and investors regarding financial and business trends relating to the Company's financial condition and results of operations. For further information regarding why Integra believes that these non-GAAP financial measures provide useful information to investors, the specific manner in which management uses these measures, and some of the limitations associated with the use of these measures, please refer to the Company's Current Report on Form

8-K regarding this earnings press release filed today with the Securities and Exchange Commission. This Current Report on Form 8-K is available on the SEC's website at www.sec.gov or on our website at <a href="https://www.integralife.com">www.integralife.com</a>.

# INTEGRA LIFESCIENCES HOLDINGS CORPORATION

## CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(UNAUDITED)

	Three Mon Marc	 ed
	 2013	2012
Total revenues	\$ 196,652	\$ 196,185
Costs and expenses:		
Cost of goods sold	80,268	74,675
Research and development	12,716	11,912
Selling, general and administrative	100,161	87,411
Intangible asset amortization	3,551	4,720
Total costs and expenses	 196,696	178,718
Operating (loss)/income	 (44)	17,467
Interest income	63	378
Interest expense	(4,800)	(7,929)
Other income (expense), net	(974)	(323)
(Loss)/Income before income taxes	 (5,755)	9,593
Income tax (benefit)/expense	(1,705)	2,900
Net (loss)/income	\$ (4,050)	\$ 6,693
Diluted net (loss)/income per share	\$ (0.15)	\$ 0.23
Weighted average common shares outstanding for diluted net (loss)/income per share	 27,796	28,488

Segment revenues and growth in total revenues excluding the effects of currency exchange rates are as follows:

(In thousands)

# Three Months Ended March 31,

	2013	2012	Change
U.S. Neurosurgery	\$38,996	\$40,183	(3.0)%
U.S. Instruments	36,948	37,994	(2.8)%
U.S. Extremities	31,361	26,587	18.0%
U.S. Spine & Other	43,548	44,810	(2.8)%
International*	45,799	46,611	(1.7)%
Total Revenue	\$196,652	\$196,185	0.2%
Impact of changes in currency exchange rates	\$239	_	
Total revenues excluding the effects of currency exchange rates	\$196,891	\$196,185	0.4%

<sup>\*</sup>The International segment revenues reflect sales that are actively managed by our International division. This does not constitute all recorded sales outside the U.S., as some Instrument and Private Label product sales in those regions are managed by their respective U.S. divisions.

Items included in GAAP net (loss)/income and location where each item is recorded are as follows:

(In thousands)

# Three Months Ended March 31, 2013

Item	Total Amount	COGS(a)	SG&A(b)	Amort.(c)	Interest Exp(Inc)(d)	Tax(e)
Manufacturing facility remediation costs	\$2,125	\$1,843	\$282	\$—	\$—	\$—
Certain expenses associated with product recalls	1,279	1,279	_	_	_	_
Global ERP implementation charges	6,149	_	6,149	_	_	_
Facility optimization charges	3,408	1,061	2,347	_	_	_
Acquisition-related charges	388	318	70	_	_	_
Convertible debt non-cash interest	1,610	_	_	_	1,610	_
Intangible asset amortization expense	5,204	1,653	_	3,551	_	_
Estimated income tax impact from adjustments and other items	(5,251)	_	_	_	_	(5,251)
Depreciation expense*	5,825					
Stock-based compensation expense	2,072					

<sup>\*</sup>For the period ending March 31, 2013, "Depreciation expense" excludes \$360 already included in "Facility optimization charges" above.

- a) COGS Cost of goods sold
- b) SG&A Selling, general and administrative
- c) Amort. Intangible asset amortizationd) Interest (Inc)Exp Interest (income) expense, net
- e) Tax Income tax expense

Three Months Ended March 31, 2012

(in thousands)

Item	Total Amount	COGS (a)	SG&A (b)	Amort. (c)	Interest Exp(Inc) (d)	Tax (e)
Global ERP implementation charges	\$3,669	\$—	\$3,669	\$—	\$—	\$—
Facility optimization charges	1,636	1,231	405	_	_	_
Certain employee termination charges	501	_	501	_	_	_
Discontinued product lines charges	835	835	_	_	_	_
Acquisition-related charges	702	702	_	_	_	_
Manufacturing facility remediation costs	1,635	1,635	_	_	_	_
Impairment charges	141	141	_	_	_	_
Convertible debt non-cash interest	3,528	_	_	_	3,528	_
Intangible asset amortization expense*	6,400	1,679	_	4,721	_	_
Estimated income tax impact from adjustments and other items	(5,584)	_	_	_	_	(5,584)
Depreciation expense	6,035					
Stock-based compensation expense	2,070					

<sup>\*</sup>For the period ending March 31, 2012, "Intangible asset amortization expense" excludes \$141 already included in "impairment charges" above.

- a) COGS Cost of goods soldb) SG&A Selling, general and administrative
- c) Amort. Intangible asset amortization
- d) Interest (Inc)Exp Interest (income) expense, net
- e) Tax Income tax expense

# INTEGRA LIFESCIENCES HOLDINGS CORPORATION RECONCILIATION OF NON-GAAP ADJUSTMENTS - GAAP NET (LOSS)/INCOME TO ADJUSTED EBITDA AND ADJUSTED EBITDA EXCLUDING STOCK-BASED COMPENSATION (UNAUDITED)

	Three Months Ended March 31,			
	2013			
GAAP net (loss)/income	\$ (4,050)	\$	6,693	
Non-GAAP adjustments:				
Depreciation and intangible asset amortization expense	11,029		12,435	
Other (income) expense, net	974		323	
Interest (income) expense, net	4,737		7,551	
Income tax expense (benefit)	(1,705)		2,900	
Manufacturing facility remediation costs	2,125		1,635	
Global ERP implementation charges	6,149		3,669	
Certain expenses associated with product recalls	1,279		_	
Facility optimization charges	3,408		1,636	
Certain employee termination charges	_		501	
Discontinued product lines charges	_		835	
Acquisition-related charges	388		702	
Impairment charges	 		141	
Total of non-GAAP adjustments	28,384		32,328	
Adjusted EBITDA	\$ 24,334	\$	39,021	
Stock-based compensation	2,072		2,070	
Adjusted EBITDA excluding stock-based compensation	\$ 26,406	\$	41,091	

# INTEGRA LIFESCIENCES HOLDINGS CORPORATION RECONCILIATION OF NON-GAAP ADJUSTMENTS - GAAP NET (LOSS)/INCOME TO MEASURES OF ADJUSTED NET INCOME AND ADJUSTED EARNINGS PER SHARE (UNAUDITED)

	Three Months Ended March 31,			
	 2013		2012	
	(4.0 <b>-</b> 0)			
GAAP net (loss)/income	\$ (4,050)	\$	6,693	
Non-GAAP adjustments:				
Manufacturing facility remediation costs	2,125		1,635	
Global ERP implementation charges	6,149		3,669	
Certain expenses associated with product recalls	1,279		_	
Facility optimization charges	3,408		1,636	
Certain employee termination charges			501	
Discontinued product lines charges	_		835	
Acquisition-related charges	388		702	
Impairment charges	_		141	
Convertible debt non-cash interest	1,610		3,528	
Intangible asset amortization expense	5,204		6,400	
Estimated income tax impact from adjustments and other items	 (5,251)		(5,584)	
Total of non-GAAP adjustments	14,912		13,463	
Adjusted net income	\$ 10,862	\$	20,156	
Adjusted diluted net income per share	\$0.39		\$0.71	
Weighted average common shares outstanding for diluted net loss per share	 27,796		28,488	
Non-GAAP adjustment for dilutive effects of equity awards	 414			
Weighted average common shares outstanding for adjusted diluted net income per share	28,210		28,488	

# CONDENSED BALANCE SHEET DATA (UNAUDITED)

# (In thousands)

	March 31,			December 31,		
		2013	2012			
Cash and cash equivalents	\$	89,691	\$	96,938		
Accounts receivable, net		111,944		114,916		
Inventory, net		179,558		171,806		
Bank line of credit		321,875		321,875		
Convertible securities		199,511		197,672		
Stockholders' equity		509,889		517,775		

# INTEGRA LIFESCIENCES HOLDINGS CORPORATION RECONCILIATION OF NON-GAAP ADJUSTMENTS - GUIDANCE

	rded Year to Date ch 31, 2013	Projected Decembe		
		Low		High
GAAP net (loss)/income	\$ (4,050)	\$ 25,891	\$	34,391
Non-GAAP adjustments:				
Manufacturing facility remediation costs	2,125	6,760		6,760
Global ERP implementation charges	6,149	18,310		18,310
Certain expenses associated with product recalls	1,279	1,279		1,279
Facility optimization charges	3,408	12,860		12,860
Acquisition-related charges	388	1,480		1,480
Convertible debt non-cash interest	1,610	6,430		6,430
Intangible asset amortization expense	5,204	19,355		19,355
Estimated income tax impact from adjustments and other items	(5,251)	(24,765)		(24,765)
Total of non-GAAP adjustments	14,912	41,709		41,709
Adjusted net income	\$ 10,862	\$ 67,600	\$	76,100
GAAP diluted net (loss)/income per share	\$(0.15)	\$0.92		\$1.22
Non-GAAP adjustments detailed above (per share)	\$0.54	\$1.48		\$1.48
Adjusted diluted net income per share	\$0.39	\$2.40		\$2.70
Weighted average common shares outstanding for diluted net (loss)/income per share	27,796	28,200		28,200
Non-GAAP adjustment for dilutive effects of equity awards	 414			
Weighted average common shares outstanding for adjusted diluted net income per share	28,210	28,200		28,200

Items included in GAAP net income guidance and location where each item is expected to be recorded is as follows: (In thousands)

# Projected Year Ended December 31, 2013

Item	Total Amount	COGS	SG&A	Amort.	Interest Exp(Inc)	Tax
Manufacturing facility remediation costs	\$6,760	\$6,380	\$380	\$—	\$—	\$—
Global ERP implementation charges	18,310	_	18,310	_	_	_
Certain expenses associated with product recalls	1,279	1,279	_	_	_	_
Facility optimization charges	12,860	8,510	4,350	_	_	_
Acquisition-related charges	1,480	1,413	70	_	_	_
Convertible debt non-cash interest	6,430	_	_	_	6,430	_
Intangible asset amortization expense	19,355	6,675	_	12,680	_	_
Estimated income tax impact from adjustments and other items	(24,765)	_	_	_	_	(24,765)

Source: Integra LifeSciences Holdings Corporation