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WRIGHT MEDICAL GROUP INC  
Form S-1/A  
February 13, 2002

AS FILED WITH THE SECURITIES AND EXCHANGE COMMISSION ON FEBRUARY 13, 2002

REGISTRATION NO. 333-81618

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SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549  
-----

AMENDMENT NO. 1  
TO  
FORM S-1  
REGISTRATION STATEMENT  
UNDER  
THE SECURITIES ACT OF 1933

-----  
WRIGHT MEDICAL GROUP, INC.

(Exact name of registrant as specified in its charter)

DELAWARE  
(State or other jurisdiction of  
incorporation or organization)

3842  
(Primary Standard Industrial  
Classification Code Number)

13-  
(I.R.S.  
Identifi

5677 AIRLINE ROAD  
ARLINGTON, TENNESSEE 38002  
(901) 867-9971  
(Address, including zip code, and telephone number,  
including area code, of registrant's principal executive offices)

F. BARRY BAYS  
PRESIDENT AND CHIEF EXECUTIVE OFFICER  
WRIGHT MEDICAL GROUP, INC.  
5677 AIRLINE ROAD  
ARLINGTON, TENNESSEE 38002  
(901) 867-9971  
(Name, address, including zip code, and telephone number,  
including area code, of agent for service)

-----  
COPIES TO:

JEFFREY R. POSS, ESQ.  
Willkie Farr & Gallagher  
787 Seventh Avenue

ARNOLD B. PEINADO, II  
Milbank, Tweed, Hadley &  
1 Chase Manhattan

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New York, New York 10019  
(212) 728-8000

New York, New York  
(212) 530-5000

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APPROXIMATE DATE OF COMMENCEMENT OF PROPOSED SALE TO THE PUBLIC: As soon as practicable after this Registration Statement becomes effective.

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If any of the securities being registered on this form are to be offered on a delayed or continuous basis pursuant to Rule 415 under the Securities Act of 1933, as amended, check the following box. / /

If this form is filed to register additional securities for an offering pursuant to Rule 462(b) under the Securities Act, check the following box and list the Securities Act registration number of the earlier effective registration statement for the same offering. / /

If this form is a post-effective amendment filed pursuant to Rule 462(c) under the Securities Act, check the following box and list the Securities Act registration statement number of the earlier effective registration statement for the same offering. / /

If this form is a post-effective amendment filed pursuant to Rule 462(d) under the Securities Act, check the following box and list the Securities Act registration statement number of the earlier effective registration statement for the same offering. / /

If delivery of the prospectus is expected to be made pursuant to Rule 434, please check the following box. / /

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THE REGISTRANT HEREBY AMENDS THIS REGISTRATION STATEMENT ON SUCH DATE OR DATES AS MAY BE NECESSARY TO DELAY ITS EFFECTIVE DATE UNTIL THE REGISTRANT SHALL FILE A FURTHER AMENDMENT WHICH SPECIFICALLY STATES THAT THIS REGISTRATION STATEMENT SHALL THEREAFTER BECOME EFFECTIVE IN ACCORDANCE WITH SECTION 8(a) OF THE SECURITIES ACT OF 1933, AS AMENDED, OR UNTIL THE REGISTRATION STATEMENT SHALL BECOME EFFECTIVE ON SUCH DATE AS THE COMMISSION, ACTING PURSUANT TO SAID SECTION 8(a), MAY DETERMINE.  
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The information contained in this preliminary prospectus is not complete and may be changed. We may not offer or sell these securities until the registration statement filed with the Securities and Exchange Commission is effective. This prospectus is not an offer to sell these securities and it is not soliciting an offer to buy these securities in any jurisdiction where the offer or sale is not permitted.

Subject to Completion, Dated February 13, 2002

PROSPECTUS

6,000,000 SHARES

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[LOGO]  
COMMON STOCK

Wright Medical Group, Inc. is offering 3,000,000 shares of common stock. Selling stockholders are offering an additional 3,000,000 shares. We will not receive any of the proceeds from the sale of shares being sold by the selling stockholders.

Our common stock is listed on the Nasdaq National Market under the symbol "WMGI." The last reported sale price for the common stock on February 12, 2002 was \$16.70 per share.

INVESTING IN OUR COMMON STOCK INVOLVES RISKS. PLEASE READ "RISK FACTORS" BEGINNING ON PAGE 7.

NEITHER THE SECURITIES AND EXCHANGE COMMISSION NOR ANY STATE SECURITIES COMMISSION HAS APPROVED OR DISAPPROVED OF THESE SECURITIES OR DETERMINED IF THIS PROSPECTUS IS TRUTHFUL OR COMPLETE. ANY REPRESENTATION TO THE CONTRARY IS A CRIMINAL OFFENSE.

	Public Offering Price	Underwriting Discount	Proceeds to Wright Medical Group, Inc.	Pr St
Per Share	\$	\$	\$	
Total	\$	\$	\$	

Wright Medical Group, Inc. and one of our stockholders have granted the underwriters a 30-day option to purchase from each of them up to 450,000 additional shares of common stock to cover over-allotments, if any. We will not receive any proceeds from the sale of shares by the selling stockholders.

JPMorgan

Credit Suisse First Boston

U.S. Bancorp Piper Jaffray

Lehman Brothers

Thomas Weisel Partners LLC

, 2002

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You should rely only on the information contained in this prospectus. We have not, and the underwriters have not, authorized any other person to provide you with different information. This prospectus is not an offer to sell, nor is it seeking an offer to buy, the securities in any state where the offer or sale is not permitted. The information in this prospectus is complete and accurate as of the date on the front cover, but the information may have changed since that date.

Prospectus Summary

THIS SUMMARY HIGHLIGHTS INFORMATION CONTAINED ELSEWHERE IN THE PROSPECTUS. THIS SUMMARY DOES NOT CONTAIN ALL OF THE INFORMATION YOU SHOULD CONSIDER BEFORE BUYING SHARES OF OUR COMMON STOCK. YOU SHOULD READ THE ENTIRE PROSPECTUS CAREFULLY.

Wright Medical Group, Inc.

Overview of Our Company

We are a global orthopaedic device company specializing in the design,

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manufacture and marketing of reconstructive joint devices and bio-orthopaedic materials. Reconstructive joint devices are used to replace knee, hip and other joints that have deteriorated through disease or injury. Bio-orthopaedic materials are used to replace damaged or diseased bone and to stimulate natural bone growth. Within these markets, we focus on the higher-growth sectors of advanced knee implants, bone-conserving hip implants, revision replacement implants and extremity implants, as well as on the integration of our bio-orthopaedic products into reconstructive joint procedures and other orthopaedic applications. In 2000, we had net sales of \$157.6 million and a net loss of \$39.5 million. For the nine months ended September 30, 2001, we had net sales of \$126.8 million and a net loss of \$3.7 million. Our Adjusted EBITDA, or earnings before interest, taxes, depreciation, amortization and other non-cash charges, was \$25.2 million for 2000 and \$19.2 million for the nine months ended September 30, 2001.

We have been in business for over fifty years and have built a well-known, respected brand name and strong relationships with orthopaedic surgeons. In December 1999, Warburg, Pincus Equity Partners, L.P. and a group of investors acquired control of our company and led a recapitalization financing that both reduced our debt and provided us with investment capital. Shortly thereafter, a new management team was put in place and we acquired Cremascoli Ortho Group, based in Toulon, France. This acquisition extended our product offerings, enhanced our product development capabilities and expanded our European presence. We believe that by combining Cremascoli's strength in hip reconstruction with Wright's historical expertise in knee reconstruction and bio-orthopaedic materials, we now offer orthopaedic surgeons a broad range of reconstructive joint devices and bio-orthopaedic materials in over 40 countries.

### Orthopaedic Industry

The worldwide orthopaedic industry was estimated to be approximately \$11.0 billion in 2000, and we believe it will grow at approximately 6-8% annually over the next three to four years. The knee and hip reconstruction markets are two of the largest sectors of the orthopaedic market, together accounting for over \$4.0 billion of implant and related product sales in 2000. Some of the key growth drivers of these markets include:

- an elderly population growing at a higher growth rate than that of the general population in industrialized countries;
- an aging "baby boomer" population with high expectations of maintaining their active lifestyles;
- improving technologies in orthopaedic implants and surgical techniques, which have made reconstruction procedures a viable option for younger patients; and
- increasing acceptance of bio-orthopaedic materials for use in reconstructive joint procedures and other orthopaedic applications.

The orthopaedic industry is currently dominated by six multinational companies, each with approximately \$1.0 billion in annual sales. The size of these companies often leads them to concentrate their marketing and research and development efforts on products that they believe will have a relatively high minimum threshold level of sales. As a result, there is an opportunity for a mid-sized orthopaedic company, such as Wright, to focus on smaller, higher-growth sectors of the orthopaedic market. We believe that our global distribution system, which consists of a sales force of approximately 450 people, offers significant opportunities to access markets that may not be addressed by the larger multinationals.

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### Our Products

The ADVANCE-Registered Trademark- Knee System is our principal knee reconstruction product line and is intended to represent the next generation in total knee reconstruction. It offers patients a greater range of motion than traditional knee systems. We believe that our knee reconstruction products are differentiated by their unique design, brand recognition and innovative instrumentation. Our knee reconstruction product line had net sales of \$62.9 million in 2000 and \$50.2 million for the nine months ended September 30, 2001, representing approximately 40% of our total net sales in both periods.

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The PERFECTA-Registered Trademark- Hip System is our principal hip reconstruction product line and has enjoyed over ten years of proven clinical success. One of our most recent product offerings in our hip reconstruction product line is the CONSERVE-Registered Trademark- Hip System, which we believe provides a better solution to many patients by conserving existing bone for future surgical procedures, if necessary. We believe that our hip reconstruction product line is differentiated by a range of offerings that accommodates a continuum of patient care from early intervention bone-conserving procedures to difficult revision replacement implants. Our hip reconstruction product line had net sales of \$47.7 million in 2000 and \$35.7 million for the nine months ended September 30, 2001, representing approximately 30% and 28%, respectively, of our total net sales.

We offer extremity reconstruction products for the hand, wrist, elbow, shoulder, foot and ankle. We believe that we are one of the recognized leaders in finger and toe implants. Our small joint orthopaedic implants have many years of successful clinical history, including our Swanson Hinge Finger, which has been used by surgeons for over 30 years. Our extremity product line had net sales of \$17.3 million in 2000 and \$15.3 million for the nine months ended September 30, 2001, representing approximately 11% and 12%, respectively, of our total net sales.

OSTEOSET-Registered Trademark- bone graft substitute and ALLOMATRIX-TM- injectable putty are our main bio-orthopaedic product offerings. We are the first company to receive U.S. Food and Drug Administration, or FDA, market clearance for use of resorbable synthetic bone graft substitutes in the spine with our OSTEOSET-Registered Trademark- pellets. We are rapidly expanding our product lines in the emerging markets of biological musculoskeletal repair, including synthetic and human tissue-based bone grafting materials. Bio-orthopaedic materials is our fastest growing product line with net sales of \$21.0 million in 2000 and \$19.3 million for the nine months ended September 30, 2001, representing approximately 13% and 15%, respectively, of our total net sales.

### Our Strategy

Our management team has increased our focus and spending on research and development, significantly raised the efficiency of our manufacturing processes and improved our sales force productivity. These efforts in 2000, along with our December 1999 acquisition of Cremascoli, reversed a three year trend of flat or declining sales in our principal product lines and improved operating margins. We believe that there is still significant opportunity to improve our financial performance and continue our growth by:

- targeting high-growth, high-margin market sectors that may be underserved by larger orthopaedic companies;
- offering a comprehensive set of implants and related products in the

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- markets we serve to span the lives of patients;
- focusing our research and development efforts to accelerate delivery of new products and technologies; and
  - leveraging our global infrastructure for increased growth and profitability.

### Financial Overview

Our net sales for 2000 were \$157.6 million, an increase of 44% over net sales of \$109.2 million in 1999. Approximately \$34.2 million of this increase, or 31% of net sales, is attributable to the inclusion of a full year of net sales of Cremascoli. Our growth in net sales for 2000 as compared to 1999, excluding sales from product lines acquired from our purchase of Cremascoli in December 1999, was \$14.2 million, or 13%. We reported net losses of \$39.5 million in 2000 and \$40.4 million in 1999. These amounts include one-time costs associated with our recapitalization and acquisition of Cremascoli. For the nine months ended September 30, 2001, we had net sales of \$126.8 million and a net loss of \$3.7 million. Our Adjusted EBITDA, or earnings before interest, taxes, depreciation, amortization and other non-cash charges, for the nine months ended September 30, 2001 was \$19.2 million, as compared to \$19.6 million for the nine months ended September 30, 2000, and \$25.2 million in 2000 as compared to \$8.6 million in 1999, excluding non-recurring transaction and reorganization costs. Approximately 37% of our net sales for the nine months ended September 30, 2001 and approximately 40% of our 2000 net sales were generated internationally.

### Recent Developments

On February 12, 2002, we announced our results of operations for our fiscal quarter and year ended December 31, 2001. Net sales for the fourth quarter of 2001 totaled \$46.2 million, representing a 16% increase over net sales of \$39.8 million in the fourth quarter of 2000. Excluding the impact of foreign currency, net sales increased 15% during the fourth quarter of 2001. Net income for the fourth quarter of 2001 increased to \$2.2 million, compared to a net loss of \$8.0 million in the same quarter of 2000. Our Adjusted EBITDA for the three months ended December 31, 2001 was \$7.7 million, as compared to \$5.6 million for the three months ended December 31, 2000.

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For the full year 2001, our net sales totaled \$172.9 million, representing a 10% increase over net sales of \$157.6 million in 2000. Excluding the impact of foreign currency and discontinued products, net sales increased 11% during 2001. For the full year 2001, we achieved net income of \$104,000, before the effect of our extraordinary debt retirement charge incurred during the third quarter, compared to a net loss of \$39.5 million for the full year 2000. Our Adjusted EBITDA for the year ended December 31, 2001 was \$26.9 million, as compared to \$25.2 million for the year ended December 31, 2000.

### Corporate Information

We founded our business in 1950. Our principal executive offices are located at 5677 Airline Road, Arlington, Tennessee 38002, and our telephone number is (901) 867-9971. Our website is located at [www.wmt.com](http://www.wmt.com). Our website is not

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intended to be part of this prospectus.

This prospectus contains references to our trademarks ADVANCE-Registered Trademark-, ADVANTIM-Registered Trademark-, ALLOMATRIX-TM-, ANCA FIT-TM-, AXIOM-Registered Trademark-, CONSERVE-Registered Trademark-, EVOLVE-Registered Trademark-, EVOLUTION-Registered Trademark-, GUARDIAN-Registered Trademark-, LINEAGE-TM-, LOCON-T-TM-, MIIG-TM-, OLYMPIA-TM-, ORTHOSPHERE-Registered Trademark-, OSTEOSET-Registered Trademark-, PER-Q-GRAFT-TM-, PERFECTA-Registered Trademark-, PROFEMUR-TM-, REPIPHYSIS-TM- and S.O.S-Registered Trademark-, among others. All other trademarks or trade names referred to in this prospectus are the property of their respective owners.

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#### The Offering

Common stock offered:

BY WRIGHT MEDICAL GROUP, INC.....	3,000,000 shares
BY THE SELLING STOCKHOLDERS.....	3,000,000 shares
COMMON STOCK OUTSTANDING AFTER THE OFFERING.....	31,546,127 shares
USE OF PROCEEDS.....	We intend to use the proceeds from the offering for general corporate purposes, including to fund our working capital, future product development and acquisition of technologies, products and companies. See "Use of Proceeds."
NASDAQ NATIONAL MARKET SYMBOL.....	"WMGI"

Except as otherwise noted, the outstanding share information in this prospectus excludes:

- 3,127,155 shares of our common stock that we may issue upon the exercise of outstanding options as of December 31, 2001 at a weighted average exercise price of \$5.09 per share;
- 1,608,745 shares of our common stock available for future issuance under our 1999 Equity Incentive Plan as of December 31, 2001;
- shares of common stock issued upon exercise of stock options subsequent to December 31, 2001; and
- 709,094 shares of common stock that we may issue upon the exercise of outstanding warrants as of December 31, 2001 at an exercise price of \$4.35 per share.

Except as otherwise noted, all information in this prospectus:

- assumes a public offering price of \$16.70 per share; and

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- assumes no exercise of the underwriters' over-allotment option.

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### Summary Financial Data

The following table provides summary consolidated financial data of Wright Medical Technology, Inc., our predecessor company, and WMG for the periods indicated. You should read the summary consolidated financial data set forth below in conjunction with "Management's Discussion and Analysis of Financial Condition and Results of Operations" and with our consolidated financial statements and related notes appearing elsewhere in this prospectus. The historical and pro forma results presented here are not necessarily indicative of future results.

	PREDECESSOR COMPANY		CONSOLIDATED WRIGHT ME	
	YEAR ENDED DECEMBER 31, 1998	PERIOD FROM JANUARY 1 TO DECEMBER 7, 1999	PERIOD FROM DECEMBER 8 TO DECEMBER 31, 1999	YEAR ENDED DECEMBER 31, 2000
IN THOUSANDS, EXCEPT PER SHARE DATA				
STATEMENT OF OPERATIONS DATA:				
Net sales.....	\$106,972	\$101,194	\$ 7,976	\$ 157,552
Cost of sales(1).....	46,981	44,862	4,997	80,370
Gross profit.....	59,991	56,332	2,979	77,182
Operating expenses:				
Selling, general and administrative.....	55,974	47,547	4,837	82,813
Research and development.....	7,855	5,857	508	8,390
Amortization of intangible assets.....	2,748	2,334	466	5,586
Stock-based expense.....	176	523	--	5,029
Transaction and reorganization...	--	6,525	3,385	--
Acquired in-process research and development costs.....	--	--	11,731	--
Losses of equity method investment.....	1,979	--	--	--
Total operating expenses.....	68,732	62,786	20,927	101,818
Income (loss) from operations....	(8,741)	(6,454)	(17,948)	(24,636)
Interest expense, net.....	14,284	13,196	1,909	12,446
Other expense, net.....	1,044	616	67	870
Loss before income taxes and extraordinary item.....	(24,069)	(20,266)	(19,924)	(37,952)
Provision (benefit) for income taxes.....	102	190	(25)	1,541
Loss before extraordinary item...	(24,171)	(20,456)	(19,899)	(39,493)
Extraordinary loss on early retirement of debt, net of taxes.....	--	--	--	--

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Net loss.....	\$ (24,171)	\$ (20,456)	\$ (19,899)	\$ (39,493)
	=====	=====	=====	=====
Net loss per common share, basic and diluted(2):				
Loss before extraordinary item.....			\$ (27,918.17)	\$ (3,405.71)
Extraordinary charge.....			--	--
			-----	-----
			\$ (27,918.17)	\$ (3,405.71)
			=====	=====
Weighted-average number of common shares outstanding.....			1	17
			=====	=====
Pro forma basic and diluted net loss per common share (unaudited) (3):				
Loss before extraordinary item.....				\$ (2.29)
Extraordinary charge.....				--
				-----
				\$ (2.29)
				=====
Pro forma weighted-average number of common shares outstanding used in pro forma per share calculation, basic and diluted (unaudited) (3).....				17,260
				=====

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In the as adjusted column of the consolidated balance sheet data below, we have adjusted the balance sheet data as of September 30, 2001 to give effect to our receipt of the estimated net proceeds of \$46.8 million from the sale of 3,000,000 shares of common stock we are offering for sale under this prospectus at the assumed public offering price of \$16.70 per share and the application of these proceeds as set forth under the caption "Use of Proceeds."

	AS OF SEPTEMBER 30, 2001 (UNAUDITED)	
	ACTUAL	AS ADJUSTED
IN THOUSANDS	-----	-----
CONSOLIDATED BALANCE SHEET DATA:		
Cash and cash equivalents.....	\$ 2,957	\$ 49,727
Working capital.....	48,802	95,572
Total assets.....	201,382	248,152
Long-term liabilities.....	34,980	34,980
Stockholders' equity.....	\$115,258	\$162,028

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	Predecessor Company		Consolidated Wright M	
	Year Ended December 31, 1998	Period from January 1 to December 7, 1999	Period from December 8 to December 31, 1999	Year Ended December 31, 2000
IN THOUSANDS				
OTHER DATA:				
Cash flows provided by (used in)				
operating activities.....	\$ 4,402	\$ 8,914	\$ (22,701)	\$ 18,151
Cash flows used in investing				
activities.....	(3,179)	(2,179)	(22,410)	(14,109)
Cash flows provided by (used in)				
financing activities.....	(1,110)	(6,105)	51,844	6,028
Adjusted EBITDA(4).....	\$ 2,352	\$ 2,023	\$ (3,327)	\$ 25,198

- (1) In connection with our recapitalization and our acquisition of Cremascoli, we recorded inventory step-ups pursuant to Accounting Principles Board (APB) opinion No. 16. This accounting treatment required a \$31.1 million step-up of inventories above manufacturing costs. The step-up was charged to cost of sales over the following twelve months, reflecting the estimated period over which the inventory was sold. Cost of sales was charged \$2.0 million in the period from December 8 to December 31, 1999, \$29.1 million in the year ended December 31, 2000 of which \$25.1 million was charged in the nine months ended September 30, 2000.
- (2) Net loss applicable to common stockholders includes preferred stock dividends of \$230,000 for the period from December 8 to December 31, 1999, preferred stock dividends of \$4.4 million and \$13.1 million of deemed dividends on the series C preferred stock for the year ended December 31, 2000, preferred stock dividends of \$3.2 million and \$13.1 million of deemed dividends on the series C preferred stock for the nine months ended September 30, 2000, and preferred stock dividends of \$2.5 million for the nine months ended September 30, 2001.
- (3) In calculating the pro forma net loss per share, we have given effect to the conversion of all of our outstanding preferred stock, plus accrued dividends into common stock as if the conversion occurred at the beginning of the respective period.
- (4) Adjusted EBITDA consists of net income (loss) excluding net interest, taxes, depreciation, amortization, stock based expenses, non-cash charges related to acquired inventory, the in-process research and development write-off and the extraordinary loss on early retirement of debt. Adjusted EBITDA is provided because it is a measure of financial performance commonly used as an indicator of a company's historical ability to service debt. We have presented Adjusted EBITDA to enhance your understanding of our operating results. You should not construe it as an alternative to operating income as an indicator of operating performance. It should also not be construed as an alternative to cash flows from operating activities as a measure of liquidity determined in accordance with GAAP. We may calculate Adjusted

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EBITDA differently from other companies. For further information, see our consolidated financial statements and related notes elsewhere in this prospectus.

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### Risk Factors

YOU SHOULD CAREFULLY CONSIDER THE FOLLOWING RISK FACTORS AND ALL OTHER INFORMATION CONTAINED IN THIS PROSPECTUS BEFORE PURCHASING OUR COMMON STOCK. INVESTING IN OUR COMMON STOCK INVOLVES A HIGH DEGREE OF RISK AND YOU MAY LOSE PART OR ALL OF YOUR INVESTMENT IN THESE SHARES. PLEASE READ "SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS."

#### Risks Related To Our Business

OUR FUTURE PROFITABILITY DEPENDS ON THE SUCCESS OF OUR PRINCIPAL PRODUCT LINES

Sales of our knee and hip implant products accounted for approximately 68% of our net sales for the nine months ended September 30, 2001. We expect our sales to continue to be based largely on sales of these principal product lines and specifically our ADVANCE-Registered Trademark- knee system and PERFECTA-Registered Trademark- total hip system. Introduction of competitive products by third parties, adverse rulings by regulatory authorities, product liability lawsuits or other adverse publicity for these principal product lines may significantly and adversely affect our sales of these products and, as a result, would adversely affect our business, financial condition and results of operations.

IF WE FAIL TO COMPETE SUCCESSFULLY IN THE FUTURE AGAINST OUR EXISTING OR POTENTIAL COMPETITORS, OUR SALES AND OPERATING RESULTS MAY BE NEGATIVELY AFFECTED AND WE MAY NOT ACHIEVE FUTURE GROWTH

The markets for our products are highly competitive and dominated by a small number of large companies. We may not be able to meet the prices offered by our competitors, or offer products similar to or more desirable than those offered by our competitors. Many of our competitors in the orthopaedic implant market have:

- greater financial and other resources;
- more widely accepted products;
- greater technical capabilities;
- superior ability to maintain new product flow;
- patent portfolios that may present an obstacle to our conduct of business;
- stronger name recognition; and
- larger distribution networks.

IF WE ARE UNABLE TO CONTINUE TO DEVELOP AND MARKET NEW PRODUCTS AND TECHNOLOGIES, WE MAY EXPERIENCE A DECREASE IN DEMAND FOR OUR PRODUCTS OR OUR PRODUCTS COULD BECOME OBSOLETE, AND OUR BUSINESS WOULD SUFFER

We are continually engaged in product development and improvement programs. We may be unable to compete effectively with our competitors unless we can keep up with existing or new products and technologies in the orthopaedic implant market. Our competitors' new products and technologies may beat our products to market, may be more effective or less expensive than our products or render our

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products obsolete. See "Business-Competition" for more information about our competitors.

IF SURGEONS DO NOT RECOMMEND AND ENDORSE OUR PRODUCTS, OUR SALES MAY DECLINE OR WE MAY BE UNABLE TO INCREASE OUR SALES AND PROFITS

In order for us to sell our products, surgeons must recommend and endorse them. We may not obtain the necessary recommendations or endorsements from surgeons. Acceptance of our products depends on educating the medical community as to the distinctive characteristics, perceived benefits, clinical efficacy and cost-effectiveness of our products compared to products of our competitors, and on training surgeons in the proper application of our products.

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OUR BUSINESS PLAN RELIES ON CERTAIN ASSUMPTIONS ABOUT THE MARKET FOR OUR PRODUCTS, WHICH, IF INCORRECT, MAY ADVERSELY AFFECT OUR PROFITABILITY

We believe that the aging of the general population and increasingly active lifestyles will continue and that these trends will increase the need for our orthopaedic implant products. The projected demand for our products could materially differ from actual demand if our assumptions regarding these trends and acceptance of our products by the medical community prove to be incorrect or do not materialize or if non-surgical treatments gain more widespread acceptance as a viable alternative to orthopaedic implants.

WE ARE SUBJECT TO SUBSTANTIAL GOVERNMENT REGULATION THAT COULD HAVE A MATERIAL ADVERSE EFFECT ON OUR BUSINESS

The production and marketing of our products and our ongoing research and development, preclinical testing and clinical trial activities are subject to extensive regulation and review by numerous governmental authorities both in the U.S. and abroad. In the U.S., most of the medical devices we develop must undergo rigorous preclinical and clinical testing and an extensive regulatory approval process administered by the U.S. Food and Drug Administration, or FDA. In particular, in order for us to market our products for clinical use in the U.S., we must obtain clearance from the FDA through a Section 510(k) Premarket Notification, or 510(k), or a more extensive submission known as a Premarket Approval application, or PMA. Products distributed outside of the U.S. are subject to foreign government regulations, which vary by country. In the European Community, in order for a medical device to be commercially distributed, it must bear a CE conformity marking, indicating that it conforms to the essential requirements of the applicable European medical devices directive. U.S. and foreign regulations govern the testing, marketing and registration of new medical devices, in addition to regulating manufacturing practices, reporting, labeling and record keeping procedures. The regulatory process requires significant time, effort and expenditures to bring our products to market, and we cannot assure you that any of our products will be approved. Our failure to comply with applicable regulatory requirements could result in these government authorities:

- imposing fines and penalties on us;
- preventing us from manufacturing or selling our products;
- bringing civil or criminal charges against us;
- delaying the introduction of our new products into the market;
- recalling or seizing our products; or
- withdrawing or denying approvals or clearances for our products.

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Even if regulatory approval or clearance of a product is granted, this could result in limitations on uses for which the product may be labeled and promoted. Further, for a marketed product, its manufacturer and manufacturing facilities are subject to periodic review and inspection. Later discovery of problems with a product, manufacturer or facility may result in restrictions on the product, manufacturer or facility, including withdrawal of the product from the market or other enforcement actions.

We are currently conducting clinical studies of some of our products under an FDA Investigational Device Exemption, or IDE. Clinical studies must be conducted in compliance with FDA regulations, or the FDA may take enforcement action. The data collected from these clinical investigations will ultimately be used to support market clearance for these products. There is no assurance that the FDA will accept the data from these clinical studies or that it will ultimately allow market clearance for these products.

MODIFICATIONS TO OUR MARKETED DEVICES MAY REQUIRE FDA REGULATORY CLEARANCES OR APPROVALS OR REQUIRE US TO CEASE MARKETING OR RECALL THE MODIFIED DEVICES UNTIL SUCH CLEARANCES OR APPROVALS ARE OBTAINED

When required, the products we market in the U.S. have obtained premarket notification under Section 510(k) or were exempt from the 510(k) clearance process. We have modified some of our products and product labeling since obtaining 510(k) clearance but we do not believe these modifications require us to submit new 510(k) notifications. However, if the FDA disagrees with us and requires us to submit a new 510(k) notification for modifications to our existing products, we may be the subject of enforcement actions by the FDA and be required to stop marketing the products while the FDA reviews the 510(k) notification. If the FDA requires us to go through a lengthier, more rigorous examination than we had expected, our product introductions or modifications could be delayed or canceled, which could cause our sales to decline. In addition, the FDA may determine that future products

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will require the more costly, lengthy and uncertain Premarket Approval, or PMA, process. Products that are approved through a PMA generally need FDA approval before they can be modified. See "Business-Government Regulation."

OUR BIO-ORTHOPAEDICS BUSINESS IS SUBJECT TO EMERGING GOVERNMENT REGULATIONS THAT CAN SIGNIFICANTLY IMPACT OUR BUSINESS

The FDA regulates allograft-based products, processing and materials. The FDA has been working to establish a more comprehensive regulatory framework for allograft-based products, which are principally derived from cadaveric tissue. The framework developed by the FDA establishes criteria for determining whether a particular human tissue-based product will be classified as human tissue, a medical device or biologic drug requiring premarket clearance or approval. All tissue-based products are subject to extensive FDA regulation, including requirements designed to ensure that diseases are not transmitted to tissue recipients. The FDA has also proposed extensive additional regulations that would govern the processing and distribution of all allograft products. Consent to use the donor's tissue must also be obtained. If a tissue-based product is considered tissue, it does not require FDA clearance before being marketed. If it is considered a device or biologic drug, then FDA clearance may be required.

Additionally, our bio-orthopaedics business involves the procurement and transplantation of allograft tissue, which is subject to federal regulation under the National Organ Transplant Act, or NOTA. NOTA is a criminal statute

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that prohibits the sale of human organs for valuable consideration within the meaning of the act, including bone and other tissue. NOTA permits the payment of reasonable expenses associated with the transportation, processing, preservation, quality control and storage of human tissue. We currently charge our customers for these expenses. In the future, if NOTA is amended or reinterpreted we may not be able to charge these expenses to our customers and, as a result, our business could be adversely affected.

### THE FDA HAS CHALLENGED THE REGULATORY STATUS OF OUR ALLOMATRIX-TM- PRODUCTS

On April 11, 2001, the FDA sent us a "warning letter" stating that the FDA believes ALLOMATRIX-TM- Injectable Putty is a medical device that is subject to the premarket notification requirement. We believe that ALLOMATRIX-TM- Injectable Putty and some of our other allograft-based products are human tissue and therefore are not subject to FDA approval as medical devices. We asked the FDA to designate ALLOMATRIX-TM- Injectable Putty as a product regulated solely as a tissue. The FDA has orally advised us that after reviewing our designation request, it has decided to regulate ALLOMATRIX-TM- Injectable Putty as a medical device. Upon official notification of this decision, we will submit a 510(k) premarket notification for the product. We have continued to market ALLOMATRIX-TM- Injectable Putty after receiving the warning letter, and we intend to continue marketing and selling ALLOMATRIX-TM- Injectable Putty. The FDA has not raised any objection to our continued marketing and sale of ALLOMATRIX-TM- Injectable Putty pending submission of the premarket notification. There can be no assurance that the 510(k) premarket notification that we intend to submit will be cleared by the FDA in a timely manner or at all. Also, the FDA may take enforcement action against us, including requiring us to modify or cease distribution of ALLOMATRIX-TM- Injectable Putty, detaining or seizing our inventory of ALLOMATRIX-TM- Injectable Putty, requiring us to recall ALLOMATRIX-TM- Injectable Putty, enjoining future violations and seeking criminal and civil penalties against us and our officers and directors, any of which could adversely affect our financial condition and results of operations. In 2000 and the first nine months of 2001, our ALLOMATRIX-TM- products represented approximately 9% and 11% of our total net sales, respectively.

### OUR BUSINESS COULD SUFFER IF THE MEDICAL COMMUNITY DOES NOT CONTINUE TO ACCEPT ALLOGRAFT TECHNOLOGY

New allograft products, technologies and enhancements may never achieve broad market acceptance due to numerous factors, including:

- lack of clinical acceptance of allograft products and related technologies;
  - the introduction of competitive tissue repair treatment options that render allograft products and technologies too expensive and obsolete;
  - lack of available third-party reimbursement;
  - the inability to train surgeons in the use of allograft products and technologies;
  - the risk of disease transmission; and
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- ethical concerns about the commercial aspects of harvesting cadaveric tissue.

Market acceptance will also depend on the ability to demonstrate that existing and new allografts and technologies are attractive alternatives to existing tissue repair treatment options. To demonstrate this, we rely upon surgeon

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evaluations of the clinical safety, efficacy, ease of use, reliability and cost effectiveness of our tissue repair options and technologies. Recommendations and endorsements by influential surgeons are important to the commercial success of allograft products and technologies. In addition, several countries, notably Japan, prohibit the use of allografts. If allograft products and technologies are not broadly accepted in the marketplace, we may not achieve a competitive position in the market.

WE DEPEND HEAVILY UPON A LIMITED NUMBER OF SOURCES OF DEMINERALIZED BONE MATRIX AND ANY FAILURE TO OBTAIN DBM FROM THESE SOURCES IN A TIMELY MANNER WILL INTERFERE WITH OUR ABILITY TO PROCESS AND DISTRIBUTE ALLOGRAFT PRODUCTS

Two not-for-profit tissue banks supplied us with 100% of the demineralized bone matrix, or DBM, a key component in the allograft products we currently produce, market and distribute, that we obtained in the United States in 2001. We cannot be sure that our supply of DBM will continue to be available at current levels or will be sufficient to meet our needs, or that our suppliers of DBM will be free from FDA regulatory action impacting their sale of DBM. Since there is a small number of suppliers, if we cannot continue to obtain DBM from these sources in volume sufficient to meet our needs, we may not be able to locate replacement sources of DBM on commercially reasonable terms, if at all. This could have the effect of interrupting our business, which could adversely affect our sales.

IF ADEQUATE LEVELS OF REIMBURSEMENT FROM THIRD-PARTY PAYORS FOR OUR PRODUCTS ARE NOT OBTAINED, SURGEONS AND PATIENTS MAY BE RELUCTANT TO USE OUR PRODUCTS AND OUR SALES MAY DECLINE

In the U.S., health care providers that purchase our products generally rely on third-party payors, principally federal Medicare, state Medicaid and private health insurance plans, to pay for all or a portion of the cost of joint reconstructive procedures and products utilized in those procedures. We may be unable to sell our products on a profitable basis if third-party payors deny coverage or reduce their current levels of reimbursement. Our sales depend largely on government health care programs and private health insurers reimbursing patients' medical expenses. Surgeons, hospitals and other health care providers may not purchase our products if they do not receive satisfactory reimbursement from these third-party payors for the cost of the procedures using our products. Payors continue to review their coverage policies carefully for existing and new therapies and can, without notice, deny coverage for treatments that include the use of our products.

In addition, some health care providers in the U.S. have adopted or are considering a managed care system in which the providers contract to provide comprehensive health care for a fixed cost per person. Health care providers may attempt to control costs by authorizing fewer elective surgical procedures, including joint reconstructive surgeries, or by requiring the use of the least expensive implant available.

If adequate levels of reimbursement from third-party payors outside of the United States are not obtained, international sales of our products may decline. Outside of the United States, reimbursement systems vary significantly by country. Many foreign markets have government-managed health care systems that govern reimbursement for new devices and procedures. Canada and some European countries, in particular France, have tightened reimbursement rates. See "Business-Third-Party Reimbursement" for more information regarding reimbursement in the U.S. and abroad.

WE DERIVE A SIGNIFICANT PORTION OF OUR SALES FROM OPERATIONS IN INTERNATIONAL MARKETS THAT ARE SUBJECT TO POLITICAL, ECONOMIC AND SOCIAL INSTABILITY

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We derive a significant portion of our sales from operations in international markets. We operate directly in a total of seven major international markets, namely Japan, Italy, France, the United Kingdom, Belgium, Germany and Canada. We operate through independent distributors in approximately 30 other international markets. Some of these markets are, to some degree, subject to political, social and/or economic instability. Approximately 40% of our net sales in 2000 and 37% of our net sales for the nine months ended September 30, 2001 were derived from our international operations. Our international sales operations expose us and our representatives, agents and distributors to risks inherent in operating in foreign jurisdictions. These risks include:

- the imposition of additional foreign governmental controls or regulations on orthopaedic implants and bio-orthopaedic products;

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- new export license requirements particularly related to our bio-orthopaedic products;

- economic instability, including currency risk between the U.S. dollar and foreign currencies, in our target markets;

- a shortage of high-quality international salespeople and distributors;

- changes in third-party reimbursement policy that may require some of the patients who receive our implant products to directly absorb medical costs;

- changes in tariffs and other trade restrictions, particularly related to the exportation of our bio-orthopaedic products;

- work stoppages or strikes in the health care industry, which have affected our operations in France, Canada, Korea and Finland in the last twelve months;

- a shortage of nurses in some of our target markets, particularly affecting our operations in France; and

- exposure to different legal and political standards due to our operating in over 40 countries.

Accordingly, any material decrease in our foreign sales would negatively impact our profitability. Our international sales are predominately generated in Europe. In Europe, health care regulation and reimbursement for medical devices vary significantly from country to country. This changing environment could adversely affect our ability to sell our products in some European countries.

### FLUCTUATIONS IN FOREIGN CURRENCY EXCHANGE RATES COULD RESULT IN DECLINES IN OUR REPORTED SALES AND EARNINGS

Since our international sales are denominated in local currencies and not in U.S. dollars, our reported sales and earnings are subject to fluctuations in foreign exchange rates. Our international net sales were adversely affected by the impact of currency fluctuations of \$6.3 million in 2000 and \$1.8 million for the nine months ended September 30, 2001. At present, we do not engage in hedging transactions to protect against uncertainty in future exchange rates between particular foreign currencies and U.S. dollars.

### IF WE LOSE ONE OF OUR KEY SUPPLIERS, WE MAY BE UNABLE TO MEET CUSTOMER ORDERS FOR OUR PRODUCTS IN A TIMELY MANNER OR WITHIN OUR BUDGET

We rely on a limited number of suppliers for the components used in our products. We rely on one supplier for the silicone elastomer used in our

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extremity products. We are aware of only two suppliers of silicone elastomer to the medical device industry for permanent implant usage. In addition, some of our new products under development use materials that are available only from limited sources.

Suppliers of raw materials and components may decide for reasons beyond our control to cease supplying raw materials and components to us. FDA regulations may require additional testing of any raw materials or components from new suppliers prior to our use of these materials or components and in the case of a device with a Premarket Approval, we may be required to obtain prior FDA permission, either of which could delay or prevent our access or use of such raw materials or components.

If we are unable to obtain materials we need from our key suppliers and we cannot obtain these materials from other sources, we may be unable to manufacture our products for a period of time or within our manufacturing budget, which could negatively impact our profitability.

IF OUR PATENTS AND OTHER INTELLECTUAL PROPERTY RIGHTS DO NOT ADEQUATELY PROTECT OUR PRODUCTS, WE MAY LOSE MARKET SHARE TO OUR COMPETITORS AND BE UNABLE TO OPERATE OUR BUSINESS PROFITABLY

We rely on patents, trade secrets, copyrights, know-how, trademarks, license agreements and contractual provisions to establish our intellectual property rights and protect our products. These legal means, however, afford only limited protection and may not adequately protect our rights. In addition, we cannot assure you that any of our pending patent applications will issue. The U.S. Patent and Trademark Office, or the PTO, may deny or require significant narrowing of claims in our pending patent applications, and patents issuing from the pending patent applications, if any, may not provide us with significant commercial protection. We could incur substantial costs in proceedings before the PTO. These proceedings could result in adverse decisions as to the priority of our inventions and the narrowing or invalidation of claims in issued patents. In addition, the laws of some of the countries in which our products are or may be sold may not protect our products and intellectual property to the same extent as U.S. laws, or at all. We may be unable to protect our rights in trade secrets and unpatented proprietary technology in these countries.

In addition, we hold licenses from third parties that are necessary to utilize certain technologies used in the design and manufacturing of some of our products. The loss of such licenses would prevent us from manufacturing, marketing and selling these products, which could harm our business.

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We seek to protect our trade secrets, know-how and other unpatented proprietary technology, in part, with confidentiality agreements with our employees, independent distributors and consultants. We cannot assure you, however, that:

- these agreements will not be breached;
- we will have adequate remedies for any breach; or
- trade secrets, know-how and other unpatented proprietary technology will not otherwise become known to or independently developed by our competitors.

IF WE LOSE ANY EXISTING OR FUTURE INTELLECTUAL PROPERTY LAWSUITS, A COURT COULD REQUIRE US TO PAY SIGNIFICANT DAMAGES OR PREVENT US FROM SELLING OUR PRODUCTS

The medical device industry is litigious with respect to patents and other intellectual property rights. Companies in the medical device industry have used intellectual property litigation to gain a competitive advantage. We are

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currently involved in an intellectual property lawsuit with Howmedica Osteonics Corp., a subsidiary of Stryker Corporation, where it is alleged that our ADVANCE-Registered Trademark- Knee product line infringes one of Howmedica's patents. In 2000, approximately 9% of our total net sales were derived from products that are the subject of this litigation. If Howmedica Osteonics Corp. were to succeed in obtaining the relief it claims, the Court could award damages to Howmedica Osteonics Corp., and could impose an injunction against further sales of this product. If a final judgment is rendered against us, we may be forced to raise or borrow funds, as a supplement to any available insurance claim proceeds, to pay the damages award. In a separate matter, a judgment was rendered against us for approximately \$14 million in connection with litigation against a former employee, relating to the former employee's alleged misappropriation of trade secrets. The Tennessee Court of Appeals reversed the trial court's findings, in part, including the \$14 million judgment against us. The Court of Appeals modified the trial court's judgment rendered against us to \$500,000 in damages. Either party could seek permission to appeal the case to the Tennessee Supreme Court. If the Tennessee Supreme Court reverses the Court of Appeal's findings, we may be forced to raise or borrow the money to pay any damages award. See "Business--Legal Proceedings" for more specific information regarding these lawsuits.

In the future, we may become a party to other lawsuits involving patents or other intellectual property. A legal proceeding, regardless of the outcome, could drain our financial resources and divert the time and effort of our management. If we lose one of these proceedings, a court, or a similar foreign governing body, could require us to pay significant damages to third parties, require us to seek licenses from third parties and pay ongoing royalties, require us to redesign our products or prevent us from manufacturing, using or selling our products. In addition to being costly, protracted litigation to defend or prosecute our intellectual property rights could result in our customers or potential customers deferring or limiting their purchase or use of the affected products until resolution of the litigation.

### IF PRODUCT LIABILITY LAWSUITS ARE BROUGHT AGAINST US, OUR BUSINESS MAY BE HARMED

The manufacture and sale of medical devices exposes us to significant risk of product liability claims. In the past, we have had a number of product liability claims relating to our products. In the future, we may be subject to additional product liability claims, some of which may have a negative impact on our business. Our existing product liability insurance coverage may be inadequate to protect us from any liabilities we might incur. If a product liability claim or series of claims is brought against us for uninsured liabilities or in excess of our insurance coverage, our business could suffer. In addition, as a result of a product liability claim, we may have to recall some of our products, which could result in significant costs to us.

### WE MAY BE LIABLE FOR CONTAMINATION OR OTHER HARM CAUSED BY HAZARDOUS MATERIALS THAT WE USE

Our research and development and manufacturing processes involve the use of hazardous materials. We are subject to federal, state and local regulation governing the use, manufacture, handling, storage and disposal of hazardous materials. We cannot completely eliminate the risk of contamination or injury resulting from hazardous materials and we may incur liability as a result of any contamination or injury. In addition, under some environmental laws and regulations, we could also be held responsible for all of the costs relating to any contamination at our past or present facilities and at third-party waste disposal sites. Although we have incurred immaterial costs to date relating to environmental consulting and monitoring fees, we may incur more significant expenses in the future relating to compliance with environmental laws. Such future expenses or liability could have a significant negative impact on our financial condition. See "Business--Environmental."

EFFORTS TO ACQUIRE OTHER COMPANIES OR PRODUCT LINES COULD ADVERSELY AFFECT OUR OPERATIONS AND FINANCIAL RESULTS

We may pursue acquisitions of other companies or product lines. Our ability to grow through acquisitions depends upon our ability to identify, negotiate, complete and integrate suitable acquisitions and to obtain any necessary financing. Even if we complete acquisitions, we may also experience:

- difficulties in integrating any acquired companies, personnel and products into our existing business;
- delays in realizing the benefits of the acquired company or products;
- diversion of our management's time and attention from other business concerns;
- limited or no direct prior experience in new markets or countries we may enter;
- higher costs of integration than we anticipated; or
- difficulties in retaining key employees of the acquired business who are necessary to manage these acquisitions.

In addition, an acquisition could materially impair our operating results by causing us to incur debt or requiring us to amortize acquisition expenses and acquired assets.

OUR QUARTERLY OPERATING RESULTS ARE SUBJECT TO SUBSTANTIAL FLUCTUATIONS AND YOU SHOULD NOT RELY ON THEM AS AN INDICATION OF OUR FUTURE RESULTS

Our quarterly operating results may vary significantly due to a combination of factors, many of which are beyond our control. These factors include:

- demand for products, which historically has been highest in the first and fourth quarters;
- our ability to meet the demand for our products;
- increased competition;
- the number, timing and significance of new products and product introductions and enhancements by us and our competitors;
- our ability to develop, introduce and market new and enhanced versions of our products on a timely basis;
- changes in pricing policies by us and our competitors;
- changes in the treatment practices of our surgeon customers;
- the timing of significant orders and shipments;
- availability of raw materials;
- work stoppages or strikes in the health care industry; and
- general economic factors.

Our acquisition of Cremascoli may make it more difficult for us to evaluate and

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predict our future operating performance. Our historical results of operations as a combined entity are limited and only give effect to the operations of Cremascoli since we acquired it in December 1999. Consequently, our historical results of operations may not give you an accurate indication of how we, together with Cremascoli, will perform in the future.

We believe that quarterly sales and operating results may vary significantly in the future and that period-to-period comparisons of our results of operations are not necessarily meaningful and should not be relied upon as indications of future performance. We cannot assure you that our sales will increase or be sustained in future periods or that we will be profitable in any future period. Any shortfalls in sales or earnings from levels expected by securities or industry analysts could have an immediate and significant adverse effect on the trading price of our common stock in any given period.

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### WE RELY ON OUR INDEPENDENT SALES DISTRIBUTORS AND SALES ASSOCIATES TO MARKET AND SELL OUR PRODUCTS

Our success depends largely upon marketing arrangements with independent sales distributors and sales associates, in particular their sales and service expertise and relationships with the customers in the marketplace. Independent distributors and sales associates may terminate their relationship with us, or devote insufficient sales efforts to our products. We do not control our independent distributors and they may not be successful in implementing our marketing plans. Our failure to attract and retain skilled independent sales distributors and sales associates could have an adverse effect on our operations. Our Australian distributor informed us that it intends to terminate our agreement when it expires in February 2002. We have appointed a new distributor to distribute our products in Australia beginning March 1, 2002. We may experience reduced sales in Australia as a result of the transition from one distributor to another.

### IF A NATURAL OR MAN-MADE DISASTER STRIKES OUR MANUFACTURING FACILITIES, WE WILL BE UNABLE TO MANUFACTURE OUR PRODUCTS FOR A SUBSTANTIAL AMOUNT OF TIME AND OUR SALES WILL DECLINE

We have relied to date principally on our manufacturing facilities in Arlington, Tennessee and Toulon, France. These facilities and the manufacturing equipment we use to produce our products would be difficult to replace and could require substantial lead-time to repair or replace. Our facilities may be affected by natural or man-made disasters. In the event one of our facilities was affected by a disaster, we would be forced to rely on third-party manufacturers or shift production to our other manufacturing facility. Although we believe we possess adequate insurance for damage to our property and the disruption of our business from casualties, such insurance may not be sufficient to cover all of our potential losses and may not continue to be available to us on acceptable terms, or at all.

### WE HAVE A HISTORY OF NET LOSSES AND MAY NOT BE PROFITABLE IN THE FUTURE

We have had a history of net losses and there can be no assurances that we will not continue to report net losses for the foreseeable future, which could cause our stock price to decline and adversely affect our ability to finance our business in the future. We reported net losses of \$24.2 million in 1998, \$40.4 million in 1999, \$39.5 million in 2000 and \$3.7 million for the nine months ended September 30, 2001. Our net loss in 2000 was primarily attributable to interest costs on borrowed money and non-cash expenses associated with the inventory step-ups charged to cost of sales, the amortization of acquired intangibles and stock-based compensation. Our net loss in the first nine months of 2001 was primarily attributable to interest costs on borrowed money and the

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non-cash extraordinary charge related to the write-off of unamortized loan costs associated with our past credit facilities. For additional information, you should read the discussion under "Management's Discussion and Analysis of Financial Condition and Results of Operations--Liquidity and Capital Resources" included elsewhere in this prospectus.

### OUR ABILITY TO USE OUR NET OPERATING LOSS CARRYFORWARDS COULD BE LIMITED

Our ability to use our net operating loss carryforwards is limited. At December 31, 2000, we had net operating loss carryforwards totaling approximately \$62.8 million domestically, and \$15.2 million internationally, available to reduce our future federal income tax liabilities. Our ability to use these net operating loss carryforwards to reduce our future federal income tax liabilities is subject to annual limitations. In addition, any net operating loss carryforwards generated after our December 1999 recapitalization could also be limited if we were to experience another greater-than 50% change in ownership over any three-year period, all as defined and governed by section 382 of the Internal Revenue Code. For purposes of determining if a 50% change in ownership occurs within any three-year period, any public stock offerings during that period (including this offering) are taken into account in accordance with applicable regulations. The limitation of our net operating loss carryforwards accumulated through December 1999 and any future limitation of net operating loss carryforwards generated since then could result in a material adverse effect on our ability to realize these tax benefits and adversely effect our liquidity.

### IF WE CANNOT RETAIN OUR KEY PERSONNEL, WE WILL NOT BE ABLE TO MANAGE AND OPERATE SUCCESSFULLY AND WE MAY NOT BE ABLE TO MEET OUR STRATEGIC OBJECTIVES

Our continued success depends, in part, upon key managerial, scientific, sales and technical personnel, as well as our ability to continue to attract and retain additional highly qualified personnel. We compete for such personnel with other companies, academic institutions, government entities and other organizations. There can be no assurance that we will be successful in retaining our current personnel or in hiring or retaining qualified personnel in the future.

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Many of our existing management personnel have been employed by WMG for two years or less, including our President and Chief Executive Officer, who joined us in January 2000, and our Executive Vice President and Chief Financial Officer, who joined us in December 2000. Our future success depends to a significant extent on the ability of our executive officers and other members of our management team to operate effectively, both individually and as a group. We cannot be certain that we will be able to satisfactorily allocate responsibilities and that the new members of our executive team will succeed in their roles. Loss of key personnel or the inability to hire or retain qualified personnel in the future could have a material adverse effect on our ability to operate successfully.

### Risks Related to this Offering

IF A SIGNIFICANT NUMBER OF SHARES OF OUR COMMON STOCK IS SOLD INTO THE MARKET FOLLOWING THE OFFERING, THE MARKET PRICE OF OUR COMMON STOCK COULD SIGNIFICANTLY DECLINE, EVEN IF OUR BUSINESS IS DOING WELL

Many of our stockholders will have an opportunity to sell their stock following the offering. Also, many of our employees, directors, officers, sales representatives and distributors may exercise their stock options in order to sell the stock underlying their options in the market under a registration statement we have filed with the SEC. Sales of a substantial number of shares of

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our common stock in the public market after the offering could depress the market price of our common stock and impair our ability to raise capital through the sale of additional equity securities. Officers, directors and our principal stockholders owning an aggregate of approximately 18,809,049 shares of our common stock have agreed that they will not, without the prior written consent of the underwriters, directly or indirectly sell any of these restricted shares, or any of the 894,378 shares of our common stock that we may issue upon the exercise of outstanding options or warrants held by our officers, directors and principal stockholders, for 90 days after the date of this prospectus. For a more detailed description, see "Shares Eligible for Future Sale" and "Underwriting."

OUR CERTIFICATE OF INCORPORATION, OUR BYLAWS AND DELAWARE LAW CONTAIN PROVISIONS THAT COULD DISCOURAGE, DELAY OR PREVENT A TAKEOVER OF WMG

Provisions of our certificate of incorporation, bylaws and Delaware law may discourage, delay or prevent a merger with, or acquisition of, WMG that you may consider favorable. See "Management--Board Composition" and "Management--Executive Compensation" and "Description of Capital Stock--Undesignated Preferred Stock", "Description of Capital Stock--Charter and By-Laws Anti-Takeover Provisions" and "Description of Capital Stock--Anti-Takeover Provisions of Delaware Law" for more information on the specific provisions of our certificate of incorporation, our bylaws and Delaware law that could discourage, delay or prevent a change of control of WMG.

OUR STOCK PRICE MAY BE VOLATILE AND YOUR INVESTMENT IN OUR COMMON STOCK COULD SUFFER A DECLINE IN VALUE

While there is currently a public market for our common stock, trading may not continue. You may be unable to resell the common stock you buy at or above the public offering price. We will establish the public offering price through our negotiations with the representatives of the underwriters. You should not view the price they and we establish as any indication of prices that will prevail in the trading market. With the current uncertainty about health care policy, reimbursement and coverage in the United States, there has been significant volatility in the market price and trading volume of securities of medical device and other health care companies unrelated to the performance of these companies. These broad market fluctuations may negatively affect the market price of our common stock. Some specific factors that may have a significant effect on our common stock market price include:

- actual or anticipated fluctuations in our operating results;
- our announcements or our competitors' announcements of technological innovations or new products;
- clinical trial results;
- changes in our growth rates or our competitors' growth rates;
- developments regarding our patents or proprietary rights, or those of our competitors;
- FDA and international actions with respect to the government regulation of medical devices and third-party reimbursement matters;
- public concern as to the safety of our products;

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- changes in health care policy in the United States and internationally;
- conditions in the financial markets in general or changes in general economic conditions;
- our inability to raise additional capital;
- conditions of other medical device companies or the medical device industry generally; and
- changes in stock market analyst recommendations regarding our common stock, other comparable companies or the medical device industry generally.

### OUR EXECUTIVE OFFICERS, DIRECTORS AND SIGNIFICANT STOCKHOLDERS MAY BE ABLE TO INFLUENCE MATTERS REQUIRING STOCKHOLDER APPROVAL

Our executive officers and directors (including stockholders with which directors are affiliated) after the offering will beneficially own approximately 52% of our outstanding voting common stock. Immediately after the offering, Warburg Pincus and its affiliates will own approximately 41% of our voting common stock. Our amended and restated certificate of incorporation contains restrictions that prohibit Warburg Pincus from owning more than 49% of our voting securities. We anticipate that following the closing of the offering, Warburg Pincus will convert all of its shares of non-voting common stock into shares of voting common stock such that Warburg Pincus will own approximately 46% of our outstanding shares of voting common stock. Additionally, following the closing of this offering and the conversion by Warburg Pincus, there will be no shares of our non-voting common stock outstanding. See "Principal and Selling Stockholders." This concentration of ownership may have the effect of delaying, preventing or deterring a change in control of our company, could deprive our stockholders of an opportunity to receive a premium for their common stock as part of a sale or merger of WMG and may negatively affect the market price of our common stock. Upon the completion of the offering, Warburg Pincus will continue to have the right under our stockholders agreement to designate two persons to our board of directors. As a result of this share ownership and minority representation on our board of directors, our current stockholders, in particular Warburg Pincus, will be able to influence all affairs and actions of our company, including matters requiring stockholder approval such as the election of directors and approval of significant corporate transactions. The interests of our executive officers, directors and principal stockholders may differ from the interests of the other stockholders.

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### Special Note Regarding Forward-Looking Statements

This prospectus contains forward-looking statements, principally in the sections entitled "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Business." Generally, you can identify these statements because they use words like "anticipates," "believes," "expects," "future," "intends," "plans," and similar terms. These statements are only our current expectations. Although we do not make forward-looking statements unless we believe we have a reasonable basis for doing so, we cannot guarantee their accuracy, and actual results may differ materially from those we anticipated due to a number of uncertainties, many of which are unforeseen, including, among others, the risks we face as described on the previous pages and elsewhere in this prospectus. You should not place undue reliance on these forward-looking statements, which apply only as of the date of this prospectus.

We believe it is important to communicate our expectations to our investors. There may be events in the future, however, that we are unable to predict accurately or over which we have no control. The risk factors listed on the

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previous pages, as well as any cautionary language in this prospectus, provide examples of risks, uncertainties and events that may cause our actual results to differ materially from the expectations we describe in our forward-looking statements. Before you invest in our common stock, you should be aware that the occurrence of the events described in the previous risk factors and elsewhere in this prospectus could negatively impact our business, operating results, financial condition and stock price.

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### Use of Proceeds

We estimate that the net proceeds from the sale of the 3,000,000 shares of common stock that we are offering under this prospectus at an assumed public offering price of \$16.70 per share will be approximately \$46.8 million after deducting the underwriting discounts and estimated offering expenses. We will not receive any proceeds from the sale of common stock by the selling stockholders.

We plan to use the net proceeds of the offering for general corporate purposes, including to fund working capital, expansion of our current product offerings through research and development and acquisitions of technologies, products and companies. We have no present understandings, commitments or agreements with respect to any acquisitions. We anticipate our spending on research and development to remain consistent as a percentage of net sales with our past levels of spending.

Pending the uses described above, we intend to invest the net proceeds of the offering in short-term, investment-grade, interest-bearing securities. See "Management's Discussion and Analysis of Financial Condition and Results of Operations--Liquidity and Capital Resources" for additional information regarding our sources and uses of capital.

### Price Range of Common Stock

Our common stock began trading on the Nasdaq National Market System on July 13, 2001 under the symbol "WMGI". Before that date, no public market for our common stock existed. The following table sets forth, for the periods indicated, the high and low closing sales prices per share of our common stock as reported on the Nasdaq National Market.

	----- HIGH -----	LOW -----
FISCAL YEAR 2001		
Third Quarter (since July 13, 2001).....	\$18.50	\$14.65
Fourth Quarter.....	\$18.05	\$14.00
FISCAL YEAR 2002		
First Quarter (through February 12, 2002).....	\$18.25	\$16.00

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On February 12, 2002, the last reported sales price of our common stock on the Nasdaq National Market was \$16.70 per share. As of January 25, 2002, there were 66 stockholders of record and an estimated 3,400 beneficial stockholders.

### Dividend Policy

We have never declared or paid cash dividends on our common stock. We currently intend to retain all future earnings for the operation and expansion of our business. We do not anticipate declaring or paying cash dividends on our common stock in the foreseeable future. Any payment of cash dividends on our common stock will be at the discretion of our board of directors and will depend upon our results of operations, earnings, capital requirements, contractual restrictions and other factors deemed relevant by our board. In addition, our current credit facility prohibits us from paying any cash dividends without our lenders' consent.

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### Capitalization

The following table sets forth our consolidated cash and cash equivalents and capitalization as of September 30, 2001.

In the as adjusted column, we have made adjustments to give effect to our receipt of the estimated net proceeds of \$46.8 million from the sale of 3,000,000 shares of common stock we are offering for sale under this prospectus at an assumed public offering price of \$16.70 per share, and the application of these proceeds as set forth under the caption "Use of Proceeds."

You should read this table in conjunction with our consolidated financial statements and their notes contained elsewhere in this prospectus. See "Management's Discussion and Analysis of Financial Condition and Results of Operations," "Use of Proceeds," "Description of Capital Stock" and the notes to our consolidated financial statements included elsewhere in this prospectus for additional information.

The outstanding share information in the table below is based on the number of shares outstanding as of September 30, 2001. The table below excludes:

- 3,244,606 shares of our common stock that we may issue upon the exercise of outstanding options at a weighted average exercise price of \$4.92 per share;
- 1,522,451 shares of our common stock available for future issuances under our 1999 Equity Incentive Plan; and
- 727,276 shares of common stock that we may issue upon the exercise of outstanding warrants at an exercise price of \$4.35 per share.

	----- As of September 30, 2001 (unaudited) -----	
	Actual	As Adjusted
	-----	-----
IN THOUSANDS, EXCEPT SHARE DATA		

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Cash and cash equivalents.....	\$ 2,957	\$ 49,727
	=====	=====
Notes payable and capitalized lease obligations, including current portion.....	\$ 23,530	\$ 23,530
Stockholders' equity:		
Preferred stock, \$.01 par value, 5,000,000 shares authorized; no shares issued and outstanding actual; no shares issued and outstanding as adjusted.....	--	--
Common stock, voting, \$.01 par value, 70,000,000 shares authorized; 23,009,647 shares issued and outstanding actual; 26,009,647 shares issued and outstanding as adjusted.....	230	260
Common stock, non-voting, \$.01 par value, 30,000,000 shares authorized, 5,288,595 shares issued and outstanding actual and as adjusted.....	53	53
Additional paid-in capital.....	206,210	252,950
Deferred compensation.....	(5,171)	(5,171)
Accumulated other comprehensive loss.....	(1,741)	(1,741)
Accumulated deficit.....	(84,323)	(84,323)
	-----	-----
Total stockholders' equity.....	115,258	162,028
	-----	
Total capitalization.....	\$138,788	\$185,558
	=====	=====

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Selected Financial Data

The following table sets forth certain selected consolidated financial data of Wright Medical Group, Inc. and Wright Medical Technology, Inc., our predecessor company, for the periods indicated. We derived our selected consolidated financial data as of December 31, 2000, 1999, 1997 and 1996 and for the year ended December 31, 2000, the period from January 1, 1999 to December 7, 1999, the period from December 8, 1999 to December 31, 1999 and for the years ended December 31, 1997 and 1996 from our consolidated financial statements audited by Arthur Andersen LLP. We derived our selected consolidated financial data as of December 31, 1998 and for the year then ended from our consolidated financial statements audited by BDO Seidman, LLP. The audited consolidated financial statements as of December 31, 2000 and 1999 and for the year ended December 31, 2000, for the period January 1, 1999 to December 7, 1999, for the period December 8, 1999 through December 31, 1999 and for the year ended December 31, 1998 are included elsewhere in this prospectus. The audited consolidated financial statements as of December 31, 1998, 1997 and 1996 and for each of the two years ended December 31, 1997 and 1996 are not included in this prospectus. The selected consolidated financial data for the nine months ended September 30, 2000 and 2001 has been derived from our unaudited consolidated financial statements which, in the opinion of management, include all adjustments, consisting solely of normal recurring adjustments, necessary for a fair presentation of the consolidated financial information shown on these statements. The results for the nine months ended September 30, 2001 are not necessarily indicative of the results to be expected for the full year or any future period.

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Predecessor Company  
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	Year Ended December 31,			Period from
	1996	1997	1998	January 1 to December 7, 1999
IN THOUSANDS, EXCEPT PER SHARE DATA				
STATEMENT OF OPERATIONS DATA:				
Net sales.....	\$121,868	\$122,397	\$106,972	\$101,194
Cost of sales(1).....	44,433	46,687	46,981	44,862
Gross profit.....	77,435	75,710	59,991	56,332
Operating expenses:				
Selling, general and administrative.....	63,528	67,753	55,974	47,547
Research and development.....	13,196	11,609	7,855	5,857
Amortization of intangible assets....	3,266	3,364	2,748	2,334
Stock-based expense.....	--	--	176	523
Transaction and reorganization.....	--	--	--	6,525
Acquired in-process research and development costs.....	--	--	--	--
Losses of equity method investment...	500	1,217	1,979	--
Total operating expenses.....	80,490	83,943	68,732	62,786
Income (loss) from operations.....	(3,055)	(8,233)	(8,741)	(6,454)
Interest expense, net.....	11,947	13,062	14,284	13,196
Other expense, net.....	(413)	1,277	1,044	616
Loss before income taxes and extraordinary item.....	(14,589)	(22,572)	(24,069)	(20,266)
Provision (benefit) for income taxes...	--	--	102	190
Loss before extraordinary item.....	--	--	(24,171)	(20,456)
Extraordinary loss on early retirement of debt, net of taxes.....	--	--	--	--
Net loss.....	\$ (14,589)	\$ (22,572)	\$ (24,171)	\$ (20,456)
Net loss per common share, basic and diluted(2):				
Loss before extraordinary item.....				
Extraordinary charge.....				
Weighted-average number of common shares outstanding.....				
Pro forma basic and diluted net loss per common share (unaudited) (3):				
Loss before extraordinary item...				
Extraordinary charge.....				
Pro forma weighted-average number of common shares outstanding, basic and diluted (unaudited) (3).....				

Consolidated Wright Medical Group, Inc.

Period from December 8 to December 31,	Year Ended December 31,	Nine Months End September 3
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	1999	2000	2000 (unaudited)	2000 (unaudited)
IN THOUSANDS, EXCEPT PER SHARE DATA				
<b>STATEMENT OF OPERATIONS DATA:</b>				
Net sales.....	\$ 7,976	\$ 157,552	\$ 117,714	\$126,764
Cost of sales(1).....	4,997	80,370	63,562	37,967
	-----	-----	-----	-----
Gross profit.....	2,979	77,182	54,152	88,797
Operating expenses:				
Selling, general and administrative.....	4,837	82,813	61,063	69,784
Research and development.....	508	8,390	6,074	6,842
Amortization of intangible assets....	466	5,586	4,190	4,024
Stock-based expense.....	--	5,029	2,914	1,587
Transaction and reorganization.....	3,385	--	--	--
Acquired in-process research and development costs.....	11,731	--	--	--
Losses of equity method investment...	--	--	--	--
	-----	-----	-----	-----
Total operating expenses.....	20,927	101,818	74,241	82,237
	-----	-----	-----	-----
Income (loss) from operations.....	(17,948)	(24,636)	(20,089)	6,560
Interest expense, net.....	1,909	12,446	9,223	7,365
Other expense, net.....	67	870	1,191	178
	-----	-----	-----	-----
Loss before income taxes and extraordinary item.....	(19,924)	(37,952)	(30,503)	(983)
Provision (benefit) for income taxes...	(25)	1,541	1,030	1,089
	-----	-----	-----	-----
Loss before extraordinary item.....	(19,899)	(39,493)	(31,533)	(2,072)
Extraordinary loss on early retirement of debt, net of taxes.....	--	--	--	(1,611)
	-----	-----	-----	-----
Net loss.....	\$ (19,899)	\$ (39,493)	\$ (31,533)	\$ (3,683)
	=====	=====	=====	=====
Net loss per common share, basic and diluted(2):				
Loss before extraordinary item.....	\$ (27,918.17)	\$ (3,405.71)	\$ (7,516.63)	\$ (0.57)
Extraordinary charge.....	--	--	--	(0.20)
	-----	-----	-----	-----
	\$ (27,918.17)	\$ (3,405.71)	\$ (7,516.63)	\$ (0.77)
	=====	=====	=====	=====
Weighted-average number of common shares outstanding.....	1	17	6	8,037
	=====	=====	=====	=====
Pro forma basic and diluted net loss per common share (unaudited)(3):				
Loss before extraordinary item...		\$ (2.29)		\$ (.09)
Extraordinary charge.....		--		(.07)
		-----		-----
		\$ (2.29)		\$ (.17)
		=====		=====
Pro forma weighted-average number of common shares outstanding, basic and diluted (unaudited)(3).....		17,260		21,873
		=====		=====

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IN THOUSANDS	Predecessor Company			Consolidate
	As of December 31,			As of Decemb
	1996	1997	1998	1999
<b>CONSOLIDATED BALANCE SHEET DATA:</b>				
Cash and cash equivalents.....	\$ 910	\$ 466	\$ 579	\$ 6,733
Working capital.....	50,472	40,366	27,409	83,840
Total assets.....	166,326	153,083	129,897	238,312
Long-term liabilities.....	106,834	108,361	113,432	137,368
Redeemable preferred stock.....	84,954	99,953	106,470	70,867
Stockholders' equity (deficit).....	\$(58,506)	\$(97,010)	\$(132,045)	\$(22,834)

IN THOUSANDS	Predecessor Company			Period from January 1 to December 7, 1999
	1996	1997	1998	
	<b>OTHER DATA:</b>			
Cash flows provided by (used in) operating activities.....	\$ (565)	\$ (1,539)	\$ 4,402	\$ 8,914
Cash flows used in investing activities.....	(4,662)	(5,528)	(3,179)	(2,179)
Cash flows provided by (used in) financing activities.....	5,011	6,623	(1,110)	(6,105)
Adjusted EBITDA(4).....	11,896	6,780	2,352	2,023
Depreciation.....	11,272	12,926	9,213	6,236
Amortization of intangible assets.....	3,266	3,364	2,748	2,334
Capital expenditures.....	\$ 3,778	\$ 6,015	\$ 3,147	\$ 2,179

IN THOUSANDS	Consolidated Wright Medical Group, Inc.			
	Period from December 8 to December 31, 1999	Year Ended December 31, 2000	Nine Months Ended September 30,	
			2000 (unaudited)	2001 (unaudited)
<b>OTHER DATA:</b>				
Cash flows provided by (used in) operating activities.....	\$ (22,701)	\$ 18,151	\$ 9,490	\$ (1,481)
Cash flows used in investing activities.....	(22,410)	(14,109)	(10,235)	(13,012)

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Cash flows provided by (used in)				
financing activities.....	51,844	6,028	6,530	1,204
Adjusted EBITDA(4).....	(3,327)	25,198	19,609	19,221
Depreciation.....	489	11,008	8,708	7,228
Amortization of intangible assets.....	466	5,586	4,190	4,024
Capital expenditures.....	\$ 11	\$ 14,109	\$ 10,235	\$ 13,235

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- (1) In connection with our recapitalization and our acquisition of Cremascoli, we recorded inventory step-ups pursuant to APB No. 16. This accounting treatment required a \$31.1 million step-up of inventories above manufacturing costs. The step-up was charged to cost of sales over the following twelve months, reflecting the estimated period over which the inventory was sold. Cost of sales was charged \$2.0 million in the period from December 8 to December 31, 1999, \$29.1 million in the year ended December 31, 2000 of which \$25.1 million was charged in the nine months ended September 30, 2000.
- (2) Net loss applicable to common stockholders includes preferred stock dividends of \$230,000 for the period from December 8, to December 31, 1999, preferred stock dividends of \$4.4 million and \$13.1 million of deemed dividends on the series C preferred stock for the year ended December 31, 2000, preferred stock dividends of \$3.2 million and \$13.1 million of deemed dividends on the series C preferred stock for the nine months ended September 30, 2000, and preferred stock dividends of \$2.5 million for the nine months ended September 30, 2001.
- (3) In calculating the pro forma net loss per share, we have given effect to the conversion of all of our outstanding preferred stock, plus accrued dividends into common stock as if the conversion occurred at the beginning of the respective period.
- (4) Adjusted EBITDA consists of net income (loss) excluding net interest, taxes, depreciation, amortization, stock based expenses, non-cash charges related to acquired inventory, the in-process research and development write-off and the extraordinary loss on early retirement of debt. Adjusted EBITDA is provided because it is a measure of financial performance commonly used as an indicator of a company's historical ability to service debt. We have presented Adjusted EBITDA to enhance your understanding of our operating results. You should not construe it as an alternative to operating income as an indicator of operating performance. It should also not be construed as an alternative to cash flows from operating activities as a measure of liquidity determined in accordance with GAAP. We may calculate Adjusted EBITDA differently from other companies. For further information, see our consolidated financial statements and related notes elsewhere in this prospectus.

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

THE FOLLOWING DISCUSSION AND ANALYSIS OF OUR FINANCIAL CONDITION AND RESULTS OF OPERATIONS SHOULD BE READ IN CONJUNCTION WITH THE "SELECTED FINANCIAL DATA" AND OUR CONSOLIDATED FINANCIAL STATEMENTS AND RELATED NOTES APPEARING ELSEWHERE IN THIS PROSPECTUS. THIS DISCUSSION AND ANALYSIS CONTAINS FORWARD-LOOKING STATEMENTS BASED ON OUR CURRENT EXPECTATIONS, ASSUMPTIONS, ESTIMATES AND

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PROJECTIONS. THESE FORWARD-LOOKING STATEMENTS INVOLVE RISKS AND UNCERTAINTIES. OUR ACTUAL RESULTS COULD DIFFER MATERIALLY FROM THOSE INDICATED IN THESE FORWARD-LOOKING STATEMENTS AS A RESULT OF CERTAIN FACTORS, AS MORE FULLY DESCRIBED UNDER THE HEADING "RISK FACTORS" AND ELSEWHERE IN THIS PROSPECTUS.

### Overview

We are a global orthopaedic device company specializing in the design, manufacture and marketing of reconstructive joint devices and bio-orthopaedic materials. Reconstructive joint devices are used to replace knee, hip and other joints that have deteriorated through disease or injury. Bio-orthopaedic materials are used to replace damaged or diseased bone and to stimulate bone growth. We have been in business for over fifty years and have built a well-known and respected brand name and strong relationships with orthopaedic surgeons.

Our corporate headquarters and U.S. operations are located in Arlington, Tennessee, where we conduct our domestic manufacturing, warehousing, research and administrative activities. Outside the U.S., we operate manufacturing and administrative facilities in Toulon, France, research, distribution and administrative facilities in Milan, Italy and sales and distribution offices in Canada, Japan and across Europe. Our global distribution system consists of a sales force of approximately 450 persons that market our products to orthopaedic surgeons and hospitals. We have approximately 200 exclusive independent distributors and sales associates in the U.S. and approximately 250 distributors and sales associates internationally. In addition, we sell our products to stocking distributors in certain international markets, who resell the products to third-party customers.

In December 1999, an investment group led by Warburg Pincus acquired majority ownership of our predecessor company, Wright Medical Technology, Inc., in a transaction that recapitalized our business. Our recapitalization was accounted for using the purchase method of accounting and generated intangible assets totaling \$34.6 million, of which \$10.0 million was allocated to goodwill. In addition, we recorded a \$24.0 million inventory step-up in accordance with APB No. 16. The step-up was subsequently charged to cost of sales over the twelve-month period during which these inventories were estimated to be sold, totaling \$2.0 million during the period from December 8 to December 31, 1999 and \$22.0 million during 2000. Also in connection with our recapitalization in 1999, we recorded a one-time write-off of purchased in-process research and development costs totaling \$11.7 million.

In December 1999, immediately following our recapitalization, we acquired Cremascoli Ortho Group, an orthopaedic device company based in Toulon, France. As a result of this acquisition, we enhanced our product development capabilities, expanded our presence in Europe and extended our product offerings.

The acquisition, which was accounted for using the purchase method of accounting, generated intangible assets totaling \$24.9 million, of which \$8.2 million was allocated to goodwill. In addition, we recorded an inventory step-up totaling \$7.1 million. The step-up was subsequently charged to cost of sales over the nine-month period from January 1, 2000 to September 30, 2000, during which these inventories were estimated to be sold. No in-process research and development was identified related to this acquisition. The acquisition of Cremascoli accounted for approximately \$34.2 million of the increase in our total net sales for the year 2000 as compared to 1999.

Net sales in our international markets totaled \$29.4 million, or approximately 27% of our total net sales in 1998, \$29.6 million, or approximately 27% of our total net sales in 1999, \$62.6 million, or approximately 40% of our total net

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sales in 2000 and \$46.8 million, or approximately 37% of our total net sales in the first nine months of 2001. No single foreign country accounted for more than 10% of our total net sales during 1999 or 2000; however, Italy and France together represented approximately 17% of our total net sales in 2000 and 16% in the first nine months of 2001.

In August 2001, we began selling our products in Japan through our newly formed wholly-owned Japanese subsidiary. In Japan, we have transitioned from a distributor-based sales network to a direct sales initiative. We view this direct sales initiative as a positive event in the long-term growth of our international business.

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During the mid- and late-1990s, we experienced operating difficulties resulting from several successive years of flat or declining net sales, an expense infrastructure that reduced our profit generating capability and debt service and repayment requirements that became difficult to meet. Following our December 1999 recapitalization, a new management team was put in place. This management team implemented a turnaround strategy that increased our focus and spending on research and development, significantly raised the efficiency of our manufacturing processes and improved our sales force productivity. Since then, we have experienced growth in net sales across our primary product lines, improved our operating efficiencies and renewed our ability to meet our debt service and repayment obligations.

### Net Sales and Expense Components

#### NET SALES

We derive our net sales primarily from the sale of reconstructive joint devices and bio-orthopaedic materials. Our reconstructive joint device net sales are derived from three primary product lines: knees, hips and extremities. Of our total net sales in 2000, our knee product lines represented approximately 40%, our hip product lines represented approximately 30% and our extremities product lines represented approximately 11%. Sales of our bio-orthopaedic materials represented approximately 13% of our total net sales in 2000. In the first nine months of 2001, our knee, hip, extremity and bio-orthopaedic product lines represented approximately 40%, 28%, 12% and 15%, respectively, of our total net sales.

Other product sales totaled approximately 6% of our total net sales in 2000 and 5% in the first nine months of 2001, consisting of various orthopaedic products not considered to be part of our knee, hip, extremity or bio-orthopaedic product lines that we manufactured directly or distributed for others. A substantial majority of our other product sales consisted of products added as a result of our acquisition of Cremascoli. We anticipate that other product sales will decline in the future, both in amount and as a percentage of total net sales, as we continue to focus our resources on our reconstructive joint device and bio-orthopaedic product lines.

Net sales consist of product sales less provisions for sales returns, which are established at the time of the sale. We recognize revenue upon shipment of a product to customers or, for inventory held on consignment, when evidence of customer acceptance is obtained. In limited circumstances, we have agreed to repurchase inventory from certain international stocking distributors if this inventory is not acquired by a third-party customer. In these instances, revenue recognition is deferred until evidence is obtained that the inventory has been sold to a third-party customer.

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Our total net sales were \$107.0 million in 1998, \$109.2 million in 1999, \$157.6 million in 2000 and \$126.8 million for the nine months ended September 30, 2001. The following table sets forth our net sales by product line for 1998, 1999, 2000 and for the nine months ended September 30, 2000 and 2001, respectively:

CONSOLIDATED WRIGHT MEDICAL G				
PREDECESSOR COMPANY				
	YEAR ENDED DECEMBER 31, 1998	PERIOD FROM JANUARY 1 TO DECEMBER 7, 1999	PERIOD FROM DECEMBER 8 TO DECEMBER 31, 1999	YEAR ENDED DECEMBER 31, 2000
IN THOUSANDS:				
Knee products.....	\$56,116	\$52,753	\$ 3,448	\$62,889
Hip products.....	28,330	23,596	1,912	47,690
Extremity products.....	13,675	13,774	836	17,271
Bio-orthopaedic materials.....	4,869	7,367	896	20,996
Other.....	3,982	3,704	884	8,706
Total net sales.....	\$106,972	\$101,194	\$7,976	\$157,552
AS A PERCENTAGE OF				
TOTAL NET SALES:				
Knee products.....	52.5%	52.1%	43.2%	39.9%
Hip products.....	26.5%	23.3%	24.0%	30.3%
Extremity products.....	12.8%	13.6%	10.5%	11.0%
Bio-orthopaedic materials.....	4.6%	7.3%	11.2%	13.3%
Other.....	3.6%	3.7%	11.1%	5.5%
Total net sales.....	100.0%	100.0%	100.0%	100.0%

### EXPENSES

**COST OF SALES.** Cost of sales consists primarily of direct labor, allocated manufacturing overhead, raw materials and components, royalty expenses associated with licensing technologies used in our products or processes and certain other period expenses. Cost of sales and corresponding gross profit percentages can be expected to fluctuate in future periods depending upon changes in our product sales mix and prices, distribution channels and geographies, manufacturing yields, period expenses and levels of production volume.

Our costs of sales for the period from December 8 to December 31, 1999 and the year ended December 31, 2000 are not comparable to those of prior periods because (a) under U.S. generally accepted accounting principles, we were

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required to step-up our inventories in connection with our recapitalization and the acquisition of Cremascoli, in the amount of \$31.1 million and (b) we changed our method of accounting for surgical instruments effective December 8, 1999, which discontinued the practice of charging related expenses to cost of sales. The following table sets forth our cost of sales expressed as a percentage of sales for 1998, 1999, 2000 and for the nine month periods ended September 30, 2000 and 2001, respectively, adjusted to exclude the cost of sales associated with our inventory step-ups and the costs associated with surgical instruments historically carried in inventories:

	PREDECESSOR COMPANY		CONSOLIDATED WRIGHT MEDICAL GROUP		
	YEAR ENDED DECEMBER 31, 1998	PERIOD FROM JANUARY 1 TO DECEMBER 7, 1999	PERIOD FROM DECEMBER 8 TO DECEMBER 31, 1999	YEAR ENDED DECEMBER 31, 2000	
Cost of sales.....	43.9%	44.3%	62.7%	51.0%	54
Effect of acquisition costs assigned to inventory.....	--	--	(25.1)%	(18.5)%	(21
Surgical instrument expenses included in cost of sales prior to change in method of accounting.....	(4.1)%	(2.9)%	--	--	
Adjusted cost of sales.....	39.8%	41.4%	37.6%	32.5%	32

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SELLING, GENERAL AND ADMINISTRATIVE. Selling, general and administrative expense consists primarily of salaries, sales commissions, royalty expenses associated with our key surgeons, marketing costs, facility costs, other general business and administrative expenses and, beginning on December 8, 1999, depreciation expense associated with surgical instruments that we loan to surgeons to use when implanting our products. These surgical instruments are depreciated over their useful life of 1 to 6 years. We expect that our selling, general and administrative expenses will increase in absolute dollars in future periods to the extent that any further growth in net sales drives commissions and royalties, and as we continue to add infrastructure to support our expected business growth and public company requirements.

RESEARCH AND DEVELOPMENT. Research and development expense includes costs associated with the design, development, testing, deployment, enhancement and regulatory approval of our products. We anticipate that our research and development expenditures will increase in absolute dollars in future periods as we continue to increase our investment in product development initiatives; however, we expect these expenses to be relatively consistent as a historical percentage of net sales.

AMORTIZATION OF INTANGIBLES. Amortization of intangible assets is primarily related to our recapitalization and our acquisition of Cremascoli. Intangible

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assets consist of goodwill and purchased intangibles principally related to completed technology, workforce, distribution channels and trademarks. Goodwill is amortized on a straight-line basis over 20 years, and purchased intangibles are amortized over periods ranging from three months to 15 years.

At December 31, 2000 and September 30, 2001, we had net intangible assets totaling \$54.7 million and \$50.0 million, respectively. We expect to amortize approximately \$5.4 million in 2001. This amortization gives effect to the settlement of \$3.1 million of Cremascoli acquisition consideration remaining in escrow as of September 30, 2001. This matter was in arbitration and was settled in October 2001. Accordingly, we recorded additional goodwill of approximately \$1.1 million for the portion of the escrow released to the sellers.

**STOCK-BASED EXPENSE.** Stock-based expense includes the amortization of non-cash deferred compensation recorded in connection with the issuance of stock options, stock-based incentives and the sale of equity securities when the estimated fair market value of the securities is deemed for financial reporting purposes to exceed their respective exercise or sales price. Additionally, for stock-based incentives granted to consultants, we defer and amortize the fair value of such grants as calculated pursuant to Statement of Financial Accounting Standards (SFAS) No. 123. We amortize deferred compensation on a straight-line basis over the respective vesting periods of the stock-based incentives, which is generally four years, and we immediately expense all stock-based compensation associated with the issuance of equity where no vesting restrictions apply.

We issued stock options and stock-based incentives and sold equity securities generating approximately \$7.9 million of stock-based compensation for the year ended December 31, 2000 and we recognized \$5.0 million of this amount during 2000 as compensation expense. In the first nine months of 2001, we incurred approximately \$3.6 million of additional deferred compensation related to option grants, and we recognized stock-based compensation expense totaling \$1.6 million. Based on the stock-based compensation we incurred through September 30, 2001, we expect that \$2.0 million in 2001, \$1.7 million in 2002, \$1.7 million in 2003, \$1.5 million in 2004 and \$200,000 in 2005 will be recognized as non-cash stock-based expense.

**INTEREST EXPENSE, NET.** Interest expense consists primarily of interest associated with borrowings outstanding under our senior credit facilities and our subordinated notes, offset partially by interest income on invested cash balances. Interest expense includes \$457,000 and \$339,000 for the first nine months of 2001 and 2000, respectively, of non-cash expense associated with the amortization of deferred financing costs resulting from the origination of our senior credit facilities. In July 2001, we repaid amounts outstanding under our Euro-denominated senior credit facility, and in August 2001, we renegotiated the terms of our dollar-denominated senior credit facility. Accordingly, we estimate the amortization of deferred financing costs to be approximately \$255,000 annually over the remaining term of our new senior credit facility.

We used the net proceeds from our initial public offering completed on July 18, 2001 to repay our senior subordinated notes and reduce our outstanding bank borrowings. As a result, we expect that net interest expense will decrease in periods following our initial public offering as compared to prior periods. Based on interest rates in effect at September 30, 2001, we expect that our repayment of debt in connection with our initial public offering will reduce our net interest expense by approximately \$7.8 million annually.

**OTHER (INCOME)/EXPENSE, NET.** Other (income)/expense consists primarily of net gains and losses resulting from foreign currency fluctuations. We expect other expense and income to fluctuate in future periods depending upon our relative exposures to foreign currency risk and ultimate fluctuations in exchange rates.

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PROVISION/(BENEFIT) FOR INCOME TAXES. Our payment of income taxes has generally been limited to earnings generated by certain of our foreign operations, principally in Europe. Domestically, we have incurred no tax liability in recent years. At December 31, 2000, we had net operating loss carryforwards of approximately \$62.8 million domestically, which expire in 2010 through 2020, and \$15.2 million internationally, which expire in 2003 through 2006. Generally, we are limited in the amount of net operating loss carryforwards which can be utilized in any given year. Additionally, we have domestic tax credit carryforwards of approximately \$1.1 million, which expire through 2012.

In light of our historical operating performance, we have established a valuation allowance against both our domestic and international net operating loss carryforwards. We will continue to reassess the realization of our net operating loss carryforwards and adjust the related valuation allowance as necessary.

EXTRAORDINARY LOSS ON EARLY RETIREMENT OF DEBT. We used the proceeds of our initial public offering to repay amounts outstanding under our Euro-denominated senior credit facility, and renegotiated the terms of our dollar-denominated senior credit facility. Accordingly, we incurred an extraordinary non-cash charge totaling approximately \$1.6 million principally related to unamortized loan costs relating to that debt.

ACQUIRED IN-PROCESS RESEARCH AND DEVELOPMENT. Upon consummation of the recapitalization, we charged to income approximately \$11.7 million, representing the estimated fair value of purchased in-process research and development, or IPRD, that had not yet reached technological feasibility and had no alternative future use (see Note 3 to our consolidated financial statements). The value was determined by estimating the costs to develop the purchased in process research and development into commercially viable products, estimating the resulting net cash flows from such projects, and discounting the net cash flows back to their present values. A discount rate and likelihood of success factor were applied to each project to take into account the uncertainty surrounding the successful development and commercialization of the purchased in process research and development.

The resulting net cash flows from such projects were based on our management's best estimates of revenue, cost of sales, research and development costs, selling, general and administrative costs, and income taxes from such projects, and the net cash flows reflect the assumptions that would be used by market participants.

A summary of the projects is as follows:

PROJECT	YEAR WHEN MATERIAL NET CASH IN-FLOWS EXPECTED TO BEGIN	ESTIMATED LIKELIHOOD OF SUCCESS
GUARDIAN-Registered Trademark- (S.O.S.-Registered Trademark- Project).....	2000	85%
OSTEOSET-Registered Trademark- Derivatives.....	2000	60
New Shoulder (OLYMPIA-TM-).....	2002	95
Fat Pad Augmentation Material.....	2003	50

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Structural Resorbable Bone Graft Substitute.....	2005	50
Other Orthopaedic Projects.....	--	--
Total.....		

GUARDIAN-REGISTERED TRADEMARK- (S.O.S.-REGISTERED TRADEMARK- PROJECT)

The objective of the Segmented Orthopaedic System, or S.O.S.-Registered Trademark-, was to develop an adjustable prosthesis to be used in limb salvage for adolescents.

We expected development efforts to be completed by July 2000 with an estimated completion cost of \$217,000 and projected first year revenues of \$1.9 million. We deemed the technical and commercialization risks to be low because this product is considered a line extension and some of the products do not require FDA approval because they are minor modifications to existing products.

Development efforts were completed in May 2000 at a total cost of \$63,000 and first year revenues were \$346,000. The reduction in first year revenues was primarily due to the delay in commercialization of the S.O.S.-Registered Trademark- Adjustable product line. The delay in completion of this portion of the S.O.S.-Registered Trademark- development project was due to negotiation efforts with a third-party developer, which have now been completed. Commercialization of this product was completed in January 2002 and first year revenues are expected to be \$930,000 with no additional development costs expected to be incurred.

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OSTEOSET-REGISTERED TRADEMARK- DERIVATIVES

The objective of these products was to develop bone substitute products to be used to repair bone defects.

At the date of our recapitalization, we expected development efforts to be completed by April 2001 with estimated completion costs of \$3.6 million and first year revenues projected at \$1.0 million. Although this product must pass regulatory qualifications, we deemed the technical and commercialization risks to be moderate.

We are currently pursuing an evaluation and a pre-clinical study. We expect development efforts to be completed by July 2002 with first year revenues of \$1.0 million. Full commercialization of this product could be delayed pending the FDA's final conclusion on whether to categorize this product as a tissue or a device for regulatory clearance purposes.

NEW SHOULDER (OLYMPIA-TM-)

The objective of this project was to develop a product for replacement of arthritic shoulders and for repairing shoulder fractures.

At the date of the recapitalization, \$314,000 had been spent on this project with additional expenditures of \$70,000 anticipated through completion. We initially expected development efforts to be completed by the end of 2000 with projected first year revenues of \$800,000. We deemed the technical and commercialization risks to be low because similar competitive products are already in the market.

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Following a successful evaluation period, development was completed in December 2001 with first year revenue expectations of \$1.5 million in 2002. Revenue expectations have been increased from original estimates primarily due to customer responses received from our clinical evaluations and field sales force enthusiasm for this product.

### FAT PAD AUGMENTATION MATERIAL

The objective of this product was to develop a product for the treatment and prevention of certain diabetic foot ulcers.

At the date of our recapitalization, we anticipated a completion date of January 2003 with estimated completion costs of \$170,000 and first year revenues of \$1.5 million in 2005. We deemed the technical and commercialization risks to be high because this product required certain testing to meet regulatory approval.

Due to the costly and lengthy process of identifying an appropriate material and receiving regulatory approval, we terminated this project in May 2001.

### STRUCTURAL RESORBABLE BONE GRAFT SUBSTITUTE

We intended this product to be a bone putty product that would provide structural support to correct bone defects.

At the date of our recapitalization, we expected development efforts to be completed by the end of 2004 with projected first year revenues of \$274,000 in 2005 and estimated completion costs of \$5.9 million. We deemed the technical and commercialization risks to be moderate. While this product has to pass certain regulatory qualifications, we believe the worldwide market for such a new and innovative product is very large.

We are continuing development efforts on this product. We expect development efforts to be completed in 2002 with first year revenues of \$500,000 expected in 2003.

There were eleven additional projects included in the valuation of purchased in process research and development. In total, these projects represented 19% of the valuation, although, none individually represented more than 6% of the total valuation. These projects related to a variety of orthopaedic medical device products.

We plan to use our existing cash to develop the purchased in process research and development related to our recapitalization into commercially viable products. This development consists primarily of the completion of all planning, designing, clinical evaluation testing activities and regulatory approvals, where applicable, that are necessary to establish that a product can be successfully developed. Bringing the purchased in process research and development to market also includes testing the product for compatibility and interoperability with commercially viable products. As of the date of our recapitalization, we estimated the costs to be incurred to develop the purchased in-process technology into commercially viable products to be approximately \$13.7 million.

If these projects are not successfully developed, our revenue may be adversely affected in future periods. Additionally, the value of other intangible assets acquired may become impaired. We are continuously monitoring our development projects. We believe that the assumptions used in the valuation of purchased in process research and development represent a reasonably reliable estimate of the

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future benefits attributable to the purchased in process research and development. We cannot be certain that actual results will not deviate from our assumptions in future periods.

### Results of Operations

The following table sets forth, for the periods indicated, certain financial data expressed as a percentage of net sales (in thousands):

	CONSOLIDATED WRIGHT MEDICAL GROUP INC			
	PREDECESSOR COMPANY		WRIGHT MEDICAL GROUP INC	
	YEAR ENDED DECEMBER 31, 1998	PERIOD FROM JANUARY 1 TO DECEMBER 7, 1999	PERIOD FROM DECEMBER 7, TO DECEMBER 31, 1999	YEAR ENDED DECEMBER 31, 2000
Net sales.....	100.0%	100.0%	100.0%	100.0%
Cost of sales.....	43.9	44.3	62.7	51.0
Gross profit.....	56.1	55.7	37.3	49.0
Operating expenses:				
Selling, general and administrative.....	52.3	47.0	60.6	52.6
Research and development.....	7.3	5.8	6.4	5.3
Amortization of intangible assets.....	2.6	2.3	5.8	3.5
Stock-based expense.....	.2	.5	--	3.2
Transaction and reorganization....	--	6.5	42.4	--
Acquired in-process research and development.....	--	--	147.1	--
Losses of equity method investment.....	1.9	--	--	--
Total operating expenses.....	64.3	62.1	262.3	64.6
Income (loss) from operations...	(8.2)	(6.4)	(225.0)	(15.6)
Interest expense, net.....	13.3	13.0	23.9	7.9
Other (income) expense, net.....	1.0	.6	.9	.6
Loss before income taxes and extraordinary item.....	(22.5)	(20.0)	(249.8)	(24.1)
Provision / (benefit) for income taxes.....	.1	.2	(.3)	1.0
Loss before extraordinary item.....	(22.6)	(20.2)	(249.5)	(25.1)
Extraordinary loss on early retirement of debt, net of taxes.....	--	--	--	--

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Net loss.....	----- (22.6)% =====	----- (20.2)% =====	----- (249.5)% =====	----- (25.1) =====
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### COMPARISON OF NINE MONTHS ENDED SEPTEMBER 30, 2001 TO NINE MONTHS ENDED SEPTEMBER 30, 2000

NET SALES. Net sales totaled \$126.8 million in the nine months ended September 30, 2001, compared to \$117.7 million in the nine months ended September 30, 2000, representing an increase of \$9.1 million, or 8%. Excluding the negative impact of foreign exchange rate fluctuations, net sales would have increased 9% when compared with the prior year comparable period. The increase resulted primarily from unit sales growth in our knee, extremity and bio-orthopaedic product lines.

Knee sales increased \$2.9 million, or 6%, in the nine months ended September 30, 2001 compared to the corresponding period in 2000 due to the continued growth of our ADVANCE-Registered Trademark- knee system, which was partially offset by decreased sales of some of our more mature knee products. Extremity sales increased \$2.5 million, or 20%, in the nine months ended September 30, 2001 compared to the corresponding period in 2000 due to the introduction of our new LOCON-T-TM-, EVOLVE-Registered Trademark- and NEWDEAL-TM- products and continued sales growth for our core extremity products. Bio-orthopaedic product sales increased \$4.2 million, or 28%,

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and hip sales remained relatively constant for the nine months ended September 30, 2001 when compared to the corresponding 2000 period. The increase in bio-orthopaedic product sales was primarily due to the continued success of our ALLOMATRIX-TM- line of bone graft substitute products. Continued growth of our CONSERVE-Registered Trademark- and PROFEMUR-TM- hip systems coupled with the second quarter 2001 introduction of our LINEAGE-Registered Trademark- hip system was offset by reduced levels of block-purchase sales, or large volume contractual agreements, for other hip products in certain international markets during the nine months ended September 30, 2001 compared to the corresponding 2000 period.

Domestic net sales totaled \$80.0 million in the nine months ended September 30, 2001, representing 63% of our total net sales, compared to \$71.0 million in the corresponding period of 2000, which represented 60% of total net sales. International sales, net of negative currency impact, totaled \$46.8 million in the nine months ended September 30, 2001 and \$46.7 million in the nine months ended September 30, 2000.

COST OF SALES. Cost of sales as a percentage of net sales decreased from 54% for the nine months ended September 30, 2000 to 30% in the corresponding period of 2001. Cost of sales was negatively impacted during the 2000 period by \$25.1 million of non-cash expense associated with inventory step-ups related to our recapitalization and the Cremascoli acquisition. Excluding this non-cash expense, cost of sales as a percentage of sales decreased from 33% during the first nine months of 2000 to 30% in the first nine months of 2001. This decrease was primarily due to improved margins resulting from efficiency gains and from moderate shifts in sales composition to the United States market and to higher margin product lines, such as bio-orthopaedics.

SELLING, GENERAL AND ADMINISTRATIVE. Selling, general and administrative expense, exclusive of stock-based expense, increased \$8.7 million, or 14%, from \$61.1 million in the nine months ended September 30, 2000, to \$69.8 million in the nine months ended September 30, 2001. The increase was primarily attributable to increased commissions and royalties resulting from domestic

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sales growth, infrastructure additions to support our Japanese direct sales initiative, costs associated with senior management additions, and expenses related to enhancing our systems and administrative capabilities.

**RESEARCH AND DEVELOPMENT.** Research and development expenses, exclusive of stock-based expense, increased \$768,000, or 13%, from \$6.1 million in the nine months ended September 30, 2000 to \$6.8 million in the corresponding period of 2001. The majority of this increase was due to additional personnel costs and professional fees associated with increased product development efforts in the 2001 period.

**AMORTIZATION OF INTANGIBLE ASSETS.** Non-cash charges associated with the amortization of intangible assets decreased \$166,000, or 4%, for the nine months ended September 30, 2000 compared to the nine months ended September 30, 2001. Amortization for both the 2000 and 2001 periods was primarily attributable to intangible assets resulting from our recapitalization and subsequent acquisition of Cremascoli in December 1999.

**STOCK-BASED EXPENSE.** Stock-based expense totaled approximately \$1.6 million in the first nine months of 2001, consisting of non-cash charges of \$1.2 million in connection with the amortization of deferred compensation associated with employee stock option grants issued below fair market value, \$315,000 resulting from the sale of equity securities below fair market value and \$101,000 of other stock-based expenses. Stock-based expense totaled \$2.9 million in the nine months ended September 30, 2000, consisting of non-cash charges of \$1.9 million resulting from the sale of equity securities below fair market value, \$907,000 for stock awards to non-employees, and \$107,000 in amortization of deferred compensation associated with employee stock option grants issued below fair market value.

**INTEREST EXPENSE, NET.** Interest expense, net, totaled \$7.4 million and \$9.2 million in the first nine months of 2001 and 2000, respectively. The significant decrease in net interest expense is the result of our use of the proceeds from our initial public offering in July 2001 to repay our senior subordinated notes, to significantly reduce our outstanding bank borrowings and to increase our invested cash balances. Additionally, we were able to negotiate more favorable terms with regards to the interest rate charged on borrowings under our new senior credit facility.

**OTHER (INCOME)/EXPENSE, NET.** Other expense, net totaled \$178,000 and \$1.2 million in the first nine months of 2001 and 2000, respectively, and consisted primarily of net losses resulting from foreign currency fluctuations.

**PROVISION/(BENEFIT) FOR INCOME TAXES.** We recorded a tax provision of \$1.1 million and \$1.0 million in the first nine months of 2001 and 2000, respectively. The tax provision in both periods primarily resulted from taxes incurred related to earnings generated by our international operations. The differences between our effective tax rate and applicable statutory rates are primarily due to changes in the valuation allowance related to our net operating loss carryforwards.

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**COMPARISON OF THE YEARS ENDED DECEMBER 31, 2000, 1999 (INCLUDING THE PERIODS FROM JANUARY 1 TO DECEMBER 7, 1999 AND FROM DECEMBER 8 TO DECEMBER 31, 1999) AND 1998.**

**NET SALES.** Net sales totaled \$157.6 million for 2000, compared to \$109.2 million for 1999, representing an increase of \$48.4 million, or 44%. Of this increase, approximately \$34.2 million, or 31%, is attributable to the inclusion of a full year of net sales of Cremascoli. The remainder of the increase, totaling \$14.2 million, or 13%, resulted primarily from unit sales

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growth across our knee, hip, extremity and bio-orthopaedic product lines. Unfavorable exchange rates negatively impacted net sales by approximately 4% during 2000.

Knee sales increased \$6.7 million, or 12%, in 2000 compared to 1999, of which \$8.0 million was attributable to increased knee sales related to the Cremascoli acquisition, offset by a decrease of \$1.3 million in sales of existing knee products. A decrease in sales of certain of our more mature knee systems was offset by a significant increase in our ADVANCE-Registered Trademark- knee system. Hip sales increased \$22.2 million, or 87%, in 2000 compared to 1999, of which \$19.4 million was attributable to a full year of net sales by Cremascoli. Increased sales of PERFECTA-Registered Trademark- and CONSERVE-Registered Trademark- hip products accounted for the substantial remainder of this growth. Extremity sales increased \$2.7 million, or 18%, in 2000 compared to 1999, and bio-orthopaedic products increased \$12.7 million, or 154%, in 2000 compared to 1999. The substantial majority of the increase in bio-orthopaedic product sales was due to ALLOMATRIX-TM- injectable putty, which was launched in late 1999.

Net sales in the United States totaled \$95.0 million in 2000, representing 60% of our total net sales. International sales totaled \$62.6 million in 2000, net of a negative currency impact of \$6.3 million.

Net sales totaled \$109.2 million for 1999, compared to \$107.0 million for 1998, representing an increase of \$2.2 million, or 2%. We acquired Cremascoli in December 1999, resulting in a net sales increase of \$330,000. The remainder of our 1999 net sales growth resulted primarily from increases in our bio-orthopaedic products that were partially offset by decreases in our hip product sales. Bio-orthopaedic product sales increased by \$3.4 million, or 70%, due to continued growth of our OSTEOSET-TM- synthetic bone graft substitute and the introduction of ALLOMATRIX-TM- injectable putty in late 1999. Knee products as a group increased slightly in 1999 as compared to 1998, resulting from an increase in sales of our ADVANCE-Registered Trademark- knee system, offset by decreases in sales of our ADVANTIM-Registered Trademark- Knee System and AXIOM-Registered Trademark- Knee System. Hip sales decreased by \$2.8 million, or 10%, as a result of declines in sales across our hip system product lines. Extremity products increased slightly in 1999 compared to 1998 due to growth across the product line. The impact of foreign exchange rate fluctuations was not significant in 1999 or 1998.

**COST OF SALES.** Cost of sales as a percentage of net sales increased from 44% in the period from January 1 to December 7, 1999 to 63% during the period December 8 to December 31, 1999 and decreased to 51% in 2000. Cost of sales was negatively impacted beginning in December 1999 due to inventory step-ups totaling \$31.1 million related to our recapitalization and subsequent acquisition of Cremascoli. These step-ups were taken as non-cash charges to cost of sales over twelve- and nine-month periods, respectively, beginning in December 1999, representing an estimate of the period over which such inventories were sold. Excluding the charges associated with our inventory revaluations and the costs associated with surgical instruments prior to our change in accounting method, cost of sales as a percentage of sales decreased from 41% in 1999 to 33% in 2000, representing a net improvement in gross margin of 8% of net sales. Improved manufacturing efficiencies, resulting principally from our lean manufacturing initiative, improved gross margin by 1% of net sales, while shifts in our sales composition toward higher-margin product lines, principally bio-orthopaedics, improved gross margin by approximately 6% of net sales. Lean manufacturing initiatives refer to the process of identifying manufacturing operations that add value to the customer and eliminating those that do not. This results in a product that is manufactured with less human effort, equipment, time and space. The substantial remainder of our gross margin improvement was due to slightly more favorable net pricing changes within our product lines.

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Cost of sales as a percentage of sales increased from 44% in 1998 to 46% during the combined period from January 1 to December 31, 1999. The resulting decrease in gross margin was related to the strategic decision to discontinue and liquidate our domestic spine and trauma product lines during 1999, which negatively impacted cost of sales by approximately \$1.2 million, or 1% of net sales, and by the \$2.0 million charge to cost of sales associated with inventory step-ups, or 2% of net sales, which was partially offset by improved margins that resulted from a shift in our sales composition toward bio-orthopaedic products.

SELLING, GENERAL AND ADMINISTRATIVE. Selling, general and administrative expense, excluding stock-based expense, increased \$30.4 million, or 58%, from \$52.4 million in 1999 to \$82.8 million in 2000. Approximately \$18.7 million of this increase was attributable to a full year of expense for Cremascoli and \$4.6 million of the remaining increase was due to the increased depreciation expense resulting from our change in accounting method in 2000 for surgical instruments that we loan to surgeons. The remaining increase was attributable primarily to increased commissions and royalties resulting from net sales growth. As a percentage of net sales, selling, general and administrative expenses increased from 48% in 1999 to 53% in 2000. Excluding the instrument depreciation,

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selling, general and administrative expenses as a percentage of net sales, increased slightly from 48% in 1999 to 50% in 2000. Including stock-based expense, selling, general and administrative expense increased \$34.9 million, or 66%, from \$52.8 million in 1999 to \$87.7 million in 2000. Of this increase, \$4.4 million was due to increased levels of stock-based expense.

Selling, general and administrative expense, excluding stock-based expense, decreased \$3.6 million, or 6%, from \$56.0 million in 1998 to \$52.4 million in 1999, reflecting the effect of staffing reductions, reduced professional services fees and other efficiency enhancements in our domestic operations that were mostly offset by the addition of selling and administrative expenses totaling \$416,000, resulting from our December 1999 acquisition of Cremascoli, and increased legal fees in our domestic operations. Including stock-based expense, selling, general and administrative expense decreased \$3.3 million, or 6%, from \$56.2 million in 1998 to \$52.8 million in 1999. This decrease was offset, partially, by increased levels of stock-based expense totaling \$289,000.

RESEARCH AND DEVELOPMENT. Research and development expenses, excluding stock-based expense, increased \$2.0 million, or 32%, from \$6.4 million in 1999 to \$8.4 million in 2000. Approximately \$1.1 million of this increase was due to a full year of expense for Cremascoli. The remaining increase of \$900,000 was due to additional personnel costs and professional fees associated with product development efforts during 2000. Including stock-based expense, research and development expenses increased \$2.1 million, or 32%, from \$6.4 million in 1999 to \$8.5 million in 2000. Of this increase, \$61,000 was due to increased levels of stock-based expense.

Research and development, excluding stock-based expense, decreased \$1.5 million, or 19%, from \$7.9 million in 1998 to \$6.4 million in 1999. This decrease was attributable to a reduction of personnel, consulting fees and clinical activities from 1998 to 1999 in response to the need to reduce overall operating expenses, partially offset by the addition of research and development expenses totaling \$31,000 as a result of our December 1999 acquisition of Cremascoli. Including stock-based expense, research and development expenses decreased \$1.4 million, or 18%, from \$7.9 million in 1998 to \$6.4 million in 1999. This decrease was offset partially by increased levels of stock-based expense totaling \$58,000.

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AMORTIZATION OF INTANGIBLES AND ACQUIRED IN-PROCESS RESEARCH AND DEVELOPMENT COSTS. Non-cash charges associated with the amortization of intangible assets increased by \$2.8 million, or 100%, from \$2.8 million in 1999 to \$5.6 million in 2000. Amortization during 2000 was attributable exclusively to intangible assets resulting from our recapitalization and subsequent acquisition of Cremascoli. Amounts for 1999 included amortization totaling \$2.3 million related to the intangible assets of our predecessor company prior to our recapitalization and \$466,000 resulting from our recapitalization and acquisition of Cremascoli. Amortization totaled \$2.7 million during 1998 and related exclusively to the intangible assets of our predecessor company. Acquired in-process research and development expense totaled \$11.7 million in 1999 and related entirely to our recapitalization.

STOCK-BASED EXPENSE. Stock-based expense totaled \$5.0 million in 2000, consisting of non-cash charges of \$297,000 in connection with the amortization of deferred compensation associated with employee stock option grants issued below fair market value, \$3.8 million resulting from the sale of equity securities below fair market value and \$907,000 in connection with the amortization of deferred compensation associated with equity incentives granted to certain consultants. Stock-based expense was not significant in 1999 or 1998.

TRANSACTION AND REORGANIZATION. Our predecessor company recorded approximately \$6.5 million of transaction and reorganization expenses during the period from January 1, 1999 to December 7, 1999. These costs consisted primarily of \$4.8 million of investment banking, consulting and advisory fees incurred by our predecessor company to identify and pursue financing alternatives leading up to our December 1999 recapitalization by Warburg Pincus and \$1.3 million of management compensation costs where no ongoing service obligations existed.

We recorded approximately \$3.4 million of transaction and reorganization expenses during the period from December 8, 1999 to December 31, 1999. These amounts were largely attributable to \$1.9 million of distributor close out costs incurred to eliminate duplicate distributors upon integrating the Wright and Cremascoli distribution channels and \$1.1 million incurred by us for recruitment and employee termination expenses based on an assessment of senior management personnel needs following our recapitalization and the Cremascoli acquisition.

INTEREST EXPENSE, NET. Interest expense, net totaled \$12.4 million in 2000, \$15.1 million in 1999 and \$14.3 million in 1998. Interest expense, net during 2000 consisted entirely of interest associated with borrowings outstanding under our senior credit facilities, our subordinated notes and a non-cash expense for the amortization of deferred financing costs resulting from the origination of our senior credit facilities, offset partially by interest income on invested cash balances. Amounts for 1999 and 1998 are primarily related to debt obligations that existed prior to our recapitalization.

OTHER EXPENSE, NET. Other expense, net totaled \$870,000 in 2000, \$683,000 in 1999 and \$1.0 million in 1998. For each of these periods, other expense, net consisted primarily of net losses resulting from foreign currency fluctuations.

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PROVISION (BENEFIT) FOR INCOME TAXES. We recorded a tax benefit of \$25,000 during the period from December 8 to December 31, 1999 and a tax provision of \$1.5 million for the year ended December 31, 2000. The tax provision in 2000 primarily resulted from taxes incurred internationally, principally related to Cremascoli. The primary differences between our income tax provision (benefit) and that which would have resulted based upon the applicable statutory rates was the impact of the write-off of acquired in process research and development and nondeductible goodwill amortization in 1999 and the impact of changes in the valuation allowance in 2000.

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### Unaudited Pro Forma Financial Information

The following table sets forth our results for the years ended December 31, 1998 and 1999 on a pro forma basis as if both our December 1999 recapitalization and our acquisition of Cremascoli occurred on each of January 1, 1998 and January 1, 1999. We summarized this information from unaudited disclosures appearing in Note 3 of our audited consolidated financial statements that appear elsewhere in this prospectus. The pro forma financial information does not purport to be indicative of what would have occurred had the recapitalization and acquisition been made as of those dates or the results that may occur in the future. Pro forma adjustments included reducing the 1999 cost of sales by \$2.0 million for inventory step-up charges and the elimination of the \$11.7 million expense in 1999 related to the one-time write-off of acquired in-process research and development.

	1998	1999
IN THOUSANDS		
Net sales.....	\$140,503	\$141,523
Cost of sales.....	53,662	55,476
	86,841	86,047
Operating expenses:		
Selling, general and administrative.....	74,720	73,077
Research and development.....	8,574	7,539
Amortization of intangible assets.....	5,112	5,112
Stock-based expense.....	176	523
Transaction and reorganization.....	--	9,910
Losses of equity method investment.....	1,979	--
	90,561	96,161
Total operating expenses.....	90,561	96,161
Loss from operations.....	\$(3,720)	\$(10,114)
	\$ (3,720)	\$(10,114)

### Quarterly Results of Operations

The following table presents a summary of our unaudited quarterly operating results for each of the four quarters in 2000 and the first three quarters of 2001. We derived this information from unaudited interim financial statements that, in the opinion of management, have been prepared on a basis consistent with the financial statements contained elsewhere in this prospectus and include all adjustments, consisting only of normal recurring adjustments, necessary for a fair statement of such information when

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read in conjunction with our audited financial statements and related notes. The operating results for any quarter are not necessarily indicative of results for any future period.

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	FIRST QUARTER	SECOND QUARTER	THIRD QUARTER	FOURTH QUARTER	FIRST QUARTER
IN THOUSANDS	-----	-----	-----	-----	-----
Net sales.....	\$41,899	\$39,260	\$ 36,555	\$39,838	\$45,333
Cost of sales.....	22,231	21,064	20,267	16,808	13,672
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Gross profit.....	19,668	18,196	16,288	23,030	31,661
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Operating expenses:					
Selling, general and administrative.....	21,150	20,469	19,444	21,750	23,305
Research and development.....	1,789	2,258	2,027	2,316	2,114
Amortization of intangible assets.....	1,397	1,397	1,396	1,396	1,297
Stock-based expense.....	2	19	2,893	2,115	658
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Total operating expenses.....	24,338	24,143	25,760	27,577	27,374
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Income (loss) from operations.....	\$(4,670)	\$(5,947)	\$( 9,472)	\$(4,547)	\$ 4,287
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### Seasonality

Our net sales are subject to seasonality. We traditionally experience lower sales volumes in the summer months than throughout the rest of the year.

### Liquidity and Capital Resources

We have funded our cash needs since 1998 through various equity and debt issuances and through cash flow from operations.

In December 1999, an investment group led by Warburg Pincus acquired our predecessor company in a recapitalization that provided us with proceeds from new equity and subordinated debt issuances totaling \$70.0 million and advances from a new senior credit facility totaling \$60.0 million. Together, these funds were used to provide us with working capital for operations, to retire then-outstanding debt obligations and accrued interest totaling \$110.0 million, as partial consideration for the acquisition of the former stockholders' equity interests for \$9.2 million, to pay transaction and reorganization costs of \$9.9 million and to pay acquisition costs of \$2.9 million.

We financed our acquisition of Cremascoli by issuing equity and subordinated debt in exchange for cash proceeds totaling \$32.0 million and by adding a second senior credit facility to provide additional advances totaling \$17.7 million. Subsequently, we issued additional equity and subordinated debt in exchange for cash proceeds totaling \$11.5 million during 2000 and \$250,000 during the first three months of 2001.

On July 18, 2001, we completed our initial public offering, issuing 7,500,000 shares of voting common stock at \$12.50 per share, the net proceeds of which were \$84.8 million after deducting underwriting discounts and offering expenses. We have used the net proceeds of our initial public offering to repay our subordinated notes plus accrued interest, totaling \$39.4 million, all of our Euro-denominated senior credit facility plus interest, totaling approximately \$14.0 million, and approximately \$31.4 million of our dollar-denominated senior credit facility. Simultaneous with the closing of the offering, all of our outstanding mandatorily redeemable, convertible preferred stock, plus accrued dividends, was converted into 19,602,799 shares of common stock. Also in connection with the offering, the remaining senior subordinated notes totaling approximately \$13.1 million aggregate principal amount, which were held by Warburg Pincus, were converted into 1,125,000 shares of non-voting common stock.

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On August 1, 2001, a syndicate of commercial banks entered into a new senior credit facility with us on more favorable terms than our prior senior credit facilities. The new senior credit facility consists of \$20 million in term loans and an unused revolving loan facility of up to \$60 million. Upon entering into the new senior credit facility, we used \$20 million in term loan proceeds from the new facility and existing cash balances to repay all remaining amounts outstanding plus accrued interest, totaling approximately \$22.5 million, under our previous dollar-denominated senior credit facility. Thus, following our initial public offering, the use of

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proceeds and related transactions as described above, we have approximately \$20 million of debt outstanding, excluding capitalized lease obligations.

Borrowings under the new senior credit facility are guaranteed by all of our subsidiaries and collateralized by all of the assets of Wright Medical Technology, Inc., our wholly-owned subsidiary, and our other domestic subsidiaries. The new credit facility contains customary covenants including, among other things, restrictions on our ability to pay dividends, prepay debt, incur additional debt and sell assets. The new credit facility also requires us to meet certain financial tests, including a consolidated leverage (or debt-to-equity) ratio test and a consolidated fixed charge coverage ratio test. At our option, borrowings under the new credit facility bear interest either at a rate equal to a fixed base rate plus a spread of .75% to 1.25% or at a rate equal to an adjusted LIBOR plus a spread of 1.75% to 2.25%, depending on our consolidated leverage ratio. A copy of the credit facility agreement is filed as an exhibit to the registration statement of which this prospectus is a part.

At September 30, 2001 we had cash and equivalents totaling approximately \$3.0 million, working capital totaling \$48.8 million and unused availability under committed credit facilities, after considering outstanding letters of credit, totaling \$57.4 million. We used \$1.5 million of cash in operating activities during the first nine months of 2001 compared to \$9.5 million of cash generated by operating activities during the same period in 2000. However, operating cash flows for the first nine months of 2001 were negatively affected by the payment of approximately \$7.0 million in accrued interest on the senior subordinated notes paid off as a result of our initial public offering, and \$4.0 million of unrestricted cash used in an intellectual property license settlement as described further in Note 15 to our consolidated financial statements included elsewhere in this prospectus. Cash generated by operating activities totaled \$18.2 million in 2000 compared to cash used in operations of \$13.8 million for 1999 and cash generated by operating activities of \$4.4 million for 1998. Cash generated by operating activities was positively impacted in 2000 due to improvements in earnings before non-cash expenses and was negatively impacted in 1999 due to one-time transaction and reorganization costs totaling \$9.9 million related to our recapitalization, our acquisition of Cremascoli and the termination or modification of certain international distribution arrangements.

Capital expenditures totaled approximately \$13.2 million for the nine months ended September 30, 2001, \$14.1 million for the full year in 2000, \$2.2 million in 1999 and \$3.1 million in 1998. Historically, our capital expenditures have consisted primarily of purchased manufacturing equipment, research and testing equipment, computer systems and office furniture and equipment and surgical instruments. We expect to incur capital expenditures of approximately \$19.0 million in total for 2001, approximately \$3.3 million of which we anticipate will be used for the implementation of a new enterprise computer system and \$15.7 million of which we anticipate will be used for routine recurring capital expenditures, including instruments.

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During 2000, our borrowings under our old senior credit facilities and our then outstanding subordinated notes resulted in interest expense that was approximately \$2.4 million lower than the interest expense associated with the debt outstanding prior to our December 1999 recapitalization. Additionally, we retired outstanding debt obligations in connection with our recapitalization that would otherwise have come due during 2000.

Although it is difficult for us to predict future liquidity requirements, we believe that our current cash balances, our existing credit lines and other available sources of liquidity, and expected cash flows from our operating activities, will be sufficient for the foreseeable future to fund our working capital requirements and operations, permit anticipated capital expenditures and make required payments of principal and interest on our debt.

### Quantitative and Qualitative Disclosures About Market Risk

#### INTEREST RATE RISK

Our exposure to interest rate risk arises principally from the variable rates associated with our credit facilities. On September 30, 2001, we had borrowings of \$20.0 million under our credit facility which are subject to a variable rate, with a current rate of 5.66%. Based on this, an adverse change of 1.0% in the interest rate of all such borrowings outstanding would cause us to incur an increase in interest expense of approximately \$200,000 on an annual basis. We currently do not hedge our exposure to interest rate fluctuations, but may do so in the future.

#### FOREIGN CURRENCY RATE FLUCTUATIONS

Fluctuations in the rate of exchange between the U.S. dollar and foreign currencies could adversely affect our financial results. Approximately 28% and 27% of our total net sales were denominated in foreign currencies during 2000 and the nine months ended September 30, 2001, respectively, and we expect that foreign currencies will continue to represent a similarly significant

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percentage of our net sales in the future. Costs related to these sales are largely denominated in the same respective currencies, thereby limiting our transaction risk exposures. However, for sales not denominated in U.S. dollars, if there is an increase in the rate at which a foreign currency is exchanged for U.S. dollars, it will require more of the foreign currency to equal a specified amount of U.S. dollars than before the rate increase. In such cases, and if we price our products in the foreign currency, we will receive less in U.S. dollars than we did before the rate increase went into effect. If we price our products in U.S. dollars and competitors price their products in local currency, an increase in the relative strength of the U.S. dollar could result in our prices not being competitive in a market where business is transacted in the local currency.

A substantial majority of our sales denominated in foreign currencies are derived from European Union countries and are denominated in local currencies indexed to the Euro. Our principal exchange rate risk therefore exists between the U.S. dollar and the Euro. Except for limited rate stabilization activities between the British pound, which is not yet indexed, and the Euro, we do not currently hedge our exposure to foreign currency exchange rate fluctuations. We may, however, hedge such exposures in the future.

#### INFLATION

We do not believe that inflation has had a material effect on our results of

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operations in recent years and periods. There can be no assurance, however, that our business will not be adversely affected by inflation in the future.

### Impact of Recently Issued Accounting Pronouncements

On June 30, 2001, the Financial Accounting Standards Board ("FASB") issued two new pronouncements: Statement of Financial Accounting Standards ("SFAS") No. 141, "Business Combinations", and SFAS No. 142, "Goodwill and Other Intangible Assets". The two statements modify the method of accounting for business combinations initiated after June 30, 2001 and address the accounting for intangible assets. SFAS 141 is effective immediately and SFAS 142 became effective for the Company on January 1, 2002. Upon adoption of SFAS 142, we will no longer amortize goodwill, but will evaluate it for impairment at least annually. Accordingly, we expect our amortization of intangible assets to be approximately \$2.0 million less in 2002 than it would have been had SFAS 142 not been issued. We are currently evaluating the impact of SFAS 142 as it relates to goodwill impairment and the classification of our intangible assets.

In July and August 2001, the FASB issued SFAS No. 143, "Accounting for Asset Retirement Obligations", and SFAS No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets." SFAS 143 requires that the fair value of a liability for an asset retirement obligation be recognized in the period in which it is incurred if a reasonable estimate of fair value can be made. SFAS 144 addresses financial accounting and reporting for the impairment of long-lived assets and for long-lived assets to be disposed of. The Company is required to implement SFAS 143 and 144 as of January 1, 2002. Management believes the adoption of SFAS 143 and 144 will not have a material impact on the Company's financial position, results of operations, or cash flows.

### Factors Affecting Future Operating Results

In addition to the factors described above in this discussion and analysis, our future financial results could vary from period to period due to a variety of causes, including expenditures and timing relating to acquisition and integration of businesses or products, the introduction of new products by us or our competitors, changes in the treatment practices of our surgeon customers, changes in the costs of manufacturing our products, supply interruptions, the availability and cost of raw materials, our mix of products sold, changes in our marketing and sales expenditures, changes affecting our methods of distributing products, market acceptance of our products, competitive pricing pressures, changes in regulations affecting our business, general economic and industry conditions that affect customer demand, our level of research and development activities, changes in our administrative infrastructure, foreign currency fluctuations, changes in assets and liabilities subject to interest rate variability and changes in related interest rates, and the effect of domestic and international income taxes and the utilization of related net operating loss carryforwards.

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## Business

### Overview

We are a global orthopaedic device company specializing in the design, manufacture and marketing of reconstructive joint devices and bio-orthopaedic materials. Reconstructive joint devices are used to replace knee, hip and other joints that have deteriorated through disease or injury. Bio-orthopaedic materials are used to replace damaged or diseased bone and to stimulate natural bone growth. Within these markets, we focus on the higher-growth sectors of advanced knee implants, bone-conserving hip implants, revision replacement implants and extremity implants, as well as on the integration of our

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bio-orthopaedic products into reconstructive joint procedures and other orthopaedic applications. In 2000, we had net sales of \$157.6 million and a net loss of \$39.5 million. For the nine months ended September 30, 2001, we had net sales of \$126.8 million and a net loss of \$3.7 million.

### History

We have been in business for over fifty years and have built a well-known, respected brand name and strong relationships with orthopaedic surgeons. In December 1999, Warburg, Pincus Equity Partners, L.P. and a group of investors acquired control of our company and led a recapitalization financing that both reduced our debt and provided us with investment capital. Shortly thereafter, a new management team was put in place and we acquired Cremascoli Ortho Group, based in Toulon, France. This acquisition extended our product offerings, enhanced our product development capabilities and expanded our European presence. We believe that by combining Cremascoli's strength in hip reconstruction with Wright's historical expertise in knee reconstruction and bio-orthopaedic materials, we now offer orthopaedic surgeons a broad range of reconstructive joint devices and bio-orthopaedic materials in over 40 countries.

In January 2000, our management team implemented several initiatives, which:

- increased our focus and spending on research and development;
- significantly raised the efficiency of our manufacturing process; and
- improved sales force productivity, leading to an increase in average sales revenue per sales representative in the U.S. of over 29%.

In July 2001, we completed our initial public offering of 7,500,000 shares of our common stock at a public offering price of \$12.50 per share, which generated net proceeds of \$84.8 million, after deducting the underwriting discounts and offering expenses. The proceeds of the offering were used to repay our then outstanding subordinated notes and accrued interest and outstanding indebtedness under our former senior credit facilities.

### Orthopaedic Industry

The worldwide orthopaedic industry was estimated to be approximately \$11.0 billion in 2000 and we believe it will grow at 6-8% annually over the next three to four years. Orthopaedic devices are commonly divided into several primary sectors corresponding to the major subspecialties within the orthopaedic field: reconstruction, trauma, arthroscopy, spine and bio-orthopaedic materials.

The orthopaedic industry is currently dominated by six multinational companies, each with approximately \$1.0 billion or more in annual sales. The size of these companies leads them to concentrate their marketing and research and development efforts on products that they believe will have a relatively high minimum threshold level of sales. As a result, there is an opportunity for a mid-sized orthopaedic company, such as Wright, to focus on smaller higher-growth sectors of the orthopaedic market, while still offering a comprehensive product line to address the needs of its customers.

### RECONSTRUCTIVE JOINT DEVICE MARKET

Most reconstructive devices are used to replace or repair joints that have deteriorated as a result of disease or injury. Despite the availability of non-surgical treatment alternatives such as oral medications, injections and joint fluid supplementation of the knee, severe cases of disease or injury often require reconstructive joint surgery. Reconstructive joint surgery involves the

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modification of the bone area surrounding the affected joint and the insertion of one or more manufactured components, and may also involve the

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use of bone cement. The reconstructive joint market is estimated at \$4.8 billion worldwide, with hip reconstruction and knee reconstruction representing two of the largest sectors. Some of the key growth drivers of these markets include:

- AN ELDERLY POPULATION GROWING AT A HIGHER GROWTH RATE THAN THAT OF THE GENERAL POPULATION IN INDUSTRIALIZED COUNTRIES. In 2000, the 65 and over population in the United States numbered approximately 34 million or 12.4% of the total population, while growing at a higher growth rate than the overall U.S. population. In the United States, 70% of hip fractures occur in patients 65 and over.
- AN AGING "BABY BOOMER" POPULATION WITH HIGH EXPECTATIONS OF MAINTAINING THEIR ACTIVE LIFESTYLES. Baby boomers, on average, exercise more frequently and live more active lifestyles than the average American. As baby boomers age, their more active lifestyle, combined with their strong desire to maintain the quality of life to which they are accustomed, make baby boomers increasingly likely to suffer injuries and undergo joint reconstruction procedures.
- IMPROVING TECHNOLOGIES IN ORTHOPAEDIC IMPLANTS AND SURGICAL TECHNIQUES, WHICH HAVE MADE RECONSTRUCTION PROCEDURES A VIABLE OPTION FOR YOUNGER PATIENTS. Historically, joint reconstruction was reserved for older patients who tend to be less active and who typically place less stress on their implants. However, with advancing technologies that prolong the life of the implant and conserve patients' existing bone, surgeons are able to accommodate younger and more active patients.
- INCREASING UTILIZATION OF PREMIUM-PRICED REVISION REPLACEMENT IMPLANTS. The lifespan of many reconstructive joint implants is typically 15 to 20 years, after which time revision replacement devices must be implanted. These revision replacement devices represent a growing proportion of reconstruction procedures, as the first large group of patients received reconstructive joint devices in the 1980's and these patients are outliving their initial implants. Replacing an implant is typically more difficult than performing an initial implant and as a result, revision replacement implants tend to be higher priced.

The reconstructive joint market is generally divided into the areas of knees, hips and extremities.

[GRAPHIC]

[GRAPHIC]

**KNEE RECONSTRUCTION.** The knee joint involves the surfaces of three distinct bones: the lower end of the femur, the upper end of the tibia or shin bone, and the patella or kneecap. Cartilage on any of these surfaces can be damaged due to disease or injury, leading to pain and inflammation requiring knee reconstruction. Knee reconstruction was the largest sector of the reconstructive joint market in 2000, accounting for sales of approximately \$2.2 billion worldwide.

A typical knee replacement uses a metal femoral component, a polyethylene or polyethylene and metal tibial component, and a polyethylene patella component. The femoral component is attached to the femur and is typically constructed of

cobalt chrome. The femoral components come in different types of stem textures and are commonly referred to as "cemented" or "cementless" implants. A cementless, or press fit, implant has a textured and/or porous surface and allows surrounding bone tissue to grow into the implant for fixation, whereas cemented implants use bone cement for fixation. Cementless implants have a potential for longer life and are generally used on younger, more active patients, but may take a longer time to fixate and tend to cost more than cemented implants. The attachment of the tibial component requires reshaping the top of the tibia to create a flat surface. A metal

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tray, with a "V" shaped peg on the bottom, is inserted into the tibia, and a polyethylene implant, with a contoured top, is locked onto the metal tray. The metal femoral component moves against the polyethylene surface. A patella component may be used to replace a knee cap.

Major trends in knee reconstruction include the use of alternative, better performing surface materials to extend the implant's life and increase conservation of the patient's bone to minimize surgical trauma and accelerate recovery. Another significant trend in the knee industry is the use of more technologically advanced knees, called advanced kinematic knees, which more closely resemble natural joint movement. Additionally, we believe the minimally invasive unicompartmental knee procedure, which replaces only one femoral condyle, is becoming more widely accepted.

[GRAPHIC]

[GRAPHIC]

HIP RECONSTRUCTION. The hip joint is a ball-and-socket joint which enables the wide range of motion that the hip joint performs in daily life. The hip joint is most commonly replaced due to degeneration of the cartilage between the head of the femur (the ball) and the acetabulum or hollow portion of the pelvis (the socket), which causes pain, stiffness and a reduction in hip mobility. Hip reconstruction was an approximately \$2.1 billion market worldwide in 2000.

Traditional total hip replacement, or dual surface replacement, surgery involves a metal ball replacement for the head of the femur and a metal socket with a polyethylene (high-grade plastic) insert. The metal socket is secured into the acetabulum and the metal ball portion is affixed to the end of the femur using a metal stem that is inserted into the femoral canal. These metal stems come in different textures, and similar to our knee products, may be cemented or cementless and have similar advantages and disadvantages as the femoral components used in knee procedures. Some patients only require the replacement of the head of the femur, a procedure known as a single surface replacement.

Similar to the knee market, major trends in hip replacement procedures and implants are to extend implant life and to minimize surgical trauma and recovery time for patients. New products have been developed that incorporate bearing surfaces other than the traditional polyethylene surface, which may create debris due to wear that can lead to potential loosening of the implant. These alternative bearing surfaces include metal-on-metal and ceramic-on-ceramic combinations, which may exhibit better wear characteristics and lead to longer implant life. In addition, in order to minimize surgical trauma and recovery time for patients, implants that preserve more natural bone have been developed. These implants, known as bone-conserving implants, leave more of the hip bone intact which is beneficial given the likelihood of future revision replacement procedures as the average patient's lifetime increases. In addition, bone-conserving procedures often allow patients to delay their first total hip

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procedure and may significantly increase the time from the first procedure to the time when a revision replacement implant is required.

Patients with a severely diseased or injured joint may need a reconstructive joint device that restores much more function and stability than an implant used in initial or even revision replacement procedures. This type of procedure is known as limb preservation.

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[GRAPHIC]

[GRAPHIC]

**EXTREMITY RECONSTRUCTION.** Extremity reconstruction involves the implant of a device to replace or reconstruct injured or diseased joints. Reconstruction of the extremities consists of implants for joints such as the finger, toe, wrist, foot, ankle and shoulder. The extremity reconstruction market was approximately \$250 million worldwide in 2000.

Major trends in extremity reconstruction include separately designed implant stems for press-fit and cemented applications and a variety of geometries to more closely accommodate each patient's unique anatomy. In addition, patients and physicians are increasingly recognizing extremity reconstruction as a viable treatment alternative to traditional treatment options.

### BIO-ORTHOPAEDIC MARKET

The bio-orthopaedic materials market is one of the fastest growing sectors of the orthopaedic market. These materials use both biological tissue-based and synthetic materials to regenerate damaged or diseased bone. The bio-orthopaedic materials sector includes products such as tissue-based bone grafts and bone graft substitutes. These products stimulate the body's natural regenerative capabilities to minimize or delay the need for invasive implant surgery. These materials are used in spinal fusions, trauma fractures, joint replacements and cranio-maxillofacial procedures. Currently, there are three main types of bio-orthopaedic products: osteoconductive, osteoinductive and combined osteoconductive/osteoinductive. These types refer to the way in which the materials affect bone growth. Osteoconductive materials serve as a scaffold that supports the formation of bone but do not trigger new bone growth, whereas osteoinductive materials induce bone growth.

Current bone graft options available to surgeons and patients are autografts, allografts and synthetic graft substitutes.

- **AUTOGRAFT.** Autograft is bone tissue harvested from the patient's own body. Autograft was used in approximately one-half of bone replacement procedures performed in the United States in 2000. The advantages of autograft use include the elimination of the risk of infection and the acceptance of the graft by the patient's body because it is the patient's own tissue. In addition, autograft bone can have both osteoconductive and osteoinductive properties. The disadvantages to autograft use include the pain associated with extracting the tissue, the time-consuming nature of the harvesting procedure, the additional recovery time required, the limited amount of autograft available and the cost associated with the additional procedure and recovery time. In addition, some portion of patients experience complications with the harvesting procedure.

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- ALLOGRAFT. Allograft is donated bone tissue derived principally from cadaveric tissue, and was used in approximately 40% of bone replacement procedures performed in the United States in 2000. The advantages of allograft use include the elimination of an additional invasive procedure required to harvest autograft bone and avoidance of any associated complications. Allograft can also have osteoconductive and osteoinductive properties. The disadvantages of allograft use include the risk of disease transmission and potential regulatory and ethical concerns about the commercial aspects of harvesting cadaveric tissue. In addition, allograft supply is currently limited.
- SYNTHETIC BONE GRAFT SUBSTITUTES. Synthetic bone graft substitutes have been developed to replace or supplement autograft and allograft, and are currently used in a small percentage of bone replacement procedures. The advantages of synthetics include that they cause no secondary pain, they do not give rise to the issues surrounding allograft tissue, and their supply is not limited. While synthetic materials have osteoconductive properties, the primary limitations of most synthetic grafts are the material's lack of osteoinductive properties and their limitations for use in weight-bearing applications unless combined with other weight-bearing implants.

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We believe there is an increasing acceptance of bone graft substitute materials for use in spinal fusions, trauma fractures, joint replacements, cranio-maxillofacial procedures and other orthopaedic applications.

### Our Business Strategy

Our goal is to enhance our market position and to grow our business by pursuing a strategy with the following key elements:

- TARGETING HIGHER-GROWTH, HIGHER-MARGIN MARKET SECTORS THAT MAY BE UNDERSERVED BY LARGER ORTHOPAEDIC DEVICE COMPANIES. An important part of our strategy is to concentrate our sales and marketing efforts on serving higher-growth, higher-margin market sectors, such as bone-conserving and revision replacement hip implants, advanced kinematic knees, extremities and bio-orthopaedic materials. We believe that the larger orthopaedic companies may not effectively service the sectors that we target, which provides us with a significant market opportunity.
- OFFERING A COMPREHENSIVE SET OF IMPLANTS AND RELATED PRODUCTS IN THE MARKETS WE SERVE TO SPAN THE LIVES OF PATIENTS. We believe that our broad range of product offerings is an important competitive advantage because it allows us to offer surgeons a comprehensive set of surgical solutions with which they can provide a continuum of patient care. We believe there is an increasing number of patients who receive orthopaedic implants and expect to continue to live the active lifestyle they had prior to their procedures. We offer implant products for conservative restoration procedures for first-time implant patients. These early intervention procedures are designed to preserve as much of the patient's existing bone as possible to enhance the feasibility of future implant procedures. Additionally, we are a leading provider of revision replacement implants that are used to replace failed or worn out implants, and are designed to be complementary with our bone-conserving and initial implants.
- LEVERAGING OUR GLOBAL INFRASTRUCTURE FOR INCREASED GROWTH AND PROFITABILITY. We are organizing our worldwide operations to respond to the needs of local markets, improve efficiencies, sell our full line of products and develop marketing and reimbursement strategies on a country-by-country basis. We believe our existing global sales and manufacturing infrastructure can support

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increased product offerings and sales. To that end, we may pursue acquisitions that further enhance our product portfolio and leverage our global distribution infrastructure.

- FOCUSING OUR RESEARCH AND DEVELOPMENT EFFORTS TO ACCELERATE DELIVERY OF NEW PRODUCTS AND TECHNOLOGIES. We plan to continue our commitment to product development with an emphasis on product innovations within the markets in which we compete by integrating novel technologies with traditional orthopaedic products in a variety of clinical settings. For example, we believe the bio-orthopaedic materials market represents not only an attractive growth opportunity for our company, but also a technology platform with which we can enhance our position in the reconstructive joint device market.

### Our Products

We offer products in four primary market sectors: knees reconstruction, hip reconstruction and extremity reconstruction, and bio-orthopaedic materials.

### KNEE RECONSTRUCTION

Our knee reconstruction product portfolio strategically positions us in the areas of total knee reconstruction, revision replacement implants and limb preservation procedures. These products provide the surgeon with a continuum of treatment options for improving patient care. Our products are differentiated by innovative design features that reproduce movement and stability more closely resembling a healthy knee, and by a broad array of surgical instrumentation to accommodate surgeon preference. Knee products generated \$62.9 million of net sales in 2000, representing 40% of our total net sales.

The ADVANCE-Registered Trademark- Knee System is our most recent knee product line offering. One of the most innovative products in the ADVANCE-Registered Trademark- Knee System product line is the ADVANCE-Registered Trademark- Medial Pivot Knee. The understanding of knee motions and functions has advanced significantly over the past several years, and we believe the ADVANCE-Registered Trademark- Medial Pivot Knee is the first knee to be mass marketed that takes full advantage of the strides made in understanding the knee joint. The ADVANCE-Registered Trademark- Medial Pivot Knee is designed to approximate the motion of a healthy knee by using a unique spherical medial feature. Overall, we believe the ADVANCE-Registered Trademark- Medial Pivot Knee more closely approximates natural knee motion, improves clinical wear and provides a better range of motion. Our ADVANCE-Registered Trademark- Knee System is CE marked for sale in Europe. We recently introduced the ADVANCE-Registered Trademark- product line into some of our international markets and it has received some initial success. We believe that international markets present a significant opportunity for our ADVANCE-Registered Trademark- Knee System.

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The ADVANTIM-Registered Trademark- Knee System, one of our early flagship products, was developed to meet the needs of patients with special stability requirements and has over 19 years of successful clinical history. The ADVANTIM-Registered Trademark- Knee System continues to be popular with surgeons because of its specialized instrumentation and successful clinical history.

### HIP RECONSTRUCTION

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We offer a comprehensive line of products for hip joint reconstruction. Our product portfolio, which was strengthened by the Cremascoli acquisition, provides offerings in the areas of bone-conserving implants, total hip reconstruction, revision replacement implants and limb preservation. Additionally, our hip products offer a combination of innovative modular designs, a complete portfolio of surface bearing materials, including polyethylene, ceramic and metal components, and innovative technology in single surface replacement implants. We are therefore able to offer surgeons and their patients a continuum of treatment options. Hip products generated approximately \$47.7 million of net sales in 2000, representing approximately 30% of our total net sales.

The CONSERVE-Registered Trademark- Hip System provides a conservative restoration, or bone conserving, alternative to conventional total hip reconstruction, and we believe it is becoming the treatment of choice for avascular necrosis, or AVN, of the femoral head. AVN is a disease which causes bone to die and deteriorate. It is estimated that approximately 10% of total hip replacement procedures performed annually are initially diagnosed as related to AVN. People who suffer from AVN are usually younger than the typical hip replacement patient and need a solution that is less invasive than conventional total hip replacement. With the CONSERVE-Registered Trademark- resurfacing system, only the surface of the femoral head is replaced and the rest of the hip remains untouched. This early intervention alternative allows the patient to live with less pain and avoid extensive bone loss at a young age. The CONSERVE-Registered Trademark- Hip System's conservative restoration provides a better solution for the patient by leaving maximum bone for future surgical procedures, if needed.

The LINEAGE-TM- Acetabular System, our newest hip product, which was introduced during the third quarter of 2001, is one of the first hip systems to reach the market that provides the surgeon with the option to interchangeably use either polyethylene, ceramic or metal acetabular bearing surfaces for use with a common metal acetabular shell, thus offering maximum flexibility to the surgeon while minimizing inventory levels. The standard for replacement of the acetabulum, or socket, in the hip joint is a two-piece system consisting of a metal shell with a polyethylene liner. The polyethylene component serves as a bearing surface for the head of the femoral component, or ball. Alternative bearing materials, such as metal in the domestic market and metal and ceramic in the international market, have recently been introduced in their respective markets. We anticipate offering the ceramic option in the United States in the near future.

The PERFECTA-Registered Trademark- Hip System is the basic platform for our more traditional hip stem product line. This system provides a full range of fixation options including press fit and cemented versions, and offers a wide selection of geometries in order to meet the needs of the patient's anatomical requirements as well as the surgeon's preferences. This product allows surgeons the flexibility to match the implant to each patient's unique requirements. The PERFECTA-Registered Trademark- Hip System has over ten years of proven clinical success worldwide, and we continue to build upon the existing platform, as illustrated by the introduction of the PERFECTA-Registered Trademark- Slim Neck during the third quarter of 2001. This product has a slimmer neck that provides for greater range of motion after being implanted.

Through our acquisition of Cremascoli, we acquired several hip implant products designed for the European market, including the ANCA FIT-TM- Hip System and PROFEMUR-TM- R Hip System. The ANCA FIT-TM- Hip System, a traditional hip replacement system, has received clinical acceptance in Europe for seven years. The PROFEMUR-TM- R hip stem is a revision replacement implant with a patented modular femoral neck component, which allows the surgeon to make final

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adjustments to the implant as the last step in the procedure in order to accommodate each patient's unique anatomy.

### EXTREMITY RECONSTRUCTION

We offer extremity products for the hand, wrist, elbow, shoulder, foot and ankle in a number of markets worldwide. Our small joint orthopaedic implants have many years of successful clinical history. We believe we are one of the recognized leaders in finger and toe implants. Our Swanson Hinge Finger has been used by surgeons for over 30 years. Extremity products generated \$17.3 million in net sales in 2000, representing approximately 11% of our total net sales.

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The ORTHOSPHERE-Registered Trademark- implant for the repair of the basal thumb joint is constructed from ceramic biomaterials, which reduce wear and increase biocompatibility compared to polyethylene implants. This product provides an alternative to harvesting the patient's own soft tissues as a spacer for the repaired joint, thereby reducing the length of the surgical procedure and morbidity. As a result, we believe this represents a significant improvement over conventional techniques.

The LOCON-T-TM- Distal Radius Plating System, which was introduced during the first quarter of 2001, provides surgeons with an anatomically designed, stainless steel plating system used in the repair of radial fractures. In designing the LOCON-T-TM- Distal Radius Plating System, we utilized thin, high-strength stainless steel with low profile screws in order to avoid tendon irritation and/or rupture, which are complications known to result from this type of surgical repair. We believe this product offers distinct advantages over other currently marketed systems.

In May 2000, we introduced the EVOLVE-Registered Trademark- Modular Radial Head elbow device. The EVOLVE-Registered Trademark- Modular Radial Head offers two primary benefits over its predecessors: the surgeon may choose implant heads and stems that accommodate the patient's anatomy, and it is easier to insert compared to the single piece implants when assembled in the patient.

Our NEWDEAL-TM- foot and ankle implants provide a system of components for performing various repair procedures in the foot and ankle. These products include various screws and staples that meet a wide array of surgical challenges in the foot. These products are the result of our exclusive U.S. distribution agreement, entered into in the second half of 2000, with Newdeal, S.A., a French company that has developed an extensive line of products for foot and ankle procedures. These new instruments and implants have allowed us to continue to expand our dominant position in the extremity market.

### BIO-ORTHOPAEDIC MATERIALS

We offer an expanding number of bio-orthopaedic products that stimulate the natural regenerative capabilities of the human body. These products focus on biological musculoskeletal repair, including synthetic and human tissue-based bone grafting materials. We were one of the first companies to receive FDA market clearance for the use of resorbable synthetic bone graft substitutes for the spine, currently the largest application for this product. Bio-orthopaedic products generated approximately \$21 million, representing about 13% of our total net sales in 2000.

In 1996, we introduced OSTEASET-Registered Trademark- bone graft substitute, a

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synthetic bone graft substitute made of surgical grade calcium sulfate. OSTEOSET-Registered Trademark- bone graft substitute provides an attractive alternative to autograft because it facilitates bone regeneration without requiring a painful, secondary bone harvesting procedure. Additionally, being purely synthetic, OSTEOSET-Registered Trademark- pellets are cleared for use in infected sites, an advantage over tissue based material. The human body resorbs the OSTEOSET-Registered Trademark- material at a rate close to the rate that new bone grows. We also offer surgeons the option of custom-molding their own beads in the operating room using our OSTEOSET-Registered Trademark- Resorbable Bead Kit, which is available in mixable powder form. Our surgical grade calcium sulfate is manufactured internally using a patented and proprietary process that consistently produces a high quality product.

In late 1999, we introduced ALLOMATRIX-TM- Injectable Putty. This product combines a high content of demineralized bone matrix, or DBM, a type of allograft, with our proprietary surgical grade calcium sulfate carrier. The combination provides an injectable putty with the bone growth inducing properties of DBM and exceptional handling qualities. This product has been well received by surgeons. Another combination we offer is ALLOMATRIX-TM- C bone graft putty, which includes the addition of bone chips. The addition of the bone chips increases the stiffness of the material, improves handling characteristics and provides more structural support. In the third quarter of 2001, we introduced ALLOMATRIX-TM- Custom bone graft putty, which allows the surgeon to customize the amount of bone to add to the putty based on its surgical application.

Our bio-orthopaedic offerings in international markets include OSTEOSET-Registered Trademark- T medicated pellets and OSTEOSET-Registered Trademark- pellets containing DBM. OSTEOSET-Registered Trademark- T medicated pellets are currently the only synthetic resorbable bone void filler available on the international market for the treatment of osteomyelitis, an acute or chronic inflammation of bone.

### Product Development

Our research and development staff focuses on developing new products in the knee, hip, extremity reconstruction and bio-orthopaedic material markets and expanding our current product offerings and the markets in which they are offered. We believe a commitment to a strong research and development program is one of the keys to our future success. Research and development expenses were \$8.4 million in 2000 and we plan to increase research and development expenses by more than 20% in 2001 to approximately \$10 million. We believe this level of spending will produce a steady stream of innovative, new product introductions in coming years.

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We have established several surgeon advisory panels that advise us on market trends and assist us with the development and clinical testing of our products. We believe these surgeon advisors are prominent in the field of orthopaedics. We also partner periodically with other industry participants, particularly in the bio-orthopaedic materials area, to develop new products.

In the knee, hip and extremity reconstruction areas, our research and development focus is on expanding our continuum of products that span the life of implant patients, from early intervention, such as bone-conserving implants, to primary implants to revision replacement implants to limb preservation implant. In the bio-orthopaedic materials area, we have a variety of research and development projects that are designed to further expand our entry into this

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rapidly growing market. These projects include developing materials for new bio-orthopaedic applications as well as leveraging the use of biologic coatings to enhance fixation and performance in traditional orthopaedic implants.

We continue to explore and develop alternative bearing surfaces that improve the clinical performance of our reconstructive joint devices. Active programs in cross-linked polyethylene, alternative bearing materials and other proprietary substitutes are currently expected to be incorporated into some of our product designs during 2002.

Following is a brief description of products under development in each of our principal market sectors:

### KNEES

Products Under Development	Description of Product	Regulatory Clearance
ADVANCE-Registered Trademark- Stemmed Medial Pivot Knee	A femoral implant that accepts modular stems and augmentation wedges for more complex knee replacement situations.	Cleared
ADVANCE-Registered Trademark- Unicompartmental Knee System	A minimally invasive replacement for the medial compartment of a knee.	Cleared
ADVANCE-Registered Trademark- Spiked Tibial Base	A modification option to the ADVANCE-Registered Trademark- Medial Pivot Knee which allows for optimal stability and fixation.	Cleared

The ADVANCE-Registered Trademark- Stemmed Medial Pivot Knee is a new extension of our successful ADVANCE-Registered Trademark- Total Knee System. Surgeons are often confronted with significant challenges when replacing a knee joint, such as bone loss that compromises implant fixation. The ADVANCE-Registered Trademark- Stemmed Medial Pivot Knee offers the surgeon the ability to implant a stemmed version in cases requiring additional implant fixation and stability in a primary surgery. This system also accepts augmentation wedges to replace areas of deficient bone. With this system, the surgeon will have more options for treating patients requiring additional stability without resorting to total knee replacement products, which remove more bone. This design conserves bone as compared to other posterior stabilized products while providing a higher degree of fixation and implant stability.

There is growing interest in the market for a unicompartmental knee that addresses injury or disease in the medial head in the base of the femur. In response to that interest, we have developed the ADVANCE-Registered Trademark- Unicompartmental Knee System, a unique system of implants and instruments that allows for medial compartment replacement with a minimally invasive surgical approach. We believe the simplified instrumentation utilized by the ADVANCE-Registered Trademark- Unicompartmental Knee System is a significant improvement over the cumbersome or poorly designed instrumentation utilized in unicompartmental knee systems on the market today.

The ADVANCE-Registered Trademark- Spiked Tibial Base is a fixation modification option for the ADVANCE-Registered Trademark- Medial Pivot Knee whereby a spiked tibial base is used with the implant, which allows for less bone removal while

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providing optimal stability and fixation. It is available in porous and non-porous options that accept ADVANTIM-Registered Trademark- style tibial stem extensions. Thus, it bridges the superior movement qualities of the ADVANCE-Registered Trademark- Medial Pivot Knee with the optimal fixation qualities of the ADVANTIM-Registered Trademark- knee system.

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### HIPS

Products Under Development	Description of Product	Regulatory Clearanc
PROFEMUR-TM- USA Modular Hip	Modular hip replacement system that allows multiple size combinations.	Cleared
REPIPHYSIS-TM- Technology	Allows for non-invasive expansion of any long bone where lengthening is needed.	Pending
GUARDIAN-Registered Trademark- Limb Salvage System--Proximal Tibia Implants, and Revision Hinge Implants	A modular component system of knee and hip products ideal for cases where extensive femoral and tibial bone loss has occurred as a result of cancer, trauma, etc.	Cleared
CONSERVE-Registered Trademark- Plus Resurfacing Hip System	Hip replacement that resurfaces both the femoral and acetabular articular surfaces of the hip.	IDE clinical invest progress; CE marked

Modular hip systems are growing in popularity, especially in revision replacement hip implant procedures. The PROFEMUR-TM- R was designed by Cremascoli for the European market. Although we are currently selling this product in the U.S., we are also developing a modified version and instrumentation to address the needs of U.S. surgeons. The new system, the PROFEMUR-TM- USA Modular Hip, will capitalize on the successful clinical history of the current PROFEMUR-TM- R product while incorporating new technology into the design.

REPIPHYSIS-TM- Technology can be used in any long bone where growth potential is needed. This technology, which we license from the inventor, can be inserted into a bone implant and subsequently adjusted non-invasively when lengthening of the bone is needed. The most common application of this breakthrough technology is in the field of children's oncology, where growing children can have the bones attached to their hip or knee implant lengthened non-invasively, thus eliminating the need for more frequent surgeries and anesthesia.

The GUARDIAN-Registered Trademark- Limb Salvage System is ideal for cases when proximal or distal femur replacement can no longer be achieved due to extensive femoral and tibial bone loss as a result of cancer, trauma, or failed hip and knee arthroplasty. The GUARDIAN-Registered Trademark- Proximal Tibia Implants, one of the products offered in this modular component system, allows for very small femoral bone resection and is available in a wide range of sizes that promote optimal prosthesis fit. The constrained design precludes the need for a

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patellar component. GUARDIAN-Registered Trademark- Revision Hinge Implants, another of the products offered within the system, is similar to the GUARDIAN-Registered Trademark- Proximal Tibia Implants, but its prosthesis includes a tibia sleeve and an optional tibia stem extension instead of a proximal tibia, optional midsection, and tibia stem.

The CONSERVE-Registered Trademark- Plus Resurfacing Hip System offers a unique hip replacement system that requires minimal bone removal. With this system, only the surfaces of the hip are replaced, as opposed to the significant bone removal that is typical in most conventional total hip systems on the market today. The CONSERVE-Registered Trademark- Plus Resurfacing Hip System allows for the replacement of both the femoral and acetabular articular surfaces, while the CONSERVE-Registered Trademark- System allows for the replacement of the femoral head which moves directly against the natural acetabular cartilage.

EXTREMITIES

Products Under Development	Description of Product	Regulatory Clearance
OLYMPIA-TM- Total Shoulder System	A modular shoulder system that offers surgeons flexibility to meet their patient's needs.	Cleared
Modular Ulnar Head System	Modular replacement for the distal ulnar head.	Pending

The OLYMPIA-TM- Total Shoulder System is a comprehensive system that offers the surgeon many choices in terms of fixation and implant stability. This system offers two fixation options, including patented press-fit stems for cementless applications and stems that are optimized for cemented applications. Most systems now available do not offer this level of versatility and surgeons must

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adjust their surgical technique to fit the available products. An additional advantage of the system is that the humeral head is modular and asymmetric, allowing the surgeon to adjust joint tension as the final step of the surgical process.

Following the success of the EVOLVE-Registered Trademark- Modular Radial Head, we are developing a modular replacement system for the distal ulna, a small forearm bone. This new system will continue our expansion into new markets in the extremity area.

BIO-ORTHOPAEDIC MATERIALS

Products Under Development	Description of Product	Regulatory Clearance
ALLOMATRIX-TM- DR Graft	ALLOMATRIX-TM- Putty optimized for small fractures such as in the distal	None required

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radius.

MIIG -TM- (Minimally Invasive Injectible Graft)	Injectable form of surgical grade calcium sulfate that hardens in the body.	Cleared
OSTEOSET-Registered Trademark- DBM Pellets	OSTEOSET-Registered Trademark- material combined with demineralized bone in pellet form.	Pending

The latest offering in our ALLOMATRIX-TM- family of products is ALLOMATRIX-TM- C Putty. We recently launched ALLOMATRIX-TM- C Putty in the U.S. and hope to soon offer the product internationally, pending receipt of necessary regulatory clearance. For additional information, see also "Risk Factors--Our bio-orthopaedics business is subject to emerging government regulations that can significantly impact our business," and "--the FDA has challenged the regulatory status of our ALLOMATRIX-TM- products."

ALLOMATRIX-TM- DR Graft is ALLOMATRIX-TM- putty that has been optimized for application in smaller fractures. The properties of this graft that make it ideal for such application include its semi-structural consistency, smaller particle size for optimized packing, and the application-specific volume in which it is marketed.

MIIG-TM- (Minimally Invasive Injectible Graft) paste is an injectable form of our surgical grade calcium sulfate paste that hardens in the body. This product combines the operative flexibility of an injectable substance with the clinically proven osteoconductive properties of OSTEOSET-Registered Trademark- material. This product is targeted for application to traumatic fractures of the distal radius and tibial plateau.

OSTEOSET-Registered Trademark- DBM Pellets combine OSTEOSET-Registered Trademark- material with demineralized bone in pellet form, thereby providing both osteoconductive and osteoinductive properties.

### Sales and Marketing

Our sales and marketing staff targets orthopaedic surgeons, who typically are the decision-makers in orthopaedic device purchases. We have established several surgeon advisory panels comprised of surgeons who we believe are leaders in their chosen orthopaedic specialties and involve both these surgeons and our marketing personnel in all stages of bringing a product to market, from initial product development to product launch. As a result, we believe we benefit from having a well-educated, highly involved marketing staff and an installed base of well-respected surgeons who serve as advocates to promote our products in the orthopaedic community.

We offer clinical symposia and seminars, publish advertisements and the results of clinical studies in industry publications, and offer surgeon-to-surgeon education on our new products using our surgeon advisors in an instructional capacity. Additionally, we inform the approximately 16,000 practicing orthopaedic surgeons in the U.S. of our latest products through frequent catalogue and brochure mailings.

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Our acquisition of Cremascoli has given us an opportunity to cross-sell legacy Wright products and legacy Cremascoli products in Europe and North America, respectively. Because North American and European orthopaedic surgeons have different product preferences, we believe that by utilizing our European and North American sales and marketing teams' understanding of surgeon preferences in their local markets we can effectively modify and cross-sell existing products throughout the worldwide markets in which we compete.

We sell our products in the United States through a sales force of approximately 200 people, consisting of 44 independent commission-based sales representatives or distributors and approximately 161 independent sales associates and 3 employee sales associates engaged principally in the business of supplying orthopaedic products to hospitals in their geographic areas. These independent distributors have formal contracts with us, which allow us to manage the distributor based on performance criteria. The U.S. field sales organization is supported by our Tennessee-based sales and marketing organization. A Vice President of U.S. Sales, a national sales manager and four regional directors manage our domestic sales organization.

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We market our products internationally through a combination of direct sales offices in certain key international markets and exclusive distributors in other markets. We have sales offices in France, Italy, the United Kingdom, Belgium, Japan, Canada and Germany that employ direct sales employees and use independent sales representatives to sell our products into their respective markets. We sell our products into other countries in Europe, Asia, Africa, South America and Australia using stocking distribution partners. Stocking distributors purchase products directly from us for resale directly to their local customers, with product ownership generally passing to the distributor upon shipment. In total, our international distribution system consists of approximately 250 distributors and sales associates who sell in over 40 countries. Our President of International and our Vice President of International Sales and Distribution manage our international sales organization.

Our new sales representatives receive formal product training and are then typically given one product to sell for a period of time, which allows our representatives to establish relationships within the orthopaedic community. The sales representatives gradually add additional products until they carry all of our product lines. This process typically takes three years. In addition, we require each sales representative to attend periodic sales and product training.

### Manufacturing and Supply

At both our Arlington, Tennessee and Toulon, France facilities, we primarily produce orthopaedic implants for use by our customers and some of the related surgical instrumentation used to prepare the bone surfaces and cavities during the surgical procedure. The majority of our surgical instrumentation is produced to our specifications and designs by qualified subcontractors who serve medical device companies.

During the past year, we have continued to modernize both of our production facilities through changes to the physical appearance and layout and have added new production and quality control equipment to meet the evolving needs of our product specifications and designs. In seeking to optimize our manufacturing operations, we have adopted many sophisticated manufacturing practices, such as lean manufacturing, which are designed to lower lead times, minimize waste and reduce inventory. We have a wide breadth of manufacturing capabilities at both facilities, including skilled and semi-skilled manufacturing personnel.

Our reconstructive joint devices are produced from various surgical grades of titanium, cobalt chrome and stainless steel, various surgical grades of high-density polyethylenes, silicone elastomer and ceramics. We are aware of only two suppliers of medical grade silicone elastomer and we primarily use only one of these vendors. We currently rely on two suppliers of DBM for use in our bio-orthopaedic products. Our other raw material supplies come from multiple suppliers that supply products to our specifications and purchase order requirements.

We maintain a comprehensive quality assurance and quality control program, which includes documentation of all material specifications, operating procedures, equipment maintenance and quality control methods. Our U.S. and European based quality systems are based on and in compliance with the requirements of ISO 9001/EN 46001 and the applicable regulations imposed by the FDA on medical device manufacturers.

We believe that our two production facilities can continue to meet our anticipated business needs for the foreseeable future.

#### Competition

Competition in the orthopaedic device industry is intense and is characterized by extensive research efforts and rapid technological progress. Major companies in this industry include DePuy, Inc., a subsidiary of Johnson & Johnson; Stryker Corporation; Zimmer Holdings, Inc.; Sulzer Orthopedics, Inc., a division of Sulzer Medica; Smith & Nephew, Inc.; and Biomet, Inc. Our competitors also include academic institutions and other public and private research organizations that continue to conduct research, seek patent protection and establish arrangements for commercializing products in this market that will compete with our products.

We believe that the primary competitive factors we face include: price, quality, technical capability, breadth of product line and distribution capabilities. Our current and future competitors in this market may have greater resources, more widely accepted products, less-invasive therapies, greater technical capabilities and stronger name recognition than we do. Our ability to compete is affected by our ability to:

- develop new products and innovative technologies;
- obtain regulatory clearance and compliance for our products;
- protect the proprietary technology of our products and manufacturing process;

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- market our products;
- attract and retain skilled employees and sales representatives; and
- maintain and establish distribution relationships.

#### Intellectual Property

We currently own or have exclusive licenses to more than 108 patents and pending patent applications throughout the world. We seek to aggressively protect technology, inventions and improvements that we consider important through the use of patents and trade secrets in the United States and significant foreign markets. We manufacture and market our products both under our own patents and under our license agreements with other parties.







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We believe our U.S. manufacturing facility complies in all material respects with FDA requirements. We have also implemented comprehensive procedures to ensure compliance with the FDA quality system regulations with a focus on comprehensive product design controls.

### INTERNATIONAL

We must obtain required regulatory approvals and comply with extensive regulations governing product safety, quality and manufacturing processes in order to market our products in European and other foreign countries. These regulations vary significantly from country to country and with respect to the nature of the particular medical device. The time required to obtain these foreign approvals to market our products may be longer or shorter than that required in the United States, and requirements for such approval may differ from FDA requirements.

In order to market our products in the member countries of the European Union, we are required to comply with the medical devices directive and obtain CE mark certification. CE mark certification is an international symbol of adherence to quality assurance standards and compliance with applicable European medical device directives. Under the medical devices directives, all medical devices including active implants must qualify for CE marking.

All our products sold internationally are subject to appropriate foreign regulatory approvals, such as CE marking for the European Union. Our products are manufactured in ISO 9001 compliant facilities. Our manufacturing facility in France was ISO 9001 and EN 46001 certified in October 1996 by SGS, an English certified body. This facility is also registered as a medical device manufacturing facility with the FDA. The FDA may audit this facility at any time.

### Third-Party Reimbursement

In the United States, as well as in foreign countries, government-funded or private insurance programs, commonly known as third-party payors, pay a significant portion of the cost of a patient's medical expenses. A uniform policy of reimbursement does not exist among all these payors. Therefore, reimbursement can be quite different from payor to payor. We believe that reimbursement is an important factor in the success of any medical device. Consequently, we seek to obtain reimbursement for all of our products.

Reimbursement in the United States depends on our ability to obtain FDA clearances and approvals to market these products. Reimbursement also depends on our ability to demonstrate the short-term and long-term clinical and cost-effectiveness of our products from the results we obtain from clinical experience and formal clinical trials. We present these results at major scientific and medical meetings and publish them in respected, peer-reviewed medical journals.

All U.S. and foreign third-party reimbursement programs, whether government funded or insured commercially, are developing increasingly sophisticated methods of controlling health care costs through prospective reimbursement and capitation programs, group purchasing, redesign of benefits, second opinions required prior to major surgery, careful review of bills, encouragement of healthier lifestyles and exploration of more cost-effective methods of delivering health care. These types of programs can potentially limit the amount which health care providers may be willing to pay for medical devices.





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final damage award is rendered against us, we may be forced to raise or borrow funds, as a supplement to any available insurance claim proceeds, to pay the damages award. We believe that we have good defenses to this lawsuit and intend to defend it vigorously.

WRIGHT MEDICAL TECHNOLOGY, INC. V. GRISONI

We filed an action against a former employee on March 31, 1998, regarding the use of intellectual property and trade secrets. We alleged the former employee violated a "trade secrets" provision of his employment contract by developing a calcium sulfate bone void filler product to compete against our similar product. Initially, the trial court granted us a temporary restraining order and later granted us a temporary injunction. Seven months later, the former employee filed a motion to dissolve the injunction. Our former employee claimed that the injunction was improperly granted and alleged damages as a result of the issuance of the injunction. On May 3, 2000, the trial court found us "guilty of malicious prosecution" and awarded the former employee a judgment of \$4.8 million, plus \$408,000 per month for twelve months or until a final resolution of the case, whichever is earlier, and \$4.8 million in punitive damages. We appealed the judgment and agreed to suspend the injunction pending the outcome of the appeal. In connection with the appeal we were required to post a \$5.0 million bond.

The Tennessee Court of Appeals issued its decision on our appeal on December 18, 2001. The Court of Appeals concluded that the evidence neither established malice nor lack of probable cause. Accordingly, the trial court's finding that we were liable for malicious prosecution was reversed. Since the Court of Appeals reversed the finding of malicious prosecution, the Court of Appeals stated that the award of punitive damages was not warranted and it reversed the award of punitive damages. The Court of Appeals, however, affirmed the dissolution of the injunction. Since the finding of liability for malicious prosecution was reversed, the damages to Grisoni were limited to the amount of the injunction bond of \$500,000 and Grisoni was thus entitled to recover compensatory damages for the wrongful injunction in the amount of \$500,000. The trial court's award of damages was modified to that amount. Grisoni appealed the trial court's decision not to award damages for our alleged misappropriation of material from Grisoni. The Court of Appeals affirmed the trial court and found that the preponderance of the evidence supported the trial court's finding that we did not use Grisoni's information.

Either party could seek permission to appeal the case to the Tennessee Supreme Court. The parties have sixty (60) days from the date of the Court of Appeals decision to seek permission to appeal. If this case is accepted by the Tennessee Supreme Court and the damages reversed by the Court of Appeals are reinstated, we may be required to raise or borrow the money to pay all or a portion of the damages award.

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Management

Executive Officers, Directors and Key Employees

Set forth below is certain information concerning our executive officers, directors and key employees, including their age, as of December 31, 2001:

NAME	AGE	POSITION
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and Chief Financial Officer of Cyberonics, Inc., a publicly-held medical device manufacturer. From October 1990 to May 1993, Mr. Bakewell held the position of Chief Financial

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Officer with ZEOS International Ltd., a publicly-held manufacturer and direct marketer of personal computers and related products. Mr. Bakewell is a certified public accountant.

JACK E. PARR, PH.D. has served as our Executive Vice President and Chief Scientific Officer since January 1998. Dr. Parr has 22 years of experience in the orthopaedic medical device industry. He joined us in September 1993 as Vice President of Research and Development. Dr. Parr is a member of the American Academy of Orthopaedic Surgeons. He is a member of the Society of Biomaterials board of directors and a past president of the Society. Dr. Parr is a member of the American Society for Testing and Materials board of directors and several other professional associations. He holds 16 U.S. patents.

ROBERT W. CHURINETZ has served as our Senior Vice President of Global Operations since April 1, 2001. Mr. Churinetz has 25 years of experience in the medical device industry. He joined us in September 1993 as Vice President of Quality and Regulatory Affairs, was promoted to Vice President of Operations in November of 1998, and to Vice President of Global Operations in September 2000. Prior to joining us, Mr. Churinetz spent 17 years with United States Surgical Corporation in various positions of increasing responsibility, ultimately serving as Senior Director of Corporate Quality Functions.

R. GLEN COLEMAN joined us as Senior Vice President of Marketing in March 2001. Mr. Coleman was Vice President of Marketing of Medtronic Xomed, Inc. and its predecessor, Xomed Surgical Products, Inc., from August 1996 until November 2000. From January 1983 to August 1996, Mr. Coleman held several management positions at Linvatec Corporation, including Vice President of Global Marketing from June 1996 to July 1996, Vice President of Sales from October 1993 to June 1996, Vice President and General Manager of its Concept Division from May 1991 to October 1993 and Vice President of Research and Development earlier.

BRIAN T. ENNIS has served as our President of International since July 2001. Mr. Ennis has more than 19 years of experience in the medical device industry. From 1989 through 2000, Mr. Ennis served the Stryker Corporation as a Director of Marketing for Stryker Medical Division, Vice President/General Manager for Stryker Medical Europe, Vice President/General Manager for Stryker United Kingdom and Vice President of MedSurg Marketing for Stryker Europe, Africa, and Middle East. From 1982 through 1988, Mr. Ennis served the C.R. Bard Corporation in progressive sales and marketing positions culminating as a Group Product Manager for the Bard Urological Division.

WARREN O. HAGGARD, PH.D. has served as our Vice President, Research since November 1998. Dr. Haggard joined Dow Corning Wright, a predecessor company, in May 1985 as a Product Development Engineer and has held various positions of increasing responsibility in the product development and research departments. In 1996 he was promoted to Director of Advance Technology and Biologics. From January 1982 to May 1985, Dr. Haggard worked at Union Carbide Corporation.

KAREN L. HARRIS has served as our Vice President, International Sales and Distribution since January 1998. Ms. Harris joined us in February 1997 as Vice President of European Business Development. For the seven years prior to joining us, Ms. Harris was employed by MicroAire Surgical Instruments, Inc., a private company owned by the Marmon Group, Inc., where she held various positions and ultimately was Director of International Sales and Marketing.







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Name and Principal Position	Year	Salary	Bonus	Underlying
F. Barry Bays.....	2001	\$270,000	\$109,158	
President, Chief Executive Officer and Director	2000	248,571	116,765	
John K. Bakewell (3).....	2001	190,000	59,089	
Executive Vice President and Chief Financial Officer	2000	11,310	--	
Jack E. Parr, Ph.D.....	2001	183,450	74,069	
Executive Vice President and Chief Scientific Officer	2000	176,750	94,509	
Robert W. Churinetz.....	2001	189,000	80,585	
Senior Vice President, Global Operations	2000	180,600	48,851	
Karen L. Harris.....	2001	171,000	72,569	
Vice President, International Sales and Distribution	2000	161,033	45,053	

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- (1) Represents \$225,000 to cover loss of the excise tax and gross-up reimbursement from previous employer, \$5,100 we paid under our 401(k) plan and \$10,200 in perquisites.
  - (2) Consists of \$84,844 to cover the loss of a performance bonus from a previous employer and \$9,350 in perquisites.
  - (3) Mr. Bakewell's first day of employment with us was December 11, 2000.
  - (4) Represents \$5,100 we paid under our 401(k) plan and \$40,194 in perquisites.
  - (5) Represents \$5,100 we paid under our 401(k) plan and \$3,705 in perquisites.
  - (6) Consists of \$5,100 we paid under our 401(k) plan and \$2,830 in perquisites.
  - (7) Represents \$5,100 we paid under our 401(k) plan.
  - (8) Represents \$5,100 we paid under our 401(k) plan and \$225 in perquisites.
  - (9) Represents \$4,831 we paid under our 401(k) plan.

OPTION GRANTS IN LAST FISCAL YEAR

The following table sets forth certain information concerning stock options granted during fiscal year 2001 to each of our named executive officers.

Name	Individual Grants (1)			Expiration Date
	Number of Securities Underlying Options Granted	Percent of Total Options Granted to Employees in Fiscal Year 2001	Exercise Price Per Share (3)	
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Nasdaq National Market) of our common stock on December 31, 2001 (\$17.90) and the exercise price of in-the-money options, before payment of applicable income taxes.

### Employment Agreements

We entered into an employment agreement with F. Barry Bays on January 31, 2000. Mr. Bays is currently serving as our President and Chief Executive Officer. The current term of this agreement expires on January 31, 2003. We currently pay Mr. Bays an annual base salary of \$270,000. Mr. Bays is eligible to receive an annual bonus based upon certain performance criteria established by our board of directors. Mr. Bays is also entitled to receive a one-time payment equal to \$225,000 to cover the loss of an excise tax and gross-up reimbursement from his former employer. Under this agreement, we granted Mr. Bays an option to purchase 618,182 shares of our common stock at an exercise price of \$4.35, of which 309,091 shares vested on January 31, 2001, 105,091 shares of which vest on January 31, 2002 and 102,000 shares of which vest on each of January 31, 2003 and 2004. We have also agreed to reimburse Mr. Bays' reasonable business expenses. See "Certain Transactions-Sales of Securities" for information regarding sales of our securities to Mr. Bays. This agreement also entitles Mr. Bays to participate in our other standard benefit programs and contains customary confidentiality and competition provisions.

We entered into an employment agreement with John K. Bakewell on December 11, 2000. Mr. Bakewell is currently serving as our Executive Vice President and Chief Financial Officer. The current term of this agreement expires on December 11, 2003. We currently pay Mr. Bakewell an annual base salary of \$190,000. Under the agreement, Mr. Bakewell also received a one-time payment equal to \$52,500 on February 28, 2001. Mr. Bakewell is eligible to receive an annual bonus based upon certain performance criteria established by our board of directors. Under this agreement, we granted Mr. Bakewell an option to purchase 109,091 shares of our common stock at an exercise price of \$4.35, of which 27,272 shares vested on December 11, 2001, and 27,273 shares vest on each of December 11, 2002, 2003 and 2004. We have also agreed to reimburse Mr. Bakewell's reasonable business expenses. See "Certain Transactions-Sales of Securities" for information regarding sales of our securities to Mr. Bakewell. This agreement also entitles Mr. Bakewell to participate in our other standard benefit programs and contains customary confidentiality and competition provisions.

We entered into an employment agreement with John R. Treace on September 5, 2000. Mr. Treace is currently serving as our Vice President, U.S. Sales. The current term of this agreement expires on September 5, 2003. We currently pay Mr. Treace an annual base salary of \$175,000. Mr. Treace is eligible to receive an annual bonus based upon certain performance criteria established by our board of directors. Under this agreement, we granted Mr. Treace an option to purchase 54,545 shares of our common stock at an exercise price of \$4.35, of which 27,273 shares vested on September 5, 2001, and 13,636 shares vest on each of September 5, 2002 and 2003. See "Certain Transactions-Sales of Securities" for information regarding sales of our securities to Mr. Treace. This agreement also entitles Mr. Treace to participate in our other standard benefit programs and contains customary confidentiality and competition provisions.

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We entered into an employment agreement with R. Glen Coleman on March 7, 2001. Mr. Coleman is currently serving as our Senior Vice President of Marketing. The current term of this agreement expires on March 7, 2004. We currently pay Mr. Coleman an annual base salary of \$177,500. Mr. Coleman is eligible to receive an annual bonus based upon certain performance criteria established by our board of directors. Under this agreement, we granted Mr. Coleman an option to purchase 54,545 shares of our common stock at an exercise price of \$4.35, of





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awards of unrestricted shares of common stock in the form of stock bonuses, stock appreciation rights, phantom stock and performance share units.

Our U.S.-based employees, directors and consultants are eligible to participate in the plan. Under present law, incentive stock options may only be granted to employees. Our board, or a committee of the board, may administer the plan, and has the authority to: select plan participants; determine the nature and extent of the awards made to each plan participant; determine whether awards will be paid in shares, options or cash, representing the fair market value of the shares granted; determine when awards will be made to plan participants; determine the duration of the period and vesting schedule for each award; determine any payment conditions of the awards; prescribe the form of agreements evidencing awards made under the plan; and make all other decisions relating to the administration of the plan.

Under the plan, the administrator also determines the exercise price at the time of grant. Except in the case of any incentive stock options, the exercise price may be less than 100% of the fair market value of a share of our common stock on the day the administrator grants the option. The options are generally granted for a ten-year term, but may terminate earlier if the participant's employment with us terminates before the end of the ten-year period. If a plan participant who holds an incentive stock option also owns, or is deemed to own, more than 10% of the combined voting power of all of our classes of stock, the option period shall not exceed five years and the exercise price of the option may not be less than 110% of the fair market value on the grant date.

Under our standard agreement covering stock option grants, if we undergo a change in control, then without any action by the administrator of the plan, all outstanding options may become immediately exercisable in full.

For purposes of the plan, a change in control of WMG will be deemed to have occurred, among other events, upon:

- a reorganization, merger, consolidation or disposition of all or substantially all of our assets, unless:
  - we or our affiliates control the new entity resulting from the transaction;
  - an unrelated party does not own, directly or indirectly, 50% or more of the outstanding common stock of the new entity, including shares that could be issued upon the exercise of outstanding stock options or warrants, the conversion of convertible stock or debt, and the exercise of any similar right to acquire our common stock, or 50% or more of the combined voting power of the new entity; or
  - at least a majority of the members of the board of the new entity are members of our board at the time of the transaction.
- the sale of at least 80% of our assets to an unrelated party or completion of a transaction having a similar effect;
- the approval by our stockholders of a complete liquidation or dissolution of our company;
- the purchase by an unrelated party of 50% or more of our then outstanding shares of common stock, taking into account shares that may be issued upon the exercise of outstanding stock options or warrants, the conversion of

















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at a purchase price per share of 97.35% of the public offering price of the shares offered hereby. All shares indicated as owned by Mr. Emmitt are included because of his affiliation with The Vertical Group, L.P. The address of Vertical Fund Associates, L.P. is 18 Bank Street, Summit, New Jersey 07901. Mr. Emmitt does not own any shares individually.

- (12) The number of shares beneficially owned does not include 60,000 shares that Mr. Thomas has agreed to sell upon the closing of the offering to Vertical Fund Associates, L.P. at a purchase price per share equal to 97.35% of the public offering price of the shares offered hereby.
- (13) The number of shares beneficially owned does not include 20,000 shares that Mr. Timbie has agreed to sell upon the closing of the offering to Vertical Fund Associates, L.P. at a purchase price per share equal to 97.35% of the public offering price of the shares offered hereby.
- (14) Ms. Weatherman, one of our directors, is a partner of WP and a Managing Director of EMWP. All shares indicated as owned by Ms. Weatherman are included because of her affiliation with the Warburg Pincus entities. Ms. Weatherman does not own any shares individually and she disclaims beneficial ownership of all shares owned by the Warburg Pincus entities.
- (15) The number of shares beneficially owned includes 17,445,528 shares beneficially owned before the offering collectively by Mr. Emmitt and Ms. Weatherman. See footnotes 11 and 14 above.

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### Description of Capital Stock

The following summary describes the material terms of our capital stock. However, you should refer to the actual terms of the capital stock contained in our amended and restated certificate of incorporation referenced below and applicable law. A copy of our amended and restated certificate of incorporation is currently on file with the SEC.

Our amended and restated certificate of incorporation provides that our authorized capital stock consists of 70,000,000 shares of voting common stock, \$.01 par value, 30,000,000 shares of non-voting common stock, \$.01 par value and 5,000,000 shares of preferred stock, \$.01 par value, that are undesignated as to series.

As of December 31, 2001, we had 23,257,532 shares of voting common stock, 5,288,595 shares of non-voting common stock and no shares of preferred stock outstanding. Warburg Pincus owns all of the shares of non-voting common stock. We anticipate that following the closing of the offering, Warburg Pincus will convert all of its shares of non-voting common stock into shares of voting common stock such that Warburg Pincus will own approximately 46% of our outstanding shares of voting common stock. Following the closing of this offering and the conversion by Warburg Pincus, there will be no shares of our non-voting common stock outstanding.

Common Stock



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splits or other changes in our corporate structure. The warrants are exercisable by their respective holders at any time prior to December 7, 2004.

### Registration Rights

Under a registration rights agreement we entered into in December 1999, we granted registration rights with respect to 17,315,258 shares of common stock as of December 31, 2001. These registration rights also extend to any shares of our capital stock thereafter acquired by these investors, including an additional 818,449 shares issuable upon exercise of currently exercisable warrants and 418,807 shares issuable upon exercise of unvested options to purchase common stock.

Under a registration rights agreement, investors holding outstanding registrable securities may demand that we file a registration statement under the Securities Act covering some or all of the investors' registrable securities. We are not required to effect more than three demand registrations nor are we required to effect a registration if the requested registration would have an aggregate offering price to the public of less than \$15 million. In an underwritten offering, the managing underwriter of any such offering has the right, subject to certain conditions, to limit the number of registrable securities.

In addition, the investors party to the registration rights agreement have "piggyback" registration rights. If we propose to register any of our equity securities under the Securities Act other than pursuant to the investors' demand registration right noted above or certain excluded registrations, the investors may require us to include all or a portion of their registrable securities in the registration and in any related underwriting. In an underwritten offering, the managing underwriter, if any, of any such offering has the right, subject to certain conditions, to limit the number of registrable securities. These rights are being waived in connection with this offering for a period of 90 days after the date of the final prospectus relating to this offering.

Further, if we are eligible to effect a registration on Form S-3, the investors may demand that we file a registration statement on Form S-3 covering all or a portion of the investors' registrable securities, provided that the registration has an aggregate offering price of \$5 million and that we are not required to effect more than three such registrations at the investors' request.

In general, we will bear all fees, costs and expenses of such registrations, other than underwriting discounts and commissions.

The selling stockholders are selling shares of common stock in this offering pursuant to the exercise of piggyback registration rights.

### Anti-Takeover Provisions of Delaware Law

We are subject to Section 203 of the Delaware General Corporation Law. In general, Section 203 prohibits a publicly held Delaware corporation from engaging in a business combination with an interested stockholder for a period of three years following the date the person became an interested stockholder, unless the business combination or the transaction in which the person became an interested stockholder is approved in a prescribed manner. Generally, a business combination includes a merger, asset or stock sale, or other transaction resulting in a financial benefit to the interested stockholder. Generally, an interested stockholder is a person who, together with affiliates and associates, owns or, in the case of affiliates or associates of the corporation, within three years prior to the determination of interested stockholder status, did own 15% or more of a corporation's voting stock. The existence of this provision could have anti-takeover effects with respect to transactions not approved in

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advance by the board of directors, such as discouraging takeover attempts that might result in a premium over the market price of the common stock.

Stockholders will not be entitled to cumulative voting in the election of directors. The authorization of undesignated preferred stock will make it possible for our board of directors to issue preferred stock with voting or other rights or preferences that could impede the success of any attempt to effect a change of control of our company. The foregoing provisions of our amended and restated certificate of incorporation and the Delaware General Corporation Law may have the effect of deterring or discouraging hostile takeovers or delaying changes in control of our company.

### Charter and Bylaws Anti-Takeover Provisions

Our restated certificate of incorporation provides that amendment of our bylaws by stockholders requires a vote of at least two-thirds of the shares entitled to vote for the election of directors or by a majority vote of our entire board of directors. This supermajority restriction makes it more difficult for stockholders to require an amendment of the bylaws and enhances the board's

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power with respect to matters of corporate governance that are governed by the bylaws. Our bylaws establish an advance notice procedure for stockholders to bring matters before special stockholder meetings, including proposed nominations of persons for election to the board of directors and bringing business matters or stockholder proposals before a special meeting. These procedures specify the information stockholders must include in their notice and the timeframe in which they must give us notice. At a special stockholder meeting, stockholders may only consider nominations or proposals specified in the notice of meeting. A special stockholder meeting for any purpose may only be called by our board of directors, our Chairman or our Chief Executive Officer and President, and will be called by our Chief Executive Officer and President at the request of the holders of a majority of our outstanding shares of common stock.

The bylaws do not give the board of directors the power to approve or disapprove stockholder nominations of candidates or proposals regarding other business to be conducted at a meeting. However, our bylaws may have the effect of precluding the conduct of that item of business at a meeting if the proper procedures are not followed. These provisions may discourage or deter a potential third party from conducting a solicitation of proxies to elect their own slate of directors or otherwise attempting to obtain control of us.

### Limitation on Liability of Directors and Indemnification

Our amended and restated certificate of incorporation limits our directors' liability to the fullest extent permitted under Delaware corporate law. Specifically, our directors are not liable to us or our stockholders for monetary damages for any breach of fiduciary duty by a director, except for liability for:

- any breach of the director's duty of loyalty to us or our stockholders;
- acts or omissions not in good faith or which involve intentional misconduct or a knowing violation of law;
- dividends or other distributions of our corporate assets that are in contravention of restrictions in Delaware law, our amended and restated certificate of incorporation, bylaws or any agreement to which we are a party; and



















































































































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21.1	List of Subsidiaries.+
23.1	Consent of BDO Seidman, LLP.
23.2	Consent of Arthur Andersen LLP.
23.4	Consent of Willkie Farr & Gallagher (included in Exhibit 5.1).*
24.1	Power of Attorney.**

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+ Incorporated by reference to the Company's Registration Statement on Form S-1 (File No. 333-59732).

++ Incorporated by reference to the Company's Current Report on Form 8-K, filed August 3, 2001.

\* To be filed by Amendment.

\*\* Previously filed.

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