

SECURITIES AND EXCHANGE COMMISSION

FORM 10-K/A

Annual report pursuant to section 13 and 15(d) [amend]

Filing Date: **2013-03-19** | Period of Report: **2012-12-31**  
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FILER

**HANGER, INC.**

CIK: **722723** | IRS No.: **840904275** | State of Incorpor.: **DE** | Fiscal Year End: **1231**  
Type: **10-K/A** | Act: **34** | File No.: **001-10670** | Film No.: **13699745**  
SIC: **8093** Specialty outpatient facilities, nec

Mailing Address  
*10910 DOMAIN DRIVE  
SUITE 300  
AUSTIN TX 78758*

Business Address  
*10910 DOMAIN DRIVE  
SUITE 300  
AUSTIN TX 78758  
512-777-3800*

# SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

## FORM 10-K/A

### Amendment No. 1

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934.

For the fiscal year ended December 31, 2012

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934.

For the transition period from  
to

Commission File Number 1-10670

**HANGER, INC.**

(Exact name of registrant as specified in its charter.)

**Delaware**  
(State or other jurisdiction of  
incorporation or organization)

**84-0904275**  
(I.R.S. Employer  
Identification No.)

**10910 Domain Drive, Suite 300, Austin, TX**

(Address of principal executive offices)

**78758**

(Zip Code)

Registrant's phone number, including area code: **(512) 777-3800**

Securities registered pursuant to Section 12(b) of the Act:

<u>Title of class</u>	<u>Name of exchange on which registered</u>
Common Stock, par value \$0.01 per share	New York Stock Exchange

Securities registered pursuant to Section 12(g) of the Act: **None.**

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes  No

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act. Yes  No

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days: Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K (229.405 of this chapter) is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer, or a smaller reporting company. See definition of "accelerated filer," "large accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one).

Large accelerated filer <input checked="" type="checkbox"/>	Accelerated filer <input type="checkbox"/>	Non-accelerated filer <input type="checkbox"/> (Do not check if a smaller reporting company)	Smaller reporting company <input type="checkbox"/>
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Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

State the aggregate market value of the voting and non-voting common equity held by non-affiliates computed by reference to the price at which the common equity was last sold, or the average bid and asked price of such common equity, as of the last business day of the registrant's most recently completed second fiscal quarter. \$910,325,124

As of March 14, 2013 the registrant had 34,513,913 shares of its Common Stock issued and outstanding.

#### DOCUMENTS INCORPORATED BY REFERENCE

The information called for by Part III of the Form 10-K is incorporated by reference from the registrant's definitive proxy statement or amendment hereto which will be filed not later than 120 days after the end of the fiscal year covered by this report.

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### EXPLANATORY NOTE

Hanger, Inc. (the "Company") is filing this Amendment No. 1 on Form 10-K/A (the "Amendment") to amend its Annual Report on Form 10-K for the fiscal year ended December 31, 2012 (the "Original Filing"), as originally filed with the Securities and Exchange Commission on March 18, 2013, solely to furnish Exhibit 101-Interactive Data File (XBRL Exhibit), which was not included in the Original Filing.

This Amendment does not update any other disclosure to reflect events occurring after the filing of the Original Filing. Except as described above, no other changes have been made to the Original Filing. The Original Filing continues to speak as of the date of the Original Filing, and the Company has not updated the disclosures contained therein to reflect any events that occurred at a date subsequent to the filing of the Original Filing.

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**ITEM 15. EXHIBITS AND FINANCIAL STATEMENT SCHEDULE**

**(a) Financial Statements and Financial Statement Schedule:**

**(1) Financial Statements:**

*Hanger, Inc.*

Management's Annual Report on Internal Control over Financial Reporting

Report of Independent Registered Public Accounting Firm

Consolidated Balance Sheets as of December 31, 2012 and 2011

Consolidated Statements of Income and Comprehensive Income for the Three Years Ended December 31, 2012

Consolidated Statements of Changes in Shareholders' Equity for the Three Years Ended December 31, 2012

Consolidated Statements of Cash Flows for the Three Years Ended December 31, 2012

Notes to Consolidated Financial Statements

**(2) Financial Statement Schedule:**

Schedule II—Valuation and Qualifying Accounts

All other schedules are omitted either because they are not applicable or required, or because the required information is included in the financial statements or notes thereto.

**(3) Exhibits:**

See Part (b) of this Item 15.

**(b)** Exhibits: The following exhibits are filed herewith or incorporated herein by reference:

**EXHIBIT INDEX**

<b>Exhibit No.</b>	<b>Document</b>
	Restated Certificate of Incorporation of Hanger, Inc., dated August 27, 2012. (Incorporated herein by 3.1 reference to Exhibit 3.1 to the Current Report on Form 8-K filed by the Registrant on August 27, 2012).
	Amended and Restated By-Laws of Hanger Orthopedic Group, Inc., as amended effective February 2, 3.2 2012. (Incorporated herein by reference to Exhibit 3.1 to the Current Report on Form 8-K filed by the Registrant on February 6, 2012).
4.1	Indenture, dated November 2, 2010, by and among the Hanger Orthopedic Group, Inc., each of the Subsidiary Guarantors party thereto and Wilmington Trust Company, as trustee. (Incorporated herein by reference to Exhibit 4.1 to the Registrant's Current Report on Form 8-K filed on October 29, 2010).
4.2	First Supplemental Indenture, dated December 13, 2010, by and among the Hanger Orthopedic Group, Inc., each of the Subsidiary Guarantors party thereto and Wilmington Trust Company, as trustee. (Incorporated herein by reference to Exhibit 4.3 to the Registrant's Annual Report on Form 10-K for the year ended December 31, 2010).

4.3 Second Supplemental Indenture, dated February 15, 2011, by and among the Hanger Orthopedic Group, Inc., Accelerated Care Plus Corp., ACP Medical Supply Corporation, Liberty Health Services, LLC and Wilmington Trust Company, as trustee. (Incorporated herein by reference to Exhibit 4.2 to the Registrant's Quarterly Report on Form 10-Q for the quarter ended March 31, 2011).

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**Exhibit****Document**

<b>No.</b>	
10.1	Amended and Restated 2002 Stock Incentive Plan, as amended through May 10, 2007. (Incorporated herein by reference to Appendix 1 to the Registrant's Proxy Statement, dated April 10, 2007, relating to the Registrant's Annual Meeting of Stockholders held on May 10, 2007).*
10.2	Amended and Restated 2003 Non-Employee Directors' Stock Incentive Plan, as amended through May 10, 2007. (Incorporated herein by reference to Appendix 2 to the Registrant's Proxy Statement, dated April 10, 2007, relating to the Registrant's Annual Meeting of Stockholders held on May 10, 2007).
10.3	Form of Stock Option Agreement (Non-Executive Employees), Stock Option Agreement (Executive Employees), Restricted Stock Agreement (Non-Executive Employees) and Restricted Stock Agreement (Executive Employees). (Incorporated herein by reference to Exhibits 10.1, 10.2, 10.3 and 10.4, respectively, to the Registrant's Current Report on Form 8-K filed on February 24, 2005).*
10.4	Supplemental Executive Retirement Plan, as amended and restated effective January 1, 2011 (Incorporated herein by reference to Exhibit 10.4 to the Registrant's Annual Report on Form 10-K for the year ended December 31, 2010).*
10.8	Credit Agreement, dated as of December 1, 2010, among the Company and the lenders and agents party thereto. (Incorporated herein by reference to Exhibit 4.1 to the Registrant's Current Report on Form 8-K filed on December 1, 2010).
10.9	Guarantee and Collateral Agreement, dated as of December 1, 2010, made by the Registrant, as Borrower, and certain of its subsidiaries, in favor of Bank of America, N/A., as Administrative Agent. (Incorporated herein by reference to Exhibit 10.9 to the Registrant's Annual Report on Form 10-K for the year ended December 31, 2010).
10.10	Amendment No. 1, dated as of March 11, 2011, to the Credit Agreement, dated as of December 1, 2010, among the Company and the lenders and gents party hereto. (Incorporated by reference to Exhibit 4.1 to the Current Report on Form 8-K filed by the Registrant on March 11, 2011).
10.11	Fourth Amended and Restated Employment Agreement, effective as of January 1, 2012, by and between George E. McHenry and the Company. (Incorporated herein by reference to Exhibit 10.3 to the Registrant's Current Report on Form 8-K filed on January 27, 2012).*
10.12	Fourth Amended and Restated Employment Agreement, effective as of January 1, 2012, by and between Richmond L. Taylor and the Company. (Incorporated herein by reference to Exhibit 10.4 to the Registrant's Current Report on Form 8-K filed on January 27, 2012).*
10.13	Hanger Orthopedic Group, Inc. 2010 Omnibus Incentive Plan (incorporated herein by reference to Exhibit 10.1 to the Registrant's Quarterly Report on Form 10-Q for the quarter ended June 30, 2010).*
10.14	Form of Restricted Stock Agreement for Non-Employee Directors (incorporated herein by reference to Exhibit 10.2 to the Registrant's Quarterly Report on Form 10-Q for the quarter ended June 30, 2010).*

- 10.15 Form of Restricted Stock Agreement for Executives (incorporated herein by reference to Exhibit 10.3 to the Registrant's Quarterly Report on Form 10-Q for the quarter ended June 30, 2010).\*
- 10.16 Form of Restricted Stock Agreement for Employees Executives (incorporated herein by reference to Exhibit 10.4 to the Registrant's Quarterly Report on Form 10-Q for the quarter ended June 30, 2010).\*
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Exhibit No.	Document
10.17	Form of Non-Employee Director Non-Qualified Stock Option Agreement (incorporated herein by reference to Exhibit 10.5 to the Registrant's Quarterly Report on Form 10-Q for the quarter ended June 30, 2010).*
10.18	Form of Executive Non-Qualified Stock Option Agreement (incorporated herein by reference to Exhibit 10.6 to the Registrant's Quarterly Report on Form 10-Q for the quarter ended June 30, 2010).*
10.19	Form of Non-Qualified Stock Option Agreement (incorporated herein by reference to Exhibit 10.7 to the Registrant's Quarterly Report on Form 10-Q for the quarter ended June 30, 2010).*
10.20	Securities Purchase and Lock-Up Agreement, dated October 18, 2010, by and between Hanger Orthopedic Group, Inc. and John B. Breach and Schedule of Substantially Identical Securities Purchase and Lock-Up Agreements Omitted Pursuant to Instruction 2 to Item 601 of Regulation S-K (Incorporated herein by reference to Exhibit 10.1 to the Registrant's Current Report on Form 8-K filed on October 18, 2010).
10.21	Amended and Restated Employment Agreement, as of January 1, 2012 by and between Vinit K. Asar and the Company. (Incorporated herein by reference to Exhibit 10.2 to the Registrant's Current Report on Form 8-K filed on January 27, 2012).*
10.22	Amended and Restated Employment Agreement, dated as of March 30, 2012, between Thomas E. Hartman and Hanger Prosthetics & Orthotics, Inc. (Incorporated herein by reference to Exhibit 10.22 to the Company's Annual Report on Form 10-K for the year ended December 31, 2012).*
10.23	Second Amended and Restated Employment Agreement, dated August 27, 2012, by and between Vinit K. Asar and Hanger, Inc. (Incorporated herein by reference to Exhibit 10.1 to the Current Report on Form 8-K filed by the Registrant on August 27, 2012).*
10.24	Amended and Restated Employment Agreement, dated as of February 25, 2013, by and between Kenneth W. Wilson and Southern Prosthetic Supply, Inc. (Incorporated herein by reference to Exhibit 10.24 to the Company's Annual Report on Form 10-K for the year ended December 31, 2012).*
21	List of Subsidiaries of the Registrant. (Incorporated herein by reference to Exhibit 21 to the Company's Annual Report on Form 10-K for the year ended December 31, 2012).
23.1	Consent of PricewaterhouseCoopers LLP. (Previously filed with the Company's Annual Report on Form 10-K for the year ended December 31, 2012).
31.1	Written Statement of the Chief Executive Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002. (Filed herewith).
31.2	Written Statement of the Chief Financial Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002. (Filed herewith).
32	Written Statement of the Chief Executive Officer and Chief Financial Officer Pursuant to 18 U.S.C.

Section 1350, as adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. (Filed  
herewith).

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**Exhibit****Document****No.**

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The following financial information from the Company's Annual Report on Form 10-K, for the period ended December 31, 2012, formatted in eXtensible Business Reporting Language: (i) Consolidated Balance Sheets, (ii) Consolidated Statements of Income and Comprehensive Income, (iii) Consolidated Statements of Shareholders' Equity, (iv) Consolidated Statements of Cash Flows, (v) Notes to Consolidated Financial Statements (furnished herewith)

\* Management contract or compensatory plan

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**SIGNATURES**

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the Registrant has duly caused this Form 10-K/A to be signed on its behalf by the undersigned, thereunto duly authorized.

HANGER, INC.

Dated: March 18, 2013

By:

\_\_\_\_\_  
/s/ VINIT K. ASAR

Vinit K. Asar

*Chief Executive Officer*

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QuickLinks

[EXPLANATORY NOTE](#)

[ITEM 15. EXHIBITS AND FINANCIAL STATEMENT SCHEDULE](#)

[EXHIBIT INDEX](#)

[SIGNATURES](#)

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**Exhibit 31.1**

**Certification of Chief Executive Officer  
Pursuant to Section 302 of the Sarbanes-Oxley Act and Rule 13a-14(a)  
or 15d-14(a) under the Securities Exchange Act of 1934**

I, Vinit K. Asar, certify that:

1. I have reviewed this annual report on Form 10-K/A of Hanger, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation, and
  - d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's fourth fiscal quarter that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the

equivalent functions):

- a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  
- b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

/s/ VINIT K. ASAR

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Vinit K. Asar

*Chief Executive Officer*

*(Principal Executive Officer)*

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Date: March 18, 2013

QuickLinks

[Exhibit 31.1](#)



[QuickLinks](#) -- Click here to rapidly navigate through this document

**Exhibit 31.2**

**Certification of Chief Financial Officer  
Pursuant to Section 302 of the Sarbanes-Oxley Act and Rule 13a-14(a)  
or 15d-14(a) under the Securities Exchange Act of 1934**

I, George E. McHenry, certify that:

1. I have reviewed this annual report on Form 10-K/A of Hanger, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation, and
  - d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's fourth fiscal quarter that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the

equivalent functions):

- a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  
- b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

/s/ GEORGE E. MCHENRY

George E. McHenry

*Executive Vice President and Chief*

*Financial Officer (Principal Financial*

*Officer and Principal Accounting Officer)*

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Date: March 18, 2013

QuickLinks

[Exhibit 31.2](#)

[QuickLinks](#) -- Click here to rapidly navigate through this document

Exhibit 32

**Written Statement of the Chief Executive Officer and Chief Financial Officer  
Pursuant to 18 U.S.C. Section 1350, as adopted  
Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002**

Solely for the purposes of complying with 18 U.S.C. §1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, the undersigned Chief Executive Officer and Chief Financial Officer of Hanger, Inc. (the "Company"), hereby certify, based on our knowledge, that the Annual Report on Form 10-K/A of the Company for the year ended December 31, 2012 (the "Report") fully complies with the requirements of Section 13(a) of the Securities Exchange Act of 1934 and that information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ VINIT K. ASAR

Vinit K. Asar

*Chief Executive Officer*

*(Principal Executive Officer)*

/s/ GEORGE E. MCHENRY

George E. McHenry

*Executive Vice President and Chief Financial*

*Officer (Principal Financial Officer and Principal*

*Accounting Officer)*

March 18, 2013

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## QuickLinks

### [Exhibit 32](#)

[Written Statement of the Chief Executive Officer and Chief Financial Officer Pursuant to 18 U.S.C. Section 1350, as adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002](#)

**SIGNIFICANT  
ACCOUNTING POLICIES  
(Details) (USD \$)  
In Thousands, except Per  
Share data, unless otherwise  
specified**

**12 Months Ended**

**Dec. 31, 2012 Dec. 31, 2011 Dec. 31, 2010**

**Impact of error on the income statement**

<u>Inventories, net</u>	\$ 127,295	\$ 112,305	\$ 97,381
<u>Accrued expenses (taxes)</u>		17,547	20,426
<u>Material costs</u>	296,193	270,210	248,667
<u>Personnel costs</u>	335,328	321,529	282,417
<u>Other operating expenses</u>	188,868	177,910	165,158
<u>Income from operations</u>	129,338	115,955	80,470
<u>Income before taxes</u>	98,169	84,134	34,535
<u>Provision for income taxes</u>	34,477	29,657	13,639
<u>Net income</u>	63,692	54,477	20,896
<u>Basic Per Common Share Net Income (in dollars per share)</u>	\$ 1.86	\$ 1.62	\$ 0.65
<u>Diluted Per Common Share Net Income (in dollars per share)</u>	\$ 1.83	\$ 1.59	\$ 0.64

As Previously Reported

**Impact of error on the income statement**

<u>Inventories, net</u>		114,086	98,290
<u>Accrued expenses (taxes)</u>		18,247	20,796
<u>Material costs</u>		267,677	247,565
<u>Personnel costs</u>		322,765	284,095
<u>Other operating expenses</u>		178,335	163,673
<u>Income from operations</u>		116,827	81,379
<u>Income before taxes</u>		85,006	35,444
<u>Provision for income taxes</u>		29,987	14,009
<u>Net income</u>		\$ 55,019	\$ 21,435
<u>Basic Per Common Share Net Income (in dollars per share)</u>		\$ 1.64	\$ 0.66
<u>Diluted Per Common Share Net Income (in dollars per share)</u>		\$ 1.61	\$ 0.65

**COMMITMENTS AND  
CONTINGENT  
LIABILITIES (Details)  
(Non-binding purchase  
agreement, Innovative  
Neurotronics, Inc. (IN, Inc.),  
USD \$)**

**12 Months Ended**

**Dec. 31, 2012  
M**

**In Millions, unless otherwise  
specified**

Non-binding purchase agreement | Innovative Neurotronics, Inc. (IN, Inc.)

**Commitments**

Outstanding purchase commitments

\$ 0.5

Expected fulfillment period of purchase commitments (in months)

3

GOODWILL AND OTHER INTANGIBLE ASSETS (Details) (USD \$) In Thousands, unless otherwise specified	12 Months Ended						12 Months Ended	
	Dec. 31, 2012 unit	Dec. 31, 2011	Dec. 31, 2012 Patient- Care Centers	Dec. 31, 2011 Patient- Care Centers	Dec. 31, 2012 Distribution	Dec. 31, 2011 Distribution	Dec. 31, 2010 Distribution	Dec. 31, 2012 Therapeutic Solutions

**GOODWILL AND OTHER  
INTANGIBLE ASSETS**

Number of reporting units with  
goodwill to be evaluated <sup>3</sup>

**Net**

<u>Balance at the beginning of the period</u>	\$ 609,484	\$ 590,699	\$ 474,166	\$ 456,232	\$ 38,388	\$ 38,388	\$ 38,388	\$ 96,930	\$ 96,079
<u>Additions due to acquisitions</u>	64,813	18,043	63,849	17,192				964	851
<u>Contingent consideration</u>	477	742	477	742					
<u>Balance at the end of the period</u>	\$ 674,774	\$ 609,484	\$ 538,492	\$ 474,166	\$ 38,388	\$ 38,388	\$ 38,388	\$ 97,894	\$ 96,930



**NET INCOME PER  
COMMON SHARE (Details)  
(USD \$)  
In Thousands, except Share  
data, unless otherwise  
specified**

**12 Months Ended**

	<b>Dec. 31, 2012</b>	<b>Dec. 31, 2011</b>	<b>Dec. 31, 2010</b>
<b><u>NET INCOME PER COMMON SHARE</u></b>			
<u>Net income applicable to common stock</u>	\$ 63,692	\$ 54,477	\$ 20,896
<u>Shares of common stock outstanding used to compute basic per common share amounts</u>	34,282,591	33,544,813	32,238,401
<u>Effect of dilutive restricted stock and options (in shares)</u>	550,239	675,443	649,904
<u>Shares used to compute diluted per common share amounts</u>	34,832,830	34,220,256	32,888,305
<u>Basic income per share applicable to common stock (in dollars per share)</u>	\$ 1.86	\$ 1.62	\$ 0.65
<u>Diluted income per share applicable to common stock (in dollars per share)</u>	\$ 1.83	\$ 1.59	\$ 0.64

**SIGNIFICANT  
ACCOUNTING POLICIES  
(Details 8)  
In Millions, unless otherwise  
specified**

**12 Months Ended**

**Dec. 31, 2012**

**Stock Based Compensation**

Number of stock-based compensation plans 1  
Number of shares of available for future issuance 1.5

Restricted stock

**Stock Based Compensation**

Minimum period for vesting of awards (in years) P1Y

Maximum period for vesting of awards (in years) P4Y

**EMPLOYEE BENEFITS  
(Tables)**

**12 Months Ended  
Dec. 31, 2012**

**EMPLOYEE BENEFITS**

Summary of change in benefit obligation

Schedule of weighted average assumptions used to determine benefit obligation and net benefit cost

Schedule of future payments under the plan

(In thousands)

<b>Change in Benefit Obligation</b>		
Benefit obligation at		
December 31, 2010	\$17,510	
Service cost	986	
Interest cost	807	
Payments	(526)	)
Actuarial loss	1,453	
Benefit obligation at		
December 31, 2011	\$20,230	
Service cost	878	
Interest cost	761	
Amortization of (Gain)/Loss	40	
Payments	(706)	)
Actuarial loss	1,174	
Benefit obligation at		
December 31, 2012	\$22,377	
Unfunded status	\$22,377	
Unamortized net (gain) loss	—	
Net amount recognized	\$22,377	
<b>Amounts Recognized in the Consolidated Balance Sheet</b>		
Current Accrued	<b>2012</b>	<b>2011</b>
Liabilities	\$22,377	\$22,377
Discount rate	3.25 %	3.90 %
Average rate of increase in compensation	3.00 %	3.00 %
<b>Total Accrued liabilities</b>	<b>\$22,377</b>	
2013	\$1,247	
2014	1,578	
2015	1,578	
2016	1,578	
2017	1,578	
Thereafter	14,818	
	\$22,377	

**INCOME TAXES (Details 2)**  
**(USD \$)**

**12 Months Ended**  
**Dec. 31,    Dec. 31,    Dec. 31,**  
**2012        2011        2010**

**Deferred tax liabilities:**

<u>Goodwill amortization</u>	\$	\$	
	63,405,000	58,423,000	
<u>Property, plant and equipment</u>	3,339,000	6,011,000	
<u>Acquired Intangibles</u>	18,062,000	18,091,000	
<u>Debt issuance costs</u>	1,600,000	2,446,000	
<u>Tax accounting method changes</u>	1,278,000	2,626,000	
<u>Other</u>	4,511,000	1,578,000	
<u>Total deferred tax liabilities</u>	92,195,000	89,175,000	

**Deferred tax assets:**

<u>Net operating loss carryforwards</u>	4,943,000	5,499,000	
<u>Accrued expenses</u>	15,573,000	11,870,000	
<u>Deferred benefit plan compensation</u>	8,363,000	7,693,000	
<u>Provision for doubtful accounts</u>	7,911,000	5,756,000	
<u>Inventory capitalization and reserves</u>	2,408,000	2,247,000	
<u>Restricted stock</u>	2,182,000	1,947,000	
<u>Deferred rent</u>	1,432,000	1,282,000	
<u>Other</u>	557,000	594,000	
<u>Gross deferred tax assets</u>	43,369,000	36,888,000	
<u>Valuation allowance</u>	(1,219,000)	(1,374,000)	
<u>Net deferred tax assets</u>	42,150,000	35,514,000	
<u>Net deferred tax liabilities</u>	50,045,000	53,661,000	

**Reconciliation of beginning and ending balances of unrecognized tax benefits**

<u>Unrecognized tax benefits, at beginning of the year</u>	230,000	420,000	1,709,000
<u>Additions for tax positions related to the current year</u>	107,000		107,000
<u>Additions for tax positions of prior years</u>	79,000		
<u>Decrease related to prior year positions</u>		(190,000)	(672,000)
<u>Decrease for lapse of applicable statute of limitations</u>	(39,000)		(724,000)
<u>Unrecognized tax benefits, at end of the year</u>	377,000	230,000	420,000
<u>Total amount of unrecognized tax benefits, if recognized, would affect the effective tax rate</u>	100,000		

Federal

**Income Taxes**

<u>Accumulated net operating losses</u>	7,000,000	7,100,000	
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State

**Income Taxes**

<u>Accumulated net operating losses</u>	\$	\$	
	49,700,000	59,000,000	

**SIGNIFICANT  
ACCOUNTING POLICIES  
(Policies)**

**12 Months Ended  
Dec. 31, 2012**

**SIGNIFICANT  
ACCOUNTING POLICIES**

**Principles of Consolidation**

*Principles of Consolidation*

The consolidated financial statements include the accounts of the Company and its wholly-owned subsidiaries. All intercompany transactions and balances have been eliminated in the accompanying financial statements.

**Revision of Previously  
Reported Consolidated Income  
Statements**

*Revision of Previously Reported Consolidated Financial Information*

During the fourth quarter of 2012, the Company identified adjustments necessary to correct prior periods for the overstatement of the value of work-in-process inventory at December 31, 2011 and 2010. The Company assessed the materiality of the errors on previously reported periods and concluded the impact was not material to any prior annual consolidated financial statements. Management, however, deemed the impact of this error on the consolidated financial statements for the three months ended March 31, 2012 and 2011 to be material and will restate the first quarter 2012 and 2011 financial results. These errors had no impact on operating cash flows for any of the periods. During 2012, 2011 and 2010, the only interim periods impacted by this error were the first and fourth quarters. Accordingly, the years ended December 31, 2011 and 2010 have been revised. The impact of the error on the Consolidated Balance Sheets and Statements of Income and Comprehensive Income for the years ended December 31, 2011 and 2010 is shown in the table below (in 000's). The impact of the errors are included in the results of the Patient Care segment in Note O.

(Dollars in thousands, except share and per share amounts)	2011		2010	
	As Previously Reported	As Revised	As Previously Reported	As Revised
Inventory	\$114,086	\$112,305	\$98,290	\$97,381
Accrued expenses (taxes)	18,247	17,547	20,796	20,426
Material costs	\$267,677	\$270,210	\$247,565	\$248,667
Personnel Costs	\$322,765	\$321,529	\$284,095	\$282,417
Other Operating expenses	\$178,335	\$177,910	\$163,673	\$165,158
Income from operations	\$116,827	\$115,955	\$81,379	\$80,470
Income before taxes	\$85,006	\$84,134	\$35,444	\$34,535
Provision for income taxes	\$29,987	\$29,657	\$14,009	\$13,639
Net income	\$55,019	\$54,477	\$21,435	\$20,896
Basic Per Common Share Net Income	\$1.64	\$1.62	\$0.66	\$0.65
Diluted Per Common Share Net Income	\$1.61	\$1.59	\$0.65	\$0.64

**Use of Estimates**

*Use of Estimates*

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America ("GAAP") requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**Cash and Cash Equivalents**

*Cash and Cash Equivalents*

The Company considers all highly liquid investments with original maturities of three months or less at the date of purchase to be cash equivalents. At various times throughout the

year, the Company maintains cash balances in excess of Federal Deposit Insurance Corporation limits.

## Restricted Cash

### *Restricted Cash*

Restricted cash has statutory or contractual restrictions that prevent it from being used in the Company's operations. The Company agreed to restrict \$3.1 million of cash to eliminate letters of credit obligations used as collateral under the revolving credit facility.

## Credit Risk

### *Credit Risk*

The Company primarily provides O&P devices and services and products throughout the United States of America and is reimbursed by the patients' third-party insurers, governmentally funded health insurance programs, and in the case of its Distribution segment from independent O&P providers. The Company also provides advanced rehabilitation technology and clinical programs to skilled nursing facilities in the United States primarily through operating leases. The Company performs ongoing credit evaluations of its customers. Accounts receivable are not collateralized. The ability of the Company's debtors to meet their obligations is dependent upon their financial stability which could be affected by future legislation and regulatory actions. Additionally, the Company maintains reserves for potential losses from these receivables that historically have been within management's expectations.

## Inventories

### *Inventories*

Inventories in the Patient Care segment consisting principally of raw materials and work-in-process, which amounted to \$99.2 million and \$82.8 million as of December 31, 2012 and 2011, respectively, are valued based on the gross profit method which approximates lower of cost or market using the first-in first-out method. The Company applies the gross profit method on a patient care clinic basis in this segment's inventory to determine ending inventory at the end of each interim period except on October 31<sup>st</sup>, which is the date of our physical inventory. The annual physical inventory for this segment values the inventory at lower of cost or market using the first-in first-out method and includes work-in-process consisting of materials, labor and overhead which is valued based on established standards for the stage of completion of each custom order. Adjustments to reconcile the physical inventory to our books are treated as changes in accounting estimates and are recorded in the fourth quarter. The Company recorded fourth quarter adjustments of a decrease of \$0.5 million, an increase of \$2.3 million and a decrease of \$1.0 million to inventory as of October 31, 2012, 2011 and 2010, respectively. The October 31<sup>st</sup> inventory is subsequently adjusted during interim periods to apply the gross profit method described above.

Inventories in the Distribution and Therapeutic Solutions segments consist principally of finished goods which are stated at the lower of cost or market using the first-in, first-out method for all reporting periods and are valued based on perpetual records.

## Fair Value Measurements

### *Fair Value Measurements*

The Company follows the authoritative guidance for financial assets and liabilities, which establishes a framework for measuring fair value and requires enhanced disclosures about fair value measurements. The authoritative guidance requires disclosure about how fair value is determined for assets and liabilities and establishes a hierarchy by which these assets and liabilities must be categorized, based on significant levels of inputs as follows:

- Level 1** unadjusted quoted prices for identical assets or liabilities in active markets accessible by the Company
- Level 2** inputs that are observable in the marketplace other than those inputs classified as Level 1
- Level 3** inputs that are unobservable in the marketplace and significant to the valuation

The determination of where assets and liabilities fall within this hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

## Financial Instruments

### *Financial Instruments*

Assets and liabilities measured at fair value on a recurring basis as of December 31, 2012 and 2011, are \$11.0 million and \$0, respectively, and are comprised of cash equivalent money market investments. The money market investments are based on Level 1 observable market prices and are equivalent to one dollar.

The carrying value of the Company's short-term financial instruments, such as receivables and payables, approximate their fair values based on the short-term maturities of these instruments. The carrying value of the Company's Term Loan as of December 31 2012 and 2011, \$293.3 million and \$297.0, respectively, approximates fair value for debt with similar terms and remaining maturities based on rates currently available to the Company and are considered Level 2 measurements. The fair value of the Senior Notes is based on a Level 1 quoted market price, and was \$211.5 million and \$203.0 million as of December 31, 2012 and 2011, respectively, compared to the carrying value of \$200.0 million and \$200.0 million as of those dates. Seller Notes recorded as a part of 2012 acquisitions, \$21.9 million, were recorded at contractual carrying values, which are not based on observable rates and therefore represent Level 3 measurements. The Company believes the carrying value of the Seller Notes approximate fair value for similar debt in all material respects.

Contingent consideration recorded as a part of 2012 acquisitions was \$2.7 million. Contingent consideration is recorded at fair value as of the date of the acquisition using Level 3 measurements.

## Investments

### *Investments*

Prior to December 2010, the Company's investments consisted of two auction rate securities ("ARS") totaling \$7.5 million of par value; \$5.0 million was collateralized by Indiana Secondary Market Municipal Bond—1998 ("Indiana ARS"), and \$2.5 million was collateralized by Primus Financial Products Subordinated Deferrable Interest Notes ("Primus ARS"). ARS are securities that are structured with short-term interest rate reset dates which generally occur every 28 days and are linked to LIBOR. At the reset date, investors can attempt to sell via auction or continue to hold the securities at par. These securities were accounted for in accordance with authoritative guidance for investments in debt and equity securities and were reported at fair value with unrealized gains and losses included in earnings.

In May 2010, the Company sold its investment in the Primus ARS for \$1.5 million. On July 1, 2010, the Company exercised its right to put the Indiana ARS back to UBS at par value of \$5.0 million, resulting in a realized loss of \$0.2 million. The \$5.0 million proceeds were received on July 1, 2010. As part of the settlement, the Company closed out a \$3.6 million line of credit with UBS that the Company obtained as part of the buyback agreement originally executed in November 2008, with net cash proceeds of approximately \$1.4 million.

## Interest Rate Swaps

### *Interest Rate Swaps*

Prior to December 2010, the Company utilized interest rate swaps to manage our exposure to interest rate risk associated with our variable rate borrowings. On December 1, 2010, the Company was required to terminate the interest rate swaps due to refinancing of the credit facilities. The Company incurred a loss of \$1.6 million, which is recorded in loss/(gain) from interest rate swap on the Consolidated Statements of Income and Comprehensive Income.

## Revenue Recognition

### *Revenue Recognition*

Revenues in the Company's patient care clinics are derived from the sale of O&P devices and the maintenance and repair of existing devices and are recorded net of known contractual adjustments and discounts. The sale of O&P devices includes the design, fabrication, assembly, fitting and delivery of a wide range of braces, limbs and other devices. Revenues from the sale of these devices are recorded when (i) acceptance by and delivery to the patient has occurred; (ii) persuasive evidence of an arrangement exists and there are no further obligations to the patient; (iii) the sales price is fixed or determinable; and (iv) collectability is reasonably assured. Revenues from maintenance and repairs are recognized when the service is provided. Revenues on the sale of O&P devices to customers by the Distribution segment are recorded upon the shipment of products, in accordance with the terms of the invoice, net of merchandise returns. Discounted sales are recorded at net realizable value. Revenues in the Therapeutic Solutions segment are primarily derived from leasing rehabilitation technology combined with clinical therapy programs and education and training. The revenue is recorded on a monthly basis according to terms of the contracts with our customers.

Certain accounts receivable may be uncollectible, even if properly pre-authorized and billed. Regardless of the balance, accounts receivable amounts are periodically evaluated to assess collectability. In addition to the actual bad debt expense recognized during collection activities, the Company estimates the amount of potential bad debt expense that may occur in the future. This estimate is based upon historical experience as well as a review of the receivable balances.

On a quarterly basis, the Company evaluates cash collections, accounts receivable balances and write-off activity to assess the adequacy of the allowance for doubtful accounts. Additionally, a company-wide evaluation of collectability of receivable balances older than 180 days is performed at least semi-annually, the results of which are used in the next allowance analysis. In these detailed reviews, the account's net realizable value is estimated after considering the customer's payment history, past efforts to collect on the balance and the outstanding balance, and a specific reserve is recorded if needed. From time to time, the Company may outsource the collection of such accounts to outsourced agencies after internal collection efforts are exhausted. In the cases when valid accounts receivable cannot be collected, the uncollectible account is written off to bad debt expense.

## Property, Plant and Equipment *Property, Plant and Equipment*

Property, plant and equipment are recorded at cost less accumulated depreciation and amortization, with the exception of assets acquired through acquisitions, which are initially recorded at fair value. Equipment acquired under capital leases is recorded at the lower of fair market value or the present value of the future minimum lease payments. The cost and related accumulated depreciation of assets sold, retired or otherwise disposed of are removed from the respective accounts, and any resulting gains or losses are included in the Consolidated Statements of Income and Comprehensive Income. Depreciation is computed for financial reporting purposes using the straight-line method over the estimated useful lives of the related assets as follows:

<u>Asset class</u>	<u>Estimated life</u> (in years)
Furniture and fixtures	5
Machinery and equipment	5
Computers and software	5
Buildings	10 - 40
Assets under capital leases	Shorter of 10 or lease term
Leasehold improvements	Shorter of 10 or lease term
Equipment leased to third parties under operating leases	Up to 10

The following table outlines the investment in equipment leased to third parties under operating leases:

<b>(In thousands)</b>	
Program equipment	\$34,827
Less: Accumulated depreciation	(10,315 )
Net book value at December 31, 2012	<u>\$24,512</u>

Depreciation expense related to property, plant and equipment was approximately \$29.2 million, \$26.2 million, and \$17.3 million for the years ended December 31, 2012, 2011, and 2010, respectively.

## Repairs and Maintenance

### *Repairs and Maintenance*

Repair and maintenance costs are expensed as incurred. During the years ended December 31, 2012, 2011, and 2010, the Company incurred \$1.5 million, \$1.6 million, and \$1.5 million, respectively, in repair and maintenance costs.

## Goodwill and Other Intangible Assets

### *Goodwill and Other Intangible Assets*

The authoritative guidance for Accounting for Goodwill and Other Intangible Assets requires that purchased goodwill and indefinite-lived intangibles not be amortized, but instead be tested for impairment at least annually or wherever facts or circumstances indicate potential impairment (the Company has selected October 1st as its annual test date). The Company has the option to first assess qualitative factors to determine whether it is more likely than not that the fair value of a reporting unit is less than its carrying amount as a basis for determining whether it is necessary to perform the two-step impairment test for goodwill and indefinite lived intangible assets. If the Company determines that a two-step impairment test is necessary or more efficient than a qualitative approach, it measures the fair value of the Company's reporting units using any one of, or a combination of, income, market and cost approaches. The Company evaluated its intangible assets, other than goodwill and the ACP trade name, and determined that all such assets have determinable lives.

Non-compete agreements are recorded based on agreements entered into by the Company and are amortized, using the straight-line method, over their estimated term ranging from five to seven years. Other definite-lived intangible assets are recorded at cost and are amortized, using



the straight-line method, over their estimated useful lives of up to 20 years. The Company periodically evaluates the recoverability of intangible assets and takes into account events or circumstances that may warrant revised estimates of useful lives or that indicate that impairment had occurred. Refer to Note D for further discussion.

## [Debt Issuance Costs](#)

### *Debt Issuance Costs*

Debt issuance costs incurred in connection with the Company's long-term debt are amortized, on a straight-line basis, which is not materially different from the effective interest method, through the maturity of the related debt instrument. Amortization of these costs is included in Interest Expense in the Consolidated Statements of Income and Comprehensive Income.

## [Long-Lived Asset Impairment](#)

### *Long-Lived Asset Impairment*

The Company evaluates the carrying value of long-lived assets to be held and used whenever events or changes in circumstance indicate that the carrying amount may not be recoverable. The carrying value of a long-lived asset group is not recoverable and is considered impaired if it exceeds the sum of the undiscounted cash flows expected to result from the use and eventual disposition of the asset. The Company measures impairment as the amount by which the carrying value exceeds the fair market value. Fair market value is determined primarily using the projected future cash flows discounted at a rate commensurate with the risk involved. Losses on long-lived assets to be disposed of are determined in a similar manner, except that fair market values are reduced for the cost to dispose. There were no long-lived asset impairments or indicators of impairment for the years ended December 31, 2012 or 2011.

## [Supplemental Executive Retirement Plan](#)

### *Supplemental Executive Retirement Plan*

Expense and liability balances associated with the Company's Supplemental Executive Retirement Plan are calculated based on certain assumptions including benefits earned, discount rates, interest costs, mortality rates and other factors. Refer to Note K for further discussion.

## [Marketing](#)

### *Marketing*

Marketing costs, including advertising, are expensed as incurred. The Company incurred \$4.2 million, \$3.9 million, and \$4.3 million in marketing costs during the years ended December 31, 2012, 2011, and 2010, respectively.

## [Income Taxes](#)

### *Income Taxes*

The Company recognizes deferred income tax liabilities and assets for the expected future tax consequences of events that have been included in the financial statements or tax returns. Deferred income tax liabilities and assets are determined based on the difference between the financial statement and the tax basis of assets and liabilities using enacted tax rates in effect for the year in which the differences are expected to reverse. The Company recognizes a valuation allowance on the deferred tax assets if it is more likely than not that the assets will not be realized in future years. Significant accounting judgment is required in determining the provision for income taxes and related accruals, deferred tax assets and liabilities. The Company believes that its tax positions are consistent with applicable tax law, but certain positions may be challenged by taxing authorities. In the ordinary course of business, there are transactions and calculations where the ultimate tax outcome is uncertain. In addition, the Company is subject to periodic audits and examinations by the Internal Revenue Service and other state and local taxing authorities. Although the Company believes that its estimates are reasonable, actual results could differ from these estimates.

## [Stock-Based Compensation](#)

### *Stock-Based Compensation*

The Company issues restricted stock units of common stock under one active stock-based compensation plan. At December 31, 2012, 1.5 million shares of common stock were available for issuance under the Company's stock-based compensation plan. Shares of common stock issued under the stock-based compensation plan are issued from the Company's authorized and unissued shares. Restricted stock units are granted at the fair market value of the Company's common stock on the grant date. Restricted stock units vest over a period of time determined by the compensation plan, ranging from one to four years.

The Company applies the fair value recognition provisions of the authoritative guidance for stock compensation, which require companies to measure and recognize compensation expense for all stock-based payments at fair value.

Stock compensation expense relates to restricted stock units, as all stock options are fully vested and all associated compensation expense has been recognized in prior years. The total

value of the restricted stock units is expensed ratably over the requisite service period of the employees receiving the awards.

## Segment Information

### *Segment Information*

The Company applies a "management" approach to disclosure of segment information. The management approach designates the internal organization that is used by management for making operating decisions and assessing performance as the basis of the Company's reportable segments. The description of the Company's reportable segments and the disclosure of segment information are presented in Note O.

## Recently Adopted Accounting Guidance

### *Recently Adopted Accounting Guidance*

In May 2011, the FASB issued Accounting Standards Update ("ASU") 2011-04, "Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and IFRSs," which amends ASC 820, "Fair Value Measurement." The amended guidance changes the wording used to describe many requirements in U.S. GAAP for measuring fair value and for disclosing information about fair value measurements. Additionally, the amendments clarify the FASB's intent about the application of existing fair value measurement requirements. The guidance provided in ASU No. 2011-04 was effective for interim and annual periods beginning after December 15, 2011 and is applied prospectively. The Company adopted the amendments of this ASU effective January 1, 2012, and the initial adoption of the amendments in this ASU did not have a material impact on the Company's consolidated financial statements.

In June 2011, the FASB issued ASU No. 2011-05, "Comprehensive Income (Topic 220)," which changes the presentation of comprehensive income. The amended guidance gives companies the option to present the total of comprehensive income, the components of net income and the components of other comprehensive income either in a single continuous statement of comprehensive income or in two separate but consecutive statements. The guidance provided in ASU No. 2011-05 is effective for interim and annual periods beginning after December 15, 2011 and is applied prospectively. The Company adopted the amendments of this ASU effective January 1, 2012, and the initial adoption of the amendments in this ASU did not have a material impact on the Company's consolidated financial statements.

In July 2011, the FASB issued ASU No. 2011-07 "Presentation and Disclosures of Patient Service Revenue, Provision for Bad Debts and the Allowance for Doubtful Accounts for Certain Health Care Entities." The objective of this update is to provide financial statement users with greater transparency about a health care entity's net patient service revenue and the related allowance for doubtful accounts. This update provides information to assist financial statement users in assessing an entity's sources of net patient service revenue and related changes in its allowance for doubtful accounts. The amendments require health care entities that recognize significant amounts of patient service revenue at the time the services are rendered even though they do not assess the patient's ability to pay to present the provision for bad debts related to patient service revenue as a deduction from patient service revenue (net of contractual allowances and discounts) on their statement of operations. The amendments in this update require certain health care entities to change the presentation of their statement of operations by reclassifying the provision for bad debts associated with patient service revenue from an operating expense to a deduction from patient service revenue (net of contractual allowances and discounts). Additionally, those health care entities are required to provide enhanced disclosure about their policies for recognizing revenue and assessing bad debts. The amendments also require disclosures of patient service revenue (net of contractual allowances and discounts) as well as qualitative and quantitative information about changes in the allowance for doubtful accounts. The guidance provided in ASU No. 2011-07 is effective for interim and annual periods beginning after December 15, 2011 and is applied prospectively. The provisions are effective for the Company's year ended December 31, 2012. The Company has determined that ASU No. 2011-07 has no impact on its consolidated financial statements.

In September 2011, FASB issued ASU 2011-08, "Intangibles—Goodwill and Other (Topic 350): Testing Goodwill for Impairment," which provides entities the option to perform a qualitative assessment in order to determine whether additional quantitative impairment testing is necessary. This amendment was effective for reporting periods beginning after December 15, 2011. This amendment does not impact the quantitative testing methodology. The Company adopted this standard on January 1, 2012 and the initial adoption of the amendment in this ASU did not have a material impact on the Company's consolidated financial statements.

**INVENTORIES (Details)**  
**(USD \$)**

**In Thousands, unless  
otherwise specified**

**Dec. 31, 2012 Dec. 31, 2011 Dec. 31, 2010**

**INVENTORIES**

<u>Raw materials</u>	\$ 41,372	\$ 39,121	
<u>Work in process</u>	56,931	43,954	
<u>Finished goods</u>	28,992	29,230	
<u>Total</u>	\$ 127,295	\$ 112,305	\$ 97,381

SIGNIFICANT ACCOUNTING POLICIES (Details 4) (USD \$) In Millions, unless otherwise specified	1	0 Months		0 Months		
	Months 12 Months Ended Ended	Months 12 Months Ended Ended	Months 12 Months Ended Ended	Months 12 Months Ended Ended	Months 12 Months Ended Ended	
	Dec. 31, 2010	Dec. 31, 2010	Jul. 02, 2010	Dec. 31, 2010	May 31, 2010	Dec. 31, 2010
	Rate	Rate	Indiana	Indiana	Primus	Primus
	Auction	Auction	Secondary	Secondary	Financial	Financial
	Line of Security	Line of Security	Market	Market	Products	Products
	Credit Rights	Credit Rights	Municipal	Municipal	Subordinated	Subordinated
	Line of Credit	Line of Credit	Bond 1998	Bond 1998	Deferrable	Deferrable
			(Indiana	(Indiana	Interest	Interest
			ARS)	ARS)	Notes	Notes
					(Primus	(Primus
					ARS)	ARS)
<u>Investments</u>						
<u>Number of securities held</u>		2				
<u>Par value of securities</u>		\$ 7.5		\$ 5.0		\$ 2.5
<u>Short-term interest rate reset period (in days)</u>		28 days				
<u>Proceeds from sale of marketable securities and ARS</u>					1.5	
<u>Price at which put option on Indiana ARS was exercised</u>			5.0			
<u>Realized loss on investments sold</u>			0.2			
<u>Line of credit facility availed from UBS under buyback agreement</u>	3.6					
<u>Line of credit facility closed out</u>		\$ 1.4				

**CORPORATE OFFICE  
RELOCATION (Tables)**

**12 Months Ended  
Dec. 31, 2012**

**CORPORATE OFFICE RELOCATION**

Summary of the costs of the relocation incurred and  
to be paid in future periods

(in thousands)	Employee Separation	Other Relocation	Lease Termination	Total
<b>Balance as of December 31, 2010</b>	\$1,895	\$—	\$5,206	\$7,101
Expenses incurred	(158 )	1,211	132	1,185
Amounts paid	(1,511 )	(1,211 )	(2,253 )	(4,975)
<b>Balance as of December 31, 2011</b>	\$226	\$—	\$3,085	\$3,311
Expenses incurred	—	—	—	—
Amounts paid	(134 )	—	(1,043 )	(1,177)
<b>Balance as of December 31, 2012</b>	\$92	\$—	\$2,042	\$2,134

**ACQUISITIONS (Details 2)**  
**(Accelerated Care Plus**  
**Corp. (ACP), USD \$)**  
**In Millions, unless otherwise**  
**specified**

**12 Months Ended**

	<b>Dec. 31,</b>	<b>Dec. 31,</b>	<b>Dec. 31,</b>
	<b>2012</b>	<b>2011</b>	<b>2010</b>
<u>Acquired intangible assets</u>			
<u>Contingent consideration paid on acquisitions prior to adoption of new authoritative guidance</u>	\$ 0.5	\$ 0.7	\$ 1.3
<u>Contingent consideration paid after adoption of new authoritative guidance</u>	2.5	1.5	0.4
<u>Estimated payments related to contingent consideration provisions of acquisitions in future periods</u>	6.3		
Trade Name ACP			
<u>Acquired intangible assets</u>			
<u>Indefinite-lived intangible assets acquired</u>			9.1
Customer relationships			
<u>Acquired intangible assets</u>			
<u>Amortizable intangible assets acquired</u>			22.3
<u>Useful life of identified intangible asset (in years)</u>			14
Proprietary treatment programs			
<u>Acquired intangible assets</u>			
<u>Amortizable intangible assets acquired</u>			8.1
<u>Useful life of identified intangible asset (in years)</u>			15
Patented technology			
<u>Acquired intangible assets</u>			
<u>Amortizable intangible assets acquired</u>			5.4
<u>Useful life of identified intangible asset (in years)</u>			8
Other definite-lived intangible assets			
<u>Acquired intangible assets</u>			
<u>Amortizable intangible assets acquired</u>			\$ 3.3
<u>Minimum useful life of identified intangible asset (in years)</u>			3
<u>Maximum useful life of identified intangible asset (in years)</u>			5

LEASES (Details) (USD \$)	12 Months Ended		
	Dec. 31, 2012	Dec. 31, 2011	Dec. 31, 2010
<u>LEASES</u>			
<u>Rent expense</u>	\$ 43,000,000	\$ 41,400,000	\$ 40,400,000
<u>Sublease rental income netted against rent expense</u>	1,300,000	600,000	100,000
<u>Sublease rent income expected to be received over the next four years</u>	2,400,000		
<u>Future minimum rental payments, by year and in the aggregate, under operating leases</u>			
<u>2013</u>	45,081,000		
<u>2014</u>	36,583,000		
<u>2015</u>	26,253,000		
<u>2016</u>	19,397,000		
<u>2017</u>	14,031,000		
<u>Thereafter</u>	30,014,000		
<u>Total</u>	\$ 171,359,000		

**SUPPLEMENTAL CASH  
FLOW FINANCIAL  
INFORMATION (Details)  
(USD \$)**

**12 Months Ended**

**Dec. 31, 2012 Dec. 31, 2011 Dec. 31, 2010**

**In Thousands, unless  
otherwise specified**

**Cash paid during the period for:**

<u>Interest</u>	\$ 27,362	\$ 27,799	\$ 27,758
<u>Income taxes</u>	34,468	17,152	14,120

**Non-cash financing and investing activities:**

<u>Purchase of property, plant and equipment in accounts payable</u>	1,525	810	2,660
<u>Unrealized loss on SERP (net of tax)</u>	734	906	278
<u>Capital lease obligations</u>	4,615	23	157
<u>Unrealized gain (loss) on interest rate swaps</u>			1,514
<u>Earnouts payable on acquisitions</u>	2,672	4,098	2,182
<u>Issuance of notes in connection with acquisitions</u>	21,895	6,700	2,950
<u>Issuance of restricted stock units of common stock</u>	\$ 5,996	\$ 12,754	\$ 9,325



**SIGNIFICANT  
ACCOUNTING POLICIES**

**12 Months Ended  
Dec. 31, 2012**

**SIGNIFICANT  
ACCOUNTING POLICIES**

**SIGNIFICANT  
ACCOUNTING POLICIES**

**NOTE B—SIGNIFICANT ACCOUNTING POLICIES**

*Principles of Consolidation*

The consolidated financial statements include the accounts of the Company and its wholly-owned subsidiaries. All intercompany transactions and balances have been eliminated in the accompanying financial statements.

*Revision of Previously Reported Consolidated Financial Information*

During the fourth quarter of 2012, the Company identified adjustments necessary to correct prior periods for the overstatement of the value of work-in-process inventory at December 31, 2011 and 2010. The Company assessed the materiality of the errors on previously reported periods and concluded the impact was not material to any prior annual consolidated financial statements. Management, however, deemed the impact of this error on the consolidated financial statements for the three months ended March 31, 2012 and 2011 to be material and will restate the first quarter 2012 and 2011 financial results. These errors had no impact on operating cash flows for any of the periods. During 2012, 2011 and 2010, the only interim periods impacted by this error were the first and fourth quarters. Accordingly, the years ended December 31, 2011 and 2010 have been revised. The impact of the error on the Consolidated Balance Sheets and Statements of Income and Comprehensive Income for the years ended December 31, 2011 and 2010 is shown in the table below (in 000's). The impact of the errors are included in the results of the Patient Care segment in Note O.

(Dollars in thousands, except share and per share amounts)	2011		2010	
	As Previously Reported	As Revised	As Previously Reported	As Revised
Inventory	\$114,086	\$112,305	\$98,290	\$97,381
Accrued expenses (taxes)	18,247	17,547	20,796	20,426
Material costs	\$267,677	\$270,210	\$247,565	\$248,667
Personnel Costs	\$322,765	\$321,529	\$284,095	\$282,417
Other Operating expenses	\$178,335	\$177,910	\$163,673	\$165,158
Income from operations	\$116,827	\$115,955	\$81,379	\$80,470
Income before taxes	\$85,006	\$84,134	\$35,444	\$34,535
Provision for income taxes	\$29,987	\$29,657	\$14,009	\$13,639
Net income	\$55,019	\$54,477	\$21,435	\$20,896
Basic Per Common Share Net Income	\$1.64	\$1.62	\$0.66	\$0.65
Diluted Per Common Share Net Income	\$1.61	\$1.59	\$0.65	\$0.64

*Use of Estimates*

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America ("GAAP") requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

*Cash and Cash Equivalents*

The Company considers all highly liquid investments with original maturities of three months or less at the date of purchase to be cash equivalents. At various times throughout the

year, the Company maintains cash balances in excess of Federal Deposit Insurance Corporation limits.

#### *Restricted Cash*

Restricted cash has statutory or contractual restrictions that prevent it from being used in the Company's operations. The Company agreed to restrict \$3.1 million of cash to eliminate letters of credit obligations used as collateral under the revolving credit facility.

#### *Credit Risk*

The Company primarily provides O&P devices and services and products throughout the United States of America and is reimbursed by the patients' third-party insurers, governmentally funded health insurance programs, and in the case of its Distribution segment from independent O&P providers. The Company also provides advanced rehabilitation technology and clinical programs to skilled nursing facilities in the United States primarily through operating leases. The Company performs ongoing credit evaluations of its customers. Accounts receivable are not collateralized. The ability of the Company's debtors to meet their obligations is dependent upon their financial stability which could be affected by future legislation and regulatory actions. Additionally, the Company maintains reserves for potential losses from these receivables that historically have been within management's expectations.

#### *Inventories*

Inventories in the Patient Care segment consisting principally of raw materials and work-in-process, which amounted to \$96.6 million and \$81.0 million as of December 31, 2012 and 2011, respectively, are valued based on the gross profit method which approximates lower of cost or market using the first-in first-out method. The Company applies the gross profit method on a patient care clinic basis in this segment's inventory to determine ending inventory at the end of each interim period except on October 31<sup>st</sup>, which is the date of our Physical inventory. The annual physical inventory for this segment values the inventory at lower of cost or market using the first-in first-out method and includes work-in-process consisting of materials, labor and overhead which is valued based on established standards for the stage of completion of each custom order. Adjustments to reconcile the physical inventory to our books are treated as changes in accounting estimates and are recorded in the fourth quarter. The Company recorded fourth quarter adjustments of a decrease of \$0.5 million, an increase of \$2.3 million and a decrease of \$1.0 million to inventory as of October 31, 2012, 2011 and 2010, respectively. The October 31<sup>st</sup> inventory is subsequently adjusted during interim periods to apply the gross profit method described above.

Inventories in the Distribution and Therapeutic Solutions segments consist principally of finished goods which are stated at the lower of cost or market using the first-in, first-out method for all reporting periods and are valued based on perpetual records.

#### *Fair Value Measurements*

The Company follows the authoritative guidance for financial assets and liabilities, which establishes a framework for measuring fair value and requires enhanced disclosures about fair value measurements. The authoritative guidance requires disclosure about how fair value is determined for assets and liabilities and establishes a hierarchy by which these assets and liabilities must be categorized, based on significant levels of inputs as follows:

- Level 1** unadjusted quoted prices for identical assets or liabilities in active markets accessible by the Company
- Level 2** inputs that are observable in the marketplace other than those inputs classified as Level 1
- Level 3** inputs that are unobservable in the marketplace and significant to the valuation

The determination of where assets and liabilities fall within this hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

#### *Financial Instruments*

Assets and liabilities measured at fair value on a recurring basis as of December 31, 2012 and 2011, are \$11.0 million and \$0, respectively, and are comprised of cash equivalent money market investments. The money market investments are based on Level 1 observable market prices and are equivalent to one dollar.

The carrying value of the Company's short-term financial instruments, such as receivables and payables, approximate their fair values based on the short-term maturities of these instruments. The carrying value of the Company's Term Loan as of December 31 2012 and 2011, \$293.3 million and \$297.0, respectively, approximates fair value for debt with similar terms and remaining maturities based on rates currently available to the Company and are considered Level 2 measurements. The fair value of the Senior Notes is based on a Level 1 quoted market price, and was \$211.5 million and \$203.0 million as of December 31, 2012 and 2011, respectively, compared to the carrying value of \$200.0 million and \$200.0 million as of those dates. Seller Notes recorded as a part of 2012 acquisitions, \$21.9 million, were recorded at contractual carrying values, which are not based on observable rates and therefore represent Level 3 measurements. The Company believes the carrying value of the Seller Notes approximate fair value for similar debt in all material respects.

Contingent consideration recorded as a part of 2012 acquisitions was \$2.7 million. Contingent consideration is recorded at fair value as of the date of the acquisition using Level 3 measurements.

#### *Investments*

Prior to December 2010, the Company's investments consisted of two auction rate securities ("ARS") totaling \$7.5 million of par value; \$5.0 million was collateralized by Indiana Secondary Market Municipal Bond—1998 ("Indiana ARS"), and \$2.5 million was collateralized by Primus Financial Products Subordinated Deferrable Interest Notes ("Primus ARS"). ARS are securities that are structured with short-term interest rate reset dates which generally occur every 28 days and are linked to LIBOR. At the reset date, investors can attempt to sell via auction or continue to hold the securities at par. These securities were accounted for in accordance with authoritative guidance for investments in debt and equity securities and were reported at fair value with unrealized gains and losses included in earnings.

In May 2010, the Company sold its investment in the Primus ARS for \$1.5 million. On July 1, 2010, the Company exercised its right to put the Indiana ARS back to UBS at par value of \$5.0 million, resulting in a realized loss of \$0.2 million. The \$5.0 million proceeds were received on July 1, 2010. As part of the settlement, the Company closed out a \$3.6 million line of credit with UBS that the Company obtained as part of the buyback agreement originally executed in November 2008, with net cash proceeds of approximately \$1.4 million.

#### *Interest Rate Swaps*

Prior to December 2010, the Company utilized interest rate swaps to manage our exposure to interest rate risk associated with our variable rate borrowings. On December 1, 2010, the Company was required to terminate the interest rate swaps due to refinancing of the credit facilities. The Company incurred a loss of \$1.6 million, which is recorded in loss/(gain) from interest rate swap on the Consolidated Statements of Income and Comprehensive Income.

#### *Revenue Recognition*

Revenues in the Company's patient care clinics are derived from the sale of O&P devices and the maintenance and repair of existing devices and are recorded net of known contractual adjustments and discounts. The sale of O&P devices includes the design, fabrication, assembly, fitting and delivery of a wide range of braces, limbs and other devices. Revenues from the sale of these devices are recorded when (i) acceptance by and delivery to the patient has occurred; (ii) persuasive evidence of an arrangement exists and there are no further obligations to the patient; (iii) the sales price is fixed or determinable; and (iv) collectability is reasonably assured. Revenues from maintenance and repairs are recognized when the service is provided. Revenues on the sale of O&P devices to customers by the Distribution segment are recorded upon the shipment of products, in accordance with the terms of the invoice, net of merchandise returns. Discounted sales are recorded at net realizable value. Revenues in the Therapeutic Solutions segment are primarily derived from leasing rehabilitation technology combined with clinical therapy programs and education and training. The revenue is recorded on a monthly basis according to terms of the contracts with our customers.

Certain accounts receivable may be uncollectible, even if properly pre-authorized and billed. Regardless of the balance, accounts receivable amounts are periodically evaluated to assess collectability. In addition to the actual bad debt expense recognized during collection activities, the Company estimates the amount of potential bad debt expense that may occur in the future. This estimate is based upon historical experience as well as a review of the receivable balances.

On a quarterly basis, the Company evaluates cash collections, accounts receivable balances and write-off activity to assess the adequacy of the allowance for doubtful accounts. Additionally,

a company-wide evaluation of collectability of receivable balances older than 180 days is performed at least semi-annually, the results of which are used in the next allowance analysis. In these detailed reviews, the account's net realizable value is estimated after considering the customer's payment history, past efforts to collect on the balance and the outstanding balance, and a specific reserve is recorded if needed. From time to time, the Company may outsource the collection of such accounts to outsourced agencies after internal collection efforts are exhausted. In the cases when valid accounts receivable cannot be collected, the uncollectible account is written off to bad debt expense.

*Property, Plant and Equipment*

Property, plant and equipment are recorded at cost less accumulated depreciation and amortization, with the exception of assets acquired through acquisitions, which are initially recorded at fair value. Equipment acquired under capital leases is recorded at the lower of fair market value or the present value of the future minimum lease payments. The cost and related accumulated depreciation of assets sold, retired or otherwise disposed of are removed from the respective accounts, and any resulting gains or losses are included in the Consolidated Statements of Income and Comprehensive Income. Depreciation is computed for financial reporting purposes using the straight-line method over the estimated useful lives of the related assets as follows:

<u>Asset class</u>	<u>Estimated life (in years)</u>
Furniture and fixtures	5
Machinery and equipment	5
Computers and software	5
Buildings	10 - 40
Assets under capital leases	Shorter of 10 or lease term
Leasehold improvements	Shorter of 10 or lease term
Equipment leased to third parties under operating leases	Up to 10

The following table outlines the investment in equipment leased to third parties under operating leases:

<b>(In thousands)</b>	
Program equipment	\$34,827
Less: Accumulated depreciation	(10,315 )
Net book value at December 31, 2012	<u>\$24,512</u>

Depreciation expense related to property, plant and equipment was approximately \$29.2 million, \$26.2 million, and \$17.3 million for the years ended December 31, 2012, 2011, and 2010, respectively.

*Repairs and Maintenance*

Repair and maintenance costs are expensed as incurred. During the years ended December 31, 2012, 2011, and 2010, the Company incurred \$1.5 million, \$1.6 million, and \$1.5 million, respectively, in repair and maintenance costs.

*Goodwill and Other Intangible Assets*

The authoritative guidance for Accounting for Goodwill and Other Intangible Assets requires that purchased goodwill and indefinite-lived intangibles not be amortized, but instead be tested for impairment at least annually or wherever facts or circumstances indicate potential impairment (the Company has selected October 1st as its annual test date). The Company has the option to first assess qualitative factors to determine whether it is more likely than not that the fair value of a reporting unit is less than its carrying amount as a basis for determining whether it is necessary to perform the two-step impairment test for goodwill and indefinite lived intangible assets. If the Company determines that a two-step impairment test is necessary or more efficient than a qualitative approach, it measures the fair value of the Company's reporting units using any one of, or a combination of, income, market and cost approaches. The Company evaluated its intangible assets, other than goodwill and the ACP trade name, and determined that all such assets have determinable lives.

Non-compete agreements are recorded based on agreements entered into by the Company and are amortized, using the straight-line method, over their estimated term ranging from five to seven years. Other definite-lived intangible assets are recorded at cost and are amortized, using the straight-line method, over their estimated useful lives of up to 20 years. The Company periodically evaluates the recoverability of intangible assets and takes into account events or

circumstances that may warrant revised estimates of useful lives or that indicate that impairment had occurred. Refer to Note D for further discussion.

#### *Debt Issuance Costs*

Debt issuance costs incurred in connection with the Company's long-term debt are amortized, on a straight-line basis, which is not materially different from the effective interest method, through the maturity of the related debt instrument. Amortization of these costs is included in Interest Expense in the Consolidated Statements of Income and Comprehensive Income.

#### *Long-Lived Asset Impairment*

The Company evaluates the carrying value of long-lived assets to be held and used whenever events or changes in circumstance indicate that the carrying amount may not be recoverable. The carrying value of a long-lived asset group is not recoverable and is considered impaired if it exceeds the sum of the undiscounted cash flows expected to result from the use and eventual disposition of the asset. The Company measures impairment as the amount by which the carrying value exceeds the fair market value. Fair market value is determined primarily using the projected future cash flows discounted at a rate commensurate with the risk involved. Losses on long-lived assets to be disposed of are determined in a similar manner, except that fair market values are reduced for the cost to dispose. There were no long-lived asset impairments or indicators of impairment for the years ended December 31, 2012 or 2011.

#### *Supplemental Executive Retirement Plan*

Expense and liability balances associated with the Company's Supplemental Executive Retirement Plan are calculated based on certain assumptions including benefits earned, discount rates, interest costs, mortality rates and other factors. Refer to Note K for further discussion.

#### *Marketing*

Marketing costs, including advertising, are expensed as incurred. The Company incurred \$4.2 million, \$3.9 million, and \$4.3 million in marketing costs during the years ended December 31, 2012, 2011, and 2010, respectively.

#### *Income Taxes*

The Company recognizes deferred income tax liabilities and assets for the expected future tax consequences of events that have been included in the financial statements or tax returns. Deferred income tax liabilities and assets are determined based on the difference between the financial statement and the tax basis of assets and liabilities using enacted tax rates in effect for the year in which the differences are expected to reverse. The Company recognizes a valuation allowance on the deferred tax assets if it is more likely than not that the assets will not be realized in future years. Significant accounting judgment is required in determining the provision for income taxes and related accruals, deferred tax assets and liabilities. The Company believes that its tax positions are consistent with applicable tax law, but certain positions may be challenged by taxing authorities. In the ordinary course of business, there are transactions and calculations where the ultimate tax outcome is uncertain. In addition, the Company is subject to periodic audits and examinations by the Internal Revenue Service and other state and local taxing authorities. Although the Company believes that its estimates are reasonable, actual results could differ from these estimates.

#### *Stock-Based Compensation*

The Company issues restricted stock units of common stock under one active stock-based compensation plan. At December 31, 2012, 1.5 million shares of common stock were available for issuance under the Company's stock-based compensation plan. Shares of common stock issued under the stock-based compensation plan are issued from the Company's authorized and unissued shares. Restricted stock units are granted at the fair market value of the Company's common stock on the grant date. Restricted stock units vest over a period of time determined by the compensation plan, ranging from one to four years.

The Company applies the fair value recognition provisions of the authoritative guidance for stock compensation, which require companies to measure and recognize compensation expense for all stock-based payments at fair value.

Stock compensation expense relates to restricted stock units, as all stock options are fully vested and all associated compensation expense has been recognized in prior years. The total value of the restricted stock units is expensed ratably over the requisite service period of the employees receiving the awards.

#### *Segment Information*

The Company applies a "management" approach to disclosure of segment information. The management approach designates the internal organization that is used by management for making operating decisions and assessing performance as the basis of the Company's reportable segments. The description of the Company's reportable segments and the disclosure of segment information are presented in Note O.

*Recently Adopted Accounting Guidance*

In May 2011, the FASB issued Accounting Standards Update ("ASU") 2011-04, "Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and IFRSs," which amends ASC 820, "Fair Value Measurement." The amended guidance changes the wording used to describe many requirements in U.S. GAAP for measuring fair value and for disclosing information about fair value measurements. Additionally, the amendments clarify the FASB's intent about the application of existing fair value measurement requirements. The guidance provided in ASU No. 2011-04 was effective for interim and annual periods beginning after December 15, 2011 and is applied prospectively. The Company adopted the amendments of this ASU effective January 1, 2012, and the initial adoption of the amendments in this ASU did not have a material impact on the Company's consolidated financial statements.

In June 2011, the FASB issued ASU No. 2011-05, "Comprehensive Income (Topic 220)," which changes the presentation of comprehensive income. The amended guidance gives companies the option to present the total of comprehensive income, the components of net income and the components of other comprehensive income either in a single continuous statement of comprehensive income or in two separate but consecutive statements. The guidance provided in ASU No. 2011-05 is effective for interim and annual periods beginning after December 15, 2011 and is applied prospectively. The Company adopted the amendments of this ASU effective January 1, 2012, and the initial adoption of the amendments in this ASU did not have a material impact on the Company's consolidated financial statements.

In July 2011, the FASB issued ASU No. 2011-07 "Presentation and Disclosures of Patient Service Revenue, Provision for Bad Debts and the Allowance for Doubtful Accounts for Certain Health Care Entities." The objective of this update is to provide financial statement users with greater transparency about a health care entity's net patient service revenue and the related allowance for doubtful accounts. This update provides information to assist financial statement users in assessing an entity's sources of net patient service revenue and related changes in its allowance for doubtful accounts. The amendments require health care entities that recognize significant amounts of patient service revenue at the time the services are rendered even though they do not assess the patient's ability to pay to present the provision for bad debts related to patient service revenue as a deduction from patient service revenue (net of contractual allowances and discounts) on their statement of operations. The amendments in this update require certain health care entities to change the presentation of their statement of operations by reclassifying the provision for bad debts associated with patient service revenue from an operating expense to a deduction from patient service revenue (net of contractual allowances and discounts). Additionally, those health care entities are required to provide enhanced disclosure about their policies for recognizing revenue and assessing bad debts. The amendments also require disclosures of patient service revenue (net of contractual allowances and discounts) as well as qualitative and quantitative information about changes in the allowance for doubtful accounts. The guidance provided in ASU No. 2011-07 is effective for interim and annual periods beginning after December 15, 2011 and is applied prospectively. The provisions are effective for the Company's year ended December 31, 2012. The Company has determined that ASU No. 2011-07 has no impact on its consolidated financial statements.

In September 2011, FASB issued ASU 2011-08, "Intangibles—Goodwill and Other (Topic 350): Testing Goodwill for Impairment," which provides entities the option to perform a qualitative assessment in order to determine whether additional quantitative impairment testing is necessary. This amendment was effective for reporting periods beginning after December 15, 2011. This amendment does not impact the quantitative testing methodology. The Company adopted this standard on January 1, 2012 and the initial adoption of the amendment in this ASU did not have a material impact on the Company's consolidated financial statements.

**RELATED PARTY  
TRANSACTIONS (Details)  
(Foley & Lardner LLP, USD  
\$)**

**12 Months Ended**

**Dec. 31, 2012 Dec. 31, 2011 Dec. 31, 2010**

**In Millions, unless otherwise  
specified**

Foley & Lardner LLP

**Related Party Transactions**

<u>Fees paid</u>	\$ 2.4	\$ 2.6	\$ 3.3
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**SIGNIFICANT  
ACCOUNTING POLICIES  
(Details 5) (USD \$)  
In Thousands, unless  
otherwise specified**

	<b>12 Months Ended</b>		<b>1 Months Ended</b>
	<b>Dec.</b>	<b>Dec.</b>	<b>Dec. 31,</b>
	<b>31,</b>	<b>31,</b>	<b>2010</b>
	<b>2012</b>	<b>2010</b>	<b>Interest</b>
			<b>Rate Swaps</b>
			<b>Term loans</b>

**Details of interest rate swap instruments**

Loss on termination of interest rate swaps recorded in consolidated income statement

	\$		
	(1,610)		\$ (1,600)

**Revenue Recognition**

Minimum period of receivable balances for which company-wide evaluation of its collectability is performed at least semi-annually (in days) 180 days



## INVENTORIES (Tables)

12 Months Ended  
Dec. 31, 2012

### INVENTORIES Schedule of inventory

(In thousands)	2012	2011
Raw materials	\$41,372	\$39,121
Work in process	56,931	43,954
Finished goods	28,992	29,230
	<u>\$127,295</u>	<u>\$112,305</u>

**GOODWILL AND OTHER  
INTANGIBLE ASSETS**  
(Tables)

**12 Months Ended  
Dec. 31, 2012**

**GOODWILL AND OTHER INTANGIBLE  
ASSETS**

Schedule of activity related to goodwill

(In thousands)	Patient Care	Distribution	Therapeutic Solutions	Total
Balance at December 31, 2010	\$456,232	\$38,388	\$96,079	\$590,699
Additions due to acquisitions	17,192	—	851	18,043
Contingent consideration(1)	742	—	—	742
Balance at December 31, 2011	\$474,166	\$38,388	\$96,930	\$609,484
Additions due to acquisitions	62,849	—	964	64,813
(1) Contingent consideration relates to acquisitions completed prior to the adoption of ASC 805.				
Contingent consideration(1)	477	—	—	477

Schedule of activity related to intangible assets

(In thousands)	Customer Lists	Trade Name ACP	Patents and Other Intangibles	Total
Gross asset value				
As of December 31, 2010	\$32,447	\$9,070	\$25,262	\$66,779
Write-offs and other adjustments	—	—	147	147
Additions	2,436	—	692	3,128
As of December 31, 2011	34,883	9,070	26,101	70,054
Additions(1)	13,161	—	1,709	14,870
As of December 31, 2012	\$48,044	\$9,070	\$27,810	\$84,924
Accumulated Amortization				
(1) As of December 31, 2010, the weighted average life of the additions to customer lists, patents and other intangibles is 9.7 years.				
As of December 31, 2010	\$(1,942 )	\$—	\$(8,458 )	\$(10,400 )
Amortization expense	(2,706 )	—	(2,054 )	(4,760 )
As of December 31, 2011	(4,648 )	—	(10,512 )	(15,160 )

Schedule of estimated aggregate amortization  
expense for definite-lived intangible assets

<b>(In thousands)</b>	
2013	\$6,778
2014	6,731
2015	6,676
2016	5,195
2017	4,720
Thereafter	25,111
	<u>\$55,211</u>

**INCOME TAXES (Details)**  
**(USD \$)**

**In Thousands, unless  
otherwise specified**

**12 Months Ended**

	<b>Dec. 31, 2012</b>	<b>Dec. 31, 2011</b>	<b>Dec. 31, 2010</b>
<b><u>Current:</u></b>			
<u>Federal</u>	\$ 32,394	\$ 18,976	\$ 10,766
<u>State</u>	6,386	2,242	2,121
<u>Total Current</u>	38,780	21,218	12,887
<b><u>Deferred:</u></b>			
<u>Federal</u>	(3,273)	6,242	384
<u>State</u>	(1,030)	2,197	368
<u>Total Deferred</u>	(4,303)	8,439	752
<u>Provision for income taxes</u>	\$ 34,477	\$ 29,657	\$ 13,639
<b><u>Reconciliation of the federal statutory tax rate to the Company's effective tax rate</u></b>			
<u>Federal statutory tax rate (as a percent)</u>	35.00%	35.00%	35.00%
<b><u>Increase (decrease) in taxes resulting from:</u></b>			
<u>State income taxes (net of federal effect) (as a percent)</u>	4.30%	4.30%	5.70%
<u>Domestic manufacturing deduction (as a percent)</u>	(2.40%)	(2.00%)	(3.00%)
<u>Adjustments to uncertain tax positions (as a percent)</u>			(2.10%)
<u>Non-deductible acquisition costs (as a percent)</u>			2.30%
<u>Other (as a percent)</u>	(1.80%)	(2.00%)	1.60%
<u>Provision for income taxes (as a percent)</u>	35.10%	35.30%	39.50%

**SIGNIFICANT  
ACCOUNTING POLICIES  
(Details 6) (USD \$)**

**12 Months Ended**  
**Dec. 31, 2012 Dec. 31, 2011 Dec. 31,**  
**2010**

**Outline of investment in equipment leased to third parties under operating lease**

<u>Program equipment</u>	\$	\$	
	297,264,000	259,462,000	
<u>Accumulated depreciation</u>	(182,803,000)	(154,690,000)	
<u>Total property, plant and equipment, net</u>	114,461,000	104,772,000	
<u>Depreciation expense related to property, plant and equipment</u>	29,200,000	26,200,000	17,300,000
<b><u>Repairs and Maintenance</u></b>			
<u>Repair and Maintenance</u>	1,500,000	1,600,000	1,500,000
Furniture and fixtures			
<b><u>Property, Plant and Equipment</u></b>			
<u>Estimated life (in years)</u>	5		
Machinery and equipment			
<b><u>Property, Plant and Equipment</u></b>			
<u>Estimated life (in years)</u>	5		
Computers and software			
<b><u>Property, Plant and Equipment</u></b>			
<u>Estimated life (in years)</u>	5		
Buildings			
<b><u>Property, Plant and Equipment</u></b>			
<u>Minimum estimated life (in years)</u>	10		
<u>Maximum estimated life (in years)</u>	40		
Assets under capital leases			
<b><u>Property, Plant and Equipment</u></b>			
<u>Maximum estimated life (in years)</u>	10		
Leasehold improvements			
<b><u>Property, Plant and Equipment</u></b>			
<u>Maximum estimated life (in years)</u>	10		
Equipment leased to third parties under operating leases			
<b><u>Property, Plant and Equipment</u></b>			
<u>Maximum estimated life (in years)</u>	10		
<b><u>Outline of investment in equipment leased to third parties under operating lease</u></b>			
<u>Program equipment</u>	34,827,000		
<u>Accumulated depreciation</u>	(10,315,000)		
<u>Total property, plant and equipment, net</u>	\$ 24,512,000		

**LONG-TERM DEBT**  
**(Tables)**

**12 Months Ended**  
**Dec. 31, 2012**

**LONG-TERM DEBT**  
**Schedule of long-term debt**

<b>(In thousands)</b>	<b>2012</b>	<b>2011</b>
Revolving Credit Facility	\$—	\$—
Term Loan	293,300	297,000
7 <sup>1</sup> / <sub>8</sub> % Senior Notes due 2018	200,000	200,000
Subordinated seller notes, non-collateralized, net of unamortized discount with principal and interest payable in either monthly, quarterly or annual installments at effective interest rates ranging from 2.00% to 6.5%, maturing through November 2018	27,346	11,033
	<u>520,646</u>	<u>508,033</u>
Less current portion	(11,082 )	(8,065 )
	<u>\$509,564</u>	<u>\$499,968</u>

**Schedule of maturities of long-term debt**

<b>(In thousands)</b>	
2013	\$11,082
2014	10,942
2015	10,473
2016	287,574
2017	200,575
Thereafter	—
	<u>\$520,646</u>

**NET INCOME PER  
COMMON SHARE (Tables)**

**12 Months Ended  
Dec. 31, 2012**

**NET INCOME PER COMMON  
SHARE**

Schedule of computation of basic and  
diluted earnings per share

(In thousands, except share and per share data)	2012	2011	2010
Net income			
applicable to common stock	\$63,692	\$54,477	\$20,896
Shares of common stock outstanding used to compute basic per common share amounts	34,282,591	33,544,813	32,238,401
Effect of dilutive restricted stock units and options	550,239	675,443	649,904
Shares used to compute diluted per common share amounts	34,832,830	34,220,256	32,888,305
Basic income per share applicable to common stock	\$1.86	\$1.62	\$0.65
Diluted income per share applicable to common stock	\$1.83	\$1.59	\$0.64

## THE COMPANY

**12 Months Ended  
Dec. 31, 2012**

[THE COMPANY](#)  
[THE COMPANY](#)

### **NOTE A—THE COMPANY**

The goal of Hanger, Inc. (the "Company") is to be the world's premier provider of services and products that enhance human physical capabilities. The Company provides orthotic and prosthetic ("O&P") patient care services, distributes O&P devices and components, manages O&P networks, and provides therapeutic solutions to the broader post-acute market. Through its subsidiary, Hanger Prosthetics and Orthotics, Inc., which the Company refers to as "Hanger Clinic," the Company is the largest owner and operator of orthotic and prosthetic patient care clinics in the United States and, through its distribution subsidiary, Southern Prosthetic Supply ("SPS"), one of the largest distributors of O&P products in the United States. The Company operates in excess of 740 O&P patient care clinics located in 45 states and the District of Columbia and six strategically located distribution facilities. In addition to providing O&P services and products the Company, through its subsidiary, Linkia LLC ("Linkia"), manages an O&P provider network and develops programs to manage all aspects of O&P patient care for insurance companies. The Company provides therapeutic solutions through its subsidiaries Innovative Neurotronics and Accelerated Care Plus Corp. Innovative Neurotronics ("IN, Inc.") introduces emerging neuromuscular technologies developed through independent research in a collaborative effort with industry suppliers worldwide. Accelerated Care Plus Corp. ("ACP") is a developer of specialized rehabilitation technologies and a leading provider of evidence-based clinical programs for post-acute rehabilitation serving more than 4,550 long-term care facilities and other sub-acute rehabilitation providers throughout the U.S.



**INCOME TAXES (Tables)**

**12 Months Ended  
Dec. 31, 2012**

**INCOME TAXES**

[Schedule of components of income tax expense attributable to continuing operations](#)

(In thousands)	2012	2011	2010
Current:			
Federal	\$32,394	\$18,976	\$10,766
State	6,386	2,242	2,121
Total Current	<u>38,780</u>	<u>21,218</u>	<u>12,887</u>
Deferred:			
Federal	(3,273 )	6,242	384
State	(1,030 )	2,197	368
Total Deferred	<u>(4,303 )</u>	<u>8,439</u>	<u>752</u>
Provision for income taxes	<u>\$34,477</u>	<u>\$29,657</u>	<u>\$13,639</u>

[Schedule of reconciliation of the federal statutory tax rate to the Company's effective tax rate](#)

	2012	2011	2010
Federal statutory tax rate	35.0 %	35.0 %	35.0 %
Increase (decrease) in taxes resulting from:			
State income taxes (net of federal effect)	4.3	4.3	5.7
Domestic manufacturing deduction	(2.4 )	(2.0 )	(3.0 )
Adjustments to uncertain tax positions	—	—	(2.1 )
Non-deductible acquisition costs	—	—	2.3
Other	(1.8 )	(2.0 )	1.6
Provision for income taxes	<u>35.1 %</u>	<u>35.3 %</u>	<u>39.5 %</u>

[Schedule of net deferred income tax liability \(asset\)](#)

(In thousands)	2012	2011
Deferred tax liabilities:		
Goodwill amortization	\$63,405	\$58,423
Property, plant and equipment	3,339	6,011
Acquired intangibles	18,062	18,091
Debt issuance costs	1,600	2,446
Tax accounting method changes	1,278	2,626
Other	4,511	1,578
	<u>92,195</u>	<u>89,175</u>
Deferred tax assets:		
Net operating loss carryforwards	4,943	5,499
Accrued expenses	15,573	11,870
Deferred benefit plan compensation	8,363	7,693
Provision for doubtful accounts	7,911	5,756
Inventory capitalization and reserves	2,408	2,247
Restricted stock	2,182	1,947
Deferred rent	1,432	1,282
Other	557	594
	<u>43,369</u>	<u>36,888</u>
Valuation allowance	(1,219 )	(1,374 )
(In thousands)	2012	2011
Unrecognized tax benefits, at beginning of the year	\$230	\$420
Additions for tax positions related to the current year	107	—
Additions for tax positions of prior years	79	—
Decrease related to prior year positions	—	(190 )
Decrease for lapse of applicable statute of limitations	(39 )	(724 )
Unrecognized tax benefits, at end of the year	<u>\$377</u>	<u>\$420</u>

[Summary of reconciliation of the beginning and ending balances of unrecognized tax benefits](#)

**SIGNIFICANT  
ACCOUNTING POLICIES  
(Details 2) (USD \$)**

Dec. 31, 2012	Oct. 31, 2012	Dec. 31, 2011	Oct. 31, 2011	Oct. 31, 2010
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**Restricted Cash**

Restricted cash to eliminate letters of credit obligations

\$ 3,120,000

Patient-Care

**Inventories**

Raw materials and work-in-process

96,600,000

81,000,000

Increase (decrease) in physical inventory

\$ 500,000

\$  
(2,300,000)

\$ 1,000,000

LONG-TERM DEBT (Details) (USD \$)	3 Months Ended				12 Months Ended				1 Months Ended	3 Months Ended	12 Months Ended	3 Months Ended	12 Months Ended	3 Months Ended													
	Dec. 31, 2010	Dec. 31, 2011	Dec. 31, 2012	Dec. 31, 2013	Dec. 31, 2012 On or after November 15, 2013	Dec. 31, 2012 On or after November 15, 2014	Dec. 31, 2012 Twelve month period beginning November 15, 2014	Dec. 31, 2012 Twelve month period beginning November 15, 2015	Dec. 31, 2012 Period beginning November 15, 2016 and thereafter through November 15, 2018	Dec. 31, 2012 Revolving Credit Facility	Dec. 31, 2010 Revolving Credit Facility	Dec. 31, 2012 Standby letters of credit	Mar. 31, 2011 Term Loan	Dec. 31, 2010 Term Loan	Dec. 31, 2011 Term Loan	Mar. 11, 2011 Term Loan	Dec. 31, 2010 7.125% Senior Notes due 2018	Dec. 31, 2011 7.125% Senior Notes due 2018	Dec. 31, 2011 7.125% Senior Notes due 2018	Dec. 31, 2012 Subordinated seller notes, non- collateralized, net of unamortized discount with principal and interest payable in either monthly, quarterly or annual installments at effective interest rates ranging from 2.00% to 6.5%, maturing through November 2018	Dec. 31, 2011 Subordinated seller notes, non- collateralized, net of unamortized discount with principal and interest payable in either monthly, quarterly or annual installments at effective interest rates ranging from 2.00% to 6.5%, maturing through November 2018	Dec. 31, 2010 Prior Term Loan Facility	Dec. 31, 2010 10.25% Senior Notes due 2014	Dec. 31, 2012 10.25% Senior Notes due 2014			
<b>Long-Term Debt</b>																											
Long-term debt	\$	\$												\$	\$		\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Issuance of debt														293,300,000	297,000,000		200,000,000	200,000,000	200,000,000	27,346,000	11,033,000						
Less current portion	(11,082,000)	(8,065,000)												300,000,000	300,000,000		200,000,000										
Long-term debt, less current portion	509,564,000	499,968,000																									
Interest rate stated percentage																				7.125%							10.25%
Interest rate, minimum (as a percent)																					2.00%						
Interest rate, maximum (as a percent)																					6.50%						
Maximum borrowing capacity								100,000,000	100,000,000																		
Charge related to the early extinguishment of senior debt	14,000,000			13,985,000																							
Premium paid to debt holders	9,800,000																										
Write-off of debt issuance cost	4,200,000																										
Mandatory prepayment																											
Interest base rate								LIBOR				LIBOR		700,000	LIBOR												
Interest rate margin (as a percent)								3.25%						3.00%		3.00%											
LIBOR floor applicable to term loans under Credit Agreement, prior to amendment (as a percent)																1.50%											
Amount paid back under the facility	3,700,000	3,000,000	221,956,000																								220,300,000
LIBOR floor applicable to term loans under Credit Agreement (as a percent)														1.00%		1.00%											
Fees related to the amendment of the credit agreement	16,976,000											4,100,000															
Reduction in the interest rate margin applicable to the Term Loan prior to amendment (as a percent)																				0.75%							
Consolidated interest coverage ratio, minimum								3.50																			
Consolidated interest coverage ratio, maximum								4.00																			
Proceeds from debt issuance allocated to partially funding an acquisition	78,200,000																										
Interest rate (as a percent)														4.00%													
Maximum annual capital expenditure as a percentage of consolidated net revenue of preceding fiscal year								7.50%																			
Maximum percentage of the aggregate principal amount up to which the notes may be redeemed							35.00%																				
Minimum notice period that the entity must provide for the redemption of the debt instrument (in days)							30																				
Maximum notice period that the entity must provide for the redemption of the debt instrument (in days)							60																				
Additional maximum rollover from prior year's capital expenditure allowance								15,000,000																			
Balance available under the credit facility								99,500,000	500,000																		
Percentage of the aggregate principal amount at which the notes may be redeemed					107.125%	103.563%	101.781%	100.00%																			
Retirement of debt				184,831,000																							184,800,000
<b>Maturities of long-term debt</b>																											
2013	11,082,000																										
2014	10,942,000																										
2015	10,473,000																										
2016	287,574,000																										
2017	200,575,000																										
<b>Total</b>	\$	\$												\$	\$		\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
	520,646,000	508,033,000												293,300,000	297,000,000		200,000,000	200,000,000	200,000,000	27,346,000	11,033,000						

**CONSOLIDATED  
BALANCE SHEETS (USD**

**)**

**In Thousands, unless  
otherwise specified**

**Dec. 31, Dec. 31,  
2012 2011**

**CURRENT ASSETS**

<u>Cash and cash equivalents</u>	\$ 19,211	\$ 42,896
<u>Restricted Cash</u>	3,120	
<u>Accounts receivable, less allowance for doubtful accounts of \$21,379 and \$22,028 in 2012 and 2011, respectively</u>	165,668	138,826
<u>Inventories</u>	127,295	112,305
<u>Prepaid expenses, other current assets and income taxes receivable</u>	15,673	17,015
<u>Deferred income taxes</u>	27,685	20,648
<u>Total current assets</u>	358,652	331,690

**PROPERTY, PLANT AND EQUIPMENT**

<u>Land</u>	794	794
<u>Buildings</u>	8,896	4,400
<u>Furniture and fixtures</u>	19,582	17,281
<u>Machinery and equipment</u>	60,364	56,137
<u>Equipment leased to third parties under operating leases</u>	34,827	33,830
<u>Leasehold improvements</u>	74,615	65,245
<u>Computer and software</u>	98,186	81,775
<u>Total property, plant and equipment, gross</u>	297,264	259,462
<u>Less accumulated depreciation and amortization</u>	182,803	154,690
<u>Total property, plant and equipment, net</u>	114,461	104,772

**INTANGIBLE ASSETS**

<u>Goodwill</u>	674,774	609,484
<u>Patents and other intangible assets, less accumulated amortization of \$20,643 and \$15,160 in 2012 and 2011, respectively</u>	64,281	54,894
<u>Total intangible assets, net</u>	739,055	664,378

**OTHER ASSETS**

<u>Debt issuance costs, net</u>	14,033	17,485
<u>Other assets</u>	11,126	8,394
<u>Total other assets</u>	25,159	25,879

**TOTAL ASSETS**

1,237,327 1,126,719

**CURRENT LIABILITIES**

<u>Current portion of long-term debt</u>	11,082	8,065
<u>Accounts payable</u>	28,923	26,561
<u>Accrued expenses</u>	22,357	17,547
<u>Accrued interest payable</u>	3,041	3,040
<u>Accrued compensation related costs</u>	41,784	35,829
<u>Total current liabilities</u>	107,187	91,042

**LONG-TERM LIABILITIES**

<u>Long-term debt, less current portion</u>	509,564	499,968
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<u>Deferred income taxes</u>	77,730	74,309
<u>Other liabilities</u>	39,752	32,818
<u>Total liabilities</u>	734,233	698,137
<u>COMMITMENTS AND CONTINGENCIES (Note H)</u>		
<b><u>SHAREHOLDERS' EQUITY</u></b>		
<u>Common stock, \$.01 par value; 60,000,000 shares authorized, 35,617,884 shares and 35,127,230 shares issued and outstanding in 2012 and 2011, respectively</u>	356	351
<u>Additional paid-in capital</u>	280,084	268,535
<u>Accumulated other comprehensive loss</u>	(1,919)	(1,185)
<u>Retained earnings</u>	225,229	161,537
<u>Shareholders' equity, excluding treasury stock</u>	503,750	429,238
<u>Treasury stock at cost (141,154 shares)</u>	(656)	(656)
<u>Total shareholders' equity</u>	503,094	428,582
<b><u>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</u></b>	\$	\$
	1,237,327	1,126,719

**SIGNIFICANT  
ACCOUNTING POLICIES  
(Details 7) (USD \$)  
In Millions, unless otherwise  
specified**

**12 Months Ended**

**Dec. 31, 2012 Dec. 31, 2011 Dec. 31, 2010**

**Marketing**

Marketing costs, including advertising

\$ 4.2

\$ 3.9

\$ 4.3

Non-compete agreements

**Goodwill and Other Intangible Assets**

Minimum useful life of identified intangible asset (in years) 5

Maximum useful life of identified intangible asset (in years) 7

Other definite-lived intangible assets

**Goodwill and Other Intangible Assets**

Maximum useful life of identified intangible asset (in years) 20

**CONSOLIDATED  
STATEMENTS OF  
CHANGES IN  
SHAREHOLDERS'  
EQUITY (USD \$)**

**In Thousands, except Share  
data, unless otherwise  
specified**

	Total	Common Stock	Additional Paid in Capital	Accumulated Other Comprehensive Loss	Retained Earnings	Treasury Stock
<u>Balance at Dec. 31, 2009</u>	\$ 315,893	\$ 330	\$ 233,111	\$ (3,056)	\$ 86,164	\$ (656)
<u>Balance (in shares) at Dec. 31, 2009</u>		32,992,000				
<b><u>Increase (Decrease) in Shareholders' Equity</u></b>						
<u>Net income</u>	20,896				20,896	
<u>Other comprehensive income (loss)</u>	2,777			2,777		
<u>Issuance of Common Stock in connection with the exercise of stock options</u>	5,027	4	5,023			
<u>Issuance of Common Stock in connection with the exercise of stock options (in shares)</u>		374,000				
<u>Proceeds from sale of stock</u>	7,356	5	7,351			
<u>Proceeds from sale of stock (in shares)</u>		488,000				
<u>Forfeiture of restricted stock units (in shares)</u>		(33,000)				
<u>Issuance of restricted stock units</u>		5	(5)			
<u>Issuance of restricted stock units (in shares)</u>		531,000				
<u>Stock-based compensation expense</u>	9,597		9,597			
<u>Tax benefit associated with vesting of restricted stock units</u>	2,342		2,342			
<u>Balance at Dec. 31, 2010</u>	363,888	344	257,419	(279)	107,060	(656)
<u>Balance (in shares) at Dec. 31, 2010</u>		34,352,000				
<b><u>Increase (Decrease) in Shareholders' Equity</u></b>						
<u>Net income</u>	54,477				54,477	
<u>Other comprehensive income (loss)</u>	(906)			(906)		
<u>Issuance of Common Stock in connection with the exercise of stock options</u>	2,680	4	2,676			
<u>Issuance of Common Stock in connection with the exercise of stock options (in shares)</u>		417,000				
<u>Forfeiture of restricted stock units</u>		(1)	1			

<u>Forfeiture of restricted stock units (in shares)</u>	(63,000)				
<u>Issuance of restricted stock units</u>	5	(5)			
<u>Issuance of restricted stock units (in shares)</u>	548,000				
<u>Purchase and retirement of common stock</u>	(2,107)	(1)	(2,106)		
<u>Purchase and retirement of common stock (in shares)</u>	(127,000)				
<u>Stock-based compensation expense</u>	8,088		8,088		
<u>Tax benefit associated with vesting of restricted stock units</u>	2,462		2,462		
<u>Balance at Dec. 31, 2011</u>	428,582	351	268,535	(1,185)	161,537 (656)
<u>Balance (in shares) at Dec. 31, 2011</u>	35,127,000				
<b><u>Increase (Decrease) in Shareholders' Equity</u></b>					
<u>Net income</u>	63,692				63,692
<u>Other comprehensive income (loss)</u>	(734)		(734)		
<u>Issuance of Common Stock in connection with the exercise of stock options</u>	3,560	3	3,557		
<u>Issuance of Common Stock in connection with the exercise of stock options (in shares)</u>	239,000				
<u>Forfeiture of restricted stock units</u>	(2)	2			
<u>Forfeiture of restricted stock units (in shares)</u>	(231,000)				
<u>Issuance of restricted stock units</u>	5	(5)			
<u>Issuance of restricted stock units (in shares)</u>	532,000				
<u>Purchase and retirement of common stock</u>	(1,350)	(1)	(1,349)		
<u>Purchase and retirement of common stock (in shares)</u>	(49,000)				
<u>Stock-based compensation expense</u>	8,061		8,061		
<u>Tax benefit associated with vesting of restricted stock units</u>	1,283		1,283		
<u>Balance at Dec. 31, 2012</u>	\$ 503,094	\$ 356	\$ 280,084	\$ (1,919)	\$ 225,229 \$ (656)
<u>Balance (in shares) at Dec. 31, 2012</u>	35,618,000				



STOCK-BASED COMPENSATION (Details) (USD \$)	12 Months Ended			May 13, 2010 Stock Incentive and Bonus Plan and 2003 Non- Employee Directors' Stock Incentive Plan	12 Months Ended									12 Months Ended					
	Dec. 31, 2012	Dec. 31, 2010	May 13, 2010		Dec. 31, 2012	Dec. 31, 2011	Dec. 31, 2010	Dec. 31, 2012	Dec. 31, 2011	Dec. 31, 2010	Dec. 31, 2012	Dec. 31, 2011	Dec. 31, 2010	Dec. 31, 2012	Dec. 31, 2011	Dec. 31, 2010	Dec. 31, 2012	Dec. 31, 2011	Dec. 31, 2010
Shares of common stock authorized for issuance under the share-based compensation plan		2,500,000		2,000,000	500,000														
Shares of common stock authorized for issuance pursuant to the exercise of incentive stock options		1,500,000																	
Plan expiration unless earlier terminated by the Board of Directors			10 years																
Shares of common stock issued under the Plan			1,200,000																
Number of authorized shares canceled	200,000																		
Number of shares of available for future issuance	1,500,000																		
Unrecognized share-based compensation cost related to unvested stock				\$	12,700,000														
Period over which unrecognized share-based compensation cost will be expensed				4 years															
Share-based compensation cost				8,100,000	8,100,000	7,500,000													
The weighted average period over which unrecognized share-based compensation cost will be expensed (in years)				2															
Shares																			
Nonvested at the beginning of the period (in shares)						893,523	808,071	986,461	115,918	133,754	129,123								
Granted (in shares)						468,500	487,620	454,950	63,497	59,698	75,710								
Shares fully vested						376,986	436,600	318,927	374,067	585,228	58,059	62,533	71,079						
Forfeited (in shares)						(231,537)	(28,101)	(48,112)			(15,001)								
Nonvested at the end of the period (in shares)						811,559	893,523	808,071	121,356	115,918	133,754								
Intrinsic value of options exercised												3,600,000	2,700,000						
Options exercisable (in shares)												200,000	500,000						
Weighted average exercise price of options exercisable (in dollars per share)												\$ 11.72	\$ 13.36						
Average remaining contractual term of options exercisable (in years)												1.0	1.7						
Aggregate intrinsic value of exercisable options												2,600,000	6,200,000						
Cash received related to exercise of options												3,600,000	2,700,000						
Weighted Average Grant Date Fair Value																			
Nonvested at the beginning of the period (in dollars per share)						\$ 21.84	\$ 16.33	\$ 12.29	\$ 21.12	\$ 16.38	\$ 13.21								
Granted (in dollars per share)						\$ 20.47	\$ 25.25	\$ 18.45	\$ 22.35	\$ 25.72	\$ 18.48								
Vested (in dollars per share)						\$ 20.17	\$ 14.61	\$ 11.36	\$ 19.34	\$ 15.46	\$ 12.86								
Forfeited (in dollars per share)						\$ 21.26	\$ 19.17	\$ 13.99		\$ 20.80									
Nonvested at the end of the period (in dollars per share)						\$ 21.76	\$ 21.84	\$ 16.33	\$ 22.62	\$ 21.12	\$ 16.38								
Intrinsic value of shares fully vested during the period						7,600,000	6,400,000												
Value of grants during the period						11,000,000	13,300,000												
Shares																			
Outstanding at the beginning of the period (in shares)												434,500	764,332		28,259	80,091	95,464	376,000	406,000
Terminated (in shares)												(1,500)	(1,500)				(10,373)		
Exercised (in shares)												(230,000)	(328,332)		(9,404)	(41,459)	(15,373)	(376,000)	(30,000)
Outstanding at the end of the period (in shares)												203,000	434,500		18,855	28,259	80,091		376,000
Weighted Average Exercise Price																			
Outstanding at the beginning of the period (in dollars per share)												\$ 13.45	\$ 13.74		\$ 11.99	\$ 11.08	\$ 11.46	\$ 5.98	\$ 5.95
Terminated (in dollars per share)												\$ 15.60	\$ 4.63				\$ 10.79		
Exercised (in dollars per share)												\$ 14.82	\$ 14.16		\$ 16.04	\$ 10.38	\$ 13.82	\$ 5.98	\$ 5.50
Outstanding at the end of the period (in dollars per share)												\$ 11.88	\$ 13.45		\$ 10.02	\$ 11.99	\$ 11.08		\$ 5.98
Aggregate intrinsic value												\$			\$				
Weighted average remaining contractual term (in years)												2,411,300			189,003				
Summary of options vested and exercisable												1.0			1.0				
Options vested and exercisable (in shares)												203,000	434,500	434,500	18,855	28,259	80,091		376,000

## LEASES (Tables)

**12 Months Ended  
Dec. 31, 2012**

### LEASES

Schedule of future minimum rental payments, by year and in the aggregate,  
under operating leases

(In thousands)

2013	\$45,081
2014	36,583
2015	26,253
2016	19,397
2017	14,031
Thereafter	30,014
	<u>\$171,359</u>

**SCHEDULE II  
VALUATION AND  
QUALIFYING ACCOUNTS**

**12 Months Ended**

**(Details) (USD \$)**

**Dec. 31, 2012 Dec. 31, 2011 Dec. 31, 2010**

**In Thousands, unless  
otherwise specified**

Allowance for doubtful accounts

**Movement in reserves**

<u>Balance at beginning of year</u>	\$ 22,028	\$ 16,686	\$ 10,526
<u>Additions Charged to Costs and Expenses</u>	19,773	22,101	20,276
<u>Write-offs</u>	20,422	16,759	14,116
<u>Balance at end of year</u>	21,379	22,028	16,686

Deferred tax asset

**Movement in reserves**

<u>Balance at beginning of year</u>	1,374	828	11,359
<u>Generated</u>	12	547	23
<u>Utilized/Released</u>	167	1	10,554
<u>Balance at end of year</u>	\$ 1,219	\$ 1,374	\$ 828

**SEGMENT AND RELATED  
INFORMATION**

**12 Months Ended  
Dec. 31, 2012**

**SEGMENT AND RELATED  
INFORMATION**

**SEGMENT AND RELATED  
INFORMATION**

**NOTE O—SEGMENT AND RELATED INFORMATION**

The Company has identified three reportable segments in which it operates based on the products and services it provides. The Company evaluates segment performance and allocates resources based on the segments' income from operations. The reportable segments are: (i) Patient Care (ii) Distribution, and (iii) Therapeutic Solutions. The reportable segments are described further below:

*Patient Care*—This segment consists of the Company's owned and operated patient care clinics and fabrication centers of O&P components. The patient care clinics provide services to design and fit O&P devices to patients. These clinics also instruct patients in the use, care and maintenance of the devices. Fabrication centers are involved in the fabrication of O&P components for both the O&P industry and the Company's own patient care clinics. The principal reimbursement sources for the Company's services are:

- Commercial and other, which consist of individuals, rehabilitation providers, private insurance companies, HMOs, PPOs, hospitals, vocational rehabilitation, workers' compensation programs and similar sources;
- Medicare, a federally funded health insurance program providing health insurance coverage for persons aged 65 or older and certain disabled persons, which provides reimbursement for O&P products and services based on prices set forth in fee schedules for 10 regional service areas;
- Medicaid, a health insurance program jointly funded by federal and state governments providing health insurance coverage for certain persons in financial need, regardless of age, which may supplement Medicare benefits for financially needy persons aged 65 or older; and
- U.S. Department of Veterans Affairs.

The Company estimates that government reimbursement, comprised of Medicare, Medicaid and the U.S. Department of Veterans Affairs, in the aggregate, accounted for approximately 40.4%, 40.0%, and 40.4% of the Company's net sales in 2012, 2011, and 2010, respectively.

*Distribution*—This segment distributes O&P products and components to both the O&P industry and the Company's own patient care clinics.

*Therapeutic Solutions*—This segment consists of the leasing of rehabilitation equipment from, and the provision of clinical program by, ACP as well the operations of IN, Inc. ACP is a developer of specialized rehabilitation technologies and provides evidence-based clinical programs for post-acute rehabilitation. IN, Inc. specializes in bringing emerging MyoOrthotics Technologies® to the O&P market. MyoOrthotics Technologies represents the merging of orthotic technologies with electrical stimulation.

*Other*—This consists of Hanger corporate and Linkia. Linkia is a national managed-care agent for O&P services and a patient referral clearing house.

The accounting policies of the segments are the same as those described in the summary of "Significant Accounting Policies" in Note B to the consolidated financial statements.

Summarized financial information concerning the Company's reportable segments is shown in the following table. Intersegment sales mainly include sales of O&P components from the Distribution segment to the Patient Care segment and were made at prices which approximate market values. The Patient Care segment results below are revised as described in footnote B.

(In thousands)	Patient Care	Distribution	Therapeutic Solutions	Other	Consolidating Adjustments	Total
<b>2012</b>						
Net sales						
Customers	\$813,556	\$107,266	\$63,921	\$807	\$—	\$985,550

Intersegments	17,621	191,202	3,902	—	(212,725 )	—
Depreciation and amortization	14,307	1,139	11,232	7,974	—	34,652
Income (loss) from operations	149,544	34,178	4,182	(57,500 )	(1,066 )	129,338
Interest (income) expense	30,353	3,294	5,743	(8,221 )	—	31,169
Income (loss) before taxes	119,191	30,884	(1,561 )	(49,279 )	(1,066 )	98,169
Total assets	1,423,258	199,268	135,786	(520,985)	—	1,237,327
Capital expenditures	15,311	438	3,948	13,466	—	33,163
<b>2011</b>						
Net sales						
Customers	\$753,409	\$100,456	\$64,014	\$660	\$—	\$918,539
Intersegments	15,853	174,431	3,520	—	(193,804 )	—
Depreciation and amortization	12,502	1,088	10,424	7,068	(113 )	30,969
Income (loss) from operations	138,918	28,293	3,703	(54,654 )	(305 )	115,955
Interest (income) expense	28,440	3,356	5,761	(5,736 )	—	31,821
Income (loss) before taxes	110,478	24,937	(2,058 )	(48,918 )	(305 )	84,134
Total assets	1,277,700	170,077	135,781	(456,839)	—	1,126,719
Capital expenditures	11,886	1,318	4,217	11,253	—	28,674
<b>2010</b>						
Net sales						
Customers	\$714,665	\$95,544	\$6,622	\$548	\$—	\$817,379
Intersegments	—	168,823	3,839	—	(172,662 )	—
Depreciation and amortization	11,211	1,004	1,293	5,414	(113 )	18,809
Income (loss) from operations	130,521	30,395	(5,402 )	(75,023 )	(21 )	80,470
Interest (income) expense	28,410	3,397	480	(1,947 )	—	30,340
Income (loss) before taxes	102,111	26,998	(5,882 )	(88,671 )	(21 )	34,535
Total assets	1,053,361	146,166	142,970	(281,927)	—	1,060,570
Capital expenditures	17,599	1,112	2,056	9,826	—	30,593

The Company's foreign and export sales and assets located outside of the United States of America are not significant. Additionally, no single customer accounted for more than 10% of revenues in 2012, 2011, or 2010.

**SEGMENT AND RELATED  
INFORMATION (Tables)**

**12 Months Ended  
Dec. 31, 2012**

**SEGMENT AND RELATED  
INFORMATION**

Summarized financial  
information concerning the  
Company's reportable  
segments

(In thousands)	Patient Care	Distribution	Therapeutic Solutions	Other	Consolidating Adjustments	Total
<b>2012</b>						
Net sales						
Customers	\$813,556	\$107,266	\$63,921	\$807	\$—	\$985,550
Intersegments	17,621	191,202	3,902	—	(212,725 )	—
Depreciation and amortization	14,307	1,139	11,232	7,974	—	34,652
Income (loss) from operations	149,544	34,178	4,182	(57,500 )	(1,066 )	129,338
Interest (income) expense	30,353	3,294	5,743	(8,221 )	—	31,169
Income (loss) before taxes	119,191	30,884	(1,561 )	(49,279 )	(1,066 )	98,169
Total assets	1,423,258	199,268	135,786	(520,985)	—	1,237,327
Capital expenditures	15,311	438	3,948	13,466	—	33,163
<b>2011</b>						
Net sales						
Customers	\$753,409	\$100,456	\$64,014	\$660	\$—	\$918,539
Intersegments	15,853	174,431	3,520	—	(193,804 )	—
Depreciation and amortization	12,502	1,088	10,424	7,068	(113 )	30,969
Income (loss) from operations	138,918	28,293	3,703	(54,654 )	(305 )	115,955
Interest (income) expense	28,440	3,356	5,761	(5,736 )	—	31,821
Income (loss) before taxes	110,478	24,937	(2,058 )	(48,918 )	(305 )	84,134
Total assets	1,277,700	170,077	135,781	(456,839)	—	1,126,719
Capital expenditures	11,886	1,318	4,217	11,253	—	28,674
<b>2010</b>						
Net sales						
Customers	\$714,665	\$95,544	\$6,622	\$548	\$—	\$817,379
Intersegments	—	168,823	3,839	—	(172,662 )	—
Depreciation and amortization	11,211	1,004	1,293	5,414	(113 )	18,809
Income (loss) from operations	130,521	30,395	(5,402 )	(75,023 )	(21 )	80,470
Interest (income) expense	28,410	3,397	480	(1,947 )	—	30,340
Income (loss) before taxes	102,111	26,998	(5,882 )	(88,671 )	(21 )	34,535
Total assets	1,053,361	146,166	142,970	(281,927)	—	1,060,570
Capital expenditures	17,599	1,112	2,056	9,826	—	30,593

**SCHEDULE II  
VALUATION AND  
QUALIFYING ACCOUNTS**

**12 Months Ended**

**Dec. 31, 2012**

[SCHEDULE II VALUATION AND  
QUALIFYING ACCOUNTS](#)

[SCHEDULE II VALUATION AND  
QUALIFYING ACCOUNTS](#)

**HANGER, INC.  
SCHEDULE II VALUATION AND QUALIFYING ACCOUNTS**

<u>Year</u>	<u>Classification</u>	<u>Balance at beginning of year</u>	<u>Additions Charged to Costs and Expenses</u>	<u>Write-offs</u>	<u>Balance at end of year</u>
2012	Allowance for doubtful accounts	\$22,028	\$19,773	\$20,422	\$21,379

2011	Allowance for doubtful accounts	\$16,686	\$22,101	\$16,759	\$22,028
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<u>Year</u>	<u>Classification</u>	<u>Balance at beginning of year</u>	<u>Generated</u>	<u>Utilized/ Released</u>	<u>Balance at end of year</u>
2010	Allowance for doubtful accounts	\$10,326	\$20,276	\$14,116	\$16,886

(In thousands)

2012	Deferred tax asset valuation allowance	\$1,374	\$12	\$167	\$1,219
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2011	Deferred tax asset valuation allowance	\$828	\$547	\$1	\$1,374
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2010	Deferred tax asset valuation allowance	\$11,359	\$23	\$10,554	\$828
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**CONSOLIDATED  
STATEMENTS OF CASH  
FLOWS (USD \$)  
In Thousands, unless  
otherwise specified**

**12 Months Ended**

	<b>Dec. 31, 2012</b>	<b>Dec. 31, 2011</b>	<b>Dec. 31, 2010</b>
<b><u>Cash flows from operating activities:</u></b>			
Net income	\$ 63,692	\$ 54,477	\$ 20,896
<b><u>Adjustments to reconcile net income to net cash provided by operating activities:</u></b>			
<u>Extinguishment of debt</u>			13,985
<u>Loss (gain) on interest rate swap and disposal of auction rate securities</u>			1,798
<u>Loss on disposals of assets</u>	64	7	828
<u>Reduction of seller notes and earnouts</u>	(993)	(541)	
<u>Provision for doubtful accounts</u>	19,773	24,837	20,276
<u>Provision (benefit) for deferred income taxes</u>	(4,303)	8,439	752
<u>Depreciation and amortization</u>	34,652	30,969	18,809
<u>Amortization of debt issuance costs</u>	3,452	3,334	1,893
<u>Compensation expense on stock options and restricted stock</u>	8,061	8,088	9,596
<b><u>Changes in operating assets and liabilities, net of effects of acquired companies:</u></b>			
<u>Accounts receivable</u>	(40,443)	(42,024)	(31,041)
<u>Inventories</u>	(12,827)	(14,072)	(4,522)
<u>Prepaid expenses, other current assets, and income taxes</u>	3,867	796	(9,590)
<u>Accounts payable</u>	(2,114)	(5,902)	(190)
<u>Accrued expenses, accrued interest payable</u>	3,501	(1,424)	5,299
<u>Accrued compensation related costs</u>	4,348	(7,404)	5,599
<u>Other</u>	589	2,224	(188)
Net cash provided by operating activities	81,319	61,804	54,200
<b><u>Cash flows from investing activities:</u></b>			
<u>Purchase of property, plant and equipment (net of acquisitions)</u>	(29,492)	(25,300)	(30,593)
<u>Purchase of equipment leased to third parties under operating leases</u>	(3,671)	(3,374)	
<u>Acquisitions and contingent considerations (net of cash acquired)</u>	(62,500)	(14,842)	(162,250)
<u>Restricted cash</u>	(3,120)		
<u>Proceeds from sale of marketable securities</u>			6,495
<u>Purchase of company-owned life insurance investment</u>	(2,000)	(4,000)	
<u>Proceeds from sale of property, plant and equipment</u>	1,732	646	373
Net cash used in investing activities	(99,051)	(46,870)	(185,975)
<b><u>Cash flows from financing activities:</u></b>			
<u>Borrowings under revolving credit agreement</u>		10,000	
<u>Repayments under revolving credit agreement</u>		(10,000)	
<u>Repayment of term loan</u>	(3,700)	(3,000)	(221,956)
<u>Scheduled repayment of seller's notes</u>	(5,255)	(4,151)	(3,810)
<u>Repayment of capital lease obligations</u>	(713)		
<u>Repayment of senior notes due 2014</u>			(184,831)



<u>Proceeds on senior notes due 2018</u>			200,000
<u>Proceeds on term loan</u>			300,000
<u>Deferred financing costs</u>		(4,230)	(16,976)
<u>Repayment of line of credit</u>			(3,628)
<u>Excess tax benefit from stock-based compensation</u>	1,505	2,462	2,342
<u>Proceeds from issuance of common stock</u>	3,560	2,680	12,384
<u>Purchase and retirement of common stock</u>	(1,350)	(2,107)	
<u>Net cash (used in) provided by financing activities</u>	(5,953)	(8,346)	83,525
<u>Increase (decrease) in cash and cash equivalents</u>	(23,685)	6,588	(48,250)
<u>Cash and cash equivalents, at beginning of year</u>	42,896	36,308	84,558
<u>Cash and cash equivalents, at end of year</u>	\$ 19,211	\$ 42,896	\$ 36,308

**CONSOLIDATED  
BALANCE SHEETS  
(Parenthetical) (USD \$)  
In Thousands, except Share  
data, unless otherwise  
specified**

**Dec. 31, 2012 Dec. 31, 2011**

**CONSOLIDATED BALANCE SHEETS**

<u>Accounts receivable, allowance for doubtful accounts (in dollars)</u>	\$ 21,379	\$ 22,028
<u>Patents and other intangible assets, accumulated amortization (in dollars)</u>	\$ 20,643	\$ 15,160
<u>Common stock, par value (in dollars per share)</u>	\$ 0.01	\$ 0.01
<u>Common stock, shares authorized</u>	60,000,000	60,000,000
<u>Common stock, shares issued</u>	35,617,884	35,127,230
<u>Common stock, shares outstanding</u>	35,617,884	35,127,230
<u>Treasury stock, shares</u>	141,154	141,154

## INCOME TAXES

**12 Months Ended  
Dec. 31, 2012**

### INCOME TAXES INCOME TAXES

#### NOTE J—INCOME TAXES

Components of income tax expense attributable to continuing operations are as follows:

(In thousands)	2012	2011	2010
<b>Current:</b>			
Federal	\$32,394	\$18,976	\$10,766
State	6,386	2,242	2,121
Total Current	<u>38,780</u>	<u>21,218</u>	<u>12,887</u>
<b>Deferred:</b>			
Federal	(3,273 )	6,242	384
State	(1,030 )	2,197	368
Total Deferred	<u>(4,303 )</u>	<u>8,439</u>	<u>752</u>
Provision for income taxes	<u>\$34,477</u>	<u>\$29,657</u>	<u>\$13,639</u>

A reconciliation of the federal statutory tax rate to the Company's effective tax rate is as follows:

	2012	2011	2010
Federal statutory tax rate	35.0 %	35.0 %	35.0 %
Increase (decrease) in taxes resulting from:			
State income taxes (net of federal effect)	4.3	4.3	5.7
Domestic manufacturing deduction	(2.4 )	(2.0 )	(3.0 )
Adjustments to uncertain tax positions	—	—	(2.1 )
Non-deductible acquisition costs	—	—	2.3
Other	(1.8 )	(2.0 )	1.6
Provision for income taxes	<u>35.1 %</u>	<u>35.3 %</u>	<u>39.5 %</u>

The significant components of the net deferred income tax liability (asset) were as follows at December 31:

(In thousands)	2012	2011
<b>Deferred tax liabilities:</b>		
Goodwill amortization	\$63,405	\$58,423
Property, plant and equipment	3,339	6,011
Acquired intangibles	18,062	18,091
Debt issuance costs	1,600	2,446
Tax accounting method changes	1,278	2,626
Other	4,511	1,578
	<u>92,195</u>	<u>89,175</u>
<b>Deferred tax assets:</b>		
Net operating loss carryforwards	4,943	5,499
Accrued expenses	15,573	11,870
Deferred benefit plan compensation	8,363	7,693
Provision for doubtful accounts	7,911	5,756
Inventory capitalization and reserves	2,408	2,247
Restricted stock	2,182	1,947
Deferred rent	1,432	1,282
Other	557	594
	<u>43,369</u>	<u>36,888</u>
Valuation allowance	<u>(1,219 )</u>	<u>(1,374 )</u>
	<u>42,150</u>	<u>35,514</u>
Net deferred tax liabilities	<u>\$50,045</u>	<u>\$53,661</u>

At December 31, 2012 and 2011, the Company had accumulated federal net operating loss carryforwards of \$7.0 million, and \$7.1 million, respectively, and state net operating loss

carryforwards of \$49.7 million and \$59.0 million, respectively. The federal net operating loss carryforwards expire from 2025 through 2029, and the state net operating loss carryforwards for significant taxing jurisdictions expire from 2022 through 2028. Utilization of the acquired carryforwards is subject to limitations due to ownership changes that may delay the utilization of a portion of the acquired carryforwards.

The Company establishes valuation allowances when necessary to reduce deferred tax assets to amounts expected to be realized. As of December 31, 2012 and 2011, the Company recorded a valuation allowance of \$1.2 million and \$1.4 million, respectively, related to state loss carryforwards, which are expected to expire before utilization.

A reconciliation of the beginning and ending balances of unrecognized tax benefits is as follows:

<b>(In thousands)</b>	<b>2012</b>	<b>2011</b>	<b>2010</b>
Unrecognized tax benefits, at beginning of the year	\$230	\$420	\$1,709
Additions for tax positions related to the current year	107	—	107
Additions for tax positions of prior years	79	—	—
Decrease related to prior year positions	—	(190 )	(672 )
Decrease for lapse of applicable statute of limitations	(39 )	—	(724 )
Unrecognized tax benefits, at end of the year	<u>\$377</u>	<u>\$230</u>	<u>\$420</u>

As of December 31, 2012, the total amount of unrecognized tax benefits, if recognized, that would affect the effective tax rate is \$0.1 million. At December 31, 2012, there were no unrecognized tax benefits that the Company expects would change significantly over the next 12 months.

The Company recognizes accrued interest and penalties related to unrecognized tax benefits as a component of income tax expense. As of December 31, 2012, 2011, and 2010, the amount of accrued interest and penalties was immaterial. The amount of interest and penalties recognized in all periods presented was immaterial.

The Company is subject to income tax in U.S. federal, state and local jurisdictions. The Company is no longer subject to U.S. Federal income tax examinations for years before 2009, and with few exceptions, is no longer subject to state and local income tax examinations by tax authorities for years before 2008. However, due to acquired net operating losses, tax authorities have the ability to adjust those net operating losses related to closed years.

**Document and Entity  
Information (USD \$)**

**12 Months Ended**

**Dec. 31, 2012**

**Mar. 14, 2013 Jun. 30, 2012**

**Document and Entity Information**

<u>Entity Registrant Name</u>	HANGER, INC.		
<u>Entity Central Index Key</u>	0000722723		
<u>Document Type</u>	10-K		
<u>Document Period End Date</u>	Dec. 31, 2012		
<u>Amendment Flag</u>	false		
<u>Current Fiscal Year End Date</u>	--12-31		
<u>Entity Well-known Seasoned Issuer</u>	Yes		
<u>Entity Voluntary Filers</u>	No		
<u>Entity Current Reporting Status</u>	Yes		
<u>Entity Filer Category</u>	Large Accelerated Filer		
<u>Entity Public Float</u>			\$ 910,325,124
<u>Entity Common Stock, Shares Outstanding</u>		34,513,913	
<u>Document Fiscal Year Focus</u>	2012		
<u>Document Fiscal Period Focus</u>	FY		

## EMPLOYEE BENEFITS

**12 Months Ended  
Dec. 31, 2012**

### EMPLOYEE BENEFITS EMPLOYEE BENEFITS

#### **NOTE K—EMPLOYEE BENEFITS**

##### *Savings Plan*

The Company maintains a 401(k) Savings and Retirement plan that covers all of the employees of the Company. Under this 401(k) plan, employees may defer such amounts of their compensation up to the levels permitted by the Internal Revenue Service. The Company recorded matching contributions of \$4.2 million, \$3.9 million, and \$3.5 million under this plan during 2012, 2011 and 2010, respectively.

##### *Supplemental Executive Retirement Plan*

Effective January 2004, the Company implemented an unfunded noncontributory defined benefit plan (the "Plan") for certain senior executives. The Company has engaged an actuary to calculate the benefit obligation and net benefits cost at December 31, 2012 and has utilized such to establish the benefit obligation liability. The Plan, which is administered by the Company, calls for annual payments upon retirement based on years of service and final average salary. Net periodic benefit expense is actuarially determined.

The Plan's net benefit cost is as follows:

<b>(In thousands)</b>	
<b>Change in Benefit Obligation</b>	
Benefit obligation at December 31, 2010	\$17,510
Service cost	986
Interest cost	807
Payments	(526 )
Actuarial loss	1,453
Benefit obligation at December 31, 2011	<u>\$20,230</u>
Service cost	878
Interest cost	761
Amortization of (Gain)/Loss	40
Payments	(706 )
Actuarial loss	1,174
Benefit obligation at December 31, 2012	<u>\$22,377</u>
Unfunded status	<u>\$22,377</u>
Unamortized net (gain) loss	—
Net amount recognized	<u>\$22,377</u>
<b>Amounts Recognized in the Consolidated Balance Sheet</b>	
Current Accrued liabilities	1,247
Non-Current Accrued liabilities	<u>21,130</u>
Total Accrued liabilities	<u>\$22,377</u>

The Company recorded comprehensive losses of \$(1.2) million and \$(1.4) million, which consists of actuarial losses for the years 2012 and 2011, respectively. The company recorded a tax benefit on the unrealized losses for the plan years 2012 and 2011 of \$0.4 million and \$0.5 million, respectively. There were no other components such as prior service costs or transition obligations relating to Plan costs recorded within accumulated other comprehensive income (loss) during 2012 or 2011. Accumulated other comprehensive loss at December 31, 2012 and 2011 was comprised of actuarial losses of \$0.7 million and \$0.9 million, net of tax.

The following weighted average assumptions were used to determine the benefit obligation and net benefit cost at December 31:

	<u>2012</u>	<u>2011</u>
Discount rate	3.25 %	3.90 %
Average rate of increase in compensation	3.00 %	3.00 %

At December 31, 2012, the estimated accumulated benefit obligation is \$22.4 million. Future payments under the Plan are as follows:

**(In thousands)**

2013	\$1,247
2014	1,578
2015	1,578
2016	1,578
2017	1,578
Thereafter	14,818
	<u>\$22,377</u>

**CONSOLIDATED  
STATEMENTS OF  
INCOME AND  
COMPREHENSIVE  
INCOME (USD \$)  
In Thousands, except Share  
data, unless otherwise  
specified**

**12 Months Ended**

	<b>Dec. 31, 2012</b>	<b>Dec. 31, 2011</b>	<b>Dec. 31, 2010</b>
<b><u>CONSOLIDATED STATEMENTS OF INCOME AND COMPREHENSIVE INCOME</u></b>			
<u>Net sales</u>	\$ 985,550	\$ 918,539	\$ 817,379
<u>Material costs</u>	296,193	270,210	248,667
<u>Personnel costs</u>	335,328	321,529	282,417
<u>Other operating expenses</u>	188,868	177,910	165,158
<u>Relocation expenses</u>		1,185	16,444
<u>Acquisition expenses</u>	1,171	781	5,414
<u>Depreciation and amortization</u>	34,652	30,969	18,809
<u>Income from operations</u>	129,338	115,955	80,470
<u>Interest expense, net</u>	31,169	31,821	30,340
<u>Extinguishment of debt</u>			13,985
<u>Loss from interest rate swap</u>			1,610
<u>Income before taxes</u>	98,169	84,134	34,535
<u>Provision for income taxes</u>	34,477	29,657	13,639
<u>Net income</u>	63,692	54,477	20,896
<b><u>Other comprehensive income (loss):</u></b>			
<u>Unrealized gain on interest rate swaps, net of taxes of \$1,912</u>			2,868
<u>Reclassification of net losses on auction rate securities from OCI to net income, net of taxes of \$125</u>			188
<u>Unrealized loss on Retirement Plan, net of taxes of \$440, \$546 and \$177 for 2012, 2011 and 2010, respectively</u>	(734)	(906)	(279)
<u>Total other comprehensive income (loss)</u>	(734)	(906)	2,777
<u>Comprehensive income</u>	\$ 62,958	\$ 53,571	\$ 23,673
<b><u>Basic Per Common Share Data</u></b>			
<u>Net income (in dollars per share)</u>	\$ 1.86	\$ 1.62	\$ 0.65
<u>Shares used to compute basic per common share amounts (in shares)</u>	34,282,591	33,544,813	32,238,401
<b><u>Diluted Per Common Share Data</u></b>			
<u>Net income (in dollars per share)</u>	\$ 1.83	\$ 1.59	\$ 0.64
<u>Shares used to compute diluted per common share amounts (in shares)</u>	34,832,830	34,220,256	32,888,305



## INVENTORIES

**12 Months Ended  
Dec. 31, 2012**

### INVENTORIES INVENTORIES

#### NOTE E—INVENTORIES

Inventories which are valued at the lower of cost or market, for the two years ended December 31, 2012 and 2011 are as follows:

(In thousands)	2012	2011
Raw materials	\$41,372	\$39,121
Work in process	56,931	43,954
Finished goods	28,992	29,230
	<u>\$127,295</u>	<u>\$112,305</u>

**GOODWILL AND OTHER  
INTANGIBLE ASSETS**

**12 Months Ended  
Dec. 31, 2012**

**GOODWILL AND OTHER  
INTANGIBLE ASSETS**

**GOODWILL AND OTHER  
INTANGIBLE ASSETS**

**NOTE D—GOODWILL AND OTHER INTANGIBLE ASSETS**

The Company completes its annual goodwill and indefinite lived intangible impairment analysis in the fourth quarter of each year. The Company determined that it has three reporting units to be evaluated, which are the same as its reportable segments: (i) Patient Care; (ii) Distribution; and (iii) Therapeutic Solutions. The Company completed its annual goodwill and indefinite lived intangible asset impairment in October 2012 and 2011 using a two-step approach, which did not result in an impairment as the fair value of the reporting units is substantially in excess of the carrying value of the underlying assets. The fair value of the Company's reporting units was primarily determined based on the income approach and considered the market and cost approach.

The activity related to goodwill for the two years ended December 31, 2012 and 2011 is as follows:

(In thousands)	Patient Care	Distribution	Therapeutic Solutions	Total
Balance at December 31, 2010	\$456,232	\$38,388	\$96,079	\$590,699
Additions due to acquisitions	17,192	—	851	18,043
Contingent consideration(1)	742	—	—	742
Balance at December 31, 2011	\$474,166	\$38,388	\$96,930	\$609,484
Additions due to acquisitions	63,849	—	964	64,813
Contingent consideration(1)	477	—	—	477
Balance at December 31, 2012	\$538,492	\$38,388	\$97,894	\$674,774

(1) Contingent consideration relates to acquisitions completed prior to the adoption of ASC 805.

The activity related to intangible assets for the two years ended December 31, 2012 and 2011 is as follows:

(In thousands)	Customer Lists	Trade Name ACP	Patents and Other Intangibles	Total
Gross asset value As of December 31, 2010	\$32,447	\$9,070	\$25,262	\$66,779
Write-offs and other adjustments	—	—	147	147
Additions	2,436	—	692	3,128
As of December 31, 2011	34,883	9,070	26,101	70,054
Additions(1)	13,161	—	1,709	14,870

As of December 31, 2012	\$48,044	\$9,070	\$27,810	\$84,924
Accumulated Amortization				
As of December 31, 2010	\$(1,942 )	\$—	\$(8,458 )	\$(10,400 )
Amortization expense	<u>(2,706 )</u>	<u>—</u>	<u>(2,054 )</u>	<u>(4,760 )</u>
As of December 31, 2011	(4,648 )	—	(10,512 )	(15,160 )
Amortization expense	<u>(3,198 )</u>	<u>—</u>	<u>(2,285 )</u>	<u>(5,483 )</u>
As of December 31, 2012	<u>(7,846 )</u>	<u>—</u>	<u>(12,797 )</u>	<u>(20,643 )</u>
Net book value	<u>\$40,198</u>	<u>\$9,070</u>	<u>\$15,013</u>	<u>\$64,281</u>

- (1) The weighted average life of the additions to customer lists, patents and other intangibles is 9.7 years.

The \$9.1 million ACP trade name has an indefinite life and is tested for recoverability in the annual impairment test. Estimated aggregate amortization expense for definite-lived intangible assets for each of the five years ending December 31 and thereafter is as follows:

<b>(In thousands)</b>	
2013	\$6,778
2014	6,731
2015	6,676
2016	5,195
2017	4,720
Thereafter	25,111
	<u>\$55,211</u>

**CORPORATE OFFICE  
RELOCATION**

**12 Months Ended  
Dec. 31, 2012**

**CORPORATE OFFICE  
RELOCATION**

**CORPORATE OFFICE  
RELOCATION**

**NOTE P—CORPORATE OFFICE RELOCATION**

The Company moved its corporate headquarters from Bethesda, Maryland to Austin, Texas in 2010. In conjunction with the move, the Company incurred employee separation costs, other relocation costs, and lease termination costs. Employee separation costs are expensed pro-ratably over the requisite service period. The Company incurred \$1.2 million of additional costs in 2011 and no additional expenses in 2012 as the final employee moves were completed. In 2010 the Company abandoned its lease premises in Bethesda, Maryland and recorded a remaining lease termination liability, net of anticipated sub-lease recoveries. \$2.0 million of such liability remains as of December 31, 2012. The lease termination liability will be paid out over the remaining term of the lease which expires on September 30, 2014.

The following is a summary of the costs of the relocation incurred and to be paid in future periods:

(in thousands)	<u>Employee Separation</u>	<u>Other Relocation</u>	<u>Lease Termination</u>	<u>Total</u>
<b>Balance as of</b>				
<b>December 31, 2010</b>	\$1,895	\$—	\$5,206	\$7,101
Expenses incurred	(158 )	1,211	132	1,185
Amounts paid	(1,511 )	(1,211 )	(2,253 )	(4,975 )
<b>Balance as of</b>				
<b>December 31, 2011</b>	\$226	\$—	\$3,085	\$3,311
Expenses incurred	—	—	—	—
Amounts paid	(134 )	—	(1,043 )	(1,177 )
<b>Balance as of</b>				
<b>December 31, 2012</b>	\$92	\$—	\$2,042	\$2,134

**STOCK-BASED  
COMPENSATION**

**12 Months Ended  
Dec. 31, 2012**

[STOCK-BASED  
COMPENSATION](#)

[STOCK-BASED  
COMPENSATION](#)

**NOTE L—STOCK-BASED COMPENSATION**

On May 13, 2010, the stockholders of the Company approved the 2010 Omnibus Incentive Plan (the "2010 Plan") and terminated the Amended and Restated 2002 Stock Incentive and Bonus Plan (the "2002 Plan") and 2003 Non-Employee Directors' Stock Incentive Plan (the "2003 Plan"). In conjunction with this approval, it was determined that no new awards will be granted under the 2002 Plan or the 2003 Plan; however, awards granted under either the 2002 Plan or the 2003 Plan that were outstanding will remain outstanding and continue to be subject to all of the terms and conditions of the 2002 Plan or the 2003 Plan, as applicable.

The 2010 Plan provides that 2.5 million shares of Common Stock are reserved for issuance, subject to adjustment as set forth in the 2010 Plan; provided, however, that only 1.5 million shares may be issued pursuant to the exercise of incentive stock options and vesting of restricted stock units. Of these 2.5 million shares, 2.0 million are shares that are newly authorized for issuance under the 2010 Plan and 0.5 million are unissued shares not subject to awards that have been carried over from the shares previously authorized for issuance under the terms of the 2002 Plan and the 2003 Plan. Unless earlier terminated by the Board of Directors, the 2010 Plan will remain in effect until the earlier of (i) the date that is ten years from the date the plan is approved by the Company's stockholders, which is the effective date for the plan, namely May 13, 2020, or (ii) the date all shares reserved for issuance have been issued.

As of December 31, 2012, of the 2.5 million shares of common stock authorized for issuance under the Company's 2010 Plan, approximately 1.2 million shares have been issued and 0.2 million have been canceled, leaving 1.5 million shares available for future issuance. Total unrecognized stock-based compensation cost related to unvested restricted stock units was approximately \$12.7 million at December 31, 2012, and is expected to be expensed as compensation expense over approximately four years.

*Restricted Stock Units*

For the year ended December 31, 2012, 2011, and 2010, the Company has included approximately \$8.1 million, \$8.1 million, and \$7.5 million, respectively, of stock-based compensation cost in the accompanying Consolidated Statements of Income and Comprehensive Income for the 2002, 2003, and 2010 Plans. Compensation expense relates to restricted stock unit grants, as the amount of expense related to options is immaterial in all periods presented. The total value of the restricted stock units is expensed ratably over the requisite service period of the employees receiving the awards.

The summary of restricted stock units and weighted average exercise prices are as follows:

	Employee Awards		Director Awards	
	Shares	Weighted Average Grant Date Fair Value	Shares	Weighted Average Grant Date Fair Value
Nonvested at December 31, 2009	986,461	\$12.29	129,123	\$13.21
Granted	454,950	18.45	75,710	18.48
Vested	(585,228)	11.36	(71,079)	12.86
Forfeited	(48,112)	13.99	—	—
Nonvested at December 31, 2010	808,071	\$16.33	133,754	\$16.38
Granted	487,620	25.25	59,698	25.72
Vested	(374,067)	14.61	(62,533)	15.46
Forfeited	(28,101)	19.17	(15,001)	20.80
Nonvested at December 31, 2011	893,523	\$21.84	115,918	\$21.12

Granted	468,500	20.47	63,497	22.35
Vested	(318,927)	20.17	(58,059)	19.34
Forfeited	(231,537)	21.26	—	—
Nonvested at				
December 31, 2012	811,559	\$21.76	121,356	\$22.62

During the years ended December 31, 2012 and 2011, 376,986 and 436,600 restricted stock units of common stock with an intrinsic value of \$7.6 million and \$6.4 million, respectively, became fully vested. As of December 31, 2012, total unrecognized compensation cost related to restricted stock units of common stock was approximately \$12.7 million and the related weighted-average period over which it is expected to be recognized is approximately two years. The aggregate granted units have vesting dates through August 2016. The 2012 and 2011 grants totaled \$11.0 million and \$13.3 million, respectively, at the dates of grant, and are amortized to expense ratably over the vesting period of granted units.

#### Options

The summary of option activity and weighted average exercise prices are as follows:

	Employee Awards		Director Awards		Non-Qualified Awards	
	Shares	Weighted Average Exercise Price	Shares	Weighted Average Exercise Price	Shares	Weighted Average Exercise Price
Outstanding at December 31, 2009	764,332	\$13.74	95,464	\$11.46	406,000	\$5.95
Granted	—	—	—	—	—	—
Terminated	(1,500)	4.63	—	—	—	—
Exercised	(328,332)	14.16	(15,373)	13.82	(30,000)	5.50
Outstanding at December 31, 2010	434,500	\$13.45	80,091	\$11.08	376,000	\$5.98
Granted	—	—	—	—	—	—
Terminated	—	—	(10,373)	10.79	—	—
Exercised	—	—	(41,459)	10.38	(376,000)	5.98
Outstanding at December 31, 2011	434,500	\$13.45	28,259	\$11.99	—	\$—
Granted	—	—	—	—	—	—
Terminated	(1,500)	15.60	—	—	—	—
Exercised	(230,000)	14.82	(9,404)	16.04	—	—
Outstanding at December 31, 2012	203,000	\$11.88	18,855	\$10.02	—	\$—
Aggregate intrinsic value at December 31, 2012	\$2,411,300		\$189,003		\$—	
Weighted average remaining contractual term (years)	1.0		1.0		—	

The intrinsic value of options exercised during the years ended December 31, 2012 and 2011 was \$3.6 million and \$2.7 million, respectively. Options exercisable under the Company's stock-based compensation plans at December 31, 2012 and 2011 were 0.2 million and 0.5 million shares, respectively, with a weighted average exercise price of \$11.72 and \$13.36, respectively, an average remaining contractual term of 1.0 and 1.7 years, respectively, and an aggregate intrinsic

value of \$2.6 million and \$6.2 million as of December 31, 2012 and 2011. Cash received by the Company related to the exercise of options during the years ended December 31, 2012 and 2011 amounted to \$3.6 million and \$2.7 million. As of December 31, 2012 and 2011, there is no unrecognized compensation cost related to stock option awards.

The summary of the options vested and exercisable is as follows for the three years ended at December 31:

	<u>Employee Plans</u>	<u>Director Plans</u>	<u>Non-Qualified Awards</u>
2012	203,000	18,855	—
2011	434,500	28,259	—
2010	434,500	80,091	376,000

Information concerning outstanding and exercisable options as of December 31, 2012 is as follows:

<u>Range of Exercise Prices</u>	<u>Options Outstanding and Exercisable</u>		
	<u>Number of Options or Awards</u>	<u>Weighted Average</u>	
		<u>Remaining Life (Years)</u>	<u>Exercise Price</u>
\$ 5.09 to \$12.00	113,482	1.1	8.02
12.10 to 17.60	108,373	1.0	15.60
	<u>221,855</u>	<u>1.0</u>	<u>\$11.72</u>

**COMMITMENTS AND  
CONTINGENT  
LIABILITIES**

**12 Months Ended**

**Dec. 31, 2012**

**COMMITMENTS AND  
CONTINGENT  
LIABILITIES**

**COMMITMENTS AND  
CONTINGENT LIABILITIES**

**NOTE H—COMMITMENTS AND CONTINGENT LIABILITIES**

*Commitments*

The Company's wholly-owned subsidiary, Innovative Neurotronics, Inc. ("IN, Inc."), is party to a non-binding purchase agreement under which it agreed to purchase assembled WalkAide system kits. As of December 31, 2012, IN, Inc. had outstanding purchase commitments of approximately \$0.5 million that the Company expects to be fulfilled over the next three months.

*Contingencies*

The Company is subject to legal proceedings and claims which arise from time to time in the ordinary course of its business, including additional payments under business purchase agreements. In the opinion of management, the amount of ultimate liability, if any, with respect to these actions will not have a materially adverse effect on the financial position, liquidity or results of operations of the Company.

The Company is in a highly regulated industry and receives regulatory agency inquiries from time to time in the ordinary course of its business, including inquiries relating to the Company's billing activities. To date these inquiries have not resulted in material liabilities, but no assurance can be given that future regulatory agencies' inquiries will be consistent with the results to date or that any discrepancies identified during a regulatory review will not have a material adverse effect on the Company's consolidated financial statements.

*Guarantees and Indemnifications*

In the ordinary course of its business, the Company may enter into service agreements with service providers in which it agrees to indemnify or limit the service provider against certain losses and liabilities arising from the service provider's performance of the agreement. The Company has reviewed its existing contracts containing indemnification or clauses of guarantees and does not believe that its liability under such agreements is material to the Company's operations.



**STOCK-BASED  
COMPENSATION (Details  
2) (USD \$)**

**12 Months Ended  
Dec. 31, 2012  
Y**

**Options Outstanding and Exercisable**

<u>Number of Options or Awards (in shares)</u>	221,855
<u>Weighted Average Remaining Life (in years)</u>	1.0
<u>Weighted Average Exercise Price (in dollars per share)</u>	\$ 11.72

\$5.09 to \$12.00

**Options Outstanding and Exercisable**

<u>Exercise price range, lower range limit (in dollars per share)</u>	\$ 5.09
<u>Exercise price range, upper range limit (in dollars per share)</u>	\$ 12.00
<u>Number of Options or Awards (in shares)</u>	113,482
<u>Weighted Average Remaining Life (in years)</u>	1.1
<u>Weighted Average Exercise Price (in dollars per share)</u>	\$ 8.02

\$12.10 to \$17.60

**Options Outstanding and Exercisable**

<u>Exercise price range, lower range limit (in dollars per share)</u>	\$ 12.10
<u>Exercise price range, upper range limit (in dollars per share)</u>	\$ 17.60
<u>Number of Options or Awards (in shares)</u>	108,373
<u>Weighted Average Remaining Life (in years)</u>	1.0
<u>Weighted Average Exercise Price (in dollars per share)</u>	\$ 15.60

## ACQUISITIONS

**12 Months Ended  
Dec. 31, 2012**

### ACQUISITIONS ACQUISITIONS

#### **NOTE F—ACQUISITIONS**

In 2012, the Company acquired eighteen O&P companies, operating a total of 59 patient care clinics. The aggregate purchase price for these O&P businesses was \$83.1 million, which consisted of \$60.1 million of cash on hand, \$21.4 million of promissory notes and \$1.6 million of contingent consideration payable within the next five years. The Company preliminarily allocated the purchase price for 2012 acquisitions to the individual assets acquired and liabilities assumed. The Company's valuations are subject to adjustment as additional information is obtained; however, these adjustments are not expected to be material. The excess of purchase price over the aggregate fair value was recorded as goodwill. Contingent consideration is reported as accounts payable and other liabilities on the Company's Consolidated Balance Sheet. The Company recorded (i) approximately \$63.8 million of goodwill; (ii) \$12.1 million of customer lists; (iii) \$6.0 million in accounts receivable; and (iv) \$1.2 million of other assets and liabilities related to these acquisitions. The value of the goodwill from these acquisitions can be attributed to a number of business factors including, but not limited to, expected revenue and cash flow growth in future years. The Company incurred \$1.2 million in acquisition expenses, which were included in other operating expenses. The results of operations for these acquisitions are included in the Company's results of operations from the date of acquisition. Pro forma results would not be materially different. Of the \$63.8 million of goodwill recorded for the 2012 acquisitions, the Company intends to make an election to treat certain of these acquisitions as an asset acquisition for tax purposes resulting in \$13.0 million of this amount being amortizable for tax purposes.

In 2011 the Company acquired eight O&P companies, operating a total of 21 patient care clinics. The aggregate purchase price for these O&P businesses was \$24.9 million, which consisted of \$14.1 cash on hand, \$6.7 million of promissory notes and \$4.1 million of contingent consideration payable within the next four years. Contingent consideration is reported as accounts payable and other liabilities on the Company's Consolidated Balance Sheet. The Company recorded (i) approximately \$17.2 million of goodwill; (ii) \$2.4 million of customer lists; (iii) \$3.0 million of accounts receivable; and (iv) \$2.3 million of other assets and liabilities related to these acquisitions. The value of the goodwill from these acquisitions can be attributed to a number of business factors including, but not limited to, expected revenue and cash flow growth in future years. The Company incurred \$0.8 million in acquisition expenses, which were included in other operating expenses. The results of operations for these acquisitions were included in the Company's results of operations from the date of acquisition. Pro forma results would not be materially different. Of the \$17.2 million of goodwill recorded for the 2011 acquisitions, the Company intends to make an election to treat certain of these acquisitions as an asset acquisition for tax purposes resulting in \$14.0 million of this amount being amortizable for tax purposes.

On December 1, 2010, the Company completed the acquisition of ACP for approximately \$157.8 million in cash and incurred \$5.4 million of costs to complete the transaction. These costs, which were reflected as acquisition expenses on the consolidated financial statements, are comprised of \$3.3 million in legal and advisor fees and \$2.1 million in stock based compensation related to the sale of stock to executives of ACP. The Company recorded: (i) approximately \$96.9 million of goodwill, which is not amortizable for tax purposes; (ii) \$48.2 million of intangible assets; (iii) \$32.5 million of fixed assets at fair value; (iv) \$7.2 million of current assets; (v) \$6.4 million of current liabilities; and (vi) \$20.4 million of deferred tax liabilities related to the ACP transaction. The value of the goodwill from this acquisition can be attributed to a number of business factors including, but not limited to, expected revenue and cash flow growth in future years and the ability to provide services to a previously underserved market. The Company identified intangible assets totaling \$48.2 million comprised of: (i) \$22.3 million of customer relationships with a useful life of 14 years; (ii) \$9.1 million related to the trade name which has an indefinite life; (iii) \$8.1 million related to proprietary treatment programs with a useful life of 15 years; (iv) \$5.4 million of patented technology with a useful life of eight years; and (v) \$3.3 million related to other assets with a three to five year useful life. The results of operations for ACP are included in the Company's results of operations from the date of acquisition. Pro forma results would not be materially different.

In addition to ACP, the Company acquired five O&P companies in 2010, operating a total of six patient care clinics located in California, New York, Texas, and Utah. The aggregate purchase price for these O&P businesses was \$10.6 million, which consisted of \$5.4 million of cash on hand, \$3.0 million of promissory notes and \$2.2 million of contingent considerations payable within the next three years. Contingent consideration is reported as other liabilities on the Company's Consolidated Balance Sheet. The Company recorded approximately \$9.2 million of goodwill related to these acquisitions and the expenses incurred were included in other operating expenses. The results of operations for these acquisitions are included in the Company's results of operations from the date of acquisition. Pro forma results would not be materially different. The goodwill related to the acquisitions is not amortizable for tax purposes.

In connection with contingent consideration agreements with acquisitions completed prior to adoption of the revised authoritative guidance for business combinations becoming effective, the Company made payments of \$0.5 million, \$0.7 million, and \$1.3 million during the years ended December 31, 2012, 2011, and 2010, respectively. The Company has accounted for changes in the estimates of these amounts as additional purchase price, resulting in an increase in goodwill. In connection with contingent consideration agreements with acquisitions completed subsequent to adoption of the revised authoritative guidance, the Company made payments of \$2.5 million in 2012, \$1.5 million in 2011, and \$0.4 million in 2010.

The Company estimates that it may pay up to \$6.3 million related to contingent consideration provisions of acquisitions in future periods.

## LONG-TERM DEBT

12 Months Ended  
Dec. 31, 2012

### LONG-TERM DEBT LONG-TERM DEBT

#### NOTE G—LONG-TERM DEBT

Long-term debt as of December 31 was as follows:

(In thousands)	2012	2011
Revolving Credit Facility	\$—	\$—
Term Loan	293,300	297,000
7 <sup>1</sup> / <sub>8</sub> % Senior Notes due 2018	200,000	200,000
Subordinated seller notes, non-collateralized, net of unamortized discount with principal and interest payable in either monthly, quarterly or annual installments at effective interest rates ranging from 2.00% to 6.5%, maturing through November 2018	27,346	11,033
	<u>520,646</u>	<u>508,033</u>
Less current portion	(11,082 )	(8,065 )
	<u>\$509,564</u>	<u>\$499,968</u>

#### *Refinancing and Amendment*

During the fourth quarter of 2010, the Company refinanced its senior debt through the issuance of \$200.0 million of 7<sup>1</sup>/<sub>8</sub>% Senior Notes due 2018, a new \$300.0 million Term Loan Facility which matures in 2016, and the establishment of a \$100.0 million Revolving Credit Facility. The Company recorded a \$14.0 million charge related to the early extinguishment of the senior debt, comprised primarily of \$9.8 million of premiums paid to debt holders and a \$4.2 million write-off of debt issuance costs and other fees. The proceeds of the refinancing were used for the following: (i) \$184.8 million to retire the outstanding 10<sup>1</sup>/<sub>4</sub>% Senior Notes due 2014 and related premiums and fees; (ii) \$220.3 million to retire the outstanding balance under the existing Term Loan Facility; (iii) \$16.9 million to pay debt issuance costs; and (iv) \$78.2 million to partially fund the purchase price for the acquisition of ACP.

On March 11, 2011, the Company entered into an amendment to its Credit Agreement dated as of December 1, 2010 (as amended, the "Credit Agreement"). The amendment (i) reduced the interest rate margin applicable to the Term Loans under the Credit Agreement by 0.75% to 3.0% and (ii) reduced the LIBOR floor applicable to the Term Loans under the Credit Agreement from 1.5% to 1.0%. The Company incurred \$4.1 million of fees related to the Amendment which will be amortized into interest expense over the remaining term of the debt.

#### *Revolving Credit Facility*

The \$100.0 million Revolving Credit Facility matures on December 1, 2015 and bears interest at LIBOR plus 3.25%, or the applicable rate (as defined in the Credit Agreement). The Revolving Credit Facility requires compliance with various covenants including but not limited to (i) minimum consolidated interest coverage ratio of 3.50:1.00; (ii) maximum total leverage ratio of 4.00:1.00; and (iii) maximum annual capital expenditures of 7.5% of consolidated net revenues of the preceding fiscal year with an additional rollover of up to \$15.0 million from the prior year's allowance if not expended in the fiscal year for which it is permitted. As of December 31, 2012, the Company was in compliance with these covenants. As of December 31, 2012, the Company had \$99.5 million available under this facility. This availability as of December 31, 2012 was net of standby letters of credit of approximately \$0.5 million. As of December 31, 2012, the Company had no funds drawn on the Revolving Credit Facility. The obligations under the Revolving Credit Facility are senior obligations, are guaranteed by the Company's subsidiaries, and are secured by a first priority perfected interest in the equity interests of the Company's subsidiaries, all of the Company's assets, and all the assets of the Company's subsidiaries.

#### *Term Loan Facility*

The \$300.0 million Term Loan Facility matures on December 1, 2016 and requires quarterly principal payments. From time to time, mandatory prepayments may be required as a result of excess free cash flow as defined in the Credit Agreement, certain additional debt incurrences and asset sales, or other events as defined in the Credit Agreement. During 2012, the Company made

a mandatory prepayment on its Term Loan Facility of \$700,000. The Term Loan Facility bears interest at LIBOR plus 3.0%, or the applicable rate (as defined in the Credit Agreement), and includes a 1.0% LIBOR floor. As of December 31, 2012, the interest rate on the Term Loan Facility was 4.0%. The obligations under the Term Loan Facility are senior obligations, are guaranteed by the Company's subsidiaries, and are secured by a first priority perfected interest in the Company's subsidiaries' shares, all of the Company's assets, and all the assets of the Company's subsidiaries.

#### *7<sup>1</sup>/<sub>8</sub>% Senior Notes*

The 7<sup>1</sup>/<sub>8</sub>% Senior Notes mature November 15, 2018 and are senior unsecured indebtedness which is guaranteed on a senior unsecured basis by all of the Company's current and future subsidiaries. Interest is payable semi-annually on May 15 and November 15 of each year, commencing May 15, 2011.

On or prior to November 15, 2013, the Company may redeem up to 35% of the aggregate principal amount of the notes at a redemption price of 107.125% of the principal amount thereof, plus accrued and unpaid interest and additional interest to the redemption date with the proceeds of a public offering of its equity securities. On or after November 15, 2014, the Company may redeem all or from time to time a part of the notes upon not less than 30 not more than 60 days' notice, for the twelve month period beginning on November 15, of the indicated years at (i) 103.563% during 2014; (ii) 101.781% during 2015; and (iii) 100.00% during 2016 and thereafter through November 15, 2018.

#### *Subsidiary Guarantees*

The Revolving and Term Loan Facilities and the 7<sup>1</sup>/<sub>8</sub>% Senior Notes are guaranteed by all of the Company's subsidiaries. Separate condensed consolidating information is not included as the Company does not have independent assets or operations. The Guarantees are full and unconditional and joint and several, and any subsidiaries of the Company other than the Guarantor Subsidiaries are minor. There are no restrictions on the ability of our subsidiaries to transfer cash to the Company or to co-guarantors. All consolidated amounts in the Company's financial statements are representative of the combined guarantors.

#### *Debt Covenants*

The terms of the Senior Notes, the Revolving Credit Facility, and the Term Loan Facility limit the Company's ability to, among other things, incur additional indebtedness, create liens, pay dividends on or redeem capital stock, make certain investments, make restricted payments, make certain dispositions of assets, engage in transactions with affiliates, engage in certain business activities and engage in mergers, consolidations and certain sales of assets. At December 31, 2012 and 2011, the Company was in compliance with all covenants under these debt agreements.

Maturities of long-term debt at December 31, 2012 and the years thereafter are as follows:

<b>(In thousands)</b>	
2013	\$11,082
2014	10,942
2015	10,473
2016	287,574
2017	200,575
Thereafter	—
	<u>\$520,646</u>

**NET INCOME PER  
COMMON SHARE**

**12 Months Ended  
Dec. 31, 2012**

[NET INCOME PER  
COMMON SHARE](#)

[NET INCOME PER  
COMMON SHARE](#)

**NOTE I—NET INCOME PER COMMON SHARE**

Basic per common share amounts are computed using the weighted average number of common shares outstanding during the year. Diluted per common share amounts are computed using the weighted average number of common shares outstanding during the year and dilutive potential common shares. Dilutive potential common shares consist of stock options and restricted stock units and are calculated using the treasury stock method.

<b>(In thousands, except share and per share data)</b>	<b>2012</b>	<b>2011</b>	<b>2010</b>
Net income applicable to common stock	\$63,692	\$54,477	\$20,896
Shares of common stock outstanding used to compute basic per common share amounts	34,282,591	33,544,813	32,238,401
Effect of dilutive restricted stock units and options	550,239	675,443	649,904
Shares used to compute diluted per common share amounts	34,832,830	34,220,256	32,888,305
Basic income per share applicable to common stock	\$1.86	\$1.62	\$0.65
Diluted income per share applicable to common stock	\$1.83	\$1.59	\$0.64

**CORPORATE OFFICE  
RELOCATION (Details)  
(USD \$)**

**12 Months Ended  
Dec. 31, 2012 Dec. 31, 2011**

**Summary of relocation expenses incurred and to be paid in future periods**

<u>Balance at the beginning of the period</u>	\$ 3,311,000	\$ 7,101,000
<u>Expenses incurred</u>		1,185,000
<u>Amounts paid</u>	(1,177,000)	(4,975,000)
<u>Balance at the end of the period</u>	2,134,000	3,311,000

Employee Separation

**Summary of relocation expenses incurred and to be paid in future periods**

<u>Balance at the beginning of the period</u>	226,000	1,895,000
<u>Expenses incurred</u>		(158,000)
<u>Amounts paid</u>	(134,000)	(1,511,000)
<u>Balance at the end of the period</u>	92,000	226,000
<u>Anticipated additional costs on completion of final employee moves</u>		1,200,000

Other Relocation

**Summary of relocation expenses incurred and to be paid in future periods**

<u>Expenses incurred</u>		1,211,000
<u>Amounts paid</u>		(1,211,000)

Lease Termination

**Summary of relocation expenses incurred and to be paid in future periods**

<u>Balance at the beginning of the period</u>	3,085,000	5,206,000
<u>Expenses incurred</u>		132,000
<u>Amounts paid</u>	(1,043,000)	(2,253,000)
<u>Balance at the end of the period</u>	\$ 2,042,000	\$ 3,085,000

**SEGMENT AND RELATED  
INFORMATION (Details)**

(USD \$)

In Thousands, unless  
otherwise specified

12 Months Ended

Dec. 31,  
2012    Dec. 31,    Dec. 31,  
segment    2011    2010

**SEGMENT AND RELATED INFORMATION**

<u>Number of reportable segments</u>	3		
<b><u>Net sales</u></b>			
<u>Customers</u>	\$ 985,550	\$ 918,539	\$ 817,379
<u>Depreciation and amortization</u>	34,652	30,969	18,809
<u>Income (loss) from operations</u>	129,338	115,955	80,470
<u>Interest (income) expense</u>	31,169	31,821	30,340
<u>Income (loss) before taxes</u>	98,169	84,134	34,535
<u>Total assets</u>	1,237,327	1,126,719	1,060,570
<u>Capital expenditures</u>	33,163	28,674	30,593
Patient-Care			
<b><u>Summarized financial information concerning the Company's reportable segments</u></b>			
<u>Minimum age for health insurance coverage under Medicare health insurance program</u>	65		
<u>Medicare reimbursement for O&amp;P products and services based on prices set forth in fee schedules, number of regional service areas</u>	10		
<u>Minimum age to supplement Medicare benefits for financially needy persons under Medicaid health insurance program</u>	65		
<u>Estimated government reimbursement as a percentage of the company's net sales</u>	40.40%	40.00%	40.40%
<b><u>Net sales</u></b>			
<u>Customers</u>	813,556	753,409	714,665
<u>Intersegments</u>	17,621	15,853	
<u>Depreciation and amortization</u>	14,307	12,502	11,211
<u>Income (loss) from operations</u>	149,544	138,918	130,521
<u>Interest (income) expense</u>	30,353	28,440	28,410
<u>Income (loss) before taxes</u>	119,191	110,478	102,111
<u>Total assets</u>	1,423,258	1,277,700	1,053,361
<u>Capital expenditures</u>	15,311	11,886	17,599
Distribution			
<b><u>Net sales</u></b>			
<u>Customers</u>	107,266	100,456	95,544
<u>Intersegments</u>	191,202	174,431	168,823
<u>Depreciation and amortization</u>	1,139	1,088	1,004
<u>Income (loss) from operations</u>	34,178	28,293	30,395
<u>Interest (income) expense</u>	3,294	3,356	3,397
<u>Income (loss) before taxes</u>	30,884	24,937	26,998
<u>Total assets</u>	199,268	170,077	146,166
<u>Capital expenditures</u>	438	1,318	1,112



Therapeutic Solutions

Net sales

<u>Customers</u>	63,921	64,014	6,622
<u>Intersegments</u>	3,902	3,520	3,839
<u>Depreciation and amortization</u>	11,232	10,424	1,293
<u>Income (loss) from operations</u>	4,182	3,703	(5,402)
<u>Interest (income) expense</u>	5,743	5,761	480
<u>Income (loss) before taxes</u>	(1,561)	(2,058)	(5,882)
<u>Total assets</u>	135,786	135,781	142,970
<u>Capital expenditures</u>	3,948	4,217	2,056

Other

Net sales

<u>Customers</u>	807	660	548
<u>Depreciation and amortization</u>	7,974	7,068	5,414
<u>Income (loss) from operations</u>	(57,500)	(54,654)	(75,023)
<u>Interest (income) expense</u>	(8,221)	(5,736)	(1,947)
<u>Income (loss) before taxes</u>	(49,279)	(48,918)	(88,671)
<u>Total assets</u>	(520,985)	(456,839)	(281,927)
<u>Capital expenditures</u>	13,466	11,253	9,826

Consolidated Adjustments

Net sales

<u>Intersegments</u>	(212,725)	(193,804)	(172,662)
<u>Depreciation and amortization</u>		(113)	(113)
<u>Income (loss) from operations</u>	(1,066)	(305)	(21)
<u>Income (loss) before taxes</u>	\$ (1,066)	\$ (305)	\$ (21)

**STOCK-BASED  
COMPENSATION (Tables)**

**12 Months Ended  
Dec. 31, 2012**

**STOCK-BASED  
COMPENSATION**

[Summary of restricted stock units and weighted average exercise prices](#)

	Employee Awards		Director Awards	
	Shares	Weighted Average Grant Date Fair Value	Shares	Weighted Average Grant Date Fair Value
Nonvested at December 31, 2009	986,461	\$12.29	129,123	\$13.21
Granted	454,950	18.45	75,710	18.48
Vested	(585,228)	11.36	(71,079)	12.86
Forfeited	(48,112)	13.99	—	—
Nonvested at December 31, 2010	808,071	\$16.33	133,754	\$16.38
Granted	487,620	25.25	59,698	25.72
Vested	(374,067)	14.61	(62,533)	15.46
Forfeited	(28,101)	19.17	(15,001)	20.80
Nonvested at December 31, 2011	893,523	\$21.84	115,918	\$21.12
Granted	468,500	20.47	63,497	22.35
Vested	(318,927)	20.17	(58,059)	19.34
Forfeited	(231,537)	21.26	—	—
Nonvested at December 31, 2012	811,559	\$21.76	121,356	\$22.62

[Summary of option activity and weighted average exercise prices](#)

	Employee Awards		Director Awards		Non-Qualified Awards	
	Shares	Weighted Average Exercise Price	Shares	Weighted Average Exercise Price	Shares	Weighted Average Exercise Price
Outstanding at December 31, 2009	764,332	\$13.74	95,464	\$11.46	406,000	\$5.95
Granted	—	—	—	—	—	—
Terminated	(1,500)	4.63	—	—	—	—
Exercised	(328,332)	14.16	(15,373)	13.82	(30,000)	5.50
Outstanding at December 31, 2010	434,500	\$13.45	80,091	\$11.08	376,000	\$5.98
Granted	—	—	—	—	—	—
Terminated	—	—	(10,373)	10.79	—	—
Exercised	—	—	(41,459)	10.38	(376,000)	5.98
Outstanding at December 31, 2011	434,500	\$13.45	28,259	\$11.99	—	\$—
Granted	—	—	—	—	—	—
Terminated	(1,500)	15.60	—	—	—	—
Exercised	(230,000)	14.82	(9,404)	16.04	—	—
Outstanding at December 31, 2012	203,000	\$11.88	18,855	\$10.02	—	\$—
Aggregate intrinsic value at December 31, 2012	\$2,411,300		\$189,003		\$—	
Weighted average remaining contractual term (years)	1.0		1.0		—	

[Summary of the options vested and exercisable](#)

[Summary of information concerning outstanding and exercisable options](#)

	Employee Plans	Director Plans	Non-Qualified Awards
2012	203,000	18,855	—
2011	434,500	28,259	—
2010	434,500	80,091	376,000

	<u>Range of Exercise Prices</u>	<u>Options Outstanding and Exercisable</u>		
		<u>Number of Options or Awards</u>	<u>Weighted Average</u>	
			<u>Remaining Life (Years)</u>	<u>Exercise Price</u>
\$ 5.09 to \$12.00		113,482	1.1	8.02
12.10 to 17.60		108,373	1.0	15.60
		221,855	1.0	\$11.72

ACQUISITIONS (Details) (USD \$) In Millions, unless otherwise specified	12 Months Ended			Dec. 31, 2010 Accelerated Care Plus Corp. (ACP)	Dec. 02, 2010 Accelerated Care Plus Corp. (ACP)
	Dec. 31, 2012 O & P companies entity clinics	Dec. 31, 2011 O & P companies entity clinics	Dec. 31, 2010 O & P companies clinics entity		
<b>Acquisitions</b>					
<a href="#">Number of O&amp;P companies acquired (in entities)</a>	18	8	5		
<a href="#">Number of patient-care centers operated by acquiree</a>	59	21	6		
<a href="#">Aggregate purchase price of O&amp;P businesses</a>	\$ 83.1	\$ 24.9	\$ 10.6		
<a href="#">Promissory notes as a part of purchase price</a>	21.4	6.7	3.0		
<a href="#">Contingent consideration payable reported as other liabilities</a>	1.6	4.1	2.2		
<a href="#">Maximum term for payment of contingent consideration (in years)</a>	5 years	4 years	3 years		
<a href="#">Goodwill recorded, related to acquisitions</a>	63.8	17.2	9.2		96.9
<a href="#">Customer lists recorded, related to acquisitions</a>	12.1	2.4			
<a href="#">Accounts receivable recorded, related to acquisitions</a>	6.0	3.0			
<a href="#">Other assets and liabilities recorded, related to acquisitions</a>	1.2	2.3			
<a href="#">Goodwill recorded, expected election to treat as asset acquisition</a>	13.0	14.0			
<a href="#">Acquisition purchase price paid in cash</a>	60.1	14.1	5.4		157.8
<a href="#">Transaction costs incurred on acquisition</a>	1.2	0.8			5.4
<a href="#">Legal and advisor fees, included in acquisition expenses</a>					3.3
<a href="#">Stock-based compensation related to sale of stock to executives, included in acquisition expenses</a>					2.1
<a href="#">Intangible assets</a>				48.2	
<a href="#">Fixed assets at fair value</a>				32.5	
<a href="#">Current assets</a>				7.2	
<a href="#">Current liabilities</a>				6.4	
<a href="#">Deferred tax liabilities</a>				\$ 20.4	

**RELATED PARTY  
TRANSACTIONS**

**12 Months Ended  
Dec. 31, 2012**

[RELATED PARTY  
TRANSACTIONS](#)

[RELATED PARTY  
TRANSACTIONS](#)

**NOTE N—RELATED PARTY TRANSACTIONS**

The firm of Foley & Lardner LLP serves as the Company's outside general counsel. The Company's Chairman is the brother-in-law of the partner in charge of the relationship. Total fees paid by the Company to Foley & Lardner LLP were \$2.4 million, \$2.6 million, and \$3.3 million, for the years ended 2012, 2011, and 2010, respectively.

**SIGNIFICANT  
ACCOUNTING POLICIES  
(Tables)**

**SIGNIFICANT ACCOUNTING POLICIES**

**Schedule of impact of error on the income statement**

**12 Months Ended**

**Dec. 31, 2012**

The impact of the errors are included in the results of the Patient Care segment in Note O.

(Dollars in thousands, except share and per share amounts)	2011		2010	
	As Previously Reported	As Revised	As Previously Reported	As Revised
Inventory	\$114,086	\$112,305	\$98,290	\$97,381
Accrued expenses (taxes)	18,247	17,547	20,796	20,426
Material costs	\$267,677	\$270,210	\$247,565	\$248,667
Personnel Costs	\$322,765	\$321,529	\$284,095	\$282,417
Other Operating expenses	\$178,335	\$177,910	\$163,673	\$165,158
Income from operations	\$116,827	\$115,955	\$81,379	\$80,470
Income before taxes	\$85,006	\$84,134	\$35,444	\$34,535
Provision for income taxes	\$29,987	\$29,657	\$14,009	\$13,639
Net income	\$55,019	\$54,477	\$21,435	\$20,896
Basic Per Common Share Net Income	\$1.64	\$1.62	\$0.66	\$0.65
Diluted Per Common Share Net Income	\$1.61	\$1.59	\$0.65	\$0.64

**Schedule of estimated useful lives of related assets for computation of depreciation for reporting purposes**

Asset class	Estimated life (in years)
Furniture and fixtures	5
Machinery and equipment	5
Computers and software	5
Buildings	10 - 40
Assets under capital leases	Shorter of 10 or lease term

Leasehold improvements	Shorter of 10 or lease term
Equipment leased to third parties under operating leases	Up to 10

Schedule of investment in equipment leased to third parties under operating leases

<b>(In thousands)</b>	
Program equipment	\$34,827
Less: Accumulated depreciation	(10,315 )
Net book value at December 31, 2012	<u>\$24,512</u>

GOODWILL AND OTHER INTANGIBLE ASSETS (Details 2) (USD \$) In Thousands, unless otherwise specified	12 Months Ended			12 Months Ended			
	Dec. 31, 2012	Dec. 31, 2011	Dec. 31, 2010	Dec. 31, 2012 Customer Lists Y	Dec. 31, 2011 Customer Lists	Dec. 31, 2012 Patents and Other Intangibles Y	Dec. 31, 2011 Patents and Other Intangibles
<b>Finite-lived intangible assets, gross asset value</b>							
<u>Balance at the beginning of the period</u>				\$ 34,883	\$ 32,447	\$ 26,101	\$ 25,262
<u>Write-offs and other adjustments</u>	(147)						(147)
<u>Additions</u>	14,870	3,128		13,161	2,436	1,709	692
<u>Balance at the end of the period</u>				48,044	34,883	27,810	26,101
<u>Indefinite-lived intangible assets</u>			9,070	9,070	9,070		
<b>Gross asset value</b>							
<u>Balance at the beginning of the period</u>	70,054	66,779					
<u>Additions</u>	14,870	3,128		13,161	2,436	1,709	692
<u>Balance at the end of the period</u>	84,924	70,054					
<b>Accumulated Amortization</b>							
<u>Balance at the beginning of the period</u>	(15,160)	(10,400)		(4,648)	(1,942)	(10,512)	(8,458)
<u>Amortization expense</u>	(5,483)	(4,760)		(3,198)	(2,706)	(2,285)	(2,054)
<u>Balance at the end of the period</u>	(20,643)	(15,160)		(7,846)	(4,648)	(12,797)	(10,512)
<u>Net book value</u>				40,198		15,013	
<u>Net book value</u>	64,281	54,894					
<u>Weighted average life of the additions to customer lists, patents and other intangibles</u>				9.7		9.7	
<b>Estimated aggregate amortization expense for definite-lived intangible assets</b>							
<u>2013</u>	6,778						
<u>2014</u>	6,731						
<u>2015</u>	6,676						
<u>2016</u>	5,195						
<u>2017</u>	4,720						
<u>Thereafter</u>	25,111						



Estimated aggregate  
amortization expense

\$  
55,211

**SIGNIFICANT  
ACCOUNTING POLICIES      Dec. 31, 2012 Dec. 31, 2011  
(Details 3) (USD \$)**

**Fair Value of Financial Instruments**

Carrying value of Senior Notes      \$ 520,646,000 \$ 508,033,000

Term Loan

**Fair Value of Financial Instruments**

Carrying value of Senior Notes      293,300,000    297,000,000

7.125% Senior Notes due 2018

**Fair Value of Financial Instruments**

Fair value of Senior Notes      211,500,000    203,000,000

Carrying value of Senior Notes      200,000,000    200,000,000

Recurring basis | Money Market Funds

**Fair Value of Financial Instruments**

Fair value of assets      11,000,000    0

Fair value of assets      \$ 1.00

Non recurring basis

**Fair Value of Financial Instruments**

Seller note      21,900,000

Contingent consideration      \$ 2,700,000

**CONSOLIDATED  
STATEMENTS OF  
INCOME AND  
COMPREHENSIVE  
INCOME (Parenthetical)  
(USD \$)**

**12 Months Ended**

**Dec. 31, 2010**

**In Thousands, unless  
otherwise specified**

**CONSOLIDATED STATEMENTS OF INCOME AND COMPREHENSIVE INCOME**

<u>Unrealized gain on interest rate swaps, taxes</u>	\$ 1,912
<u>Reclassification of net losses on auction rate securities from OCI to net income, taxes</u>	125
<u>Unrealized loss on Retirement Plan, net of taxes</u>	\$ 177

**SUPPLEMENTAL CASH  
FLOW FINANCIAL  
INFORMATION**

**SUPPLEMENTAL CASH FLOW  
FINANCIAL INFORMATION**

**SUPPLEMENTAL CASH FLOW FINANCIAL  
INFORMATION**

**12 Months Ended**

**Dec. 31, 2012**

**NOTE C—SUPPLEMENTAL CASH FLOW FINANCIAL  
INFORMATION**

The supplemental disclosure requirements for the statements of cash flows are as follows:

<b>(In thousands)</b>	<b>2012</b>	<b>2011</b>	<b>2010</b>
Cash paid during the period for:			
Interest	\$27,362	\$27,799	\$27,758
Income taxes	34,468	17,152	14,120

Non-cash financing and investing activities:

Purchase of property, plant, and equipment in accounts payable	\$1,525	\$810	\$2,660
Unrealized loss on SERP (net of tax)	734	906	278
Capital lease obligations	4,615	23	157
Unrealized gain (loss) on interest rate swaps	—	—	1,514
Earnouts payable on acquisitions	2,672	4,098	2,182
Issuance of notes in connection with acquisitions	21,895	6,700	2,950
Issuance of restricted stock units of common stock	5,996	12,754	9,325

**EMPLOYEE BENEFITS**  
(Details) (USD \$)

**12 Months Ended**  
**Dec. 31,    Dec. 31,    Dec. 31,**  
**2012        2011        2010**

**EMPLOYEE BENEFITS**

<u>Matching employer contributions under 401(k) Savings and Retirement plan</u>	\$	\$	\$
	4,200,000	3,900,000	3,500,000
<b><u>Change in Benefit Obligation</u></b>			
<u>Benefit obligation at the beginning of the period</u>	20,230,000	17,510,000	
<u>Service cost</u>	878,000	986,000	
<u>Interest cost</u>	761,000	807,000	
<u>Amortization of (Gain)/Loss</u>	40,000		
<u>Payments</u>	(706,000)	(526,000)	
<u>Actuarial loss</u>	1,174,000	1,453,000	
<u>Benefit obligation at the end of the period</u>	22,377,000	20,230,000	17,510,000
<u>Unfunded status</u>	22,377,000		
<u>Net amount recognized</u>	22,377,000		
<b><u>Amounts Recognized in the Consolidated Balance Sheet</u></b>			
<u>Current Accrued liabilities</u>	1,247,000		
<u>Non-Current Accrued liabilities</u>	21,130,000		
<u>Total Accrued liabilities</u>	22,377,000		
<u>Amount of taxes</u>	440,000	546,000	177,000
<u>Actuarial losses included in comprehensive losses</u>	734,000	906,000	279,000
<b><u>Weighted average assumptions used to determine the benefit obligation and net benefit cost</u></b>			
<u>Discount rate, to determine the benefit obligation (as a percent)</u>	3.25%	3.90%	
<u>Average rate of increase in compensation, to determine the benefit obligation (as a percent)</u>	3.00%	3.00%	
<u>Discount rate, to determine net benefit cost (as a percent)</u>	3.25%	3.90%	
<u>Average rate of increase in compensation, to determine net benefit cost (as a percent)</u>	3.00%	3.00%	
<u>Estimated accumulated benefit obligation</u>	22,400,000		
<b><u>Future payments under the Plan</u></b>			
<u>2013</u>	1,247,000		
<u>2014</u>	1,578,000		
<u>2015</u>	1,578,000		
<u>2016</u>	1,578,000		
<u>2017</u>	1,578,000		
<u>Thereafter</u>	14,818,000		
<u>Total</u>	\$	\$	\$
	22,377,000	20,230,000	17,510,000

**SUPPLEMENTAL CASH  
FLOW FINANCIAL  
INFORMATION (Tables)**

**12 Months Ended  
Dec. 31, 2012**

**SUPPLEMENTAL CASH FLOW FINANCIAL  
INFORMATION**

Schedule of supplemental disclosure requirements for  
the statements of cash flows

(In thousands)	<u>2012</u>	<u>2011</u>	<u>2010</u>
Cash paid during the period for:			
Interest	\$27,362	\$27,799	\$27,758
Income taxes	34,468	17,152	14,120
Non-cash financing and investing activities:			
Purchase of property, plant, and equipment in accounts payable	\$1,525	\$810	\$2,660
Unrealized loss on SERP (net of tax)	734	906	278
Capital lease obligations	4,615	23	157
Unrealized gain (loss) on interest rate swaps	—	—	1,514
Earnouts payable on acquisitions	2,672	4,098	2,182
Issuance of notes in connection with acquisitions	21,895	6,700	2,950
Issuance of restricted stock units of common stock	5,996	12,754	9,325

**THE COMPANY (Details)**

**12 Months  
Ended  
Dec. 31, 2012  
facility  
clinics  
state**

**THE COMPANY**

<u>Minimum number of O&amp;P patient-care clinics operated</u>	740
<u>Number of states in which patient-care clinics are operated</u>	45
<u>Number of strategically located distribution facilities</u>	6
<u>Minimum number of long-term care facilities and other sub-acute rehabilitation providers served</u>	4,550

## LEASES

12 Months Ended  
Dec. 31, 2012

### [LEASES](#) [LEASES](#)

#### NOTE M—LEASES

##### *Operating Leases*

The Company leases office space under non-cancellable operating leases, the majority of which contain escalation clauses. The Company recognizes rent expense on a straight-line basis for leases with escalation clauses. Certain of these leases also contain renewal options. Renewal periods vary according to lease agreements. Rent expense was approximately \$43.0 million, \$41.4 million, and \$40.4 million, for the years ended December 31, 2012, 2011, and 2010, respectively. Sublease rental income of \$1.3 million, \$0.6 million, and \$0.1 million, for the years ended December 31, 2012, 2011, and 2010, respectively, was netted against rent expense. The Company estimates it will receive approximately \$2.4 million of sublease rent income over the next four years.

Future minimum rental payments, by year and in the aggregate, under operating leases with terms of one year or more at December 31, 2012 are as follows:

<b>(In thousands)</b>	
2013	\$45,081
2014	36,583
2015	26,253
2016	19,397
2017	14,031
Thereafter	30,014
	<u>\$171,359</u>