

SMITH & NEPHEW PLC
Form 6-K
November 05, 2010

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

Form 6-K

Report of Foreign Private Issuer

Pursuant to Rule 13a-16 or 15d-16 of the

Securities Exchange Act of 1934

November 5, 2010

Commission File Number 001-14978

SMITH & NEPHEW plc

(Registrant's name)

15 Adam Street

London, England WC2N 6LA

(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.

Form 20-F Form 40-F

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1).

Yes No

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7).

Yes No

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing information to the Commission pursuant to Rule 12g3-2 (b) under the Securities Exchange Act of 1934.

Yes No

If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2 (b) : 82- n/a.

Smith & Nephew plc

INDEX TO EXHIBITS

Item 1. Press release entitled Smith & Nephew Q3 Results continuing robust performance , dated November 5, 2010.

SIGNATURES

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

Smith & Nephew plc
(Registrant)

Date: November 5, 2010

By: /s/ Susan Henderson
Susan Henderson
Company Secretary

Smith & Nephew Q3 Results continuing robust performance

5 November 2010

Smith & Nephew plc (LSE: SN, NYSE: SNN), the global medical technology business, announces its results for the third quarter ended 2 October 2010.

	3 months* to			9 months to		
	26 Sep 2009	2 Oct 2010	Underlying change	26 Sep 2009	2 Oct 2010	Underlying change
	\$m	\$m	%	\$m	\$m	%
Revenue ¹	915	941	4	2,706	2,895	5
Trading profit ²	208	215	4	603	691	12
Operating profit ²	186	206		534	653	
Trading margin (%)	22.8	22.9	10 bps	22.3	23.9	160 bps
EPSA (cents) ³	16.8	16.1		45.3	52.1	
EPS (cents)	14.5	15.4		39.0	48.8	
Business Unit revenue ¹						
Orthopaedics	503	510	2	1,542	1,611	3
Endoscopy	195	201	4	561	623	9
Advanced Wound Management	217	230	7	603	661	8

* Q3 2010 comprises 63 trading days (2009: 63 trading days).

Q3 Commentary

Reported revenue was \$941 million, up 4% underlying

Reported trading profit was \$215 million, underlying growth of 4%

Trading margin improved to 22.9%

EPSA was 16.1¢; the comparative benefited from a favourable tax rate

Orthopaedics achieved a good performance, with global Reconstruction growth of 3% and Trauma growth of 5%

Endoscopy delivered double digit growth in our sports medicine repair segment, offset by lower capital equipment sales

Advanced Wound Management was underpinned by strong NPWT revenue growth. We saw continued good progress in patent litigation

Trading profit to cash conversion ratio 95%

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Commenting on the third quarter, David Illingworth, Chief Executive of Smith & Nephew, said:

We are very pleased with the Group's robust performance with constant currency revenues up 4%, in markets which continue to be impacted by the challenging economic environment. In particular, our Orthopaedics business delivered a good performance, sports medicine repair revenues grew by double digits and our Negative Pressure Wound Therapy franchise continued to strengthen.

Our customer led strategy is directed at delivering innovative products to address patient, surgeon and healthcare provider needs, supported by strong clinical data and medical education. Our strategy for delivering shareholder value in this challenging environment is working well and remains unchanged.

News

Analyst presentation and conference call

An analyst conference call to discuss Smith & Nephew's third quarter results will be held at 8:30am GMT/4:30am EST today, 5 November. This will be broadcast live on the company's website and will be available on demand shortly following the close of the call at <http://www.smith-nephew.com/Q310>. A podcast will also be available at the same address. If interested parties are unable to connect to the web, a listen-only service is available by calling +44 (0) 20 7806 1951 (passcode 2008402) in the UK or +1 (212) 444 0412 (passcode 2008402) in the US. Analysts should contact Elona Hoxha on +44 (0) 20 7960 2257 or by email at elona.hoxha@smith-nephew.com for conference details.

Notes

- 1 Unless otherwise specified as reported, all revenue increases/decreases throughout this document are underlying increases/decreases after adjusting for the effects of currency translation. See note 3 to the financial statements for a reconciliation of these measures to results reported under IFRS.
- 2 A reconciliation from operating profit to trading profit is given in note 4 to the financial statements. The underlying increase in trading profit is the increase in trading profit after adjusting for the effects of currency translation.
- 3 Adjusted earnings per ordinary share (EPSA) growth is as reported, not underlying, and is stated before restructuring and rationalisation costs, acquisition related costs, amortisation and impairment of acquisition intangibles and taxation thereon. See note 2 to the financial statements.
- 4 All numbers given are for the quarter ended 2 October 2010 unless stated otherwise.
- 5 References to market growth rates are estimates generated by Smith & Nephew based on a variety of sources.

Enquiries

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Third Quarter Results

Smith & Nephew delivered a robust set of results this quarter in challenging markets. Our Orthopaedics business produced an improved sequential performance across most product segments and our core Endoscopy sports medicine franchise continued to deliver good growth. Advanced Wound Management achieved above estimated market growth underpinned by strong revenue growth in Negative Pressure Wound Therapy (NPWT) and favourable progress in patent litigation.

We generated revenues of \$941 million, compared to \$915 million in the same period last year. This represents an underlying growth of 4%, after adjusting for adverse currency movement of 1%.

Trading profit in the quarter was \$215 million, representing underlying growth of 4%. The Group trading margin increased by 10 basis points to 22.9%, with another quarter of significant margin improvement in Advanced Wound Management balanced by additional investments in Orthopaedics and Endoscopy.

The net interest charge was \$3 million.

The tax charge was at the estimated effective rate for the full year of 31.4% on profit before restructuring and rationalisation costs, acquisition related costs and amortisation of acquisition intangibles. Adjusted attributable profit of \$143 million is before these items and taxation thereon.

Adjusted earnings per share was 16.1¢ (80.5 per American Depositary Share, ADS) compared to 16.8¢ last year. The comparable period benefited from a lower tax charge (24.1% effective rate) due to the favourable resolution of certain issues. Basic earnings per share was 15.4¢ (77.0¢ per ADS) compared with 14.5¢ (72.5¢ per ADS) in 2009.

Trading cash flow (defined as cash generated from operations less capital expenditure but before acquisition related costs and restructuring and rationalisation costs) was \$205 million in the quarter reflecting a trading profit to cash conversion ratio of 95%. We continue to make steady progress on improving inventory management in Orthopaedics and this has again contributed to our strong cashflow position. Net debt decreased in the quarter to \$600 million.

Orthopaedics

Orthopaedics (consisting of Reconstruction, Trauma and Clinical Therapies) grew revenues by 2% in the quarter to \$510 million. Orthopaedics revenue growth was reduced by approximately 1% due to the sale of our niche pain management business and termination of our spine distribution business in Germany, announced earlier this year.

Geographically, Orthopaedics grew by 2% in the US, fell by 1% in Europe and grew by 6% in the rest of the world.

In Orthopaedic Reconstruction and Trauma like-for-like pricing trends were consistent with the previous quarter. This small like-for-like reduction continues to be broadly offset by mix benefits.

Orthopaedic Reconstruction revenues grew by 3%, outperforming the global market growth rate, which we estimate was 2% in the quarter. In the US our Reconstruction business grew at 3%. In Europe revenue growth was 1% and rest of the world achieved good growth, supported by another strong quarter in the emerging markets.

Our global hip franchise growth was flat and global knees grew by 6%. There continues to be pressure from the challenging environment on higher specification and early intervention implant systems. The superior clinical data clearly differentiates the BIRMINGHAM HIP^a Resurfacing System (BHR^a) from other resurfacing products and we are confident that our programme of reinforcing this, with surgeons

and patients, will be effective. During the period we invested heavily in marketing the 30-year wear claim for our VERILAST^a bearing technology for knee replacement (which incorporates our exclusive OXINIUM^a Oxidized Zirconium material). Our marketing programme, which included significant direct-to-consumer advertising, is achieving a demonstrable benefit to US sales. The focus of our innovation is to create products differentiated by the potential for better outcomes for patients and economic benefits for healthcare payers.

Orthopaedic Trauma revenues grew by 5% to \$106 million, equivalent to an estimated worldwide market growth of 5%. Our US Trauma business returned to growth at 3%, the third consecutive quarter of improved performance. This results from the actions we took to enhance this business through better sales force execution and introduction of new products.

Clinical Therapies revenues were \$55 million, compared to \$58 million in the comparable period. Both DUROLANE[®] hyaluronic acid and EXOGEN^a Ultrasound Bone Healing System achieved double digit growth. We launched new labelling which expanded the range of indications for the use of EXOGEN within the European Union to include the non-invasive treatment of all bone defects, excluding vertebra and skull. We also gained approval to expand the range of indications for the use of DUROLANE in the European Union to include a number of smaller synovial joints and post arthroscopy.

The Orthopaedics trading profit margin was 22.2% compared to 23.4% last year, partly reflecting the additional direct-to-consumer marketing spend in the US this quarter.

Endoscopy

Endoscopy revenues increased by 4% to \$201 million.

Geographically, US revenue growth was down 1%, Europe grew by 6% and the rest of the world grew by 10%, with Japan and the emerging markets again producing a strong performance.

By business segment, Arthroscopy (sports medicine) grew by 8%, with our repair franchise again achieving double digit growth, despite some signs that procedure volumes may have slowed slightly. Visualisation revenues declined by 19% and this had a disproportionate impact in the US. This performance reflects our strategy to focus on those capital items which are closely aligned with our core sports medicine business.

The trading profit margin for Endoscopy increased by 40 bps on the previous year to 22.8%, benefiting from favourable product mix. As previously highlighted, we are investing further in our Endoscopy business and continue to expect some modest reduction in margin for the full year.

Advanced Wound Management

Advanced Wound Management grew revenues by 7% to \$230 million, outperforming the estimated global market growth rate at 4%.

European revenues grew by 5%, despite a modest softening in overall market conditions, with a strong performance in Germany and France. US revenues grew by 8% and the rest of the world by 12%, with strong growth in Japan and across the emerging markets.

Exudate Management grew by 3% and Infection Management by 5%. In total, we launched eight new products and line extensions during the period, including ALLEVYN^a Gentle Border Lite.

NPWT had another strong quarter of revenue growth in all geographies, driven in part by four new system enhancing line extensions released during the period. We saw continued good progress in patent litigation over recent months, particularly in Germany and in the US in October.

Advanced Wound Management achieved another strong trading margin improvement with a 280 bps increase to 24.6%, as we continue to deliver on our efficiency programmes.

Year to Date Results

Reported revenues were \$2,895 million, with underlying growth at 5% compared to the same period last year.

Reported trading profit for the year to date was up 12% on an underlying basis to \$691 million, with trading profit margin improving by 160 basis points to 23.9%. The settlement with the vendors of BlueSky Medical Group Inc, which occurred in the first quarter of 2010, increased the Group trading profit by \$25 million.

The net interest charge was \$10 million. The tax charge of \$204 million reflects the estimated effective rate for the year of 31.4%. Adjusted attributable profit was \$462 million and attributable profit was \$433 million.

EPSA rose by 15% to 52.1¢ (260.5¢ per ADS). Reported basic earnings per share was 48.8¢ (244.0¢ per ADS).

Trading cash flow was \$595 million compared with \$491 million a year ago. This is a trading profit to cash conversion ratio of 86% compared with 81% a year ago.

Outlook

We delivered a robust performance across our Group this quarter with some notable improvements in our individual business segments. Our guidance for the full year is unchanged from the last quarter.

In the final quarter we will have four less trading days, which we estimate will reduce the Group's reported growth rate by about 6%.

The efficiencies we have achieved to date across the Group are enabling us to make material investments in new products and geographies to drive future growth. Longer term we continue to see many areas in our business which offer further efficiencies. These will help fund the increasing number of investment opportunities that we also see, as well as balancing market pressures.

Our customer led strategy is directed at delivering innovative products to address patient, surgeon and healthcare provider needs, supported by strong clinical data and medical education. Our strategy for delivering shareholder value in this challenging environment is working well and remains unchanged.

About Us

Smith & Nephew is a global medical technology business with global leadership positions in Orthopaedics; including Reconstruction, Trauma and Clinical Therapies; Endoscopy; including Sports Medicine; and Advanced Wound Management. Smith & Nephew is a global leader in arthroscopy and advanced wound management and is one of the leading global orthopaedics companies.

Smith & Nephew is dedicated to helping improve people's lives. The Company prides itself on the strength of its relationships with its surgeons and professional healthcare customers, with whom its name is synonymous with high standards of performance, innovation and trust. The Company has distribution channels, purchasing agents and buying entities in over 90 countries worldwide. Annual sales in 2009 were nearly \$3.8 billion.

Forward-Looking Statements

This document contains certain forward-looking statements that may or may not prove accurate. For example, statements regarding expected revenue growth and trading margins, market trends and our product pipeline are forward-looking statements. Phrases such as aim , plan , intend , anticipate , well-placed , believe , estimate , expect , target , consider and similar expressions are generally intended to identify forward-looking statements. Forward-looking statements involve known and unknown risks, uncertainties and other important factors that could cause actual results to differ materially from what is expressed or implied by the statements. For Smith & Nephew, these factors include: economic and financial conditions in the markets we serve, especially those affecting health care providers, payors and customers; price levels for established and innovative medical devices; developments in medical technology; regulatory approvals, reimbursement decisions or other government actions; product defects or recalls; litigation relating to patent or other claims; legal compliance risks and related investigative, remedial or enforcement actions; strategic actions, including acquisitions and dispositions and our success in integrating acquired businesses; and numerous other matters that affect us or our markets, including those of a political, economic, business or competitive nature. Please refer to the documents that Smith & Nephew has filed with the U.S. Securities and Exchange Commission under the U.S. Securities Exchange Act of 1934, as amended, including Smith & Nephew's most recent annual report on Form 20F, for a discussion of certain of these factors.

Any forward-looking statement is based on information available to Smith & Nephew as of the date of the statement. All written or oral forward-looking statements attributable to Smith & Nephew are qualified by this caution. Smith & Nephew does not undertake any obligation to update or revise any forward-looking statement to reflect any change in circumstances or in Smith & Nephew's expectations.

^a Trademark of Smith & Nephew. Certain marks registered US Patent and Trademark Office.

DUROLANE[®] is a trademark of Q-Med AB.

SMITH & NEPHEW plc

2010 QUARTER THREE RESULTS

Unaudited Group Income Statement for the 3 months and 9 months to 2 October 2010

3 Months

2009 \$m	3 Months 2010 \$m		Notes	9 Months 2010 \$m	9 Months 2009 \$m
915	941	Revenue	3	2,895	2,706
(246)	(245)	Cost of goods sold		(746)	(729)
669	696	Gross profit		2,149	1,977
(443)	(452)	Selling, general and administrative expenses		(1,384)	(1,335)
(40)	(38)	Research and development expenses		(112)	(108)
186	206	Operating profit	4	653	534
	1	Interest receivable		2	1
(9)	(4)	Interest payable		(12)	(31)
(4)	(2)	Other finance costs		(6)	(10)
		Share of results of associates			1
173	201	Profit before taxation		637	495
(45)	(64)	Taxation	8	(204)	(151)
128	137	Attributable profit (A)		433	344
		Earnings per share (A)	2		
14.5¢	15.4¢	Basic		48.8¢	39.0¢
14.4¢	15.4¢	Diluted		48.7¢	38.8¢

Unaudited Group Statement of Comprehensive Income for the 3 months and 9 months to 2 October 2010

3 Months

2009 \$m	3 Months 2010 \$m		9 Months 2010 \$m	9 Months 2009 \$m
128	137	Attributable profit	433	344
		Other comprehensive income:		
38	103	Translation adjustments	32	69
(4)	(17)	Net losses on cash flow hedges	(1)	(14)
9	(17)	Actuarial (losses)/gains on defined benefit pension plans	(88)	7
(1)	8	Taxation on items taken directly to equity	28	4
42	77	Other comprehensive (expense)/income for the period, net of tax	(29)	66
170	214	Total comprehensive income for the period (A)	404	410

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A Attributable to the equity holders of the parent and wholly derived from continuing operations.

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2010 QUARTER THREE RESULTS (continued)

Unaudited Group Balance Sheet as at 2 October 2010

31 Dec 2009 \$m		2 Oct 2010 \$m	26 Sep 2009 \$m
ASSETS			
Non-current assets			
753	Property, plant and equipment	774	746
1,093	Goodwill	1,094	1,105
412	Intangible assets	406	397
7	Other financial assets	30	7
13	Investment in associates	12	13
202	Deferred tax assets	212	208
2,480		2,528	2,476
Current assets			
933	Inventories	953	995
946	Trade and other receivables	907	939
192	Cash and bank	490	217
2,071		2,350	2,151
14	Assets held for sale		
4,565	TOTAL ASSETS	4,878	4,627
EQUITY AND LIABILITIES			
Equity attributable to equity holders of the parent:			
190	Share capital	190	190
382	Share premium	390	377
(794)	Treasury shares	(785)	(810)
63	Other reserves	94	56
2,338	Retained earnings	2,589	2,196
2,179	Total equity	2,478	2,009
Non-current liabilities			
1,090	Long-term borrowings	1,054	1,229
322	Retirement benefit obligations	383	354
27	Other payables due after one year		39
53	Provisions due after one year	77	50
31	Deferred tax liabilities	23	40
1,523		1,537	1,712
Current liabilities			
45	Bank overdrafts and loans due within one year	35	62
596	Trade and other payables due within one year	600	613
55	Provisions due within one year	42	59
167	Current tax payable	186	172

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863		863	906
2,386	Total liabilities	2,400	2,618
4,565	TOTAL EQUITY AND LIABILITIES	4,878	4,627

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2010 QUARTER THREE RESULTS (continued)

Unaudited Condensed Group Cash Flow Statement for the 3 months and 9 months to 2 October 2010

3 Months 2009 \$m	3 Months 2010 \$m		9 Months 2010 \$m	9 Months 2009 \$m
		Net cash inflow from operating activities		
173	201	Profit before taxation	637	495
9	3	Net interest payable	10	30
67	71	Depreciation, amortisation and impairment	202	201
5	6	Share based payment expense	17	15
		Share of results of associates		(1)
30	(4)	Movement in working capital and provisions	(78)	(92)
284	277	Cash generated from operations (B)	788	648
(9)	(3)	Net interest paid	(12)	(31)
(57)	(55)	Income taxes paid	(174)	(204)
218	219	Net cash inflow from operating activities	602	413
		Cash flows from investing activities		
(4)		Acquisitions		(4)
		Cash received from Plus settlement		137
(66)	(75)	Capital expenditure	(208)	(197)
	8	Cash received on disposal of fixed assets	8	
(70)	(67)	Net cash used in investing activities	(200)	(64)
148	152	Cash flow before financing activities	402	349
		Cash flows from financing activities		
		Proceeds from issue of ordinary share capital	8	2
3	1	Proceeds from own shares	6	3
		Purchase of own shares	(5)	
		Equity dividends paid	(79)	(72)
(89)	(44)	Cash movements in borrowings	(37)	(210)
(5)	1	Settlement of currency swaps	(2)	(7)
(91)	(42)	Net cash used in financing activities	(109)	(284)
57	110	Net increase in cash and cash equivalents	293	65
133	347	Cash and cash equivalents at beginning of period	174	122
8	21	Exchange adjustments	11	11
198	478	Cash and cash equivalents at end of period (C)	478	198

B Including cash outflows in the nine month period to 2 October 2010 of \$12 million (2009 \$20 million) relating to restructuring and rationalisation costs and \$nil million (2009 \$16 million) relating to acquisition costs.

Including cash outflows in the three month period to 2 October 2010 of \$2 million (2009 \$5 million) relating to restructuring and rationalisation costs and \$nil million (2009 \$3 million) relating to acquisition costs.

C Cash and cash equivalents at the end of the period are net of overdrafts of \$12 million (26 September 2009 \$19 million, 31 December 2009 \$18 million).

SMITH & NEPHEW plc

2010 QUARTER THREE RESULTS (continued)

Unaudited Group Statement of Changes in Equity for the 9 months to 2 October 2010

	Share capital \$m	Share premium \$m	Treasury shares* \$m	Other reserves \$m	Retained earnings \$m	Total equity \$m
At 1 January 2010 (audited)	190	382	(794)	63	2,338	2,179
Total comprehensive income (A)				31	373	404
Equity dividends paid/accrued					(132)	(132)
Purchase of own shares			(5)			(5)
Share based payment recognised					17	17
Deferred tax on share based payment					1	1
Cost of shares transferred to beneficiaries			14		(8)	6
Issue of ordinary share capital		8				8
At 2 October 2010	190	390	(785)	94	2,589	2,478

	Share capital \$m	Share premium \$m	Treasury shares* \$m	Other reserves \$m	Retained earnings \$m	Total equity \$m
At 1 January 2009 (audited)	190	375	(823)	1	1,956	