

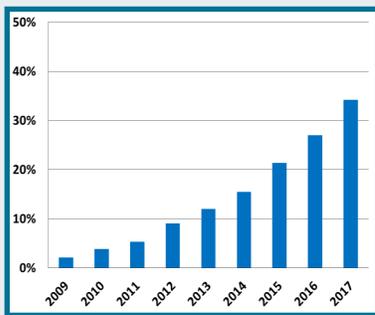
# LeMaitre Vascular FACT SHEET

All information is current through December 31, 2017 unless otherwise noted.  
Management guidance is as of February 21, 2018.  
% of management guidance based off of the midpoint as of February 21, 2018.

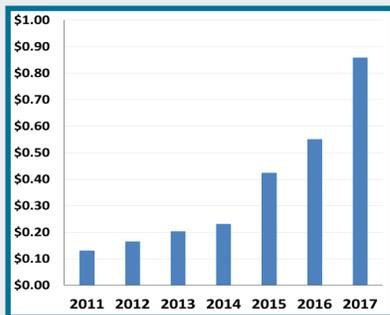
## Q4 2017 HIGHLIGHTS FINANCIAL

- Record Sales, \$26.2mm, +12%
- Record Operating Income, \$6.3mm
  - +62%
  - 24% Operating Margin
- Record Cash & Short Term Investments
  - \$41.7mm
  - +\$4.1mm since September 30, 2017
- Announced 27% dividend increase to \$0.07/share

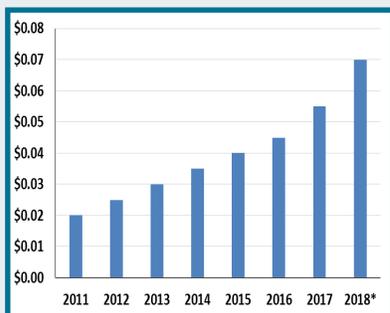
## SALES MIX SHIFT TO BIOLOGICS



## EPS GROWTH



## QUARTERLY DIVIDEND GROWTH



\*Q1-2018 dividend payout

## ABOUT LEMAITRE VASCULAR

LeMaitre Vascular is a provider of vascular devices, implants and services for the treatment of peripheral vascular disease, a condition that affects more than 200 million people worldwide. The Company develops, manufactures and markets disposable and implantable vascular devices to address the needs of the vascular surgeon.

Offices	Burlington, MA (HQ)	Sulzbach, Germany	Shanghai, China
	Fox River Grove, IL	Milan, Italy	Tokyo, Japan
	Mississauga, Canada	Madrid, Spain	N. Melbourne, Australia

## 2018 Management Guidance

\$110.0mm - \$111.6mm sales, +10% reported  
\$25.4mm - \$26.6mm operating income, +23% (23% operating margin)  
\$0.96 - \$1.00 earnings per diluted share, +14%

## Product Portfolio

15 product lines used primarily in arteries and veins outside of the heart

## Global Reach

90 sales representatives, direct in 21 countries

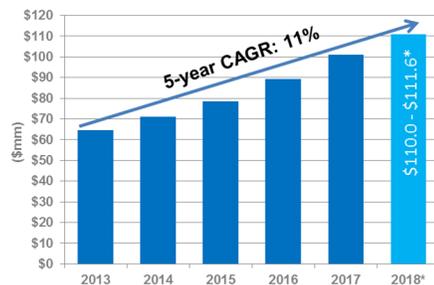
## Employees

400

## Shares

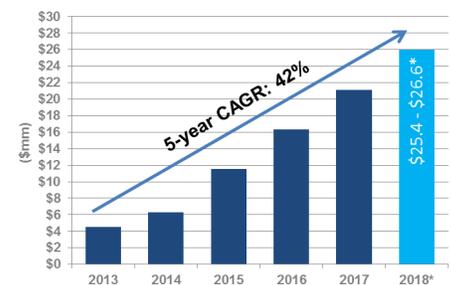
20.2 million fully diluted shares outstanding

## SALES



\*Midpoint of management guidance as of February 21, 2018

## OPERATING INCOME



## GROWTH STRATEGY

**Expand the Sales Force** - LeMaitre Vascular has 90 sales representatives and is direct in 21 countries.

**Acquire Devices** - In the last 20 years, LeMaitre Vascular has completed 19 acquisitions.

**Develop Devices** - LeMaitre Vascular now has 10 product development engineers on staff. LeMaitre Vascular recently launched XenoSure pledgets globally.

## CASH RETURN TO SHAREHOLDERS

On July 25, 2017 the Company's Board of Directors authorized a \$7.5mm share repurchase program. On February 21, 2018 the Company announced a 27% dividend increase to \$0.07/share, payable on April 5, 2018.

## ANALYST COVERAGE

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## COMPANY CONTACT

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Your Peripheral Vision®

## **Forward-Looking Statements**

The Company's Q4 2017 financial results, as discussed in this fact sheet, are preliminary and unaudited. This fact sheet contains forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. Statements in this fact sheet regarding the Company's business that are not historical facts may be "forward-looking statements" that involve risks and uncertainties. Specifically, forward-looking statements in this fact sheet include, but are not limited to, statements about the Company's expectations regarding 2018 sales, operating income levels, and 2018 earnings per share. Forward-looking statements are based on management's current, preliminary expectations and are subject to risks and uncertainties that could cause actual results to differ from the results expected. Risks and uncertainties that the Company faces are described under the heading "Risk Factors" in our most recent Annual Report on Form 10-K, as updated by our subsequent filings with the SEC, all of which are available on the Company's investor relations website at <http://www.lemaitre.com> and on the SEC's website at <http://www.sec.gov>. Undue reliance should not be placed on forward-looking statements, which speak only as of the date they are made. The Company undertakes no obligation to update publicly any forward-looking statements to reflect new information, events, or circumstances after the date they were made, or to reflect the occurrence of unanticipated events.