

LEMAITRE VASCULAR, INC. (NASDAQ: LMAT)
NON-GAAP FINANCIAL MEASURES

(amounts in thousands)

(unaudited)

Reconciliation between GAAP and Non-GAAP Americas sales growth:

For the three months ended March 31, 2022

Net sales as reported	\$	26,543	
Impact of currency exchange rate fluctuations		<u>13</u>	
Adjusted net sales			\$ 26,556

For the three months ended March 31, 2021

Net sales as reported	\$	23,699	
Adjusted net sales			<u>\$ 23,699</u>

Adjusted Americas net sales increase for the three months ended March 31, 2022			<u>\$ 2,857</u>	<u>12%</u>
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Reconciliation between GAAP and Non-GAAP EMEA sales growth:

For the three months ended March 31, 2022

Net sales as reported	\$	10,494	
Impact of currency exchange rate fluctuations		<u>669</u>	
Adjusted net sales			\$ 11,163

For the three months ended March 31, 2021

Net sales as reported	\$	9,862	
Adjusted net sales			<u>\$ 9,862</u>

Adjusted EMEA net sales increase for the three months ended March 31, 2022			<u>\$ 1,301</u>	<u>13%</u>
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Reconciliation between GAAP and Non-GAAP APAC sales growth:

For the three months ended March 31, 2022

Net sales as reported	\$	2,524	
Impact of currency exchange rate fluctuations		<u>138</u>	
Adjusted net sales			\$ 2,662

For the three months ended March 31, 2021

Net sales as reported	\$	2,322	
Adjusted net sales			<u>\$ 2,322</u>

Adjusted APAC net sales increase for the three months ended March 31, 2022			<u>\$ 340</u>	<u>15%</u>
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LEMAITRE VASCULAR, INC. (NASDAQ: LMAT)
NON-GAAP FINANCIAL MEASURES

(amounts in thousands)
(unaudited)

Reconciliation between GAAP and Non-GAAP projected operating margin:

For the three months ending June 30, 2022

Operating margin per guidance (midpoint)	15%	
Impact of special charges	7%	
Adjusted projected operating margin for the three months ended June 30, 2022		22%

Reconciliation between GAAP and Non-GAAP projected operating margin:

For the year ending December 31, 2022

Operating margin per guidance (midpoint)	20%	
Impact of special charges	2%	
Adjusted projected operating margin for the year ending December 31, 2022		22%

Reconciliation between GAAP and Non-GAAP Valvulotomes sales growth:

For the three months ended March 31, 2022

Net sales as reported	\$ 7,462	
Impact of currency exchange rate fluctuations	178	
Adjusted net sales		\$ 7,640

For the three months ended March 31, 2021

Net sales as reported	\$ 6,923	
Adjusted net sales		\$ 6,923

Adjusted Valvulotomes net sales increase for the three months ended March 31, 2022	\$ 717	10%
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Reconciliation between GAAP and Non-GAAP XenoSure sales growth:

For the three months ended March 31, 2022

Net sales as reported	\$ 6,262	
Impact of currency exchange rate fluctuations	181	
Adjusted net sales		\$ 6,443

For the three months ended March 31, 2021

Net sales as reported	\$ 5,415	
Adjusted net sales		\$ 5,415

Adjusted XenoSure net sales increase for the three months ended March 31, 2022	\$ 1,028	19%
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