

LeMaitre Vascular

FACT SHEET

NASDAQ: LMAT
www.lemaitre.com

All information is current through September 30, 2018 unless otherwise noted.
Management guidance is as of October 4, 2018.
% of management guidance based off of the midpoint as of October 4, 2018.

Q3 2018 HIGHLIGHTS

FINANCIAL

- Sales, \$24.2mm
- EPS, \$0.21
- Cash & Short Term Investments
 - \$45.6mm
 - Cash Generation of \$3.7mm

APPLIED MEDICAL CLOT MANAGEMENT ACQUISITION

- Acquired September 20, 2018
- Surgical & OTW Latex-Free Embolectomy Catheters
- \$3.4mm LTM Sales
- Purchase price \$14.2mm (4.2X LTM Sales)



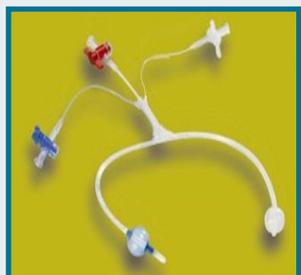
XENOSURE® BIOLOGIC PATCH

- Q3 2018 sales growth: +6%



PRUITT F3® CAROTID SHUNT

- Q3 2018 sales growth: +6%



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
	Vaughan, Canada	Madrid, Spain	N. Melbourne, Australia
	Singapore		

2018 Management Guidance

\$102.8mm - \$103.6mm sales, +2%
\$25.8mm - \$26.4mm operating income, +24% (25% operating margin)
\$1.01 - \$1.03 earnings per diluted share, +19%

Product Portfolio

14 product lines used in veins and arteries outside of the heart

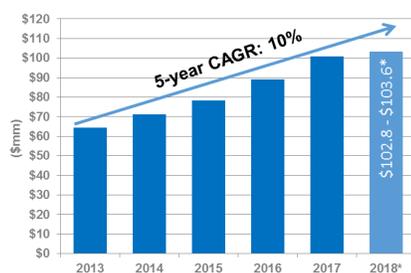
Employees

433

Shares

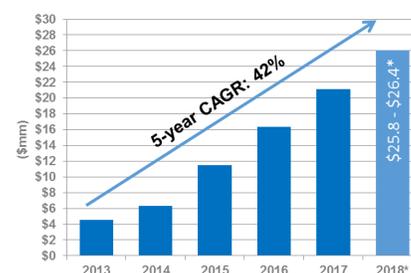
20.3 million fully diluted shares outstanding

SALES



*Midpoint of management guidance as of October 5, 2018

OPERATING INCOME



GROWTH STRATEGY

Expand the Sales Force - LeMaitre Vascular has 106 sales representatives and is direct in 21 countries.

Acquire Devices - LeMaitre Vascular has completed 20 acquisitions in the last 21 years.

Develop Devices - LeMaitre Vascular now has 10 product development engineers on staff and has a clinical trial underway in China for its XenoSure biologic patch.

CASH RETURN TO SHAREHOLDERS

The company will pay a quarterly dividend of \$0.07 per share on December 6, 2018.

ANALYST COVERAGE

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Your Peripheral Vision®

Forward-Looking Statements

The Company's Q3 2018 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 are "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.