

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

(amounts in thousands)

(unaudited)

Reconciliation between GAAP and Non-GAAP monthly sales growth:

For the month ended April 30, 2020

Sales as reported	\$ 6,430	
Impact of acquisitions	(638)	
Impact of currency exchange rate fluctuations	82	
Adjusted sales for the month ended April 30, 2020	<u>\$ 5,874</u>	

For the month ended April 30, 2019

Sales as reported	<u>\$ 9,525</u>	
Adjusted sales increase (decrease) for the month ended April 30, 2020	<u>\$ (3,651)</u>	<u>-38%</u>

Reconciliation between GAAP and Non-GAAP monthly sales growth:

For the month ended May 31, 2020

Sales as reported	\$ 8,127	
Impact of acquisitions	(810)	
Impact of currency exchange rate fluctuations	88	
Adjusted sales for the month ended May 31, 2020	<u>\$ 7,405</u>	

For the month ended May 31, 2019

Sales as reported	<u>\$ 10,336</u>	
Adjusted sales increase (decrease) for the month ended May 31, 2020	<u>\$ (2,931)</u>	<u>-28%</u>

Reconciliation between GAAP and Non-GAAP monthly sales growth:

For the month ended June 30, 2020

Sales as reported	\$ 10,294	
Impact of acquisitions	(1,057)	
Impact of currency exchange rate fluctuations	23	
Adjusted sales for the month ended June 30, 2020	<u>\$ 9,260</u>	

For the month ended June 30, 2019

Sales as reported	<u>\$ 9,622</u>	
Adjusted sales increase (decrease) for the month ended June 30, 2020	<u>\$ (362)</u>	<u>-4%</u>

Reconciliation between GAAP and Non-GAAP monthly sales growth:

For the month ended July 31, 2020

Sales as reported	\$ 12,197	
Impact of acquisitions	(2,831)	
Impact of currency exchange rate fluctuations	(55)	
Adjusted sales for the month ended July 31, 2020	<u>\$ 9,311</u>	

For the month ended July 31, 2019

Sales as reported	<u>\$ 9,990</u>	
Adjusted sales increase (decrease) for the month ended July 30, 2020	<u>\$ (679)</u>	<u>-7%</u>

Reconciliation between GAAP and Non-GAAP monthly sales growth:

For the month ended August 31, 2020

Sales as reported	\$ 11,986	
Impact of acquisitions	(2,227)	
Impact of currency exchange rate fluctuations	(211)	
Adjusted sales for the month ended August 31, 2020	<u>\$ 9,548</u>	

For the month ended August 31, 2019

Sales as reported	<u>\$ 9,527</u>	
Adjusted sales increase (decrease) for the month ended August 31, 2020	<u>\$ 21</u>	<u>0%</u>

Reconciliation between GAAP and Non-GAAP monthly sales growth:

For the month ended September 30, 2020			
Sales as reported	\$ 12,233		
Impact of acquisitions	(2,525)		
Impact of currency exchange rate fluctuations	<u>(218)</u>		
Adjusted sales for the month ended September 30, 2020		\$ 9,490	
For the month ended September 30, 2019			
Sales as reported		<u>\$ 9,583</u>	
Adjusted sales increase (decrease) for the month ended September 30, 2020		<u>\$ (93)</u>	<u>-1%</u>
Reconciliation between GAAP and Non-GAAP monthly sales growth:			
For the month ended October 31, 2020			
Sales as reported	\$ 12,522		
Impact of acquisitions	(2,307)		
Impact of currency exchange rate fluctuations	<u>(215)</u>		
Adjusted sales for the month ended October 31, 2020		\$ 10,000	
For the month ended October 31, 2019			
Sales as reported		<u>\$ 9,787</u>	
Adjusted sales increase (decrease) for the month ended October 31, 2020		<u>\$ 213</u>	<u>2%</u>
Reconciliation between GAAP and Non-GAAP monthly sales growth:			
For the month ended November 30, 2020			
Sales as reported	\$ 11,077		
Impact of acquisitions	(1,716)		
Impact of currency exchange rate fluctuations	<u>(210)</u>		
Adjusted sales for the month ended November 30, 2020		\$ 9,151	
For the month ended November 30, 2019			
Sales as reported		<u>\$ 9,482</u>	
Adjusted sales increase (decrease) for the month ended November 30, 2020		<u>\$ (331)</u>	<u>-3%</u>
Reconciliation between GAAP and Non-GAAP monthly sales growth:			
For the month ended December 31, 2020			
Sales as reported	\$ 13,949		
Impact of acquisitions	(1,683)		
Impact of currency exchange rate fluctuations	<u>(367)</u>		
Adjusted sales for the month ended December 31, 2020		\$ 11,899	
For the month ended December 31, 2019			
Sales as reported		<u>\$ 10,901</u>	
Adjusted sales increase (decrease) for the month ended December 31, 2020		<u>\$ 998</u>	<u>9%</u>