

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

(amounts in thousands)
(unaudited)

Reconciliation between GAAP and Non-GAAP XenoSure sales growth:

For the quarter ended September 30, 2020

XenoSure sales as reported	\$	5,838	
Impact of currency exchange rate fluctuations		(100)	
Adjusted sales for the quarter ended September 30, 2020			\$ 5,738

For the quarter ended September 30, 2019

XenoSure sales as reported			\$ 5,869
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Adjusted XenoSure sales increase for the quarter ended September 30, 2020			\$ (131)	<u>-2%</u>
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Reconciliation between GAAP and Non-GAAP sales growth:

For the month ended July 31, 2020

Net sales as reported	\$	12,198	
Impact of currency exchange rate fluctuations		(55)	
Net impact of acquisitions excluding currency		(2,831)	
Adjusted net sales			\$ 9,312

For the month ended July 31, 2019

Net sales as reported	\$	9,990	
Adjusted net sales			\$ 9,990

Adjusted net sales increase for the month ended July 31, 2020			\$ (678)	<u>-7%</u>
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Reconciliation between GAAP and Non-GAAP sales growth:

For the month ended August 31, 2020

Net sales as reported	\$	11,986	
Impact of currency exchange rate fluctuations		(211)	
Net impact of acquisitions excluding currency		(2,227)	
Adjusted net sales			\$ 9,548

For the month ended August 31, 2019

Net sales as reported	\$	9,527	
Adjusted net sales			\$ 9,527

Adjusted net sales increase for the month ended August 31, 2020			\$ 21	<u>0%</u>
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Reconciliation between GAAP and Non-GAAP sales growth:

For the month ended September 30, 2020

Net sales as reported	\$	12,232	
Impact of currency exchange rate fluctuations		(218)	
Net impact of acquisitions excluding currency		(2,526)	
Adjusted net sales			\$ 9,488

For the month ended September 30, 2019

Net sales as reported	\$	9,583	
Adjusted net sales			\$ 9,583

Adjusted net sales increase for the month ended September 30, 2020			\$ (95)	<u>-1%</u>
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