

LeMaitre FACT SHEET

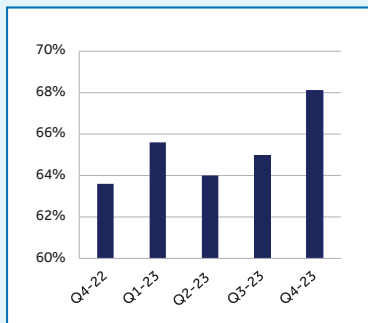
NASDAQ: LMAT
www.lemaitre.com

Unless otherwise specified, information contained herein is provided as of December 31, 2023, except that guidance is as of February 27, 2024. This document is not a reaffirmation of guidance.

Q4 2023 Results

- Sales \$48.9mm, +19% (+14% organic)
- Gross margin 68.1%, +450 bps
- Op. income \$10.2mm, +46%
- Op. margin 21%
- Net income \$8.5mm, +50%
- Earnings per diluted share \$0.38, +49%
- Cash up \$8.1mm sequentially to \$105.1mm

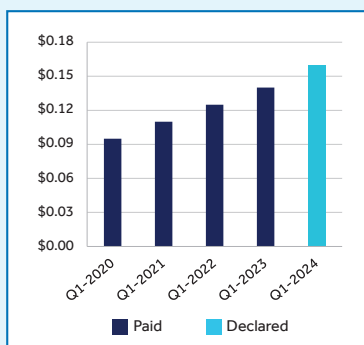
Gross Margin



Fully Diluted EPS



Dividend Per Share



ABOUT LEMAITRE

LeMaitre is a worldwide provider of medical devices and services for the treatment of peripheral vascular disease, a condition that affects more than 200 million people worldwide. We develop, manufacture, and market implants and disposable devices, and process and cryopreserve allograft tissue. Our products and services are used primarily by vascular surgeons.

Offices

Americas

Burlington, MA (HQ)
Chandler, AZ
Vaughan, Canada

EMEA

Sulzbach, Germany
Hereford, United Kingdom
Madrid, Spain
Paris, France (opening in Q2)
Milan, Italy

APAC

Singapore
Bangkok, Thailand
Shanghai, China
Seoul, Korea
Tokyo, Japan
Kensington, Australia

FY 2024 Guidance Sales: \$212.0mm (at midpoint), +10% (+9% organic)

Gross Margin: 68.0%

Op. Income: \$45.0mm (at midpoint), +22% (+21% excl. 2023 St. Etienne factory closure special charges)

EPS: \$1.65 (at midpoint), +23% (+22% excl. 2023 St. Etienne factory closure special charges)

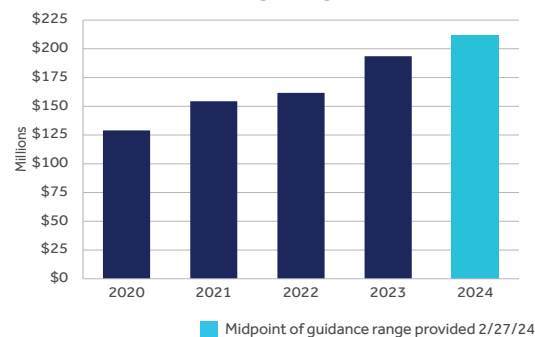
Product Lines

12 product categories comprising biologic implants, synthetic implants & disposable devices

Employees

614 full-time

SALES



OPERATING INCOME



SALES & PROFIT GROWTH PLATFORM

Sales Force - Direct sales in 29 countries through 136 sales reps & 14 sales offices.

Acquisitions - 24 acquisitions completed in the last 26 years.

Factory Consolidations - 17 factory consolidations completed in the last 26 years.

Regulatory Approvals - LeMaitre has received 3 out of 22 MDR CE marks & is conducting 2 clinical trials in China.

CASH RETURNS TO SHAREHOLDERS

LeMaitre will pay a quarterly dividend of \$0.16 per share on 3/28/24.

LeMaitre authorized a \$50.0mm share repurchase program on 2/21/24.

ANALYST COVERAGE

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DISCLAIMERS

Unaudited Quarterly Financial Results

The quarterly and 2023 annual financial results in this document are unaudited.

Forward-Looking Statements

This document contains certain forward-looking statements, within the meaning of the U.S. Private Securities Litigation Reform Act of 1995, that involve risks and uncertainties. Actual results and events may differ significantly from results and events described in forward-looking statements. Factors that might cause or contribute to such differences include, but are not limited to, those described in "Risk Factors" in our Annual Report on Form 10-K and subsequent Quarterly Reports on Form 10-Q filed with the Securities and Exchange Commission. Undue reliance should not be placed on forward-looking statements, which speak only as of the date they are made. We undertake no obligation to update publicly any forward-looking statements to reflect new information, events, or circumstances after the date the statements were made.

Non-GAAP Financial Measures

This document contains non-GAAP financial measures. Non-GAAP financial measures are not prepared in accordance with generally accepted accounting principles and may not be comparable to similar non-GAAP financial measures used by other companies. The most directly comparable financial measures calculated in accordance with GAAP and a reconciliation of GAAP to non-GAAP financial measures are provided at the end of this document.

Other

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LEMAITRE VASCULAR, INC. (NASDAQ: LMAT)				
NON-GAAP FINANCIAL MEASURES				
(amounts in thousands)				
(unaudited)				
Reconciliation between GAAP and Non-GAAP sales growth:				
For the three months ended December 31, 2023				
Net sales as reported	\$	48,883		
Net distribution sales		(1,479)		
Impact of currency exchange rate fluctuations		(556)		
Adjusted net sales			\$	46,848
For the three months ended December 31, 2022				
Net sales as reported	\$	40,954		
Adjusted net sales			\$	40,954
Adjusted net sales increase for the three months ended December 31, 2023			\$	5,894
				14%
Reconciliation between GAAP and Non-GAAP projected sales growth:				
For the year ending December 31, 2024				
Net sales per guidance (midpoint)	\$	212,000		
Net distribution sales		(1,574)		
Impact of currency exchange rate fluctuations		133		
Adjusted projected net sales			\$	210,559
For the year ended December 31, 2023				
Net sales as reported	\$	193,484		
Adjusted net sales			\$	193,484
Adjusted projected net sales increase for the year ending December 31, 2024			\$	17,075
				9%
Reconciliation between GAAP and Non-GAAP projected operating income:				
For the year ending December, 2024				
Operating income per guidance (midpoint)	\$	44,955		
Adjusted projected operating income			\$	44,955
For the year ended December 31, 2023				
Operating income as reported	\$	36,712		
Impact of special charge		485		
Adjusted operating income			\$	37,197
Adjusted projected operating income increase for the year ending December 31, 2024			\$	7,758
				21%
Reconciliation between GAAP and Non-GAAP projected EPS:				
For the year ending December 31, 2024				
EPS per guidance (midpoint)	\$	1.65		
Adjusted EPS			\$	1.65
For the year ended December 31, 2023				
EPS as reported	\$	1.34		
Impact of special charge, including tax		0.01		
Adjusted EPS			\$	1.35
Adjusted projected EPS increase for the year ending December 31, 2024			\$	0.30
				22%