

LeMaitre FACT SHEET

NASDAQ: LMAT
www.lemaitre.com

Unless otherwise specified, all information contained herein is provided as of March 31, 2022, except that all guidance is as of April 28, 2022. This presentation is not a reaffirmation of guidance.

Q1 2022 Results

- Sales: \$39.6mm, +10% (+13% organic)
- Op. income: \$7.9mm, flat
- Op. margin: 20%
- Net income: \$6.0mm, +2%
- EPS: \$0.27 per diluted share, -4%
- Cash Balance: \$70.9mm, No Debt

Factory Closure: St. Etienne, France

- St. Etienne employees were notified that closure will occur by 6/30/22
- Expected to increase annual operating income by \$1mm beginning in 2023

NASDAQ Dividend Achievers Index

- LMAT included in NASDAQ US Broad Dividend Achievers Index on 3/21/22

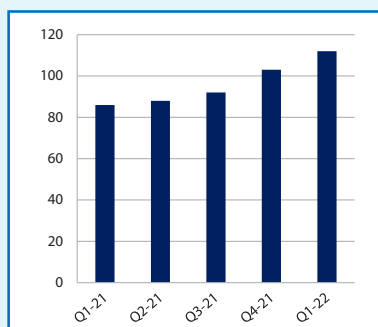


Direct-to-Hospital in Korea

- Hired country manager
- Signed 5yr lease in Seoul
- Agreed to \$0.5mm distributor buyout
- Expect to sell direct January 2023



Sales Rep Headcount



ABOUT LEMAITRE

LeMaitre is a provider of medical devices 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 devices used primarily by vascular surgeons.

Offices	Americas	EMEA	APAC
	Burlington, MA (HQ)	Sulzbach, Germany	Singapore
	Chandler, AZ	Hereford, United Kingdom	Tokyo, Japan
	Vaughan, Canada	Milan, Italy	Shanghai, China
		Madrid, Spain	Kensington, Australia

FY 2022 Guidance	\$162.0mm sales (at midpoint), +5%
	65.9% gross margin
	\$32.7mm op. income (at midpoint), -10%
	\$35.8mm op. income excluding special charges (at midpoint), -2%
	\$1.15 earnings per diluted share (at midpoint), -2%
	\$1.26 earnings per diluted share excluding special charges (at midpoint), +1%
Product Lines	14 product lines comprising biologic implants, synthetic implants, & disposable devices
Employees	520
Q1 2022 Shares	22.1mm fully diluted weighted average common shares outstanding



* Midpoint of guidance range provided 4/28/22. Op. Inc. amount includes \$3.1mm one-time expense for St. Etienne factory closure.
 † 1X gains associated with acquisition and divestiture transactions
 ‡ Special charges included in GAAP operating income guidance on 4/28/22

SALES & PROFIT GROWTH PLATFORM

Sales Force - Direct sales in 24 countries through 112 sales reps & 11 sales offices.

Acquisitions - 24 acquisitions completed in the last 25 years.

Factory Consolidations - 16 factory consolidations completed in the last 25 years.

R&D - 15 next-generation and new product launches completed in the last 22 years.

CASH RETURNS TO SHAREHOLDERS

LeMaitre will pay a quarterly dividend of \$0.125 per share on 6/2/22.

LeMaitre authorized a \$20mm share repurchase program on 2/22/22.

ANALYST COVERAGE

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DISCLAIMERS

Unaudited Quarterly Financial Results

The quarterly 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 March 31, 2022

Net sales as reported	\$	39,561	
Impact of currency exchange rate fluctuations		820	
Net impact of acquisitions excluding currency		-	
Adjusted net sales			\$ 40,381

For the three months ended March 31, 2021

Net sales as reported	\$	35,883	
Adjusted net sales			\$ 35,883

Adjusted net sales increase for the three months ended March 31, 2022 \$ 4,498 13%

Reconciliation between GAAP and Non-GAAP projected operating income:

For the year ending December 31, 2022

Operating income per guidance (midpoint)	\$	32,714	
Impact of special charges		3,103	
Adjusted projected operating income			\$ 35,817

For the year ending December 31, 2021

Operating income as reported	\$	36,425	
Adjusted operating income			\$ 36,425

Adjusted projected operating income decrease for the year ending December 31, 2022 \$ (608) -2%

Reconciliation between GAAP and Non-GAAP projected EPS:

For the year ending December 31, 2022

EPS per guidance (midpoint)	\$	1.15	
Impact of special charges		0.11	
Adjusted EPS			\$ 1.26

For the year ended December 31, 2021

EPS as reported	\$	1.25	
Adjusted EPS			\$ 1.25

Adjusted projected EPS increase for the year ending December 31, 2022 \$ 0.01 1%