

# LeMaitre FACT SHEET

NASDAQ: LMAT  
www.lemaitre.com

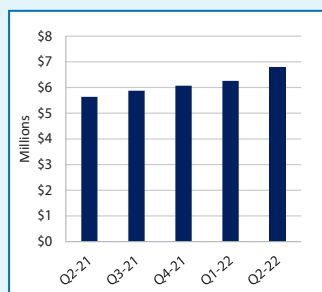
Unless otherwise specified, all information contained herein is provided as of June 30, 2022, except that all guidance is as of July 28, 2022. This presentation is not a reaffirmation of guidance.

## Q2 2022 Results

- Sales: \$42.1mm, +4% (+8% organic)
- Gross Margin: 66.0%
- Op. income
  - » Reported: \$5.8mm, -48% (14% margin)
  - » Adjusted\*: \$8.9mm, -20% (21% margin)
- EPS
  - » Reported: \$0.16, -60%
  - » Adjusted\*: \$0.29, -26%
- Cash Balance: \$75.7mm, No Debt

\*Excludes impact of special charges related to St. Etienne factory closure

## XenoSure Sales Increase

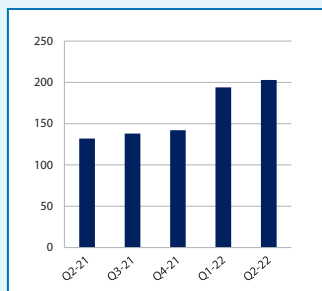


## Allograft Sales Grew 25% in Q2



- 2016 acquired Restore Flow Allografts
- 2017 expanded into Canada
- 2020 launched cardiac SKUs
- 2022 expanded into United Kingdom

## Direct Labor Headcount Increase



- Additional DL headcount drives efficiencies and reduces stockout risk

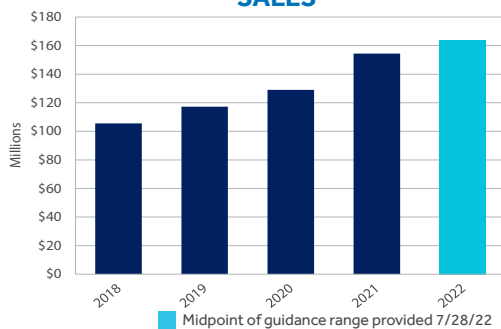
## ABOUT LEMAITRE

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. We develop, manufacture, and market implantable and disposable medical devices used primarily by vascular surgeons. We also derive revenues from the processing and cryopreservation of human tissues for implantation in patients.

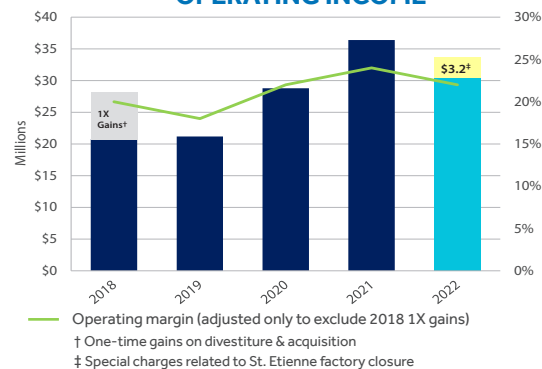
Offices	Americas	EMEA	APAC
	Burlington, MA (HQ)	Sulzbach, Germany	Singapore
	Chandler, AZ	Hereford, United Kingdom	Tokyo, Japan
	Vaughan, Canada	Milan, Italy	Shanghai, China
		Madrid, Spain	Kensington, Australia
			Seoul, Korea

- FY 2022 Guidance**
  - \$164.0mm sales (at midpoint), +6%
  - 66.5% gross margin
  - \$30.4mm op. income (at midpoint), -17%
  - \$33.6mm op. income excluding special charges (at midpoint), -8%
  - \$1.02 earnings per diluted share (at midpoint), -19%
  - \$1.17 earnings per diluted share excluding special charges (at midpoint), -7%
- Product Lines** 13 product lines comprising biologic implants, synthetic implants, & disposable devices
- Employees** 539 full-time
- Q2 2022 Shares** 22.1mm fully diluted weighted average common shares outstanding

## SALES



## OPERATING INCOME



## SALES & PROFIT GROWTH PLATFORM

- Sales Force** - Direct sales in 24 countries through 111 sales reps & 12 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 9/8/22.  
 LeMaitre authorized a \$20mm share repurchase program on 2/22/22.

## ANALYST COVERAGE

<b>Barrington</b>	Michael Petusky	mpetusky@brai.com	(312) 634-6320
<b>Jefferies</b>	Zachary Weiner	zweiner@jefferies.com	(212) 284-2187
<b>KeyBanc</b>	Matthew Mishan	mmishan@key.com	(917) 368-2261
<b>Lake Street</b>	Brooks O'Neil	brooks.oneil@lakestreetcm.com	(612) 249-8999
<b>ROTH</b>	Scott Henry	shenry@roth.com	(949) 500-0863
<b>Sidoti</b>	James Sidoti	jsidoti@sidoti.com	(212) 453-7056
<b>Spartan Capital</b>	Javier Fonseca	jfonseca@spartancapital.com	(212) 843-3717
<b>Stifel</b>	Rick Wise	wiser@stifel.com	(212) 271-3806

## CONTACT INFORMATION

<b>George LeMaitre, Chairman &amp; CEO</b>	glemaitre@lemaitre.com	(781) 425-1676
<b>David Roberts, President</b>	droberts@lemaitre.com	(781) 425-1693
<b>JJ Pellegrino, CFO</b>	jjpellegrino@lemaitre.com	(781) 425-1691

## 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

Unless otherwise specified, all information contained herein is provided as of June 30, 2022, except that all management guidance is as of July 28, 2022. This document is not a reaffirmation of management guidance.

#### 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 June 30, 2022

Net sales as reported	\$	42,108	
Impact of currency exchange rate fluctuations		<u>1,686</u>	
Adjusted net sales			\$ 43,794

For the three months ended June 30, 2021

Net sales as reported	\$	40,670	
Adjusted net sales			<u>\$ 40,670</u>

Adjusted net sales increase for the three months ended June 30, 2022 \$ 3,124 8%

##### Reconciliation between GAAP and Non-GAAP operating income:

For the three months ended June 30, 2022

Operating income as reported	\$	5,784	
Impact of special charges		<u>3,107</u>	
Adjusted operating income			\$ 8,891

For the three months ended June 30, 2021

Operating income as reported	\$	11,106	
Adjusted operating income			<u>\$ 11,106</u>

Adjusted operating income decrease for the three months ended June 30, 2022 \$ (2,215) -20%

##### Reconciliation between GAAP and Non-GAAP projected operating income:

For the year ending December 31, 2022

Operating income per guidance (midpoint)	\$	30,374	
Impact of special charges		<u>3,207</u>	
Adjusted projected operating income			\$ 33,581

For the year ended December 31, 2021

Operating income as reported	\$	36,425	
Adjusted operating income			<u>\$ 36,425</u>

Adjusted projected operating income decrease for the year ending December 31, 2022 \$ (2,844) -8%

##### Reconciliation between GAAP and Non-GAAP EPS:

For the three months ended June 30, 2022

EPS as reported	\$	0.16	
Impact of special charges		<u>0.14</u>	
Adjusted EPS			\$ 0.29

For the three months ended June 30, 2021

EPS as reported	\$	0.40	
Adjusted EPS			<u>\$ 0.40</u>

Adjusted EPS decrease for the three months ended June 30, 2022 \$ (0.10) -26%

##### Reconciliation between GAAP and Non-GAAP projected EPS:

For the year ending December 31, 2022

EPS per guidance (midpoint)	\$	1.02	
Impact of special charges		<u>0.14</u>	
Adjusted EPS			\$ 1.17

For the year ended December 31, 2021

EPS as reported	\$	1.25	
Adjusted EPS			<u>\$ 1.25</u>

Adjusted projected EPS decrease for the year ending December 31, 2022 \$ (0.08) -7%

##### Reconciliation between GAAP and Non-GAAP operating margin:

For the three months ended June 30, 2022

Operating margin as reported		14%	
Impact of special charges		<u>7%</u>	
Adjusted operating margin			<u>21%</u>