

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

(amounts in thousands)
(unaudited)

Valvulotomes sales reconciliation between GAAP and Non-GAAP:

For the three months ended September 30, 2022

Net sales as reported	\$ 6,593	
Impact of currency exchange rate fluctuations	361	
Adjusted net sales	<u>6,954</u>	\$ 6,954

For the three months ended September 30, 2021

Net sales as reported	\$ 6,978	
Adjusted net sales		<u>\$ 6,978</u>

Valvulotomes adjusted net sales for the three months ended September 30, 2022 \$ (24) 0%

Biologics sales growth reconciliation between GAAP and Non-GAAP:

For the three months ended September 30, 2022

Net sales as reported	\$ 19,514	
Impact of currency exchange rate fluctuations	732	
Adjusted net sales	<u>20,246</u>	\$ 20,246

For the three months ended September 30, 2021

Net sales as reported	\$ 18,834	
Adjusted net sales		<u>\$ 18,834</u>

Biologics adjusted net sales increase for the three months ended September 30, 2022 \$ 1,412 7%

XenoSure sales growth reconciliation between GAAP and Non-GAAP:

For the three months ended September 30, 2022

Net sales as reported	\$ 6,337	
Impact of currency exchange rate fluctuations	446	
Adjusted net sales	<u>6,783</u>	\$ 6,783

For the three months ended September 30, 2021

Net sales as reported	\$ 5,875	
Adjusted net sales		<u>\$ 5,875</u>

XenoSure adjusted net sales increase for the three months ended September 30, 2022 \$ 908 15%