

# LeMaitre FACT SHEET

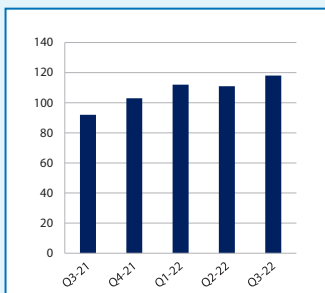
NASDAQ: LMAT  
www.lemaitre.com

Unless otherwise specified, all information contained herein is provided as of September 30, 2022, except that all guidance is as of October 27, 2022. This presentation is not a reaffirmation of guidance.

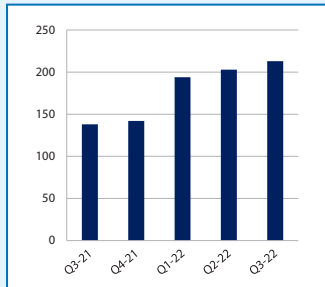
## Q3 2022 Results

- Sales: \$39.0mm, +2% (+7% organic)
- Op. income: \$6.2mm, -32%
- Op. margin: 16%
- Net income: \$5.5mm, -16%
- Earnings per diluted share: \$0.25, -17%
- Cash Balance: \$79.7mm

## Sales Rep Headcount

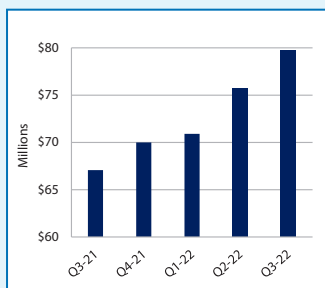


## Direct Labor Headcount



- Additional DL headcount expected to drive efficiencies and reduce stockout risk

## Cash & Investments



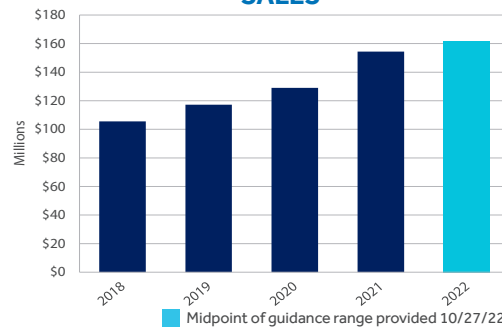
## ABOUT LEMAITRE

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.

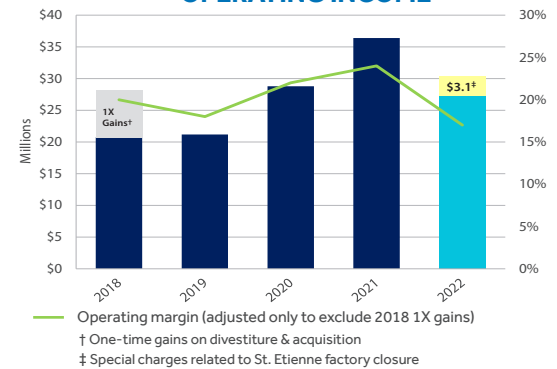
Offices	Americas	EMEA	APAC
	Burlington, MA (HQ) Chandler, AZ Vaughan, Canada	Sulzbach, Germany Hereford, United Kingdom Milan, Italy Madrid, Spain	Singapore Tokyo, Japan Shanghai, China Kensington, Australia Seoul, Korea

<b>FY 2022 Guidance</b>	\$161.7mm sales (at midpoint), +5%
	65.4% gross margin
	\$27.2mm op. income (at midpoint), -25%
	\$30.3mm op. income excluding special charges (at midpoint), -17%
	\$0.94 earnings per diluted share (at midpoint), -25%
	\$1.05 earnings per diluted share excluding special charges (at midpoint), -16%
<b>Product Lines</b>	13 product lines comprising biologic implants, synthetic implants, & disposable devices
<b>Employees</b>	558 full-time
<b>Q3 2022 Shares</b>	22.2mm fully diluted weighted average common shares outstanding

## SALES



## OPERATING INCOME



## SALES & PROFIT GROWTH PLATFORM

**Sales Force** - Direct sales in 24 countries through 118 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 12/1/22.

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>	Michael Sarcone	msarcone@jefferies.com	(212) 778-8606
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<b>Sidoti</b>	James Sidoti	jsidoti@sidoti.com	(212) 453-7056
<b>Stifel</b>	Rick Wise	wiser@stifel.com	(212) 271-3806

## CONTACT INFORMATION

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<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 September 30, 2022, except that all management guidance is as of October 27, 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 September 30, 2022

Net sales as reported	\$	39,028	
Impact of currency exchange rate fluctuations		<u>1,895</u>	
Adjusted net sales	\$		40,923

For the three months ended September 30, 2021

Net sales as reported	\$	38,368	
Adjusted net sales			<u>\$ 38,368</u>

Adjusted net sales increase for the three months ended September 30, 2022 \$ 2,555 7%

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

For the year ending December 31, 2022

Operating income per guidance (midpoint)	\$	27,242	
Impact of special charge		<u>3,107</u>	
Adjusted projected operating income	\$		30,349

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

For the year ending December 31, 2022

EPS per guidance (midpoint)	\$	0.94	
Impact of special charge	\$	<u>0.11</u>	
Adjusted EPS	\$		1.05