

LeMaitre Vascular

FACT SHEET

NASDAQ: LMAT
www.lemaitre.com

All information is current through March 31, 2017 unless otherwise noted.
Management guidance is as of April 26, 2017.

Q1 2017 HIGHLIGHTS

FINANCIAL

- Record Sales, \$24.1mm
 - +19%
 - +13% Organic
- Operating Income, \$4.2mm
 - +27%
 - 17% Operating Margin
- Net Income, \$3.2mm
 - +49%
- EPS, \$0.16
 - +42%

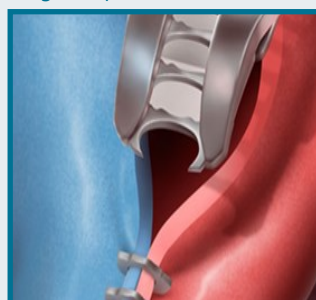
XENOSURE® BIOLOGIC PATCH

- Q1 sales growth: 48%
- Largest product line since Q3-16

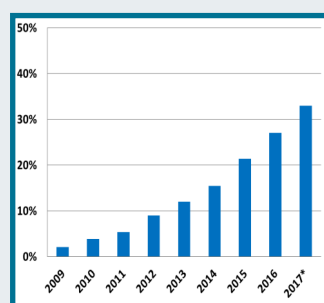


ANASTOCLIP®

- Q1 sales growth: 43%
- Long A-Clip launched Q4-15



MIX SHIFT TO BIOLOGICS



*Q1 2017



Your Peripheral Vision®

ABOUT LEMAITRE VASCULAR

LeMaitre Vascular is a provider of vascular devices, implants 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 vascular devices to address the needs of the vascular surgeon.

| Offices | Burlington, MA (HQ) | Sulzbach, Germany | Shanghai, China |
|---------|---------------------|-------------------|-------------------------|
| | Fox River Grove, IL | Milan, Italy | Tokyo, Japan |
| | Mississauga, Canada | Madrid, Spain | N. Melbourne, Australia |

2017 Management Guidance
 \$100.5mm sales, +13%
 \$20.0mm operating income, +22% (20% operating margin)
 \$0.70 earnings per diluted share, +27%

Product Portfolio 15 product lines used primarily in arteries and veins outside of the heart

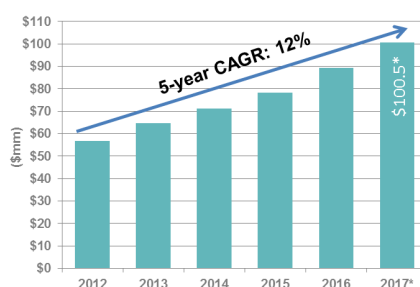
Global Reach* 95 sales representatives, direct in 21 countries

Employees* 385

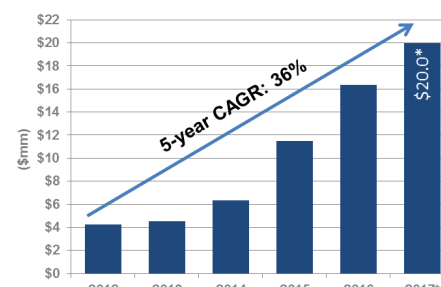
Shares* 19.7 million fully diluted shares outstanding

*As of 3/31/2017

SALES



OPERATING INCOME



*Management Guidance, April 26, 2017

GROWTH STRATEGY

Expand the Sales Force - LeMaitre Vascular has expanded its sales force to 95 sales representatives and is now direct in 21 countries.

Acquire Devices - In the last 19 years, LeMaitre Vascular has completed 19 acquisitions. In November, the company acquired the assets of Restore Flow Allografts for \$14.0mm plus potential earnouts.

Develop Devices - LeMaitre Vascular now has 10 product development engineers on staff. In Q4 2015, LeMaitre Vascular launched the elongated 15cm AnastoClip AC. In Q4 2016 LeMaitre Vascular launched additional sizes of XenoSure and OmniFlow II.

CASH RETURN TO SHAREHOLDERS

On July 25, 2016, the Company's Board of Directors authorized a \$5mm share repurchase program. The Company will pay a quarterly dividend of 5.5¢ per share on June 8, 2017.

ANALYST COVERAGE

| | | | |
|--------------------------|-----------------|-------------------------------|----------------|
| Barrington | Michael Petusky | mpetusky@brai.com | (312) 634-6320 |
| Benchmark | Ray Myers | rmyers@benchmarkcompany.com | (617) 899-8258 |
| Canaccord Genuity | Jason Mills | jmills@canaccordgenuity.com | (415) 229-7166 |
| Craig-Hallum | Charles Haff | charles.haff@craig-hallum.com | (612) 334-6347 |
| First Analysis | Joseph Munda | jmunda@firstanalysis.com | (312) 258-7125 |
| Roth | Chris Lewis | clewis@roth.com | (949) 720-7163 |
| Sidoti | James Sidoti | jsidoti@sidoti.com | (212) 453-7056 |
| Stifel | Rick Wise | wiser@stifel.com | (212) 271-3806 |

COMPANY CONTACT

| | | |
|--|---------------------------|----------------|
| George LeMaitre, Chairman & CEO | glemaitre@lemaitre.com | (781) 425-1676 |
| David Roberts, President | droboterts@lemaitre.com | (781) 425-1693 |
| JJ Pellegrino, CFO | jjpellegrino@lemaitre.com | (781) 425-1691 |

Forward-Looking Statements

The Company's Q1 2017 financial results, as discussed in this fact sheet, are preliminary and unaudited. This fact sheet contains forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. Statements in this fact sheet regarding the Company's business that are not historical facts may be "forward-looking statements" that involve risks and uncertainties. Specifically, forward-looking statements in this fact sheet include, but are not limited to, statements about the Company's expectations regarding 2017 sales and operating income levels. Forward-looking statements are based on management's current, preliminary expectations and are subject to risks and uncertainties that could cause actual results to differ from the results expected. Risks and uncertainties that the Company faces are described under the heading "Risk Factors" in our most recent Annual Report on Form 10-K, as updated by our subsequent filings with the SEC, all of which are available on the Company's investor relations website at <http://www.lemaitre.com> and on the SEC's website at <http://www.sec.gov>. Undue reliance should not be placed on forward-looking statements, which speak only as of the date they are made. The Company undertakes no obligation to update publicly any forward-looking statements to reflect new information, events, or circumstances after the date they were made, or to reflect the occurrence of unanticipated events.

Use of Non-GAAP Financial Measures

LeMaitre Vascular management believes that in order to better understand the Company's short-term and long-term financial trends, investors may wish to consider certain non-GAAP financial measures as a supplement to financial performance measures prepared in accordance with GAAP. Non-GAAP financial measures are not based on a comprehensive set of accounting rules or principles and do not have standardized meanings. These non-GAAP measures result from facts and circumstances that may vary in frequency and/or impact on continuing operations. Non-GAAP measures should be considered in addition to, and not as a substitute for, financial performance measures in accordance with GAAP.

| Reconciliation between GAAP and Non-GAAP sales growth: | | | |
|--|----|----------------|------------------|
| For the three months ending March 31, 2017 | | | |
| Net sales as reported | \$ | 24,139 | |
| Impact of currency exchange rate fluctuations | | 285 | |
| Net impact of acquisitions excluding currency | | <u>(1,501)</u> | |
| Adjusted net sales | | | \$ 22,923 |
| For the three months ending March 31, 2016 | | | |
| Net sales as reported | \$ | 20,258 | |
| Net impact of divestitures excluding currency | | <u>-</u> | |
| Adjusted net sales | | | <u>\$ 20,258</u> |
| Adjusted net sales increase for the three months ending March 31, 2017 | \$ | 2,665 | 13% |