

# LeMaitre Vascular

## FACT SHEET

NASDAQ: LMAT  
www.lemaitre.com

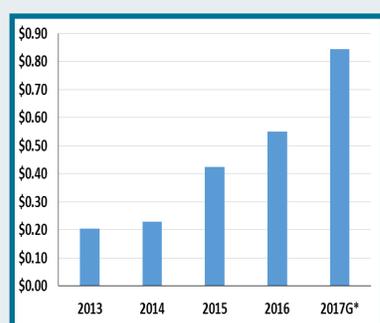
All information is current through September 30, 2017 unless otherwise noted.  
Management guidance is as of October 26, 2017.

### Q3 2017 HIGHLIGHTS

#### FINANCIAL

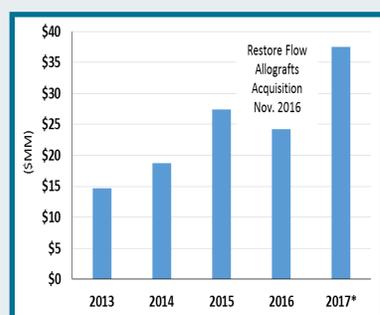
- Sales, \$24.8mm, +7%
  - Second best quarter ever
- Record Net Income, \$5.0mm, +56%
- Record EPS, \$0.25, +49%
- Record Cash, \$37.5mm
  - +\$7.4mm since June 30, 2017

#### STRONG EPS GROWTH



\*Midpoint of management guidance as of October 26, 2017

#### GROWING CASH BALANCE



\*As of 9/30/2017

#### RESTOREFLOW® ALLOGRAFTS

- 2017 annualized sales roughly 60% ahead of pre-acquisition levels



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

\$100.6mm - \$101.4mm sales, +13% reported°  
\$20.4mm - \$21.0mm operating income, +27% (21% operating margin)°  
\$0.83 - \$0.85 earnings per diluted share, +53%°

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

**Global Reach\*** 89 sales representatives, direct in 21 countries

**Employees\*** 389

**Shares\*** 20.1 million fully diluted shares outstanding \*As of 9/30/2017 °Midpoint of guidance range

#### SALES



#### OPERATING INCOME



\*Midpoint of management guidance as of October 26, 2017

### GROWTH STRATEGY

**Expand the Sales Force** - LeMaitre Vascular has 89 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. LeMaitre Vascular recently launched XenoSure pledgets in the United States and is planning to launch in Europe and Canada by the end of Q4-17.

### CASH RETURN TO SHAREHOLDERS

On July 25, 2017 the Company's Board of Directors authorized a \$7.5mm share repurchase program. The Company will pay a quarterly dividend of 5.5¢ per share on December 7, 2017.

### ANALYST COVERAGE

<b>Barrington</b>	Michael Petusky	mpetusky@brai.com	(312) 634-6320
<b>Benchmark</b>	Ray Myers	rmyers@benchmarkcompany.com	(617) 899-8258
<b>Canaccord Genuity</b>	Jason Mills	jmills@canaccordgenuity.com	(415) 229-7166
<b>First Analysis</b>	Joseph Munda	jmunda@firstanalysis.com	(312) 258-7125
<b>Roth</b>	Scott Henry	shenry@roth.com	(949) 720-7123
<b>Sidoti</b>	James Sidoti	jsidoti@sidoti.com	(212) 453-7056
<b>Stifel</b>	Rick Wise	wiser@stifel.com	(212) 271-3806

### COMPANY CONTACT

<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
<b>Steven Chehames, Investor Relations</b>	schehames@lemaitre.com	(781) 425-1659

## **Forward-Looking Statements**

The Company's Q3 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, operating income levels, and 2017 earnings per share. 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.