

LeMaitre FACT SHEET

NASDAQ: LMAT
www.lemaitre.com

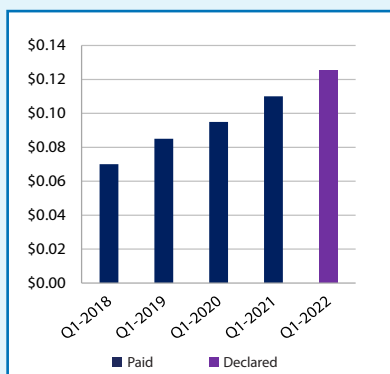
All information is as of 12/31/21 unless otherwise noted

Q4 2021 RESULTS

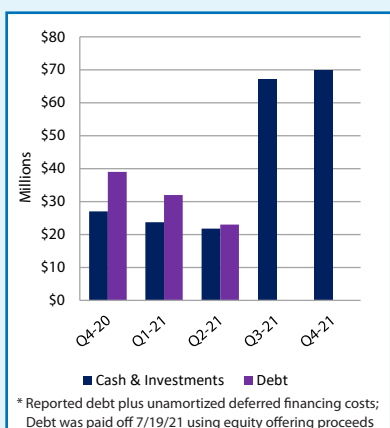
- Sales: \$39.5mm, +5% (+6% organic)
- Operating Income: \$8.3mm, -13%
- EPS: \$0.28 per diluted share, -18%
- Cash Balance: \$70.0mm; No Debt

QUARTERLY TRENDS

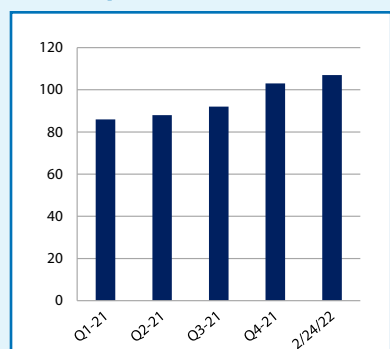
Dividend Per Share



Cash & Investments and Debt*



Sales Rep Headcount



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. The Company develops, manufactures, and markets disposable and implantable devices used primarily by vascular surgeons.

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

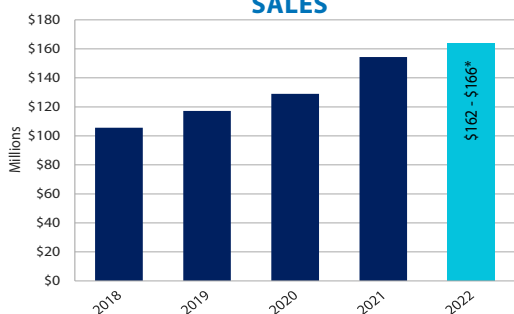
FY 2022 Guidance \$164mm sales (at midpoint), +6%
67.2% gross margin
\$39.8mm operating income (at midpoint), +9%
\$1.40 earnings per diluted share (at midpoint), +12%

Product Lines 14 product lines comprising biologic implants, synthetic implants, & disposable devices

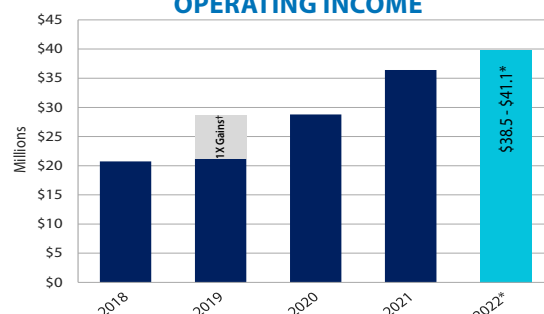
Employees 498 (as of 2/24/22)

Q4 2021 Shares 22.1mm fully diluted weighted average common shares outstanding

SALES



OPERATING INCOME



* Midpoint of guidance range provided 2/24/22
† 1X gains associated with acquisition and divestiture transactions

SALES & PROFIT GROWTH PLATFORM

Sales Force - Direct sales in 24 countries through 107 sales reps & 11 sales offices (as of 2/24/22).

Acquisitions - 24 acquisitions completed in the last 24 years.

Factory Consolidations - 16 factory consolidations completed in the last 24 years.

R&D - 15 next-generation and new product launches completed in the last 21 years.

CASH RETURNS TO SHAREHOLDERS

LeMaitre will pay a quarterly dividend of \$0.125 per share on 3/24/22 (+14%; increasing for 11th straight year).

LeMaitre authorized a \$20mm share repurchase program on 2/22/22.

ANALYST COVERAGE

Barrington	Michael Petusky	mpetusky@brai.com	(312) 634-6320
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Stifel	Rick Wise	wiser@stifel.com	(212) 271-3806

CONTACT INFORMATION

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JJ Pellegrino, CFO	jjpellegrino@lemaitre.com	(781) 425-1691



DISCLAIMERS

Unaudited Quarterly & 2021 Financial Results

The quarterly and 2021 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 December 31, 2021, except that all management guidance is as of February 24, 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 December 31, 2021

Net sales as reported	\$	39,503	
Impact of currency exchange rate fluctuations		<u>372</u>	
Adjusted net sales			\$ 39,875

For the three months ended December 31, 2020

Net sales as reported	\$	37,548	
Adjusted net sales			<u>\$ 37,548</u>

Adjusted net sales increase for the three months ended December 31, 2021		<u>\$ 2,327</u>	<u>6%</u>
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Reconciliation between GAAP and Non-GAAP debt outstanding

	<u>June 30, 2021</u>	<u>March 31, 2021</u>	<u>December 31, 2020</u>
Debt as reported	\$ 22,448	\$ 31,235	\$ 38,032
Add back unamortized deferred financing costs	<u>552</u>	<u>765</u>	<u>968</u>
Adjusted debt outstanding	<u>\$ 23,000</u>	<u>\$ 32,000</u>	<u>\$ 39,000</u>