

## Q2 2021 RESULTS

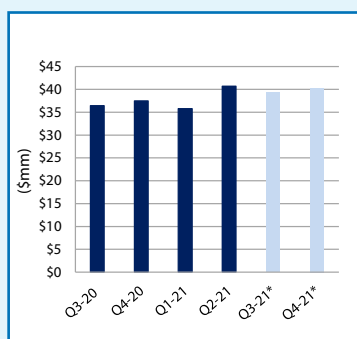
- Sales: \$40.7mm, +64% (+35% organic)
- Operating Income: \$11.1mm, +128%
- Operating Margin: 27%
- Net income: \$8.3mm, +137%
- EPS: \$0.40 per diluted share, +131%
- EBITDA: \$13.3mm, +108%

## 7/16/21 STOCK OFFERING

- 1,000,000 primary shares (plus 150,000 over-allotment option)
- 4.9% increase in shares outstanding (excluding over-allotment option)
- \$54.50 per share
- Co-bookrunners: Jefferies & Stifel
- Use of proceeds:
  - Repay in full outstanding debt Completed 7/19/21
  - General corporate purposes

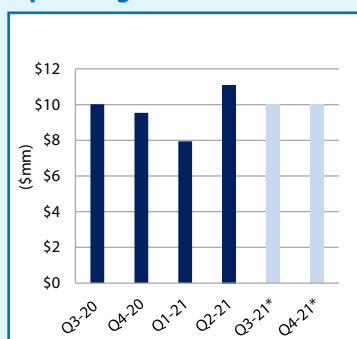
## QUARTERLY TRENDS

### Sales



\*Midpoint of guidance range provided 7/29/21

### Operating Income



\*Midpoint of guidance range provided 7/29/21

## 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

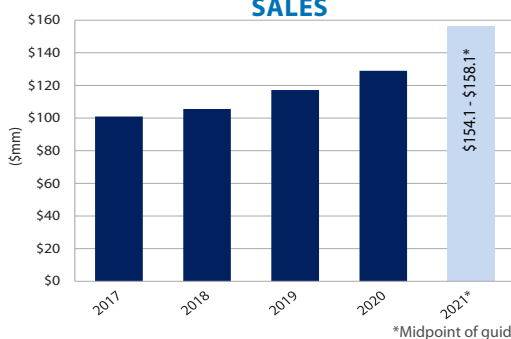
**FY 2021 Guidance** \$154.1mm - \$158.1mm sales, +21% at midpoint  
66.6% gross margin  
\$37.7mm - \$40.4mm operating income, +36% at midpoint  
\$1.30 - \$1.40 earnings per diluted share, +30% at midpoint

**Product Lines** 17 product lines comprising biologic implants, synthetic implants, & disposable devices

**Employees** 417

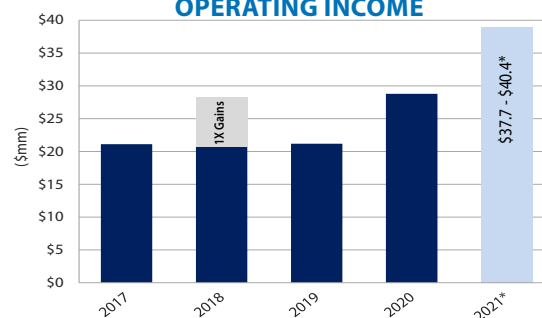
**Shares** 21.7mm basic shares outstanding after 7/16/21 offering

### SALES



\*Midpoint of guidance range provided 7/29/21

### OPERATING INCOME



## SALES & PROFIT GROWTH PLATFORM

**Sales Force** - Direct sales in 24 countries through 88 sales reps (with 27 sales rep open hiring requisitions) & 11 sales offices.

**Acquisitions** - 24 acquisitions completed in the last 23 years.

**Factory Consolidations** - 16 factory consolidations completed in the last 23 years.

**R&D** - 15 next-generation and new product launches completed in the last 20 years.

## CASH RETURNS TO SHAREHOLDERS

LeMaitre will pay a quarterly dividend of \$0.11 per share on 9/9/21.

LeMaitre authorized a \$15mm share repurchase program on 2/23/21.

## ANALYST COVERAGE

<b>Barrington</b>	Michael Petusky	mpetusky@brai.com	(312) 634-6320
<b>KeyBanc</b>	Matthew Mishan	mmishan@key.com	(917) 368-2261
<b>Lake Street</b>	Brooks O'Neil	brooks.oneil@lakestreetcm.com	(612) 249-8999
<b>ROTH</b>	Scott Henry	shenry@roth.com	(949) 500-0863
<b>Sidoti</b>	James Sidoti	jsidoti@sidoti.com	(212) 453-7056
<b>Stifel</b>	Rick Wise	wiser@stifel.com	(212) 271-3806

## CONTACT INFORMATION

<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

## DISCLAIMERS

### Unaudited Quarterly Results

This document contains quarterly financial results. Quarterly financial results 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 June 30, 2021, except that all management guidance is as of July 29, 2021. This document is not a reaffirmation of management guidance.

### Reconciliation of Non-GAAP Financial Measures

Reconciliation between GAAP and Non-GAAP estimated net sales growth (unaudited, \$ in thousands)			
For the three months ended June 30, 2021			
Preliminary net sales as reported	\$ 40,670		
Preliminary impact of currency exchange rate fluctuations	(1,186)		
Preliminary net impact of acquisitions excluding currency	<u>(5,982)</u>		
Preliminary adjusted net sales		\$ 33,502	
For the three months ended June 30, 2020			
Net sales as reported	\$ 24,851		
Adjusted net sales		<u>\$ 24,851</u>	
Preliminary adjusted net sales increase for the three months ended June 30, 2021		<u>\$ 8,651</u>	<u>35%</u>

Reconciliation between GAAP and Non-GAAP EBITDA (unaudited, \$ in thousands)	
	<u>Q2 2021</u>
Net income as reported	\$ 8,299
Interest (income) expense, net	494
Amortization and depreciation expense	2,389
Provision for income taxes	<u>2,156</u>
EBITDA	<u>\$13,338</u>