

LeMaitre FACT SHEET

NASDAQ: LMAT
www.lemaitre.com

Unless otherwise specified, all information contained herein is provided as of December 31, 2022, except that all guidance is as of February 23, 2023. This presentation is not a reaffirmation of guidance.

Q4 2022 Results

- Sales: \$41.0mm, +4% (+8% organic)
- Op. income: \$7.0mm, -16%
- Op. margin: 17%
- Net income: \$5.6mm, -9%
- Earnings per diluted share: \$0.25, -9%
- Cash Balance: \$82.7mm

1st MDR CE Mark Received



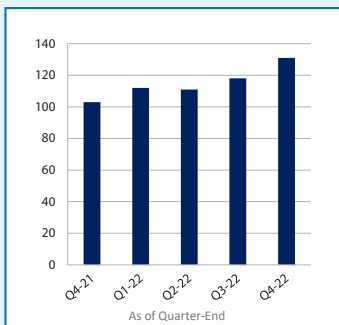
- Pruitt F3 Shunt achieved MDR CE Mark
- Filed 5 MDR applications Q4 2022

1st Direct Sale in Korea



- Hired country manager
- Opened office in Seoul
- Made 1st sale to hospital in Dec-2022

Sales Rep Headcount



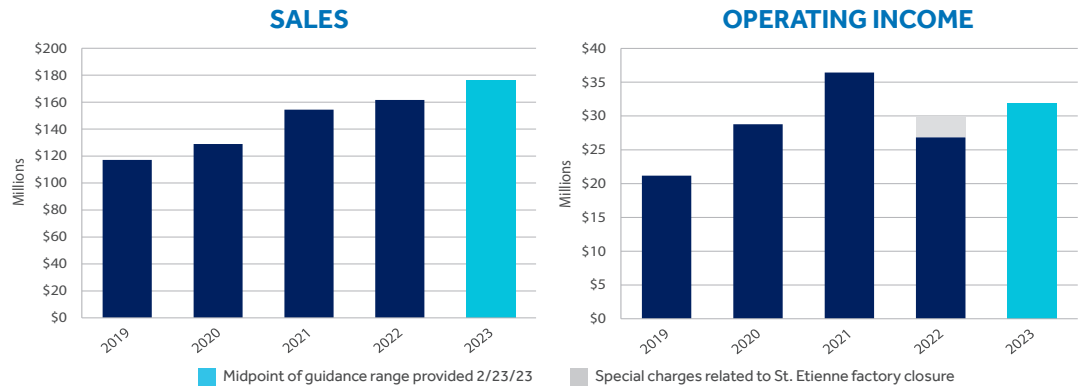
ABOUT LEMAITRE

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. 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)	Sulzbach, Germany	Singapore
	Chandler, AZ	Hereford, United Kingdom	Tokyo, Japan
	Vaughan, Canada	Milan, Italy	Shanghai, China
		Madrid, Spain	Kensington, Australia
			Seoul, Korea

FY 2023 Guidance \$176.3mm sales (at midpoint), +9% (+9% organic)
65.4% gross margin
\$31.9mm op. income (at midpoint), +19% (+7% ex. special charges)
\$1.16 earnings per diluted share (at midpoint), +24% (+8% ex. special charges)

Product Lines 13 product lines comprising biologic implants, synthetic implants, & disposable devices
Employees 591 full-time



SALES & PROFIT GROWTH PLATFORM

Sales Force - Direct sales in 25 countries through 131 sales reps & 12 sales offices.

Acquisitions - 24 acquisitions completed in the last 25 years.

Factory Consolidations - 17 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 \$0.14 per share on 3/23/23.

LeMaitre authorized a \$25mm share repurchase program on 2/21/23.

ANALYST COVERAGE

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DISCLAIMERS

Unaudited Quarterly Financial Results

The quarterly and 2022 annual 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

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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, 2022

Net sales as reported	\$	40,954	
Impact of currency exchange rate fluctuations		<u>1,737</u>	
Adjusted net sales	\$		42,691

For the three months ended December 31, 2021

Net sales as reported	\$	39,503	
Adjusted net sales			<u>\$ 39,503</u>

Adjusted net sales increase for the three months ended December 31, 2022 \$ 3,188 8%

Reconciliation between GAAP and Non-GAAP projected sales growth:

For the year ending December 31, 2023

Net sales per guidance (midpoint)	\$	176,349	
Impact of currency exchange rate fluctuations		<u>320</u>	
Adjusted projected net sales	\$		176,669

For the year ended December 31, 2022

Net sales as reported	\$	161,651	
Adjusted net sales			<u>\$ 161,651</u>

Adjusted projected net sales increase for the year ending December 31, 2023 \$ 15,018 9%

Reconciliation between GAAP and Non-GAAP projected Operating Income

For the year ending December 31, 2023

Operating Income per guidance (midpoint)	\$	31,950	
Adjusted Operating Income	\$		31,950

For the year ended December 31, 2022

Operating Income as reported	\$	26,829	
Impact of special charge		<u>3,107</u>	
Adjusted Operating Income			<u>\$ 29,936</u>

Adjusted projected Operating Income increase for the year ending December 31, 2023 \$ 2,014 7%

Reconciliation between GAAP and Non-GAAP projected EPS

For the year ending December 31, 2023

EPS per guidance (midpoint)	\$	1.16	
Adjusted Operating Income			\$ 1.16

For the year ended December 31, 2022

EPS as reported	\$	0.93	
Impact of special charge		<u>0.14</u>	
Adjusted EPS			<u>\$ 1.07</u>

Adjusted projected EPS increase for the year ending December 31, 2023 \$ 0.09 8%