

LeMaitre FACT SHEET

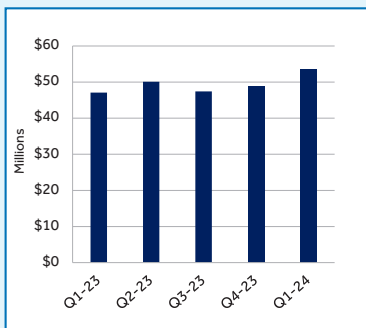
NASDAQ: LMAT
www.lemaitre.com

Unless otherwise specified, information contained herein is provided as of March 31, 2024, except that guidance is as of May 2, 2024. This document is not a reaffirmation of guidance.

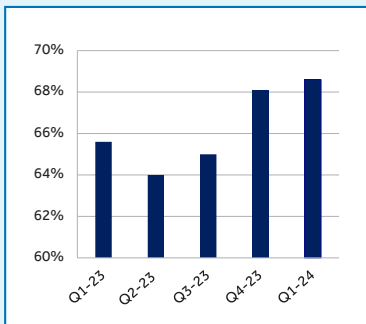
Q1 2024 Results

- Sales \$53.5mm, +14% (+11% organic)
- Gross margin 68.6%, +300 bps
- Op. income \$11.9mm, +51%
- Op. margin 22%
- Net income \$9.9mm, +64%
- Earnings per diluted share \$0.44, +62%
- Cash up \$3.2mm sequentially to \$108.3mm

Sales



Gross Margin



New Paris Sales Office



- Paris, France office opened 4/22/24
- 2,900 square feet

ABOUT LEMAITRE

LeMaitre is a worldwide 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 sell implants and disposable devices, and we process and cryopreserve allograft tissue. Our products and services are used primarily by vascular surgeons.

Offices

Americas

Burlington, MA (HQ)
Vaughan, Canada

EMEA

Sulzbach, Germany
Hereford, United Kingdom
Madrid, Spain
Paris, France
Milan, Italy

APAC

Singapore
Bangkok, Thailand
Shanghai, China
Seoul, Korea
Tokyo, Japan
Kensington, Australia

FY 2024 Guidance Sales: \$215.0mm (at midpoint), +11% (+11% organic)

Gross Margin: 68.6%

Op. Income: \$48.3mm (at midpoint), +31% (+30% excl. 2023 St. Etienne factory closure special charges)

EPS: \$1.79 (at midpoint), +33% (+32% excl. 2023 St. Etienne factory closure special charges)

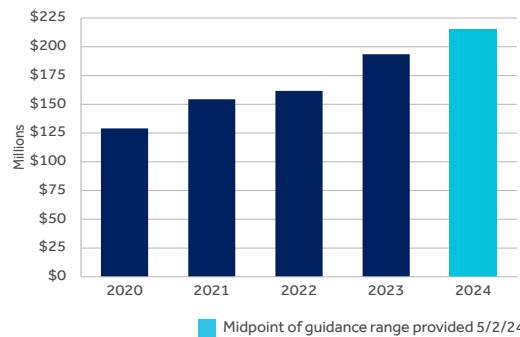
Product Lines

12 product categories comprising biologic implants, synthetic implants & disposable devices

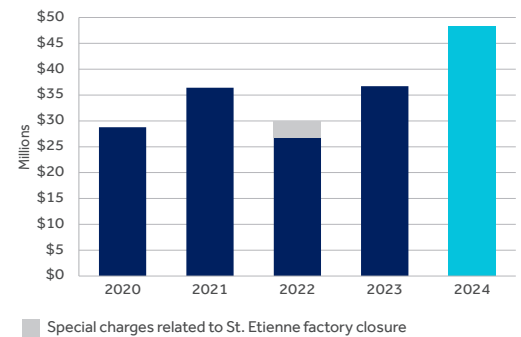
Employees

621 full-time

SALES



OPERATING INCOME



SALES & PROFIT GROWTH PLATFORM

Sales Force - Direct sales in 29 countries through 137 sales reps & 13 sales offices.

Acquisitions - 24 acquisitions completed in the last 26 years.

Factory Consolidations - 17 factory consolidations completed in the last 26 years.

Regulatory Approvals - LeMaitre has received 3 of 22 MDR CE marks and is conducting 2 clinical trials in China.

CASH RETURNS TO SHAREHOLDERS

LeMaitre will pay a quarterly dividend of \$0.16 per share on 5/30/24.

LeMaitre authorized a \$50.0mm share repurchase program on 2/21/24.

ANALYST COVERAGE

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DISCLAIMERS

Unaudited Quarterly Financial Results

The quarterly 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 March 31, 2024

Net sales as reported	\$	53,478	
Net distribution sales		(1,264)	
Impact of currency exchange rate fluctuations		(35)	
Adjusted net sales		<u>52,179</u>	\$ 52,179

For the three months ended March 31, 2023

Net sales as reported	\$	47,075	
Adjusted net sales			<u>\$ 47,075</u>

Adjusted net sales increase for the three months ended March 31, 2024 \$ 5,104 11%

Reconciliation between GAAP and Non-GAAP projected sales growth:

For the year ending December 31, 2024

Net sales per guidance (midpoint)	\$	215,000	
Net distribution sales		(1,569)	
Impact of currency exchange rate fluctuations		1,206	
Adjusted projected net sales		<u>214,637</u>	\$ 214,637

For the year ended December 31, 2023

Net sales as reported	\$	193,484	
Adjusted net sales			<u>\$ 193,484</u>

Adjusted projected net sales increase for the year ending December 31, 2024 \$ 21,153 11%

Reconciliation between GAAP and Non-GAAP projected operating income:

For the year ending December 31, 2024

Operating income per guidance (midpoint)	\$	48,271	
Adjusted projected operating income			<u>\$ 48,271</u>

For the year ended December 31, 2023

Operating income as reported	\$	36,712	
Impact of special charge		485	
Adjusted operating income			<u>\$ 37,197</u>

Adjusted projected operating income increase for the year ending December 31, 2024 \$ 11,074 30%

Reconciliation between GAAP and Non-GAAP projected EPS:

For the year ending December 31, 2024

EPS per guidance (midpoint)	\$	1.79	
Adjusted EPS			<u>\$ 1.79</u>

For the year ended December 31, 2023

EPS as reported	\$	1.34	
Impact of special charge		0.02	
Adjusted EPS			<u>\$ 1.36</u>

Adjusted projected EPS increase for the year ending December 31, 2024 \$ 0.43 32%