



# J.P. Morgan

Healthcare Conference

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Stephen Trowbridge, Executive Vice President & CFO



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In the United States, the NanoKnife System has received a 510(k) clearance by the Food and Drug Administration for use in the surgical ablation of soft tissue, and is similarly approved for commercialization in Canada, the European Union and Australia. The NanoKnife System has not been cleared for the treatment or therapy of a specific disease or condition.

### **Notice Regarding Non-GAAP Financial Measures**

Management uses non-GAAP measures to establish operational goals and believes that non-GAAP measures may assist investors in analyzing the underlying trends in AngioDynamics' business over time. Investors should consider these non-GAAP measures in addition to, not as a substitute for or as superior to, financial reporting measures prepared in accordance with GAAP. In this presentation, AngioDynamics has reported adjusted EBITDA (income before interest, taxes, depreciation and amortization and stock-based compensation); adjusted net income and adjusted earnings per share. Management uses these measures in its internal analysis and review of operational performance. Management believes that these measures provide investors with useful information in comparing AngioDynamics' performance over different periods. By using these non-GAAP measures, management believes that investors get a better picture of the performance of AngioDynamics' underlying business. Management encourages investors to review AngioDynamics' financial results prepared in accordance with GAAP to understand AngioDynamics' performance taking into account all relevant factors, including those that may only occur from time to time but have a material impact on AngioDynamics' financial results. Please see the tables that follow for a reconciliation of non-GAAP measures to measures prepared in accordance with GAAP.



# AngioDynamics

A medical technology platform company focused on a select group of large, high growth markets where meaningful treatment gaps exist in current standard of care.

Our technologies positively impact treatment options and patients' quality of life.

AURYON



Nanoknife

ANGIO©VAC



ALPHAVAC

# AngioDynamics



Investments in our Med Tech platforms are funded by operating cash flows from our Med Device portfolio

## Med Tech: Invest for Growth

Peripheral Arterial Disease

Venous Thromboembolism

Cardiac Thrombus & Emboli

Solid Tumor

## Med Device: Maintain Positioning

Vascular Access Catheters & Accessories

Microwave & Radiofrequency Ablation

Diagnostic Catheters, Guidewires & Kits

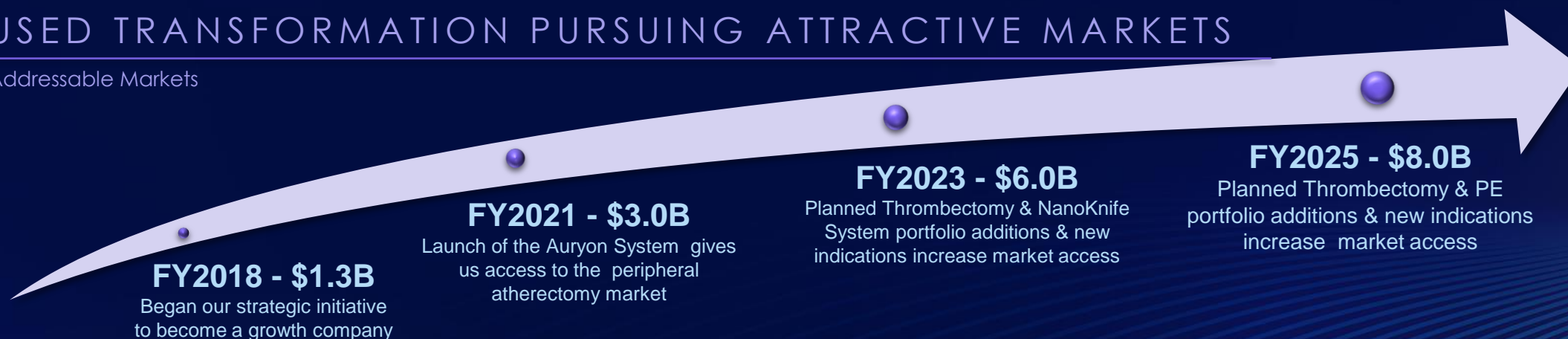
Lung Biopsy Safety

Endovenous Laser Treatment

Radiation Treatment Stabilization Balloons

## FOCUSED TRANSFORMATION PURSUING ATTRACTIVE MARKETS

U.S. Total Addressable Markets



# AngioDynamics



Focused technology platforms targeting attractive markets with meaningful treatment gaps, where our differentiated technologies can address unmet needs

Disease State	Platform	Treatment	Status
PAD Peripheral Arterial Disease	AURYON	Atherectomy	Launched
VTE Venous Thromboembolism	ANGIOVAC	Large Vessel Thrombectomy	Launched
	ALPHAVAC		Launched
	AURYON	Small Vessel Thrombectomy*	In development with targeted launch end of calendar 2024
	ALPHAVAC	Pulmonary Embolism*	APEX study currently enrolling Targeted launch early calendar 2025
Cardiac Thrombus & Emboli	ANGIOVAC	Right Heart	Launched
		Left Heart*	Targeted launch end of calendar 2023
	ALPHAVAC	Clot in Transit	Launched
Solid Tumor	NanoKnife <small>Irreversible Electroporation (IRE)</small>	Prostate Tissue*	PRESERVE study >50% enrolled Launch targeted end of calendar 2024

\*AlphaVac PE, Auryon Venous Thrombectomy/DVT, AngioVac Left Heart & NanoKnife Prostate are not cleared by the US Food and Drug Administration (FDA) for these indications.



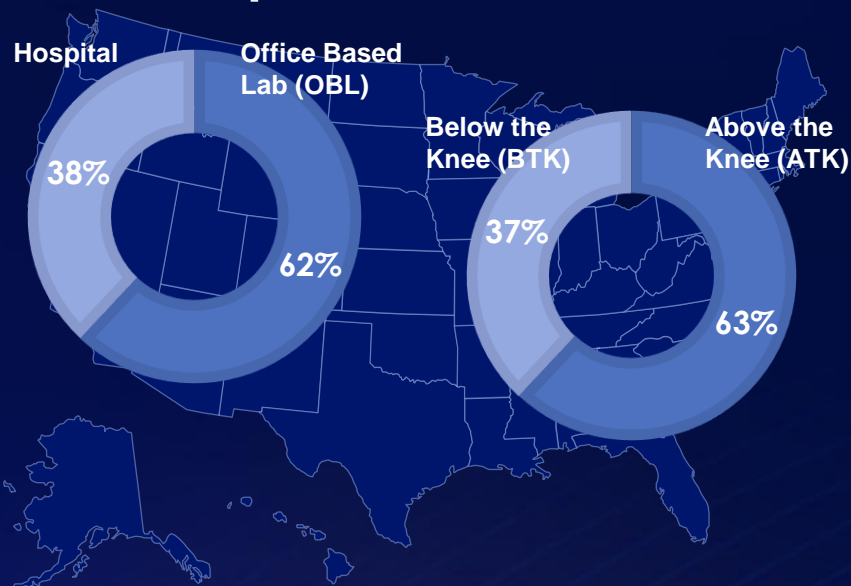
# PAD



With over 25,000 cases performed, the Auryon Atherectomy System is the only atherectomy solution with the safety profile and versatility to treat every lesion location and morphology

## THE MARKET

2022 Served  
**\$760M**



## OUR SOLUTION

# AURYON

- Peripheral Atherectomy



## WHY IT MATTERS

### Treat all levels of calcification<sup>a-c</sup>

- Indicated for in-stent restenosis\*
- Treats above and below the knee (inc. below the ankle)

\*2.0mm and 2.35mm catheters are indicated for ISR.

### Protective of vessel wall<sup>c-e</sup>

- Targeted biological reactions to address risk of perforations
- Built-in aspiration to address risk of embolization†

†Built-in aspiration available with the 2.0-and 2.35-mm catheters.

### Designed for hospital and lab<sup>a-c, f</sup>

- Portable, 110V outlet, low noise, touch screen
- Debulk in fewer passes

*"We've always known that Auryon's technology is one-of-a-kind and unmatched. With the new [hydrophilic coating], we should be able to prove this – case after case after case"*

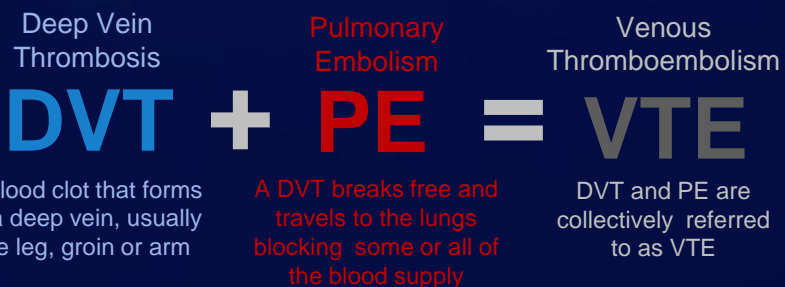
– Dr. Curtis Anderson, Vascular & Interventional Radiologist

# VTE

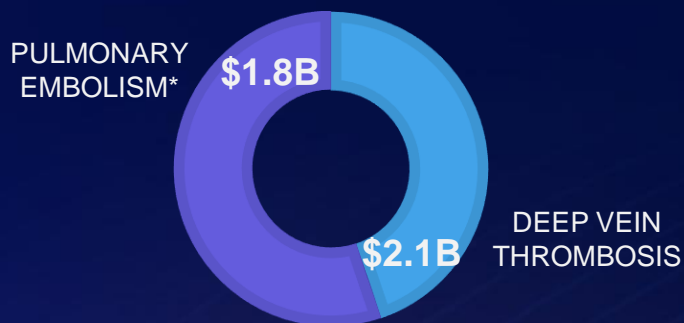


Our differentiated technology platforms offer potential treatment solutions across the entire disease state

## THE MARKET



2022 TAM  
**\$3.9B**



## OUR SOLUTION

### ANGIOVAC

- Large Vessel Venous Thrombectomy/DVT



### ALPHAVAC

- Large Vessel Venous Thrombectomy/DVT
- Pulmonary Embolism\*

### AURYON

- Small Vessel Venous Thrombectomy/DVT\*

## WHY IT MATTERS

- Only solution on the market with continuous aspiration and simultaneous reinfusion of filtered blood
- Aspirates large clot burden
- Controlled aspiration
- Aspirates large clot burden
- APEX-AV study for PE
- Auryon's combination of laser technology and aspiration restores flow in occluded vessels



# VTE

All-purpose technology platforms targeted at peripheral and cardiovascular thrombolytic events, including small and large vessels



Large Vessel

Small Vessel

**RADIOPAQUE MARKERS**  
Better Tip Visibility

**LARGE END HOLE ASPIRATION**  
42FR & 30FR Opening

## ANGIOVAC

The **AngioVac** System allows for the **continuous aspiration** of embolic material such as thrombi and emboli from the venous system while **Simultaneously reinfusing** the patient's own filtered blood to limit procedural blood loss

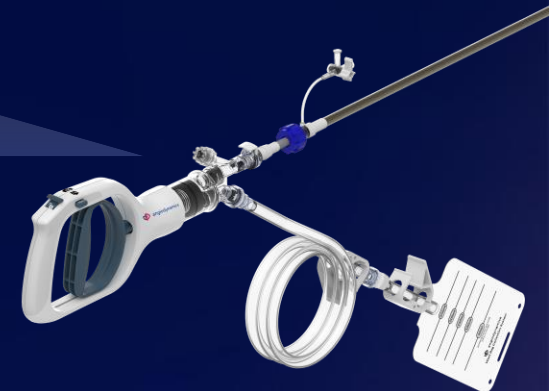


**PROPRIETARY FUNNEL DESIGN**  
Allows for Significant Clot Removal

**MULTIPLE TIP ANGLES**  
20°, 85°, 180°

## ALPHAVAC

The **AlphaVac** System allows for the **controlled aspiration** of embolic material such as thrombi and emboli from the venous system



## AURYON



**POWERFUL**

355 nm laser is designed to deliver an optimized wavelength, pulse width, and amplitude to restore flow in occluded vessels<sup>c, d, g</sup>



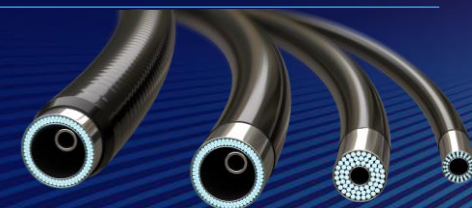
**PRECISE**

Protective of vessel wall<sup>c-e</sup>



**ADAPTABLE**

Potential to treat all types of small vessel DVT\*



c-g See reference page

\*Auryon Venous Thrombectomy/DVT is not cleared by the US FDA for this indication.

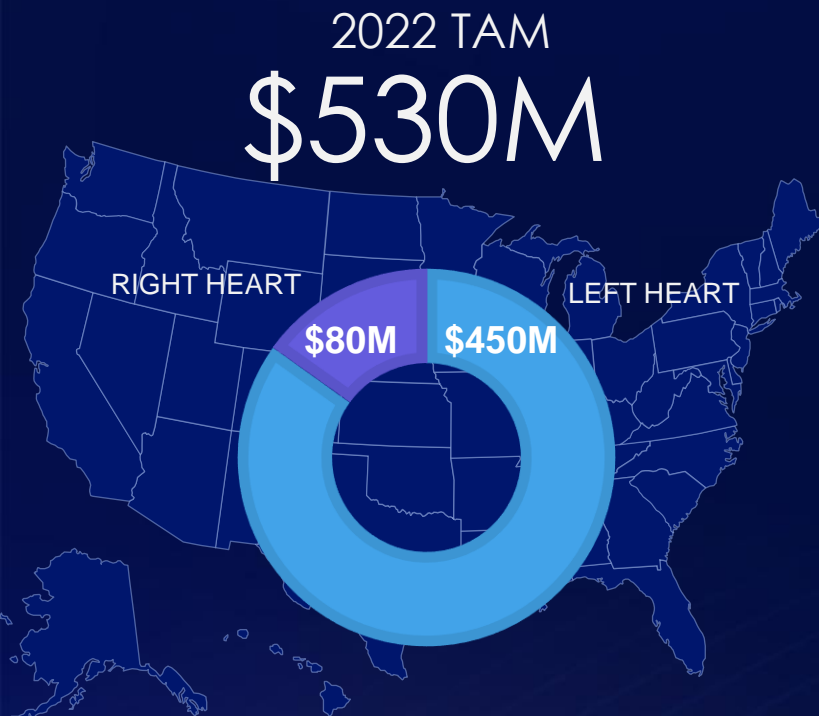


# Cardiac Thrombus & Emboli



We are focused on offering percutaneous solutions for removing thrombus and emboli in the left and right heart

## THE MARKET



## OUR SOLUTION



## WHY IT MATTERS

- Continuous aspiration combined with the funnel tip, allows for the efficient removal of the targeted material while minimizing risk of blood loss
- Currently, there is no standard for right or left heart percutaneous approach

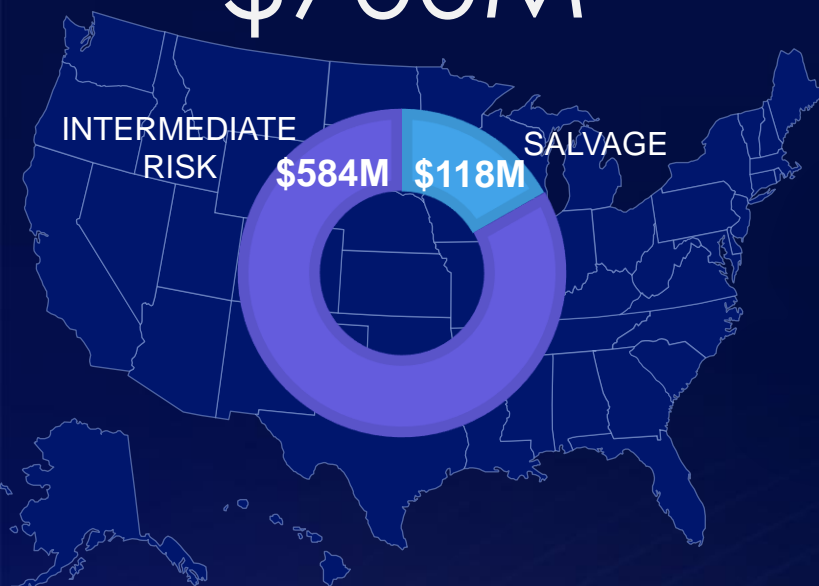
# Prostate Initiative\*

Over 100,000 men with intermediate risk prostate cancer could be treated with this technology



## THE MARKET

2022 TAM  
**\$700M**



## OUR SOLUTION

  
**Nanoknife**

- Focal Therapy



## WHY IT MATTERS

**Targeted:** Short electric pulses destroy cells without relying on extreme heat or cold and spare vital structures within the ablation zone

**Quality of Life:** Better preserves urinary control and erectile function

**Versatile:** Can be used in all segments of the prostate for primary and recurrent disease

**Fast:** Minimally invasive treatment that is delivered in a single session

**Preserves future treatment options**



# International Expansion Plan

Expanding our business reach in targeted regions & countries



Aligning our Go-to-Market strategy to the different regions and markets, utilizing new partnerships where appropriate to maximize growth

Preparing for EU and selected OUS launches of both the Auryon Atherectomy Product line, and the AlphaVac large bore Thrombectomy product Line

- Targeted launch date Auryon: 1H of calendar 2024
- Targeted launch date AlphaVac: 1H of calendar 2024

Continue to increase our global presence through our series of life symposiums which has attracted interest from global key opinion leaders who are gaining more access of our technologies





## Med Device: Maintain Positioning

Vascular Access Catheters & Accessories

Microwave & Radiofrequency Ablation

Diagnostic Catheters, Guidewires & Kits

Lung Biopsy Safety

Endovenous Laser Treatment

Radiation Treatment Stabilization Balloons

### PORTFOLIO

- Optimizing our commercial approach by re-aligning Core portfolio into new VA - Device centric commercial team

### MARKET ACCESS

- Broader Med Device bag allows deeper customer engagement
- Maximize clinical differentiation & secure committed customers through targeted GPO/IDN contracting

### PERFORMANCE

- Maintain a strong culture of execution and collaboration through disciplined sales & marketing plans
- Develop & export key talent throughout the organization





# Financials

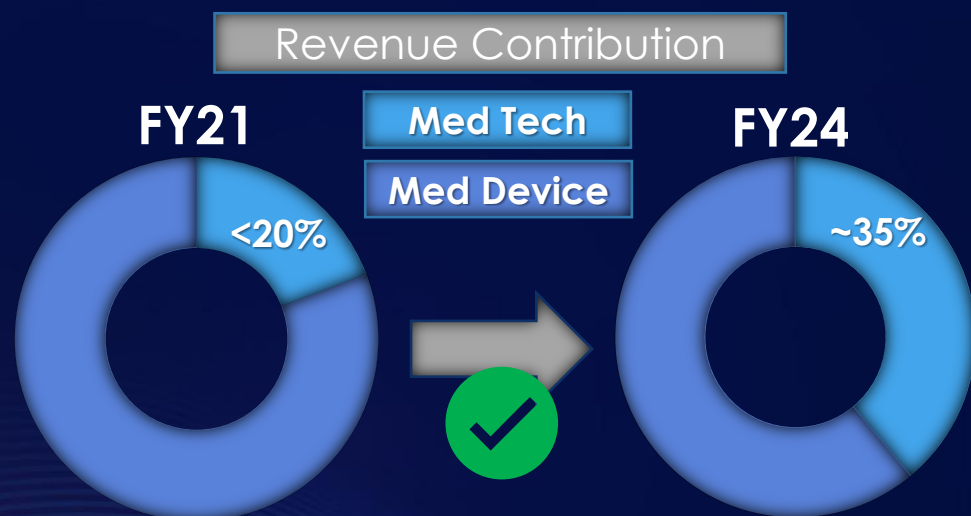
# 3 Year Transformational Plan



AngioDynamics is tracking ahead of our 3 year plan at the mid-way point

FY22		Actual \$316M 9%	FY23		Guidance \$342-348M 8%-10%	FY24	
Revenue	\$305M – \$310M		Revenue	\$330M – \$336M		Revenue	\$360M – \$375M
Growth	5% - 7%		Growth	7% - 9%		Growth	10% - 12%
Gross Margin		~55%					
Adjusted EPS		\$0.00 - \$0.05					

- Planned significant investment in Med Tech platforms drives top line growth
- Bottom line leverage will ramp slower than top line growth





# Auryon References



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- d. Herzog A, Bogdan S, Glikson M, Ishaaya AA, Love C. Selective tissue ablation using laser radiation at 355 nm in lead extraction by a hybrid catheter; a preliminary report. *Lasers Surg Med*. 2016;48(3):281-287.
- e. Herzog A, Steinberg I, Gaisenberg E, Nomberg R, Ishaaya AA. A route to laser angioplasty in the presence of fluoroscopy contrast media, using a nanosecond-pulsed 355-nm laser. *IEEE J Sel Top Quantum Electron*. 2016;22(3):342-347.
- f. Kuczmik W, Kruszyna L, Stanisic MG, Dzieciuchowicz L, Ziaja K, Zelawski W, et al. Laser atherectomy using the novel B-Laser™ catheter, for the treatment of femoropopliteal lesions: twelve-month results from the EX-PAD-01 study. Not yet published.
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