08 | 11 | 2021

## **ANGIODYNAMICS**

Canaccord Genuity Annual Growth Conference 2021

Jim Clemmer, President & CEO Stephen Trowbridge, EVP & CFO



angiodynamics

#### **Notice Regarding Forward-Looking Statements**

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements regarding AngioDynamics' expected future financial position, results of operations, cash flows, business strategy, budgets, projected costs, capital expenditures, products, competitive positions, growth opportunities, plans and objectives of management for future operations, as well as statements that include the words such as "expects," "reaffirms," "intends," "anticipates," "polients," "believes," "seeks," "estimates," "optimistic," or variations of such words and similar expressions, are forward-looking statements. These forward-looking statements are not guarantees of future performance and are subject to risks and uncertainties. Investors are cautioned that actual events or results may differ materially from AngioDynamics' expectations, expressed or implied. Factors that may affect the actual results achieved by AngioDynamics include, without limitation, the scale and scope of the COVID-19 global pandemic, the ability of AngioDynamics to develop its existing and new products, technological advances and patents attained by competitors, infringement of AngioDynamics' technology or assertions that AngioDynamics' technology infringes the technology of third parties, the ability of AngioDynamics to effectively compete against competitors that have substantially greater resources, future actions by the FDA or other regulatory agencies, domestic and foreign health care reforms and government regulations, results of pending or future clinical trials, overall economic conditions, the results of on-going litigation, challenges with respect to third-party distributors or joint venture partners or collaborators, the results of sales efforts, the effects of product liability claims, changes in key personnel, the ability of AngioDynamics to execute on strategic initiatives, the effects of economic, credit and capital market conditions, market acceptance, foreign currency exchan

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 included 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.

## **MED TECH**

Invest for Growth

Thrombus Management

AngioVac Uni-Fuse<sup>+</sup>



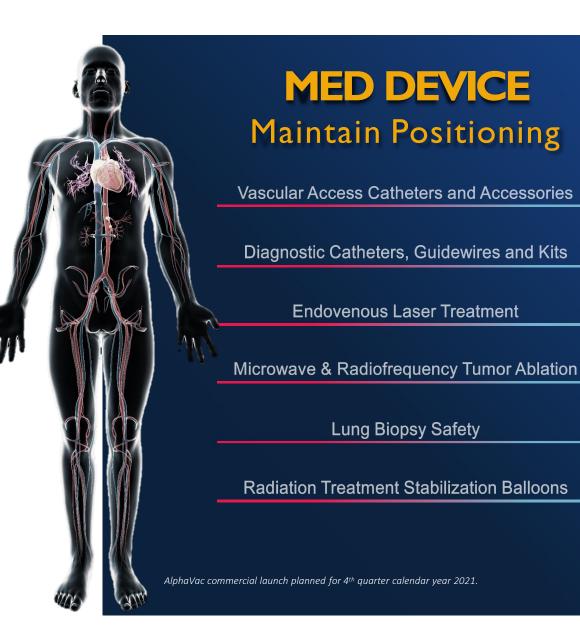
**Peripheral Atherectomy** 

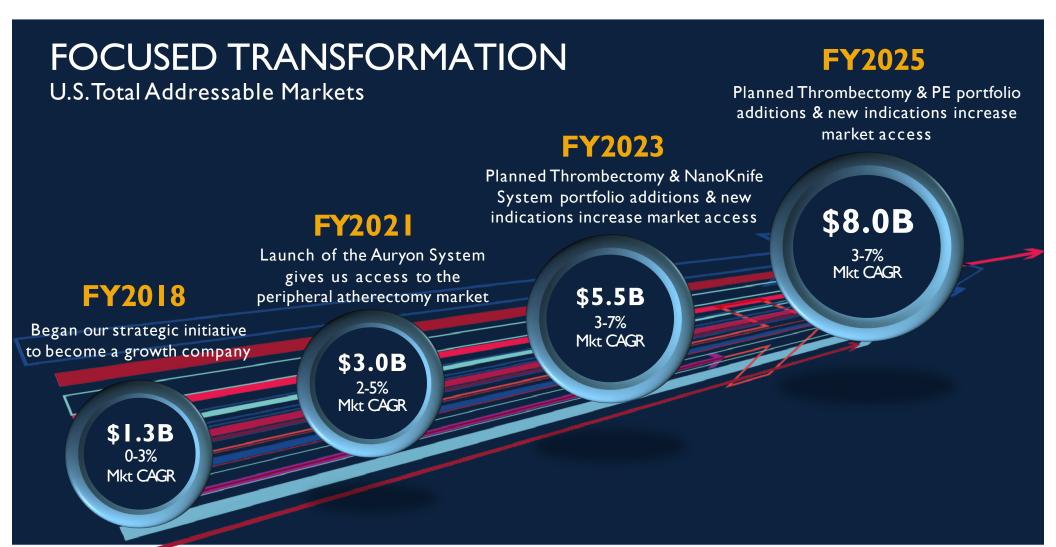
**AURYON** 

**Irreversible Electroporation** 











The planned portfolio additions and new indications are not guarantees of future performance and are subject to risks and uncertainties including FDA clearance. Investors are cautioned that actual events or results may differ from AngioDynamics' expectations.

## **VTE** Represents 390k Cases Annually

Deep Vein Thrombosis



A blood clot that forms in a deep vein, usually the leg, groin or arm



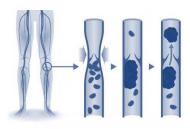
Pulmonary Embolism

PE

A DVT breaks free from a vein wall and travels to the lungs blocking some or all of the blood supply

208,000 lliofemoral Cases<sup>1</sup>

171,000 High-risk & intermediate-risk
PE Cases<sup>1</sup>







Clot in Transit (traveling through the heart)



Clot in Pulmonary Arteries (PE)



I.Plovanic, W. J., & Furlong, C. (2020, June). Inari Medical Biomedical Devices and Services. Canaccord Genuity Capital Markets. 2: "Venous Thromboembolism (VTE)." World Thrombosis Day, www.worldthrombosisday.org/issue/vte, Illustrations and Images not Produced by AngioDynamics Include: <a href="https://www.vascularmedcure.com/disease-background">https://www.vascularmedcure.com/disease-background</a>
DVT (Blood Clot In the Lee): 7 Warning Signs and Symptoms (emedicinehealth.com)

## **V**enous Thromboembolism



DVT and PE are collectively referred to as VTE

- VTE Affects up to 900k Americans each year
- 100,000 VTE-Related Deaths in the USA Annually<sup>2</sup>
- Roughly 30% of Americans who get a blood clot will have a reoccurrence in less than 10 years
- VTE Costs our US Healthcare system \$10 Billion a year

https://www.cdc.gov/ncbddd/dvt/data.html

# Angio Vac

**Difference** 

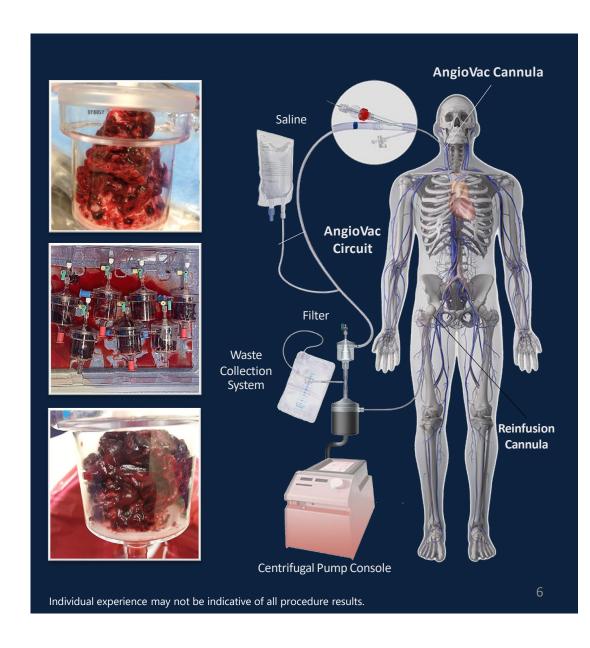
The AngioVac System allows for the **continuous aspiration** of embolic material such as fresh, soft thrombi or vegetation from the venous system

Utilizing a self-expanding, nitinol reinforced funnel tip

Simultaneously reinfusing the patient's own filtered blood to limit procedural blood loss







## THE NEXT GENERATION OF ANGIOVAC

Physician requests for use in DVT drive new product development



## THE NEXT PORTFOLIO INNOVATION

A purpose-built, innovative product leveraging the strengths of the AngioVac cannula technology with off-circuit manual aspiration control

#### **Powerful**

Proven funnel tip design allows efficient aspiration and compression of large clot burden



#### **Controlled**

Designed to allow the end-user command and control of the mechanical aspiration

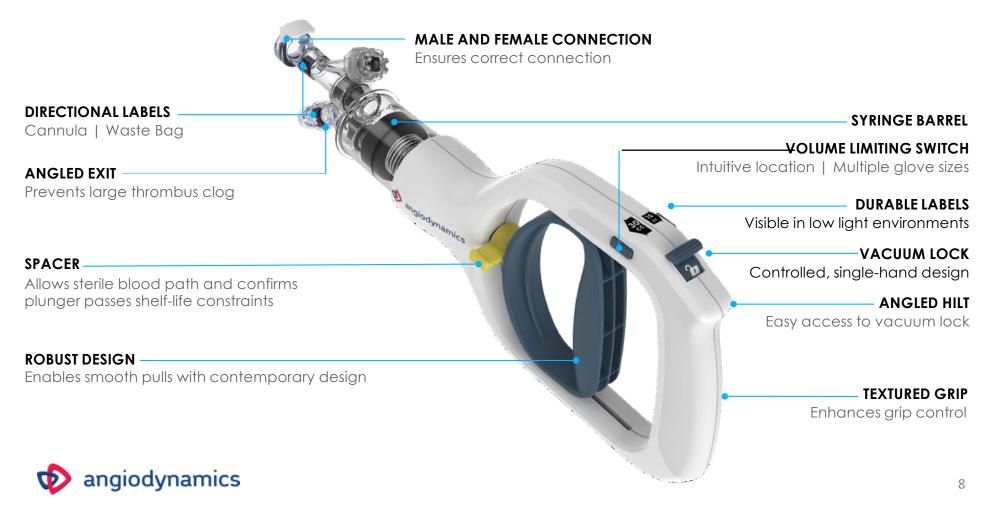


#### **Versatile**

Broadens Thrombus Management portfolio and is designed to provide an intuitive, first-line treatment option without the need for lytics and advanced procedural support



## ALPHAVAC Handle | Control Features

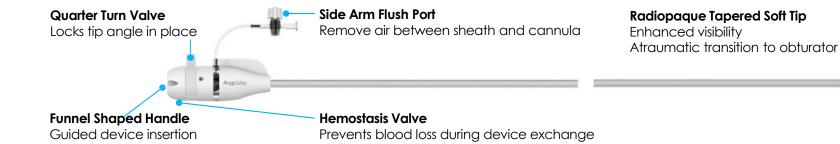


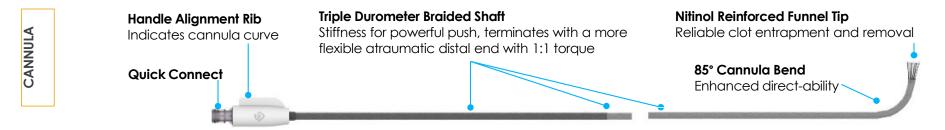
## F1885° Cannula | Simple Design. Powerful Features.

OBTURATO R

SHEATH

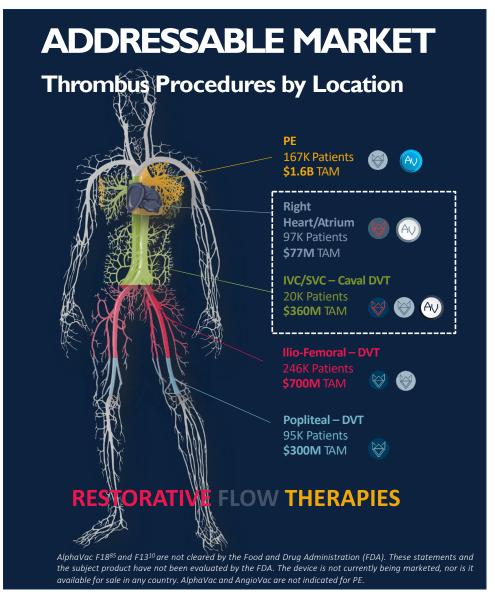


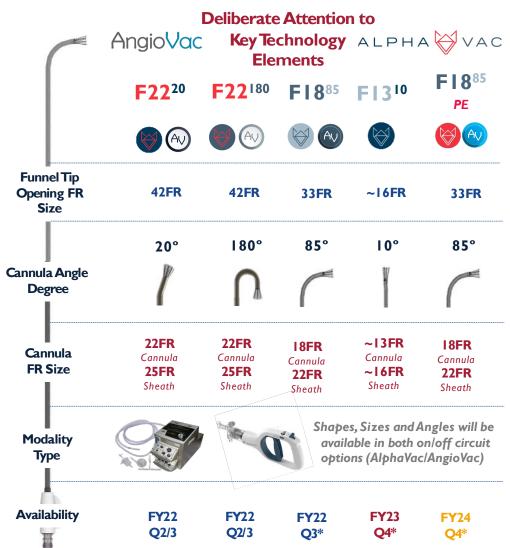






AlphaVac F1885 is not cleared by the Food and Drug Administration (FDA). These statements and the subject product have not been evaluated by the FDA. The device is not currently being marketed, nor is it available for sale in any country.

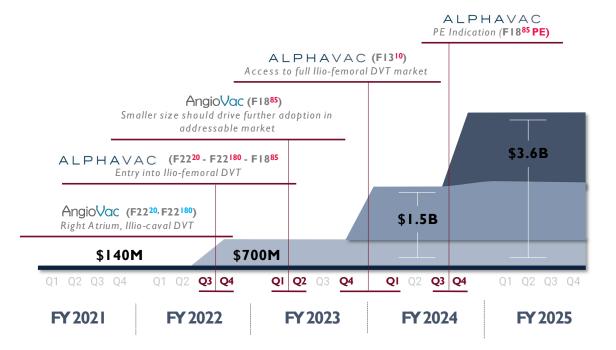




AlphaVac commercial launch planned for 4th quarter calendar year 2021.

### THROMBUS MANAGEMENT

## Planned Portfolio Additions & U.S. Addressable Markets Expansion





The planned portfolio additions are not guarantees of future performance and are subject to risks and uncertainties, including clearance by the FDA. Investors are cautioned that actual events or results may differ from AngioDynamics' expectations.

### Purpose Built, Comprehensive, Thrombus Portfolio

AngioVac

Continuous Aspiration with Simultaneous Reinfusion

F22<sup>20</sup> | F22<sup>180</sup> | F18<sup>85</sup> | 18<sup>85</sup> PE | F13<sup>10</sup>



Multi-purpose Mechanical/Manual Aspiration

F22<sup>20</sup> | F22<sup>180</sup> | F18<sup>85</sup> | 18<sup>85</sup> PE | F13<sup>10</sup>



## PERIPHERAL ATHERECTOMY

US Addressable Markets & Competitive Landscape

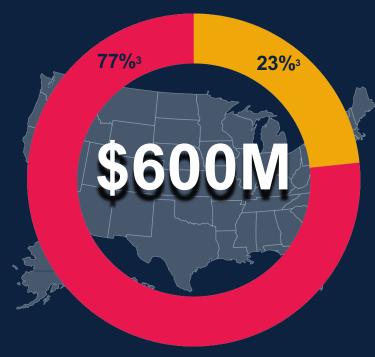
Over 8 Million<sup>2</sup> Americans Suffer from PAD

Over 150,000 Limbs<sup>4</sup> are Lost Every Year because of PAD

50% Mortality Rate<sup>4</sup> Associated with PAD after Limb Loss

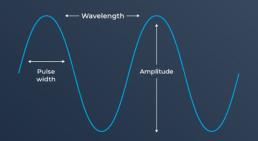
#### 2021 Served Market





- 3. Peripheral Vascular Devices Medtech 360 Market Analysis US 2017. (2016, December). Millenium Research Group, Inc.
- 4. https://www.cookmedical.com/peripheral-intervention/10-facts-about peripheral-arterial-disease/

## AURYON





2.35 mm

Aspiration and Off-Center capabilities and indicated for Peripheral Atherectomy and In-Stent Restenosis (ISR)



2.0 mm

Aspiration capability and indicated for Peripheral Atherectomy and ISR



1.5 mm

Peripheral



0.9 mm

Indicated for Peripheral

### Why wavelength matters

Each type of tissue interacts differently with a given wavelength

The Auryon System produces a photon energy of 3.5 eV which is low enough to be nonreactive to vessel endothelium, but high enough to vaporize calcium. 6,7

### Why pulse width and amplitude matter

Greater amplitude is achieved with shorter pulses, which can deposit energy before thermal diffusion occurs

The Auryon System has a pulse width of 10 to 25 ns, ensuring enough power to target the lesion and spare the vessel. 5



5. Auryon. Instructions for use. AngioDynamics; 2019. 6. 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.

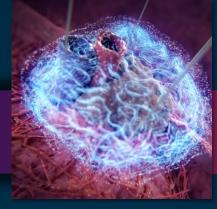
## **INNOVATION DOCTORS NEED**

Expands treatment options and help preserve patient's quality of life



PROBE PLACEMENT

NanoKnife can be confidently used in all segments of an organ.



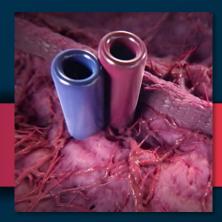
**DECELLULARIZATION** 

Destroys targeted tissue with precise treatment margins. 10,11



**NON-THERMAL** 

Spares vital structures by retaining the structural integrity of tissue. 12.13



REVASCULARIZATION

Facilitates functional tissue regeneration post-ablation. 12,13



10. Lee EW, Thai S, Kee ST. Irreversible electroporation: a novel image-guided cancer therapy. Gut Liver. (2010);4(SUPPL. 1):99–104. doi: 10.5009/gnl.2010.4.S1.S9

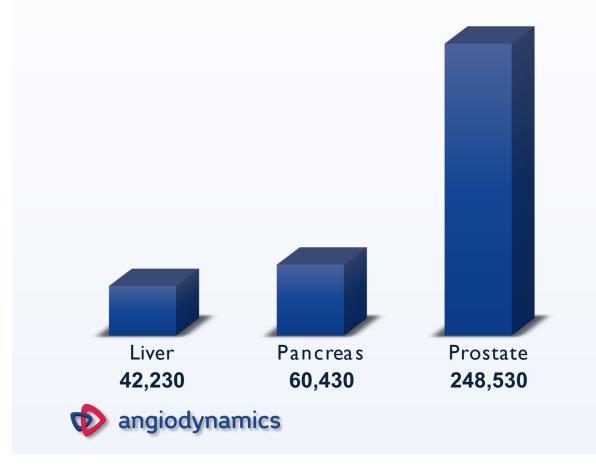
Buildance for Selection of NanoKnife Probe Array Configuration and Ablation parameters for the Treatment of Stage III Pancreatic Cancer

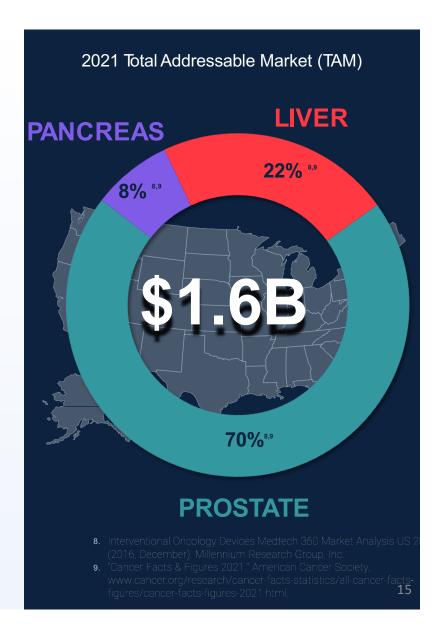
12 Scheltema MJ, Chang JI, van den Bos W, Gielchinsky I, Nguyen TV, Reijke TM, Siriwardana AR, Böhm M, de la Rosette JJ, Stricker PD. Impact on genitourinary function and quality of life following focal irreversible electroporation of different prostate segments. Diagn Interv Radiol. 2018 Sep;24(5):268-275. doi: 10.5152/dir.2018.17374. PMID: 30211680; PMCID: PMC6135060.

3. Li W. Fan O. Ji Z. Oiu X. Li Z. The effects of irreversible electroporation (IRE) on nerves. PLoS One. 2011 Apr 14:6(4):e18831. doi: 10.1371/journal.pone.0018831. PMID: 21533143: PMCID: PMC3077412.

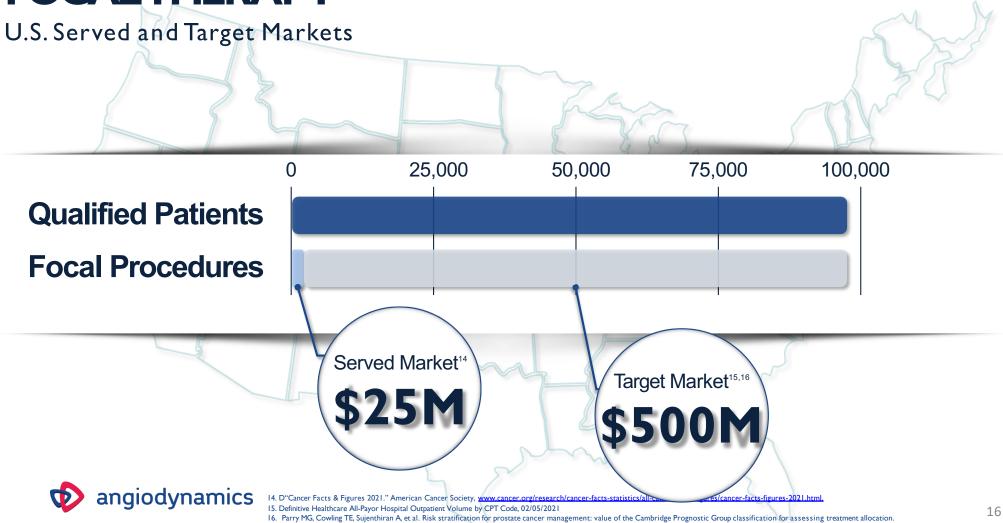
## THE NANOKNIFE SYSTEM

Estimated # of U.S. Patients Diagnosed in 2021'





## **FOCALTHERAPY**



BMC Medicine. 2020;18(1). doi:10.1186/s12916-020-01588-9

## **PRESERVE Prostate IDE**



SUO-CTC is a clinical research investigator network of 500+ members from more than 250 clinical sites in the US and Canada.

37	SUO-CTC US sites responded to Call for Sites
<sup>Սթ to</sup> <b>20</b>	Sites to be selected, focused on geographic and demographic diversity, high-volume focal therapy institutions
100	Intermediate-risk patients enrolled through I-year follow up

Primary endpoint: Rate of negative in-field biopsy at I year



## FINANCIAL GUIDANCE & GOALS

## **Transformation Toward Double Digit Revenue Growth**

AngioDynamics in investment mode throughout the planning horizon

FY22				
Revenue Growth	\$305M – \$310M <i>5% - 7%</i>			
Gross Margin	~55%			
Adjusted EPS	\$0.00 - \$0.05			

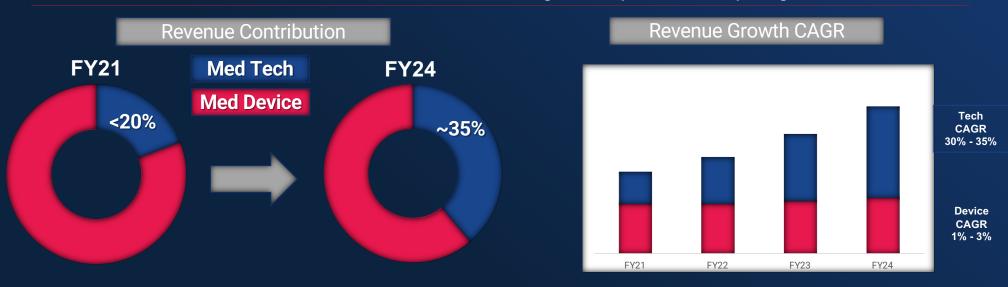
Revenue	\$330M – \$336M	Revenue
<i>Growth</i>	<i>7% - 9%</i>	<i>Growth</i>

Planned significant investment in Med Tech platforms drives top line growth

**FY24** 

\$360M - \$375M 10% - 12%

• Bottom line leverage will ramp slower than top line growth





## STRATEGIC TRANSFORMATION



#### PURSUE LARGER, FASTER GROWING MARKETS

Active portfolio management enables us to compete in larger, faster growing markets relying on technology & innovation to produce measurable patient outcomes

#### **DEPLOY FOCUSED RESOURCE DEVELOPMENT**

Resource deployment focused in areas that offer better opportunities for success

#### **DRIVE PORTFOLIO TRANSFORMATION**

Portfolio transformation & strength driven by R&D, M&A, and Clinical & Regulatory

#### ATTRACT AND RETAIN TOP TALENT

Strong and innovative portfolio combined with top talent drives value

## THANK YOU