

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the
Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): April 17, 2023

AngioDynamics, Inc.

(Exact Name of Registrant as Specified in Charter)

Delaware
(State or Other Jurisdiction of Incorporation)

000-50761
(Commission File Number)

11-3146460
(IRS Employer Identification No.)

14 Plaza Drive Latham, New York
(Address of Principal Executive Offices)

12110
(Zip Code)

(518) 795-1400
(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2 (b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4 (c))

Securities registered pursuant to Section 12(b) of the Act:

<u>Title of each class</u>	<u>Trading Symbol(s)</u>	<u>Name of each exchange on which registered</u>
Common Stock, par value \$0.01 per share	ANGO	NASDAQ Global Select Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01 Regulation FD Disclosure.

On April 17, 2023, James Clemmer, President and Chief Executive Officer of AngioDynamics, Inc. (“AngioDynamics”), and Stephen Trowbridge, Executive Vice President and Chief Financial Officer of AngioDynamics, will present at the 22nd Annual Needham Virtual Healthcare Conference. The presentation slides are furnished herewith as Exhibit 99.1.

The presentation slides furnished pursuant to Item 7.01 of this Form 8-K (including Exhibit 99.1) shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities under that Section. Furthermore, the presentation slides shall not be deemed to be incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Exchange Act.

Forward-Looking Statements

This document and its attachments contain 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,” “plans,” “believes,” “seeks,” “estimates,” “projects,” “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 (including inflation, labor shortages and supply chain challenges including the cost and availability of raw materials), 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 recalls and 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, general market conditions, market acceptance, foreign currency exchange rate fluctuations, the effects on pricing from group purchasing organizations and competition, the ability of AngioDynamics to obtain regulatory clearances or approval of its products, or to integrate acquired businesses, as well as the risk factors listed from time to time in AngioDynamics’ SEC filings, including but not limited to its Annual Report on Form 10-K for the year ended May 31, 2022. AngioDynamics does not assume any obligation to publicly update or revise any forward-looking statements for any reason.

Item 9.01 Financial Statements and Exhibits.

(d) *Exhibits.*

<u>Exhibit No.</u>	<u>Description</u>
99.1	Presentation slides for the 22nd Annual Needham Virtual Healthcare Conference, dated April 17, 2023

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

ANGIODYNAMICS, INC.
(Registrant)

Date: April 17, 2023

By: /s/ Stephen A. Trowbridge

Name: Stephen A. Trowbridge
Title: Executive Vice President and
Chief Financial Officer



Needham & Company

22nd Annual Virtual Healthcare Conference

April 17, 2023

Jim Clemmer, President & CEO

Stephen Trowbridge, Executive Vice President & CFO



Notice Regarding Forward-Looking Statements

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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.



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.

Cardiovascular disease and cancer have the highest morbidity and mortality worldwide



Global Cardiovascular Disease Burden¹

523M diagnosed in 2020
~19 million deaths



Cardiovascular Disease causes 1 in 3 deaths globally



Global Cancer Burden²

19.3M diagnosed in 2020
~10 million deaths



Cancer causes 1 in 6 deaths globally

1. <https://professional.heart.org/-/media/PHD-Files/2/Science-News/2/2022-Heart-and-Stroke-Stat-Update/2022-Stat-Update-factsheet-Global-Burden-of-Disease.pdf>;
https://www.cdc.gov/pccd/issues/2022/22_0347.htm
2. <https://acsjournals.onlinelibrary.wiley.com/doi/10.3322/caac.21660#text=Worldwide%20an%20estimated%2019.3%20million%20cancer%20occurred%20in%202020>.

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

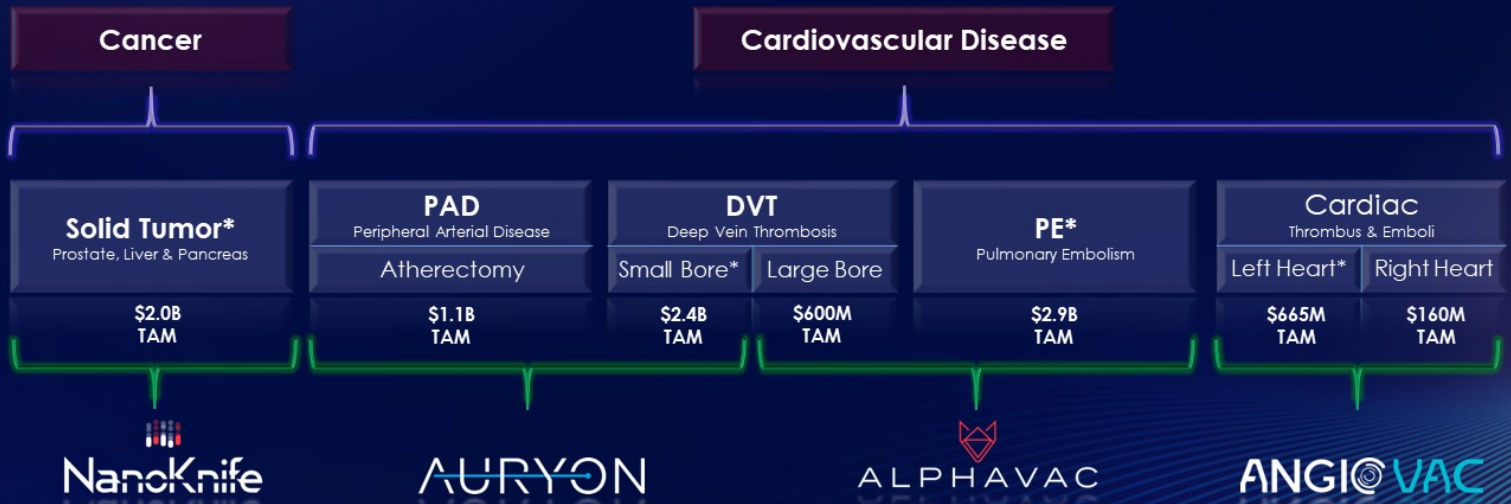
Med Device: Maintain Positioning

- 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





*AlphaVac PE, Auryon Venous Thrombectomy/DVT, AngioVac Left Heart are not cleared by the US Food and Drug Administration (FDA) for these indications. 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. The NanoKnife System has not been cleared for the treatment or therapy of a specific disease or condition.

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
Thrombus Venous Thromboembolism & Cardiac Thrombus & Emboli	ALPHAVAC	Pulmonary Embolism*	APEX study currently enrolling Targeted launch 2H calendar 2024
		Large Vessel Thrombectomy	Launched
	AURYON	Small Vessel Thrombectomy*	Targeted 510K approval end of calendar 2024
	ANGIOVAC	Right Heart	Launched
Left Heart*		In Development	
Solid Tumor	NanoKnife <small>Endovascular System (PE)</small>	Prostate Tissue*	PRESERVE study >70% enrolled Launch targeted end of calendar 2024

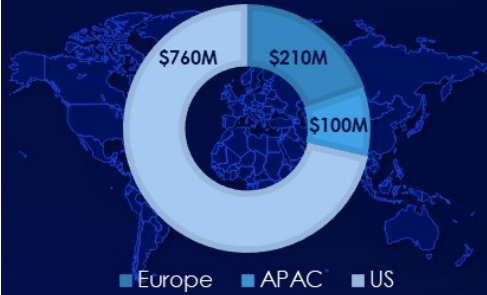
PAD



With over 35,000 cases performed, the Aurion Atherectomy System is the only atherectomy solution with the safety profile and versatility to treat every lesion location and morphology

THE MARKET

2022 TAM
\$1.1B



8

Source: Management estimate & industry sources as of July 2022.

OUR SOLUTION

AURION

• Peripheral Atherectomy



"We've always known that Aurion'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"

WHY IT MATTERS

Treat all levels of calcification^{a-c}

- 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^{c-e}

- 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^{a-c, f}

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

a-f See reference page

– Dr. Curtis Anderson, Vascular & Interventional Radiologist

Thrombus Management



Our differentiated technology platforms offer potential treatment solutions across multiple disease states

THE MARKET

VTE

PE
Pulmonary Embolism
DVT
Deep Vein Thrombosis

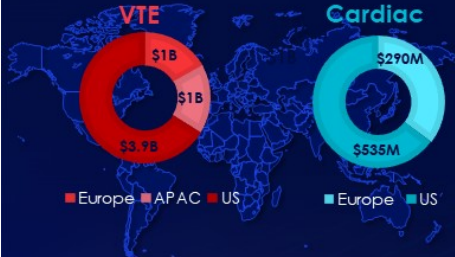


Cardiac

TVIE
Tricuspid Valve Endocarditis
LV
Lead Vegetation
RA
Right Atrial Thrombus

2022 TAM

\$6.7B



OUR SOLUTION

ANGIOVAC

- Right Heart and Left Heart removal of cardiac thrombus



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 low profile + laser + aspiration, make it a compelling and simple technology to effectively ablate & remove thrombus with the legs.

9 Source: Management estimate & industry sources as of July 2022. *AlphaVac PE, Auryon Venous Thrombectomy/DVT, and AngioVac Left Heart are not cleared by the US FDA for these indications.

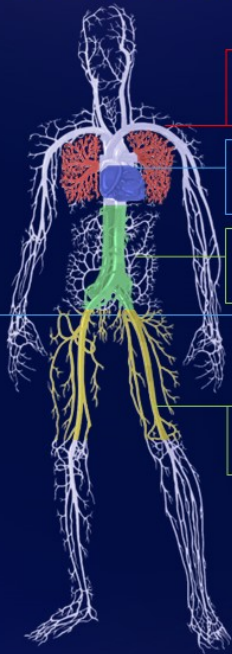
Thrombus Management



Technology portfolio targeted at peripheral and cardiovascular thrombolytic events, including small and large vessels

Large Vessel

Small Vessel



PE
Pulmonary Embolism

ALPHAVAC

CARDIAC
RH/LH Thrombus

ANGIOVAC

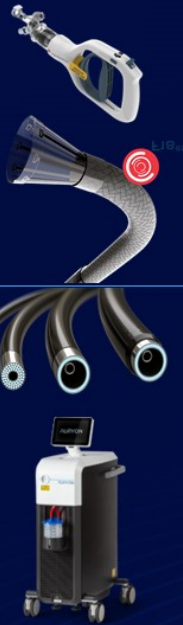
IVC/SVC
Inferior & Superior Vena Cava

ALPHAVAC

DVT
Ilio-Fem

AURYON

355nm laser is designed to deliver an optimized wavelength, pulse width, and amplitude to restore flow in occluded vessels ^{1,2,3}



- Larger vessels can accommodate large devices (>18FR)
- Larger the vessel the larger the clot
- Bigger is better (inner lumen)
- Funnel matters – dehydrate clot

- Smaller devices needed for smaller vessels and access sites (<14FR)
- Laser will “break-up” thrombus while the aspiration pump will remove
- Laser safety profile is effective in arteries and veins
- Simple, intuitive and safe for DVT

c-g See reference page

*AlphaVac PE, Auryon Venous Thrombectomy/DVT, and AngioVac Left Heart are not cleared by the US FDA for these indications.

Prostate Initiative*

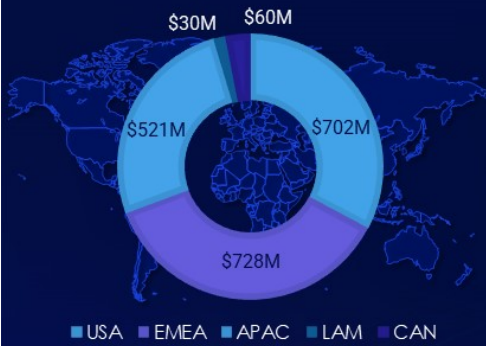
Over 505,000 men with prostate cancer could be treated with this technology



THE MARKET

2023 Global TAM

\$2B



11

*IDE Study in progress
Market Source: Management estimate & industry sources as of July 2022.

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

Q3 and YTD FY23 Results

(unaudited)



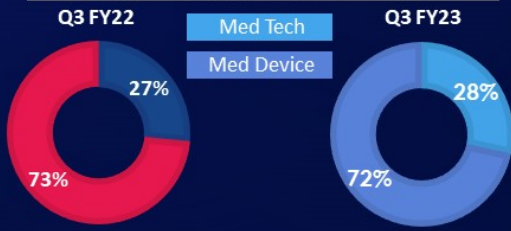
\$ in thousands (except per share data)	Q3 FY23	Q3 FY22	Change	YTD FY23	YTD FY22	Change
Revenue	\$80,712	\$73,970	9.1%	\$247,678	\$229,221	8.1%
Med Tech	\$22,874	\$19,612	16.6%	\$70,193	\$56,106	25.1%
Med Device	\$57,838	\$54,358	6.4%	\$177,485	\$173,115	2.5%
United States	\$67,620	\$62,445	8.3%	\$208,274	\$192,259	8.3%
International	\$13,092	\$11,525	13.6%	\$39,404	\$36,962	6.6%
Gross Margin	50.2%	52.2%	(200 bps)	51.6%	52.0%	(40 bps)
Med Tech	64.6%	66.1%	(150 bps)	63.8%	66.1%	(230 bps)
Med Device	44.5%	47.1%	(260 bps)	46.8%	47.5%	(70 bps)
Net Loss	(\$9,485)	(\$4,958)	(\$4,527)	(\$30,975)	(\$20,281)	(\$10,694)
Non-GAAP Adjusted Net Income (Loss)	(\$1,023)	\$1,307	(\$2,330)	(\$3,153)	(\$436)	(\$2,717)
GAAP EPS	(\$0.24)	(\$0.13)	(\$0.11)	(\$0.79)	(\$0.52)	(\$0.27)
Non-GAAP Adjusted EPS	(\$0.03)	\$0.03	(\$0.06)	(\$0.08)	(\$0.01)	(\$0.07)
Adjusted EBITDA	\$4,258	\$6,695	(\$2,437)	\$14,674	\$14,687	(\$13)

\$ in thousands	Q3 FY23	Q4 FY22	Change
Cash	\$30,111	\$28,825	\$1,286
Debt	\$50,000	\$25,000	\$25,000
Revolving Facility	\$25,000	\$25,000	\$0
Delayed-Draw Term Loan	\$25,000	\$0	\$25,000
Net (Debt) Cash	(\$19,889)	\$3,825	(\$23,714)

Q3 and YTD FY23 Results



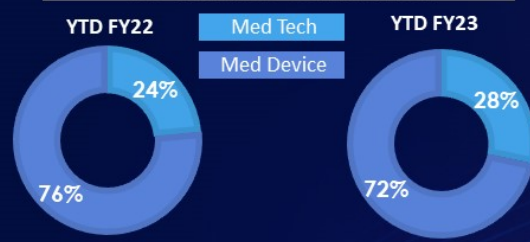
Q3 Revenue Contribution



Q3 Revenue Growth



YTD Revenue Contribution



YTD Revenue Growth



Needham & Company

22nd Annual Virtual Healthcare Conference

April 17, 2023

Jim Clemmer, President & CEO

Stephen Trowbridge, Executive Vice President & CFO



- a. Rundback J, Chandra P, Brodmann M, Weinstock B, Sedillo G, Cawich I, et al. Novel laser-based catheter for peripheral atherectomy: 6-month results from the Eximo Medical B-Laser™ IDE study. *Catheter Cardiovasc Interv.* 2019;1-8.
- b. Shammam NW, Chandra P, Brodmann M, Weinstock B, Sedillo G, Cawich I, et al. Acute and 30-day safety and effectiveness evaluation of Eximo Medical's B-Laser™, a novel atherectomy device, in subjects affected with infrainguinal peripheral arterial disease: Results of the EX-PAD-03 trial. *Cardiovasc Revasc Med.* 2020;21(1):86-92.
- c. Auryon. Instructions for use. AngioDynamics; 2019.
- 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, Ziąja K, Żelawski 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.
- g. Vogel A, Venugopalan V. Mechanisms of pulsed laser ablation of biological tissues. *Chem Rev.* 2003;103(2):577-644.