



# J.P. Morgan

Healthcare Conference

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Jim Clemmer, President & CEO

# 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.

We are transforming our portfolio to be a company focused on investing our resources on innovative technologies backed by science and clinical data. Our technologies positively impact treatment options and patients' quality of life.

AURYON

ANGIO©VAC

ALPHAVAC

NanoKnife

# AngioDynamics

Cardiovascular disease and cancer have the highest morbidity and mortality worldwide



## Global Cardiovascular Disease Burden<sup>1</sup>

523M diagnosed in 2020  
~19 million deaths



**Cardiovascular Disease causes 1 in 3 deaths globally**



## Global Cancer Burden<sup>2</sup>



19.3M diagnosed in 2020  
~10 million deaths



**Cancer causes 1 in 6 deaths globally**

# MedTech Markets



Targeted segments have attractive underpenetrated addressable markets

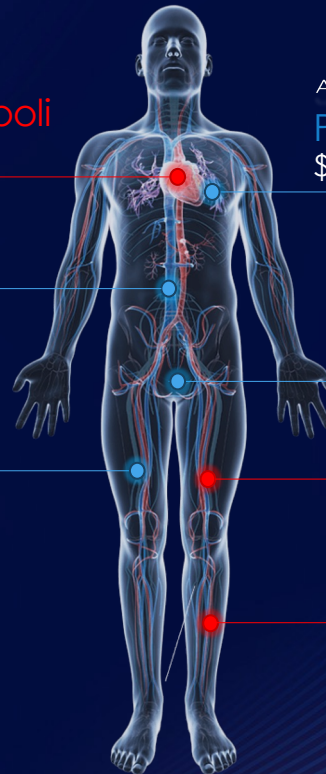
**ANGIOVAC**  ALPHAVAC  
Cardiac Thrombus & Emboli  
\$825M TAM

**ALPHAVAC**   
Pulmonary Embolism  
\$2.9B TAM

**AURYON**  ALPHAVAC  
Deep Vein Thrombosis  
\$3B TAM

**NanoKnife**   
Prostate Cancer  
\$2B TAM

**AURYON**  
Peripheral Arterial Disease  
\$1.1B TAM



# AngioDynamics



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

## Med Tech: Invest for Growth

## Med Device: Maintain Positioning

Disease State	Latest Investment Updates
Peripheral Arterial Disease	<ul style="list-style-type: none"> <li>• Radial length catheter launch Jan 2024</li> <li>• Pathfinder 12 month &amp; 24 month publications Feb &amp; July 2024</li> <li>• Below the knee study publication March 2024</li> <li>• CE Mark expected May 2024</li> <li>• 6 additional new product extensions/upgrades scheduled throughout 2024</li> <li>• Coronary Atherectomy pre-submission (PMA) &amp; pilot trial planned to begin in 2024</li> </ul>
Venous Thromboembolism	<ul style="list-style-type: none"> <li>• APEX complete, PE indication expected by June 2024</li> <li>• CE Mark for PE expected by June 2024</li> <li>• 2 additional new product extensions/upgrades scheduled throughout 2024</li> <li>• IDE clinical trial for Auryon DVT to begin in late 2024</li> </ul>
Cardiac Thrombus & Emboli	<ul style="list-style-type: none"> <li>• Begin study for Infective Endocarditis indication in 2024</li> </ul>
Prostate	<ul style="list-style-type: none"> <li>• PRESERVE Study enrolled, expected Prostate indication by December 2024</li> </ul>

PICCs, Midlines & Accessories	Microwave & Radiofrequency Ablation
Diagnostic Catheters, Guidewires & Kits	Implantable Ports
Endovenous Laser Treatment	Radiation Treatment Stabilization Balloons

\*AlphaVac PE, Auryon Venous Thrombectomy/DVT, Auryon Coronary Atherectomy, AngioVac Left Heart and Infective Endocarditis 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. The planned portfolio additions and new indications are based on management estimates and industry sources as of July 2022 and 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.

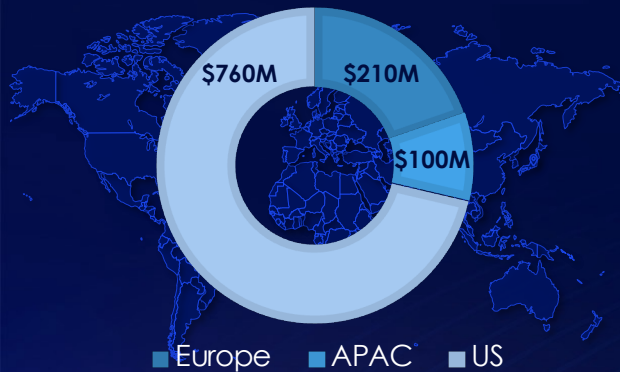
# PAD

As of November 2023, the Auryon Atherectomy System has treated over 50,000 patients and reached \$100M cumulative sales since its September 2020 launch



## THE MARKET

2022 TAM  
**\$1.1B**



## 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

a-f See reference page

**“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”**

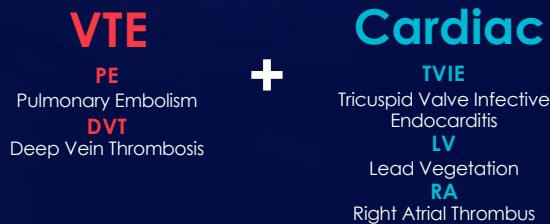
– Dr. Curtis Anderson, Vascular & Interventional Radiologist

# Thrombus Management

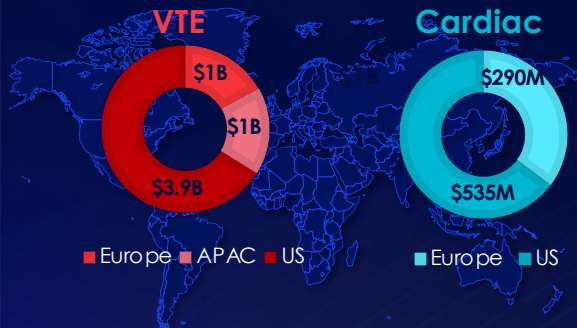


Our differentiated technology platforms offer potential treatment solutions across multiple disease states

## THE MARKET



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

# Thrombus Management

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



**RADIOPAQUE MARKERS**  
Better Tip Visibility

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



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

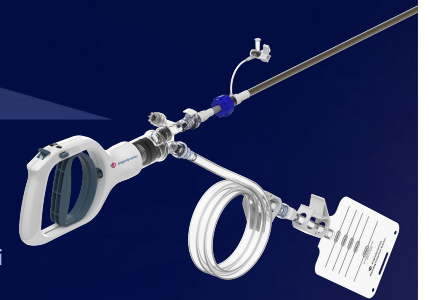
**MULTIPLE TIP ANGLES**  
20°, 85°, 180°

## 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

## ALPHAVAC

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



Large Vessel

Small Vessel

## 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>



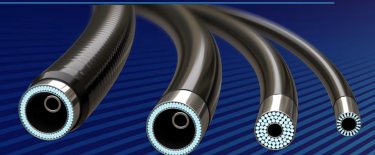
### PRECISE

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.



# NanoKnife Prostate Initiative\*

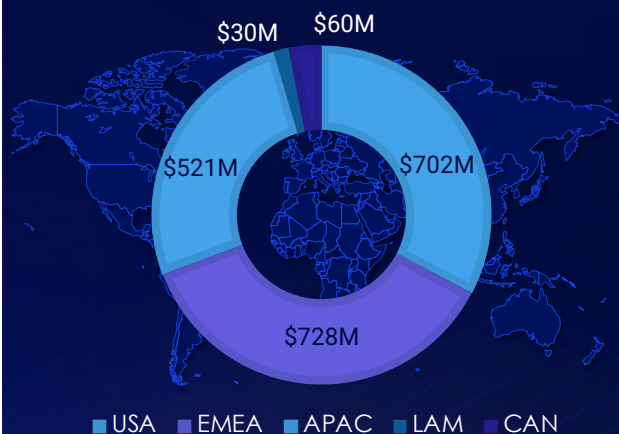
Over 505,000 men with prostate cancer could be treated with this technology



## THE MARKET

2023 Global TAM

# \$2B



## 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**

9 \*IDE Study in progress; enrollment completed  
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.  
Market Source: Management estimate & industry sources as of July 2022.

# International Expansion Plan

Expanding our business reach in targeted regions, markets & countries



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

Preparing for CE Mark and other selected international launches of both the Auryon System and the AlphaVac F18<sup>85</sup> System

- Auryon CE Mark expected 1H of calendar 2024
- AlphaVac F18<sup>85</sup> System CE Mark expected 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 to our technologies



# Corporate Developments – Q2 and YTD FY24



Continued focused investment in our 3 key Med Tech platforms: Auryon, Thrombus Management & NanoKnife

## Q2 FY24

### Revenue

**\$79.1 mil**

**Pro Forma Revenue Growth\*  
2.7%**

Med Tech up **3.5%**  
Med Device up 2.3%\*

\$11.4 million in **Auryon** sales;  
growth of 12.9% YOY

**Mechanical Thrombectomy**  
down 4.7% YOY  
\$1.9 million in AlphaVac sales  
AngioVac sales declined  
10.8% YOY

**NanoKnife** disposables down  
3.6% YOY

## YTD FY24

### Pro Forma Revenue\*

**\$157.1 mil**

**Pro Forma Revenue Growth\*  
4.2%**

Med Tech up **8.3%**  
Med Device up 2.3%\*

\$22.5 million in **Auryon** sales;  
growth of 18.9% YOY

**Mechanical Thrombectomy**  
down 5.3% YOY  
\$3.7 million in AlphaVac sales  
AngioVac sales declined 9.2%  
YOY

12.9% YOY growth in  
**NanoKnife** disposables

## IDE Clinical Studies and Pathway Expansion

**PRESERVE study** for the treatment of prostate cancer with NanoKnife **completed enrollment** in July 2023

**APEX AV study** for the treatment of pulmonary embolism with AlphaVac F18<sup>85</sup> System

- **Completed enrollment** in December 2023
- Submission to the FDA planned in early calendar 2024

## Q2 Highlights and Operational Developments

Initiated **restructuring** of manufacturing footprint to a fully outsourced model

Continued **portfolio optimization** initiatives

Full-year adjusted EPS **profitability** expected in FY27

Cumulative **Auryon** sales of over **\$100.0 million** achieved in November

\* On a pro forma basis, excluding the sale of Dialysis and BioSentry

# FY24 Revised Guidance



	Guidance*	Revised Guidance*
Revenue	\$328 - \$333 million	\$320 - \$325 million
Gross Margin	50.0% - 52.0%	49.0% - 51.0%
Med Tech	63.0% - 65.0%	61.0% - 63.0%
Med Device	43.0% - 45.0%	43.0% - 45.0%
Adjusted EPS	(\$0.28) - (\$0.34)	(\$0.35) - (\$0.42)

\* FY23 pro forma results excluding the divested assets were \$306.3 million for revenue, 50.5% for gross margin and adjusted loss per share of \$0.43.



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# Auryon References



- 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. *Cardiovas Revasc Med.* 2020;21(1):86-92.
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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.
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