03 | 16 | 2022

# ANGIODYNAMICS

# Barclays Global Healthcare Conference Jim Clemmer, President & CEO

Stephen Trowbridge, EVP & CFO



#### Notice Regarding Forward-Looking Statements

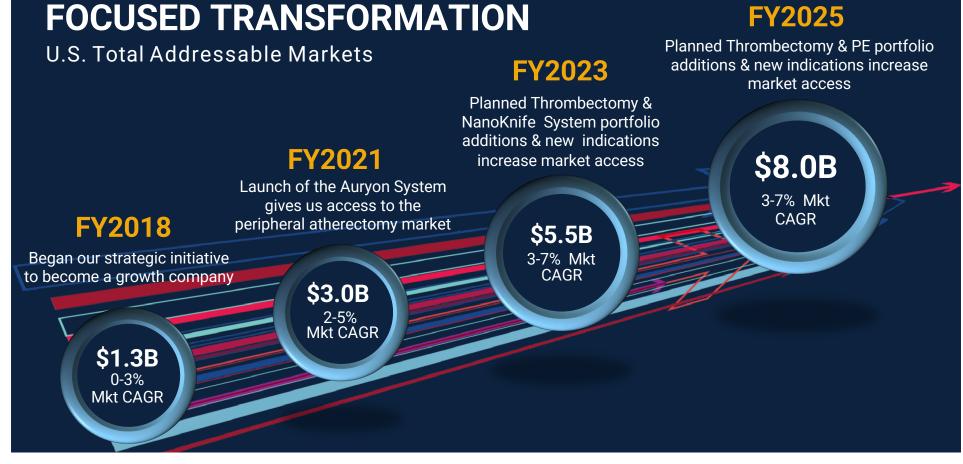
This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements regarding AngioDynamics' expected future financial position, results of operations, cash flows, business strategy, budgets, projected costs, capital expenditures, 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," "plans," "projects," "believes," "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 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 and labor shortages), 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 A

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 EBITDA, adjusted net income (loss), 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.





🔊 angiodynamics

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.



Thrombus Management

AngioVac Uni-Fuse\*

Peripheral Atherectomy

## AURYON

#### **Irreversible Electroporation**



angiodynamics



## **MED DEVICE** Maintain Positioning

Vascular Access Catheters and Accessories

Diagnostic Catheters, Guidewires and Kits

Endovenous Laser Treatment

Microwave & Radiofrequency Tumor Ablation

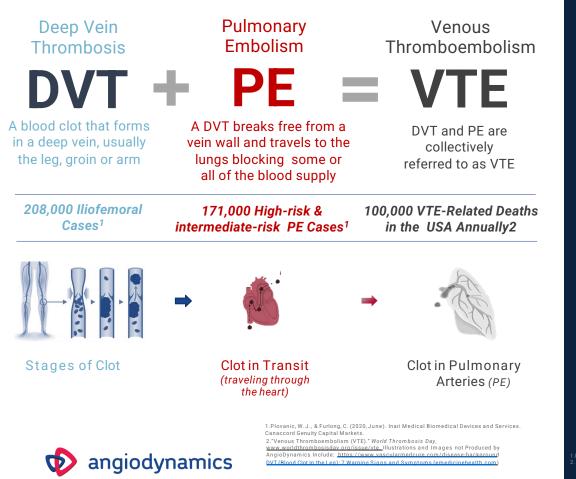
Lung Biopsy Safety

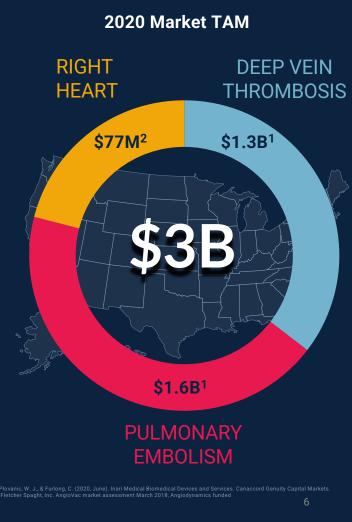
Radiation Treatment Stabilization Balloons

MED TECH

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





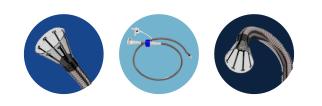




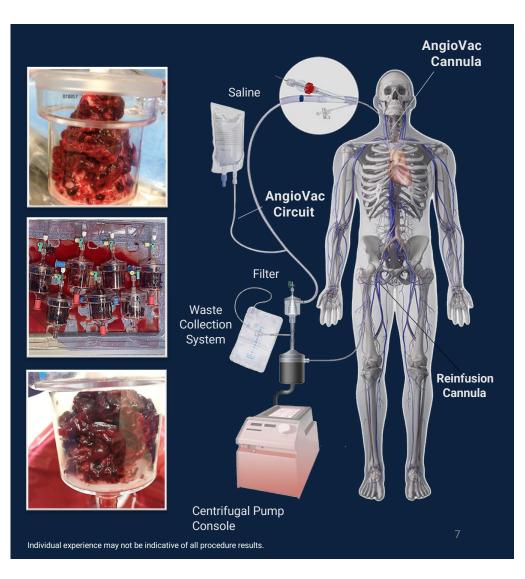
The AngioVac System allows for the **continuous aspiration** of embolic material such as fresh, soft thrombi or vegetation from the venous system

Utilizing a self-expanding, nitinol reinforced funnel tip

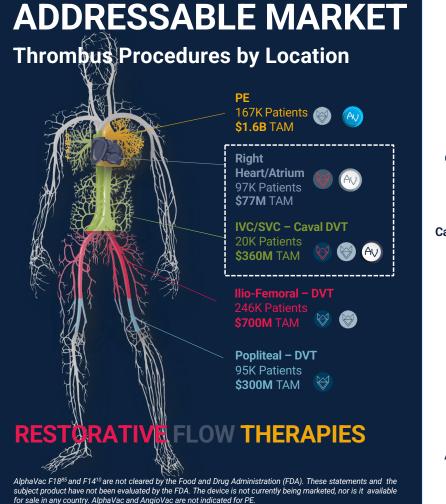
Simultaneously reinfusing the patient's own filtered blood to limit procedural blood loss







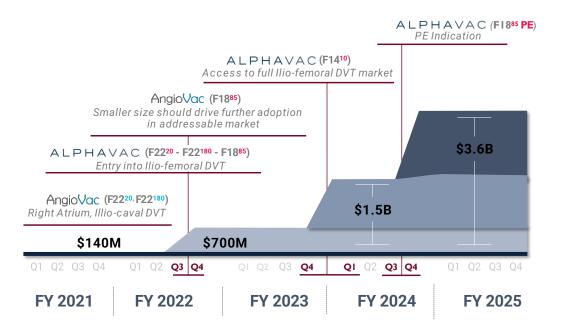






## **THROMBUS MANAGEMENT**

# 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

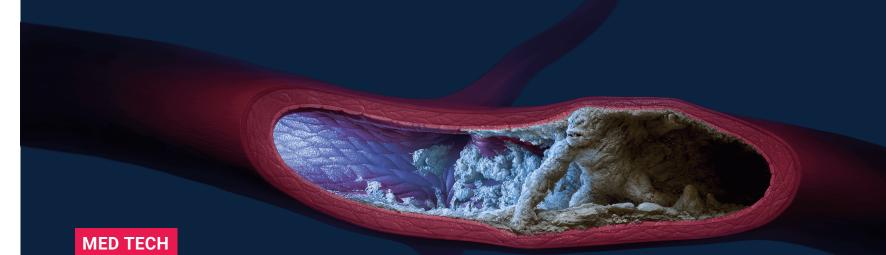
AngioVac

Continuous Aspiration with Simultaneous Reinfusion F22<sup>20</sup> F22<sup>180</sup> F18<sup>85</sup> F18<sup>85</sup> PE F14<sup>10</sup>

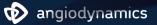


Multi-purpose Mechanical/Manual Aspiration F22<sup>20</sup> F22<sup>180</sup> F18<sup>85</sup> F18<sup>85</sup> PE F14<sup>10</sup>





# 



## PERIPHERAL ATHERECTOMY

US Addressable Markets & Competitive Landscape

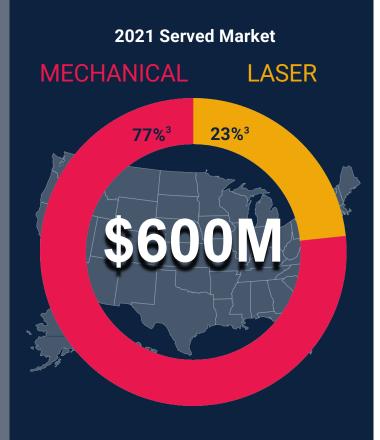


Over 8 Million<sup>2</sup> Americans Suffer from PAD

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



 Peripheral Vascular Devices Medtech 360 Market Analysis US 2017. (2016, December). Millenium Research Group, Inc.





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** Indicated for Peripheral



**0.9 mm** Indicated for Peripheral Atherectom y

# 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. <sup>6,7</sup>

# 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. <sup>5</sup>



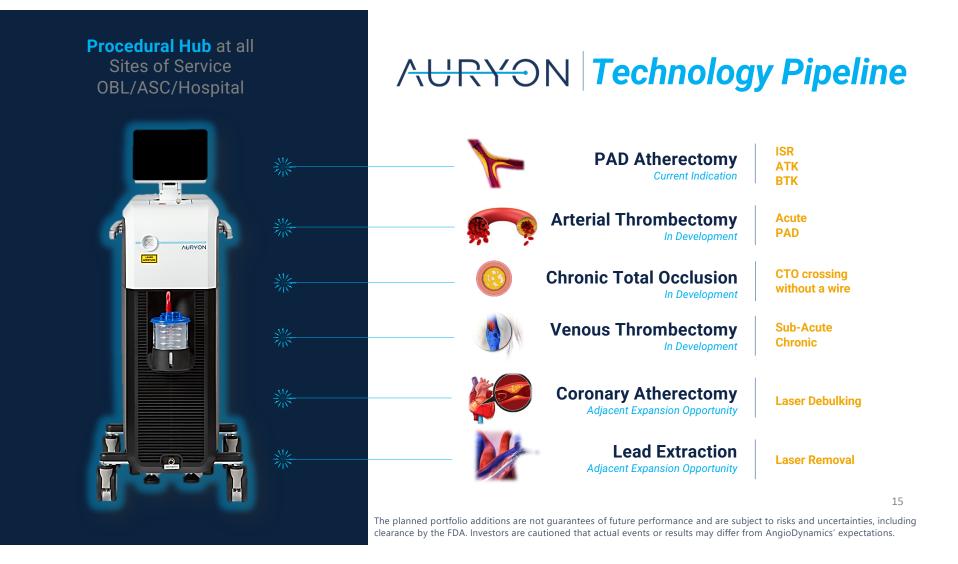
5. Auryon. Instructions for use. AngioDynamics; 2019. 6. Herzog A, Bogdan S, Glikson M, Ishaaya AA,Love C. Selective tissue ablation using laser radiation at 355 nm in lead extraction by a hybrid catheter; a preliminary report. Laser Surg Med. 2016;48(3):281-287. 7. Spectrametics Corporation. CVX:300 Extimer Laser System: Operator's Manual. Version 28. 2019;1-56.

# AURYON BY THE NUMBERS





\* As of 01/06/2022 \*\*Peripheral Vascular Devices, Millennium Research Data 2020 based on 288K Atherectomy Procedures Annually



MED TECH

# IRREVERSIBLE ELECTROPORATION



angiodynamics

## **INNOVATION DOCTORS NEED**

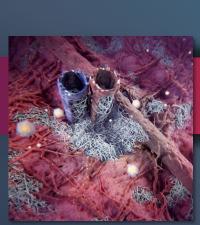
#### Expands treatment options and help preserve patient's quality of life



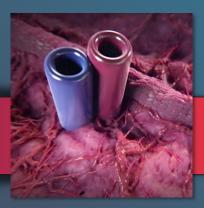
#### PROBE PLACEMENT NanoKnife can be confidently used in all segments of an organ.<sup>10,11</sup>



DECELLULARIZATION Destroys targeted tissue with precise treatment margins.<sup>10,11</sup>



NON-THERMAL Spares vital structures by retaining the structural integrity of tissue.<sup>12,13</sup>



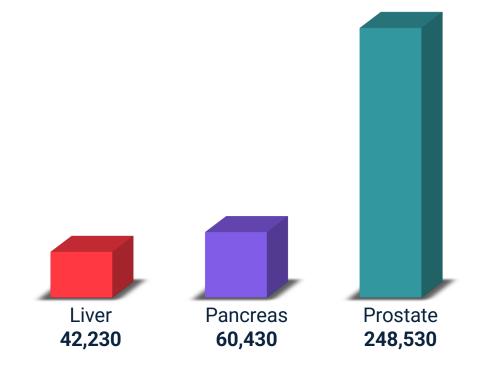
REVASCULARIZATION Facilitates functional tissue regeneration post-ablation.<sup>12,13</sup>



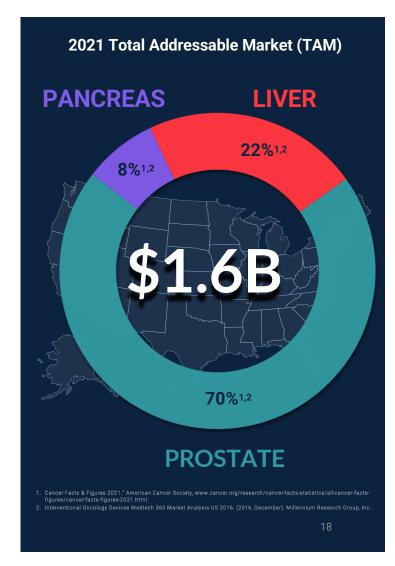
Lee EW, Thai S, Kee ST. Intreversible electroporation: a novel image-guided cancer therapy. Gui Liver. (2010)4(2010). 1;99–104. doi: 10.5009/gnl.2010.4.51.599
 Li Guidance for Selection of Nanokife Probe Array Configuration and Ablation parameters for the Teratment of Stage III Panceatic Cancer.
 Scheltema MJ, Chang JJ, van den Bos W, Gielchinsky I, Nguyen TV, Reijke TM, Siriwardana AR, Böhm M, de la Rosette JJ, Stricker PD. Impact on genitourinary function tergements. Diagn Interv Radiol. 2018 Sep:24(5):268-275. doi: 10.5152/dr.2018.17374. PMID: 30211680; PMCI6135060.
 J. W, Pan Q, J. Qui X, Li Z. The effects of Interventible electroportion (IRE) on news: P. NGO Dec. 2011 Apr 16;4(4):e1880. doi: 10.317/journal.pone.0018831. PI

## THE NANOKNIFE SYSTEM

#### Estimated # of US Patients Diagnosed in 2021<sup>1</sup>







## **PROSTATE INITIATIVE**

Prostate cancer is the only solid tumor without a standardized local treatment option1

Advances in genetics, imaging, and methodology support a local treatment option for PCa<sup>2</sup>

But existing technology has less than ideal outcomes for cancer control and guality of life<sup>3,4</sup>



with precise treatment margins<sup>6</sup>

ablation zone<sup>7</sup>

Enables treatment to be performed in all segments of an organ<sup>8</sup>



Bridge the gap between an active surveillance strategy and whole-gland treatment

## Approximately 100,000

men are estimated to be candidates for focal therapy each year<sup>5</sup>

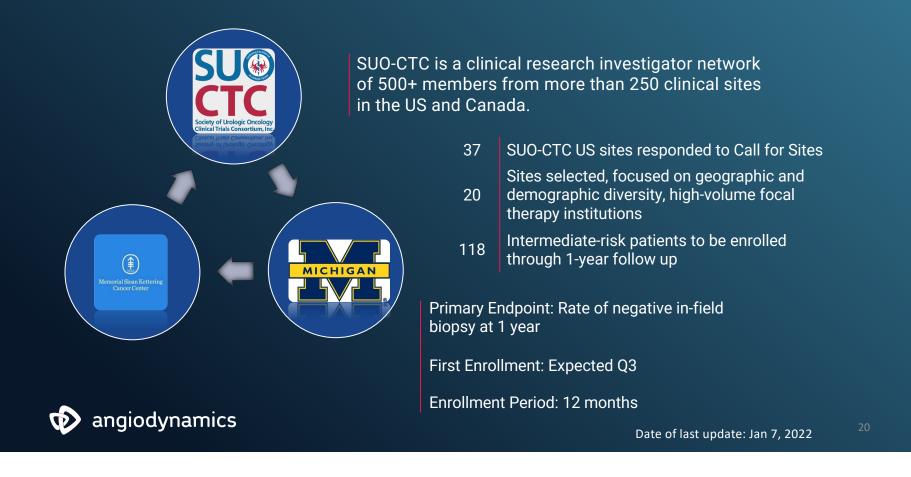
2). Lee, Byron H., et al. "Changing Landscape of Prostate Cancer Favoring Low-Risk Prostate Cancer: Implications for Active Surveillance Versus Focal Therapy." Imaging and Focal Therapy of Early Prostate Cancer, 2012, pp. 17–36., doi:10.1007/978-1-62703-182-0\_2. 3). Worrell Design. Next Gen Voice of Customer, 2020.

Sivaraman A, Barret E. Focal Therapy for Prostate Cancer: An "À la Carte" Approach. Eur Urol. 2016;69(6):973-975. doi:10.1016/j.eururo.2015.12.015
 Cancer Facts & Figures 2021. American Cancer Society. https://www.cancer.org/research/cancer-facts-statistics/all-cancer-facts-figures/cancer-facts-figures-2021.html. Accessed January 4, 2022

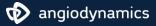
6). Lee EW, Thai S, Kee ST. Irreversible electroporation: a novel image-guided cancer therapy. Gut Liver. (2010);4(SUPPL. 1):99-104. doi: 10.5009/gnl.2010.4.S1.S99

7. Li W, Fan O. Ji Z, Oju X, Li Z, The effects of irreversible electroporation (IRE) on nerves. PLoS One. 2011 Apr 14:6(4):e18831. doi: 10.1371/journal.cone.0018831. PMID: 21533143: PMCID: PMC3077412 8.) Scheltema MJ, Chang JJ, 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.

### **PRESERVE Prostate IDE**



# FINANCIALS



## **SECOND QUARTER AND YTD HIGHLIGHTS**

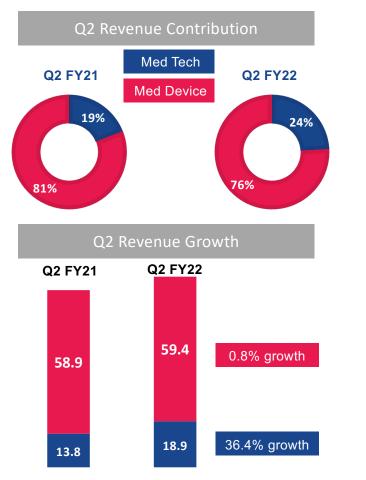
	Q2 FY2022	Q2 FY2021	Change	YTD FY2022	YTD FY2021	Change
Revenue	\$78,280	\$72,770	7.6%	\$155,251	\$142,986	8.6%
Gross Margin	51.8%	55.2%	(340 bps)	52.0%	53.1%	(110 bps)
Net Loss	(\$8,351)	(\$4,268)	(\$4,083)	(\$15,323)	(\$8,536)	(\$6,787)
GAAP EPS	(\$0.21)	(\$0.11)	(\$0.10)	(\$0.39)	(\$0.22)	(\$0.17)
Adjusted EPS	(\$0.02)	\$0.01	(\$0.03)	(\$0.04)	\$0.03	(\$0.07)
Adjusted EBITDA	\$4,421	\$5,158	(\$737)	\$7,992	\$9,625	(\$1,633)

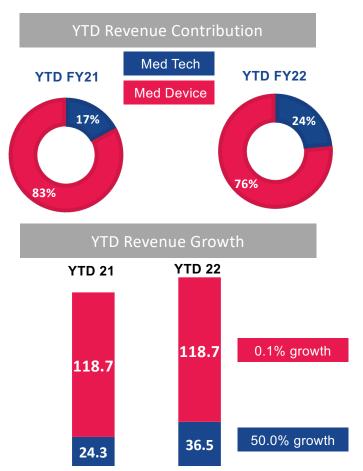
#### **Financial Performance**

\$ in thousands (except per share data)



## **SECOND QUARTER AND YTD HIGHLIGHTS**





23

## SECOND QUARTER AND YTD FY2022 RESULTS (unaudited)

\$ in thousands (except per share data)	Q2 FY2022	Q2 FY2021	Change	YTD FY2022	YTD FY2021	Change
Revenue	\$78,280	\$72,770	7.6%	\$155,251	\$142,986	8.6%
Med Tech	\$18,886	\$13,849	36.4%	\$36,504	\$24,335	50.0%
Med Device	\$59,394	\$58,921	0.8%	\$118,747	\$118,651	0.1%
Endovascular Therapies	\$39,660	\$33,900	17.0%	\$77,718	\$63,757	21.9%
Vascular Access	\$25,070	\$23,930	4.8%	\$50,026	\$52,035	(3.9%)
Oncology	\$13,550	\$14,940	(9.3%)	\$27,507	\$27,194	1.2%
United States	\$65,350	\$60,684	7.7%	\$129,814	\$114,792	13.1%
International	\$12,930	\$12,086	7.0%	\$25,437	\$28,194	(9.8%)
Net Loss	<b>(\$8,351)</b>	<b>(\$4,268)</b>	<b>(\$4,083)</b>	<b>(\$15,323)</b>	<b>(\$8,536)</b>	<b>(\$6,787)</b>
Non-GAAP Adjusted Net Income (Loss)	(\$856)	\$564	(\$1,420)	(\$1,743)	\$1,181	(\$2,924)
GAAP EPS	<b>(\$0.21)</b>	<b>(\$0.11)</b>	<b>(\$0.10)</b>	<b>(\$0.39)</b>	<b>(\$0.22)</b>	<b>(\$0.17)</b>
Non-GAAP Adjusted EPS	(\$0.02)	\$0.01	(\$0.03)	(\$0.04)	\$0.03	(\$0.07)
Gross Margin	<b>51.8</b> %	55.2%	(340 bps)	52.0%	53.1%	(110 bps)
Adjusted EBITDA	\$4,421	\$5,158	(\$737)	\$7,992	\$9,625	(\$1,633)



## PANDEMIC LANDSCAPE

Taking Actions to Address Short-term Supply Chain Disruption & Long-term Ability to Supply Customers

#### Headwinds

- Tight Labor Market
  - Drives increasing labor costs
  - Impacts absorption
- Raw Materials Inflationary Pressure
- Increasing Freight Costs

#### **Operational Focus**

- Increasing and Qualifying Additional Manufacturing Capacity
- Improving Efficiencies
  - SKU rationalization
  - Robust supply chain planning
- Pricing and Shipping Adjustments



03 | 16 | 2022

# ANGIODYNAMICS

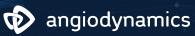
# Barclays Global Healthcare Conference Jim Clemmer, President & CEO

Stephen Trowbridge, EVP & CFO



#### APPENDIX

## **GAAP to Non-GAAP Reconciliation**



#### Reconciliation of GAAP to Non-GAAP Net Income (Loss) and EPS

	Three Months Ended					Six Months Ended				
(in thousands, except per share data) Net loss		Nov 30, 2021		Nov 30, 2020		ov 30, 2021	Nov 30, 2020			
		(una		(unaudited)						
		(8,351)	\$	(4,268)	\$	(15,323)	\$	(8,536)		
Amortization of intangibles		4,889		4,593		9,710		9,546		
Change in fair value of contingent consideration		609		184		804		(473)		
Acquisition, restructuring and other items, net (1)		2,253		1,128		4,693		2,447		
Tax effect of non-GAAP items (2)		(256)		(1,073)		(1,627)		(1,803)		
Adjusted net income (loss)		(856)	\$	564	\$	(1,743)	\$	1,181		

	Three Months Ended					Six Months Ended				
	Nov 30, 2021		Nov 30, 2020		Nov 30, 2021		Nov 30, 2020			
	(unaudited)				(unaudited)					
Diluted loss per share	\$	(0.21)	\$	(0.11)	\$	(0.39)	\$	(0.22)		
Amortization of intangibles		0.13		0.12		0.25		0.25		
Change in fair value of contingent consideration		0.02				0.02		(0.01)		
Acquisition, restructuring and other items, net (1)		0.05		0.03		0.12		0.06		
Tax effect of non-GAAP items (2)		(0.01)		(0.03)		(0.04)		(0.05)		
Adjusted diluted earnings (loss) per share	\$	(0.02)	\$	0.01	\$	(0.04)	\$	0.03		
Adjusted diluted sharecount (3)		39,053		38,473		38,893		38,503		

 Includes costs related to merger and acquisition activities, restructurings, and unusual items, including asset impairments and writeoffs, certain litigation, and other items.

(2) Adjustment to reflect the income tax provision on a non-GAAP basis has been calculated assuming no valuation allowance on the Company's U.S. deferred tax assets and an effective tax rate of 23% for the periods ended November 30, 2021 and November 30, 2020.

(3) Diluted shares may differ for non-GAAP measures as compared to GAAP due to a GAAP loss.



#### Reconciliation of Net Loss to Adjusted EBITDA

	Three Months Ended					Six Months Ended			
(in thousands)	Nov 30, 2021		Nov 30, 2020		Nov 30, 2021		Nov 30, 2020		
(in troustands)	(unaudited)			(unaudited)					
Net loss	\$	(8,351)	\$	(4,268)	\$	(15,323)	\$	(8,536)	
Income tax benefit		(512)		(905)		(2,148)		(1,450)	
Interest expense, net		174		235		330		450	
Depreciation and amortization		7,240		6,397		14,199		12,936	
Change in fair value of contingent consideration		609		184		804		(473)	
Stock based compensation		3,008		2,387		5,437		4,251	
Acquisition, restructuring and other items, net (1)		2,253		1,128		4,693		2,447	
Adjusted EBITDA	\$	4,421	\$	5,158	\$	7,992	\$	9,625	

 Includes costs related to merger and acquisition activities, restructurings, and unusual items, including asset impairments and write-offs, certain litigation, and other items.