# Canaccord Genuity Growth Conference

**Investor Presentation** 

August 7<sup>th</sup>, 2019



## Forward-Looking Statements

### 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," "believes," "eseths," "estimates," "optimistic," or variations of such words and similar expressions, are forward-looking statements. Forward-looking statements in this presentation include, without limitation, projections for revenue, adjusted EPS and gross margin for fiscal years 2020, 2021 and 2022. 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 from AngioDynamics' expectations. Factors that may affect the actual results achieved by AngioDynamics include, without limitation, 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 recalls and product liability claims, changes in key personnel, the ability of AngioDynamics to execute on strategic initiatives, the

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 EBITDAS (income before interest, taxes, depreciation and amortization and stock-based compensation); adjusted net income; adjusted earnings per share and free cash flow. 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.

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## **Driving Future Growth**

 Net cash balance of ~\$85 million plus \$125 million credit facility provides over \$150 million of available capital to deploy

## **Internal Investments:**

- Oncology, NanoKnife Platform
- Thrombus Management, AngioVac
- Selective investments in Core and Vascular Access categories

### **External Investments:**

- M&A and Licensing for acquiring innovative assets
- Opportunistic share repurchase and debt paydown
- Portfolio optimization will remain a priority; continued execution across entire product portfolio
- Sustained focus on operational excellence and appropriate balance sheet stewardship











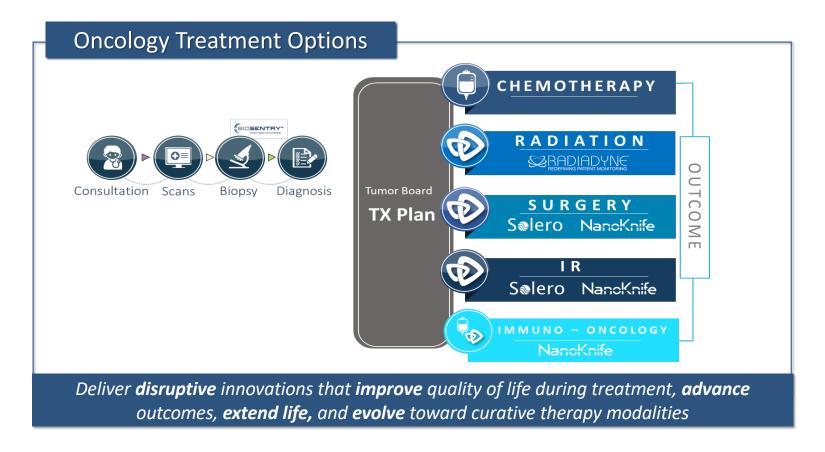




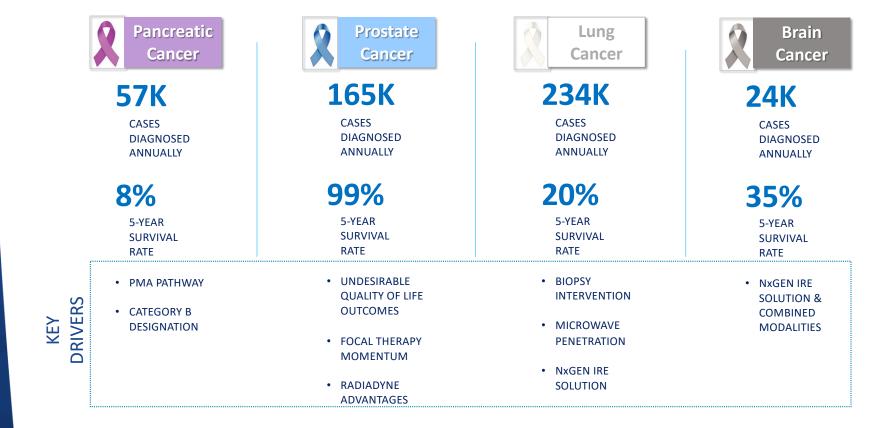
# Portfolio Optimization and Focus



## Oncology Caregiver and Patient Journey

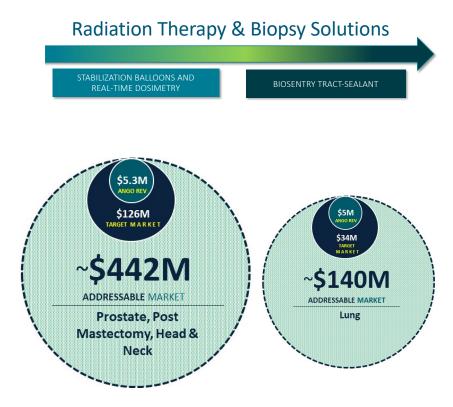


## NanoKnife as a Platform



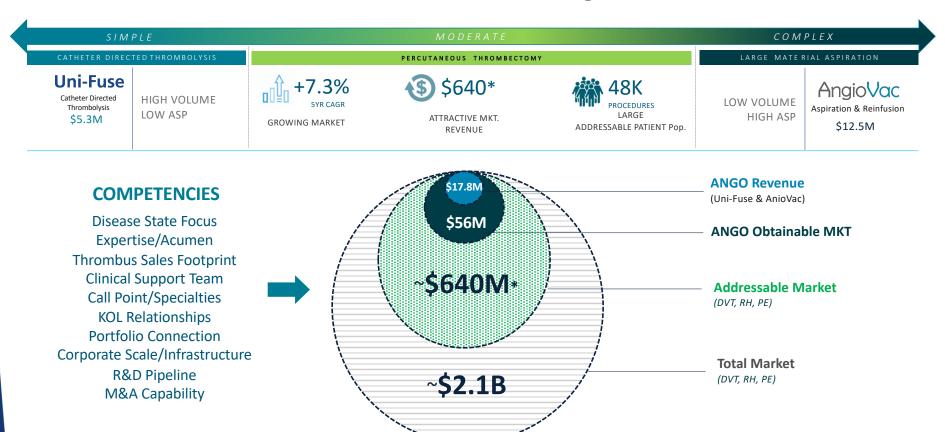
# MARKETS & OPPORTUNITIES: Oncology







## MARKET & OPPORTUNITY: Thrombus Management



Our market presence, resources, and portfolio pipeline will enable us to increase our addressable market



Financial Metrics: FY20 through FY22



## Our Future Growth: FY20 through FY22

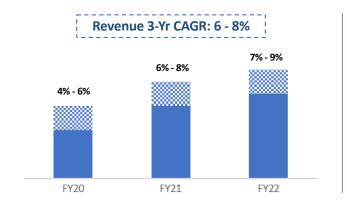


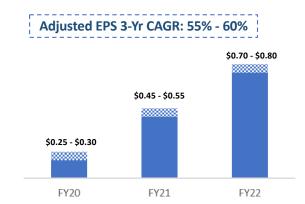
Gross Margin 60% - 61%

<u>Adjusted EPS</u> 55% - 60% CAGR

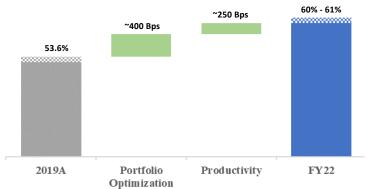
Free Cash Flow ~\$50M+ by 2022

Adjusted EBITDAS
~\$60M by 2022









Numbers for FY20, FY21, and FY22 represent estimates.

