

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): **January 16, 2020**

**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**      **12110**  
(Address of Principal Executive Offices)      (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.

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**Item 7.01 – Regulation FD Disclosure.**

On January 16, 2020, James C. Clemmer, President and Chief Executive Officer of AngioDynamics, Inc. (“AngioDynamics”), will present to certain investors at the J.P. Morgan 38th Annual Healthcare Conference. The conference 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,” “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 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 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 integrate purchased 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, 2019. AngioDynamics does not assume any obligation to publicly update or revise any forward-looking statements for any reason.

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**Item 9.01 – Financial Statements and Exhibits.**

(d) Exhibits.

Exhibit No.

Description

[99.1](#)

Presentation slides for the J.P. Morgan 38th Annual Healthcare Conference on January 16, 2020.

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**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.

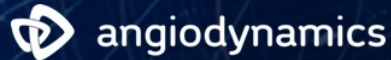
ANGIODYNAMICS, INC.  
(Registrant)

Date: January 16, 2020

By: /s/ Stephen A. Trowbridge  
Stephen A. Trowbridge  
Senior Vice President, General Counsel and  
Interim Chief Financial Officer

# J.P. MORGAN HEALTHCARE CONFERENCE

AngioDynamics  
Jim Clemmer, President and CEO  
January 16, 2020



# 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," "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 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 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 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, 2019. AngioDynamics does not assume any obligation to publicly update or revise any forward-looking statements for any reason.

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; adjusted earnings per share, and net sales excluding acquired assets and Asclera. 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 Transformation Evolving Total Addressable Markets



0-3% Growth  
Rate



2-5% Growth  
Rate



3-7% Growth  
Rate



Supplies

## VALUE CREATION

Hi-Tech Platforms



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# Focus on Innovative Medical Technologies



**Healthy Blood Flow  
from the Heart**



**Healthy Blood  
Flow to the Heart**



**Expanded Treatment  
Options in Oncology**

Leveraging 3 main drivers to carve out our space in large, growing markets through innovative, disruptive technologies that treat patients with cancer, promote healthy blood flow and deliver critical therapies.

**M & A**

**R & D**

**Clinical and Regulatory Pathway Expansion**



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# AURYON

The first peripheral atherectomy technology that efficiently and repeatedly treats:

ANY lesion **type**, ANY lesion **length**, ANY lesion **location**

CONVENIENT

SAFE

EFFICIENT

*Eximo is now*

# AURYON

Visit [Auryon-PAD.com](http://Auryon-PAD.com) for more information.



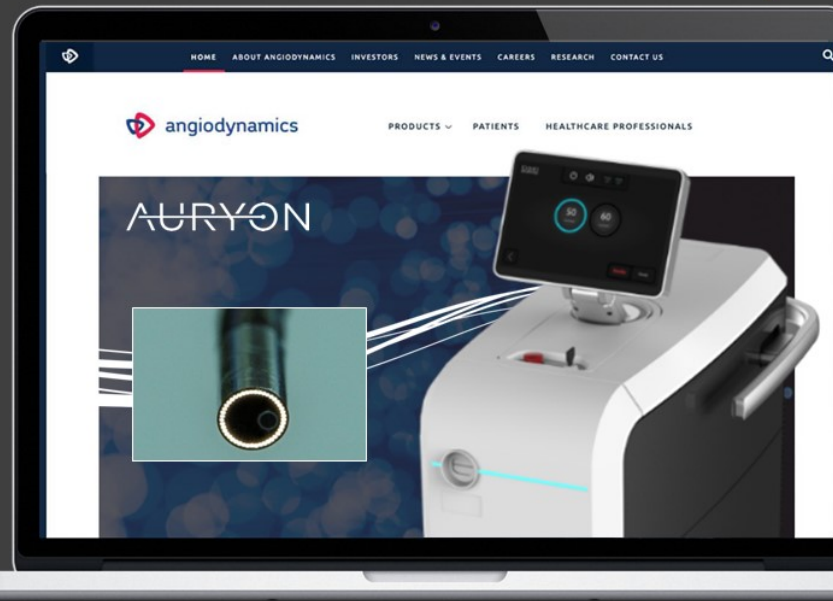
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# Targeted, disciplined M&A



## AURYON

The Auryon Laser system uses a revolutionary, proprietary method of delivering a 355 nm wavelength combined with a short-pulse (10-25ns) providing a design to achieve superior clinical results.



The Auryon system is the first peripheral atherectomy technology that efficiently and repeatedly treats **any lesion type, any lesion length, at any lesion location.**<sup>1</sup>

### 355 nm

A longer wavelength and shorter pulse enable effective treatment of calcified lesions.<sup>3,4</sup>

### Protects Vessel Wall From Perforation

Targeted biological reactions address the risk of perforation and vaporize lesions without thermal ablation.<sup>2</sup>

### Small, Stable Footprint

Solid state delivery offers stability, no toxic gases, no calibration burden on staff, and minimal warm-up time.<sup>5</sup>

References: 1. Rundback J, Chandra P, Brodmann M, et al. Novel laser-based catheter for peripheral atherectomy: 6-month results from the Eximo Medical B-Laser™ IDE study. *Catheter Cardiovasc Interv.* 2019;94(7):1010-1017. 2. Herzog A, Steinberg I, Gaisenberg E, Nornberg 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. 3. Herzog A, Steinberg I, Ishaaya AA. Shaping photomechanical effects in tissue ablation using 355 nm laser pulses. *J Biophotonics.* 2017;10(10):1262-1270. 4. Herzog A, Malka D, Zalevsky Z, Ishaaya AA. Effect of spatial coherence on damage occurrence in multimode optical fibers. *Optics Letters.* 2015;40(3):415. doi:10.1364/ol.40.000415. 5. Herzog A, Oszkinis G, Planer D, et al. Atherectomy using a solid-state laser at 355 nm wavelength. *J Biophotonics.* 2017;10(10):1271-1278.



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# Compelling Data Illustrates Clinical Benefits

## Clinical Benefits

- Auryon Atherectomy System is the first and only system capable of treating lesions in any location, whether highly calcified or thrombotic
- Optimized laser parameters provide the power to treat calcified lesions above- (ATK) and below-the-knee (BTK), including below-the-ankle
- FDA 510(k) with ISR labeling (second in US) and CE Mark
- Unique combination of 355nm short pulse laser and blunt blade enables:
  - ✓ Better accuracy
  - ✓ Increased safety
  - ✓ Tissue selectivity
  - ✓ More efficient procedure with fewer passed

# ZERO

- Distal emboli events (with minimal use of filters, 2 used)
- Device-related flow-limiting dissections
- Perforations
- Device-related complications



## Excellent long-term results:

**2.1% TLRs**

(Target Lesion Revascularization)

in **141 subjects** at **6 months** (IDE)

**4.3% TLRs**

(Target Lesion Revascularization)

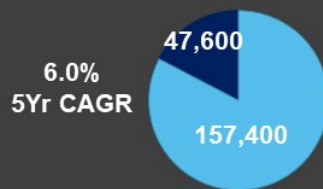
in **46 subjects** at **12 months** (CE)



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# AURYON ADDRESSABLE MARKETS

## 2019 PROCEDURES



## 2019 REVENUE



## COMMERCIALIZATION

|                         |                     | FY20   | FY21  |
|-------------------------|---------------------|--|---|
| <b>Sales</b>            | Headcount           | 12-18  | 26-32   |
| <b>Marketing</b>        | Branding            | AURYON   | Implementation of full-scale brand strategy   |
| <b>Clinical Affairs</b> | Pathfinder Registry | Registry established   | Registry continued  |
|                         | Advisory Board      | 1 <sup>st</sup> Advisory Board Meeting<br>Identification of scientific advisory board members and first meeting held | Additional medical advisory board established with cadence of quarterly to semi annual meetings |
|                         | Case Studies        | Study(s) endpoints determined and case studies to begin  | Additional sites selected for future case and clinical studies                                  |
| <b>Supply Chain</b>     | Operations          | <ul style="list-style-type: none"> <li>New Suppliers</li> <li>Scaled Production</li> </ul>                           | Ongoing Improvement   |

\*Millennium Research Group, Peripheral Vascular Devices 2017, 2019 market size estimates





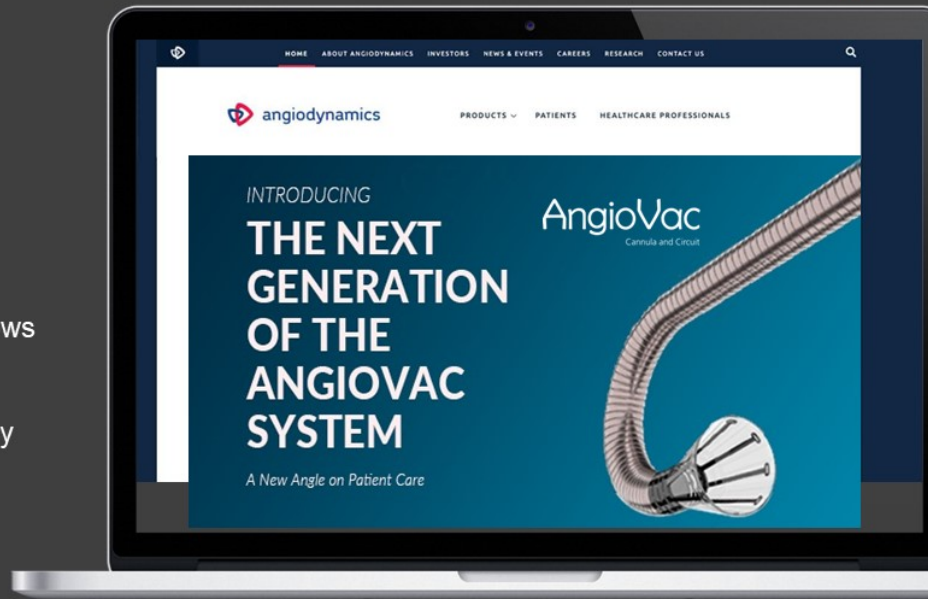
# Execution of internal R&D



## AngioVac

Cannula and Circuit

The AngioVac System allows physicians to remove unparalleled levels of clot burden through a minimally invasive procedure.



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# The AngioVac System

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

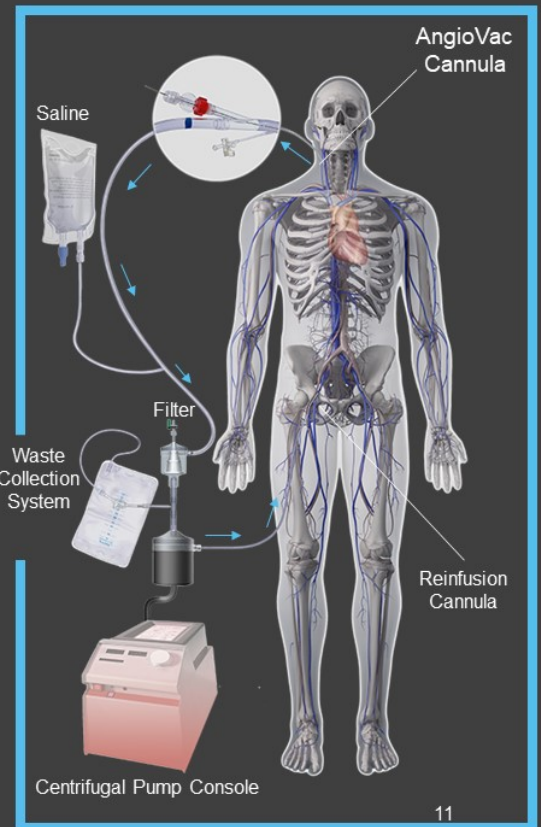
- Utilizing a self-expanding, nitinol-reinforced funnel tip
- As blood and embolic material are aspirated, the blood is filtered and simultaneously reinfusing the patients own filtered blood to limit procedural blood loss

## The AngioVac Equation

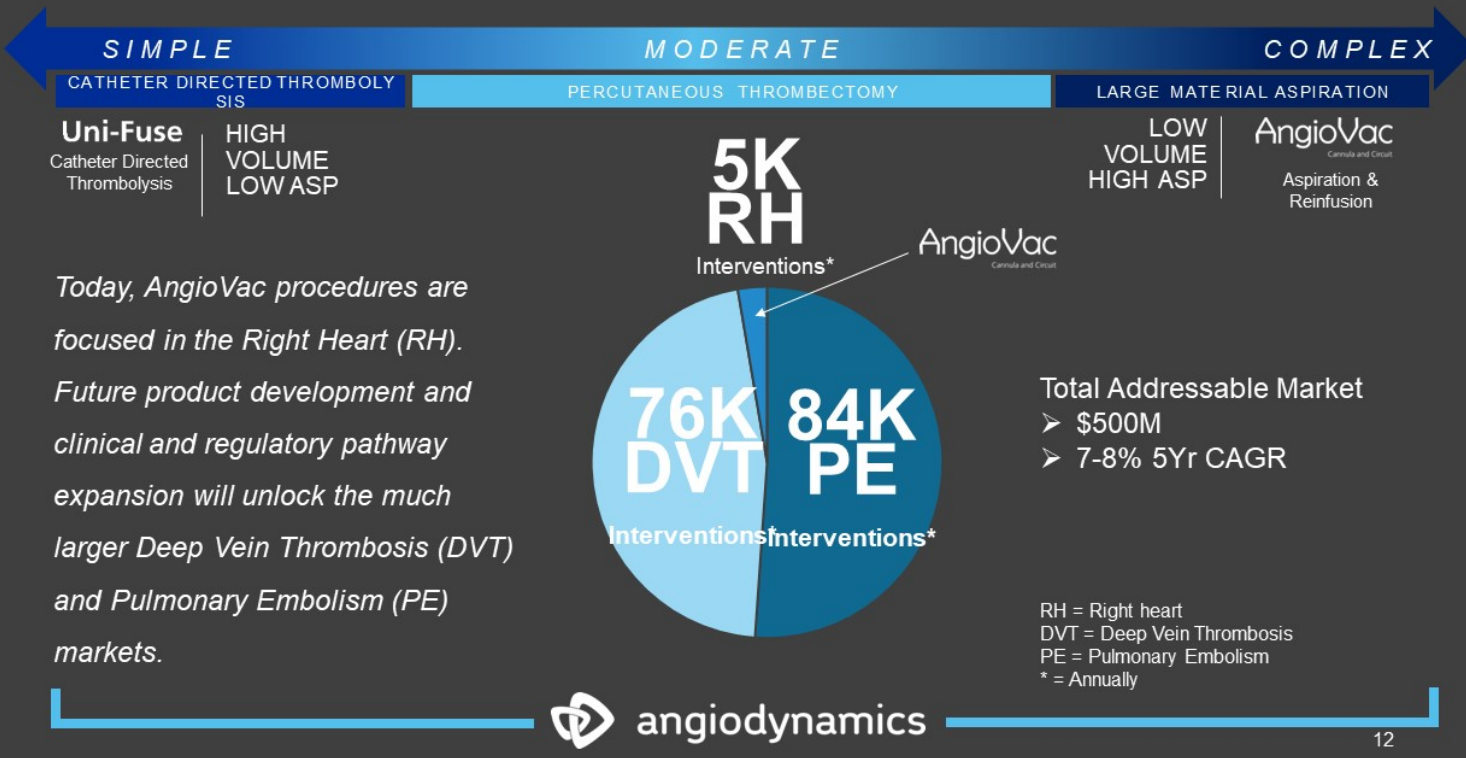


- ✓ Large bore clot burden removed
- ✓ Minimal blood loss

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# AngioVac provides a platform to move into Larger Market Segments





# AngioVac Gen 3 is the first product to move through our **revamped internal R&D process**

- Customer feedback led to improved design

## AngioVac Gen 1

- One shape – no directionality
- No Radio Opaque (RO) markers
- No Over The Wire (OTW)
- Cutting and adapters



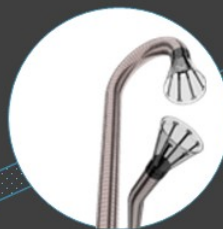
## AngioVac Gen 2

- Two shapes
- Improved RO markers
- OTW capability
- Quick connects



## FY2020 AngioVac Gen 3

- Two shapes
- Improved flow rates
- Improved flexibility
- Improved navigation
- 180-degree pre-curve is built for the RH



## FY2021 AngioVac Gen 4

- More flexible, steerable, smaller diameter, longer cannula
- Potential to address PE

Multi-purpose  
Mechanical  
Aspirator

Future



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# Clinical & Regulatory Pathway Expansion



## NanoKnife 3.0

Irreversible Electroporation (IRE)

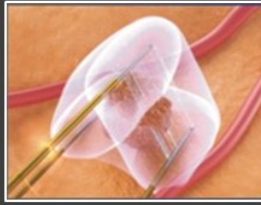
A cancer therapy that increases a physician's options for patient treatment.



# NanoKnife Irreversible Electroporation (IRE)

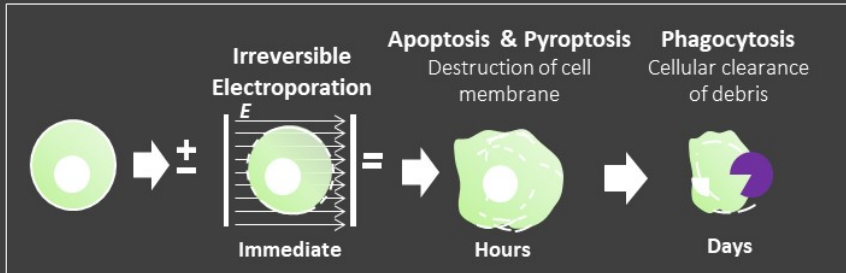


**The NanoKnife System**  
uses 2 – 6 electrode probes to create a high-voltage electric field



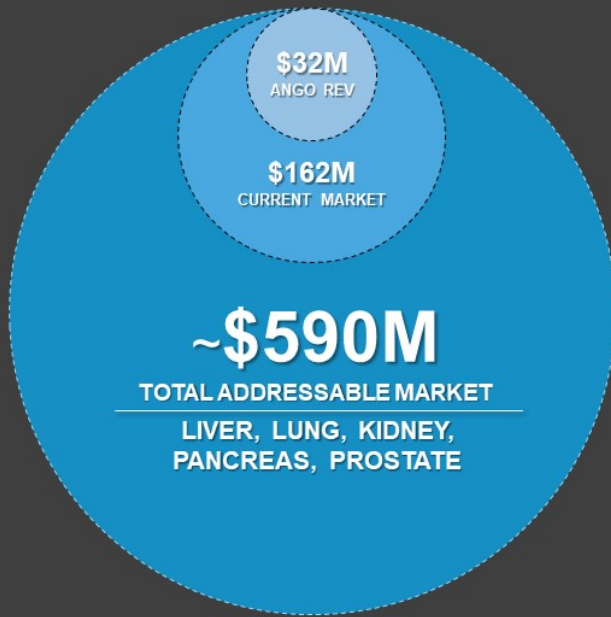
Cells within the electric field develop irreversible, nano-size pores, causing the cells to die

This ablation is less traumatic than death caused by extreme heat or cold and the cellular debris is removed by the body's normal processes



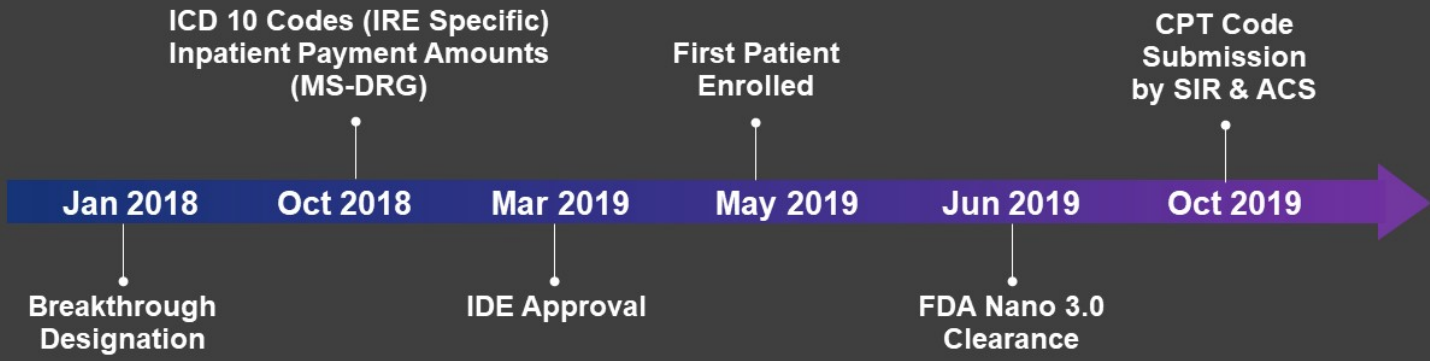
**Critical structures, such as blood vessels, bile ducts and nerves, within the ablation zone remain patent.**

# NanoKnife provides a platform to address unmet needs in a number of large markets



| Cancer   | New Cases Annually |
|----------|--------------------|
| Pancreas | 57,600             |
| Prostate | 191,930            |
| Liver    | 42,810             |
| Lung     | 228,820            |
| Kidney   | 73,750             |

*Cancer Facts & Figures 2020  
American Cancer Society*



ANTICIPATED FIRST 15 SITES

- BARNES JEWISH Hospital
- INOVA
- USE HEALTH
- CHRISTUS Health
- Carolinas Medical Center
- MedStar Georgetown University Hospital
- Regina Williams
- UC San Diego
- NORTON HEALTHCARE
- ORLANDO HEALTH
- nch Northwest Community Healthcare
- MAYO CLINIC HEALTH SYSTEM
- UHealth UNIVERSITY OF MIAMI HEALTH SYSTEM
- Baptist Health South Florida
- COLUMBIA UNIVERSITY MEDICAL CENTER



# FY 2020 Six-Month Actuals and Full-Year Expectations

|                         | FY2020<br>First Half Results | FY2020<br>Full Year Guidance<br>(Unchanged) |
|-------------------------|------------------------------|---|
| Revenue                 | \$136.0M                     | \$280M – \$286M                             |
| GAAP Earnings Per Share | \$(0.11)                     | \$(0.35) – \$(0.40)                         |
| Non-GAAP Adjusted EPS   | \$0.14                       | \$0.10 – \$0.15                             |
| Gross Margin            | 58.6%                        | 58% - 59%                                   |
| Adjusted EBITDA         | \$13.7M                      | \$15M-20M                                   |
| Debt                    | \$0.0M                       | \$15.0M                                     |



# SUMMARY

**5** **18**  
DEALS MONTHS

Meaningful transformation into larger, faster-growing markets with higher value medical technologies.

Growth Potential Powered by **Three Key Drivers**

- M&A
- R&D
- Expansion of Clinical and Regulatory Pathways

Innovative, proprietary portfolio of Medical Technologies that address unmet needs of healthcare professionals and patients.

VenaCure EVLT

BioFlo

Solero  
Minimally Invasive Ablation System

NanoKnife 3.0  
Therapeutic Endovascular Ablation

AngioVac  
Catheter and Catheter

AURYON



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# Reconciliation Tables

## GAAP to Non-GAAP Net Income & EPS

| Amounts in thousands                                | Three months ended |              | Six months ended |              |
|---|--------------------|--------------|------------------|--------------|
|   | November 30,       | November 30, | November 30,     | November 30, |
|   | 2019               | 2018         | 2019             | 2018         |
|   | (unaudited)        |              | (unaudited)      |              |
| Net loss from continuing operations                 | \$ (2,736)         | \$ (3,587)   | \$ (4,011)       | \$ (9,291)   |
| Amortization of intangibles                         | 4,530              | 4,506        | 8,398            | 7,939        |
| Change in fair value of contingent consideration    | 145                | 244          | (303)            | 256          |
| Acquisition, restructuring and other items, net (1) | 1,421              | 2,728        | 2,921            | 7,150        |
| Write-off of deferred financing fees (2)            | —                  | —            | 593              | —            |
| Tax effect of non-GAAP items (3)                    | (1,209)            | (1,041)      | (2,273)          | (2,484)      |
| Adjusted net income                                 | \$ 2,151           | \$ 2,850     | \$ 5,325         | \$ 3,570     |

|   | Three months ended |              | Six months ended |              |
|---|--------------------|--------------|------------------|--------------|
|   | November 30,       | November 30, | November 30,     | November 30, |
|   | 2019               | 2018         | 2019             | 2018         |
|   | (unaudited)        |              | (unaudited)      |              |
| Diluted loss per share                              | \$ (0.07)          | \$ (0.10)    | \$ (0.11)        | \$ (0.25)    |
| Amortization of intangibles                         | 0.12               | 0.12         | 0.22             | 0.21         |
| Change in fair value of contingent consideration    | —                  | 0.01         | (0.01)           | 0.01         |
| Acquisition, restructuring and other items, net (1) | 0.04               | 0.07         | 0.08             | 0.19         |
| Write-off of deferred financing fees (2)            | —                  | —            | 0.02             | —            |
| Tax effect of non-GAAP items (3)                    | (0.04)             | (0.03)       | (0.06)           | (0.07)       |
| Adjusted diluted earnings per share                 | \$ 0.06            | \$ 0.07      | \$ 0.14          | \$ 0.09      |
| Adjusted diluted sharecount                         | 38,092             | 38,117       | 38,120           | 38,131       |

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

(2) Deferred financing fees related to the old credit agreement were written off during the first quarter of fiscal year 2020.

(3) 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 November 30, 2019 and 2018.

## Net Income to Adjusted EBITDA

|   | Three months ended |              | Six months ended |              |
|---|--------------------|--------------|------------------|--------------|
|   | November 30,       | November 30, | November 30,     | November 30, |
|   | 2019               | 2018         | 2019             | 2018         |
|   | (unaudited)        |              | (unaudited)      |              |
| Net loss from continuing operations                 | \$ (2,736)         | \$ (3,587)   | \$ (4,011)       | \$ (9,291)   |
| Income tax expense (benefit)                        | (566)              | (190)        | (682)            | (1,418)      |
| Interest expense, net                               | 41                 | 1,330        | 506              | 2,247        |
| Depreciation and amortization                       | 5,863              | 5,890        | 11,033           | 10,698       |
| Change in fair value of contingent consideration    | 145                | 244          | (303)            | 256          |
| Stock based compensation                            | 2,242              | 2,583        | 4,226            | 4,726        |
| Acquisition, restructuring and other items, net (1) | 1,421              | 2,728        | 2,921            | 7,150        |
| Adjusted EBITDA                                     | \$ 6,410           | \$ 8,998     | \$ 13,690        | \$ 14,368    |
| Per diluted share:                                  |                    |              |                  |              |
| Adjusted EBITDA                                     | \$ 0.17            | \$ 0.24      | \$ 0.36          | \$ 0.38      |

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





