



CG 43rd Annual Growth Conference

Wednesday, August 9, 2023

Jim Clemmer, President & CEO

Stephen Trowbridge, Executive Vice President & CFO



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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 Transformation



We are transitioning our product portfolio from a diverse medical products company to a focused medical

What We've Done

- Built 3 High Growth Platforms
- Launched Auryon
- Initiated PRESERVE & APEX
- Invested in Clinical Pathway Expansion
- Launched International Strategy

Current State

- Med Tech Segment is ~30% of Revenue
- Med Tech Segment grew 22% in FY'23
- Continuing to Invest
- Strong Balance Sheet
- Strong Portfolio Pipeline

12-24 Months

- Strategic Portfolio Alignment
- Enhanced Access to Key Markets
- New Product Launches
- Strong Balance Sheet
- Growth & EPS Accretion

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/pcd/issues/2022/22_0347.htm
2. [https://acsjournals.onlinelibrary.wiley.com/doi/10.3322/caac.21660#:~:text=Worldwide%2C%20an%20estimated%2019.3%20million,skin%20cancer\)%20occurred%20in%202020.](https://acsjournals.onlinelibrary.wiley.com/doi/10.3322/caac.21660#:~:text=Worldwide%2C%20an%20estimated%2019.3%20million,skin%20cancer)%20occurred%20in%202020.)

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 Artery Disease	AURYON	Peripheral Laser	Launched in US EU Launch Expected first half of 2024
CAD Coronary Artery Disease	AURYON	Coronary Laser*	In Development
Thrombus Venous Thromboembolism & Cardiac Thrombus & Emboli	ALPHAVAC	Pulmonary Embolism*	APEX study currently enrolling Launch targeted Summer 2024
	ALPHAVAC	Large Vessel Thrombectomy	Launched
	AURYON	Small Vessel Thrombectomy*	Launch targeted Summer 2025
	ANGIOVAC	Right Heart	Launched
		Left Heart*	In Development
Solid Tumor	NanoKnife	Prostate Tissue*	PRESERVE study 100% enrolled Launch targeted end of calendar 2024

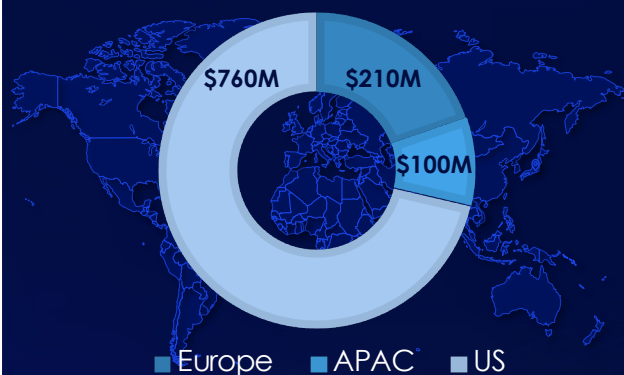
PAD

With over 55,000 cases performed, the Auryon 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



■ Europe ■ APAC* ■ US

OUR SOLUTION

AURYON

- Peripheral Atherectomy



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

"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"

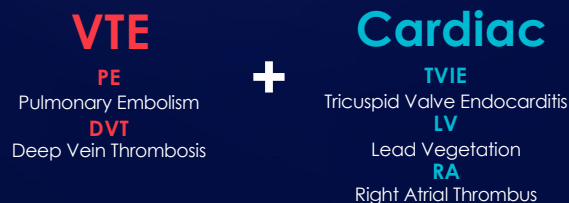
– Dr. Curtis Anderson, Vascular & Interventional Radiologist

Thrombus Management

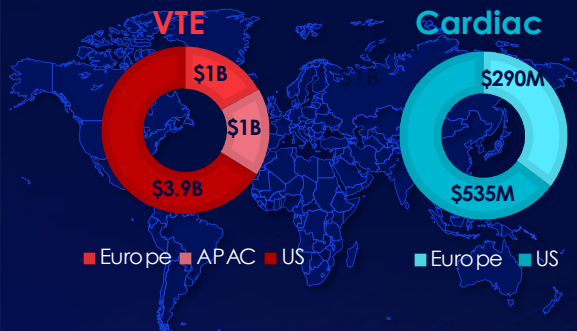
Our differentiated technology platforms offer potential treatment solutions across multiple disease states



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

Prostate Initiative*

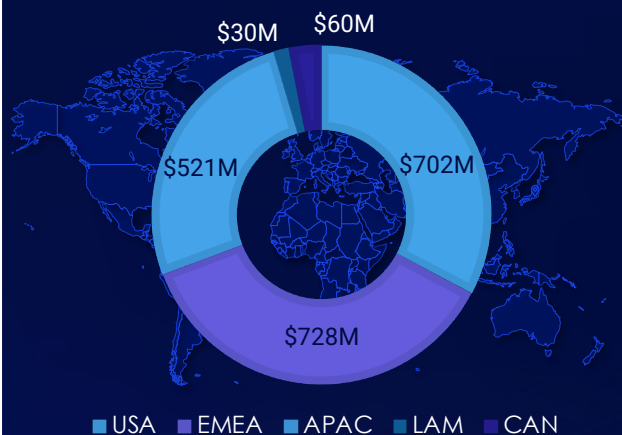
Over 505,000 men with prostate cancer could be treated with this technology



THE MARKET

2023 Global TAM

\$2B



8

*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

Expanding Market Access



Daily
Mail
U.K. NEWS

AngioDynamics Completes Enrollment for PRESERVE Clinical Study

*Pivotal Study of NanoKnife System for Ablation of Prostate Tissue
in an Intermediate-Risk Patient Population*

"As we mark the completion of enrollment and final treatment in the study, we take another important step towards demonstrating the NanoKnife System's ability to expand treatment options for patients with intermediate-risk prostate cancer and advance our mission to improve patient quality of life."

AngioDynamics Press Release August 3, 2023

Electrical prostate cancer fix could be offered to more men to destroy tumours as NHS watchdog relaxes rules

A greater number of men may be offered electrical prostate cancer treatment

The National Institute for Health and Care Excellence (NICE) has upgraded its advice to the NHS, saying men can be offered the procedure – under 'special arrangements'.

- Neal, J. (2023). 'Electrical prostate cancer fix could be offered to more men to destroy tumours as NHS watchdog relaxes rules', Daily Mail, 5 August. Available at: [dailymail.co.uk/health/article-12376773/Electrical-prostate-cancer-fix-offered-men-destroy-tumours-NHS-watchdog-relaxes-rules.html](https://www.dailymail.co.uk/health/article-12376773/Electrical-prostate-cancer-fix-offered-men-destroy-tumours-NHS-watchdog-relaxes-rules.html) (Accessed: 5 August 2023).



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



FY24 Guidance



	Guidance*
Revenue	\$328 - \$333 million
Gross Margin Med Tech Med Device	50.0% - 52.0% 63.0% – 65.0% 43.0% - 45.0%
Adjusted EPS	(\$0.28) – (\$0.34)

* 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



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- b. Shammash 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.
- 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, Ziaja K, Zelawski 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.