



J.P. Morgan

43rd Annual Healthcare Conference
January 16, 2025

Jim Clemmer, President & CEO

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," "projects," "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 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, 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 (including inflation, labor shortages and supply chain challenges including the cost and availability of raw materials), 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 obtain regulatory clearances or approval of its products, or 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, 2024. AngioDynamics does not assume any obligation to publicly update or revise any forward-looking statements for any reason.

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 pro forma results, 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 Summary



Our Med Tech segment operates in key markets with unique technologies that deliver proven clinical outcomes

We have a strong track record in portfolio management, R&D, clinical and regulatory expansion, and customer-centric sales & marketing

Our Med Device segment funds investments driving Med Tech growth

We maintain a debt-free, strong balance sheet

We expect to be Adj. EBITDA positive by FY2025 and cash flow positive by FY2026

Our company is positioned for sustainable revenue growth and profit for years to come

AngioDynamics



We are a dynamic, diversified medical technology company committed to expanding treatment options and improving patient outcomes and quality of life by focusing on cardiovascular disease and cancer. Our execution strategy is built on innovative R&D, clinical and regulatory pathway expansion, and customer centric sales performance.



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



\$271M Fiscal 2024 Pro Forma Revenue



Projected positive adj. EBITDA for FY2025



2 Global Reporting Segments: Med Tech & Med Device



High growth Med Tech segment has grown to more than 40% of our total revenue



Med Tech segment comprises 3 innovative platform technologies



Strong balance sheet

AngioDynamics



Our broad based clinically focused portfolio targets treating two of the largest global healthcare markets

Cardiovascular Disease

Cancer

Med Tech

Venous Thromboembolism (VTE)
\$5.3B US TAM*



Peripheral Artery Disease (PAD)
\$760M US TAM*



Prostate Care
\$780M US TAM*



Med Device

Uni-Fuse



ADX

SmartPort+

Solero

VenaCure EVLT



Accu-Vu ///

MINI STICK MAX

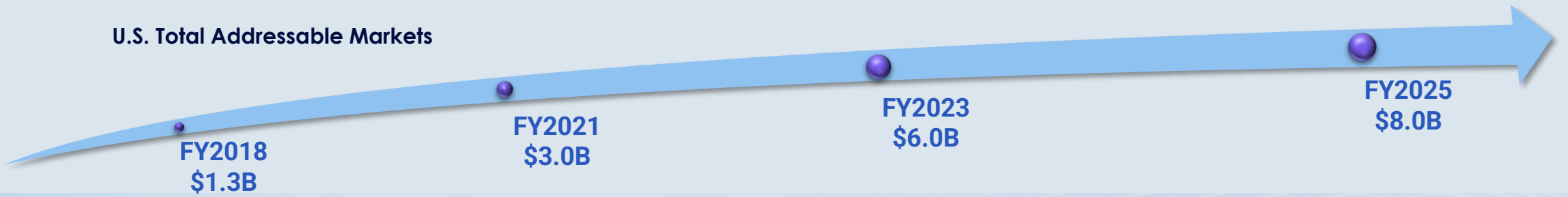
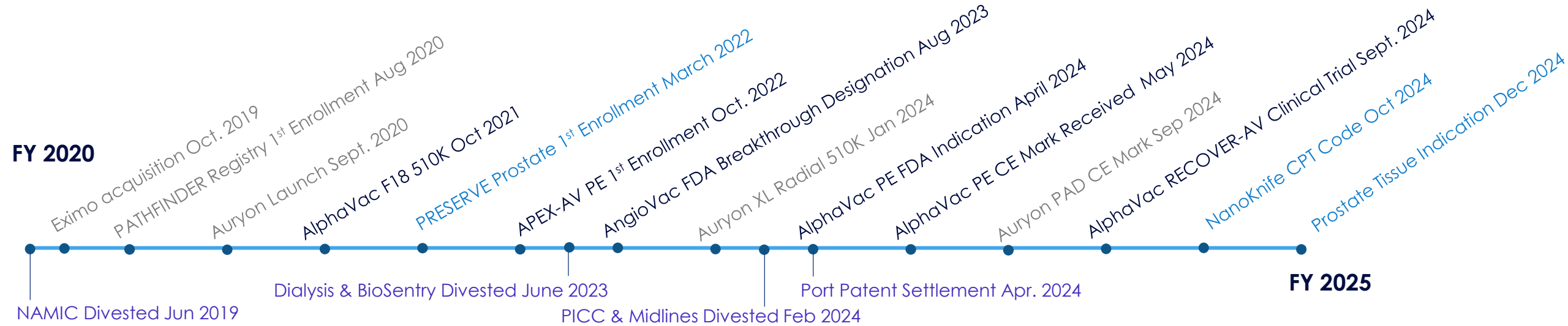


ISOLOC

AngioDynamics



Our demonstrated successful execution in portfolio optimization, clinical and regulatory expansion, and product introductions...



AngioDynamics



...Positions us for sustained growth and profitability in our focus markets



Platform Technologies



- ✦ Differentiated technologies
- ✦ Robust R&D pipeline
- ✦ Ongoing clinical investment
- ✦ Exploring new indications

Dynamic Markets



- ✦ Strong mechanical thrombectomy market growth
- ✦ Focal therapy for Prostate is less than 7% penetrated
- ✦ Solid PAD Atherectomy market
- ✦ New dynamics in Percutaneous Coronary Interventions (PCI) may significantly increase use of laser atherectomy
- ✦ Structural heart procedure growth may open new opportunities for AngioVac

Leverageable Infrastructure



- ✦ Current sales structure is positioned to support future growth.
- ✦ Margins and profits continue to expand steadily.
- ✦ Med Device's synergistic portfolio & profitability
- ✦ Current G&A structure supports our strategic plan
- ✦ Manufacturing footprint restructuring estimated to save \$15M in FY 2027

AngioDynamics



NanoKnife is a unique technology poised to drive change in the standard of care for focal therapy in Prostate, the most diagnosed cancer in men

Cardiovascular Disease

Cancer

Med Tech

Venous Thromboembolism (VTE)
\$5.3B US TAM*



Peripheral Artery Disease (PAD)
\$760M US TAM*



Prostate Care
\$780M US TAM*



Med Device

Uni-Fuse



ADX

SmartPort+

Solero

VenaCure EVLT



Accu-Vu ///

MINI STICK MAX



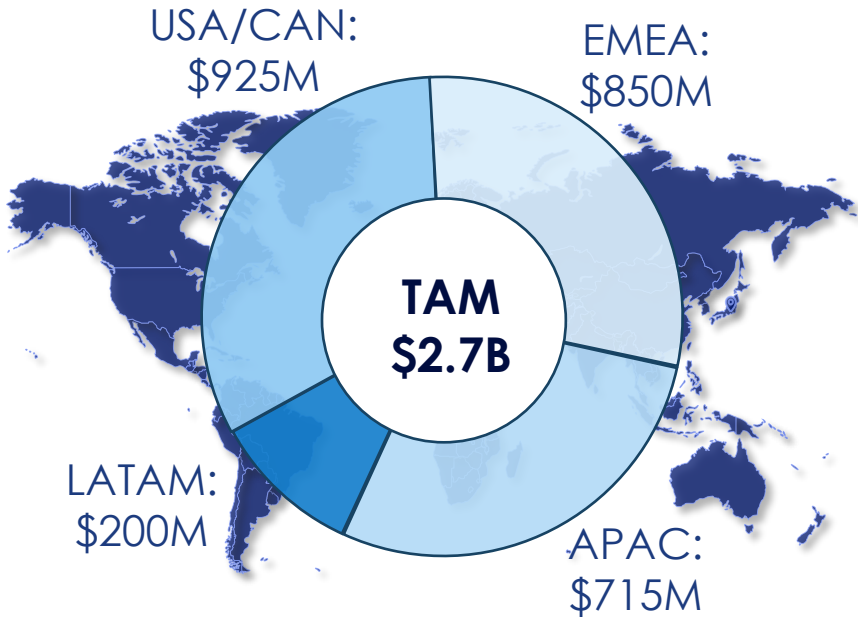
xIsoLoc

NanoKnife Prostate Care



Men are being forced to compromise between their quality of life or controlling their cancer

MARKET DYNAMICS



Prostate Cancer is Prevalent, On the Rise & Debilitating

The most diagnosed male cancer in 112 countries, including the U.S.⁵

Incidence projected to double by 2040⁵

Current Standard Treatment Options Remain Suboptimal

Active Surveillance³

Radical Surgery⁴

Radiation Therapy⁴

Treatment-free Survival Rates



Erectile Dysfunction



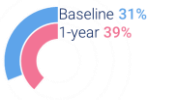
Urinary Incontinence



Erectile Dysfunction



Urinary Incontinence



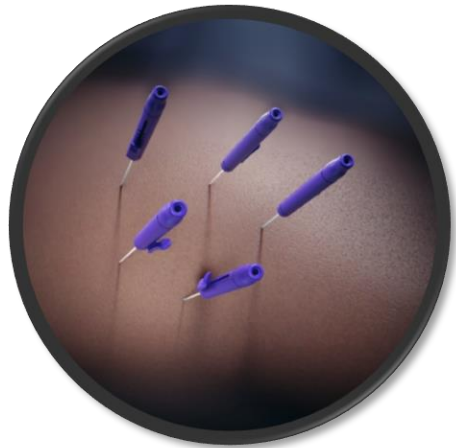
Clinical Research Favors Focal Therapy As “A Middle Ground”

Focal therapy aims to destroy the index lesion while preserving the natural anatomy, continence and erectile function of the man.⁶

NanoKnife Technology

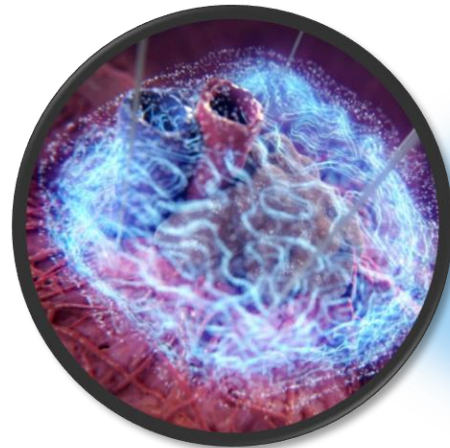


Preserves the underlying structure of tissue giving physicians a more precise tool...



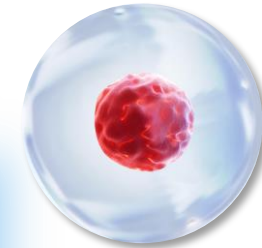
Probe Placement

Up to 6 probes placed per procedure

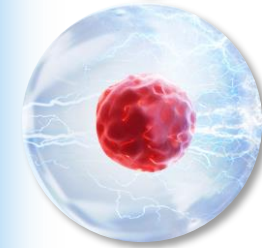


Non-Thermal Decellularization

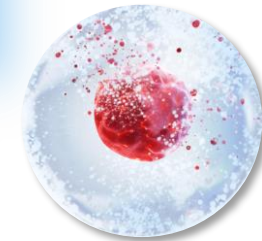
Destroys targeted tissue with precise margins, preserving vital structures and tissue integrity



IRE selectively targets cell membranes⁷



Sufficient voltage permanently opens the ion channels of the cell⁷



Cell loses homeostasis leading to cell death⁷

NANOKNIFE
Irreversible Electroporation (IRE) PROSTATE

PRESERVE Pivotal Study



...to minimize quality of life side effects by helping to maintain both sexual and urinary function for patients

PRESERVE

Number of Sites	17 US Sites
Number of Patients	121
Follow Up	12 Months

Efficacy⁸

84% of patients were free from clinically significant in-field disease

Safety⁸

3.3% of patients had a device related SAE, all of which resolved

Change from baseline at 1 year^{8, 9}

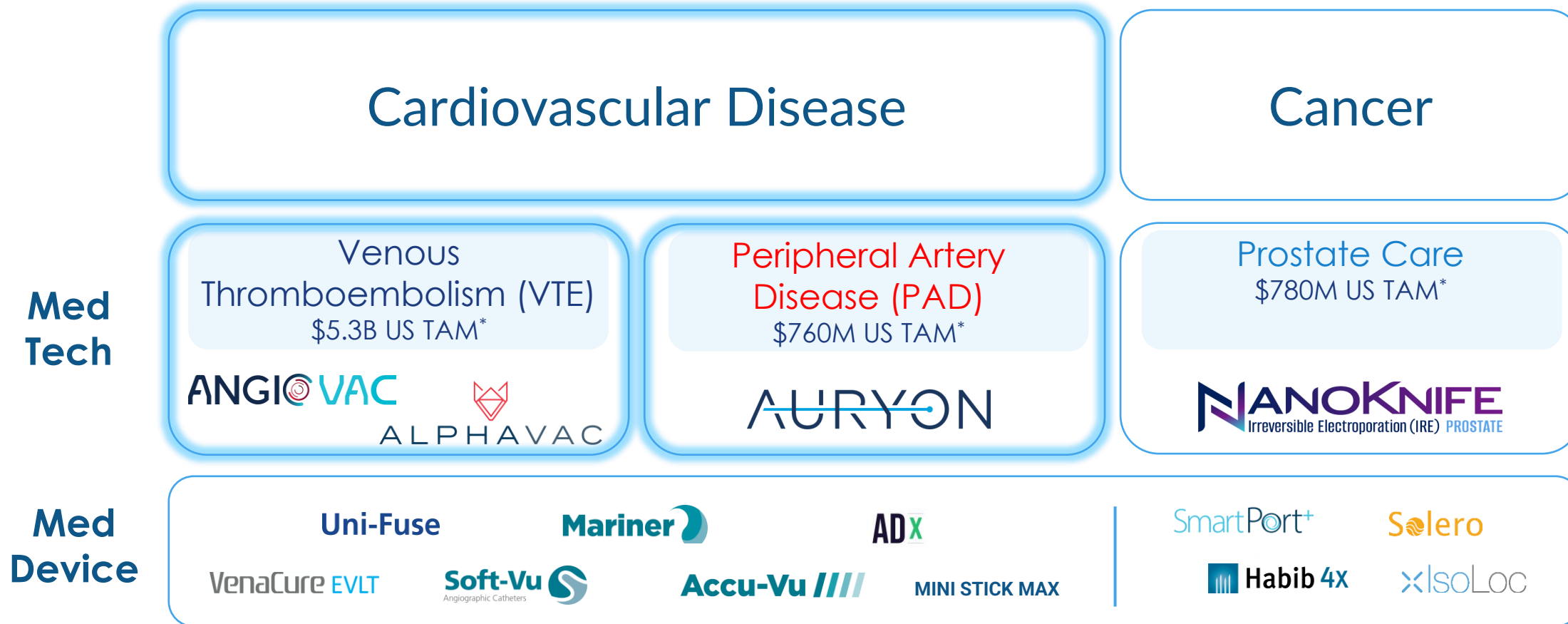
	IRE	Radical Surgery	Radiation Therapy
Erectile Function	(9%)	(51%)	(30%)
Urinary Continence	(1.2%)	(41%)	(8%)

NanoKnife safely & effectively treats prostate tumors while avoiding the high incidence of erectile dysfunction and incontinence associated with radical surgery and radiation

AngioDynamics



Differentiated technologies and a comprehensive portfolio enable us to be a strong competitor within high growth Cardiovascular Disease market

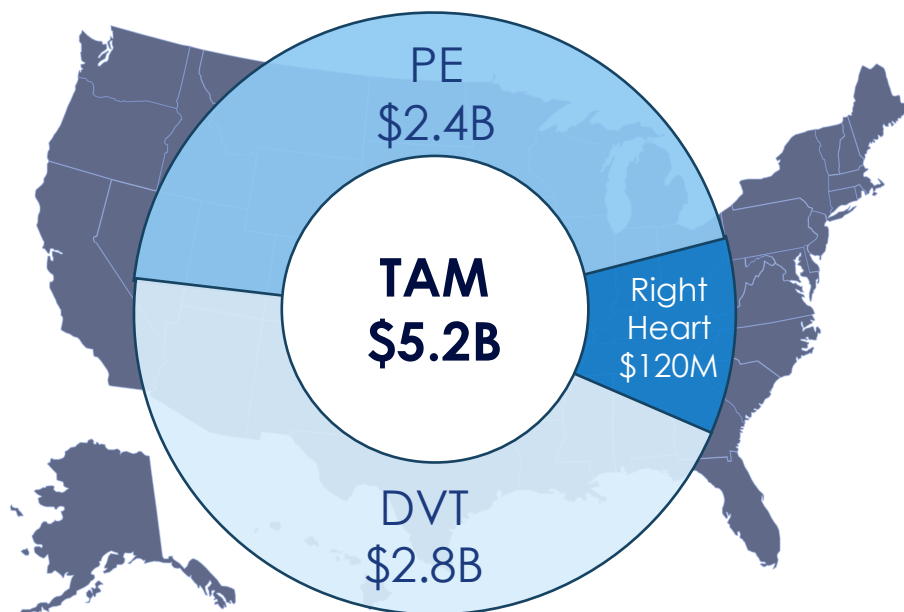


Cardiovascular Venous



Venous Thromboembolism (VTE) represents an attractive, high growth, underpenetrated market opportunity

MARKET DYNAMICS



Pulmonary Embolism (PE)

- Mechanical Thrombectomy is estimated to have penetrated ~25% of the TAM ^{11, 12}
- Mechanical Thrombectomy is expected to grow ~16% in 2025 ¹⁰

Deep Vein Thrombosis (DVT)

- Mechanical Thrombectomy is estimated to have penetrated ~15% of the TAM ^{11, 12}
- Mechanical Thrombectomy is expected to grow ~20% in 2025 ¹⁰

Right Heart

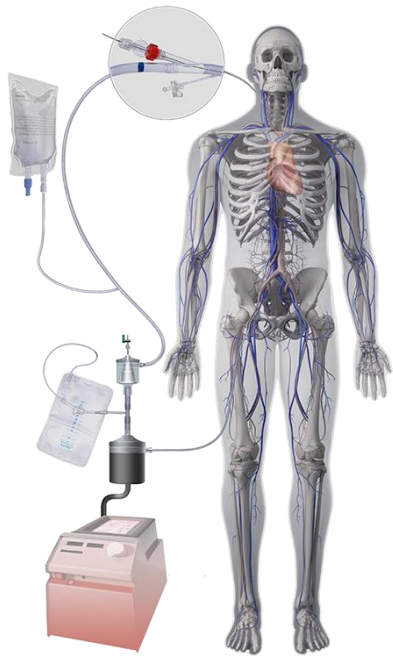
- Growth is driven by rising intravenous drug abuse, an aging population, and increased pacemaker prevalence
- More interventionalists embrace percutaneous techniques and the structural heart market is expanding

AngioVac Technology



Only system allowing for the continuous aspiration and simultaneous reinfusion of blood allowing physicians to treat more complex cases minimally invasively

Aspiration & Simultaneous Reinfusion



On-circuit aspiration provides surgical results via percutaneous access by simultaneously reinfusing blood back in the patient's body, minimizing blood loss.

Proprietary Funnel

Funnel tip design enables efficient clot aspiration and compression




- More than 100 publications on the use of the AngioVac system¹³
- Use of the device has been published for caval thrombi, cardiac masses and thrombi¹⁴

AlphaVac Technology



AlphaVac combines AngioVac cannula technology with off-circuit manual aspiration control for superior aspiration, physician control and maneuverability, uniquely positioning it for PE



**Proprietary
FUNNEL**

+

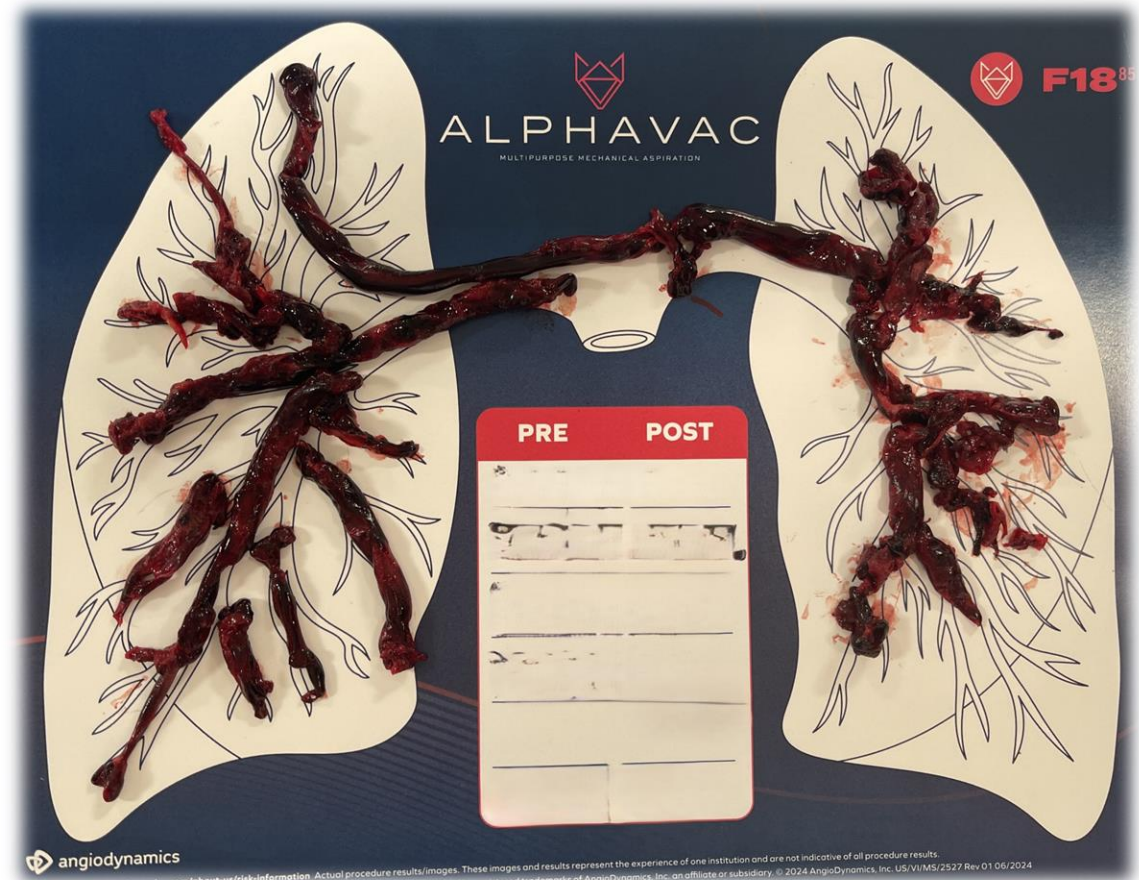
**Manual
Aspiration
HANDLE**

+

**Advanced - Large
Bore Aspiration
CANNULA**

=

**Complete
SYSTEM**



*Actual case result

APEX – AV Pivotal Study



AlphaVac received FDA clearance for PE following APEX-AV study demonstrating efficacy and significantly improved reduction in clot burden vs. competitive technologies

A P E X - A V

Number of Sites	25 US Sites
Number of Patients	122
Timeline	Oct. 2022 – Dec 2023

Significant reduction in the RV/LV ratio¹⁵

- Significant improvement in the RV function

Significant reduction in clot burden

- Large funnel size (33 Fr) may aid in reducing the clot burden

Procedure efficiency

- Atraumatic tip provides easy and efficient navigation in the Pas
- Ability to minimize blood loss

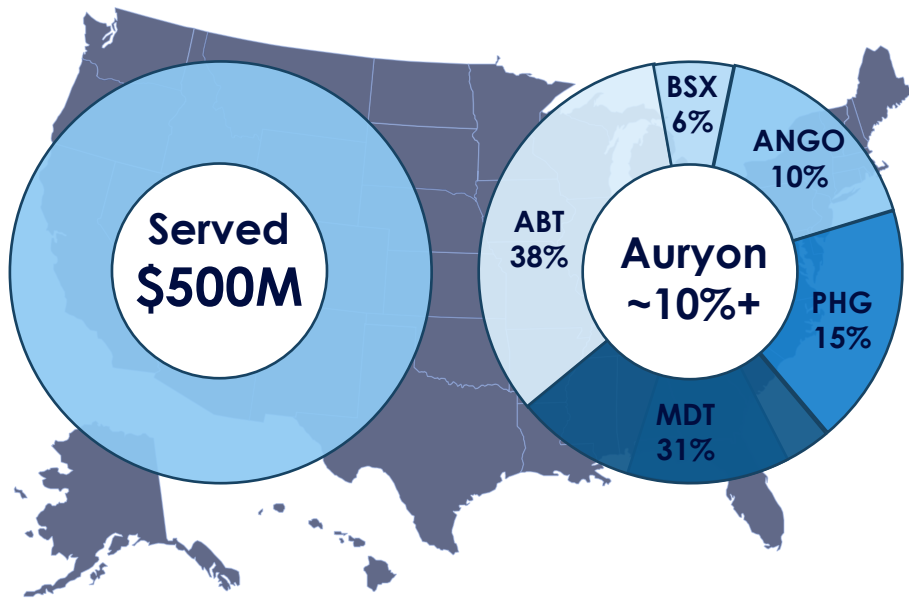
	APEX (AlphaVac)	FLARE (FlowTrieve)	EXTRACT-PE (Indigo)
Reduction in Clot Burden¹⁶⁻¹⁸	35.1%	9.3%	11.3%

Cardiovascular Arterial

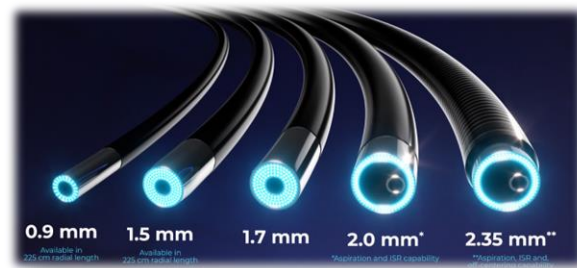


With over 100,000 patients treated, the Auryon Atherectomy System has surpassed \$150M cumulative sales since its September 2020 launch

MARKET DYNAMICS



AURYON



Treat all levels of calcification¹⁹⁻²¹

- Indicated for in-stent restenosis
- Treats above and below the knee (inc. below the ankle)

Protective of vessel wall²¹⁻²³

- Targeted biological reactions to address risk of perforations
- Built-in aspiration to address risk of embolization

Ability to crack medial calcification²⁵

- Shock waves break severe calcification, including medial arterial calcification
- Contributes to plaque modification that may help improve vessel compliance

Designed for hospital and lab^{19-21, 24}

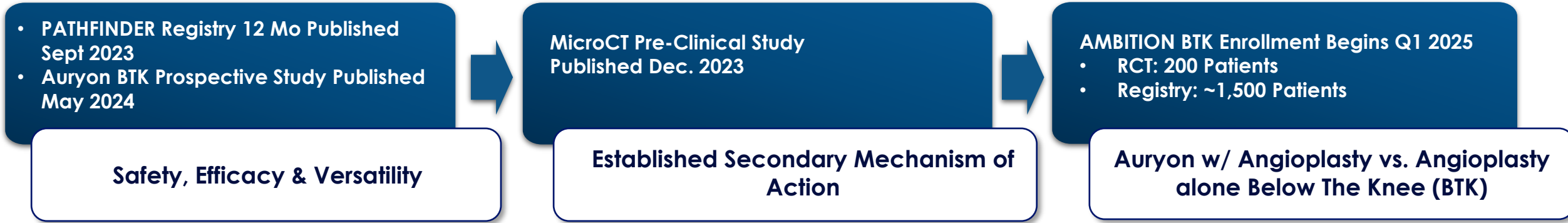
- Portable, 110V outlet, low noise, touch screen
- Debulk in fewer passes

Auryon Platform Technology

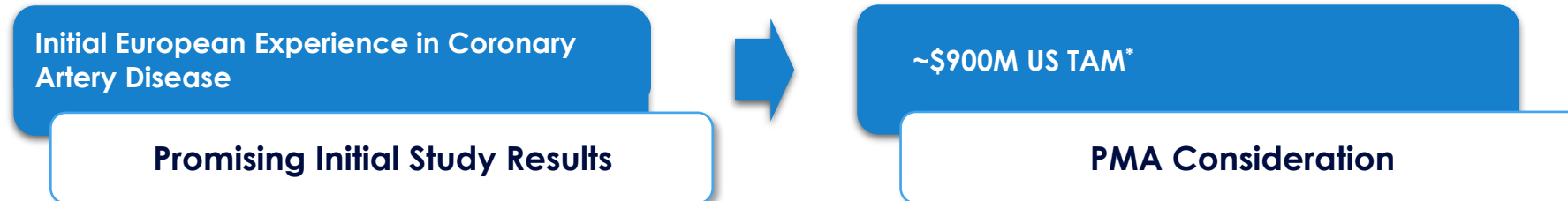


The Auryon System's technology has demonstrated safety and efficacy in PAD and presents an opportunity to expand into additional disease states

PERIPHERAL ARTERY DISEASE (PAD)



CORONARY ARTERY DISEASE (CAD)



AngioDynamics



Med Device segment includes trusted brands serving both Cardiovascular and Cancer while providing stable earnings and cash flow enabling Med Tech investment

Cardiovascular Disease

Cancer

Med Tech

Venous Thromboembolism (VTE)
\$5.3B US TAM*

ANGIOVAC 
ALPHAVAC

Peripheral Artery Disease (PAD)
\$760M US TAM*

AURYON

Prostate Care
\$780M US TAM*

NANOKNIFE
Irreversible Electroporation (IRE) PROSTATE

Med Device

Uni-Fuse

Mariner 

ADX

SmartPort+

Solero

VenaCure EVLT

Soft-Vu 
Angiographic Catheters

Accu-Vu 

MINI STICK MAX

 Habib 4X

 IsoLoc

Fiscal Year 2025 Results and Guidance



Metric	Q2 2025	YTD 2025	Full Year FY2025 Guidance
Net Sales	\$73.0 million	\$140.5 million	\$282 - \$288 million
Med Tech Net Sales	\$31.5 million	\$59.5 million	12 – 15% YoY growth
Med Tech Growth	25%	16.8%	
Med Device Net Sales	\$41.5 million	\$81.0	Flat
Med Device Growth	(0.4%)	(2.0%)	
Gross Margin	54.7%	54.6%	52 - 53%
Adjusted EBITDA	\$3.1 million	\$2.9 million	\$1.0 - \$3.0 million
Adjusted EPS	(\$0.04)	(\$0.15)	(\$0.34) – (\$0.38)

AngioDynamics Summary



Our Med Tech segment operates in key markets with unique technologies that deliver proven clinical outcomes

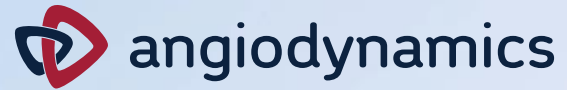
We have a strong track record in portfolio management, R&D, clinical and regulatory expansion, and customer-centric sales & marketing

Our Med Device segment funds investments driving Med Tech growth

We maintain a debt-free, strong balance sheet

We expect to be Adj. EBITDA positive by FY2025 and cash flow positive by FY2026

Our company is positioned for sustainable revenue growth and profit for years to come



J.P. Morgan

43rd Annual Healthcare Conference
January 16, 2025

Jim Clemmer, President & CEO

References



- * Management estimates & industry sources
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.)
 3. Timilshina, N et al. "Long-term Outcomes Following Active Surveillance of Low-grade Prostate Cancer: A Population-based Study Using a Landmark Approach." *The Journal of urology* vol. 209,3 (2023): 540-548. doi:10.1097/JU.0000000000003097
 4. Donovan JL, Hamdy FC, Lane JA, et al. Patient-Reported Outcomes 12 Years after Localized Prostate Cancer Treatment. Supplemental Table S1A-D [published correction appears in *NEJM Evid.* 2023 Jun;2(6):EVIDx2300122. doi:10.1056/EVIDx2300122]. *NEJM Evid.* 2023;2(4):EVIDo2300018. doi:10.1056/EVIDo2300018
 5. The Lancet Commission on prostate cancer: planning for the surge in cases James, Nicholas D et al. *The Lancet*, Volume 403, Issue 10437, 1683 – 1722
 6. Bedi N, Reddy D, Ahmed HU. Targeting the cancer lesion, not the whole prostate. *Transl Androl Urol.* 2020 Jun;9(3):1518-1525. doi: 10.21037/tau.2019.09.12. PMID: 32676439; PMCID: PMC7354301.
 7. Geboers, B., Scheffer, H. J., Graybill, P. M., Ruarus, A. H., Nieuwenhuizen, S., Puijk, R. S., van denTol, P. M., Davalos, R. V., Rubinsky, B., de Grujil, T. D., Miklavčič, D., & Meijerink, M. R. (2020). High-Voltage Electrical Pulses in Oncology: Irreversible Electroporation, Electrochemotherapy, Gene Electrotransfer, Electrofusion, and Electroimmunotherapy. *Radiology*, 295(2), 254–272. <https://doi.org/10.1148/radiol.2020192190>
 8. Data on file - Pivotal Study of the NanoKnife System for the Ablation of Prostate Tissue (PRESERVE)
 9. Donovan JL, Hamdy FC, Lane JA, et al. Patient-Reported Outcomes 12 Years after Localized Prostate Cancer Treatment. Supplemental Table S1A-D [published correction appears in *NEJM Evid.* 2023 Jun;2(6):EVIDx2300122. doi:10.1056/EVIDx2300122]. *NEJM Evid.* 2023;2(4):EVIDo2300018. doi:10.1056/EVIDo2300018
 10. Equity Research, Med Tech Cardiovascular, Multi Company Note – January 25, 2024
 11. Truist, Penumbra, Inc. September 12, 2021
 12. Company estimates
 13. As of Jan 2024. Source: <https://pubmed.ncbi.nlm.nih.gov/> (Search term: "AngioVac").
 14. The AngioVac system is NOT indicated (off-label) for use in the Pulmonary arteries, Left heart and treatment of Endocarditis
 15. Ende-Verhaar YM, Kroff LJM, Mos ICM, Huisman MV, Klok FA. Accuracy and reproducibility of CT right-to-left ventricular diameter measurement in patients with acute pulmonary embolism. *PLoS One.* 2017 Nov 28;12(11):e0188862.
 16. Tu T, Toma C, Tapson VF, Adams C, Jaber WA, Silver M, Khandhar S, Amin R, Weinberg M, Engelhardt T, Hunter M, Holmes D, Hoots G, Hamdalla H, Maholic RL, Lilly SM, Ouriel K, Rosenfield K; FLARE Investigators. A Prospective, Single-Arm, Multicenter Trial of Catheter-Directed Mechanical Thrombectomy for Intermediate-Risk Acute Pulmonary Embolism: The FLARE Study. *JACC Cardiovasc Interv.* 2019 May 13;12(9):859-869.
 17. Bashir R, Foster M, Iskander A, Darki A, Jaber W, Rali PM, Lakhter V, Gandhi R, Klein A, Bhatheja R, Ross C, Natarajan K, Nanjundappa A, Angle JF, Ouriel K, Amoroso NE, Firth BG, Comerota AJ, Piazza G, Rosenfield K, Sista AK. Pharmacomechanical Catheter-Directed Thrombolysis With the Bashir Endovascular Catheter for Acute Pulmonary Embolism: The RESCUE Study. *JACC Cardiovasc Interv.* 2022 Dec 12;15(23):2427-2436.
 18. Sista AK, Horowitz JM, Tapson VF, Rosenberg M, Elder MD, Schiro BJ, Dohad S, Amoroso NE, Dexter DJ, Loh CT, Leung DA, Bieneman BK, Perkowski PE, Chuang ML, Benenati JF; EXTRACT-PE Investigators. Indigo Aspiration System for Treatment of Pulmonary Embolism: Results of the EXTRACT-PE Trial. *JACC Cardiovasc Interv.* 2021 Feb 8;14(3):319-329.
 19. 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.
 20. Shammas 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. *Cardiovasc Revasc Med.* 2020;21(1):86-92.
 21. Auryon. Instructions for use. *AngioDynamics*; 2019.
 22. 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.
 23. 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.
 24. 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.
 25. Rundback et al. Treatment effect of medial arterial calcification in below-knee after Auryon laser atherectomy using micro-CT and histologic evaluation. *Cardiovasc Revasc Med.* 2023 Jun 28;S1553-8389(23)00674-7.