



Corporate Overview

Canaccord Genuity 44th Annual Growth Conference

Jim Clemmer, President & CEO

About AngioDynamics



ANGO (NASDAQ)

\$270.1 M

Fiscal 2024 Revenue

24%

**MedTech Segment
3-Year Revenue CAGR**

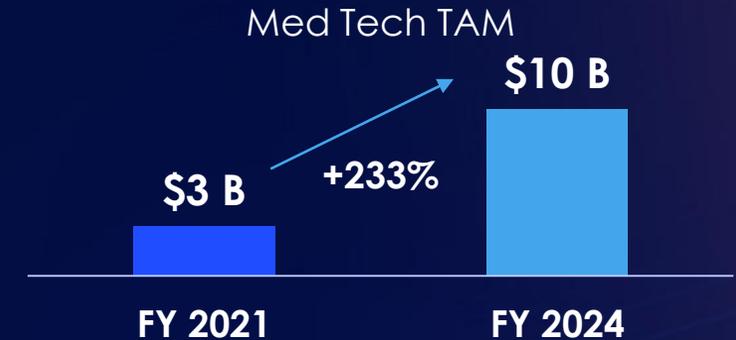
- Focused on Technologies That Target, Eliminate, and Preserve
- Strategic Transformation Positions ANGO to Drive Accelerated, Profitable Growth
- Attacking Large, Global Med Tech Markets Across Cardiology and Oncology
- Portfolio Comprised of High-Growth, Clinically Differentiated Platform Technologies
- Growth Investments Supported by Stability and Profitability of Med Device Portfolio
- Multiple Initiatives Underway to Grow Revenue and Improve Financial Profile
- Led by Seasoned Management Team

3 Year Strategic Transformation

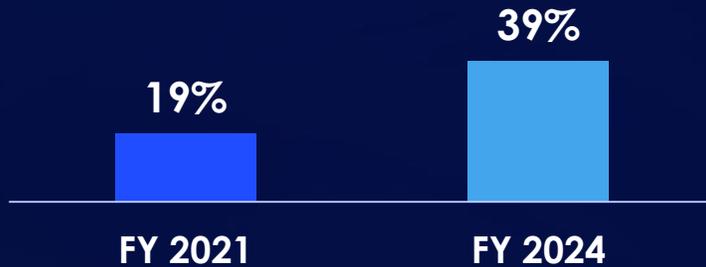


Pursue Larger, Faster Growing Markets

Significantly expanded applicability of Med Tech portfolio through R&D, M&A, and clinical / regulatory initiatives



Med Tech Revenue Mix



Drive Portfolio Transformation

Exited and/or divested non-core Med Device businesses to focus resources on growth opportunities

Improve Financial Profile and Capital Structure

Through strategic business development efforts, litigation settlement, and initiation of outsourced manufacturing model, the Company has overhauled its balance sheet and future margin profile

- Zero Debt (from \$50M)¹
- \$75M in cash¹
- \$15M in Annualized Cost Savings by FY 2027

MedTech Markets



Targeted segments have attractive underpenetrated addressable markets

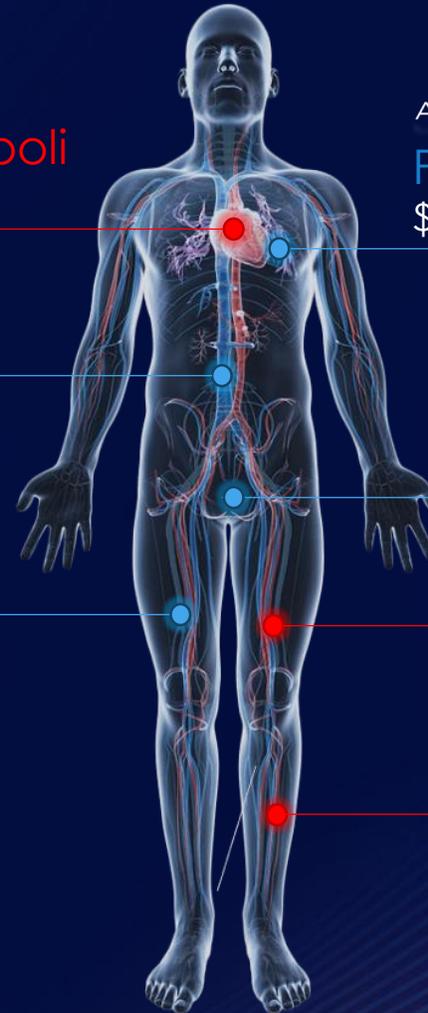
ANGIOVAC ALPHAVAC
Cardiac Thrombus & Emboli
\$825M TAM

ALPHAVAC
Pulmonary Embolism
\$2.9B TAM

NanoKnife
Prostate Cancer
\$2B TAM

AURYON ALPHAVAC
Deep Vein Thrombosis
\$3B TAM

AURYON
Peripheral Arterial Disease
\$1.1B TAM



MedTech Markets – Peripheral Arterial Disease

THE MARKET

2022 TAM
\$1.1B



Over 8 million Americans Suffer from PAD

- Narrowing of arteries, usually a sign of a buildup of fatty deposits
- Reduces blood flow to limbs



PAD Patients are 6x More Likely to Have a Heart Attack

Over 150,000 Limbs are Lost Each Year Due to PAD

50% Mortality Rate Associated with PAD After Limb Loss

The Auryon Atherectomy System



As of June 2024, the Auryon Atherectomy System has treated over 50,000 patients and reached \$100M cumulative sales since its September 2020 launch

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

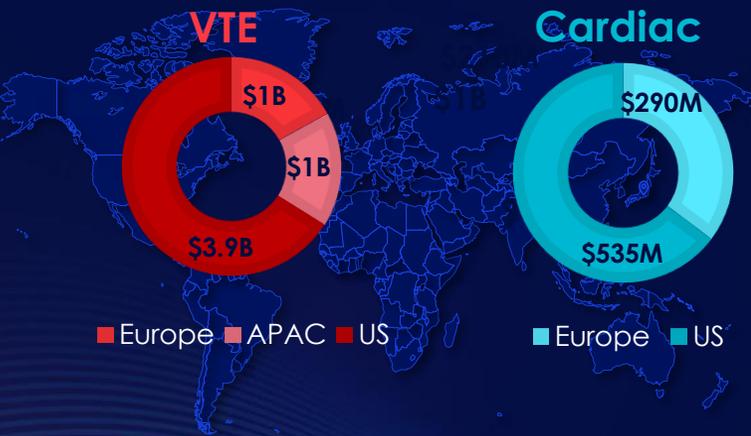
MedTech Markets – Thrombus Management



THE MARKET



2022 TAM
\$6.7B



Venous Thromboembolism (VTE)

Deep Vein Thrombosis

Blood clot that forms in a deep vein, usually the leg, groin or arm



Pulmonary Embolism

A DVT that breaks free from a vein wall and travels to the lungs, blocking some or all blood supply

VTE effects 900k American's every year

- 100,000 VTE-related deaths in the U.S. annually
- ~30% of patients with a blood clot with have a recurrence in < 10 years

Cardiac

Tricuspid Valve Infective Endocarditis

Infection of the tricuspid valve of the heart

Lead Vegetation

Infected masses, that are a sign of lead-related infective endocarditis (LRIE)

Right Atrial Thrombus

Irregular, free-floating mass that can form in the right atrium of the heart

7 Source: Management estimate & industry sources as of July 2022.
 *AlphaVac PE, Auryon Venous Thrombectomy/DVT, and AngioVac Left Heart are not cleared by the US FDA for these indications.

Thrombus Management



Our differentiated technology platforms offer potential treatment solutions across multiple disease states, and across both large and small vessels

OUR SOLUTION

ANGIOVAC

- Right Heart and Left Heart** removal of cardiac thrombus



ALPHAVAC

- Large Vessel Venous Thrombectomy/DVT
- Pulmonary Embolism*

Large Vessel

Small Vessel

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
- Received FDA Clearance & CE Marking for PE
- Auryon's low profile + laser + aspiration, make it a compelling and simple technology to effectively ablate & remove thrombus with the legs

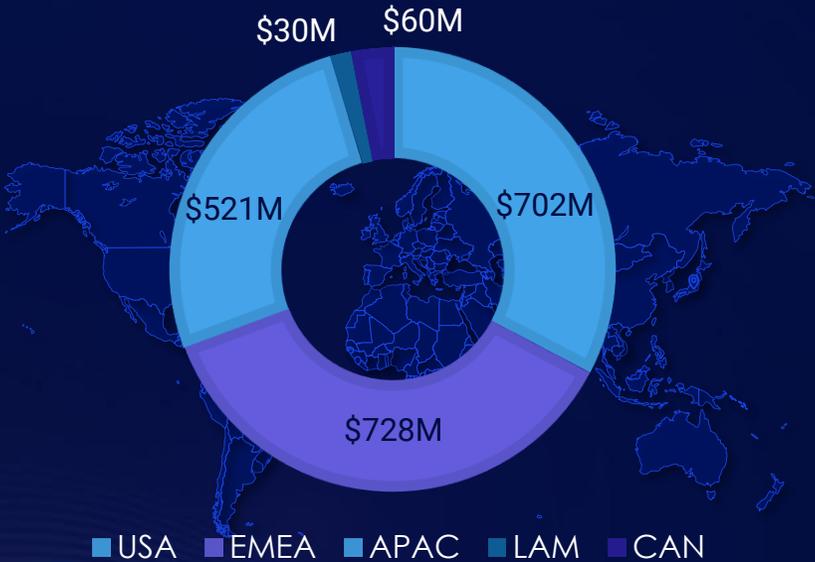
MedTech Markets – Prostate Cancer



THE MARKET

2023 Global TAM

\$2B



~ 1.5 million men are estimated to be diagnosed with prostate cancer globally



Focal Therapy

Bridges the gap between whole gland treatment and active surveillance

Adoption remains low despite patient and physician interest



NanoKnife Prostate Initiative*

Over 505,000 men with prostate cancer in the U.S. could be treated with this technology

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

Med Device Portfolio



Consistent performance delivering financial support for investments in Med Tech growth initiatives

Med Device: Maintain Positioning	
Vascular Access Catheters & Accessories	Microwave & Radiofrequency Ablation
Diagnostic Catheters, Guidewires & Kits	Lung Biopsy Safety
Endovenous Laser Treatment	Radiation Treatment Stabilization Balloons

Exited and divested multiple non-core Med Device businesses during fiscal 2023 and 2024 to focus resources on growth opportunities

\$165 M
Fiscal 2024 Revenue

61%
Segment Revenue
Contribution in Fiscal 2024



Med Tech R&D, Clinical & Regulatory Pathway Expansion

- AlphaVac PE Indication – FDA (April 2024) & CE MARK (May 2024)
- Auyron CE Mark – Expected in Fiscal Q1 2025
- NanoKnife Prostate FDA Indication Expansion – Expected by end of 2024

International Expansion

- Initiated full commercial launch of AlphaVac PE in the EU in Fiscal Q4 2024
- Preparation for Auyron CE Marking and subsequent EU launch in 2024

Optimization of Manufacturing Capabilities

- Shifting manufacturing operations from a company-owned facility in upstate New York to a fully outsourced model over the next two years
- Expect to realize ~\$15 million of annualized cost reductions by fiscal year 2027

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Auryon References



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- b. Shammass 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.