

A photograph of a young Black woman and an older Black man sitting at a table. The woman is on the left, wearing a green t-shirt, and has her arm around the man's shoulder. The man is on the right, wearing a light blue button-down shirt and glasses. They are both smiling warmly at the camera. In front of them are two white coffee cups on saucers. To the left, there is a small potted plant with green grass-like leaves in a dark grey pot. The background is a bright, out-of-focus indoor setting.

**LivaNova**

Health innovation that matters

# Third-Quarter 2017 Earnings Performance

November 2, 2017

# Safe Harbor

Certain statements in this presentation, other than purely historical information, are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act and Section 21E of the Securities Exchange Act of 1934, as amended (the “Exchange Act”). These statements include, but are not limited to, LivaNova’s plans, objectives, strategies, financial performance and outlook, trends, the amount and timing of future cash distributions, prospects or future events and involve known and unknown risks that are difficult to predict. As a result, our actual financial results, performance, achievements or prospects may differ materially from those expressed or implied by these forward-looking statements. In some cases, you can identify forward-looking statements by the use of words such as “may,” “could,” “seek,” “guidance,” “predict,” “potential,” “likely,” “believe,” “will,” “should,” “expect,” “anticipate,” “estimate,” “plan,” “intend,” “forecast,” “foresee” or variations of these terms and similar expressions, or the negative of these terms or similar expressions. Such forward-looking statements are necessarily based on estimates and assumptions that, while considered reasonable by LivaNova and its management based on their knowledge and understanding of the business and industry, are inherently uncertain. These statements are not guarantees of future performance, and stockholders should not place undue reliance on forward-looking statements. There are a number of risks, uncertainties and other important factors, many of which are beyond our control, that could cause our actual results to differ materially from the forward-looking statements contained in this presentation, including those described in the “Risk Factors” section of Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K, the Registration Statement on Form S-4 and other documents filed from time to time with the United States Securities and Exchange Commission by LivaNova. All information in this presentation is as of the date of its release. The Company does not undertake or assume any obligation to update publicly any of the forward-looking statements in this presentation to reflect actual results, new information or future events, changes in assumptions or changes in other factors affecting forward-looking statements, except to the extent required by applicable law. If we update one or more forward-looking statements, no inference should be drawn that we will make additional updates with respect to those or other forward-looking statements. We caution you not to place undue reliance on any forward-looking statements, which are made only as of the date of this presentation.

# Agenda

Highlights

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Summary

# Highlights

# Third Quarter 2017 Highlights

## Continuing progress throughout the quarter

### ► **Neuromodulation:**

- Received U.S. FDA approval for our latest VNS Therapy<sup>®</sup> System
- Includes the SenTiva<sup>™</sup> generator, a wireless wand and a new user interface/tablet
- SenTiva is the smallest and lightest responsive therapy for epilepsy
- Offers physician-directed customizable therapy with smart technology to reduce the number of seizures, lessen the duration of seizures & enable faster recovery

### ► **Cardiac Surgery:**

- Announced U.S. FDA clearance for market launch of Optiflow Arterial Cannulae Family
- Announced milestone that XTRA<sup>®</sup>, our autotransfusion system, treated its one-millionth patient

# Recent Highlights:

## Advancing our Strategic Objectives

### ► **Cardiac Rhythm Management (CRM):**

- Announced decision to explore strategic options for our CRM business; preference is to find a buyer
- Strong regional player with attractive assets, a robust pipeline and growth potential
- Hired Barclays as the financial advisor
- Obtained approval from Chinese food and drug administration with joint venture partner MicroPort for Rega™ pacemakers, which will expand local presence and footprint in China

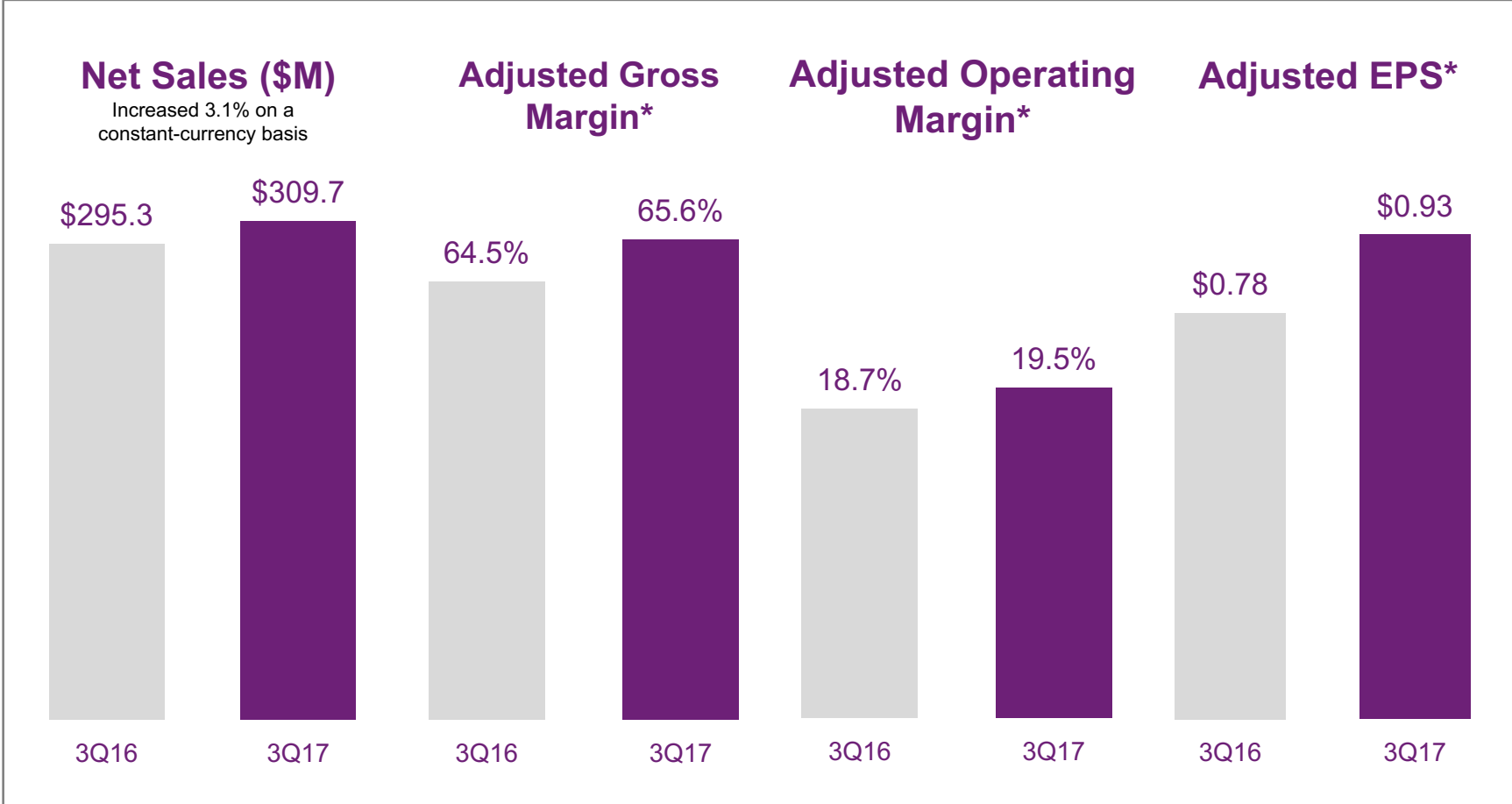
### ► **Investor Days:**

- Hosted investor days in New York City and London in September, 2017
- Discussed near-term objectives as well as mid- and long-term growth drivers
- Provided five-year financial goals

# Financial Results

# 3Q17 At a Glance:

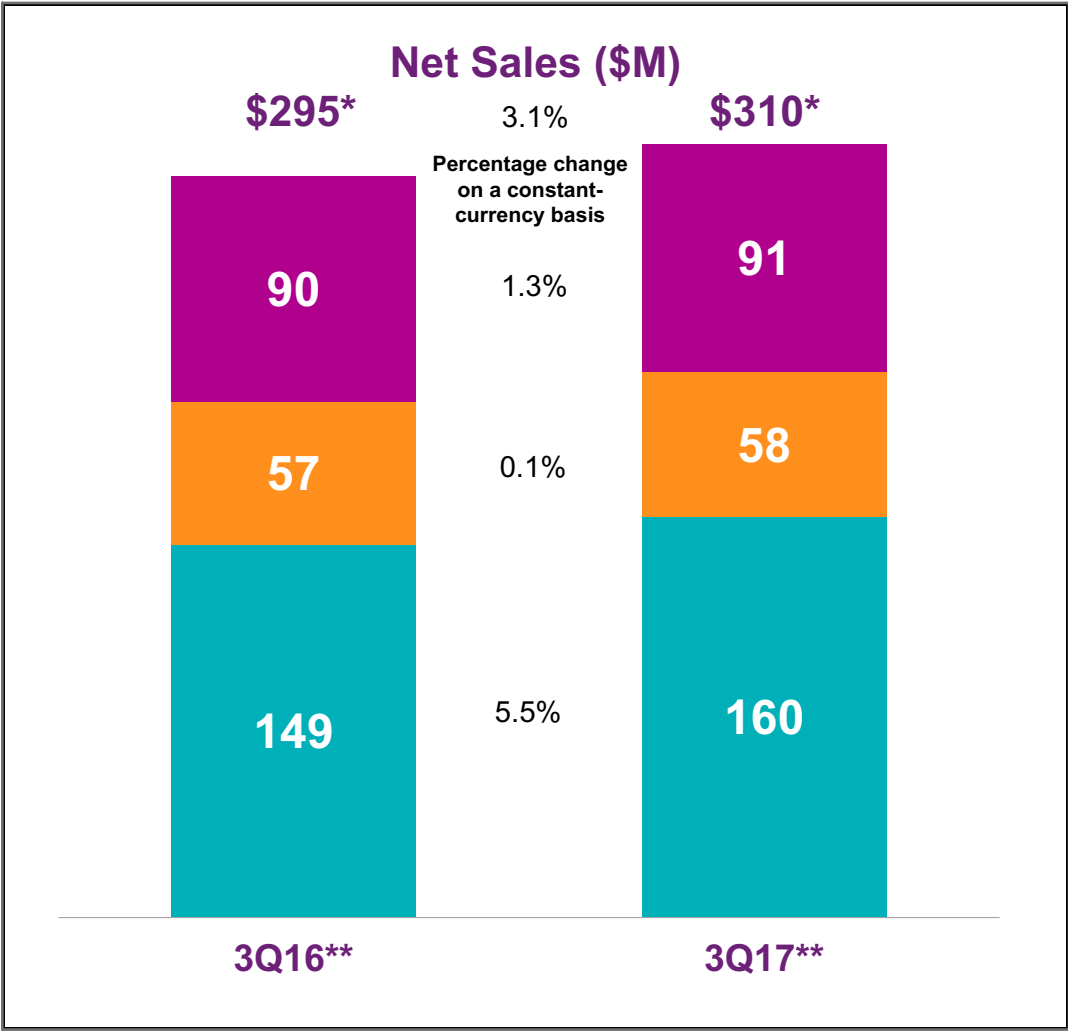
## Continued Growth in the Quarter



\* Adjusted gross margin, operating margin and diluted EPS are adjusted non-GAAP measures. Non-GAAP measures are reconciled to U.S. GAAP measures in the appendix.



# 3Q17 Net Sales



## 3Q17 drivers/impacts

**Neuromodulation:**

- + Continued new patient implants of AspireSR®
- Impact from recent hurricanes
- Broad patient deferrals in anticipation of the launch of our newest VNS Therapy® System, SenTiva™

**CRM:**

- + Strong growth of KORA250® in Japan
- + Growth in PLATINIUM® CRT-D defibrillators in Europe

**Cardiac Surgery:**

- + Focus on funnel management and execution resulting in positive performance
- + Progress in international markets through global expansion and securing new centers
- + Upgrading customers from S3 to S5 HLM
- + Strong growth in all regions for Perceval® sutureless aortic heart valves

\*Numbers may not add up precisely due to rounding.

\*\*Percent change performance is shown on a year-over-year (Y-O-Y) constant-currency basis, which is a non-GAAP measure. Constant-currency eliminates the effects of foreign currency fluctuations.

# 3Q17 Key Adjusted Financial Results\*

	3Q17	Y-O-Y Performance	% of Net Sales
<b>Gross margin</b>	\$203.1M	6.7%	65.6%
<b>SG&amp;A</b>	\$113.3M	8.9%	36.6%
<b>R&amp;D</b>	\$29.4M	(5.8%)	9.5%
<b>Operating income</b>	\$60.3M	9.2%	19.5%
<b>Net income</b>	\$45.1M	17.8%	14.6%

\* All financial measures are adjusted non-GAAP measures. Non-GAAP measures are reconciled to U.S. GAAP measures in the appendix.

# 3Q17 Adjusted EPS\*

## Reconciliation of Adjusted EPS to GAAP EPS



\* Adjusted diluted EPS is a non-GAAP measure. Non-GAAP measures are reconciled to GAAP measures in the appendix.

# 2017 Guidance

# Full-year 2017 Guidance

	Revised Guidance at November 2, 2017	Previous Guidance at August 9, 2017
Worldwide net sales growth <sup>(1)</sup>	1% - 3%	1% - 3%
Adjusted gross margin <sup>(2)</sup>	Mid-60%	Mid-60%
Adjusted operating margin <sup>(2)</sup>	High teens	High teens
Adjusted effective tax rate <sup>(2) (3)</sup>	22% - 23%	24% - 25%
Adjusted diluted EPS <sup>(2)(4)</sup>	\$3.30 - \$3.45	\$3.10 - \$3.30
Cash flow from operations <sup>(5)</sup>	\$170M - \$190M	\$170M - \$190M
Capital spending	\$40M - \$50M	\$40M - \$50M

1. Net sales are on a constant-currency basis, which eliminates the impact of foreign currency.

2. Adjusted gross margin, operating margin, tax and diluted earnings per share are non-GAAP measures. Non-GAAP measures are reconciled to U.S. GAAP measures in the appendix.

3. Tax expense excludes interest in minority investments.

4. Assumes ~48.5 million diluted weighted average shares

5. Excludes integration, restructuring and 3T remediation payments.

# Summary

# Summary

- Growth accelerated over previous quarters
- Every business franchise showed growth in the third quarter
- Cardiac Surgery had its strongest quarter since the Company's inception
- Received U.S. FDA approval for our newest VNS Therapy System, SenTiva
- CRM turned slightly positive for the first time in 2017
- Exploring strategic options for our CRM business
- Increased adjusted earnings per share projections for full-year 2017
- Clear roadmap for value creation

# Appendix



# GAAP to Non-GAAP Reconciliations

U.S. dollars in millions, except per share amounts

Three Months Ended September 30, 2017	Sales	Gross Profit	Income from Operations	Net Income	Diluted EPS
GAAP Financial Measures	\$309.7	\$199.8	\$32.1	\$27.8	\$0.57
Specified Items					
Merger and integration expenses (A)			2.2	2.1	0.04
Restructuring expenses (B)			0.8	0.7	0.01
Depreciation and amortization (C)		1.4	13.9	11.0	0.23
Product remediation (D)		1.6	1.6	1.1	0.02
Caisson acquisition (E)			1.5	0.9	0.02
Other income / (expenses) & litigations (F)		0.1	2.5	1.0	0.02
Equity compensation (G)		0.1	5.7	3.5	0.07
Certain interest adjustments (H)				0.1	0.00
Certain tax adjustments (I)				(3.1)	(0.06)
Adjusted financial measures	\$309.7	\$203.1	\$60.3	\$45.1	\$0.93

## GAAP results for the three months ended September 30, 2017 include:

- (A) Merger and integration expenses related to our legacy companies
- (B) Restructuring expenses related to recent organizational changes
- (C) Includes depreciation and amortization associated with final purchase price accounting
- (D) Costs related to the 3T Heater-Cooler remediation plan
- (E) Impact of Caisson related acquisition costs
- (F) Contingent consideration related to acquisitions and legal expenses primarily related to 3T Heater-Cooler defense and other matters
- (G) Includes \$5.1m related to SG&A, \$0.5m related to R&D and \$0.1m related to COGS
- (H) Primarily interest related to intellectual property migration and other non-recurring impacts to interest expense
- (I) Primarily relates to discrete tax items and the tax impact of intercompany transactions

\*Numbers may not add up precisely due to rounding.

# GAAP to Non-GAAP Reconciliations

U.S. dollars in millions, except per share amounts

Three Months Ended September 30, 2016	Sales	Gross Profit	Income from Operations	Net Income (Loss)	Diluted EPS
GAAP Financial Measures	\$295.3	\$188.1	\$23.0	(\$1.6)	(\$0.03)
Specified Items					
Merger and integration expenses (A)			7.6	5.8	0.12
Restructuring expenses (B)			4.4	2.9	0.06
Depreciation and amortization (C)		1.3	12.7	9.5	0.19
Product remediation (D)		0.7	0.7	0.4	0.01
Other income (expenses) & litigations (E)			1.7	1.1	0.02
Write-off of investments in minorities (F)				9.1	0.18
Impact of inventory step-up (G)		0.2	0.2	0.1	0.00
Equity compensation (H)		0.1	5.0	4.0	0.08
Certain tax adjustments (I)				6.9	0.14
Adjusted financial measures	\$295.3	\$190.4	\$55.2	\$38.3	\$0.78

## GAAP results for the three months ended September 30, 2016 include:

- (A) Merger and integration expenses related to our legacy companies
- (B) Restructuring expenses, including CRM restructuring announced March 10, 2016, severance related to corporate and shared service synergies and organizational changes
- (C) Includes depreciation and amortization associated with final purchase price accounting
- (D) Costs related to the 3T Heater-Cooler remediation plan
- (E) Legal expense related to 3T Heater-Cooler defense and other matters
- (F) \$9.2m related to impairment of Respicardia buy-out option, \$0.7m related to increasing amortization following final PPA
- (G) Amortization of inventory step-up associated with final purchase price accounting
- (H) Includes \$4.7m related to SG&A, \$0.2m related to R&D and \$0.1m related to COGS
- (I) Relates to the impact of restructuring initiatives and IP migration

\*Numbers may not add up precisely due to rounding.

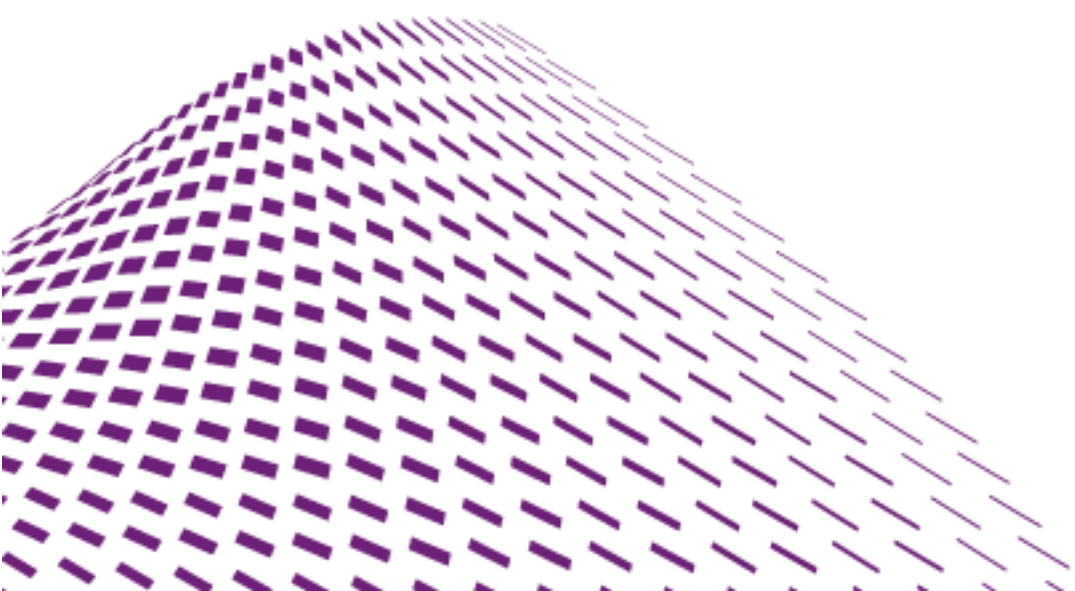
# GAAP to Non-GAAP Reconciliations

The preceding tables reconcile the most comparable U.S. Generally Accepted Accounting Principles (GAAP) measures to the non-GAAP financial and operating measures presented in LivaNova's third-quarter 2017 press release and during the conference call held in conjunction with the announcement of third-quarter 2017 results.

LivaNova uses various non-GAAP financial measures including, among others, net sales on a constant-currency basis, adjusted gross profit, adjusted operating margin, adjusted net income and adjusted diluted earnings per share. These non-GAAP measures adjust for certain specified items that are described in the press release and attached schedules. LivaNova's management believes that these non-GAAP financial measures facilitate a more complete analysis and greater transparency into LivaNova's ongoing results of operations, particularly in comparing underlying results from period to period. Management uses these non-GAAP financial measures internally in financial planning to monitor business unit performance and in evaluating management performance. All non-GAAP financial measures are intended to supplement the applicable GAAP measures and should not be considered in isolation from, or a replacement for, financial measures prepared in accordance with GAAP.

# LivaNova

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