# LivaNova

# **2Q 2022 FINANCIAL RESULTS**

# **Financial Summary**<sup>1</sup>

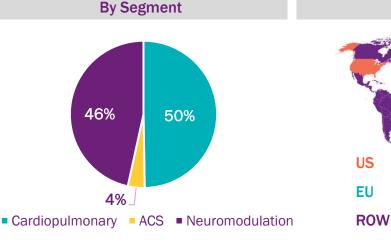
	2Q22	2Q21
Net Sales, Excluding Heart Valves <sup>2</sup>	\$254M	\$250M
Adjusted Gross Margin	69%	69%
Adjusted Operating Margin	13%	14%
Adjusted Diluted EPS	\$0.53	\$0.50

"We delivered revenue growth in the second quarter, excluding foreign currency headwinds, driven by our Cardiopulmonary and Neuromodulation businesses. Based on our first-half performance, we now forecast higher full-year revenue growth on strong demand in Cardiopulmonary. To reflect the impact of foreign currency and increased supply chain pressures, we now expect lower adjusted earnings and free cash flow."

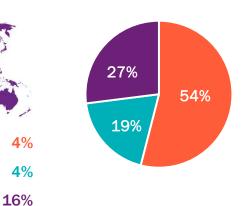


- Damien McDonald, CEO of LivaNova

# 2Q 2022 Net Sales Summary <sup>2,3</sup>



## **By Geography**



## 2022 Guidance<sup>4</sup>

Highlights		2022 Guidance <sup>4</sup>		
			Guidance, Feb. 23, 2022	Guidance, Aug. 3, 2022
Cardiopulmonary and	U.S. Epilepsy GTM initiative outperforms baseline business	Net Sales, excluding Heart Valves <sup>5</sup>	3-5%	4-6%
Epilepsy Sales Growth across all regions		Adjusted Diluted EPS	\$2.50-2.80	\$2.25-2.45
over previous year <sup>6</sup>	over previous year	Adjusted Free Cash Flow (FCF)	\$90-110M	\$60-80M

\$138M

\$47M

\$69M

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# **2022 Strategic Priorities**

#### **Core Growth**

- · Leverage the go-to-market initiative for U.S. Epilepsy
- Continued market development including an expanded effort in respiratory for ACS

### **Pipeline Execution**

- · Achieve key study milestones in:
- RECOVER, ANTHEM HFrEF and OSPREY
- Commercialize next-generation HLM, Essenz

### **Operational Excellence**

- · Expand operating margin through cost discipline
- Drive improvement in cash conversion

#### **Definitions:**

- ACS: Advanced Circulatory Support
- GTM: Go-to-Market
- HF: Heart Failure
- HLM: Heart-Lung Machine

1) Adjusted financial measures including net sales, excluding heart valves, are non-GAAP measures and exclude specified items as described and reconciliation of GAAP to non-GAAP Financial Measures" contained on the back of this document. In addition, see the section entitled "Use of Non-GAA a programmentance in the 8-K furnished with the SEC on August 3, 2022, which is available on our website. 2) Amounts exclude the impact of the Heart Valves business that was divested effective June 1, 2021. Additionally, percentages by segment exclude "Other" sales. 3) Unless otherwise noted, all sales growth rates in this document reflect constant-currency sales growth, which eliminates the effects of foreign currency fluctuations. Constant-currency growth, a non-GAPA financial measure, measures the change in sales between current and procyeet periods using excludes forwards periods using excludes forwards periods using excludes the impact of the Heart Valves business that was divested effective June 1, 2021. Additionally, percentages by segment exclude "Other" sales. 3) Unless otherwise noted, all sales growth in this document reflect constant-currency factuations. Constant-currency assess and exclude the impact of the APA financial measure. The sales between currency advected periods using excludes forwards with opicitorias are estimated on a constant-currency basis and exclude the indice of a local value calculates forwards with opicitorias are estimated on a constant-currency basis and exclude the indice of a local value forward being in the sales between currency basis and exclude the indice of the indice of the sales of the sale pact of foreign currency fluctuations. Forward-looking non-GAAP adjusted diluted earnings per share guidance exclude other items such as, but not limited to, changes in fair value of derivatives and contingent consideration arrangements and asset impairment charges that would be included in comparable GAA financial measures. The most directly comparable GAAP measure for constant-currency ref sales, non-GAAP adjusted tax rate and adjusted diluted earnings per share are net sales, the effective tax rates and earnings per share, respectively. The most directly comparable GAAP measure for adjusted free cash flow is net cash provided by operating activities. However, non-GAAP financial adjustments on a forward-looking basis are subject to uncertainty and variability as they are dependent on many factors, including but not limited to, the effect of foreign currency exchange fluctuations, impacts from potential acquisitions or divestitures, the ultimate outcome of legal proceedings, gains or losses on the potential ase of businesses or other assets, restructuring costs, merger and integration activities, changes in fair value of derivatives and contingent consideration arrangements, asset impairment charges and the tax impact of the aforementioned items, tax law changes or other tax matters. Accordingly, forward-looking GAAP financial measures and reconciliations to the most directly comparable forward-looking GAAP financial measures are not available without unreasonable effort. 5) Worldwide net sales growth including the Heart Val business, which was divested effective June 1, 2021, is expected to be between 1-3%. 6) Excluding the Heart Val

Core

Growth

Quality

in everything we do

Operational

Excellence

Pipeline

Execution

## RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES – UNAUDITED

#### Three Months Ended June 30, 2022

	GAAP Financial Measures	Merger and Integration Expenses (A)	Restructuring Expenses (B)	Depreciation and Amortization Expenses (C)	Financing Transactions (D)	Certain Legal, Contingent Consideration and Other (E)	Stock-based Compensation Costs (F)	Certain Tax Adjustments (G)	Certain Interest Adjustments (H)	Adjusted Financial Measures
Gross Margin %	72.5%		-	1.5%		(4.9)%	0.2%		-	69.3%
Operating Margin %	12.5%	0.1%	0.2%	2.6%		(6.8)%	4.5%			13.1%
Diluted EPS – Continuing Operations	\$0.30		\$0.01	\$0.11	\$(0.03)	\$(0.33)	\$0.21	\$0.04	\$0.20	\$0.53

#### Three Months Ended June 30, 2021

	GAAP Financial Measures	Restructuring Expenses (B)	Depreciation and Amortization Expenses (C)	Financing Transactions (D)	Certain Legal, Contingent Consideration and Other (E)	Stock-based Compensation Costs (F)	Certain Tax Adjustments (G)	Certain Interest Adjustments (H)	Heart Valves (I)	Product Remediation (J)	Adjusted Financial Measures
Gross Margin %	65.1%		1.5%		2.0%	0.4%				0.1%	69.2%
Operating Margin %	(13.7)%	1.4%	2.6%		20.1%	3.7%				0.1%	14.3%
Diluted EPS – Continuing Operations	\$(1.15)	\$0.07	\$0.13	\$0.11	\$1.01	\$0.19	\$0.08	\$0.09	\$(0.07)	\$0.01	\$0.50

GAAP results include:

Merger and integration expenses related to the acquisition of ALung Technologies, Inc. (A)

(B) Restructuring expenses related to organizational changes

Includes depreciation and amortization associated with purchase price accounting (C)

Primarily relates to the mark-to-market adjustment for the exchangeable option feature and capped call derivatives, and for the three-month period ending June 30, 2021, includes costs associated (D) with our June 2020 financing transactions

3T Heater-Cooler litigation provision, legal expenses primarily related to 3T Heater-Cooler defense, other matters, remeasurement of contingent consideration related to acquisitions, for the three-month period ending June 30, 2022, includes costs related to the SNIA matter, and for the three-month period ending June 30, 2021, includes settlements and dividend income (E)

(F) Non-cash expenses associated with stock-based compensation costs

(G) Primarily relates to discrete tax items and, for the three-month period ending June 30, 2022, includes the tax impact of intercompany transactions

Primarily relates to non-cash interest expense on the Cash Exchangeable Senior Notes, for the three-month period ending June 30, 2022, includes interest on the 2022 Bridge Loan, and for the three-month period ending June 30, 2021, includes non-cash interest expense on our Senior Secured Term Loan (H)

Loss associated with the sale of Heart Valves (I)

Costs related to the 3T Heater-Cooler remediation plan (J) \* Numbers may not add precisely due to rounding.

# NET SALES: COMPARISON OF ACTUAL RESULTS TO CONSTANT CURRENCY - UNAUDITED (1)

#### (U.S. dollars in millions)

	Three Months I	Ended June 30,	% Change at Actual Currency	% Change at Constant-Currency Rates	
Segment	2022	2021	Rates		
Cardiopulmonary	\$125.8	\$117.9	6.7%	14.3%	
Neuromodulation	117.8	117.6	0.1%	2.3%	
ACS	9.4	13.3	(29.6)%	(29.1)%	
Other <sup>(2)</sup>	1.2	15.7	(92.5)%	(91.3)%	
Total Net Sales	\$254.2	\$264.5	(3.9)%	0.5%	

	Three Months E	nded March 31,	% Change at Actual Currency	% Change at Constant-Currency Rates	
Region <sup>(3)</sup>	2022	2021	Rates		
US	\$138.1	\$144.3	(4.3)%	(4.3)%	
Europe <sup>(4)</sup>	47.4	56.0	(15.5)%	(4.3)%	
Rest of World	68.7	64.1	7.2%	15.7%	
Total Net Sales, Including Heart Valves	\$254.2	\$264.5	(3.9)%	0.5%	
Less: Heart Valves		14.7	**	**	
Total Net Sales	\$254.2	\$249.8	1.8%	6.5%	

Constant-currency growth, a non-GAAP financial measure, measures the change in sales between current and prior-year periods using average exchange rates in effect during the applicable prior-year (1) period. The sales results presented are unaudited.

Includes results for the Heart Valves business, which was divested effective June 1, 2021. (2) (3)

Regions exclude the Heart Valves business, which was divested effective June 1, 2021.

Europe sales include those countries in which we have a direct sales presence, whereas European countries in which we sell through distributors are included in "Rest of World." (4)

Numbers may not add or recalculate precisely due to rounding. \*\*

Indicates that variance as a percentage is not meaningful.