



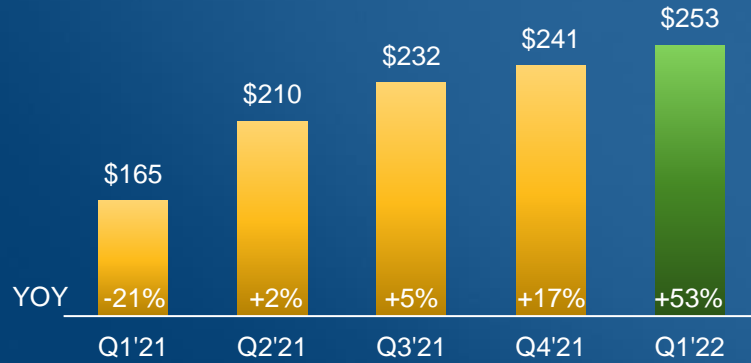
Recovering Hearts. Saving Lives.®

Q1 FY 2022 Earnings Call
Financial Results & Operational Highlights

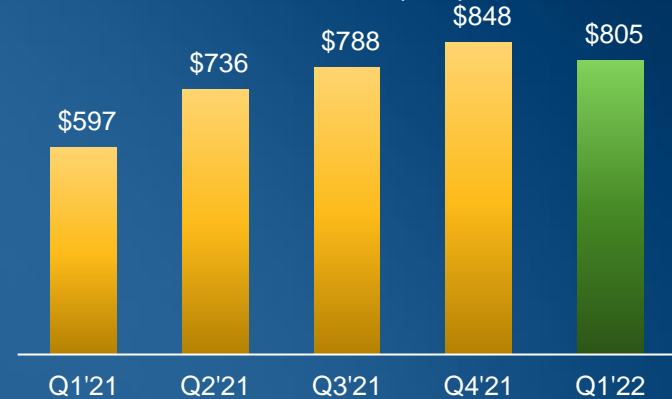
FINANCIAL RESULTS, Q1 FY 2022

Fiscal Year ends March 31

Revenue (\$M) & Growth Rates

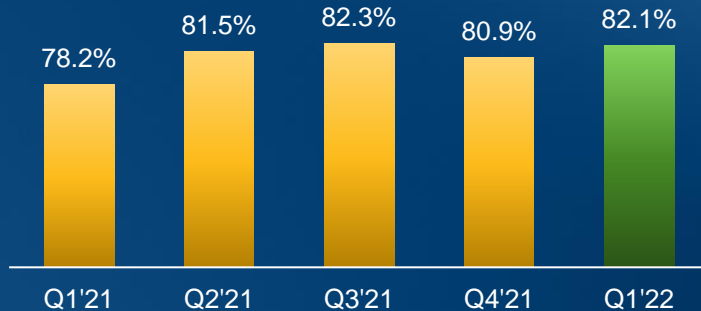


Cash* (\$M)

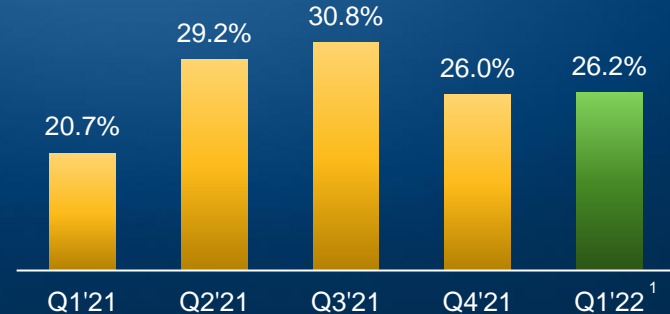


*No debt

Gross Margin %



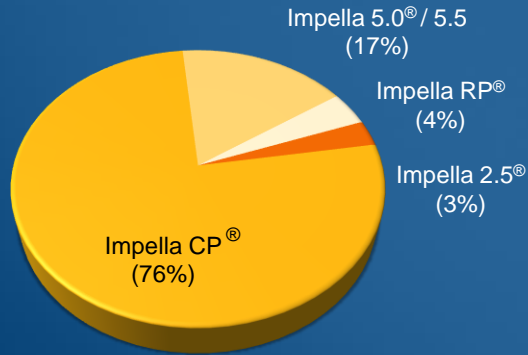
Operating Margin %



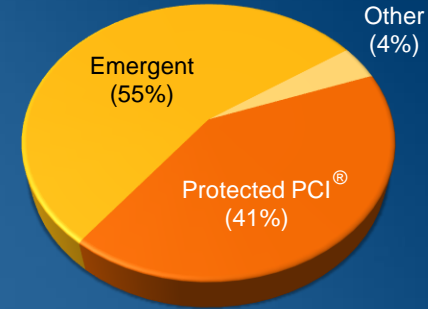
1. Indicates Non-GAAP Operating Margin, excludes the acquisition of preCARDIA. GAAP Operating Margin for Q1'22 was (19.5%)

U.S. UTILIZATION MIX, Q1 FY 2022

Revenue by Impella® Device



Utilization by Indication



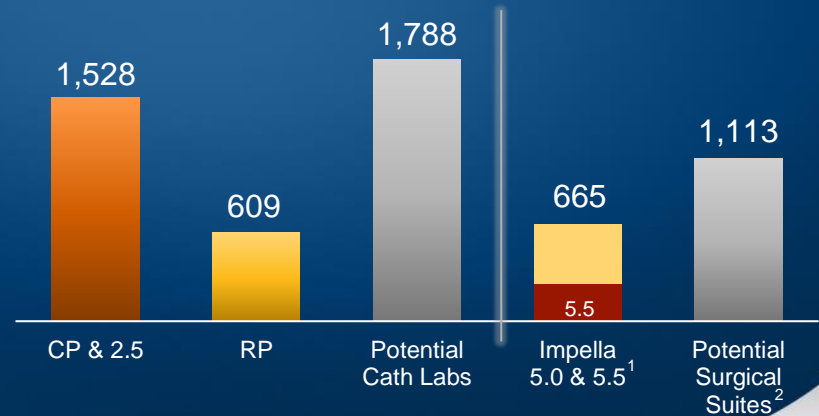
Patient Performance

Revenue Performance

	YOY Growth	Sequential Growth
U.S.	+43%	+3%
Germany	+41%	+6%
Europe	+43%	+6%
Japan	+78%	+2%

	YOY Growth	Sequential Growth
U.S.	+54%	+6%
Germany	+63%	+4%
Europe	+64%	+2%
Japan	+26%	-2%

U.S. Hospital Site Penetration Impella® Devices



1. Impella 5.5® in 257 hospitals

2. 1,113 of 1,788 hospitals have surgical back-up. Per National In-Patient (NIS), MedPar, Definitive Healthcare 2018

ABIOMED FY 2022 REVENUE GUIDANCE

Updated 8/4/2021

Abiomed FY'22 Prior Guidance
Revenue \$990M - \$1.03B +17 - 22% YOY
Operating Margin % 24 - 26%

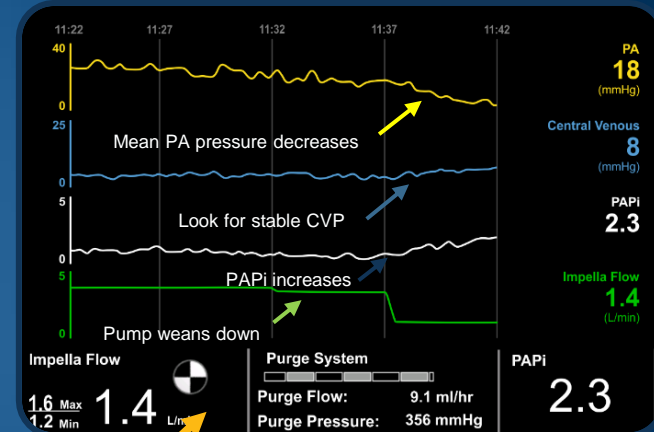
Abiomed FY'22 Post-Q1 Guidance
Revenue \$1.03B - \$1.05B +22 - 24% YOY
Non-GAAP Operating Margin % 24 - 26%

APPENDIX

IMPELLA RP[®] WITH SMARTASSIST[®]

- **Sensor technology** providing real-time guidance and trends to help with pump management and weaning
- **Designed for a simplified setup and insertion** with EasyGuide lumen and improved case workflow
- **Enhanced with Impella Connect[™]**, cloud-based remote-viewing for collaborative patient management

AIC Console



Q1'22 GAAP TO NON-GAAP FINANCIAL WALK

	Q1'22	Non-GAAP Adjustments			Q1'22	Q1'21	% PY
	GAAP	preCARDIA ¹	Shockwave ²	ETB ³	Non-GAAP	Non-GAAP ⁴	V %
(\$M)							
Revenue	253				253	165	53%
Gross Margin	207				207	129	61%
GM %	82.1%				82.1%	78.2%	390 bps
R&D	153	(115)			38	26	43%
% Sales	60.5%				15.2%	16.0%	80 bps
SG&A	103				103	68	51%
% Sales	40.7%				40.7%	41.5%	80 bps
Op. (Loss) Income	(49)	115	-	-	66	34	94%
% Sales	-19.5%				26.2%	20.7%	550bps
Other Inc / (Exp)	40	(21)	(17)		2	3	-26%
(Loss) Profit Before Tax	(9)	94	(17)	-	68	37	84%
Income Taxes	17		(4)	4	17	11	53%
Tax Rate	183.7%				24.4%	29.9%	
Net (Loss) Income	(27)	94	(13)	(4)	51	26	95%
Diluted Shares	45.3				45.8	45.5	
Diluted EPS	(\$0.59)	\$2.06	(\$0.29)	(\$0.08)	\$1.10	\$0.58	90%

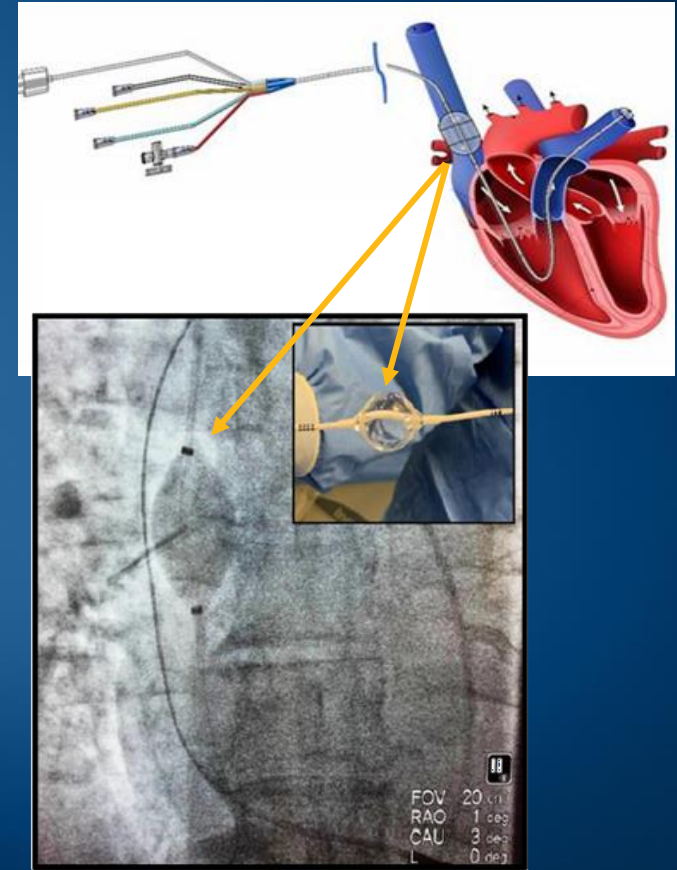
Non-GAAP Adjustments:

1. preCARDIA \$115M IPR&D expense offset by \$21M gain on prior investment
2. Shockwave after-tax gain of \$13M
3. Excess tax benefits of \$4M on stock-based compensation
4. Q1'21 non-GAAP financials reflect Shockwave after-tax gain of \$18M and excess tax benefits of \$0.5M

PRECARDIA™

Catheter-Mounted SVC Balloon Therapy System

- Minimally invasive patented technology to rapidly treat Acutely Decompensated Heart Failure (ADHF) related volume overload by reducing preload in the right heart.
- #1 cause of hospitalizations and length of stay in patients greater than 65 years old¹. Greater than 1M patients admitted annually to hospitals in the U.S. with ADHF².
- New Abiomed patient population, currently being medically managed in the ICU. Patients are generally upstream of cardiogenic shock identification.
- Provides heart failure specialists a minimally invasive solution to improve ADHF outcomes
- Device Designation by the FDA as Breakthrough Technology
- Completed over 30 patients at 5 U.S. and 1 OUS hospitals in FDA Early Feasibility Study



The preCARDIA system is available for investigational use only and is not approved for use outside of clinical studies.

1. Felker, GM et.al. Loop Diuretics in Acute Decompensated Heart Failure. *Circulation Heart Failure* 2009;2:56-62.

2. Organization for Economic Co-operation and Development. *Health Care Quality Indicators – Primary Care – Congestive heart failure hospital admissions*. Stats.oecd.org. Accessed 2/28/2014

REASSIGNMENT DEFINES TWO CLINICAL POPULATIONS: INTEROPERATIVE & NON-INTEROPERATIVE PROCEDURES

LOWER ACUITY/MODERATE RESOURCES

HIGHER ACUITY/ HIGHER RESOURCES

HIGHEST ACUITY/ HIGHEST RESOURCES

CATH PROCEDURES

- Single vessel disease
- Balloon procedures
- No MCC/CC

INTEROPERATIVE

DEVICE REMOVED AT END OF PROCEDURE

- Multi vessel disease
- MCC/CC (acute kidney failure episode)
- Generally scheduled
- Intraprocedural support
- May not require ICU/CCU services
- Opportunity for more complete revascularization and/or procedural completeness

Predominantly 216-217

*nominal case volume may map to MS-DRG 218-221

NON-INTEROPERATIVE

CARDIOGENIC SHOCK +/-
HIGH-RISK PCI & SURGERY

- Emergent
- Critically Ill
- Multisystem organ compromise
- Prolonged duration of support
- ICU/CCU LOS
- Specialized care

Remain in 215, 1, 3