

# LeMaitre Vascular Fact Sheet

Nasdaq: LMAT  
www.lemaitre.com

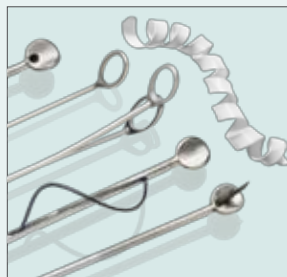
All information is current as of June 30, 2008 unless otherwise noted.

## Q2 HIGHLIGHTS

- Revenue +23%
- 70% gross margin
- Operating Loss Narrowed 66% to (\$869k)
- Cash on hand increased \$470,000



EndoFit® Thoracic Stent Graft



EndoRE™ Devices and  
aSpire™ Covered Stent



Expandable LeMaitre® Valvulotome

## ABOUT LEMAITRE VASCULAR

LeMaitre Vascular is a provider of devices and implants for the treatment of peripheral vascular disease, a condition that affects more than 20 million people worldwide. We sell vascular devices and implants to address the needs of our core customer, the vascular surgeon. Our sales grew 19% per year on a compounded basis from 2003 to 2007. 86% of our sales are direct-to-hospital.

**Company Headquarters** Burlington, Massachusetts (worldwide)  
Sulzbach, Germany  
Tokyo, Japan

**LTM Net Sales** \$45.8 million

**Founded** 1983 by a vascular surgeon

**Product Portfolio** 14 product lines used in arteries and veins outside of the heart

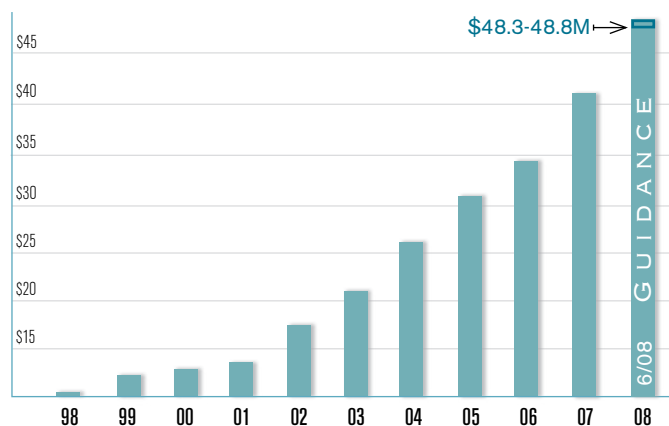
**Global Reach** 50 sales representatives in 13 countries  
47% of sales are outside the U.S. and Canada

**Employees** 209

**Shares Outstanding** 15.5 million

## 5 YEAR SALES CAGR OF 19%

NET SALES (MILLIONS)



## LONG-TERM GROWTH STRATEGY

### 1. Expand the Sales Force

Since our October 2006 IPO, LeMaitre Vascular expanded its sales force from 36 to 50 sales representatives in the US, Europe and Japan.

### 2. Acquire Vascular Devices

LeMaitre Vascular has completed 10 acquisitions in the last 10 years for an aggregate consideration of approximately \$24M in cash, assumed debt and stock. Acquired product lines accounted for more than two-thirds of 2007 revenue.

### 3. Develop Vascular Devices

In 2007, LeMaitre Vascular launched two carotid shunts, as well as a next-generation introducer and top-stent for our EndoFit Thoracic Stent Graft.

## ANALYST COVERAGE

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## FOR MORE INFORMATION CONTACT:

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