

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

# Fourth Quarter and Full-Year 2017 Earnings Performance

February 28, 2018

# 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 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.

# Intellectual Property

This report may contain references to our proprietary intellectual property, including among others:

Trademarks for our Neuromodulation systems, the VNS Therapy<sup>®</sup> System, the VITARIA<sup>®</sup> System and our proprietary pulse generator products: Model 102 (Pulse<sup>®</sup>), Model 102R (Pulse Duo<sup>®</sup>), Model 103 (Demipulse<sup>®</sup>), Model 104 (Demipulse Duo<sup>®</sup>), Model 105 (AspireHC<sup>®</sup>), Model 106 (AspireSR<sup>®</sup>) and Model 1000 (SenTiva<sup>™</sup>).

Trademarks for our Cardiopulmonary product systems: S5<sup>®</sup> heart-lung machine, S3<sup>®</sup> heart-lung machine, Inspire<sup>™</sup>, Heartlink<sup>™</sup>, XTRA<sup>®</sup> Autotransfusion System, 3T Heater-Cooler<sup>®</sup> and Connect<sup>™</sup>.

Trademarks for our line of surgical tissue and mechanical heart valve replacements and repair products: Mitroflow<sup>™</sup>, Crown PRT<sup>™</sup>, Solo Smart<sup>™</sup>, Perceval<sup>®</sup>, Top Hat<sup>™</sup>, Reduced Series Aortic Valves<sup>™</sup>, Carbomedics Carbo-Seal<sup>™</sup>, Carbo-Seal Valsalva<sup>™</sup>, Carbomedics Standard<sup>™</sup>, Orbis<sup>™</sup> and Optiform<sup>™</sup>, and Mitral valve repair products: Memo 3D<sup>™</sup>, Memo 3D ReChord<sup>™</sup>, AnnuloFlo<sup>™</sup> and AnnuloFlex<sup>™</sup>.

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# Agenda

4Q17 and FY17 Highlights

Financial Results

2018 Guidance

Summary

# 4Q17 and FY17 Highlights

# 2017 Financial Highlights

Ended the year with strong financial results

Met or exceeded all of our financial projections for 2017

Improved top-line growth\* every quarter in 2017 versus prior year

Reduced full-year adjusted income tax\* rate to **22.8** percent

Exceeded adjusted EPS\* guidance while making strategic investments & increasing R&D\*

Ended 2017 with **\$94** million in cash & cash equivalents

Decreased net debt by over **30** percent

# Fourth Quarter 2017 Highlights

## Advancing our strategic objectives

### ► **Neuromodulation:**

- Launched our SenTiva VNS Therapy System and next-generation programmer
- Strong initial demand and interest for the device

### ► **CRM/Discontinued Operations:**

- Announced that we entered into a binding letter of intent to sell our CRM business to MicroPort Scientific Corporation for \$190M
- Favorable transaction for both parties
  - Strengthens MicroPort's global presence
  - Allows LivaNova to focus on areas of leadership and strength
- Deal is progressing well; on track to close in the second quarter
- Published most recent 7 quarters of financial data on February 21, 2018; recast to show CRM as discontinued operations

# Fourth Quarter 2017 and Recent Highlights:

## Acquiring products that are complementary to our existing portfolio

### ► **ImThera:**

- Announced intent to acquire ImThera Medical, which closed early 2018
- Complementary to Neuromodulation portfolio
- Obstructive Sleep Apnea (OSA) market is large and growing, with high unmet needs
- Implantable device that stimulates hypoglossal nerve, which opens the airway while a patient is sleeping
- Focused near-term on expansion in Europe and enrolling patients in U.S. FDA pivotal trial

### ► **TandemLife:**

- Entered into an agreement to acquire TandemLife on February 14, 2018
- Complementary to Cardiac Surgery portfolio
- Advanced cardiopulmonary temporary support solutions
- Complete set of system solutions that can be used for all applications - from Extracorporeal Life Support (ECLS) to Percutaneous Mechanical Circulatory Support (pMCS)
- Near-term focus on growing ECLS and Right Heart Support in U.S.

# Financial Results

# 4Q17 At a Glance:

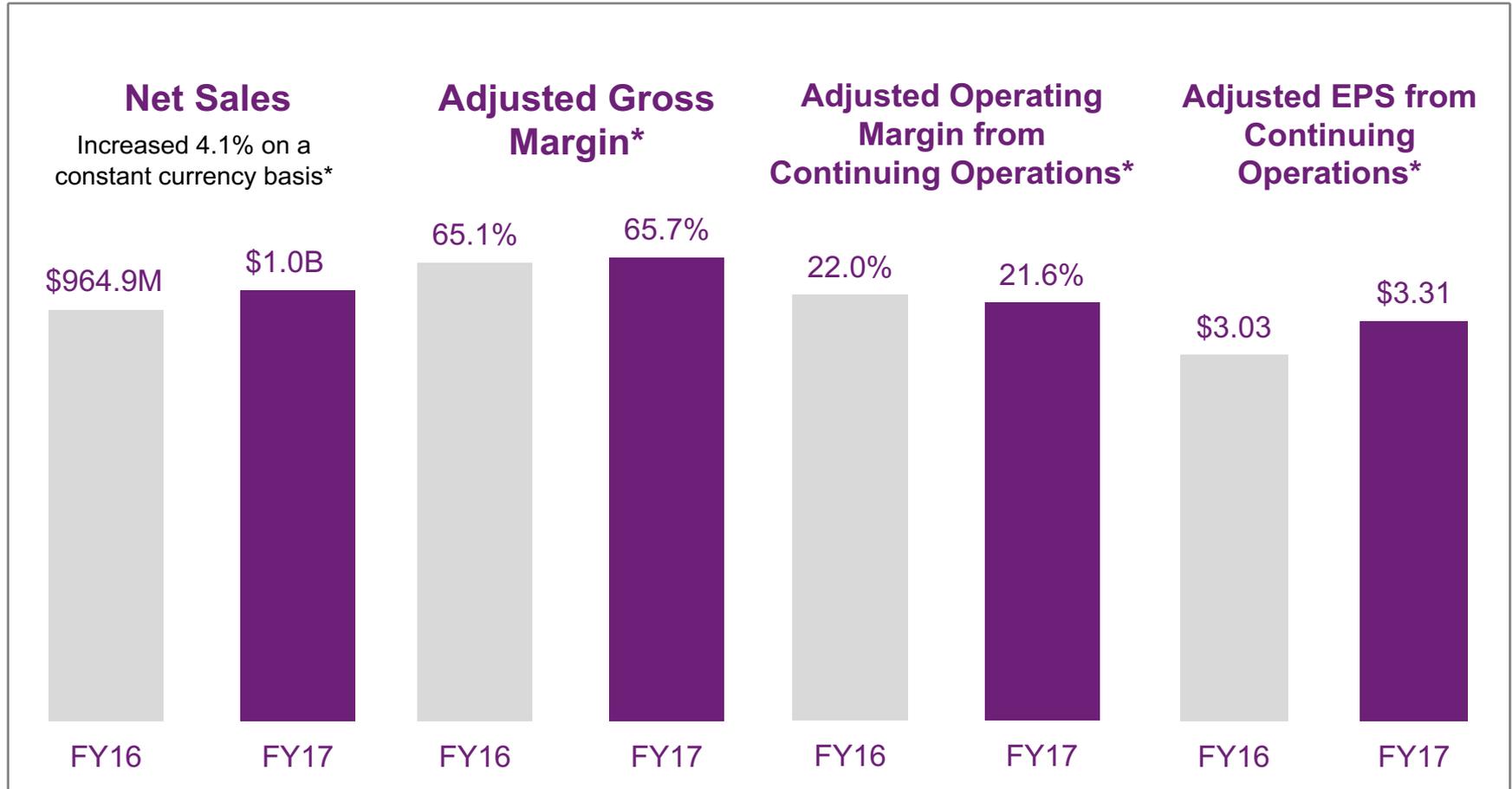
Strongest top-line growth quarter in 2017



\* Net sales, 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.

# Full-year 2017 At a Glance:

A year of progress



\* Net sales, 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.

# Full-year 2017 Net Sales

**\$1.0B**

**100%** Drug-Resistant Epilepsy (DRE)  
Treatment-Resistant Depression (TRD)

Vagus Nerve Stimulation Therapy (VNS Therapy®)

Obstructive Sleep Apnea\*

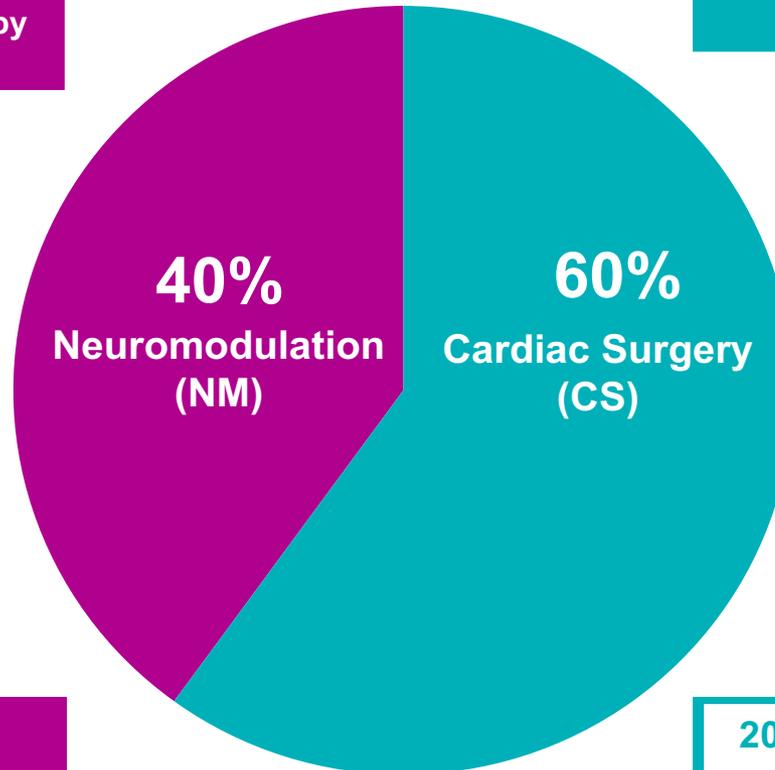
Hypoglossal Nerve Stimulation (HGNS Therapy)

**80%** Cardiopulmonary (CP)

Heart-lung machines (HLM)  
Oxygenators  
Autotransfusion systems (ATS)  
Cannulae

**20%** Heart Valves

Sutureless tissue valves  
Mechanical valves  
Traditional tissue valves  
Annuloplasty rings



# 4Q17 Cardiac Surgery Sales

## Drivers/Impacts

+ Heart-lung machine sales up in every region, primarily due to customer upgrades from S3 to S5 devices

+ INSPIRE oxygenator performed well, particularly in international regions

+ Perceval continues to experience strong double-digit growth

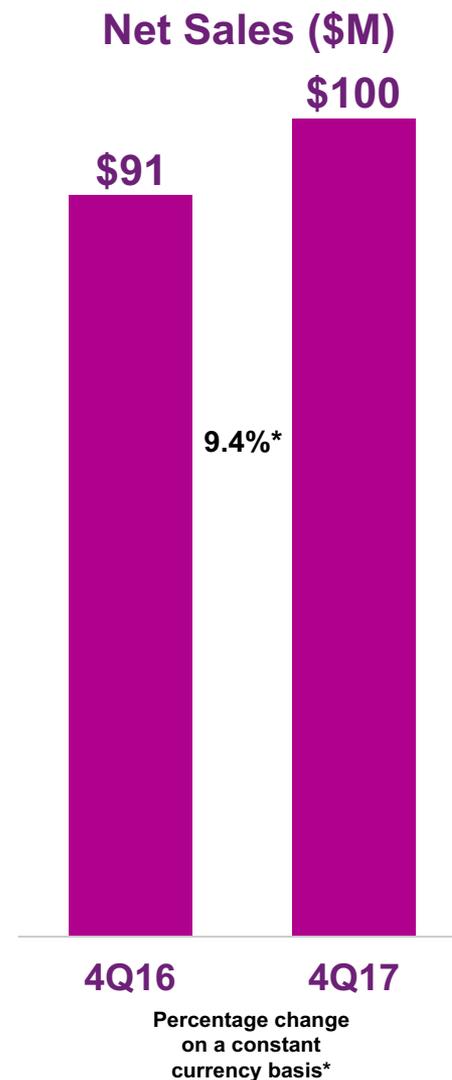
- Mechanical valves and traditional tissue valves continue to decline



# 4Q17 Neuromodulation Sales

## Drivers/Impacts

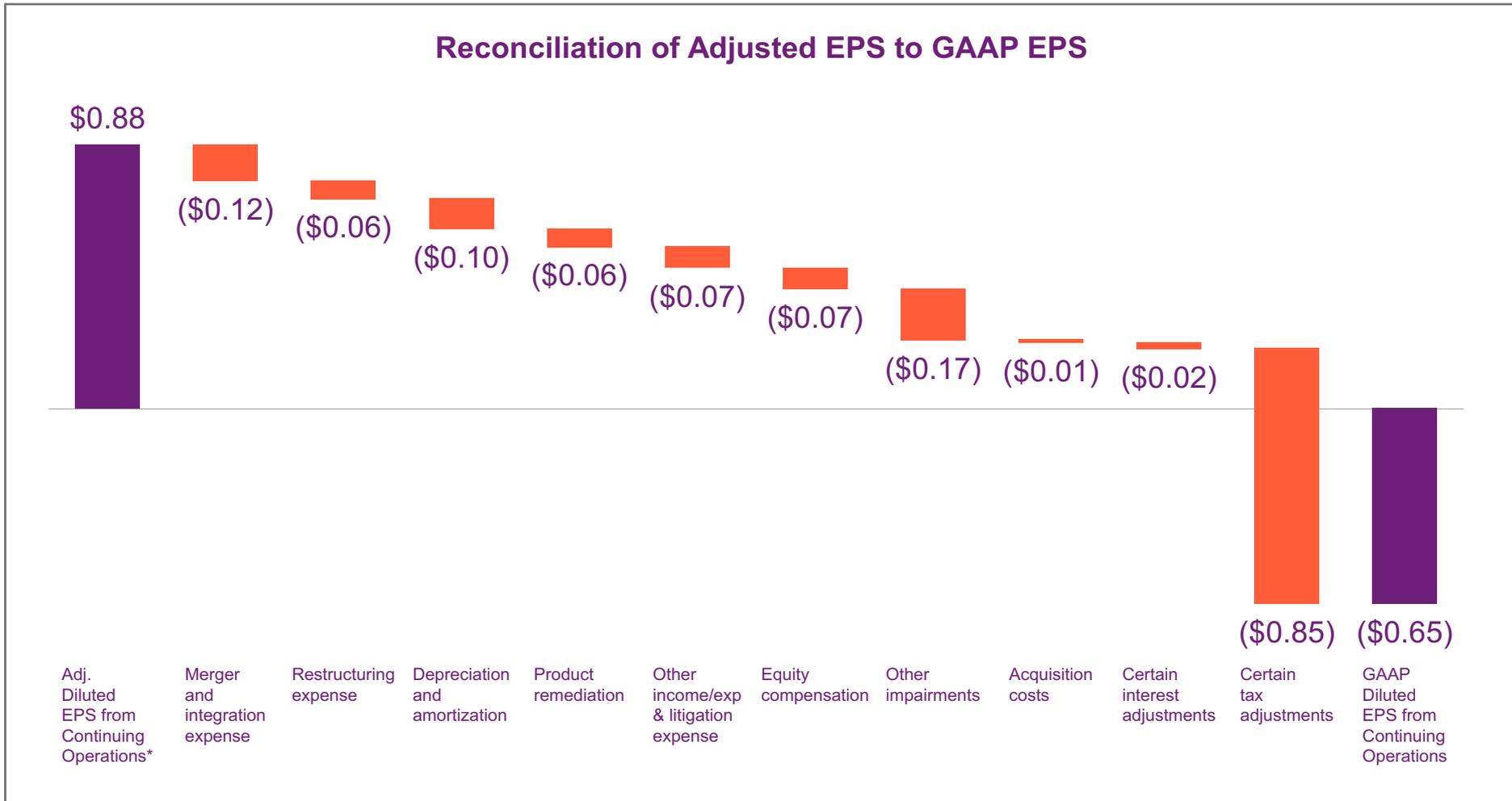
- + Strong growth from launch of SenTiva, our newest VNS Therapy System
- + Expanded MRI labeling globally and expanded pediatric labeling in the U.S.
- + Starting to see decrease in median age of patients receiving implants
- + Continued growth of AspireSR VNS Therapy System



# Key Adjusted Financial Results from Continuing Operations\*

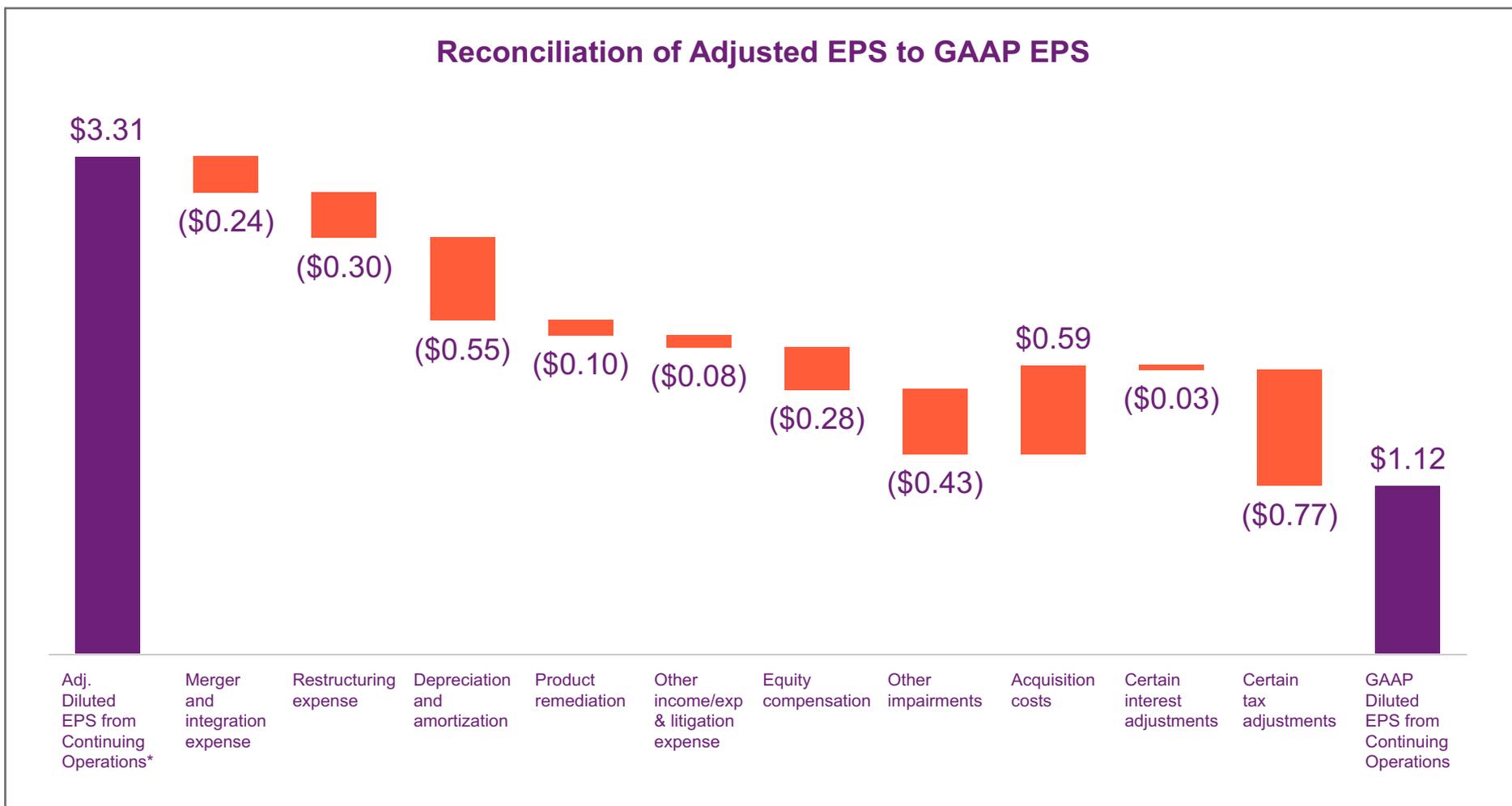
	4Q17	Full-year 2017
<b>Gross profit</b>	\$179M <i>64% of sales</i>	\$665M <i>66% of sales</i>
<b>SG&amp;A</b>	\$93M <i>33% of sales</i>	\$351M <i>35% of sales</i>
<b>R&amp;D</b>	\$31M <i>11% of sales</i>	\$95M <i>9% of sales</i>
<b>Operating income</b>	\$55M <i>20% of sales</i>	\$219M <i>22% of sales</i>
<b>Net income</b>	\$43M <i>16% of sales</i>	\$161M <i>16% of sales</i>

# 4Q17 Adjusted EPS from Continuing Operations\*



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

# FY17 Adjusted EPS from Continuing Operations\*



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

# 2018 Guidance

# Full-year 2017 Performance Versus Guidance\*

	Guidance	Actuals including CRM	
Worldwide net sales growth <sup>(1)</sup>	1% - 3%	2.8%	✓
Gross margin <sup>(1)</sup>	Mid-60%	65%	✓
R&D <sup>(1)</sup>	10% - 11%	10.5%	✓
SG&A <sup>(1)</sup>	36% - 37%	36%	✓
Operating margin <sup>(1)</sup>	High teens	19%	✓
Effective tax rate <sup>(1) (2)</sup>	22% - 23%	22%	✓
Diluted EPS <sup>(1)</sup>	\$3.30 - \$3.45	\$3.54	✓

\* Full year 2017 guidance included impact from Cardiac Rhythm Management business franchise.

1. Net sales are on a constant currency basis, which eliminates the impact of foreign currency. All financial measures are non-GAAP measures. Non-GAAP measures are reconciled to U.S. GAAP measures in the appendix.
2. Tax expense excludes interest in minority investments.

# Full-year 2018 Guidance from Continuing Operations

	Guidance
Worldwide net sales growth <sup>(1)</sup>	4% - 6%
Gross margin <sup>(1)</sup>	66% - 68%
R&D <sup>(1)</sup>	11% - 13%
SG&A <sup>(1)</sup>	34% - 36%
Operating margin <sup>(1)</sup>	19% -21%
Effective tax rate	20% - 22%
Diluted EPS <sup>(1) (2)</sup>	\$3.40 - \$3.60
Cash flow from operations <sup>(3)</sup>	\$180M - \$200M

1. Net sales are on a constant currency basis. All financial measures are non-GAAP measures. Non-GAAP measures are reconciled to GAAP measures in the appendix.

2. Diluted EPS assumes a share count of approximately 49 million.

3. Excludes integration, restructuring and product remediation payments.

# Full-year 2018 Sales Guidance Assumptions

## Neuromodulation

- SenTiva continues to gain adoption throughout the year
- Direct-to-consumer advertising (DTC) campaign will be key component in expanding patient outreach
- Significant sequential progression in our International region due to implementation of various programs
- Modest contribution from ImThera

## Cardiac Surgery

- Heart valves: Perceval continues to drive strong growth, offsetting continued declines in traditional tissue and mechanical valves
- Cardiopulmonary: Continue upgrading heart-lung machine customers from our legacy S3 devices to our current S5 devices
- Cardiopulmonary: Inspire oxygenator continues to show steady growth globally
- Does not include TandemLife

# Summary

# Summary

## FINANCIAL GROWTH

- Met or exceeded our financial commitments for the year
- Sales growth in all business franchises and regions
- Ending 2017 well positioned to drive shareholder value

## STRATEGIC GROWTH

- On track to close CRM sale to MicroPort in second quarter 2018
- Investing in our future through focused R&D spend on key growth drivers and clinical trials/registries for our numerous portfolio initiatives

## PORTFOLIO GROWTH

- Acquired Caisson Interventional, adding investigational device for Transcatheter Mitral Valve Replacement to our portfolio
- Acquired ImThera Medical, adding hypoglossal nerve stimulation device to Neuromodulation business
- Announced intent to acquire TandemLife, which will add Advanced Cardiopulmonary Temporary Support products to Cardiac Surgery business

# Appendix

# GAAP to Non-GAAP Reconciliations- *Unaudited*

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

Three Months Ended December 31, 2017	Sales	Gross profit	Operating income from continuing operations	Income (loss) from continuing operations	Income (loss) from discontinued operations	Net income (loss)	Diluted EPS from continuing operations	Diluted EPS from discontinued operations	Diluted EPS
GAAP Financial Measures	\$278.4	\$172.1	\$18.3	(\$31.5)	(\$80.2)	(\$111.7)	(\$0.65)	(\$1.67)	(\$2.32)
Specified items									
Merger and integration expenses (A)			7.8	5.9		5.9	0.12	—	0.12
Restructuring expenses (B)			3.2	3.1	0.1	3.2	0.06	—	0.06
Depreciation and amortization (C)		1.1	10.0	4.9	1.4	6.4	0.10	0.03	0.13
Product remediation (D)		4.7	4.7	3.1		3.1	0.06	—	0.06
Other income/(expenses) & litigations (E)			3.2	3.2		3.2	0.07	—	0.07
Equity compensation (F)		0.2	4.0	3.5	0.7	4.3	0.07	0.02	0.09
CRM business franchise divestiture (G)					82.7	82.7	—	1.69	1.69
Other Impairments (H)		0.7	1.0	7.9		7.9	0.17	—	0.17
Acquisition costs (I)			2.9	0.4		0.4	0.01	—	0.01
Certain interest adjustments (J)				0.7		0.7	0.02	—	0.02
Certain tax adjustments (K)				41.7	(4.1)	37.6	0.85	(0.07)	0.78
Adjusted financial measures	\$278.4	\$178.8	\$55.2	\$43.1	\$0.7	\$43.8	\$0.88	\$0.01	\$0.89

## GAAP results for the three months ended December 31, 2017 include:

- (A) Merger and integration expenses related to our legacy companies
- (B) Restructuring expenses related to organizational changes
- (C) Includes depreciation and amortization associated with purchase price accounting
- (D) Costs related to the 3T Heater-Cooler remediation plan
- (E) Contingent consideration related to acquisitions and legal expenses primarily related to 3T Heater-Cooler defense and other matters
- (F) Continuing operations includes \$0.2m related to COGS, \$3.5m related to SG&A and \$0.3m for R&D.
- (G) Includes CRM business franchise impairment of \$93.6m and \$6.3m of expenses associated with divestiture
- (H) Includes \$8.6m of impairments to cost-method investments and \$1.0m of tangible asset impairments
- (I) Costs associated with the acquisitions of ImThera, TandemLife and Caisson
- (J) Primarily related to intellectual property migration and other non-recurring impacts to interest expense
- (K) Primarily relates to discrete tax items and the tax impact of intercompany transactions, of which \$27.5m related to a net, non-cash charge incurred as a result of the U.S. enacted Tax Cuts and Jobs Act on December 22, 2017.

# GAAP to Non-GAAP Reconciliations- *Unaudited*

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

Three Months Ended December 31, 2016	Sales	Gross profit	Operating (loss) income from continuing operations	Income (loss) from continuing operations	Income (loss) from discontinued operations	Net income (loss)	Diluted EPS from continuing operations	Diluted EPS from discontinued operations	Diluted EPS
GAAP Financial Measures	\$249.6	\$125.4	(\$14.9)	(\$6.3)	(\$23.5)	(\$29.8)	(\$0.13)	(\$0.48)	(\$0.61)
Specified Items									
Restructuring expenses (A)			16.8	10.2	1.9	12.1	0.21	0.04	0.25
Depreciation, Amortization & Inventory Step-Up (B)		0.7	9.0	9.5	3.9	13.4	0.19	0.08	0.27
Impairment of goodwill (C)					18.3	18.3	—	0.38	0.38
Product remediation (D)		35.3	35.3	23.8		23.8	0.49	—	0.49
Other income/(expenses) & litigations (E)			4.3	3.6		3.6	0.07	—	0.07
Equity compensation (F)		(0.1)	3.8	1.5	0.2	1.7	0.03	—	0.03
Certain interest adjustments (G)				(0.9)		(0.9)	(0.02)	—	(0.02)
Certain tax adjustments (H)				(0.7)		(0.7)	(0.01)	—	(0.01)
Adjusted financial measures	\$249.6	\$161.3	\$54.2	\$40.6	\$0.9	\$41.5	\$0.83	\$0.02	\$0.85

## GAAP results for the three months ended December 31, 2016 include:

- (A) Restructuring expenses related to organizational changes
- (B) Includes depreciation and amortization associated with final purchase price accounting
- (C) Impairment of CRM segment goodwill
- (D) Costs related to the 3T Heater-Cooler remediation plan
- (E) Cost of \$2.6m related to the reassessment of earn-out provisions for two legacy distributor acquisitions; \$0.7m related to a provision for previous years under audit in a foreign jurisdiction
- (F) Continuing operations includes \$3.8m related to SG&A, \$0.1m related to R&D and (\$0.1m) related to COGS
- (G) Primarily interest related to intellectual property migration and other non-recurring impacts to interest expense
- (H) Primarily relates to discrete tax items and the tax impact of intercompany transactions

# GAAP to Non-GAAP Reconciliations- *Unaudited*

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

Year Ended December 31, 2017	Sales	Gross profit	Operating income from continuing operations	Income from continuing operations	Income (loss) from discontinued operations	Net income (loss)	Diluted EPS from continuing operations	Diluted EPS from discontinued operations	Diluted EPS
GAAP Financial Measures	\$1,012.3	\$651.6	\$95.7	\$54.5	(\$79.6)	(\$25.1)	\$1.12	(\$1.64)	(\$0.52)
Specified Items									
Merger and integration expenses (A)			14.8	11.6		11.6	0.24	—	0.24
Restructuring expenses (B)			17.1	14.7	(1.7)	13.0	0.30	(0.03)	0.27
Depreciation and Amortization (C)		4.4	38.7	26.7	10.5	37.2	0.55	0.22	0.77
Product remediation (D)		7.3	7.3	4.8		4.8	0.10	—	0.10
Other income/(expenses) & litigations (E)		0.1	10.1	3.7		3.7	0.08	—	0.08
Equity compensation (F)		0.4	17.7	13.6	1.2	14.8	0.28	0.03	0.31
CRM business franchise divestiture (G)					83.7	83.7	—	1.73	1.73
Other impairments (H)		0.7	1.0	20.9		20.9	0.43	—	0.43
Acquisition costs (I)		0.2	16.5	(28.7)		(28.7)	(0.59)	—	(0.59)
Certain interest adjustments (J)				1.5		1.5	0.03	—	0.03
Certain tax adjustments (K)				37.2	(2.9)	34.3	0.77	(0.06)	0.71
Adjusted financial measures	\$1,012.3	\$664.8	\$218.7	\$160.5	\$11.3	\$171.8	\$3.31	\$0.23	\$3.54

## GAAP results for the year ended December 31, 2017 include:

- (A) Merger and integration expenses related to our legacy companies
- (B) Restructuring expenses related to organizational changes
- (C) Includes depreciation and amortization associated with purchase price accounting
- (D) Costs related to the 3T Heater-Cooler remediation plan
- (E) Contingent consideration related to acquisitions and legal expenses primarily related to 3T Heater-Cooler defense and other matters
- (F) Continuing operations includes \$0.5m related to COGS, \$16.1m related to SG&A and \$1.1m for R&D.
- (G) Includes CRM business franchise impairment of \$93.6m and \$7.3m of expenses associated with divestiture
- (H) Includes \$13.0m of impairments to an equity method investment, \$8.6m of impairments to cost-method investments and \$1.0m of tangible asset impairments
- (I) Costs associated with acquisitions. Includes \$16.5m in acquisitions costs and a \$39.4m revaluation gain upon acquisition of Caisson.
- (J) Primarily related to intellectual property migration and other non-recurring impacts to interest expense
- (K) Primarily relates to discrete tax items and the tax impact of intercompany transactions, of which \$27.5m related to a net, non-cash charge incurred as a result of the U.S. enacted Tax Cuts and Jobs Act on December 22, 2017.

# GAAP to Non-GAAP Reconciliations- *Unaudited*

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

Year Ended December 31, 2016	Sales	Gross profit	Operating income from continuing operations	Income from continuing operations	Income (loss) from discontinued operations	Net income (loss)	Diluted EPS from continuing operations	Diluted EPS from discontinued operations	Diluted EPS
GAAP Financial Measures	\$964.9	\$559.5	\$31.4	\$1.9	(\$64.7)	(\$62.8)	\$0.04	(\$1.32)	(\$1.28)
Specified Items									
Merger and integration expenses (A)			20.4	14.5	0.1	14.6	0.30	—	0.30
Restructuring expenses (B)			37.4	27.2	18.3	45.5	0.56	0.37	0.93
Depreciation, Amortization & Inventory Step-Up (C)		30.3	61.1	42.2	26.6	68.8	0.86	0.54	1.40
Impairment of goodwill (D)					18.3	18.3	—	0.37	0.37
Product remediation (E)		37.5	37.5	24.8		24.8	0.51	—	0.51
Other income/(expenses) & litigations (F)			6.9	4.7		4.7	0.10	—	0.10
Write-off of investment in minorities (G)				9.2		9.2	0.19	—	0.19
Equity compensation (H)		0.7	17.2	12.4	2.1	14.5	0.25	0.04	0.30
Certain interest adjustments (I)				1.2		1.2	0.03	—	0.03
Certain tax adjustments (J)				10.2		10.2	0.21	—	0.21
Adjusted financial measures	\$964.9	\$628.0	\$211.9	\$148.5	\$0.8	\$149.3	\$3.03	\$0.02	\$3.05

## GAAP results for the year ended December 31, 2016 include:

- (A) Merger and integration expenses related to our legacy companies
- (B) Restructuring expenses related to organizational changes
- (C) Includes depreciation and amortization associated with final purchase price accounting
- (D) Impairment of CRM segment goodwill
- (E) Costs related to the 3T Heater-Cooler remediation plan
- (F) Includes a gain recognized for the reimbursement of \$4.7m of earthquake damages incurred in Mirandola (Italy) in 2012; \$5.0m for the reserve of certain receivables from a Greece distributor; \$2.6m related to the reassessment of earn-out provisions for two legacy distributor acquisitions; \$0.8m related litigation settlements with two independent sales agents; \$0.7m related to accruals for tax penalties related to previous years; \$2.5m related to other litigation
- (G) \$9.2m related to the impairment of a purchase option for Respicardia
- (H) Continuing operations includes \$15.6m related to SG&A, \$0.9m related to R&D, and \$0.7m related to COGS
- (I) Primarily interest related to intellectual property migration and other non-recurring impacts to interest expense
- (J) Primarily relates to discrete tax items and the tax impact of intercompany transactions

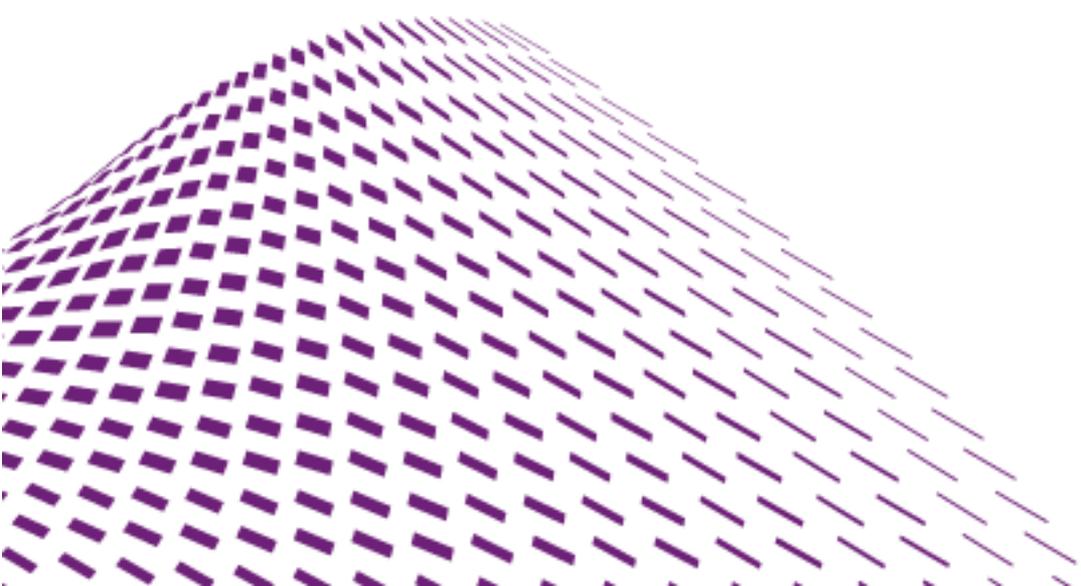
# GAAP to Non-GAAP Reconciliations

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 fourth-quarter and full-year 2017 press release and during the conference call held in conjunction with the announcement of fourth-quarter and full-year 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 franchise 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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