# LivaNova

# 4Q and Full-Year 2021 FINANCIAL RESULTS

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

	4Q21	2021	"Our execution during the fourth quarter delivered res that met or exceeded the high end of full-year guida
Net Sales, Excluding Heart Valves <sup>2</sup>	\$270M	\$999M	These results reflect 11.8% sales growth year over year
Adjusted Gross Margin	70%	69%	6.2% compared to 2019, excluding the impact of H Valves. While we enter 2022 with ongoing COVID-rel
Adjusted Operating Margin	15%	15%	market headwinds; we remain focused on delivering s and earnings growth, achieving the milestones for
Adjusted Diluted EPS	\$0.57	\$2.07	pipeline opportunities, and improving profitability, and ogeneration." - Damien McD



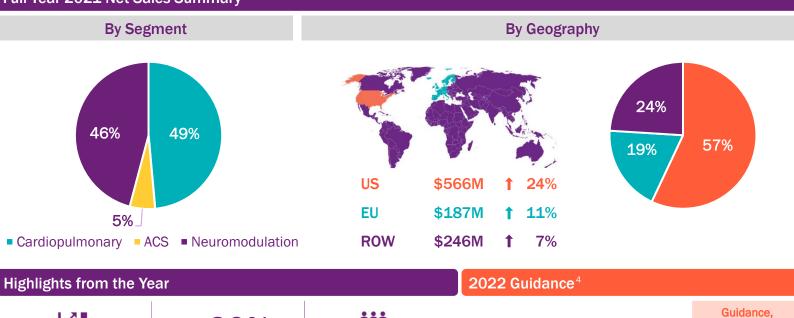
ash nald, CEO of LivaNova

Feb. 23, 2022

3-5%

\$2.50-2.80

\$90-110M



4 >30% Net Sales, excluding Heart Valves<sup>5</sup> **U.S. Epilepsy GTM** Sales Growth, **Organic Growth in** initiative outperforms **Margin Expansion** Advanced **Adjusted Diluted EPS** and FCF Generation **Circulatory Support** baseline business

over previous year6

**Core Growth** 

**2022 Strategic Priorities** 

**Pipeline Execution** 

driven by LifeSPARC<sup>™</sup>

· Expand the go-to-market initiative for U.S. Epilepsy

Forecast at least 20% ACS sales growth in 2022

RECOVER, ANTHEM HFrEF and OSPREY

Commercialize next-generation HLM, Essenz

· Achieve key study milestones in:

#### over previous year

Operational

Excellence

## **Operational Excellence**

**Adjusted Free Cash Flow (FCF)** 

- · 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

asures" contained on the back of this document. In addition, see the section entitled "Use of Non-GAAP financial measures" in the 8-K furr are non-GAAP measures and exclude specified items as described and reconciled in the "Reconciliation of GAAP to non-GAAP Financial with the SEC on February 23, 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-GAAP financial measure, measures the change in sales between current and prioryear periods using average exchange rates in effect during the applicable prioryear period. 4) LivaNova calculate rward-looking non-GAAP financial measures based on internal forecasts that omit certain amounts that would be included in GAAP financial measures. For example, forward-looking net sales growth projections are estimated on a constant-currency basis and exclude the impact of foreign currency fluctuations invard-looking non-GAAP adjusted tax rate and 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 GAAP financial measures. To most transfer to the set of a constant-currency net sales, non-GAPA adjusted divided earning be and divide to a constant-currency net sales, the effect of non-generative transfer and transfer to the set of a constant-currency net sales, non-GAPA adjusted divided earnings per share are net sales, the effect tex rates and adjusted free cash are sole constant-currency net sales, non-GAPA adjusted divided earnings per share are net sales, the effect tex rates and adjusted free cash are sole constant-currency net sales, non-GAPA adjusted divided earnings per share are net sales, the effect tex rates and adjusted free cash are sole constant-currency net sales, non-GAPA adjusted free cash are sole constant-currency net sales, non-GAPA adjusted divided earnings per share are net sales, the effect tex rates are sole constant-currency net sales, non-GAPA adjusted divided earnings per share are net sales, the effect tex rates and sales, the effect tex rates and sales is the effect of foreign currency exchange fluctuations, impacts free rates and adjusted free cash are sole constant-currency net sales, non-GAPA adjusted divide are net sales, the effect tex rates are sole constant-currency net sales, non-GAPA adjusted divide are integrated and variability as they are dependent on many factors, including but not limited to, the effect of foreign currency exchange fluctuations, impacts or diversatives, the ulimate or uncounce of legal proceedings, gains or losses or other asset: restructuring costs, networks and constant-currency nets and the of the printers and adjusted free cash are sole constant-currency nets and the of the printers are sole to asset; restructuring costs, networks and constant-currency nets and the of the printers and the effect of the printers and the printers and the printer and the printers and the printers and the printers and the pri 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 Valves business, which was dive

Pipeline

Core Growth

Quality in everything we do

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

Three Months Ended December 31, 2021

	GAAP Financial Measures	Depreciation and Amortization Expenses (A)	Heart Valves (B)	Product Remediation 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 %	74.7%	1.4%	-	0.2%	-	(6.7)%	0.2%			69.8%
Operating Margin %	9.2%	2.5%	1.0%	0.2%	-	(1.6)%	3.7%			14.9%
Diluted EPS – Continuing Operations	(\$0.10)	\$0.12	\$0.07	\$0.01	\$0.35	(\$0.09)	\$0.19	(\$0.04)	\$0.07	\$0.57

#### Twelve Months Ended December 31, 2021

	GAAP Financial Measures	Depreciation and Amortization Expenses (A)	Heart Valves (B)	Product Remediation 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)	Merger and Integration Expenses (I)	Restructuring Expenses (J)	Adjusted Financial Measures
Gross Margin %	68.2%	1.5%		0.1%		(0.7)%	0.2%					69.3%
Operating Margin %	(0.1)%	2.7%	0.2%	0.1%		7.2%	3.9%			0.1%	0.9%	15.0%
Diluted EPS – Continuing Operations	(\$2.68)	\$0.50		\$0.01	\$1.59	\$1.25	\$0.77	\$0.07	\$0.33	\$0.01	\$0.18	\$2.07

GAAP results include:

Includes depreciation and amortization associated with purchase price accounting. (A)

Loss or gain associated with the sale of Heart Valves in the three-month and twelve-month periods ending December 31, 2021, respectively. Costs related to the 3T Heater-Cooler remediation plan. (B)

(C)

Costs associated with the June 2020 financing transactions, including the mark-to-market adjustment for the exchangeable option feature and capped call derivatives and for the twelve-month period (D) ending December 31, 2021, includes the loss on debt extinguishment.

3T Heater-Cooler litigation provision, legal expenses primarily related to 3T Heater-Cooler defense, settlements, other matters and remeasurement of contingent consideration related to acquisitions, and for the twelve-month period ending December 31, 2021, includes gain from remeasurement of an investment and dividend income. (E)

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

(G) Primarily relates to discrete tax items and the tax impact of intercompany transactions.

Primarily relates to non-cash interest expense on the Cash Exchangeable Senior Notes and for the twelve-month period ending December 31, 2021, also includes non-cash interest expense on the (H) Senior Secured Term Loan.

Merger and integration expenses related to our legacy companies and recent acquisitions. (I)

Restructuring expenses related to organizational changes. (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 Ended December 31,		% Change at	% Change at	Twelve Months En	ded December 31,	% Change at	% Change at	
Segment	2021	2020	Actual Currency Rates	Constant-Currency Rates	2021	2020	Actual Currency Rates	Constant-Currency Rates	
Cardiopulmonary	\$133.1	\$122.1	9.0%	12.0%	\$483.0	\$446.7	8.1%	6.8%	
Neuromodulation	121.6	109.2	11.3%	11.9%	456.2	354.4	28.7%	27.9%	
ACS	13.8	13.3	3.9%	4.0%	55.5	42.3	31.0%	30.9%	
Other <sup>(2)</sup>	1.6	25.0	(93.7)%	(93.4)%	40.8	90.7	(55.1)%	(57.6)%	
Total Net Sales	\$270.1	\$269.6	0.2%	1.8%	\$1,035.4	\$934.2	10.8%	9.7%	

	Three Months Ended December 31,		% Change at	% Change at	Twelve Months En	ded December 31,	% Change at Actual Currency	% Change at Constant-Currency	
Region <sup>(3)</sup>	2021	2020	Actual Currency Rates	Constant-Currency Rates	2021	2020	Rates	Rates	
US	\$149.8	\$134.5	11.4%	11.4%	\$566.4	\$456.1	24.2%	24.2%	
Europe	48.9	46.3	5.7%	9.0%	187.1	162.1	15.4%	10.9%	
Rest of World	71.3	64.5	10.5%	14.7%	245.7	228.0	7.8%	7.3%	
Total Net Sales, Excluding Heart Valves	\$270.1	\$245.3	10.1%	11.8%	\$999.2	\$846.2	18.1%	17.1%	
Less: Heart Valves		24.2	**	**	36.2	88.0	**	**	
Total Net Sales	\$270.1	\$269.6	0.2%	1.8%	\$1,035.4	\$934.2	10.8%	9.7%	

(1) 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 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.

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

Indicates that variance as a percentage is not meaningful.