



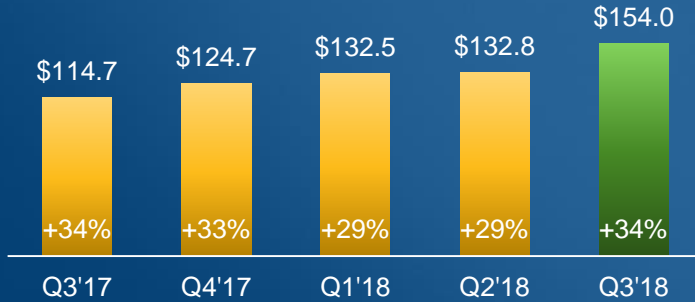
Recovering Hearts. Saving Lives.™

Q3 FY 2018 Earnings Call

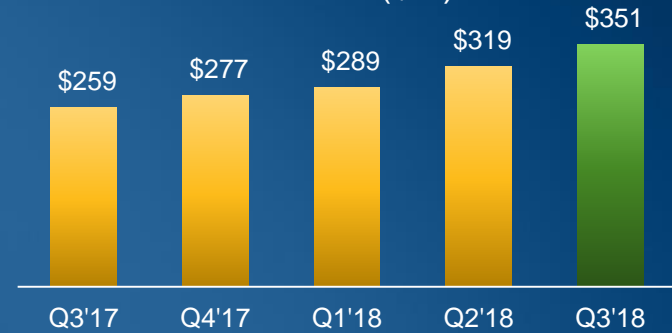
Financial Results & Operational Highlights

FINANCIAL RESULTS, Q3 FY 2018

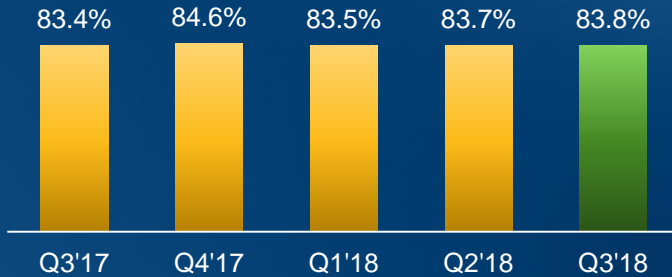
Revenue (\$M) & Growth Rate



Cash (\$M)



Gross Margin %

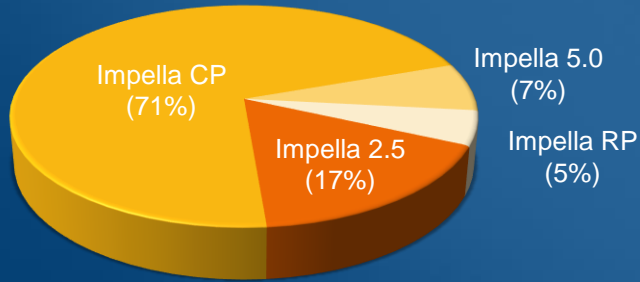


Operating Margin %

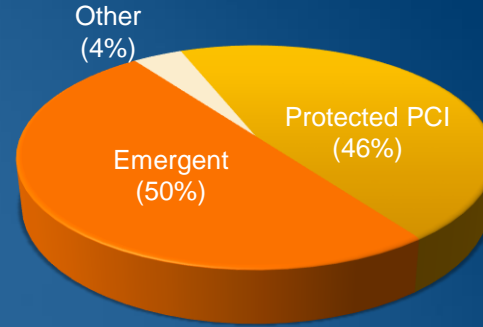


U.S. UTILIZATION MIX, Q3 FY 2018

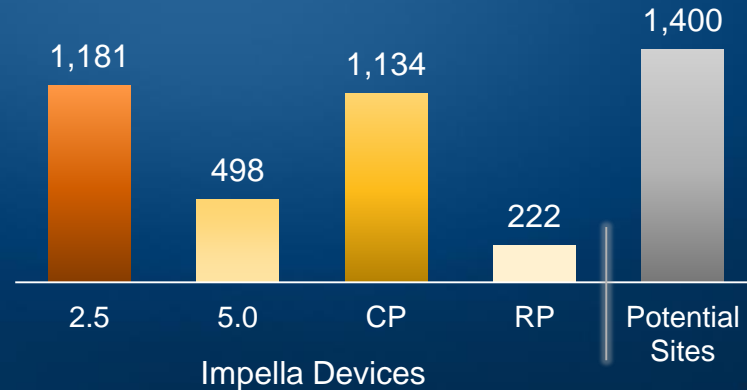
Revenue by Impella Device



Utilization by Indication*



U.S. Hospital Site Penetration



Abiomed Revenue Growth:
34%

U.S. Patient Growth:
33%

* Protected PCI patients are elective and urgent PCI patients. Emergent includes AMI cardiogenic shock, post-surgery shock and other shock.

ABIOMED FY 2018 GUIDANCE, AS OF FEBRUARY 1, 2018

| Abiomed FY'18 Q2 Upgraded Guidance |
|--|
| <p>Revenue \$565 - \$575M ; +27 - 29%</p> |
| <p>Operating Margin % 23 - 25%</p> |

| Abiomed FY'18 Post-Q3 Increased Guidance |
|---|
| <p>Revenue ~\$583M ; +31%</p> |
| <p>Operating Margin % ~26%</p> |

- May 4, 2017: The Company provided fiscal year 2018 revenue guidance to \$555 – 575M
- July 27, 2017: The Company increased the lower end of fiscal year 2018 revenue guidance to \$560 – 575M
- October 26, 2017: The Company increased the lower end of fiscal year 2018 revenue guidance to \$565 – 575M
- January 8, 2018: The Company increased fiscal 2018 guidance to approximately \$582M