



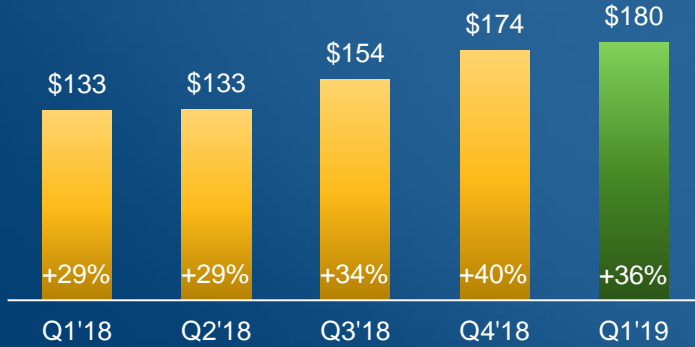
Recovering Hearts. Saving Lives.™

Q1 FY 2019 Earnings Call

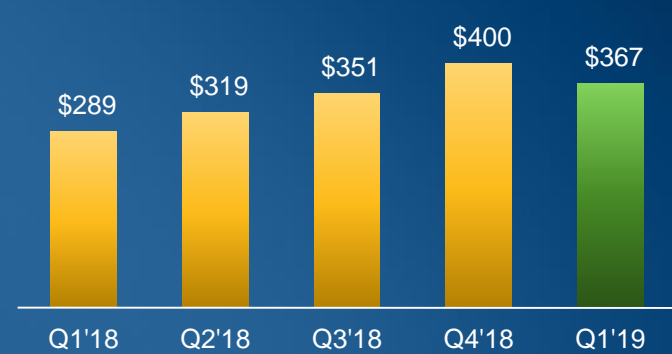
Financial Results & Operational Highlights

# FINANCIAL RESULTS, Q1 FY 2019

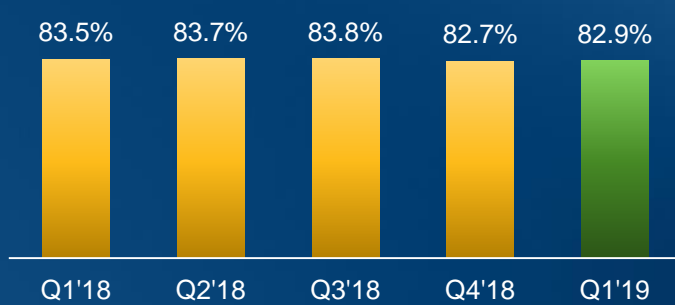
### Revenue (\$M) & Growth Rate



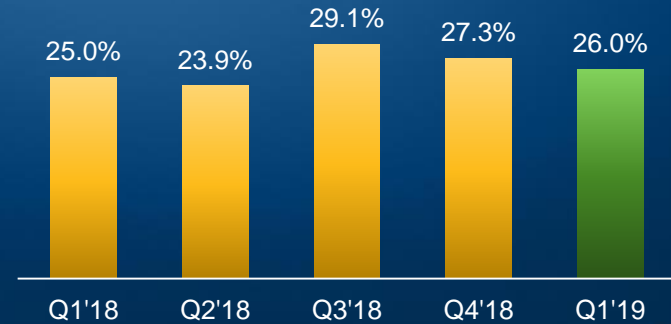
### Cash (\$M)



### Gross Margin %

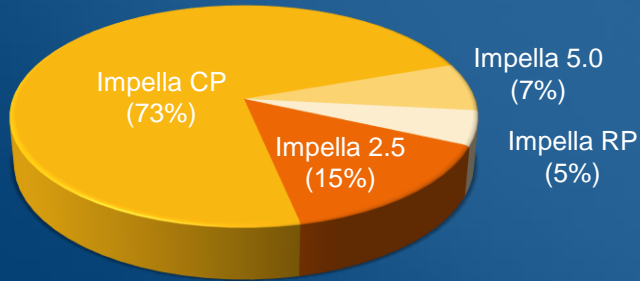


### Operating Margin %

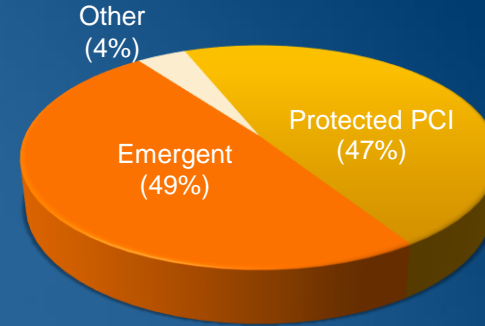


# U.S. UTILIZATION MIX, Q1 FY 2019

## Revenue by Impella Device



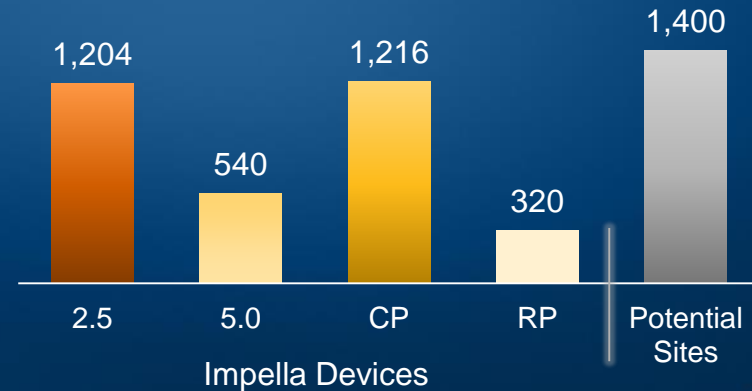
## Utilization by Indication\*



Abiomed Revenue Growth:  
36%

U.S. Patient Growth:  
30%

## U.S. Hospital Site Penetration



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

# ABIOMED FY 2019 GUIDANCE, AS OF JULY 26, 2018

Abiomed FY'19 Initial Guidance
<b>Revenue</b> \$740 - \$770M ; +25 - 30% YOY
<b>Operating Margin %</b> 28 - 30%

Abiomed FY'19 Post-Q1 Increased Guidance
<b>Revenue</b> <b>\$755</b> - \$770M ; <b>+27</b> - 30% YOY
<b>Operating Margin %</b> 28 - 30%

Increasing lower end of fiscal year 2019 revenue guidance  
Maintaining fiscal year guidance of GAAP operating margin