



Recovering Hearts. Saving Lives.

Todd Trapp

Vice President and Chief Financial Officer

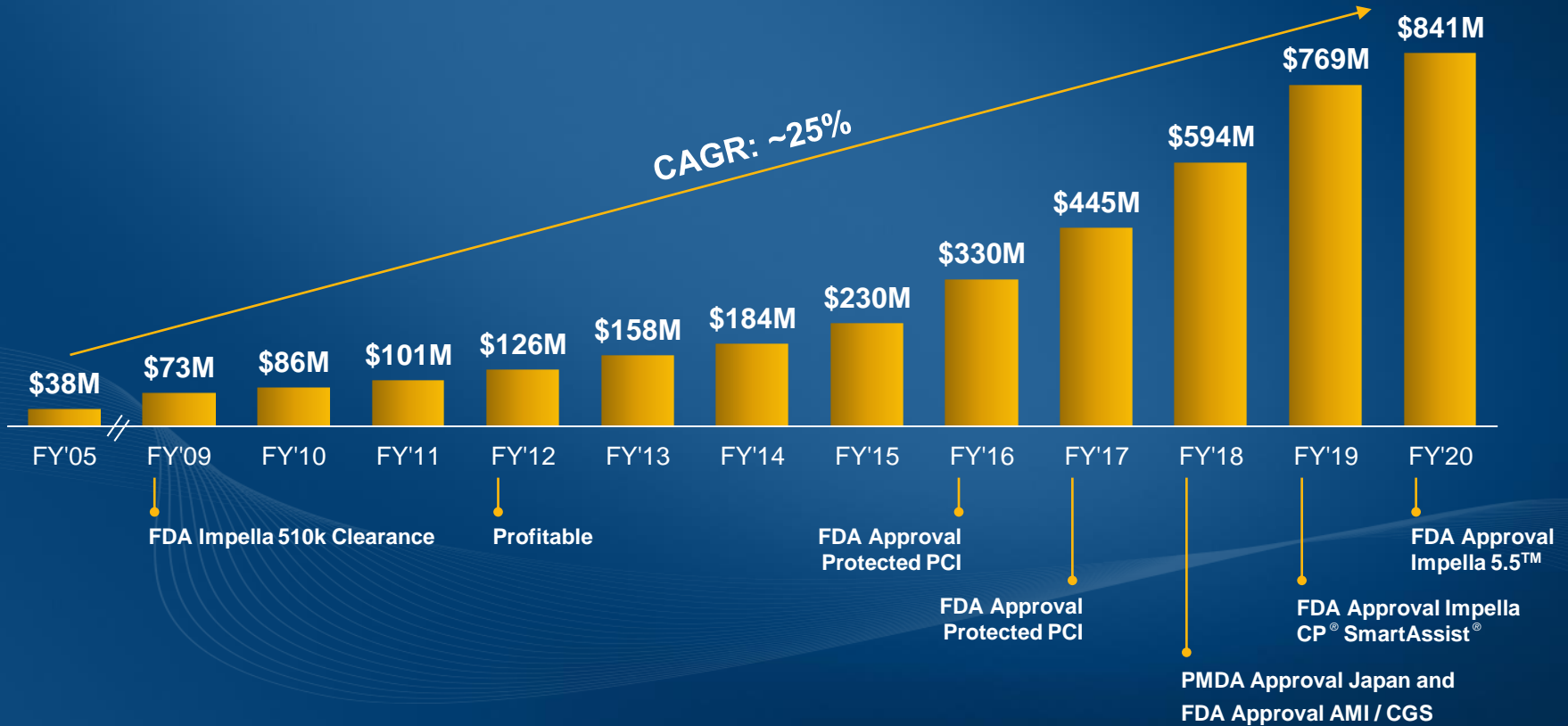
May 27, 2020

# FINANCIAL HIGHLIGHTS

1. Track Record of Innovation and Strong Execution
2. Investing for Growth while Driving Operational Efficiencies
3. Strong Balance Sheet to Support Sustainable Growth



# STRONG 15 YEAR REVENUE TRACK RECORD

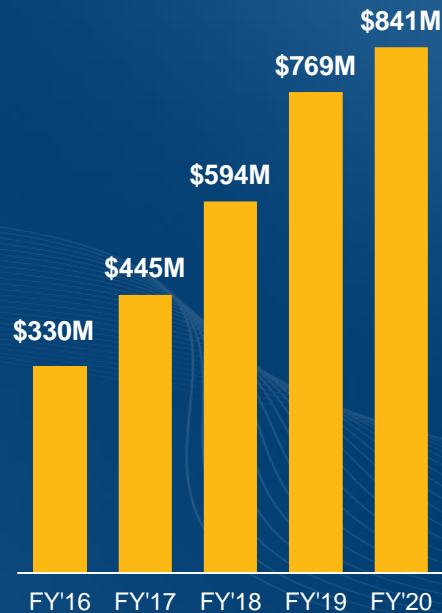


Note: Fiscal Year ends March 31.

# DELIVERING STRONG REVENUE & MARGIN PERFORMANCE

## REVENUE

26% CAGR



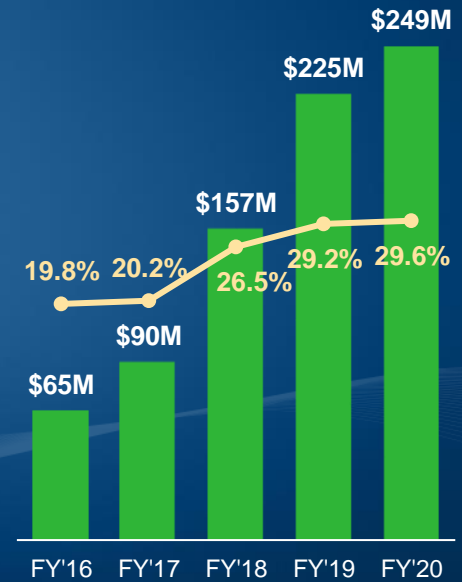
## GROSS MARGIN

AVERAGING 80%+



## OPERATING INCOME & MARGIN

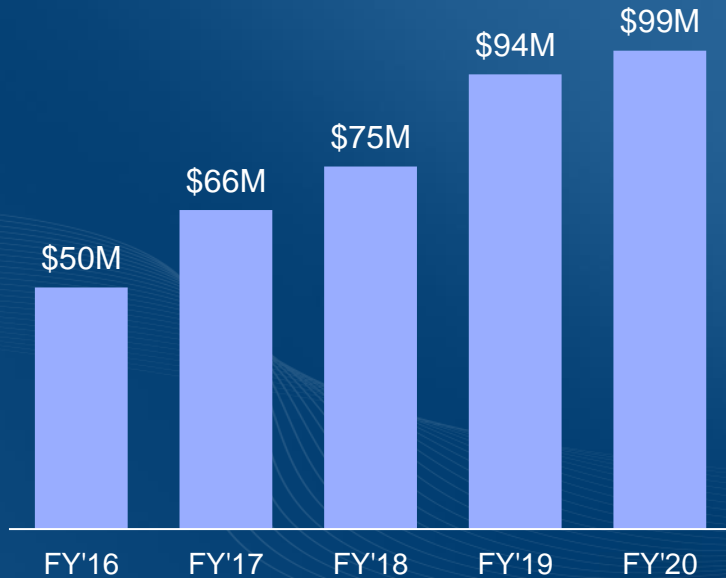
40% CAGR



# INVESTING IN INNOVATION FOR LONG-TERM GROWTH

## R&D Spend

AVERAGING ~13% OF SALES



## Product Development

Smaller



Smarter



Connected



### Strong Patent Portfolio

- 855 patents, 730 patents pending
- Patents validated in 23 countries
- Competitive advantage

# DRIVING OPERATIONAL EFFICIENCIES AND LEVERAGING TECHNOLOGY; SUPPORTING ABIOMED 2.0

## Simplification & Automation

- e-ordering
- e-invoicing
- e-payment / receipt
- Automated AP workflow
- Financial close / reporting



Improves efficiency,  
visibility and scalability



Drives G&A cost savings

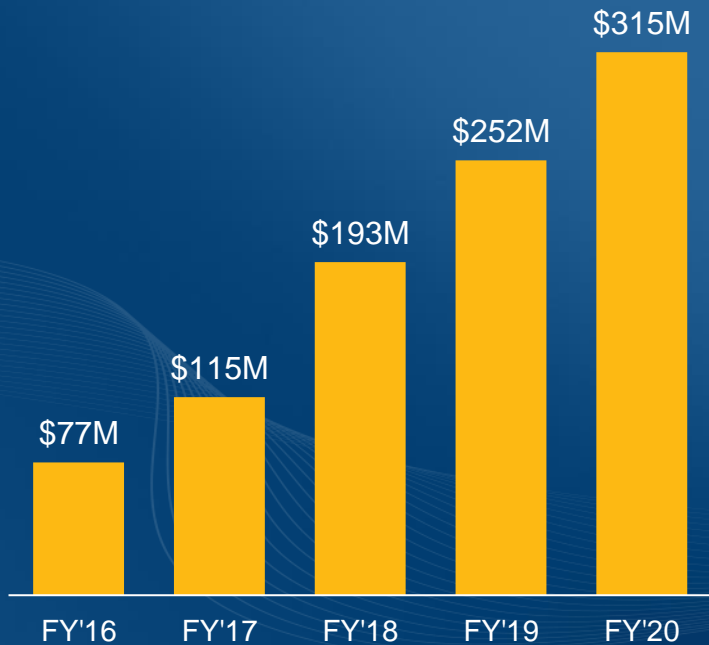


Allows for increased R&D investment

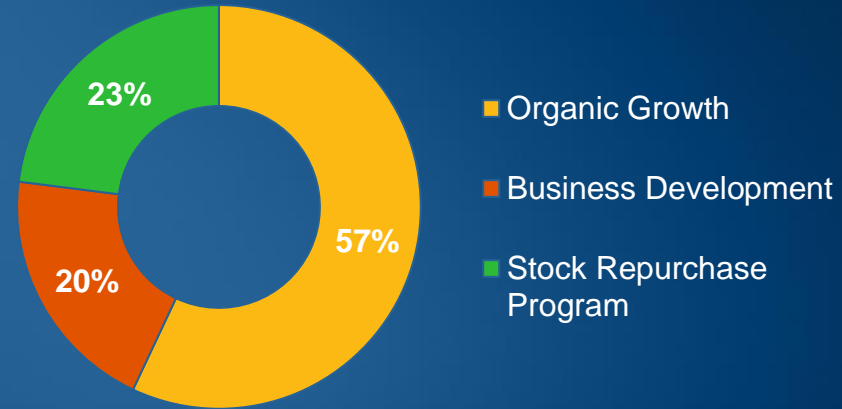
# STRONG CASH FLOW AND DISCIPLINED DEPLOYMENT

## OPERATING CASH FLOW

42% CAGR



## CASH DEPLOYMENT



- Support scale up in Danvers, MA and Aachen, Germany
- Strategic investments in MedTech companies
- Implemented Stock Repurchase Program in FY'20

# STRONG BALANCE SHEET ENABLES FINANCIAL FLEXIBILITY

AS OF 3/31/2020 (\$M)

CASH & MARKETABLE SECURITIES	\$ 651
WORKING CAPITAL	\$ 142
STRATEGIC INVESTMENTS	\$ 94
TOTAL ASSETS	\$ 1,216
TOTAL LIABILITIES	\$ 151
DEBT	\$ 0
STOCKHOLDERS' EQUITY	\$ 1,065
TOTAL LIABILITIES AND EQUITY	\$ 1,216

- Ample liquidity to weather COVID-19 environment
- Firepower to drive growth
- Opportunity to further optimize working capital
- Disciplined capital investments



# FINANCIAL HIGHLIGHTS

1. Track Record of Innovation and Strong Execution
2. Investing for Growth while Driving Operational Efficiencies
3. Strong Balance Sheet to Support Sustainable Growth

