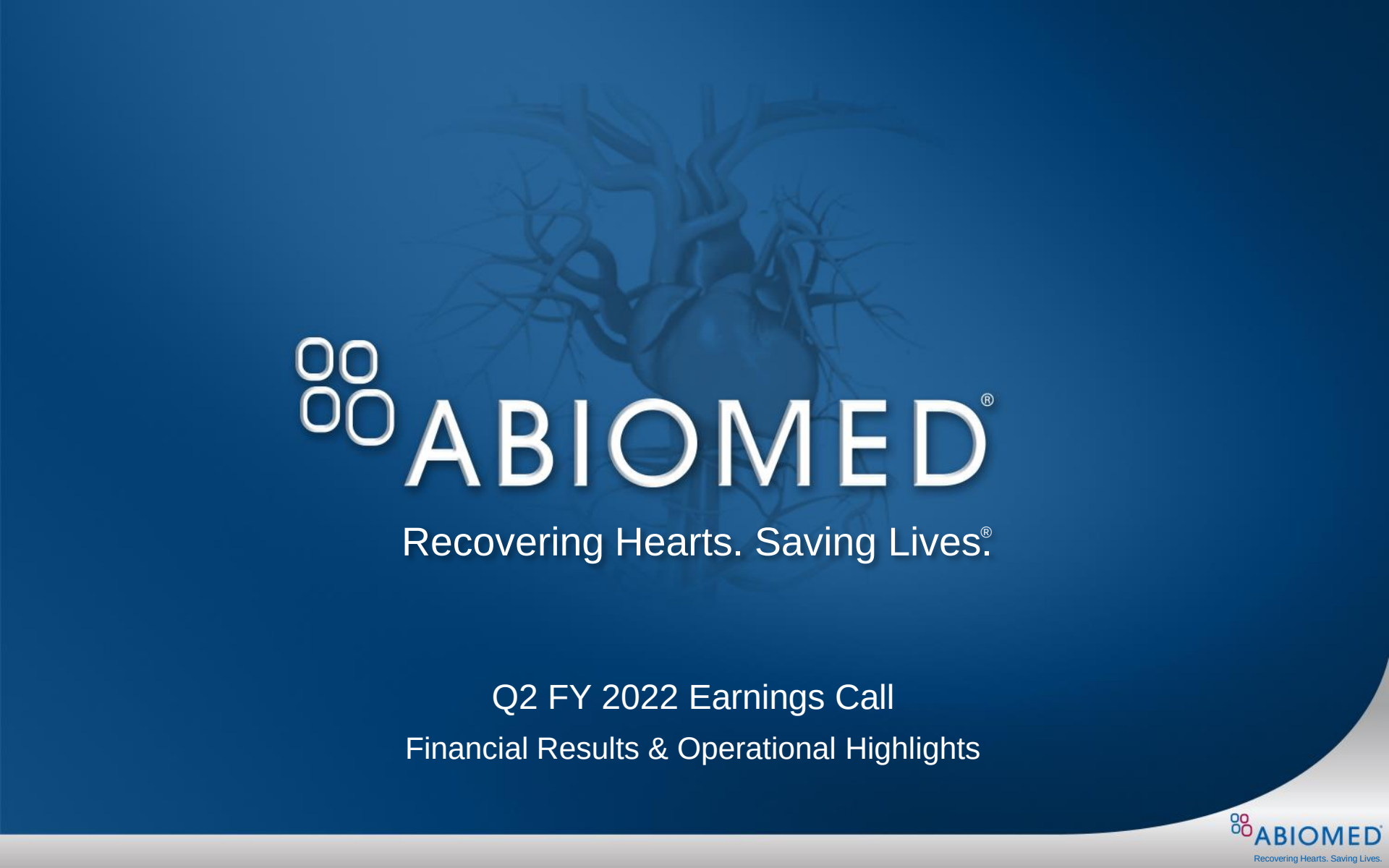


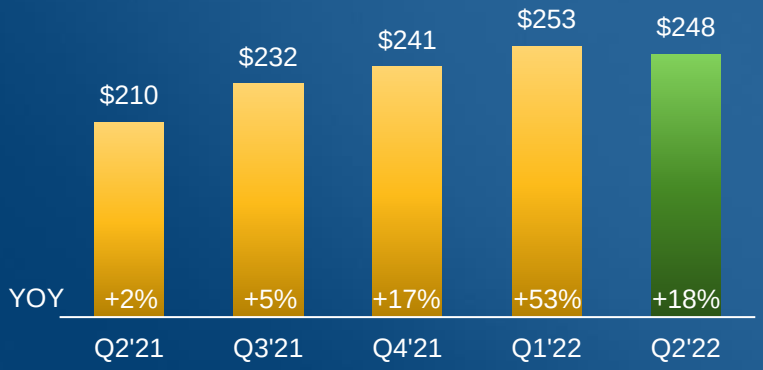
Q2 FY 2022 Earnings Call

Financial Results & Operational Highlights

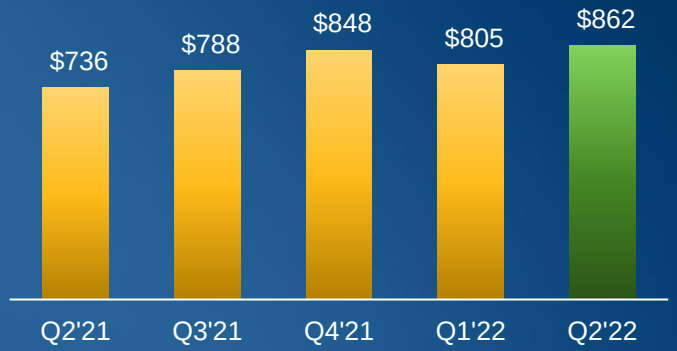
FINANCIAL RESULTS, Q2 FY 2022

Fiscal Year ends March 31

Revenue ($M) & Growth Rates

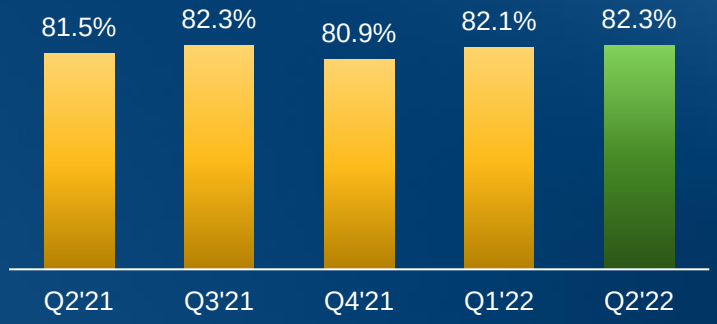


Cash* ($M)

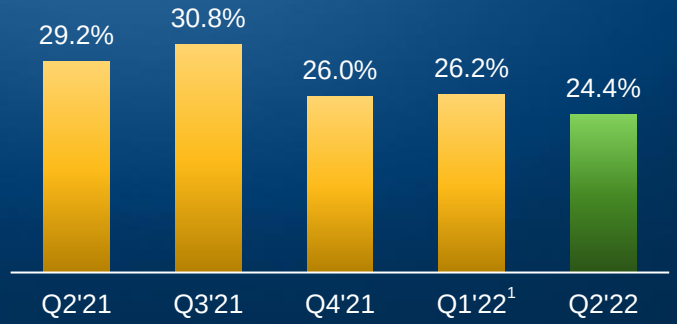


*No debt

Gross Margin %



Operating Margin %

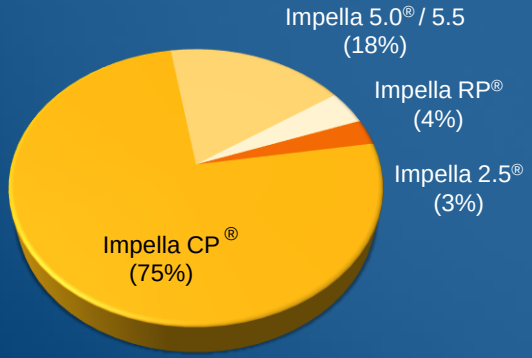


1. Indicates Non-GAAP Operating Margin, excludes the acquisition of preCARDIA. GAAP Operating Margin for Q1'22 was (19.5%)

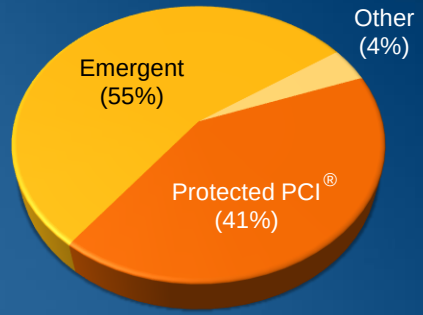
ABIOMED
Recovering Hearts. Saving Lives.

U.S. Utilization Mix, Q2 FY 2022

Revenue by Impella® Device



Utilization by Indication



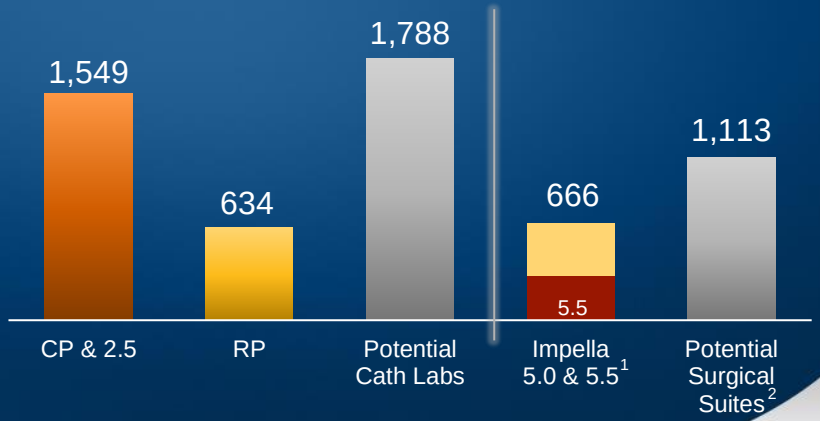
Patient Performance

	YOY Growth
U.S.	+8%
Germany	+7%
Europe	+14%
Japan	+33%

Revenue Performance

	YOY Growth
U.S.	+16%
Germany	+24%
Europe	+28%
Japan	+19%

U.S. Hospital Site Penetration
Impella® Devices



1. Impella 5.5® in 306 hospitals
2. 1,113 of 1,788 hospitals have surgical back-up. Per National In-Patient (NIS), MedPar, Definitive Healthcare 2018

ABIOMED
Recovering Hearts. Saving Lives.

ABIOMED FY 2022 REVENUE GUIDANCE

Abiomed FY'22 Original Guidance	Abiomed FY'22 Post-Q1 Guidance	Abiomed FY'22 Post-Q2 Guidance
Revenue $990M - $1.03B +17 - 22% YOY **Operating Margin %** 24 - 26%	**Revenue** $1.03M - $1.05B +22 - 24% YOY **Non-GAAP Operating Margin %** 24 - 26%	**Revenue** $1.01B - $1.03B +19 - 22% YOY **Non-GAAP Operating Margin %** 24 - 25%
	Updated 8/4/2021	**Updated 10/28/2021**

ABIOMED
Recovering Hearts. Saving Lives.

APPENDIX

ABIOMED
Recovering Hearts. Saving Lives.

ABIOMED 2.0 PLATFORM: IMPELLA, ECMO, PRECARDIA

PERCUTANEOUS INSERTION

Impella 2.5®

Impella CP®
with SmartAssist®

Impella ECP™
FDA EFS*

RIGHT HEART

Impella RP®

SURGICAL INSERTION

Impella 5.5®
with SmartAssist®

Impella BTR™
FDA EFS Pending

24/7 Support
Onsite, On-call, Online

>500 Global Field Reps

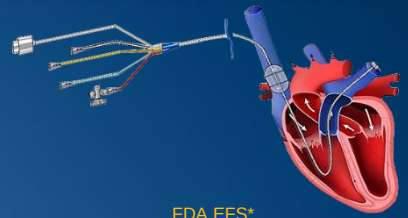
Clinical Support Center

Impella Connect®

AIC WITH SMARTASSIST®
(AUTOMATED IMPELLA CONTROLLER)

SMARTPUMP
FDA EFS*

PRECARDIA



FDA EFS*

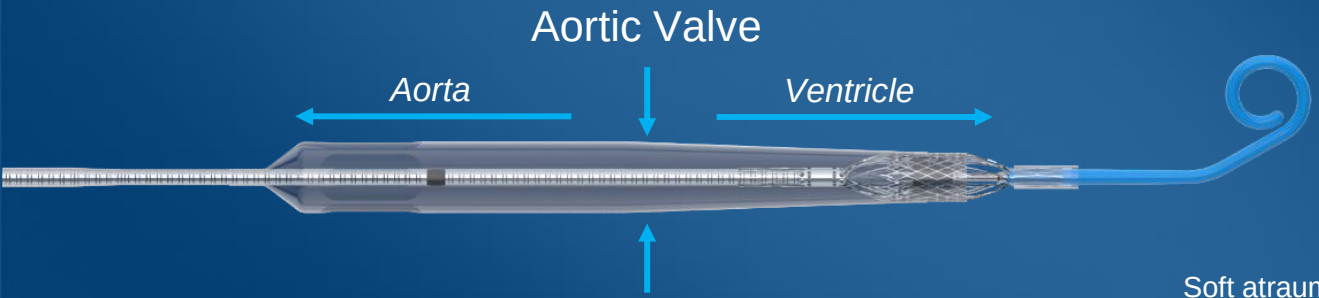
ECMO

Breethe Oxy-1 System™
510(k) Clearance 2020

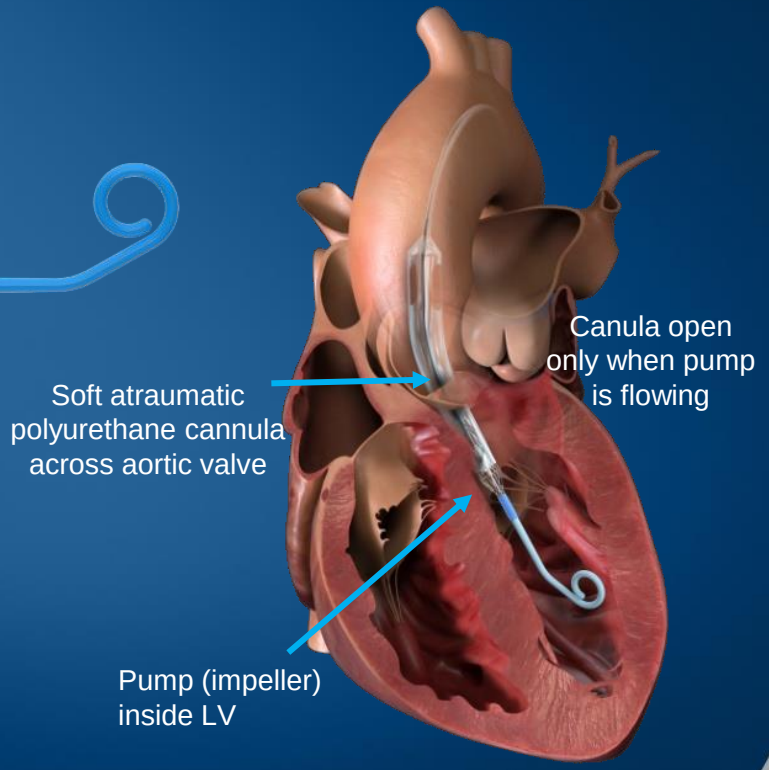
*FDA EFS with Breakthrough Designation

ABIOMED
Recovering Hearts. Saving Lives.

Impella ECP™ "Expandable CP*"



- 9Fr catheter & pump at insertion
- Pump expands to 18Fr
- Designed for flows >3.5 L/min
- Protected PCI® application (6-12 hr duration)
- Granted FDA Breakthrough Device Designation



Products shown are in development and not approved for use or sale