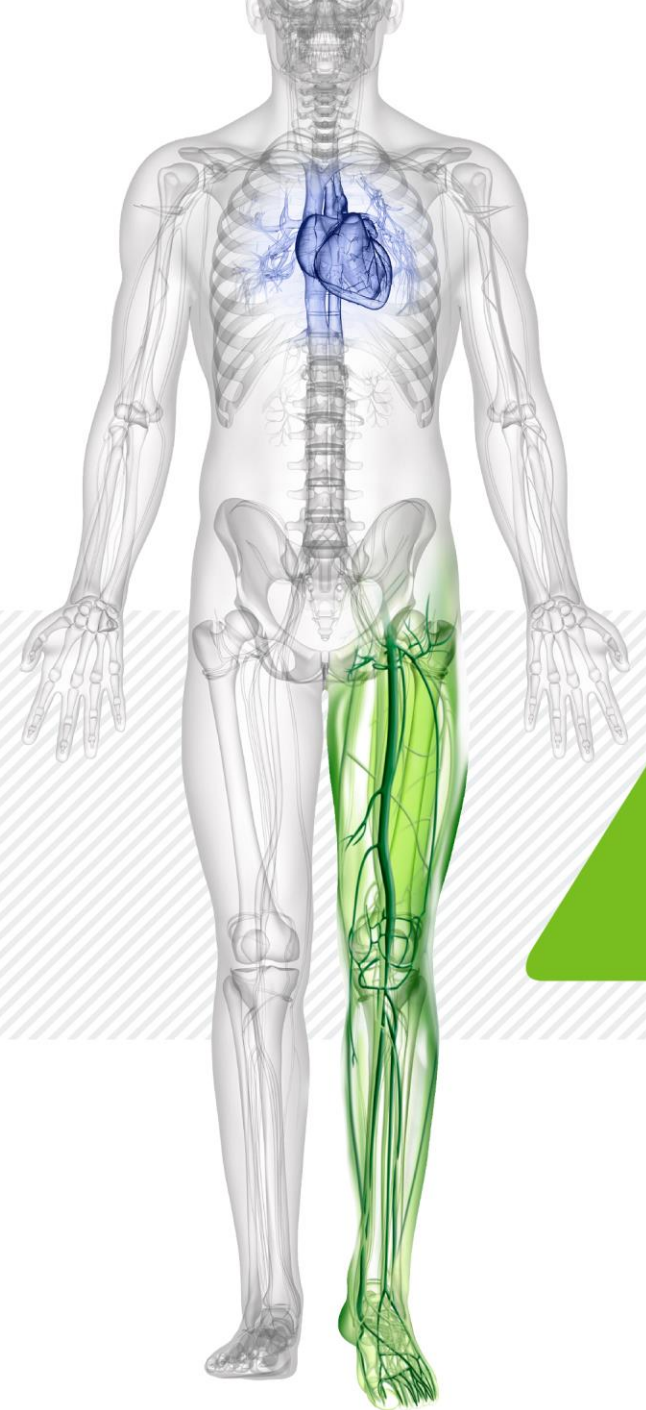


# Cardiovascular Systems, Inc.

42<sup>nd</sup> Annual Raymond James Institutional Investors Conference

March 2, 2021



# Safe Harbor

## FORWARD LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Report Act of 1995, which are provided under the protection of the safe harbor for forward-looking statements provided by that Act. For example, statements in this presentation regarding CSI's strategy; growth; future financial measurements and investments; product development plans, milestones and introductions; geographic expansion; clinical trials and evidence; professional education efforts; market estimates and opportunities; and developments related to the COVID-19 pandemic are forward-looking statements. These statements involve risks and uncertainties that could cause results differ materially from those projected, including, but not limited to, those described in CSI's filings with the Securities and Exchange Commission, including its most recent annual report on Form 10-K and subsequent quarterly and annual reports. CSI encourages you to consider all of these risks, uncertainties and other factors carefully in evaluating the forward-looking statements contained in this presentation. As a result of these matters, changes in facts, assumptions not being realized or other circumstances, CSI's actual results may differ materially from the expected results discussed in the forward-looking statements contained in this presentation. The forward-looking statements contained in this presentation are made only as of the date of this presentation, and CSI undertakes no obligation to update them to reflect subsequent events or circumstances.

## FINANCIAL INFORMATION

This presentation includes calculations or figures that have been prepared internally and have not been reviewed or audited by CSI's independent registered accounting firm. Use of different methods for preparing, calculating or presenting information may lead to differences, which may be material. In addition, this presentation also includes certain non-GAAP financial measures, such as Adjusted EBITDA. Reconciliations of the non-GAAP financial measures used in this presentation to the most comparable U.S. GAAP measures for the respective periods can be found in tables in the appendix to this presentation. Non-GAAP financial measures have limitations as analytical tools and should not be considered in isolation or as a substitute for CSI's financial results prepared in accordance with GAAP.

# Our Mission

**Saving Limbs, Saving Lives Every Day**

**Focused on Complex Peripheral and Coronary Artery Disease**

**2 Million+**

Patients with Critical  
Limb Ischemia (CLI)<sup>1</sup>

**160,000**

Annual Amputations  
in the U.S.<sup>2</sup>

**370,000**

Deaths Annually From  
Coronary Artery  
Disease in the U.S.<sup>3</sup>

**525,000**

High Risk or Complex  
High Risk Procedures  
Annually in the U.S.<sup>4</sup>

1. Yost ML, CLI U.S. Supplement, Beaufort, SC. 2016 as presented at NCVH 2017

2. Allie DE, Hebert CJ, Ingraldi A, Patlola RR, Walker CM. 24-Carat Gold, 14-Carat Gold, or Platinum Standards in the Treatment of Critical Limb Ischemia: Bypass Surgery or Endovascular Intervention? J Endovasc Ther. 2009;16(Suppl 1):1134-1146.

3. American Heart Association - Heart Disease and Stroke Statistics- 2018 Update

4. CSI estimates

# Company Profile

*Developing innovative solutions for treating peripheral & coronary arterial disease*

**80,000+** Patients treated annually

**#1**

U.S. **market leader** in calcified peripheral and coronary atherectomy

**5,700+**

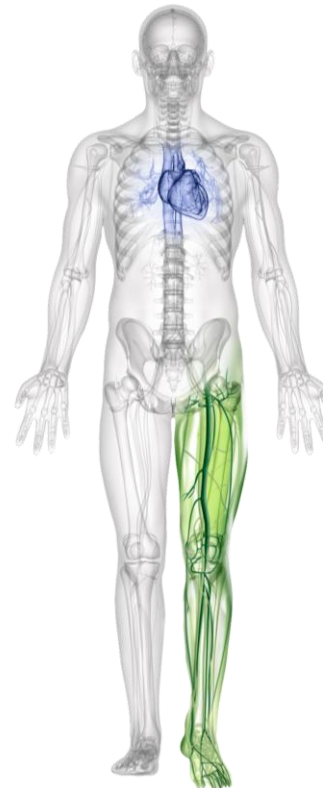
**Real-world patients studied** through clinical studies as of FY20

**200**

U.S. **direct sales representatives**

**125**

U.S. **clinical specialists**



**200+**

**Patents**

**800+**

**Employees** and a highly experienced leadership team

**1,700+**

U.S. **customers**; hospital and office-based labs

# CSII: A Growth Company

*Broadening Our Value Streams*

**Financial Goal: Accelerate Profitable Revenue Growth**

## Grow and Protect the Core Business

Sustain Market Leadership

Attractive and Consistent Growth  
in Core Business

## Innovation Drives Incremental Growth

Expand Product Portfolio and  
Addressable Markets

Drive higher revenue per orbital  
atherectomy procedure

## Global Expansion Accelerates Growth of Core Business

Steady Cadence of Commercial  
Launches

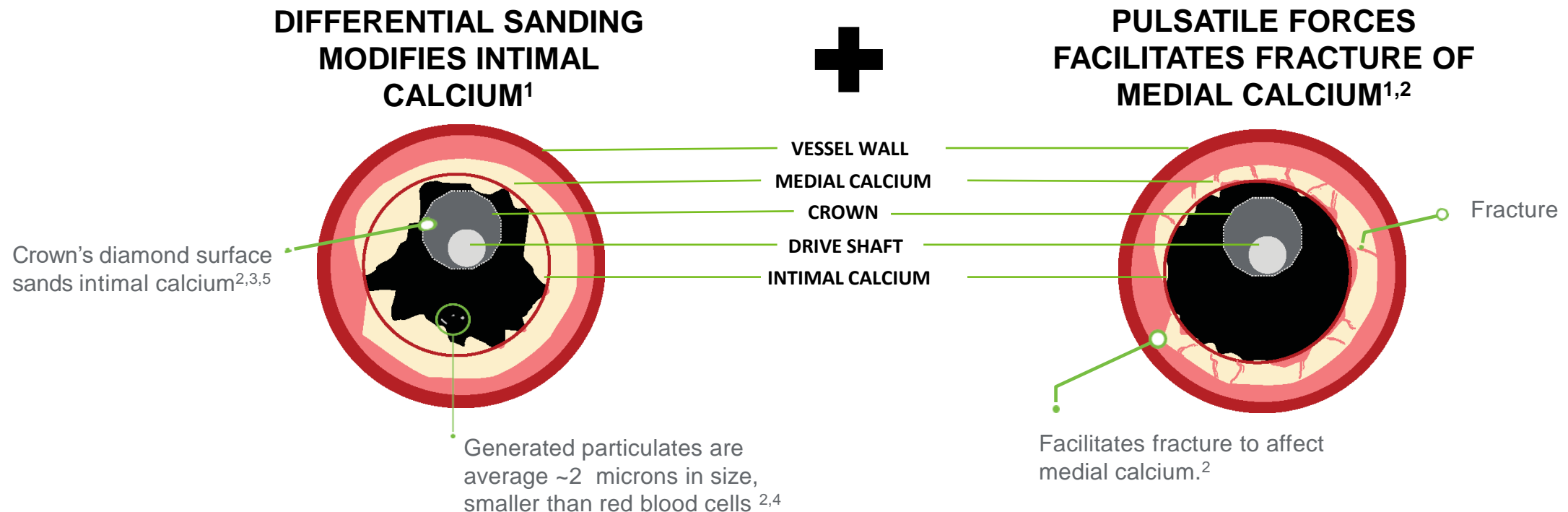
Capturing Market Share and  
Driving Market Development

**Strategy is supported by a strong balance sheet**  
Over \$200 million in cash and no long-term borrowings

# Dual-Action Mechanism of Action

Grow and Protect  
the Core Business

Uniquely designed for calcium:  
Enables simultaneous modification of both intimal and medial calcium



1.Shlofmitz E, et al. Interv Cardiol. 2019;14(3):169-173.

2.Adams GL, Khanna PK, Staniloae CS, et al. Optimal techniques with the Diamondback 360° System achieve effective results for the treatment of peripheral arterial disease. J Cardiovasc Transl Res. 2011 Apr;4(2):220-9.

3.Chambers J, et al. JACC Cardiovasc Interv. 2014;7(5):510-518.

4.Shlofmitz E, et al. Expert Rev Med Devices. 2017;14(11):867-879.

5.Krishnan P, Martinsen BJ, Tarricone A, et al. Minimal Medial Injury After Orbital Atherectomy. J Endovasc Ther. 2017 Feb;24(1):167-168.

# A Strong Cadence of Innovation

## *Orbital Atherectomy*

**Grow and Protect  
the Core Business**

<p><b>Peripheral</b></p> <ul style="list-style-type: none"> <li>✓ <b>Radial OAS</b></li> <li>✓ ViperCath™ XC</li> <li>✓ Zilient® Peripheral Guide Wire</li> <li>✓ <b>Exchangeable Series with GlideAssist®</b></li> <li>✓ <b>Next Gen Diamondback® with GlideAssist</b></li> <li>✓ <b>Next Gen Stealth with GlideAssist</b></li> </ul>	<ul style="list-style-type: none"> <li>✓ PTA balloons (including Radial)+</li> <li>✓ WIRION® Embolic Protection System+</li> <li>✓ 0.035 ViperCath Fem Length+</li> </ul>	<ul style="list-style-type: none"> <li>✓ Limus Drug Coated Balloon+</li> <li>✓ <b>Small Vessel (BTA) +</b></li> <li>✓ <b>Large Vessel ATK Mixed Plaque+</b></li> <li>✓ WIRION® Radial EPD+</li> </ul>
<p><b>Coronary</b></p> <ul style="list-style-type: none"> <li>✓ <b>Next gen OAS with GlideAssist</b></li> <li>✓ Sapphire® OTW 1.0 mm balloon*</li> <li>✓ Teleport® Microcatheter*</li> <li>✓ ViperWire Advance® with Flex Tip</li> <li>✓ <b>Next Gen Coronary Diamondback 360®</b></li> <li>✓ Sapphire NC 4.5-5.0 mm balloons*</li> </ul>	<ul style="list-style-type: none"> <li>✓ Sapphire® II PRO 1.0 OTW balloon**</li> </ul>	<ul style="list-style-type: none"> <li>✓ Limus Drug Coated Balloon+</li> <li>✓ CTO portfolio: GEC, Antegrade, Retrograde MW+</li> <li>✓ Next Gen PTCA Balloons+</li> <li>✓ Coronary ScoreFlex® NC**</li> <li>✓ High-Risk PCI hemodynamic pump platform+</li> </ul>

**FY19**

**FY20**

**FY21**

**FY22+**

+ These products are not approved for sale in the United States. Safety and effectiveness have not been established. Features and performance of future approved product may vary. All future product launch dates are current estimates and subject to change.

\* Product is manufactured by OrbusNeich Medical.

# Leadership in Medical Evidence

Grow and Protect  
the Core Business

5,700+  
Patients

~8,000  
Lesions

600+  
Physicians

Trial		Size	Importance
PAD	LIBERTY 360° (3-year Data)	n=1,204	<ul style="list-style-type: none"><li>• “All-comers” trial, any treatment option</li><li>• Nearly 700 Rutherford Class 4-6 patients enrolled</li></ul>
	OPTIMIZE (Enrollment Complete)	n=66	<ul style="list-style-type: none"><li>• OAS + DCB vs. DCB alone</li><li>• Calcified below-the-knee lesions</li></ul>
	OASIS, CONFIRM series, TRUTH, CALCIUM 360, and COMPLIANCE 360	n=3,359	<ul style="list-style-type: none"><li>• High rates of procedural success and durability</li><li>• Low adverse events/bail-out stenting</li></ul>
CAD	ECLIPSE (Enrollment Began March 2017)	n=2,000	<ul style="list-style-type: none"><li>• Largest randomized trial to study coronary atherectomy for calcified coronary lesions</li><li>• OAS + DES vs. angioplasty (including cutting/scoring balloons) + DES</li></ul>
	ORBIT II (3-year Data)	n=443	<ul style="list-style-type: none"><li>• High freedom from revascularization resulting in economic benefits<sup>1,2</sup></li></ul>
	COAST (1-year Data)	n=100	<ul style="list-style-type: none"><li>• Supported approvals of Coronary OAS in U.S. and Japan</li><li>• Japan commercialization began in FY18</li></ul>

1. Lee M, et al, Orbital atherectomy for treating de novo, severely calcified coronary lesions: 3-year results of the pivotal ORBIT II trial, Cardiovasc Revasc Med (2017), <http://dx.doi.org/10.1016/j.carrev.2017.01.011>

2. L.P. Garrison Jr. et al., Cardiovascular Revascularization Medicine 18 (2017) 86–90

# Stable Reimbursement

## CPT® LER Code Review to Reflect Advances in Technologies

Grow and Protect  
the Core Business

### AMA Action Plan: January 2019

**Specialty Societies:** SVS, SIR, ACC and ACR

**Screen:** In October 2018, code 37229 was identified by the High-Volume Growth screen, for services with 2017e Medicare utilization of 10,000 or more that has increased by at least 100% from 2012-2017

**CPT descriptor:** Revascularization, endovascular, open or percutaneous, tibial, peroneal artery, unilateral, initial vessel; with atherectomy, includes angioplasty within the same vessel when performed.

**The specialties will recommend referring this set of codes to CPT to update the code descriptors and to accommodate new technologies.**

### AMA reasoning for review:

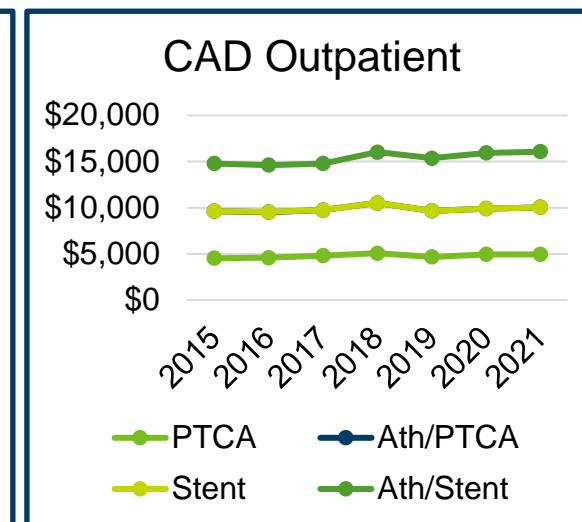
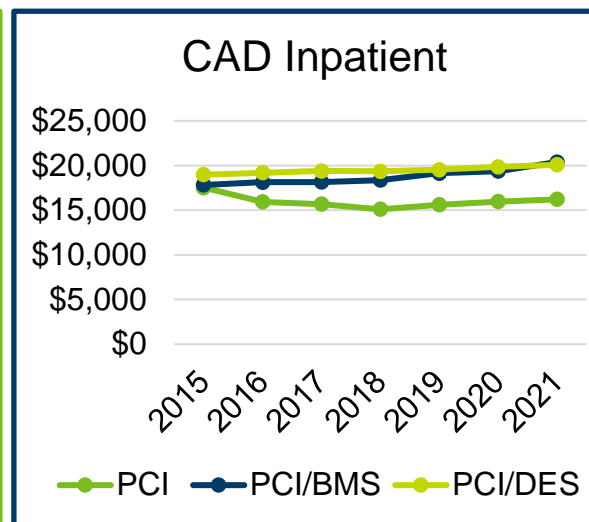
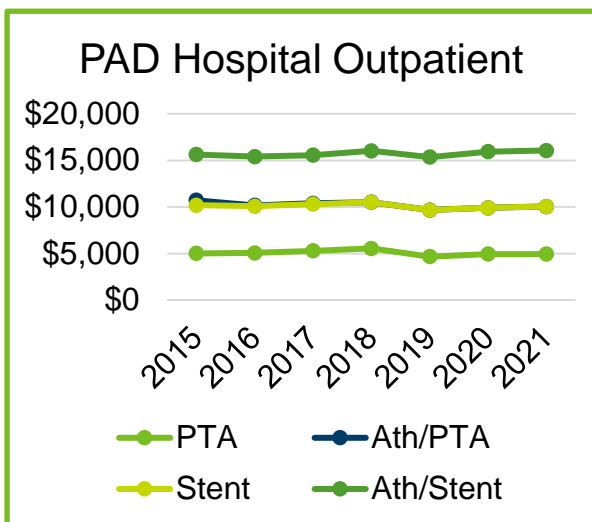
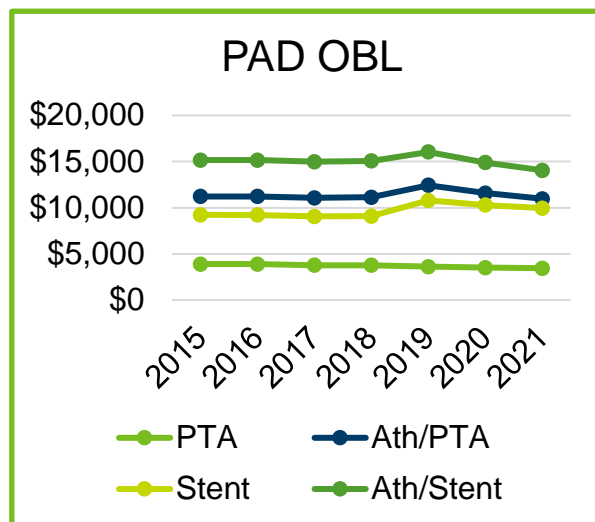
“We believe the growth in CPT Code 37229 (BTK Atherectomy) is appropriate and in line with the best practices for limb sparing.

However, there have been many advances in lower extremity endovascular treatment since the creation of the family of codes.”

Code set update to reflect advances in technologies since 2011 creation of current codes.  
Changes may take effect in CY 2023 at earliest and could be 2024-25.

# Stable Reimbursement

Grow and Protect  
the Core Business



Facility	Inpatient/ Outpatient	Procedure	2021 Reimbursement	% Change from 2020
Hospital	Inpatient	PAD	\$11,631 – \$33,305*	2.1% - 6.1%
Hospital	Inpatient	CAD	\$10,668 - \$20,090*	0.3% - 5.3%
Hospital	Outpatient	PAD/CAD	\$10,043 - \$16,064**	0.8% - 1.3%
Office Based Lab	NA	PAD (ATK)	\$10,957 - \$14,044**	(5.4)% - (5.7)%
Office Based Lab	NA	PAD (BTK)	\$11,021 - \$14,091**	(2.7)% - (5.2)%

\* MS-DRG 246, 247, 248, 249, 250, 251, 252, 253, 254, 270, 271, 272

\*\* CPT® Codes 37225, 37227, 37229, 37231, 92924, 92933; C-APCs 5193,5194; HCPCS Code C9602

Payment amounts based on National Medicare Averages and will vary by provider.

# Excellence in Quality and Manufacturing

*Scalable and Continuous COGS Management*

Grow and Protect  
the Core Business



Manufacturing  
Initiatives



Sourcing and  
Supply Chain



Volume driven overhead leverage

Labor productivity

LEAN continuous improvement

Material cost reductions

Vertical Integration



Scalable and  
continuous reductions  
to protect strong gross  
margins

# A Strong Cadence of Innovation

## *Support Products and New Technologies*

Innovation Drives  
Incremental Growth

<p><b>Peripheral</b></p> <ul style="list-style-type: none"> <li>✓ Radial OAS</li> <li>✓ <b>ViperCath™ XC</b></li> <li>✓ <b>Zilient® Peripheral Guide Wire</b></li> <li>✓ Exchangeable Series with GlideAssist®</li> <li>✓ Next Gen Diamondback® with GlideAssist</li> <li>✓ Next Gen Stealth with GlideAssist</li> </ul>	<ul style="list-style-type: none"> <li>✓ <b>PTA balloons (including Radial)+</b></li> <li>✓ <b>WIRION® Embolic Protection System+</b></li> <li>✓ <b>0.035 ViperCath Fem Length+</b></li> </ul>	<ul style="list-style-type: none"> <li>✓ <b>Limus Drug Coated Balloon+</b></li> <li>✓ Small Vessel (BTA) +</li> <li>✓ Large Vessel ATK Mixed Plaque+</li> <li>✓ <b>WIRION® Radial EPD+</b></li> </ul>
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FY19

FY20

FY21

FY22+

+ These products are not approved for sale in the United States. Safety and effectiveness have not been established. Features and performance of future approved product may vary. All future product launch dates are current estimates and subject to change.

\* Product is manufactured by OrbusNeich Medical.

# CSI Coronary Innovation

Innovation Drives  
Incremental Growth

Diamondback 360® Orbital  
Atherectomy System



Sands intimal lesions *and* facilitates fracture of medial calcium to optimize stent delivery, expansion and apposition.

ECLIPSE  
Clinical Trial



2000-patient randomized controlled trial—generating level one medical evidence to impact guidelines.

Diamondback 360®  
with GlideAssist®



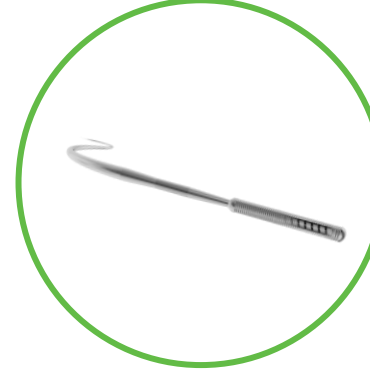
Enhanced navigation for lesion access and device removal in complex anatomy.

Complex PCI  
Toolkit



Full line of PTCA SC and NC balloons including the 1.0mm Sapphire and Teleport, the lowest profile torqueable microcatheter

Nitinol ViperWire  
Advance® with Flex Tip



Flexible nitinol body with shape-able tip for navigation and reduced wire bias in complex anatomy.

2<sup>nd</sup> Generation  
Diamondback®



Enhanced procedural control and smarter software to increase procedural efficiency.

Support devices can generate an  
incremental \$800 - \$1,000 per procedure

# CSI Peripheral Innovation

Innovation Drives  
Incremental Growth

Diamondback 360® Orbital  
Atherectomy System



Sands intimal lesions *and* facilitates fracture of medial calcium. Low profile enables minimally invasive treatment options.

Exchangeable Series  
with GlideAssist®



Provides enhanced navigation for lesion access in complex anatomy and allows the use of multiple crowns with one handle to enable full leg revascularization.

Radial Length Orbital  
Atherectomy System



Full line of PTCA SC and NC balloons including the 1.0mm Sapphire. Teleport is the lowest profile torqueable microcatheter

PTA Toolkit



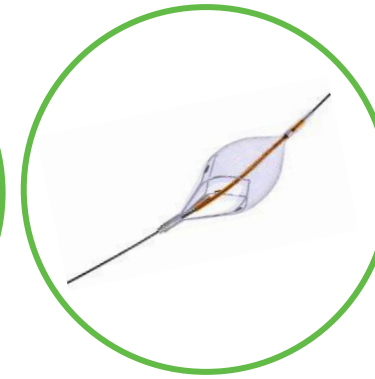
Full line of PTA SC and NC balloons, Zilent wires and the Teleport microcatheter

Radial Length PTA  
Balloons



A full line of radial length PTA balloons. 2021 Launch.

WIRION Embolic  
Protection System



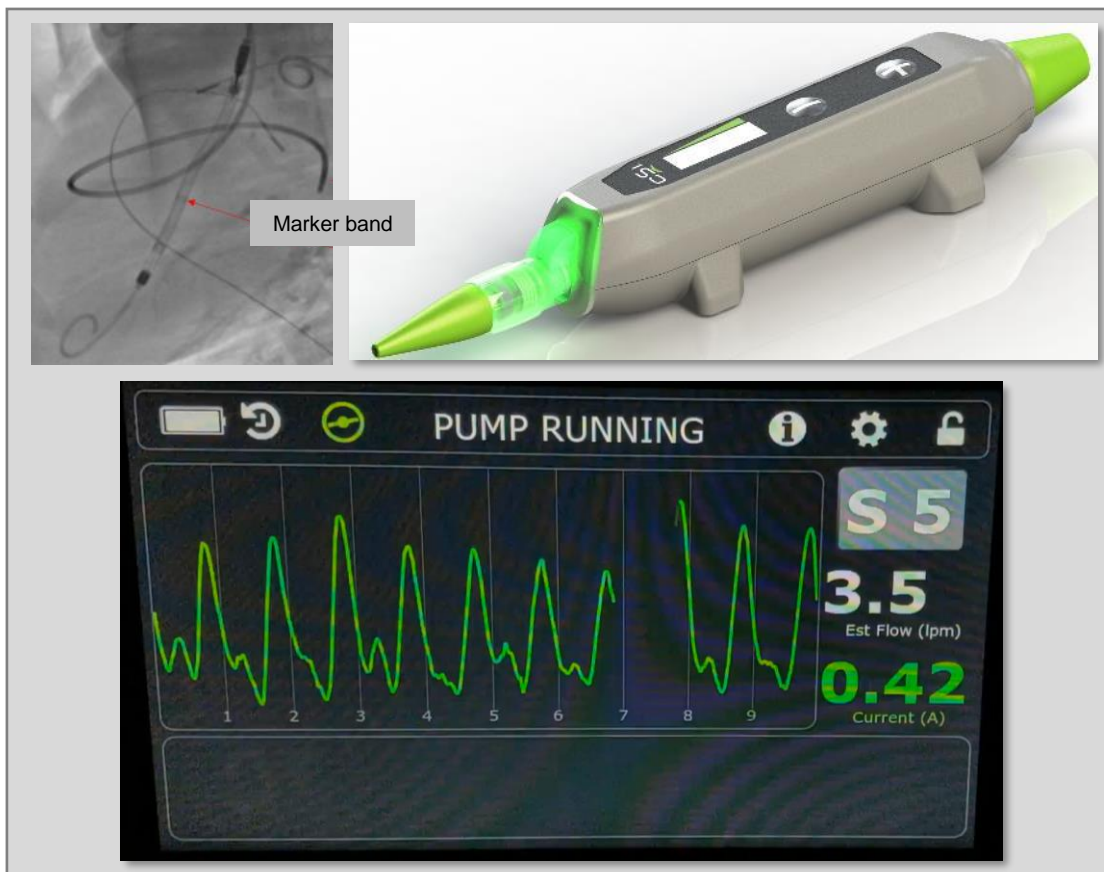
Versatile EPD that can be used on any 0.014 guidewire. 2021 Launch

Support devices can generate an incremental \$600 - \$1,200 per procedure and the WIRION EPD could add \$1,000

# Percutaneous Ventricular Assist Device (pVAD) System

Innovation Drives  
Incremental Growth

*Providing temporary hemodynamic support for use in high risk PCI procedures*



## Deliver hemodynamic support to aide in complete revascularization during high risk PCI procedures



Provide optimal Profile-to-Output (PTO) to support high risk interventions

- Flow: 3-5 LPM
- Crossing Profile: 10-14 Fr Access
- Catheter Profile: 6-8 Fr



Physician control and flow monitoring within the sterile field

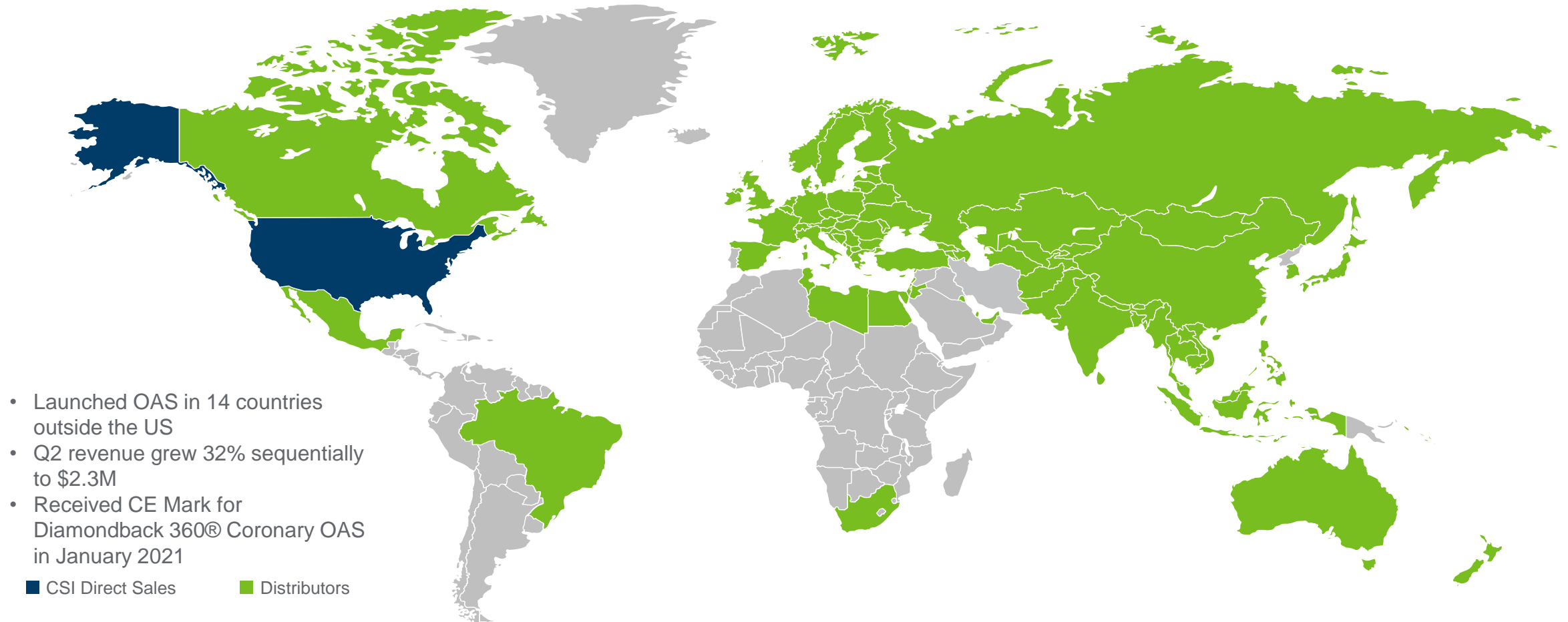


Improving ease of use, simplified user interface, hospital mobility, and increased runtime (12+ hours), Compact console design (<15 lbs)

# Global Distribution Network

Global Expansion Accelerates  
Growth of Core Business

*Partnerships to Expand Orbital Atherectomy Across the Globe*



# Cardiovascular Systems, Inc.

*Creating Shareholder Value*

## Leveraging a Strong Core Business

Improving outcomes for complex coronary and peripheral artery disease

Proprietary core technology

Serving large and growing markets

## A Compelling Growth Strategy

Driving market leading performance in orbital atherectomy

Expanding into new geographic markets

Developing an innovative portfolio of new products

## Creating Competitive Advantage

High quality products, services and relationships

Innovation and robust medical evidence

Medical education and superior clinical support

## Financially Strong with the Team and Talent to Win

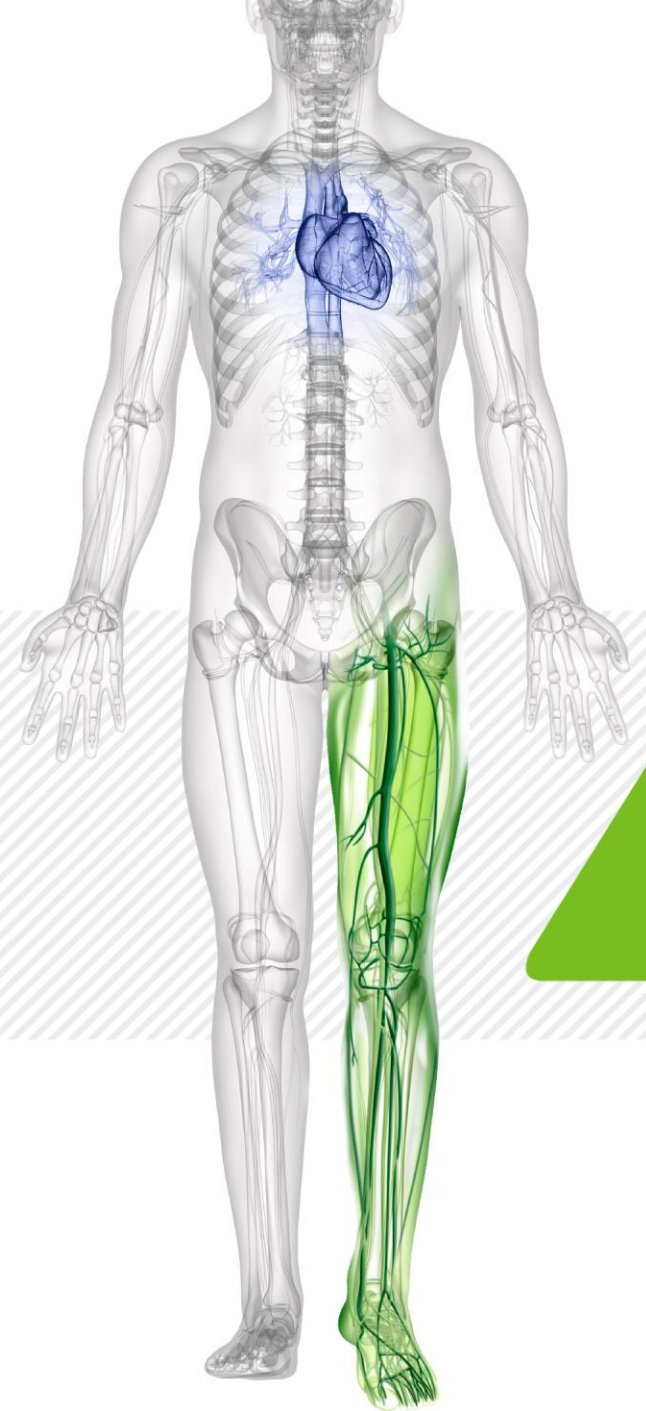
Sustaining double digit growth with strong gross margins

Positive cash flow, strong cash position and no long-term debt

Positioned to invest in organic growth

A Mission driven organization with the leadership and talent to succeed

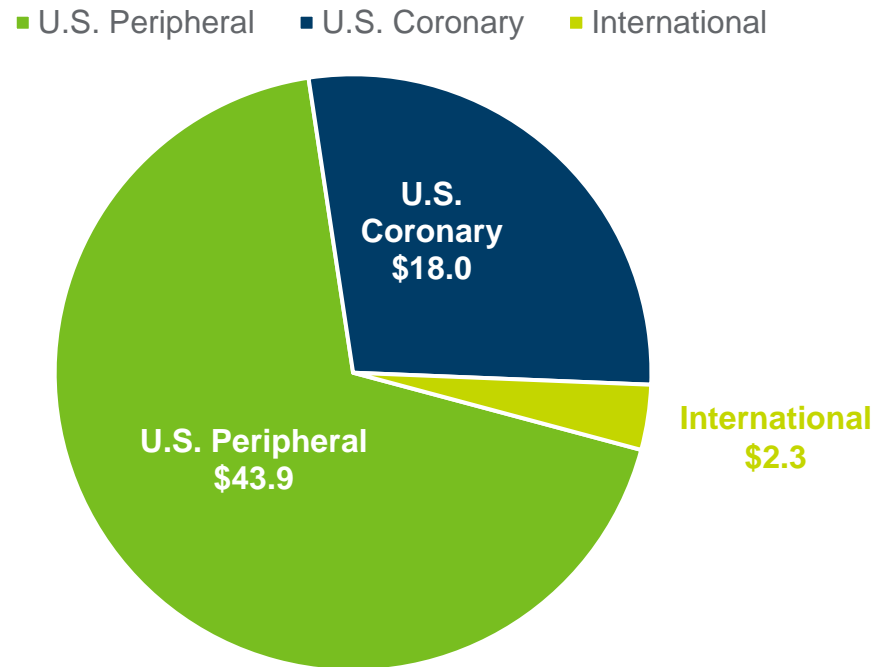
# Appendix



# Q2 FY21 Revenues of \$64.2 Million

6.0% Sequential Quarterly Increase

## Q2 FY21 Revenue Breakdown



(\$ in millions)

## Highlights



- Net loss of \$(0.1)M improved \$2.0M from Q1FY21
- Adj. EBITDA of \$5.2M improved \$0.9M from Q1FY21
- Cash and marketable securities of \$225.1M
- No long-term borrowings\*

\*Excludes \$20.9M financing obligation for lease payments on company headquarters

# Q2 FY21: New Information Introduced

In an effort to enhance our investors' understanding of our domestic peripheral and coronary businesses, we will now provide additional breakout of revenue:

- ✓ Slides 5 and 6 show Orbital Atherectomy System revenue, Interventional Support Device (ISD) revenue and U.S. Revenue by peripheral and coronary franchise
- ✓ Similar to coronary, we anticipate the launch of peripheral ISDs will become a key growth driver
- ✓ We provided retroactive breakout of domestic peripheral and coronary quarterly results for comparative purposes

**BROAD RANGE OF CALCIUM.  
ONE SOLUTION.**



◇ DUAL-ACTION ◇ VERSATILE ◇ PROVEN

**ONLY ORBITAL ATHERECTOMY  
BRINGS IT ALL TOGETHER**

Calcium is common and is one of the biggest challenges you face with today's complex PAD patients, which can decrease balloon and stent success<sup>1,2</sup> and increase risk of adverse events.<sup>3</sup> So it's good to know that whenever mild to severe calcium is present, orbital atherectomy is the single solution you need to get from calcified to compliant, safely and efficiently.

**CSI** | CARDIOVASCULAR SYSTEMS, INC.

**SEVERE CALCIUM.  
ONE SOLUTION.**



◇ DUAL-ACTION ◇ VERSATILE ◇ PROVEN

**ONLY ORBITAL ATHERECTOMY  
BRINGS IT ALL TOGETHER**

The Diamondback 360° Orbital Atherectomy System is a single solution for severely calcified coronary artery disease, with proven success in challenging anatomies and lesions. Enabling treatment of both intimal and medial calcium with one device, Diamondback® sands surface lesions and facilitates fracture of deep calcium to optimize stent delivery, expansion and apposition.<sup>1,2,3,4</sup>

**CSI** | CARDIOVASCULAR SYSTEMS, INC.

# Q2 FY21: U.S. Peripheral

*Continued strength in office-based lab procedures*

## U.S. Peripheral revenue increased 2.3% sequentially

- Peripheral franchise was led by 9% year-over-year unit growth in the OBL segment
- Total peripheral units sold were 98% of Q2FY20
- Exchangeable OAS represents 20% of peripheral volume
- Targeting launch of peripheral support products in Q4 FY21

## U.S Peripheral Revenue<sup>1</sup>

(\$ in 000)	Q1	Q2	Q3	Q4	Total
FY19	\$41,051	\$43,426	\$44,632	\$48,207	<b>\$177,316</b>
FY20	\$45,272	\$47,463	\$42,134	\$30,667	<b>\$165,536</b>
FY21	\$42,932	\$43,924	-	-	<b>\$86,856</b>

## Orbital Atherectomy System Revenue<sup>2</sup>

(\$ in 000)	Q1	Q2	Q3	Q4	Total
FY19	\$40,839	\$43,191	\$44,384	\$47,905	<b>\$176,318</b>
FY20	\$44,944	\$47,159	\$41,839	\$30,465	<b>\$164,407</b>
FY21	\$42,657	\$43,625	-	-	<b>\$86,282</b>

## Interventional Support Device Revenue<sup>3</sup>

(\$ in 000)	Q1	Q2	Q3	Q4	Total
FY19	\$212	\$235	\$248	\$302	<b>\$998</b>
FY20	\$328	\$304	\$295	\$202	<b>\$1,129</b>
FY21	\$275	\$299	-	-	<b>\$574</b>

<sup>1</sup> Is the total of Orbital Atherectomy System Revenue plus Interventional Support Device Revenue.

<sup>2</sup> Includes peripheral orbital atherectomy devices, ViperWire, ViperSlide, Exchangeable cartridges, ViperTrack and other

<sup>3</sup> ViperCath and Zilient Guidewires

# Q2 FY21: U.S. Coronary

## *Strong recovery in coronary procedures*

### U.S. Coronary revenue increased 13.1% sequentially

- Coronary OAS units increased 14% compared to Q1FY21 and were 95% of Q2FY20
- Continued adoption of coronary toolkit featuring OAS with GlideAssist, 1.0mm Sapphire angioplasty balloons, Teleport Microcatheter and nitinol ViperWire with Flex Tip drove \$542 of incremental revenue for every coronary OAS sold in Q2
- ECLIPSE enrollment resumed October 1, 2020 – now over 1,450 enrolled

### U.S Coronary Revenue<sup>1</sup>

(\$ in 000)	Q1	Q2	Q3	Q4	Total
FY19	\$13,873	\$15,170	\$16,265	\$17,490	<b>\$62,798</b>
FY20	\$16,257	\$18,497	\$15,988	\$9,785	<b>\$60,527</b>
FY21	\$15,899	\$17,983	-	-	<b>\$33,882</b>

### Orbital Atherectomy System Revenue<sup>2</sup>

(\$ in 000)	Q1	Q2	Q3	Q4	Total
FY19	\$13,514	\$14,686	\$15,402	\$16,160	<b>\$59,762</b>
FY20	\$14,669	\$16,490	\$14,058	\$8,651	<b>\$53,868</b>
FY21	\$13,952	\$15,762	-	-	<b>\$29,714</b>

### Interventional Support Device Revenue<sup>3</sup>

(\$ in 000)	Q1	Q2	Q3	Q4	Total
FY19	\$359	\$484	\$863	\$1,330	<b>\$3,036</b>
FY20	\$1,588	\$2,007	\$1,930	\$1,134	<b>\$6,659</b>
FY21	\$1,947	\$2,221	-	-	<b>\$4,168</b>

<sup>1</sup> Is the total of Orbital Atherectomy System Revenue plus Interventional Support Device Revenue.

<sup>2</sup> Includes coronary orbital atherectomy devices, Coronary Guidewire, ViperSlide and other

<sup>3</sup> Includes Sapphire angioplasty balloons and Teleport microcatheters

# Q2 FY21: International

*Maintaining strong market share in Japan*

**International revenue increased 32.0% sequentially**

- Ability to open new accounts and drive adoption outside the U.S. impacted by international travel restrictions and cath lab access restrictions since February 2020
- OAS launched in 14 countries OUS to-date
- First patient in Indonesia treated in November 2020
- Received CE Mark for Diamondback 360® Coronary OAS in January 2021

(\$ in 000)	Q1	Q2	Q3	Q4	Total
FY19	\$1,342	\$1,610	\$2,414	\$2,537	<b>\$7,903</b>
FY20	\$2,961	\$2,374	\$3,053	\$2,094	<b>\$10,482</b>
FY21	\$1,713	\$2,262	-	-	<b>\$3,975</b>

Countries Launched			
Country/Region		Coronary	Peripheral
Asia Pacific			
1	Hong Kong	X	X
2	Indonesia	Q2 FY21	
3	Japan	X	
4	Malaysia	X	X
5	Singapore	X	X
EMEA			
6	France		X
7	Germany		X
8	Italy		X
9	Kuwait	X	
10	Spain		X
11	Switzerland		X
12	UAE	X	X
13	The Netherlands		X
14	Saudi Arabia	X	

# Q2 FY21 vs. Q1 FY21 and Q2 FY20

*Dollars in thousands*

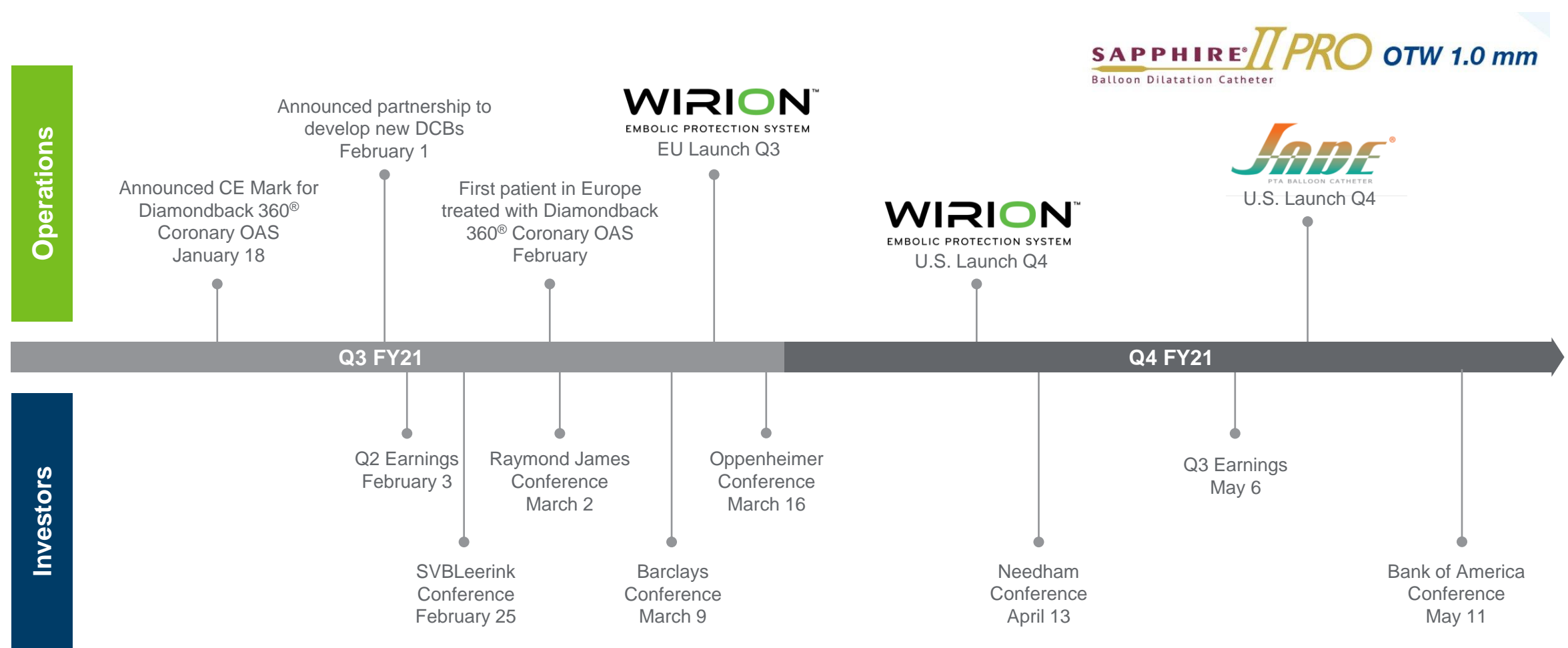
	Q2 FY21	Q/Q Change	Y/Y Change
Total Revenue	\$64,169	6.0%	-6.1%
Worldwide Peripheral Revenue	\$43,956	2.4%	-7.6%
Worldwide Coronary Revenue	\$20,213	14.8%	-2.6%
US Revenue	\$61,907	5.2%	-6.1%
US Peripheral Revenue	\$43,924	2.3%	-7.5%
US Coronary Revenue	\$17,983	13.1%	-2.8%
International Revenue	\$2,262	32.0%	-4.7%
US Peripheral Units	-	7.5%	-2.3%
US Coronary Units	-	14.3%	-5.1%

# Q2 FY21: Select Financial Information

*Dollars in thousands, except earnings per share*

	Q2 FY21	Q1 FY21	Q/Q Change	Q2 FY20	Y/Y Change
<b>Net revenues</b>	<b>\$64,169</b>	<b>\$60,544</b>	\$3,625	<b>\$68,334</b>	(\$4,165)
Cost of goods sold	13,920	12,564	1,356	13,718	202
<i>Gross Margin</i>	78.3%	79.2%	Declined 90 BP	79.9%	Declined 160 BP
Selling, general and administrative	40,061	40,282	(221)	46,867	(6,806)
<i>% of sales</i>	62.4%	66.5%	Improved 410 BP	68.6%	Improved 620 BP
Research and development	9,601	9,052	549	10,786	(1,185)
<i>% of sales</i>	15.0%	15.0%	Flat	15.8%	Declined 80 BP
Amortization of intangible assets	304	304	-	337	(33)
<b>Income (loss) from operations</b>	<b>283</b>	<b>(1,658)</b>	1,941	<b>(3,374)</b>	3,657
Other (income) and expense, net	276	355	(79)	(17)	(312)
Provision for income taxes	63	63	Flat	44	(19)
<b>Net income (loss)</b>	<b>\$(56)</b>	<b>\$(2,076)</b>	\$2,020	<b>\$(3,401)</b>	\$3,345
Basic and diluted earnings per share	-	\$(0.05)	\$0.05	\$(0.10)	\$0.10
Basic and diluted weighted average shares outstanding	38,808,980	38,683,839	125,141	34,069,412	4,739,568

# 2H FY21 Timeline



# Non-GAAP Financial Measures

(\$ in thousands)	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21
Net income (loss)	\$3,401	\$(2,889)	\$(15,166)	\$(2,076)	\$(56)
Less: Other (income) and expense, net	(17)	107	334	355	276
Less: Provision for income taxes	44	47	102	63	63
Income (loss) from operations	(3,374)	(2,735)	(14,730)	(1,658)	283
Add: Stock-based compensation	3,290	3,273	3,143	4,907	3,877
Add: Depreciation and amortization	1,090	1,088	1,027	1,029	1,058
<b>Adjusted EBITDA</b>	<b>\$1,006</b>	<b>\$1,626</b>	<b>\$(10,560)</b>	<b>\$4,278</b>	<b>\$5,218</b>

## Use and Economic Substance of Non-GAAP Financial Measures Used by CSI and Usefulness of Such Non-GAAP Financial Measures to Investors

CSI uses Adjusted EBITDA as a supplemental measure of performance and believes this measure facilitates operating performance comparisons from period to period and company to company by factoring out potential differences caused by depreciation and amortization expense and non-cash charges such as stock based compensation. CSI's management uses Adjusted EBITDA to analyze the underlying trends in CSI's business, assess the performance of CSI's core operations, establish operational goals and forecasts that are used to allocate resources and evaluate CSI's performance period over period and in relation to its competitors' operating results. Additionally, CSI's management is evaluated on the basis of Adjusted EBITDA when determining achievement of their incentive compensation performance targets.

CSI believes that presenting Adjusted EBITDA provides investors greater transparency to the information used by CSI's management for its financial and operational decision-making and allows investors to see CSI's results "through the eyes" of management. CSI also believes that providing this information better enables CSI's investors to understand CSI's operating performance and evaluate the methodology used by CSI's management to evaluate and measure such performance.

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