

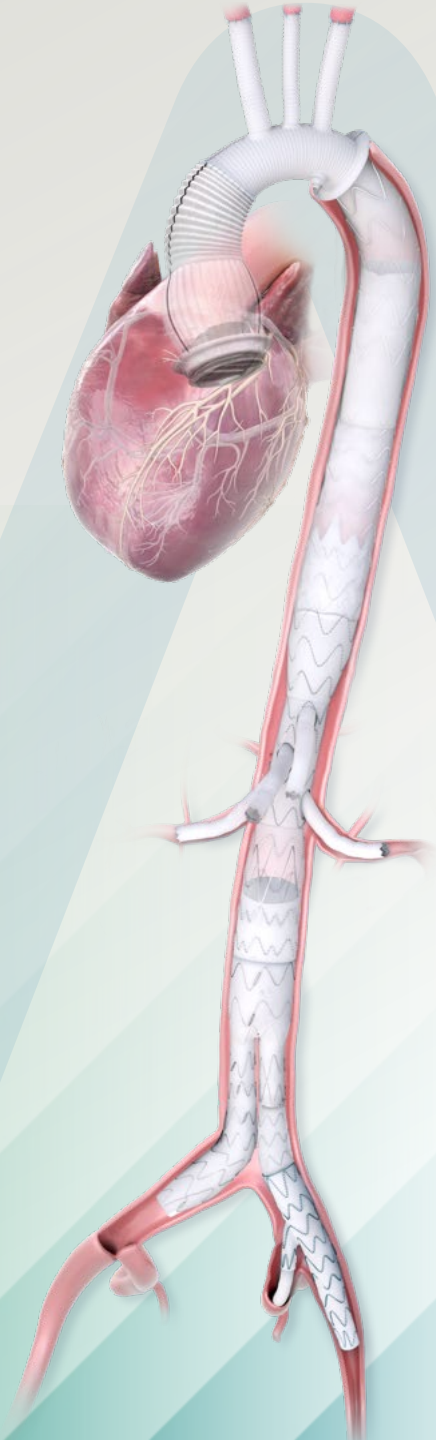
ARTIVION™

# ARTIVION™

**Aorta + Innovation + Vision**

**1Q 2026 Earnings Presentation**

**May 7, 2026**



# FORWARD-LOOKING STATEMENT

Statements made in this presentation that look forward in time or that express management's beliefs, expectations, or forecasts are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements reflect the views of management at the time such statements are made. These statements include our beliefs and expectations about our future revenue, year over year growth and growth drivers, earnings, adjusted EBITDA, currency impacts, and other financial measures and related information; expected timing for regulatory approvals; beliefs about our competitive advantages and market opportunities; expected product mix and business strategy; anticipated quarterly fluctuations in our business and our ability to scale our business and expand adjusted EBITDA margins; that our revenues for the full year 2026 will be in the range of \$480 to \$496 million, representing revenue growth of between 7% to 11% compared to 2025 on an adjusted constant currency basis; that we expect non-GAAP adjusted EBITA to increase between 12% to 20% for the full year 2026 compared to 2025, resulting in non-GAAP adjusted EBITDA in the range of \$100 to \$107M in 2026; estimated timing of closing on our planned acquisition of Endospan and the expected benefits to be achieved there; and our expected expenses to be incurred after close.

These forward-looking statements are subject to a number of risks, uncertainties, estimates and assumptions that may cause actual results to differ materially from current expectations, including, but not limited to, the unpredictability of the timing and outcome of regulatory decisions and other regulatory developments; risks relating to our international operations; the benefits anticipated from the Ascyrus Medical LLC and Endospan transactions; the benefits anticipated from our clinical trials may not be achieved or achieved on our anticipated timelines; and the benefits anticipated from our expansion into APAC and LATAM may not be achieved or achieved on our anticipated timelines. These risks and uncertainties include the risk factors detailed in our Securities and Exchange Commission filings, including our Form 10-K for the year ended December 31, 2025, Quarterly Report on Form 10-Q for the quarter ended March 31, 2026, as well as our May 7, 2025 earnings press release. Artivion does not undertake to update its forward-looking statements, whether as a result of new information, future events, or otherwise.

# NON-GAAP FINANCIAL MEASURES

This presentation contains non-GAAP financial measures, including non-GAAP adjusted revenue, non-GAAP net income, EBITDA, adjusted EBITDA, non-GAAP general, administrative, and marketing expenses, and free cash flows. Investors should consider this non-GAAP information in addition to, and not as a substitute for, financial measures prepared in accordance with US GAAP. In addition, this non-GAAP financial information may not be the same as similar measures presented by other companies. The Company's non-GAAP adjusted constant currency growth rates compare current year revenues to prior period revenues adjusted for the impact of changes in currency exchange. The Company's non-GAAP net income, EBITDA, adjusted EBITDA, general, administrative, and marketing, and free cash flows results primarily exclude (as applicable) depreciation and amortization expense, interest income and expense, non-cash compensation expense, loss or gain on foreign currency revaluation, income tax expense or benefit, expense/(income) for business development, integration, and severance, non-cash interest expense, capital expenditures, and other non-recurring items.

The Company generally uses non-GAAP financial measures to facilitate management's review of the operational performance of the Company and as a basis for strategic planning. Company management believes that these non-GAAP presentations provide useful information to investors regarding unusual non-operating transactions, the operating expense structure of the Company's existing and acquired operations, without regard to its on-going efforts to acquire additional complementary products and businesses, and the transaction and integration expenses incurred in connection with recently acquired and divested product lines, and the operating expense structure excluding fluctuations resulting from foreign currency revaluation and non-cash compensation expense. The Company believes it is useful to exclude this revenue impact and certain expenses from non-GAAP financial measures because such amounts in any specific period may not directly correlate to the underlying performance of its business operations or can vary significantly between periods as a result of factors such as impact of recent acquisitions, non-cash expense related to amortization of previously acquired tangible and intangible assets, and any related adjustments to their carrying values. The Company has adjusted for the impact of changes in currency exchange from certain revenues to evaluate comparable product growth rates on a constant currency basis. The Company does, however, expect to incur similar types of expenses and currency exchange impacts in the future, and this non-GAAP financial information should not be viewed as a statement or indication that these types of expenses will not recur. Company management encourages investors to review the Company's consolidated financial statements and publicly filed reports in their entirety, including the reconciliation of GAAP to non-GAAP financial measures.

The Company's adjusted EBITDA expectations for fiscal 2026 exclude potential charges or gains that may be recorded during the fiscal year, relating to, among other things, non-cash compensation; expense/(income) for business development, integration, and severance; and foreign currency revaluations. The Company does not attempt to provide reconciliations of forward-looking adjusted EBITDA to the comparable GAAP measure because the impact and timing of these potential charges or gains are inherently uncertain and difficult to predict and are unavailable without unreasonable efforts. In addition, the Company believes such reconciliations would imply a degree of precision and certainty that could be confusing to investors. Such items could have a material impact on GAAP measures of the Company's financial performance.

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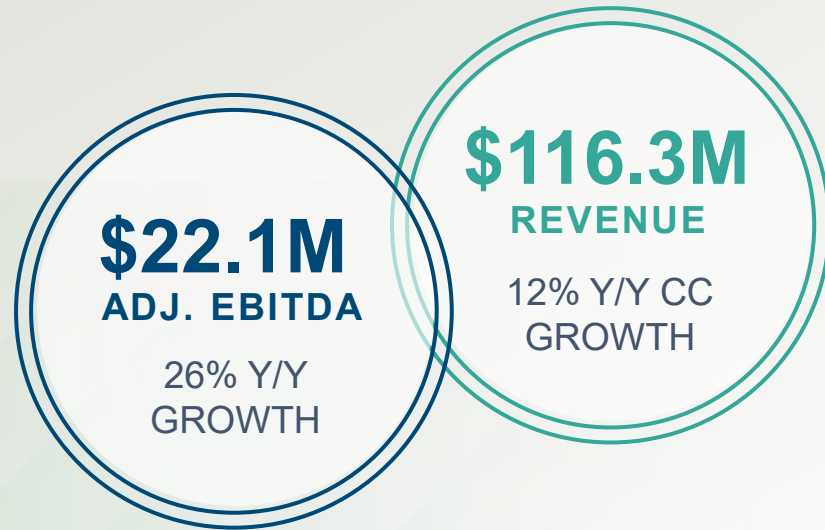
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# Q1 Key Messages

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## Stent grafts

**10% y/y cc revenue growth** fueled by differentiated portfolio of products, offset by lower-than-expected AMDS set sales in the U.S. and softer performance internationally, particularly the Middle East

## On-X

**17% y/y cc revenue growth** driven by market share gains following aortic valve low INR label, recent positive JACC and post-approval data, and cross-selling opportunities from initial AMDS launch

## Exercised Option to Acquire Endospan Following U.S. FDA PMA Approval of the NEXUS Aortic Arch System

Utilized financing already in place; upfront acquisition purchase price of \$135 million, net of previously extended loan

Acquisition expected to close in 2Q26

NEXUS U.S. commercial launch expected January 2027, assuming close

## U.S. AMDS™ Implant Reordering Patterns Strong; Set Sales Expected to Accelerate

Continued positive momentum in U.S. AMDS launch following receipt of Humanitarian Device Exemption in late 2024

PMA approval expected mid-2026

## Drove strong enrollment in the ARTIZEN clinical trial for Arcevo LSA

Enrollment completion expected mid-2027

PMA approval for Arcevo LSA anticipated in 2029

## FY26 revenue & Adj. EBITDA guidance

Lowered FY26 reported revenue to be in the range of **\$480 to \$496 million, representing 7% to 11% year-over-year constant currency growth\***

Lowered FY26 adjusted EBITDA to be in the range of **\$100 to \$107 million, growing 12% to 20% over FY25 with 100bps of EBITDA margin expansion** at the mid-point of the ranges; Excludes approximately \$8.0 million of Endospan related expenses expected to be incurred through FY26, contingent on closing

# Q1 2026 FINANCIAL HIGHLIGHTS

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## GAAP

	Q1 2026	Q1 2025	% Y/Y Δ
<b>Revenue</b>	\$116.3M	\$99.0M	17.5%
<b>Gross Margin</b>	64.9%	64.2%	70 bps
<b>Diluted EPS</b>	\$0.03	(\$0.01)	--
<b>Net income (loss)</b>	\$1.4M	(\$0.5M)	--
<b>Cash from operations</b>	\$1.2M	(\$17.0M)	--

## Non-GAAP

	Q1 2026	Q1 2025	% Y/Y Δ
<b>Revenue</b>	\$116.3M	\$104.3M	11.6%
<b>Gross Margin</b>	64.9%	64.2%	70 bps
<b>Diluted EPS</b>	\$0.08	\$0.06	--
<b>Adjusted EBITDA</b>	\$22.1M	\$17.5M	25.8%
<b>Free Cash Flow</b>	(\$6.8M)	(\$20.6M)	--

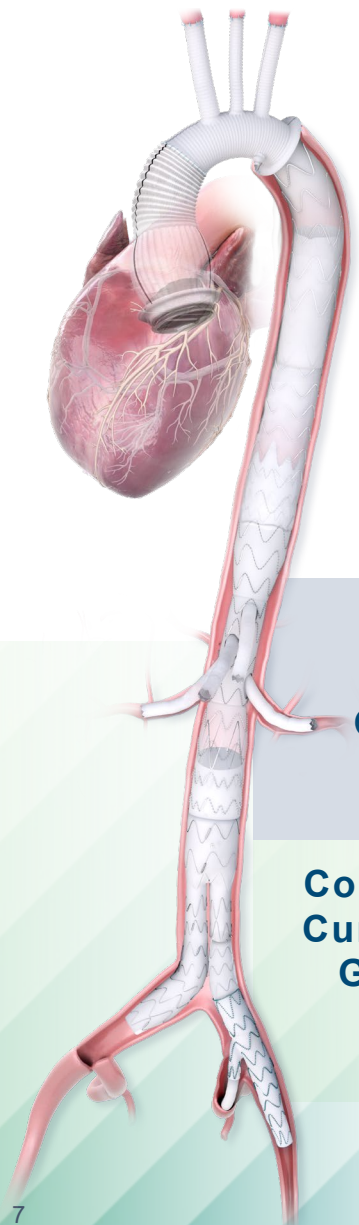
Full GAAP to non-GAAP reconciliation in Appendix

Percentage change utilizes actual numbers

# Q1 2026 Year-Over-Year Revenue Growth

Product Portfolio

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## Preservation Services



## Surgical Sealant



## On-X



## Aortic Stent Grafts



GAAP Growth

23%

4%

20%

21%

Constant Currency Growth

23%

0%

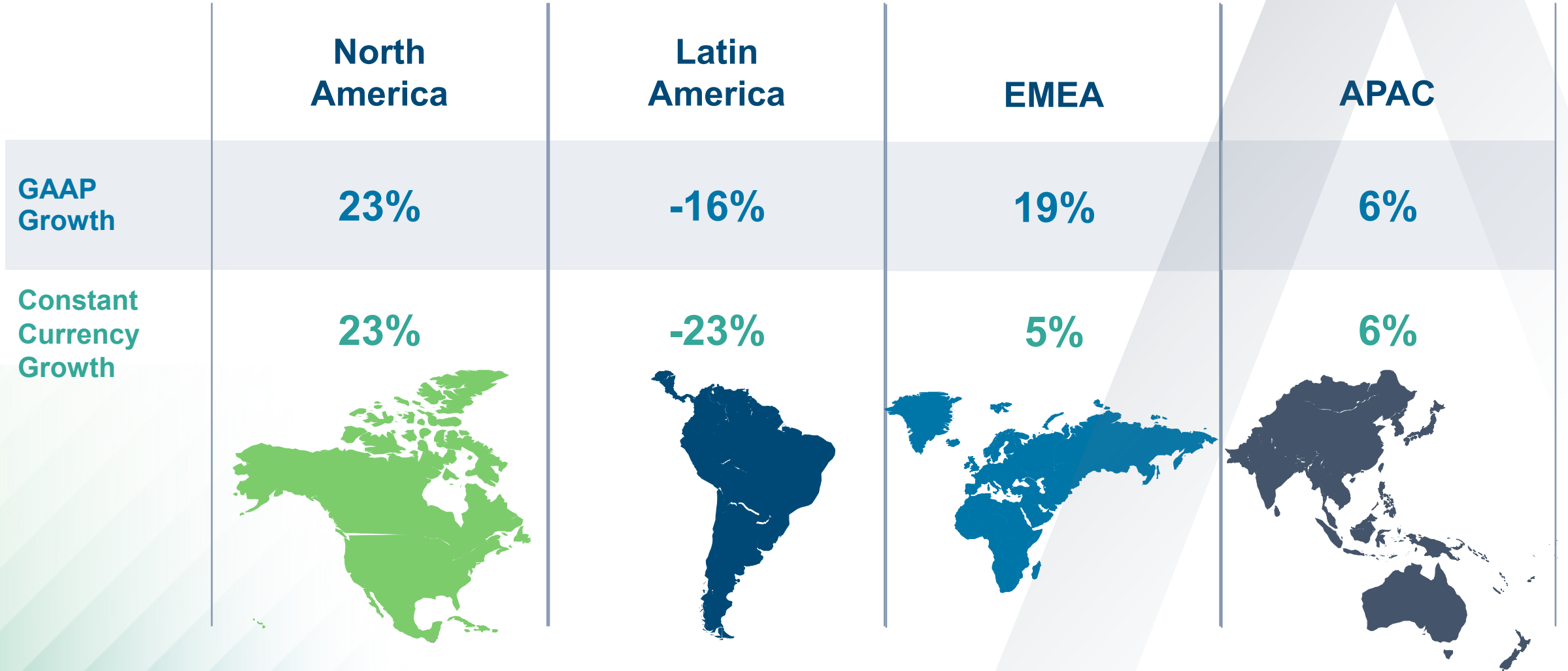
17%

10%

# Q1 2026 Year-Over-Year Revenue Growth

Across Geographies

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# On-X: High Growth, High Margin, with Market Upside

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New Recently Published Data Across Three Leading Journals to Drive Potential \$100 million Upside to Addressable U.S. Mechanical Heart Valve Market

## 5-year PAS Data Presented in April 2024<sup>1</sup>

- ✓ Demonstrated 87% Reduction in Major Bleeding
- ✓ Validated On-X as Only Mechanical Heart Valve Safely Maintained at a Low INR of 1.5 to 2.0

## October 2025 Article in *The Annals of Thoracic Surgery*<sup>2</sup>

Independent study of over 100K patients showed:

- ✓ Higher 10-year freedom from mortality or reoperation in patients ≤65 years with mechanical AVR (87%) vs with bioprosthetic AVR (69%)

## January 2025 Article in

*JACC: Journal of The American College of Cardiology*<sup>3</sup>

Independent study of over 100K patients showed:

- ✓ Statistically significant mortality benefit of mechanical vs bioprosthetic AVR at 10yrs in patients ≤60 years



1. Gerdtsch MW, et al. Low-Dose Warfarin with a Novel Mechanical Aortic Valve: Interim Registry Results at 5-Year Follow-Up. *J Thorac Cardiovasc Surg* (2024). doi: <https://doi.org/10.1016/j.jtcvs.2024.04.017>. 2. Artivion data on file, weighted average of control groups from FDA Premarket Approval P000037 S030 and IDE trial G050208.

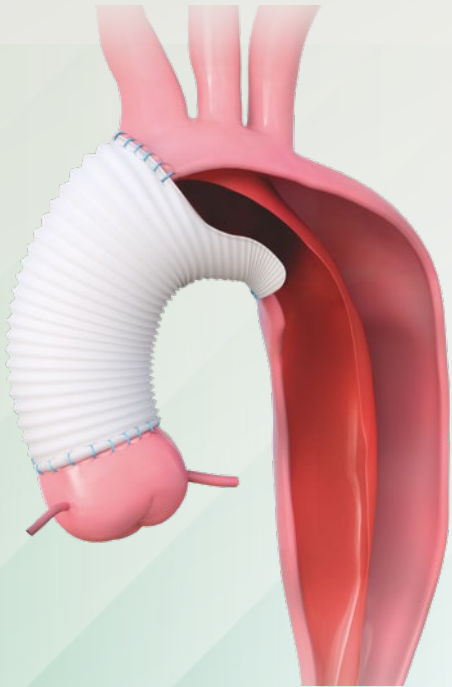
2. Kaneko T, et al. Reoperation in Bioprosthetic vs Mechanical Aortic Valve Replacement in The Society of Thoracic Surgeons Database. *The Annals of Thoracic Surgery* (2025) doi: <https://doi.org/10.1016/j.athoracsur.2025.09.047>.

3. Bowdish ME, Mehaffey JH, Chang S-C, O'Gara P, Mack MJ, Goldstone A, Chikwe J, Gillinov AM, Wu C, Fontana G, Bavaria J, Malaisrie C, Kaneko T, Sultan I, von Ballmoos MW, Harrington K, Jacobs J, Thourani V, Szeto W, Sabik J, Habib R, Badhwar V, Bioprosthetic vs. Mechanical Aortic Valve Replacement in Patients 40-75 Years. *Journal of American College of Cardiology* (2025) doi: <https://doi.org/10.1016/j.jacc.2025.01.013>.

# AMDS™ PERSEVERE US IDE Study Primary Endpoints **ARTIVION**

Full IDE data demonstrates AMDS use significantly lowers 30-day Major Adverse Events (MAEs) compared to hemiarach control group

Through Hospital Discharge Data



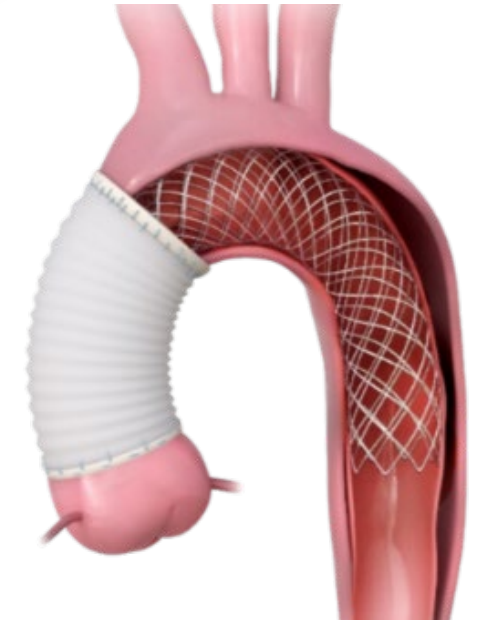
## ACUTE DEBAKEY TYPE I (ADTI) WITH MALPERFUSION

Hemiarach Reference Cohort Avg.<sup>1</sup> (n=790)

**PERSEVERE<sup>2</sup>**  
(n=93)

	Hemiarach Reference Cohort Avg. <sup>1</sup> (n=790)	PERSEVERE <sup>2</sup> (n=93)
	58.0%	26.9%
		<b>&gt;=1 MAE</b>
	34.6%	9.7%
	20.9%	10.8%
	24.1%	19.4%
	10.5%	0.0%
	45.0%	0.0%

Full 30-Day Data



**Total patients with ≥ 1MAE**  
PERSEVERE: 27%  
Goal: < 40%

30-day data demonstrate AMDS induced positive aortic remodeling in over 80% of patients<sup>3</sup>

1. Zindovic I, 2019, Pacini D, 2013, Girdeauskas E, 2009, Geirsson A, 2007, and Bossone E, 2002.  
2. Szeto WY, Fukuhara S, Fleischman F, Sultan I, Brinkman W, Armaoutakis G, Takayama H, Eudailey K, Brinster D, Jassar A, DeRose J, Brown C, Farrington W, Moon MC. A novel hybrid prosthesis for open repair of acute DeBakey type I dissection with malperfusion: Early results from the PERSEVERE trial. J Thorac Cardiovasc Surg. 2025 Aug 6:S0022-5223(24)00677-9.  
3. Szeto WY et al: One-Year Results of a Novel Aortic Arch Hybrid Prosthesis for Open Repair of Acute DeBakey Type I Dissection with Malperfusion in the PERSEVERE Study; Late Breaking Abstract presentation at STS 2026, January 24.

# EndospaN NEXUS<sup>®</sup> TRIOMPHE US IDE Trial

30-day data demonstrate 63% reduction in major adverse event (MAE) rate compared to the reference performance goal

ARTIVION<sup>™</sup>

Presented at  
AATS 2026



30-DAY DATA <sup>1</sup>	TRIOMPHE (n=54)	Performance Goal	p Value
MAEs <sup>2</sup> >=1	13.0%	35.0%	p<0.001
Technical Failure	1.9%	30.0%	p<0.001

## 30-DAY KEY TAKEAWAYS

- FDA investigational device exemption (IDE) trial for endovascular treatment of chronic dissections in the aortic arch; focused on patients at high risk for open surgery
- 30-day data demonstrates statistically significant improvement in clinical outcomes and device technical performance compared with performance goals set forth in the FDA-approved IDE
- Stroke and renal failure rates particularly favorable compared to published data for alternative endovascular treatments

## 1-year data demonstrate high patient survival with low morbidity [STS 2026]

- 93% patient survival from lesion-related death
- 90% free from disabling stroke
- 95% of patients free from reinterventions due to endoleaks

## PROJECT STATUS

Enrollment	4Q24
Follow Up	4Q25
Approval	April 2026

Source: EndospaN Ld

1. References for PG: Bashir et al. *Aorta* 2014; Brat et al. *JCTS*, 2015; Chakos et al. *Ann Cardiothorac Surg* 2018; DeRango et al. *J Vasc Surg* 2015; Hiraoka et al. *JTCVS*, 2017; Iba et al. *JTCVS* 2013; Joo et al. *JTCVS* 2018; Thomas et al. *JTCVS*, 2012

2. MAE includes: Early Mortality, Disabling Stroke, Permanent Paralysis/Paraplegia, Renal Failure (Permanent Dialysis), Aortic Rupture

# ARTIZEN PIVOTAL IDE STUDY

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Prospective, Non-randomized, Non-blinded, Double-arm, Multicenter (US & EU ≈ 30 Sites)

## PRIMARY PATIENT GROUP

**117 patients:** Chronic dissection or Aneurysm

**Primary endpoint:** Freedom from major adverse events (MAEs) within 1-year post-index procedure: all-cause mortality, new permanent disabling stroke, new permanent paraplegia and/or paraparesis, unanticipated aortic reoperation in the treated segment, LSA occlusion

## SECONDARY PATIENT GROUP

**15 patients:** Acute or subacute dissection

**Descriptive statistics:** No pre-defined endpoint

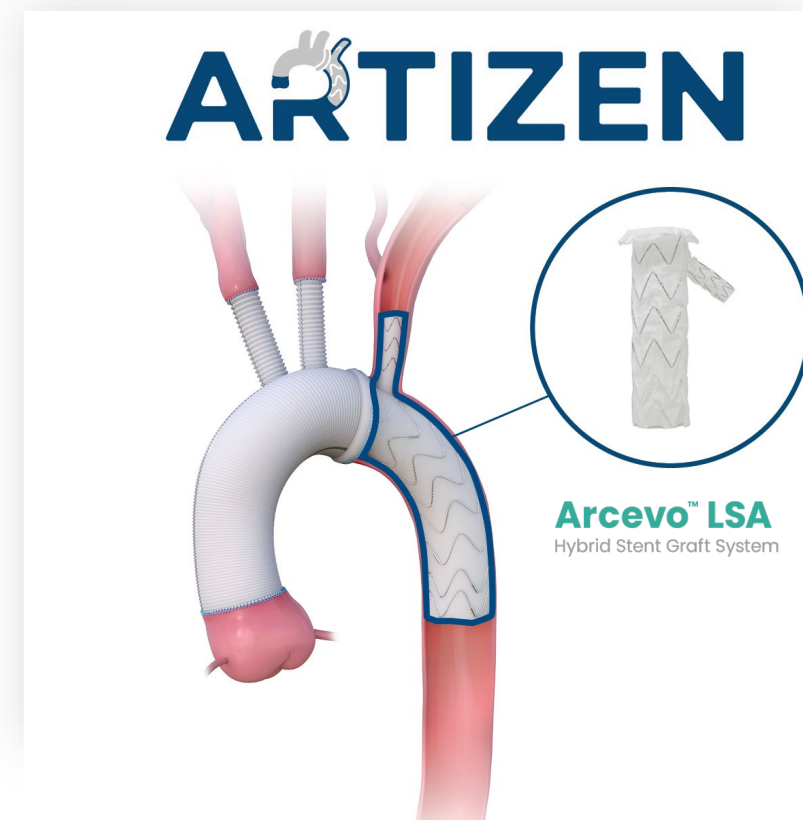
## REFERENCE COHORT

Historical controls freedom from MAE rate of 59%.

Positive outcome is freedom from MAE composite  $\geq 74\%$

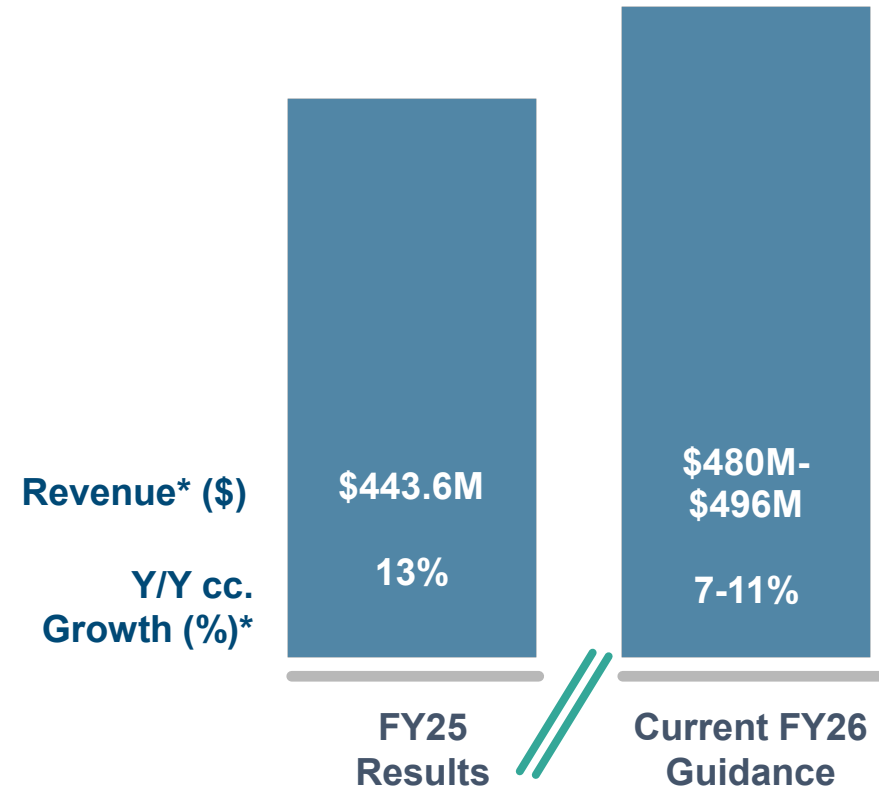
## STUDY STATUS

1 <sup>ST</sup> Enrollment	Nov 2025
Enrollment	~ 2026-2027
Follow Up	~ 2027-2028
Approval	~ 2029



## GROWTH DRIVERS

- + **Continued strength in existing products**  
On-X and aortic stents
- + **Positive new data** supporting the benefits of AMDS and On-X aortic valves
- + **Continued adoption of AMDS** following receipt of Humanitarian Device Exemption by the FDA

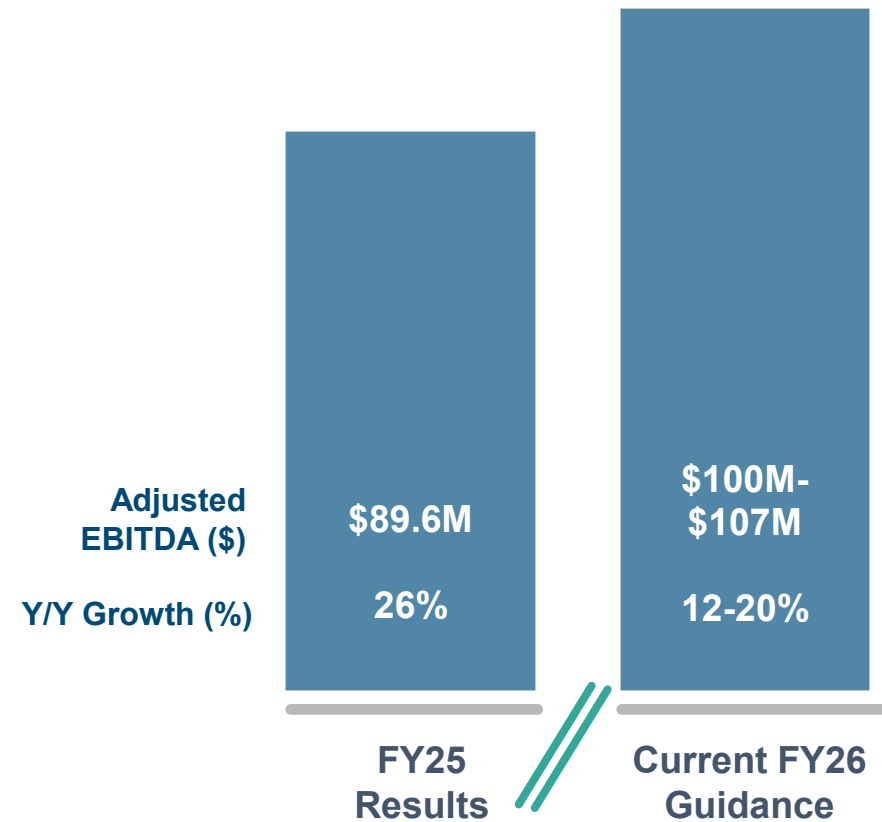


# REVENUE GROWTH AND OPERATING LEVERAGE TO DRIVE ADJUSTED EBITDA EXPANSION

## FULL YEAR 2026 ADJUSTED EBITDA EXPECTATIONS

### DRIVERS

Expect continued operating leverage to be driven by gross margin expansion, global sales force and G&A infrastructure





# ARTIVION™

Formerly CryoLife | Jotec

## Appendix

# Q1 2026 GAAP to Non-GAAP Financial Reconciliations

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## Revenue

	Revenues for the Three Months Ended March 31,				Percent Change From Prior Year
	2026	2025			Constant Currency
	US GAAP	US GAAP	Exchange Rate Effect	Constant Currency	
<b>Products:</b>					
Aortic stent grafts	\$ 44,397	\$ 36,602	\$ 3,877	\$ 40,479	10%
On-X	25,951	21,574	634	22,208	17%
Surgical sealants	18,805	18,106	749	18,855	—%
Other	2,289	2,516	25	2,541	-10%
<b>Total products</b>	<b>91,442</b>	<b>78,798</b>	<b>5,285</b>	<b>84,083</b>	<b>9%</b>
Preservation services	24,895	20,180	21	20,201	23%
<b>Total</b>	<b>\$ 116,337</b>	<b>\$ 98,978</b>	<b>\$ 5,306</b>	<b>\$ 104,284</b>	<b>12%</b>
North America	58,695	47,793	86	47,879	23%
Europe, the Middle East, and Africa	43,986	37,045	4,681	41,726	5%
Asia Pacific	8,690	8,214	—	8,214	6%
Latin America	4,966	5,926	539	6,465	-23%
<b>Total</b>	<b>\$ 116,337</b>	<b>\$ 98,978</b>	<b>\$ 5,306</b>	<b>\$ 104,284</b>	<b>12%</b>

\$ in thousands

# Q1 2026 GAAP to Non-GAAP Financial Reconciliations

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Reconciliation of diluted income (loss) per common share, GAAP to adjusted diluted income per common share, non-GAAP

	Three Months Ended March 31,	
	2026	2025
<b><i>Reconciliation of diluted income (loss) per common share, GAAP to adjusted diluted income per common share, non-GAAP:</i></b>		
<b>Diluted income (loss) per common share, GAAP:</b>	<b>\$ 0.03</b>	<b>\$ (0.01)</b>
Adjustments:		
Amortization expense	0.08	0.08
Business development, integration, and severance	0.05	(0.07)
Non-cash interest expense	0.01	0.01
Cybersecurity incident	(0.03)	0.11
Tax effect of non-GAAP adjustments	(0.03)	(0.03)
Effect of 25% tax rate	(0.03)	(0.03)
<b>Adjusted diluted income per common share, non-GAAP</b>	<b>\$ 0.08</b>	<b>\$ 0.06</b>
<b><i>Reconciliation of diluted weighted-average common shares outstanding GAAP to diluted weighted-average common shares outstanding, non-GAAP:</i></b>		
<b>Diluted weighted-average common shares outstanding, GAAP:</b>	<b>49,731</b>	<b>42,232</b>
Adjustments:		
Effect of dilutive stock options and awards	—	1,306
<b>Diluted weighted-average common shares outstanding, non-GAAP</b>	<b>49,731</b>	<b>43,538</b>

# Q1 2026 GAAP to Non-GAAP Financial Reconciliations

ARTIVION™

Reconciliation of net income (loss), GAAP and EBITDA, non-GAAP to adjusted EBITDA, non-GAAP

	Three Months Ended March 31,	
	2026	2025
<b><i>Reconciliation of net income (loss), GAAP and EBITDA, non-GAAP to adjusted EBITDA, non-GAAP:</i></b>		
Net income (loss), GAAP	\$ 1,417	\$ (505)
Adjustments:		
Interest expense	5,367	7,663
Interest income	(205)	(144)
Income tax benefit	(1,078)	(1,790)
Depreciation and amortization expense	6,340	5,446
<b>EBITDA, non-GAAP</b>	<b>11,841</b>	<b>10,670</b>
Non-cash compensation	8,414	8,045
Business development, integration, and severance	2,484	(3,057)
Cybersecurity incident	(1,478)	4,746
Loss (gain) on foreign currency revaluation	822	(2,856)
<b>Adjusted EBITDA, non-GAAP</b>	<b>\$ 22,083</b>	<b>\$ 17,548</b>

# Q1 2026 GAAP to Non-GAAP Financial Reconciliations

ARTIVION™

Reconciliation of cash flows from operating activities, GAAP to free cash flows, non-GAAP

	Three Months Ended March 31,	
	2026	2025
<i>Reconciliation of cash flows from operating activities, GAAP to free cash flows, non-GAAP:</i>		
Net cash flows provided by (used in) operating activities	\$ 1,154	\$ (16,953)
Capital expenditures	(8,003)	(3,638)
<b>Free cash flows, non-GAAP</b>	<b>\$ (6,849)</b>	<b>\$ (20,591)</b>



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**Thank You**