Boston Investor Meetings

February 13, 2020







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; and market estimates and opportunities, 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.

Driving Sustainable Growth

Broaden Our Value Streams

Financial Goal: Revenue of \$435M - \$500M in FY23

FY19 - FY23 CAGR of 15% - 18%

Grow and Protect the Core Business

Sustain Market Leadership

10+% Growth in Core Business

Innovation Drives Incremental Growth

Launch 20+ New Products

\$70M - \$100M in FY23

Global Expansion Accelerates Growth of Core Business

OrbusNeich and Medikit

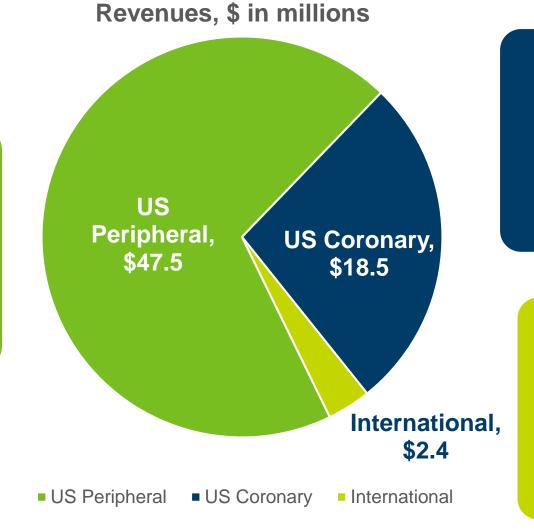
\$25M - \$50M in FY23

Financial strength and the talent to execute

Q2 Worldwide Revenues of \$68.3 Million – 13.5% Increase

US Peripheral grew 9%

Drivers
12% unit growth
21% OBL revenue growth
4% hospital revenue growth



US Coronary grew 22%

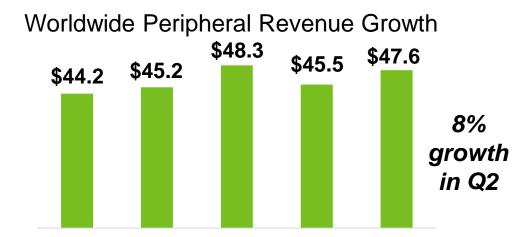
Drivers
14% unit growth
Launch of full line of
support products

International grew 48%

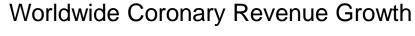
Drivers
Coronary Classic and
ViperWire Flex Tip in Japan
OAS launched in 13
countries to-date



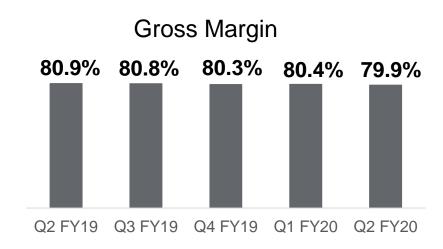
Q2 FY20 Financial Results: \$68.3 Million and 13.5% Growth



Q4 FY19 Q1 FY20 Q2 FY20







Q2 FY19 Q3 FY19



(\$ in millions)



Key Events & Milestones

FY19A FY20E FY21E

- **⊘** Sold 80,650 OAS
- ✓ International revenue = \$7.9M
- Launched OAS in SE Asia, Europe and Middle East
- **⊘** Certified 120 OUS physicians
- Launched Classic Crown and ViperWire Flex Tip in Japan
- New product revenue = \$3.9 million
- Launched Teleport Microcatheter
- Launched ViperCath XC
- Launched Peripheral ViperWire with Flex Tip
- Radial full market release
- Exchangeable limited market release
- 81% consolidated gross margin
- Enrolled first patient in REACH PVI
- Enrollment of ECLIPSE passes 950
- Pre-submission meetings with FDA for hemodynamic support
- **⊘** Completed \$350M shelf filing

- **❷** WIRION acquisition
- LIBERTY 360 3-Year Data
- Launch OAS in up to 10 new countries
- **⊘** Certify >120 international physicians
- International revenue = \$11M
- New product launches:
 - PAD Exchangeable full market release
 - **⊘** CAD Nitinol ViperWire Flex Tip
 - **❷** PAD Next Gen OAS with GlideAssist
 - PAD JADE angioplasty balloons
 - Sapphire 1.0mm over-the-wire
 - Sapphire NC Plus 4.5-5.0mm
- REACH PVI enrollment completion
- ECLIPSE enrollment reaches 1500

- Hemodynamic support First in Human
- International revenue = \$15-\$17.5M
- Launch OAS in Canada and other countries
- Japan peripheral first enrollment
- ECLIPSE enrollment complete
- REACH PVI data release
- US IDE Small Vessel first enrollment
- Manufacturing transfer of WIRION
- WIRION launch in U.S.
- CAD ScoreFlex NC in U.S.
- PAD radial support products



Diversification Accelerates Growth

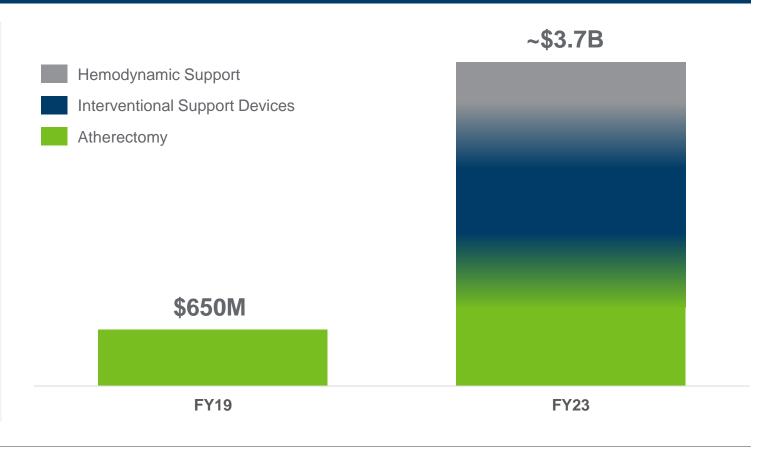
Broadens Value Streams

CSI's Addressable Markets (US)

Portfolio expansion will drive a

>4X increase

in CSI's addressable market



Millennium Research Group (2018 December) Medtech360 Market Analysis - Interventional Cardiology Devices – US – 2019

Millennium Research Group (2018 December) Medtech360 Market Analysis – Peripheral Vascular Devices – US – 2019

Millerhium Research Group (2017 December) Meditech360 Market Analysis – Cardiac Assist Devices – US – 2018

^{*} Coronary markets include device revenue attributed to PTCA balloon catheters, microcatheters / guidecatheters, PTCA guidewires, CTO / STO devices, and hemodynamics pumps. Peripheral markets include device revenue attributed to lower extremity (iliac, fempop, infrapop) endovascular procedures for PTA guidewires, catheters / sheaths, embolic protection devices, CTO / STO devices, and PTA balloon catheters

Current Market Dynamics Favor Innovation

Large Under-Served and Under-Treated Disease States

Peripheral Artery Disease

Significantly under-diagnosed and under-treated patient populations

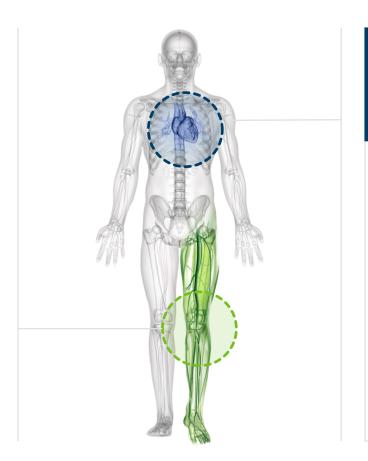
18-20 million

People living with peripheral artery disease in the U.S. with 2 million+ patients suffering from critical limb ischemia

>740K

Lower extremity PVIs

Amputations per year



Coronary Artery Disease

Growing proportion of coronary interventions represented by complex or complex high-risk PCIs

16-18 million

People living with coronary

artery disease

370,000

Deaths annually from coronary

artery disease

525K

Complex or complex

high-risk PCIs



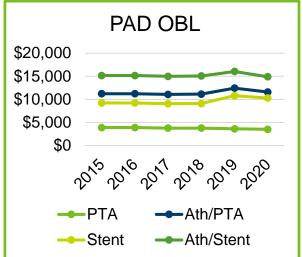
Heart Disease and Stroke Statistics- 2019 Update: A report from the American Heart Association. Circulation. 2019;139:e56-e528

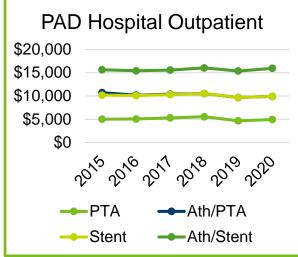
Millennium Research Group (2018 December) Medtech360 Market Analysis - Interventional Cardiology Devices - US - 2019

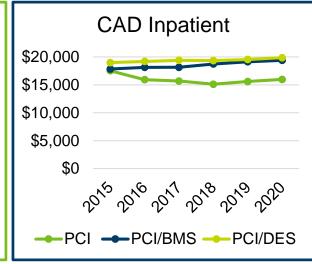
illennium Research Group (2018 December) Medtech360 Market Analysis – Peripheral Vascular Devices – US – 2019

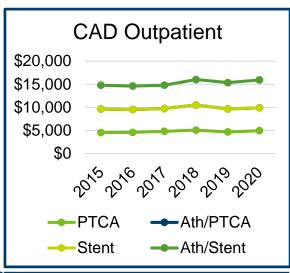
Bortnick, et. al. Am J Cardiol 2014;113:573-579; iData Research (2018 March) U.S, CSI Internal Estimates Allie DE, et al. (n.d.). 24-carat gold, 14-carat gold, or platinum standards in the treatment of critical limb ischemia: bypass surgery or endovascular intervention? J Endovsc Ther. 2009

Consistent Reimbursement





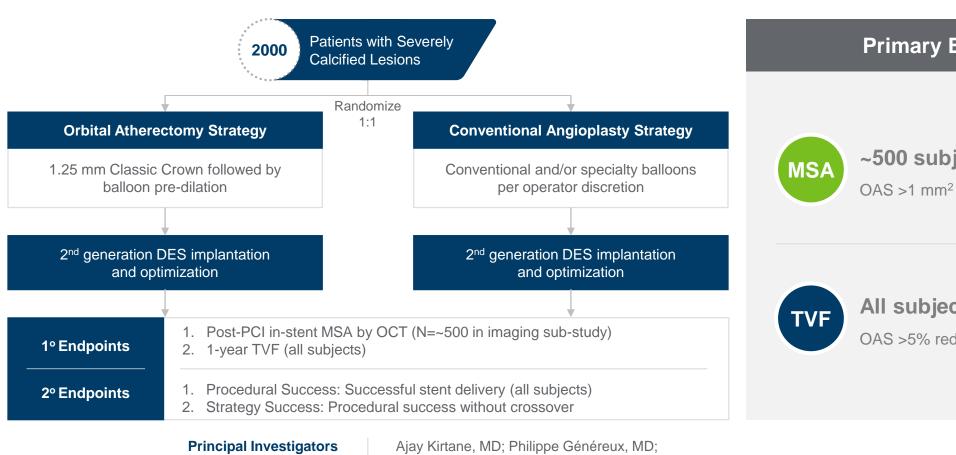




Facility	Inpatient/ Outpatient	Procedure	2020 Reimbursement	% Change from 2019
Hospital	Inpatient	PAD	\$11,400 - \$20,548	4.4% - 4.5%
Hospital	Inpatient	CAD	\$10,542 - \$19,874	4.2% - 1.7%
Hospital	Outpatient	PAD/CAD	\$9,907 - \$15,938	2.5% - 3.8%
Non-Hospital	Outpatient/OBL	PAD (ATK)	\$11,582 - \$14,891	(6.9)% - (7.1)%
Non-Hospital	Outpatient/OBL	PAD (BTK)	\$11,626 - \$14,476	(6.6)% - (5.0)%

ECLIPSE Trial

Generating Level One Evidence to Impact Guidelines



Primary Endpoints

~500 subjects in OCT cohort

OAS >1 mm² superior MSA vs. POBA

All subjects

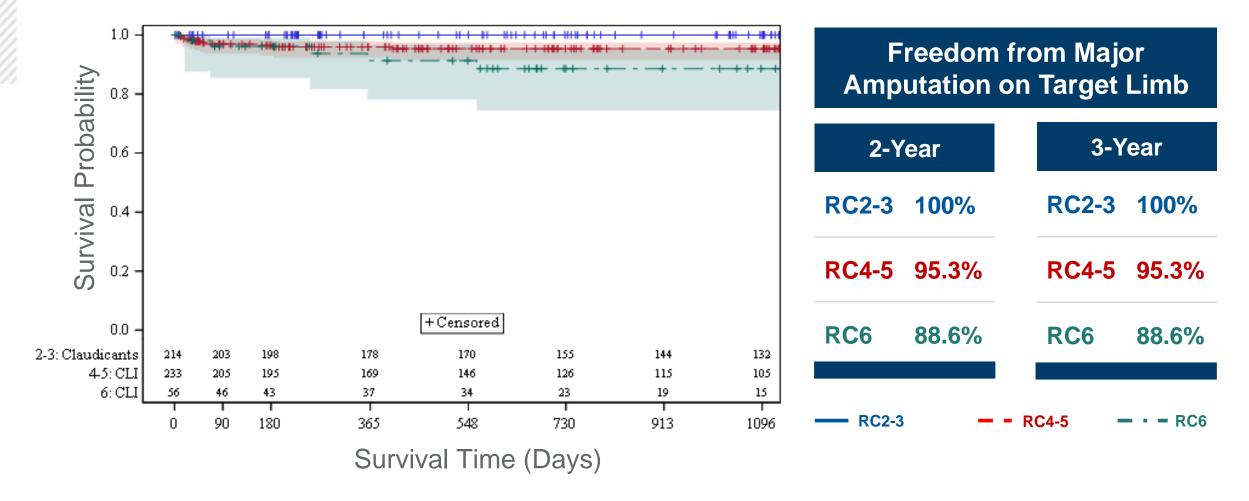
OAS >5% reduction in TVF vs. POBA

Study Chairman

Gregg W. Stone, MD

LIBERTY 360°

Orbital Atherectomy Subanalysis: 3-Year Freedom from Major Amputation on Target Limb



Expansion of the Complex Coronary Toolkit

Drives Incremental Revenue Opportunity Per Case Today

Adding Essentials of the Complex PCI Toolkit

Represents ≈\$800-\$1000 of incremental revenue opportunity

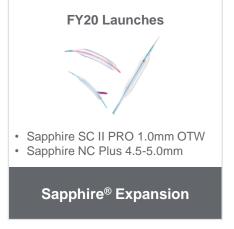
Increasing the Clinical Utility of the Sapphire Portfolio in the Near-Term

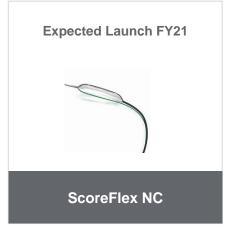
Continuing to Innovate around the Complex Patient Long-Term







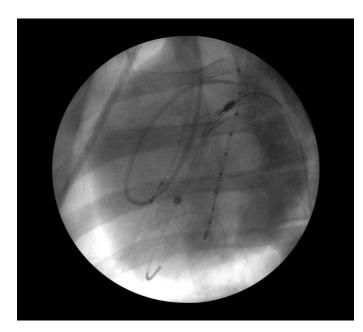




Percutaneous Ventricular Assist Device (pVAD) System

Multi-Generational Platform Highly Synergistic with Our Strategy and Competency

Generation 1 Overview



IDE clinical studies planned to highlight procedural safety and perfusion metrics/endpoints



- Leverages CSI core competency in motor control and spinning cables
- Easy setup and use
- Flow: 3-5 LPM
- Crossing Profile: 10-14 Fr
- · Catheter Profile: 6-8 Fr
- Improved deliverability
- Physician control in the sterile field
- Simplified touch screen display
- Compact console design (<15 lbs.)

Entering a High Growth pVAD Market*



* Includes Complex PCI and Cardiogenic Shock

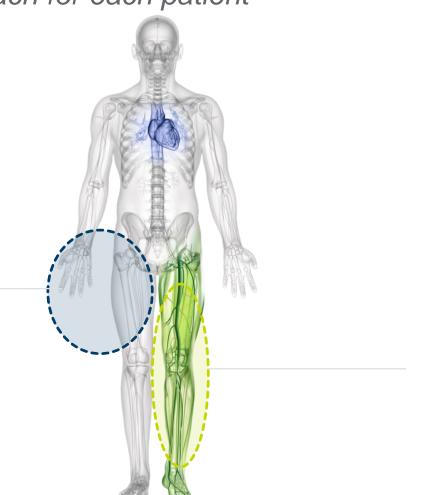
Recent Accomplishments / Status

- Multiple animal studies completed successfully
- Pre-submission meetings completed and underway with the FDA
- First-in-human in FY21

Innovation on Our Core Peripheral Technology

Provides comprehensive approach for each patient

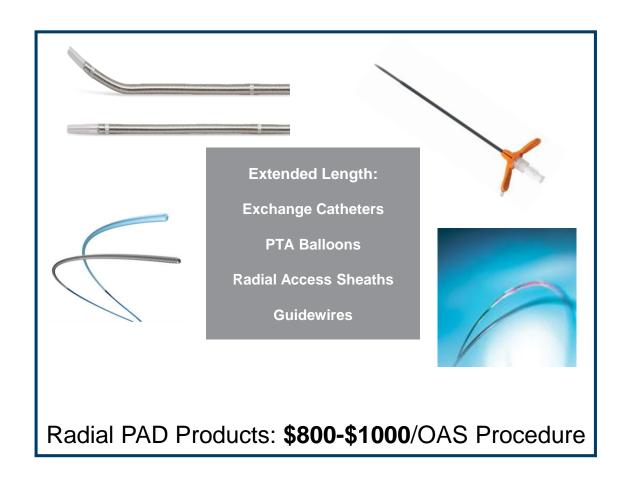






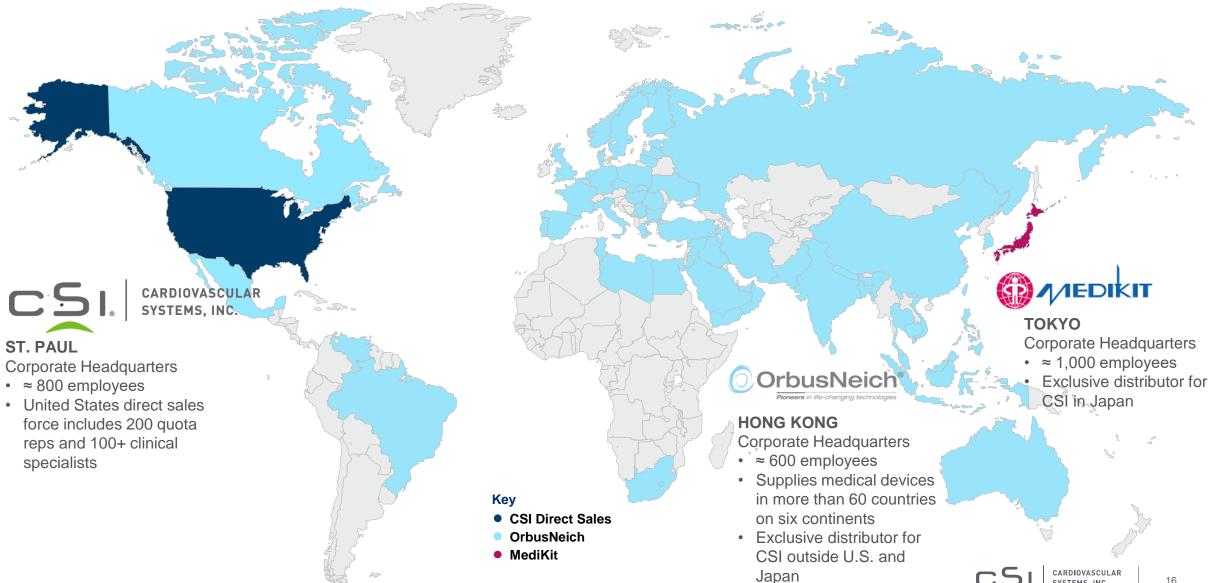
Expansion of the Peripheral Toolkit

Increasing Revenue Opportunity Per Case in FY21





Global Distribution Network



International Atherectomy Market

International Atherectomy Total Addressable Market is over \$1.6 Billion in 2020. 1

The Coronary market is the largest International opportunity for CSI representing 500,000 potential Coronary OAS procedures.

Coronary **Potential OAS Procedures** Country 2020 PCI's1 (~12% Severe Calcium x PCI's) China 1,220,000 146,000 2 India 730,000 88,000 330,000 Germany 40,000 Turkey 290,000 35,000 5 Japan 280,000 34,000 France 180,000 22,000 Italy 160,000 19,000 8 Brazil 160,000 19,000 9 UK 110,000 13,000 Russia 80,000 10,000 **Total Coronary** 4,200,000 500,000 International

International represents 430,000 potential Peripheral OAS procedures

<u>Peripheral</u>						
#	Country	2020 PVI's¹	Potential OAS Procedures (~50% Calcium x PVI's)			
1	Germany	220,000	110,000			
2	Russia	100,000	50,000			
3	France	100,000	50,000			
4	China	80,000	40,000			
5	Japan	70,000	35,000			
6	Italy	60,000	30,000			
7	South Korea	50,000	25,000			
8	Brazil	50,000	25,000			
9	India	30,000	15,000			
10	South Africa	30,000	15,000			
Total Peripheral 860,000 430,000 430,000			430,000			

¹ Key Source: 2017/2018/2019 Medtech 360.

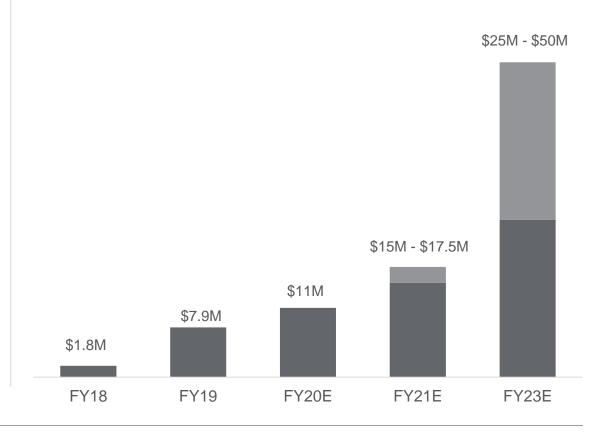
Steady Cadence of New Geographies

OUS Launches

	FY18	FY19	FY20E
Coronary	• Japan	 Hong Kong* Kingdom of Saudi Arabia Malaysia* Singapore* United Arab Emirates 	 EU Indonesia Kuwait Lebanon New Zealand Thailand Vietnam
Peripheral		 France Germany Hong Kong* Malaysia* Singapore* Spain Switzerland 	 EU (Austria, Belgium, Czech Republic, Denmark, Finland, Iceland, Ireland, Italy, Netherlands, Norway, Romania, Sweden, UK) Indonesia Kingdom of Saudi Arabia Lebanon New Zealand Thailand United Arab Emirates Vietnam
	1	9	Up to 10

FY19 - FY23 Revenue Growth

Targeting \$25M - \$50M in International Revenue in FY23



Bold - OAS launched

^{*} Coronary and Peripheral OAS launched Italic – Anticipated OAS regulatory approval

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

Launching an innovative portfolio of new products

Creating Competitive Advantage

Highest 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



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