

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 20549**

FORM 8-K

CURRENT REPORT

**PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934**

Date of Report (Date of earliest event reported): January 9, 2023

AtriCure, Inc.

(Exact name of registrant as specified in charter)

Delaware
(State or other jurisdiction of
incorporation)

000-51470
(Commission File Number)

34-1940305
(IRS Employer Identification No.)

7555 Innovation Way, Mason OH 45040
(Address of Principal Executive Offices, and Zip Code)

(513) 755-4100
(Registrant's Telephone Number, Including Area Code)

Not Applicable
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

| Title of each class | Trading Symbol(s) | Name of each exchange on which registered |
|--------------------------------|-------------------|---|
| Common Stock, \$.001 par value | ATRC | NASDAQ |

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 2.02. Results of Operations and Financial Condition.

On January 9, 2023, AtriCure, Inc. (“AtriCure” or the “Company”) issued a press release announcing its preliminary financial results for the fourth quarter and full year ended December 31, 2022. A copy of the press release is furnished as Exhibit 99.1 to this Form 8-K and is incorporated herein by reference.

Item 7.01. Regulation FD Disclosure.

During the week of January 9, 2023 the Company is holding meetings with investors discussing, among other topics, an overview of the Company’s business and growth strategy. A copy of the investor presentation, which is available at www.atricure.com, is furnished as Exhibit 99.2 to this Form 8-K and is incorporated herein by reference.

Information in the presentation and the press release contains forward-looking statements regarding future events and performance of the Company. All such forward-looking statements are based largely on the Company’s experience and perception of current conditions, trends, expected future developments and other factors, and on management’s expectations, and are subject to risks and uncertainties that could cause actual results to differ materially, including, but not limited to, those factors described in the presentation and in the Company’s filings with the Securities and Exchange Commission. The Company disclaims any intention or obligation to update or revise any financial or other projections or other forward-looking statements, whether because of new information, future events or otherwise.

The information in each of Item 2.02 and Item 7.01 of this Form 8-K and in the press release attached as Exhibit 99.1 and the presentation attached as Exhibit 99.2 is being furnished and shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of that Section. The information in each of Item 2.02 and Item 7.01 of this Form 8-K and each of Exhibit 99.1 and Exhibit 99.2 shall not be incorporated by reference in any filing (whether made before or after the date hereof) or any other document under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in any such filing or document.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits

| No. | Description |
|------------|--|
| 99.1 | Press Release dated January 9, 2023 |
| 99.2 | Investor Presentation |
| 104 | Cover Page Interactive Data File--the cover page XBRL tags are embedded within the Inline XBRL document. |

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

ATRICURE, INC.

Dated: January 9, 2023

By: /s/ Angela L. Wirick
Angela L. Wirick
Chief Financial Officer

For immediate release
January 9, 2023

**AtriCure Reports Preliminary Results for Fourth Quarter and Full Year 2022,
Provides Financial Outlook for 2023**

MASON, Ohio, January 9, 2023 – [AtriCure, Inc.](#) (Nasdaq: [ATRC](#)), a leading innovator in surgical treatments and therapies for atrial fibrillation (Afib), left atrial appendage (LAA) management and post-operative pain management, announced preliminary financial results for the fourth quarter and full year 2022 and provided 2023 financial guidance.

Preliminary, unaudited revenue for fourth quarter 2022 is expected to be approximately \$88.0 million, reflecting growth of approximately 20% over the fourth quarter of 2021 (21% on a constant currency basis). U.S. revenue is expected to be \$73.9 million, reflecting growth of 21% as demand across key product lines continues to increase. International revenue is expected to be approximately \$14.1 million, an increase of 18% as reported (25% on a constant currency basis).

Preliminary, unaudited revenue for full year 2022 is expected to be \$330.4 million, reflecting growth of approximately 20% over full year 2021 (22% on a constant currency basis). As previously communicated, adjusted EBITDA for the full year 2022 is estimated to be a loss of approximately \$4 million and adjusted loss per share for the full year 2022 is estimated at approximately \$1.10 to \$1.12. Adjusted EBITDA, adjusted loss per share and constant currency revenue growth are non-GAAP measures. AtriCure will provide a reconciliation of non-GAAP measures to the related GAAP measure in the release of audited 2022 results.

“Our fourth quarter results add to an outstanding year of global patient impact, as our broad portfolio of solutions for the treatment of Afib and post-operative pain management drove accelerated growth,” said Michael Carrel, President and Chief Executive Officer of AtriCure. “We have substantial growth opportunities ahead and remain committed to advancing standards of care for millions of patients in our addressable markets.”

2023 Financial Guidance

Management projects 2023 revenue of approximately \$380 million to \$387 million, reflecting growth of approximately 15% to 17% over full year 2022. Adjusted EBITDA is estimated to break even for the full year 2023, with improvements annually thereafter.

About AtriCure

AtriCure, Inc. provides innovative technologies for the treatment of Afib and related conditions. Afib affects more than 37 million people worldwide. Electrophysiologists and cardiothoracic surgeons around the globe use AtriCure technologies for the treatment of Afib and reduction of Afib related complications. AtriCure’s Isolator[®] Synergy[™] Ablation System is the first medical device to receive FDA approval for the treatment of persistent Afib. AtriCure’s AtriClip[®] Left Atrial Appendage Exclusion System products are the most widely sold LAA management devices worldwide. AtriCure’s Hybrid AF[™] Therapy is a minimally invasive procedure that provides a lasting solution for long-standing persistent Afib patients. AtriCure’s cryoICE cryoSPHERE[®] probe is cleared for temporary ablation of peripheral nerves to block pain, providing pain relief in cardiac and thoracic procedures. For more information, visit [AtriCure.com](#) or follow us on Twitter [@AtriCure](#).

Forward-Looking Statements

This press release contains “forward-looking statements” – that is, statements related to future events that by their nature address matters that are uncertain. This press release also includes forward-looking projected financial information that is based on current estimates and forecasts. Actual results could differ materially. For details on the uncertainties that may cause our actual results to be materially different than those expressed in our forward-looking statements, visit <http://www.atricure.com/forward-looking-statements> as well as our Annual Reports on Form 10-K and Quarterly Reports on Form 10-Q which contain risk factors. Except where otherwise noted, the information contained in this release is as of January 9, 2023. We assume no obligation to update any forward-looking statements contained in this release and the related attachment as a result of new information or future events or developments, except as may be required by law.

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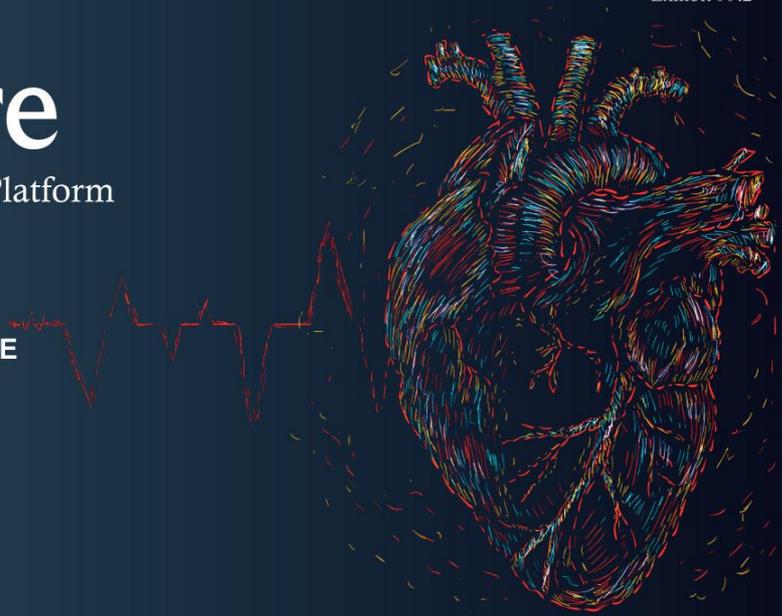
AtriCure

Creating a World Class Platform

J.P. MORGAN
HEALTHCARE CONFERENCE

JANUARY 2023

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Forward Looking Statements

This presentation and oral statements made in connection with this presentation contain "forward-looking statements," which are statements related to future events that by their nature address matters that are uncertain. Forward-looking statements address, among other things, AtriCure's expected market opportunity, future business, financial performance, financial condition, and results of operations, and often contain words such as "intends," "estimates," "anticipates," "hopes," "projects," "plans," "expects," "drives," "seek," "believes," "see," "should," "will," "would," "can," "opportunity," "target," "outlook," and similar expressions and the negative versions thereof. Such statements are based only upon current expectations of AtriCure. All forward-looking information is inherently uncertain and actual results may differ materially from assumptions, estimates, projections or expectations reflected or contained in the forward-looking statements as a result of various risk factors.

Reliance should not be placed on forward-looking statements because they involve known and unknown risks, uncertainties and other factors which may cause actual results, performance or achievements to differ materially from those expressed or implied. These risks, uncertainties and other factors include, but are not limited to, those identified at <http://www.atricure.com/forward-looking-statements> and/or described in AtriCure's Annual Reports on Form 10-K and Quarterly Reports on Form 10-Q, particularly the "Risk Factors" sections thereof, as filed with the U.S. Securities and Exchange Commission and available at <http://www.sec.gov>.

With respect to all forward-looking statements, AtriCure claims the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Forward-looking statements speak only as of the date they are made. AtriCure undertakes no obligation, and does not expect, to publicly update or revise any forward-looking statements to reflect new information or future events or otherwise unless required by law.



Non-GAAP Financial Measures

To supplement AtriCure's condensed consolidated financial statements prepared in accordance with accounting principles generally accepted in the United States of America, or GAAP, AtriCure provides certain non-GAAP financial measures as supplemental financial metrics in this presentation.

Adjusted EBITDA is calculated as net income (loss) before other income/expense (including interest), income tax expense, depreciation and amortization expense, share-based compensation expense, acquisition costs, legal settlement costs, impairment of intangible asset and change in fair value of contingent consideration liabilities. Management believes in order to properly understand short-term and long-term financial trends, investors may wish to consider the impact of these excluded items in addition to GAAP measures. The excluded items vary in frequency and/or impact on our continuing results of operations and management believes that the excluded items are typically not reflective of our ongoing core business operations and financial condition. Further, management uses adjusted EBITDA for both strategic and annual operating planning.

The non-GAAP financial measures used by AtriCure may not be the same or calculated in the same manner as those used and calculated by other companies. Non-GAAP financial measures have limitations as analytical tools and should not be considered in isolation or as a substitute for AtriCure's financial results prepared and reported in accordance with GAAP. We urge investors to review the reconciliation of these non-GAAP financial measures to the comparable GAAP financials measures, and not to rely on any single financial measure to evaluate our business.

Atrial Fibrillation (Afib) is an irregular heartbeat (or arrhythmia) that affects more than 37 million people worldwide.¹



8 Million

People estimated to have Afib in the US²



3.5 Million

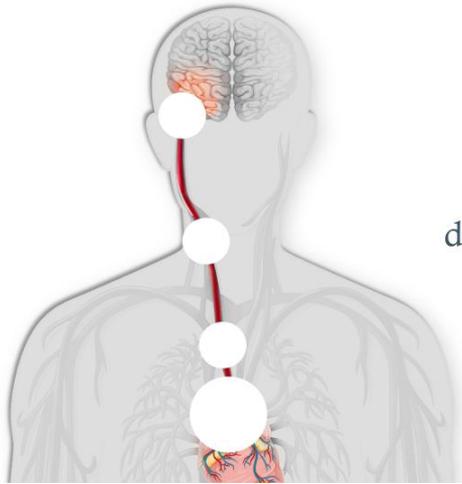
People estimated to have long-standing persistent Afib in the US³



1 in 4 Adults

Over 40 will develop Afib in their lifetime⁴

Afib: A Serious Problem



Afib is tied to higher risk of stroke, heart failure, dementia, and other health problems

5x
Higher Risk of Stroke⁵

46%
Greater Risk of Mortality⁶

>5x
Higher Risk of Heart Failure⁷

AtriCure: Foundation for Success



Innovative and Expanding Product Portfolio



Ablation

ISOLATOR[®]
SYNERGY™ CLAMP

cryoICE[®]
CRYOABLATION PROBE

EPI-SENSE[®]
DEVICE

cryoSPHERE[®]
CRYOABLATION PROBE

ISOLATOR SYNERGY
ENCOMPASS[®] CLAMP

Continuous innovation to less invasive, simpler to use, more efficient products

LAA Management

ATRICLIP[®] FLEX
DEVICE

ATRICLIP PRO[®]
DEVICE

ATRICLIP PRO-V[®]
DEVICE

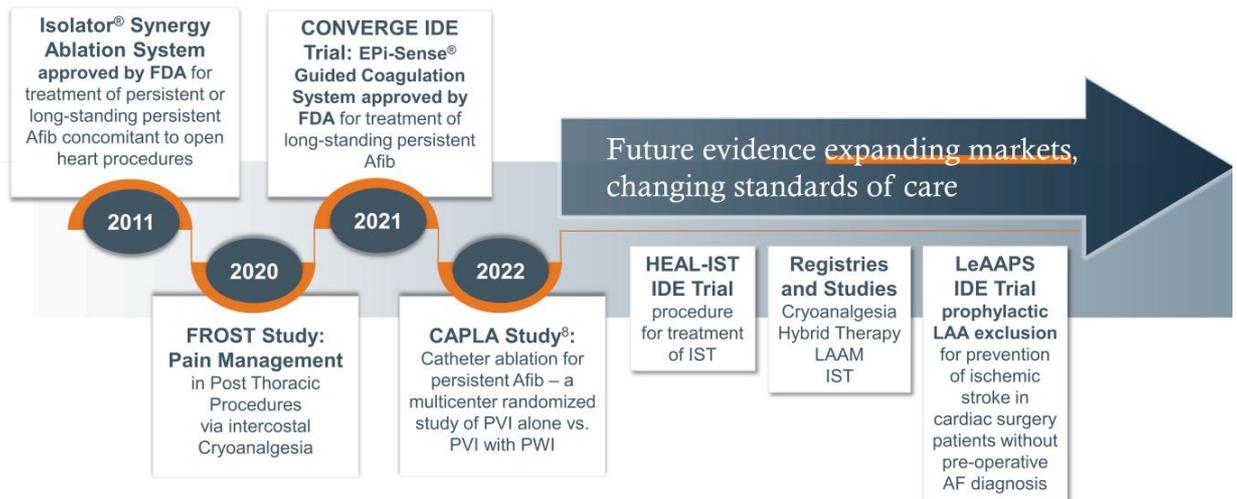
ATRICLIP FLEX-V[®]
DEVICE



AtriCure

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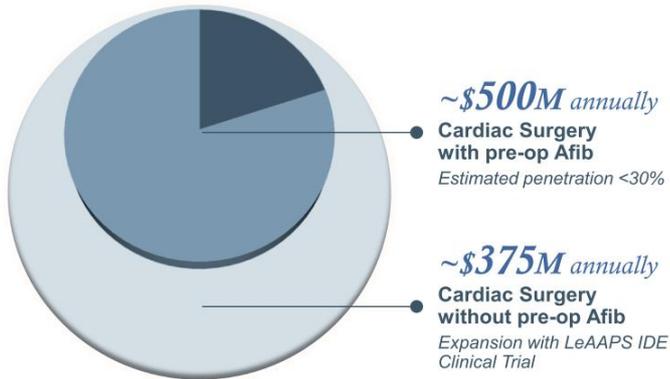
Differentiated and Growing Clinical Evidence



Cardiac Surgery Opportunity (US)

~\$900M

Concomitant Open Procedures (Open Ablation/LAAM)



AtriCure Difference

Innovation

- Isolator Synergy **EnCompass® Clamp**
- **AtriClip®** platform and **expansion of labeling** (electrical isolation of LAA)

Science

- Isolator® Synergy Ablation System **first medical device with FDA approval** for treatment of persistent Afib

Education

- **Advanced Ablation Courses endorsed** by the Society of Thoracic Surgeons

Guidelines⁹

- Surgical Ablation is **recommended**
- LAA management is **reasonable**

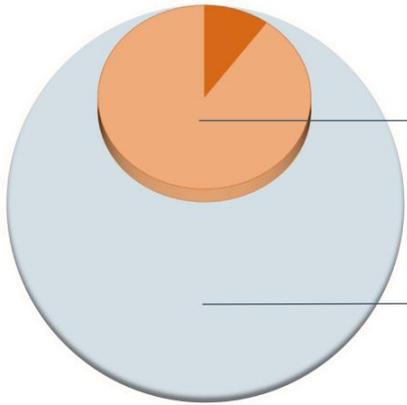
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Market opportunity and penetration estimates based on internal estimates and research, as well as from publicly available information.
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Hybrid Opportunity (US)

\$2B+ and Growing

Standalone Hybrid Procedures (MIS Ablation/LAAM)



~\$500M annually

Long-Standing Persistent Afib catheter ablations

Hybrid Therapy complementary to existing catheter ablations; Estimated penetration <15%

>\$2B and growing

Long-standing Persistent Afib patients (untreated)

Market size estimated at 5% penetration

AtriCure Difference

Innovation

- **Multiple approaches** to treatment: Hybrid AF Therapy + AtriClip®, DEEP
- **Epi-Sense ST** approval

Science

- **Epi-Sense® System approved by FDA** for treatment of long-standing persistent Afib

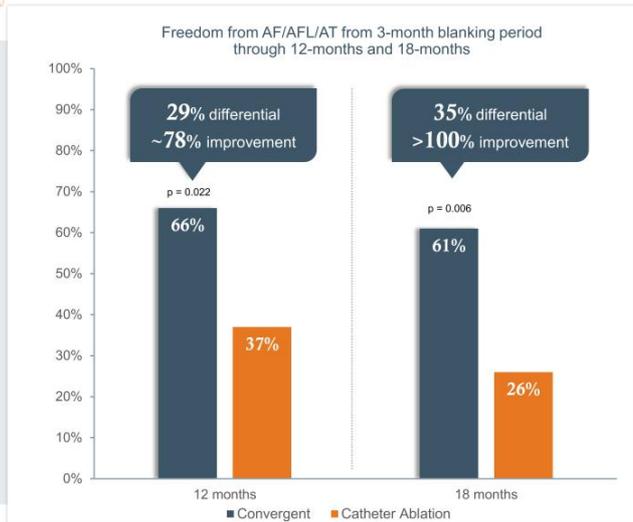
Education

- **Hybrid Training Course** co-sponsored by the Heath Rhythm Society

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CONVERGE: Long-standing Persistent Afib Patient Analysis

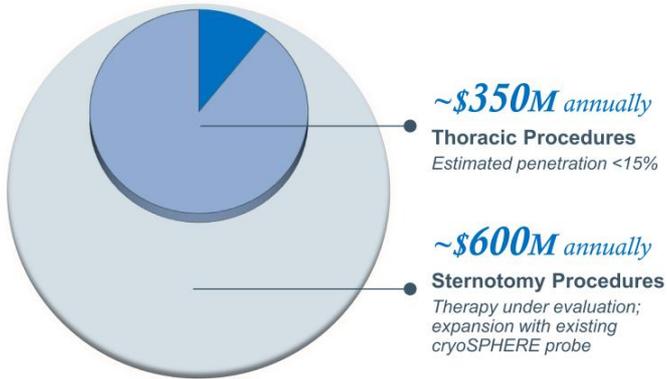


- **Superior outcomes with hybrid Convergent procedure** when compared to endocardial catheter ablation alone in patients with drug refractory long-standing persistent Afib, with majority of patients experiencing:
 - + **Over 100% improvement** at 18 months
 - + **Over 90% burden reduction** at 12 months
 - + **Freedom from Afib** through 12 months
- **Improved EP lab efficiency** demonstrated by reduction in endocardial ablation time as a result of adding epicardial ablation
- **Emphasizes value of team approach for advanced AF treatment**, targeting trigger areas (epi-cardial and endo-cardial) where AF begins

Pain Management Opportunity (US)

~\$1B

Pain Management Procedures (Ablation)



AtriCure Difference

Innovation

- cryoSPHERE® cryoablation probe
- Expanded labeling for Cryo Nerve Block Therapy in adolescents (patients as young as 12 years of age)

Science

- FROST Study
- Can be an important tool in combatting the opioid epidemic – 1 in 7 thoracic surgery patients become reliant upon opioids after their procedure¹⁰

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Market opportunity and penetration estimates based on internal estimates and research, as well as from publicly available information.
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Significant Global Market Opportunity

\$5B+ Global Opportunity

LOW PENETRATION IN EXISTING MARKETS
EXPANSION OPPORTUNITIES IN FOCUS



Financial Results and 2023 Outlook

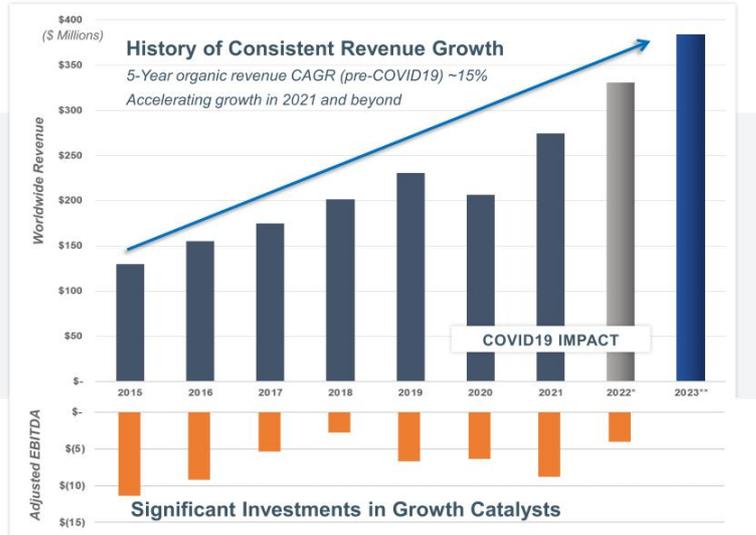
2023 Guidance

- **Worldwide revenue of \$380-387 million** (~15-17% annual growth)
- **Maintaining Gross Margin**
- **Improving Adjusted EBITDA** to breakeven for 2023

* 2022 Revenue is preliminary and unaudited. 2022 Adjusted EBITDA based on 2022 guidance for a loss of approximately \$4 million.

** 2023 Revenue based on midpoint of Revenue guidance range. 2023 Adjusted EBITDA based on guidance to breakeven for 2023.

AtriCure



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Commitment to Sustainability

Inaugural sustainability report published  ESG

 **Top Workplace Honors**
Cincinnati, Minneapolis, Amsterdam

Diversity & Inclusion award recognizing ATRC Board 

35th Anniversary of Cox-Maze Procedure


>1,000 Employees

Global headcount passes the millennium mark – with improvement to diversity metrics!

 **>800 attendees**
At First Women's Cardiac Health Awareness Initiative



All Top 10 Heart Hospitals Use AtriCure Products
US NEWS & WORLD REPORT BEST HOSPITALS: CARDIOLOGY AND HEART SURGERY 2022-23



We are
passionately
focused on
healing the lives
of those affected
by Afib and pain
after surgery



Large Markets

Addressing an underserved and growing patient population

Strong Portfolio

Existing products and solutions driving consistent growth

Bright Future

Novel therapies supported by growing body of clinical evidence



Thank You!

AtriCure

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References and Abbreviations

| Note | Reference |
|------|--|
| 1 | European Heart Journal – Quality of Care and Clinical Outcomes (2021) 7, 574-582 doi: 10.1093/ehjqcco/qcaa061 |
| 2 | The American Journal of Cardiology (2013), 112: 1142-1147 |
| 3 | Medical management estimate: Collia, et al. Estimates of Current and Future Incidence and Prevalence of Atrial Fibrillation in the U.S. Adult Population. Am Journal of Cardiology 2013, 112: 1142-1147 Persistent patient estimate: Berisso et al Epidemiology of atrial fibrillation: European perspective Clin Epidemiol. 2014; 6: 213–220 |
| 4 | Lifetime risk for development of atrial fibrillation. Circulation, 110 (2004): 1042-1046. doi: 10.1161/01.CIR.000140263.20897.42 |
| 5 | J Geriatr Cardiol. 2016 Oct; 13(10): 880–882. doi: 10.11909/j.issn.1671-5411.2016.10.004 |
| 6 | Oduyayo, A. et al. (2016). Atrial fibrillation and risks of cardiovascular disease, renal disease, and deaths systematic review and meta analysis. BMJ 2016; 354:i4482 |
| 7 | Santhanakrishnan R et al., "AF Begets Heart Failure and Vice Versa," Circulation, 133 (2016):484-492 |
| 8 | American Heart Journal. 2022 Jan;243:210-220. doi: 10.1016/j.ahj.2021.09.015. |
| 9 | The Society of Thoracic Surgeons 2017 Clinical Practice Guidelines for the Surgical Treatment of Atrial Fibrillation |
| 10 | The Society of Thoracic Surgeons, Current News Release (1/30/2018): 1 in 7 Lung Surgery Patients at Risk for Opioid Dependence |

| Key Abbreviations | |
|-------------------|----------------------------------|
| Afib or AF | Atrial Fibrillation |
| AFL | Atrial Flutter |
| AT | Atrial Tachycardia |
| EP | Electrophysiologist |
| FDA | Food & Drug Administration |
| IDE | Investigational Device Exemption |
| IST | Inappropriate Sinus Tachycardia |
| LAA | Left Atrial Appendage |
| LAAM | LAA Management |
| PVI | Pulmonary Vein Isolation |
| PWI | Posterior Wall Isolation |

