

INNOVATING TREATMENTS THROUGH ADVANCED PLACENTAL SCIENCE

March 9-10, 2021

2021 H.C. Wainwright & Co. Global Life Sciences Conference

IMPORTANT CAUTIONARY STATEMENT

This presentation contains forward-looking statements. Actual results may differ materially. Investors are cautioned against placing undue reliance on these statements. All statements relating to events or results that may occur in the future are forward-looking statements, including, without limitation, statements regarding the following:

- Our expectations regarding market size and opportunities, expected growth in certain markets, and demographic and market trends; there can be no assurance that the demand for our products will grow.
- The regulatory pathway for our products, including our existing and planned investigative new drug and
 investigative device exemption applications and pre-market approval requirements, the timing, design and success
 of our clinical trials and pursuit of biologic license applications ("BLAs") and other regulatory approvals for certain
 products; the process of obtaining regulatory clearances or approvals to market a biological product or medical
 device from the FDA or similar regulatory authorities outside of the U.S. is costly and time consuming, and such
 clearances or approvals may not be granted on a timely basis, or at all.
- Our expectations regarding our ability to continue marketing our micronized products and certain other products during and following the end of the period of enforcement discretion announced by the United States Food and Drug Administration ("FDA"); to the extent our products do not qualify for regulation as human cells, tissues and cellular and tissue-based products solely under Section 361 of the Public Health Service Act ("Section 361"), this could result in removal of the applicable products from the market, would make the introduction of new tissue products more expensive and would significantly delay the expansion of our tissue product offerings and subject us to additional post-market regulatory requirements.
- Our expectations regarding future revenue growth, including product innovations, expansion into additional
 domestic and international markets, our product pipeline and the potential to increase our product offerings, and
 future research and development expenses; future revenue growth will require continued or additional market,
 regulatory, and payor acceptance of our products, and such acceptance or approvals may not be obtained on a
 timely basis, or at all.
- Our expectations regarding growth and investments in our business, including planned increases in the number of sales representatives and levels of R&D spending; such statements reflect current plans based on current conditions and actual results may vary.
- Our expectations regarding future CGMP compliance; the application of CGMP regulations to the manufacture of biologics is complicated and there can be no assurance that we will achieve CGMP compliance on a timely basis, or at all.
- Our expectations regarding future third party publication of data regarding our products; the publication of clinical research is time consuming and involves parties not under our control, so there can be no assurance that additional publications will be published on a timely basis, or at all.
- ongoing and future effects arising from the COVID-19 pandemic and the Company's plans to adhere to
 governmental recommendations with respect thereto; the COVID-19 pandemic and governmental and societal
 responses thereto have adversely affected our business, results of operations and financial condition, and the
 continuation of the pandemic or the outbreak of other health epidemics could harm our business, results of
 operations, and financial condition.



LEADING PRODUCT PORTFOLIO POSITIONED FOR GROWTH

\$248.2M

2020 Net Sales¹

84.2%

Gross Margin²

\$1.1B

Market Cap³

2,000,000+

Allografts Distributed⁴

725+

Employees⁵

265+

Field Sales Personnel⁵



30M (U.S.) with diabetes⁶

2.9M chronic wounds⁷ \$6.2-\$18.7B Medicare cost of DFU/yr8

\$60K/yr

Cost of amputation care⁹

EpiFix® SMR²T

Reimbursement coverage, U.S.:

300M+ lives

17.5M+ U.S. KOA patients¹⁰ 2M+ **U.S. patients treated** for PF annually11

1,000+ patients studied under IND clinical programs¹²

10,000+ ft²

of ISO Class 7 clean room space





FROM FOUNDATION TO TRANSFORMATION

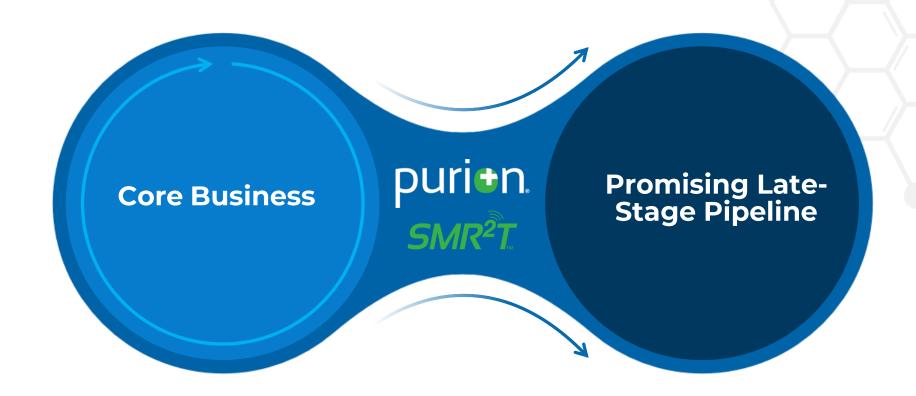
Investing in core business for growth

Positioning for pipeline acceleration

Focusing capital on strategic initiatives



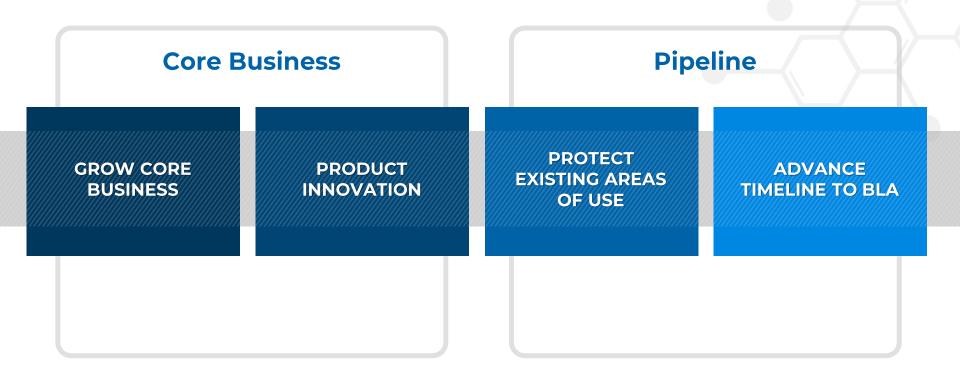
INDUSTRY LEADER IN UTILIZING BIRTH TISSUE AS A PLATFORM FOR REGENERATIVE MEDICINE



Distinct drivers of significant shareholder value with current and future growth potential



THREE-FOLD INCREASE IN R&D TO SUPPORT CORE MARKET AND PIPELINE GROWTH OBJECTIVES





INVESTMENTS IN R&D POSITION MIMEDX TO ACCELERATE PROGRAM TIMELINES

Potential to address unmet patient needs as a platform technology across multiple markets

MUSCULOSKELETAL/SPORTS MEDICINE

Plantar Fasciitis (PF)			PHASE 3	1H 2022 Est. BLA filing
Achilles Tendonitis (AT)			PHASE 3	2H 2021 Est. BLA filing*
Knee Osteoarthritis (OA)		PHASE 2		2H 2024 / 1H2025 Est. BLA filing

ADVANCED WOUND CARE

Chronic Wounds	PRE-CLINICAL	1H 2021 Est. IND/IDE filing
Surgical Incisions	PRE-CLINICAL	1H 2021 Est. IND/IDE filing
Soft Tissue Defects	PRE-CLINICAL	1H 2021 Est. IND/IDE filing



^{*} Dependent on data readout

FINANCIAL STRENGTH ENABLES INVESTMENT IN SUSTAINABLE AND PROFITABLE GROWTH

Adjusted Net Sales¹

\$240.5M

Adjusted Gross Margin¹

84.1%

Gross margin slightly lower for micronized and particulate

Net Loss (TTM)

\$49.3M

Includes:

- \$6.7M benefit from Revenue Transition
- \$59.5M charge for Investigation, Restatement and Related Expenses

Adjusted EBITDA as % of Adjusted Net Sales²



4Q 2019 1Q 2020 2Q 2020 3Q 2020 4Q 2020

Adj. Free Cash Flow³

\$26.7M

Cash at 12/31/2020

\$95.8M

R&D Expense⁴

\$11.7M

Anticipate three-fold increase in 2021 with ~75% focused on late-stage pipeline

Field Sales Personnel

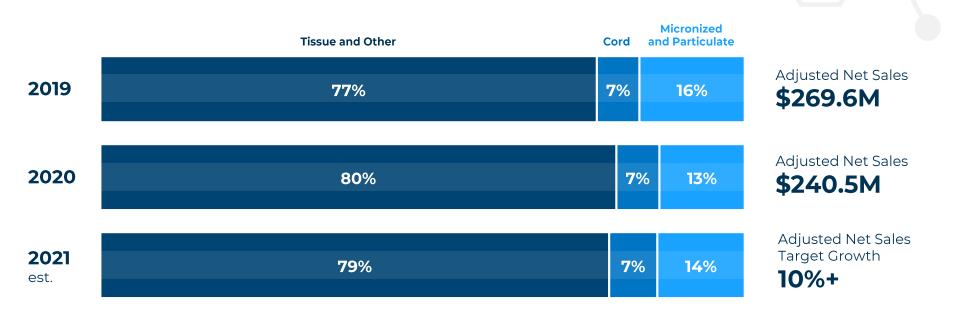
265+

Planned 10% increase in 2021



UNDERLYING BUSINESS DEMONSTRATES GROWTH IN CORE PRODUCT LINES

- Investments in business targeted to support 10%+ growth
- Launch of EpiCord® Expandable in September 2020
- Decline in micronized/particulate contribution



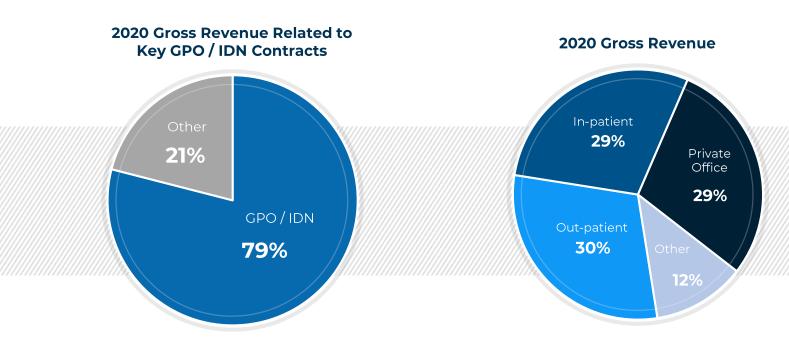


WELL BALANCED ACROSS CARE SETTINGS

- Largest U.S. commercial payor provides coverage for EpiFix® in the treatment of diabetic foot ulcers; effective December 1, 2020
- Significant amount of revenue earned through staggered, multiyear contracts with GPOs, provide broad access to drive utilization
- Diversified care setting mix provides a stable platform for growth

Reimbursement coverage, U.S.

300M+
lives

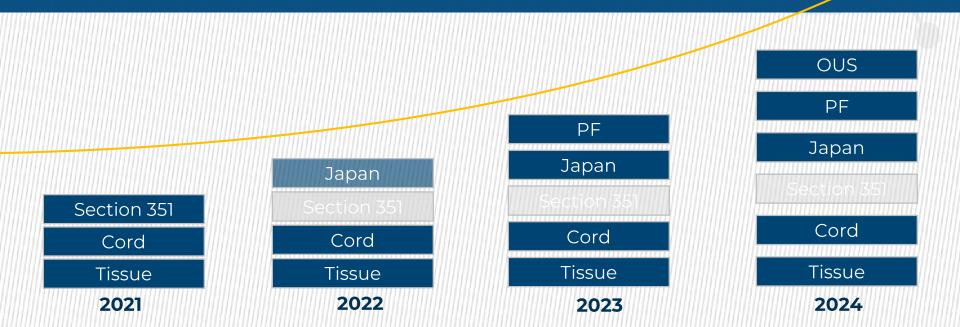




ADDITIONAL DRIVERS OF TOP LINE GROWTH ARE INTERNATIONAL EXPANSION AND PIPELINE

2021 investments expected to contribute near-term incremental growth commencing in 2022

- Strategic initiatives target greater than 10% annual growth in core Advanced Wound Care business
- International expansion anticipated in 2022 with Japan with additional OUS potential in future years
- Contribution of late-stage pipeline anticipated in 2023*



Anticipate filing BLA for Knee Osteoarthritis in 2H24 / 1H25



2021 GROWTH DRIVERS

☐ Top-line growth >10% (excludes potential impact of enforcement discretion) Sales force growth >10% Commercial Japan approval ☐ Pursue organic and inorganic growth opportunities □ CGMP compliance **Operations** ☐ Interim data readouts (PF/KOA/AT) Peer-reviewed clinical, scientific and economic publications R&D □ Accelerate late-stage pipeline ☐ File additional INDs



FROM FOUNDATION TO TRANSFORMATION

Investing in core business for growth

Positioning for pipeline acceleration

Focusing capital on strategic initiatives



APPENDIX



EXPERIENCED LEADERSHIP TEAM



TIMOTHY R. WRIGHT Chief Executive Officer



COVIDIEN



PETE CARLSON Chief Financial Officer







BUTCH HULSE General Counsel & Secretary







ROHIT KASHYAP, PhD Chief Commercial Officer





ROBERT STEIN, MD, PhD EVP, Research & Development







MARK GRAVES Chief Compliance Officer









JACK HOWARTH SVP. Investor Relations







STAN MICEK SVP, Business Development







MARK ROGERS VP, Global Quality Assurance & Regulatory rti surgical BIOMIMETIC





SCOTT TURNER SVP, Operations & Procurement











EXPERIENCED BOARD OF DIRECTORS

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MARTIN P. SUTTER

TIMOTHY R. WRIGHT







QUINTILES





























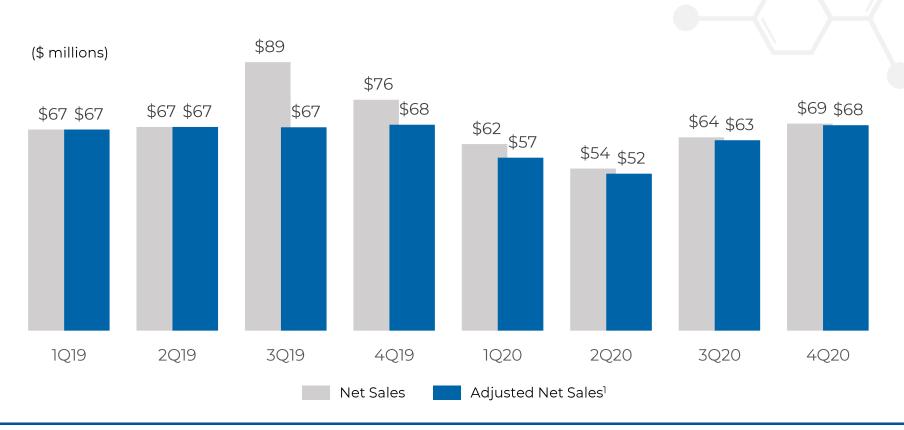






ADJUSTED NET SALES TRENDS REFLECT STABILIZATION POST COVID-19 DOWNTURN

Revenue presentation includes impact of 2019 transition in revenue recognition





SUMMARY BALANCE SHEETS

(\$ millions)	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20
Assets								
Cash and Cash Equivalents	28.4	96.9	94.1	69.1	53.5	48.2	109.6	95.8
Accounts Receivable, net	0.0	0.0	21.4	32.3	31.9	30.1	33.0	35.4
Inventory, net	16.4	15.0	12.0	9.1	9.2	10.6	11.0	10.4
Other Current Assets	12.4	10.6	6.5	12.7	21.2	18.7	17.9	19.0
Total Current Assets	57.2	122.5	134.0	123.2	115.9	107.6	171.5	160.6
Property and Equipment	16.4	14.7	13.2	12.3	11.8	10.8	10.3	11.4
Other Assets	33.9	33.1	32.1	31.6	31.2	32.5	31.5	30.0
Total Assets	107.4	170.3	179.3	167.2	158.9	150.9	213.3	202.0
Liabilities and Stockholders' Equity (Deficit)								
Current Liabilities	64.3	78.1	73.4	67.3	63.7	63.7	57.3	59.2
Long Term Debt, net	0.0	63.1	62.2	61.9	61.6	61.5	47.6	47.7
Other Liabilities	4.7	4.5	4.2	3.5	3.2	2.9	4.4	3.7
Total Liabilities	69.1	145.6	139.7	132.8	128.6	128.1	109.3	110.6
Convertible Preferred Stock	0.0	0.0	0.0	0.0	0.0	0.0	91.1	91.6
Stockholders' Equity	38.4	24.7	39.6	34.4	30.3	22.9	12.9	(0.2)
Total Liabilities and Stockholders' Equity (Deficit)	107.4	170.3	179.3	167.2	158.9	150.9	213.3	202.0



SUMMARY INCOME STATEMENTS

(\$ millions)	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20
Net Sales	66.6	67.4	88.9	76.4	61.7	53.6	64.3	68.5
Cost of Sales	7.4	9.7	13.2	12.7	10.0	8.2	10.3	10.8
Gross Profit	59.1	57.7	75.7	63.7	51.7	45.4	54.0	57.7
Research & Development	2.9	2.8	2.7	2.7	2.7	2.3	3.4	3.4
Selling, General, and Administrative	50.9	50.6	51.3	45.4	46.9	37.3	48.0	48.7
Investigation, Restatement, and Related	18.1	21.0	7.2	20.1	15.6	11.4	12.0	20.4
Amortization of Intangible Assets	0.2	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Impairment of Intangible Assets	0.4	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Operating (Loss) Income	(13.4)	(17.1)	14.2	(4.9)	(13.7)	(5.9)	(9.7)	(16.1)
Loss on extinguishment of debt	0.0	0.0	0.0	0.0	0.0	0.0	(8.2)	0.0
Interest Expense, net	0.2	(0.3)	(2.3)	(2.4)	(2.4)	(2.6)	(1.5)	(1.5)
Other Income, net	0.0	0.2	0.1	0.0	0.0	0.0	0.0	(0.0)
Pretax (Loss) Income	(13.2)	(17.2)	12.1	(7.3)	(16.1)	(8.4)	(19.4)	(17.6)
Income Tax Provision Benefit (Expense)	0.0	0.0	0.3	(0.2)	11.3	0.0	0.0	1.0
Net (Loss) Income	(13.3)	(17.2)	12.4	(7.5)	(4.8)	(8.5)	(19.4)	(16.6)



SUMMARY CASH FLOW STATEMENTS

(\$ millions)	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20
Net (Loss) Income	(13.3)	(17.2)	12.4	(7.5)	(4.8)	(8.5)	(19.4)	(16.6)
Effect of Change in Revenue Recognition	0.0	0.0	(17.4)	0.0	0.0	0.0	0.0	0.0
Share-Based Compensation	3.0	3.5	2.7	2.9	3.3	4.4	3.7	3.9
Depreciation	1.7	1.6	1.6	1.6	1.5	1.4	1.5	1.3
Other Non-Cash Effects	1.8	0.9	1.1	1.2	1.2	1.3	9.5	1.7
Changes in Assets	0.0	3.6	1.3	(14.2)	(8.2)	2.9	(1.8)	(6.2)
Changes in Liabilities	(8.4)	9.7	(4.9)	(7.0)	(5.3)	(4.7)	1.9	5.5
Net Cash Flows (Used in) Provided By Operating Activities	(15.3)	2.1	(3.2)	(23.1)	(12.3)	(3.1)	(4.6)	(10.4)
Purchases of Property and Equipment	(0.6)	(0.3)	(0.2)	(0.7)	(1.0)	(0.4)	(0.7)	(2.2)
Principal Payments from Note Receivable	0.4	0.0	2.3	0.0	0.0	0.0	0.0	0.0
Patent Application Costs	(0.2)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	0.0	(0.1)
Net Cash Flows (Used in) Provided By Investing Activities	(0.4)	(0.3)	2.1	(0.8)	(1.1)	(0.5)	(0.7)	(2.3)
Preferred Stock Net Proceeds	0.0	0.0	0.0	0.0	0.0	0.0	93.4	(0.8)
Proceeds from Term Loan	0.0	72.8	0.0	0.0	0.0	10.0	49.5	0.0
Repayment of Term Loan	0.0	0.0	(0.9)	(0.9)	(0.9)	(10.9)	(72.0)	0.0
Prepayment Premium on Term Loan	0.0	0.0	0.0	0.0	0.0	0.0	(1.4)	0.0
Deferred Financing Cost	0.0	(6.0)	(0.6)	0.0	0.0	0.0	(2.8)	(0.3)
Stock Repurchased for Tax Withholdings on Vesting of Restricted Stock	(1.0)	(O.1)	(0.2)	(0.2)	(1.5)	(0.8)	(0.1)	0.0
Proceeds from Exercise of Stock Options	0.0	0.1	0.0	0.0	0.3	0.0	0.1	0.0
Net Cash Flows (Used in) Provided By Financing Activities	(1.0)	66.7	(1.7)	(1.1)	(2.2)	(1.8)	66.7	(1.1)
Beginning Cash Balance	45.1	28.4	96.9	94.1	69.1	53.5	48.2	109.6
Change in Cash	(16.7)	68.5	(2.8)	(25.1)	(15.5)	(5.3)	61.4	(13.8)
Ending Cash Balance	28.4	96.9	94.1	69.1	53.5	48.2	109.6	95.8



NON-GAAP METRICS RECONCILIATION

(\$ millions)	1Q19	2Q19	3Q19	4Q19	1Q20	;	2Q20	3Q20	4	Q20
Net Sales – Reported	\$ 66.6	\$ 67.4	\$ 88.9	\$ 76.4	\$ 61.7	\$	53.6	\$ 64.3	\$	68.5
Less: Revenue Transition Impact ¹	_	_	21.5	8.2	4.5		1.7	1.0		0.5
Adjusted Net Sales	\$ 66.6	\$ 67.4	\$ 67.3	\$ 68.2	\$ 57.2	\$	51.9	\$ 63.3	\$	68.0
Gross Profit	\$ 59.1	\$ 57.7	\$ 75.7	\$ 63.7	\$ 51.7	\$	45.4	\$ 54.0	\$	57.7
Less: Revenue Transition Impact ¹	_	_	18.6	7.1	3.9		1.5	0.9		0.4
Adjusted Gross Profit	\$ 59.1	\$ 57.7	\$ 57.1	\$ 56.6	\$ 47.8	\$	44.0	\$ 53.1	\$	57.3
Adjusted Gross Margin	88.7%	85.6%	84.8%	83.0%	83.6%		84.8%	83.9%	8	84.2%
Adjusted EBITDA	\$ 10.9	\$ 9.5	\$ 7.6	\$ 14.1	\$ 3.1	\$	10.2	\$ 6.9	\$	10.3
Less: Capital Expenditures	(0.6)	(0.3)	(0.2)	(0.7)	(1.0)		(0.4)	(0.7)		(2.2)
Less: Patent Application Costs	(0.2)	(0.1)	(0.1)	(0.1)	(0.1)		(0.1)	0.0		(0.1)
Adjusted Free Cash Flow	\$ 10.1	\$ 9.1	\$ 7.3	\$ 13.3	\$ 2.0	\$	9.7	\$ 6.2	\$	8.0



ADJUSTED EBITDA RECONCILIATION

(\$ millions)	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20
Net Loss	(13.3)	(17.2)	12.4	(7.5)	(4.8)	(8.5)	(19.4)	(16.6)
Depreciation & Amortization	1.9	2.0	1.9	1.8	1.8	1.7	1.8	1.6
Interest Expense	(O.1)	0.2	2.2	2.4	2.4	2.6	1.5	1.5
Loss on Extinguishment of Debt	0.0	0.0	0.0	0.0	0.0	0.0	8.2	0.0
Income Tax	0.0	0.0	(0.3)	0.3	(11.3)	0.0	0.0	(1.0)
EBITDA	(11.5)	(15.0)	16.2	(3.0)	(12.0)	(4.2)	(7.9)	(14.5)
Investigation, Restatement & Related	18.1	21.0	7.2	20.1	15.6	11.4	12.0	20.4
Revenue Transition	0.0	0.0	(18.6)	(5.9)	(3.9)	(1.5)	(0.9)	(0.4)
Impairment of intangible assets	1.3	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Share-Based Compensation	3.0	3.5	2.8	2.9	3.3	4.4	3.7	3.9
Adjusted EBITDA ¹	10.9	9.5	7.6	14.1	3.1	10.2	6.9	10.4

Investigation, Restatement & Related:

- Audit Committee Investigation completed in 2Q19
- Restatement activities completed in 2Q20
- Going forward, remainder is legal costs for Company matters, resolution costs for Company matters, and indemnification costs under agreements with former officers and directors

Revenue transition excludes gross profit impact of shipments prior to 10/1/19 (see slide 21)

