



MIMEDX

Investor Presentation

February 2024

helping humans heal.

Disclaimer & Cautionary Statements

This presentation includes forward-looking statements. Forward-looking statements are subject to risks and uncertainties, and the Company cautions investors against placing undue reliance on such statements. Actual results may differ materially from those set forth in the forward-looking statements. Such forward-looking statements include statements regarding:

- Future sales or sales growth;
- Estimates of potential market size and demand for the Company's current and future products;
- Plans for expansion outside of the U.S.;
- The effectiveness of amniotic tissue as a therapy for any particular indication or condition;
- Expected spending on research and development;
- The Company's long-term strategy and goals for value creation, the status of its pipeline products, expectations for future products, and expectations for future growth and profitability

Disclaimer & Cautionary Statements

Additional forward-looking statements may be identified by words such as "believe," "expect," "may," "plan," "potential," "will," "preliminary," and similar expressions, and are based on management's current beliefs and expectations. Forward-looking statements are subject to risks and uncertainties, and the Company cautions investors against placing undue reliance on such statements. Actual results may differ materially from those set forth in the forward-looking statements. Factors that could cause actual results to differ from expectations include:

- Future sales are uncertain and are affected by competition, access to customers, patient access to hospitals and healthcare providers, the reimbursement environment and many other factors;
- The future market for the Company's products can depend on regulatory approval of such products, which might not occur at all or when expected, and is based in part on assumptions regarding the number of patients who elect less acute and more acute treatment than the Company's products, market acceptance of the Company's products, and adequate reimbursement for such therapies;
- 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, and the ability to obtain the rights to market additional, suitable products depends on negotiations with third parties which may not be forthcoming; and
- The Company describes additional risks and uncertainties in the Risk Factors section of its most recent annual report and quarterly reports filed with the Securities and Exchange Commission. Any forward-looking statements speak only as of the date of this presentation and the Company assumes no obligation to update any forward-looking statement.

MIMEDX: Focused on Global Leadership in Healing Solutions

Our Why Statement



Helping
Humans
Heal

Our Vision



To be the **leading** global provider of healing solutions through relentless **innovation** to restore **quality of life**.

Unparalleled Expertise

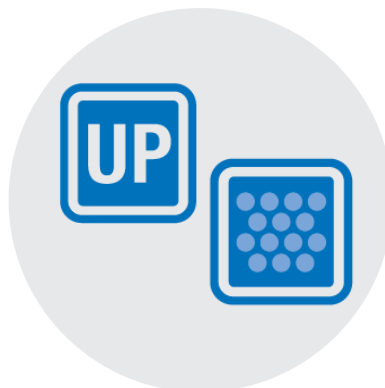


>15 Years Dedicated to Innovation in Wound Care



#1 Amniotic Skin Substitute*

Relentless Innovation



New Product Launches Creating New Opportunities for Growth



Unmatched Clinical & Scientific Evidence

Increasing Patient Access



Over 300 Million Payer Covered Lives



Targeted International Expansion

> The Unmet Need for Healing Solutions Is Large and Growing



7 million people are estimated to suffer from chronic, non-healing wounds in the U.S.¹



Favorable Demographic Trends

- **Aging population**
- **Obesity**
- **Smoking history**
- **Heart & vascular disease**
- **Diabetes**
- **Millions of surgical procedures annually**



Ineffective Wound Management Leads to Poor Outcomes

It is estimated that up to **85% of amputations are avoidable** with a holistic multispecialty team approach that incorporates **innovative treatments** and adherence to treatment parameters.²



Advances in Management Driving Improved Outcomes for Patients

When applied following parameters for use, patients treated with **EPIFIX** experienced reductions in **major amputations** and **hospital utilization**.²

> Patient Journeys in Wound & Surgical

Meeting patients in settings where they receive care to drive continued adoption of MIMEDX's products

Wound

Types

Sites-of-Service

Complex/Dehiscenced Wounds

Chronic Wounds

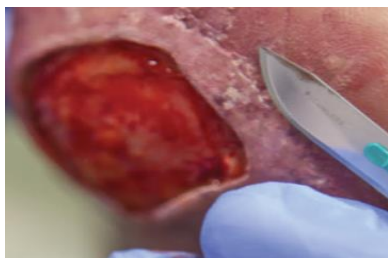
Acute Wounds

Severity

Hospital Inpatient

Wound Care Centers

Private Office



Broad Portfolio + Sizable Opportunities in Wound & Surgical Markets

Best-in-Class Wound Product Portfolio

EPIFIX®

EPICORD®

EPIEFFECT®



Expanding Offering for Surgical Market

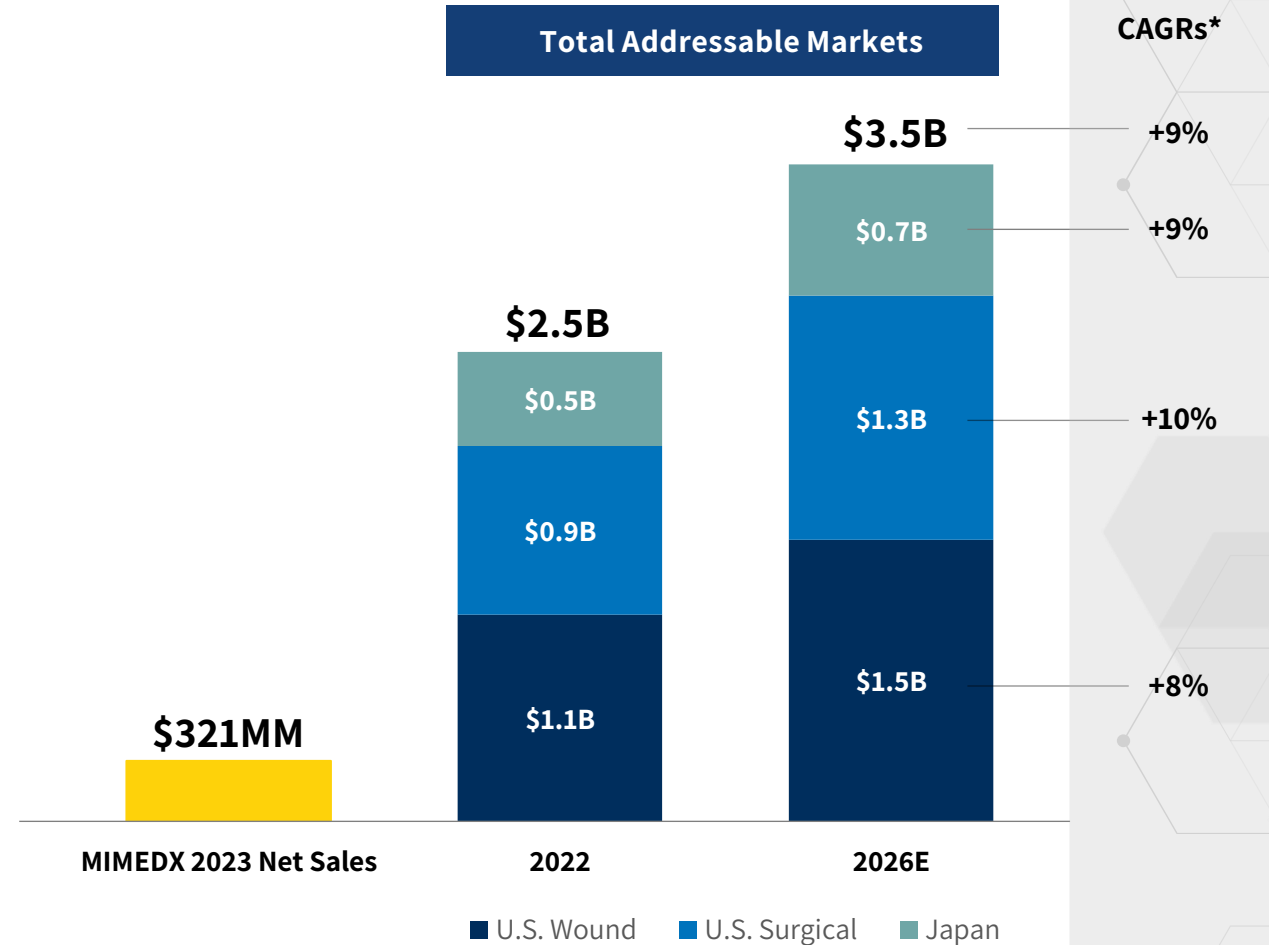
AMNIOFIX®

AMNIOEFFECT®



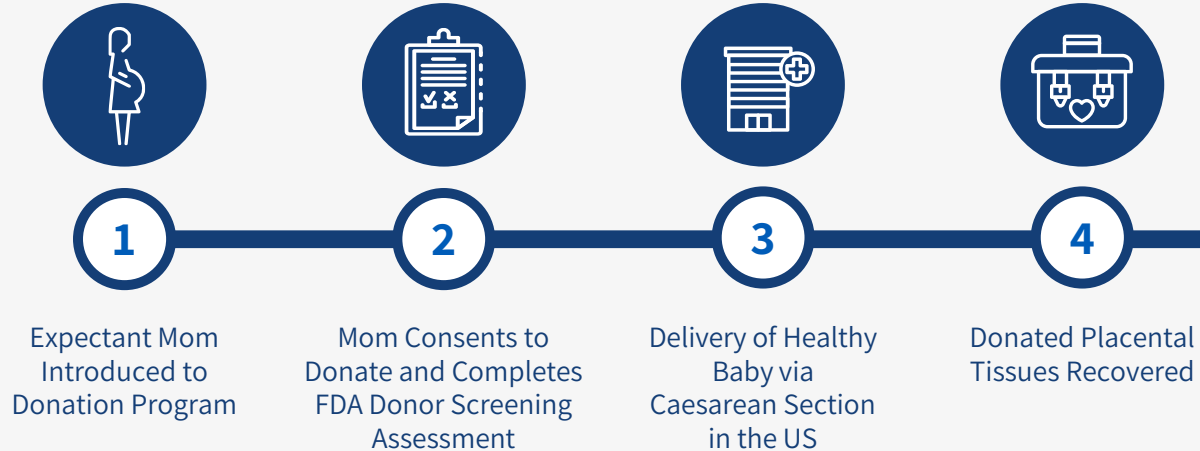
AMNIOCORD®

AXIOFILL®
ECM PARTICULATE



Large Placental Donation Network & Proprietary Tissue Processing Technology

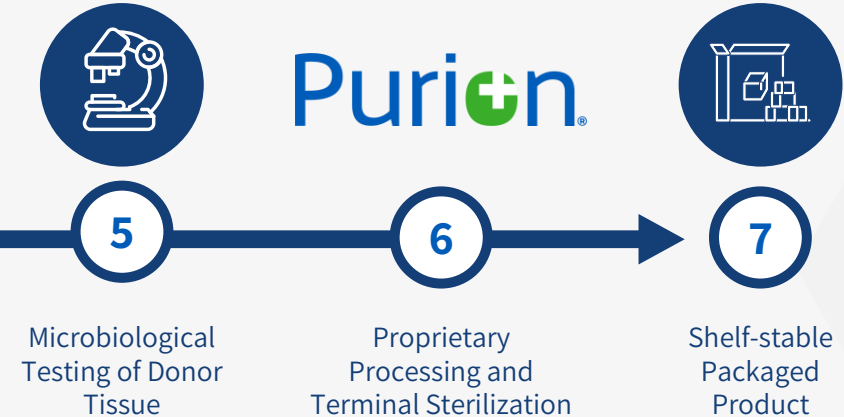
Placental Donation Network



110,000+

Placentas recovered to-date via network of contracted birthing hospitals and dedicated team of donor recovery specialists

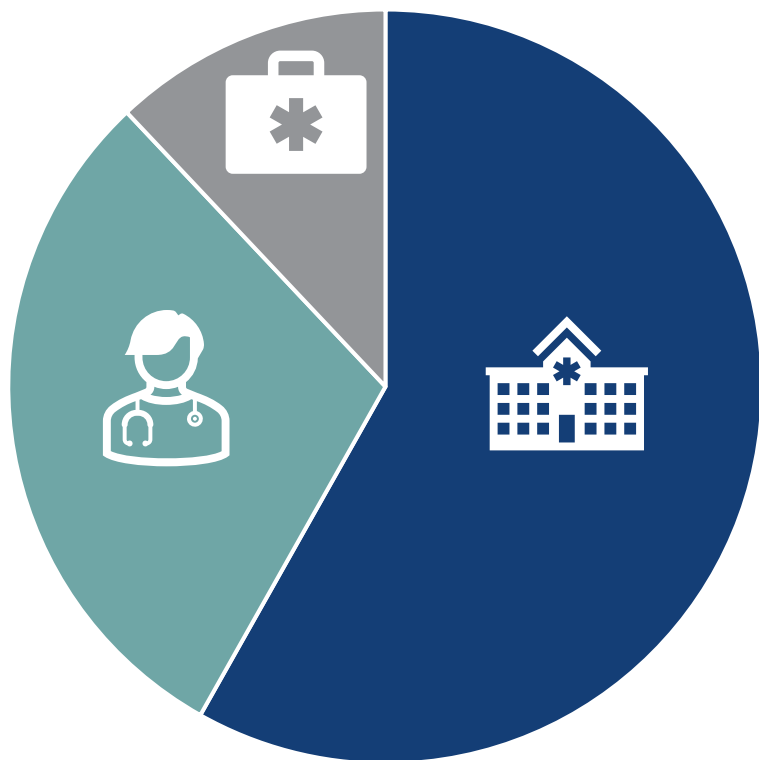
Proprietary Processing



Nearly 3 million

Allografts distributed to-date

> Diversified Business Across Multiple Sites of Service

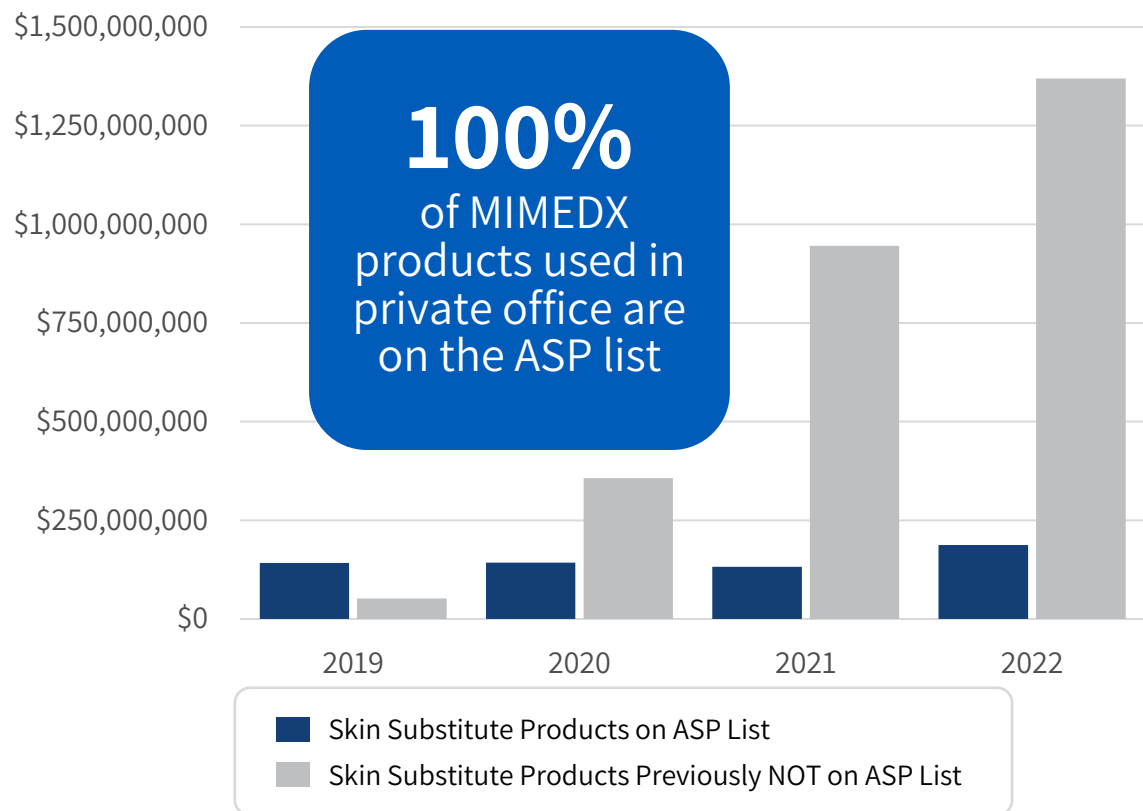


Site of Service	Segment Commentary
<div><div></div><div>Hospital Setting (Inpatient & Outpatient) & Wound Care Clinics</div></div>	Stable reimbursement settings and growing with expanded use of products in surgical applications
<div><div></div><div>Private Office</div></div>	Growth in setting remains strong, despite recent Medicare reimbursement proposal and withdrawal in this portion of the market
<div><div></div><div>Other</div></div>	Derived from other sites of service, including federal facilities and international

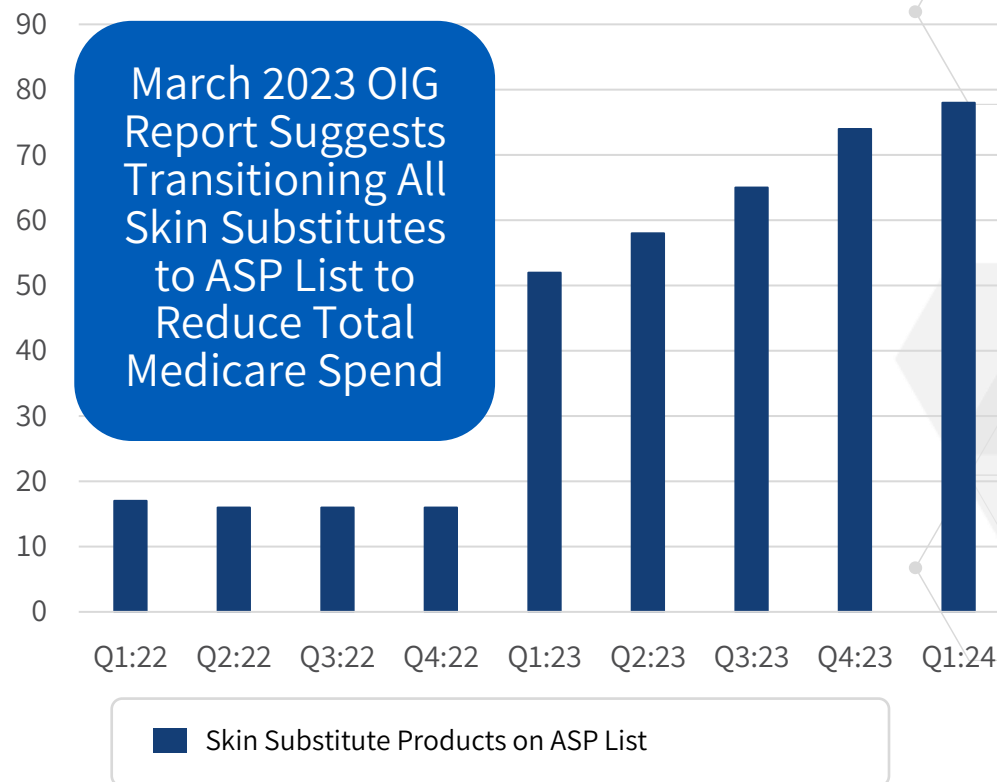
CMS Continuing to Evaluate Changes to Physician Office Reimbursement

MIMEDX Remains Uniquely Positioned to Benefit from Potential Changes in Physician Office Setting

Skin Substitute Products – Medicare Allowed Charges¹



Skin Substitute Products on Medicare ASP List²



Our Strategic Priorities

Build leadership position in Wound & Surgical

- Grow in all sites-of-service
- Regain share in private physician office
- Go deeper and wider in Surgical

Develop opportunities in adjacent markets

- Invest organically and inorganically in our product pipeline
- Numerous potential opportunities to augment growth profile

Demonstrate corporate discipline around expenses

- Drive sustainable profitability and cash flow
- Continue to focus on enhancing efficiencies across organization and achievement of near-term expense and profitability targets



helping humans heal.

Q4:23 & Full Year 2023 Highlights

Q4:23 Net Sales
\$87MM
+17% year-over-year

2023 Net Sales
\$321MM
+20% year-over-year

Q4:23
Gross Margin
84%

Q4:23 Net Income
\$53MM
*Favorably impacted by
\$40 million one-time tax benefit*

Q4:23
Adjusted EBITDA¹
\$21MM
24% of net sales

2023
Adjusted EBITDA¹
\$58MM
18% of net sales

Year End
Cash Balance
\$82MM

Strengthened
Balance Sheet
In Dec. 2023 & Jan. 2024

Management Team with Track Record of Success in MedTech



Joe Capper
Chief Executive
Officer



Doug Rice
Chief Financial
Officer



Ricci Whitlow
Chief Operating
Officer



John Harper, Ph.D.
Chief Scientific Officer &
SVP, R&D



Kim Moller
SVP, Sales



Eric Smith
SVP, Marketing &
International



Butch Hulse
Chief Administrative
Officer & General Counsel



Kate Surdez
Chief Human
Resource Officer



Matt Notarianni
Head of IR

Prior Roles Include:



Conclusion

**Pioneer in
field of PBAs**

**Expanding
pipeline in
Wound &
Surgical**

**Large and
growing
market
opportunities**

**Committed to
delivering above-
market growth
and profitability**

helping humans heal.