

August 5, 2022

Dear Shareholder:

Earlier this week, MIMEDX reported operating and financial results for the second quarter of 2022. I'm pleased to report that we had a strong quarter of revenue growth with a number of significant operational accomplishments, as we continue to execute on our value-building strategy. I would like to share five important highlights that demonstrate the strength of both our continuing portfolio and the promise of our regenerative medicine biologics pipeline:

Our strong commercial momentum, combined with the steady performance of our commercial team, produced our <u>fourth sequential quarter of double-digit revenue growth in our continuing portfolio of products</u>. We are on strategy, and as a result, <u>more patients</u> are being treated and medical care providers are reporting <u>better outcomes</u>.



- The MIMEDX expanded research and product development team continues to innovate novel products to address the unmet clinical needs of the surgical community. I am pleased to share that two new launches are on track for full release in September: AMNIOEFFECT™, which offers a thicker graft with broad size availability, and AXIOFILL™, a Placental Collagen Matrix product that offers a flexible form factor that can be easily applied to deep, tunneling wounds or conform to a large, uneven surface.
- The launch of PURION® engineered EPIFIX® in Japan is on track for as early as September. PURION engineered EPIFIX is the first and only amniotic tissue product approved in Japan. Once launched, we will have first-mover advantage in this large and underserved market.
- We intend to <u>enroll the first patient in our Knee Osteoarthritis clinical trial by year end</u>. I am confident that the important recent progress by our clinical, regulatory and manufacturing teams increases our overall probability of a successful drug registration. The potential of our regenerative medicine biologics continues to attract attention in the industry, and just last week, we announced the formation of a stellar Scientific Advisory Board to provide guidance on our musculoskeletal clinical pipeline initiatives.



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And finally, our business is generating the cash needed to fuel future investments.

We view our mdHACM platform as a significant future-year growth opportunity. Our products are backed by rigorous scientific and clinical evidence, and MIMEDX has more than a decade of experience with them. I am confident these recent milestones increase our overall probability of successful drug registration.

MIMEDX is growing, creating value and innovating. I am proud of the progress MIMEDX has made so far this year, and I am bullish about what we can accomplish in the second half of the year. I invite you to watch the <u>video</u> below summarizing the continued strong performance of our commercial business, our upcoming new product launches, the <u>blockbuster potential of our mdHACM injectable platform</u> and the value we see in our upcoming milestones.

Thank you for your strong support.

Sincerely,

Timothy R. Wright

Chief Executive Officer





Important Cautionary Statement

This letter includes forward-looking statements. Statements regarding: (i) future sales or sales growth; (ii) our 2022 financial outlook and expectations for future financial results, including net sales and levels of selling, general and administrative expense; (iii) our expectations regarding the timing of clinical programs and trials; (iv) our expectations regarding the timing of new product launches; and (v) the effectiveness of amniotic tissue as a therapy for any particular indication or condition. Additional forwardlooking statements may be identified by words such as "believe," "expect," "may," "plan," "goal," "outlook," "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: (i) future sales are uncertain and are affected by competition, access to customers, patient access to healthcare providers, and many other factors; (ii) the status, timing, results and expected results of the Company's clinical trials and planned regulatory submissions, and our expectations regarding our ability to potentially accelerate the timing of any trial or regulatory submission, depend on a number of factors including favorable trial results, patient access, and our ability to manufacture in accordance with Current Good Manufacturing Practices (CGMP) and appropriate chemistry and manufacturing controls; (iii) the Company may change its plans due to unforeseen circumstances, or delays in analyzing and auditing results, and may delay or alter the timeline for future trials, analyses, or public announcements; (iv) our access to hospitals and health care provider facilities could be restricted as a result of the ongoing COVID-19 pandemic or other factors; (v) the results of scientific research are uncertain and may have little or no value; (vi) our ability to sell our products in other countries depends on a number of factors including adequate levels of reimbursement, market acceptance of novel therapies, and our ability to build and manage a direct sales force or third party distribution relationship; (vii) the effectiveness of amniotic tissue as a therapy for particular indications or conditions is the subject of further scientific and clinical studies; and (viii) we may alter the timing and amount of planned expenditures for research and development based on the results of clinical trials and other regulatory developments. 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 letter and the Company assumes no obligation to update any forward-looking statement.