

**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): September 5, 2023

MIMEDX GROUP, INC.

(Exact name of registrant as specified in charter)

Florida
(State or other jurisdiction
of incorporation)

001-35887
(Commission
File Number)

26-2792552
(IRS Employer
Identification No.)

1775 West Oak Commons Ct., NE, Marietta GA 30062
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: (770) 651-9100

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, \$0.001 par value per share	MDXG	The Nasdaq Stock Market LLC

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 7.01 Regulation FD

On September 5, 2023, MiMedx Group, Inc. (the “**Company**”) issued a press release announcing that senior management will participate in the following investor conferences throughout September 2023, including the H.C. Wainwright 25th Annual Global Investment Conference on September 12, 2023, Northland Capital Markets Institutional Investor Conference on September 19, 2023, and Cantor Fitzgerald Global Healthcare Conference 2023 on September 27, 2023. A copy of the presentation materials to be made available by the Company in connection with the conferences is furnished as Exhibit 99.2 to this Current Report on Form 8-K (this “**Current Report**”) and is incorporated herein by reference.

The information in this Current Report, including Exhibit 99.1, 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, nor shall such information be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, except as expressly set forth by specific reference in such filing.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

Exhibit No.	Description of Exhibit
99.1	Press Release dated September 5, 2023
99.2	Slide Presentation dated September 2023
104	The cover page from this Current Report on Form 8-K, formatted in Inline XBRL.

SIGNATURES

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

MIMEDX GROUP, INC.

Date: September 5, 2023

By: /s/ Doug Rice
Doug Rice
Chief Financial Officer



MIMEDX to Present at Upcoming Investor Conferences

MARIETTA, Ga., September 5, 2023 — MiMedx Group, Inc. (Nasdaq: MDXG) (“MIMEDX” or the “Company”) today announced that senior management will participate in the following investor conferences:

H.C. Wainwright 25th Annual Global Investment Conference

Presentation: Tuesday, September 12, 2023 at 12:30 PM ET
Webcast: [Click here to access](#)

Northland Capital Markets Institutional Investor Conference

Participation: Tuesday, September 19, 2023

Cantor Fitzgerald Global Healthcare Conference 2023

Presentation: Wednesday, September 27, 2023 at 10:55 AM ET
Webcast: [Click here to access](#)

Institutional investors interested in meeting with senior management may contact their respective H.C. Wainwright, Northland Capital, or Cantor Fitzgerald representative.

A live webcast of each presentation will be available on the Events page of the Investors section of the Company’s website at www.mimedx.com or through the conference site by using the links above. A replay will be available on the Company’s website following the event.

About MIMEDX

MIMEDX is a pioneer and leader focused on helping humans heal. With more than a decade of helping clinicians manage chronic and other hard-to-heal wounds, MIMEDX is dedicated to providing a leading portfolio of products for applications in the wound care, burn, and surgical sectors of healthcare. The Company’s vision is to be the leading global provider of healing solutions through relentless innovation to restore quality of life. For additional information, please visit www.mimedx.com.

Contact:

Matt Notarianni
Investor Relations
470-304-7291
mnotarianni@mimedx.com



MIMEDX

**Investor
Presentation**

September 2023

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 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 healthcare providers, 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;
- Whether there is full access to hospitals and healthcare provider facilities, as a continuation or escalation of access restrictions or lockdown orders resulting from the ongoing COVID-19 pandemic; 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 press release and the Company assumes no obligation to update any forward-looking statement.

MIMEDX: Focused on Global Leadership in Healing Solutions

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



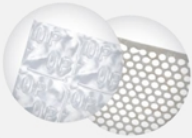
Over 300 Million Payer Covered Lives



Targeted International Expansion

Best-in-Class Wound Product Portfolio

EPIFIX®



EPICORD®



EPICORD®
EXPANDABLE

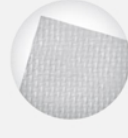


Expanding Offering for Surgical Market

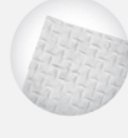
AMNIOFIX®



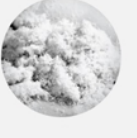
AMNIOCORD®



AMNIOEFFECT®

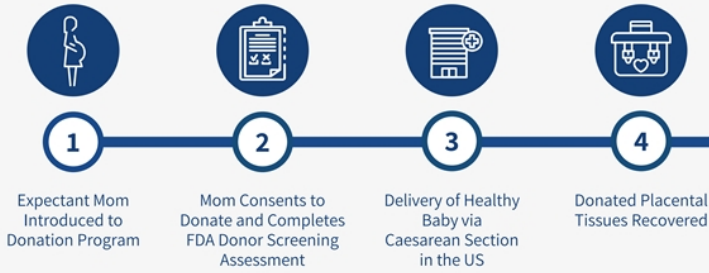


AXIOFILL®
ECM PARTICULATE



Large Placental Donation Network & Proprietary Tissue Processing Technology

Placental Donation Network



100,000+

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

Proprietary Processing



2 million+

Allografts distributed to-date

Favorable Underlying Demographic Trends & Versatile Product Offering Used to Help Wide Ranging Patient Needs

Underlying Demographic Trends:

Aging population

Increasing diabetes

Increasing obesity

Specialties Using MIMEDX Products:

Podiatry
Plastic Reconstructive
Dermatology
Vascular
Orthopedic
General Surgery
Colon and Rectal
Gynecology

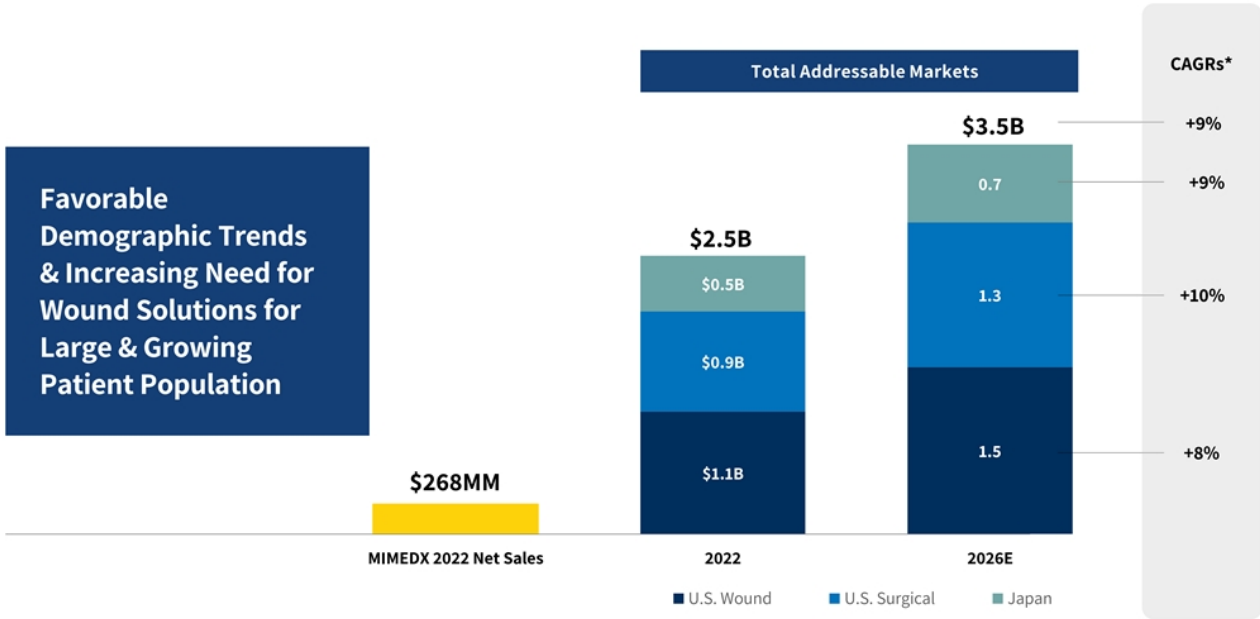
Conditions & Procedures That Use MIMEDX Products:

DFUs
VLUs
Decubitus ulcers
Post-debridement
Complex defects
Limb salvage
Mohs closure
High-risk incisions
Trauma
Tendon repair
Pilonidal cysts
Fistula repair
Burns
Hysterectomy



MIMEDX

Sizable Opportunities in Wound & Surgical End Markets



*CAGRs are the estimated cumulative annual growth rates for the period January 1, 2022 through December 31, 2026
 BioMed GPS SmartTrak; 3rd party proprietary assessment; GlobalData Tissue Engineered-Skin Sub Data Model Wound Management Year 2020 - retrieved Sept 2021; Management estimates

Diversified Business Across Multiple Sites of Service

Site of Service	Proportion of MIMEDX Sales*	Segment Commentary
Hospital Setting (Inpatient & Outpatient) & Wound Care Clinics	~57%	Stable reimbursement settings and growing with expanded use of products in surgical applications
Private Office	~29%	Regaining share as Medicare reimbursement challenges abate as a result of signs of increasing enforcement
Other	~13%	Approximately 13% of net sales are derived from other sites of service, including federal facilities, and international

Introducing Our New 'Why' Statement & Company Vision

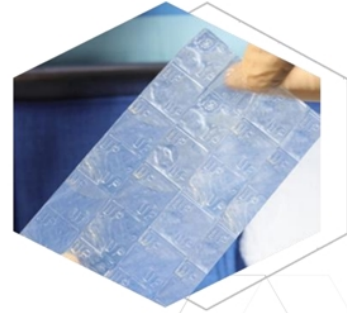
Our Why:

Helping Humans Heal



Our Vision:

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



MIMEDX

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 Recovery

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

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

helping humans heal

Q2: 23 Summary

Strong Performance During 1H:23

Q2:23 & 1H:23 Net Sales Growth of Nearly 22% Year-Over-Year

Q2:23 Gross Margin of 83.3%

Q2:23 Adjusted EBITDA of \$14 Million (17% of Net Sales)

Increased Our Cash Balance by \$7.5 Million from Q1:23 to Q2:23

Continued Roll Out of New Products in the U.S.

Sales of EPIFIX Continue to Ramp in Japan

Focus on Driving Efficiency and Expense Rationalization

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 Technology Officer & SVP, R&D



Kim Moller
SVP, Sales



Eric Smith
SVP, Marketing & International



Butch Hulse
Chief Administrative Officer & General Counsel

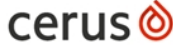


Kate Surdez
Chief Human Resource Officer



Matt Notarianni
Head of IR

Prior Roles Include:



Conclusion

Pioneer in field of placental based allografts

Expanding pipeline in Wound & Surgical

Large and growing market opportunities

Committed to delivering above-market growth and profitability

helping humans heal.

The logo for MIMEDX, featuring the word "MIMEDX" in a bold, white, sans-serif font. A thin, curved line arches over the letters "M", "I", and "M". The background of the top half of the page is a blue-tinted photograph of a person's hands holding a clear, textured sheet of material, possibly a mold or a piece of film. The overall aesthetic is clean and professional, with a focus on technology and manufacturing.

MIMEDX

Appendix

Summary Balance Sheets

(\$ millions)	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
Cash and Cash Equivalents	75.7	72.5	73.2	66.0	61.2	68.7
Accounts Receivable, net	37.7	37.7	40.8	43.1	44.7	49.0
Inventory	13.2	13.4	14.0	13.2	14.7	16.8
Other Current Assets	9.3	7.4	8.0	11.9	11.1	6.7
Total Current Assets	135.9	131.0	136.0	134.2	131.7	131.7
Property and Equipment, net	8.8	8.3	7.9	7.9	7.6	7.3
Other Assets	29.7	29.4	28.9	29.3	28.9	27.9
Total Assets	174.4	168.7	172.8	171.4	168.2	176.4
Liabilities and Stockholders' (Deficit) Equity						
Current Liabilities	36.6	37.1	45.9	43.6	40.9	44.5
Long Term Debt, net	48.2	48.4	48.5	48.6	48.7	48.8
Other Liabilities	4.6	4.3	5.4	4.8	4.0	3.3
Total Liabilities	89.4	89.8	99.8	96.9	93.6	96.6
Convertible Preferred Stock	92.5	92.5	92.5	92.5	92.5	92.5
Stockholders' (Deficit) Equity	(7.4)	(13.6)	(19.5)	(18.0)	(17.9)	(12.7)
Total Liabilities and Stockholders' (Deficit) Equity	174.4	168.7	172.8	171.4	168.2	176.4

Summary Income Statements

(\$ millions)	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
Net Sales	58.9	66.9	67.7	74.4	71.7	81.3
Cost of Sales	9.9	11.8	12.2	14.4	12.4	13.6
Gross Profit	49.0	55.1	55.5	60.0	59.3	67.7
Research & Development	6.0	5.5	6.0	5.4	6.5	8.5
Restructuring	0.0	0.0	0.0	0.0	0.0	3.3
Selling, General, and Administrative	49.6	55.8	53.5	49.9	52.3	51.9
Investigation, Restatement, and Related	2.6	3.2	3.0	3.4	3.7	1.0
Amortization of Intangible Assets	0.2	0.2	0.2	0.2	0.2	0.2
Impairment of Intangible Assets	0.0	0.0	0.0	0.0	0.0	0.0
Operating (Loss) Income	(9.3)	(9.6)	(7.1)	1.1	(3.4)	2.8
Interest Expense, net	(1.1)	(1.2)	(1.2)	(1.5)	(1.6)	1.7
Pre-tax (Loss) Income	(10.4)	(10.8)	(8.3)	(0.4)	(4.9)	1.1
Income Tax Provision (Expense) Benefit	(0.1)	(0.1)	(0.1)	(0.0)	(0.1)	0.1
Net (Loss) Income	(10.5)	(10.9)	(8.4)	(0.4)	(5.0)	1.2

Note: Some figures may not add to subtotals due to immaterial rounding differences.

Summary Cash Flow Statements

(\$ millions)	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
Net (Loss) Income	(10.5)	(10.9)	(8.4)	(0.4)	(5.0)	1.2
Share-Based Compensation	4.0	4.4	2.4	1.9	4.4	4.0
Depreciation	0.9	0.9	0.7	0.8	0.7	0.7
Other Non-Cash Effects	0.6	3.0	1.1	0.6	0.6	3.7
Changes in Assets	0.7	(0.7)	(4.7)	(5.4)	(2.2)	(4.4)
Changes in Liabilities	(5.9)	0.3	9.8	(3.1)	(2.6)	2.7
Net Cash Flows (Used in) Provided By Operating Activities	(10.2)	(3.0)	0.9	(5.6)	(4.1)	7.9
Purchases of Property and Equipment	(0.1)	(0.4)	(0.4)	(0.7)	(0.6)	(0.3)
Cash Paid for Licensing Agreement	0.0	0.0	0.0	(1.0)	0.0	0.0
Patent Application Costs	(0.1)	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)
Other	0.0	0.0	(0.0)	(0.0)	(0.0)	(0.0)
Net Cash Flows Used in Investing Activities	(0.1)	(0.4)	(0.4)	(1.7)	(0.6)	(0.4)
Stock Repurchased for Tax Withholdings on Vesting of Restricted Stock	(1.2)	0.0	0.0	0.0	0.0	0.0
Proceeds from Exercise of Stock Options	0.2	0.2	0.2	0.1	0.0	0.0
Net Cash Flows (Used in) Provided By Financing Activities	(1.0)	0.2	0.2	0.1	(0.0)	(0.0)
Beginning Cash Balance	87.1	75.7	72.5	73.2	66.0	61.2
Change in Cash	(11.4)	(3.2)	0.7	(7.2)	(4.6)	7.5
Ending Cash Balance	75.7	72.5	73.2	66.0	61.2	68.7

Revenue Detail

(\$ millions)							Trailing 12 Months				
	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	2Q22	3Q22	4Q22	1Q23	2Q23
Advanced Wound Care / Section 361 ¹	58.4	66.2	66.8	73.8	71.2	81.2	253.8	258.3	265.2	278.0	293.0
Section 351 ¹	0.4	0.6	0.8	0.6	0.5	0.1	1.9	2.2	2.4	2.5	2.0
Other ²	0.1	0.1	0.1	0.0	0.0	0.0	0.5	0.4	0.3	0.2	0.1
Net Sales	\$ 58.9	\$ 66.9	\$ 67.7	\$ 74.4	\$ 71.7	\$ 81.3	\$256.3	\$260.9	\$267.8	\$280.7	\$295.1

(1) Section 361 includes Tissue + Cord sales. Section 351 includes Micronized + Particulate sales. Advanced Wound Care/Section 361 and Section 351 Sales are Non-GAAP metrics. These two metrics allow investors to better understand the trend in sales between the two different product groups. (2) Impact of revenue transition includes cash collected related to the remaining contracts. For a discussion of the revenue transition and the defined terms, refer to Item 8, Notes to the Consolidated Financial Statements in the Mimedex Group, Inc. Form 10-K for the years ended December 31, 2019 and 2020, and the respective Form 10-Qs for the noted quarterly periods. Note: some figures may not add to subtotals due to immaterial rounding differences.

Free Cash Flow Reconciliation

(\$ millions)	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
Net cash flows provided by (used in) operating activities	(10.2)	(3.0)	1.0	(5.6)	(4.0)	7.8
Less: Capital Expenditures, including purchases of equipment	(0.1)	(0.4)	(0.4)	(0.7)	(0.6)	(0.3)
Free Cash Flow	(10.3)	(3.4)	0.6	(6.3)	(4.6)	7.5

Adjusted EBITDA Reconciliation

(\$ millions)	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
Net (Loss) Income	(10.5)	(10.9)	(8.4)	(0.4)	(5.0)	1.2
Depreciation & Amortization	1.0	1.0	0.8	1.0	0.9	0.9
Interest Expense	1.1	1.2	1.3	1.5	1.6	1.6
Income Tax	0.1	0.1	0.1	0.1	0.1	(0.1)
EBITDA	(8.3)	(8.6)	(6.1)	2.0	(2.4)	3.6
Investigation, Restatement & Related	2.6	3.2	3.0	3.4	3.7	1.0
Impairment of Intangible Assets	0.0	0.0	0.0	0.0	0.0	0.0
Share-Based Compensation	4.0	4.4	2.4	1.9	4.3	4.1
Expenses related to disbanding of Regenerative Medicine business unit	0.0	0.0	0.0	0.0	0.0	5.4
Adjusted EBITDA¹	(1.7)	(1.0)	(0.7)	7.3	5.6	14.1

Investigation, Restatement & Related expenses in all periods relate to legal defense fees for the Company and former members of management stemming from the Audit Committee investigation.

(1) Adjusted EBITDA consists of GAAP net loss excluding: (i) depreciation, (ii) amortization of intangibles, (iii) interest expense, (iv) loss on extinguishment of debt, (v) income tax provision, (vi) investigation, restatement and related expenses; (vii) impairment of intangible assets, (viii) share-based compensation and (ix) expenses related to disbanding of Regenerative Medicine business unit. Note: Some figures may not add to subtotals due to immaterial rounding differences.

Segment Data

Wound & Surgical

(\$ millions)	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
Net Sales	58.3	66.1	66.9	73.6	70.6	80.5
Cost of Sales	(9.1)	(10.8)	(11.2)	(13.3)	(11.3)	-12.7
Selling, General and Administrative Expense	(34.0)	(38.7)	(35.5)	(37.6)	(37.7)	-38.5
Research and Development Expense	(2.0)	(2.4)	(1.7)	(1.8)	(1.5)	-1.6
Segment Contribution	13.2	14.2	18.5	20.8	20.1	27.6

Regenerative Medicine

(\$ millions)	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
Net Sales	0.0	0.0	0.0	0.0	0.0	0.0
Cost of Sales	0.0	0.0	0.0	0.0	0.0	0.0
Selling, General and Administrative Expense	0.0	0.0	0.0	0.0	0.0	0.0
Research and Development Expense	(4.0)	(3.1)	(4.3)	(3.6)	(5.0)	(6.8)
Restructuring Expense	0.0	0.0	0.0	0.0	0.0	(3.3)
Segment Contribution	(4.0)	(3.1)	(4.3)	(3.6)	(5.0)	(10.1)

Note: Some figures may not add to subtotals due to immaterial rounding differences.