

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): April 30, 2025

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.

Important Cautionary Statement

This report includes forward-looking statements. Statements regarding: (i) future sales or sales growth; (ii) our 2025 and longer term financial goals and expectations for future financial results, including levels of net sales, Adjusted EBITDA, Adjusted EBITDA margin, corporate expenses and cash; (iii) our expectations regarding the placental tissue market; (iv) our expectations regarding Medicare spending; and (v) continued growth in different care settings, are forward-looking statements. Additional forward-looking 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, the reimbursement environment and many other factors; (ii) the Company may change its plans due to unforeseen circumstances; (iii) the results of scientific research are uncertain and may have little or no value; (iv) 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; (v) the effectiveness of amniotic tissue as a therapy for particular indications or conditions is the subject of further scientific and clinical studies; and (vi) we may alter the timing and amount of planned expenditures for research and development based 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 report and the Company assumes no obligation to update any forward-looking statement.

Item 2.02 Results of Operations and Financial Condition.

On April 30, 2025, MiMedx Group, Inc. (the “Company”), issued a press release (the “*Earnings Press Release*”) announcing its results for the quarter ended March 31, 2025. A copy of the Earnings Press Release is attached hereto as Exhibit 99.1 and is incorporated herein by reference.

The foregoing information is furnished pursuant to Item 2.02, “Results of Operations and Financial Condition”, including Exhibit 99.1 attached hereto, 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. It may only be incorporated by reference into another filing under the Exchange Act or Securities Act of 1933, as amended (the “*Securities Act*”), if such subsequent filing specifically references this Form 8-K. All information in the Earnings Press Release speaks as of the date thereof and the Company does not assume any obligation to update such information in the future. In addition, the Company disclaims any inference regarding the materiality of such information which otherwise may arise as a result of its furnishing such information under Item 2.02 of this report on Form 8-K.

Item 7.01 Regulation FD Disclosure.

On April 30, 2025, at 4:30 PM Eastern Daylight Time, the Company intends to host a conference call and webcast (the “*Earnings Call*”) to discuss its financial and operating results for the quarter ended March 31, 2025. A copy of the slide presentation to be used by the Company in connection with the Earnings Call is attached hereto as Exhibit 99.2 and is incorporated herein by reference. A copy of the investor presentation materials made available to the investors by the Company on the Company’s website in connection with Earnings Release is furnished as Exhibit 99.3 to this Current Report and is incorporated herein by reference.

The foregoing information is furnished pursuant to Item 7.01, including Exhibit 99.2 attached hereto, and shall not be deemed “filed” for purposes of Section 18 of the Exchange Act, or otherwise subject to the liabilities of that section. It may only be incorporated by reference into another filing under the Exchange Act or Securities Act if such subsequent filing specifically references this Form 8-K.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

| Exhibit No. | Description of Exhibit |
|--------------------|--|
| 99.1 | Earnings Press Release dated April 30, 2025 |
| 99.2 | Earnings Call Presentation dated April 30, 2025 |
| 99.3 | Investor Presentation dated May 2025 |
| 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.

April 30, 2025

By: /s/ Doug Rice

Doug Rice
Chief Financial Officer

MIMEDX Announces First Quarter 2025 Operating and Financial Results

Net Sales of \$88 million Grew 4% Year-Over-Year for the First Quarter

First Quarter GAAP Net Income and Earnings Per Share were \$7 Million and \$0.05, Respectively

First Quarter Adjusted EBITDA was \$17 Million, or 20% of Net Sales

Reaffirms Expected 2025 Net Sales Growth Expectations

Management to Host Conference Call Today, April 30, 2025, at 4:30 PM ET

MARIETTA, Ga., April 30, 2025 – MiMedx Group, Inc. (Nasdaq: MDXG) ("MIMEDX" or the "Company"), today announced operating and financial results for the first quarter 2025.

Joseph H. Capper, MIMEDX Chief Executive Officer, commented, "Our solid first quarter 2025 results include total net sales growth of 4% year-over-year and an Adjusted EBITDA margin of 20%. Our Surgical products recorded double-digit growth during the quarter, and we are continuing to see our efforts to build a compelling body of clinical evidence in this space unlock sizable opportunities for our products."

Mr. Capper continued, "The further delay to the LCDs was a disappointing setback for Medicare beneficiaries, the Trust Fund and US taxpayers. As awareness increases and the new administration comes to understand the circumstances associated with the massive wasteful spend in the skin substitute category, we are confident some corrective action will be taken. We will continue to advocate CMS and other stakeholders for appropriate improvements on both pricing and requirements for clinical data."

"To protect our business, we will bridge this gap by offering products designed to compete in these affected care settings. As a contingency, we recently added CELERA™ to our portfolio, and we have a pipeline, both organic and inorganic, of additional products we plan to introduce throughout the year. Over the longer term, our focus remains clearly set on continuing to expand use cases for our proprietary technology and the incredible healing benefits they deliver," concluded Mr. Capper.

First Quarter 2025 Results Discussion

Net Sales

MIMEDX reported net sales for the three months ended March 31, 2025, of \$88 million, compared to \$85 million for the three months ended March 31, 2024, an increase of 4%. The increase was primarily driven by 16% growth of our Surgical products, including AMNIOEFFECT® and contributions from HELIOGEN™. First quarter decline of Wound products was 2% compared to the prior year period.

Gross Profit and Margin

Gross profit for the three months ended March 31, 2025, was \$72 million, roughly flat compared to the prior year period. Gross margin for the three months ended March 31, 2025 was 81%, compared to 85% in the prior year period. The year-over-year decrease in gross margin was driven by product variances and product mix.

Operating Expenses

Selling, general and administrative ("SG&A") expenses for the three months ended March 31, 2025, were \$60 million compared to \$55 million for the three months ended March 31, 2024. The increase in SG&A was driven by year-over-year increases in commissions due to greater sales volume as well as higher salary and benefit costs from merit raises and promotions. Incremental spend from legal and regulatory disputes in the current period also contributed to the increase.

Research and development ("R&D") expenses for the three months ended March 31, 2025 and 2024, were \$3 million. R&D spend in the quarter was driven, in part, by the randomized controlled trial for EPIEFFECT® and ongoing investments in the development of future products in our pipeline.

Net income for the three months ended March 31, 2025 was \$7 million compared to \$9 million for the three months ended March 31, 2024.

Cash and Cash Equivalents

As of March 31, 2025, the Company had \$106 million of cash and cash equivalents compared to \$104 million as of December 31, 2024. As of March 31, 2025, our cash position, net of debt on our balance sheet, was \$88 million, representing a sequential increase of \$2 million.

Financial Outlook

For 2025, MIMEDX expects net sales growth to be at least in the high single-digits as a percentage compared to 2024. 2025 Adjusted EBITDA margin is expected to be above 20% on a full year basis.

Longer-term, the Company continues to expect to achieve annual net sales growth in the low double-digits as a percentage with an adjusted EBITDA margin above 20%.

Conference Call and Webcast

MIMEDX will host a conference call and webcast to review its first quarter 2025 results on Wednesday, April 30, 2025, beginning at 4:30 p.m., Eastern Time. The call can be accessed using the following information:

Webcast: [Click here](#)

U.S. Investors: 877-407-6184

International Investors: 201-389-0877

Conference ID: 13752696

A replay of the webcast will be available for approximately 30 days on the Company's website at www.mimedx.com following the conclusion of the event.

Important Cautionary Statement

This press release includes forward-looking statements. Statements regarding: (i) our pipeline of products and their impact on future sales growth; (ii) our ability to compete in certain care settings, (iii) our 2025 and longer term financial goals and expectations for future financial results, including net sales growth and Adjusted EBITDA margin; and (iv) our expectations regarding regulatory actions. Additional forward-looking 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, the reimbursement environment and many other factors; (ii) the Company may change its plans due to unforeseen circumstances; (iii) the results of scientific research are uncertain and may have little or no value; (iv) 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; (v) the effectiveness of amniotic tissue as a therapy for particular indications or conditions is the subject of further scientific and clinical studies; (vi) we may alter the timing and amount of planned expenditures for research and development based on regulatory developments; (vii) Medicare spending; and (viii) changes in the size of the addressable market for our products. 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.

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:

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Investor Relations

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mnotarianni@mimedx.com

Selected Unaudited Financial Information

MiMedx Group, Inc.
Condensed Consolidated Balance Sheets
(in thousands) Unaudited

| | March 31, 2025 | December 31, 2024 |
|---|-------------------|----------------------|
| ASSETS | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 106,431 | \$ 104,416 |
| Accounts receivable, net | 62,288 | 55,828 |
| Inventory | 24,070 | 23,807 |
| Prepaid expenses | 5,351 | 5,018 |
| Other current assets | 1,972 | 2,817 |
| Total current assets | 200,112 | 191,886 |
| Property and equipment, net | 5,773 | 5,944 |
| Right of use asset | 5,299 | 5,606 |
| Deferred tax asset, net | 27,685 | 28,306 |
| Goodwill | 19,441 | 19,441 |
| Intangible assets, net | 11,062 | 11,626 |
| Other assets | 1,048 | \$ 1,106 |
| Total assets | <u>\$ 270,420</u> | <u>\$ 263,915</u> |
| LIABILITIES AND STOCKHOLDERS' EQUITY | | |
| Current liabilities: | | |
| Current portion of long term debt | 1,125 | 1,000 |
| Accounts payable | 8,868 | 7,409 |
| Accrued compensation | 18,744 | 23,667 |
| Accrued expenses | 9,447 | 9,012 |
| Other current liabilities | 4,435 | 4,507 |
| Total current liabilities | 42,619 | 45,595 |
| Long term debt, net | 17,533 | 17,830 |
| Other liabilities | 7,492 | 7,383 |
| Total liabilities | <u>\$ 67,644</u> | <u>\$ 70,808</u> |
| Total stockholders' equity | <u>202,776</u> | <u>193,107</u> |
| Total liabilities and stockholders' equity | <u>\$ 270,420</u> | <u>\$ 263,915</u> |

MiMedx Group, Inc.
Condensed Consolidated Statements of Operations
(in thousands, except share and per share amounts) Unaudited

| | Three Months Ended March 31, | |
|--|------------------------------|-------------|
| | 2025 | 2024 |
| Net sales | \$ 88,205 | \$ 84,709 |
| Cost of sales | 16,558 | 12,987 |
| Gross profit | 71,647 | 71,722 |
| Operating expenses: | | |
| Selling, general and administrative | 59,969 | 55,129 |
| Research and development | 3,328 | 2,841 |
| Investigation, restatement and related | — | 311 |
| Amortization of intangible assets | 99 | 189 |
| Impairment of intangible assets | — | 54 |
| Operating income | 8,251 | 13,198 |
| Other expense, net | | |
| Interest income (expense), net | 506 | (1,690) |
| Other expense, net | (145) | (99) |
| Income from continuing operations before income tax | 8,612 | 11,409 |
| Income tax provision | (1,589) | (2,348) |
| Net income from continuing operations | 7,023 | 9,061 |
| Income from discontinued operations, net of tax | — | 200 |
| Net income | \$ 7,023 | \$ 9,261 |
| Basic net income per common share: | | |
| Continuing operations: | \$ 0.05 | \$ 0.06 |
| Discontinued operations: | — | 0.00 |
| Basic net income per common share | \$ 0.05 | \$ 0.06 |
| Diluted net income per common share: | | |
| Continuing operations | \$ 0.05 | \$ 0.06 |
| Discontinued operations | — | 0.00 |
| Diluted net income per common share | \$ 0.05 | \$ 0.06 |
| Weighted average common shares outstanding - basic | 147,272,324 | 146,404,587 |
| Weighted average common shares outstanding - diluted | 149,677,452 | 150,028,107 |

MiMedx Group, Inc.
Condensed Consolidated Statements of Cash Flows
(in thousands) Unaudited

| | Three Months Ended March 31, | |
|--|------------------------------|-------------|
| | 2025 | 2024 |
| Net cash flows provided by operating activities from continuing operations | 5,299 | 6,785 |
| Net cash flows used in operating activities of discontinued operations | — | (807) |
| Net cash flows provided by operating activities | \$ 5,299 | \$ 5,978 |
| Net cash flows used in investing activities | (406) | (6,024) |
| Net cash flows used in financing activities | (2,878) | (33,467) |
| Net change in cash | \$ 2,015 | \$ (33,513) |

Reconciliation of Non-GAAP Measures

In addition to our GAAP results, we provide certain non-GAAP measures including Adjusted EBITDA and related margins, Free Cash Flow, Adjusted Gross Profit, Adjusted Gross Margin, Adjusted Net Income, and Adjusted Earnings Per Share ("Adjusted EPS"). We believe that the presentation of these measures provides important supplemental information to management and investors regarding our performance. These measures are not a substitute for GAAP measures. Company management uses these non-GAAP measures as aids in monitoring our ongoing financial performance from quarter-to-quarter and year-to-year on a regular basis and for benchmarking against comparable companies.

These non-GAAP financial measures reflect the exclusion of the following items:

- Share-based compensation expense - expense recognized related to awards to employees and our board of directors pursuant to our share-based compensation plans. This expense is reflected amongst cost of sales, research and development expense, and selling, general, and administrative expense in the unaudited condensed consolidated statements of operations.
- Impairment of intangible assets - reflects the impairment of intangibles. This expense is reflected in the line of the same name in our unaudited condensed consolidated statements of operations.
- Strategic legal and regulatory expenses - relates to litigation and regulatory expenses deemed strategically important to our operations. Litigation expenses incurred relate to suits filed against former employees and their employers for violation of non-compete and non-solicitation agreements and related matters. Regulatory expenses relate to legal fees incurred stemming from action taken against the United States Food & Drug Administration ("FDA") surrounding the designation of one of our products.
- Loss on extinguishment of debt - reflects the excess of cash paid to extinguish debt over the carrying value of the debt on our balance sheet upon the repayment and termination of a loan agreement. With respect to the three months ended March 31, 2024, this relates to the repayment and termination of a previous loan agreement. Amounts in this line reflect (i) prepayment premium paid and (ii) write-offs of unamortized original issue discount and deferred financing costs.
- Expenses related to the Disbanding of Regenerative Medicine - incremental expenses recognized or incurred directly as a result of our announcement to disband our Regenerative Medicine segment.
- Amortization of acquired intangible assets - reflects amortization expense recognized solely related to assets which were acquired as part of a transaction. These expenses are reflected in cost of sales in our consolidated statements of operations.

- Income Tax Adjustment - for purposes of calculating Adjusted Net Income and Adjusted Earnings Per Share, reflects our expectation of a long-term effective tax rate, which is normalized and balance sheet-agnostic. Actual reporting tax expense will be based on GAAP earnings, and may differ from the expected long-term effective tax rate due to a variety of factors, including the tax treatment of various transactions included in GAAP net income and other reconciling items that are excluded in determining Adjusted Net Income and Adjusted EPS. The actual long-term normalized effective tax rate was 25% for each of the quarters ended March 31, 2025 and 2024.

Adjusted EBITDA and Adjusted EBITDA margin

Adjusted EBITDA consists of GAAP net income excluding (i) depreciation expense, (ii) amortization of intangible assets, (iii) interest (income) expense, net, (iv) income tax provision, (v) share-based compensation, (vi) investigation, restatement and related expenses, (vii) expenses related to disbanding of Regenerative Medicine Business Unit, (viii) strategic legal and regulatory expenses, (ix) transaction-related expenses and (x) reorganization expenses.

Please refer to the tables at the beginning of this press release for reconciliation to GAAP net income.

| | Three Months Ended March 31, | |
|---|------------------------------|-----------|
| | 2025 | 2024 |
| Net Income | \$ 7,023 | \$ 9,261 |
| Non-GAAP Adjustments: | | |
| Depreciation expense | 558 | 558 |
| Amortization of intangible assets | 2,646 | 189 |
| Interest (income) expense, net | (506) | 1,690 |
| Income tax provision | 1,589 | 2,348 |
| Share-based compensation | 4,259 | 4,340 |
| Investigation, restatement and related expenses | — | 311 |
| Transaction related expenses | 7 | — |
| Strategic legal and regulatory expenses | 1,645 | 168 |
| Expenses related to disbanding of Regenerative Medicine Business Unit | — | (200) |
| Adjusted EBITDA | \$ 17,221 | \$ 18,665 |
| Adjusted EBITDA margin | 19.5 % | 22.0 % |

Adjusted Net Income

Adjusted Net Income provides a view of our operating performance, exclusive of certain items which are non-recurring or not reflective of our core operations.

Adjusted Net Income is defined as GAAP net income plus (i) loss on extinguishment of debt, (ii) investigation restatement and related expenses, (iii) impairment of intangible assets, (iv) amortization of acquired intangible assets, (v) strategic legal and regulatory expenses, (vi) transaction-related expenses, and (vii) expenses related to disbanding of our Regenerative Medicine business unit, and (viii) the long-term effective income tax rate adjustment.

A reconciliation of GAAP net income to Adjusted Net Income appears in the table below (in thousands):

| | Three Months Ended March 31, | |
|---|------------------------------|----------|
| | 2025 | 2024 |
| Net income | \$ 7,023 | \$ 9,261 |
| Loss on extinguishment of debt | — | 1,401 |
| Investigation, restatement and related expenses | — | 311 |
| Amortization of acquired intangible assets | 2,547 | — |
| Strategic legal and regulatory expenses | 1,645 | 168 |
| Transaction related expenses | 7 | — |
| Expenses related to disbanding of Regenerative Medicine Business Unit | — | (200) |
| Long-term effective income tax rate adjustment | (1,614) | (974) |
| Adjusted net income | \$ 9,608 | \$ 9,967 |

A reconciliation of various line items included in our GAAP unaudited condensed consolidated statements of operations to Adjusted Net Income for the three months ended March 31, 2025 and 2024 are presented in the tables below (in thousands):

| | Three Months Ended March 31, 2025 | | | |
|--|-----------------------------------|---|----------------------------------|------------|
| | Gross Profit | Selling, General & Administrative Expense | Research and Development Expense | Net Income |
| Reported GAAP Measure | \$ 71,647 | \$ 59,969 | \$ 3,328 | \$ 7,023 |
| Amortization of acquired intangible assets | 2,547 | — | — | 2,547 |
| Strategic legal and regulatory expenses | — | (1,645) | — | 1,645 |
| Transaction related expenses | — | — | — | 7 |
| Long-term effective income tax rate adjustment | — | — | — | (1,614) |
| Non-GAAP Measure | \$ 74,194 | \$ 58,324 | \$ 3,328 | \$ 9,608 |
| Gross Profit Margin | 81.2 % | | | |
| Gross Profit Margin, as adjusted | 84.1 % | | | |

| Reported GAAP Measure | Three Months Ended March 31, 2024 | | | |
|---|-----------------------------------|---|----------------------------------|------------|
| | Gross Profit | Selling, General & Administrative Expense | Research and Development Expense | Net Income |
| | \$ 71,722 | \$ 55,129 | \$ 2,841 | \$ 9,261 |
| Loss on extinguishment of debt | — | — | — | 1,401 |
| Investigation, restatement and related expenses | — | — | — | 311 |
| Strategic legal and regulatory expenses | — | (168) | — | 168 |
| Expenses related to disbanding of Regenerative Medicine Business Unit | — | — | — | (200) |
| Long-term effective income tax rate adjustment | — | — | — | (974) |
| Non-GAAP Measure | \$ 71,722 | \$ 54,961 | \$ 2,841 | \$ 9,967 |
| Gross Profit Margin | 84.7 % | | | |
| Gross Profit Margin, as adjusted | 84.7 % | | | |

Adjusted Earnings Per Share

Adjusted Earnings Per Share is intended to provide a normalized view of earnings per share by removing items that may be irregular, one-time, or non-recurring from net income. This enables us to identify underlying trends in our business that could otherwise be masked by such items. Adjusted Earnings Per Share consists of GAAP diluted net income per common share including adjustments for (i) loss on extinguishment of debt, (ii) investigation restatement and related expenses, (iii) amortization of acquired intangible assets, (iv) transaction related expenses, (v) strategic legal and regulatory expenses, (vi) expenses related to disbanding of our Regenerative Medicine business unit, and (vii) the long-term effective income tax rate adjustment.

A reconciliation of GAAP diluted earnings per share to Adjusted Earnings Per Share appears in the table below (per diluted share):

| | Three Months Ended March 31, | |
|---|------------------------------|-------------|
| | 2025 | 2024 |
| GAAP net income per common share - diluted | \$ 0.05 | \$ 0.06 |
| Loss on extinguishment of debt | 0.00 | 0.01 |
| Investigation, restatement and related (benefit) expense | 0.00 | 0.00 |
| Amortization of acquired intangible assets | 0.02 | 0.00 |
| Transaction related expenses | 0.00 | 0.00 |
| Strategic legal and regulatory expenses | 0.00 | 0.00 |
| Expenses related to disbanding of Regenerative Medicine business unit | 0.00 | 0.00 |
| Long-term effective income tax rate adjustment | (0.01) | 0.00 |
| Adjusted Earnings Per Share | \$ 0.06 | \$ 0.07 |
| Weighted average common shares outstanding - adjusted | 149,677,452 | 150,028,107 |

Free Cash Flow

Free Cash Flow is intended to provide a measure of our ability to generate cash in excess of capital investments. It provides management with a view of cash flows which can be used to finance operational and strategic investments.

Free Cash Flow is defined as net cash provided by operating activities less capital expenditures, including purchases of equipment.

A reconciliation of GAAP net cash flows provided by operating activities to Free Cash Flow appears in the table below (in thousands):

| | Three Months Ended March 31, | |
|--|------------------------------|----------|
| | 2025 | 2024 |
| Net cash flows provided by operating activities | \$ 5,299 | \$ 5,978 |
| Capital expenditures, including purchases of equipment | (377) | (1,144) |
| Free Cash Flow | \$ 4,922 | \$ 4,834 |

Net Sales by Product Category by Quarter

Below is a summary of net sales by product category (in thousands):

| | Three Months Ended March 31, | |
|-----------|------------------------------|-----------|
| | 2025 | 2024 |
| Wound | \$ 56,073 | \$ 57,049 |
| Surgical | 32,132 | 27,660 |
| Net sales | \$ 88,205 | \$ 84,709 |



Q1 2025

Financial Results Conference Call

April 30, 2025

Disclaimer & Cautionary Statements



This presentation and our earnings call 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:

- Growing expansion outside of the U.S.;
- Our growth expectations in 2025 and beyond, including our growth in surgery, increased funding in targeted research and expanded product portfolio;
- Expected results of research and development, including that our efforts will innovate and diversify our product portfolio;
- Placental-derived products and their potential clinical benefits;
- Expectations regarding the reimbursement environment for the Company's products, including Medicare Spending;
- Expectations regarding HELIOGEN and AMNIOEFFECT driving Surgical growth;
- CELERA's impact on retaining business and its impact on our financial results;
- Our expectations that we will continue to advocate for Medicare spending reform;
- Exposure to tariffs and the anticipation that they will not impact the Company's results;
- 2025 full-year revenue growth and Adjusted EBITDA margin, our Long-term non-GAAP effective tax rates and top-line growth post reform in Medicare spending;
- Our ability to manage Private Office dynamics, including adjusting our strategy to remain competitive; and
- 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

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:

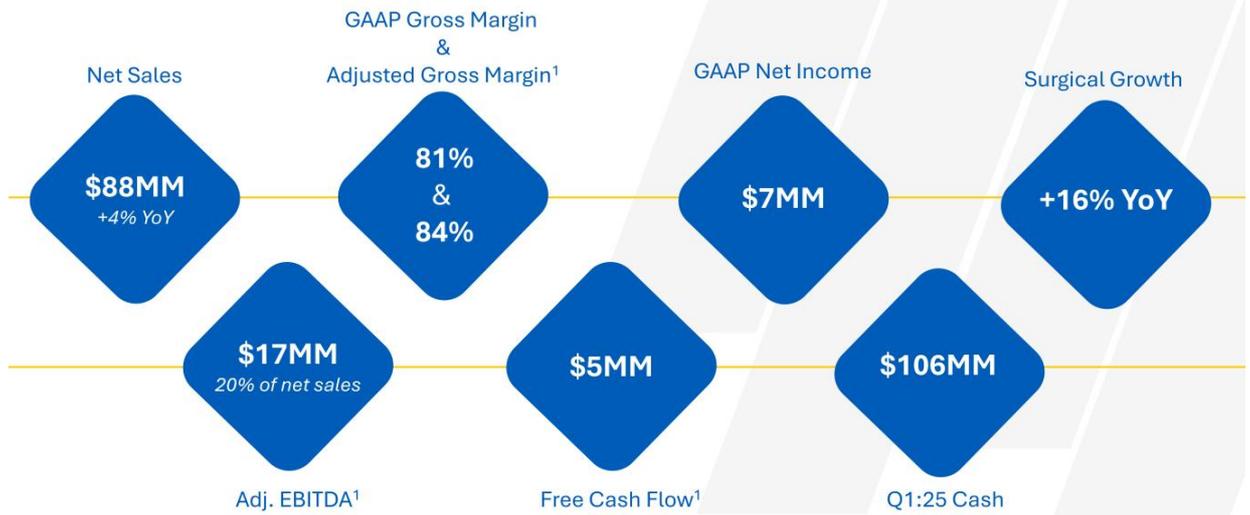
- Future sales are uncertain and are affected by competition, access to customers, patient access to hospitals and healthcare providers, the reimbursement environment and many other factors;
- The future market for the Company's products can depend on regulatory approval of such products, which might 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.



Opening Remarks

Joseph H. Capper, Chief Executive Officer

Q1:25 Highlights



¹) Adjusted Gross Margin, Free Cash Flow, EBITDA, Adjusted EBITDA and related margins are non-GAAP financial measures. See the Appendix or our Earnings Release for the quarter ended March 31, 2025 for a reconciliation to the nearest GAAP measure.

Strategic Priorities Position Us to Win in 2025 & Beyond



1

Innovate & Diversify Product Portfolio to Maximize Growth

Leveraging our ability to develop and launch products that meet customer needs

AMNIOEFFECT and HELIOGEN uptake driving Surgical growth

Diversifying Wound portfolio to manage Private Office dynamics (e.g., CELERA™)

2

Develop & Deploy Programs to Expand Surgical Footprint

Committed to generating clinical evidence and scientific research

Focused on unlocking sizable potential for our products in Surgical

Additional products under evaluation/development to increase opportunities

3

Enhance Customer Intimacy

MIMEDX Connect continues to be a powerful driver of stickiness

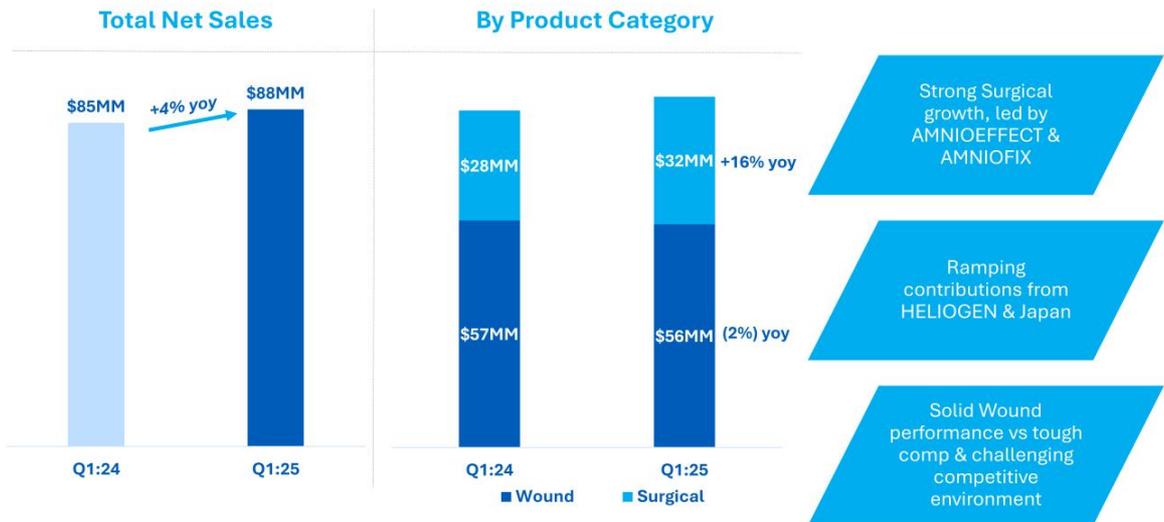
Customer-centric mindset will inform further development of high impact, value added tools



Financial Results

Doug Rice, Chief Financial Officer

Q1:25 Net Sales Recap



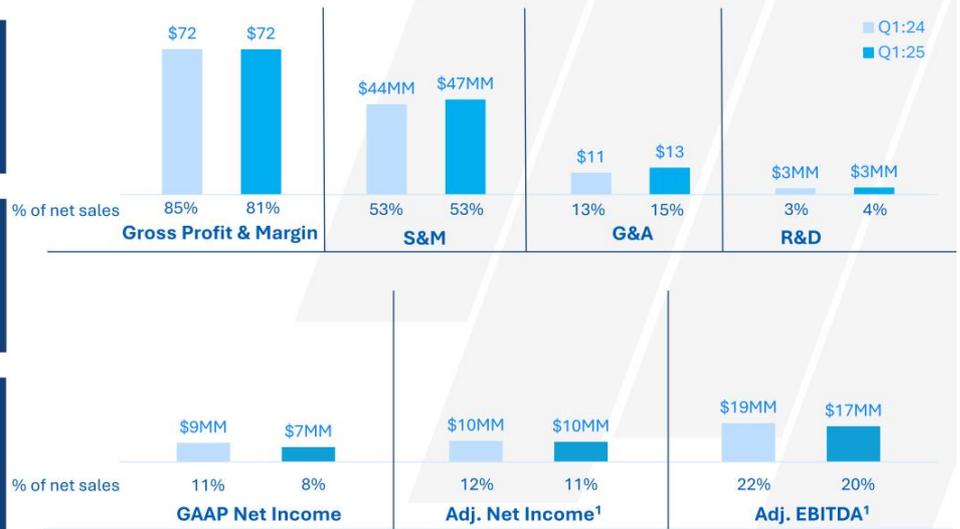
Q1:25 P&L Metrics



Q1:25 Gross Margin impacted by production variances & mix...

... coupled with ongoing operating expense discipline...

...continued to deliver solid profitability in Q1:25!



1) Adjusted Gross Margin, Free Cash Flow, EBITDA, Adjusted EBITDA, Adjusted Net Income and related margins are non-GAAP financial measures. See the Appendix or our Earnings Release for the quarter ended March 31, 2025 for a reconciliation to the nearest GAAP measure.

Q1:25 Balance Sheet & Cash Flows

Free Cash Flow¹ of ~\$5MM in Q1:25...



...Drove Another Sequential Increase in Net Cash During the Quarter



1) Free Cash Flow is a non-GAAP financial measure. See the Appendix or our Earnings Release for the quarter ended March 31, 2025 for a reconciliation to the nearest GAAP measure.



Additional Commentary & Closing Remarks

Joseph H. Capper, Chief Executive Officer

Q1:25 Summary

Net Sales

\$88 million
+4% YoY

**Adjusted
EBITDA¹**

\$17 million
20% of net sales



1) Adjusted Gross Margin, Free Cash Flow, EBITDA, Adjusted EBITDA and related margins are non-GAAP financial measures. See Appendix or our Earnings Release for the quarter ended March 31, 2025 for a reconciliation to the nearest GAAP measure.

Today's Medicare

Explosive Medicare spend in the category driven primarily by waste, abuse and potentially fraud

Dozens of new companies selling unproven products in the private office and associated care settings

275+ skin substitutes with Q-codes, and several added each quarter with no clinical data

Prices reaching **\$4,000/cm²** on ASP list catching national attention, increased media coverage and OIG and DOJ activity

Medicare Reform

MIMEDX is well-prepared to succeed with any type of reform to the reimbursement system

LCDs universally proposed by all MACs were delayed until January 1, 2026, and appear unlikely to be a final solution

CMS is aware of its ballooning spend in the category and could take action through modifications to the Physician Fee Schedule

MIMEDX is poised to take advantage of upregulation with best-in-class, well-studied portfolio of products

Reaffirming Full Year 2025 and Long-Term Financial Goals



Committed to delivering sustained growth and profitability in the short- and long-term

| | Full Year 2025 | Long-Term |
|-------------------------------|--|-------------------|
| Net Sales % Growth | At least high single- digits vs. 2024 | Low double-digits |
| Profitability | Adjusted EBITDA Margin Above 20% | |

Despite LCD Delay, Confident in Our Ability to Continue to Generate Top Line Growth, Profitability & Cash Flow

*2025 Outlook provided as of April 30, 2025. Actual results may differ.

Q1:25 Financial Results Conference Call

13



Closing Remarks & Q&A



Appendix

Reconciliation of Non-GAAP Measures

In addition to our GAAP results, we provide certain non-GAAP measures including Adjusted EBITDA, related margins, Free Cash Flow, Adjusted Gross Profit, Adjusted Gross Margin and Adjusted Net Income.

- Adjusted EBITDA consists of GAAP net income excluding: (i) depreciation, (ii) amortization of intangibles, (iii) interest (income) expense, net, (iv) income tax provision, (v) share-based compensation, (vi) investigation, restatement and related expenses, (vii) expenses related to disbanding of the Regenerative Medicine business unit, (viii) strategic legal and regulatory expenses, (ix) transaction-related expenses, (x) impairment of intangible assets, and (xi) reorganization expenses.
- Adjusted Net Income provides a view of our operating performance, exclusive of certain items which are non-recurring or not reflective of our core operations. Adjusted Net Income is defined as GAAP net income plus (i) loss on extinguishment of debt, (ii) investigation restatement and related expenses, (iii) impairment of intangible assets, (iv) amortization of acquired intangible assets, (v) transaction related expenses, (vi) strategic legal and regulatory expenses, and (vii) expenses related to disbanding of our Regenerative Medicine business unit, and (viii) the long-term effective income tax rate adjustment.

Reconciliation of Non-GAAP Measures (cont.)

- Each of the adjustments to reconcile Adjusted Net Income to GAAP net income affect individual financial statement captions which are reflected in our consolidated statements of operations, including gross profit. Adjusted Gross Profit is therefore defined as GAAP gross profit plus (i) loss on extinguishment of debt, (ii) investigation restatement and related expenses, (iii) impairment of intangible assets, (iv) amortization of acquired intangible assets, (v) transaction related expenses, (vi) strategic legal and regulatory expenses, and (vii) expenses related to disbanding of our Regenerative Medicine business unit, and (viii) the long-term effective income tax rate adjustment., to the extent that these adjustments impact GAAP gross profit. Adjusted Gross Margin is calculated as Adjusted Gross Profit divided by GAAP net sales.
- Free Cash Flow is intended to provide a measure of our ability to generate cash in excess of capital investments. It provides management with a view of cash flows which can be used to finance operational and strategic investments. Free Cash Flow is defined as net cash provided by operating activities less capital expenditures, including purchases of equipment.

Adjusted Gross Profit & Adjusted Gross Profit Margin



| <i>Amounts (in millions)</i> | Three Months Ended | |
|---|--------------------|----------------|
| | March 31, 2025 | March 31, 2024 |
| GAAP gross profit | \$ 71.6 | \$ 71.7 |
| Amortization of acquisition-related intangible assets | 2.5 | — |
| Adjusted Gross Profit | <u>\$ 74.2</u> | <u>\$ 71.7</u> |
| Adjusted Gross Profit Margin | 84.1 % | 84.6 % |

Adjusted EBITDA - QTD



| Amounts (in millions) for the three months ended | March 31, 2025 | | March 31, 2024 | |
|--|----------------|--------|----------------|--------|
| Net income | \$ | 7.0 | \$ | 9.3 |
| Depreciation expense | | 0.6 | | 0.6 |
| Amortization of intangible assets | | 2.6 | | 0.2 |
| Interest (income) expense, net | | (0.5) | | 1.7 |
| Income tax provision | | 1.6 | | 2.3 |
| Stock-based compensation expense | | 4.3 | | 4.3 |
| Strategic legal and regulatory expenses | | 1.6 | | 0.1 |
| Other | | — | | 0.2 |
| Adjusted EBITDA | \$ | 17.2 | \$ | 18.7 |
| Adjusted EBITDA margin | | 19.5 % | | 22.1 % |

Adjusted Net Income and Adjusted EPS - QTD



| <i>Amounts (in millions) for the three months ended</i> | March 31, 2025 | March 31, 2024 |
|--|----------------|----------------|
| Net income - GAAP | \$ 7.0 | \$ 9.1 |
| Amortization of acquisition-related intangible assets | 2.5 | — |
| Loss on extinguishment of debt | — | 1.4 |
| Strategic legal and regulatory expenses | 1.6 | 0.2 |
| Other | — | 0.2 |
| Adjustment for income taxes | (1.6) | (1.0) |
| Adjusted net income | \$ 9.6 | \$ 9.9 |
| Weighted average common shares outstanding - adjusted (millions) | 149.7 | 150.0 |
| Adjusted earnings per share | \$ 0.06 | \$ 0.07 |



Investor Presentation

May 2025

Disclaimer & Cautionary Statements



This presentation and our earnings call 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:

- Growing expansion outside of the U.S.;
- Our growth expectations in 2025 and beyond, including our growth in surgery, increased funding in targeted research and expanded product portfolio;
- Expected results of research and development, including that our efforts will innovate and diversify our product portfolio;
- Placental-derived products and their potential clinical benefits;
- Expectations regarding the reimbursement environment for the Company's products, including Medicare Spending;
- Expectations regarding HELIOGEN and AMNIOEFFECT driving Surgical growth;
- CELERA's impact on retaining business and its impact on our financial results;
- Our expectations that we will continue to advocate for Medicare spending reform;
- Exposure to tariffs and the anticipation that they will not impact the Company's results;
- 2025 full-year revenue growth and Adjusted EBITDA margin, our Long-term non-GAAP effective tax rates and top-line growth post reform in Medicare spending;
- Our ability to manage Private Office dynamics, including adjusting our strategy to remain competitive; and
- 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

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
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A Pioneer and Leader Focused on Helping Humans Heal

Our vision is to be the leading global provider of healing solutions through relentless innovation to restore quality of life.



Over a decade of experience helping clinicians manage chronic and other hard-to-heal wounds



Leading the industry with innovative products and robust supporting clinical data



Poised to capitalize on favorable market trends to drive top line growth and profitability



National Network of Birthing Center Partners



Expectant Mothers Introduced to Donation Program



Consent for Donation Obtained



Delivery of Healthy Baby via Caesarean Section



Donated Placental Tissues Recovered



Tissues Transported to MIMEDX



Donor Tissue Tested & Prepared for Manufacturing

Proprietary Processing Backed by Broad Portfolio of Intellectual Property

Purion

Proprietary Processing & Terminal Sterilization of Tissues



Shelf-Stable, Packaged Product Available to Ship



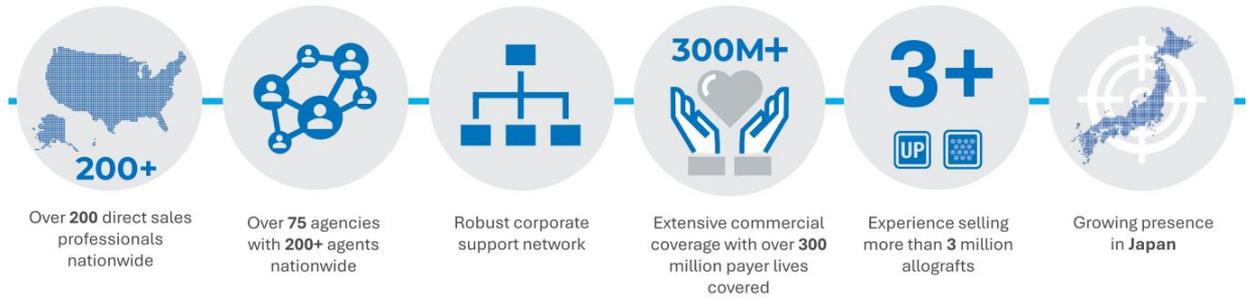
Robust IP Estate with 200+ Patents



Significant Opportunity for Continued Scale

Ample Placental Supply and Manufacturing Capabilities to Support Continued Growth and Industry Demand

Commercial Scale, Leverage & Extensive Reach



Favorable Demographic Trends

Increasing Clinical Evidence Expanding Potential For Products

| | | | | |
|--|--|--|--|--|
| <p>10+ million people</p> | <p>~16% of Medicare beneficiaries</p> | <p>Ineffective Wound Management Leads to Poor Outcomes</p> | <p>Advances Driving Improved Outcomes for Wound Patients</p> | <p>Emerging Opportunities in Surgical Setting</p> |
| <p>Population suffering from chronic, non-healing wounds in the U.S.¹, including diabetic foot ulcers (DFUs), venous leg ulcers (VLUs), pressure ulcers and more.</p> | <p>Population is impacted by chronic wounds—and this proportion is increasing.¹</p> | <p>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</p> | <p>When applied following parameters for use, patients treated with EPIFIX® experienced reductions in major amputations and hospital utilization.²</p> | <p>MIMEDX products are available in all settings where patients receive care, increasingly used in a variety of surgical settings, representing incremental market opportunities.</p> |

1) Sen DK. Human Wound and Its Burden: Updated 2022 Compendium of Estimates. Adv Wound Care (New Rochelle). 2023;12(12):657-670.
2) Tettelbach WH, et al. Cost-effectiveness of dehydrated human amnion/chorion membrane allografts in lower extremity diabetic ulcer treatment. J Wound Care. 2022 Feb 1;31(Sup2):S10-S31.

The Patient Journey in Wound Care



MIMEDX products are available throughout the continuum of care and are used on a range of chronic and other hard-to-heal wounds.

EPIFIX[®]

Flagship Wound Allograft



AMNIOEFFECT[®]

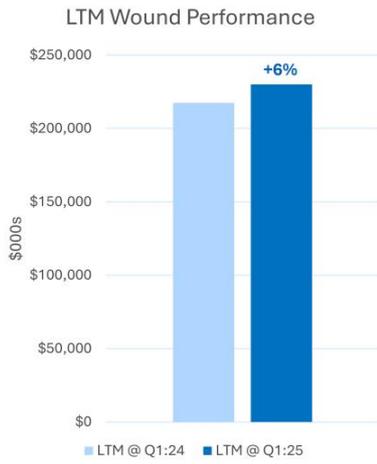
Growing Surgical Offering



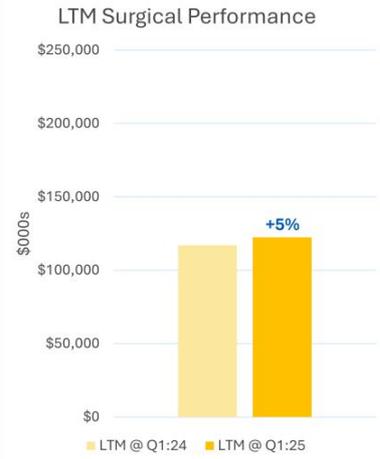
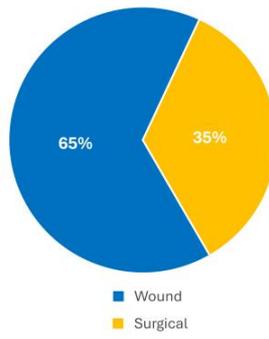
HELIOGEN[™]

Expanding into Xenografts





LTM Sales Mix by Product Type



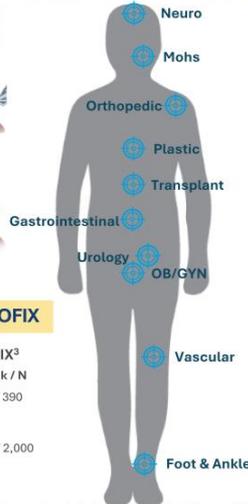
Recent Publications Showcase Breadth of Potential Use Cases for MIMEDX Products in Surgery

Cranioplasty Procedures with AMNIOFIX®

Clinical Outcomes with Conventional Methods¹

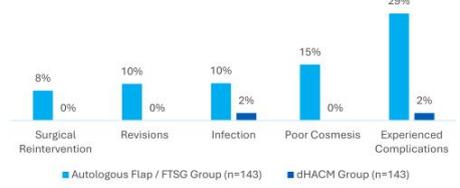


Clinical Outcomes with AMNIOFIX²



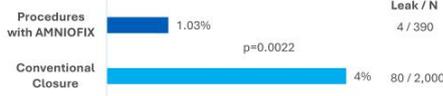
EPIFIX® in Mohs Procedures

Peer-reviewed Retrospective Study⁴



Colorectal Anastomoses Procedures with AMNIOFIX

Anastomotic Leak Rate with & without AMNIOFIX³



AMNIOEFFECT® in Bunion Correction Surgery

Case Study⁵ – SAWC Fall 2023

The use of LHACM as a barrier membrane during Lapiplasty 3D Bunion Correction surgery is an effective strategy to improve surgical outcomes.



1) Lee B. MIMEDX interview with Bryan Lee, MD, October 4, 2023.
 2) Endicott L, Ehresman J, Tettelbach W, Forsyth A, Lee B. Dehydrated human amnion/chorion membrane (dHACM) use in emergent craniectomies shows minimal dural adhesions. J Wound Care. 2023;32(10):634-640.
 3) F. Raymond Ortega, MD, FACS, Dennis Choat, MD, FACS, FASCRS; Emery Minnard, MD, Jeffrey Cohen, MD. The American College of Surgeons Clinical Congress, Oct 22-26, 2017, San Diego, CA.
 4) Toman J. Facial Plast Surg Aesthet Med. 2022;24(1):48-53.
 5) Franklin Polun, DPM, DABFAS, FACFAS FACFAS; Jake Michaelson. Symposium on Advanced Wound Care Fall, Nov 2-5, 2023, Las Vegas, NV.

Studies in Process Focused on Significant Surgical Opportunities



| | | | |
|---|---|--|---|
|  |  |  |  |
| EPIFIX Mohs HECON | AMNIOFIX in GI Anastomosis | AMNIOFIX in Liver Transplant | AMNIOFIX in Breast Reduction |
| Accepted for Publication | Manuscript Pending | RCT Enrollment Underway | RCT Enrollment Underway |
| EPIFIX used in Mohs procedures associated with avoidance of postoperative complications and ancillary procedures , compared to patients treated with standard of care. | Seeking to demonstrate reduction in the rate of leaks when using placental allografts. | Evaluating utility of placental allografts to help reduce biliary complications, improve healing and reduce fibrosis. | Wound breakdown rates are a common complication of large volume breast reductions and could benefit from utilizing placental tissue. |

Generating Clinical Data in Numerous Surgical Disciplines Incorporating Use of MIMEDX Products

Strategic Priorities Position Us to Win in 2025 & Beyond

1

Innovate & Diversify Product Portfolio to Maximize Growth

Leveraging our ability to develop and launch products that meet customer needs

AMNIOEFFECT and HELIOGEN uptake driving Surgical growth

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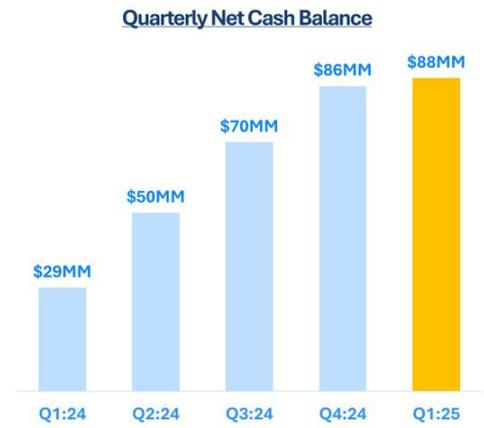
CMS is aware of its ballooning spend in the category and could take action through modifications to the Physician Fee Schedule

MIMEDX is poised to take advantage of upregulation with best-in-class, well-studied portfolio of products

Financial Highlights



| | |
|---|---|
| LTM Net Sales \$352MM +5% year-over-year | LTM GAAP Gross Margin 82% |
| LTM Adjusted EBITDA¹ \$75MM 21% of net sales | LTM GAAP Net Income \$40MM |
| Net Cash Balance \$88MM +\$59MM vs. Q1:24 | LTM Free Cash Flow \$65MM |



Strong & improving financial profile & balance sheet provides growth capital for the business

1) EBITDA, Adjusted EBITDA, related margins and Free Cash Flow are non-GAAP financial measures. See our Earnings Release for the quarter ended March 31, 2025 for a reconciliation to the nearest GAAP measure.

Experienced, Skillful Leadership Team Executing Strategy



Management Team with Track Record of Success in MedTech



Joe Capper
Chief Executive
Officer



Doug Rice
Chief Financial
Officer



Butch Hulse
Chief Administrative
Officer & General Counsel



Kim Moller
Chief Commercial
Officer



Ricci Whitlow
Chief Operating
Officer



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



Matt Notarianni
Head of IR

Prior Roles Include:



Conclusion

- 1 Large & expanding addressable markets
- 2 Maturing reimbursement & regulatory landscape
- 3 Competitive advantage with defensible IP and proprietary technology
- 4 Strong & improving financial profile & balance sheet
- 5 Experienced & skillful leadership team more than capable of executing strategy

The word 'Appendix' is written in a bold, blue, sans-serif font. A thin blue horizontal line is positioned directly below the text.

Appendix

Reconciliation of Non-GAAP Measures

In addition to our GAAP results, we provide certain non-GAAP measures including Adjusted EBITDA, related margins, Free Cash Flow, Adjusted Gross Profit, Adjusted Gross Margin and Adjusted Net Income.

- Adjusted EBITDA consists of GAAP net income excluding: (i) depreciation, (ii) amortization of intangibles, (iii) interest (income) expense, net, (iv) income tax provision, (v) share-based compensation, (vi) investigation, restatement and related expenses, (vii) expenses related to disbanding of the Regenerative Medicine business unit, (viii) strategic legal and regulatory expenses, (ix) transaction-related expenses, (x) impairment of intangible assets, and (xi) reorganization expenses.
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Reconciliation of Non-GAAP Measures (cont.)

- Each of the adjustments to reconcile Adjusted Net Income to GAAP net income affect individual financial statement captions which are reflected in our consolidated statements of operations, including gross profit. Adjusted Gross Profit is therefore defined as GAAP gross profit plus (i) loss on extinguishment of debt, (ii) investigation restatement and related expenses, (iii) impairment of intangible assets, (iv) amortization of acquired intangible assets, (v) transaction related expenses, (vi) strategic legal and regulatory expenses, and (vii) expenses related to disbanding of our Regenerative Medicine business unit, and (viii) the long-term effective income tax rate adjustment., to the extent that these adjustments impact GAAP gross profit. Adjusted Gross Margin is calculated as Adjusted Gross Profit divided by GAAP net sales.
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Adjusted Gross Profit & Adjusted Gross Profit Margin



| <i>Amounts (in millions)</i> | Three Months Ended | |
|---|--------------------|----------------|
| | March 31, 2025 | March 31, 2024 |
| GAAP gross profit | \$ 71.6 | \$ 71.7 |
| Amortization of acquisition-related intangible assets | 2.5 | — |
| Adjusted Gross Profit | <u>\$ 74.2</u> | <u>\$ 71.7</u> |
| Adjusted Gross Profit Margin | 84.1 % | 84.6 % |

Adjusted EBITDA - QTD



| Amounts (in millions) for the three months ended | March 31, 2025 | | March 31, 2024 | |
|--|----------------|--------|----------------|--------|
| Net income | \$ | 7.0 | \$ | 9.3 |
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| Adjusted EBITDA margin | | 19.5 % | | 22.1 % |

Adjusted Net Income and Adjusted EPS - QTD



| <i>Amounts (in millions) for the three months ended</i> | March 31, 2025 | March 31, 2024 |
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| Net income - GAAP | \$ 7.0 | \$ 9.1 |
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| Loss on extinguishment of debt | — | 1.4 |
| Strategic legal and regulatory expenses | 1.6 | 0.2 |
| Other | — | 0.2 |
| Adjustment for income taxes ¹ | (1.6) | (1.0) |
| Adjusted net income | \$ 9.6 | \$ 9.9 |
| Weighted average common shares outstanding - adjusted (millions) | 149.7 | 150.0 |
| Adjusted earnings per share | \$ 0.06 | \$ 0.07 |

