



VERICEL Q4 2024 RESULTS

FEBRUARY 27, 2025

Safe Harbor

Vericel cautions you that all statements other than statements of historical fact included in this presentation that address activities, events or developments that we expect, believe or anticipate will or may occur in the future are forward-looking statements. Although we believe that we have a reasonable basis for the forward-looking statements contained herein, they are based on current expectations about future events affecting us and are subject to risks, assumptions, uncertainties and factors relating to our operations and business environment, all of which are difficult to predict and many of which are beyond our control. Our actual results may differ materially from those expressed or implied by the forward-looking statements in this presentation. These statements are often, but are not always, made through the use of words or phrases such as “anticipates,” “intends,” “estimates,” “plans,” “expects,” “continues,” “believe,” “guidance,” “outlook,” “target,” “future,” “potential,” “goals” and similar words or phrases, or future or conditional verbs such as “will,” “would,” “should,” “could,” “may,” or similar expressions.

Among the factors that could cause actual results to differ materially from those set forth in the forward-looking statements include, but are not limited to, uncertainties associated with our expectations regarding future revenue, growth in revenue, market penetration for MACI®, MACI Arthro™, Epicel®, and NexoBrid®, growth in profit,

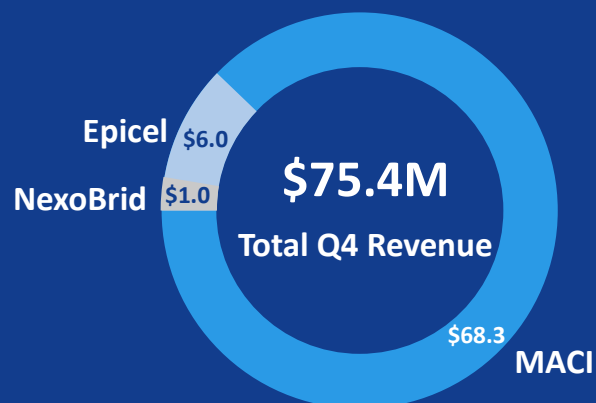
gross margins and operating margins, the ability to continue to scale our manufacturing operations to meet the demand for our cell therapy products, including the timely qualification of a new manufacturing facility in Burlington, Massachusetts, the ability to sustain profitability, contributions to adjusted EBITDA, the expected target surgeon audience, potential fluctuations in sales and volumes and our results of operations over the course of the year, timing and conduct of clinical trial and product development activities, timing and likelihood of the FDA’s potential approval of the use of MACI to treat cartilage defects in the ankle, the estimate of the commercial growth potential of our products and product candidates, competitive developments, changes in third-party coverage and reimbursement, surgeon adoption of MACI Arthro, physician and burn center adoption of NexoBrid, labor strikes, changes in surgeon and hospital treatment prioritizations caused by the temporary shortage of essential medical supplies, supply chain disruptions or other events or factors that might affect our ability to manufacture MACI or Epicel or affect MediWound’s ability to manufacture and supply sufficient quantities of NexoBrid to meet customer demand, including but not limited to, damage or disruption caused by natural disasters and the ongoing conflicts in the Middle East region involving Israel, negative impacts on the global economy and capital markets resulting from the conflict in Ukraine and the Middle East conflicts, changes in trade policies and regulations, including the potential for

increases or changes in duties, current and potentially new tariffs or quotas, lingering effects of adverse developments affecting financial institutions, companies in the financial services industry or the financial services industry generally, possible changes in governmental monetary and fiscal policies, including, but not limited to, Federal Reserve policies in connection with continued inflationary pressures and the impact of the recent elections in the United States, global geopolitical tensions and potential future impacts on our business or the economy generally stemming from a public health emergency.

These and other significant factors are discussed in greater detail in Vericel’s Annual Report on Form 10-K for the year ended December 31, 2024, filed with the Securities and Exchange Commission (SEC) on February 27, 2025, and in other filings with the SEC. These forward-looking statements reflect our views as of the date hereof and Vericel does not assume and specifically disclaims any obligation to update any of these forward-looking statements to reflect a change in its views or events or circumstances that occur after the date of this press release except as required by law.

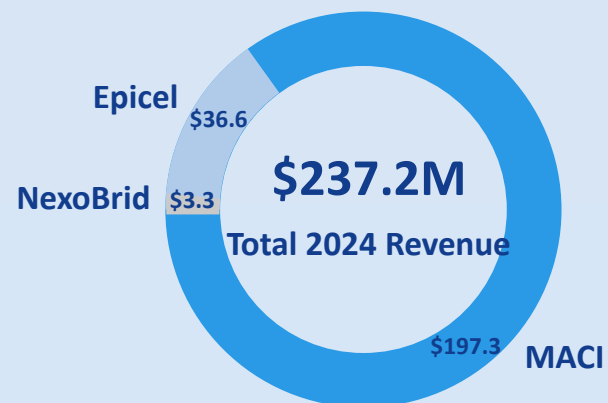
Q4 2024 Financial Highlights

- ▶ Record Q4 total revenue of \$75.4M
- ▶ MACI revenue growth of 21% to \$68.3M
- ▶ Burn Care revenue of \$7.0M
- ▶ Gross margin of 78%, up ~300 bps vs. Q4 2023
- ▶ Net income growth of 52% to \$19.8M
- ▶ Adjusted EBITDA of \$29.9M, up 34% vs. Q4 2023
- ▶ Operating Cash Flow of \$22.2M



FY 2024 Financial Highlights

- ▶ Total net revenue increased 20% to \$237.2M
- ▶ MACI revenue growth of 20% to \$197.3M
- ▶ Burn Care revenue growth of 22% to \$39.9M
- ▶ Gross margin of 73%, up ~390 bps vs. prior year
- ▶ Achieved full-year GAAP profitability
- ▶ Adjusted EBITDA of \$53.4M, up 58% vs. prior year
- ▶ Operating Cash Flow of \$58.2M



Key Business Updates

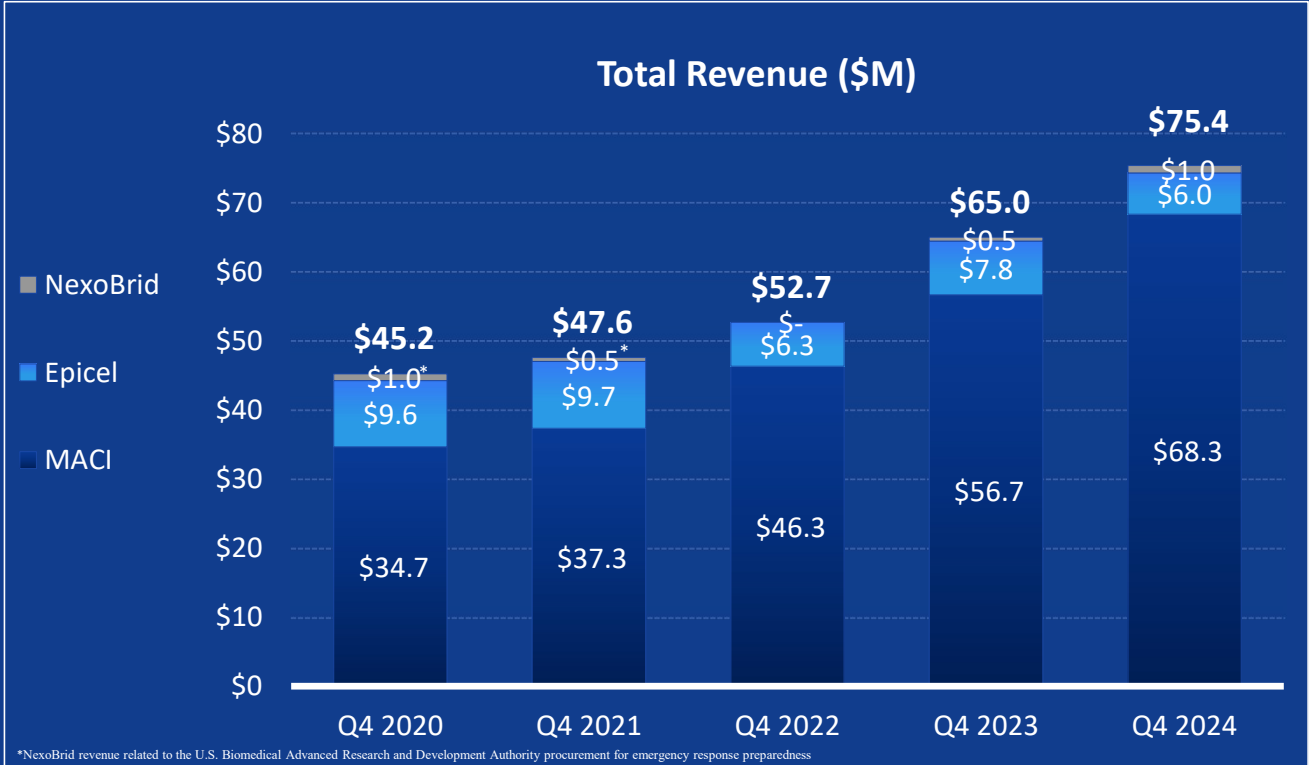
Brand Updates

- ▷ Highest number of MACI implants, implanting surgeons, surgeons taking biopsies and MACI biopsies in a quarter since launch
- ▷ Approximately 250 MACI Arthro surgeons trained to date
- ▷ NexoBrid hospital orders in the fourth quarter increased 42% versus the prior quarter

Business Updates

- ▷ Completed construction of new corporate headquarters and manufacturing facility and remain on track to initiate MACI commercial manufacturing in the new facility in 2026
- ▷ Initiated assessment of opportunities to commercialize MACI outside the U.S.
- ▷ On track to submit MACI Ankle™ IND in H1 2025 and expect to initiate clinical study in H2 2025
- ▷ Recently increased mid-term profitability targets to gross margin in the high-70% range and adjusted EBITDA margin in the high-30% range by 2029

Q4 2024 Revenue Details



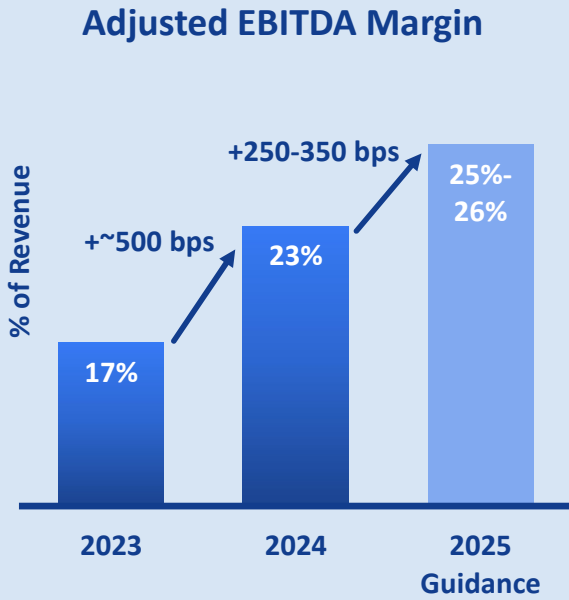
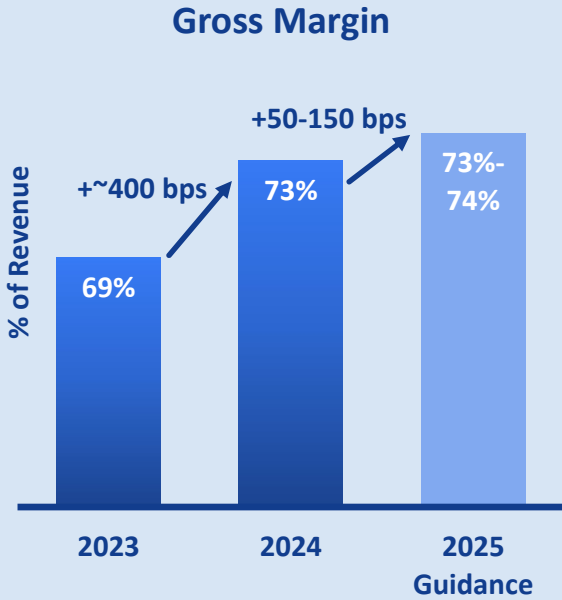
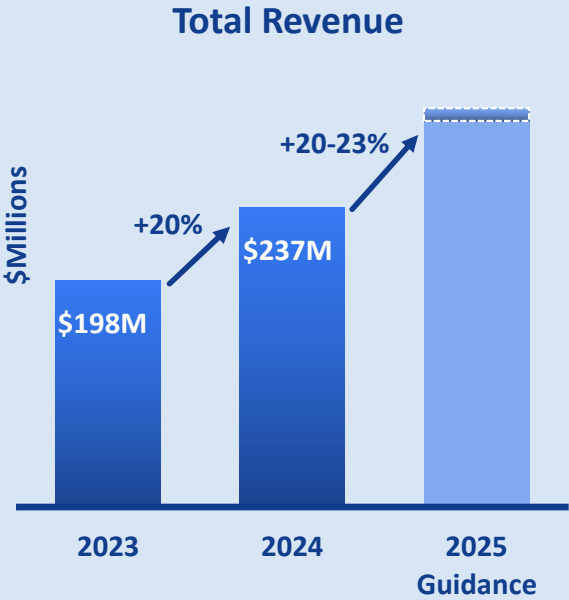
MACI growth of 21% vs. prior year and sequential growth of 53% vs. Q3 2024

Q4 2024 Financial Results

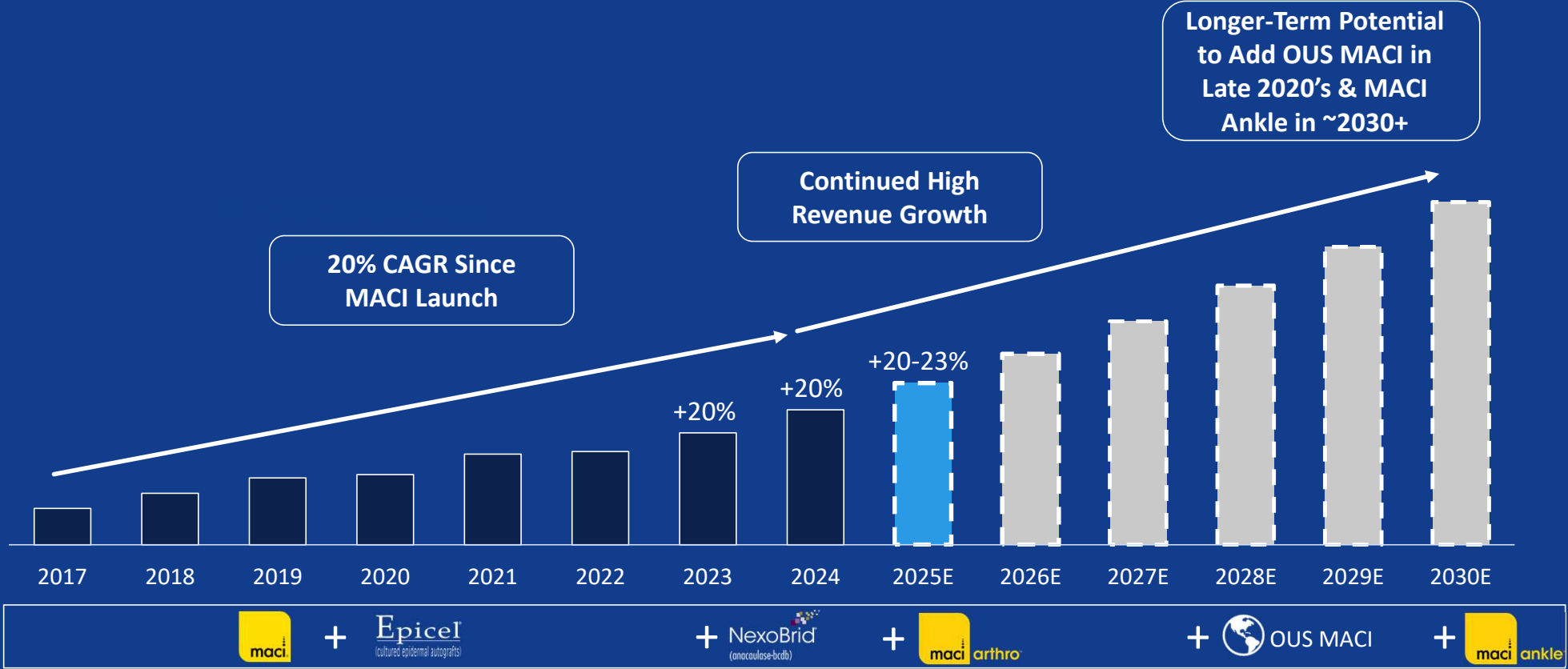
Unaudited, amounts in millions except per share amounts	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2024	2023	2024	2023
Net Revenue	\$75.4	\$65.0	\$237.2	\$197.5
Gross Profit	58.5	48.5	172.1	135.6
Gross Margin	78%	75%	73%	69%
Research and Development	4.9	4.9	24.8	21.0
Selling, General and Administrative	<u>35.1</u>	<u>30.9</u>	<u>142.8</u>	<u>121.0</u>
Total Operating Expenses	40.0	35.8	167.6	142.0
Operating Income (Loss)	18.5	12.7	4.5	(6.5)
Net Income (Loss)	19.8	13.0	10.4	(3.2)
Net Income (Loss) Per Share (Diluted)	\$0.38	\$0.26	\$0.20	(\$0.07)
Weighted average shares outstanding (Diluted)	52.2	50.5	51.7	47.6
Adjusted EBITDA	29.9	22.3	53.4	33.9
Adjusted EBITDA Margin	40%	34%	23%	17%
Stock-based compensation included in Operating and Net Income (Loss)	7.9	6.9	36.5	32.3

- ▷ Q4 2024 Operating Cash Flow of \$22.2 million
- ▷ ~\$167 million in cash, restricted cash and investments as of December 31, 2024, and no debt

Reaffirmed 2025 Financial Guidance



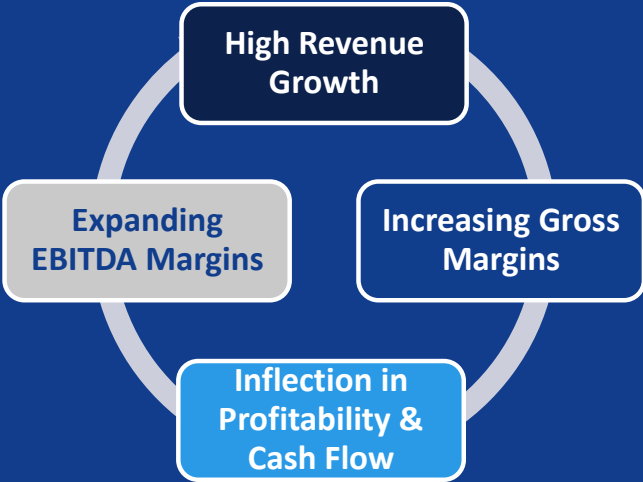
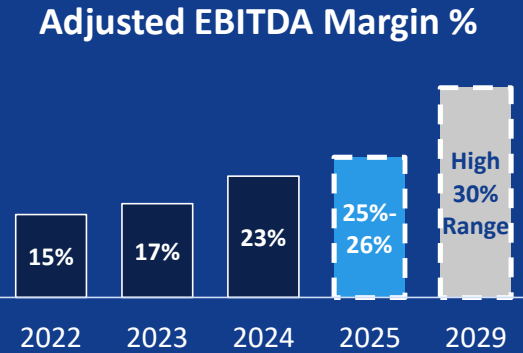
Current Portfolio Plus New Product Launches Expected to Drive Durable High Revenue Growth Profile



Driving High Revenue Growth and a Top-Tier Profitability Profile

Mid-Term Profitability Targets Increased to High-70% Gross Margin and High-30% Adjusted EBITDA

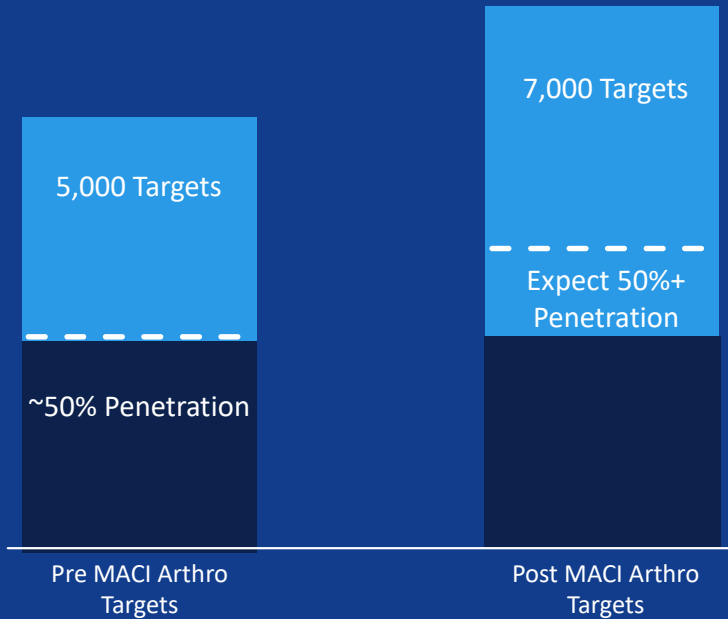
20% Top Line Growth in 2024
Expect Continued High Revenue Growth in 2025 and Beyond



58% Adjusted EBITDA Growth and GAAP Net Income Positive in 2024
Expect Cash Generation to Inflect in 2025 and Beyond

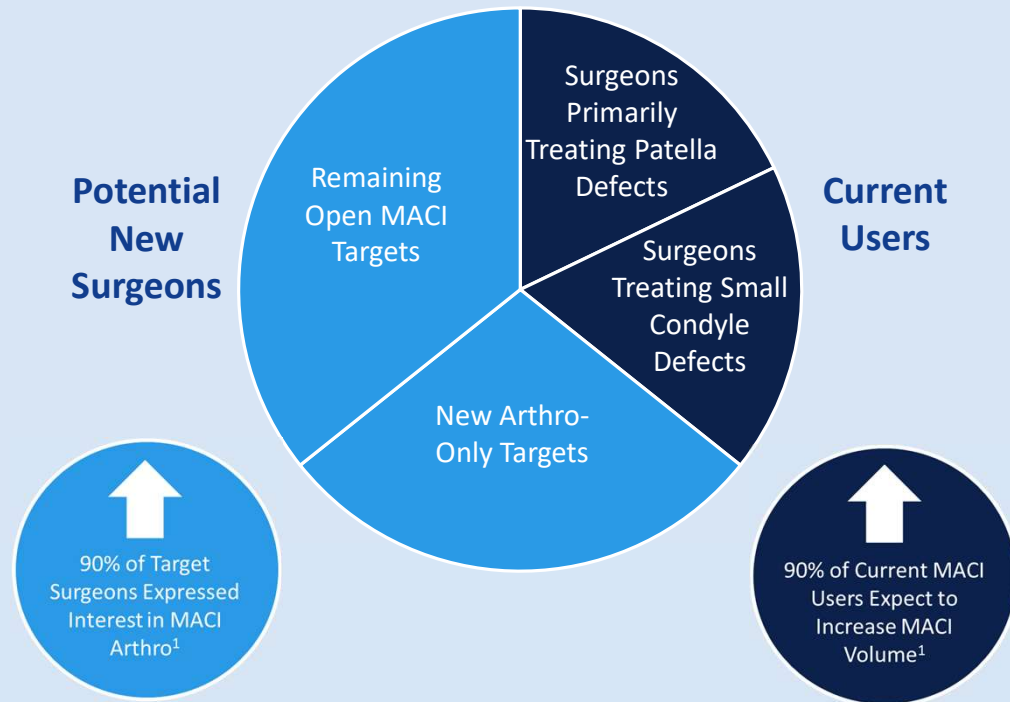
MACI Arthro Enables Additional Surgeon Growth

Target Surgeons



MACI Arthro Expected to Drive Incremental Volume Across all Surgeon Segments

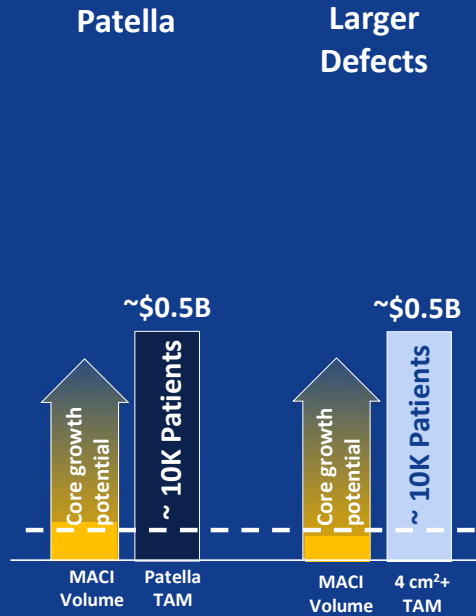
MACI Surgeon Segments



¹Based on Health Advances, LLC MACI market assessment report (2018).

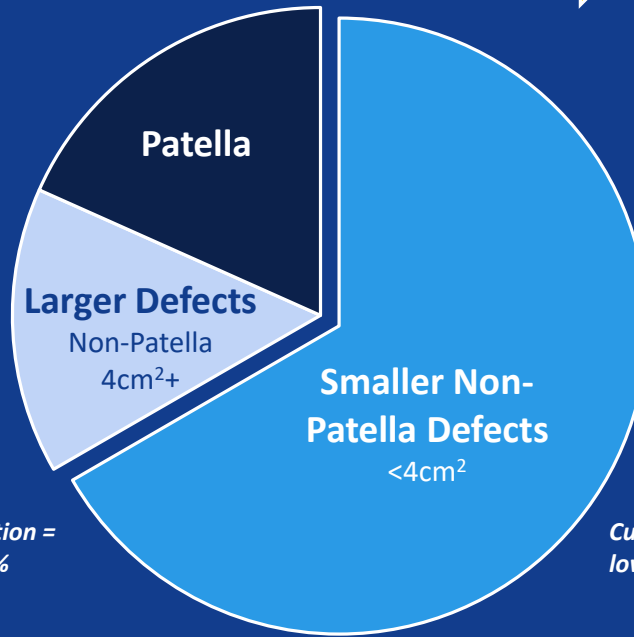
MACI Arthro Addresses the Largest Segment of the Overall MACI TAM Where There is Significant Potential to Increase Penetration

Current MACI Growth Segments Pre MACI Arthro Launch

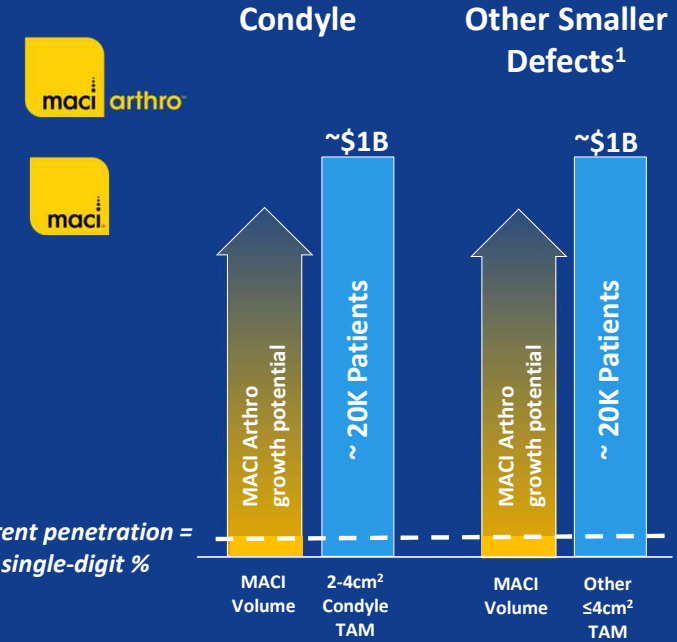


Current penetration = greater than 10%

MACI Arthro Provides Opportunity to Significantly Increase MACI Usage



MACI Arthro Target Segments



Current penetration = low single-digit %

Reconciliation of Reported Net Income (Loss) to Adjusted EBITDA (Non-GAAP Measure) – Unaudited

Adjusted EBITDA (In Thousands)	Three Months Ended December 31,		Year Ended December 31,	
	2024	2023	2024	2023
Net Income (Loss)	\$ 19,807	\$ 12,993	\$ 10,362	\$ (3,182)
Stock-based compensation expense	7,917	6,909	36,495	32,325
Depreciation and amortization	1,477	1,149	5,504	4,632
Net interest income	(1,406)	(1,280)	(5,796)	(4,032)
Income tax expense	148	1,100	148	814
Pre-occupancy lease expense	1,924	1,424	6,725	3,323
Adjusted EBITDA (Non-GAAP)	\$ 29,867	\$ 22,295	\$ 53,438	\$ 33,880