VERICEL
Q3 2024 RESULTS

NOVEMBER 7, 2024

Safe Harbor

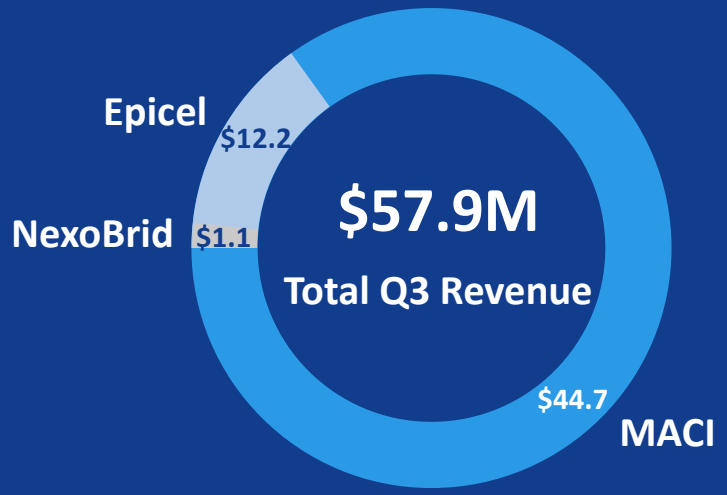
Vericel cautions you that all statements other than statements of historical fact included in this presentation that address activities, events or developments that we expect, believe or anticipate will or may occur in the future are forward-looking statements. Although we believe that we have a reasonable 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 completion of a new headquarters and manufacturing facility in Burlington, Massachusetts, the ability to achieve or 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 military 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, adverse developments affecting financial institutions, companies in the financial services industry or the financial services industry generally, global geopolitical tensions or record inflation 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, 2023, filed with the Securities and Exchange Commission (SEC) on February 29, 2024, Vericel’s Quarterly Report on Form 10-Q for the quarter ended September 30, 2024, filed with the SEC on November 7, 2024, 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 presentation except as required by law.

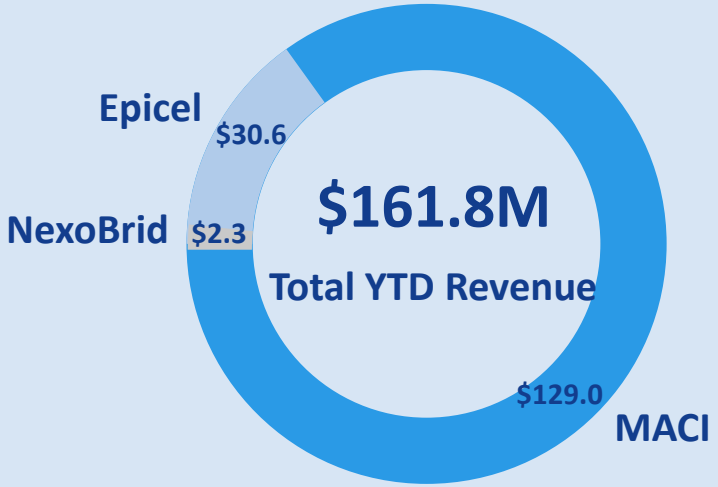
Q3 2024 Financial Highlights

- Record Q3 total revenue of $57.9M
- MACI revenue growth of 19% to $44.7M
- Burn Care revenue growth of 66% to $13.2M
- Gross margin of 72%, up 480 bps vs. Q3 2023
- Adjusted EBITDA of $10.0M, up 84% vs. Q3 2023
- Operating Cash Flow of $10.2M
- ~$151M of Cash, Restricted Cash and Investments



YTD 2024 Financial Highlights

- Total net revenue increased 22% to $161.8M
- MACI net revenue growth of 19% to $129.0M
- Burn Care net revenue growth of 35% to $32.9M
- Gross margin of 70%, up 450 bps vs. prior year
- Adjusted EBITDA growth of 103% to $23.6M; 15% adjusted EBITDA margin, up 580 bps vs. prior year
- Operating Cash Flow of $36M



Key Brand Updates

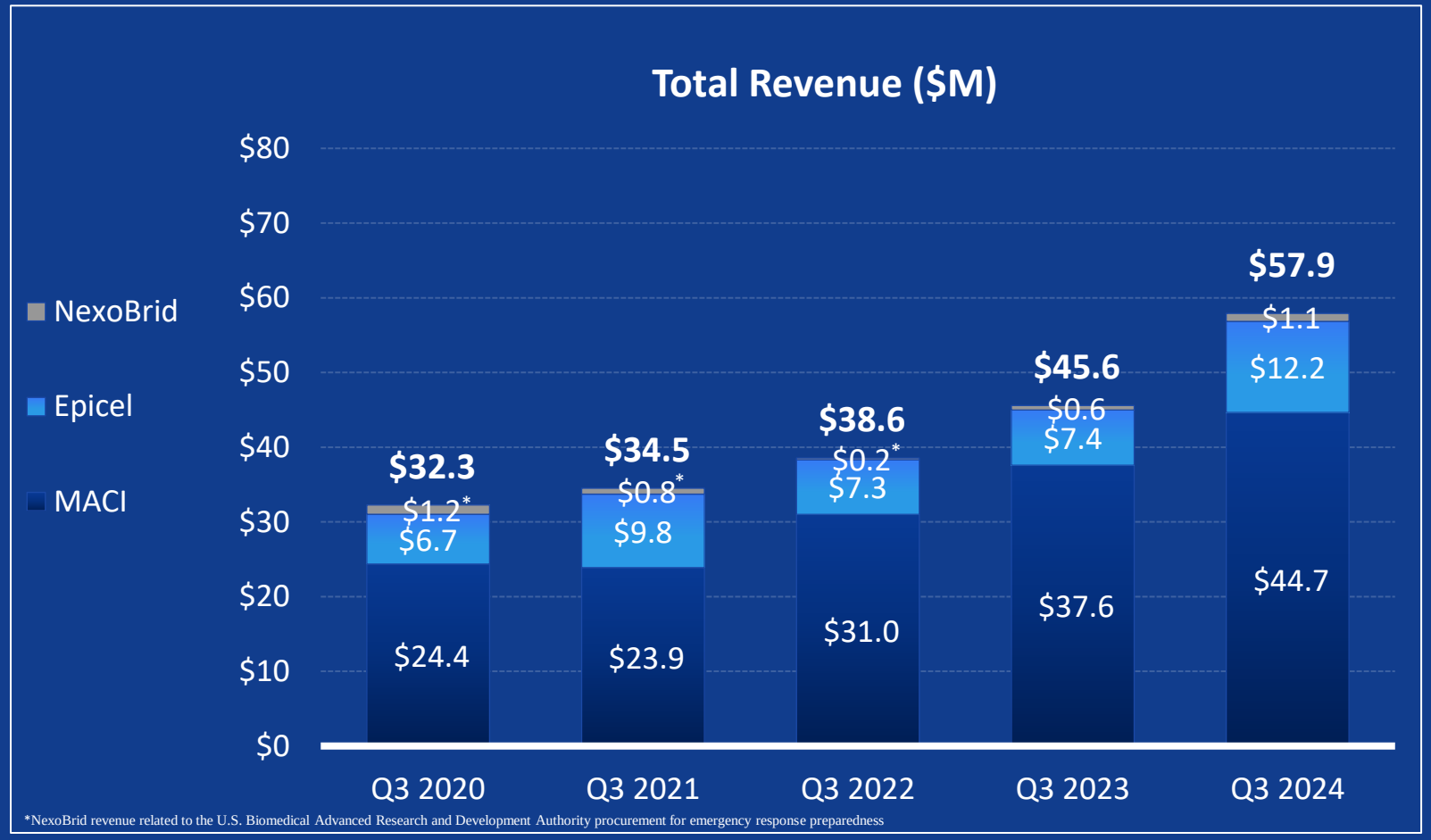
MACI

- Record third quarter MACI revenue
- Record third quarter highs for MACI biopsies and the number of surgeons taking biopsies
- Announced FDA approval of MACI Arthro™ to repair symptomatic single or multiple full-thickness cartilage defects of the knee up to 4 cm^2 using Vericel's custom-designed arthroscopic instruments
- On track to submit MACI Ankle™ IND in H1 2025 and expect to initiate clinical study in H2 2025

Burn Care

- Highest quarterly Epicel revenue to date
- More than 70 NexoBrid Pharmacy and Therapeutics (P&T) committee submissions, with approximately 50 burn centers obtaining P&T committee approval and placing initial orders
- Announced FDA approval of a pediatric indication for NexoBrid for eschar removal in pediatric patients with deep partial-thickness and/or full-thickness thermal burns

Q3 2024 Revenue Details



*NexoBrid revenue related to the U.S. Biomedical Advanced Research and Development Authority procurement for emergency response preparedness

19% MACI growth and highest quarterly Epicel revenue since launch

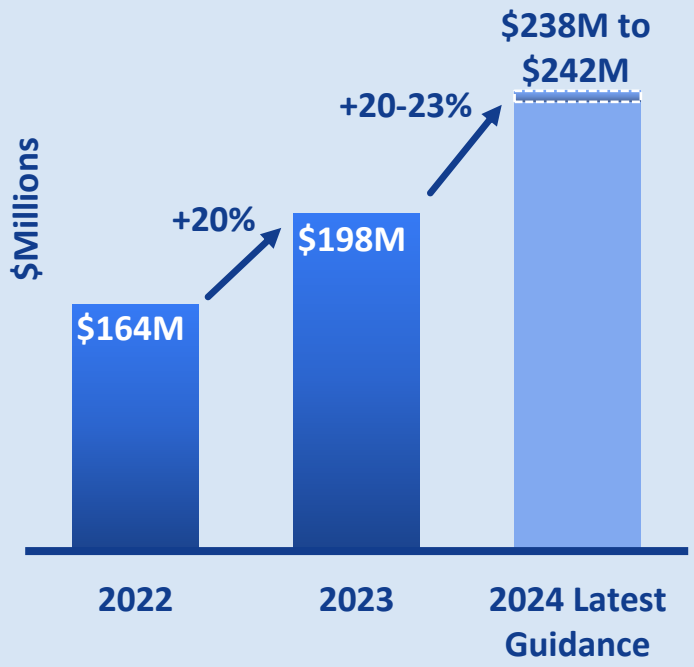
Q3 2024 Financial Results

Unaudited, amounts in millions except per share amounts	Three Months Ended September 30, 2024	Three Months Ended September 30, 2023	Nine Months Ended September 30, 2024	Nine Months Ended September 30, 2023
Net Revenue	$57.9	$45.6	$161.8	$132.5
Gross Profit	41.7	30.6	113.6	87.1
Gross Margin	72%	67%	70%	66%
Research and Development	6.1	5.7	19.9	16.1
Selling, General and Administrative	38.0	30.0	107.7	90.1
Total Operating Expenses	44.1	35.7	127.6	106.3
Operating Income (Loss)	(2.5)	(5.1)	(14.0)	(19.2)
Net Income (Loss)	(0.9)	(3.7)	(9.4)	(16.2)
Net Income (Loss) Per Share (Diluted)	($0.02)	($0.08)	($0.19)	($0.34)
Weighted average shares outstanding (Diluted)	49.1	47.6	48.6	47.5
Adjusted EBITDA	10.0	5.4	23.6	11.6
Adjusted EBITDA Margin	17%	12%	15%	9%
Stock-based compensation included in Operating and Net Income (Loss)	9.2	7.9	28.6	25.4

- Q3 2024 Operating Cash Flow of $10.2 million
- ~$151 million in cash, restricted cash and investments as of September 30, 2024, and no debt

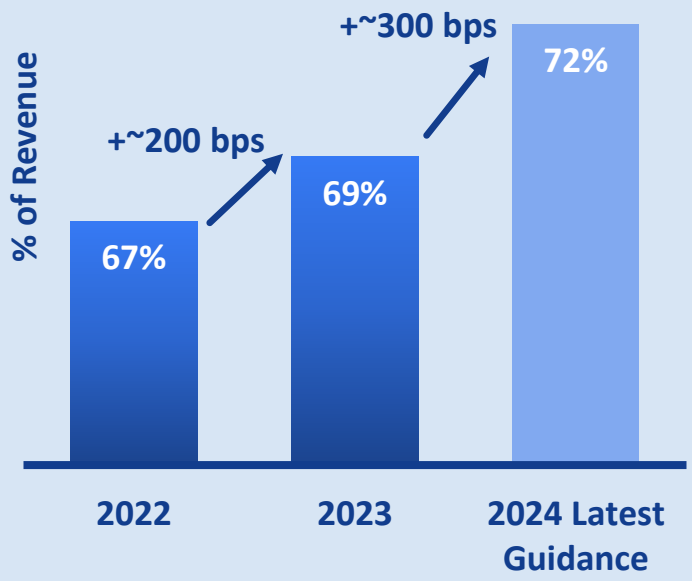
2024 Financial Guidance

Total Revenue



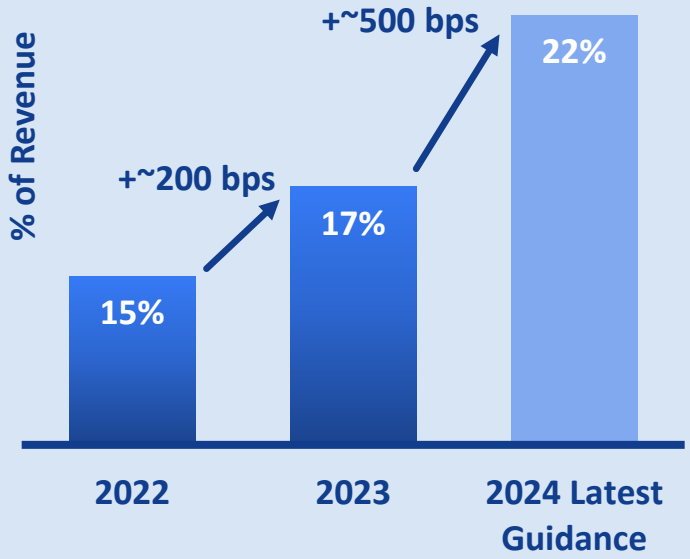
- Maintained total revenue guidance

Gross Margin



- Raised guidance to 72% vs. previous guidance of 71%

Adjusted EBITDA Margin



- Raised guidance to 22% vs. previous guidance of 21%

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

	Three Months Ended September 30,		Nine Months Ended September 30,	
Adjusted EBITDA (In Thousands)	**2024**	**2023**	**2024**	**2023**
Net Loss (GAAP)	**$ (901)**	**$ (3,660)**	**$ (9,445)**	**$ (16,175)**
Stock-based compensation expense	9,224	7,924	28,578	25,416
Depreciation and amortization	1,326	1,154	4,027	3,483
Net interest income	(1,424)	(1,112)	(4,390)	(2,752)
Income tax benefit	-	(286)	-	(286)
Pre-occupancy lease expense	1,815	1,424	4,801	1,899
Adjusted EBITDA (Non-GAAP)	**$ 10,040**	**$ 5,444**	**$ 23,571**	**$ 11,585**