VERICEL
Q1 2021 RESULTS

MAY 5, 2021

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.

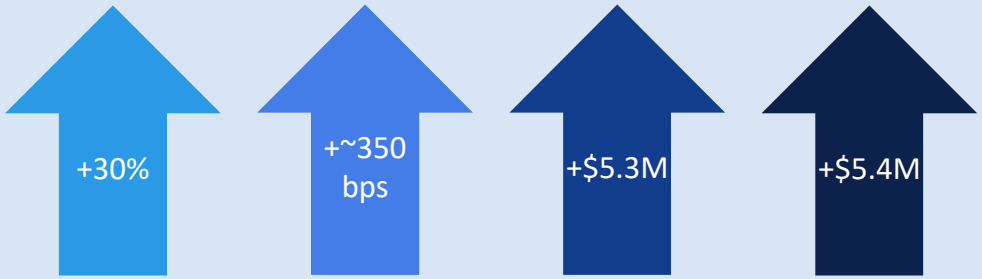
Among the factors that could cause actual results to differ materially from those set forth in the forward-looking statements include, but are not limited to uncertainties associated with our expectations regarding future revenue, growth in revenue, market penetration for MACI® and Epicel®, growth in profit, gross margins and operating margins, 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 or likelihood of approval by the U.S. Food & Drug Administration of the NexoBrid® Biologics License Application for treatment of severe burns in the United States or other North American markets, the estimate of the commercial growth potential of our products and product candidates, availability of funding from the U.S. Biomedical Research and Development Authority under its agreement with MediWound Ltd. for use in connection with NexoBrid development activities, competitive developments, changes in third-party coverage and reimbursement, our ability to supply or meet customer demand for our products, and the wide-ranging impacts of the COVID-19 pandemic on our business or the economy generally.

With respect to COVID-19, we are currently unable to reasonably estimate the specific extent, or duration of the impact of the COVID-19 pandemic on our business, financial and operating results. We are also unable to predict whether a resurgence of COVID-19 infections or the spread of COVID-19 variants that may limit the effectiveness of approved vaccines will result in future restrictions on the performance of elective surgical procedures or affect the availability of physicians and/or their treatment prioritizations, the willingness or ability of patients to seek treatment, or heighten the impact of the outbreak on the overall healthcare infrastructure. Other disruptions or potential disruptions include restrictions on the ability of Company personnel to travel and access customers for training, promotion and case support, delays in product development efforts, and additional government-imposed quarantines and requirements to "shelter at home" or other incremental mitigation efforts or initiatives that may impact our ability to source supplies for our operations or our ability or capacity to manufacture, sell and support the use of our products. With respect to FDA's review of the pending NexoBrid Biologics License Application, the COVID-19 pandemic may impact the FDA's response times to regulatory submissions, its ability to monitor our clinical trials, and/or conduct necessary reviews or inspections of manufacturing facilities involved in the production of NexoBrid, any or all of which may result in timelines being materially delayed, which could affect the development and ultimate commercialization of NexoBrid. The total impact of these disruptions could have a material impact on the Company's financial condition, cash flows and results of operations.

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, 2020, filed with the Securities and Exchange Commission ("SEC") on February 24, 2021, Vericel's Quarterly Report on Form 10-Q for the quarter ended March 31, 2021, filed with the SEC on May 5, 2021, 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 release except as required by law.

Strong First Quarter Financial and Commercial Performance

Q1 2021 Financial Performance vs. Q1 2020



Total Revenue Growth

Gross Margin Expansion

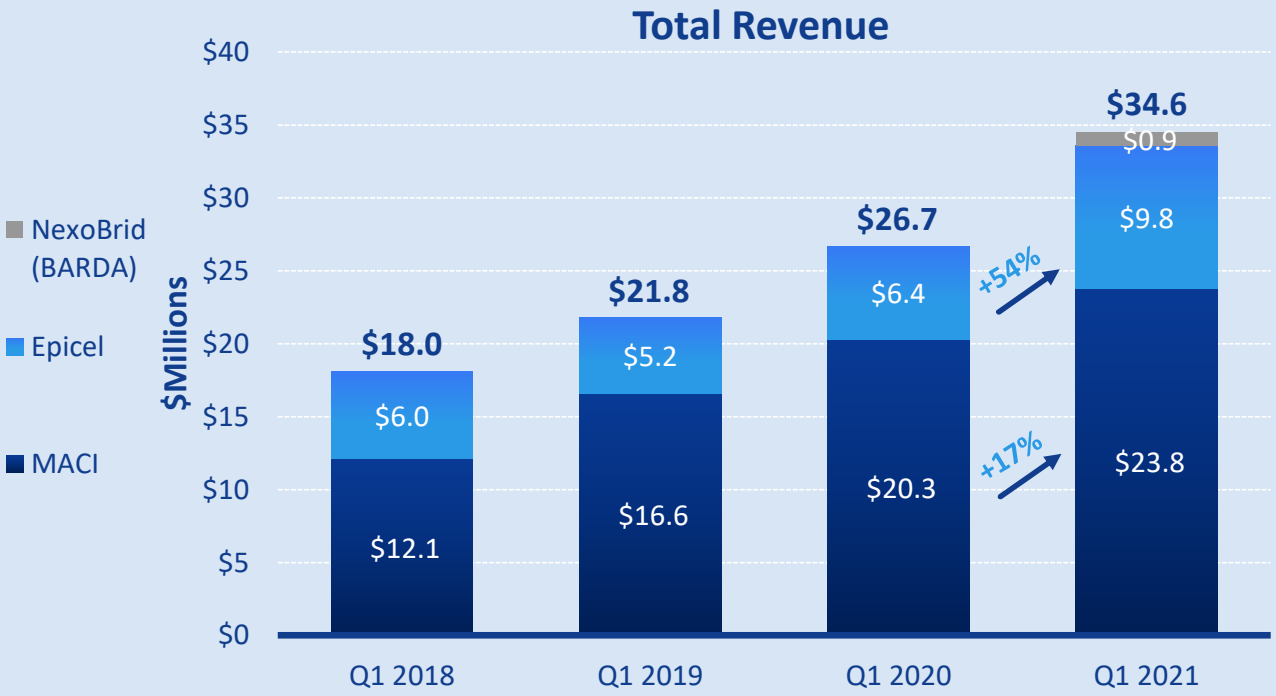
Adjusted EBITDA

Operating Cash Flow

Q1 2021 Business Highlights

- MACI implant and biopsy growth of more than 20% compared to Q1 2020
- Record monthly Epicel volume in February and second highest quarterly revenue in history
- Expansion of UnitedHealthcare's MACI medical policy to include patella and multiple cartilage defects in the knee
- Joined the S&P SmallCap 600®

First Quarter 2021 Revenue Details



Total revenue growth of 30%, with second highest Epicel quarter in history and accelerating MACI growth

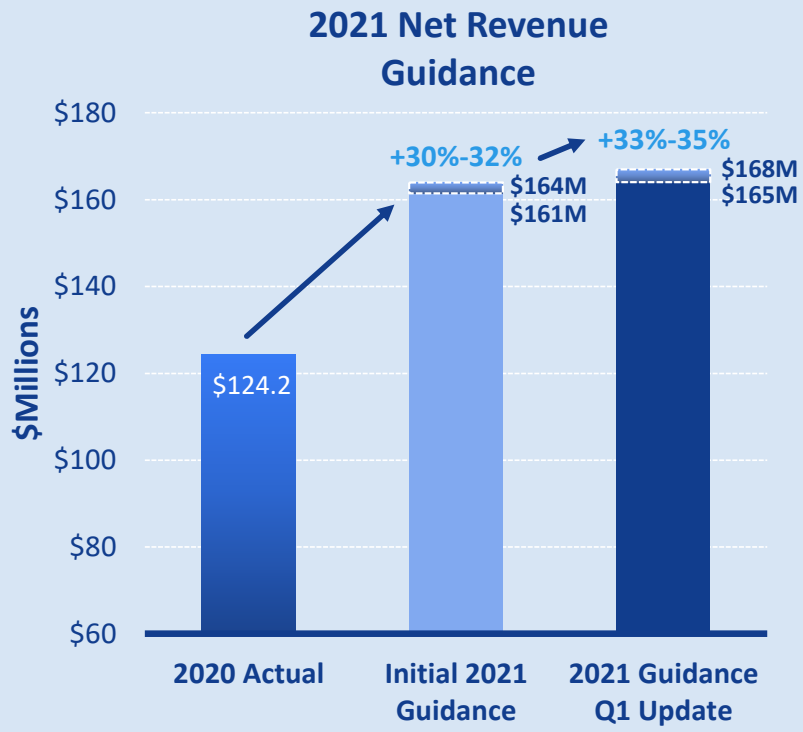
First Quarter 2021 Financial Results

Unaudited, amounts in thousands except per share amounts	Three Months Ended March 31, 2021	2020
Net Revenue	$ 34,568	$ 26,678
Gross Profit	22,985	16,756
Gross Margin	*66%*	*63%*
Research and Development	3,630	3,763
Selling, General and Administrative	22,660	18,069
Total Operating Expenses	26,290	21,832
Operating Income (Loss)	(3,305)	(5,076)
Net Income (Loss) Per Share (Diluted)	$ (0.07)	$ (0.10)
Weighted average number of common shares outstanding (Diluted)	45,984	44,924
Adjusted EBITDA	$ 4,609	$ (708)
Adjusted EBITDA Margin	*13%*	*-3%*

- Q1 2021 Operating Cash Flow of $10.1 million
- $110 million in cash and investments as of March 31, 2021, and no debt

Increasing 2021 Revenue Guidance

- ↑ Total net revenue of **$165 - $168 million**
  - ↑ ▷ MACI revenue growth in the mid-30% range
  - ↑ ▷ Epicel revenue growth in the high-20% range
  - ▷ Includes $3.8 million of anticipated revenue related to BARDA procurement of NexoBrid
- Operating expenses of **$115 million**
- Gross margin expected to be **70% - 71%**
- ↑ Adjusted EBITDA margin expected to be **21.5% - 23.5%**



↑ *Increased since previous guidance*

VERICEL Q1 2021 FINANCIAL RESULTS

APPENDIX

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

	Three Months Ended March 31,	
Quarterly Adjusted EBITDA	**2021**	**2020**
Net Loss (GAAP)	**$(3,289)**	**$(4,705)**
Stock compensation expense	7,019	3,768
Depreciation and amortization	811	533
Net interest expense (income)	(75)	(304)
Income tax provision	143	-0-
Adjusted EBITDA (Non-GAAP) (unaudited)	**$4,609**	**$(708)**

Vericel Capitalization Table

Capitalization (as of March 31, 2021)	Shares
Common Stock	46,225,099
Options Outstanding	6,182,850
Unvested Restricted Stock Units	405,674
Fully Diluted Shares Outstanding	**52,813,623**