VERICEL
Q3 2022 RESULTS

NOVEMBER 9, 2022

Safe Harbor

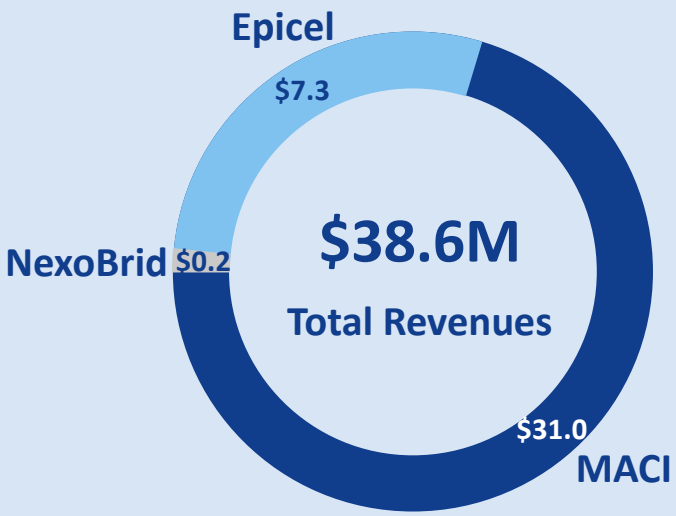
Vericel cautions you that all statements other than statements of historical fact included in this presentation that address activities, events or developments that we expect, believe or anticipate will or may occur in the future are forward-looking statements. Although we believe that we have a reasonable 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, likelihood of the FDA’s potential approval of the NexoBrid® Biologics License Application (BLA) resubmission seeking approval for the treatment of severe burns in the United States, timing and likelihood of the FDA’s potential approval of the arthroscopic delivery of MACI to the knee or the use of MACI to treat cartilage defects in the ankle, the estimate of the commercial growth potential of our products and product candidates, availability of funding from BARDA under its agreement with MediWound 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, negative impacts on the global economy and capital markets resulting from the conflict in Ukraine, global geopolitical tensions or record inflation and the ongoing or future impacts of the COVID-19 pandemic on our business or the economy generally.

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, 2021, filed with the Securities and Exchange Commission (SEC) on February 24, 2022, Vericel’s Quarterly Report on Form 10-Q for the quarter ended September 30, 2022, filed with the SEC on November 9, 2022, 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 2022 Financial Results and Business Highlights

Q3 Financial Highlights



$3.3M
Adjusted EBITDA

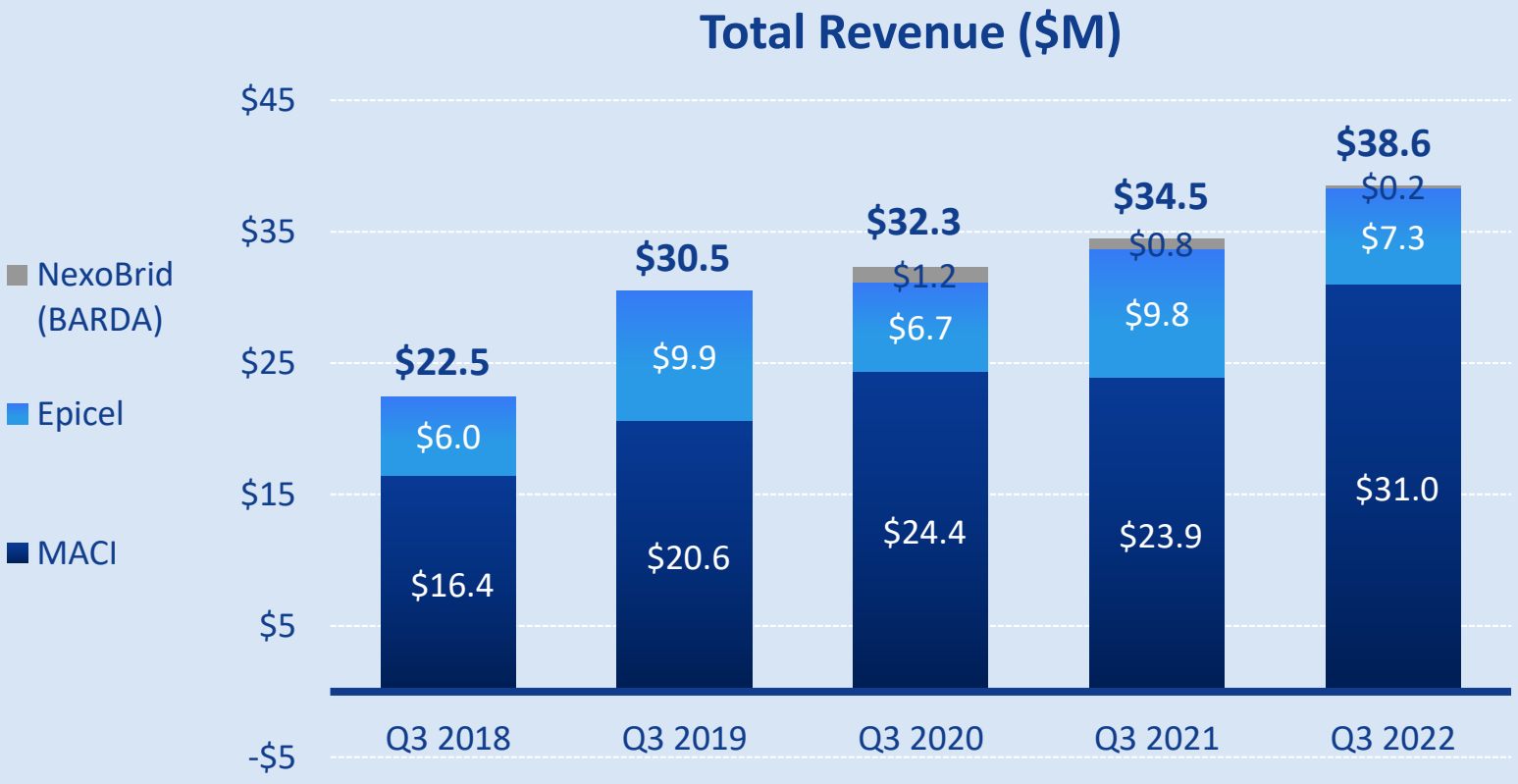
$4.1M
Operating Cash Flow

9th Straight quarter with positive adjusted EBITDA and Operating Cash Flow

Business Highlights

- Third quarter MACI revenue growth of 30% compared to the prior year and 8% sequential growth versus the prior quarter, representing the highest quarterly revenue outside of the seasonally-high fourth quarter since the launch of MACI
- FDA's review of NexoBrid BLA is progressing, with inspections of manufacturing facilities in Taiwan and Israel underway
- Type C meeting with the FDA scheduled for December to discuss MACI arthroscopic delivery program

Q3 Revenue Details



Highest quarterly revenue outside of the seasonally-high fourth quarter since the launch of MACI

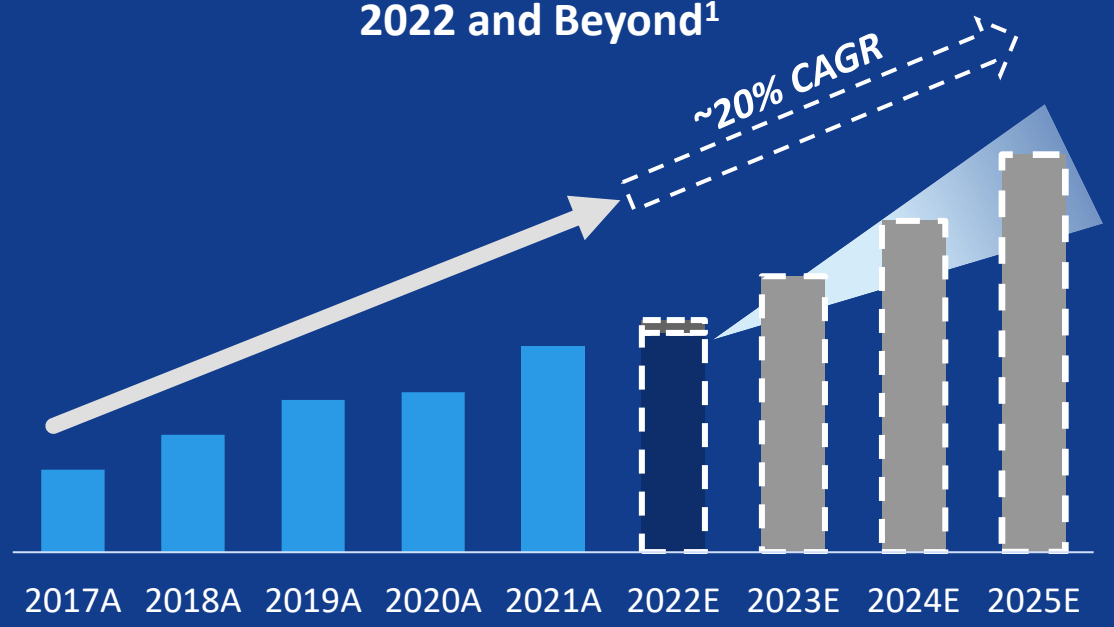
Third Quarter 2022 Financial Results

Unaudited, amounts in millions except per share amounts	Three Months Ended September 30, 2022	Three Months Ended September 30, 2021	Nine Months Ended September 30, 2022	Nine Months Ended September 30, 2021
Net Revenue	$ 38.6	$ 34.5	$111.7	$108.6
Gross Profit	25.2	22.1	71.5	72.0
Gross Margin	65%	64%	64%	66%
Research and Development	5.0	4.3	14.7	12.4
Selling, General and Administrative	27.0	22.8	80.0	71.6
Total Operating Expenses	32.0	27.1	94.7	84.0
Operating Loss	(6.8)	(5.0)	(23.1)	(12.0)
Net Loss Per Share (Diluted)	(0.14)	(0.11)	(0.48)	(0.26)
Weighted average shares outstanding (Diluted)	47.2	46.7	47.1	46.4
Adjusted EBITDA	3.3	4.3	9.4	16.7
Adjusted EBITDA Margin	9%	12%	8%	15%
Stock-based compensation included in Operating and Net Loss	9.1	8.6	29.4	26.5

- Q3 2022 Operating Cash Flow of $4.1 million
- ~$133 million in cash and investments as of September 30, 2022, and no debt

2022 Financial Guidance

Expect to Maintain Strong Growth Trajectory in 2022 and Beyond[1]



- Significantly underpenetrated markets (~$2B-$3B)
- Limited competition with strong barriers to entry
- Strong reimbursement profile

2022 Guidance Details

TOTAL REVENUE	*$164M-$166M*
GROSS MARGIN	*Mid-60% range*
ADJUSTED EBITDA MARGIN	*Mid-Teens % range*

- MACI expected to grow 20%+ in H2 versus prior year with MACI full-year revenue of ~$130M-$132M
- Epicel expected to maintain current run rate in Q4 with revenue of ~$8M and full-year Burn Care revenue of ~$34M

[1] Based on 2022 financial guidance and internal estimated long-term financial projections.

VERICEL Q3 2022 FINANCIAL RESULTS

APPENDIX

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

(unaudited, amounts in thousands)	Three Months Ended September 30,		Nine Months Ended September 30,	
Adjusted EBITDA	**2022**	**2021**	**2022**	**2021**
Net Loss (GAAP)	**$ (6,577)**	**$ (4,931)**	**$ (22,631)**	**$ (12,006)**
Stock-based compensation expense	9,104	8,596	29,443	26,481
Depreciation and amortization	1,014	679	2,942	2,185
Net interest income	(237)	(43)	(435)	(160)
Income tax expense	21	-	21	215
Adjusted EBITDA (Non-GAAP)	**$ 3,325**	**$ 4,301**	**$ 9,340**	**$ 16,715**

Vericel Capitalization Table

Capitalization (as of September 30, 2022)	Shares
Common Stock	47,200,770
Options Outstanding	6,536,140
Unvested Restricted Stock Units	633,197
Total	**54,370,107**