

INVESTOR FACT SHEET

As of June 30, 2018



Corporate Global Profile

AxoGen (NASDAQ: AXGN) is dedicated to the \$2.2+ billion market for repair and protection of peripheral nerves; and is the leading company focused specifically on the science, development, and commercialization of technologies for peripheral nerve regeneration and repair. Peripheral nerves provide the pathways for both motor and sensory signals throughout the body and their physical damage or discontinuity can result in the loss of muscle or organ function, the loss of sensory feeling, or the initiation of pain. AxoGen's innovative approach to regenerative medicine has resulted in a comprehensive platform for nerve repair that offers benefits compared to traditional and competitive options. AxoGen's product portfolio includes Avance® Nerve Graft, an off-the-shelf processed human nerve allograft for bridging severed nerves without the comorbidities associated with a second surgical site, AxoGuard® Nerve Connector, a porcine submucosa extracellular matrix (ECM) coaptation aid for tensionless repair of severed nerves, AxoGuard® Nerve Protector, a porcine submucosa ECM product used to wrap and protect injured peripheral nerves and reinforce the nerve reconstruction while preventing soft tissue attachments, and Avive® Soft Tissue Membrane, a minimally processed human umbilical cord membrane that may be used as a resorbable soft tissue covering to separate tissue layers and modulate inflammation in the surgical bed. Along with these core surgical products, AxoGen also offers AcroVal® Neurosensory & Motor Testing System and AxoTouch® Two-Point Discriminator. These evaluation and measurement tools assist health care professionals in detecting changes in sensation, assessing return of sensory, grip and pinch function, evaluating effective treatment interventions, and providing feedback to patients on nerve function. The AxoGen portfolio of products is available in the United States, Canada, the United Kingdom, and several other European and international countries.



Avance®
Nerve Graft

- Processed nerve allograft for bridging transected peripheral nerves
- Available in lengths up to 70mm and diameters up to 5mm
- Proprietary process that maintains micro & macro structure to support axonal regeneration



AxoGuard®
Nerve Protector

- Wraps and protects injured nerves
- Reinforces coaptation sites
- Minimally processed ECM



AxoGuard®
Nerve Connector

- Bridges transected nerves up to 5mm
- Coaptation aid to facilitate tensionless repair
- Minimally processed ECM



AVIVE®
SOFT TISSUE MEMBRANE

- A minimally processed human umbilical cord membrane that may be used as a resorbable soft tissue covering to separate tissue layers and modulate inflammation in the surgical bed



AcroVal®
Neurosensory &
Motor Testing System

- Measures, maps, and monitors nerve function in patients with peripheral nerve injuries
- Three accessory devices designed to evaluate neurosensory function and hand strength

Symbol
AXGN

Exchange
NASDAQ

Price
\$50.25

52-Week High
\$53.95

52-Week Low
\$14.30

Market Capitalization
\$1.925B

Average Volume
418,325 shares/day
*average volume 3 months ended
June 30, 2018*

Analyst Coverage

Cantor Fitzgerald –
Craig Bijou

Jefferies –
Raj Denhoy

JMP Securities –
David Turkaly

Leerink –
Richard Newitter

ROTH Capital Partners –
Scott Henry

William Blair–
Brian Weinstein

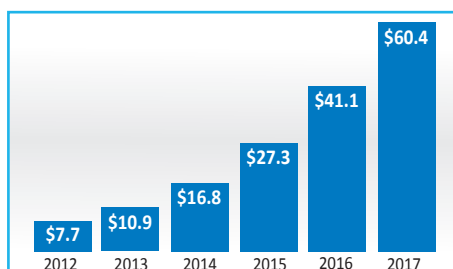
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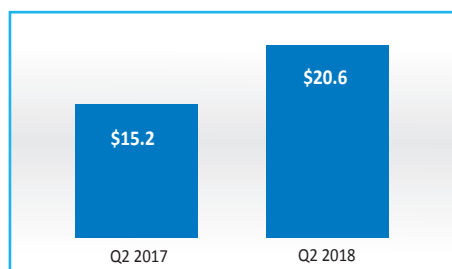


Delivering Strong, Consistent Revenue Growth and Gross Margins (U.S. \$ in millions)

Annual Revenue 53% CAGR 6 Years of Double Digit Growth



Q2 Revenue 36% Growth



84.9% Gross Margin for the quarter ended June 30, 2018

Financial Summary

\$ in millions	Q2 2018 3 months	Q2 2017 3 months	2018 6 months	2017 6 months
Income Statement				
Net Revenue	\$20.6	\$15.2	\$37.8	\$27.4
Gross Profit	\$17.5	\$12.9	\$32.0	\$23.2
Gross Margin	84.9%	85.0%	84.6%	84.7%
Balance Sheet				
Cash	\$133.6	\$23.9		
Total Bank Debt	\$0	\$25.0		

Growing Body of Clinical Evidence

The RANGER® Study is the largest multi-center study in peripheral nerve repair. The study has reported over 87% meaningful recovery in sensory, motor, and mixed nerve injuries treated with Avance® Nerve Graft (*Microsurgery, Journal of the Hand*) and compares favorably with historical studies using autograft and hollow tubes.

Investment Considerations

- Company focused on peripheral nerve repair and protection solutions
- U.S. market opportunity for peripheral nerve repair exceeds \$2.2 billion
- Comprehensive platform for nerve repair
- Barriers to competitive entry and growing body of clinical data
- Strong growth with high gross margins
- Long term expansion potential beyond current markets

Strategic Initiatives

- Build Market Awareness
- Educate Surgeons, Develop Advocates
- Grow Body of Clinical Evidence
- Execute Sales Plan
- Expand product pipeline and applications

Company Leadership

Karen Zaderej
Chief Executive Officer

Peter J. Mariani
Chief Financial Officer

Greg Freitag
General Counsel &
SVP Business Development

Jon S. Gingrich
Chief Commercial Officer

Shawn McCarrey
SVP Sales

Greg Davault
VP Marketing

Kaila Krum
VP Investor Relations &
Corporate Development

Mark Friedman, PhD
VP Regulatory Affairs &
Quality Assurance

Erick DeVinney
VP Clinical & Translational Sciences

Mike Donovan
VP Operations

Dave Hansen
VP Finance & Treasurer

Ivica Ducic, M.D.
Medical Director

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Visit us at www.AxoGenInc.com

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