Safe Harbor Statement

This Presentation contains "forward-looking" statements as defined in the Private Securities Litigation Reform Act of 1995. These statements are based on management's current expectations or predictions of future conditions, events, or results based on various assumptions and management's estimates of trends and economic factors in the markets in which we are active, as well as our business plans. Words such as "expects," "anticipates," "intends," "plans," "believes," "seeks," "estimates," "projects," "forecasts," "continue," "may," "should," "will," and variations of such words and similar expressions are intended to identify such forward-looking statements. The forward-looking statements may include, without limitation, statements regarding our assessment on our internal control over financial reporting, our growth, our 2018 guidance, product development, product potential, financial performance, sales growth, product adoption, market awareness of our products, data validation, our visibility at and sponsorship of conferences and educational events.

The forward-looking statements are subject to risks and uncertainties, which may cause results to differ materially from those set forth in the statements. Forward-looking statements in this release should be evaluated together with the many uncertainties that affect AxoGen's business and its market, particularly those discussed in the risk factors and cautionary statements in AxoGen's filings with the Securities and Exchange Commission. Forward-looking statements are not guarantees of future performance, and actual results may differ materially from those projected. The forward-looking statements are representative only as of the date they are made and, except as required by law, AxoGen assumes no responsibility to update any forward-looking statements, whether as a result of new information, future events, or otherwise.
The AxoGen Platform for Nerve Repair
The Nervous System

Central Nervous System (CNS)
Brain and Spinal Cord - yellow

Peripheral Nervous System (PNS)
All other nerves - blue

AxoGen is Dedicated to
Peripheral Nerve Repair
The Function of Nerves

Nerves are like wires
- Transfer signals across a network
- If cut, data cannot be transferred
- If crushed, short circuits and data corruption may occur

The peripheral nervous system is a vast network from every organ to and from the brain
- Sensory
- Motor
- Autonomic
Consequences of Peripheral Nerve Damage

- Numbness and Loss of Sensation
- Partial or Full Loss of Movement
- Chronic, Debilitating, Stabbing, Radiating Pain
- Reduced Quality of Life
Peripheral Nerve Functions

**SENSORY**
- Pressure
- Touch
- Temperature
- Pain
- Location

**MOTOR**
- Fine motor control
- Stability
- Mobility
AxoGen is the Pre-eminent Nerve Repair Company

- Exclusive focus on peripheral nerve repair and protection solutions
- Comprehensive product portfolio addresses 900,000+ procedures
- $2.2B+ market opportunity
- “Five Pillar” Market Development Strategy delivered 28 consecutive quarters of YOY double-digit growth

<table>
<thead>
<tr>
<th>Q4 2017 Revenue</th>
<th>$17.0M, 49% growth vs Q4 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017 Revenue</td>
<td>$60.4M, 47% growth vs 2016</td>
</tr>
<tr>
<td>High Gross Margins</td>
<td>84.6% as of December 31, 2017</td>
</tr>
<tr>
<td>Cash as of December 31, 2017</td>
<td>$36.5 M</td>
</tr>
<tr>
<td>Debt as of December 31, 2017</td>
<td>$25.0 M</td>
</tr>
</tbody>
</table>

- Solid balance sheet provides resources to execute business plan
- Significant barriers to competitive entry including a growing body of clinical data
- Strong management team with track record of commercial success
- Expansion opportunities beyond current markets
How are Nerves Injured?

Repair
- Transections
  - Motor vehicle accidents, power tool accidents, battle field injuries, gunshot wounds, surgical injuries, natural/other disasters

Protect
- Compression
  - Carpal, cubital, tarsal tunnel revision, blunt trauma, previous surgery

It's time to rethink nerve repair.
Patients are our First Priority

Pablo
• Benign tumor was found encompassing a large portion of his chin and inferior alveolar nerves on both sides of his face
• Jaw and nerve reconstruction performed by Dr. Ramzey Tursun, Miami, FL
• Repaired with Avance® Nerve Graft and AxoGuard® Nerve Connector
• Back to his social life and work as a cabinetry customer care specialist

John
• Hand smashed through a glass door during an accidental fall
• Severed his median and ulnar nerves
• Nerves were repaired by Dr. Nirav Gupta, Ocala, FL
• Repaired with Avance® Nerve Graft and AxoGuard® Nerve Connector
• Back to working out and studying engineering

Shareda
• Mother of two with a deep glass laceration to the wrist
• Severed her ulnar nerve resulting in loss of nerve function
• Ulnar nerve was repaired by Dr. Michael Friel, New Orleans, LA
• Repaired with Avance® Nerve Graft and AxoGuard® Nerve Protector
• Back to work as a typist

Veronica
• Benign tumor was found on the right side of her jaw involving her inferior alveolar nerve
• Jaw and nerve reconstructions performed by Dr. Michael Miloro, and Dr. Brent Markiewicz, Chicago, IL
• Repaired with Avance® Nerve Graft and AxoGuard® Nerve Connector
• Back to school and Taekwondo

Erica
• At the age of six, suffered a partial hand amputation
• Suffered significant nerve damage to much of her hand
• Hand replant and nerve repairs were performed by Dr. Jeff Yao, Stanford, CA
• Avance® Nerve Graft was used to reconstruct her injured nerve tissue
• Now a vibrant and active 15-year-old

David
• Marathon runner forced to stop running
• Suffered from a compressed peroneal nerve
• Nerve repaired by Dr. Shawn O’Leary, Arlington Heights, IL
• AxoGuard® Nerve Protector was used to wrap his damaged nerve
• Recently completed his 50th marathon

It’s time to rethink nerve repair.™
Best Practices of Nerve Repair

TECHNIQUE + PRODUCT

- Tension-Free repair
- Adequate resection (remove nerve scar tissue)
- Scaffold to direct and support growth
- Protection from soft tissue attachments
- Manage Inflammation

It’s time to rethink nerve repair.™
Peripheral Nerves are Capable of Regeneration with Appropriate Guidance and Protection

GOALS OF REPAIR

- Restore sensation and muscle function
- Prevent neuroma / chronic pain

Pictures provided courtesy of Bauback Safa, MD, MBA, FACS and The Buncke Clinic
Peripheral Nerve Injuries and Repair Paradigm

AxoGen Market

Injury Type

- Transection
- Compression
- Inflammation

Repair

- Grafts
- Connectors / Conduits
- Direct Repair
- Protector / Wrap
- Proaction

It’s time to rethink nerve repair.
Current Targeted Nerve Markets (U.S.)

AxoGen Current Target Markets
$2.2 Billion

Over 900,000 Procedures Annually in U.S.:
- Extremity Trauma: 719,000
- Carpal/Cubital Tunnel: 118,000
- OMF: 80,350
- Breast Neurotization: 14,500

It’s time to rethink nerve repair.™
# Traditional TRANSECTION Repair Options are Not Optimal

<table>
<thead>
<tr>
<th>SUTURE</th>
<th>AUTOGRAFT</th>
<th>HOLLOW-TUBES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct suture repair of no-gap injuries</td>
<td>Traditional “Gold Standard” despite several disadvantages</td>
<td>Convenient off the shelf option; limited efficacy and use</td>
</tr>
<tr>
<td>• Common repair method</td>
<td>• Secondary surgery</td>
<td>• Provides only gross direction for regrowth</td>
</tr>
<tr>
<td>• May result in tension to the repair leading to ischemia</td>
<td>• Loss of function and sensation at harvest site</td>
<td>• Limited to small gaps</td>
</tr>
<tr>
<td>• Concentrates sutures at the coaptation site</td>
<td>• 27% complication rate including infection, wound healing and chronic pain⁵</td>
<td>• 34%-57% failure rate &gt;5mm gaps⁶</td>
</tr>
</tbody>
</table>

**SUTURE**

- Common repair method
- May result in tension to the repair leading to ischemia
- Concentrates sutures at the coaptation site

**AUTOGRAFT**

- Secondary surgery
- Loss of function and sensation at harvest site
- 27% complication rate including infection, wound healing and chronic pain⁵
- Limited availability of graft length and diameter

**HOLLOW-TUBES**

- Provides only gross direction for regrowth
- Limited to small gaps
- 34%-57% failure rate >5mm gaps⁶
- Semi-rigid and opaque material limits use and visualization
- Repair reliant on fibrin clot formation

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*It’s time to rethink nerve repair.*

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15
AxoGen Solutions for TRANSECTION Repair

Processed human nerve allograft for bridging nerve gaps
Clinically studied off-the-shelf alternative
  • 87% meaningful recovery in sensory, mixed and motor nerve gaps in multi-center study\(^7\)
  • Eliminates need for an additional surgical site and risks of donor nerve harvest\(^8\)
  • May reduce OR time

Structural support for regenerating axons
  • Cleansed and decellularized extracellular matrix (ECM)
  • Offers the benefits of human peripheral nerve micro-architecture and handling

Revascularizes and remodels into patient’s own tissue similar to autologous nerve\(^8\)
16 Size options in a variety of lengths (up to 70mm) and diameters (up to 5mm)

Only minimally processed porcine ECM for connector-assisted coaptation
Alternative to direct suture repair
  • May reduce surgery time by as much as 40\(^9\)
  • Reduces the risk of forced fascicular mismatch\(^10\)

Alleviates tension at critical zone of regeneration
  • Disperses tension across repair site\(^11\)
  • Moves suture inflammation away from coaptation face\(^9\)

Revascularizes and remodels into patient’s own tissue\(^12, 13, 14, 15\)
Compelling Economic Value Proposition to Hospitals

Reimbursement coding and coverage is in place for nerve repair and grafting
- CMS announced new CPT codes for nerve allograft, effective January 1, 2018 (CMS-1676-F)
  - Nerve Repair, with nerve allograft, each nerve, first strand (cable), CPT: 64912
  - Nerve Repair with nerve allograft, each additional strand, CPT: 64913
- Result of approval by the American Medical Association and CPT Advisory Committee
- Reflects clinical evidence supporting Avance® processed nerve allograft
- Medicare reimbursement for hospital in-patient ranges from $11,514 - $22,948

Reduces overall procedure costs
- Eliminates cost of additional OR time for autograft nerve harvest; saves 30-90 minutes in procedure time
- May save $3,200 to $9,500 per procedure
- May allow the use of cheaper local or regional anesthesia versus general anesthesia

Prevent costs associated with potential complications from nerve autograft procedure
- Surgical Site Infections at harvest site, may exceed $20,000 per case
- Eliminate costs of increased hospitalization due to SSI, 9.7 days on average

Increase OR efficiency
- May increase time available for additional OR procedures
Traditional COMPRESSION Repair Options are Not Optimal

### VEIN WRAPPING
- Autologous vein
  - Barrier to attachment to surrounding tissue
  - Requires extra time and skill to perform spiral wrapping technique
  - Second surgery site

### HYPOTHENAR FAT PAD
- Autologous vascularized flap
  - Barrier to attachment to surrounding tissue
  - Only wraps part of the nerve circumference
  - Increases procedure time

### COLLAGEN WRAPS
- Off-the-shelf
  - Semi-rigid material limits use
  - Degrades over time and does not provide a lasting barrier to soft tissue attachment

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Sotereanos DG, et al., Microsurgery 1995
Lippincott and Williams

*It’s time to rethink nerve repair.*
AxoGen Solutions for COMPRESSION Repair Offer Advantages

Minimally processed porcine extracellular matrix for wrapping and protecting injured peripheral nerve

- Protects repair site from surrounding tissue
  - Minimizes soft tissue attachments\textsuperscript{24}
  - Allows for diffusion of nutrients through the material\textsuperscript{12}
- Allows nerve gliding
  - Minimizes risk of entrapment\textsuperscript{24}
  - Creates a barrier between repair and surrounding tissue bed\textsuperscript{24}
- ECM Revascularizes and remolds into patient’s own tissue\textsuperscript{11, 12, 25}
- Easy to use
  - Semi-translucent to allow visualization of underlying nerve
  - Conforms to nerve
Options for Management of **INFLAMMATION** are Not Optimal

<table>
<thead>
<tr>
<th>DO NOTHING</th>
<th>AUTOLOGOUS FAT FLAP</th>
<th>PLACENTAL AMNION</th>
</tr>
</thead>
</table>
| • Inflammation in and around the peripheral nerve can result in swelling and increased internal pressure within the nerve, leading to ischemia, impaired nerve function, and pain | • Barrier to attachment to surrounding tissue  
• May only wrap part of the nerve circumference  
• Increases procedure time | • Very thin, handling is not optimal for nerve surgical applications  
• Resorbed too quickly; in wound care applications must be reapplied bi-weekly |
AxoGen Proactive Solution for INFLAMMATION

Avive® Soft Tissue Membrane is minimally processed human umbilical cord membrane that may be used as a resorbable soft tissue covering to separate tissues and modulate inflammation in the surgical bed.

Smart processing to preserve the natural properties of the umbilical cord amniotic membrane

Designed with the Nerve Surgeon in Mind:
• Easy to handle, suture, or secure during a surgical procedure
• Up to 8x thicker than placental amniotic membrane alone\(^{26}\)
• Specifically designed as a soft tissue covering to modulate inflammation, and provide a longer resorption profile to separate the tissue layers for at least 16 weeks\(^{27}\)
AxoGen Surgical Solution Portfolio

<table>
<thead>
<tr>
<th>Proaction</th>
<th>Connection</th>
<th>Protection</th>
</tr>
</thead>
<tbody>
<tr>
<td>AVIVE® Soft Tissue Membrane</td>
<td>Avance® Nerve Graft</td>
<td>AxoGuard® Nerve Protector</td>
</tr>
<tr>
<td>Transected Nerve (≥5mm)</td>
<td>NerveConnector</td>
<td>Transected Nerve (≤5mm)</td>
</tr>
</tbody>
</table>

It's time to rethink nerve repair.™
Avance Nerve Graft is processed and distributed in accordance with US FDA requirements for Human Cellular and Tissue-based Products (HCT/P).

IP Protection to 2022 and beyond

- Competitive product BLA estimated 8 years
- Expected Biosimilar Protection – additional 12 years exclusivity

AxoGen has Enforcement Discretion from FDA allowing continued sales under controls applicable to HCT/P with agreed transition plan to Biologic Product under a Biologic License Application (BLA).

A competitive processed nerve allograft would need to complete a BLA Phase I, II and III clinical study prior to clinical release.

Avance® expected to be the reference product for the category of processed nerve allograft.
Expansion of Nerve Repair Product Portfolio

A nerve function evaluation system designed to be used as a tool for surgeons and other allied health professionals in measuring, mapping, and monitoring of patients with peripheral nerve injuries and conditions.

- **Pressure Specified Sensory Device® / PSSD**
  - Patented, first-in-class somatosensory measurement device combines nerve density assessment with pressure threshold sensitivity. Measures both 1-point and 2-point discrimination and the pressure applied.

- **AcroGrip® Device**
  - Hand grip strength measurement measures the total strength of the hand, including the ulnar and radial forces.

- **AcroPinch® Device**
  - Measures the pinch force of a patient’s fingers.

Measurement tool to assist in detecting changes in sensation, assessing return of sensory function, establishing effective treatment interventions, and providing feedback to the patients.

- Set of two aluminum discs
- Two point discrimination between 2 to 15 mm
- Additional 20 and 25 mm spacing also provided.
Market Development Strategy

- Build Market Awareness
- Educate Surgeons, Develop Advocates
- Grow Body of Clinical Evidence
- Execute Sales Plan
- Expand Product Pipeline & Applications
Market Development Strategy

- Build Market Awareness
- Educate Surgeons, Develop Advocates
- Grow Body of Clinical Evidence
- Execute Sales Plan
- Expand Product Pipeline & Applications

It's time to rethink nerve repair.™
Focus on Building Awareness Among Surgeons, Patients, and Investors

Participate in Clinical Conferences
- Exhibits, Podium presentations, KOL panels

Promote Awareness Among Patients
- AxoGen Patient Ambassador Program

Garner Positive Media Attention
- National, Regional, and Local Broadcast, Print, and Online

Build Market Awareness

It’s time to rethink nerve repair.™
Emphasis on Education

2016: 13 National Programs
2017: 15 National Programs
2018: 18 National Programs Expected

- Educate on “best practices” of nerve repair
- Local Grand Rounds and handling labs
- Fellows education – training the next generation of surgeons, expect to train two-thirds of hand surgeon Fellows in 2018
- Nerve Matters® – Online surgeon forum for sharing cases and techniques

It’s time to rethink nerve repair™
Strong Commitment to Developing Clinical Evidence

53
Portfolio Peer-Reviewed Clinical Papers*

45
Avance®
Nerve Graft

7
Oral and Maxillofacial

18
AxoGuard®

*Total number for the portfolio of surgical implant products. Certain publications contain data on multiple products. As of December 31, 2017

It's time to rethink nerve repair.™
Strong Commitment to Developing Clinical Evidence

RANGER® Study: Avance® Nerve Graft On-going registry study
- The largest multi-center clinical study in peripheral nerve repair, over 1,300 Avance® nerve repairs enrolled to date
- Overall meaningful recovery rates of 84-87%; comparable to autograft outcomes without associated donor site comorbidities
- Five peer reviewed publications, referenced over 220 times, and more than 50 clinical conference presentations

Significant Improvement over Manufactured Conduit
- Sensory\(^{28,29,30}\) Motor\(^{28,30}\)
- Complication Rate\(^{29,30}\)

Comparable to Autograft\(^{28,30}\)
- Sensory\(^{28,29,30}\)
- Motor\(^{28,30}\)

Predictable Performance\(^{28,29,30}\)
Reproducible Outcomes\(^{28,29,30}\)

Outcomes from RANGER® Registry Updates

It’s time to rethink nerve repair.™
Strong Commitment to Developing Clinical Evidence

RECON Study: Enrollment Ongoing
- Prospective, randomized study of Avance® Nerve Graft controlled vs hollow-tubes in digital injuries 5 to 25mm
- IND Pivotal Study to support BLA Submission

CHANGE Study: Completed and published\(^{29}\)
- Prospective, randomized study comparing Avance® Nerve Graft to hollow tube repairs in digital injuries 5mm to 20 mm
- Pilot study for Avance® Nerve Graft IND Study for Biological License Application (BLA)
- Showed statistically significant difference between treatment groups
Strong Commitment to Developing Clinical Evidence

87% Overall Return of Function

90% Return of Sensory Function

86% Return of Motor Function

Safe: No Donor Site Morbidity

It's time to rethink nerve repair.

<table>
<thead>
<tr>
<th>Study</th>
<th>n</th>
<th>Gap (mm)</th>
<th>Nerve Injury</th>
<th>Repair Technique</th>
<th>Successful Repair</th>
</tr>
</thead>
<tbody>
<tr>
<td>RANGER® Control</td>
<td>34</td>
<td>10-30</td>
<td>Digital and Mixed</td>
<td>Conduit</td>
<td>51%</td>
</tr>
<tr>
<td>Wangensteen and Kalliainen</td>
<td>64</td>
<td>3-25</td>
<td>Sensory, Mixed, and Motor</td>
<td>NeuraGen*</td>
<td>43%</td>
</tr>
<tr>
<td>Chiriac et al.</td>
<td>16</td>
<td>2-25</td>
<td>Digital</td>
<td>Neurolac™</td>
<td>44%</td>
</tr>
<tr>
<td>Haug et al.</td>
<td>35</td>
<td>5-26</td>
<td>Digital</td>
<td>NeuraGen®</td>
<td>40%</td>
</tr>
<tr>
<td>Taras et al.</td>
<td>22</td>
<td>5-17</td>
<td>Digital</td>
<td>NeuraGen®</td>
<td>72%</td>
</tr>
<tr>
<td>Chiriac et al.</td>
<td>12</td>
<td>2-25</td>
<td>Median and Ulnar</td>
<td>Neurolac™</td>
<td>8%</td>
</tr>
<tr>
<td>RANGER® Control</td>
<td>13</td>
<td>10-60</td>
<td>Digital and Mixed</td>
<td>Autograft</td>
<td>71%</td>
</tr>
<tr>
<td>Kallio et al.</td>
<td>77</td>
<td>&lt;50</td>
<td>Digital</td>
<td>Autograft</td>
<td>60%</td>
</tr>
<tr>
<td>Frykman and Gramyk</td>
<td>14</td>
<td>&lt;50</td>
<td>Digital</td>
<td>Autograft</td>
<td>88%</td>
</tr>
<tr>
<td>Frykman and Gramyk</td>
<td>1</td>
<td>&lt;50</td>
<td>Digital</td>
<td>Autograft</td>
<td>60- 80%</td>
</tr>
<tr>
<td>Kim and Kline</td>
<td>7/15</td>
<td>--</td>
<td>Ulnar/Median</td>
<td>Autograft</td>
<td>57- 67%</td>
</tr>
<tr>
<td>Vastamaki et al</td>
<td>14</td>
<td>≤ 35</td>
<td>Ulnar</td>
<td>Autograft</td>
<td>57%</td>
</tr>
</tbody>
</table>
Focused Sales Execution, Increasing Market Penetration

Sales Execution Focused on Driving Results
- Continue expansion thru driving penetration in active accounts and adding new active accounts
- 5,100 potential U.S. accounts performing nerve repair
- 591 Active accounts as of December 31, 2017

Expanded Sales Reach
- U.S. sales team
  - 60 direct sales professionals at end 2017
  - 20 independent distributors at end of 2017
  - 75+ direct sales professionals by end of 2018
Expand the Opportunity in Nerve Repair

Future Market Development

Core Business

International Expansion

Product Pipeline

Expand Product Pipeline & Applications

It's time to rethink nerve repair.™
Platform for Nerve Repair Across Multiple Applications

OMF (Oral & Maxillofacial Surgery)
- 80,350
  - Iatrogenic nerve injuries (dental implants, third molar extractions)
  - Benign tumor resections
  - Affect speech, mastication, swallowing

Breast Neurotization
- 14,500
  - Loss of breast sensation affects QOL

Urology
- Prostatectomy
  - Non nerve sparing procedures
  - Loss of erection, urinary incontinence and pain, affect QOL

Head & Neck

General Surgery

Orthopedic

Ophthalmology

Extremities (Trauma and Compression)
- 837,000
  - Acute trauma, revision carpal tunnel and cubital tunnel

Pain
- Diabetic neuropathy, iatrogenic injury, migraine, joint pain, post-chemo, other nerve compression

It's time to rethink nerve repair.™
Breast Reconstruction – Every Woman’s Right

Raise the bar in outcomes for breast reconstruction

It’s time to rethink nerve repair.™
Breast Reconstruction Neurotization

$250 Million Market Opportunity

307,660 BREAST CANCER PATIENTS

113,834 MASTECTOMIES vs Breast Conserving options (Lumpectomy)

20,650 AUTOLOGOUS RECONSTRUCTIONS vs implant based reconstructions

24,000 BREAST RECONSTRUCTIONS

14,500 APPLICABLE PATIENTS

65% Bilateral

65% Dual Neurotization

$250 Million

It's time to rethink nerve repair.
Commercial Strategy
20 to 25 Breast Neurotization Centers

Build Market Awareness
• Digital marketing for patients
• Increased awareness of the issues and solution through media and PR efforts
• Focused co-marketing agreements with Reference Centers

Emphasis on Education
• Train residents and fellows
• Create a library of resources focused on techniques
• Nerve Matters®

Develop Clinical Evidence
• Sensation-NOW™ (Sensation Neurotization Outcomes for Women) Registry
• Single vs Dual Neurotization – randomized prospective study
• Additional investigator initiated clinical studies and sponsored studies

Focused Sales Executions
• Accelerate adoption of our ReSensation™ technique at Reference Centers and Sensation-NOW™ locations

It's time to rethink nerve repair.™
Future Expansion Application – Neuroma Management

• A neuroma is a tangled mass of disorganized nerve and fibrous tissue

• If not properly diagnosed and addressed, the management of these injuries require long term pharmacologic treatment and pain management
# Neuromas Form Following Surgery or Trauma

<table>
<thead>
<tr>
<th>Etiology</th>
<th>Examples</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>General Surgery</strong></td>
<td>Hernia repair&lt;br&gt;Mastectomy&lt;br&gt;Lap. Cholecystectomy</td>
</tr>
<tr>
<td><strong>Gynecology surgery</strong></td>
<td>C-section&lt;br&gt;Hysterectomy</td>
</tr>
<tr>
<td><strong>Orthopedics</strong></td>
<td>Arthroscopy&lt;br&gt;Amputation&lt;br&gt;Knee replacement</td>
</tr>
<tr>
<td><strong>Other Causes</strong></td>
<td>Post traumatic injury&lt;br&gt;Occipital neuralgia</td>
</tr>
</tbody>
</table>

- **Neuroma-in-Continuity**
- **Stump Neuroma**
• Patented method for protecting against neuromas #9,629,997
• U.S. FDA Clearance – K163446
  • Indicated to protect a peripheral nerve end and separate the nerve from the surrounding environment to reduce the development of symptomatic or painful neuroma
• Plan to conduct clinical evaluation and user preference studies in 2018
Delivering Strong Consistent Revenue Growth & Gross Margin

84.6% Gross Margin for the quarter ended December 31, 2017

**Annual Revenue**
- 52% CAGR
- 7 Years of Double Digit Growth

<table>
<thead>
<tr>
<th>Year</th>
<th>U.S. $ in millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>$4.9</td>
</tr>
<tr>
<td>2012</td>
<td>$7.7</td>
</tr>
<tr>
<td>2013</td>
<td>$10.9</td>
</tr>
<tr>
<td>2014</td>
<td>$16.8</td>
</tr>
<tr>
<td>2015</td>
<td>$27.3</td>
</tr>
<tr>
<td>2016</td>
<td>$41.1</td>
</tr>
<tr>
<td>2017</td>
<td>$60.4</td>
</tr>
</tbody>
</table>

**Q4 Revenue**
- 49% Growth

<table>
<thead>
<tr>
<th>Quarter</th>
<th>U.S. $ in millions</th>
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</thead>
<tbody>
<tr>
<td>Q4 2016</td>
<td>$11.4</td>
</tr>
<tr>
<td>Q4 2017</td>
<td>$17.0</td>
</tr>
</tbody>
</table>
## Balance Sheet and Capital Structure

### Balance Sheet Highlights

<table>
<thead>
<tr>
<th>Description</th>
<th>December 31, 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$36.5 Million</td>
</tr>
<tr>
<td>Total Bank Debt*</td>
<td>$25.0 Million</td>
</tr>
</tbody>
</table>

*The company has a $31 million of debt facility comprised of a $21 million term loan and a revolving line of credit of up to $10 million. The revolver may be increased at a later date to $15 million dollars at our request, and with the approval of MidCap. Total Bank Debt at December 31, 2016 is comprised of the $21 million term loan plus $4 million borrowed on the revolving line of credit. The facility carries a 54 month term, with interest only payments on the term loan for the first 24 months. The interest rate on the term loan is 8.0% plus the greater of LIBOR or 0.5%, which resulted in a rate of 9.36 percent as of December 31, 2017. Borrowings under the revolving line of credit bear interest of 4.5% plus the greater of LIBOR 0.5%, which resulted in a rate of 5.86 percent as of December 31, 2017.

### Capital Structure (shares)

<table>
<thead>
<tr>
<th>Description</th>
<th>December 31, 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Common Stock</td>
<td>34,350,329</td>
</tr>
<tr>
<td>Common Stock Options, RSUs, PSUs</td>
<td>4,976,432</td>
</tr>
<tr>
<td>Common Stock Warrants</td>
<td>44,843</td>
</tr>
<tr>
<td>Common Stock and Common Stock Equivalents</td>
<td>39,371,604</td>
</tr>
</tbody>
</table>
AxoGen was co-founded by John Engels and regenerative medicine pioneer Jamie Grooms (RTI, Cryolife and Osteotech), and is led by a seasoned executive team.
AxoGen is the Pre-eminent Nerve Repair Company

- Exclusive focus on peripheral nerve repair and protection solutions
- Comprehensive product portfolio addresses 900,000+ procedures
- $2.2B+ market opportunity
- “Five Pillar” Market Development Strategy delivered 28 consecutive quarters of YOY double-digit growth

<table>
<thead>
<tr>
<th>Q4 2017 Revenue</th>
<th>$17.0M, 49% growth vs Q4 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017 Revenue</td>
<td>$60.4M, 47% growth vs 2016</td>
</tr>
<tr>
<td>High Gross Margins</td>
<td>84.6% as of December 31, 2017</td>
</tr>
<tr>
<td>Cash as of December 31, 2017</td>
<td>$36.5 M</td>
</tr>
<tr>
<td>Debt as of December 31, 2017</td>
<td>$25.0 M</td>
</tr>
</tbody>
</table>

- Solid balance sheet provides resources to execute business plan
- Significant barriers to competitive entry including a growing body of clinical data
- Strong management team with track record of commercial success
- Expansion opportunities beyond current markets

It’s time to rethink nerve repair.™
Russell 2000 Index: June 2016
DecisionWise Intl Employee Engagement Best Practices Award Winner: 2018

NASDAQ: AXGN

It's time to rethink nerve repair.
Footnotes

3. 2016 ASPS Plastic Surgery Statistics Reports, Includes Latissimus Dorsi Flap, Distribution based on ASPS Data
4. 2016 ASPS Plastic Surgery Statistics Reports, Includes Latissimus Dorsi Flap, Distribution based on ASPS Data
15. Hospital ICD-10-CM 2017, Volumes 1, 2 &3. American Medical Association, Chicago, IL for MS-DRG 40, 41, 42
17. Data on file at AxoGen, Inc.
18. Data on file at AxoGen, Inc.
24. Days OR time saved based on analysis of data (Magellan Medical Technology and AxoGen® Internal Data) and based on average of 8 and 12 hour days
27. Data on file at AxoGen, Inc.
Footnotes

33. Pro forma amounts reflect the impact of the equity raise and the debt refinancing completed in October had the transactions taken place on September 30, 2016. The Company sold a total of 2,683,334 shares at $7.50 and received proceeds, net of underwriter’s discounts and offering expenses, of $18.6 million. Additionally, the company refinanced its previous $25.0 million debt facility with Three Peaks Capital into a new facility with MidCap Financial. The new facility provides for up to $31.0 million of debt comprised of a $21.0 million term loan and a $10.0 million revolving line of credit. The revolver may be increased to $15.0 million at a later date at the Company’s request and with the approval of MidCap. Borrowings under the revolver are subject to the available borrowing base which, at closing was $5.4 million, and the company drew $4.0 million. At closing, the interest rate was 8.5% on the Term Loan and 5.0% on the revolver. The company anticipates that annual interest cost savings of this new facility will be at least $1.5 million compared to the previous facility. Expenses and fees of approximately $600,000 were paid in October to complete the refinancing, and prepayment fees of approximately $3.3 million were owed to Three Peaks Capital and were paid from the company’s own funds.
34. Historical Incidence based on NIH National Cancer Institute http://www.breastcancer.org/symptoms/understand_bc/statistics ; Growth rate based on CAGR 2015 – 2017
36. 2016 ASPS Plastic Surgery Statistics Reports, Includes TRAM, DIEP, and "Other Flaps", Distribution based on 2016 ASPS Data