

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**
Washington, D.C. 20549

FORM 8-K

**CURRENT REPORT
Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934**

Date of Report (Date of Earliest Event Reported): July 15, 2020

ORGANOGENESIS HOLDINGS INC.

(Exact Name of Registrant as specified in its charter)

Delaware
(State or Other Jurisdiction
of Incorporation)

001-37906
(Commission
File Number)

98-1329150
(IRS Employer
Identification No.)

85 Dan Road
Canton, MA
(Address of principal executive offices)

02021
(Zip Code)

(781) 575-0775
(Registrant's telephone number, including area code)

Not Applicable
(Registrant's name or former address, if change since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Class A Common Stock, \$0.0001 par value	ORGO	Nasdaq Capital Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging Growth Company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards pursuant to Section 13(a) of the Exchange Act.

Item 2.02 Results of Operations and Financial Condition.

On July 15, 2020, Organogenesis Holdings Inc. (the “Company”) announced via press release preliminary revenue results for the second quarter ended June 30, 2020. A copy of the Company’s press release is hereby furnished to the Commission and incorporated herein by reference as Exhibit 99.1.

Item 7.01. Regulation FD Disclosure.

The Company from time to time presents at various industry and other conferences and provides summary business information. A copy of the slide presentation that will be used by representatives of the Company in connection with such presentations (the “Corporate Presentation”) is attached to this Current Report on Form 8-K as Exhibit 99.2. The Corporate Presentation is current as of July 20, 2020, and the Company disclaims any obligation to correct or update this material in the future.

The information in the press release attached as Exhibit 99.1 and the Corporate Presentation attached as Exhibit 99.2 are intended to be furnished and shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934 (the “Exchange Act”) or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933 or the Exchange Act, except as expressly set forth by specific reference in such filing.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits

<u>Exhibit No.</u>	<u>Description</u>
99.1	Press release dated July 15, 2020, entitled “Organogenesis Holdings Inc. Reports Preliminary Revenue Results for Second Quarter 2020”
99.2	Corporate Presentation current as of July 20, 2020

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Organogenesis Holdings Inc.

By: /s/ Timothy M. Cunningham

Name: Timothy M. Cunningham

Title: Chief Financial Officer

Date: July 20, 2020

**FOR IMMEDIATE RELEASE****Organogenesis Holdings Inc. Reports Preliminary Revenue Results for Second Quarter 2020**

CANTON, Mass. (July 15, 2020) – Organogenesis Holdings Inc. (Nasdaq: ORGO), a leading regenerative medicine company focused on the development, manufacture, and commercialization of product solutions for the Advanced Wound Care and Surgical & Sports Medicine markets, today reported preliminary revenue results for the three months ended June 30, 2020.

Second Quarter 2020 Preliminary Revenue Summary:

- Net revenue of between \$68.0 million and \$68.6 million for the three months ended June 30, 2020, up 5% to 6% compared to net revenue of \$64.9 million for the three months ended June 30, 2019. Net revenue is based upon:
 - Net revenue from Advanced Wound Care products of between \$59.7 million and \$60.1 million, up 8% to 9% year-over-year.
 - Net revenue from Surgical & Sports Medicine products of between \$8.3 million and \$8.5 million, down 13% to 15% year-over-year.
- Net revenue from the sale of PuraPly products of between \$27.7 million and \$28.1 million for the three months ended June 30, 2020, down 5% to 7% year-over-year.

Second Quarter 2020 Earnings Conference Call:

Financial results for the second fiscal quarter of 2020 will be reported after the market closes on Monday, August 10, 2020. Management will host a conference call at 5:00 p.m. Eastern Time on August 10 to discuss the results of the quarter and provide a corporate update with a question and answer session. Those who would like to participate may dial 866-795-3142 (409-937-8908 for international callers) and provide access code 4153175. A live webcast of the call will also be provided on the investor relations section of the Company's website at investors.organogenesis.com.

For those unable to participate, a replay of the call will be available for two weeks at 855-859-2056 (404-537-3406 for international callers); access code 4153175. The webcast will be archived at investors.organogenesis.com.

Forward-Looking Statements

This release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements relate to expectations or forecasts of future events. Forward-looking statements may be identified by the use of words such as "forecast," "intend," "seek," "target," "anticipate," "believe," "expect," "estimate," "plan," "outlook," and "project" and other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. Such forward-looking statements include statements relating to the Company's expected revenue for fiscal 2020 and the breakdown of such revenue in both its Advanced Wound Care and Surgical & Sports Medicine categories as well as the estimated revenue contribution of its PuraPly products. Forward-looking statements with respect to the operations of the Company, strategies, prospects and other

aspects of the business of the Company are based on current expectations that are subject to known and unknown risks and uncertainties, which could cause actual results or outcomes to differ materially from expectations expressed or implied by such forward-looking statements. These factors include, but are not limited to: (1) the Company has incurred significant losses since inception and anticipates that it will incur substantial losses for the foreseeable future; (2) the Company faces significant and continuing competition, which could adversely affect its business, results of operations and financial condition; (3) rapid technological change could cause the Company's products to become obsolete and if the Company does not enhance its product offerings through its research and development efforts, it may be unable to effectively compete; (4) to be commercially successful, the Company must convince physicians that its products are safe and effective alternatives to existing treatments and that its products should be used in their procedures; (5) the Company's ability to raise funds to expand its business; (6) the impact of any changes to the reimbursement levels for the Company's products and the impact to the Company of the loss of preferred "pass through" status for PuraPly AM and PuraPly on October 1, 2020; (7) the Company's ability to maintain compliance with applicable Nasdaq listing standards; (8) changes in applicable laws or regulations; (9) the possibility that the Company may be adversely affected by other economic, business, and/or competitive factors; (10) the Company's ability to complete the relaunch of Affinity and to maintain production in sufficient quantities to meet demand; (11) the COVID-19 pandemic and its impact, if any, on the Company's fiscal condition and results of operations; and (12) other risks and uncertainties described in the Company's filings with the Securities and Exchange Commission, including Item 1A (Risk Factors) of the Company's Form 10-K for the year ended December 31, 2019. You are cautioned not to place undue reliance upon any forward-looking statements, which speak only as of the date made. Although it may voluntarily do so from time to time, the Company undertakes no commitment to update or revise the forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable securities laws.

About Organogenesis Holdings Inc.

Organogenesis Holdings Inc. is a leading regenerative medicine company offering a portfolio of bioactive and acellular biomaterials products in advanced wound care and surgical biologics, including orthopedics and spine. Organogenesis's comprehensive portfolio is designed to treat a variety of patients with repair and regenerative needs. For more information, visit www.organogenesis.com.

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817-688-4767



Corporate Presentation

July 2020



Forward-Looking Statements and Other Important Cautions / Industry and Market Data

Unless the context indicates otherwise, the terms "Organogenesis," "Company," "we," "us" and "our" refer to Organogenesis Holdings Inc. (formerly known as Avista Healthcare Public Acquisition Corp.), a Delaware corporation, and its subsidiaries. References in this presentation to the "Business Combination" refer to the consummation of the transactions contemplated by that certain Agreement and Plan of Merger, dated as of August 17, 2018, which transactions were consummated on December 10, 2018.

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements relate to expectations or forecasts of future events. Forward-looking statements may be identified by the use of words such as "forecast," "intend," "seek," "target," "anticipate," "believe," "expect," "estimate," "plan," "outlook," and "project" and other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. Such forward-looking statements include statements relating to the Company's expected revenue for fiscal 2020 and the breakdown of such revenue in both its Advanced Wound Care and Surgical & Sports Medicine categories as well as the estimated revenue contribution of its PuraPly products and non-PuraPly products and statements related to ongoing clinical trials and the expected launch dates for new products. Forward-looking statements with respect to the operations of the Company, strategies, prospects and other aspects of the business of the Company are based on current expectations that are subject to known and unknown risks and uncertainties, which could cause actual results or outcomes to differ materially from expectations expressed or implied by such forward-looking statements. These factors include, but are not limited to: (1) the Company has incurred significant losses since inception and anticipates that it will incur substantial losses for the foreseeable future; (2) the Company faces significant and continuing competition, which could adversely affect its business, results of operations and financial condition; (3) rapid technological change could cause the Company's products to become obsolete and if the Company does not enhance its product offerings through its research and development efforts, it may be unable to effectively compete; (4) to be commercially successful, the Company must convince physicians that its products are safe and effective alternatives to existing treatments and that its products should be used in their procedures; (5) the Company's ability to raise funds to expand its business; (6) the impact of any changes to the reimbursement levels for the Company's products and the impact to the Company of the loss of preferred "pass through" status for PuraPly AM and PuraPly on October 1, 2020; (7) the Company's ability to maintain compliance with applicable Nasdaq listing standards; (8) changes in applicable laws or regulations; (9) the possibility that the Company may be adversely affected by other economic, business, and/or competitive factors; (10) the Company's ability to complete the relaunch of Affinity and to maintain production in sufficient quantities to meet demand; and (11) other risks and uncertainties described under the caption "Risk Factors" in Item 1A (Risk Factors) of the Company's Form 10-K for the year ended December 31, 2019 and Form 10-Q for the quarter ended March 31, 2020 including risks related to the coronavirus (COVID-19) pandemic. You are cautioned not to place undue reliance upon any forward-looking statements, which speak only as of the date made. Although it may voluntarily do so from time to time, the Company undertakes no commitment to update or revise the forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable securities laws.

Unless otherwise noted, the forecasted industry and market data contained herein are based upon management estimates and industry and market publications and surveys. The information from industry and market publications has been obtained from sources believed to be reliable, but there can be no assurance as to the accuracy or completeness of the included information. The Company has not independently verified any of the data from third-party sources, nor has the Company ascertained the underlying economic assumptions relied upon therein. While such information is believed to be reliable for the purposes used herein, the Company makes no representation or warranty with respect to the accuracy of such information.

Use of Non-GAAP Financial Measures

This Company has presented the following measures that are not measures of performance under accounting principles generally accepted in the United States ("GAAP"): EBITDA and Adjusted EBITDA. EBITDA and Adjusted EBITDA are not measurements of our financial performance under GAAP and these measures should not be considered as an alternative to net income, operating income or any other performance measures derived in accordance with GAAP or as an alternative to cash flows from operating activities (including net cash used in operating activities and purchases of property and equipment) as a measure of our liquidity.

EBITDA as used herein is defined as net income (loss) attributable to Organogenesis Holdings Inc. before depreciation and amortization, net interest expense and income taxes and the Company defines Adjusted EBITDA as EBITDA, further adjusted for the impact of certain items that the Company does not consider indicative of its core operating performance. These items may include non-cash equity compensation, mark to market adjustments on the Company's warrant liabilities, change in fair value of interest rate swaps and its contingent asset and liabilities, write-off of deferred offering costs, merger transaction costs related to the Business Combination and a loss on the extinguishment of debt. The Company presented Adjusted EBITDA in this presentation because it is a key measure used by the Company's management and Board of Directors to understand and evaluate the Company's operating performance, generate future operating plans and make strategic decisions regarding the allocation of capital. In particular, the Company's management believes that the exclusion of certain items in calculating Adjusted EBITDA can produce a useful measure for period-to-period comparisons of the Company's business.

The Company's management does not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. Other companies may calculate EBITDA, Adjusted EBITDA, and other non-GAAP measures differently, and therefore the Company's EBITDA, Adjusted EBITDA, and other non-GAAP measures may not be directly comparable to similarly titled measures of other companies. A reconciliation of Non-GAAP measures used in this presentation to the most closely comparable GAAP measure is set forth in the Appendix.

There are a number of limitations related to the use of Adjusted EBITDA rather than net income (loss), which is the most directly comparable GAAP equivalent. Some of these limitations are:

- Adjusted EBITDA excludes stock-based compensation expense, as stock-based compensation expense has recently been, and will continue to be for the foreseeable future, a significant recurring expense for our business and an important part of our compensation strategy;
- Adjusted EBITDA excludes depreciation and amortization expense and, although these are non-cash expenses, the assets being depreciated may have to be replaced in the future;
- Adjusted EBITDA excludes net interest expense, or the cash requirements necessary to service interest, which reduces cash available to us;
- Adjusted EBITDA excludes the impact of the changes in the fair value of our warrant liability and our contingent consideration forfeiture asset;
- Adjusted EBITDA excludes the write-off of deferred offering costs in connection with an abandoned public offering, as well as merger transaction costs, consisting primarily of legal and professional fees;
- Adjusted EBITDA excludes the loss of extinguishment of debt, which is a non-cash loss related to the write-off of unamortized debt issuance costs upon repayment of affiliate and third-party debt, and related prepayment penalties;
- Adjusted EBITDA excludes the advisory, legal, and professional fees incurred in connection with the warrant exchange transactions;
- Adjusted EBITDA excludes income tax expense (benefit); and
- Other companies, including companies in our industry, may calculate Adjusted EBITDA differently, which reduces its usefulness as a comparative measure.

Key Company Highlights





Notes:

1. Includes studies yet to publish data and retrospective projects.
2. Number of facilities that have ordered products in 2019.
3. 12 months ended 3/31/20 gross margin.

Experienced Leadership with Track Record of Execution



Name/Title						
Background Information	 <p>Gary Gillheeney, Sr President & Chief Executive Officer</p> <ul style="list-style-type: none"> 25+ years in senior leadership positions in both public and private organizations Served as President and CEO of Organogenesis since 2014 18 years at Organogenesis; also served as COO and CFO Recognized as one of Ernst & Young's 2009 "Entrepreneur of the Year" 	 <p>Tim Cunningham Chief Financial Officer</p> <ul style="list-style-type: none"> Earlier career in public accounting with Big 4 accounting firms followed by 20+ years leading Finance in private equity and venture backed companies to an IPO or a sale Certified Public Accountant 4 years at Organogenesis 	 <p>Patrick Bilbo Chief Operating Officer</p> <ul style="list-style-type: none"> 26 years with Organogenesis Previously held management and research positions at Hologic, Stryker, and Harvard Medical School 	 <p>Brian Grow Chief Commercial Officer</p> <ul style="list-style-type: none"> 16 years with Organogenesis Previously spent 3 years at Novartis / Innovex and 1 year at Bristol-Myers Squibb 	 <p>Antonio Montecalvo VP, Health Policy and Contracting</p> <ul style="list-style-type: none"> 17 years with Organogenesis 6 years experience of Provider contracting with UnitedHealth and 7 years public accounting experience with large local public accounting firms 	 <p>Lori Freedman VP and General Counsel</p> <ul style="list-style-type: none"> 15+ years as public company general counsel and business development executive Most recently VP Corporate Affairs, General Counsel & Secretary of pSivida Corp. with earlier career at McDermott, Will & Emery 

Track Record Since Business Combination



Business Combination @ 12/10/2018⁽¹⁾

Current Position

Product Portfolio

- 9 Commercialized Products
- 5 Pipeline products
- 2 Market-expanding BLA programs
- Consolidated Clinical Operations & Initiated Studies

- 11 Commercialized Products
- 5 Pipeline products
- 2 Market-expanding BLA programs
- 200+ publications; 15 ongoing studies

Operations/ Customers

- 215 Sales Reps
- 130 Independent Agencies
- 3,000 Healthcare facilities served

- 275 Sales Reps
- 165 Independent Agencies
- 3,200+ Healthcare facilities served

Financial Performance

- 2018 Revenue: \$193mm
- Gross Margins: 64%
- Adjusted EBITDA: (\$36)mm

- LTM 03/31/20 Revenue: \$266mm ▲ 23% Growth⁽²⁾
- Gross Margins: 71% ▲ 600+ BPS⁽³⁾
- LTM 03/31/20 Adjusted EBITDA: (\$22)mm

Notes:

1. As of 12/31/2018
2. Represents growth from LTM 03/31/19 revenue.

3. Represents margin improvement from 2018A.

Preliminary Q2 Revenue Results

2Q 2020 Preliminary Revenue Summary

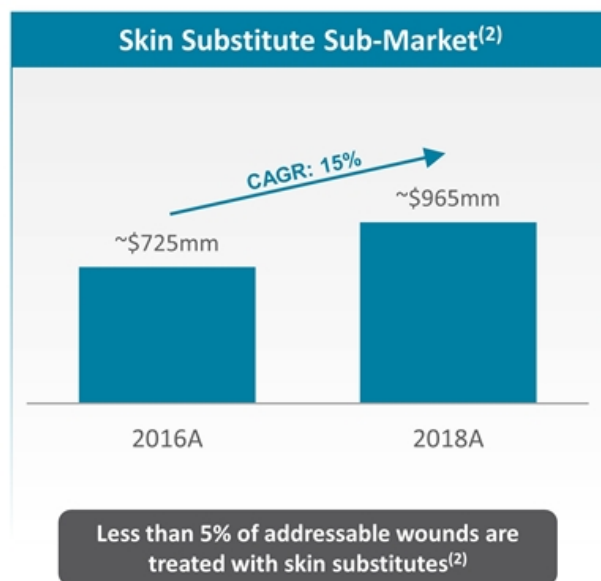
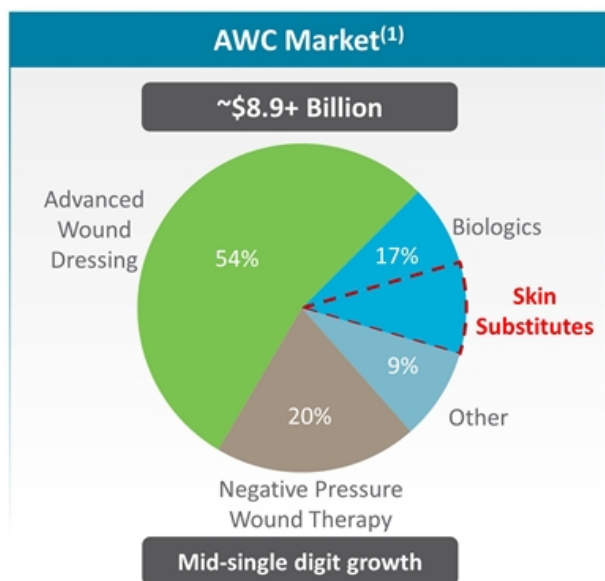
- Net revenue of between **\$68.0 million and \$68.6 million** for the three months ended June 30, 2020, up 5% to 6% compared to net revenue of \$64.9 million for the three months ended June 30, 2019. Net revenue is based upon:
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Organogenesis
Empowering Healing

Large and Growing Target Markets

Skin Substitutes is a Fast-Growing, Under-Penetrated Segment of the Advanced Wound Care Market



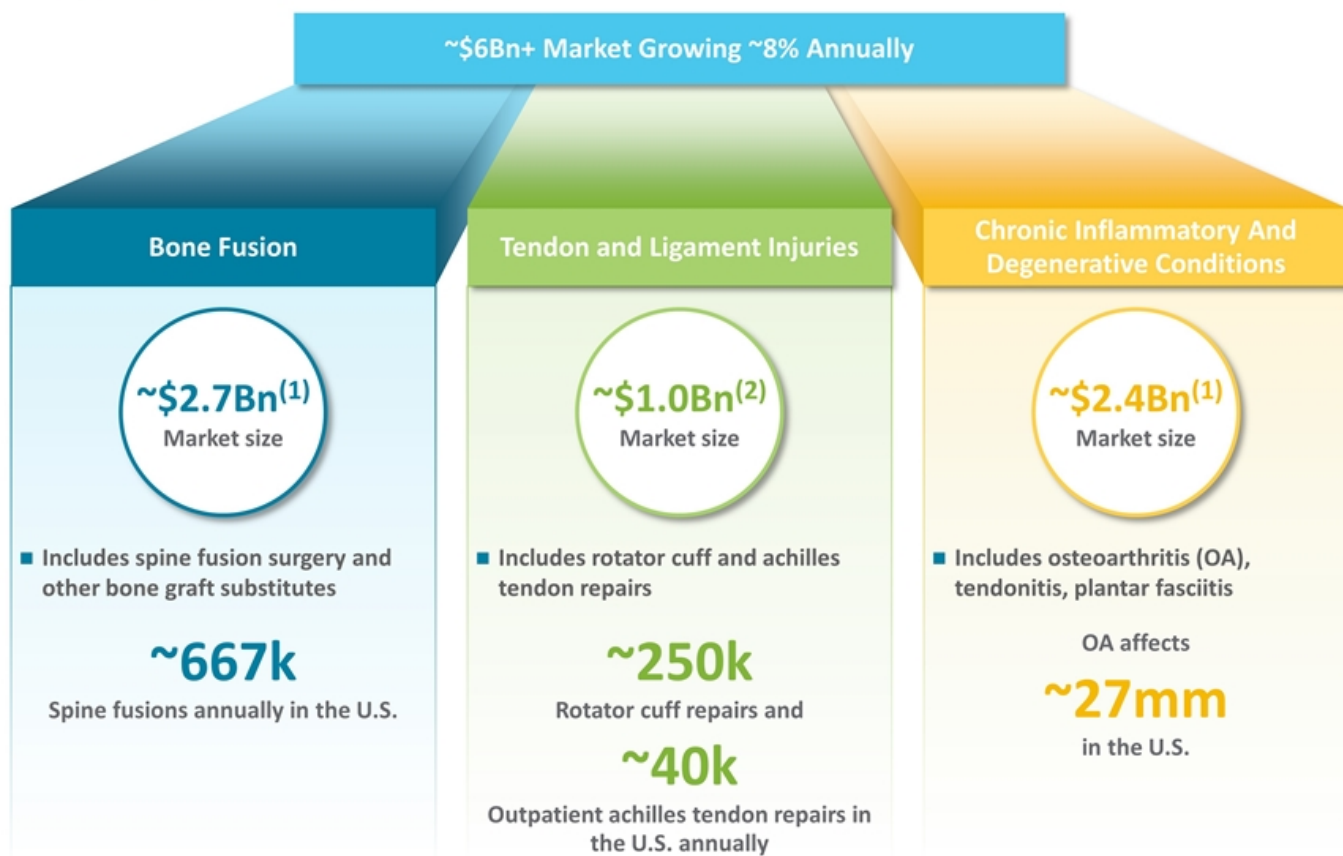
Key Drivers of Skin Substitute Market Include:

- ✓ Physician and payer education about the effectiveness and benefits of these products
- ✓ Clinical data
- ✓ Overall growth of Advanced Wound Care market driven by aging demographics and increase in co-morbidities such as diabetes, obesity, etc.

Notes:

1. BIS Research; Global Advanced Wound Care Market (2019). Report covers global market.
2. BioMed GPS SmartTrak (2019). Report covers US market.

Surgical & Sports Medicine Market Is An Underserved, High-Growth Market



Notes:

1. Technavio (2018), Global Orthobiologics Market Report.
2. Technavio (2015), Global Regenerative Medicine Market Report, retrieved September 26, 2017, from EMIS Professional Database.



Organogenesis
Empowering Healing

Broad and Comprehensive Product Portfolio

Comprehensive and Differentiated Commercial Product Portfolio

Advanced Wound Care Only

Organogenesis
Apligraf[®]
Living Cellular Skin Substitute

- **Clinical Application:**
 - Venous leg ulcers
 - Diabetic foot ulcers
- **Regulatory Pathway:** PMA

Organogenesis
Dermagraft[®]
Human Fibroblast-derived Dermal Substitute

- **Clinical Application:**
 - Diabetic foot ulcers
- **Regulatory Pathway:** PMA

PMA approval and robust clinical data set differentiates products and facilitates private payor coverage and reimbursement

AWC / S&SM

Organogenesis **Organogenesis**
PuraPlyAM **PuraPly**XT
Antimicrobial Wound Matrix Five-Layer Antimicrobial Wound Matrix

- **Clinical Applications:**
 - Chronic and acute wounds ⁽¹⁾
 - Surgical treatment of open wounds
- **Regulatory Pathway:** 510(k)

Organogenesis
NuShield[®]
Sterilized, Dehydrated Placental Allograft

- **Clinical Application:**
 - Chronic and acute wounds
 - Tendon, ligament and other soft tissue injuries
- **Regulatory Pathway:** 361 HCT/P

Organogenesis
Affinity^{® (2)}
Fresh Amniotic Membrane

- **Clinical Application:**
 - Chronic and acute wounds
 - Tendon, ligament and other soft tissue injuries
- **Regulatory Pathway:** 361 HCT/P

Unique and broad applications across both markets

Surgical & Sports Medicine Only

Organogenesis
NuCel^{® (3)}

- **Clinical Application:**
 - Orthopedic surgical procedures including bone fusion
- **Regulatory Pathway:** 361 HCT/P (Pursuing BLA for Biologic status)

Organogenesis
ReNu[®]

- **Clinical Application:**
 - Chronic inflammatory and degenerative conditions; soft tissue injuries such as tendinosis and fasciitis
- **Regulatory Pathway:** 361 HCT/P (Pursuing BLA for Biologic status)

Pursuing BLA approval to meet FDA requirements and to unlock significant commercial opportunity

Notes:
 1. Except 3rd degree burns.
 2. Affinity production suspended in Q1 2019, product launch anticipated in H1 2020.
 3. Minimal sales in AWC.

Our Products Cover a Wide Range of Addressable Wounds

Ability to Treat a Wide Range of Wounds

- Complete product portfolio serves as a key competitive advantage
- PuraPly AM is the only first line antimicrobial skin substitute with PHMB⁽¹⁾ for all wounds⁽²⁾
- Apligraf (DFUs and VLUs) and Dermagraft (DFUs) are PMA-approved products for complex wounds



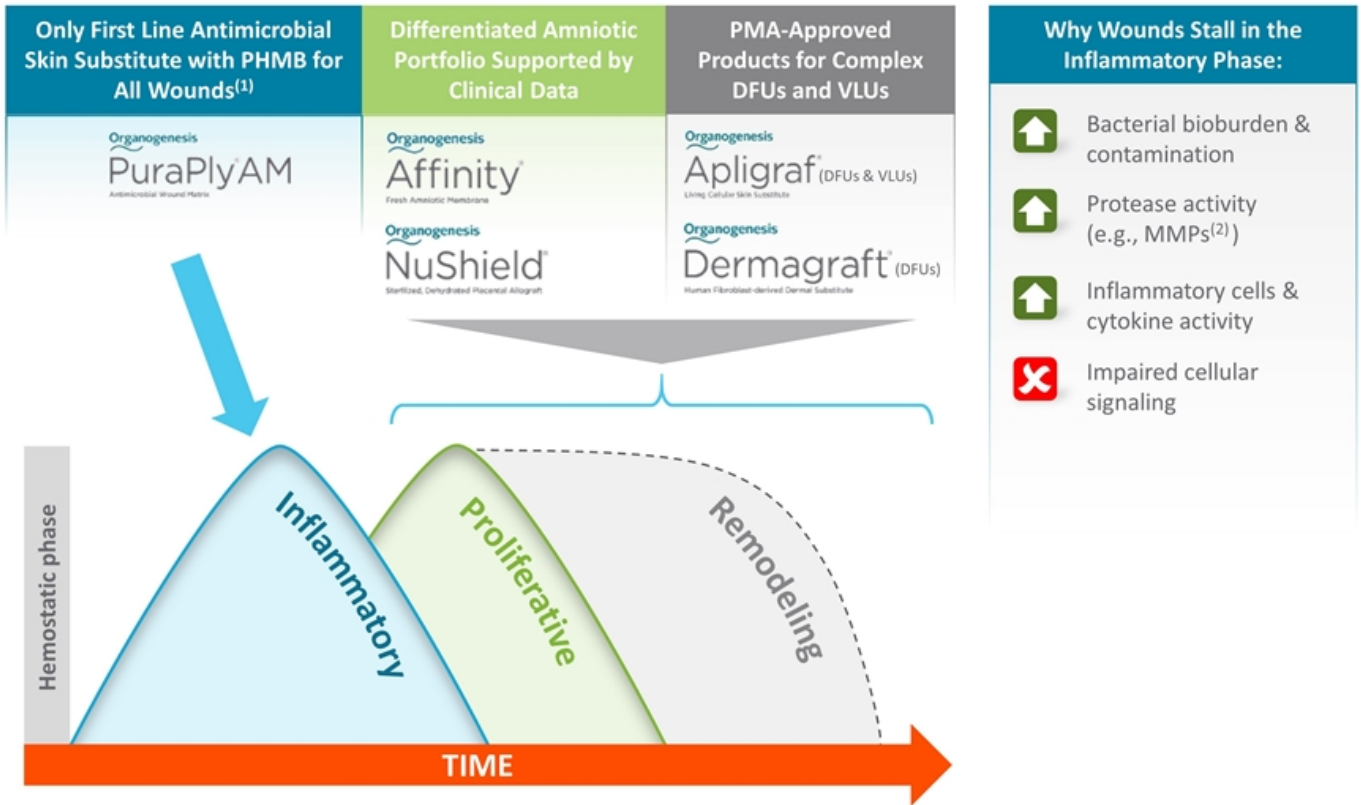
Benefits of Broad AWC Portfolio

- ✓ Serves wide range of health care customers
- ✓ Enables IDN / GPO contracting
- ✓ Facilitates patient-specific treatment protocols
- ✓ Robust mind share among customers
- ✓ Combination of PMA-approved, 510(k) and 361 HCT/P products diversifies revenue and reimbursement mix

Notes:

1. Polyhexamethylene biguanide.
2. Except 3rd degree burns.

Our Products Treat Wounds Across All Stages



Notes:
 1. Except 3rd degree burns.
 2. Matrix metalloproteinases.

We Have a Broad and Unique Portfolio in the Skin Substitute Market



Products	Skin Sub	Skin Sub-Sheet/Flowable	Skin Sub Honey ,TCC (cast), Dressings	Skin Sub, Enzymatic Debrider, PDGF, NPWT, Dressings	Skin Sub, Ultrasonic Debrider	Skin Sub-Sheet/Flowable	Skin Sub-Sheet/Flowable
Human Cellular Bioengineered Graft	Apligraf Dermagraft TransCyte						
Xenograft / Antimicrobial	PuraPlyAM PuraPlyXT PuraPlyMZ		✓				
Xenograft	PuraPly		✓	✓		✓	
Allograft	NuCel NuShield ReNu Affinity Novachor	✓	✓	✓	✓		✓
PMA / BLA Approved Products	4 ⁽¹⁾	0	1	1	0	0	0

We Have a Broad Portfolio in the Surgical & Sports Medicine Market

smith&nephew

Organogenesis
Engineering Health

MiMedx

INTEGRA

ACell

OSIRIS

Medtronic

ORTHOFIX

WRIGHT

Multiple

Multiple

Products	Amniotic Membrane, Amniotic Suspension, Xenograft	Amniotic Membrane, Amniotic Suspension	Dermal Template, Amniotic Membrane, Amniotic Suspension, Tendon Reinforcement,	Collagen Sheets and Powders	Amniotic Membrane, Tendon Reinforcement	Orthobiologics	Orthobiologics	Orthobiologics, Tendon Reinforcement, Amniotic Suspension, Amniotic Membrane	Platelet Rich, Plasma Solutions	Hyaluronic Acid Injections
Spine Fusion						✓	✓			
Extremity Fusion							✓	✓		
Tendon Repair		✓	✓		✓			✓	✓	
OA Degenerative		✓						✓	✓	✓
Acute Surgical Wound		✓	✓	✓	✓					



Organogenesis
Empowering Healing

Growth Strategy

Strategic Initiatives & Catalysts for Growth

Key Pillars of Growth Strategy

- Launch new products and invest in R&D
- Penetrate additional sites of care
- Continue sales force expansion and optimization
- Pursue strategic M&A and in-licensing to leverage commercial infrastructure
- Continue to build compendium of clinical data
- Manufacturing and infrastructure enhancements to improve gross margins
- Expand payor and provider contracting efforts

Anticipated Growth Drivers

Near-Term

- Relaunch/commercial ramp of Affinity product throughout 2020
- Launch PuraPly XT and various PuraPly AM (PPAM) line extensions (New Sizes)
- Proactive management of PuraPly pass-through status

Medium-Term (2021 – 2022)

- Launch NovaChor and other new placental products
- Enter burn market with the launch of a burn portfolio (TransCyte, Biosynthetic Burn Wound Matrix, Etc.)

Long-Term (2023+)

- Pursue BLA approvals for ReNu and NuCel for label indications and reimbursement
- Develop, in-license and/or acquire additional pipeline products

Robust Product Pipeline

	Product	Potential Timeline for Commercial Launch				Product Description / Enhancement	
		2019	2020	Medium-Term (2021 – 2022)	Long-Term (2023+)		
Line-Extensions	Organogenesis PuraPlyXT ⁽¹⁾ <small>Fresh Skin Antimicrobial Wound Matrix</small>	Recently Launched		} Diversify revenue and reimbursement mix		<ul style="list-style-type: none"> Enhanced thickness and PHMB content Allows for sustained presence of the antimicrobial barrier in the wound 	
	Organogenesis PuraForce ⁽¹⁾ <small>Wound Reconditioning Matrix</small>					<ul style="list-style-type: none"> Bioengineered porcine collagen surgical matrix High biomechanical strength per unit thickness 	
	Organogenesis PuraPly MZ <small>Micronized Wound Matrix</small>	→				<ul style="list-style-type: none"> Micronized particulate version of PuraPly Allows application in powder or gel form to deep and tunneling wounds 	
New Launches	Organogenesis Novachor [®] <small>Fresh Chorion Membrane</small>	→				<ul style="list-style-type: none"> Fresh chorionic membrane containing viable cells, growth factors/cytokines, and extracellular matrix (ECM) protein Received Q-code (Q4194), effective 1/1/2019 	
	Organogenesis TransCyte [®] <small>Human Keratinocyte Temporary Skin Substitute</small>	→				} Entry into burn market	<ul style="list-style-type: none"> Bioengineered tissue scaffold that promotes burn healing Provides an outer protective barrier for bioactive dermal components, increases re-epithelialization and pain relief
	Biosynthetic Burn Wound Matrix	→					<ul style="list-style-type: none"> Biosynthetic wound matrix designed as a temporary covering for burn wounds prior to grafting or bioactive therapies. Provides a synthetic semipermeable barrier to manage severe wounds
	Lyophilized Cord	→				<ul style="list-style-type: none"> Manages complex chronic and acute wounds; as well as can act as a barrier to support healing in surgical soft tissue procedures Thick and strong characteristics, room temp storage with long-shelf-life 	
	Other Placental Products	→				<ul style="list-style-type: none"> Continued development of fresh and dehydrated placental products Acquisition opportunities to diversify portfolio to address additional clinical and market opportunities 	
BLA Approval	Organogenesis ReNu [®]	→ BLA approval				<ul style="list-style-type: none"> Continued data generation and BLA approval expected to drive step-function sales growth in large and underserved market Commercial pilot launch in 2015 through 361 HCT/P pathway 	
	Organogenesis NuCel [®]	→ BLA approval				<ul style="list-style-type: none"> BLA approval expected to improve reimbursement backdrop and facilitate increased utilization Commercially launched in 2009 through 361 HCT/P pathway 	

Notes:

1. Product already launched on small scale.

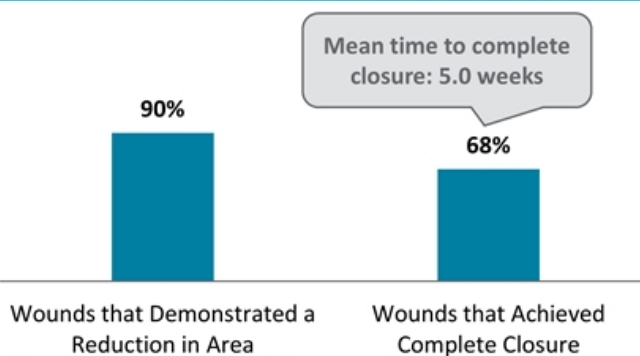
PuraPly – The Leader in Skin Substitute / Antimicrobial Space

Product Description

- Patented, purified native porcine collagen matrix embedded with a broad spectrum antimicrobial
- “Pass-through” reimbursement status until 9/30/2020
- Only first line antimicrobial skin substitute with PHMB for all wounds⁽¹⁾
- Provides 3 Key Clinical Benefits:
 - 1 Collagen matrix creates a durable biocompatible scaffold which promotes healing
 - 2 Effective barrier against a wide array of microorganisms
 - 3 Antimicrobial agent (PHMB) is known to inhibit the formation of biofilm on wound surfaces (biofilm management provides necessary support to proceed to wound closure)



Proven Clinical Outcomes



Study Background⁽³⁾

- Use of PuraPly AM in the management of bioburden and treatment of chronic, nonhealing wounds
- Study duration of 24 weeks and primary efficacy analyzed at 12 weeks; n=63
- Baseline wound statistics:
 - Wound area (median): 6.5 cm²
 - Wound duration (mean): 4 months
- All wound types studied⁽²⁾

Note:

1. Except 3rd degree burns.
2. 29% venous ulcers; 22% trauma and laceration; 16% post surgical wounds; 13% pressure ulcers; 10% diabetic ulcers; 10% other.

3. Bain et al. (2019). (2019). Effect of Native Type I Collagen with Polyhexamethylene Biguanide Antimicrobial on Wounds: Interim Registry Results. Plastic and reconstructive surgery. Global open, 7(6), e2251. doi:10.1097/GOX.0000000000002251.

Product Description

- Five-layer, native, cross-linked ECM+broad spectrum PHMB antimicrobial barrier for larger more complex wounds
- Cross-linked ECM resists degradation in wounds, supporting persistence between debridements ¹
- A five-layer ECM maximizes surface area for PHMB saturation ^{2,3,4}
- PHMB proactively disrupts bioburden ^{2,3,5} and has high tissue compatibility and low cytotoxicity ^{5,6,7}
- XT is supplied dry in sheet form, packaged in sterile, sealed single pouches for most wound types ²

Indications



Size & SKUs



Product Code	Size	Total sq. cm
PURAPLYAMXT-COM, 5X5	5cm × 5cm	25 sq. cm
PURAPLYAMXT-COM, 6X9	6cm × 9cm	54 sq. cm

References: 1. PDR-0003. 2. PuraPly XT [package insert], Canton, MA. 3. Carpenter S, et al. *Wounds*. 2016;28(6 suppl):S1-S20. 4. Brantley J, et al. *Wounds Int*. 2016. 5. Gilbert P, et al. *J Appl Microbiol*. 2005;99(4): 703-715. 6. Hübner NO, et al. *Skin Pharmacol Physiol*. 2010;23(1 suppl):17-27. 7. Sood A, et al. *Adv Wound Care*. 2014;3(8):511-529.

Measures Taken to Position PuraPly Post Pass-Through

Pass-Through Situation Overview

- PuraPly benefits from “pass-through” reimbursement specific to outpatient wound care centers and ASC
 - CMS provides additional reimbursement above the procedure’s bundled payment for certain products
- Pass-through status ended (temporarily) on 12/31/17
- Pass-through status restored effective Oct. 1, 2018 through Sep. 30, 2020

Proactive Measures Taken With PuraPly

- 1 Increased penetration in physician offices, where PuraPly is reimbursed at cost-plus
- 2 New smaller, lower-priced SKUs under bundle price
- 3 Invested in clinical data to facilitate private payor coverage
- 4 Introduction of innovative line extensions: PuraPly XT and new sizing options

Other Organogenesis Growth Drivers Expected to Offset Impact of PuraPly

- 1 Affinity relaunch in H1 2020 hits stride in 2021
- 2 New revenue stream from TransCyte in medium term
- 3 Non-PuraPly revenues grew at a 22% CAGR from 2017 to 2019
 - Continued sales force expansion and customer growth
 - Robust growth in S&SM channel
 - Launch of NovaChor into the Hospital Outpatient setting/SSM markets

PuraPly is now well-established and regarded in the marketplace with increasing physician adoption and penetration
PuraPly is well positioned for robust revenue growth following initial dip

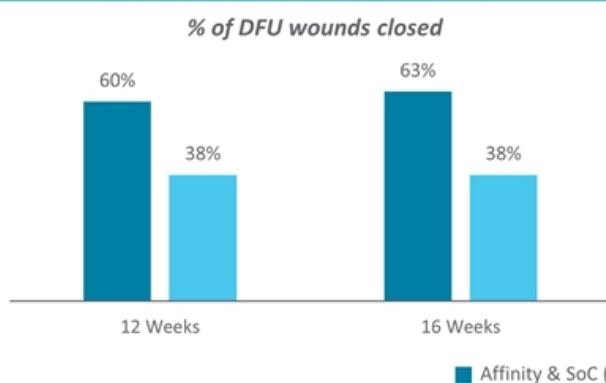
Affinity – Relaunch/Commercial Ramp in 2020

Product Description

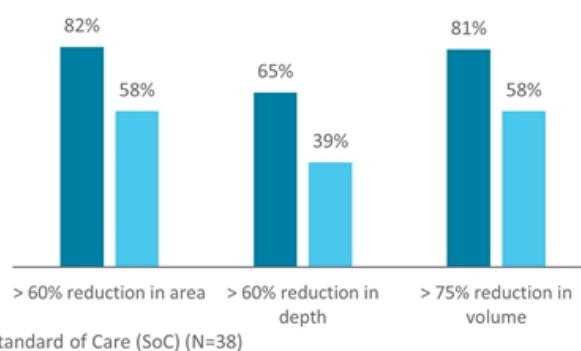
- Unique Fresh amniotic membrane containing many types of viable cells, growth factors/cytokines, and ECM proteins
 - Manages chronic and acute wounds, as well as tendon, ligament and other soft tissue injuries
 - Only fresh amniotic membrane and one of only a few amniotic tissue products containing viable amniotic cells
- Production resumed in Q1 2020 after moving to new contract manufacturer
 - Relaunch/Commercial ramp in progress (2020)
- Product demand grew from first launch in 2014 and sales continued to increase through 2018
 - Expected to be source of organic growth in 2020 and 2021



Demonstrated Clinical Results⁽¹⁾⁽²⁾



Broadly Improved Wounds Compared to SoC⁽²⁾



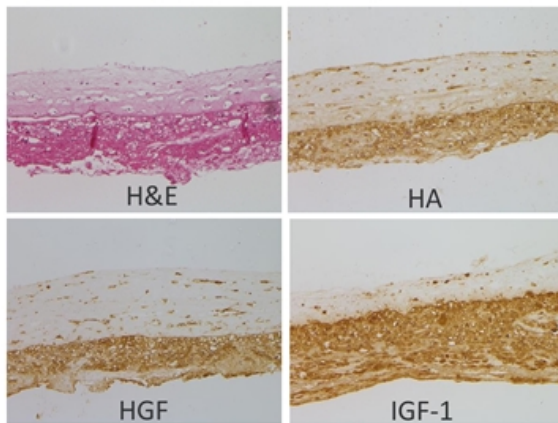
Note:
 1. Adjusted Cox Analysis.
 2. Serena et al. (2019). A randomized controlled clinical trial of a hypothermally stored amniotic membrane for use in diabetic

Product Description

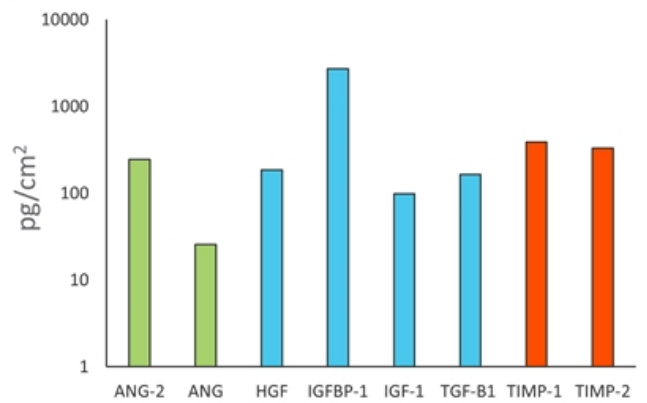
- Next in line for our advanced fresh tissue technology
- Hypothermically stored chorion membrane containing many types of viable cells, growth factors/cytokines, and ECM proteins
 - Manages chronic and acute wounds; as well as surgical deep and tunneling wounds
 - Maintains cell viability through expiration
 - Thicker graft with no orientation requirements and improves handling
- Commercial launch planned for 2021
 - Expected to be source of organic growth in 2021 and 2022+



Presence Key Factors¹



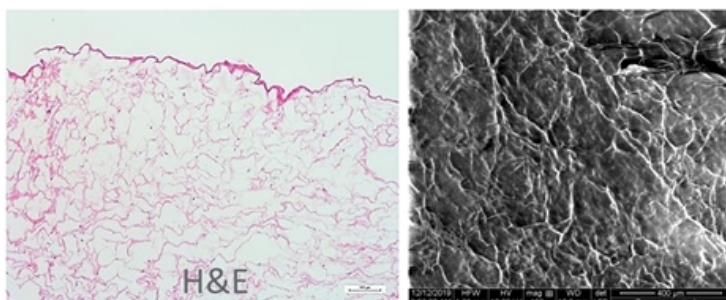
Growth Factors, Cytokines, and Protease Inhibitors¹



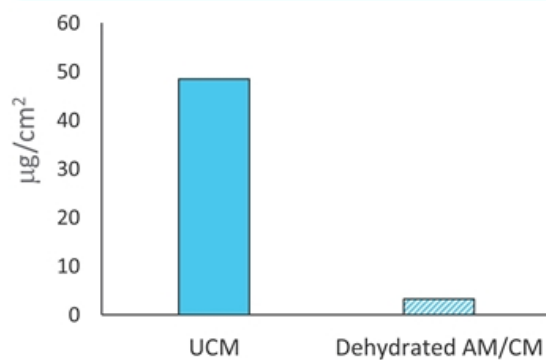
Product Description

- Lyophilized umbilical cord membrane (UCM) retaining the native collagen and hyaluronic acid-rich extracellular matrix (ECM), and growth factors found in placental tissue.
 - Indicated as wound cover to manage chronic and acute wounds, and as a barrier in surgical soft tissue procedures
 - Design objective is to develop a room temperature stable graft with a 2 year shelf life
 - Thicker and more porous than dehydrated amnion/chorion membranes¹
- Planning to initiate large scale RCT for chronic wounds in early 2021

Processing Preserves Native Tissue Structure¹



More HA Content¹

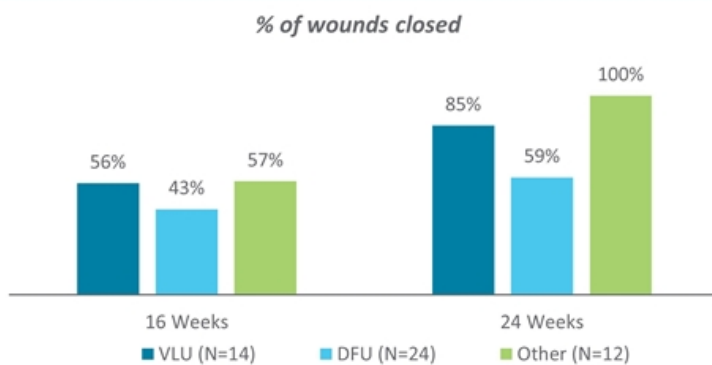


NuShield – Versatile Tissue Graft Covering Full Spectrum of Acute & Chronic Wounds

Product Description

- Dehydrated placental tissue graft that is topically or surgically applied to target tissue
- Recent robust growth driven by leveraging Organogenesis commercial infrastructure
- Product highlights:
 - **More complete, more versatile** dehydrated Allograft skin substitute
- 1 Biologic characteristics support health of soft tissue defects, especially in **difficult to heal locations** or
- 2 **challenging patient populations**
- Unimpeded growth anticipated in the near-term following resolution of supply constraints in 2019

Proven to Close Wounds⁽¹⁾



Note:

1. Caporusso et al. (2019). Clinical experience using a dehydrated amnion/chorion membrane construct for the management of wounds. Wounds: a compendium of clinical research and practice, 31(4 Suppl), S19-S27.

Pursuing BLA Approval for ReNu to Open Up Large and Growing Market Opportunity

Product Description

- Cryopreserved suspension of amniotic fluid cells and morselized amnion tissue from the same donor
 - Formulated for office use (injection)
 - Primary application is treatment of Knee Osteoarthritis (OA) for reduced pain and improved function
 - Multiple additional applications for soft tissues including Hip OA and joint and tendon injuries, such as tendinosis and fasciitis
- Product already being sold in market today
 - First launched in 2015
 - Predominantly cash pay
 - Significant reimbursement potential unlocked through BLA pathway
- Currently registered as a 361 HCT/P
 - BLA Registration required to continue to market the product long-term
- Initial 200 patient trial completed for BLA program; Phase III study to be initiated in 2020

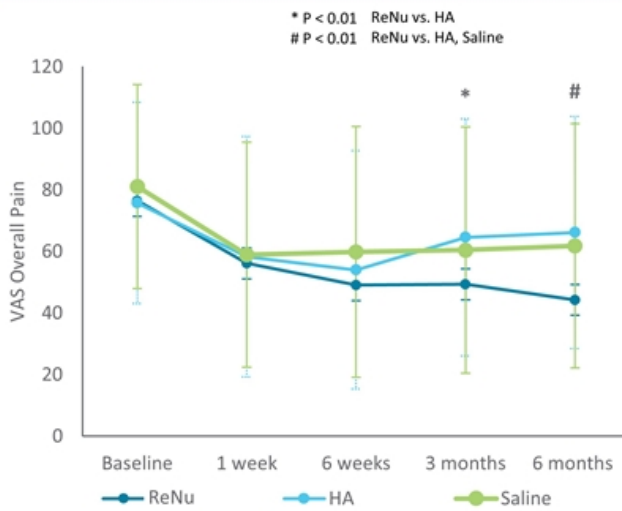
Market Opportunity



Clinical Data suggests improved patient outcomes

- Clinical significance in Knee Osteoarthritis outcome compared to commercially available Hyaluronic acid (“HA”) and placebo (Saline) over 6 months
 - Less pain and demonstrated improvements in patient-reported outcomes
- Patient-blinded, randomized, controlled clinical trial had an enrollment of 200 adult patients (ReNu = 68 patients, HA = 64 patients and saline = 68 patients)

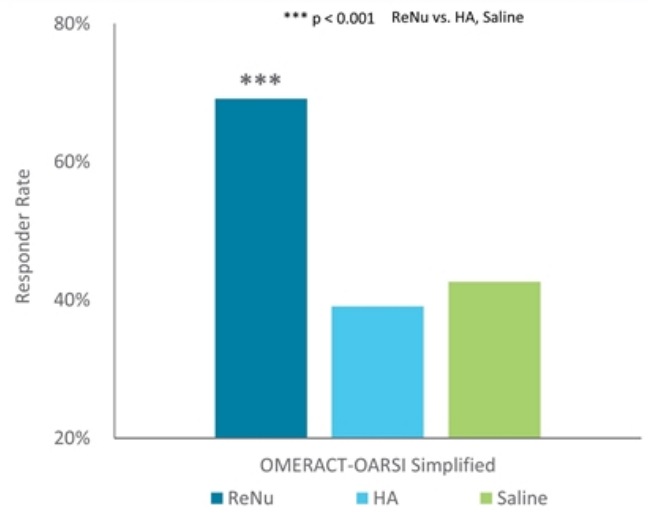
Lower Pain Scores⁽¹⁾



Visual Analogue Scale (VAS)

Average ± standard deviation reported for VAS overall pain

Higher Response Rate⁽¹⁾



Notes:
1. Farr et al. (2019). A Randomized Controlled Single-Blind Study Demonstrating Superiority of Amniotic Suspension Allograft Injection Over Hyaluronic Acid and Saline Control for Modification of Knee Osteoarthritis Symptoms. *Journal of Knee Surgery*. DOI: 10.1055/s-0039-1696672.

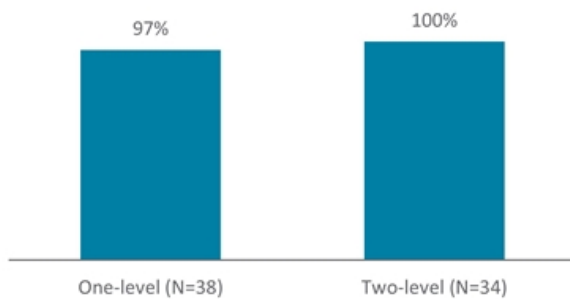
Product Description

- Surgically implanted allograft derived from human amniotic tissue and amniotic fluid
- Supports tissue healing in spinal and orthopedic surgical applications (i.e., bone growth and fusion)
- Launched in 2009
- Seeking BLA approval to meet FDA requirements for continued marketing
 - BLA approval expected to improve reimbursement backdrop and facilitate increased utilization
 - Expecting to initiate Phase III clinical trial in Q1-2021 to support BLA program
- Clinical trials demonstrated an ability to achieve kinematic fusion and effectiveness in treating patients with comorbidities



Proven to Achieve Kinematic Fusion⁽¹⁾

% of patients achieving kinematic fusion



Study Overview⁽¹⁾

- Patients received a one or two level lumbar interbody fusion with NuCel
- Baseline comorbidities were present in 90% of one-level patients and 88% of two-level patients
- No adverse events related to NuCel were reported

TransCyte, in our Burn Portfolio, is an Approved Product in an Attractive Market with Limited Competition

Product Description

- Targeted at 2nd and 3rd degree burns
 - Bioengineered tissue scaffold that promotes burn healing
 - Provides bioactive dermal components and outer protective barrier
 - Increases re-epithelialization and pain relief
- PMA-approved product supported by robust data; well-regarded by customers
 - Requires manufacturing re-validation to re-launch product
 - Expected launch in medium-term (2021 – 2022)
- Burn market is sizeable and concentrated
 - Over 60% of U.S. acute hospitalizations related to burn injury were admitted to 128 burn centers⁽¹⁾
 - Penetrate market with small specialty sales force and open up cross-selling opportunities



Market Opportunity

~500,000 burns annually that require medical attention

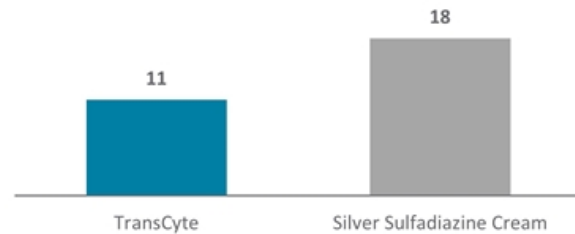
~40,000 burns annually that require hospitalization

We believe TransCyte has the ability to address a ~\$200mm market opportunity

Limited competition opportunity – Currently only one other PMA approved product on the market

Faster Wound Healing⁽²⁾

Mean days to ≥ 90% wound epithelialization



Notes:

1. American Burn Association.
2. Noordenbos et al (1999). Safety and efficacy of TransCyte* for the treatment of partial-thickness burns. Journal of burn care & rehabilitation, 20(4), 275-281.



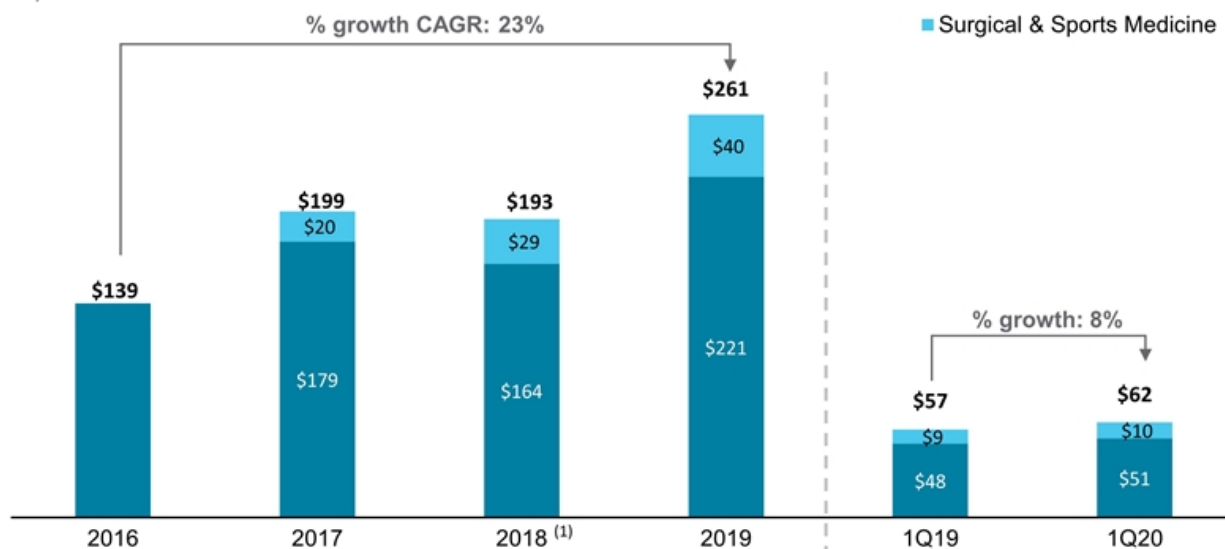
Financial Profile

Attractive Revenue and Margin Profile

Financial Profile

(\$ in millions)

■ Advanced Wound Care
■ Surgical & Sports Medicine



PuraPly Revenue	\$62	\$109	\$70	\$127	\$25	\$33
Ex- PuraPly Revenue	\$76	\$89	\$124	\$134	\$32	\$29
% Gross Margin	65%	69%	64%	71%	70%	70%

Income Statement

(\$ in millions)	2018 ⁽¹⁾	2019	1Q19	1Q20
Net Revenue	\$193	\$261	\$57	\$62
% Growth	(3)%	35%	61%	8%
Gross Profit	\$125	\$185	\$40	\$43
% Margin	64%	71%	70%	70%
Operating Expenses	\$176	\$214	\$52	\$58
Loss from Operations	(\$52)	(\$29)	(\$12)	(\$15)
Net Loss	(\$65)	(\$40)	(\$16)	(\$16)
Adjusted EBITDA	(\$36)	(\$18)	(\$9)	(\$13)

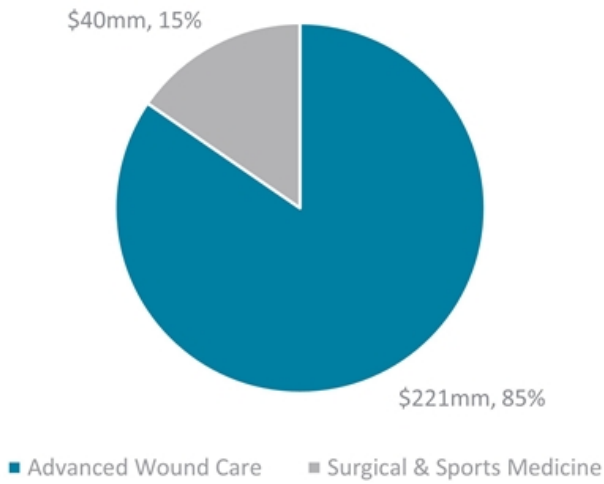
Note:

1. PuraPly exited pass-through on 12/31/17 and entered pass-through status again on 10/1/18.

Impact of COVID-19 On Organogenesis

Business Mix



2019 Revenue



COVID Impact

- Minimal exposure to elective surgery cancellations / delays
 - Surgical and Sports Medicine only represent ~ 15% of 2019 revenue
 - Advanced Wound Care revenues have stayed comparatively resilient
- April saw ~29% reduction in revenue Y-O-Y
- Encouraging trends May - June
- No disruptions to manufacturing and supply chains
- Continue to educate customers through virtual sessions
- Continued spread of the virus (including the current and any future resurgence) and related uncertainty may create significant disruptions including to: (i) demand for products, (ii) the ability of sales representatives to reach healthcare customers, (iii) the ability to maintain staffing levels to support operations, (iv) the ability to continue to manufacture certain products and (v) the reliability of the supply chain

Opportunities to Enhance Margins Through Facility Optimization

Canton, MA	Norwood, MA	Birmingham, AL	La Jolla, CA
			
<ul style="list-style-type: none">■ Headquarters■ Devoted to manufacturing, shipping, operations and R&D■ Recent expansion of PuraPly production and logistics■ Opportunity to maximize physical footprint and manufacturing efficiency overtime	<ul style="list-style-type: none">■ Facility in Norwood, MA (nearby Canton HQ), production expected in 2020 which would drive supply chain efficiencies and enhanced margins■ GMP production facility with multiple cleanrooms to allow significant production capacity for multiple products■ Flexible laboratory and office space	<ul style="list-style-type: none">■ Facility supports QC, warehouse and distribution of amniotic products■ Stand-alone R&D facility■ Utilizes contract manufacturing for amniotic products	<ul style="list-style-type: none">■ Devoted to operations, R&D and manufacturing■ R&D labs■ Customer service

Amniotic products are currently contract manufactured

Interim and Longer-Term Financial Targets

	Interim Target 2018-2021	Longer-Term Goal 2022+
Revenue Growth	Low teens CAGR %	>10%
Gross Margin	High 60's % to Low 70's %	High 70's to 80%
R&D (% of Net Revenue)	6 – 8%	7%
SG&A (% of Net Revenue)	Mid 60's % to Low 70's %	Mid 50's %
Adjusted EBITDA Margin	Single digit % loss	15-20%

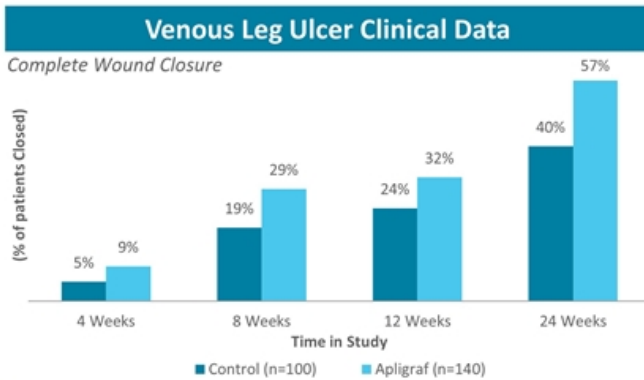


Appendix

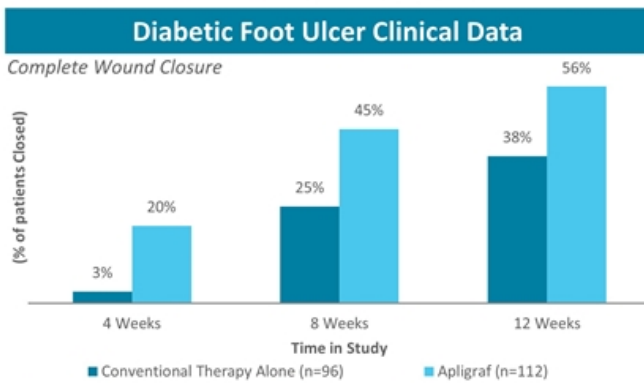
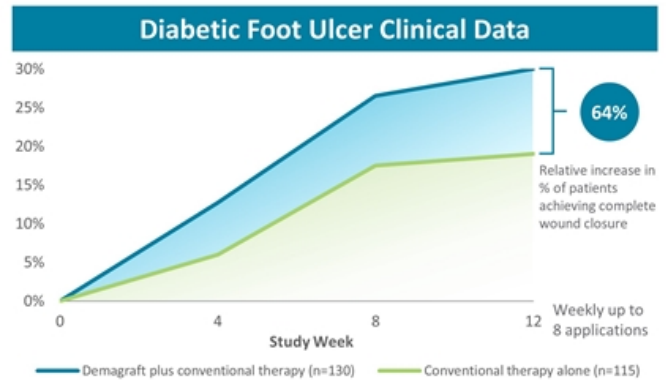
Apligraf & Dermagraft – PMA-Approved Products for VLU and DFUs

■ Products have ~15 years of clinical history


Apligraf[®]
Living Cellular Skin Substitute








Dermagraft[®]
Human Fibroblast-derived Dermal Substitute





PMA approval positions products for private payor coverage and diversifies Company's revenue mix

Robust Clinical Data Supporting Products: Advanced Wound Care

Product	Wound Type	Design	Completion Date	Estimated Data Presentation Date ⁽⁴⁾
 <small>Advanced Wound Matrix</small>	Acute + Chronic	Prospective Single Center Controlled Evaluation (N=40)	Q4 2018	Publication Q1 2019
	Acute + Chronic	Prospective Single Center Controlled Prospective Evaluation (N=100)	Completed ⁽²⁾ Manuscript	Q1 2018 Q1 2020 publication
	Acute + Chronic	PuraPly AM RESPOND Registry - 30 Center Registry Evaluating Real-World Effectiveness of PPAM (N=307)	Q2 2019 ⁽²⁾	Q4 2019 ACWHTR ⁽⁵⁾ Q2 2020 SAWC ⁽⁶⁾ Q2 2020 ISPOR ⁽⁷⁾
	All Wounds	Comparative Effectiveness Analysis (CEA), NetHealth EMR Database of PPAM for Treatment of wounds (N=1,544)	Q3 2019 ⁽³⁾	Q2 2020
	Diabetic Foot Ulcers (DFU)	Comparative Effectiveness Analysis (CEA), NetHealth EMR Database of PPAM vs. Grafix (N=806)	Q3 2019 ⁽³⁾	Q2 2020
	DFU	Comparative Effectiveness Analysis (CEA), NetHealth EMR Database of PPAM vs. Theraskin (N=719)	Q3 2019 ⁽³⁾	Q2 2020
	Pressure Ulcers (PU)	Prospective Multi-center Randomized Control Trial (RCT) PPAM vs. Standard of Care (SOC) (N=38)	Q4 2019 ⁽²⁾	Q2 2020
	Venous Leg Ulcer (VLU) ⁽¹⁾	Prospective Multi-center RCT PPAM vs. SOC (N=200)	Q3 2022	Q1 2023
 <small>Fresh Amniotic Membrane</small>	DFU	Prospective Multicenter RCT, Affinity vs. SOC (N=100)	Q3 2019	Q4 2019 JCER ⁽⁸⁾
	VLU	Prospective Study Evaluating Potential Changes in Wound Microenvironment (N=15)	Q3 2019	Q4 2019
	VLU or DFU ⁽¹⁾	Prospective Multicenter RCT, Affinity vs. SOC (N=200)	Q2 2022	Q4 2022
 <small>Human Dermal Matrix Graft Substitute</small>	DFU	CEA, NetHealth EMR Database of Dermagraft vs. Primatrix (N=208)	Q3 2019 ⁽³⁾	Q3 2019 WPM ⁽⁹⁾
	DFU	CEA, NetHealth EMR Database of Dermagraft vs. Grafix (N=1,622)	Q3 2019 ⁽³⁾	Q4 2019 JCER ⁽⁸⁾
 <small>Human Dermal Matrix Graft Substitute</small>	DFU	Prospective Multicenter RCT, NuShield vs. SOC (N=200)	Q3 2020 ⁽²⁾	Q1 2021

1. Planned.
2. Based on last patient last visit in the study.
3. Management estimate, or date analysis complete.
4. Estimated date of first external presentation of primary data.
5. ACWHTR: American College of Wound Healing and Tissue Repair;
6. SAWC: Symposium of Advanced Wound Care.
7. ISPOR: Int Soc for Pharmacoeconomics and Outcomes
8. J Compar Effective Res
9. Wound Pain Management

Robust Clinical Data Supporting Products: Surgical & Sports Medicine

Product	Indication	Design	Completion Date ⁽¹⁾	Estimated Data Presentation Date ⁽²⁾
	Lumbar Spine Vertebral Fusion	57 patient Prospective, Efficacy Study of NuCel in patients Undergoing Fusion for One, Two or Three Level Degenerative Disease of the Lumbar Spine	Q2 2020	Q3 2021
	Lumbar Spine Vertebral Fusion	200 patient Single-Arm Prospective, Multi-center study of NuCel in patients receiving interbody fusion for one and two level degenerative disease of the lumbar spine	Q4 2022	Q3 2023
	Hip Osteoarthritis	10 patient Pilot Study of ReNu Hip Injection: Monitoring the Response of Hip Function and Pain in patients with Osteoarthritis	Completed	Q1 2020
	Osteochondral Defect Repair	8 patient Evaluation of the ReNu Amniotic Suspension Allograft after Marrow Stimulation in the Treatment of Osteochondral Defects	Q2 2022	Q4 2022
	Plantar Fasciitis	150 patient Comparative study of injectable human amniotic allograft (ReNu) versus corticosteroids for Plantar Fasciitis: A Prospective, Randomized, Blinded Study	Q2 2021	Q2 2022
	Knee Osteoarthritis	200 patient Investigation of ReNu Knee Injection: Response of Knee Function and Pain in patients with Osteoarthritis	Q3 2018	Presented at AAOS ⁽³⁾ 2019 Q4 2019 J Knee Surgery

Investment enhances sales efforts and reimbursement dynamics

Notes:

1. Based on last patient last visit in the study.
2. Estimated date of first external presentation of primary data
3. AAOS: American Academy of Orthopaedic Surgeons

Non-GAAP Reconciliations – Adjusted EBITDA

	Year Ended December 31,	
	2019	2018
	(in thousands)	
Net loss attributable to Organogenesis Holdings Inc.	\$ (40,454)	\$ (64,831)
Interest expense, net	8,996	10,789
Income tax expense (benefit)	150	84
Depreciation	3,388	3,309
Amortization	6,043	3,669
EBITDA	(21,877)	(46,980)
Stock-based compensation expense	936	1,075
Change in contingent consideration forfeiture asset (1)	—	589
Change in fair value of warrant liability (2)	—	469
Write-off of deferred offering costs (3)	—	3,494
Avista merger transaction costs (4)	—	3,072
Loss on extinguishment of debt (5)	1,862	2,095
Exchange offer transaction costs (6)	916	—
Adjusted EBITDA	\$ (18,163)	\$ (36,186)

- (1) Amounts reflect the change in fair value of the common shares associated with the shares issued in connection with the acquisition of NuTech Medical that were forfeitable upon the occurrence of the FDA requiring approval of certain products acquired from NuTech Medical.
- (2) In connection with our 2016 Loans, we classified the warrants issued to purchase our common stock to the lenders, who are affiliates of ours, as a liability on our consolidated balance sheet. Amounts reflect the change in the fair value of the warrant liability.
- (3) Amount reflects a one-time write-off in the quarter ended June 30, 2018 of costs accumulated in connection with an abandoned public offering which was replaced with the Avista Merger transaction.
- (4) Amount reflects legal and professional fees incurred primarily in the second half of the year ended December 31, 2018 related directly to the Avista Merger which were expensed as incurred.
- (5) Amounts reflect the amount of loss recognized on the extinguishment of the Master Lease Agreement upon repayment in 2019 and the amount of loss recognized on the repayment and conversion to equity of the affiliated debt in December 2018.
- (6) Amount reflects legal, advisory and other professional fees incurred in the quarter ended September 30, 2019 related directly to the warrant exchange transactions in Note "12. Stockholders' Equity" of the audited financial statements included in our Form 10-K for the fiscal year ended December 31, 2019.

Non-GAAP Reconciliations – Adjusted EBITDA

	Three Months Ended	
	March 31,	
	2020	2019
	(in thousands)	
Net loss	\$ (16,313)	\$ (15,666)
Interest expense, net	2,510	1,778
Income tax expense	35	37
Depreciation	902	902
Amortization	817	1,498
EBITDA	(12,049)	(11,451)
Stock-based compensation expense	209	224
Gain on settlement of deferred acquisition consideration (1)	(1,295)	—
Loss on extinguishment of debt (2)	—	1,862
Adjusted EBITDA	\$ (13,135)	\$ (9,365)

- (1) The amount reflects the gain recognized related to the settlement of the deferred acquisition consideration dispute with the sellers of NuTech Medical.
- (2) The amount reflects the loss recognized on the extinguishment of the Master Lease Agreement upon repayment.