



XTANT

MEDICAL

www.xtantmedical.com

Investor Presentation

December 2024

DISCLOSURE STATEMENTS

Cautionary Statement Regarding Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include statements that are predictive in nature, that depend upon or refer to future events or conditions, or that include words such as “intends,” “expects,” “anticipates,” “plans,” “targets,” “believes,” “estimates,” “continue,” “future,” “will,” “potential,” similar expressions or the negative thereof, and the use of future dates. Forward-looking statements in this presentation include, but are not limited to, statements about market size and potential, the Company’s total addressable market, the Company’s financial guidance for full year 2024, the Company’s long-term financial targets, the Company’s post-transaction capitalization structure, and the Company’s future growth plans, initiatives and strategies. The Company cautions that its forward-looking statements by their nature involve risks and uncertainties, and actual results may differ materially depending on a variety of important factors, including, among others: the Company’s future operating results and financial performance; the effect of the COVID-19 pandemic on the Company’s business, operating results and financial condition; the ability to increase or maintain revenue; the ability to remain competitive; the ability to innovate and develop new products; the success of our future growth initiatives; the ability to engage new and retain current independent distributors and other qualified personnel; government and third-party coverage and reimbursement for Company products; the ability to obtain and maintain regulatory approvals and comply with government regulations; the effect of product liability claims and other litigation to which the Company may be subject; the effect of product recalls and defects; the ability to obtain and protect Company intellectual property and proprietary rights and operate without infringing the rights of others; the ability to service Company debt and comply with its debt covenants; the ability to obtain additional financing; risks associated with the private placement; and other factors. Additional risk factors are contained in the Company’s Annual Report on Form 10-K for the year ended December 31, 2023, filed with the Securities and Exchange Commission (SEC) on April 1, 2024. Subsequent SEC filings by the Company, including Q3 2024 results filed on Form 10-Q, were filed on November 12, 2024. Investors are encouraged to read the Company’s filings on the Company’s website or at www.SEC.gov. The Company undertakes no obligation to release publicly any revisions to any forward-looking statements to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events, except as required by law. All forward-looking statements attributable to the Company or persons acting on its behalf are expressly qualified in their entirety by this cautionary statement.

INVESTMENT HIGHLIGHTS

Xtant Medical is a global medical technology company focused on the design, development and commercialization of biologics and spinal implant systems



1. Large Market Opportunity

\$10 Billion Worldwide Spine Market
\$2.5 Billion Addressable Orthobiologics Market



2. Revenue Growth

FY2023 Revenue: \$91.3M (+58% over FY2022)
Expect FY 2024 revenue growth of ~30%+



3. Profitable

Five consecutive quarters of positive Adjusted EBITDA¹
Expect positive operating cash flow in Q4 2024



4. Established Distribution Network

Exceptional market access with 450 IDN contracts and 650+ independent distributors



5. Best in Class Portfolio of Orthobiologics

Compete in all Five orthobiologics categories – soon to be fully vertically integrated



6. Bio-Manufacturing Expertise

20+ Years and ISO 13485 + MDSAP certified facility



7. Robust R&D Pipeline

Developing next generation biologics expanding into additional biologic vehicles



8. History of Successful Acquisitions

3 acquisitions and integrations since Jan 2023 – robust pipeline seeking best in class technologies to complement current portfolio

¹ Adjusted EBITDA is a non-GAAP measure used by management to evaluate the operational performance of the business

THE TURNAROUND – RE-ENGINEERED FOR GROWTH

Business has been completely overhauled

1999

- Bacterin Biologics founded as offshoot from Montana State University

2010

- Went public through early commercial success of OsteoSponge and OsteoSelect

2015

- Bacterin acquires X-Spine
- Company goes through two separate restructurings

2019

- New management takes over

2020

- OrbiMed converts debt to equity
- Business is completely overhauled
- Built Platform for Growth

2022

- Added new growth-oriented chairman & investor
- Launched cellular bone matrix, growth factor, synthetic bone graft through private label deals

2023

- Acquired Coflex LSS PMA device
- Acquired SRGA
- Acquired nanOss facility and IP
- Ramped internal bio-production to meet needs of expanded sales organization

2024

- Expanded R&D capabilities to internally produce outsourced biologics
- Built R&D pipeline to expand into additional biological verticals

XTANT'S FULL-SERVICE PRODUCT OFFERING

Milled Grafts



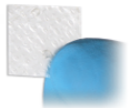
Demineralized Bone Matrix



Traditional Grafts



Stem Cells



Growth Factor



Amnio Membrane Allografts

BIOLOGICS

Cervical Fusion



Posterior Thoracic Fusion/
Thoracic Lumbar



TLIF/PLIF/ALIF
Lumbar Fusion



Sacroiliac Fusion



Pull Through

FIXATION

XTANT'S PLATFORM FOR GROWTH:

Built for growth with Access, Reach and Capabilities

Contract Access

450+ IDN/GPO Agreements covering ~90% of all beds in the U.S.

Distribution Reach

650+ Independent Distributors – creating a national network

International Distribution Network

Expanding Capabilities

Managed Care Payer Capabilities

Expanding Biologics Production Capabilities

Less Invasive Motion Preservation Systems

GLOBAL SPINE AND ORTHOBIOLOGIC MARKET

Significant market opportunity both domestically and internationally with a 5% CAGR

Total WW market:

\$10.1B

Total US market:

\$8.1B



ORTHOBIOLOGICS:

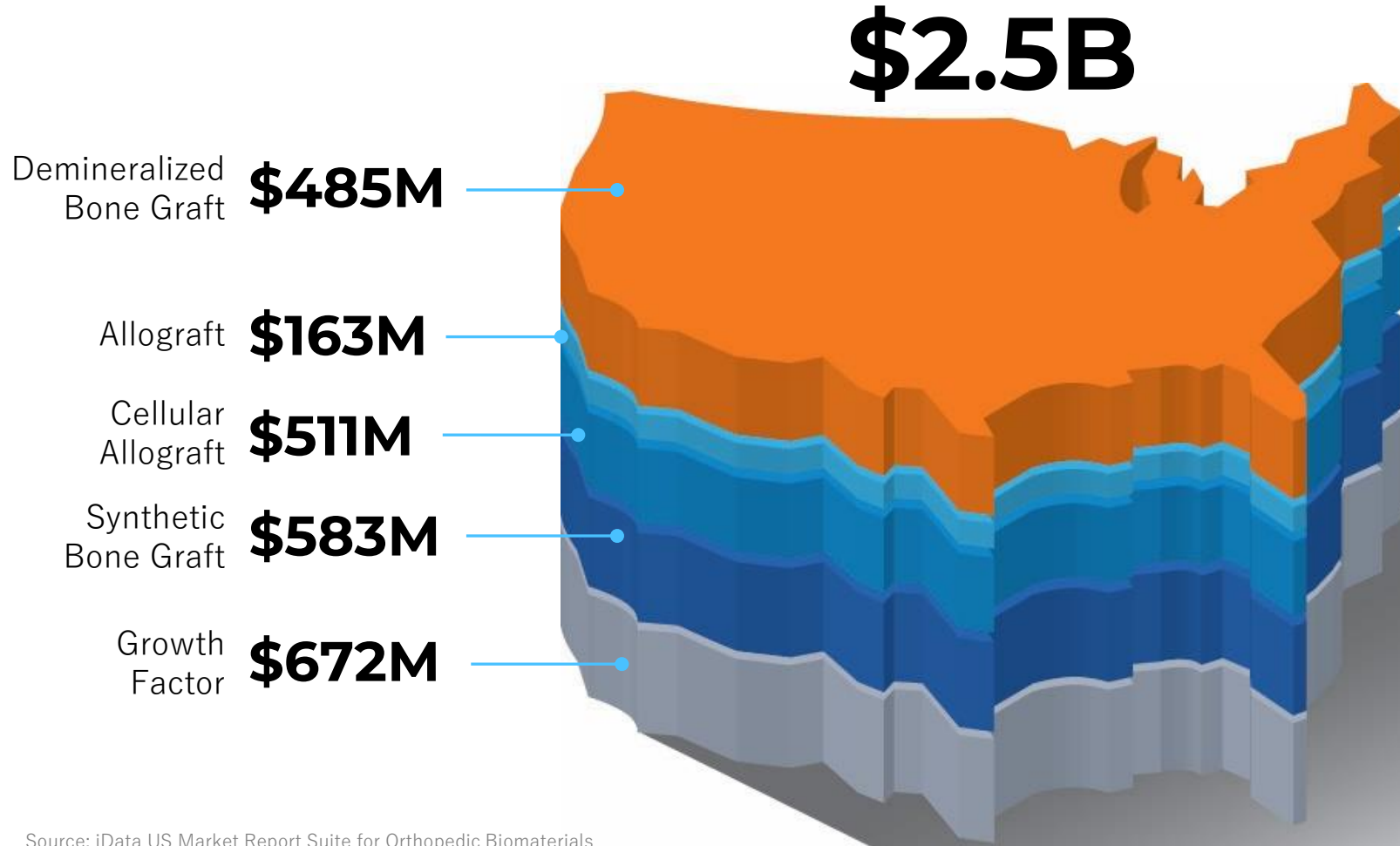
\$2.5B

SPINAL IMPLANTS:

\$5.6B

U.S. ORTHOBIOLOGIC MARKET

Xtant is one of the few orthobiologics companies that offers ALL FIVE product lines



Xtant's current portfolio addresses the entire market of \$2.5B

- Demineralized Bone Graft
- Cellular Allograft
- Allograft
- Synthetic Bone Graft
- Marrow-Derived Growth Factor

Source: iData US Market Report Suite for Orthopedic Biomaterials

COFLEX: INTERLAMINAR STABILIZATION DEVICE

Non-fusion, motion preserving solution clinically proven to dynamically stabilize anatomical forces where lumbar spinal stenosis exists

Dynamic Design

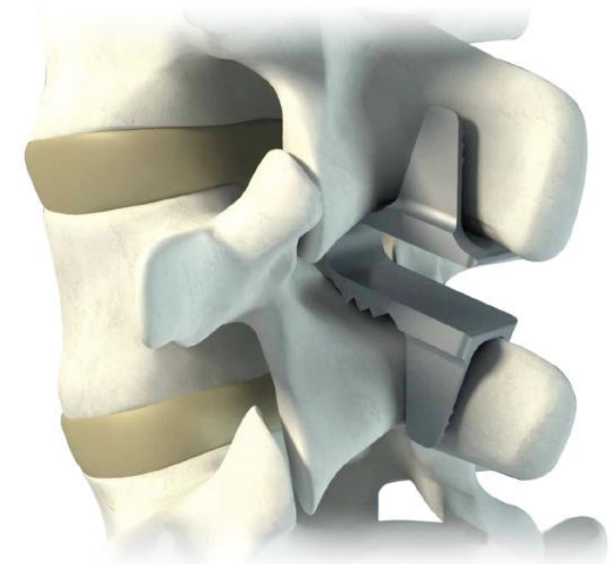
- Unique u-shaped design enables it to be placed further anterior than traditional interspinous process spacers
- Coflex's interlaminar attachment provides ridged fixation with non-fusion benefits

Maintains Natural Anatomical Relationships

- Decompression combined with interlaminar stabilization differentiates Coflex
- Implant positioning near the instant axis of rotation allows natural bio-mechanical forces to occur while simultaneously being addressed

Clinically Proven

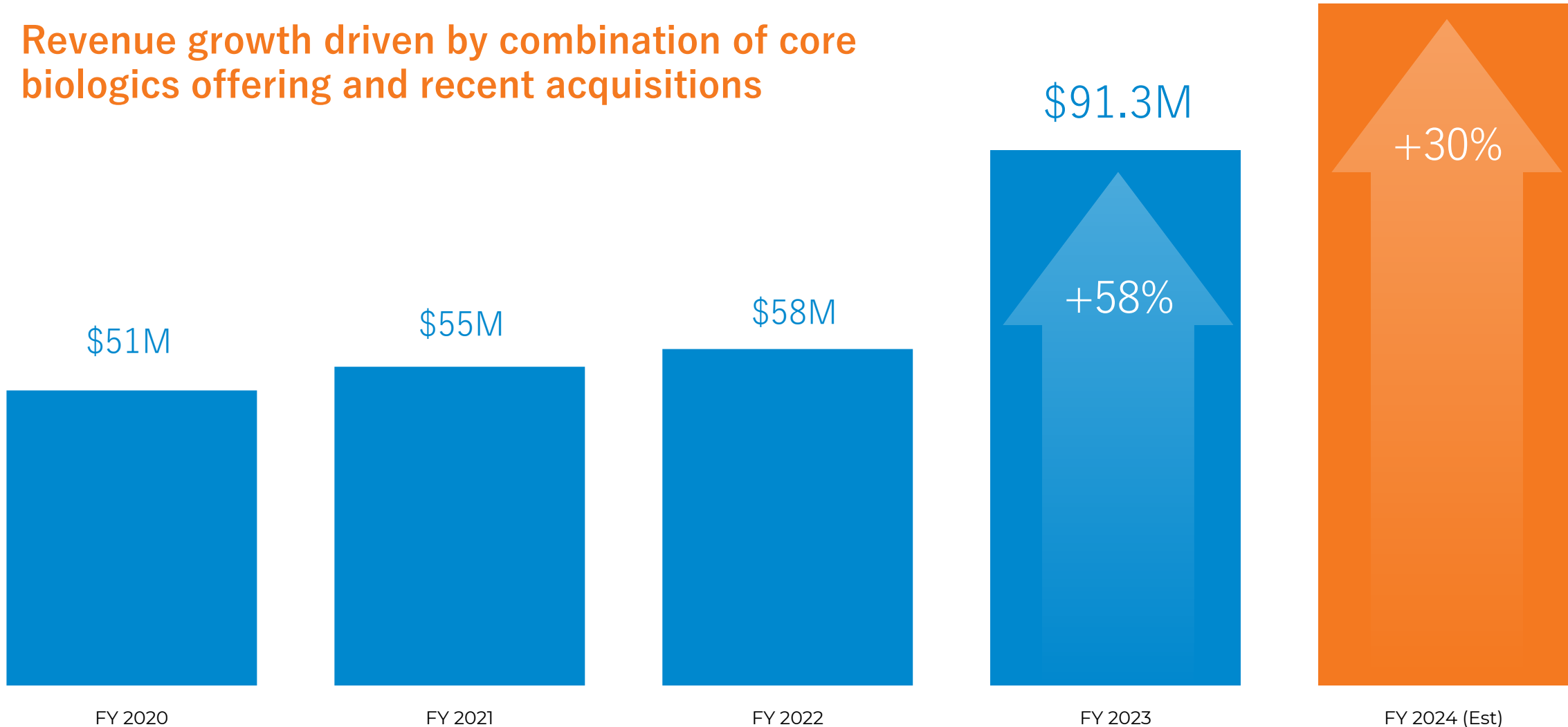
- Implanted more than 265,000 times in over 60 countries, by over 1,500 spine surgeons and peer-review in 92+ clinical studies
- Coflex was approved in 2012 as a Class III medical device with PMA



ACHIEVING ROBUST REVENUE GROWTH

Revenue growth driven by combination of core biologics offering and recent acquisitions

\$116M - \$120M



Guidance based on reported numbers from the Company's August 8, 2024 update

GROWTH STRATEGY PILLARS

XTANT MEDICAL GROWTH STRATEGY

New
Product
Flow

Drive new
innovations and
distributor
mindshare

Expand
Access &
Distribution
Network

Sell deeper and
broader – become
a strong national
company

Leverage
Adjacent
Markets

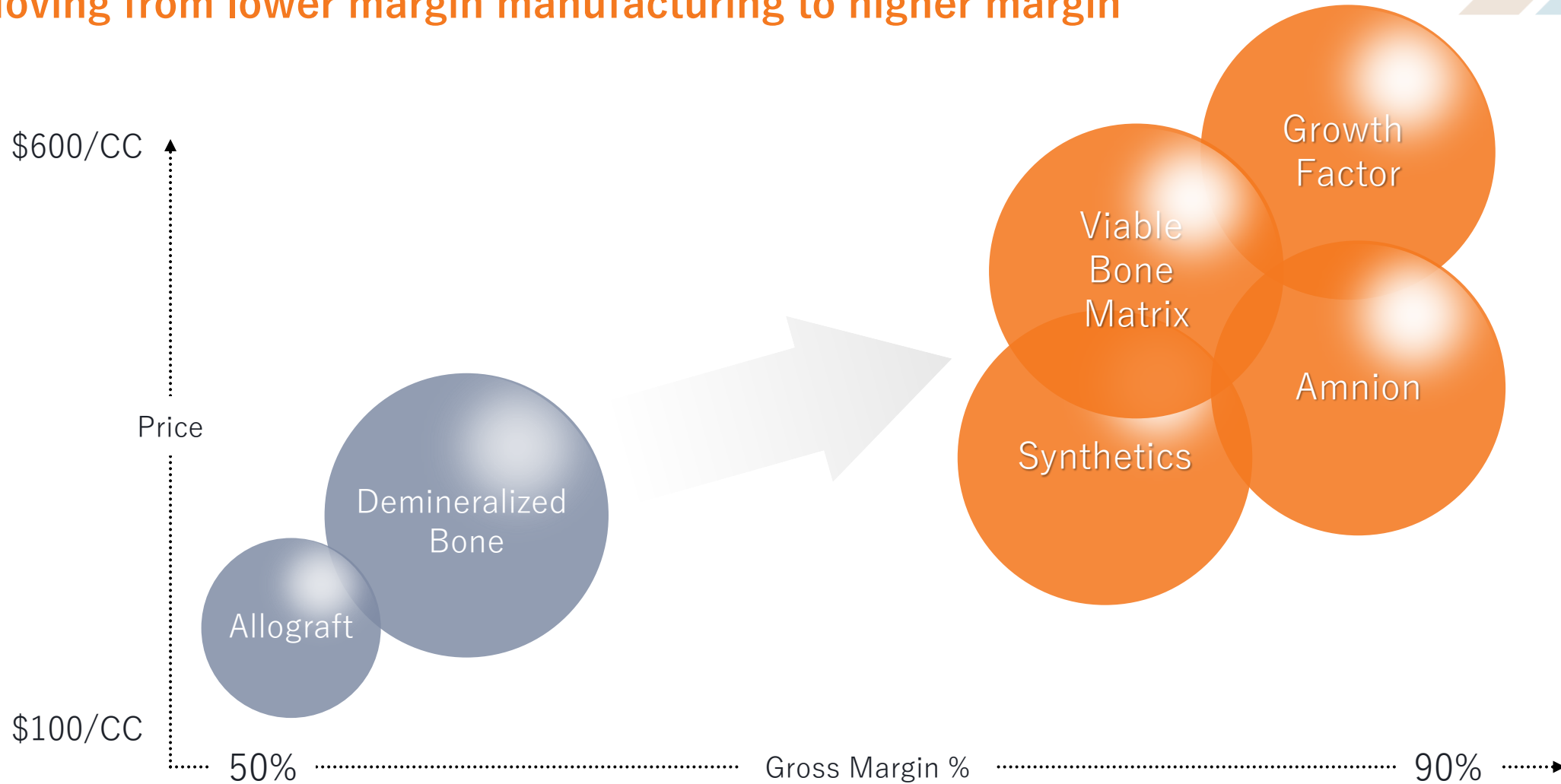
Utilize R&D engine
and Bio-
Manufacturing
capabilities to
penetrate vertical
markets

M&A
Activity

Acquire best in
class technologies
to enhance
current portfolio
and leverage
Platform for
Growth

PILLAR ONE: NEAR-TERM PIPELINE – IMPROVING MARGIN PROFILE & SELF-SUSTAINABILITY

Moving from lower margin manufacturing to higher margin



NEAR-TERM PIPELINE – VERTICAL INTEGRATION

Overarching Strategy

- Upgrade biologics performance of outsourced products through best in class internally developed technology
- Increase margin and profitability through vertical integration
- Control supply and prevent backorders by leveraging bio-manufacturing capabilities
- Leverage existing contractual access by introducing new products as running line changes
- Selectively explore OEM partnership to expand distribution opportunity

Product	Description	Status
SimpliMax & SimpliGraft	Amniotic membrane allografts for acute and chronic wounds	Launched Q1 2024
OsteoVive Plus (Internally Produced)	Aseptically processed cellular bone matrix	Q3 2024
FibreX & FibreX Plus	Next generation advanced DBM Fiber	Q1 2025
OsteoFactor (Internally Produced)	Solubilized allogenic growth factor cocktail stabilized by native human collagen	Q1 2025

LONG-TERM PIPELINE



Overarching Strategy

- Prioritize short to mid-term winnable opportunities
- Large growing markets with documented comparables at 80 – 90% margin
- Complements existing operational and quality infrastructure
- Clinically validated, commercially proven products

Product	Description
Growth Factor Enhanced DBM	Next generation DBM allografts with elevated growth factor concentrations for improved bioactivity
Ematrix	Hydrolyzed porcine collagen powder for surgical wound closure
Flowable Ematrix	Flowable collagen matrix for difficult to access and tunneled wounds
Antimicrobial Eluting Bone Cement	Calcium sulfate cement pre-loaded with antibiotics
NanOss 2.0	Second generation NanOss synthetic bone graft substitute with enhanced biological activity
510k Cleared Amniotic Membrane	Amniotic membrane allografts cleared as medical device with enhanced marketing claims

PILLAR TWO: EXPAND DISTRIBUTION NETWORK

STEP ONE: Increase Contractual Access

Continue to sign new IDN and GPO agreement

Expand current contracts to include all recently introduced products

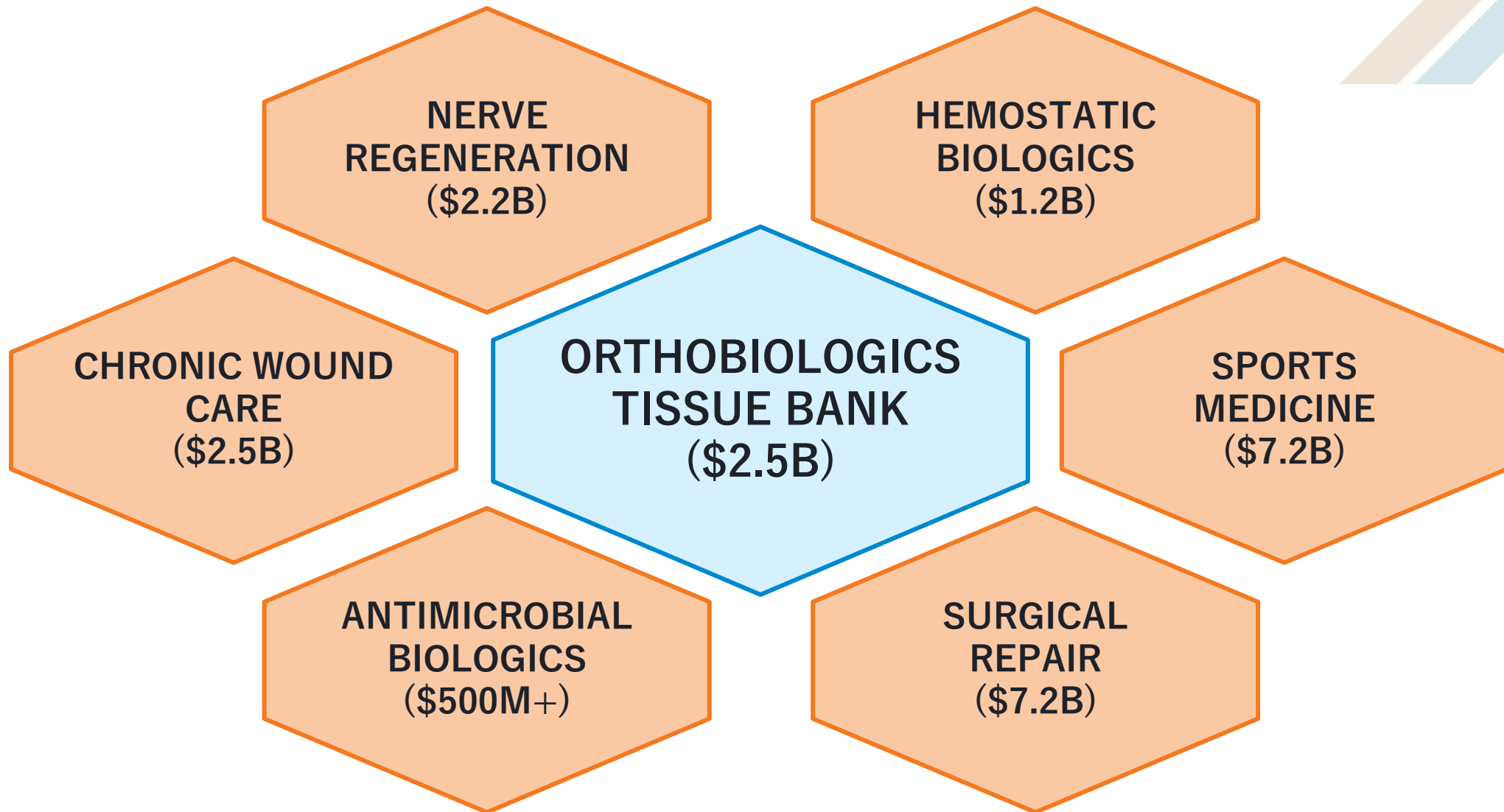
STEP TWO: Build National Network

Open Distribution Model:

- Continue to attract and sign additional Independent Rep Agencies
- Sell deeper and broader with current Independent Rep Agencies
- Direct-to-Hospital deals for commodity products and underserved areas



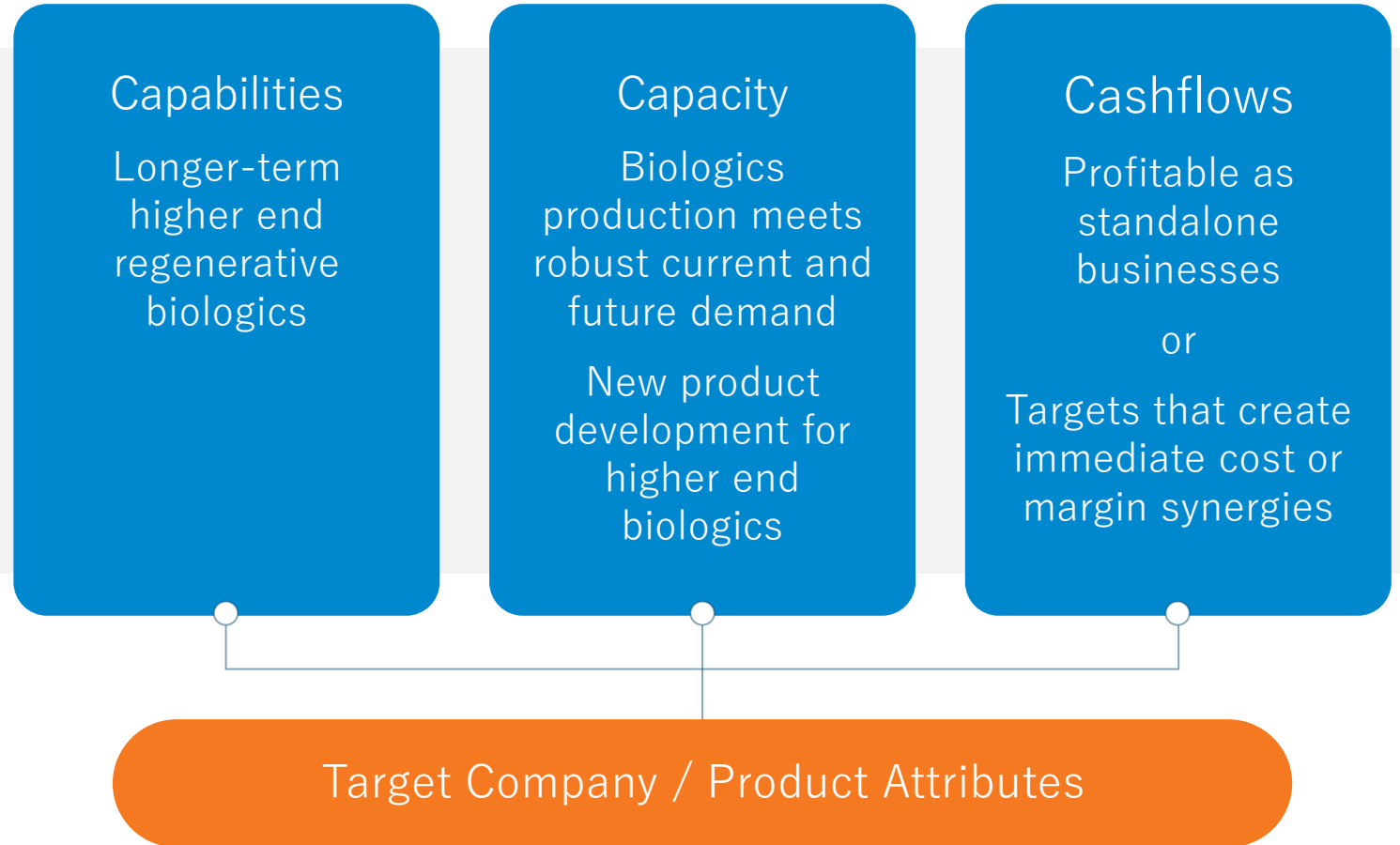
PILLAR THREE: GROW ADJACENT MARKETS



PILLAR FOUR: ROBUST ACQUISITION PIPELINE “3-C’s”

Inorganic Growth is Key to Achieving Long-Term Goals

Positioning in orthobiologics and spine business creates unique opportunity to integrate acquisitions, yield compelling cost and sale synergies, and increase profitability



CAPITALIZATION SUMMARY

As of September 30, 2024

Relevant Financial Metrics

Share Price as of 9/30/24			\$0.68
Basic Shares Outstanding (M)			138.7
Market Cap – Basic			\$94.3
	# Shares	Strike Price	Dil.
Options	4.5	\$1.32	–
Warrants	12.2	\$1.53	5.3
RSUs	5.6	–	5.6
Fully Diluted Shares (M)			149.6
TSM Market Cap			\$101.7
(-) Cash			7.1
(+) Debt			34.8
Enterprise Value			\$129.4

Credit Facility Summary

	Term Loan	Revolving Credit Facility
Principal	\$22.0M	Up to \$17.0M
Amount Outstanding	\$22.0M	\$12.9M
Coupon	SOFR + 6.50%; 2.50% floor	SOFR + 4.50%; 2.50% floor
Maturity	March 1, 2029	
Lender	MidCap Financial Trust	

Ownership Summary – Top 10 Holders

Rank	Holder	# of Shares (M)	% of Total CSO
1	OrbiMed	73.1	52.7%
2	Nantahala	11.4	8.2%
3	Altium	7.4	5.3%
4	Stavros Vizirgianakis (Chairman)	6.2	4.5%
5	Vanguard	2.2	1.6%
6	Juniper	1.3	1.0%
7	John Beeson (Independent Director)	1.2	0.9%
8	Sean Browne (President & CEO)	1.0	0.7%
9	Renaissance	0.7	0.5%
10	John Bakewell (Independent Director)	0.5	0.4%
Top 10 Holders		105.0	75.8%