BEAUTYHEALTH™

Analyst & Investor Day

September 15, 2022

The road to BeautyHealth

Brent Saunders

Executive Chairman

What makes Hydrafacial attractive?

Criteria	hydrafacial
Leading position in attractive and growing industry	✓
Scientific / brand differentiation	✓
Sustainable competitive advantages	✓
Suitable platform to build a leading aesthetics technology company focused on allied healthcare professionals	✓
Long-term growth prospects and drivers	✓
Cash pay / no reimbursement risk	✓
Global commercial infrastructure	✓
Profitable	✓

An accomplished executive committee

Andrew Stanleick
President & Chief Executive Officer

Liyuan Woo
Chief Financial Officer

Jwala Karnik, MD
EVP of Global Strategy & Partnerships

Ben Baum
Chief Experience Officer

Jon Arnold
President, EMEA

Stefanie Gebauer
President, Southeast Asia

Mingo Ku
President, North Asia

Dan Watson
EVP, Sales Americas

Amy Juaristi
Head of Corporate Affairs

Kellie Sears
Chief Human Resources Officer

Paul Bokota
Vice President & General Counsel

BEAUTYHEALTH™

Analyst & Investor Day

September 15, 2022

The future of BeautyHealth

Andrew Stanleick

President & Chief Executive Officer

Welcome

Today’s objectives

1. **Present 5-Point Master Plan and new business insights**
2. **Review 3-Year Strategic Growth Plan with significant growth and EBITDA potential**
3. **Introduce the BeautyHealth Executive Committee**

Today's agenda

The road to BeautyHealth

Brent Saunders
Executive Chairman

The future of BeautyHealth

Andrew Stanleick
President & Chief Executive Officer

Building brand love

Ben Baum
Chief Experience Officer

Clinical approach behind the Hydrafacial glow

Jwala Karnik, MD
EVP of Global Strategy & Partnerships

Break

Fireside chat: power of an omni-channel strategy

Jwala Karnik, MD
EVP of Global Strategy & Partnerships

Mingo Ku
President, North Asia

Dan Watson
EVP, Sales Americas

Delivering the three-year plan

Liyuan Woo
Chief Financial Officer

Closing remarks

Andrew Stanleick
President & Chief Executive Officer

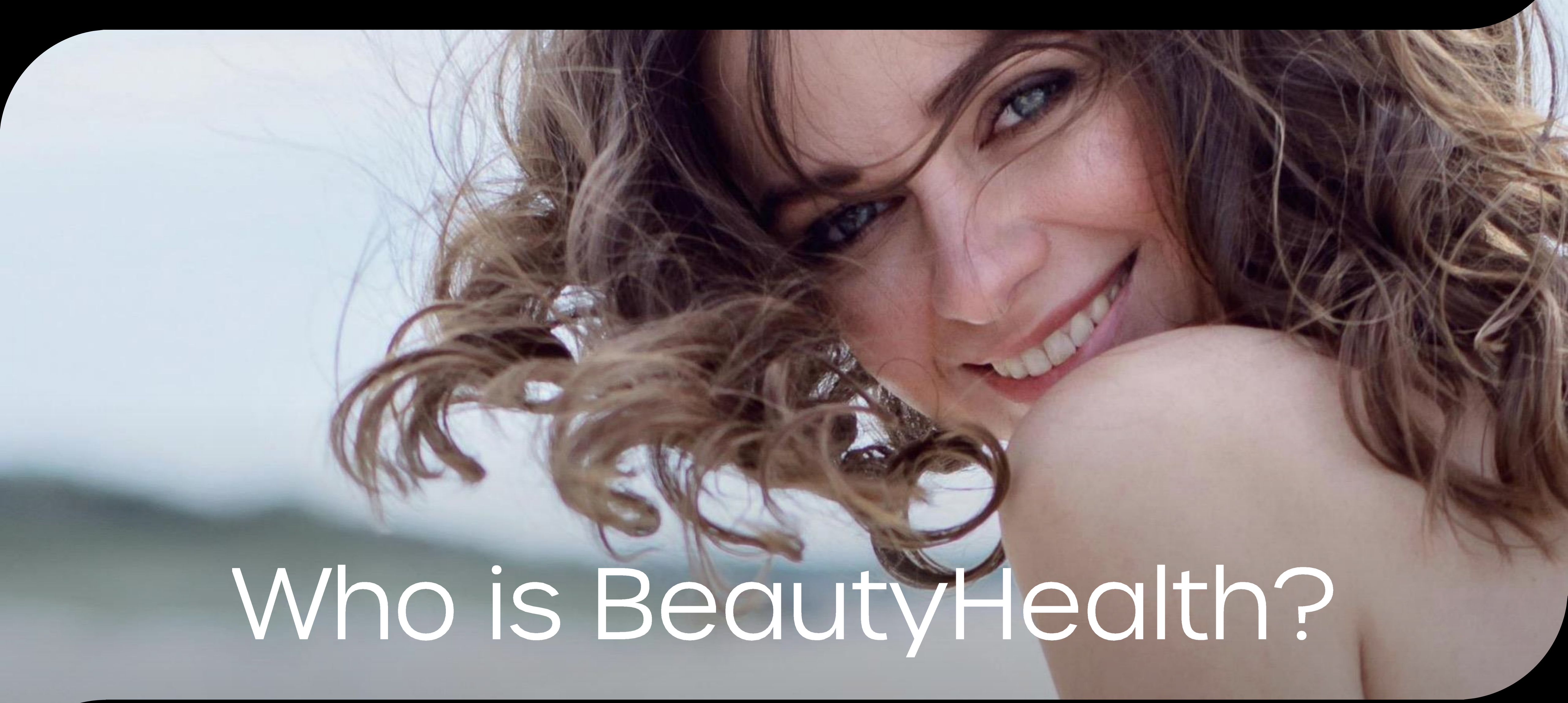
Q&A

Today's three takeaways

1.
CATEGORY CREATOR
with a differentiated product offering, business model and community

2.
PROFITABLE GROWTH
across geographies and categories in a huge and growing TAM

3.
INNOVATIVE TECHNOLOGY
and a powerful **flywheel** drives our growth



Who is BeautyHealth?

Beauty

Aesthetics

Wellness

Health

Medical

Spa

Retail

At-home


Results
Experiences
Product
Community

BEAUTYHEALTH™

We are a purpose driven company

We believe
Everyone deserves to feel good about themselves.

We work with purpose
We don't just make great products, we build confidence.

Our vision
Become the world's leading beauty health and wellness platform, fueled by a community of engaged providers, aestheticians and consumers.

We are a global leader in beauty health

Our financials

Strong balance sheet to fuel growth

$340 - 350mm
2022E net sales

$50mm
2022E Adjusted EBITDA

$821mm
Cash & equiv. at June 30, 2022

Our community

Partners you know, wherever you live, work, and play

Our brands

hydrafacial keravive

Available at omni-channel partners

Medical	Non-Medical	Retail
Advanced Dermatology and Cosmetic Surgery	Marriott	Sephora
NassifMD	Four Seasons	Ulta Beauty
OVME	Equinox	Galeries Lafayette
		John Lewis & Partners

Innovating with fellow skin experts

JLO Beauty
Murad
ZO Skin Health

Our global footprint

Loved around the world

90+
Countries

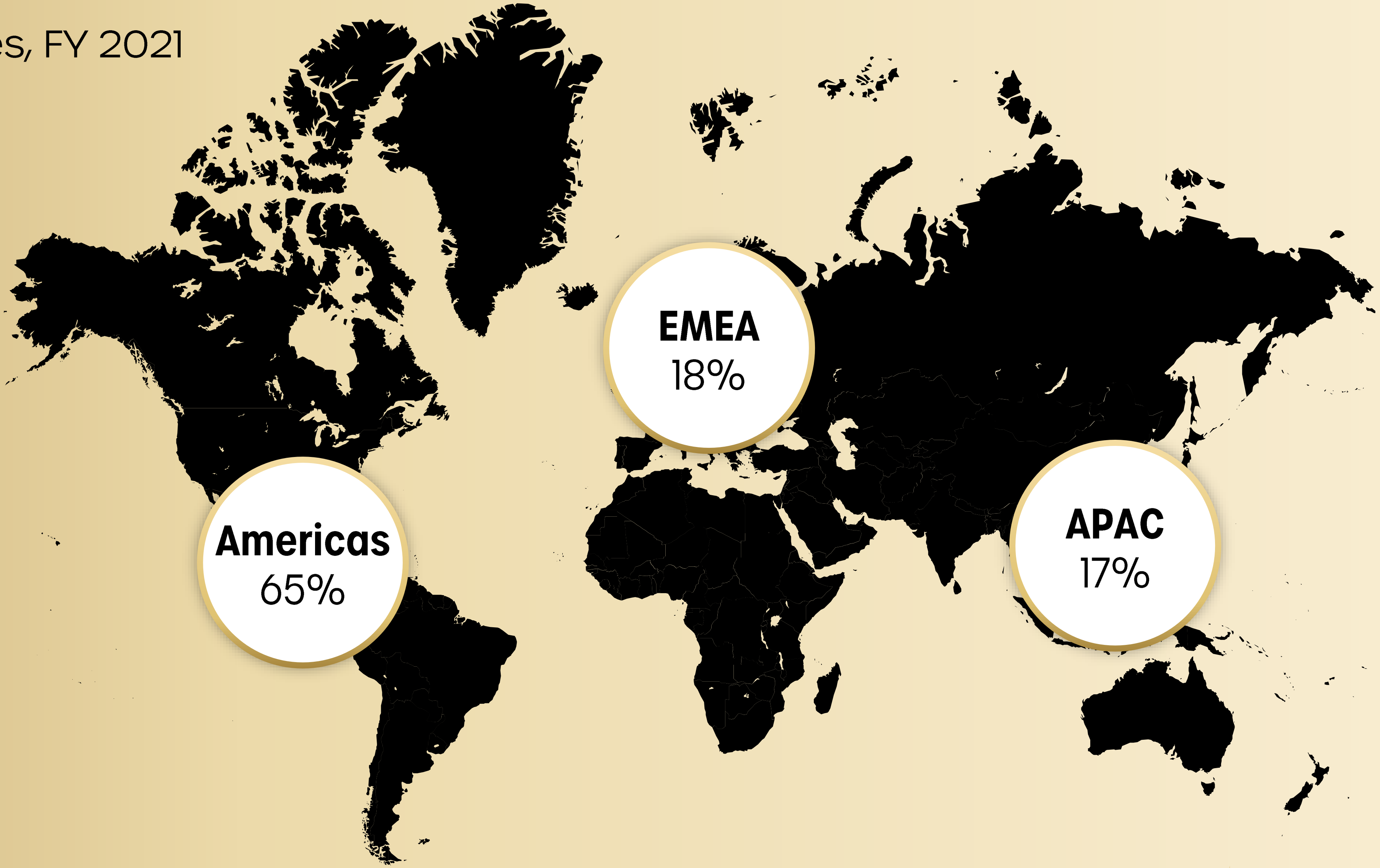
~23,000
Delivery systems

35,000+
Aestheticians educated

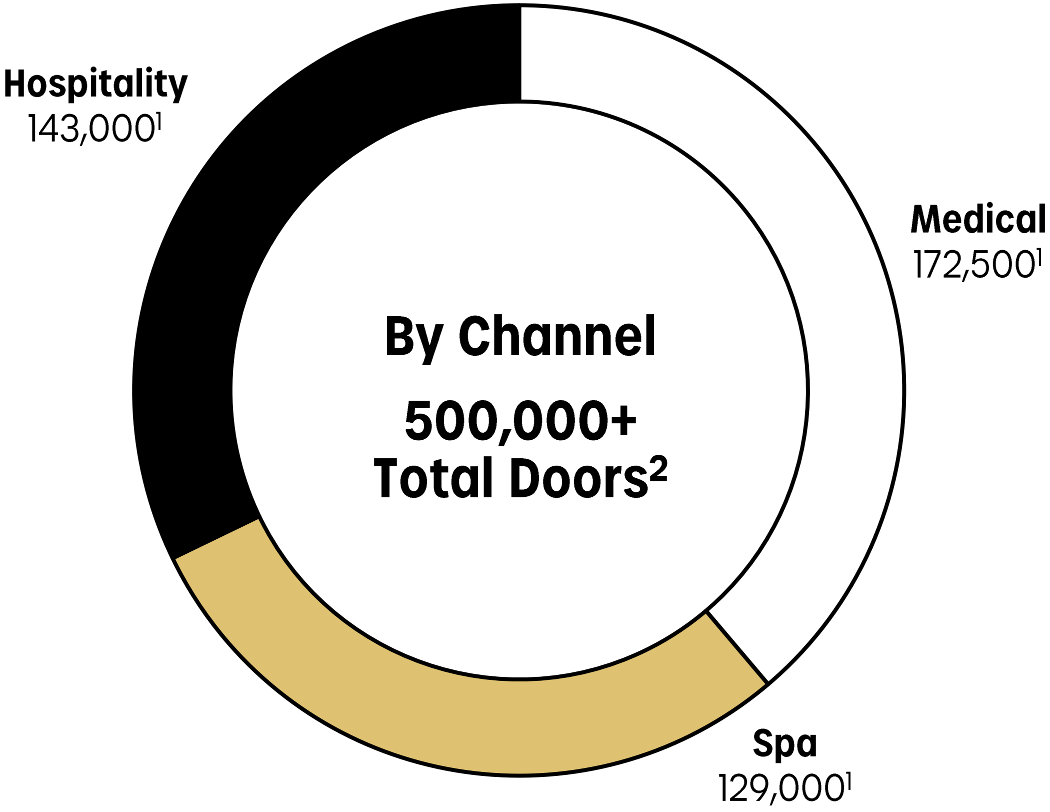
Note: Adjusted EBITDA is a non-GAAP measure; please refer to the appendix for a discussion of the definition of this measure and important information regarding the assumptions underlying the outlook; data as of June 30, 2022.

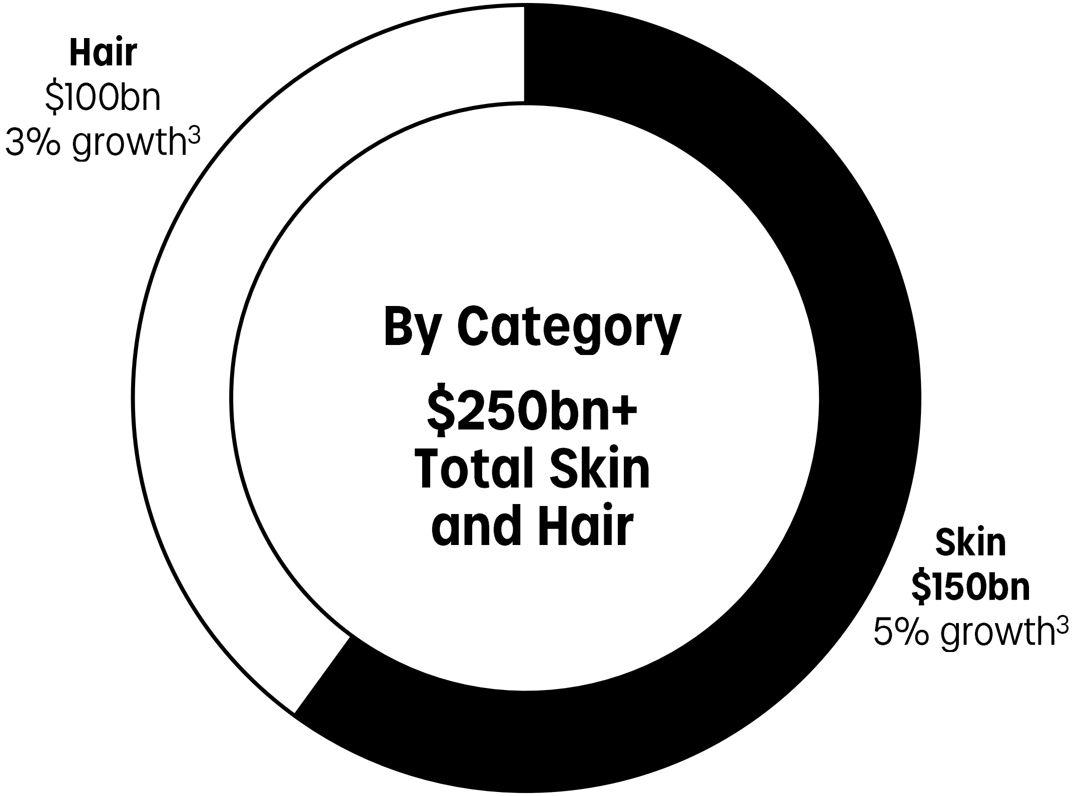
We deliver diversified net sales regionally

% net sales, FY 2021



We are playing in a large, high-growth market





Source: McKinsey & Company feasibility analysis (2022), management estimates, Statista; 1. Excludes estimates for distributor markets; 2. Includes estimates for distributor markets; 3. 2022E - 2025E CAGRs.

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Macro tailwinds are with us, and consumer demand is all-weather

Tailwinds	Headwinds
Societal shift toward health and wellness	Geopolitical uncertainty
Broader definition of beauty: embrace your version of beauty, whatever that may be	Macroeconomic environment
Reduced stigma, increased access, and advances in aesthetic procedures	COVID-19 lockdowns
Post-pandemic Zoom boom: our face is our business card	Supply chain disruptions

We serve an upper middle class and resilient consumer

U.S. consumer archetype

$94K Annual household income	High income less susceptible to economic downturns
30s Average age	Young with high LTV potential
>20% Male	Global men's grooming market expected to reach **$81.2bn by 2024**
33% LatinX	Over-indexed with demographic leading beauty spend

Highly desirable consumer that craves beauty and health

Source: Company data; Grand View Research, Hair Restoration Market Share Analysis Report, 2021-2028; media reports.

Our provider community is booming

Skincare specialist jobs are expected to grow

+29% by 2030[1]

outpacing job growth in other categories

Cultivated aesthetician community that provides edge to capture growth

1. Bureau of Labor Statistics, U.S. Department of Labor, Occupational Outlook Handbook, Skincare Specialists, at https://www.bls.gov/ooh/personal-care-and-service/skincare-specialists.htm (visited September 2022).

Today, Hydrafacial is a love brand with a legion of provider and consumer fans

44

NPS

Source: Company data as of 2022.

BeautyHealth may be new to the public markets, but we have led technological innovation for years

It's not a facial. It's a Hydrafacial.

Treats the skin more deeply and fully

Cleanse Gentle exfoliation and relaxing resurfacing to uncover a new layer of skin

Extract Remove debris from pores with painless suction

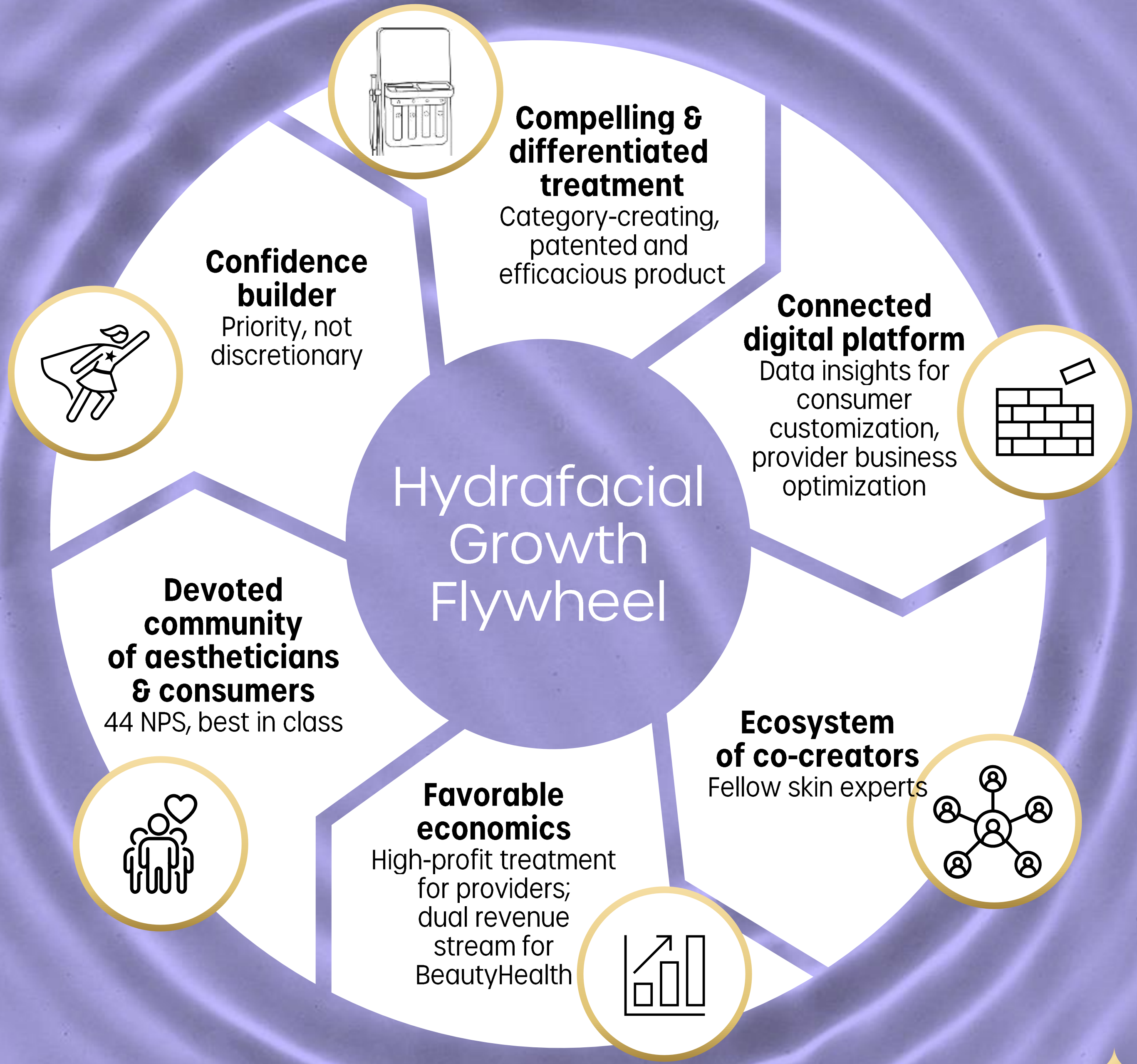
Hydrate Saturate surface with antioxidants and peptides to create instantly gratifying glow

With the touch of our magic wand

- Patented vortex fusion wand
- Enhances any skincare formula with a more effective application
- Changeable tips for a maximum effect and personalization

Top results, no downtime

- Non-invasive
- Painless
- Instant glow
- No downtime
- Immediate confidence
- Accessible price point



Source: Company data as of 2022.

Treatments personalized every time with our range of boosters

3 Hydrafacial developed boosters **+** **14** Partner boosters **=** **∞** Layering combinations

Nourishing products designed for individual skin health goals

BRITENOL
Helps minimize the appearance of dark spots and helps balance skin tone

DERMABUILDER
Helps smooth the appearance of fine lines and wrinkles and enhances skin elasticity

REGEN GF
Helps maintain the appearance of healthy and youthful looking skin and supports hydration

Note: Figures include J Lo Beauty booster launching in fall 2022 and exosome booster launching in 2023.

Boosters co-created with fellow skin experts expand our R&D and reach

Flexibility to feature leading technologies on our platform

Note: J Lo Beauty booster and exosome booster not pictured.

At the forefront of innovation: exosome booster

- **What are exosomes?**
  Extracellular vesicles carrying cell-specific cargos of cytokines, chemokines, and growth factors

- **Exosomes are involved with cellular communication with respect to** repair and regeneration and can address the signs of inflammation and aging

Expected launch in 2023

Our regenerative economic model

1 **Delivery system purchased**

2 **Hydrafacial performed**

3 **Consumables re-ordered**

Syndeo (U.S.)

Elite (ex-U.S.)

Perk

Allegro

Tips

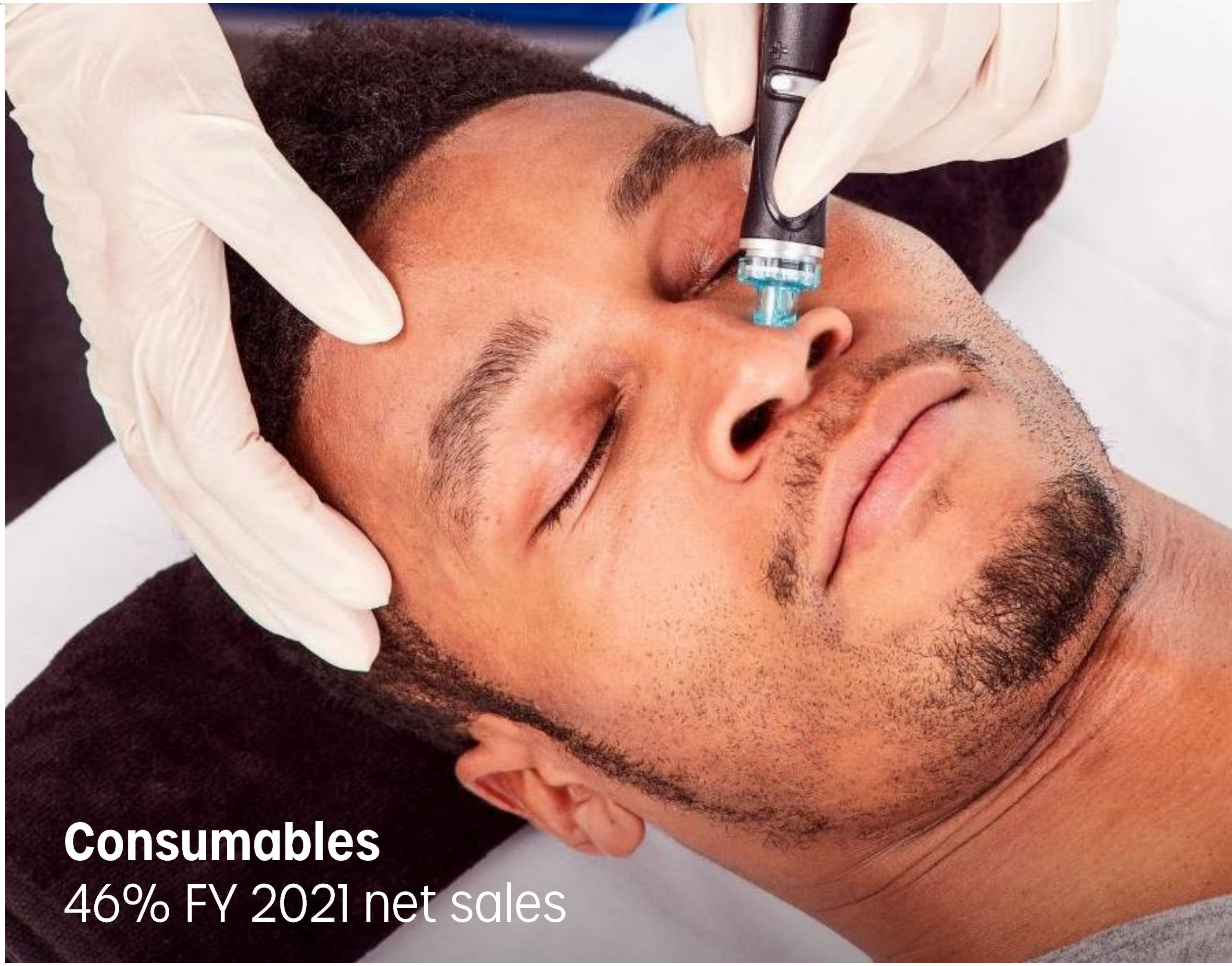
Solutions

Boosters

+ Co-branded partnerships

Our dual revenue streams are nearly equally split, with a recurring element in consumables

Delivery systems
54% FY 2021 net sales



Consumables
46% FY 2021 net sales

Our 5-point master plan to drive transformative growth

Expand footprint

Invest in providers

Drive brand awareness

Build global infrastructure

M&A

5-point master plan

Expand footprint

Invest in providers

Drive brand awareness

Build global infrastructure

M&A

Clear runway to expand ~5% global penetration

Low teens %
Penetration in the Americas

~1%
Penetration in APAC

LDD%
Penetration in EMEA

Source: McKinsey & Company feasibility analysis (2022), management estimates.

Deepening our foothold in medical and spa, and penetrating new channels

Retail

Expanding to Sephora APAC in September 2023

BEAUTYHEALTH™

Syndeo's launch has been next-level

3x Sales
Exceeded month 1 launch expectations

~2,265 Systems
In market[1]

2023 Expansion
To EMEA and APAC

1. As of June 30, 2022.

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5-point master plan

Expand footprint

Invest in providers

Drive brand awareness

Build global infrastructure

M&A

HFX is the world's no. 1 educator of aestheticians

35,000+
Aestheticians trained

13
Experience Centers

We invest in our providers at events and trade shows


IECSC Las Vegas, NV, USA | June 2022

AIS San Diego, CA, USA | April 2022


AMWC Monaco | April 2022


Beauty Fair Düsseldorf, Germany | May 2022

IMCAS Paris | June 2022

We help providers build their businesses

Physician

Spa owner

Retailer

Solo practitioner

Creates a profitable gateway

MDs and spas see more gross profit per Hydrafacial than for the leading neurotoxin

Attracts a **higher income consumer** typically purchasing **two or more aesthetic treatments**

Drives traffic

Retailers report higher average basket size for consumers receiving Hydrafacial instore

Anchors the practice

A solo practioner performing just 10 Hydrafacials per week earns $100,000 annually

Source: Company data.

We are rewarded with a deeply passionate community of providers, our **Hydrafacial Nation**

5-point master plan

Expand footprint

Invest in providers

Drive brand awareness

Build global infrastructure

M&A

Galvanizing influencers at every level

Trust

Reach

MDs

NASSIFMD

pfrank MD™
By Dr. Paul Jarrod Frank

Aestheticians

@jadeywadey180
IG 1.2M

@miracletheesti
TT 732K

@thedallasaesthetician
IG 220K

Skinfluencers

@laurenluyendyk
IG 1.2M

@iamkaylanicole
IG 640K

@tinachencraig
IG 511K

Celebrities

Kim Kardashian
IG 328M

Jennifer Lopez
IG 220M

Paris Hilton
IG 20M

Data as of September 2022.


JLO BEAUTY
Delivered By
hydrafacial
JLO BEAUTY BOOSTER

5-point Master Plan

Expand footprint

Invest in providers

Drive brand awareness

Build global infrastructure

M&A

Innovating to deliver a head-to-toe glow

The face is only 3.5% of total skin surface[1]

1. Wolf SE, Prnitt BA., Jr . Burn management. In: Irwin RS, Rippe JM, editors. Irwin & Rippe's intensive care medicine. 6th. Philadelphia, PA: Lippincott Williams & Wilkins; 2008. Figure 129-1, pp. 1930.

Building a revolutionary scalp & hair opportunity with Keravive

Treatments administered by doctors and medi-spas are the fastest growing segment of the

$4.9bn[1]

Hair restoration market

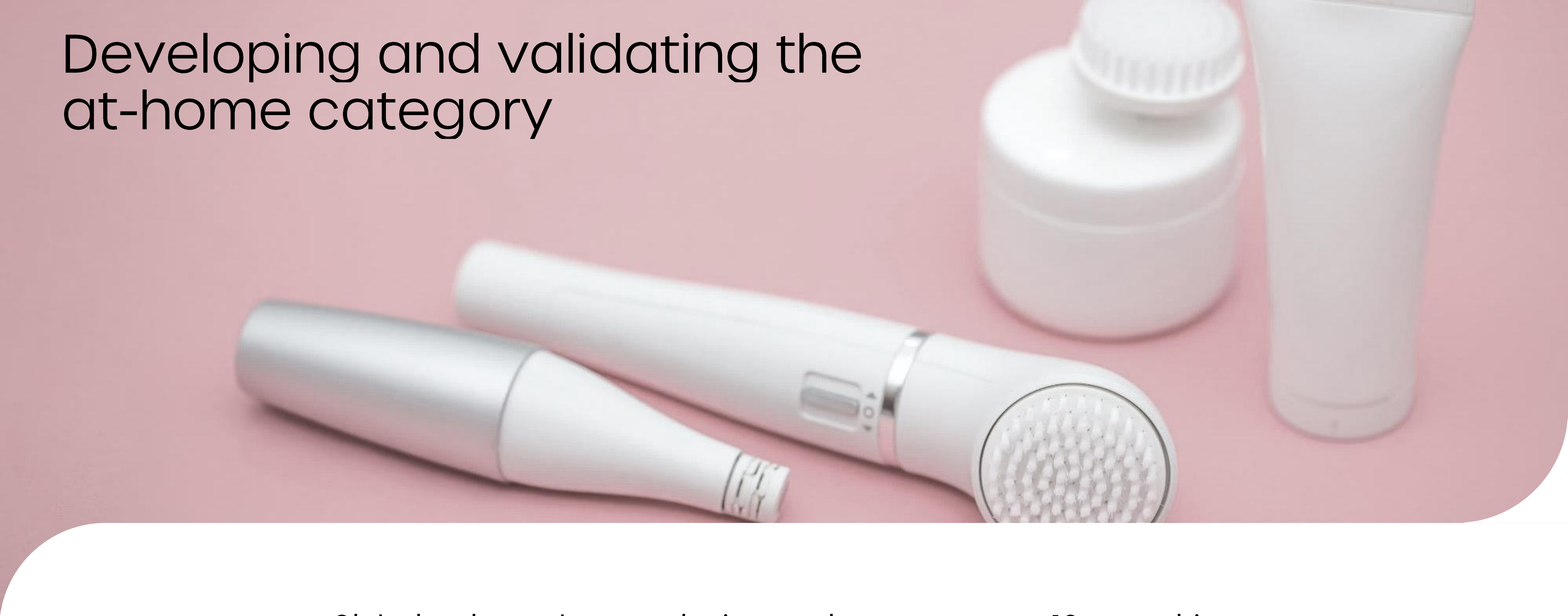
Part of the Hydrafacial family.

3 steps to healthy, fuller-looking hair. Cleanse, exfoliate, hydrate.

Tiny molecules, big results. Proprietary blend of biomimetic polypeptides and skin proteins.

1. Grand View Research Hair Restoration Market Size, Share & Trends Analysis Report.

Developing and validating the at-home category



Global at-home beauty device market set to grow 10x, reaching

$90.5bn by 2030[1]

1. P&S Intelligence Home-Use Beauty Devices Market Research Report (September 2021).

Our ESG journey has just begun

Distribution

Products

Partnership

People

5-point master plan

Expand footprint

Invest in providers

Drive brand awareness

Build global infrastructure

M&A

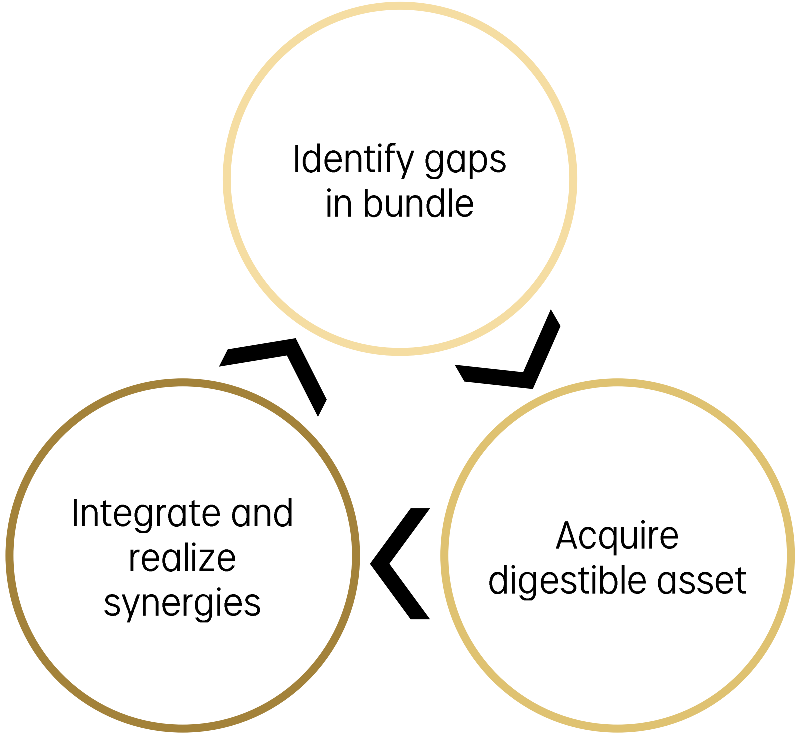
Accelerating the BeautyHealth platform through M&A

Differentiated product or service / high Net Promoter Score

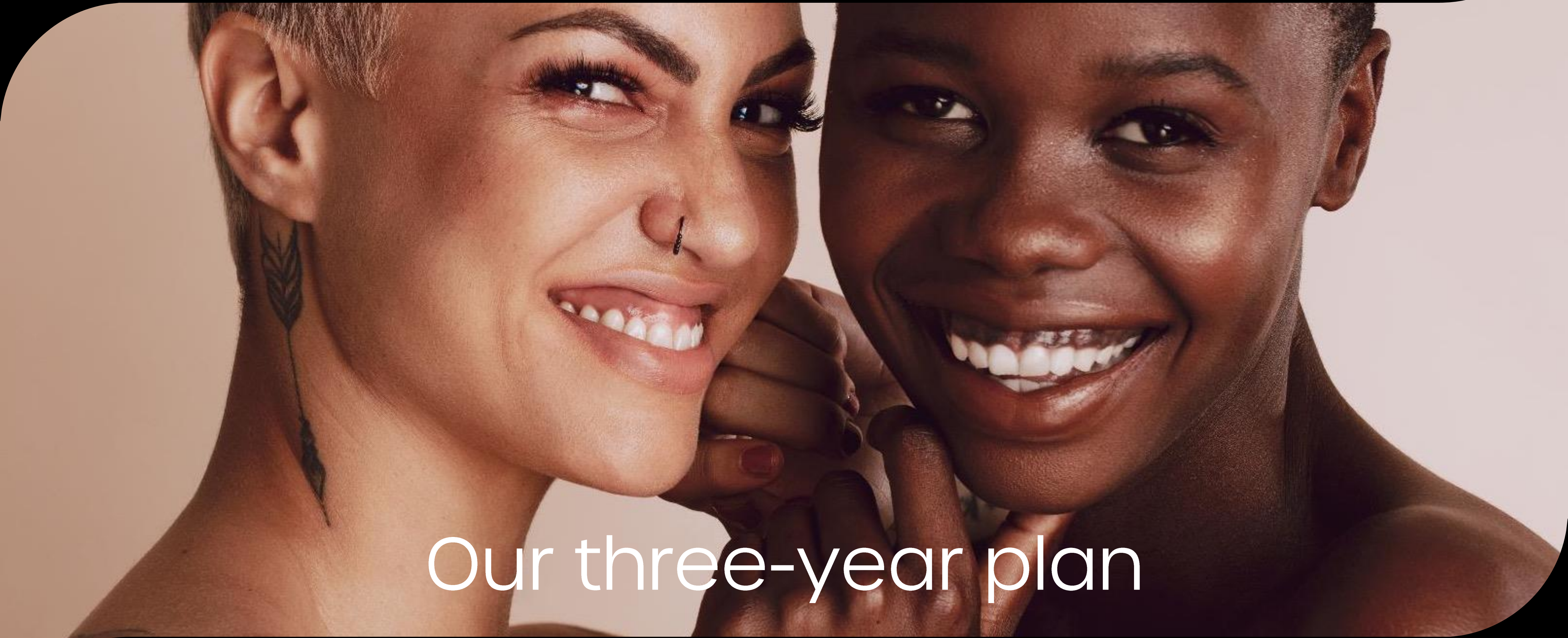
Complementary to our existing platform and community, leveraging the trusted aesthetician

Financially attractive profile via compelling revenue growth, recurring revenue characteristics, and / or profitability

Our M&A philosophy



No predetermined timeline for transaction – opportunistic philosophy rather than time-based



Our three-year plan

Our three-year plan is expected to drive meaningful profitable growth

2x net sales
vs. 2022E

$600 – $700mm
2025E net sales
20 – 27% 2022E – 2025E CAGR[1]

3x+ Adj. EBITDA
vs. 2022E

18 – 20%
2023E Adj. EBITDA margin

25 – 30%
2025E Adj. EBITDA margin

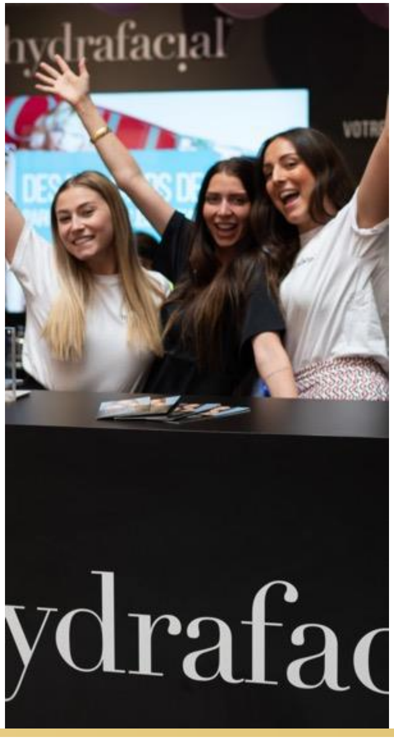
Note: Adjusted EBITDA is a non-GAAP measure. See appendix for a definition and discussion. Our achievement of the anticipated results is subject to risks and uncertainties, including those disclosed in our filings with the SEC. The plan does not take into account the impact of any unanticipated developments in the business or changes in the operating environment, nor does it take into account the impact of our acquisitions, dispositions or financings during 2022. Our plan assumes a largely reopened global market, which would be negatively impacted if closures or other restrictive measures persist or are reimplemented;
1. Assuming midpoint of previously stated 2022 $340 – 350mm net sales guidance.

Why I am confident in our plan

Scalable and profitable operating model

Consistent track record of growth and margins

Massive, resilient and growing market opportunity



Desirable and committed consumer and provider community

Ample liquidity and prudent capital allocation

Best-in-class management team

Today's agenda

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Building brand love

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Break

Fireside chat: power of an omni-channel strategy

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Chief Financial Officer

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Q&A

Building brand love

Ben Baum

Chief Experience Officer

Hydrafacial Nation: at the heart of all we do

Providers ← hydrafacial → Consumers

Our providers

The core of our engine

The Golden Triangle of support and education

BEAUTYHEALTH™

We offer a comprehensive portfolio of education services

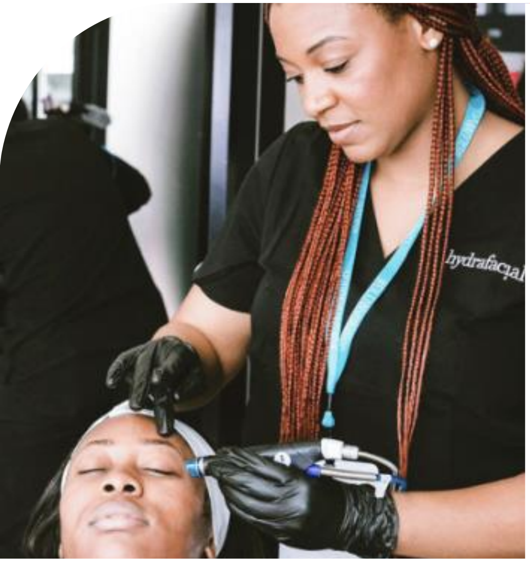
13
HFX Experience Centers

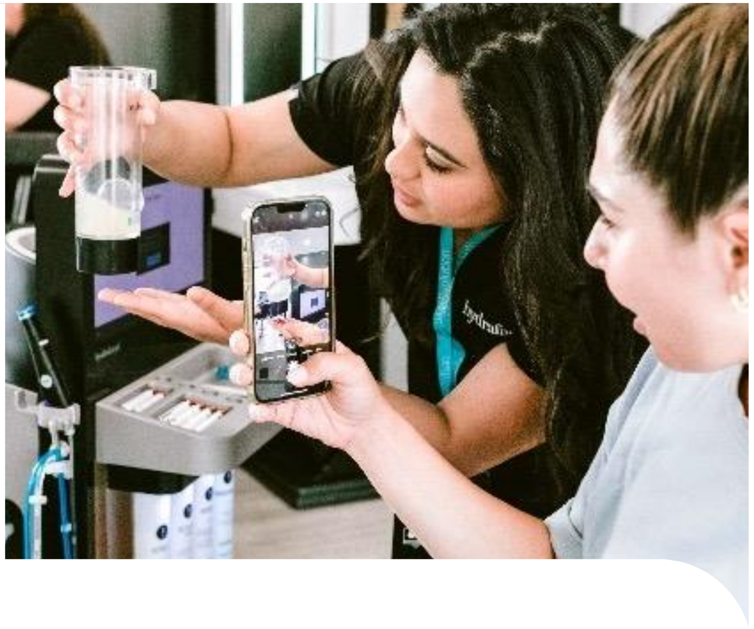
75+
Schools with Hydrafacial presence

35,000+
Aestheticians trained

As of September 2022.

The result: providers as Hydrafacial brand evangelists and delighted clients





"Hydrafacial has filled in every missing piece in our medical spa. Not only did it **attract new clientele**, our **retention rate grew to 92%** after our first 5 months. It has enabled us to **increase our sales with other services**, especially laser treatments, where we've had **tremendous results and growth since introducing Hydrafacial**."

– Provider, Rhode Island

Our consumers

The ultimate beauty health enthusiasts

Reaching the coveted Hydrafacial consumer

$94,000
Average HH income

>20%
Men

33%
LatinX consumers

30s
Average age

8%
Aided brand awareness

Life Events
Biggest purchasing driver

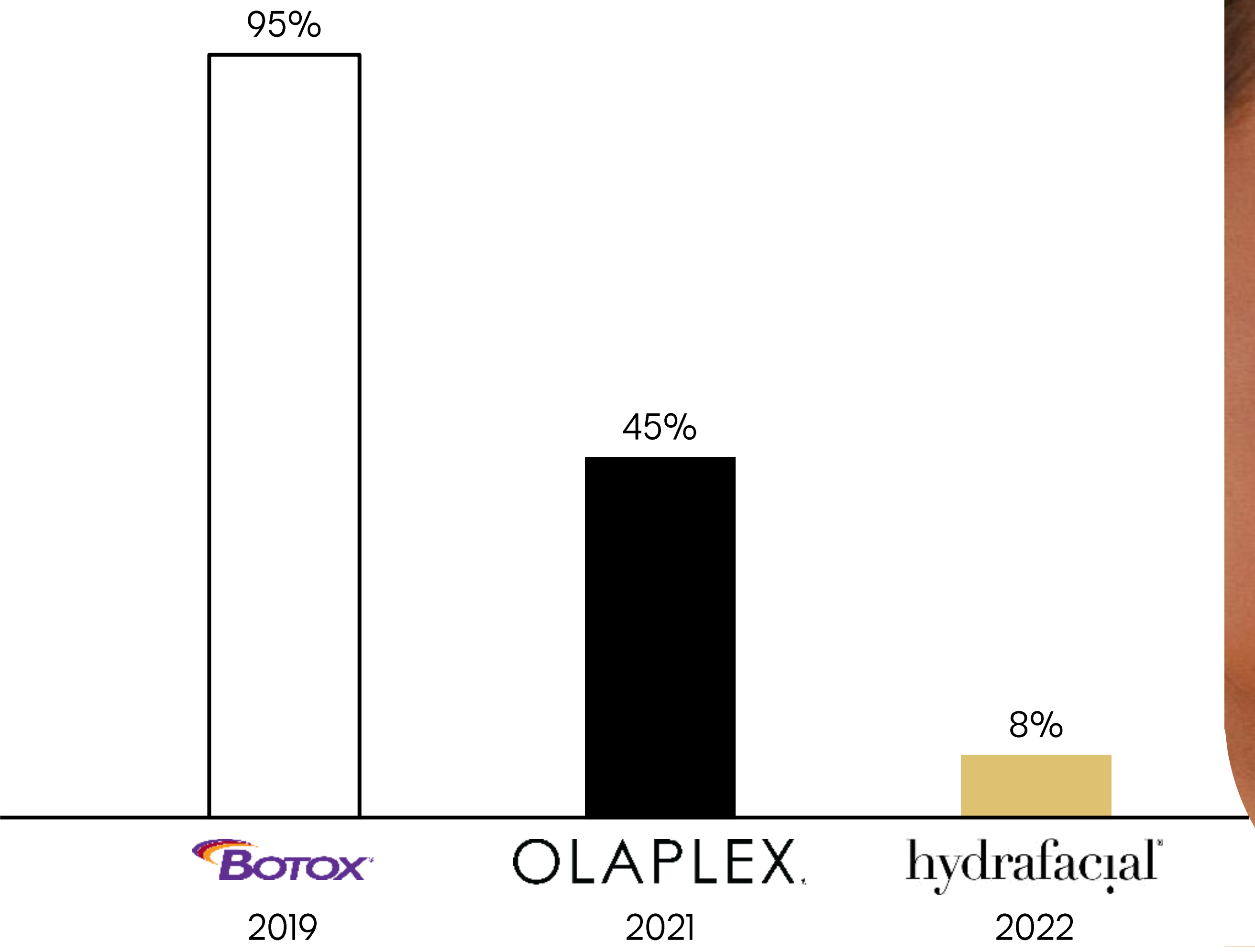
92%
Hydrafacial consumers would switch aestheticians if they did not offer Hydrafacial

44
Consumer NPS

94%
feel more confident after Hydrafacial

Source: Company data.

Aided brand awareness



Source: Company data, company filings, Google.

Galvanizing influencers at every level

Trust

Reach

MDs

NASSIFMD

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Skinfluencers

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IG 1.2M

@iamkaylanicole
IG 640K

@tinachencraig
IG 511K

Celebrities

Kim Kardashian
IG 328M

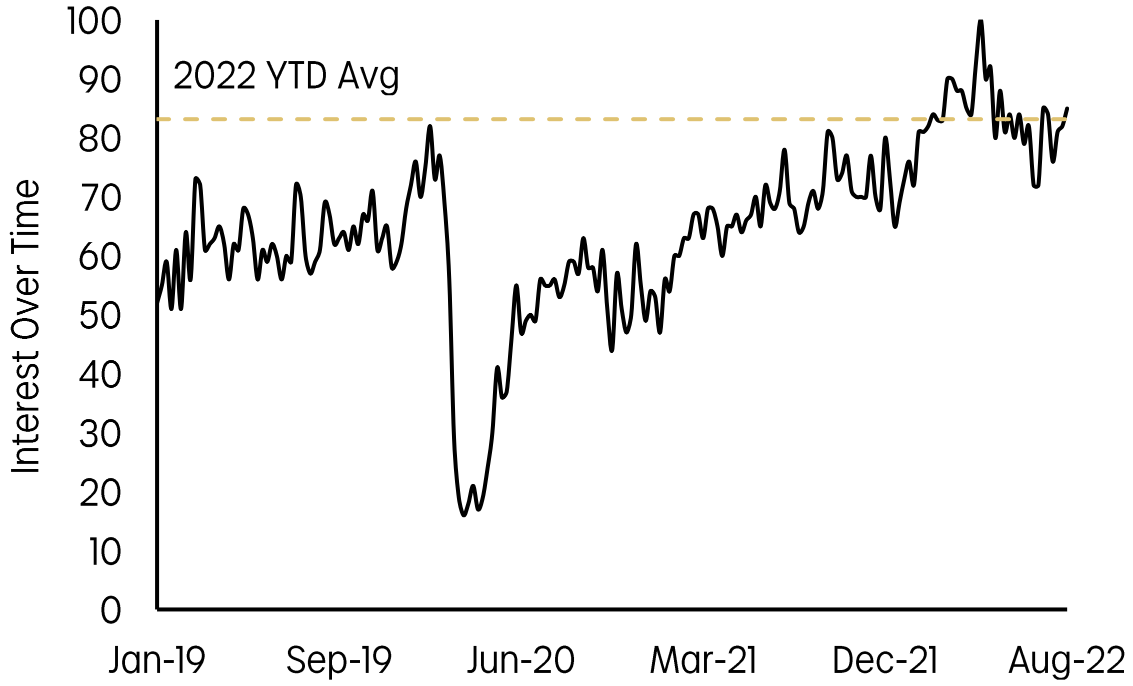
Jennifer Lopez
IG 220M

Paris Hilton
IG 20M

Data as of September 2022.

Growing brand awareness

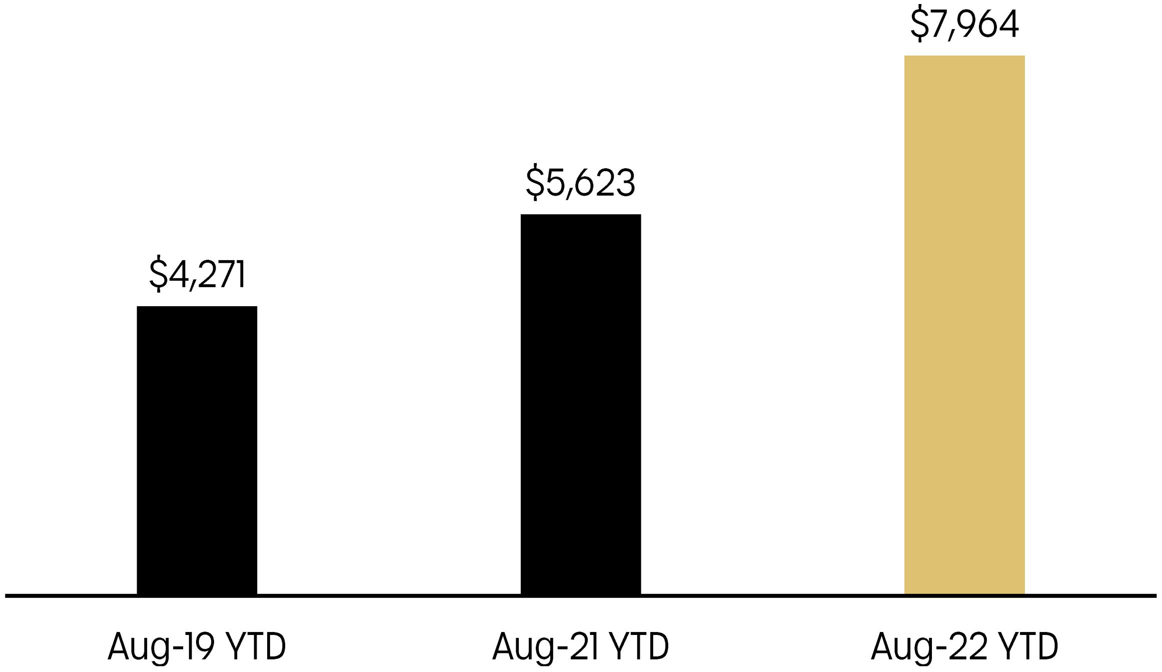
Worldwide Google search trends



+36% vs. August 2019 YTD

+28% vs. August 2021 YTD

Earned media value ($K)



+86% vs. August 2019 YTD

+42% vs. August 2021 YTD

Source: Google, Tribe Dynamics.

Our product

Designing the future of beauty health

Meet Syndeo

The future of skin health **reimagined**.

- Elevated design
- Enhanced ease-of-use and intuitive operation
- Co-created with aesthetician partners
- Connected experience

Syndeo will pave the way to our connected platform

- First of its kind smart delivery system
- Ultimate in ease-of-use and intuitive operation
- Data to optimize utilization
- Closed loop
- Connected consumer loyalty program to grow repeat visits and LTV
- Global expansion

Poised for growth and future success

1. Our Golden Triangle cultivates a loyal and engaged community
2. The Hydrafacial consumer is highly desirable
3. Syndeo offers opportunity to spin our flywheel faster

Behind the Hydrafacial glow

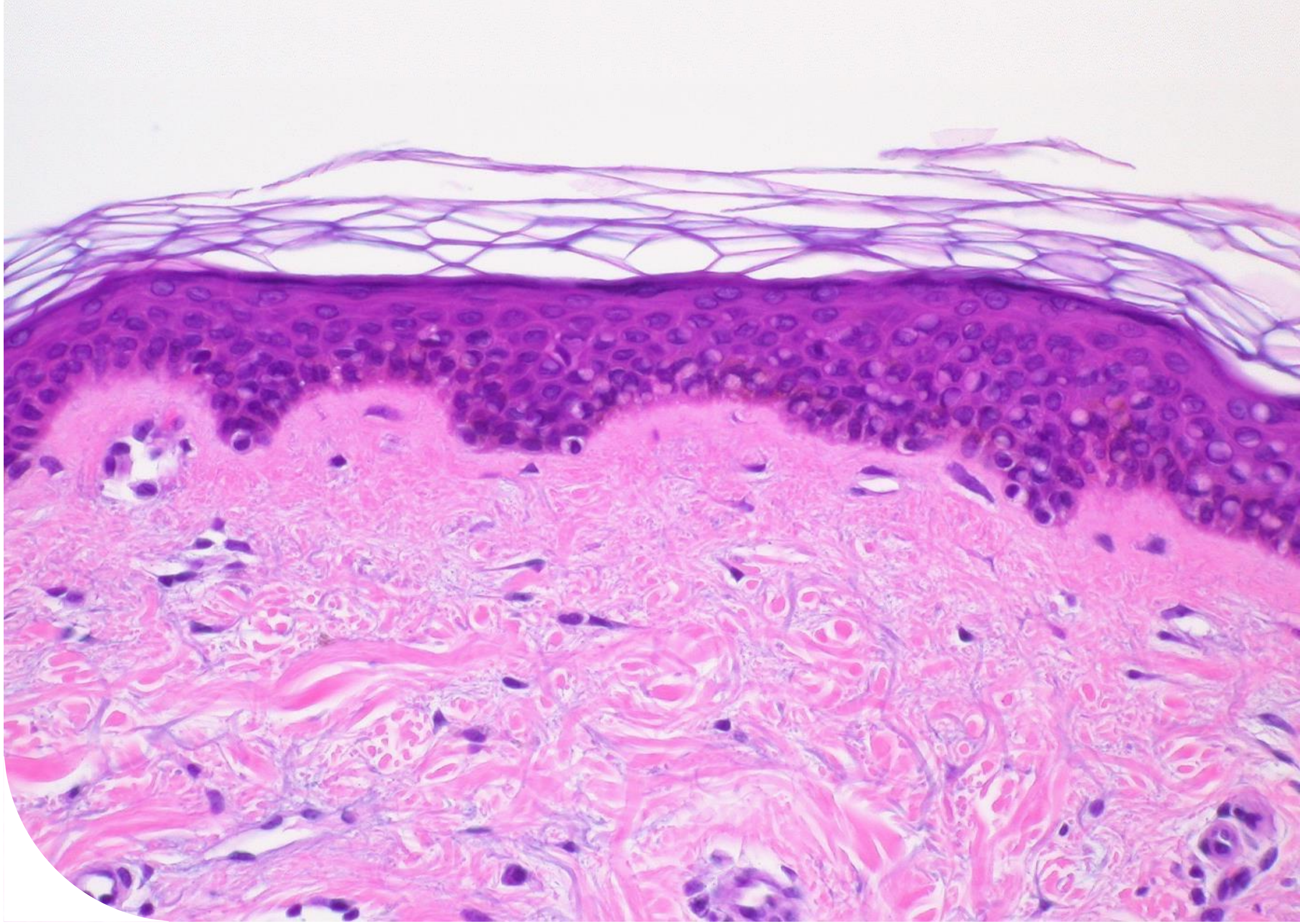
Jwala Karnik, MD

EVP of
Global Strategy & Partnerships

Skin health 101

Epidermis

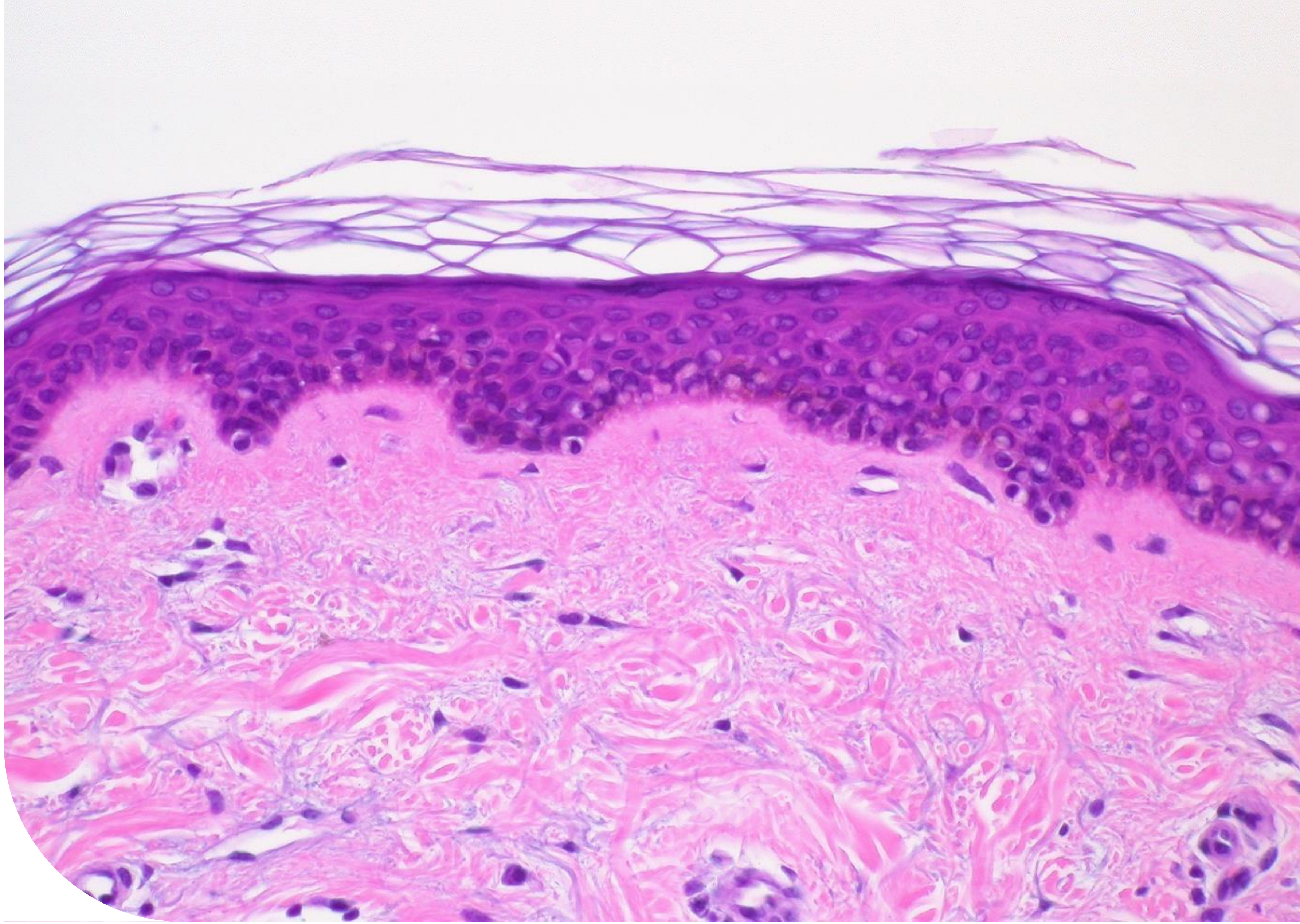
Dermis



Skin health 101

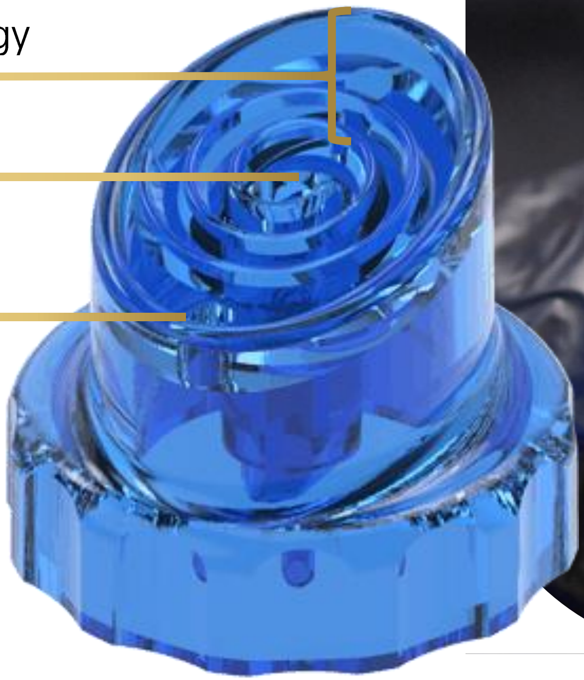
Epidermis

Dermis



Our magic wand: patented handpiece & tip

- Spiral tip gently, but effectively, abrades epidermal layer
- Patented vortex technology helps dilate pores to facilitate extraction of dirt, sebum, and keratinocytes with continued improvement over time



Wand as a platform

Booster partners

ALASTIN SKINCARE

CIRCADIA

HydroPeptide

Organicell

Murad.

NASSIFMD DERMACEUTICALS

restorsea

Senté

JLO BEAUTY

ZO SKIN HEALTH

At the forefront of innovation: exosome booster

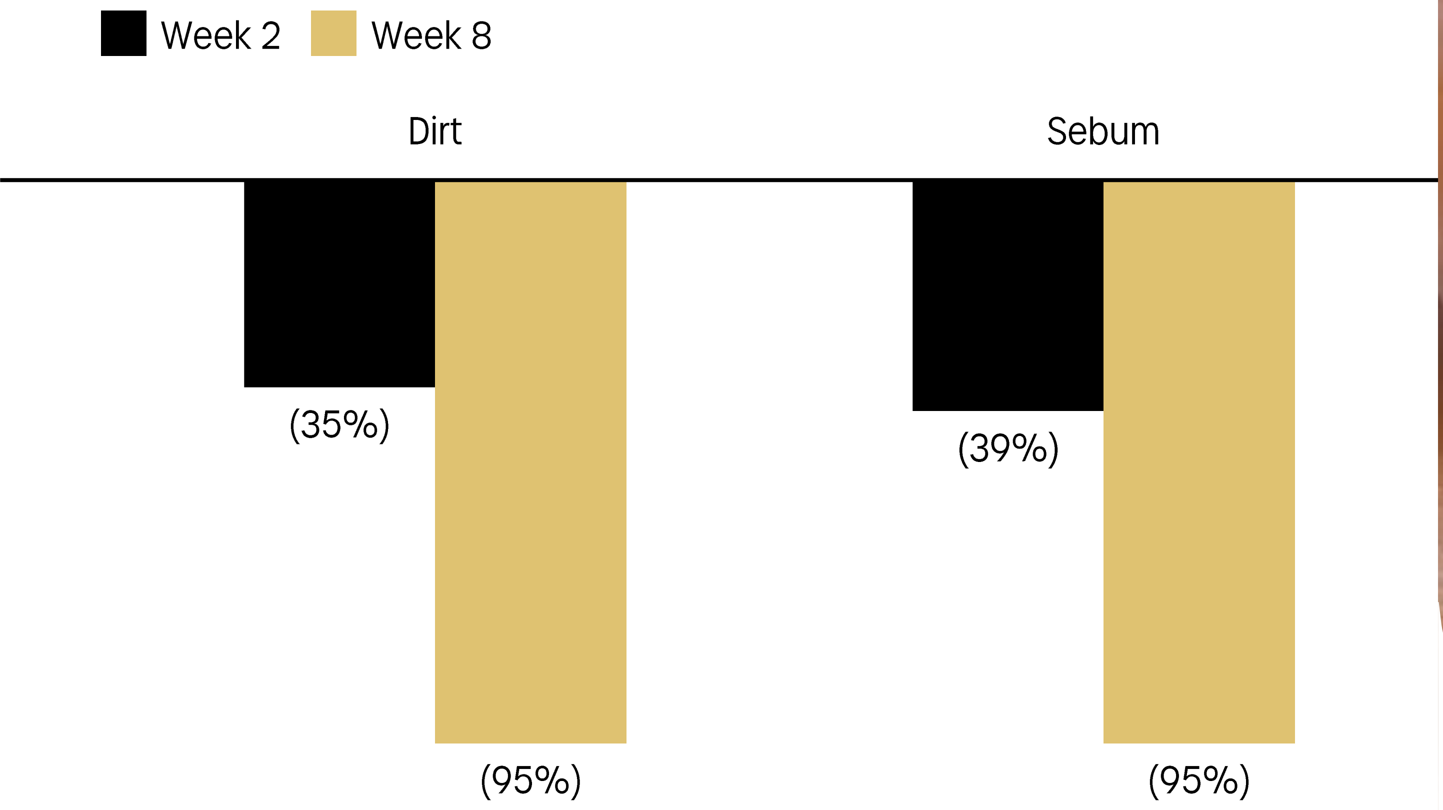
- **What are exosomes?**
  Extracellular vesicles carrying cell-specific cargos of cytokines, chemokines, and growth factors

- **Exosomes are involved with cellular communication with respect to** repair and regeneration and can address the signs of inflammation and aging

Expected launch in 2023

The multiple mechanisms of action for Hydrafacial

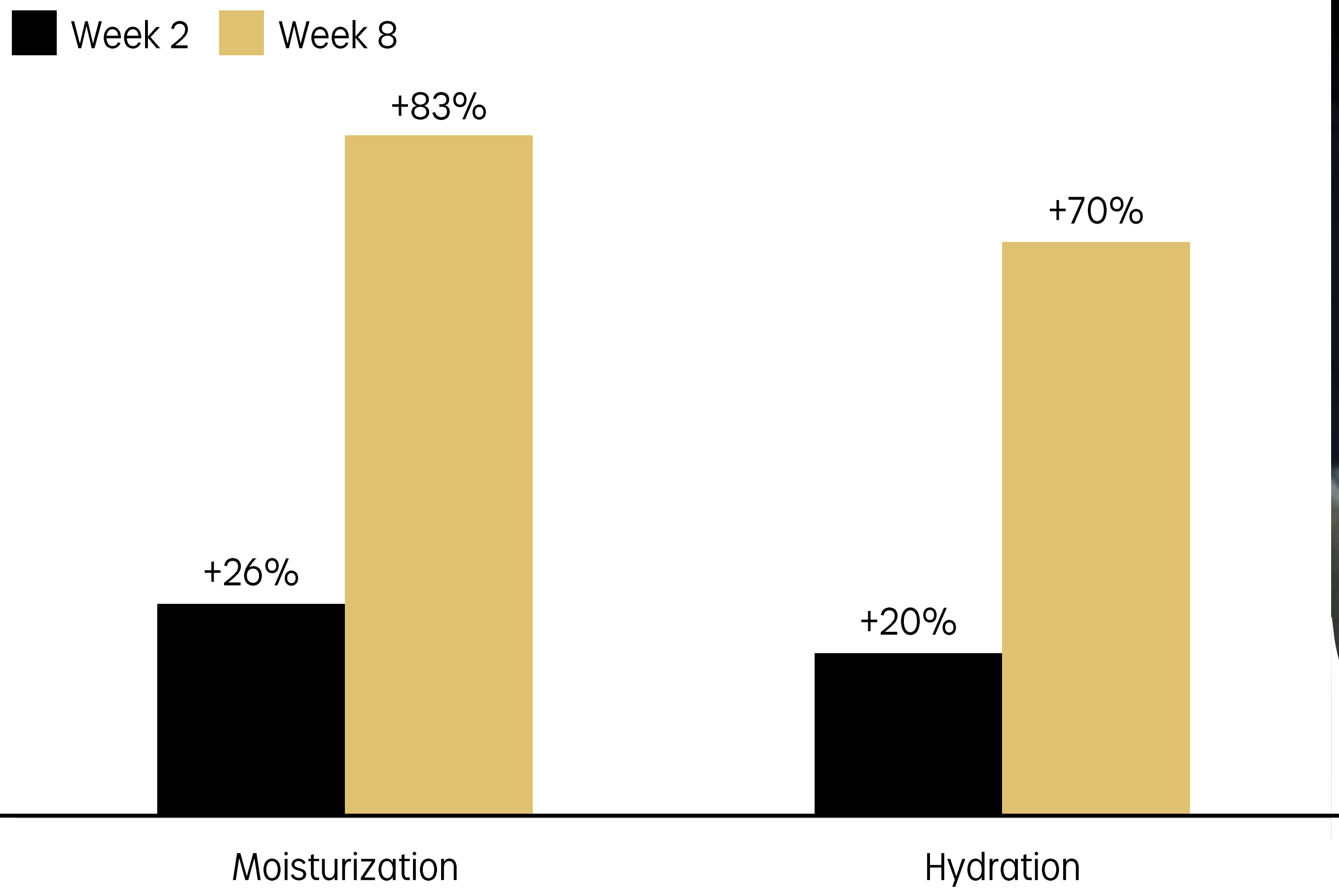
Reduction vs. Baseline in dirt and sebum post-Hydrafacial

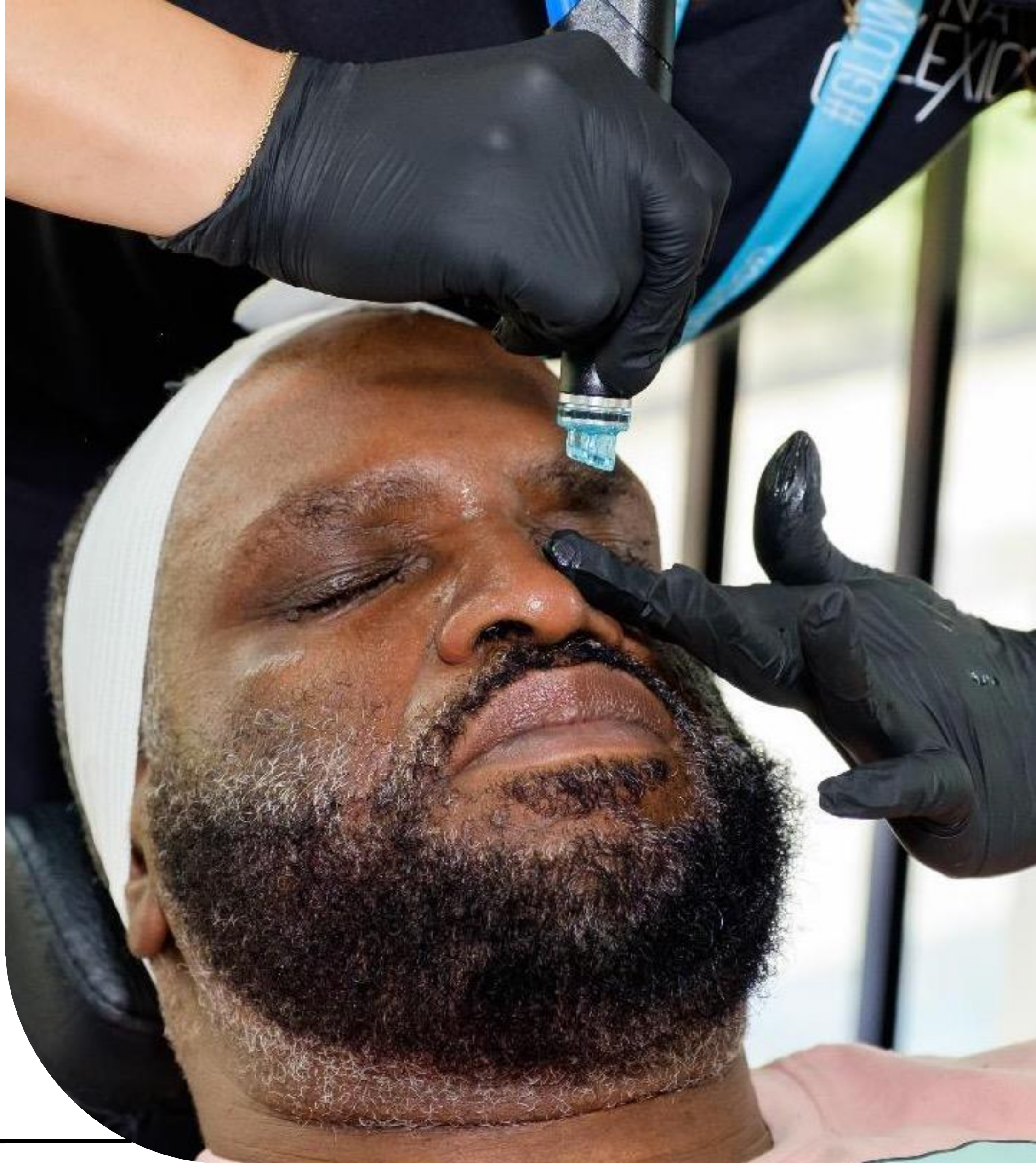


Source: 2017 study conducted by Dermatology Consulting Services and commissioned by Hydrafacial; results shown in conjunction with a ZO Skin Health protocol including bi-daily cleansing and scrubbing in addition to a daily scrub.

The multiple mechanisms of action for Hydrafacial

Investigator assessment of hydration and moisturization post-Hydrafacial





Source: 2017 study conducted by Dermatology Consulting Services and commissioned by Hydrafacial; results shown in conjunction with a ZO Skin Health protocol including bi-daily cleansing and scrubbing in addition to a daily scrub.

The multiple mechanisms of action for Hydrafacial

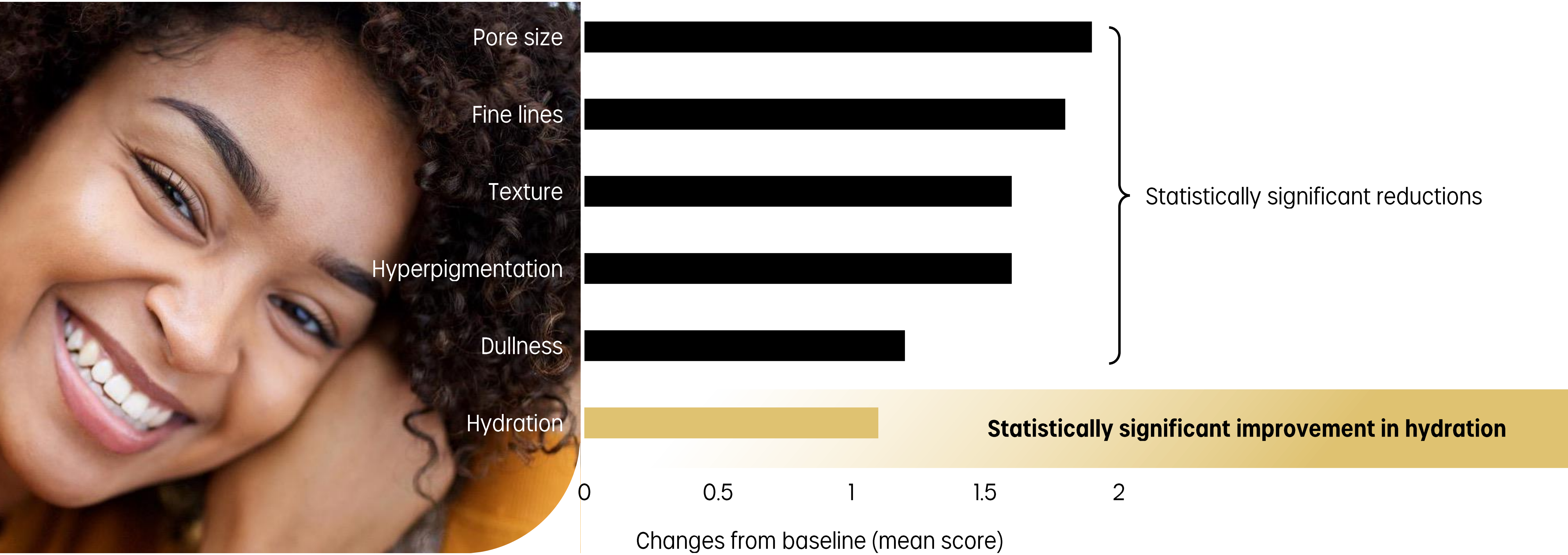
Mean improvement from baseline score in efficacy variables post-Hydrafacial

	Control	Post skin regimen + Hydrafacial
Epidermal thickness (µm)	49 ± 7	80 ± 8
Papillary dermal thickness (µm)	285 ± 20	418 ± 25

Source: Bruce M. Freedman (2009) Topical antioxidant application enhances the effects of facial microdermabrasion, Journal of Dermatological Treatment, 20:2, 82-87, DOI: 10.1080/09546630802301818.

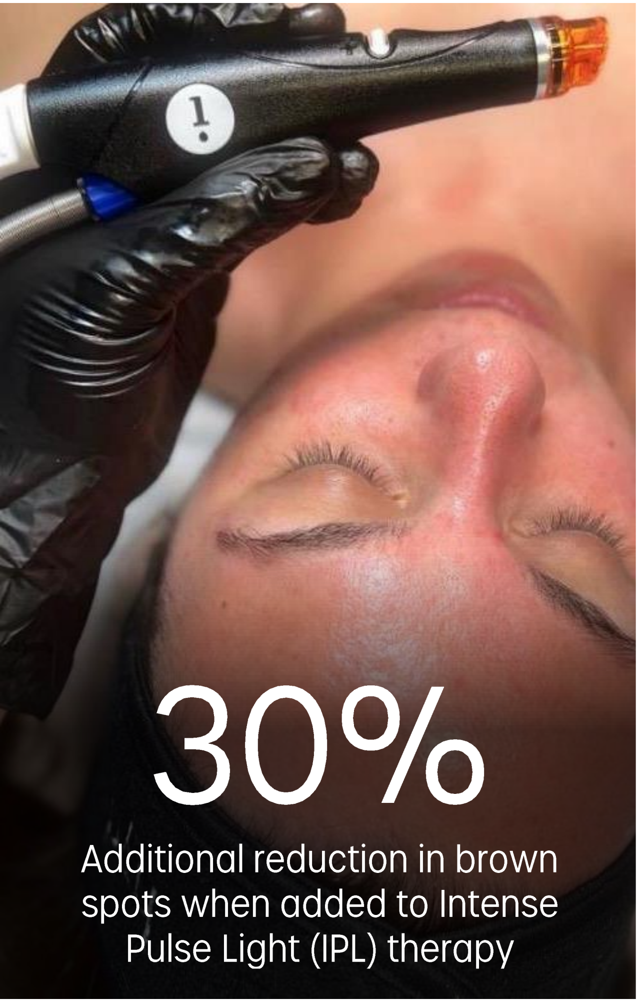
Hydrafacial delivers positive patient reported outcomes

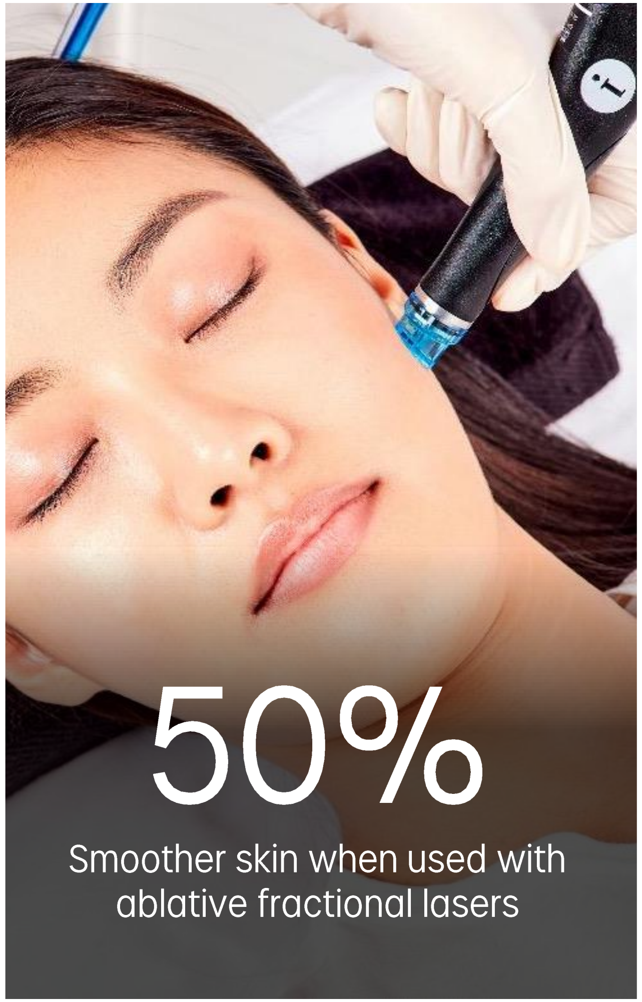
Mean improvement from baseline score in efficacy variables post-Hydrafacial

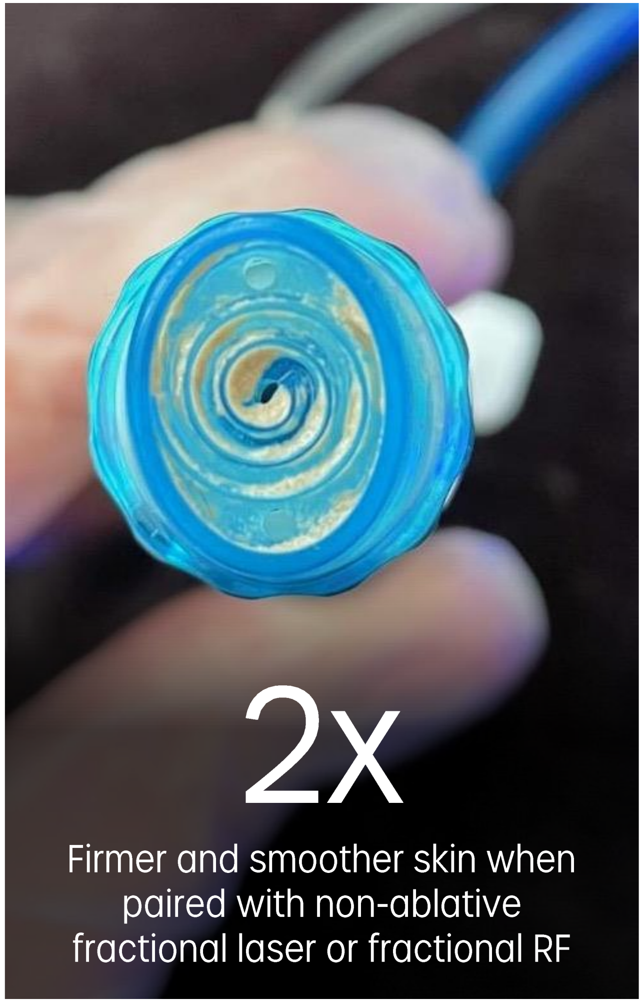


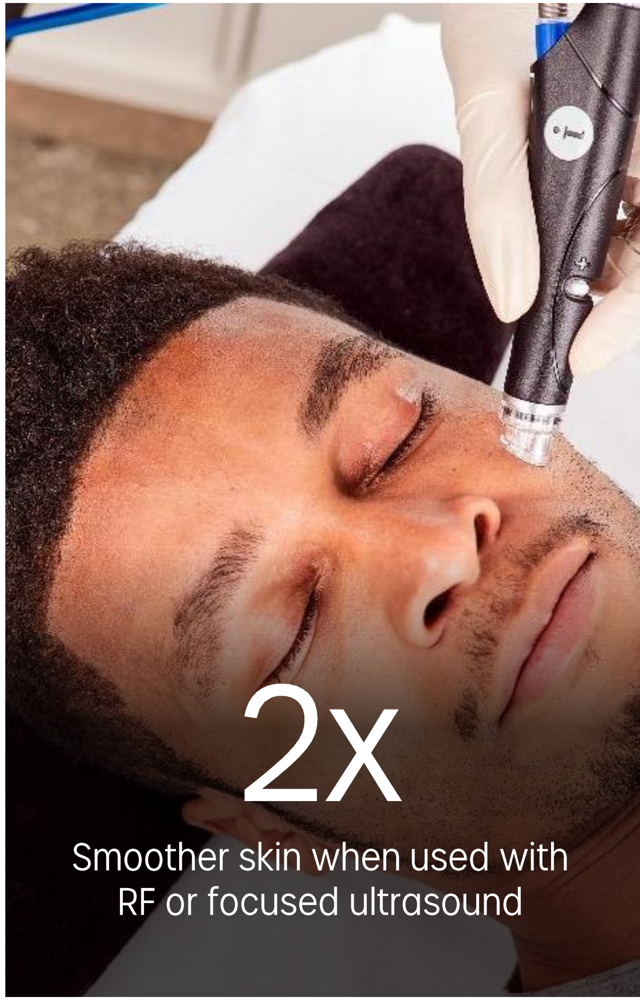
Source: Bruce M. Freedman (2009) Topical antioxidant application enhances the effects of facial microdermabrasion, Journal of Dermatological Treatment, 20:2, 82-87, DOI: 10.1080/09546630802301818; $p < 0.01$.

While also improving outcomes for other treatments









Source: Company data.

Most importantly, Hydrafacial creates happy, confident consumers

Most importantly, Hydrafacial creates happy, confident consumers

94%

Users reporting a confidence boost after their last Hydrafacial

Source: Company data.

BEAUTYHEALTH™

And satisfied providers

Key takeaways

1 Patented Hydrafacial technology yields efficacious, instantly gratifying results

2 Wand serves as a unique delivery platform for a range of personalized offerings

3 Our booster strategy is a unique and agile innovation engine

Fireside chat: Power of an omni-channel strategy

Jwala Karnik, MD
EVP of Global Strategy & Partnerships

Mingo Ku
President, North Asia

Dan Watson
EVP, Sales Americas

We help providers build their businesses

Physician

Spa owner

Retailer

Solo practitioner

Creates a profitable gateway

MDs and spas see more gross profit per Hydrafacial than for the leading neurotoxin

Attracts a **higher income consumer** typically purchasing **two or more aesthetic treatments**

Drives traffic

Retailers report higher average basket size for consumers receiving Hydrafacial instore

Anchors the practice

A solo practioner performing just 10 Hydrafacials per week earns $100,000 annually

Source: Company data.

Fireside chat:

Power of an omni-channel strategy

Hydrafacial contributes to practice productivity

	Express	Platinum	Body treatment
Suggested price per treatment	~$150 – $200	~$300 – $500	~$2,800
Cost of consumables	~$25 – $35	~$30 – $35	~$250
Gross profit to provider	~$115 – $175	~$265 – $470	~$2,550
Gross margin to provider	**~76% – 88%**	**~88% – 94%**	**~90%**

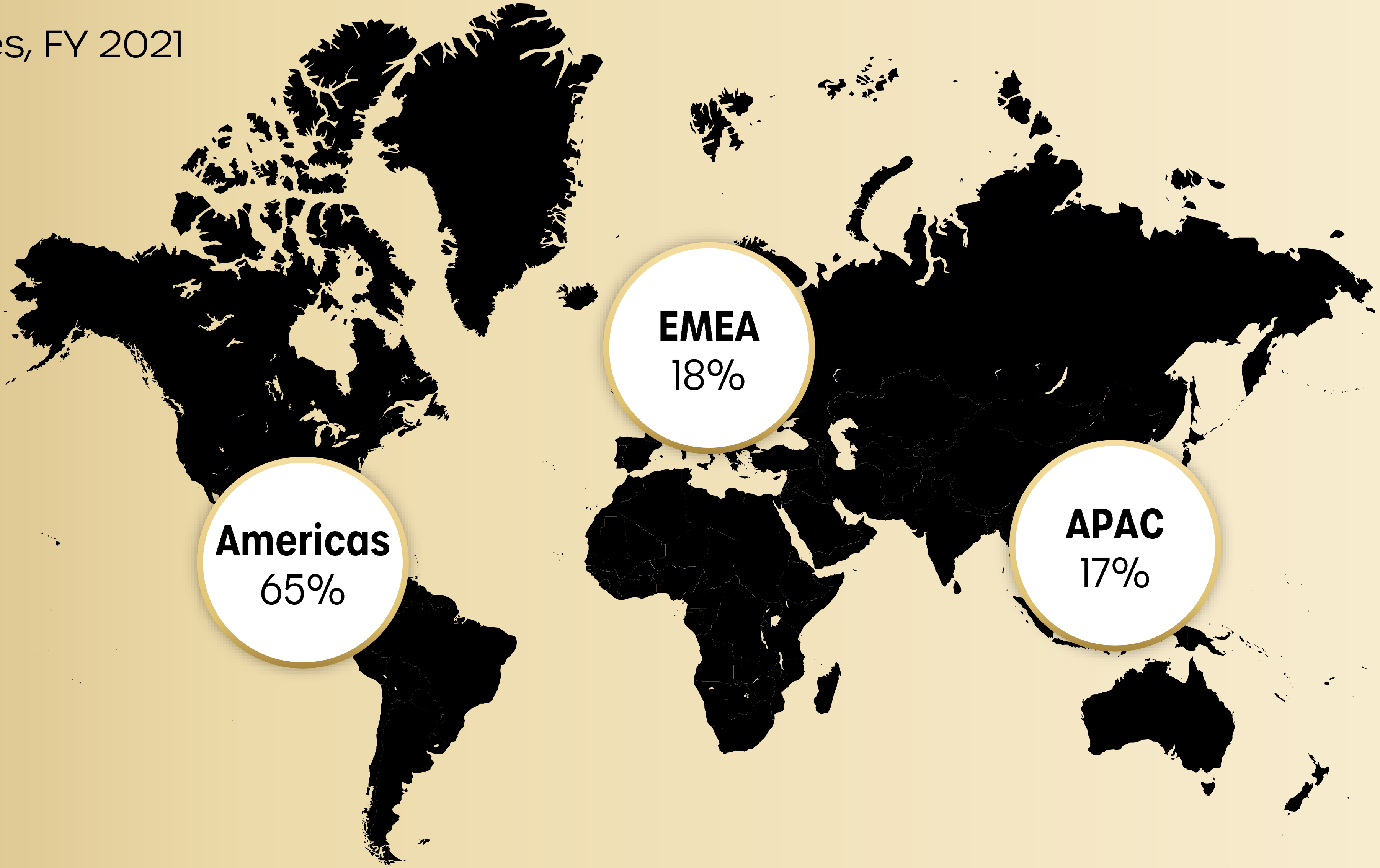
Note: Indicative values based on management data and estimates.

Fireside chat:

Power of an omni-channel strategy

We deliver diversified net sales regionally

% net sales, FY 2021



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Fireside chat:

Power of an omni-channel strategy

Key takeaways

1. Medical channel is showing continued strong growth as our core

2. Spa and hospitality will continue to grow behind aesthetic boom

3. Retail offers an opportunity to drive brand awareness and trial

4. International markets outside of U.S. are showing explosive growth

Delivering the three-year plan

Liyuan Woo

Chief Financial Officer

Agenda

1 Our unique positioning and track record of success

2 Understanding our business

3 Three-year plan

Our unique positioning & track record of success

1

2

3

Hydrafacial offers unique competitive strengths

Asset-light, high margin profitable growth

Patented technology & compelling clinicals

Complementary with other treatments

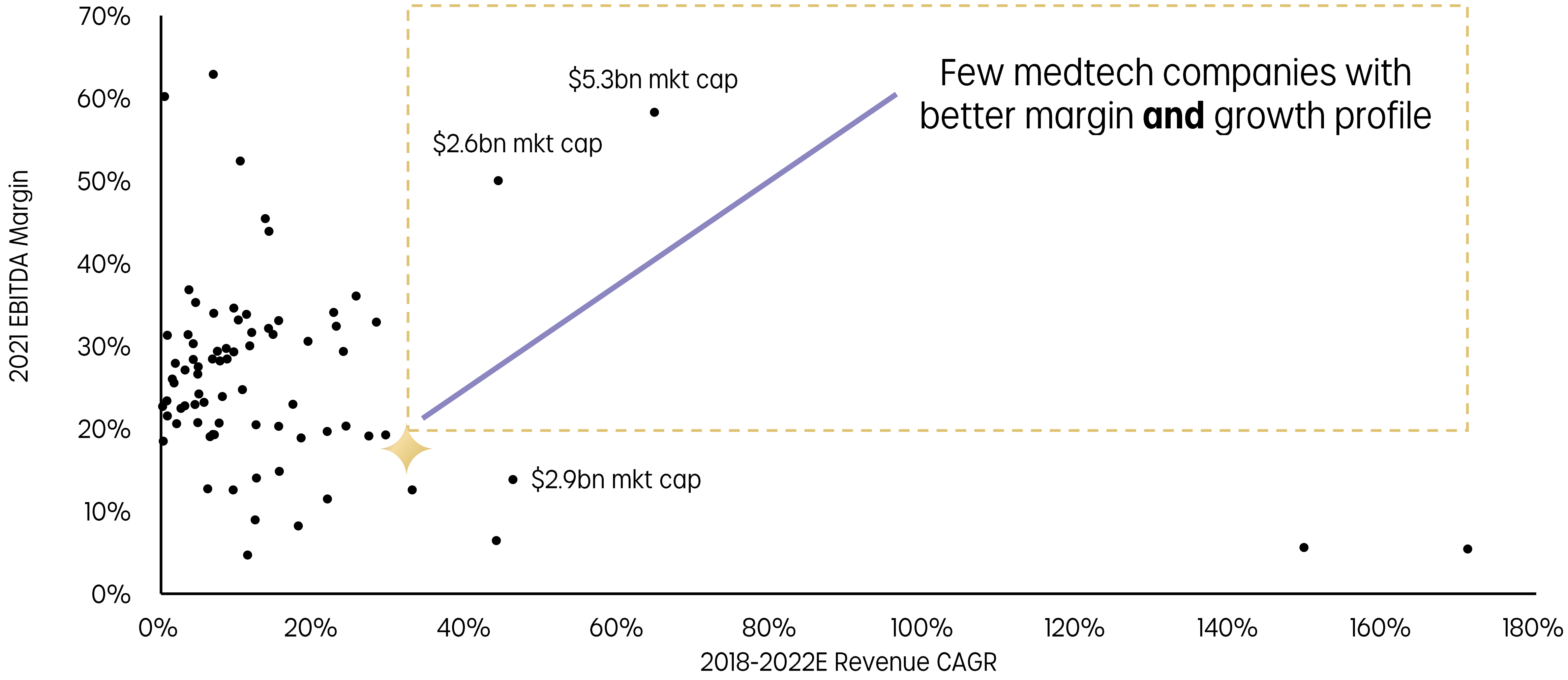
hydrafacial®

Large and nascent TAM

Engaged community / flywheel

Agile marketing supporting Golden Triangle

Uniquely positioned amidst medtech peers



Source: FactSet as of 09/04/22; includes all publicly traded MedTech companies with a market cap $1bn+ traded on US-based exchanges.

Macro tailwinds are with us, and consumer demand is all-weather

Tailwinds	Headwinds
Societal shift toward health and wellness	Geopolitical uncertainty
Broader definition of beauty: embrace your version of beauty, whatever that may be	Macroeconomic environment
Reduced stigma, increased access, and advances in aesthetic procedures	COVID-19 lockdowns
Post-pandemic Zoom boom: our face is our business card	Supply chain disruptions

Significant recent accomplishments

52%[1]

2018 – 2021 net sales CAGR

70 / 74%

2021 gross margin / adjusted gross margin[2]

6

Consecutive topline beat and raise quarters

4

Distributor acquisitions completed in 2021

$750 million

1.25% Convertible debt opportunistically raised

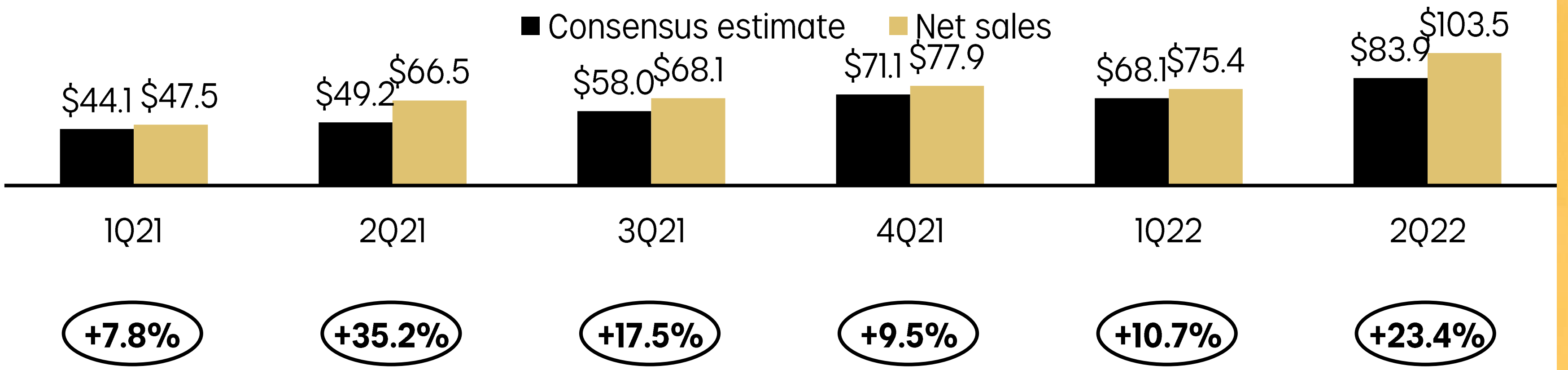
Global ERP

Implemented by YE 2022

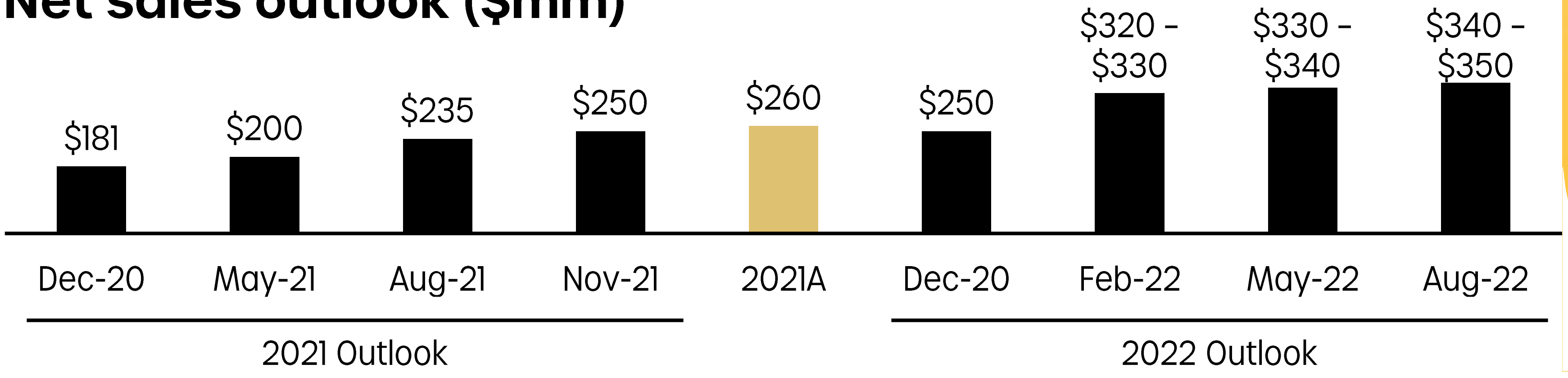
1. Excludes 2020 due to pandemic impact.
2. Non-GAAP measure; please refer to the appendix for a discussion of the definition of this measure and a reconciliation to the nearest GAAP measure.

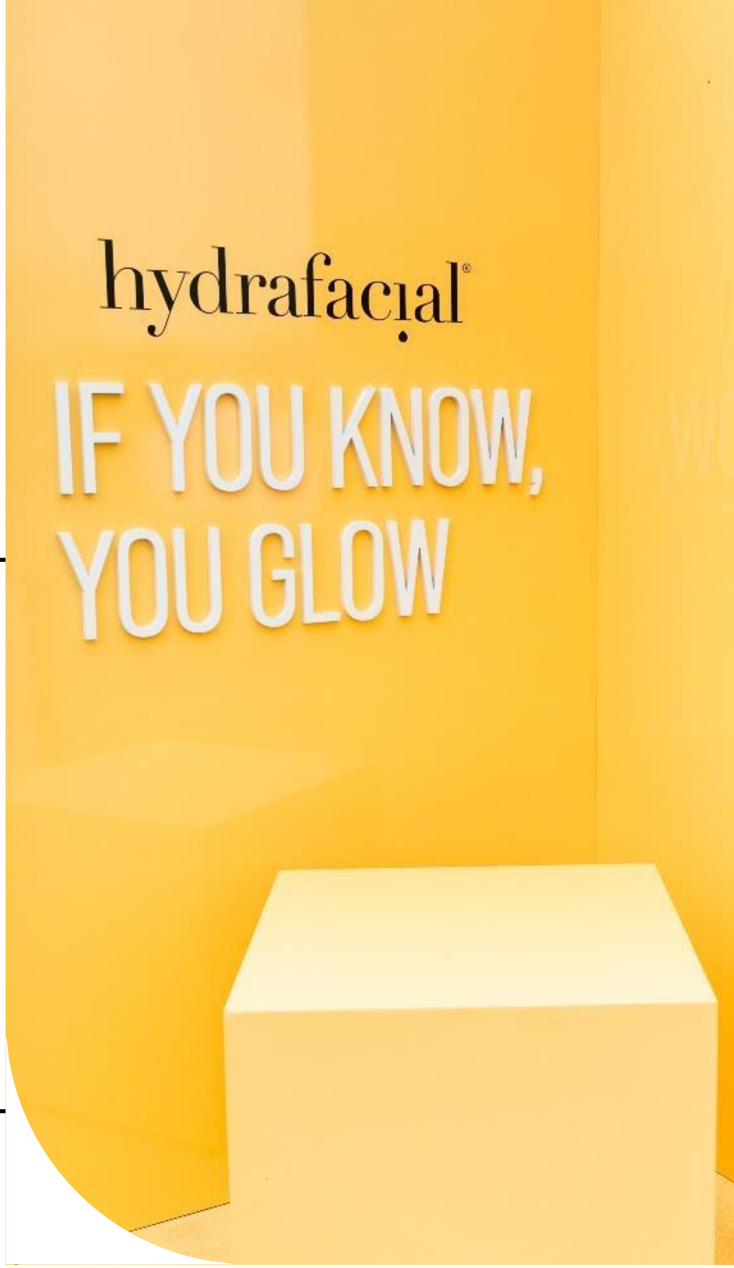
Consistently beating and raising expectations

Strong track record of net sales outperformance ($mm)



Net sales outlook ($mm)

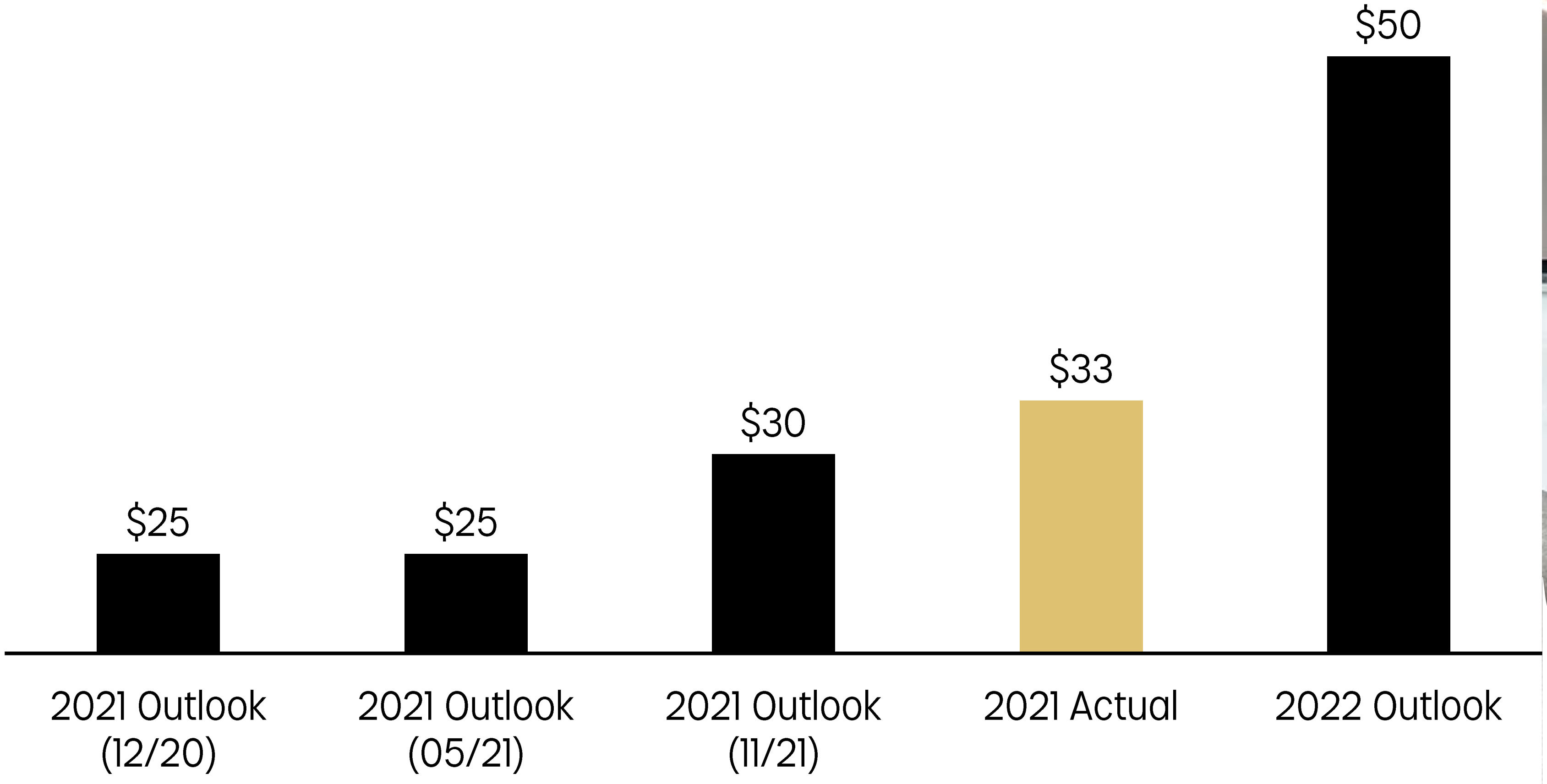




Source: FactSet consensus estimates.

Dollar EBITDA guidance as we scale

Historical adjusted EBITDA outlook ($mm)



Note: Adjusted EBITDA is a non-GAAP measure; please refer to the appendix for a discussion of the definition of this measure and important information regarding the assumptions underlying the outlook.

$821 million
Cash to fuel M&A

$50 million
Senior Secured Credit Facility
to manage working capital

Ample inventory to meet demand

Well capitalized to execute

Data as of 06/30/22.

Understanding our business

1 2 3

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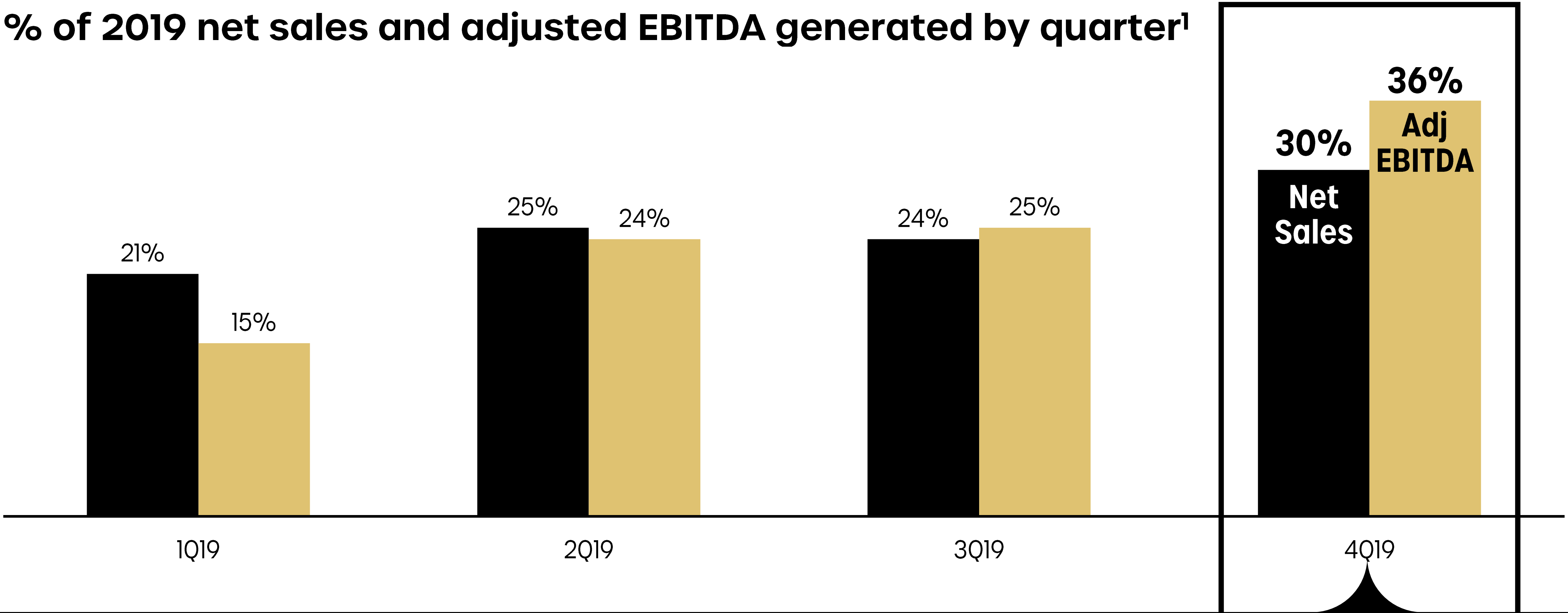
Seasonality in the business – 2019 example

% of 2019 net sales and adjusted EBITDA generated by quarter[1]

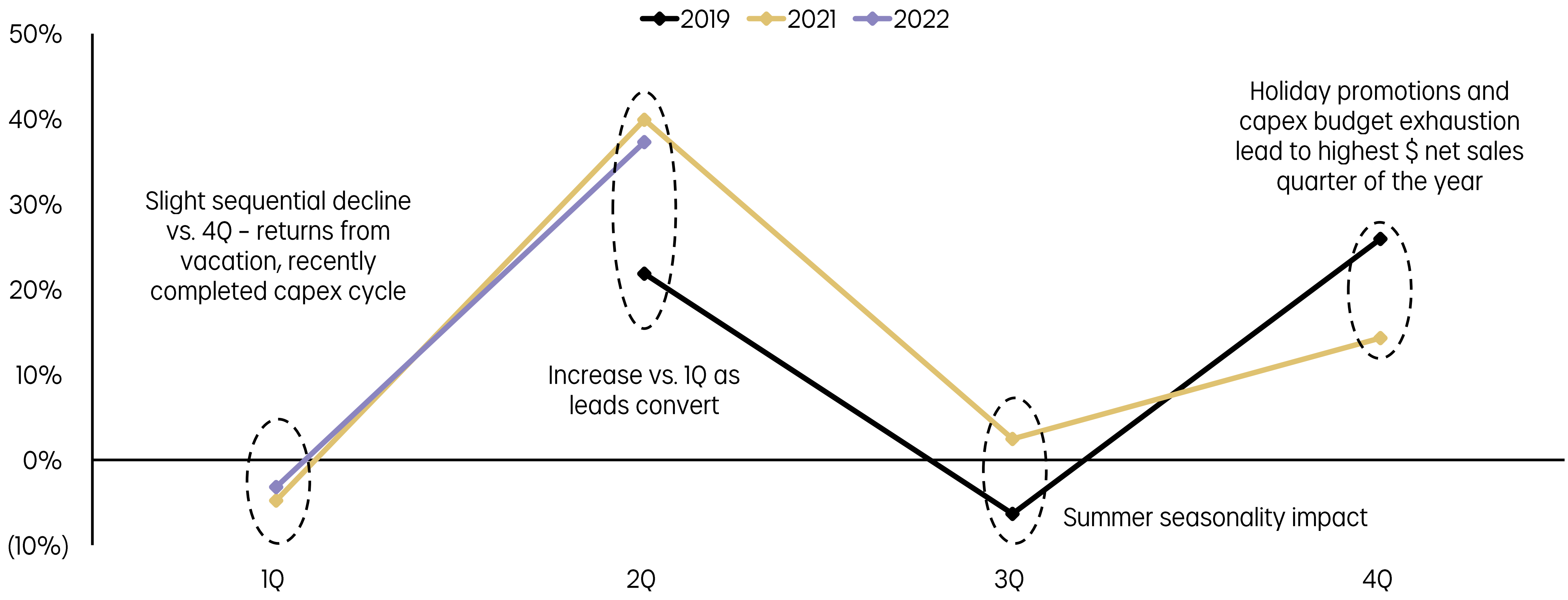


Q4 is typically the biggest quarter of the year; we invest heavier in first half of the year

1. Non-GAAP measure; please refer to the appendix for a discussion of the definition of this measure and important information regarding the assumptions underlying the outlook.

Understanding sequential net sales growth patterns

Sequential net sales growth by calendar quarter



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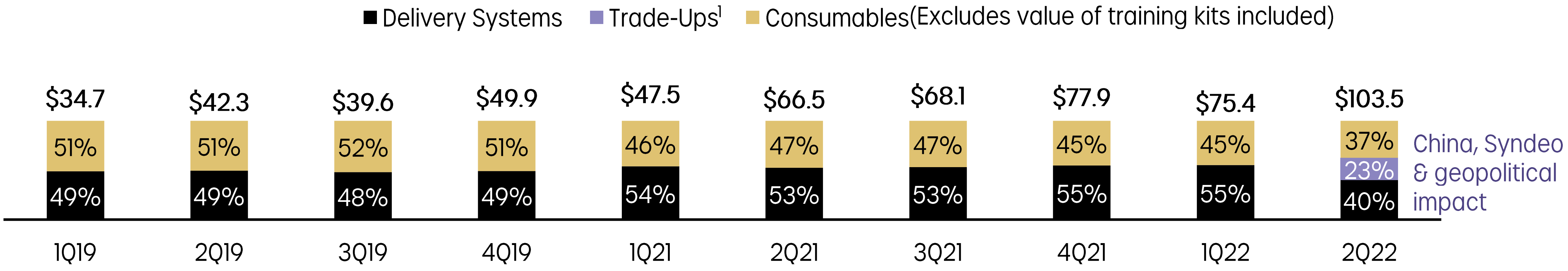
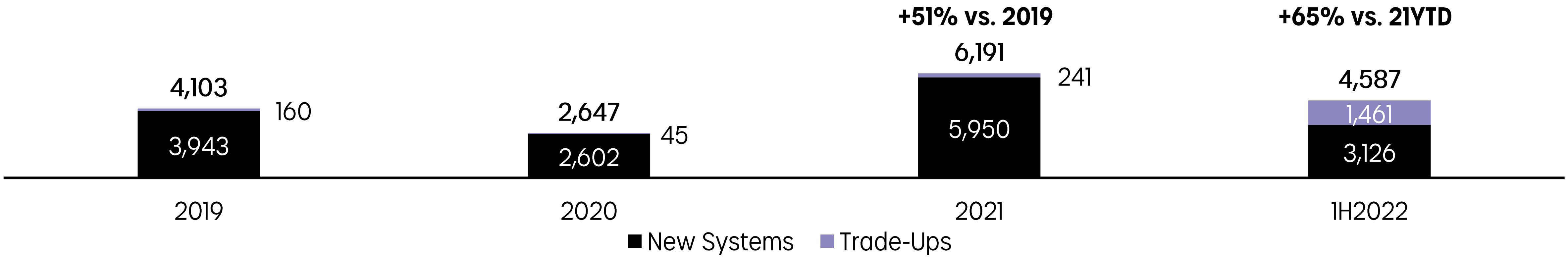
Consumables keeping pace with accelerated system sales

Net sales ($mm)



Delivery systems sold



1. Trade-Up revenue only disaggregated in 2Q22.

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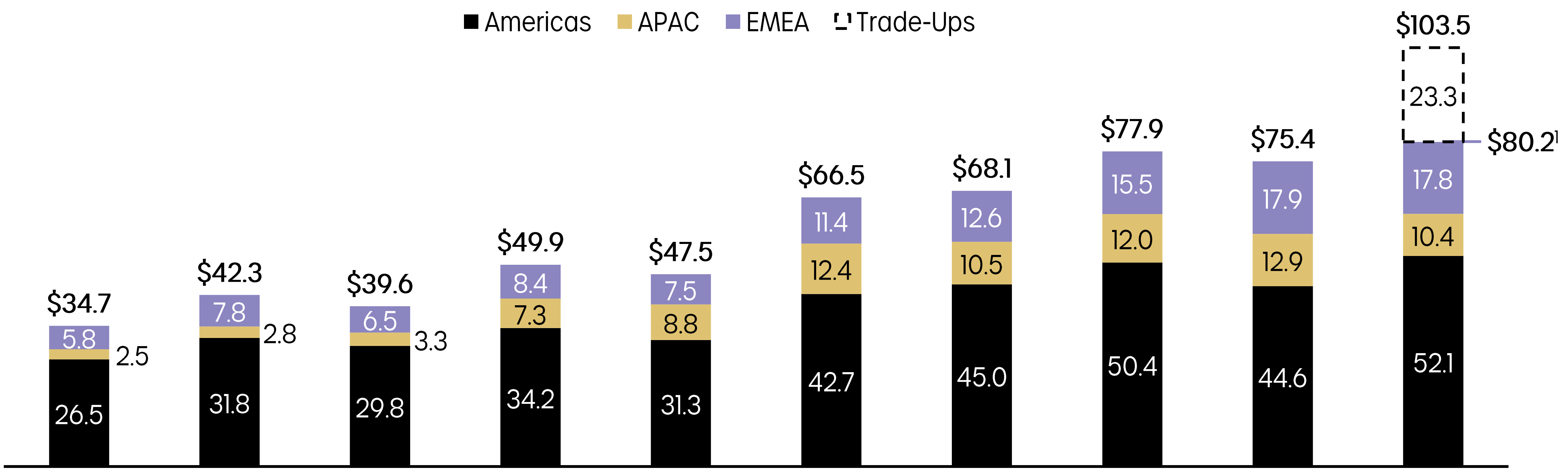
Quarterly net sales by region



% Net sales	1Q19	2Q19	3Q19	4Q19	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
Americas	76%	75%	75%	69%	66%	64%	66%	65%	59%	73%
APAC	7%	7%	8%	15%	18%	19%	15%	15%	17%	10%
EMEA	17%	18%	16%	17%	16%	17%	19%	20%	24%	17%

Moving from 70% Americas / 30% APAC+EMEA to 60% Americas / 40% APAC+EMEA without impact from China

1. Excludes $23.3 million net sales associated with trade-ups during 2Q22.

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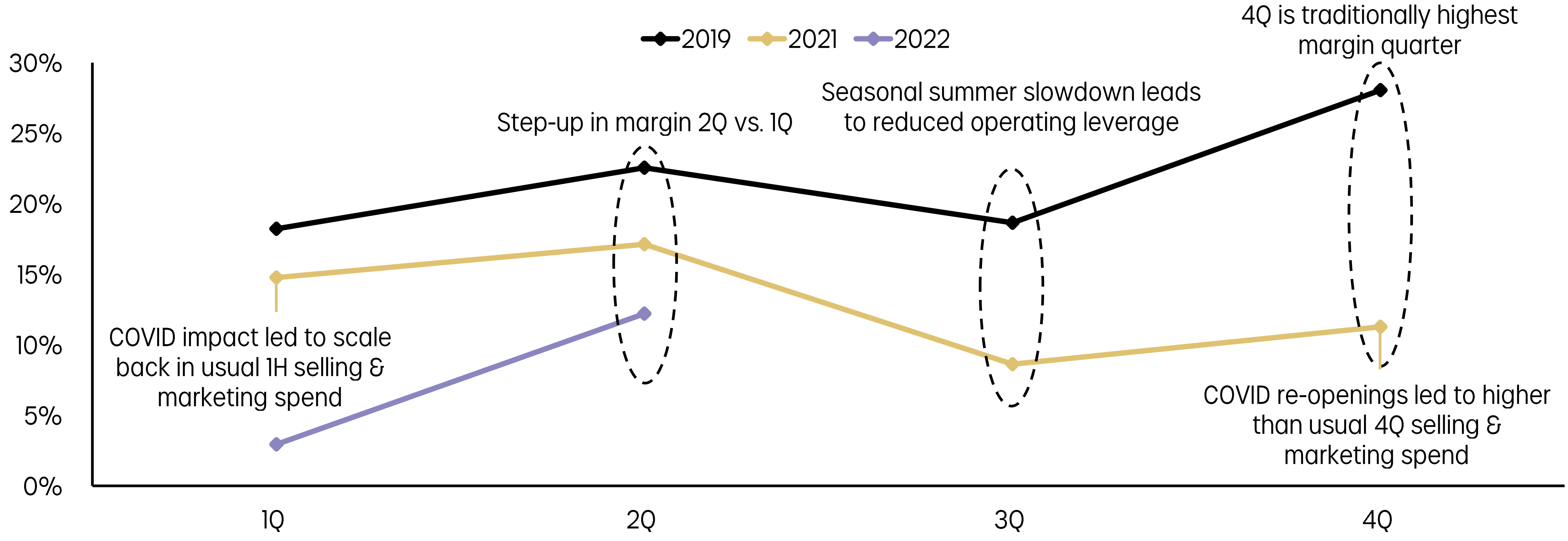
Understanding quarterly adj. EBITDA margin patterns

Adjusted EBITDA margin[1] by calendar quarter



Heavy marketing investments are usually in first half of the year to fuel leads for the year

1. Non-GAAP measure; please refer to the appendix for a discussion of the definition of this measure and a reconciliation to the nearest GAAP measure.

Three-year plan

1

2

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Our three-year plan

Double net sales (vs. 2022)

$600 – 700mm

2025E net sales

20 - 27% 2022E - 2025E CAGR[1]

- Continued penetration across all channels
- Nascency across key geographies
- Consumables pull-through

Note: Our achievement of the anticipated results is subject to risks and uncertainties, including those disclosed in our filings with the SEC. The plan does not take into account the impact of any unanticipated developments in the business or changes in the operating environment, nor does it take into account the impact of our acquisitions, dispositions or financings during 2022. Our plan assumes a largely reopened global market, which would be negatively impacted if closures or other restrictive measures persist or are reimplemented;

1. Assuming midpoint of previously stated 2022 $340 - 350mm net sales guidance.

Our three-year plan

At least triple adjusted EBITDA (vs. 2022)

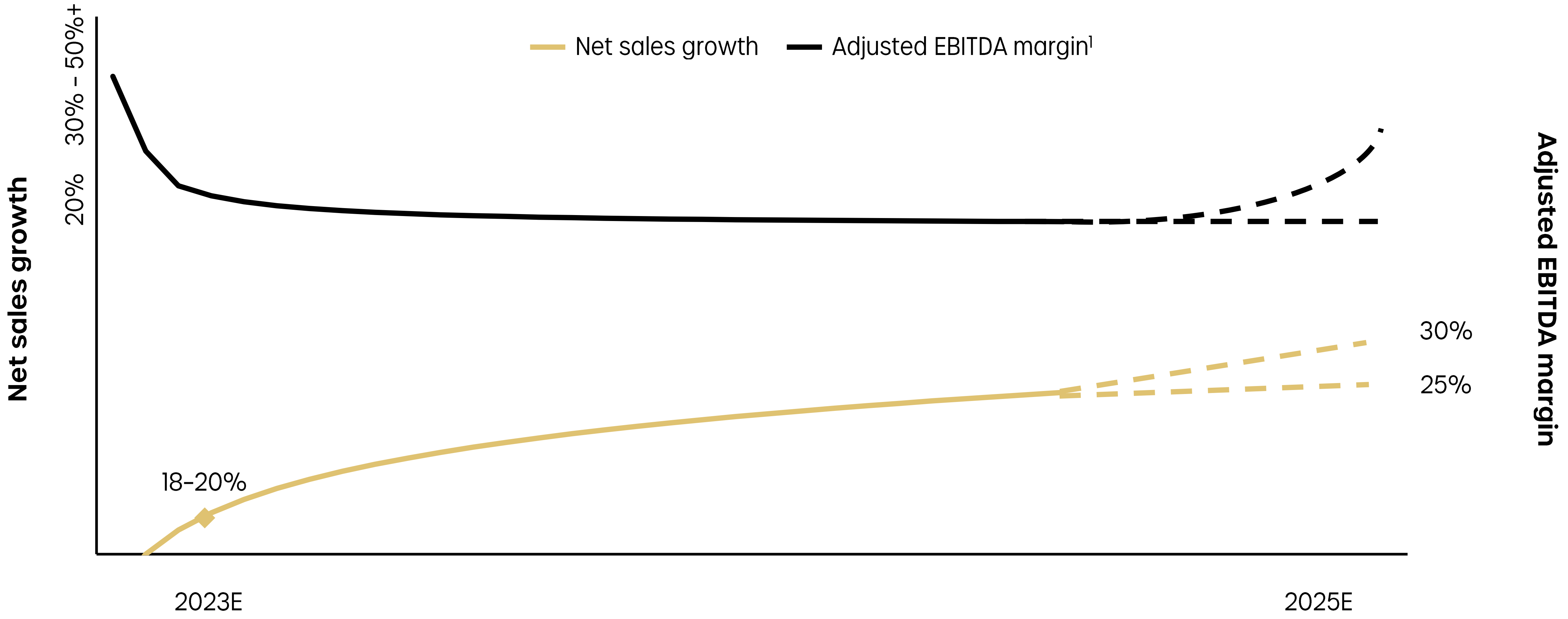
18 - 20%
2023E
Adjusted EBITDA
margin

25 - 30%
2025E
Adjusted EBITDA
margin

- Value engineering efforts creating gross margin expansion
- Shift mix towards consumables
- Operating leverage across the expense base

Note: Adjusted EBITDA is a non-GAAP measure. See appendix for a definition and discussion. Our achievement of the anticipated results is subject to risks and uncertainties, including those disclosed in our filings with the SEC. The plan does not take into account the impact of any unanticipated developments in the business or changes in the operating environment, nor does it take into account the impact of our acquisitions, dispositions or financings during 2022. Our plan assumes a largely reopened global market, which would be negatively impacted if closures or other restrictive measures persist or are reimplemented.

Balancing growth with profitability



Striking the right balance to optimize in the U.S. while fueling growth globally

1. Non-GAAP measure; please refer to the appendix for a discussion of the definition of this measure and important information regarding the assumptions underlying the outlook; Note: Our achievement of the anticipated results is subject to risks and uncertainties, including those disclosed in our filings with the SEC. The plan does not take into account the impact of any unanticipated developments in the business or changes in the operating environment, nor does it take into account the impact of our acquisitions, dispositions or financings during 2022. Our plan assumes a largely reopened global market, which would be negatively impacted if closures or other restrictive measures persist or are reimplemented.

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Our 5-point Master Plan expected to support continued growth momentum

Expand Footprint

- Place systems in a profitable landgrab

Invest in Providers

- Education and events to fuel sales conversion

Drive Brand Awareness

- Agile marketing to increase engagement and utilization

Build Global Infrastructure

- Scale profitable growth

M&A

- Accretive M&A to add product offerings and capabilities

We are playing in a large, high-growth market

Estimated number of locations in our direct markets

	Americas	APAC	EMEA	Total
Dermatology offices	15,500	25,500	8,500	**49,500**
Plastic and aesthetic surgery offices	10,000	8,500	11,000	**29,500**
Medical spas	11,000	80,500	2,000	**93,500**
Non-medical spas	9,500	109,000	10,500	**129,000**
Hotel / resort spas	32,000	54,000	17,500	**103,500**
Higher-end gyms / studios	21,000	16,000	2,500	**39,500**
Total doors	**99,000+**	**293,500+**	**52,000+**	**444,500+**
Penetration	Low teens %	~1%	LDD %	~5%

Upside drivers

Excludes indirect markets

Excludes multiple systems in each location

Excludes upside from additional penetration in retail

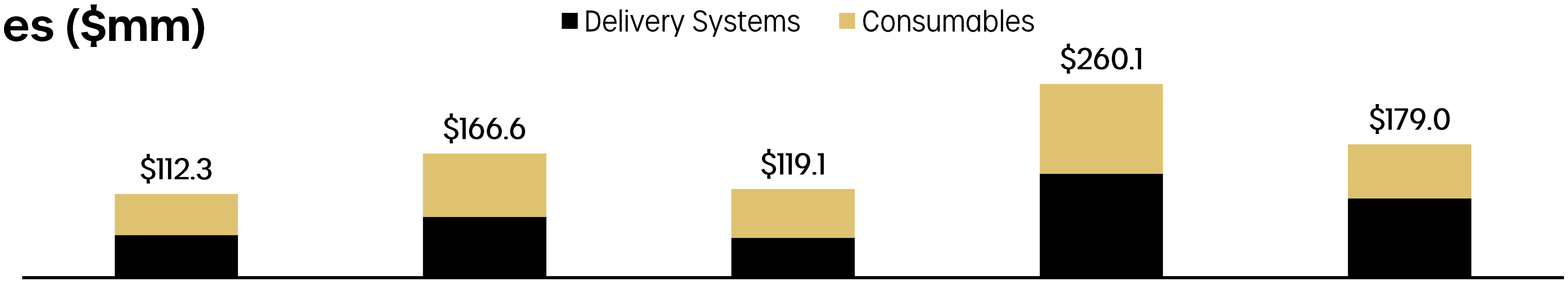
Excludes travel (cruises, airports)

Huge TAM and underpenetrated even in the highest utilization areas of spas

Source: McKinsey & Company feasibility analysis (2022), management estimates.

Compelling growth profile – current state

Net sales ($mm)



% net sales	2018	2019	2020	2021	1H 2022
Americas	79%	73%	68%	65%	67%
APAC	6%	9%	12%	17%	13%
EMEA	15%	17%	19%	18%	20%

Quarterly sales growth by region[1]

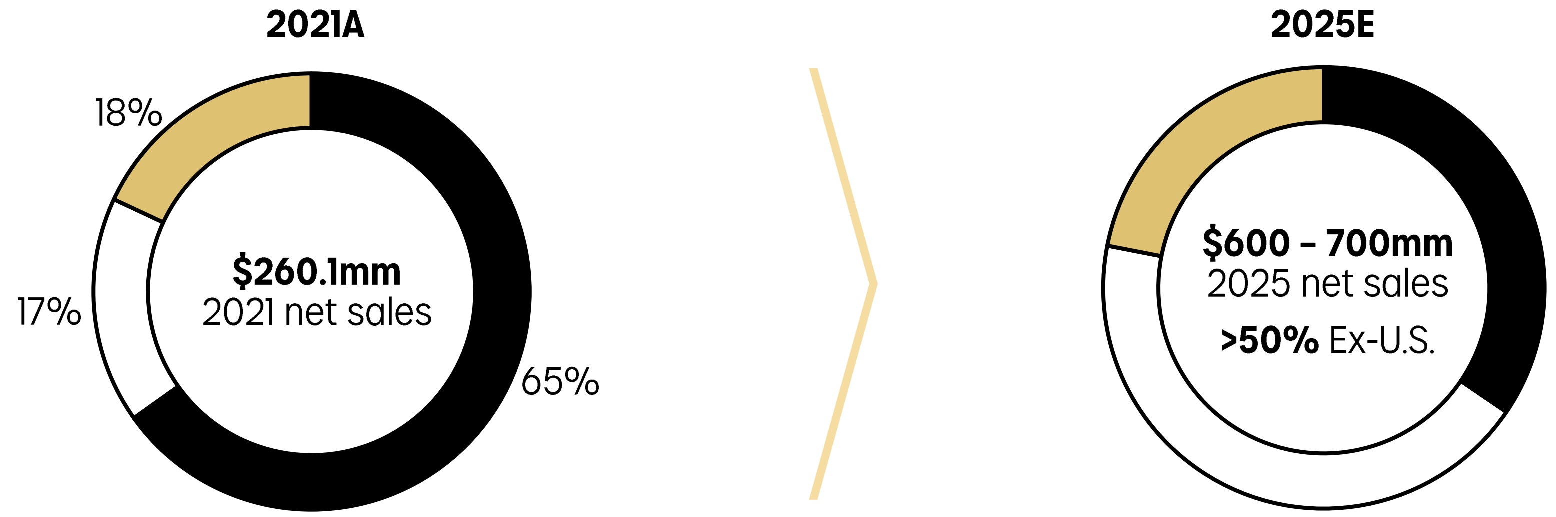
	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	
Americas	18%	34%	51%	47%	43%	77%	
APAC	252%	352%	218%	64%	47%	(17%)	COVID impact
EMEA	29%	46%	94%	85%	140%	56%	

1. 2021 quarters compared to respective 2019 quarters due to COVID.
Note: Percentages may not recalculate due to rounding.

APAC and consumables are key drivers of growth

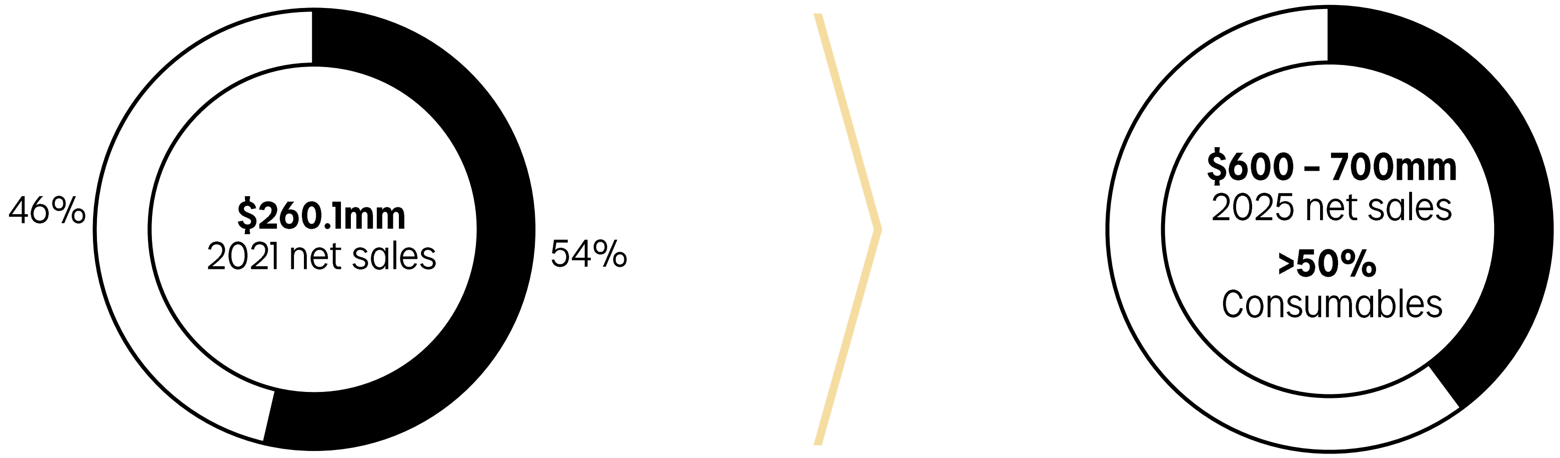
Net sales by geography

- Americas
- APAC
- EMEA



Net sales by segment

- Delivery Systems
- Consumables



Levers to increase utilization

Account management

- Branding and education initiatives
  - 6 – 40x ROI on marketing
  - 2 – 4X return on training
  - Trained masters generate 20% more consumable revenue
- Connected and personalized CRM tools for account managers

Branding investment

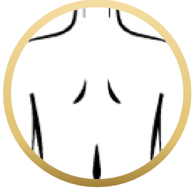
Drive boosters

Extend beyond the face


Hands


Lips


Scalp


Back

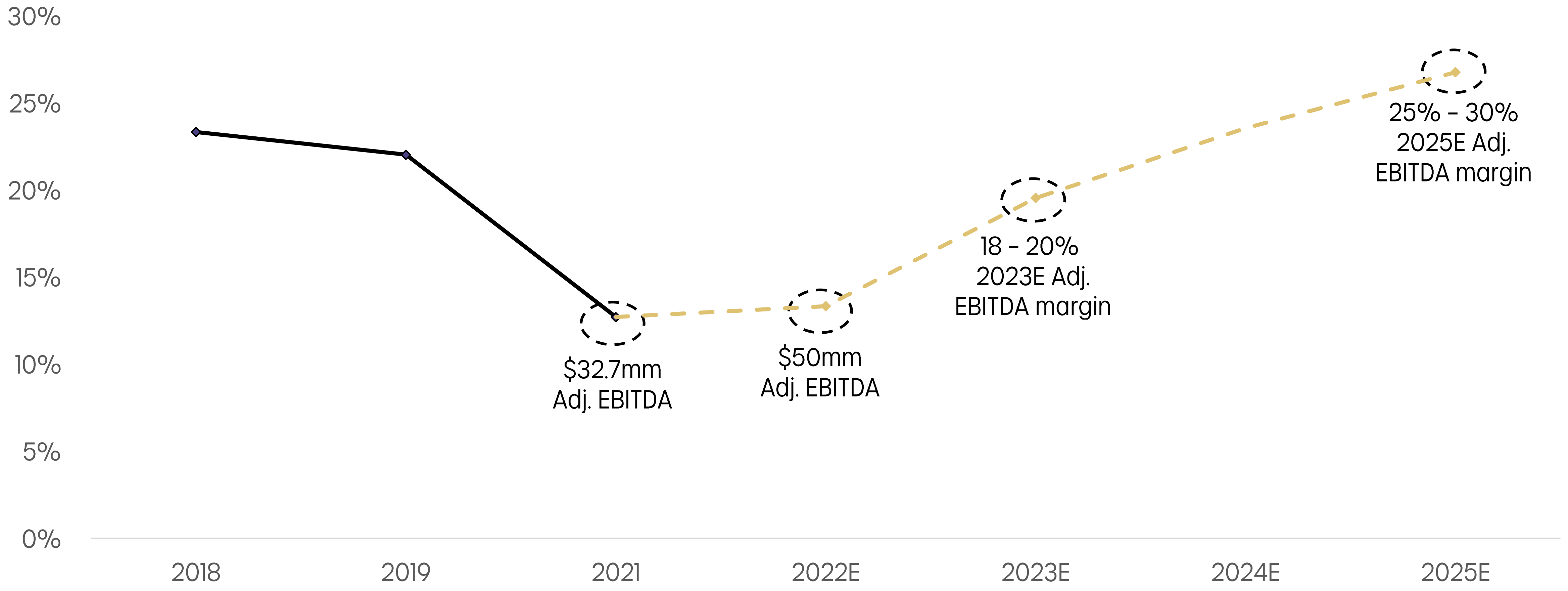

Décolleté


Booty

Source: Company data.

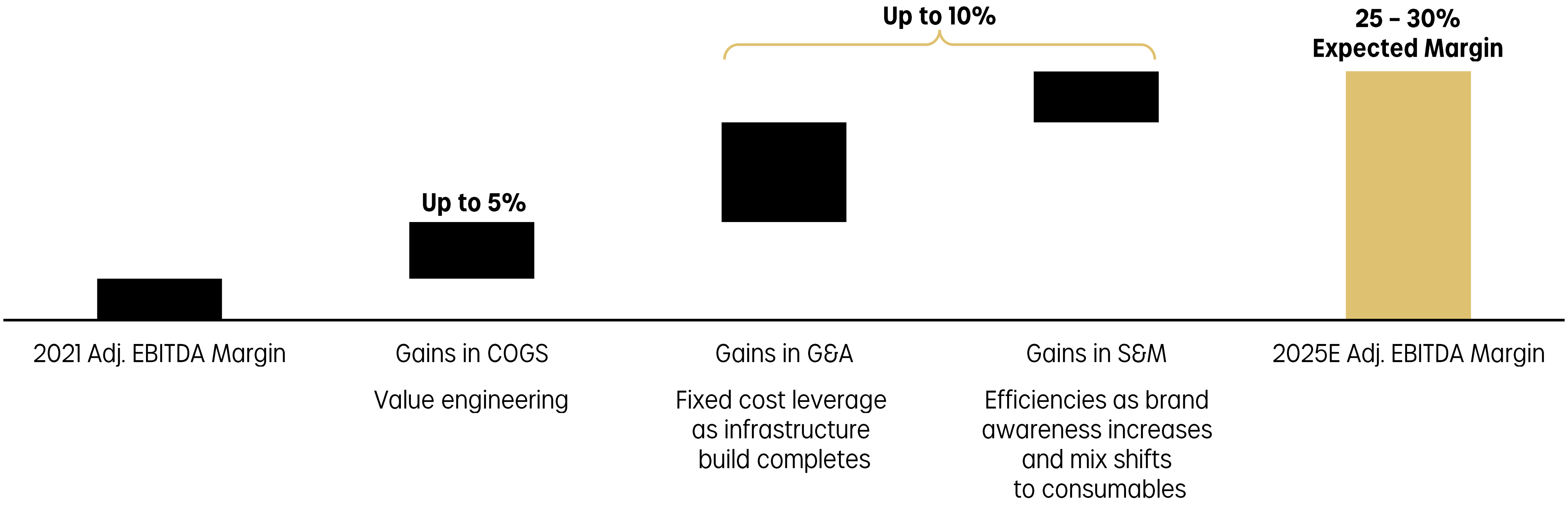
Returning to and exceeding historical adj. EBITDA margins

Adjusted EBITDA margin by calendar year[1]



1. Non-GAAP measure; please refer to the appendix for a discussion of the definition of this measure and important information regarding the assumptions underlying the outlook; Note: Our achievement of the anticipated results is subject to risks and uncertainties, including those disclosed in our filings with the SEC. The plan does not take into account the impact of any unanticipated developments in the business or changes in the operating environment, nor does it take into account the impact of our acquisitions, dispositions or financings during 2022. Our plan assumes a largely reopened global market, which would be negatively impacted if closures or other restrictive measures persist or are reimplemented.

Bridge to 25-30% adj. EBITDA margin: reaping the benefits of our investments



We anticipate continual adjusted EBITDA margin expansion each year, starting with an estimated 18 – 20% margin in 2023

Note: Adjusted EBITDA is a non-GAAP measure; please refer to the appendix for a discussion of the definition of this measure and important information regarding the assumptions underlying the outlook.

Exiting our outsized investment years

2021 – 2022
Growth investments

- ~800 new employees
- Recruiter fees
- Global office / real estate
- Experience Centers
- Global back-end software infrastructure build – SOX, ERP etc.
- Third party logistics (3PL)

2023+
Planned growth optimization

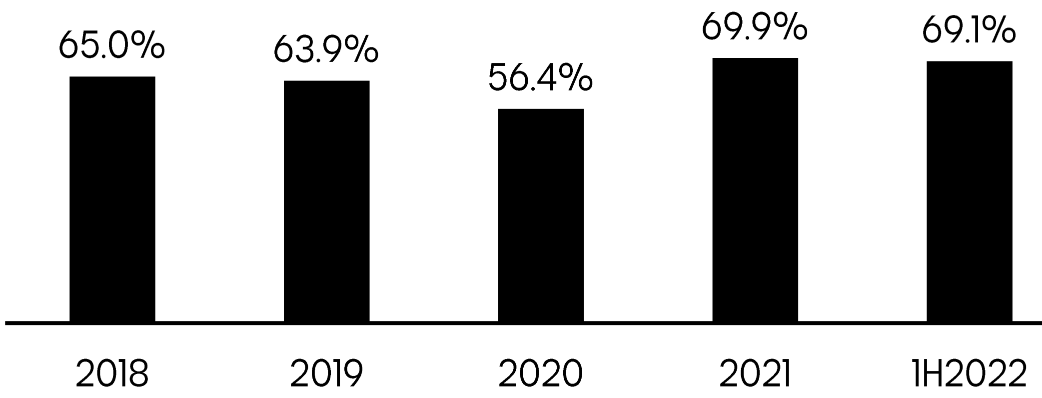
- Optimized sales & operations planning
- Production efficiencies
- Fixed cost leverage on higher net sales volume
- Improved training & marketing capabilities
- Productivity gains

Extracting leverage from gross margin

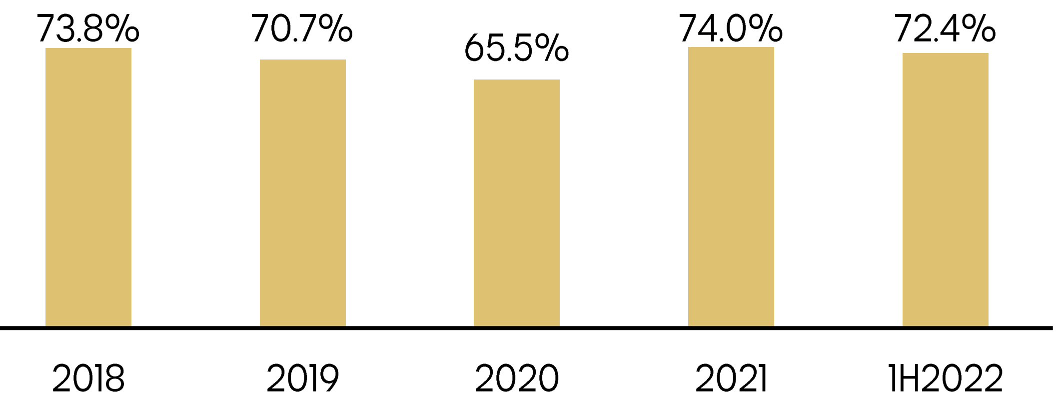
Today

- Air freight, less-than-load and smaller order sizes
- Duplicate costs as localized manufacturing and 3PLs stood up
- Globally sourced components, Long Beach assembly
- Value engineering starting for Syndeo
- Multiple third-party manufacturers added globally

GAAP gross margin



Adjusted gross margin[1]

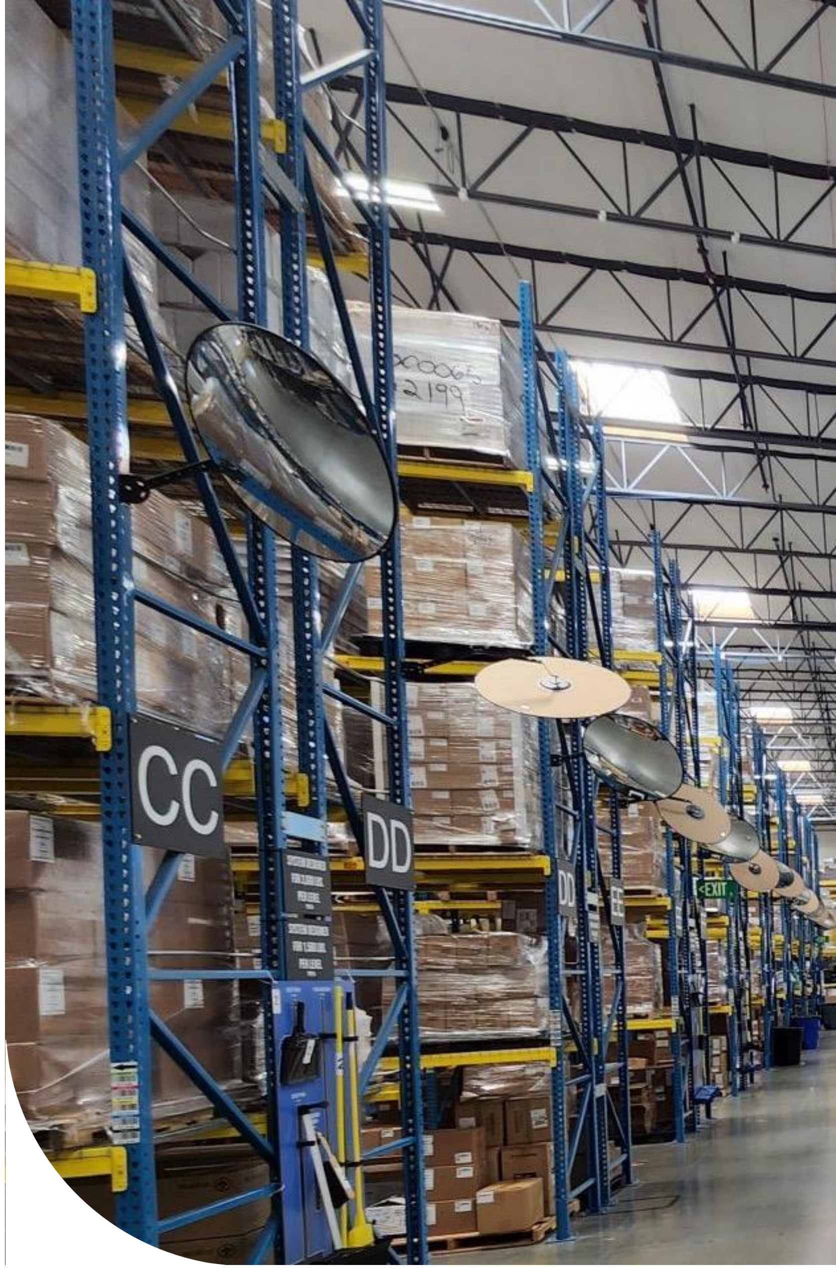


1. Non-GAAP measure; please refer to the appendix for a reconciliation to the most comparable GAAP measure.

Extracting leverage from gross margin

Investment

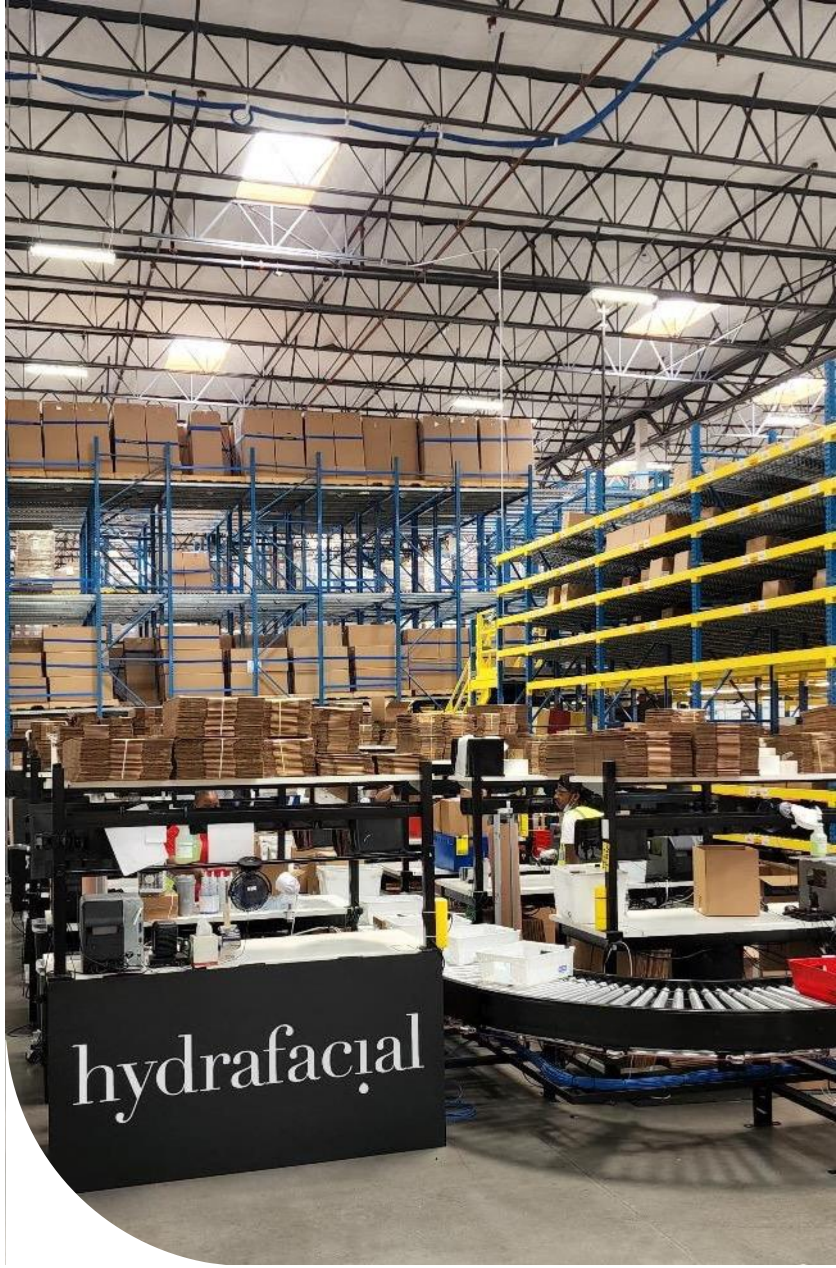
- 3PL in EMEA & APAC
- ERP to streamline order-to-cash all the way through 3PL integrations
- Assembly line efficiencies
- Demand planning and other sales and operations planning tools



Extracting leverage from gross margin

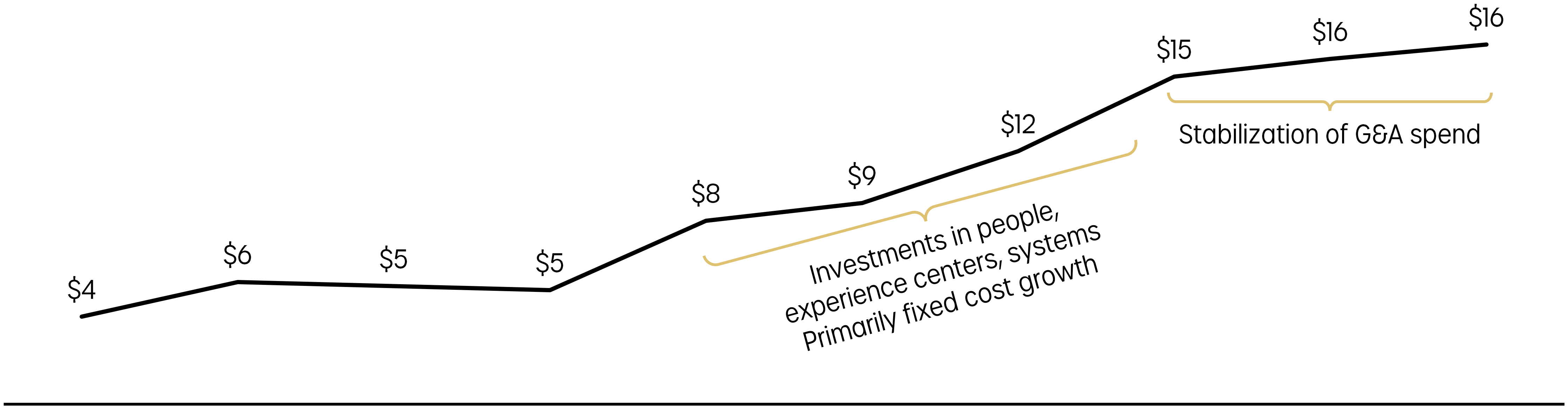
Future state

- Ocean freight, economies of scale
- Localized manufacturing
- 3PLs for international operations
- Streamlined efficiency in sourcing and system assembly
- In-house consumables production



Approaching a steady-state G&A

Normalized G&A ($mm)[1]



	1Q19	2Q19	3Q19	4Q19	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
GAAP G&A	**$5**	**$6**	**$6**	**$6**	**$11**	**$44**	**$19**	**$24**	**$25**	**$28**

Substantial opportunity to generate operating leverage from stabilizing G&A base

1. Non-GAAP measure; please refer to the appendix for a reconciliation to the nearest GAAP measure and discussion of the definition of this measure.

Extracting leverage from G&A

Today

- Nascent commercial presence in international markets with minimal back-end support
- ERP in rollout phase
- Four distributors purchased in 3Q21

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Extracting leverage from G&A

Investment

- Hiring key talent
- Public company costs
  (SOX compliance, D&O, ERP, audits, etc.)
- Transfer pricing planning and build-out
- Rent for new small offices and training / experience centers globally

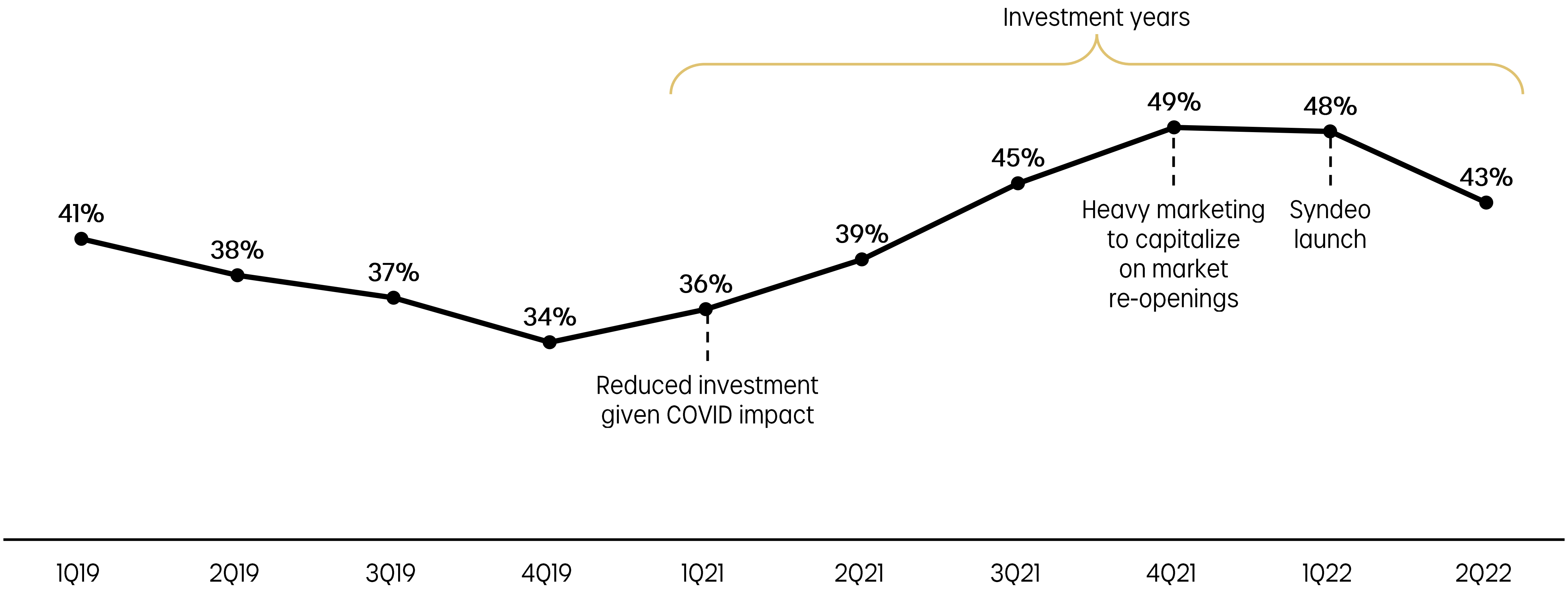
Extracting leverage from G&A

Future state

- Fully scaled global back office to sustain substantially increased net sales
- Full commercial presence to develop and penetrate our 16 direct markets globally
- Established global shared services model

Selling & marketing seasonality in the business

Selling & marketing expense as % of net sales



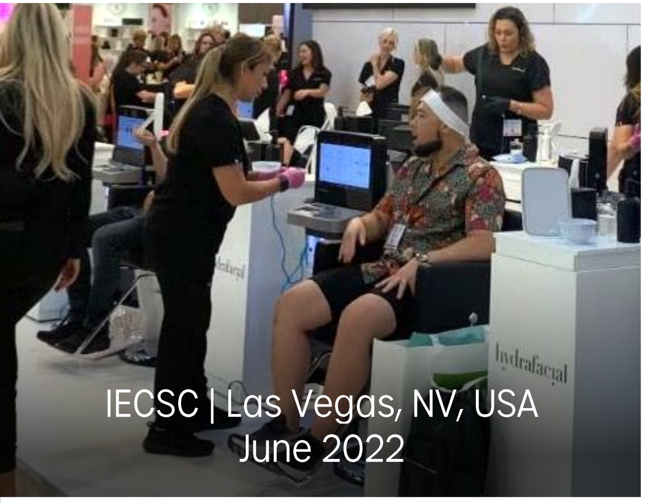
Extracting leverage from selling & marketing

Today

- 8% aided brand awareness
- Ceiling of international growth potential given limited size of ex-U.S. sales force
- Outsized investment in physical activation first half of the year

Source: Company data.

Our biggest selling & marketing events happen in 1H



IECSC | Las Vegas, NV, USA
June 2022

AIS | San Diego, CA, USA
April 2022

AMWC | Monaco
April 2022

Beauty Fair | Düsseldorf, Germany
May 2022

IMCAS Congress | Paris, France
June 2022

Other notable sales & marketing events

- Global Sales Meeting (Jan)
- Estipalooza (May)
- GlowVolution (June)

Extracting leverage from selling & marketing

Investment

- Brand awareness initiatives
- Hiring key sales, training and marketing (Golden Triangle) talent
- Global hiring ahead of sales (ie, $20mm more investment compared to 2021)
- Incentivization of sales force to place systems
- Training and inside sales support

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Extracting leverage from selling & marketing

Future state

- Localized and established commercial infrastructure across all direct markets
- Leverage in commissions as sales mix shifts
- Reduced need for substantial investments in marketing with broadening brand awareness
- Optimized sales cycle and lead conversion times

Our three-year plan

2x net sales
vs. 2022E

$600 – $700mm

2025E net sales
20 – 27% 2022E – 2025E CAGR[1]

3x+ Adj. EBITDA
vs. 2022E

18 – 20%

2023E Adj. EBITDA margin

25 – 30%

2025E Adj. EBITDA margin

Note: Adjusted EBITDA is a non-GAAP measure. See appendix for a definition and discussion. Our achievement of the anticipated results is subject to risks and uncertainties, including those disclosed in our filings with the SEC. The plan does not take into account the impact of any unanticipated developments in the business or changes in the operating environment, nor does it take into account the impact of our acquisitions, dispositions or financings during 2022. Our plan assumes a largely reopened global market, which would be negatively impacted if closures or other restrictive measures persist or are reimplemented;
1. Assuming midpoint of previously stated 2022 $340 – 350mm net sales guidance.

Key takeaways

1 Successful track record of progress over perfection execution

2 Substantial growth runway ahead

3 Significant profitability potential

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Analyst & Investor Day

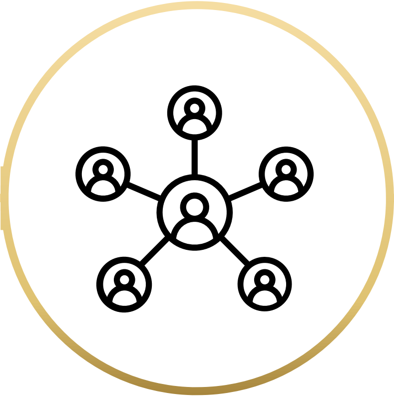
September 15, 2022

Closing remarks

Andrew Stanleick

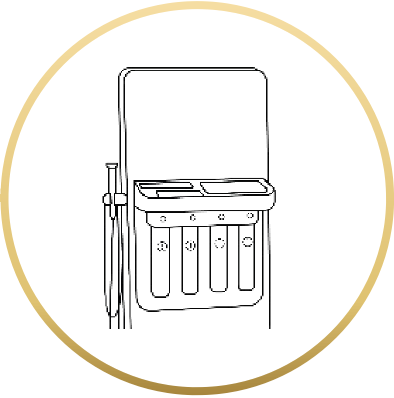
President & Chief Executive Officer

Today's three takeaways



1

CATEGORY CREATOR
with a differentiated product offering, business model and community



2

PROFITABLE GROWTH
across geographies and categories in a huge and growing TAM

3

INNOVATIVE TECHNOLOGY
and a powerful **flywheel** drives our growth

Questions?

Thank you

Appendix

Disclaimer

This Presentation contains certain forward-looking statements. These statements may relate to, but are not limited to, expectations of future operating results or financial performance of The Beauty Health Company (the "Company"), the calculation of certain key financial and operating metrics, capital expenditures, the introduction of new products, expansion into new markets and the ability to execute certain strategic initiatives. Some of the forward-looking statements can be identified by the use of forward-looking words such as “anticipate,” “expect,” “suggests,” “plan,” “believe,” “intend,” “estimates,” “targets,” “projects,” “should,” “could,” “would,” “may,” “will,” “outlook,” “forecast” and other similar expressions. These are intended to identify forward-looking statements. All forward-looking statements are based upon management estimates and forecasts and reflect the views, assumptions, expectations, and opinions of the Company as of the date of this Presentation, and may include, without limitation, changes in general economic conditions as a result of COVID-19, all of which are subject to change. Any such estimates, assumptions, expectations, forecasts, views or opinions set forth in this Presentation constitute the Company’s judgments and should be regarded as indicative, preliminary and for illustrative purposes only. The forward-looking statements and projections contained in this Presentation are subject to a number of factors, risks and uncertainties, some of which are not currently known to us, that may cause the Company’s actual results, performance or financial condition to be materially different from the expectations of future results, performance or financial condition. Although such forward-looking statements have been made in good faith and are based on assumptions we believe to be reasonable, there is no assurance that the expected results will be achieved. Many factors could adversely affect our business and financial performance. We discussed a number of material risks in our Annual Report on Form 10-K filed with the Securities and Exchange Commission on March 1, 2022 and other filings with the Securities and Exchange Commission. Those risks continue to be relevant to our performance and financial condition. Moreover, we operate in a very competitive and rapidly changing environment. New risk factors emerge from time to time and it is not possible for management to predict all such risk factors, nor can it assess the impact of all such risk factors on the business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements. We expressly disclaim any responsibility to update forward-looking statements, whether as a result of new information, future events or otherwise.

The Company does not provide a reconciliation of its expected fiscal 2022, 2023 and 2025 adjusted EBITDA to net income (loss), the most directly comparable forward looking GAAP financial measure, due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliation, which cannot be done without unreasonable efforts, including adjustments that could be made for changes in fair value of warrant liabilities, integration and acquisition-related expenses, amortization expenses, non-cash stock-based compensation, gains/losses on foreign currency, and other charges reflected in our reconciliation of historic numbers, the amount of which, based on historical experience, could be significant. The presentation of this financial information is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with GAAP. The Company’s expected fiscal 2022, 2023 and 2025 adjusted EBITDA is merely an outlook and is not a guarantee of future performance. Stockholders should not rely or place an undue reliance on such forward-looking statements.

Description of Non-GAAP Financial Measures

In addition to results determined in accordance with accounting principles generally accepted in the United States of America (GAAP), management utilizes certain non-GAAP financial measures such as adjusted gross margin, adjusted EBITDA, and adjusted EBITDA margin for purposes of evaluating ongoing operations and for internal planning and forecasting purposes. We believe these non-GAAP financial measures, when reviewed collectively with our GAAP financial information, provide useful supplemental information to investors in assessing our operating performance. These non-GAAP financial measures should not be considered as an alternative to GAAP financial information or as an indication of operating performance or any other measure of performance derived in accordance with GAAP, and may not provide information that is directly comparable to that provided by other companies in its industry, as these other companies may calculate non-GAAP financial measures differently, particularly related to non-recurring, unusual items.

Management uses adjusted gross margin to measure profitability and the ability to scale and leverage the costs of Delivery Systems and Consumables. The continued growth of Delivery Systems is expected to improve adjusted gross margin, as additional Delivery Systems sold will increase our recurring Consumables net sales, which has higher margins. Management believes adjusted gross profit and adjusted gross margin are useful measures to the Company and its investors to assist in evaluating operating performance because they provide consistency and direct comparability with past financial performance and between fiscal periods, as the metrics eliminate the effects of amortization and depreciation, which are non-cash expenses that may fluctuate for reasons unrelated to overall continuing operating performance. Adjusted gross margin has been and will continue to be impacted by a variety of factors, including the product mix, geographic mix, direct vs. indirect mix, the average selling price on Delivery Systems, and new product launches. Management expects adjusted gross margin to fluctuate over time depending on the factors described above.

Management uses normalized G&A to facilitate internal comparisons of historical operating performance on a more consistent basis and uses this measure for business planning purposes. Management also believes this information will be useful for investors to facilitate comparisons of operating performance and better identify trends in the business. Management expects normalized G&A to increase over the long-term, as the Company continues to scale and achieve greater operating leverage. The Company calculates normalized G&A as General & Administrative Expense, adjusted to exclude: depreciation and amortization expense; stock-based compensation expense; one-time or non-recurring items such as transaction costs (including transactions costs with respect to the Business Combination); and restructuring costs (including those associated with COVID-19); and credit card fees.

Management uses adjusted EBITDA and adjusted EBITDA margin to facilitate internal comparisons of historical operating performance on a more consistent basis and uses these measures for business planning purposes. Management also believes this information will be useful for investors to facilitate comparisons of operating performance and better identify trends in the business. Management expects adjusted EBITDA margin to increase over the long-term, as the Company continues to scale and achieve greater operating leverage. The Company calculates adjusted EBITDA as net income (loss) adjusted to exclude: change in fair value of public and private placement warrants, change in fair value of earn-out shares liability, other expense, net; interest expense; income tax benefit (expense); depreciation and amortization expense; stock-based compensation expense; foreign currency (gain) loss; management fees incurred from historical private equity owners; one-time or non-recurring items such as transaction costs (including transactions costs with respect to the Business Combination); and restructuring costs (including those associated with COVID-19).

Reconciliation of net income to adjusted EBITDA

	Three months ended					
Unaudited ($mm)	**Jun-22**	**Mar-22**	**Dec-21**	**Sep-21**	**Jun-21**	**Mar-21**
Net revenue	$103.5	$75.4	$77.9	$68.1	$66.5	$47.5
Net income (loss)	**$7.9**	**$32.5**	**($17.3)**	**($215.1)**	**($139.4)**	**($3.3)**
Adjusted to exclude the following:						
Change in FV of warrant liability	(15.2)	(52.1)	6.0	199.3	72.0	-
Change in FV of earn-out shares liability	-	-	-	10.6	36.5	-
Amortization expense	3.9	3.7	3.9	3.5	3.0	3.0
Stock-based compensation expense	6.4	7.0	3.8	5.1	3.5	0.0
Other expense	(1.7)	0.9	0.2	(0.0)	4.3	0.0
Management fees[1]	-	-	-	-	0.1	0.1
Transaction related costs[2]	2.0	1.0	2.6	1.2	30.4	0.7
Other non-recurring and one-time fees[3]	1.9	2.0	3.3	0.5	0.1	0.1
Aggregate adjustment for income taxes	(3.1)	(3.6)	(0.8)	(2.4)	(2.7)	(0.8)
Adjusted net income (loss)	**$2.2**	**($8.5)**	**$1.6**	**$2.5**	**$7.8**	**($0.1)**
Depreciation expense	1.9	1.4	2.0	2.4	0.7	0.7
Interest expense	3.2	3.4	3.5	0.5	2.1	5.7
Foreign currency (gain) loss, net	2.2	(0.4)	(0.6)	0.4	(0.0)	0.3
Remaining benefit for income taxes	3.2	6.2	2.0	(0.1)	0.8	0.5
Adjusted EBITDA	**$12.6**	**$2.2**	**$8.5**	**$5.8**	**$11.4**	**$7.0**
Adjusted EBITDA margin	**12.2%**	**2.9%**	**10.9%**	**8.5%**	**17.1%**	**14.8%**

1. Represents quarterly management fees paid to the former majority shareholder of the Company based on a pre-determined formula. Following the Business Combination, these fees are no longer paid; 2. For the six months ended June 30, 2022, such amounts primarily represent direct costs incurred in relation to potential acquisitions. For the year ended December 31, 2021, such amounts primarily represent direct costs incurred with the Business Combination, including $21.0 million paid to the former owner of HydraFacial, and to prepare HydraFacial to be marketed for sale by HydraFacial's shareholders in previous periods; 3. For the six months ended June 30, 2022, such costs include the re-organization severance, other one-time personnel costs related to executive recruiting, executive severance, a one-time loss on fixed asset write-offs and a CEO sign-on bonus. For the year ended December 31, 2021, such costs primarily represent one-time retention awards related to the distributor acquisitions and executive recruiting and severance fees.

Reconciliation of net income to adjusted EBITDA

Unaudited ($mm)	Year ended Dec-21	Dec-19	Dec-18
Net revenue	$260.1	$166.6	$112.3
Net income (loss)	**($375.1)**	**($1.6)**	**($0.3)**
Adjusted to exclude the following:			
Change in FV of warrant liability	277.3	-	-
Change in FV of earn-out shares liability	47.1	-	-
Depreciation & amortization expense	17.8	13.9	11.5
Stock-based compensation expense	12.4	0.1	0.1
Other expense (income)	4.5	(0.5)	0.0
Management fees[1]	0.2	1.8	3.2
Transaction related costs[2]	34.9	1.7	0.4
Other non-recurring and one-time fees[3]	4.0	5.7	1.0
Aggregate adjustment for income taxes	(14.1)	-	-
Interest expense	11.8	17.1	10.0
Foreign currency (gain) loss, net	0.1	(0.2)	(0.0)
Remaining benefit for income taxes	11.8	(1.3)	0.3
Adjusted EBITDA	**$32.7**	**$36.7**	**$26.2**
Adjusted EBITDA margin	**12.6%**	**22.0%**	**23.3%**

1. Represents quarterly management fees paid to the former majority shareholder of the Company based on a pre-determined formula. Following the Business Combination, these fees are no longer paid; 2. For the year ended December 31, 2021, such amounts primarily represent direct costs incurred with the Business Combination, including $21.0 million paid to the former owner of HydraFacial; For the years ending December 31, 2019 and December 31, 2018, such amounts represent direct costs incurred to prepare the Company to be marketed for sale by the Company's shareholders in previous periods; 3. For the year ended December 31, 2021, such costs primarily represent one-time retention awards related to the distributor acquisitions and executive recruiting and severance fees. For the years ended December 31, 2019 and December 31, 2018, such costs primarily represent personnel costs associated with restructuring of HydraFacial's salesforce and costs associated with former warehouse and assembly facility during the transition period, to defend certain patents that were being infringed upon and a 2019 relocation to a new assembly and warehouse facility that was completed during December 2019.

Reconciliation of gross margin to adjusted gross margin

	Six months ended	Year ended			
Unaudited ($mm)	**Jun-22**	**Dec-21**	**Dec-20**	**Dec-19**	**Dec-18**
Net sales	$179.0	$260.1	$119.1	$166.6	$112.3
Cost of sales	55.4	78.3	51.9	60.1	39.3
Gross profit (GAAP)	$123.6	$181.8	$67.2	$106.5	$73.0
Gross margin (GAAP)	69.1%	69.9%	56.4%	63.9%	65.0%
Adjusted to exclude the following:					
Stock-based compensation expense included in cost of sales	0.4	0.4	-	-	-
Depreciation and amortization expense included in cost of sales	5.6	10.3	10.8	11.3	10.0
Adjusted gross profit	**$129.6**	**$192.5**	**$78.0**	**$117.8**	**$82.9**
Adjusted gross margin	**72.4%**	**74.0%**	**65.5%**	**70.7%**	**73.8%**

Reconciliation of G&A to normalized G&A

	Three months ended									
Unaudited ($mm)	**Jun-22**	**Mar-22**	**Dec-21**	**Sep-21**	**Jun-21**	**Mar-21**	**Dec-19**	**Sep-19**	**Jun-19**	**Mar-19**
General & administrative expense	$28	$25	$24	$19	$44	$11	$6	$6	$6	$5
Adjusted to exclude the following:										
Transaction-related costs and other non-recurring and one-time fees	3	3	6	2	30	1	0	0	0	0
Depreciation & amortization expense	3	1	2	1	1	1	1	1	1	1
Stock-based compensation expense	4	4	1	4	3	0	0	0	0	0
Credit card fees	1	1	0	1	1	1	-	-	(0)	0
Normalized general & administrative expense	**$16**	**$16**	**$15**	**$12**	**$9**	**$8**	**$5**	**$5**	**$6**	**$4**

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Analyst & Investor Day

September 15, 2022