



BEAUTYHEALTH™

Third Quarter 2025
Earnings Presentation

November 6, 2025



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"), capital expenditures, the introduction of new products, market strategy 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. 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 for the year ended December 31, 2024, filed with the Securities and Exchange Commission (the "SEC") on March 12, 2025, and in our subsequent filings with the SEC such as on a Quarterly Report on Form 10-Q. 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.

Non-GAAP Financial Measures

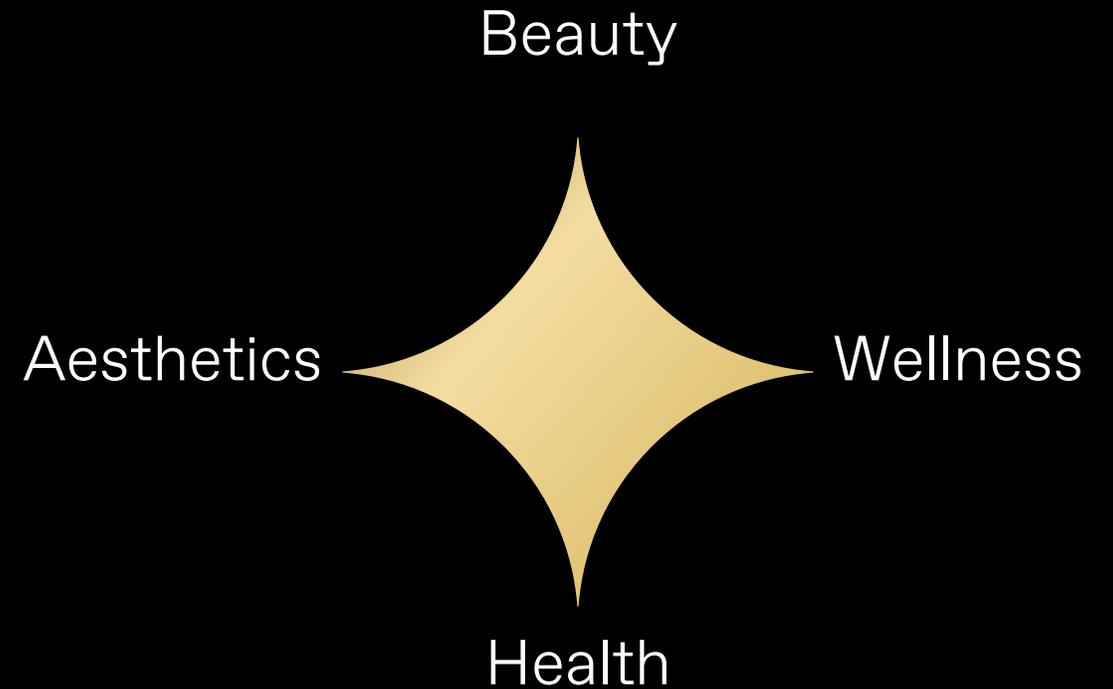
In addition to results determined in accordance with accounting principles generally accepted in the United States of America ("GAAP"), management utilizes certain non-GAAP financial measures such as adjusted gross profit, adjusted gross margin, adjusted EBITDA, and adjusted EBITDA margin for purposes of evaluating ongoing operations and for internal planning and forecasting purposes. Management believes that these non-GAAP financial measures, when reviewed collectively with the Company's GAAP financial information, provide useful supplemental information to investors in assessing the Company's 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 unusual items.

Adjusted gross profit is gross profit excluding the effects of depreciation expense, amortization expense, share-based compensation expense, manufacturing optimization costs, and write-off of discontinued, excess and obsolete product. Adjusted gross margin represents adjusted gross profit as a percentage of net sales.

Adjusted EBITDA is calculated as net loss excluding the effects of expense for income taxes; depreciation expense; amortization expense; share-based compensation expense; interest expense; interest income; other income, net; change in fair value of warrant liabilities; foreign currency loss (gain), net; litigation related costs; Go-to-Market restructuring; manufacturing optimization costs; write-off of discontinued, excess and obsolete product; and severance, restructuring and other. Adjusted EBITDA margin represents adjusted EBITDA as a percentage of net sales.

The Company does not provide a reconciliation of its fiscal 2025 adjusted EBITDA guidance to net loss, the most directly comparable forward looking GAAP financial measures, 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 share-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 fiscal 2025 adjusted EBITDA guidance 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. See "Forward-Looking Statements" for additional information.

BeautyHealth is a
Medtech Meets Beauty
company at the nexus
of Beauty, Aesthetics,
Wellness and Health





Q3 2025
Performance
Update

Third Quarter 2025 Highlights

Net Sales

\$70.7m

-10.3% YoY

Lower delivery systems and consumables net sales.

Delivery Systems
Net Sales

\$20.8m

-24.6% YoY

Decrease in delivery systems net sales, as macroeconomic challenges persist

Consumables
Net Sales

\$49.8m

-2.6% YoY

Excluding the impact of the transition to a distributor model in China, consumables revenue would have increased modestly.

Net Income (Loss)

\$(11.0)m

+\$7.3m YoY

Improvement due to lower operational spend and higher gross margin, partially offset by lower net sales.

Adjusted
EBITDA¹

\$8.9m

+\$0.8m YoY

Increase due to lower operational spend partially offset by lower adjusted gross profit



Updated 2025 Financial Guidance

4Q 2025

\$74.5 – \$81.5m

4Q 2025E net sales

\$6.9 – \$8.9m

4Q 2025E adjusted EBITDA¹

FY 2025

\$293 – \$300m

FY 2025E net sales

\$37 – \$39m

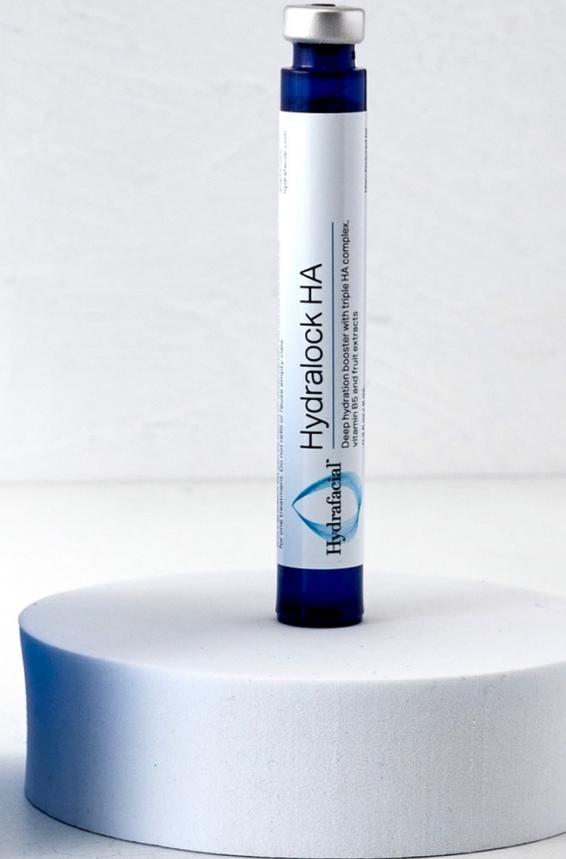
FY 2025E adjusted EBITDA¹

Compelling Business Model

Harnessing the power of our large device footprint and clinically effective consumables



35K+
device
footprint



Strongly Positioned in Growing Industry

Our Opportunity

7%

global medical aesthetic market projected growth through 2029¹

41%

of aesthetic practices with microdermabrasion offer Hydrafacial treatments currently²

75%

of consumers agree their focus has shifted from adding volume or undergoing corrective treatments to a focus on overall skin quality¹

Our Leadership

#1

Market Share²

#2

Best-Known Brand³

1.5

Tx Per Second⁴



Positioned for Long-Term Success

DIFFERENTIATED PRODUCT & TECHNOLOGY

Created hydradermabrasion category with clinical efficacy and patented technology



LEADER IN LARGE, ADDRESSABLE MARKET

Omnichannel distribution and favorable global tailwinds provide structural advantages



LOYAL ESTHETICIANS

Adored by estheticians for attractive economics, rapid equipment payback, and ability to bundle with other services

UNIQUE ECONOMIC MODEL

Profitable unit economics on equipment sales and long-tailed, durable recurring cash flow from consumables sales



LOVED BY CONSUMERS

Accessible price point, immediately gratifying results and dynamic branding drive best-in-class NPS and engagement



INNOVATION PIPELINE

Exciting internal pipeline paired with marquee industry partners attracted to our unique platform and evangelical community

Anchored by our
flagship brand, Hydrafacial

Asked for by name and
recommended to friends



38%
Brand
awareness¹

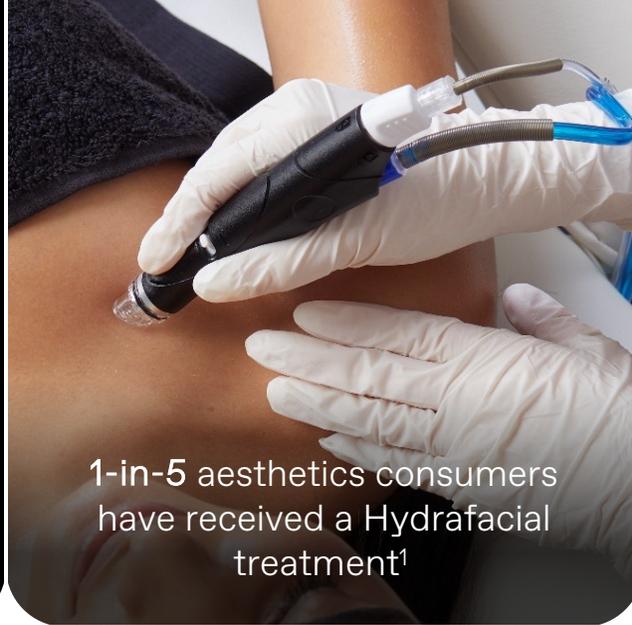
47%
conversion
– more
than
Botox¹

96%
RealSelf
“Worth It”
Rating³

52
Consumer
Net
Promoter
Score²



Hydrafacial continues to drive revenue for providers

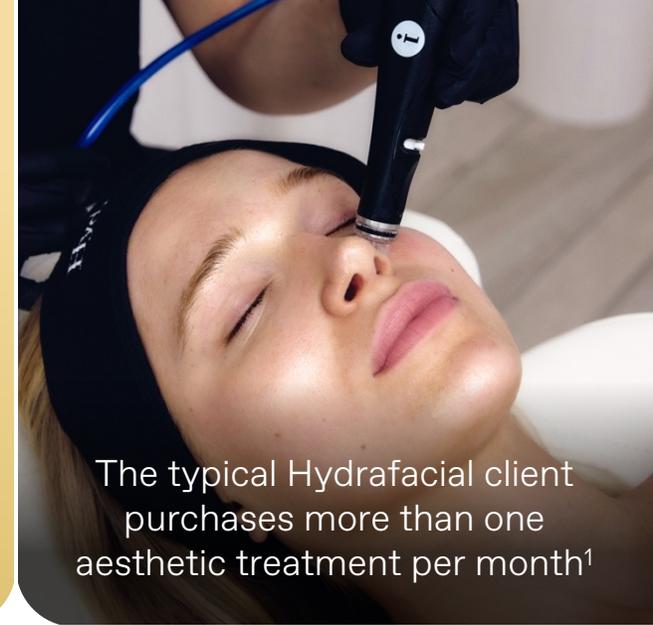


1-in-5 aesthetics consumers have received a Hydrafacial treatment¹

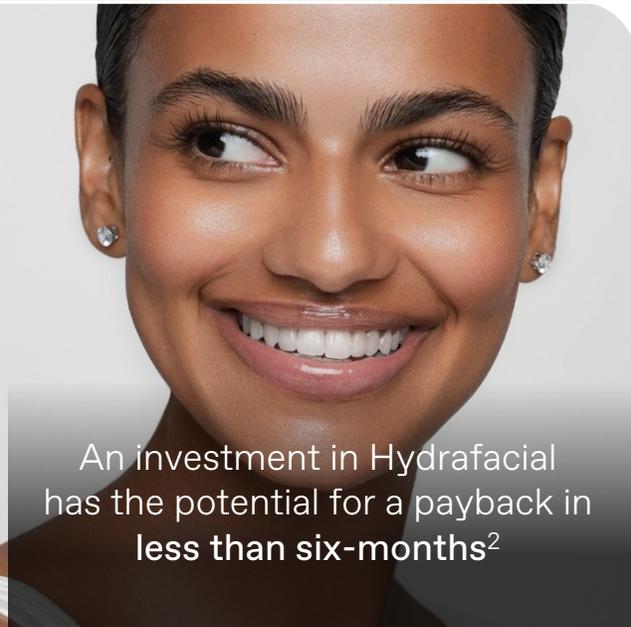


An esthetician performing just 10 Hydrafacial treatments per week can earn

\$100,000 annually²



The typical Hydrafacial client purchases more than one aesthetic treatment per month¹

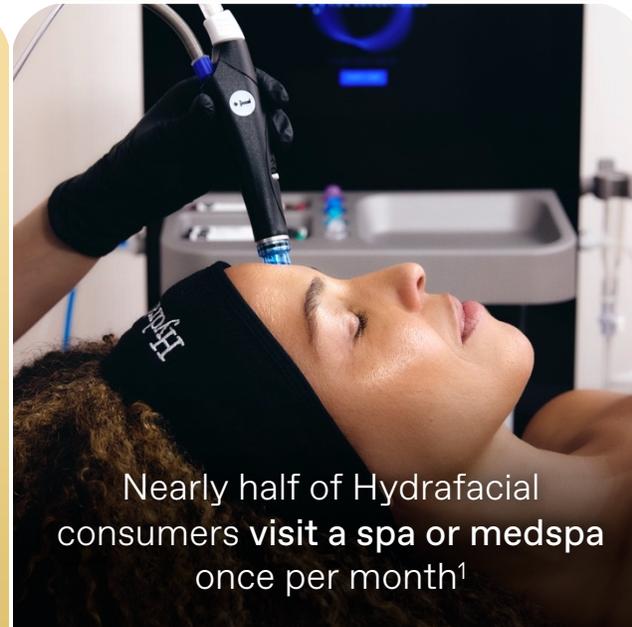


An investment in Hydrafacial has the potential for a payback in less than six-months²



94%

of clients reported a **confidence boost** after their last Hydrafacial treatment³



Nearly half of Hydrafacial consumers **visit a spa or medspa** once per month¹



64%

Hydrafacial's market share in the U.S. microdermabrasion category⁴

Clinically Proven Immediate and Long-Term Results

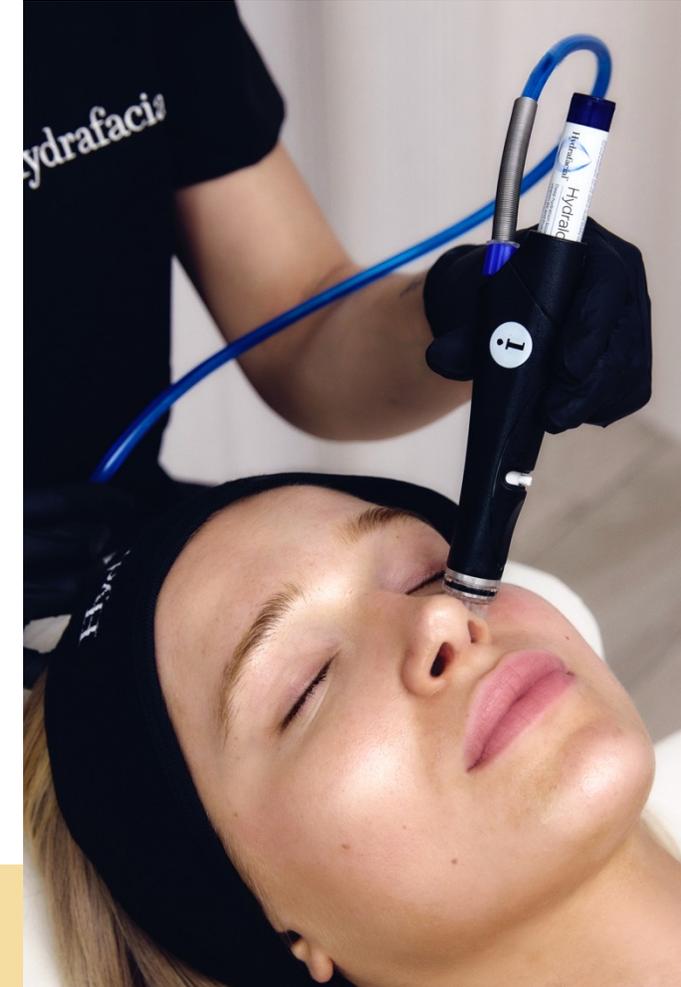
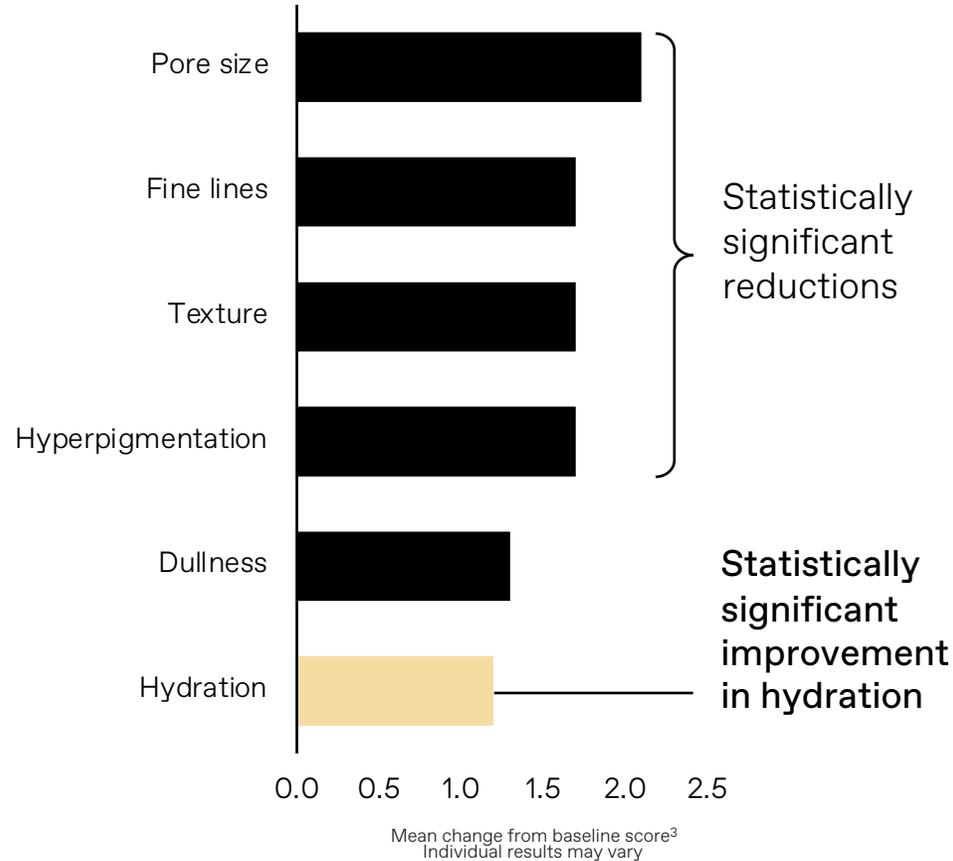
In clinical studies with participants ranging in skin types and concerns

After just 1 treatment¹

- ◆ 100% of participants saw decreased pore size
- ◆ 90% of participants reported decreased visible fine lines and wrinkles
- ◆ 80% of participants reported visually improved tone and texture

After a series of treatments, participants reported²

- ◆ Significant improvement in hydration
- ◆ Visibly improved skin texture
- ◆ Significant reduction in the appearance of pore size, hyperpigmentation, dullness, and fine lines



Differentiated by clinically proven results | Fortified by 179 patents

Skin Health Benefits Beyond the Face: Hydrafacial Keravive treatments

Scalp facial powered by Hydrafacial's proprietary Vortex Technology

The three-step, in-office treatment and at-home regimen is designed to deeply cleanse, exfoliate, and nourish the scalp

THE SKINIFICATION OF THE SCALP

- ✦ 74% of consumers are concerned about scalp health and hair growth¹
- ✦ 84% of consumers are interested in an in-office treatment that can help¹

CLINICALLY PROVEN RESULTS²

- ✦ In a clinical study, 75% of users reported fuller-looking hair, 70% reported improved scalp health, and 82% saw shinier, healthier strands after a series of treatments²



Hydrafacial HydraFillic with Pep9™ Booster

Latest innovation and the most successful Hydrafacial branded booster launch to date



Fewer wrinkles. Firmer skin. Instant glow.

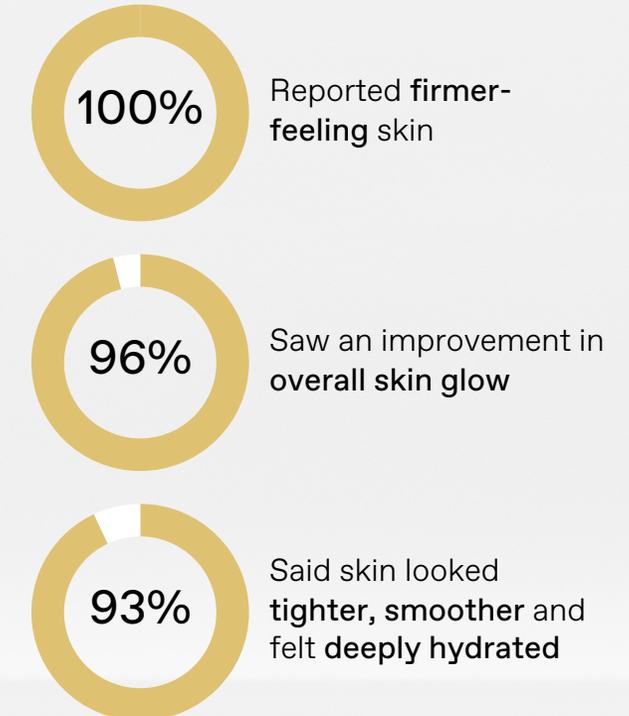
An advanced restorative booster powered by our proprietary Pep9™ peptide complex, formulated to support improved skin elasticity and help soften the appearance of fine lines and wrinkles.

Supported by clinical testing and consumer perception research.

Clinical testing immediately following and 24 hours after 1 Platinum Hydrafacial treatment showed statistically significant improvements in¹:

- ◆ Skin firmness
- ◆ Skin elasticity
- ◆ Fine lines and wrinkles
- ◆ Skin barrier health
- ◆ Hydration

Consumer perception data immediately post 1 Platinum Hydrafacial treatment showed²:



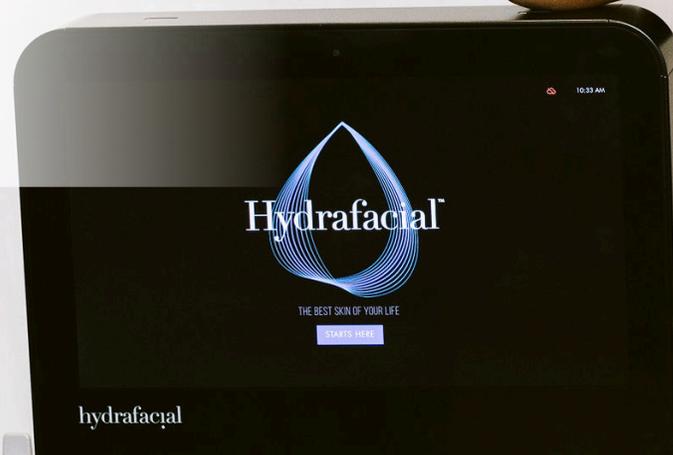
1. Based on Corneometer, Vapometer, Cutometer, and 3D imaging measurements of 30 participants before and 24 hours after a Hydrafacial Platinum treatment in a clinical study conducted from February - March 2025. Instant results are measured 30 minutes after treatment. Individual results may vary.

2. Based on a consumer perception study conducted from February - March 2025 with 30 participants 30 minutes after a Hydrafacial Platinum treatment. Individual results may vary. Data on file at Hydrafacial.

Hydrafacial™



Appendix: Non-GAAP Financial Reconciliations



Third Quarter 2025 Non-GAAP Financial Reconciliations

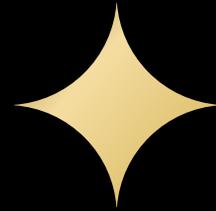
Reconciliation of net loss to adjusted EBITDA

Unaudited (\$ in millions) ¹	Three Months Ended September 30		Nine Months Ended September 30	
	2025	2024	2025	2024
Net sales	\$ 70.7	\$ 78.8	\$ 218.4	\$ 250.8
Net loss	\$ (11.0)	\$ (18.3)	\$ (1.4)	\$ (18.8)
Adjusted to exclude the following:				
Expense for income taxes	0.4	1.9	0.3	0.9
Depreciation expense	0.6	3.1	3.2	8.5
Amortization expense	7.8	6.5	16.8	18.6
Share-based compensation expense	2.5	7.7	11.2	20.8
Interest expense	6.3	2.5	13.0	7.9
Interest income	(1.3)	(4.9)	(7.4)	(14.4)
Other income, net	(0.6)	(0.1)	(18.8)	(33.5)
Change in fair value of warrant liabilities	(0.2)	(0.4)	(0.3)	(3.0)
Foreign currency loss (gain), net	0.2	(2.3)	(6.2)	0.2
Litigation related costs	2.2	2.5	14.1	3.7
Go-to-Market restructuring	—	—	3.0	—
Manufacturing optimization costs	—	7.6	—	7.6
Write-off of discontinued, excess and obsolete product	—	2.0	—	2.0
Severance, restructuring and other	2.1	0.2	2.7	2.5
Adjusted EBITDA	\$ 8.9	\$ 8.1	\$ 30.1	\$ 3.2
Adjusted EBITDA margin	12.6%	10.2%	13.8%	1.3%

Third Quarter 2025 Non-GAAP Financial Reconciliations

Reconciliation of gross profit to adjusted gross profit

Unaudited (\$ in millions) ¹	Three Months Ended September 30		Nine Months Ended September 30	
	2025	2024	2025	2024
Net sales	\$ 70.7	\$ 78.8	\$ 218.4	\$ 250.8
Gross profit	\$ 45.6	\$ 40.6	\$ 143.3	\$ 130.0
Gross margin	64.6%	51.6%	65.6%	51.8%
Adjusted to exclude the following:				
Depreciation expense	0.2	1.0	0.7	1.8
Amortization expense	2.1	3.2	5.2	9.8
Share-based compensation expense	0.1	0.2	0.4	(0.1)
Manufacturing optimization costs	—	7.6	—	7.6
Write-off of discontinued, excess and obsolete product	—	2.0	—	2.0
Adjusted gross profit	\$ 48.1	\$ 54.7	\$ 149.6	\$ 151.2
Adjusted gross margin	68.0%	69.5%	68.5%	60.3%



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