## hydrafacial COMPANY

### vesper

Investor Presentation December 2020



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This presentation has been prepared by the HydraFacial Company and its affiliates (collectively, the "Company") and Vesper Healthcare Acquisition Corp. ("Vesper Healthcare") in connection with a proposed business combination involving the Company as further described herein (the "Transaction"). This presentation has been prepared to assist interested parties in making their own evaluation with respect to the proposed Transaction and for no other purpose. This presentation is for informational purposes only and does not constitute an offer or invitation for the sale or purchase of the securities, assets or business described herein or a commitment of the Company with respect to any of the foregoing, and this presentation shall not form the basis of any contract.

This presentation contains certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange act of 1934, as amended. These statements may be made directly in this presentation. Some of the forward-looking statements can be identified by the use of forward-looking words. Statements that are not historical in nature, including the words "anticipate," "expect," "suggests," "plan," "believe," "intend," "estimates," "targets," "projects," "should," "would," "would," "would," "would," "forecast" and other similar expressions 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 accordingly 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. 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. The Company's actual results may differ materially from the results discussed in forward-looking statements. In addition, the Company's analyses contained herein are not, and do not purport to be, appraisals of the securities, assets or business of the Company or any other entity. Further, this presentation does not purport to contain all infor

The historical financial data included in this presentation is subject to audit completion. In addition, this presentation includes references to non-GAAP financial measures as defined by SEC Regulation G, including but not limited to Gross Margin, Adjusted Gross Margin and Adjusted EBITDA. We believe non-GAAP disclosures enable investors to better understand the Company's core operating performance. Such non-GAAP measures should be considered only as supplemental to, and not as superior to, financial measures prepared in accordance with GAAP. Please see the reconciliation on slide 43. Additionally, to the extent that forward-looking non-GAAP financial measures are provided, they are presented on a non-GAAP basis without reconciliations of such forward-looking non-GAAP measures due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliation.

Certain financial information and projections contained in this presentation are in draft form and based on internal financial reports as of November 11, 2020. These figures may not include all adjustments required by GAAP under PCAOB standards.

Neither the Company nor any of its directors, officers, employees, advisors, representatives or agents makes any representation or warranty of any kind, express or implied, as to the value that may be realized in connection with the Transaction, the legal, regulatory, tax, financial, accounting or other effects of a Transaction or the accuracy or completeness of the information contained in this presentation, and none of them shall have any liability based on or arising from, in whole or in part, any information contained in, or omitted from, this presentation or for any other written or oral communication transmitted to any person or entity in the course of its evaluation of the Transaction.

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#### Important Information about the Transaction and Where to Find It

Vesper Healthcare intends to file with the SEC a preliminary proxy statement of Vesper Healthcare in connection with the proposed Transaction and will mail a definitive proxy statement and other relevant documents to its stockholders. This presentation does not contain all the information that should be considered concerning the proposed Transaction and the other matters to be voted upon at the special meeting and is not intended to provide the basis for any investment decision or any other decision in respect of such matters. Vesper Healthcare's stockholders and other interested persons are advised to read, when available, the preliminary proxy statement, the amendments thereto, and the mendments thereto, and the related persons are advised to read, when available, the preliminary proxy statement, the amendments thereto, and the definitive proxy statement in connection with Vesper Healthcare's solicitation of proxies for the special meeting to be held to approve the proposed Transaction and other related matters, as these materials will contain important information about the Company and Vesper Healthcare and the proposed Transaction. The definitive proxy statement will be mailed to the stockholders of Vesper Healthcare as of a record date to be established for voting on the proposed Transaction and the other matters to be voted upon at the special meeting. Such stockholders will also be able to obtain copies of the proxy statement, without charge, once available, at the SEC's website at http://www.sec.gov, or by directing a request to: Vesper Healthcare Acquisition Corp., 1819 West Avenue, Bay 2, Miami Beach, FL 33139

#### Participants in the Solicitation

Vesper Healthcare and its directors and officers may be deemed participants in the solicitation of proxies of Vesper Healthcare stockholders in connection with the proposed Transaction. Vesper Healthcare stockholders and other interested persons may obtain, without charge, more detailed information regarding the directors and officers of Vesper Healthcare in its final prospectus for its initial public offering, which was filed with the SEC on September 30, 2020.

Information regarding the persons who may, under SEC rules, be deemed participants in the solicitation of proxies to Vesper Healthcare stockholders in connection with the proposed Transaction will be set forth in the proxy statement for the Transaction when available. Additional information regarding the interests of participants in the solicitation of proxies in connection with the proposed Transaction and the other matters to be voted upon at the special meeting will be included in the proxy statement that Vesper Healthcare intends to file with the SEC.

### VESPER INVESTMENT THESIS: HYDRAFACIAL SATISFIES ALL KEY OBJECTIVES

Vesper Investment Criteria	hydrafacial
Has a leading position in an attractive and growing industry	<b>√</b>
Possesses scientific/brand differentiation, offers competitive advantages, and can benefit from additional capital and our experience	✓
Ideal platform company to build a leading aesthetics technology company focused on estheticians and nurse practitioners	✓
Exhibits significant long-term growth prospects and growth drivers	$\checkmark$
Partner with established management teams to achieve long-term strategic and operational excellence	<b>√</b>
Cash pay/no reimbursement risk	$\checkmark$
Platform for further acquisitions	<b>√</b>
Global commercial infrastructure in place with profitability	<b>√</b>
Offers the potential for an attractive risk-adjusted return for our stockholders	<b>√</b>
Can benefit from being, and is prepared to be, a publicly owned company	✓

### **VESPER & HYDRAFACIAL MANAGEMENT**



BRENT SAUNDERS Co-Founder of Vesper

Experience: 25 Years





- Over 25 years of experience in various aspects of healthcare
- Extensive M&A experience with over 80 strategic transactions completed
- Most recently Chairman, President and CEO of Allergan
- Will be Executive Chairman after business combination, and lead company strategy











DR. MANISHA NARASIMHAN Co-founder of Vesper

Experience: 15 Years





2020)

companies







CLINT
CARNELL
Chief Executive Officer

Experience: 25 Years

- Over 25 years of experience
- CEO of HydraFacial since December 2016
- Previously founded and later successfully sold Charleston Renal Care to DaVita
- Previous Head of Surgical for Bausch + Lomb, and was COO of Solta Medical with Thermage, Fraxel and Clear + Brilliant Brands









LIYUAN WOO Chief Financial Officer

Experience: 23 Years

- Over 20 years of experience
- Recently joined HydraFacial in September 2020

Over 15 years of experience working with

Most recently SVP of Strategic Initiatives, Portfolio Innovation and IR at Allergan

(Ranked #1 by Institutional Investor for Best

IR Professional, Best IR Team, and Best IR

Will be CSO and oversee strategy and M&A

Program in the pharmaceuticals sector in

leading pharmaceutical and biotechnology

- Prior to joining HydraFacial, was the COO and CFO of The VOID, a virtual reality entertainment company
- Served as CFO for a number of companies such as SharkNinja, Gymboree, and bebe



Shark NINJA

Deloitte.





# THE HYDRAFACIAL SIGNATURE TREATMENT

1 CLEANSE







#### **BASE TIP**

**UPGRADES** 

- Vortex cleaning and hydra peel exfoliation cleanses the skin and exfoliates the outermost layer, removing dead skin cells
- Allows skin to reflect more light, inciting the "glow"

2 EXTRACT





#### **EXTRACTION TIP**

- Non-irritant acid peel comprised of salicylic and glycolic acid loosens up pore debris and dirt
- Extraction utilizes strong vacuum suction to remove blackheads and other impurities from the skin

\$200 Average cost 30 Minute treatment

Monthly

Recommended frequency

3 Core Serums

15 8
Boosters are partner boosters

3 HYDRATE





#### **VORTEX FUSION TIP**

- Delivers Hyaluronic Acid, Peptides and other pro-antioxidant formulas into the skin
- Detoxifies and rejuvenates, creating healthy skin structure and function

4 BOOST





#### **BOOSTERS**

- Boosters are made to address specific skin concerns such as acne, hyperpigmentation, dry skin and wrinkles
- HydraFacial has a number of proprietary boosters as well as partner boosters

# GAME CHANGING BRAND REDEFINING BEAUTY HEALTH

RESULTS SIMILAR TO A
PROFESSIONAL
MEDICAL TREATMENT
AND THE EXPERIENCE
OF A CONSUMER
BRAND



### SKIN CORRECTION

Medical delivery technology-focused

Lasers, Ultrasound, Fillers, Toxins

### SKIN CARE

Daily, over-the-counter skin care

Serums, Creams, Lotions, Supplements

### **BEAUTY HEALTH**

### hydrafacial

Highly effective, non-invasive and approachable treatment Bridging professional and retail skin care markets

# CONSUMERS ARE INCREASINGLY WILLING TO SPEND ON HIGH END BEAUTY HEALTH

GROWTH IN
SKINCARE INDUSTRY
DRIVEN BY PREMIUM
MARKET AND
EMPHASIS ON
SKINCARE, RATHER
THAN COSMETICS



### MILLENNIALS AGING INTO CATEGORY

- As millennials age, they are taking skincare more seriously and shifting spend to invest in premium treatments
- Prefer to spend on experiences over products



### INFLUENCERS AND SOCIAL MEDIA DRIVING PURCHASE DECISIONS

- Online demos, which originally gained popularity in cosmetics, are becoming increasingly influential in skincare
- Skincare increasingly valued in age of selfies/social media



### GROWTH IN DISPOSABLE INCOME

 As U.S. economy grows, consumers have more disposable income to spend on premium products



### SHIFT IN SPEND FROM MAKEUP TO SKINCARE

 Shift to treating underlying skin vs. using product to cover it up



### GROWTH IN MULTI-BRAND AND ONLINE RETAILERS

 Multi-brand retailers (i.e. Sephora) and digital native brands captivating consumer and pushing innovation



### CONSUMERS SHOPPING ACROSS MASS AND PREMIUM

 Consumers willing to shop across mass and premium in order to allocate more money towards trending categories/products

7

48% 2019 YoY Sales growth

38% 2019 YoY Adjusted EBITDA growth

> \$167M Sales 2019

\$41M Adjusted EBITDA 2019

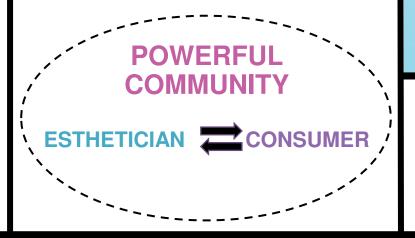
Source: Third party research 2019; reflects pre-COVID conditions. Note: The above financial statements and projections are in draft form and based on internal financial reports as of November 12, 2020. These figures may not include all adjustments required by GAAP under PCAOB standards. The above figures include non-GAAP financial measures, including but not limited to Gross Margin, Adjusted Gross Margin and Adjusted EBITDA. Please see the corresponding reconciliation on slide 43 of this Presentation.

(1) Excludes Shipping / Other Revenue. Based on 2019A.



30 MIN, 3 STEPS TO CREATE LOYALTY AND DRIVE LIFETIME VALUE:

CLEANSE EXTRACT HYDRATE



40 NPS Score among consumer

(Higher than Botox)
80 NPS

Score among estheticians



99%
"Worth It" rating on RealSelf

38 Patents

18 pending patents

51%
2019 Consumables<sup>(1)</sup>
49%
2019 Delivery Systems<sup>(1)</sup>

### Master Plan

1

Sell a lot of products and use that money to...

2

Invest in our skincare providers and use that relationship to...

3

Find the consumers and build a direct relationship.

4

Leverage technology to connect them wherever, whenever & forever.

5

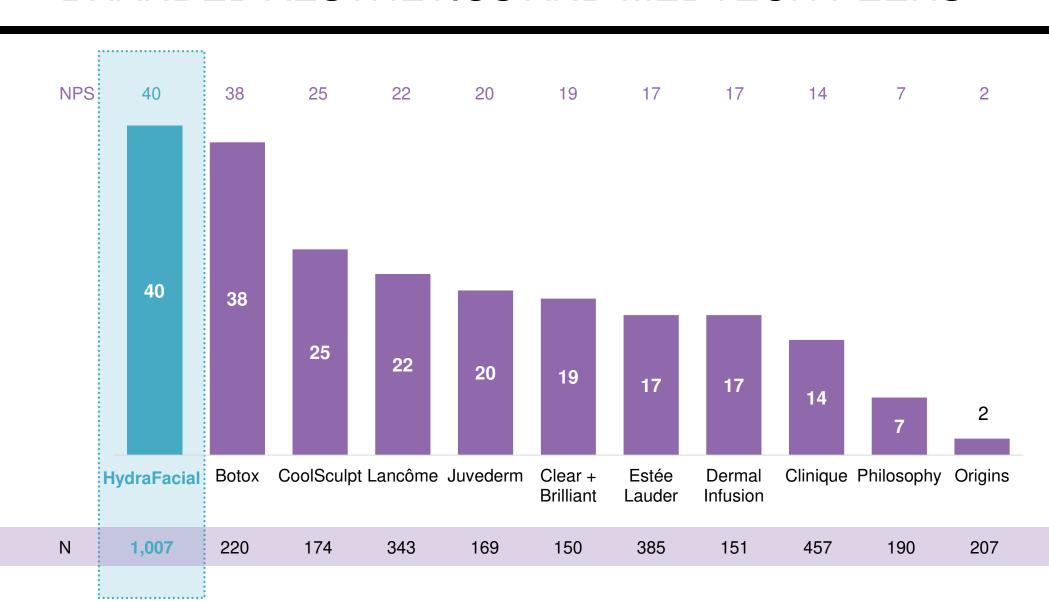
Build the ultimate flywheel of influence!



### **BUSINESS OVERVIEW**

hydrafacial and the second of the second of

### HYDRAFACIAL NPS RANKS HIGHEST ACROSS BRANDED AESTHETICS AND MEDTECH PEERS



# THE HYDRAFACIAL DELIVERY SYSTEMS AT A GLANCE

49% of Sales(1)



- Developed in house using proprietary technology
- Delivery systems have an average life of 7 years
- 3.2M treatments performed annually<sup>(2)</sup>
- 12% of practices/offices have more than 2 systems



NEXT GENERATION SYSTEM: HUB OF ALL EXPERIENCES

### KERAVIVE SYSTEM



### PERK AT SEPHORA



Source: Third party research 2019; reflects pre-COVID conditions.¹Based on 2019A.

Excludes Shipping / Other Revenue and Healthy Scalp. ² Based on 2019A and includes

Perk. Note: Units sold is based on 2019A. The above financial statements are in draft form and based on internal financial reports as of

November 12, 2020. These figures may not include all adjustments required by GAAP under PCAOB standards. The above figures include
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corresponding reconciliation on slide 43 of this Presentation.

### CONSUMABLES AT A GLANCE

51% of Sales(1)

- Serums flow through the delivery systems during a treatment, with a new set used with each system
- A new tip is used for each step within the HydraFacial treatment
- The systems allow for the option to customize treatments using different boosters

SIGNATURE Core Serums



**TIPS** 



1.0M Units Sold



8.8M Units Sold



HYDRAFACIAL BOOSTERS



PARTNER BOOSTERS



21k Units Sold



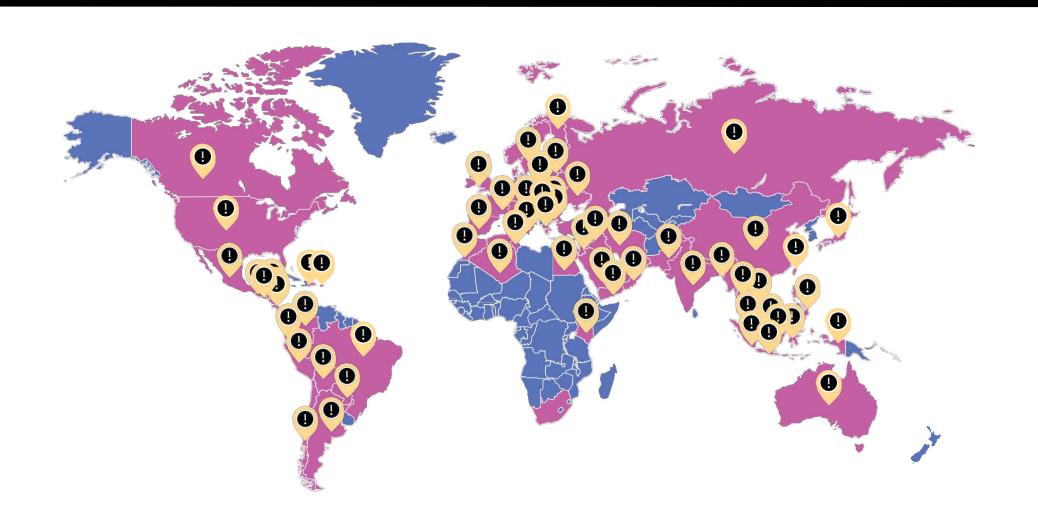
LEADING PRESENCE AROUND THE GLOBE

Loved in

87

Countries Worldwide

15,000+
Delivery Systems



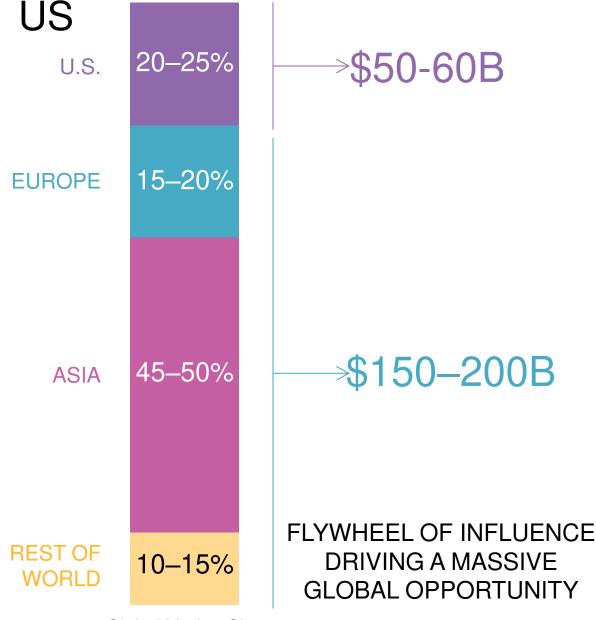


### MULTI-DIMENSIONAL GROWTH OPPORTUNITIES

#### PILLARS OF GROWTH

- Significant white space opportunity to grow units and consumables across geographies
- Brand and product extensions
- Technology driven product and category expansion

### MASSIVE OPPORTUNITY BOTH IN AND OUTSIDE THE



Global Market Size

### PARTICIPATING IN TWO HIGH-GROWTH CATEGORIES WITHIN PERSONAL CARE

SPA SERVICES
GROWING ACROSS
ALL TYPES OF
TREATMENTS,
PARTICULARLY IN
FACIALS



expected growth in U.S. medical spa services (2017–2025)

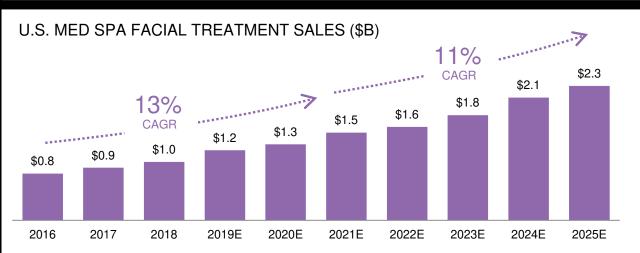


6.4% expected growth in U.S. spa facilities (2017–2022)



14.0% expected growth in U.S. skin care specialists (2016–2026)

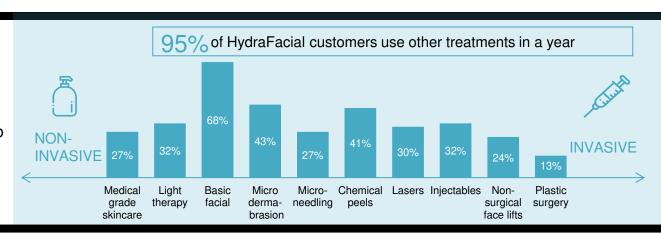




### FAVORABLE MARKET SHIFTS BENEFITING THE HYDRAFACIAL BUSINESS MODEL

### SKIN HEALTH

HYDRAFACIAL IS AN AND COMPANY NOT AN OR COMPANY Today's consumers are seeking approachable and effective skin health solutions that bridge the gap between OTC and invasive options



EXPANDING DEMOGRAPHICS

Facial consumers are more diverse across genders and are younger than ever before, offering a significant market opportunity

#### **ACROSS GENERATIONS**



Over 30% of customers at beauty retailers (Ulta, Sephora, etc.) are under 24

#### ACROSS GENDERS

#### **ACROSS OTHER TREATMENTS**



Providers predict ~2x growth in male mix of total facial patients



20% of HydraFacial consumers receive 6+ other skincare treatments

EXPANDING THE CATEGORY WHILE STILL BEING THE TREATMENT OF CHOICE FOR 45+ FEMALES

SIGNIFICANT OPPORTUNITY ACROSS CHANNELS

Consumers seek an experience across all channels of service

### Spa Service Market

Regular and \$\$

### Aesthetics Market

Occasional and \$\$\$

### Beauty Retail Market

Often and \$

Source: Third Party Research 2019; reflecting pre-COVID conditions.

### CREDIBLE NEAR-TERM PATH TO 12% OF U.S. POPULATION

### **FACE SUPERS**

~2%

of total U.S. Adult Population

~8
'facials'
per year

\$100 per month skincare 30 min

per day face regimen

Very strong motivations

Significant

'life quests'

**USED HYDRAFACIAL** 

25%

Received HydraFacial in past 12 months

### **FACE REGULARS**

~4%

of total U.S. Adult Population

~5
'facials'

per year

\$50 per month skincare 30 min per day face regimen

**Strong** motivations

Significant 'life quests'

**USED HYDRAFACIAL** 

7%

Received HydraFacial in the past 12 months

### **FACE CASUALS**

~6%

of total U.S. Adult Population

~1
'facials'
per year

\$20

15 min

per month per day skincare<sup>1)</sup> face regimen

Moderate motivations

Moderate

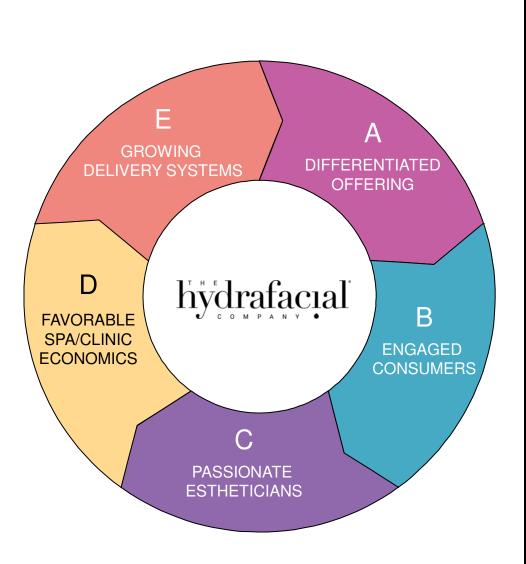
'life quests'

**USED HYDRAFACIAL** 

1%

Received HydraFacial in the past 12 months

### POWERFUL FLYWHEEL DRIVES COMPETITIVE POSITIONING



### A Differentiated offering to build brand

- Technologically advanced offering with high consumer and provider engagement
- Customization/Personalization to skin concern

### **B** Strong base of engaged consumers to fuel growth

- 50–60% Millennials (vs. ~40% of facial users), a highly-engaged demo
- 15% of users get 4+ HydraFacial treatments in a given year
- Industry-leading 40 NPS (vs. 5–15 NPS for other skincare brands)

### Passionate esthetician community to recommend HydraFacial

- Avid social discussion; 5x more esthetician posts than competitors
- estheticians actively recommending (80 NPS; 45% of users learned about HydraFacial from their provider)
- estheticians make ~20% more than from a traditional facial

### Pavorable spa/clinic economics to increase HydraFacial share

Payback of delivery system in ~5 months

### Growing installed base to fund new investments

- As HydraFacial grows, investing in training to build esthetician loyalty
- Investing in targeted S&M investments to create deeply loved brand and R&D efforts to improve offering/create innovative products

Source: Third party research 2019, reflecting Pre-COVID conditions. NPS as of 2019.

### UNIQUE BUSINESS MODEL FOCUSED ON THE ESTHETICIAN



SIMPLE &
EFFICIENT
CALL POINT –
ESTHETICIAN

#### **AESTHETICS**



**BEAUTY RETAIL** 











THE RITZ-CARLTON®

WHAT'S IMPORTANT TO THE ESTHETICIAN

Training & Continued Education

Access to Latest Technology & Products Loyal & Satisfied Returning Customers

Marketing Capabilities

VALUE IN THE ESTHETICIAN MODEL











**INFLUENCER** 

### PROVIDER & ESTHETICIAN EDUCATION



On Demand, Quick Hits & Virtual



#### **Podcast**

### **Expert Hours**

7 sessions year to date, avg >100 per session

Business building Webinars

**Treatment Webinars** 



& Other Live Training

SPROUT: all about the scalp; launching a new service Since Feb 2020; Acct/Attendee: 42/48

JOURNEY: exploring skin beyond the face

Since Jan 2020; Acct/Attendee: 29/35

### HFX\*: 2-day HF Experience

Since April 2018; Acct/Attendee: 712/1,026 Consumables up 25-33% & \$2M systems sold

### JUMPSTART: fresh start for Blue Circles

Since Mar 2019; Acct/Attendee:178/237 Consumables up 11%

BOOST: business building workshop close to home Since June 2018;
Acct/Attendee: 1.000/1.680

### hydrafacial



Goal to be the world's largest educator and deployer of estheticians





\$1.2M



Pilot: 293 enrolled; 229 active

"This is everything I wish I would have learned in aesthetics school."

### SOCIAL MEDIA **POWER HOUSE**



~2.3 BILLION

2019 Media Impressions

Significant 170%





~230,000

Provider Searches in 2019

World Tour ROI





allure

**VOGUE** 





ENEWS

**Forbes** 

POPSUGAR.



IN THE PRESS

BRIT+CO





16% Instagram **Engagement Rate** 

SIGNATURE EVENTS

Industry Leading (1)

22

# LED BY A VISIONARY AND EXPERIENCED MANAGEMENT TEAM

200+

COLLECTIVE

YEARS

OF EXPERIENCE

within the sector



CLINT CARNELL
Chief Executive Officer

Experience: 25 Years



BAUSCH+LOMB
ORANGETWIST





LIYUAN WOO Chief Financial Officer

Experience: 23 Years



**GYMBORee** 

bebe

Shark NINJA

Deloitte.



JEFF KUCKENBAKER
Chief Information Officer

Experience: 20 Years



StanleyBlack&Decker





DEB RODRIGUEZ
Chief Talent Officer

Experience: 33 Years









DAN WATSON EVP. Sales U.S.

Experience: 36 Years



*s*tryker





MINGO KU VP & GM, APAC

Experience: 22 Years







KATE GILBERT

Experience: 30 Years



BIOMARIN





MARK PRICE VP, RA, QA, R&D

Experience: 35 Years









LOURDES RUIZ VP, Operations

Experience: 34 Years









ROSEMARIE HOLCOMB Senior Director, Marketing

Communications

Experience: 11 Years

hydrafacial

### Investment Highlights

1

### CATEGORY CREATING PRODUCT

 Innovative product extension into IOT with data connection, personalization and clean beauty in skin and scalp health 2

### EXCEPTIONAL MARKET OPPORTUNITY

 Connector capable of creating consumer demand around the globe 3

#### **LEADING PLATFORM**

 Established, unique partnerships across many channels

4

### MULTI-DIMENSIONAL GROWTH OPPORTUNITIES

 Digitally, categorically and globally; Organically and through M&A.
 Growth categories of, skin and scalp, consumable, and digital 5

### COMPELLING ECONOMIC PROFILE

 High value and high margin equipment and consumables profile 6

### UNIQUE BUSINESS MODEL

 First industry mover with patented technology, brand following, partnerships across the ecosystem and innovative add-ons 7

### BEST-IN-CLASS MANAGEMENT AND BOARD

 Highly-respected CEO, experienced executive management, and handson Vesper board



# GROWTH & FINANCIALS



### STRATEGIC INITIATIVES



### RELENTLESSLY INNOVATE AS A CATEGORY CREATOR

- ☐ Category Ownership Skin & Scalp Health
- □ 2.0 with personalized services to launch in 2022
- □ Value-added innovation across all touchpoints – serums, devices, and experiences



### DRIVE CONSUMER DEMAND WITHIN THE ECOSYSTEM

- ☐ Turn up marketing of the brand, the wellness and personalization messaging
- ☐ Gift category with impactful promotional activities
- ☐ Focused investment in shortform and partnerships
- ☐ Continued effort with providers through education and pop-ups



### LEVERAGE TECHNOLOGY TO FUEL GROWTH END-TO-END

- ☐ Connector platform Build robust and scalable programs that solidify relationship with estheticians & providers and end consumers
- ☐ Expand product offering digitally
- □ Data availability and personalized experiences



### **EXPAND GLOBAL FOOTPRINT**

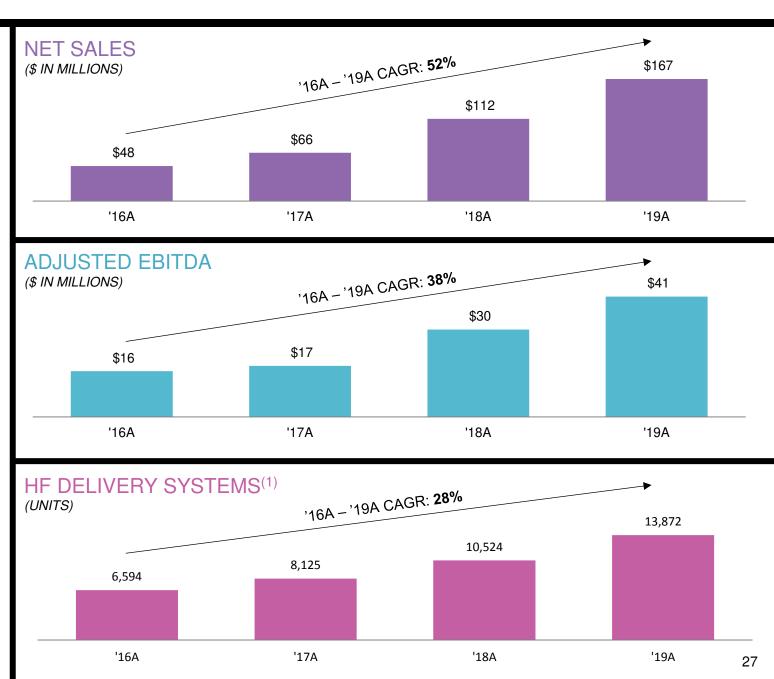
- Sales offices with support
- ☐ Distributor to Direct M&A

### HISTORICAL PERFORMANCE

### KEY TAKEAWAYS

- Significant historical revenue growth driven by:
  - Continued domestic momentum combined with significant growth from recent international expansion
  - System upgrade cycle driven by the introduction of delivery systems in 2016
  - Rapidly growing numbers of delivery systems with increasing recurring revenue in both the US and internationally
- Growth in EBITDA driven by steady gross and adjusted EBITDA margins, largely a result of:
  - Continued increases in capital and consumable rep productivity

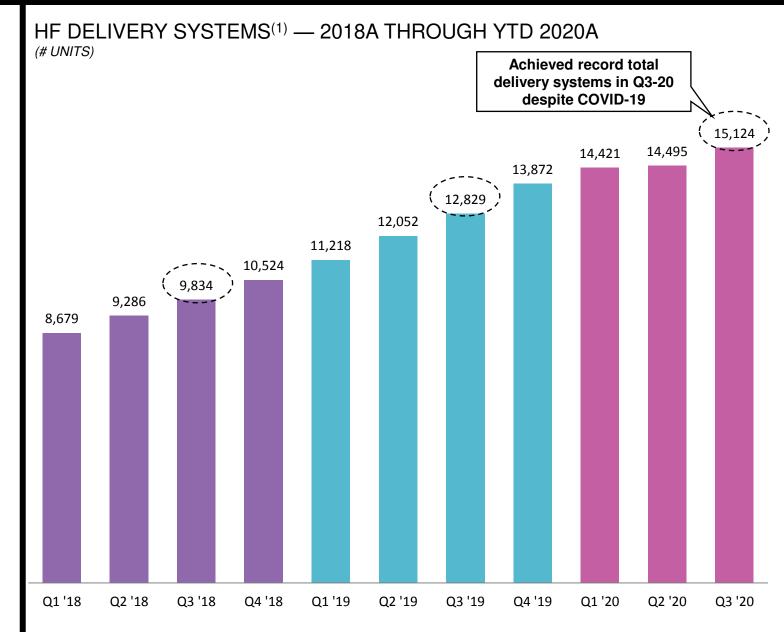
(1) Year-end delivery systems includes US and International. Note: The above financial statements are in draft form and based on internal financial reports as of November 12, 2020. These figures may not include all adjustments required by GAAP under PCAOB standards. The above figures include non-GAAP financial measures, including but not limited to Gross Margin, Adjusted Gross Margin and Adjusted EBITDA. Please see the corresponding reconciliation on slide 43 of this Presentation.



### HISTORICAL AND 2020A DELIVERY SYSTEMS

### KEY TAKEAWAYS

- Strong historical growth in delivery systems and number of consumable customers, with delivery systems increasing at a CAGR of ~24% from Q3-18 to Q3-20
  - Despite significant impact of COVID-19 in 2020, the number of HF delivery systems has continued to increase, both in the US and Internationally



<sup>(1)</sup> Delivery systems include US and International. # of units calculated at the end of each period. Figures presented net of churn – a customer is assumed to be churned if they have not purchased any consumables in the last 18 months.

### YTD 2020A MONTHLY PERFORMANCE (CONT'D)

### KEY TAKEAWAYS

- 2020 monthly revenue is rebounding rapidly towards 2019 levels, demonstrating a strong recovery across the business
  - Quick ramp back to growth and profitability once locations are open and accessible
  - A number of domestic and international locations still significantly affected by opening restrictions, providing remarkable upside potential once restrictions are lifted
  - Monthly consumable customer volumes showing sequential monthly improvement, with Sept-20 trending near prior year, pre-COVID-19 levels
  - Sold 1400+ delivery systems since COVID-19<sup>(1)</sup>

**NET SALES** YTD 2019A YTD 2020A (\$ IN MILLIONS) \$17 \$15 Sales impacted by COVID-19 with \$15 a quick recovery \$14 \$13 \$13 \$13 \$12 \$12 \$12 \$11 \$10 \$9 \$9 \$9 \$8 \$3 Feb Jan Mar Apr Mav Jun Jul Aug Sep

Note: The above financial statements are in draft form and based on internal financial reports as of November 12, 2020. These figures may not include all adjustments required by GAAP under PCAOB standards. The above figures include non-GAAP financial measures, including but not limited to Gross Margin, Adjusted Gross Margin and Adjusted EBITDA. Please see the corresponding reconciliation on slide 43 of this

(1) Represents the period from May 1, 2020 to November 12, 2020

### HISTORICAL AND PROJECTED FINANCIAL SUMMARY

### Longer Term Outlook (\$ IN MILLIONS)

	2018A	2019A	2020E	2021E	2022E
Net Sales	\$112	\$167	\$115	\$181	\$250
Sales Growth %	70 %	48 %	(31)%	57 %	38 %
Adj. Gross Profit	\$84	\$125	\$76	\$133	\$189
Adj. Gross Margin %	75%	75%	66%	73%	76%
Adj. EBITDA	\$30	\$41	\$8	\$25	\$41
Adj. EBITDA Margin %	27%	25%	7%	14%	16%

### TRANSACTION OVERVIEW

(\$ IN MILLIONS)

Sources	
Vesper Cash in Trust	\$ 460
PIPE Investment	350
Sellers Equity	315
Total	\$ 1,125

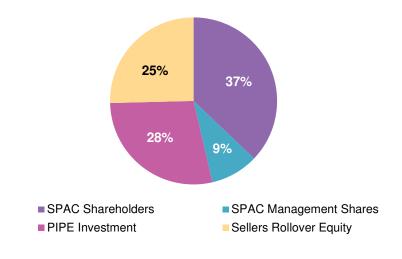
Uses	
Cash to Balance Sheet	\$ 100
Debt Repayment	245
Sellers Equity	315
Secondary Proceeds	415
Estimated Transaction Costs & Expenses	50
Total	\$ 1,125

#### **ADDITIONAL TRANSACTION DETAILS**

- Pro forma enterprise value of \$1.14bn
- \$350mm pipe raised at \$10 per share
- Transaction expected to close in the first half of 2021

Pro Forma Valuation <sup>(1)</sup>	
Share Price	\$10.00
Pro Forma Shares Outstanding	124.0
Equity Value	\$ 1,240
(+) Debt	0
(-) Pro Forma Cash	(100)
Enterprise Value	\$ 1,140

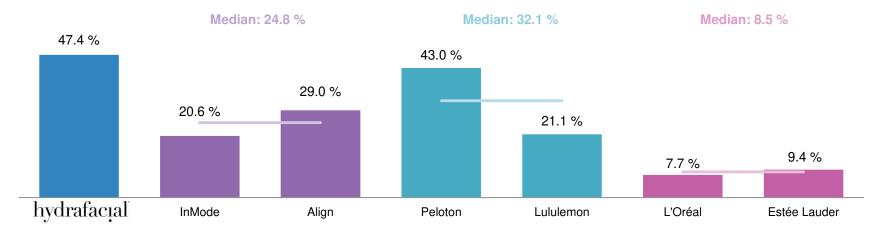
#### **OWNERSHIP POST-BUSINESS COMBINATION**



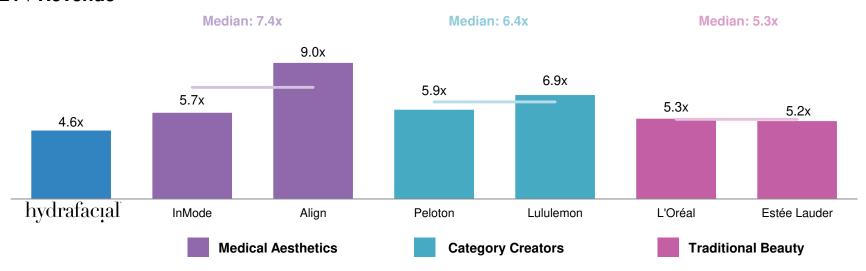
### VALUATION BENCHMARKING

HIGH GROWTH MEDICAL AESTHETICS, TRADITIONAL BEAUTY, AND CATEGORY CREATORS

#### 2020E to 2022E Revenue CAGR



#### 2022E EV / Revenue



Source: Cap IQ, IBES estimates as of 10-Nov-2020



### **APPENDIX**



### VESPER IS SUPPORTED BY A BEST IN CLASS BOARD OF DIRECTORS

#### **Board of Directors**



#### **Brent Saunders**

- Former Chairman, President and CEO of Allergan
- Former CEO of Bausch & Lomb, Forest Labs, and Actavis



#### Dr. Manisha Narasimhan

- Former SVP of Strategic Initiatives,
   Portfolio Innovation and IR of Allergan
- Former Executive Director and head of IR of Regeneron Pharmaceuticals

### **Barry Sternlicht**



Mr. Sternlicht is the Chairman & CEO of Starwood Capital Group, Chairman of Starwood Property Trust and Senior Advisor of Invitation Homes

- 29 years of experience structuring investments with a combined asset value of over \$110B
- Founded Starwood Capital Group in 1991
- Built Starwood Hotels into one of the leading hotel and leisure companies in the world and the St. Regis Hotels brand into a global brand
- Created W Hotels, one of the world's most successful "boutique" brand

#### **Dr. Julius Warren Few**



Dr. Few is the Founder of The Few Institute For Aesthetic Plastic Surgery

- 30 years of medical experience, boardcertified plastic surgeon for 18 years
- Professor at the University of Chicago Pritzker School of Medicine and Former Developer and Director, Northwestern University Feinberg School of Medicine
- Member of the American College of Surgeons and the American Society of Plastic and Reconstructive Surgery
- Authored 100+ scientific publications

### **Michael Capellas**



Mr. Capellas currently serves on the Boards of Cisco, Flex, and Blue Yonder

- More than 30 years in executive, senior leadership, management, and advisory roles in IT and Telco
- Former President of Hewlett-Packard, former CEO of Compaq, MCI Inc. (previously WorldCom), First Data Corporation and VCE
- Founding Chairman and CEO of VCE, a joint venture between Cisco, EMC and VMware which developed and commercialized an innovative platform for cloud computing

### VESPER AND HYDRAFACIAL ARE STRENGTHENED BY ADVISORS

### Vesper Advisory Board

#### **Desiree Gruber**



Desiree Gruber is a Peabody Award-winner and was the co-founder and executive producer of the Project Runway television series for 16 years. She's now the founder of Full Picture, a brand accelerator, content production, communications, and consulting services company.

#### **Bob Perry**



Robert Perry has over thirty years' experience in the medical device industry and from 2013 to 2020 served as the Sr. Vice President of Device R&D at Allergan with responsibility for Aesthetic and Eyecare products. While at Allergan, Mr. Perry played a leadership role in the assessments and integrations of numerous acquisitions.

### Sachin M. Shridharani, MD, FACS



Dr. Sachin Shridharani is a renowned, Manhattan based plastic surgeon board certified by The American Board of Plastic Surgery. He is the founder of LUXURGERY and the first plastic surgeon in New York to inject Kybella following its FDA approval. He has since performed nearly three thousand treatments.

### HydraFacial Advisors

#### Joe Pine



Joseph Pine II is an internationally acclaimed author, speaker, and management advisor to Fortune 500 companies and entrepreneurial startups alike. Mr. Pine's experiences prior to cofounding Strategic Horizons include holding a variety of technical and managerial positions with IBM.

#### Jane Christensen



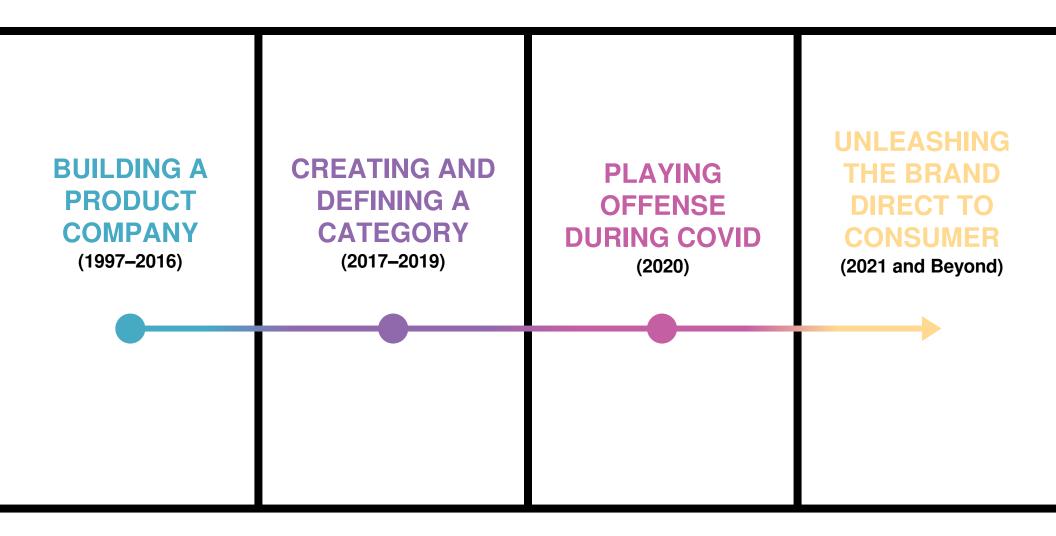
Jane Christensen is the co-founder and President of Omni providing business strategies for medical practices and retail integration of Omni's bioceutical products. Her most entrepreneurial recent ventures include: Omni Medical Imaging, a spa like out-patient radiology center; Omni Wellness Center; and Integrated Laser Solutions

#### **Eddie Yoon**



Eddie Yoon is the founder of EddieWouldGrow, LLC, a think tank and advisory firm on growth strategy. Previously he was one of the senior partners at The Cambridge Group, a strategy consulting firm.

### **EVOLUTION OF THE HYDRAFACIAL STORY**



MORE THAN TRIPLED THE BUSINESS FROM \$48M NET SALES IN 2016 TO \$167M IN 2019

# HYDRAFACIAL'S COMPETITIVELY DIFFERENTIATED PRODUCT CREATES CONSUMER PULL AND PROVIDER PUSH

HydraFacial's

### TRULY DIFFERENTIATED PRODUCT

with a technological edge...



- Unique product in the market that meets consumer expectations
- Technology is protected by 20+ years of R&D and 38 patents
- 15K+ active delivery systems<sup>(1)</sup>

...and a strong reputation with

### PROVIDERS TO 'PUSH' DEMAND



- Favorable economics for spa owners and estheticians
- Strong existing community of estheticians
- Best-in-class 80 NPS from estheticians

...leads to strong brand creating

### 'PULL' DEMAND FROM CONSUMERS



- Immediate benefits, limited downtime and less pain than manual extractions
- Immediate results from a 30minute treatment
- 99% "Worth It" rating on Real Self
- High awareness and NPS as the only branded facial in market

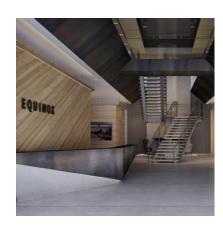
### GROWING PORTFOLIO OF LEADING PARTNERSHIPS

### MEDICAL/MED SPA



Spas operated by nurse practitioners, estheticians and PAs overseen by physicians, as well as plastic surgeon and dermatology practices that offer cosmetic treatments

### SPAS/RESORTS



Day, wellness, hotel and destination spas typically operated by estheticians

### PARTNER BOOSTERS

SKINCEUTICALS
(2017 protocol)

ZO° SKIN HEALTH (2017)







colorescience<sup>®</sup>





Retail beauty products stores that also offer skincare treatments on a limited basis









### RECURRING NATURE OF BUSINESS MODEL

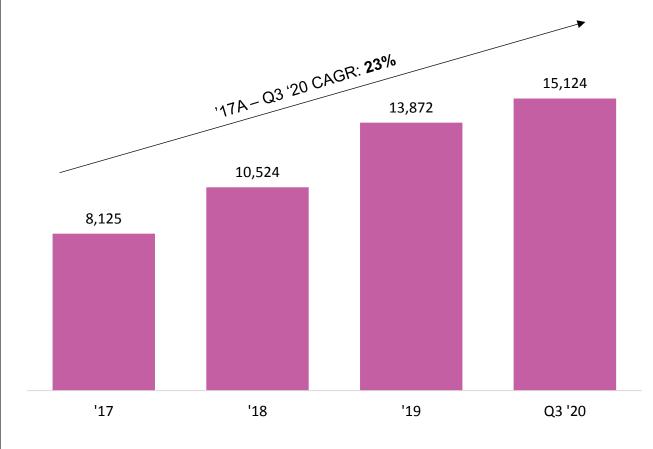
### **KEY POINTS**

- Once installed, systems generate meaningful recurring revenue
- 51% of 2019 revenue from consumables and expected to grow over time as installed base expands
- Consumables grow as utilization increases post COVID on existing and newly installed systems and as boosters increase revenue per treatment
- Attractive economics for med spa owners and estheticians

HydraFacial's delivery systems numbered 15,124 in Q3 2020

Achieved record total delivery systems achieved in Q3-20 despite COVID

#### HYDRAFACIAL DELIVERY SYSTEMS(1)



### PLAYING OFFENSE DURING COVID AND BUSINESS RECOVERY

### **INITIAL IMPACT**

- Managed business steadily through COVID
- □ Contained impact of salon and store closures to Spring 2020
- Monthly revenue declined to low single digit millions

### **CREATIVE RESPONSES**

- ☐ Initiated inventive solutions to drive revenue
- □ Integrated and streamlined operations at the new Burnett facility
- ☐ Launched Keravive scalp treatment program
- ☐ Invested in long term growth opportunities
- ☐ Launched warehouse management system

### IMPROVING ENVIRONMENT

- Quickly ramped up following store reopenings
- ☐ Began rehiring sales team
- □ 600+ increase in delivery systems in Q3-20 despite COVID-19
- □ 2020 monthly revenue has rebounded rapidly towards 2019 levels

### STATE OF BUSINESS

- □ Some locations are still limited by opening restrictions, providing upside potential once lifted
- □ Vast majority of sales organization able to be rehired after furlough

2020 MONTHLY REVENUE HAS REBOUNDED RAPIDLY TOWARDS 2019 LEVELS

### HYDRAFACIAL CURRENT OWNERS

### LINDEN

- Chicago-based private equity firm focused exclusively on the healthcare industry
- One of the country's largest dedicated healthcare private equity firms, having invested over \$2 billion and raised nearly \$3 billion of commitments since founding
- Linden's strategy is based upon three elements: (i) healthcare specialization, (ii) integrated private equity and operating expertise, and (iii) its differentiated human capital program



- Highly respected private equity firm focused exclusively on the healthcare industry, primarily making control investments in North American middle-market healthcare companies
- Currently manages over \$1.4 billion in committed capital and invests in leading healthcare companies with proven management team
- Specializes in helping mid-stage companies reach their growth potential by providing the capital, deep industry knowledge, strategic guidance and acquisition expertise

### HISTORICAL INCOME STATEMENT

(\$ IN MILLIONS)

	Fiscal Year Ending December 31		
	2018A	2019A	
Net Sales	\$112	\$167	
Sales Growth %	70 %	48 %	
COGS	\$29	\$49	
Adj. Gross Profit	\$84	\$125	
Adj. Gross Margin %	75%	75%	
Adj. EBITDA	\$30	\$41	
Adj. EBITDA Margin %	27%	25%	

### 2018 AND 2019 ADJUSTED EBITDA BRIDGE (\$ IN MILLIONS)

Operating Income to Adjusted EBITDA Bridge	2018	2019
Operating Income	\$ 11	\$ 14
Depreciation/Amortization	11	14
Management and board costs	4	<b>2</b> <sup>(1)</sup>
Non-recurring and one-time fees	4	11
Adjusted EBITDA	\$ 30	\$ 41