

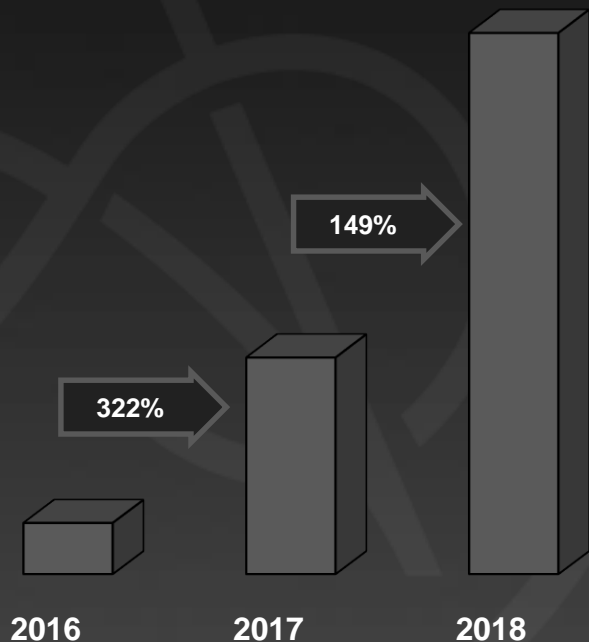


THE PERPETUAL PURSUIT OF PERFECTION  
AESTHETICS BIOMEDICAL



# SOLID REVENUE GROWTH PERIOD

FIRST THREE YEARS



- Company founded in early 2016
- Seed funding led by Chairman of the Board Todd Davis (founder & CEO of Lifelock)
- Initial revenue growth from strong market acceptance of The Vivace Experience
- Recurring revenue (consumables) up to almost 25% of total revenue
- Future revenue growth from Vivace, SENZA, SANAA SkinCare Centers, and SoME,
- 267% Staff increase since 2016

# AESTHETICS BIOMEDICAL LEADERSHIP

**Todd Davis**, Chairman of the Board  
Founder and Chairman of the Board of Lifelock

**MaryAnn Guerra**, CEO and Co-Founder  
A progressive career in leadership, entrepreneurship, and the creation of successful bioscience and med-tech start-up businesses.

**Todd Rethemeier**, Chief Financial Officer  
20+ years of financial experience as a consultant, Wall Street analyst, and CFO, including capital raising and strategic/capital planning

**Alan Baumel**, Chief Regulatory Officer  
25+ years experience creating value for new ventures and established companies by implementing, improving, and leading regulatory affairs, quality assurance, operations, and program management.

**John Godson**, Vice President of Sales  
20+ years of executive management, sales, marketing and master distribution experience within the medical device and laser industries.

**Lawrence Rheins, PhD., Chief Scientific Officer**  
30 year experience in cosmetics at P&G, Kimberly-Clark , OTC/Rx Dermatologics. Experience with launching new skin care companies and innovative topical products.



## KEY ADVISORS

### Knowledge Opinion Innovation Network

- Dr. Sheila Nazarian
- Dr. Emil Tanghetti
- Dr. Monica Bonakdar
- Dr. Jordana Herschthal
- Dr. Shelly Friedman
- Dr. Sean Kelishadi
- Dr. David Vasily
- Dr. Sejal Shah

### Aesthetics Biomedical Clinical Advisory Board

- Dr. Steven Dayan
- Dr. Zoe Draelos
- Dr. Robert Kellar
- Dr. Wendy Roberts
- Dr. Stephen Ronan
- Dr. Grant Stevens

# PRODUCT PORTFOLIO

**The Vivace and Vivace Experience** <sup>TM</sup>

*Launched Q2 2016*

**ABM SANAA SkinCare Center**

*Launched Q1 2019*

**SENZA Laser Hair Removal**

*Launched Q2 2019*

**SoME Personalized SkinCare Product**

*Launching Q3 2019*

**The Onix Experience**

*Regulatory Clearance Underway*





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**NIX**  
Defining a Better You



**VIVACE**<sup>™</sup>  
Fractional Micro Needle RF



**SENZA**  
Laser Hair Removal



**sanaa**

/sa•NAH/*noun*

1. A thing of beauty; a work of art; like a Lily or Lotus

SANAA SkinCare Centers built around ABM Devices and Designed Treatment “Experiences” ....Vivace, Senza, SoME

Located in non-core locations

- Primary Care, Family Practices, OB-GYN, Chiropractor, Dental, Health Clubs/Spas

Leverages Practices with established customer relationships that provide a trusted source for clients new to aesthetics.

Introduces opportunity to hand off customers to Core Aesthetic physicians that provide broader array of aesthetic services.

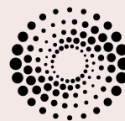
# MarketWatch

The Global Platelet Rich Plasma Market is **expected to exceed more than US \$4.5 Billion** by 2024 at a CAGR of 12.5% in the given forecast period.

## ALLERGAN 360° AESTHETICS REPORT™

**More than 73% of consumers worldwide expect to spend money on a physician-administered aesthetic treatment in the next year<sup>1</sup>, compared to 50% who reported spending money in the past year.<sup>2</sup> Globally, millennials are more likely to consider treatment preventatively before older cohorts.<sup>3</sup>**

1. Percentage of the Total Global Aesthetic Conscious Consumers (n=10,694) who say they expect to spend money on a physician-administered aesthetic treatment this year.
2. Percentage of the Total Global Aesthetic Conscious Consumers (n=7,326) who say they spent money on a physician-administered aesthetic treatment in the past year.
3. Percentage of the Total Global Aesthetic Conscious Consumers 21-35 (n=2,001), 36-55 (n=1,0), 56-65 (n=314) who are aware of preventative treatment.



## REUTERS

The Global Anti-Aging Market was worth \$250 billion in 2016 and estimated to be growing at a CAGR of 5.8%, **to reach \$331.41 billion by 2021.** The future growth of anti-aging market is observed to rely on the advancement and technological development with enhanced efficacy and safety of anti-aging products.

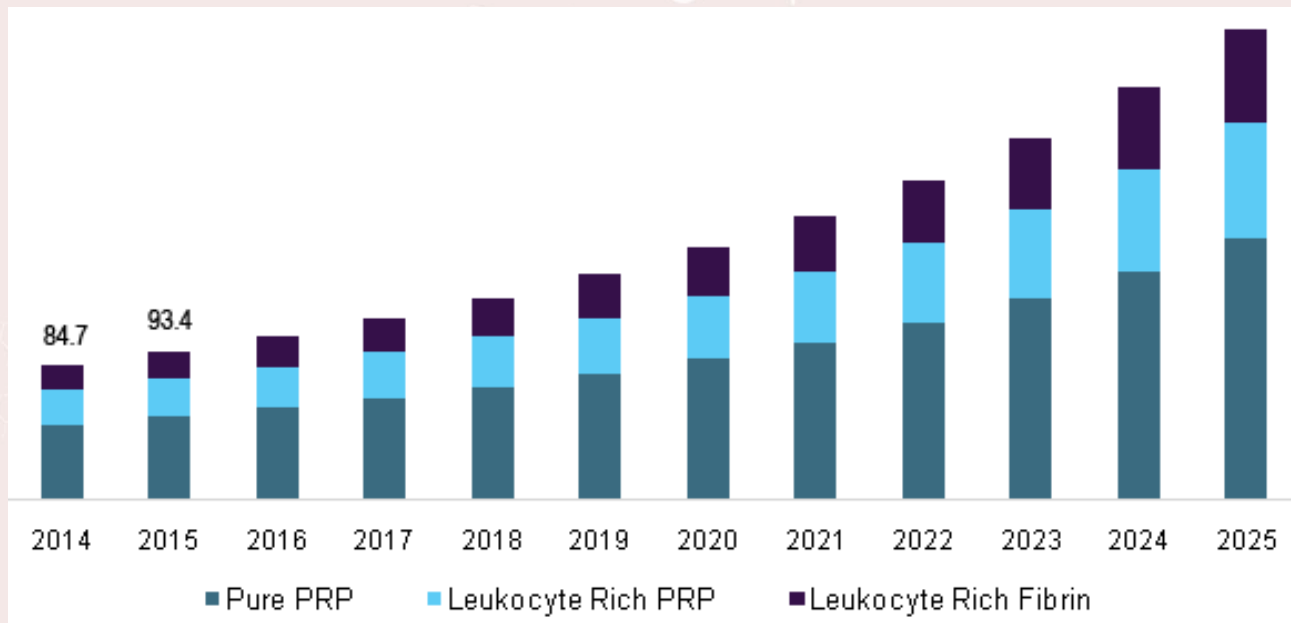
**Nearly \$1.9 billion was spent on skin rejuvenation, the fast-growing sector of the aesthetic non-surgical industry.**

SOME™

SKINCARE THAT'S ALL YOU



# US Platelet Rich Plasma (PRP) Market Revenue by Product 2014 - 2025 (USD Million)



The logo for 'SO ME' features the word 'SO' in a large, white, serif font. The 'O' is partially overlapped by the word 'ME', which is in a smaller, dark grey, sans-serif font. A small 'TM' trademark symbol is positioned to the upper right of the 'E'.

SO ME™

SKINCARE THAT'S ALL YOU

**SoME + PRP = TOPICAL TAKE HOME SKINCARE**

## **SKINCARE THAT'S ALL YOU**

VISIBLY IMPROVES APPEARANCE OF



Glowing Skin



Facial Aging



Wrinkles & Fine  
Lines



Skin Texture &  
Tone



Dryness



Healthier Looking  
Skin

# CLINICAL TRIAL DESIGN

**STUDY TITLE:** Evaluation of an At-Home (personalized) PRP Serum to Mitigate Signs of Facial Photoaging

**INVESTIGATOR:** Zoe Diana Draelos, MD

**DESIGN:** Split-Face, Randomized, Investigator-blinded

**Number of PATIENTS:** 20

**PRODUCTS:** SoME Base Cosmetic Serum (Control) vs PRP + SoME Base Cosmetic Serum (Treatment) SPF 30 Sunscreen

**DEVICES:** RUMI electroporation device  
EMCYTE Centrifuge  
PurePRP SP II 60mL

## OUTCOME AT 8 WEEKS



WEEK 0



WEEK 8

SoME™

SKINCARE THAT'S ALL YOU

# SoME Data Conclusions

- The study showed a significant clinical effect when using SoME Base + PRP over a 8 week period.
- At eight weeks, histologically the SoME Base + PRP demonstrated increased Rete Peg presence, elastin, and collagen.
- Collagen Type 1 was significantly upregulated when using SoME Base + PRP compared to just the SoME Base via qPCR.
- The SoME Base showed to keep the PRP stable overtime with significant inactivation compared to positive and negative control.
- PRP still had proliferative enzymatic activity after 90 days (data will be updated once processed through QA department).



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# WHY EMCYTE FOR PRP

- Tested Emcyte, Harvest, RegenLab, Eclipse, Juventix
- Emcyte PurePRP SP is high end PRP product
- PurePRP SP consistently provides clinical PRP in excess of 7-9 billion platelets per treatment sample (60ml)
- Absolute PRP Gold provides 2.5-3 billion platelets per treatment sample (20ml)
- 60ml kit allows physician to use PRP/PPP for both a treatment and 30 ml required for 3 month SoME at home product.

SoME™

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VIVAGE

# SoME EXPANDS THE BUSINESS OPPORTUNITY

## NEW MARKET OPPORTUNITY

**LEVERAGE** 60ML BLOOD DRAW to derive sufficient high quality PRP and PPP for MULTI-TREATMENT use that includes 3-month supply of SoME

**ACHIEVE** better treatment outcomes using Emcyte PurePRP SP for quality clinical PRP possessing in excess of 7-9 billion platelets per treatment sample.

**INCREASED** patient visits to procure SoME



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