

XpresSpa Group (XSPA)

XpresCheck™ / XpresSpa® / TREAT™

January 11, 2022

ICR Conference 2022

XpresSpa Group - 2020 Pivot delivers in 2021

- **Lowest Revenues (2020) to Record Revenues (2021)**
- **Largest Loss (2020) to Record Net Income (2021)**

	2019	2020	YTD Q3 2021	2021 Est.
Total Net Revenues	\$ 48.5	\$ 8.4	\$ 44.4	\$ 71.0
Net Income (Loss)	\$ (21.20)	\$ (90.50)	\$ 0.1	
Cash	\$ 2.2	\$ 89.8	\$ 109.2	

Beyond the Pivot

Airport Spas *to* Airport Covid Testing
to Travel Health & Wellness Company

Beyond

- Foresight and Execution of XpresCheck
 - Leveraging airport expertise beyond existing real estate
 - Securing best testing options – Abbott ID NOW & Accula Rapid PCR tests
 - Patient Fee for Services model
 - Early determination and ongoing Testing relevancy for travel
 - Airport contracts and multi-state medical practices = Competitive moat
 - CDC pilot to program expansion = nation's first airport biosurveillance program
- Value recognition across multiple business segments: XpresCheck / XpresSpa / Treat
 - Acceleration of Unit Level economics
 - Multiple contributors to leverage corporate overhead

Delivering

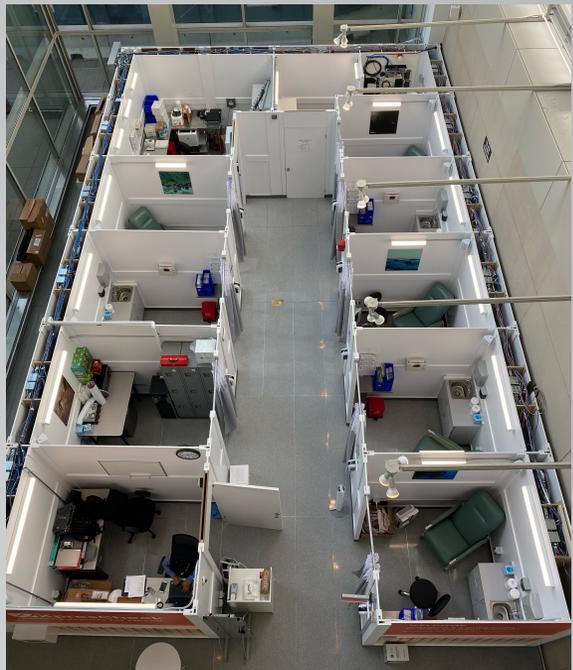
- Experienced Executive Team
- High Growth
- Ongoing Innovation
- Technology Led
- Strong Liquidity
- Committed Board

- CEO
 - Strategic Growth Opportunities
 - Continued Multi-Channel Execution
 - Creating the Culture
 - Growing Shareholder Value
- CFO
 - Growing Shareholder Value
 - Fiscal Controls / Cost Savings
 - Buyback Program
 - Acquisition/Investment Evaluation
- COO
 - Efficient Execution in Dynamic Environments
 - People Operations - No Lost Salaried Employees
 - Agile Management
- CTO
 - Strategic Technology Roadmap
 - Privacy & Data Security
 - Innovative Consumer Healthcare Tools & Platforms

Leveraging Successes

- Multiple Segments Contributing (diversifying risk, while leveraging overhead)
 - XpresCheck
 - XpresSpa
 - Treat
- Rebranding the Corporation from “XpresSpa Group” in Spring to reflect evolution
- Acquisition and Investment Opportunities
 - Strategic Investments synergistic to our offering
 - Acquisition of related businesses, within Travel Health or Wellness, accretive to Net Income
- Strong Liquidity
- Positive Cash Flow
- Low Debt

XpresCheck™





- XpresCheck is the largest, growing COVID-19 testing company in U.S. airports
- Healthy, growing Revenue and proforma Margins (30+%)
- Contracted relationships with major Airports (JFK, SFO, ATL), major Airlines (United, Delta) and Government Agencies (CDC)
- Highly Scalable

Opportunities

- Expand within existing airports and new airports (US/ INT)
- Potential for new verticals – ports, municipalities, offices
- Expand on-site testing / screening / diagnostics
- Unique Data / Analytics
- Big Pharma
- Centers for Disease Control multi-year contract

Long Term Value

- Foresee indefinite horizon for testing, bio-surveillance and associated data

XpresSpa®



XpresSpa®

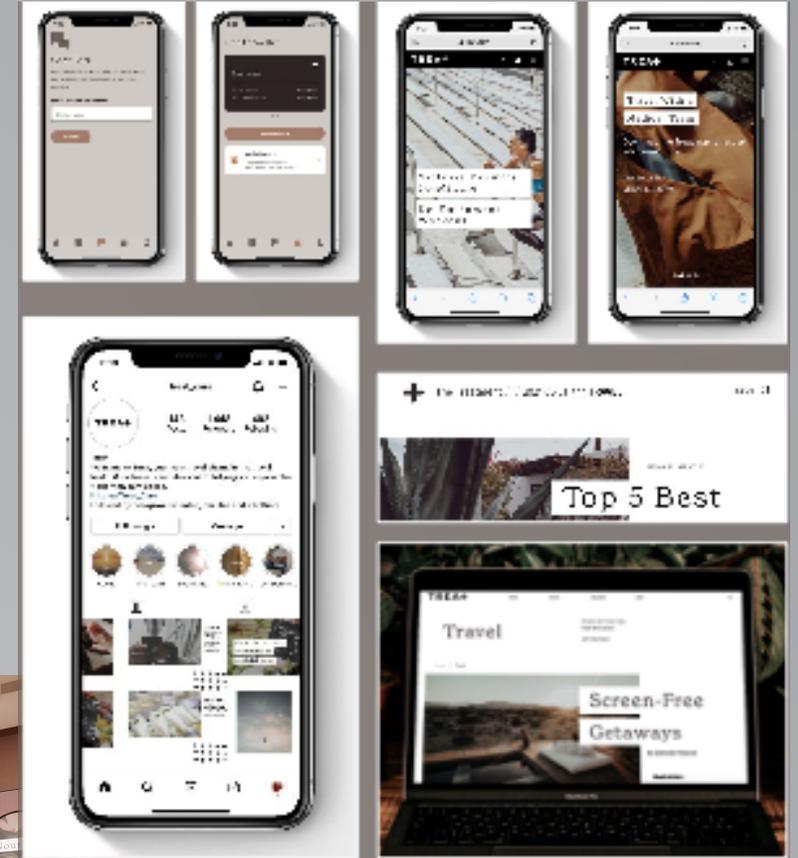
- Largest Global Airport Wellness Operator (15+ years)
- High Brand recognition

- Closed 50 units / 25 airports March 2020
- Re-opened 20 units / 11 airports to date
- Expect to reopen additional domestic units w/ traffic recovery plus exploring new international expansion

- Adjusted Services and Product Mix / Refreshing offerings
- Leveraged initial Sales lag to airport traffic by reduced operating hours for increased Productivity and Profit %

- Historical \$45M+ Annual Revenue with 20+% Operating Margin

TREAT+



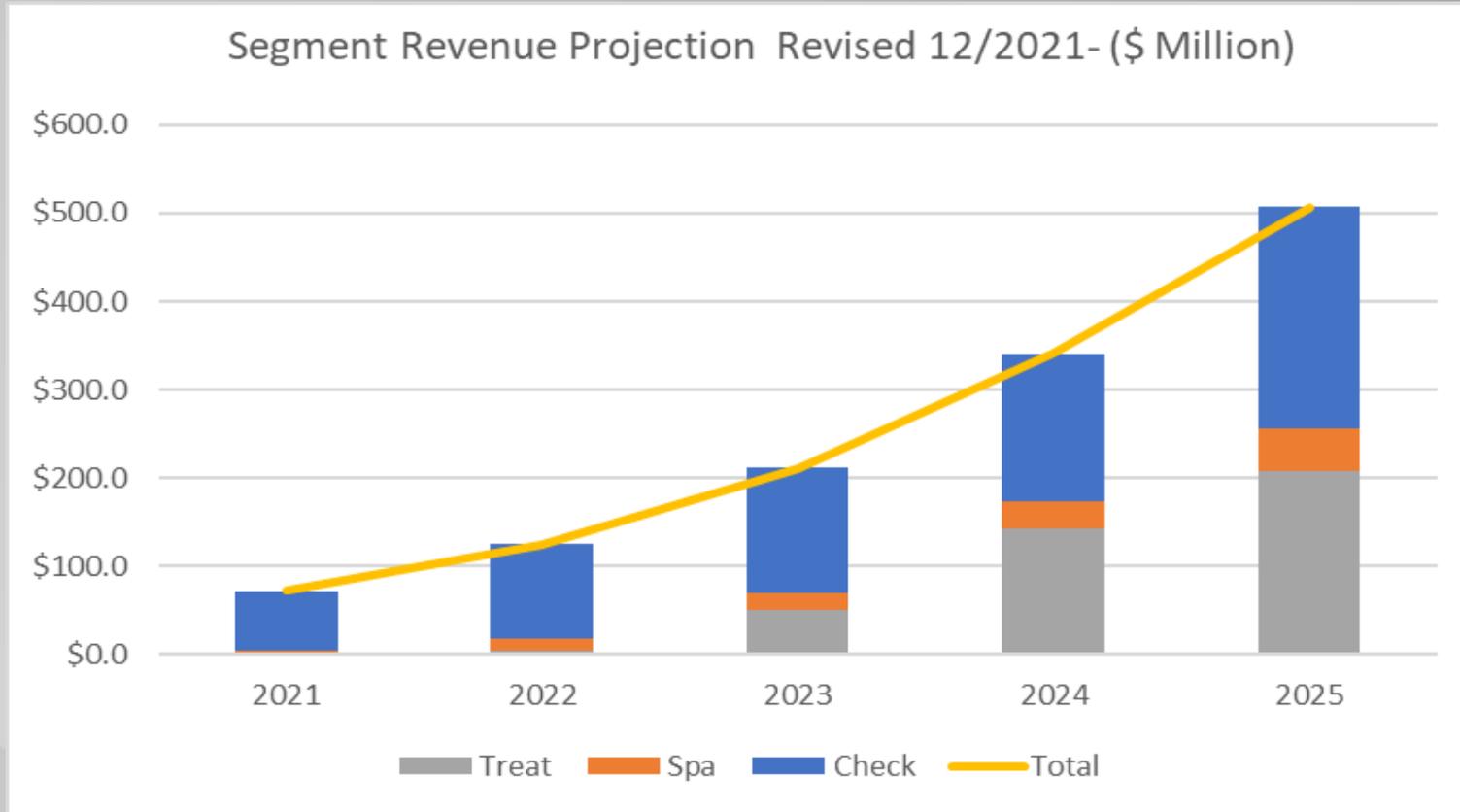
TREAT⁺

- New Multi-Channel Travel Health and Wellness Brand
- Launched Treat.com June 2021
- Launched Treat App w/ on-demand telehealth August 2021
- Launched flagship airport onsite location December 2021
- Access to multiple new revenue streams beyond physical airports featuring high value Subscriptions through App
- Significant BTB partnership opportunities

HyperPointe - Q1 Acquisition

- Strategic acquisition of existing partner
- Expanded in-house Digital Health capabilities & Data Analytics services
- Further commitment to future XpresCheck revenue streams
 - CDC Expansion
 - Healthcare Marketing
 - Strong financial incentives for growth
 - Beyond Airports
- Accretive to Revenues and Earnings

XpresSpa Group Revenue Projections



Management



Doug Satzman, CEO

- Starbucks Coffee
- Le Pain Quotidien



James Berry, CFO

- ClearChoiceMD Urgent Care
- CareWell Urgent Care



Scott Milford, COO

- Soul Cycle
- Starbucks Coffee



David Kohel, CTO

- Zoom+ Care
- Nike

*see more information on Management page on www.xpresspagroup.com

XSPA Stock

	12/31/2020	12/31/2021
Stock PriceClose:	\$1.19	\$2.02
Market Cap:	\$111.9 M	\$213.4M

	9/30/2021
Cash	\$109.2 M
Current Assets	\$113.1
Debt (Notes Payable)	\$5.7

Disclaimers

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