

The XpresSpa Group

A Global Travel Health and Wellness Company

H.C. Wainwright 6th Annual Israel Conference

November 12, 2020

About XpresSpa Group

1

Founded in 2003

2

Trades on Nasdaq, Ticker "XSPA"

3

XSPA holds over 60% of U.S market share

4

2019 Annual Sales of 48.5 million

5

2019 Comp Sales Growth of 2.9%

6

Operates 50+ locations in 25 airports in U.S., Amsterdam & Middle East

7

Spa offerings include massage, nailcare, spa and travel-related retail



The Health & Wellness Industry

Consumer spending patterns are shifting in our favor

- \$4.2 Trillion Global Health & Wellness industry
 - \$120 Billion Spa economy is growing due to strong unit level economics and rising consumer interest in Health & Wellness
- 150,000 Spas globally employing 2.6 Million people
- Today's traveler prioritizes quality, curation and experience
- Millennials spend nearly 25% of their disposable income on Health & Wellness
- 23% of travelers are Frequent Fliers who have household incomes over \$100,000

Dominant Airport Presence



**25 Domestic
&
International
Locations**

XpresCheck Pivot

1

Airport spas shut down in March 2020 due to being deemed non-essential use

2

Chairman Bruce Bernstein comes up with the idea of convert their spa locations into COVID-19 testing sites. Bring in Medical Director and other experts to create plan.

3

First COVID Testing center opens in JFK Terminal 4 by end of June. Newark Liberty International and Boston Logan International XpresCheck locations follow. Active pipeline of potential other US airports in major gateway cities.

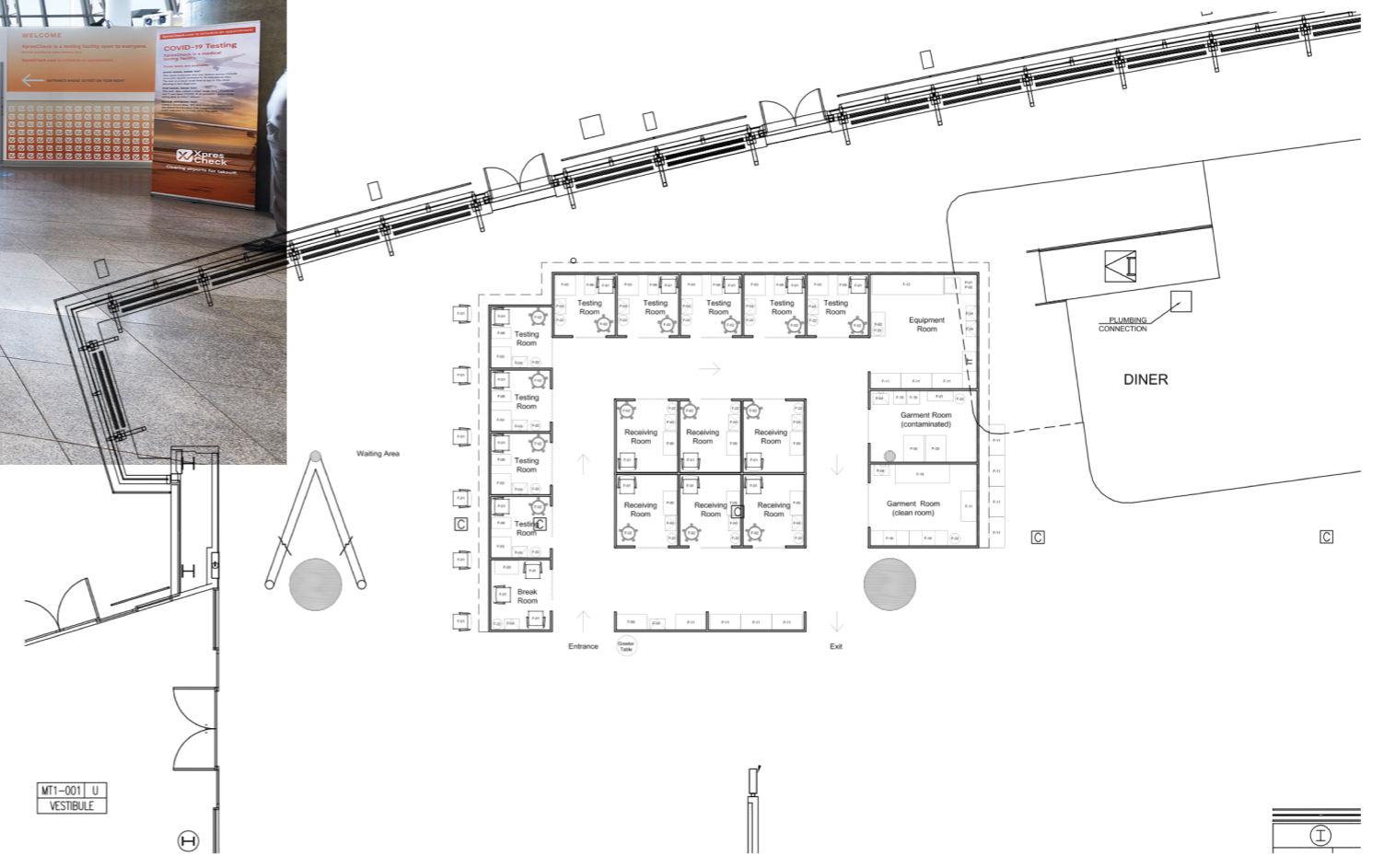
4

Offering COVID PCR and Blood Antibody tests - outside labs (2-3 days)

5

Offering rapid molecular COVID test (Abbott ID NOW) - on-site lab (under 15 minutes)

XpresCheck JFK



Expanding Wellness Centers



XpresCheck Newark



XpresCheck Boston



Market Opportunity

30 Large Hubs

- 663M enplanements total in 2019
- average 22M enplanements annually
- average 30,000 employees

30 Medium Hubs

- 150M enplanements total in 2019
- average 5M enplanements annually
- average 15,000 employees

XpresSpa already has a presence in 21 large hub US airports and 4 medium hub US airports



Evolving Environment

- No national policy. Left to each state.
(Lobbying Fed for funding and regulation)
- Airbridges
- Health Apps
- Evolving testing technologies
- Airlines leading the charge
- XpresCheck expanding services

Leadership Team



**Doug Satzman,
Chief Executive Officer**

CEO, Joe Coffee Company
CEO, Le Pain Quotidien
SVP, Starbucks Coffee - EMEA
VP, Starbucks Coffee - U.S. License Stores
(Airports, Lodging, Universities, Healthcare, Offices)



**Scott Milford,
Chief People Officer**

VP, People Operations, Soul Cycle
SVP, Human Resources, Le Pain Quotidien
Chief Human Resources Officer, Town Sports,
International
VP, Partner Resources, Starbucks Coffee



**Omar Haynes,
Director of Finance,
Analytics, and Treasury**



**Iga Wyrzykowski,
Director of Store Design
and Construction**



**Tesh Ramsarup,
Director of Operations
Services**

Investor Considerations

1

Dominant U.S. market presence with vast expansion potential

2

New leadership driving meaningful improvements across business

3

Attractive partner to Health & Wellness companies given unique real estate

4

Strengthened capital structure and financial flexibility

Disclaimers

Safe Harbor Statement

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Use of Non-GAAP Financial Measures

XpresSpa uses GAAP and non-GAAP measurements to assess the trends in its business. Items XpresSpa reviews on an ongoing basis are revenues, comparable store sales (which it defines as sales from stores opened longer than a year compared to the same period sales of those stores a year ago), store contribution margins, and number of transactions (which is a way to measure traffic in spas). In addition, XpresSpa monitors stores' performance compared to its model store metrics to ensure that it is consistently opening spas that have the same or similar return dynamics as historical stores. XpresSpa believes the trends exhibited by its business are strong and substantiate its continued investment in additional locations and infrastructure.