### XpresSpa Group (XSPA)

# XpresCheck XpresSpa TREA+

January 10, 2022

H.C. Wainright BIOCONNECT Conference

### XpresSpa Group - 2020 Pivot delivers in 2021

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

	2019	2020	YTE	D Q3 2021	2	021 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 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**<sup>a</sup>

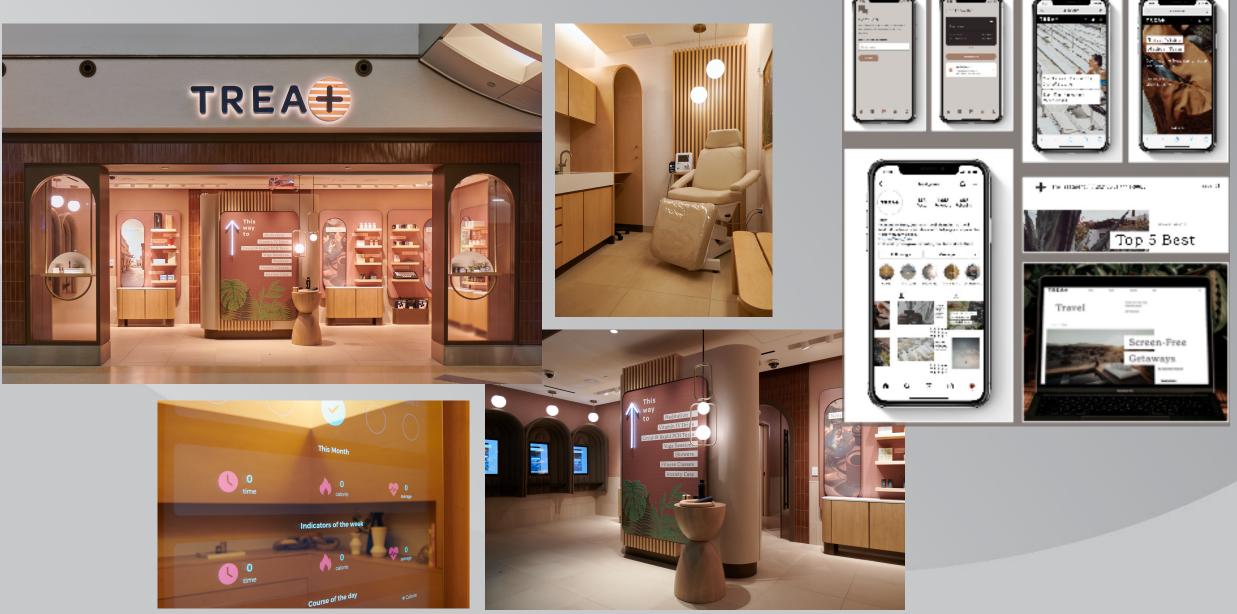




### **XpresSpa**

- 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

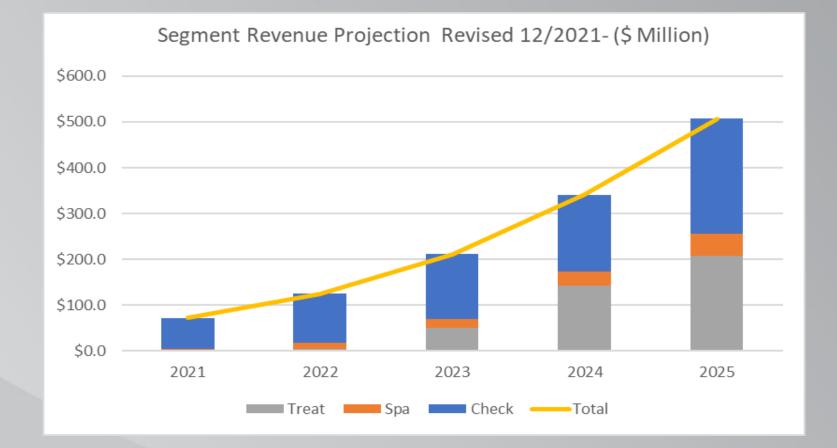




## TREA+

- 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

### **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 <a href="https://www.xpresspagroup.com">www.xpresspagroup.com</a>

### **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

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