

# 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.
<b>Total Net Revenues</b>	\$ 48.5	\$ 8.4	\$ 44.4	\$ 71.0
<b>Net Income (Loss)</b>	\$ (21.20)	\$ (90.50)	\$ 0.1	
<b>Cash</b>	\$ 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

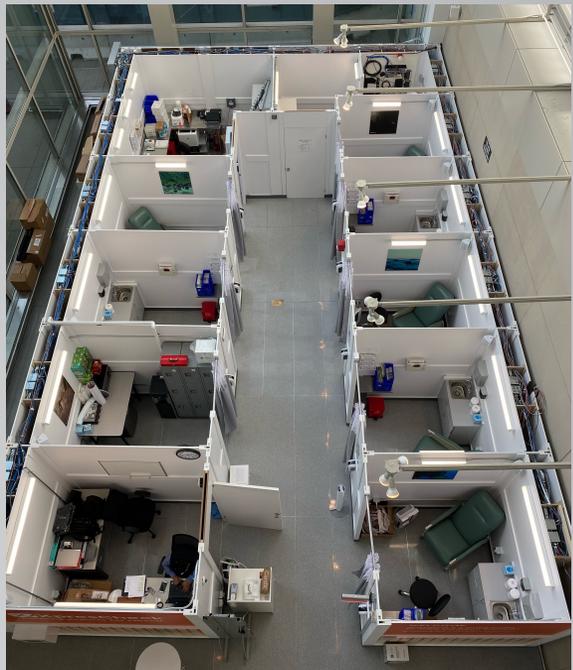
- Experienced Executive Team
- High Growth
- Ongoing Innovation
- Technology Led
- Strong Liquidity
- Committed Board

- 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

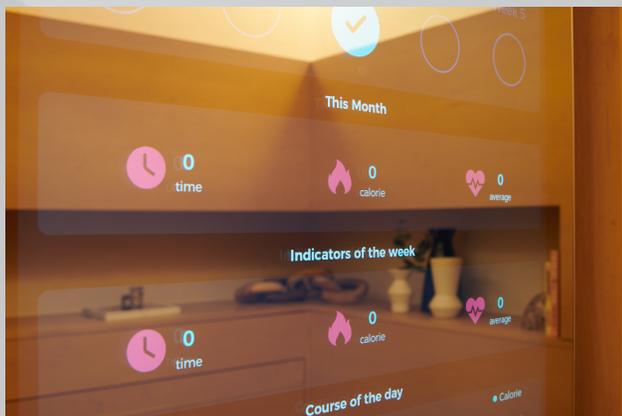
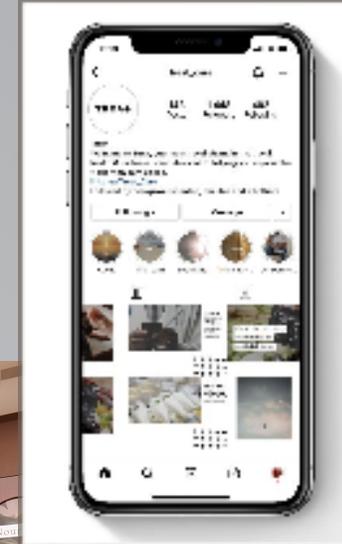
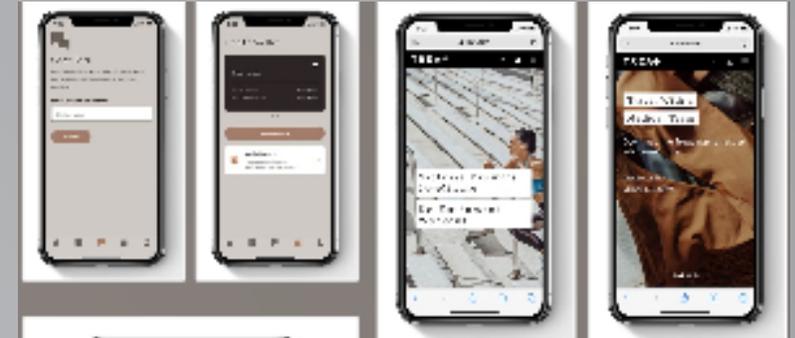
# XpresSpa®



# 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+



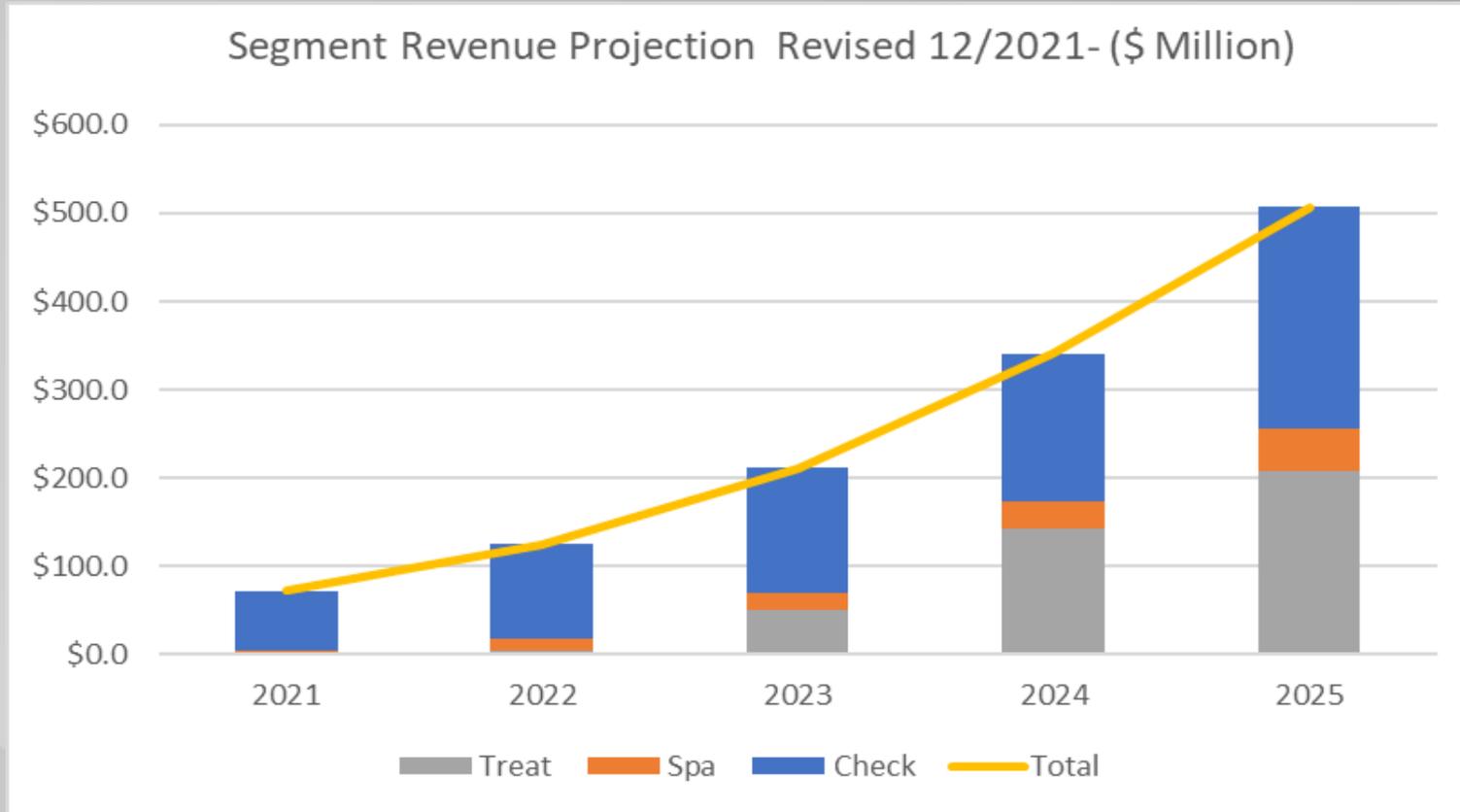
# TREAT<sup>+</sup>

- 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](http://www.xpresspagroup.com)

# XSPA Stock

	12/31/2020	12/31/2021
<b>Stock PriceClose:</b>	<b>\$1.19</b>	<b>\$2.02</b>
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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