



A Women's Health Company

Founder & CEO

JUAN JOSE CHACÓN QUIRÓS

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I'm not stepping away



I'm stepping aside



Company Outlook

2025

- **2025 revenue guidance: \$205 to \$210m**
 - OUS \$170-\$175m. US \$35m
 - Entered 2025 on **\$25m run rate in US** (1Q and 3Q seasonality)
- Mid-single digit underlying growth outside the US
- **Gross margins expected to trend higher**, driven by the US and minimally invasive
- Expect to **turn EBITDA positive** in 2025
- **Balance sheet is secure** after recent capital raise

Beyond
2025

- We expect to **grow at 20%+** for at least the next three years
- Continued focus on efficiency and healthy growth
- Expected to achieve **cash flow positive** in 2026
- On a clear path to become the **global leader in breast aesthetics and reconstruction**
- **Leading a transformation with Minimally Invasive:** Mia, Preservé and Gem



20 YEARS
OF GLOBAL
INNOVATION

4M+
DEVICES

Motiva® devices* in the market
worldwide since 2010

210+
PATENTS

Applications approved/pending
in over 20 jurisdictions

140+
PUBLICATIONS

Science-based research

90+
COUNTRIES

Establishment Labs® devices are
approved

Motiva FDA Clinical Trial Kaplan-Meier (KM) Key Complications 4-year including MRI cohort

Primary Augmentation	ESTA N=451	AGN N=455	MNT N=552	SIEN ³ N=1,115
Capsular Contracture (Baker Grade III/IV)	0.5% (N=2)	13.2% (N=2)	8.8%	6.0%
Rupture, suspected or confirmed	0.6% (N=1)	2.7% (N=1)	1.8%	0.7%
Breast pain	0.9%	8.2% (N=2)	1.9%	0.8%
Infection	0.9%	0.5% (N=1)	1.5%	0.7%
Implant removal with or without replacement	1.8%	9.6%	5.2%	5.8%
Any reoperation ¹	6.8%	23.5%	16.0%	12.6%
Any complication ²	9.6%	41.3%	39%	20.2%

1. Any surgery on the breast or chest area, device or non-device related, including size change
2. Any device or non-device related event, including reoperation

Motiva USA

+2000

More than **2000 cosmetic orders** (plus additional hospital orders **for Flora from 32 different hospitals**)

+500

More than **500 accounts** have been created and **over 300 accounts have ordered**

Over 225 have reordered

We continue to open 5-7 new accounts per day

\$3.2M

US 2024 Motiva revenue was approximately \$3.2M

(Procedures)

The Top 2025 Plastic Surgery Trends Reflect The Rise Of Tweakments



by ELISE TABIN

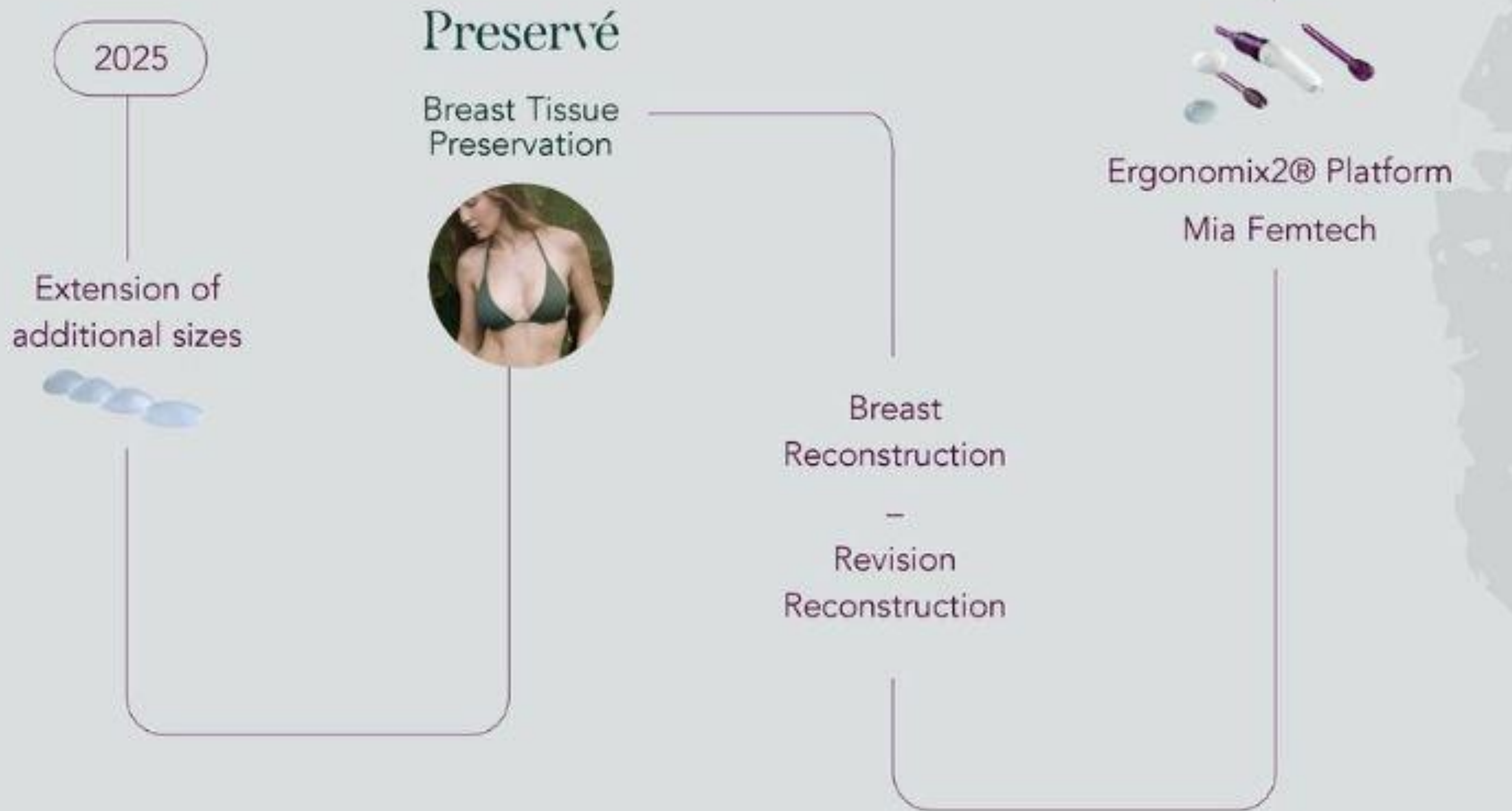
Dec. 23, 2024

Subtle and understated is in.



Beauty is somewhat cyclical, so it comes as no surprise that once-trendy treatments and surgical procedures fall to the wayside year after year while others rise to the top of aesthetic to-do lists. Each year, a handful of innovative procedures shines past more outdated ones, quickly becoming the must-have of-the-moment but with no guarantee that its popularity will live on in the future.

US Pipeline



A close-up photograph of a hand wearing a white latex glove, holding a white medical device. The device has a prominent purple ring around its middle section. The background is a blurred clinical setting with white surfaces and equipment.

Transforming the industry through Minimally Invasive

Mia Femtech[®]

Key Complications (with MRI cohort)

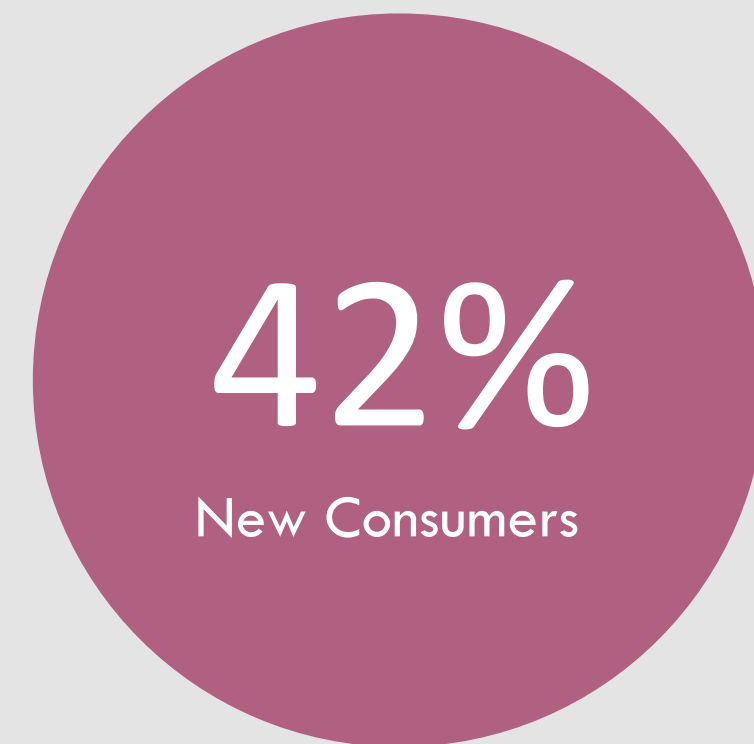
**Includes overall and MRI cohort (33 subjects/ 66 implants) combined.*

***Malposition:1 patient had an implant malposition and underwent (L) implant reposition; no implant exchange. Inferior Malposition: 0.0%.*

Primary Augmentation	1-Year (N=100) 95% CL	2-Year (N=100) 95% CL	3-Year (N=100) 95% CL
Capsular Contracture (Baker Grade III/IV)	0.0%	0.0%	0.0%
Rupture, suspected or confirmed	0.0%	0.0%	0.0%
Infection	0.0%	0.0%	0.0%
Seroma	0.0%	0.0%	0.0%
Hematoma	0.0%	0.0%	0.0%
Inferior Malposition	0.0%	0.0%	0.0%
Malposition/Displacement**	1.0%	1.0%	1.0%
Any reoperation	0.0%	0.0%	1.1%

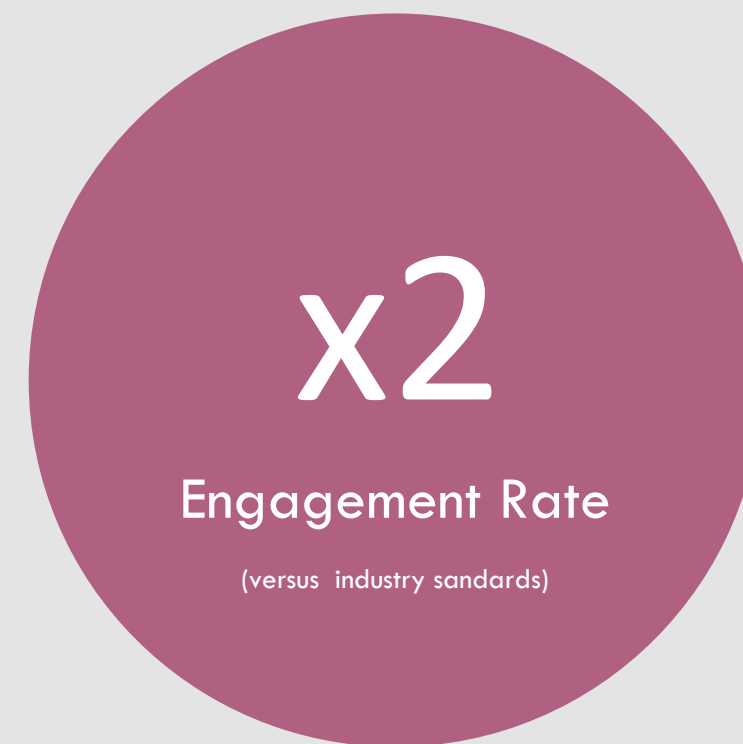
Y1 Performance & Learnings

We are indeed
expanding the market



% of Mia[®] Consumers who
did not consider a traditional
BA before knowing the brand

There is high
interest in what we
stand for



Mia[®]'s Community engagement
rate is x2 versus Mentor and x5
versus Polytech and Sientra

It's a simple decision



Conversion time for Early
Adopters vs. 3-7 years in
traditional BA

Y1 Performance & Learnings

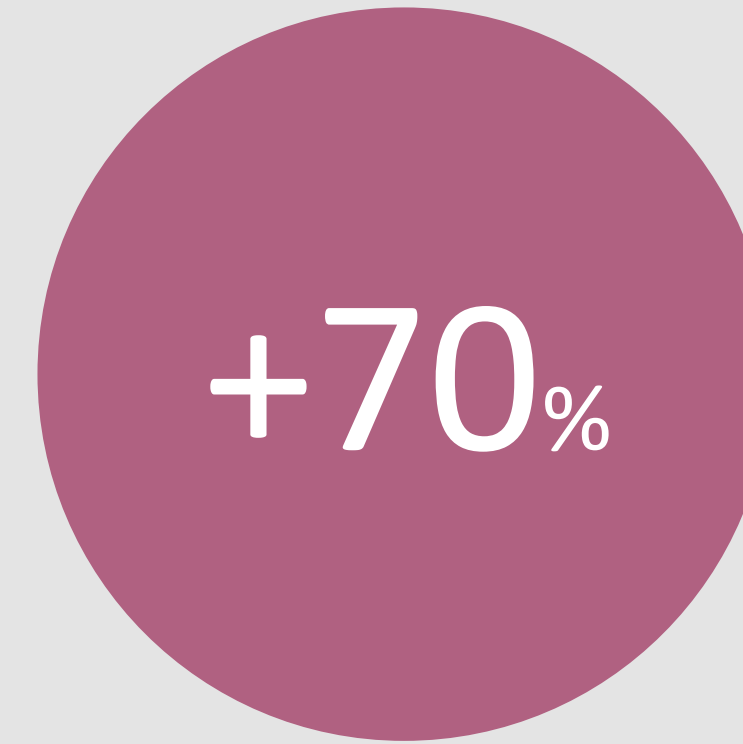
What we offer is
considered valuable



Mia[®] Consumers are willing to
recommend us

84 NPS (Net Promotor Score)
92% CSAT (Consumer Satisfaction)

They are willing to
pay more for that
value



All Mia[®] consumers have paid
between +30% to +70% vs TBA

	Onboarding Stage	Live	Total Signed
Cities	18	29	47
Clinics	22	38	60
Surgeons	26	77	103



allure

NEWSLETTER

SIGN IN



BEST OF BEAUTY NEWS SKIN MAKEUP HAIR NAILS WELLNESS SHOPPING ALLURE BEAUTY BOX VIDEO



BEST OF BEAUTY 2024 IS HERE—SEE THE WINNERS!

BIG SHOT

Is There Really Such a Thing as Injectable Breast Implants?

Imagine going up a cup size on your lunch break. A new procedure, already available in Sweden and Spain, could soon make that a reality in the US.

BY KARA NESVIG

September 13, 2024



Motiva Minimally Invasive Platform



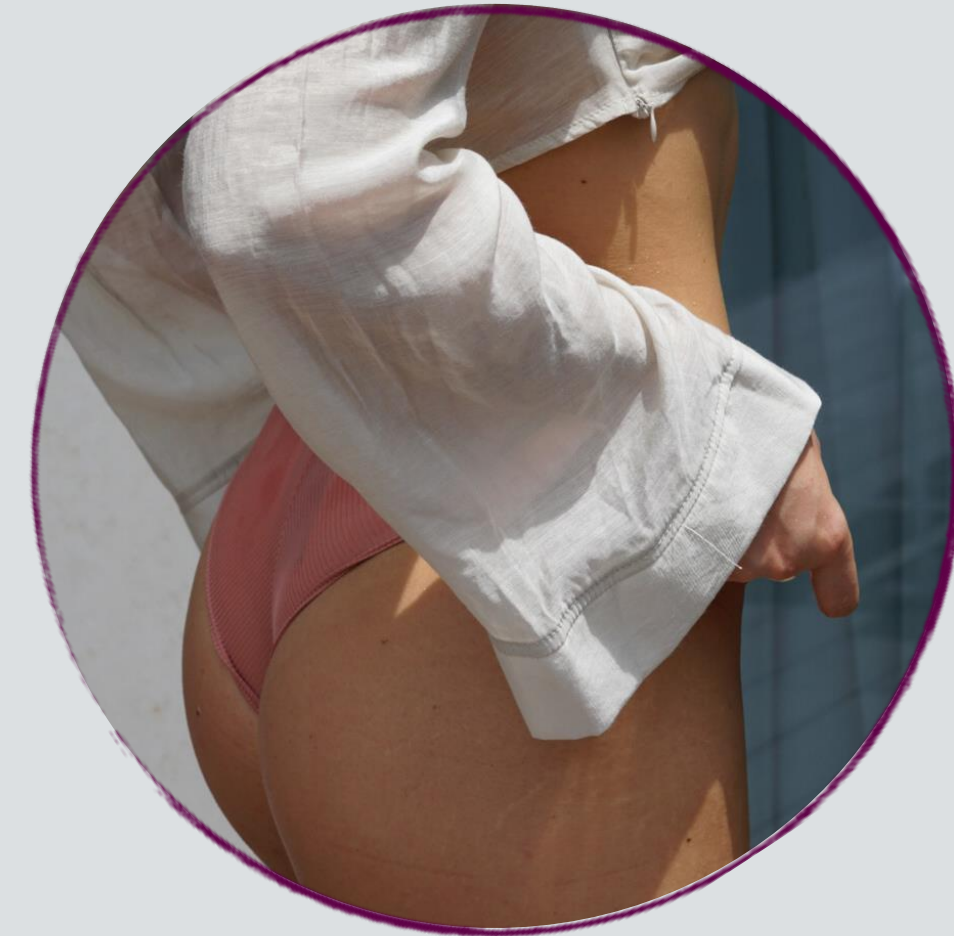
Mia Femtech

Breast Harmonization
Scarless Lift



Preservé

Breast Augmentation
Revision Augmentation
Mastopexy Augmentation
Hybrid Augmentation



GEM

Gluteal Ergonomic
modeling



is a **Minimally Invasive Experience** with Tissue Preservation



Preservé

is Breast Surgery with **Tissue Preservation**

Value Proposition

mia[®]
FEMTECH

1 to 2 cups up

No general anesthesia

No scars in the breast

Quick procedure and recovery

New patients market expansion



Preservé

Up to 4 cups

With or without general anesthesia

Inframammary

For more complex cases

Existing patient population



Thank You