Establishment Labs Holdings Inc.
(NASDAQ: ESTA)

Juan José Chacón-Quirós
Founder and Chief Executive Officer

Renee Gaeta
Chief Financial Officer

September 9, 2020

Safe Harbor and Forward Looking Statements

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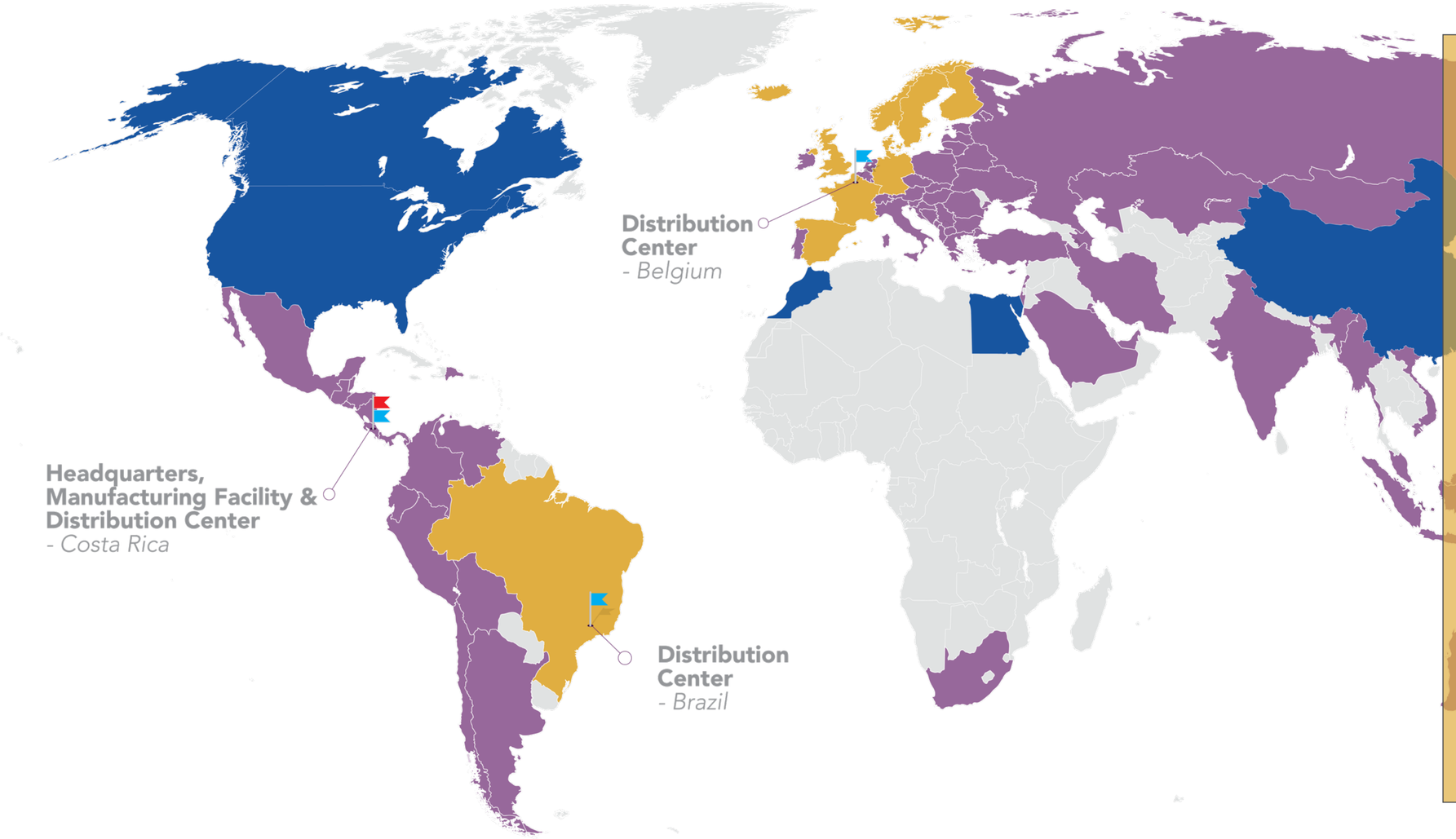
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Company Overview

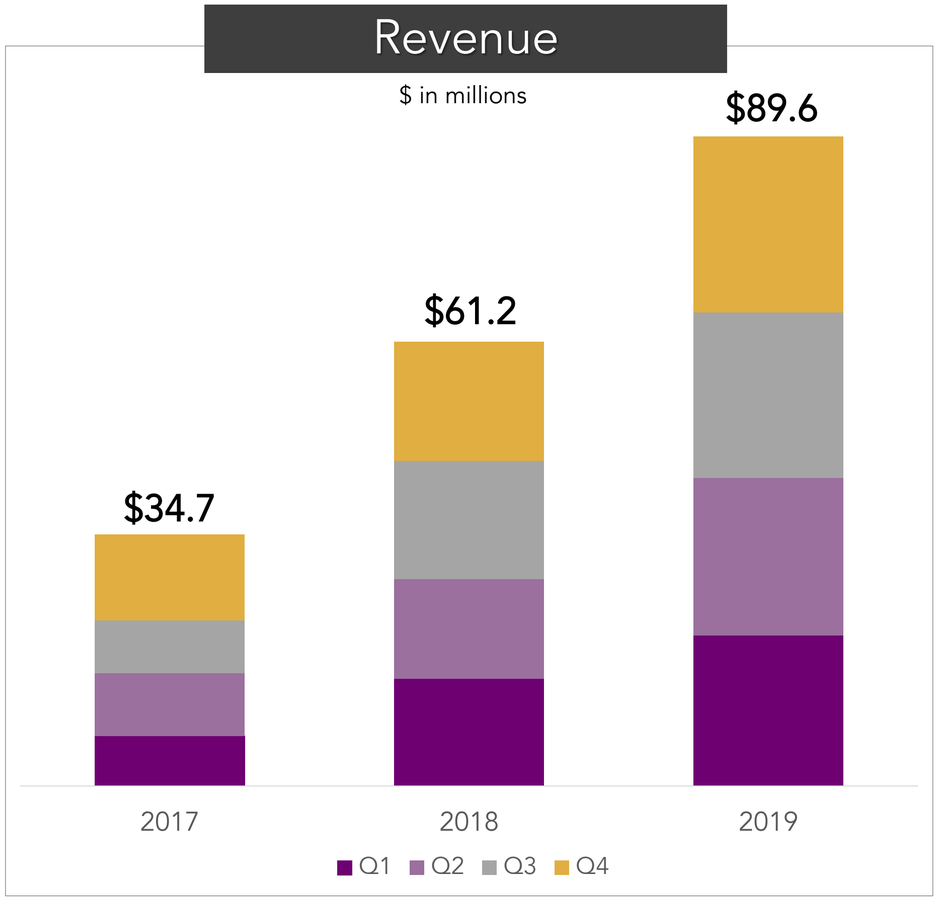
A Global Presence in More Than 80 Countries

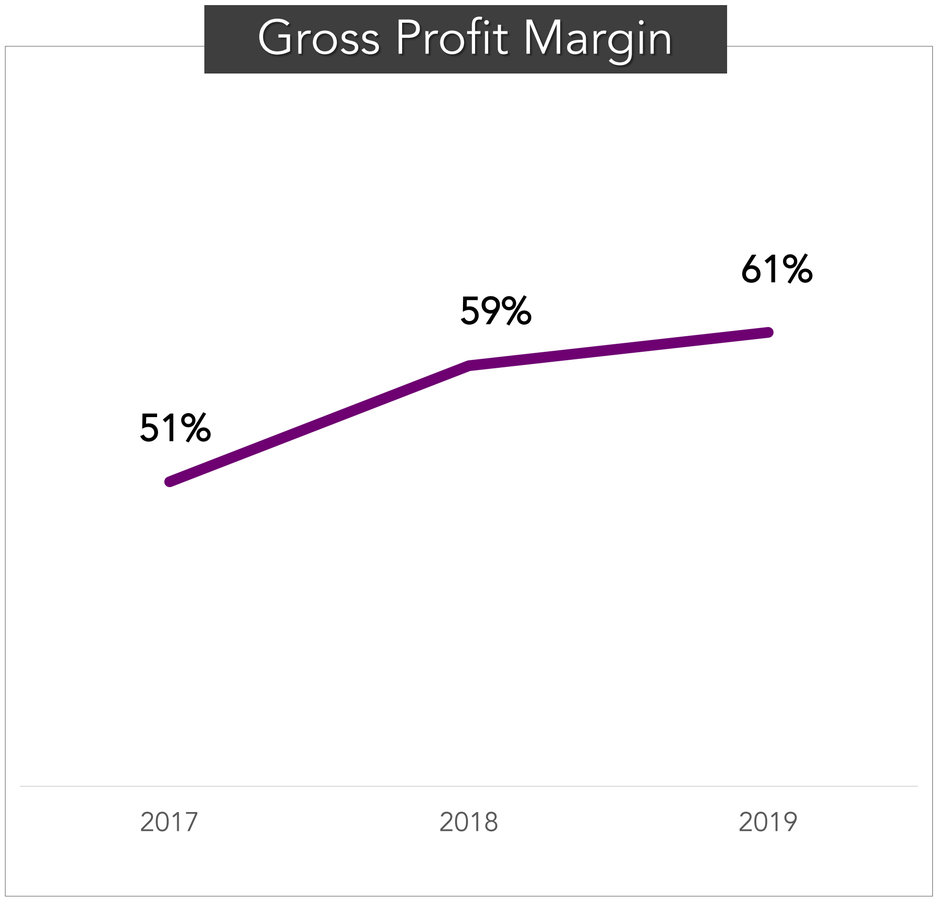


- $90M sales in 2019, a 46% y-o-y increase
- ~500 employees
- Headquartered in Costa Rica
- 2 state-of-the-art manufacturing facilities
- Broad patent portfolio
- Experienced management team

Market Presence Direct Markets Future Pending Markets

Strong Financial Performance





1H 2020 Highlights

- Q1: Record sales of $24.5M at the higher end of guidance
- Q2: Sales challenging, but improvement seen throughout the quarter
  - Q3 sales guidance of $18-$21M* ($22.9M in Q3 2019)
- Q2: Successfully lowered operating expenses by 27% over Q1
  - On track to reduce planned 2020 expenses by 20%
- Strong cash balance of $86.4M at 6/30/2020
- Investing in innovative technologies and digital initiatives
- Key regulatory approvals underway
- Long-term business fundamentals remain strong

* Guidance provided on 8/6/20. Not an update.

A Leader in Breast Aesthetics

Breast Aesthetics Market Dynamics

- Relatively little innovation in implant technology since the 1990s
- Large competitors focused on other segments
- Many very small competitors, often regionally focused
- An ever-changing regulatory landscape
- Global demand for breast augmentation procedures continues to grow

Technological innovation, combined with a patient safety focus, creates opportunity



What Makes Motiva Implants® Different?

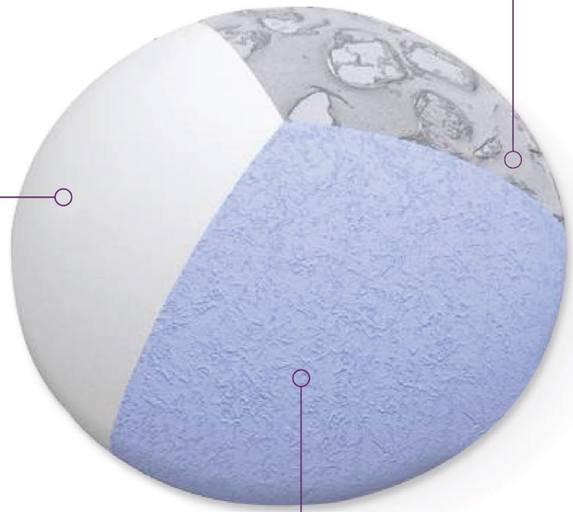
- A new silicone **shell**
- A new silicone **gel family**
- New **safety features**
- A new implant **surface**



Motiva's Unique Surface Demonstrates Positive Clinical Outcomes

Smooth Surface

- Associated with capsular contracture[1,2,3]
- Less biofilm formation due to lower surface area[4,5]
- No confirmed case of BIA-ALCL with only smooth implants to date[6]



Texture

- Associated with capsular contracture although lower rate than smooth[1,2,3]
- Higher biofilm formation due to greater surface area[4,5]
- Associated with BIA-ALCL[7,8]

Motiva®

SmoothSilk® / SilkSurface®

- Very low rate of capsular contracture[9,10]
- Less biofilm formation due to lower surface area[4,5]
- No reported cases of BIA-ALCL to date[10]

Note: 1. Calobrace et al. (2017) Aesth Surg J. 38(1): 38-48; 2. Namnoun et al. (2013) J Plast Reconstr Aesthet Surg. 66: 1165-1172; 3. Stevens et al. (2013) Plast Reconstr Surg. 132: 1115-1123; 4. Jones et al. (2018) Plast Reconstr Surg. 142: 837-849; 5. James et al. (2018) Aesth Plast Surg. 43: 490-497; 6. Clemens (2018) Blood. 132(18): 1889-1898; 7. Loch-Wilkinson et al. (2017) Plast Reconstr Surg. 140: 645-654; 8. Srinivasa et al (2017) Plast Reconstr Surg. 139: 1029-1039; 9. Sforza et al. (2018)Aesth Surg J. 38(Supll2): S62-S73; 10. Establishment Labs. Post-Market Surveillance Report Q3-2018

Robust Safety and Performance Data



Supplement Article

Preliminary 3-Year Evaluation of Experience With SilkSurface and VelvetSurface Motiva Silicone Breast Implants: A Single-Center Experience With 5813 Consecutive Breast Augmentation Cases

Aesthetic Surgery Journal 2017, 1–12
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Marcos Sforza, M
Angelo Alleruzzo
Arnaldo Paganell
and Lajos Mauro

Abstract
Background: Silicone
lacking in implant design ur
Objectives: This study
breast implants.
Methods: This retrospe
different textured surfaces v
Results: Implants were
0.76%, and the rate of reop
ture. No differences in comp
volume, complication rates
validity of the low complicat
Conclusions: Overall,
and that the nano-textured

Level of Evidence:

Editorial Decision date: July

Prof. Sforza is responsible
surgery, Dolan Park Hospi
of the Royal College of Sur
Alleruzzo, Seno, Mileto, P
Consultant Surgeons, Dola
Dr Maurovich-Horvat is a
College London, London,

COSMETIC

Motiva Ergonomix Round SilkSurface Silicone Breast Implants: Outcome Analysis of 100 Primary Breast Augmentations over 3 Years and Technical Considerations

Georg M. Huemer, M.D., M.Sc., M.B.A.
Raphael Wenny, M.D.
Matthias M. Aitzetmüller, M.D.
Dominik Duscher, M.D.

Linz and Wels, Austria; and Munich, Germany

Background: Macrotextured anatomical implants are frequently used in aes-
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4
THERAPEUTIC

The breast became the focus
an icon of beauty hundred
The desire for larger breast
back as early as medieval times,
started to wear corsets to optical
volume of their chest. Thus, breast
continues to be the number one

*From the Section of Plastic and Reco
Kepler University Hospital Linz; privat*

Breast Surgery

Six-Year Prospective Outcomes of Primary Breast Augmentation With Nano Surface Implants

Manuel Chacón Quirós, MD; Manuel Chacón Bolaños, MD; and Jeffry James Fassero, MD

Aesthetic Surgery Journal 2018, 1–14
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DOI: 10.1093/asj/sjy196
www.aestheticsurgeryjournal.com
OXFORD UNIVERSITY PRESS

Abstract
Background: Motiva Implants (Establishment Labs Holdings Inc.) are a novel family of silicone breast implants using cutting-edge technologies engineered to optimize aesthetic and safety outcomes.
Objectives: The authors sought to prospectively evaluate the safety and effectiveness of SmoothSilk/SilkSurface Motiva Implants over long-term follow-up.
Methods: Surgeons at a single plastic surgery center undertook a 10-year follow-up study of SmoothSilk/SilkSurface Motiva Implants in women who underwent primary breast augmentation. Safety was assessed through identification of complications on follow-up and through magnetic resonance imaging (MRI) in a representative sample. Effectiveness outcomes were assessed by surgeons and patients using Likert scales and a Quality of Life tool.
Results: This article reports the 6-year safety and effectiveness outcomes. A total of 35 patients were implanted between September and December 2010, and 71.9% of implants were placed submuscularly using inframammary incision. During the 6-year follow-up, there were no occurrences of capsular contracture, rupture, double capsules, or late seroma. MRI evaluation identified no signs of implant-related complications. Three revision surgeries were performed, all for aesthetic reasons; there were no implant replacements for medical reasons. The level of satisfaction for both patients and surgeons was

Innovative technology, and a strong foundation of science and research, helped ESTA achieve the *one million* **Motiva Implants® milestone** in 2019



Driving Continued Growth

- Organic growth in our existing markets
- Entering new markets
- Expanding our direct sales model
- Developing new and innovative products

Motiva Flora®
Tissue Expander



Motiva Ergonomix2®



Motiva MÍA



Products not for sale in the U.S.

Establishment Labs is Well-Positioned for Continued Growth and Success

- The most comprehensive product portfolio in breast aesthetics market
- Demonstrated safety profile
- Gaining market share
- Sizable new markets
- Innovative product pipeline
- Disciplined financial management
- Entrepreneurial and agile

Establishment Labs Holdings Inc.
(NASDAQ: ESTA)

Our Vision: *To transform our industry by focusing on women's health and creating value for all stakeholders*