

2022 Q3 EARNINGS

"The significant momentum in our business continued in the third quarter of 2022 and we expect our strong financial results will continue into the fourth quarter and into 2023," said Juan José Chacón-Quirós, Founder and Chief Executive Officer.

"We are preparing for a number of significant new opportunities, including launches of Motiva into the U.S. and China and the commercial introduction of Mia Femtech™. In October, we hosted a webcast highlighting the progress we have made in bringing Mia® to market and we remain on track for commercialization in the first half of 2023. We have also completed all surgeries in our U.S. IDE clinical trial, and we expect to submit the fourth and final module for our first PMA approval before the end of the year."

FINANCIAL HIGHLIGHTS

for the third quarter ended September 30, 2022



IN DETAIL

68.1% Gross Profit

\$36.6million Operating Expenses

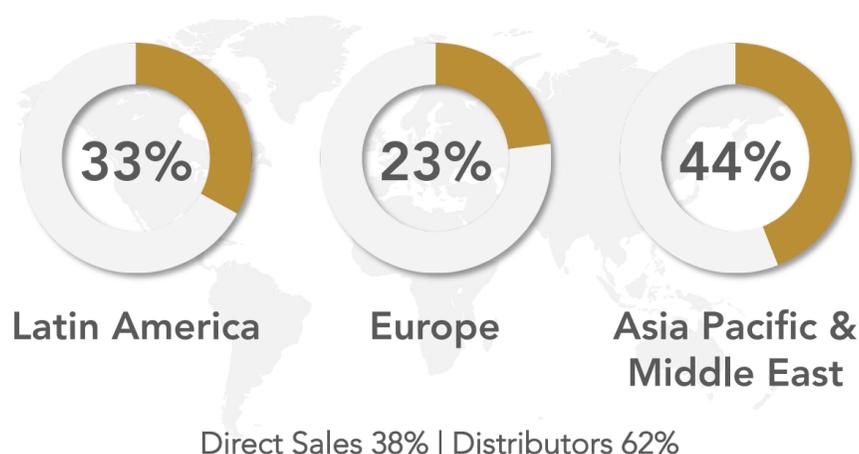
\$65.3million Cash Balance



UPDATED 2022 REVENUE GUIDANCE



GLOBAL SALES



RECENT BUSINESS HIGHLIGHTS

- Mia Femtech™ Day Oct 5, 2022.
- Pink is for Power:
 - 30+ global events to promote Breast Cancer Awareness Month, including awareness and education campaigns, program sponsorships, and partnerships.
 - Breast Reconstruction partnership program in Brazil, targeting more than 300 women to receive breast reconstruction surgery.
- Establishment Labs attended the PSTM2022 conference in Boston and hosted a surgeon symposium with Dr. Robert Langer from MIT.
- VII World Symposium on Ergonomic Implants (WSEI), first time in Thailand.

WHAT'S COMING

Mia Femtech™ commercialization expected in 1H 2023

China approval and launch expected in 1H 2023

Expect to submit Motiva® Implants for U.S. FDA approval in Q4 2022

Motiva® Implants are currently not approved for commercial distribution in the United States and are undergoing clinical investigation pursuant to USFDA regulations for investigational medical devices.

