

solésence

Third Quarter 2026 Earnings Call | November 12, 2026

The future of sun care is the future of beauty™

Disclosures

Forward-Looking Statements

Management will make statements that include forward-looking statements within the meaning of the federal securities laws, which are pursuant to the safe harbor provision of the Private Securities Litigation Reform Act of 1995. This presentation contains statements that reflect the company's current beliefs, and a number of important factors could cause actual results for future periods to differ materially from those stated.

These factors include, without limitation: decisions of customers to cancel purchase orders, demand for personal care ingredients, changes in distribution relationships, the impact of competitive technology, and public health disruptions. Except as required by law, the Company undertakes no obligation to update or revise these forward-looking statements.

Non-GAAP Financial Measures

This presentation includes certain Non-GAAP financial measures, including Adjusted EBITDA. These measures are provided as a complement to, and not a substitute for, financial measures prepared in accordance with U.S. GAAP. Management believes these measures provide useful insight into operating performance. A reconciliation of Non-GAAP measures to the most directly comparable GAAP measures is included in the Appendix to this presentation.

Today's Speakers



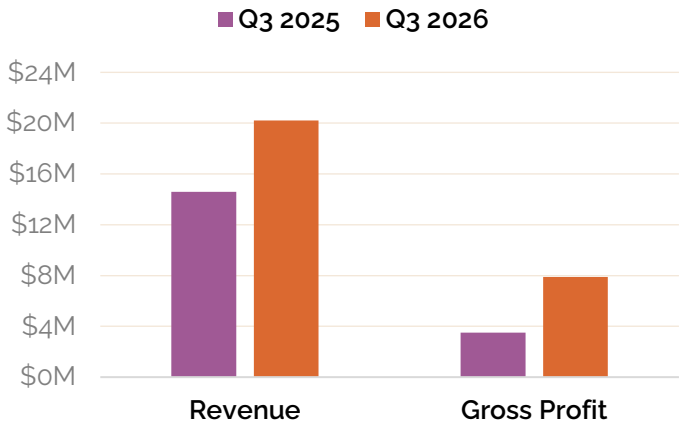
Kevin Cureton
PRESIDENT & CHIEF EXECUTIVE OFFICER



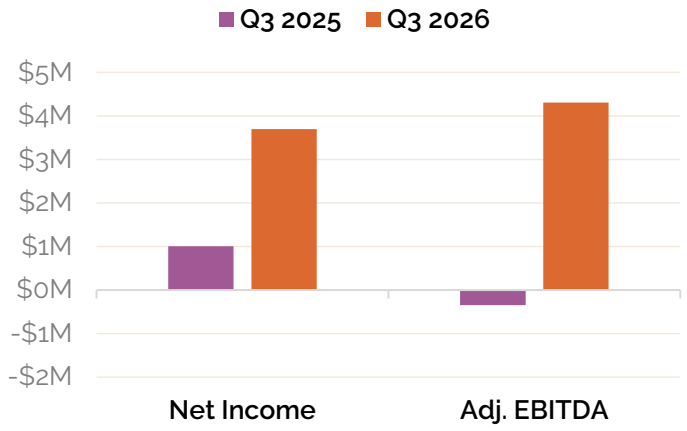
Laura Riffner
CHIEF FINANCIAL OFFICER

Q3 2026 Financial Snapshot

Revenue & Gross Profit ($M)



Net Income & Adj. EBITDA ($M)



METRIC	Q3 2026	Q3 2025	CHANGE
Revenue	$20.2M	$14.6M	+38.1%
Gross Profit	$7.9M	$3.5M	+128.2%
Operating Expenses	$3.9M	$4.2M	(6.3%)
Net Income / (Loss)	$3.7M	($1.0M)	+$4.7M
Adjusted EBITDA	$4.3M	($345K)	+$4.7M

REVENUE
$20.2M

GROSS PROFIT
$7.9M

GROSS MARGIN
39.3%

ADJUSTED EBITDA
$4.3M

Growth Drivers for Q3 & Beyond

'Crossing the Chasm'

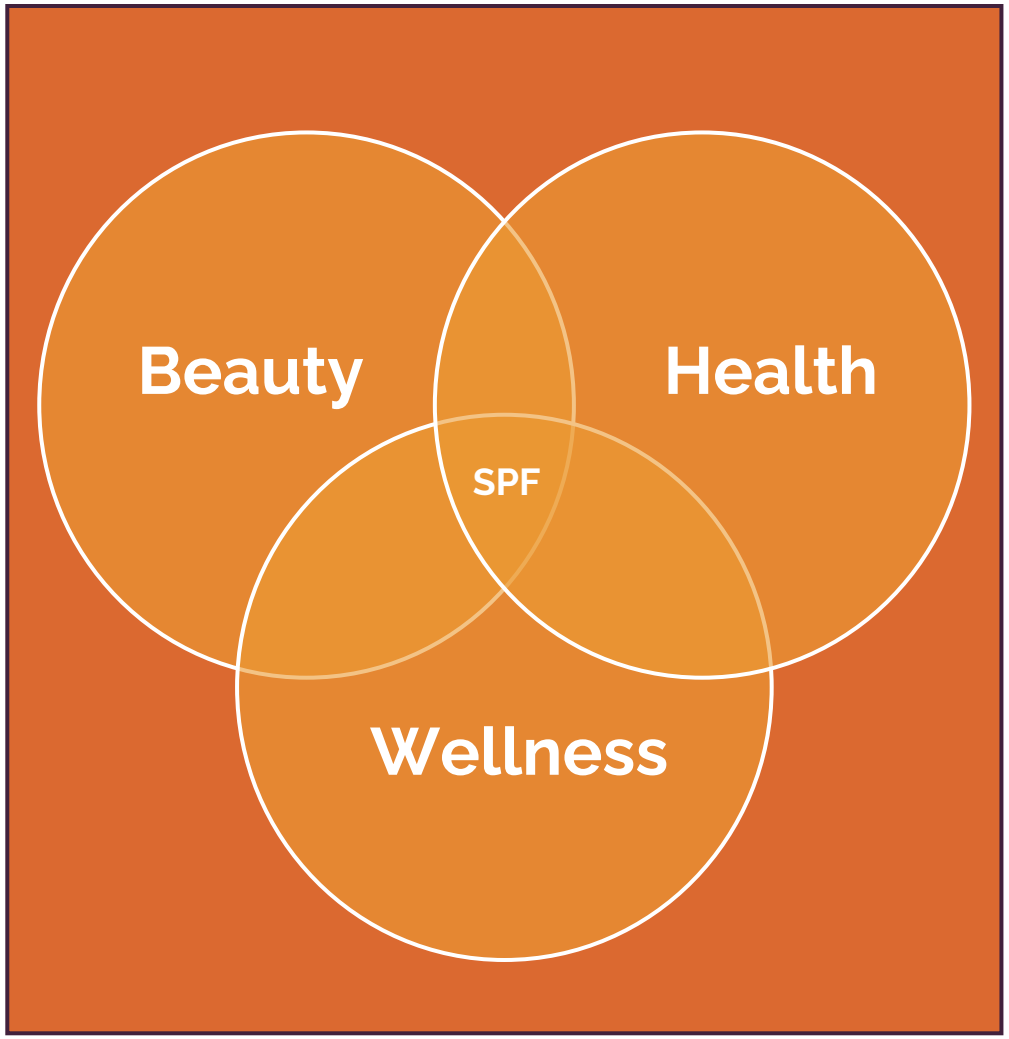
- The level of Solésence operating expenses will now increase at a rate substantially below the top line growth rate
- **Seven-figure YTD** reduction in indirect costs compared to this time last year

Beauty / Health Market Convergence

- Consumers across all income levels increasingly prioritizing discretionary spending on health and wellness, driving near-term and sustained increase in Solésence addressable market
- Ongoing blending of the sectors provides a significant opportunity to increase share of wallet

Consumer Excitement around SPF

- **BEMT approval raising consumer awareness in SPF**, driving brand-level investment in daily-use SPF products
- Daily-use SPF products are at the core of Solésence innovation engine, and where we have been repeatedly recognized as a leader in the industry
- **Best-in-class innovation** provides Solésence greater potential to expand market reach
- Selectively sharing hybrid formulations with key brand partners



Favorable market conditions and expanding formulation capabilities will enable Solésence to achieve greater gross margins and higher enterprise value

SOLÉSENCE BEAUTY SCIENCE

The future of sun care is the future of beauty[+]

Questions & Answers

Thank you for joining us today.

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