

The Solésence logo features the brand name in a white, lowercase, sans-serif font. To the right of the text is a circular icon composed of several small white dots arranged in a ring, resembling a stylized sun or a molecular structure. The entire logo is set against a background of a wooden table with various beauty products and hands, all tinted in a warm, orange-brown hue.

solésence.

Solésence Beauty Science

First Quarter 2026 Earnings Call | May 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

Building the Foundation for Soléscience's Next Phase of Growth

Our evolution has brought new opportunities – and new complexities – we are modifying our business processes to fully capture the value we have created

SOLÉSENCE OVER THE PAST 6 YEARS:

>50%

CAGR Increase

>5x

Increase in Market Capitalization

NASDAQ

Uplisting

Global Patent Portfolio

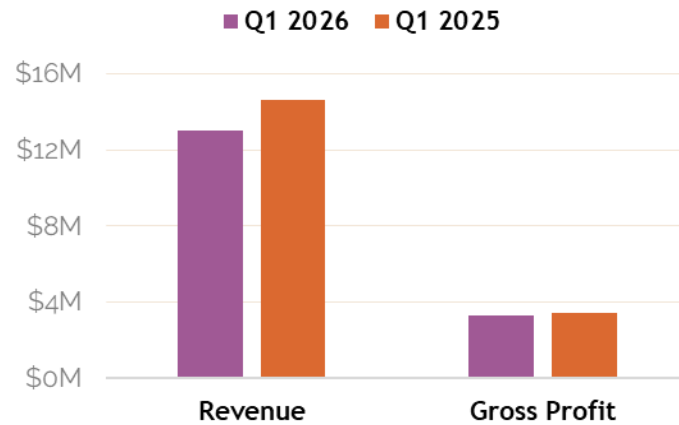
for Consumer-preferred Products
and Technologies

Transform & Transcend: Position Soléscience for Long-Term, Sustainable Profitability and Growth

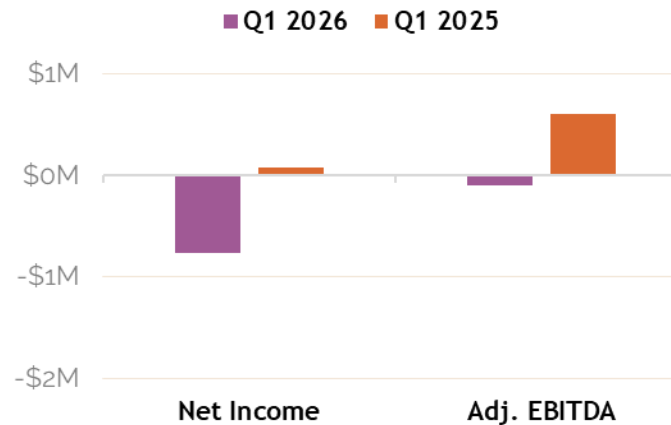
- Began in Late 2025 to align operational performance with strength of technology platform
- Multi-year initiative to **Transform** operational execution to **Transcend** beyond traditional CDMO model into a strategic, innovation partner
- **Q1 2026:** Prioritized disciplined execution & intentional investment in initiative to position Soléscience for improved operational and financial results later in the year

Q1 2026 Financial Snapshot

Revenue & Gross Profit (\$M)



Net Income & Adj. EBITDA (\$M)



M E T R I C	Q 1 2 0 2 6	Q 1 2 0 2 5	C H A N G E
Revenue	\$13.0M	\$14.6M	(13%)
Gross Profit	\$3.3M	\$3.4M	(13%)
Operating Expenses	\$3.8M	\$3.1M	+23%
Net Income / (Loss)	(\$0.8M)	\$0.08M	NM
Adjusted EBITDA	(\$107K)	\$609k	NM

REVENUE
\$13 Million

GROSS PROFIT
\$3.3 Million

GROSS MARGIN
26%

ADJUSTED EBITDA
(\$107K)

Transform and Transcend in Q1: Starting the Year Strong

Pillar One

Operational Excellence Through Lean Management Principles

Initiated: Q4 2025

- Introduced **updated shift structure** to reduce labor costs and improve efficiency
- Invested in training personnel in **new lean manufacturing structure** to drive greater productivity

Pillar Two

Leveraging our IP to Expand Addressable Market

Initiated: Q2 2026

- Launched **WHSPR™** and **Chromalüm™ platform technologies** to expand into new product categories and formats

Pillar Three

Service Model Innovation to Increase Share of Value Chain

Initiated: Q1 2026

- Completed **fourth co-marketing activation**, driving product-level performance and deepening strategic relationships with brand partners

SOLÉSENCE BEAUTY SCIENCE

The future of sun care is the future of beauty™

Questions & Answers

Thank you for joining us today.

Investor Relations
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