



**BIOLASE**  
*LEADER IN DENTAL LASERS™*

# Investor Overview

MARCH 2024 - NASDAQ: BIOL

# Disclosure Statement

This presentation contains forward-looking statements, as that term is defined in the Private Litigation Reform Act of 1995, that involve significant risks and uncertainties, including statements regarding the offering to which this presentation relates, as well as statements regarding BIOLASE's growth strategies, revenue estimates, business plans and future prospects. Forward-looking statements can be identified through the use of words such as "may," "might," "will," "intend," "should," "could," "can," "would," "continue," "expect," "believe," "anticipate," "estimate," "predict," "outlook," "potential," "plan," "seek," and similar expressions and variations or the negatives of these terms or other comparable terminology. Readers are cautioned not to place undue reliance on these forward-looking statements, which reflect BIOLASE's current expectations and speak only as of the date of this presentation. Actual results may differ materially from BIOLASE's current expectations depending upon a number of factors. These factors include, among others, risks related to coronavirus (COVID-19) and the effects of the outbreak and actions taken in connection therewith, adverse changes in general economic and market conditions, competitive factors including but not limited to pricing pressures and new product introductions, uncertainty of customer acceptance of new product offerings and market changes, risks associated with managing the growth of the business, substantial doubt regarding BIOLASE's ability to continue as a going concern, and those other risks and uncertainties that are described in the "Risk Factors" section of BIOLASE's filings with the Securities and Exchange Commission (the "SEC").

In addition to the financial information prepared in conformity with generally accepted accounting principles in the U.S. ("GAAP"), this presentation includes Adjusted EBITDA, a non-GAAP financial measure. Adjusted EBITDA is defined as net income (loss) before interest, taxes, depreciation and amortization, loss on patent litigation settlement, stock-based and other non-cash compensation, severance expense, allowance for doubtful accounts, increase in inventory reserves, and gain on debt forgiveness. Management uses Adjusted EBITDA in its evaluation of BIOLASE's core results of operations and trends between fiscal periods and believes that these measures are important components of its internal performance measurement process. Therefore, investors should consider non-GAAP financial measures in addition to, and not as a substitute for, or as superior to, measures of financial performance prepared in accordance with GAAP. Further, the non-GAAP financial measures presented by BIOLASE may be different from similarly named non-GAAP financial measures used by other companies. Please refer to Annex A for a reconciliation of Adjusted EBITDA to its most directly comparable financial measure presented in accordance with GAAP.

The foregoing review of important factors that could cause actual events to differ from expectations should not be construed as exhaustive and should be read in conjunction with statements that are included herein and elsewhere, including the risk factors included in BIOLASE's most recent Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K filed with the SEC. Except as required by law, BIOLASE undertakes no obligation to revise or update any forward-looking statement or to make any other forward-looking statements, whether as a result of new information, future events or otherwise.





# Who We Are

BIOLASE is the worldwide leader in dental lasers.

With thousands of dental lasers in use worldwide, millions of patients have experienced the benefits of laser dentistry, such as less aerosols, gentler procedures and comfortable healing.

# There is a Better Way



# BIOLASE at a Glance

## Robust Product Line

For general dentists and specialists

## Large IP Portfolio

- 241 active and 21 pending patents as of Dec 31, 2023
- \$37.5M in value<sup>1</sup>

## 47.7K+ Laser Systems Sold

In 80 countries to date<sup>2</sup>

## Broad Range of Applications

Dental lasers perform a broad range of cosmetic, restorative and surgical applications

## Large Market Opportunity

- Only about 8%\* of U.S. Dental Practices incorporate all tissue lasers
- Every additional 1% = \$50M\* in new revenue

## Experienced Management Team

Transitioned the company from R&D focus to commercialization



<sup>1</sup> As assessed by PatSnap 2022 - <sup>2</sup> From 1998 through December 31, 2023 \* BIOLASE estimate  
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# BIOLASE's Spectrum of Laser Systems & Consumables

## 241 Active + 21 Pending Patents

### ALL TISSUE LASER SOLUTIONS

#### Waterlase iPlus®

- Our best selling All-Tissue dental laser— 80+ FDA cleared indications
- Replaces scalpel for minimally invasive, minimally bleeding microsurgery for soft tissues
- Replaces drill with substantial reduced need for anesthesia for teeth & bone



### SOFT TISSUE LASER SOLUTIONS

#### Epic X®

- Surgery, fast tooth whitening and pain therapy in one device
- Ultra portable for multiple-operator use



#### Epic Hygiene™

- Designed by hygienists, for hygienists
- FDA cleared for laser bacterial reduction ("LBR")

### TIPS & ACCESSORIES





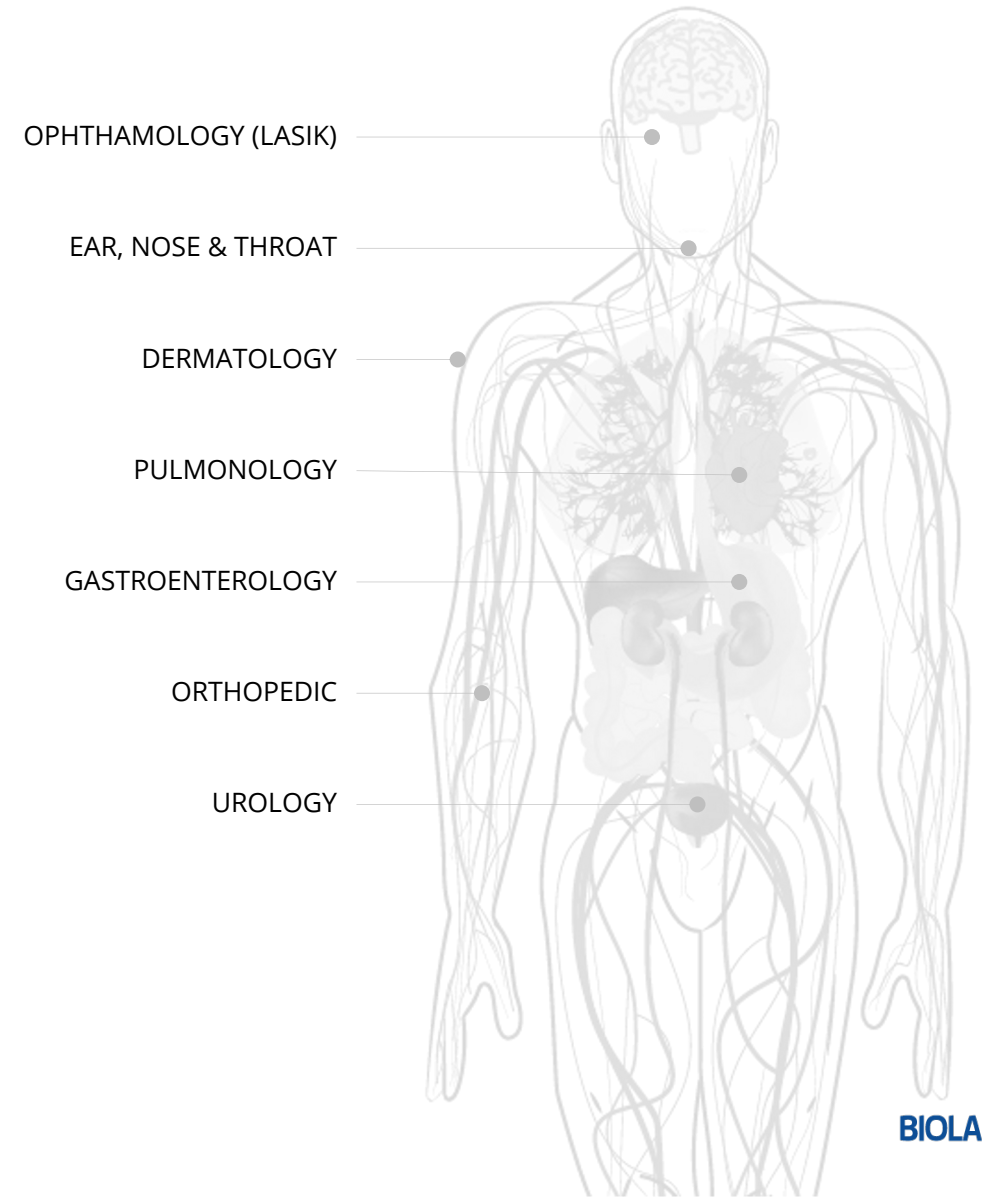


The Time is Now

# Lasers are Widely Used in Medicine

With Only **8%\*** Penetration, Laser Dentistry Offers a Significant Growth Opportunity for Lasers in Medicine

- ✓ Minimally invasive
- ✓ Less bleeding/trauma
- ✓ Faster healing
- ✓ Enhanced precision
- ✓ More patient-friendly experience



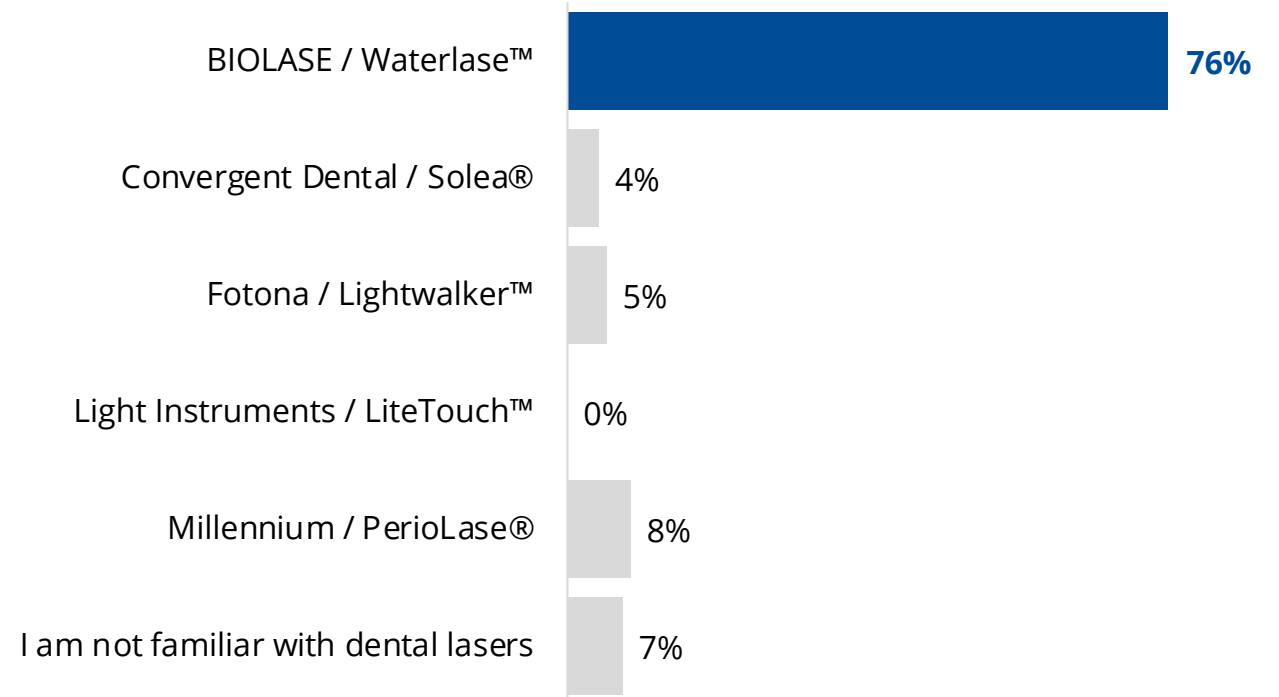
\*BIOLASE estimate

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# Global Leader in Dental Lasers

Which company/product do you think of when you hear the term “**GLOBAL LEADER IN DENTAL LASERS**”?



**SOURCE:** Internal Market Research Study 2021.

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# A Significant Growth Opportunity

Estimated **60M People** in the U.S. Alone Have Gum Disease and Increased Health Risk Due to the Connection Between Oral and Systemic Health

## UNDER-TREATED<sup>1</sup>

85% of American adults suffer from **Gum Disease**



47% Have **periodontitis**



65M **adults** aged 30 years and older

## PERI-IMPLANTITIS

>3M **implants placed** in the U.S. in 2019 with a 6% increase each year<sup>2</sup>

1/3 Over 1/3 of patients experience **peri-implantitis** over 3.5-year period<sup>3</sup>

500K 500,000+ implants per year in U.S. **need attention** for peri-implantitis and that number continues to grow

1/3 Waterlase lasers are highly effective, safe solution to **preserving sick implants**<sup>4</sup>

## LESS FREQUENT DENTIST VISITS



of the U.S. population avoids going to the dentist because of **"dental anxiety or fear"**<sup>5</sup>

<sup>1</sup> J Dent Res. 2012 DOI:10.1177/0022034512457373), <sup>2</sup> iData Research 2021, <sup>3</sup> Clin Oral Impl Res. 2019;30:306-314), <sup>4</sup> Dent J (Basel) 2018, <sup>5</sup> DentaVox survey of 18,000 people worldwide 2018

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# BIOLASE Opportunity

## Targeted Growth Strategy to Further Penetrate the U.S. Market



### **DSOs (Corporate Dentistry)**

1,300 DSOs (approx. 9,000 U.S. offices)

If only 10% of DSOs adopted our lasers, we estimate it would result in > \$54M in additional revenue



### **PEDIATRICS**

~7K Pediatric Dentists

If an additional 5% of Ped Dentists adopted our lasers, we estimate it would result in > \$20M in additional revenue



### **PERIODONTICS (Gum Disease)**

~5K Periodontists

If an additional 20% of Perios adopted our lasers, we estimate it would result in > \$50M in additional revenue



### **HYGIENE**

~200K Hygienists (35% Market Adoption)

If an additional 5% of Hygienists adopted our lasers, we estimate it would result in > \$70M in additional revenue



### **ENDODONTICS (Root Canals)**

~5K Endodontists

If an additional 10% of Endos adopted our lasers, we estimate it would result in > \$50M in additional revenue



### **GENERAL PRACTICE**

~150K GPs

If an additional 5% of GPs adopted lasers, we estimate it would result in > \$225M in additional revenue

Current U.S. All  
Tissue Laser Market  
Penetration

**< 8%**

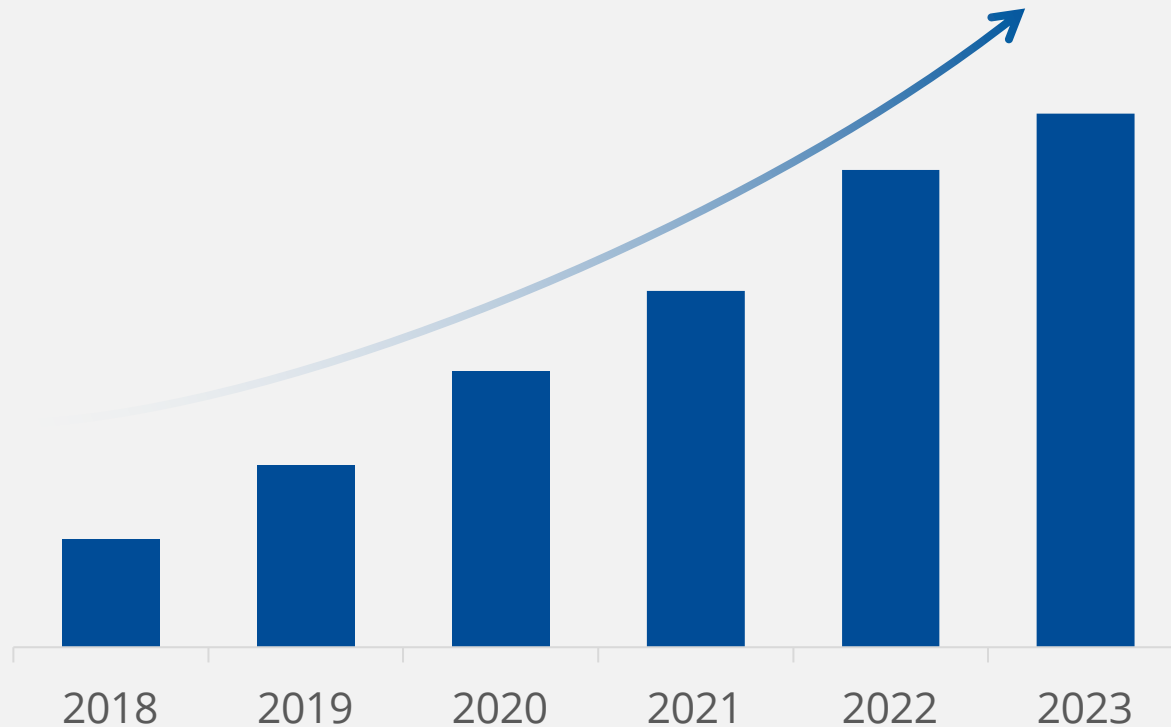
We estimate every **1%**  
increase in adoption in  
the U.S. would result in >  
**\$50M** in additional  
revenue

NOTE: Hypothetical scenarios are not intended as projections of future market penetration or revenues. Further, illustrative revenue figures do not include follow on consumable sales.

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# Marketing Qualified Leads



## Strong Lead Generation

- 25%+ lead growth over the last two years
- Grew leads 5x vs 2018 and ~2x vs 2020

A person is shown from the chest up, wearing glasses and holding an open book. The image is heavily stylized with a deep blue color overlay. The text "A New Standard of Care" is written in white, serif font across the middle of the image. A thin white horizontal line is positioned below the text.

A New Standard of Care

# Periodontal Disease is a Significant Health Threat

Laser technology has proven to be successful in destroying the harmful bacteria causing periodontitis, as well as restoring weakened and lost bone around the roots of the teeth

- According to the Center of Disease Control (“CDC”), **periodontal disease and tooth decay are the two biggest threats to dental health**
- Research from the Journal of Psychiatric Research **demonstrated an association between chronic gingivitis and subsequent depression**
- Research revealed **COVID-19 was found to be associated with periodontitis**, as both conditions share an inflammatory and infectious nature
- European Journal of Dentistry published a peer-reviewed paper suggesting that the existence of **periodontal disease can be a contributing factor in severe COVID-19 infection**
- Research demonstrated that **patients with alveolar bone loss (a hallmark of periodontitis progression) were 5.6 times more likely to be admitted to the intensive care unit or die from COVID-19** than patients with normal amounts of bone

Waterlase has the flexibility to treat infections like peri-implantitis and treat periodontal disease. Waterlase helps to disinfect the gum pocket so there is less concern about infection and can even reinitiate the reattachment of the tooth to the gums. Minimally invasive Waterlase protocols achieve superior patient reported outcomes (less swelling, bruising, and bleeding) and faster procedure times.



# Create New Revenue Streams for GPs & Benefits to Patients

## Minimally Invasive Perio Protocols

### Gingivitis / Early Periodontitis

#### HYGIENIST

- Effectively manage non-surgical periodontitis
- Proven clinical protocols, including **Pocket Therapy** and **Perio Debridement**
- Step-by-step training & guidebooks for easy integration

REVENUE GROWTH ↑ **\$15-\$40K+** / yr.

**Epic Hygiene**



### Moderate Periodontitis/Implantitis

#### DENTIST

- Easily manage moderate periodontitis & implantitis
- Minimally invasive, patient-friendly protocols
- Excellent clinical results & patient – reported outcomes

REVENUE GROWTH ↑ **\$32-\$64K+** / yr.

**Waterlase**  
Laser Dentistry.



### Severe Periodontitis/Implantitis

#### PERIODONTIST

- Manage severe, difficult and complex cases

**Refer Out**

**Waterlase**  
Laser Dentistry.



# Waterlase™: The Swiss Army Knife That's Changing The Treatment Paradigm In Dentistry

	BIOLASE, Inc.	Sonendo, Inc.	Convergent Dental, Inc.	Millenium Dental Technologies, Inc.
<b>Product</b>	<b>Waterlase iPlus®</b>	<b>GentleWave®</b>	<b>Solea®</b>	<b>Periolase®</b>
<b>FDA Clearances</b>	<b>80+</b>	<b>1</b>	<b>4</b>	<b>37</b>
<b>Functional Applications</b>	Hard tissue, soft tissue and irrigation, intra-canal	Irrigation only (canal cleaning and disinfection only)	Hard tissue and soft tissue but supra gingival only (visible surface only, no Intra-canal or subgingival applications)	Soft tissue only
<b>Procedural Applications</b>	Perio, endo, hygiene, pediatrics, restorative ( <u>all dental specialties</u> )	Endo only	Perio, endo, hygiene, pediatrics, restorative (limited to line-of-sight applications above)	Perio, hygiene, pediatrics, Restorative (soft tissue only)
<b>Modality/Description</b>	Laser light energy delivered deep within the root canal has unique cleaning and disinfection effects without reliance on harsh chemicals or excessive thermal temperatures  Also treats peri-implantitis, removes granulation tissue, and promotes connective tissue attachment	Root canal therapy using fluid dynamics, broad-spectrum acoustic energy and accelerated chemistry. Requires strong chemical medicaments with 3% NaOCl, and 8% EDTA.	9.3 um wavelength CO2 laser  Vaporizes enamel	Variable pulsed Nd:YAG dental laser featuring digital technology and 7 pulse durations  LANAP® protocol is still reliant on traditional modalities of treatment on all osseous aspects of the surgery; uses ultrasonic scaler on the implant threads
<b>Training Options</b>	In office, classroom and virtual	In office and classroom	In office and classroom	Classroom only

# Waterlase Benefits Create a Better Root Canal

## Creating a New Standard of Care in Endodontics

### *Waterlase*

<b>Ease of Procedure</b>	✓	Wide range of case use with open pulp chamber or apical approach. Only 30 sec. to complete! 7.5 min x 8 patients = <b>Save an hour per day &amp; improve the standard of care to the patient!</b>
<b>Holistic Dentistry</b>	✓	Laser light energy has unique degranulation effect without reliance on harsh chemicals
<b>Apicoectomy</b>	✓	Minimally invasive soft and hard tissue microsurgery for access and to remove granulation tissue
<b>Apical Third</b>	✓	Radial firing tips safely reach the apex without risk of penetrating
<b>Prosthetic Removal</b>	✓	Quickly and easily removes ceramic/porcelain crowns and veneers
<b>Consumables</b>	✓	Inexpensive disposable tips
<b>FDA Clearances</b>	✓	80+

**EDGEPRO®**

### **OEM Agreement with Edge Endo**

Provides reach and relationships into 75% endodontists in the U.S., furthering our goal of making Waterlase technology the standard of care in endodontics.





# Growth Strategy

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# Executing Our Growth Strategy Focused on Education & Training

Waterlase Trial Program  
(WTP) for General  
Practitioners

10

planned  
events for  
2024

8-12

dentist  
participants at  
each event

45%

close rate for the  
twelve months  
ended December  
31, 2023

\$3-4M

revenue  
opportunity  
annually

Increased messaging,  
marketing, education  
& training efforts are  
bearing fruit

~80%

of U.S. Waterlase sales in 2022  
and 2023 generated from new  
customers

~40%

coming from dental  
specialists in 2022 and 2023

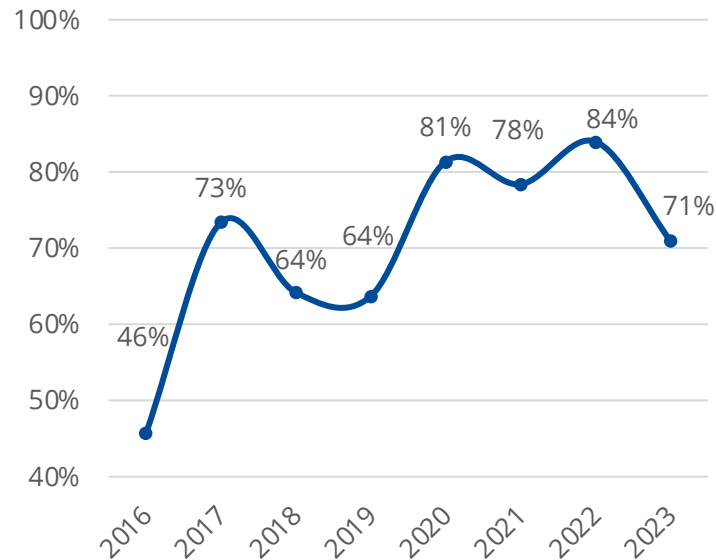
Specialist Academies  
Expand Awareness



# KPIs Demonstrate Strong Business Momentum

## Both adoption and utilization are trending positively

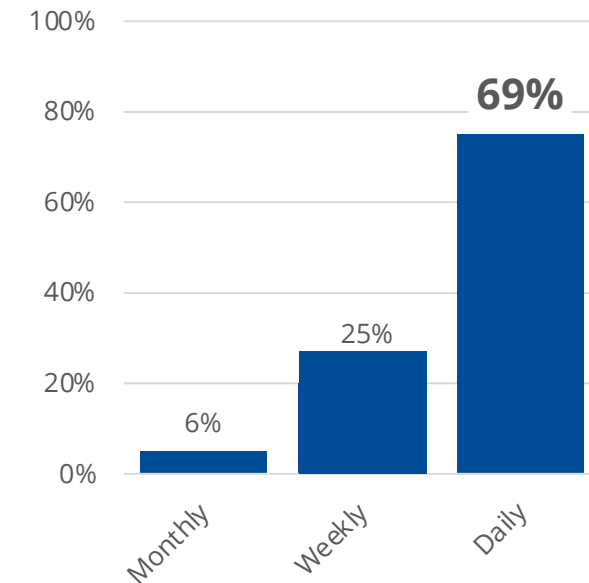
% OF U.S. SALES TO NEW WATERLASE™ USERS



- Rapid upward trend signals increase in laser adoption for dental treatments
- Marketing efforts and superior technology have established a foundation for Biolase to capture additional market share

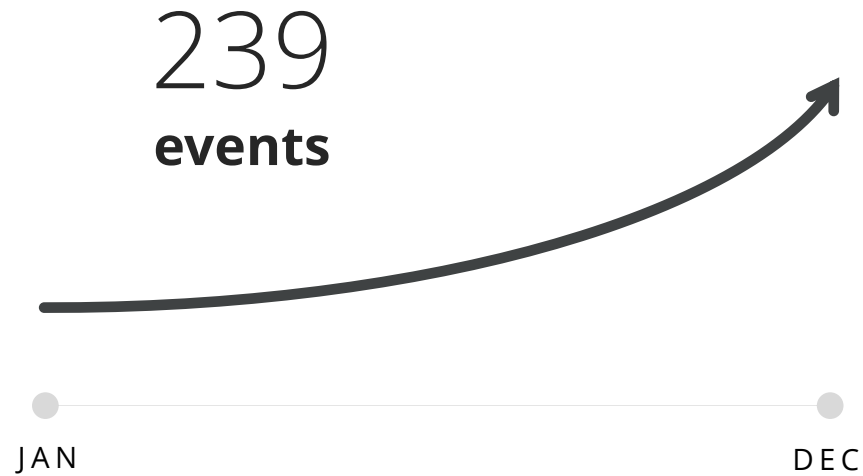
**WATERLASE™  
UTILIZATION**

High adoption among current customer base

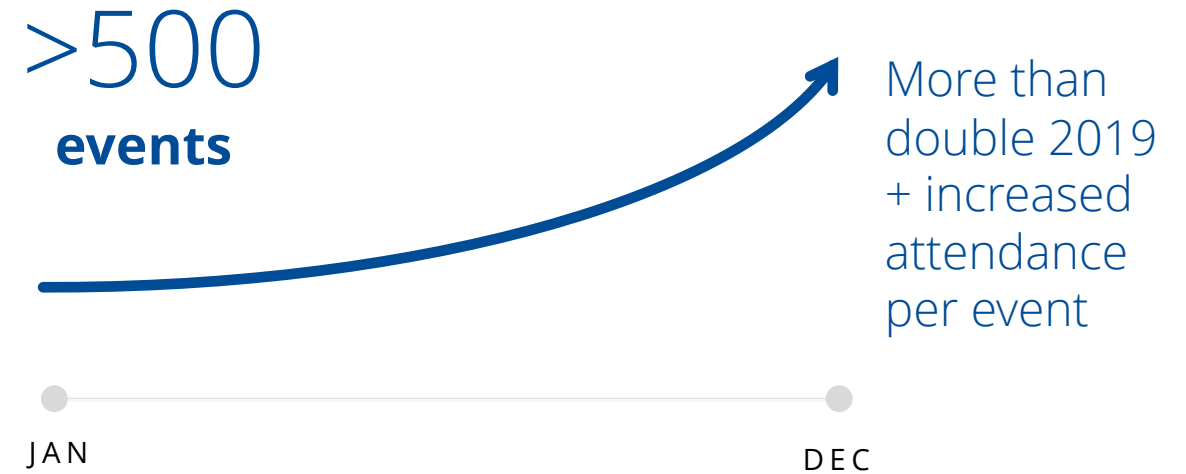


# Increased Marketing & Sales Efforts

## Biggest Improvement in the Company Over the Past Couple of Years



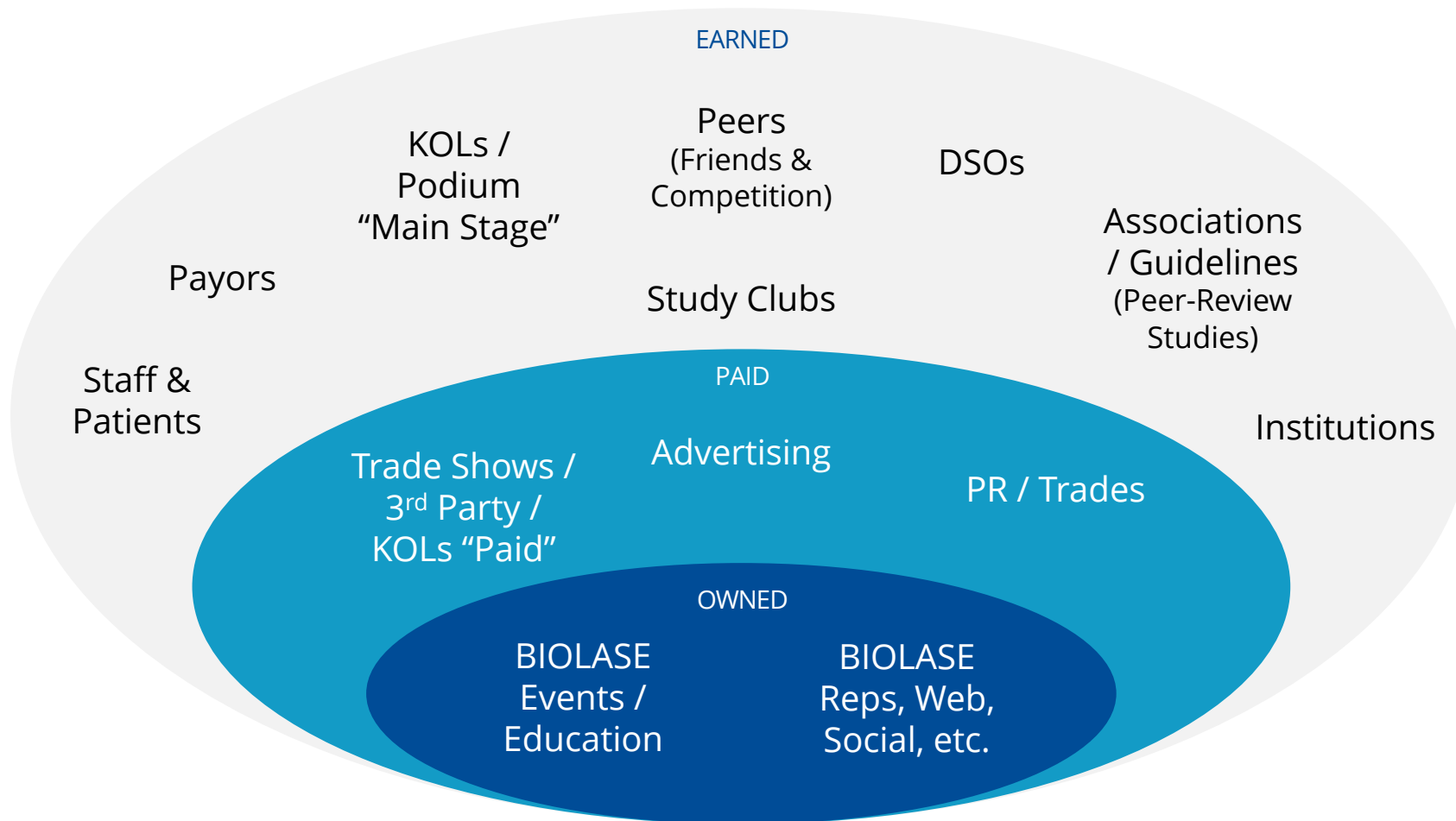
Pre-Pandemic 2019



2023



# Key Influencers



## Earned Channels

- Less control
- Can be difficult to execute
- High-quality reach
- Sustaining
- Critical in novel therapies / new tech adoption

## Paid & Owned Channels

- Higher control
- Speed to market
- Lower quality touch and can be expensive to sustain
- Higher emphasis in established, easy to "switch" categories

# Model Dental Office (“Laser Smiles”) & Training Center



Opened  
3/31/23



- ✓ Film patient and doctor testimonials
- ✓ Partner with philanthropies
- ✓ Train customers
- ✓ Create marketing content



The background of the slide is a dark blue gradient with a faint, semi-transparent grid. Overlaid on this grid is a stylized candlestick chart, a common tool in financial analysis. The chart consists of numerous vertical bars, each representing a price movement over a specific time interval. The bars are dark blue, matching the background, and have thin white outlines. Some bars have small vertical lines extending above and below them, indicating price ranges. The overall effect is a professional, data-driven aesthetic.

# Financials

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# FY23 Results & Accomplishments

(Ended December 31, 2023)

- **Net revenue grew 1% to approximately \$49 million:**
  - Approx 71% of U.S. laser sales came from new customers, continuing a positive trend
  - Increased sales conversion rate throughout the year with the continued success of its Waterlase Trial Program
- **Demonstrated leadership in creating awareness of the benefits of laser dentistry** through over 530 webinars, study clubs, and training events in 2023
- **Waterlase delivered increased utilization rates**, with close to 70% of new customers using Waterlase daily, based on Company data
- **Achieved record consumable sales in 2023** with an increase of approximately 20% over 2022
- **Significantly improved its marketing engine in 2023** with marketing qualified leads increasing 5x over 2018 levels
- **Added new OEM revenue with EdgePro** product launch through a partnership with EdgeEndo
- **Realized cost savings and improved quality** from in-house manufacturing of key components after the purchase of a supplier and IP in 2022
- **Launched centralized training center and opened a model dental office** to enhance marketing efforts and communicate the benefits of BIOLASE technology



# Financial Overview

## OPERATING RESULTS

Twelve Months Ended December 31, 2023

\$49.2M

Revenue

1%

YoY Revenue  
Growth

34%

Gross Margin

(\$12.8M) ~\$55M

Adjusted EBITDA\*  
improved \$7.4M or 37%  
when compared to the  
same period in 2022

Annual Revenue  
target estimated to  
achieve Adjusted  
EBITDA break-even

~45%

Annual Gross Margin  
target estimated to  
achieve Adjusted  
EBITDA break-even

## FINANCIAL POSITION

As of December 31, 2023

\$6.6M

Cash & Cash  
Equivalents

\$11.4M

Inventory

\$5.5M

Receivables

\$14.0M

Current and  
Non-current Term  
Loan, net of Discount

\$5.2M

Working  
Capital

~1yr

Cash Burn\*\*

\* Non-GAAP financial measure. See Annex A for a reconciliation to the most comparable GAAP financial measure

\*\* Historical trends currently indicate approximately one year of cash is available for operational requirements

# Anticipated 2024 Milestones

- **Grow 2024 revenue through continued adoption of lasers and consumables** by the dental community, including general dentists, dental specialists, dental hygienists, and group practice entities (DSOs)
  - **Expand OEM revenue base through its partnership with EdgeEndo**
  - **Increase effectiveness and efficiency of the Waterlase Trial Program** to drive increased adoption
  - **Broaden participation in BIOLASE dental and hygiene academies** to expand awareness of the benefits of BIOLASE lasers to patients
- **Utilize new training centers** to enhance sales and marketing efforts and communicate the benefits of BIOLASE technology
  - **Utilize new model dental office** to increase marketing, testimonial, and training opportunities
  - **Expand the Dental Service Organization (“DSO”) customer base** and further penetrate the DSO market
  - **Realize cost savings and improve quality** from in-house manufacturing of key components

# Key Takeaways

Large Market Opportunity as Lasers Become a New Standard of Care

BIOLASE Lasers Provide Increased Safety for Dentists and Their Patients

Industry and Market Leading Product Line of Dental Lasers and Disposables

Sales Up Year Over Year and significantly from Pre-Pandemic Levels

Increased Marketing, Education and Training are Driving Increased Sales

Marketing Qualified Leads up 5x

Recent Independent Research Supporting Adoption of Laser Dentistry

Solid Issued and Pending IP Portfolio





# About Us

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# Board of Directors Highlights & Credentials



**Jonathan T. Lord,  
M.D.**  
Chairman of the Board

A nationally recognized leader in innovations in health care, Jonathan "Jack" Lord, M.D, is actively engaged in driving change in healthcare through new technologies and therapies. Dr. Lord is a board-certified forensic pathologist and Fellow of the College of American Pathologists.



**John R. Beaver**  
President, Chief Executive  
Officer and Director

At BIOLASE, John's vision is to raise a generation of kids not afraid of going to the dentist. He brings over 40 years of substantial leadership and technical experience in finance and business management for both public and private companies.



**Jess Roper**  
Director

Jess Roper was appointed to the BIOLASE Board of Directors in June 2018 and serves as the Chairman of its Audit Committee. Mr. Roper has considerable financial and audit experience in the sectors of medical devices, life sciences, technology, manufacturing, and financial institutions.



**Dr. Martha  
Somerman**  
Director

Dr. Kathleen T. O'Loughlin is currently the Executive Director of the American Dental Association and is retiring from the American Dental Association by the end of this year.



**Kenneth P. Yale,  
D.D.S., J.D.**  
Director

Dr. Yale is currently on the Board of Visitors at the University of Maryland School of Dentistry, and a consultant to the United States Department of Defense (DOD), a position he has held since March 2020.



**Dr. Kathleen  
T. O'Loughlin**  
Director

Dr. Kathleen T. O'Loughlin is currently the Executive Director of the American Dental Association and is retiring from the American Dental Association by the end of this year.

# Leadership Team Highlights & Credentials



**John R. Beaver**  
President, Chief Executive  
Officer and Director

At BIOLASE, John's vision is to raise a generation of kids not afraid of going to the dentist. He brings over 40 years of substantial leadership and technical experience in finance and business management for both public and private companies. His experience leading debt and equity fundraising efforts to elevate companies from start-up to commercial success has positioned BIOLASE for growth.



**Jennifer Bright**  
Chief Financial Officer

Jennifer Bright has served as the company's Vice President of Finance since April 2021 and was appointed Chief Financial Officer in July 2022. Jennifer's responsibilities include the functional areas of finance, accounting, investor relations, treasury, and assisting the executive management team in establishing long-range goals, strategies, plans and policies that drive positive results.



**Steven Sandor**  
Chief Operating Officer

Steven Sandor was appointed Chief Operating Officer of BIOLASE in July 2022. Having joined BIOLASE in April 2019, Steven has served in several impactful positions in the company's customer-facing organizations, most recently as Senior Director, Commercial Operations and Service. Steven has been instrumental in developing long-term strategic growth initiatives focused on leveraging talent, building robust commercial processes, and scalability.

A dental procedure is shown with a blue overlay. A dentist and an assistant are performing a procedure on a patient lying in a dental chair. A laser device is being used, and its control panel is visible in the bottom right corner. The text "BIOLASE" and "LEADER IN DENTAL LASERS™" is displayed in the top right corner.

**BIOLASE**  
*LEADER IN DENTAL LASERS™*

Thank You

 [biolase.com](http://biolase.com)  
 [ir@biolase.com](mailto:ir@biolase.com)

# Annex A

The following table contains a reconciliation of non-GAAP Adjusted EBITDA to GAAP net loss attributable to common stockholders (in thousands):

	Twelve Months Ended	
	December 31, 2023	December 31, 2022
GAAP net loss attributable to common stockholders	\$(37,619)	\$(28,851)
Deemed dividend on convertible preferred stock	<u>16,987</u>	<u>217</u>
GAAP net loss	\$(20,632)	\$(28,634)
Adjustments:		
Interest expense, net	2,361	2,749
Income tax provision	31	109
Depreciation	2,798	497
Severance expense	236	-
Change in allowance for doubtful accounts	533	40
Stock-based and other non-cash compensation	1,232	2,303
Increase in inventory reserve and disposals	715	2,798
Other (income) expense, net	<u>(48)</u>	<u>-</u>
Adjusted EBITDA	\$(12,774)	\$(20,138)