FIGS

Q1 2023
Earnings Presentation

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FIGS

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This presentation contains various forward-looking statements about the Company within the meaning of the Private Securities Litigation Reform Act of 1995, as amended, that are based on current management expectations, and which involve substantial risks and uncertainties that could cause actual results to differ materially from the results expressed in, or implied by, such forward-looking statements. All statements contained in this presentation that do not relate to matters of historical fact should be considered forward-looking. These forward-looking statements generally are identified by the words "anticipate", "believe", "contemplate", "continue", "could", "estimate", "expect", "forecast", "future", "intend", "may", "might", "opportunity", "outlook", "plan", "possible", "potential", "predict", "project," "should", "strategy", "strive", "target", "will", or "would", the negative of these words or other similar terms or expressions. The absence of these words does not mean that a statement is not forward-looking. These forward-looking statements address various matters, including: the Company's plan to use its layering system to expand reach and drive higher revenue per customer; engaging new and existing customers within the Company's community through impactful marketing; localization strategies driving strong new customer acquisition across regions; building brand awareness and customer engagement initiatives to drive growth; the Company's belief that it has the opportunity to reach the approximately 118 million international healthcare professionals; TEAMS as a potential growth vehicle to expand the Company's reach; the Company's planned relaunch of its custom TEAMS app; the Company's opportunity to access healthcare professionals who receive scrubs through their institutions; the Company's future retail stores and retail strategy and the potential benefits of that strategy; the timing of opening of the Company's first retail store; the Company's strategic priorities, including product innovation, building and deepening connections with its community, expanding presence, and investing in infrastructure; the Company's plans for long-term profitable growth; and the Company's outlook as to net revenues and adjusted EBITDA margin for the full year ending December 31, 2023, all of which reflect the Company's expectations based upon currently available information and data. Because such statements are based on expectations as to future financial and operating results and are not statements of fact, our actual results, performance or achievements may differ materially from those expressed or implied by the forward-looking statements, and you are cautioned not to place undue reliance on these forward-looking statements. The following important factors and uncertainties, among others, could cause actual results, performance or achievements to differ materially from those described in these forward-looking statements: the impact of COVID-19 and macroeconomic trends on the Company's operations; the Company's ability to maintain its recent rapid growth and effectively manage its growth; the Company's ability to maintain profitability; the Company's ability to maintain the value and reputation of its brand; the Company's ability to attract new customers, retain existing customers, and to maintain or increase sales to those customers; the success of the Company's marketing efforts; the Company's ability to maintain a strong community of engaged customers and Ambassadors; negative publicity related to the Company's marketing efforts or use of social media; the Company's ability to successfully develop and introduce new, innovative and updated products; the competitiveness of the market for healthcare apparel; the Company's ability to maintain its key employees; the Company's ability to attract and retain highly skilled team members; risks associated with expansion into, and conducting business in, international markets; changes in, or disruptions to, the Company's shipping arrangements; the successful operation of the Company's distribution and warehouse management systems; the Company's ability to accurately forecast customer demand, manage its inventory, and plan for future expenses; the impact of changes in consumer confidence, shopping behavior and consumer spending on demand for the Company's products; the Company's reliance on a limited number of third-party suppliers; the fluctuating costs of raw materials; the Company's failure to protect its intellectual property rights; the fact that the operations of many of the Company's suppliers and vendors are subject to additional risks that are beyond its control; and other risks, uncertainties, and factors discussed in the "Risk Factors" section of the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2023 to be filed with the Securities and Exchange Commission ("SEC"), the Company's Annual Report on Form 10-K for the year ended December 31, 2022 filed with the SEC on February 28, 2023, and the Company's other periodic filings with the SEC. The forward-looking statements in this presentation speak only as of the time made and the Company does not undertake to update or revise them to reflect future events or circumstances.

OUR MISSION

To celebrate, empower & serve those who serve others

FIGS

Financial Performance at a Glance

Q1 2023

NET REVENUES	GROSS MARGIN	NET INCOME	ADJ. EBITDA MARGIN[1]
$120.2M	**71.3%**	**$1.9M**	**13.4%**
+9% YoY	+10 bps YoY	(79%) YoY	(9) ppts YoY

(1) Adjusted EBITDA margin is a non-GAAP financial measure. See "Non-GAAP Financial Measures and Key Operating Metrics" in the Appendix for additional information on non-GAAP financial measures and reconciliations to the most directly comparable GAAP measures.

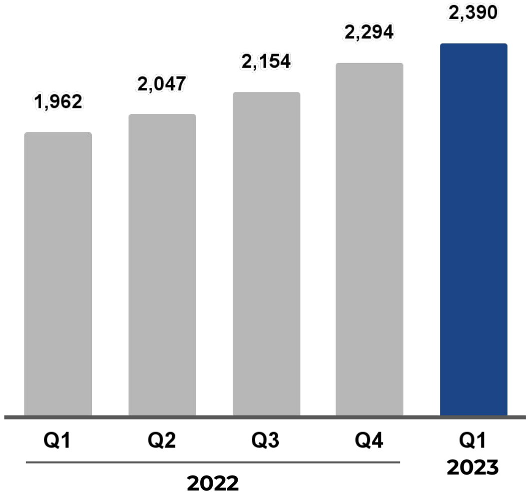
Key Operating Metrics

(unaudited)

Active Customers[1]

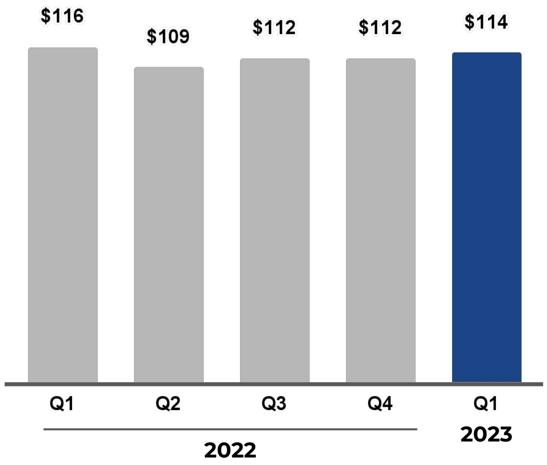
(Trailing Twelve Months, in thousands)

+22% YoY



Average Order Value (AOV)[1]

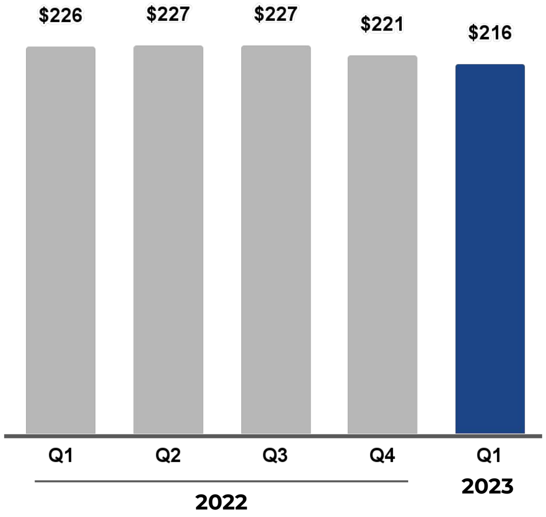
(2%) YoY



Net Revenues Per Active Customer[1]

(Trailing Twelve Months)

(4%) YoY



Investing strategically in marketing drove strong active customer growth

(1) Active customers, AOV and net revenues per active customer are key operational and business metrics that are important to understanding our performance. See "Non-GAAP Financial Measures and Key Operating Metrics" in the Appendix for additional information on these metrics.

Product Innovation

BEST ONSHIFT OUTERWEAR STYLE EVER!

Debuted a new jacket in the On Shift™ franchise with technical properties constructed in a brand new, super soft, extra mobile proprietary fabrication

On Shift™ ContourKnit Jacket is the lightest outer layer in our layering system, with pocketing (i.e. stethoscope!), repellency and embroidery capabilities

Serving the healthcare community on-shift and off-shift from head-to-toe with an inclusive product offering

Product Innovation

Delivering a layering system to expand reach and drive higher net revenues per active customer

Build and Deepen Connection with Community

Engaging continuously with new customers and our existing community through impactful marketing

Expand Presence

International

2019 / 2020	2022	
Canada	Germany	Italy
Australia	France	Spain
United Kingdom	Ireland	New Zealand
	Belgium	UAE
	Netherlands	Israel

- International net revenues grew 45% YoY in Q1 2023
- Performance led by demand in Canada, our most penetrated international market
- Localization strategies driving strong new customer acquisition across regions
- On track to initiate rollout of translations in May 2023

We believe we have the opportunity to reach the approximately 118 million international healthcare professionals

Building brand awareness and customer engagement initiatives to drive growth

Expand Presence

TEAMS

- Opportunity to access the 15% of healthcare professionals who receive scrubs through their institutions
- Platform enables institutions to standardize and professionalize their teams with FIGS
- Partnering with a number of associations to bring FIGS to their teams
- On track with redesign of our custom TEAMS App for a targeted Q3 2023 relaunch
    - Digital, bulk ordering platform designed specifically for healthcare organizations
    - Unique, proprietary, and FIGS-branded
    - Group ordering functionality makes ordering for hundreds possible with one link
    - Built in logo embroidery capabilities

GRAND STREET DENTAL

Establishing relationships with healthcare institutions and universities

Expand Presence

Retail

- First store on track to open in Los Angeles' popular Century City Mall in Q3 2023

- The store will provide unique customer experience where HCPs will be able to:
  - Experience FIGS product in-person with the assistance of knowledgeable staff
  - Gather as a community and meet with other HCPs

- Exploring additional locations using a measured approach to store economics and site selection

LOS ANGELES POP-UP ON MELROSE, 2018

Creating a retail strategy to drive brand awareness and a differentiated customer experience

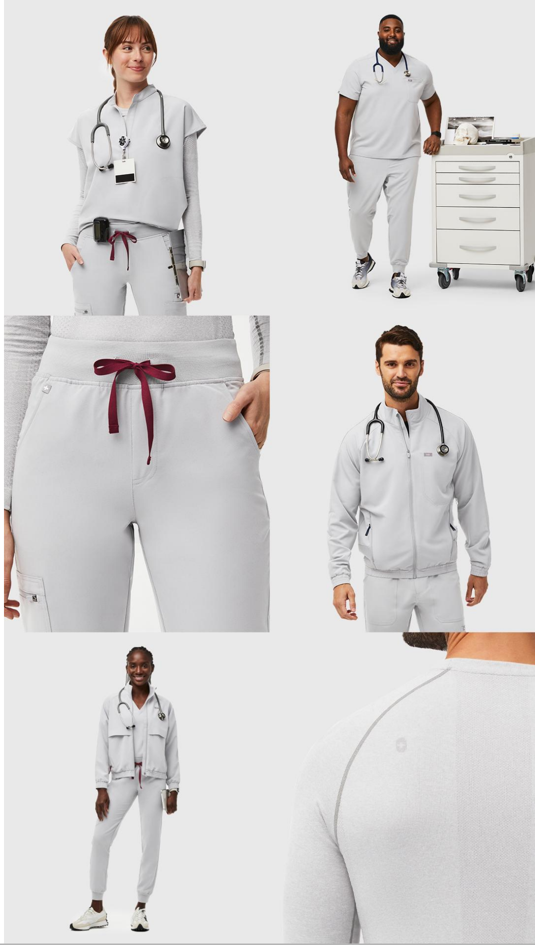
Advancing Strategic Priorities

- Product Innovation
  - Expand and evolve the FIGS layering system with new innovation, including technical features, fabrications, styles and categories

- Build and Deepen Connection with Community
  - Drive awareness and engagement through brand and performance marketing
  - Leverage ambassador community to stay top of mind
  - Create seamless, personalized shopping experience through website and mobile app

- Expand Presence
  - Accelerate International and TEAMS businesses
  - Launch disciplined retail strategy focused on creating community hubs

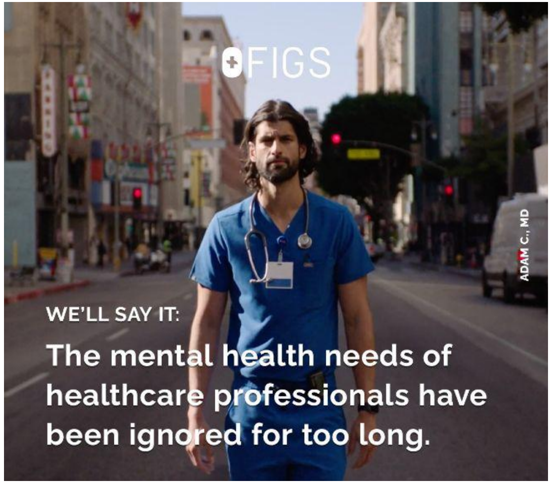
- Invest in Infrastructure
  - Enhance fulfillment to support scale, increase reliability, flexibility and speed to market
  - Optimize supply chain to support innovation and future growth



Building our foundation to drive long-term profitable growth

Advocacy and Giving Back

Released our 2022 Impact Report to demonstrate all the ways we give back to the healthcare community and show up for them every day



The Dr. Lorna Breen Heroes' Foundation
Donated $100k to ALL IN: WellBeing First For Healthcare, an initiative co-founded by #FirstRespondersFirst and The Dr. Lorna Breen Heroes' Foundation, to help ensure that healthcare professionals have access to mental health services and are never penalized for using them

Delivering on our unwavering commitment to the healthcare community

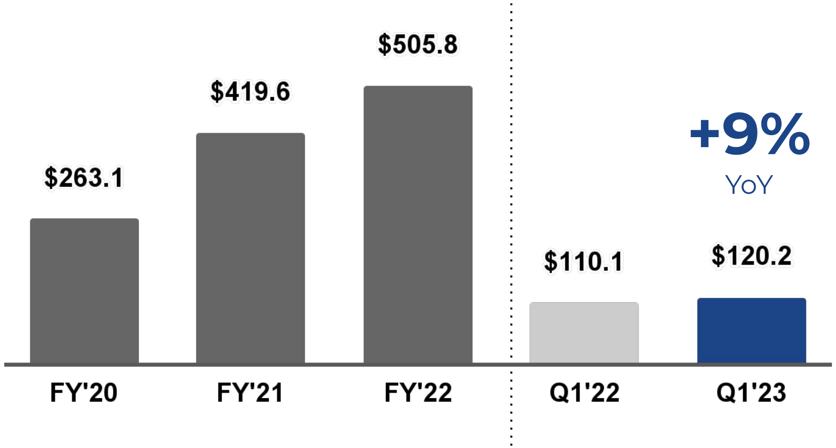
Financials

1Q 2023 Revenues Results

FIGS

Net Revenues

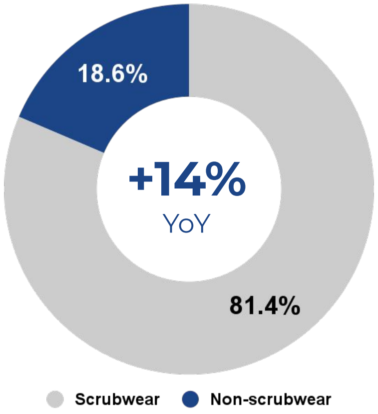
($ in millions)



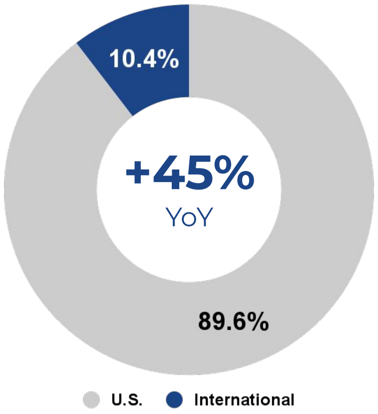
Q1 2023 Net Revenues Mix

(% of total revenues)

SCRUBWEAR / NON-SCRUBWEAR



US / INTERNATIONAL

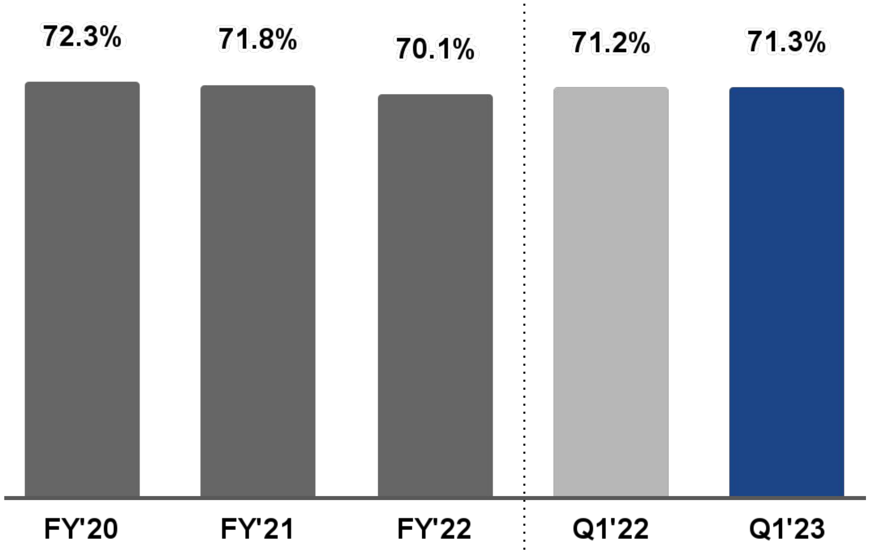


Net revenues growth was primarily driven by an increase in orders

Q1 2023 Gross Margin

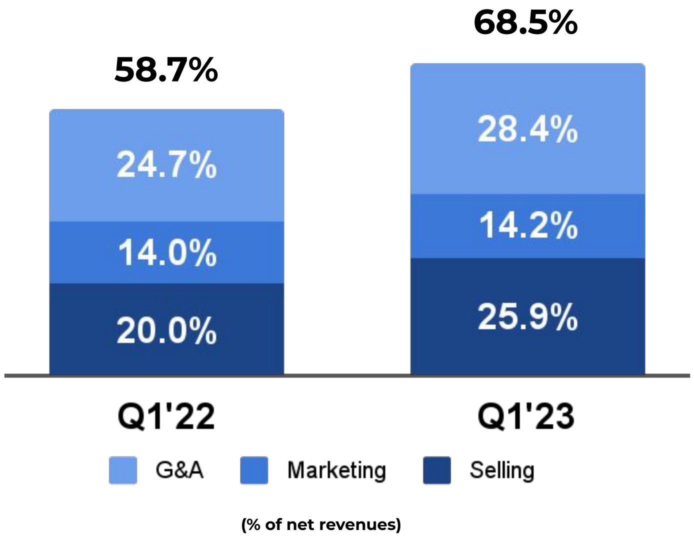
FIGS

- Gross margin increase in Q1 was primarily related to lower air freight utilization partially offset by a higher mix of promotions



Strong gross margin sustained despite headwinds

Q1 2023 Operating Expense



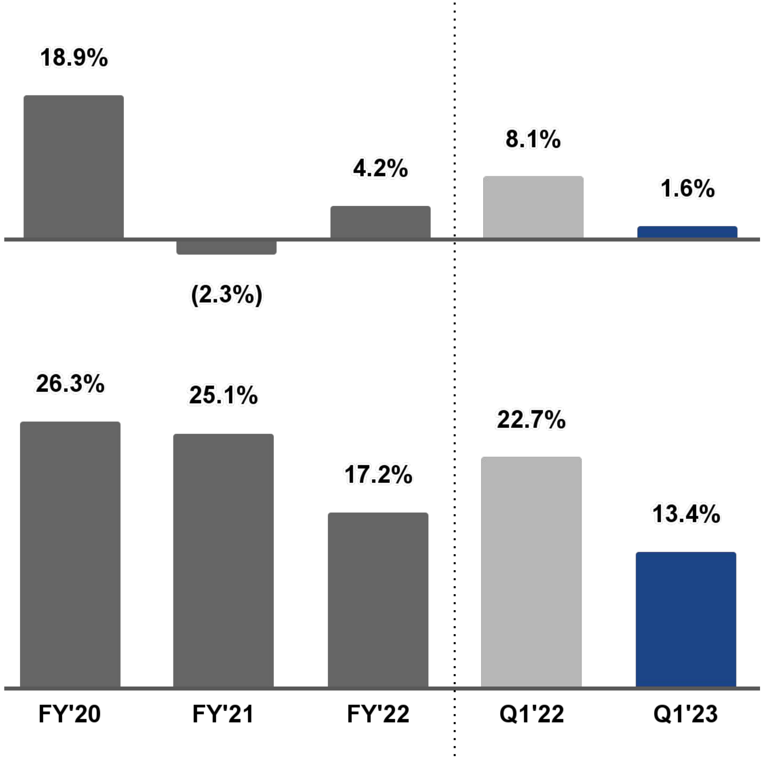
- The increase in selling expense as a percentage of net revenues was primarily driven by higher fulfillment expenses, including increased storage costs and, to a lesser extent, the impact from international duty subsidies
- The increase in marketing expense as a percentage of net revenues was primarily due to increased investment in digital marketing, particularly within our social media channels, partially offset by lower investment in brand marketing
- The increase in general and administrative expense as a percentage of net revenues was primarily due to an update to our accrual methodology for charitable donations in the prior year, an increase in stock-based compensation expense and higher professional fees, including increased public company costs. This was partially offset by reduced legal and insurance expenses

Navigated transitory cost headwinds, while investing in long-term growth

Q1 2023 Profitability

Net Income (Loss) Margin
(% of total revenues)

Adjusted EBITDA Margin[(1)]
(% of total revenues)



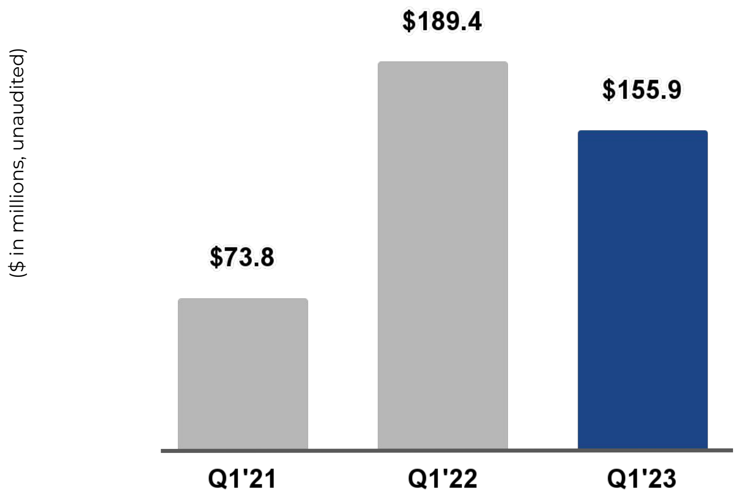
(1) Adjusted EBITDA margin is a non-GAAP financial measure. See "Non-GAAP Financial Measures and Key Operating Metrics" in the Appendix for additional information on non-GAAP financial measures and reconciliations to the most directly comparable GAAP measures.

Q1 2023 Balance Sheet / Cash Flow Results

FIGS

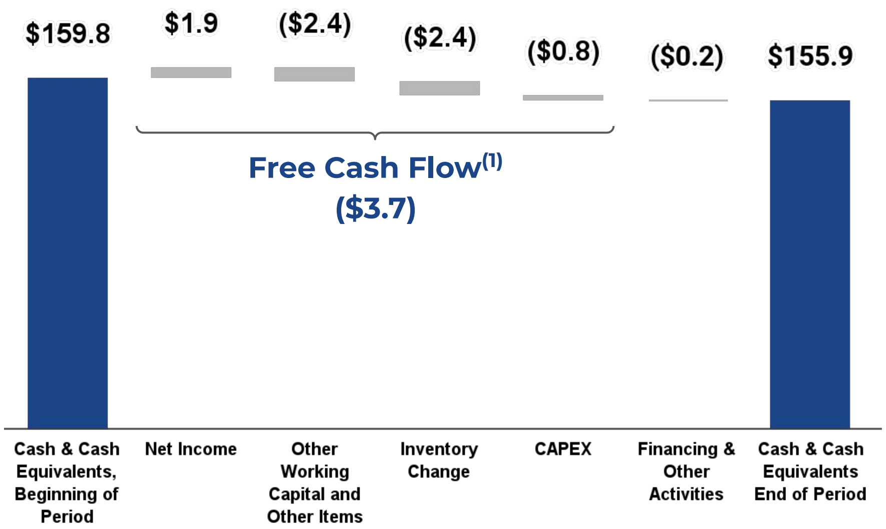
Cash & Cash Equivalents

(as of March 31, 2023)



Cash Flow Changes Q1 2023

(for the quarter ended March 31, 2023)



Strong debt-free balance sheet

(1) Free cash flow is a non-GAAP financial measure. See "Non-GAAP Financial Measures and Key Operating Metrics" in the Appendix for additional information on non-GAAP financial measures and reconciliations to the most directly comparable GAAP measures

2023 Full Year Outlook

Net Revenues growth vs 2022:	5.5% to 7.5%
Adjusted EBITDA Margin[1]:	12% to 13%

(1) Adjusted EBITDA margin is a non-GAAP metric. We have not provided a quantitative reconciliation of our adjusted EBITDA margin outlook to a GAAP net income margin outlook because we are unable, without making unreasonable efforts, to project certain reconciling items. These items include, but are not limited to, future stock-based compensation expense, income taxes, expenses related to non-ordinary course disputes, and transaction costs. These items are inherently variable and uncertain and depend on various factors, some of which are outside of our control or ability to predict. For more information on our use of non-GAAP metrics, see “Non-GAAP FInancial Measures and Key Operating Metrics” in the Appendix.

Appendix

FIGS

Non-GAAP Financial Measures and Key Operating Metrics

Included in this presentation are certain financial measures that are not calculated in accordance with U.S. generally accepted accounting principles ("GAAP") and which are designed to supplement, and not as a substitute for, the Company's financial information presented in accordance with GAAP. The non-GAAP financial measures as defined by the Company may not be comparable to similar non-GAAP financial measures presented by other companies. The presentation of such measures, which may include adjustments to exclude unusual or non-recurring items, should not be construed as an inference that the Company's future results will be unaffected by other unusual or nonrecurring items.

The Company uses "net income, as adjusted," "diluted earnings per share, as adjusted," "adjusted EBITDA" and "adjusted EBITDA margin" to provide useful supplemental measures that assist in evaluating its ability to generate earnings, provide consistency and comparability with its past financial performance and facilitate period-to-period comparisons of its core operating results as well as the results of its peer companies. The Company uses "free cash flow" as a useful supplemental measure of liquidity and as an additional basis for assessing its ability to generate cash. The Company calculates "net income, as adjusted" as net income adjusted to exclude transaction costs, expenses related to non-ordinary course disputes, other than temporary impairment of held-to-maturity investments, stock-based compensation, including expense related to award modifications, accelerated performance awards and ambassador grants in connection with its IPO, and expense resulting from the retirement of the Company's previous CFO, and the income tax impact of these adjustments. The Company calculates "diluted earnings per share, as adjusted" as net income, as adjusted divided by diluted shares outstanding. The Company calculates "adjusted EBITDA" as net income adjusted to exclude: other income (loss), net; gain/loss on disposal of assets; provision for income taxes; depreciation and amortization expense; stock-based compensation and related expense; transaction costs; and expenses related to non-ordinary course disputes. The Company calculates "adjusted EBITDA margin" by dividing adjusted EBITDA by net revenues. The Company calculates "free cash flow" as net cash (used in) provided by operating activities reduced by capital expenditures, including purchases of property and equipment and capitalized software development costs.

The following table presents a reconciliation of Net income, as adjusted to Net income, which is the most directly comparable financial measure calculated in accordance with GAAP, and presents Diluted earnings per share ("EPS"), as adjusted and Diluted earnings per share:

	Three Months Ended March 31,	
	2023	**2022**
(in thousands, except share and per share amounts)	*(unaudited)*	
Net income	$ 1,909	$ 8,899
Add (deduct):		
Expenses related to non-ordinary course disputes[1]	1,256	2,417
Income tax impacts of items above	(707)	(853)
Net income, as adjusted	$ 2,458	$ 10,463
Diluted EPS	$ 0.01	$ 0.05
Diluted EPS, as adjusted	$ 0.01	$ 0.05
Weighted-average shares used to compute Diluted EPS and Diluted EPS, as adjusted	182,853,746	193,379,275

(1) Exclusively represents attorney's fees, costs and expenses incurred by the Company in connection with the Company's litigation against Strategic Partners, Inc., as further described in the section titled "Legal Proceedings" appearing in the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2023.

Non-GAAP Financial Measures and Key Operating Metrics (cont.)

FIGS

The following table reflects a reconciliation of adjusted EBITDA to net income, which is the most directly comparable financial measure calculated in accordance with GAAP, and presents adjusted EBITDA margin with net income margin, which is the most directly comparable financial measure calculated in accordance with GAAP:

	Three Months Ended March 31,	
	2023	2022
(in thousands, except percentages)	*(unaudited)*	
Net income	$ 1,909	$ 8,899
Add (deduct):		
Other income, net	(1,071)	(8)
Provision for income taxes	2,459	4,854
Depreciation and amortization expense[1]	659	375
Stock-based compensation and related expense[2]	10,865	8,447
Expenses related to non-ordinary course disputes[3]	1,256	2,417
Adjusted EBITDA	$ 16,077	$ 24,984
Net Revenue	$ 120,232	$ 110,100
Net income margin[4]	1.6%	8.1%
Adjusted EBITDA margin	*13.4%*	*22.7%*

(1) Excludes amortization of debt issuance costs included in "Other income, net."
(2) Includes stock-based compensation expense and payroll taxes related to equity award activity.
(3) Exclusively represents attorney's fees, costs and expenses incurred by the Company in connection with the Company's litigation against Strategic Partners, Inc., as further described in the section titled "Legal Proceedings" appearing in the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2023.
(4) Net income margin represents net income as a percentage of net revenues.

The following table presents a reconciliation of free cash flow to net cash used in operating activities, which is the most directly comparable financial measure calculated in accordance with GAAP:

	Three months ended March 31,	
	2023	2022
(in thousands)	*(unaudited)*	
Net cash used in operating activities	$ (2,881)	$ (8,017)
Less: capital expenditures	(772)	(364)
Free cash flow	$ (3,653)	$ (8,381)

Non-GAAP Financial Measures and Key Operating Metrics (cont.)

The Company has also included herein “active customers,” “net revenues per active customer” and “average order value,” which are key operational and business metrics that are important to understanding Company performance. The number of active customers is an important indicator of growth as it reflects the reach of the Company’s digital platform, brand awareness and overall value proposition. The Company defines an active customer as a unique customer account that has made at least one purchase in the preceding 12-month period. In any particular period, the Company determines the number of active customers by counting the total number of customers who have made at least one purchase in the preceding 12-month period, measured from the last date of such period. The Company believes measuring net revenues per active customer is important to understanding engagement and retention of customers, and as such, the value proposition for its customer base. The Company defines net revenues per active customer as the sum of total net revenues in the preceding 12-month period divided by the current period active customers. The Company defines average order value as the sum of the total net revenues in a given period divided by the total orders placed in that period. Total orders are the summation of all completed individual purchase transactions in a given period. The Company believes the relatively high average order value demonstrates the premium nature of its products. As the Company expands into and increases its presence in additional product categories and price points as well as expand internationally, average order value may fluctuate.