

Sientra, Inc.
Q3 2018 Supplemental Financial & Operational Information
as of September 30, 2018, Q3 2018 Earnings Report
Unaudited Results - Non-GAAP & Pro Forma Basis

(\$ 000's)	2016					2017					2018		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
Revenue*	\$5,758	\$13,689	\$10,833	\$10,899	\$41,179	\$11,304	\$13,709	\$10,668	\$11,066	\$46,747	\$14,676	\$17,554	\$16,875
Breast Products	\$1,471	\$6,244	\$6,531	\$6,488	\$20,734	\$7,489	\$8,169	\$7,655	\$8,172	\$31,485	\$8,541	\$9,412	\$8,613
Miradry	\$4,287	\$7,445	\$4,301	\$4,411	\$20,445	\$3,816	\$5,540	\$3,013	\$2,894	\$15,263	\$6,134	\$8,141	\$8,262
Revenue - YoY	-63%	-29%	-21%	58%	-26%	96%	0%	-2%	2%	14%	30%	28%	58%
Breast Products - YoY	-88%	-56%	-34%	322%	-46%	409%	31%	17%	26%	52%	14%	15%	13%
Miradry - YoY	45%	47%	13%	-18%	19%	-11%	-26%	-30%	-34%	-25%	61%	47%	174%
% Breast Products	26%	46%	60%	60%	50%	66%	60%	72%	74%	67%	58%	54%	51%
% Miradry	74%	54%	40%	40%	50%	34%	40%	28%	26%	33%	42%	46%	49%
Gross Margin	52%	62%	67%	59%	61%	64%	65%	68%	48%	62%	58%	62%	62%
OPEX - as % of revenue	311%	150%	190%	162%	186%	194%	231%	197%	205%	208%	187%	158%	178%
OPEX S&M - as % of revenue	141%	72%	79%	70%	83%	88%	69%	80%	116%	87%	104%	88%	90%
OPEX R&D - as % of revenue	55%	28%	26%	28%	32%	35%	17%	28%	19%	24%	19%	13%	17%
OPEX G&A - as % of revenue	115%	50%	85%	64%	72%	71%	145%	89%	70%	97%	65%	57%	71%
Stock Based Compensation	\$882	\$1,069	\$1,533	\$855	\$4,339	\$1,602	\$2,064	\$1,662	\$1,989	\$7,317	\$2,548	\$3,138	\$4,391
COGS	\$7	\$3	\$24	\$6	\$41	\$5	\$4	\$1	-	\$10	-	-	-
S&M	\$251	\$277	\$315	\$279	\$1,122	\$354	\$374	\$335	\$351	\$1,414	\$853	\$904	\$1,419
R&D	\$105	\$125	\$208	\$145	\$584	\$190	\$219	\$183	\$166	\$758	\$333	\$377	\$462
G&A	\$518	\$664	\$987	\$425	\$2,593	\$1,054	\$1,467	\$1,143	\$1,472	\$5,135	\$1,362	\$1,857	\$2,510
as % of revenue	15%	8%	14%	8%	11%	14%	15%	16%	18%	16%	17%	18%	26%
Depreciation & Amortization	\$292	\$414	\$440	\$626	\$1,771	\$990	\$909	\$1,287	\$1,194	\$4,279	\$939	\$868	\$800
COGS	\$23	\$23	\$22	\$83	\$151	\$224	\$237	\$446	\$294	\$1,201	\$148	\$175	\$145
S&M	\$73	\$59	\$63	\$68	\$262	\$71	\$66	\$51	\$55	\$242	\$33	\$29	\$30
R&D	\$34	\$35	\$60	\$81	\$210	\$83	\$98	\$116	\$138	\$436	\$148	\$56	\$20
G&A	\$162	\$298	\$294	\$394	\$1,149	\$511	\$508	\$674	\$707	\$2,400	\$610	\$608	\$605
as % of revenue	5%	3%	4%	6%	4%	8%	7%	12%	11%	9%	6%	5%	5%
Accretion in Fair Value Adjustments to Contingent Consideration	-	\$8	\$7	\$81	\$96	\$61	\$402	\$306	\$363	\$1,131	\$621	\$1,087	\$470
Legal Settlement Expense	-	-	-	-	-	-	\$10,000	-	-	\$10,000	-	-	-
Adjusted EBITDA	\$(13,789)	\$(10,501)	\$(11,416)	\$(9,720)	\$(45,427)	\$(12,040)	\$(9,395)	\$(10,555)	\$(13,863)	\$(45,854)	\$(14,819)	\$(11,805)	\$(13,901)
as % of revenue	-239%	-77%	-105%	-89%	-110%	-107%	-69%	-99%	-125%	-98%	-101%	-67%	-82%

* Sientra placed a voluntary hold on the sale and implanting of all Sientra devices manufactured by Silimed between October 9, 2015 and March 1, 2016. During March 2016, Sientra initiated a controlled re-entry to market designed to optimize the supply of Breast Product inventory.

The above schedule is prepared on a Non-GAAP & Pro Forma basis which assumes the inclusion of Miramar results for all periods presented.