

Sientra, Inc.

Q4 2018 Supplemental Financial & Operational Information

as of December 31, 2018, Q4 2018 Earnings Report

Unaudited Results - Non-GAAP & Pro Forma Basis

(\$ 000's)	2016	2017				2018					
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>Revenue*</b>	<b>\$41,179</b>	<b>\$11,304</b>	<b>\$13,709</b>	<b>\$10,668</b>	<b>\$11,066</b>	<b>\$46,747</b>	<b>\$14,676</b>	<b>\$17,554</b>	<b>\$16,875</b>	<b>\$19,022</b>	<b>\$68,126</b>
Breast Products	\$20,734	\$7,489	\$8,169	\$7,655	\$8,172	\$31,485	\$8,541	\$9,412	\$8,613	\$10,449	\$37,016
Miradry	\$20,445	\$3,816	\$5,540	\$3,013	\$2,894	\$15,263	\$6,134	\$8,141	\$8,262	\$8,573	\$31,111
<b>Revenue - YoY</b>	<b>-26%</b>	<b>96%</b>	<b>0%</b>	<b>-2%</b>	<b>2%</b>	<b>14%</b>	<b>30%</b>	<b>28%</b>	<b>58%</b>	<b>72%</b>	<b>46%</b>
Breast Products - YoY	-46%	409%	31%	17%	26%	52%	14%	15%	13%	28%	18%
Miradry - YoY	19%	-11%	-26%	-30%	-34%	-25%	61%	47%	174%	196%	104%
% Breast Products	50%	66%	60%	72%	74%	67%	58%	54%	51%	55%	54%
% Miradry	50%	34%	40%	28%	26%	33%	42%	46%	49%	45%	46%
<b>Gross Margin</b>	<b>61%</b>	<b>64%</b>	<b>65%</b>	<b>68%</b>	<b>48%</b>	<b>62%</b>	<b>58%</b>	<b>62%</b>	<b>62%</b>	<b>60%</b>	<b>61%</b>
<b>OPEX - as % of revenue</b>	<b>186%</b>	<b>194%</b>	<b>231%</b>	<b>197%</b>	<b>205%</b>	<b>208%</b>	<b>187%</b>	<b>158%</b>	<b>178%</b>	<b>188%</b>	<b>178%</b>
OPEX S&M - as % of revenue	83%	88%	69%	80%	116%	87%	104%	88%	90%	114%	99%
OPEX R&D - as % of revenue	32%	35%	17%	28%	19%	24%	19%	13%	17%	16%	16%
OPEX G&A - as % of revenue	72%	71%	145%	89%	70%	97%	65%	57%	71%	58%	62%
<b>Stock Based Compensation</b>	<b>\$4,339</b>	<b>\$1,602</b>	<b>\$2,064</b>	<b>\$1,662</b>	<b>\$1,989</b>	<b>\$7,317</b>	<b>\$2,548</b>	<b>\$3,138</b>	<b>\$4,391</b>	<b>\$3,748</b>	<b>\$13,824</b>
as % of revenue	11%	14%	15%	16%	18%	16%	17%	18%	26%	20%	20%
<b>Depreciation &amp; Amortization</b>	<b>\$1,771</b>	<b>\$890</b>	<b>\$909</b>	<b>\$1,287</b>	<b>\$1,194</b>	<b>\$4,279</b>	<b>\$939</b>	<b>\$868</b>	<b>\$800</b>	<b>\$821</b>	<b>\$3,427</b>
as % of revenue	4%	8%	7%	12%	11%	9%	6%	5%	5%	4%	5%
<b>Accretion in Fair Value Adjustments to Contingent Consideration</b>	<b>\$96</b>	<b>\$61</b>	<b>\$402</b>	<b>\$306</b>	<b>\$363</b>	<b>\$1,131</b>	<b>\$621</b>	<b>\$1,087</b>	<b>\$470</b>	<b>\$350</b>	<b>\$2,528</b>
<b>Legal Settlement Expense</b>	<b>-</b>	<b>-</b>	<b>\$10,000</b>	<b>-</b>	<b>-</b>	<b>\$10,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Adjusted EBITDA</b>	<b>\$(45,427)</b>	<b>\$(12,040)</b>	<b>\$(9,395)</b>	<b>\$(10,555)</b>	<b>\$(13,863)</b>	<b>\$(45,854)</b>	<b>\$(14,819)</b>	<b>\$(11,806)</b>	<b>\$(13,902)</b>	<b>\$(19,466)</b>	<b>\$(59,995)</b>
as % of revenue	-110%	-107%	-69%	-99%	-125%	-98%	-101%	-67%	-82%	-102%	-88%

\* 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.