

Sientra, Inc.

Q3 2017 Supplemental Financial & Operational Information

as of September 30, 2017, Q3 2017 Earnings Report

Unaudited Results - Non-GAAP & Pro Forma Basis

(\$ 000's)	2015	2016					2017		
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
Revenue*	\$55,304	\$5,758	\$13,689	\$10,835	\$10,899	\$41,181	\$11,304	\$13,709	\$10,668
Breast Products	\$38,105	\$1,471	\$6,244	\$6,531	\$6,488	\$20,734	\$7,489	\$8,169	\$7,655
Miradry	\$17,200	\$4,287	\$7,445	\$4,303	\$4,411	\$20,447	\$3,815	\$5,540	\$3,013
Revenue - YoY	24%	-63%	-29%	-21%	58%	-26%	96%	0%	-2%
Breast Products - YoY	-15%	-88%	-56%	-34%	322%	-46%	409%	31%	17%
Miradry - YoY	7%	45%	47%	13%	-18%	19%	-11%	-26%	-30%
% Breast Products	69%	26%	46%	60%	60%	50%	66%	60%	72%
% Miradry	31%	74%	54%	40%	40%	50%	34%	40%	28%
Gross Margin	66%	52%	62%	67%	59%	61%	64%	65%	68%
OPEX - as % of revenue	134%	311%	150%	190%	162%	186%	194%	231%	197%
OPEX S&M - as % of revenue	68%	141%	72%	79%	70%	83%	88%	69%	80%
OPEX R&D - as % of revenue	22%	55%	28%	26%	28%	32%	35%	17%	28%
OPEX G&A - as % of revenue	44%	115%	50%	85%	64%	72%	71%	145%	89%
Stock Based Compensation	\$2,989	\$882	\$1,069	\$1,533	\$855	\$4,339	\$1,602	\$2,064	\$1,662
COGS	\$35	\$7	\$3	\$24	\$6	\$41	\$5	\$4	\$1
S&M	\$854	\$251	\$277	\$315	\$279	\$1,122	\$354	\$374	\$335
R&D	\$423	\$105	\$125	\$208	\$145	\$584	\$190	\$219	\$183
G&A	\$1,677	\$518	\$664	\$987	\$425	\$2,593	\$1,054	\$1,467	\$1,143
as % of revenue	5%	15%	8%	14%	8%	11%	14%	15%	16%
Depreciation & Amortization	\$1,001	\$292	\$414	\$440	\$626	\$1,771	\$890	\$909	\$1,287
COGS	\$108	\$23	\$23	\$22	\$83	\$151	\$224	\$237	\$446
S&M	\$281	\$73	\$59	\$63	\$68	\$262	\$71	\$66	\$51
R&D	\$121	\$34	\$35	\$60	\$81	\$210	\$83	\$98	\$116
G&A	\$491	\$162	\$298	\$294	\$394	\$1,149	\$511	\$508	\$674
as % of revenue	2%	5%	3%	4%	6%	4%	8%	7%	12%
Legal Settlement Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$10,000	\$0
Adjusted EBITDA	(\$47,793)	(\$13,789)	(\$10,509)	(\$11,423)	(\$9,801)	(\$45,523)	(\$12,101)	(\$9,797)	(\$10,861)
as % of revenue	(86%)	(239%)	(77%)	(105%)	(90%)	(111%)	(107%)	(71%)	(102%)

* 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.