

Sientra, Inc.

Q3 2019 Supplemental Financial & Operational Information

as of September 30, 2019, Q3 2019 Earnings Report

Unaudited Results - Non-GAAP & Pro Forma Basis

(\$ 000's)	2016	2017					2018					2019		
	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
Revenue*	\$41,179	\$11,304	\$13,709	\$10,668	\$11,066	\$46,747	\$14,676	\$17,554	\$16,875	\$19,022	\$68,126	\$17,552	\$20,525	\$22,412
Breast Products	\$20,734	\$7,489	\$8,169	\$7,655	\$8,172	\$31,485	\$8,541	\$9,412	\$8,613	\$10,449	\$37,016	\$9,751	\$11,194	\$12,626
Miradry	\$20,445	\$3,816	\$5,540	\$3,013	\$2,894	\$15,263	\$6,134	\$8,141	\$8,262	\$8,573	\$31,111	\$7,802	\$9,331	\$9,786
Revenue - YoY	-26%	96%	0%	-2%	2%	14%	30%	28%	58%	72%	46%	20%	17%	33%
Breast Products - YoY	-46%	409%	31%	17%	26%	52%	14%	15%	13%	28%	18%	14%	19%	47%
Miradry - YoY	19%	-11%	-26%	-30%	-34%	-25%	61%	47%	174%	196%	104%	27%	15%	18%
% Breast Products	50%	66%	60%	72%	74%	67%	58%	54%	51%	55%	54%	56%	55%	56%
% Miradry	50%	34%	40%	28%	26%	33%	42%	46%	49%	45%	46%	44%	45%	44%
Gross Margin	61%	64%	65%	68%	48%	62%	58%	62%	62%	60%	61%	63%	62%	56%
OPEX - as % of revenue	186%	194%	158%	197%	205%	187%	187%	158%	178%	188%	178%	210%	180%	152%
OPEX S&M - as % of revenue	83%	88%	69%	80%	116%	87%	104%	88%	90%	114%	99%	116%	107%	83%
OPEX R&D - as % of revenue	32%	35%	17%	28%	19%	24%	19%	13%	17%	16%	16%	17%	16%	14%
OPEX G&A - as % of revenue	72%	71%	72%	89%	70%	75%	65%	57%	71%	58%	62%	77%	58%	55%
Stock Based Compensation	\$4,339	\$1,602	\$2,064	\$1,662	\$1,989	\$7,317	\$2,548	\$3,138	\$4,391	\$3,748	\$13,824	\$3,700	\$2,903	\$3,079
as % of revenue	11%	14%	15%	16%	18%	16%	17%	18%	26%	20%	20%	21%	14%	14%
Depreciation & Amortization	\$1,771	\$890	\$909	\$1,287	\$1,194	\$4,279	\$939	\$868	\$800	\$821	\$3,427	\$831	\$894	\$813
as % of revenue	4%	8%	7%	12%	11%	9%	6%	5%	5%	4%	5%	5%	4%	4%
Goodwill and other intangible impairment														\$12,674
Accretion in Fair Value Adjustments to Contingent Consideration	\$96	\$61	\$402	\$306	\$363	\$1,131	\$621	\$1,087	\$470	\$350	\$2,528	\$185	\$104	\$301
Legal Settlement Expense	-	-	\$10,000	-	-	\$10,000	-	-	-	-	-	-	-	-
Adjusted EBITDA	\$(45,427)	\$(12,040)	\$(9,395)	\$(10,555)	\$(13,863)	\$(45,854)	\$(14,819)	\$(11,806)	\$(13,902)	\$(19,466)	\$(59,995)	\$(21,136)	\$(20,390)	\$(17,267)
as % of revenue	-110%	-107%	-69%	-99%	-125%	-98%	-101%	-67%	-82%	-102%	-88%	-120%	-99%	-77%

* 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.