



FOURTH QUARTER & FULL YEAR 2020
EARNINGS CALL

MARCH 11, 2021

FORWARD-LOOKING STATEMENTS

This presentation contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, relating to, among other things, the future performance of Sientra, Inc. (the "Company") that are based on management's current assumptions and expectations of future events and trends and involve risks and uncertainties. All statements other than statements of historical fact are forward-looking statements. The words "believe," "may," "might," "could," "will," "aim," "estimate," "continue," "anticipate," "intend," "expect," "plan," or the negative of those terms, and similar expressions that convey uncertainty of future events or outcomes are intended to identify estimates, projections and other forward-looking statements. Forward-looking statements are made only as of the date of this release. The words "believe," "may," "might," "could," "will," "aim," "estimate," "continue," "anticipate," "intend," "expect," "plan," "position," or the negative of those terms, and similar expressions that convey uncertainty of future events or outcomes are intended to identify estimates, projections and other forward-looking statements. Forward-looking statements may include information concerning the Company's financial guidance and strategic priorities for 2021, the impact of the COVID-19 pandemic on the Company and its operations, the Company's possible or assumed future results of operations, including descriptions of the Company's revenues, profitability, anticipated growth rates, market outlook, impact of marketing programs and overall business strategy. Such statements are subject to risks and uncertainties, including the scope and duration of the COVID-19 pandemic, the Company's ability to recapture delayed procedures resulting from the COVID-19 pandemic, the positive reaction from plastic surgeons and their patients to the Company's products, the positive reaction from plastic surgeons and their patients to the Company's marketing, sales and educational programs, the Company's ability to execute on its commercial, product development, and manufacturing initiatives, the ability of the Company to drive revenue and operating leverage, the Company's ability to meet its forecast revenue and operating expenses for 2021, the ability to meet consumer demand, the growth of the sale of bioTips, and the Company's ability to manage its operating expenses and cash balance. Additional factors that could cause actual results to differ materially from those contemplated in this presentation can be found in the Risk Factors section of the Company's public filings with the Securities and Exchange Commission. You are cautioned not to place undue reliance on these forward-looking statements, and such estimates, projections and other forward-looking statements speak only as of the date they were made, and, except to the extent required by law, the Company undertakes no obligation to update or review any estimate, projection or forward-looking statement. Actual results may differ from those set forth in this presentation due to the risks and uncertainties inherent in the Company's business.

This presentation is not an offer to sell securities of Sientra and it is not soliciting offers to buy securities of Sientra in any jurisdiction where the offer or sale is not permitted.

Certain information contained in this presentation and statements made orally during this presentation relates to or is based on studies, publications, surveys and other data obtained from third-party sources and Sientra's own internal estimates and research. While Sientra believes these third-party sources to be reliable as of the date of this presentation, it has not independently verified, and makes no representation as to the adequacy, fairness, accuracy or completeness of, any information obtained from third-party sources. While Sientra believes its internal research is reliable, such research has not been verified by any independent third party.



sientra[®]

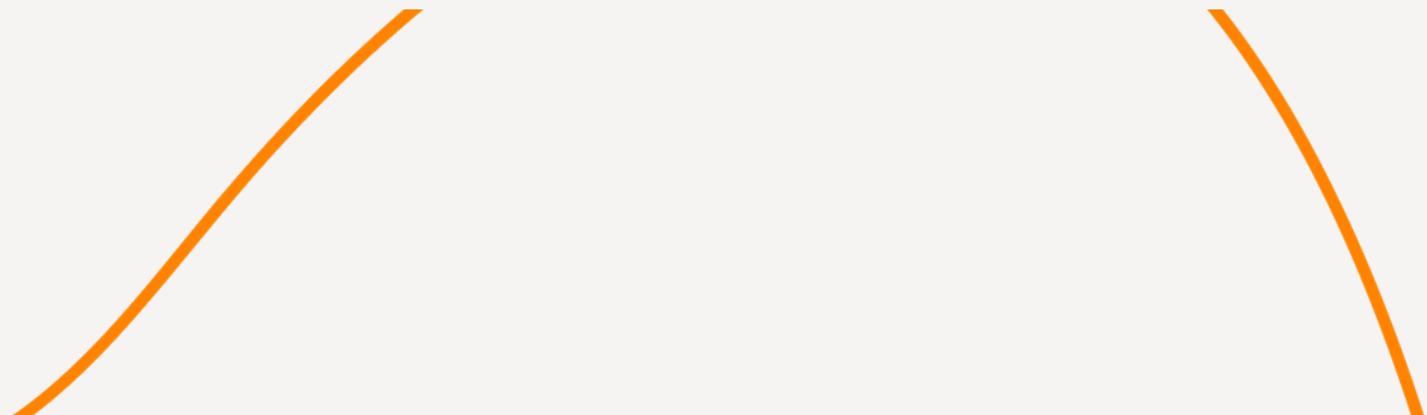
REIMAGINING WHAT'S POSSIBLE
IN PLASTIC SURGERY

vision /

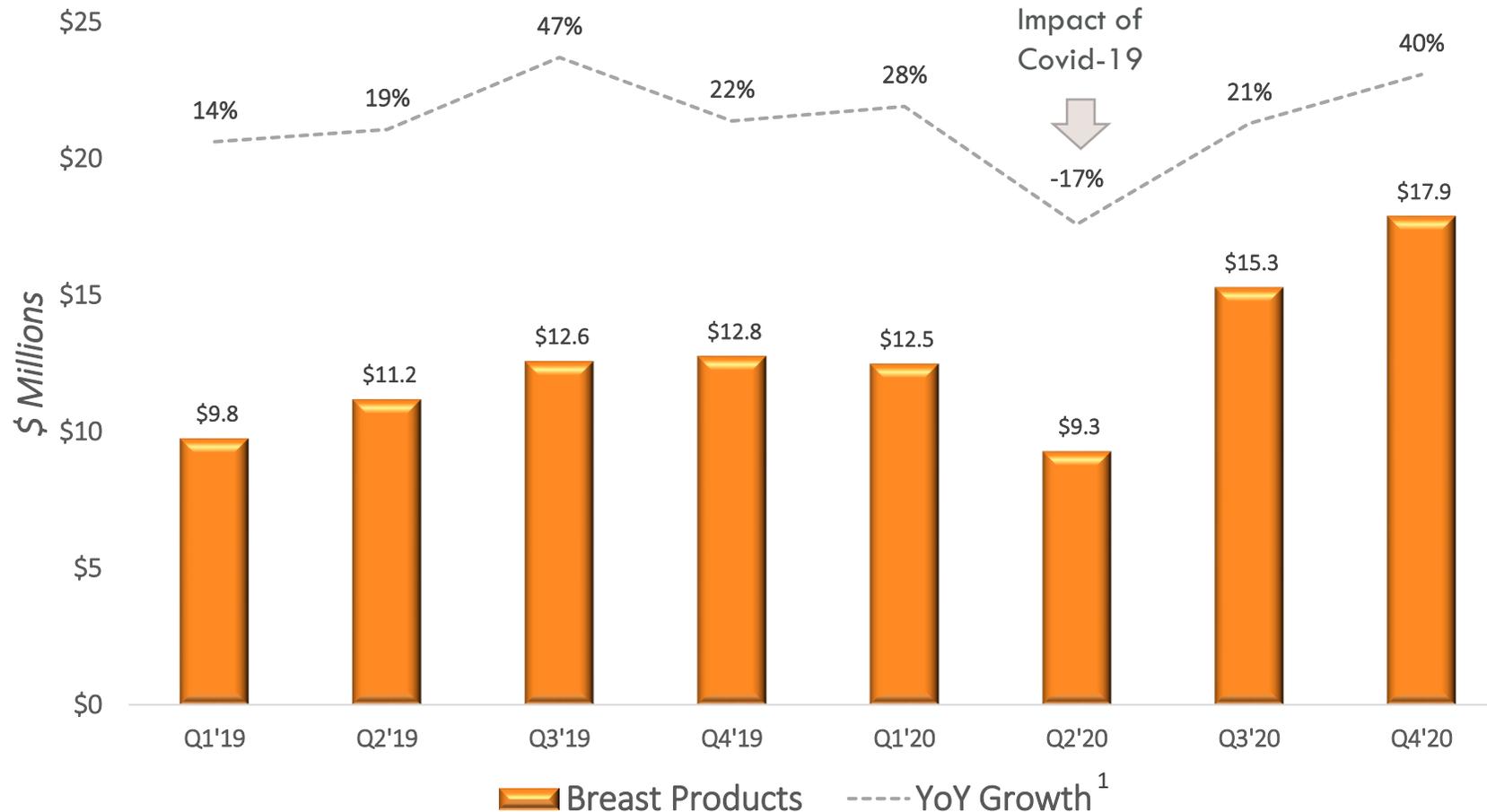
To be the leader of transformative treatments and technologies focused on progressing the art of plastic surgery

mission /

Offer proprietary innovations and unparalleled partnerships that radically advance how plastic surgeons think, work and care for their patients



STRONG BREAST PRODUCTS GROWTH CADENCE CONTINUED IN Q4



4Q20 Growth Drivers

- **Continued share gains within accounts**
- **Outperformance of overall augmentation market**
- **100+ new account openings – total active accounts to 1,800**

AUGMENTATION MARKET UPDATE

- ✓ Continued strength despite COVID-19
- ✓ Compelling survey data⁽¹⁾
 - **Patients:** 80% surveyed likely to ask for Sientra by name once informed on competitive differentiation
 - **Surgeons:** 71% would add a new brand if more patients ask and 55% would switch manufacturers if more patients ask
- ✓ Digital efforts focused on unique product benefits & unrivaled safety profile backed by industry leading Platinum20™ Warranty
- ✓ Launched new website based on “See Yourself in Sientra” campaign – thousands of direct referrals to plastic surgeons



RECONSTRUCTION MARKET UPDATE

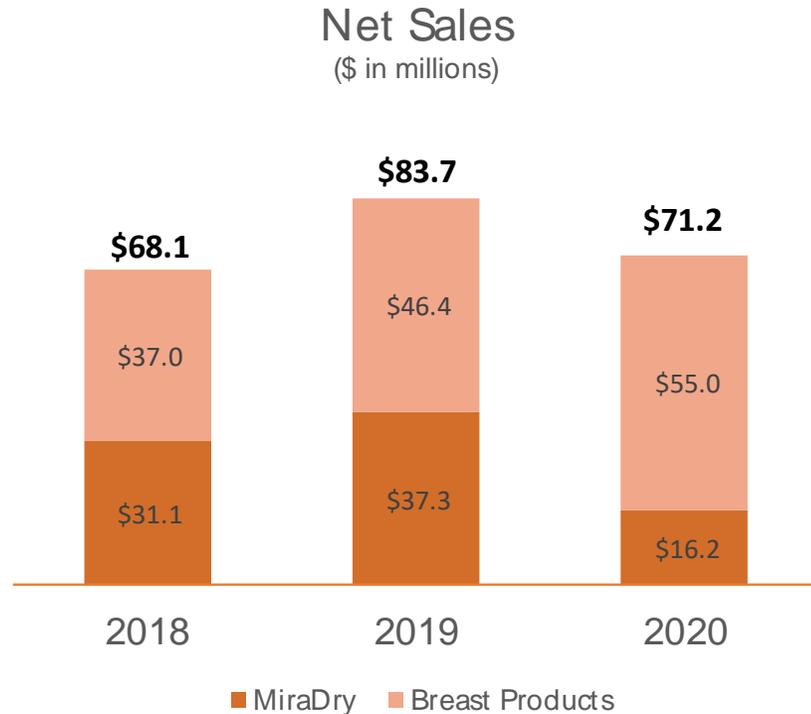
- ✓ **Expanded account base** within hospital channel despite being more heavily impacted by COVID-19
- ✓ Currently selling into **~16% of the 3,500** reconstruction focused accounts
- ✓ Focused on continuing to expand hospital account base through 2021
- ✓ Represents significant **medium-term growth driver**

AlloX2[®]
ONE of a kind



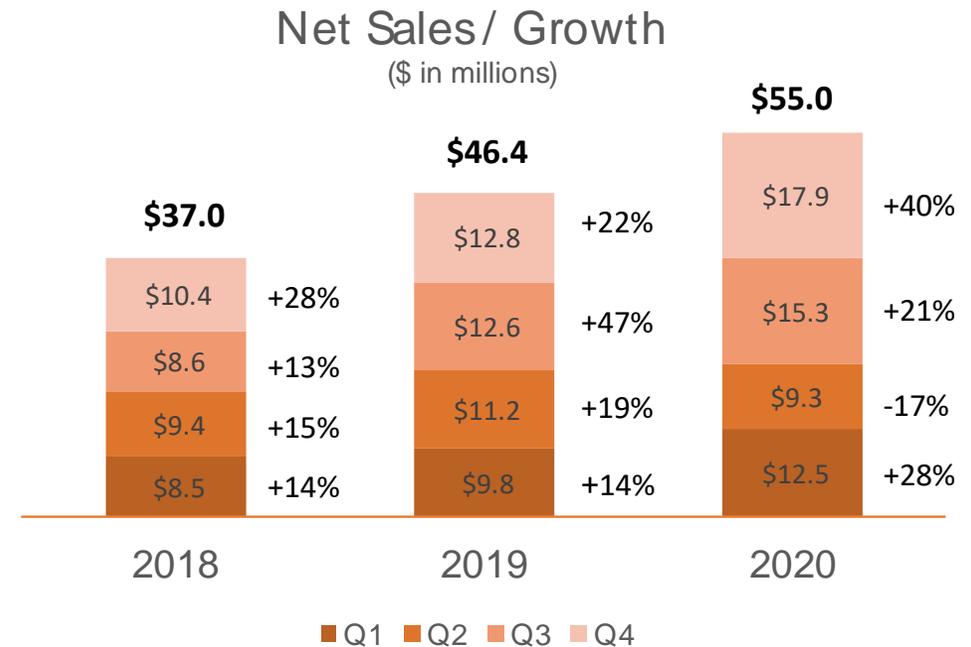
4Q & FY 2020 SALES SUMMARY

Consolidated Net Sales



Shift in investment to Breast Products from miraDry in 2Q20 reflected in miraDry net sales decline FY2020

Breast Products Segment Net Sales & Y/Y Growth



Momentum continuing into 1Q21

Cash balance of \$55.0M as of December 31, 2020 + Net Proceeds of ~\$39.1M from February 2021 Public Offering

2021 STRATEGIC FOCUS

FUTURE GROWTH DRIVEN BY SINGULAR FOCUS ON PLASTIC SURGEONS



Customer Centricity



- Focus on developing proprietary innovations and partnerships that advance how plastic surgeons care for their patients
- Cultivate customer relationships and advance Sientra brand by building on commitment to surgeons and the patients they treat, and by actively promoting clinical data & industry leading warranty program
- Build upon highly efficient sales team to drive organic growth within and amongst practices & hospitals with goal to be a top 2 implants and expander company in the US market

Innovation



- Focus on becoming more competitive with treatments and technologies focused on progressing the art of plastic surgery
- To develop products that extend or evolve Sientra's core offerings that maximize relevance in the future environment

Efficiency & Productivity



- Establish a company-wide culture of focus and accountability
- Make disciplined investments to drive productivity, operating leverage, and margin expansion

2021 FINANCIAL GUIDANCE

Sales

- FY 2021 Total Net Sales expected to be in the range of **\$78 - \$84 million**
 - Breast Products net sales of **\$70 - \$74 million**, representing **27 - 35% y/y growth**
 - miraDry net sales of **\$8 - \$10 million**

Operating Expenses

- FY 2021 OpEx expected to be in the range of **\$85 - \$90 million⁽¹⁾**

see yourself again in
sientra.[®]

Q&A