

# Investor Event

2024 American Urological Association Annual Meeting

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May 3, 2024

**PROCEPT**

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# AGENDA

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Reza Zadno, CEO

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Dr. Brian Helfand

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## Prostate Cancer Fireside Chat

Dr. Inderbir Gill + Barry Templin, EVP,  
Technology & Clinical Development

# New Age of Innovation & Market Expansion

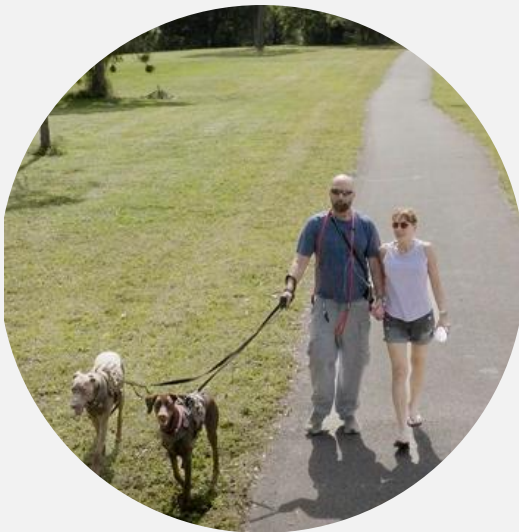
## Mission

Revolutionize BPH treatment to improve patient lives

## Vision

Become a Leading Global Urology Company

## Patient First Culture



Highly Focused on BPH



Expanding into Prostate Cancer



Sustainable High Growth

# Expansion into Adjacent Urology Market

## Current Treatment Challenges

### BPH

Patients forced to make tradeoff between **safety** & **efficacy**

Surgeon skill can vary widely

Treatment options depend on **prostate size**



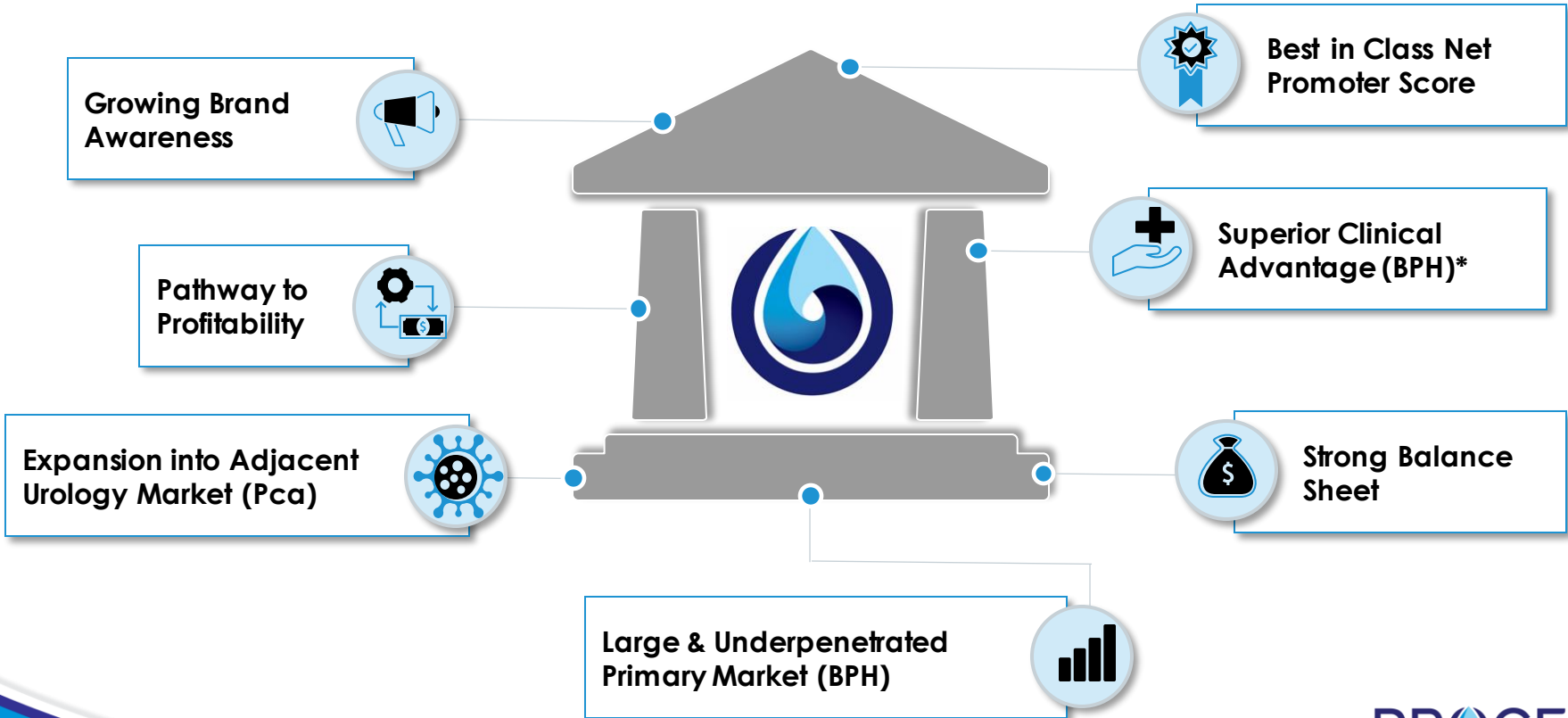
### Prostate Cancer

Patients forced to make tradeoff between **safety** & **efficacy**

Treatment options have **high rates of morbidity** (*especially compared to BPH treatments*)

Many men suffer from both BPH and Prostate Cancer

# Strong Foundation for Continued Success





# FINANCIAL REVIEW

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**KEVIN WATERS**  
Chief Financial Officer

# 1Q24 Revenue Recap

**\$44.5M**

(+83% y/y)

Global  
Revenue

**\$4.3M**

(+65% y/y)

International  
Revenue

**354**

(+84% y/y)

U.S. Install  
Base

**6,800**

(+100% y/y)

U.S. Handpieces  
Sold

**6.8**

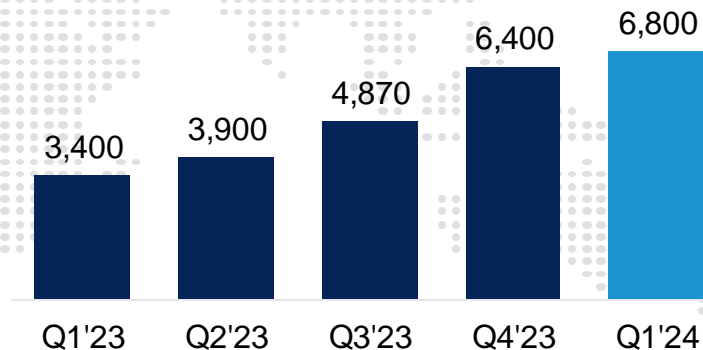
(+7% y/y)

U.S. Monthly  
Utilization

**38**

(+52% y/y)

U.S. Systems  
Sold





# Leveraging Fixed Cost Infrastructure

## New Headquarters

San Jose, CA  
(160,000 Sq Ft)

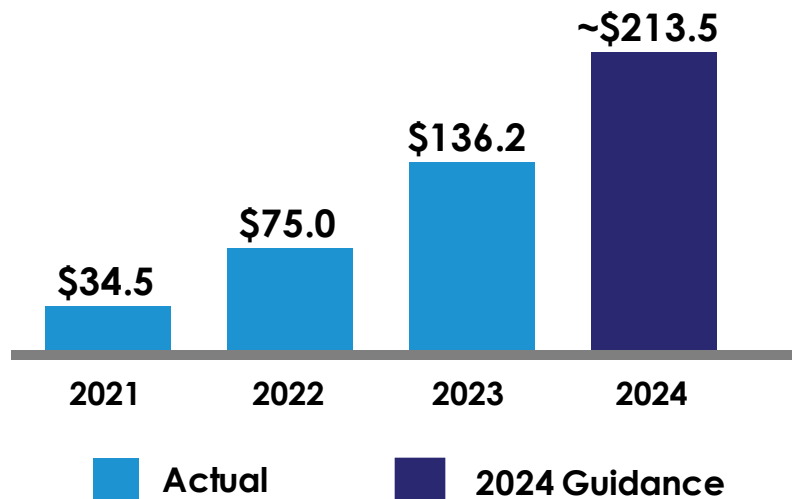


## Future Drivers of Gross Margin Expansion

- 1 Leverage fixed cost infrastructure with revenue growth
- 2 Improved efficiencies leading to lower scrap and improved yield

# 2024 Financial Guidance

## Total Revenue (\$ Mil)



	Actual 2023	Guidance FY24 <sup>1</sup>
<b>Revenue</b>	<b>\$136.2 million</b>	<b>~\$213.5 million</b>
<i>Revenue growth (y/y)</i>	82%	~57%
<b>Gross Margin</b>	<b>52%</b>	<b>~58% to 59%</b>
<b>Operating Expenses</b>	<b>\$180.2 million<sup>2</sup></b>	<b>~\$231.5 million<sup>3</sup></b>
<i>Revenue : OPEX Growth Ratio</i>	1.5x	~2.0x
<b>Adjusted EBITDA Loss</b>	<b>\$86.5 million<sup>4</sup></b>	<b>~\$70.0 million<sup>4</sup></b>

**TOTAL CASH & CASH EQUIVALENTS BALANCE OF \$226M  
& DEBT BALANCE OF \$52M AS OF MARCH 31, 2024**

(1) 2024 financial guidance issued on May 1, 2024

(2) 2023 operating expenses included approximately \$19.1 million in stock-based compensation expense

(3) 2024 operating expense guidance includes approximately \$31.5 million in stock-based compensation expense

(4) See appendix for reconciliation of non-GAAP financial measures

# Non-GAAP Reconciliations

	Three Months Ended March 31,	
	2024	2023
<b>RECONCILIATION OF GAAP NET LOSS TO ADJUSTED EBITDA</b>		
<b>(in thousands)</b>		
<b>(unaudited)</b>		
Net loss.....	\$ (25,957)	\$ (28,484)
Depreciation and amortization expense.....	1,184	793
Stock-based compensation expense.....	\$ 6,256	3,724
Interest (income) and interest expense, net.....	(1,838)	49
Adjusted EBITDA.....	\$ (20,355)	\$ (23,918)

	2024
<b>RECONCILIATION OF 2024 GAAP NET LOSS TO ADJUSTED EBITDA</b>	
<b>Guidance</b>	
<b>(in thousands)</b>	
<b>(unaudited)</b>	
Net loss.....	\$ (100,000)
Depreciation and amortization expense.....	5,645
Stock-based compensation expense.....	31,500
Interest (income) and interest expense, net.....	(7,145)
Adjusted EBITDA.....	\$ (70,000)



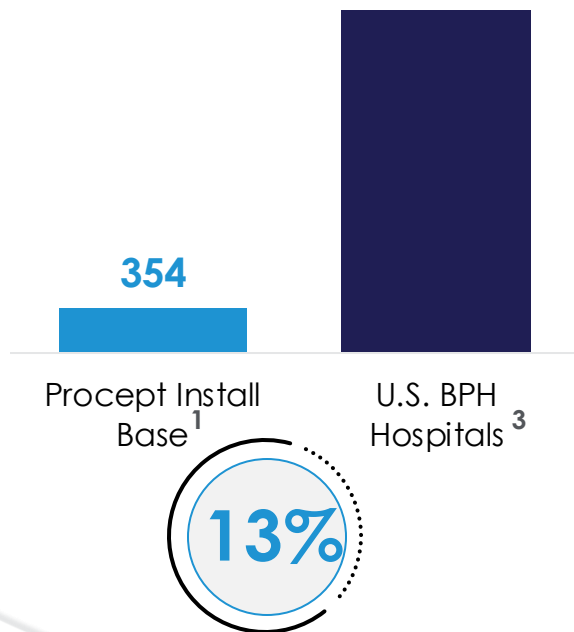
# COMMERCIAL STRATEGY

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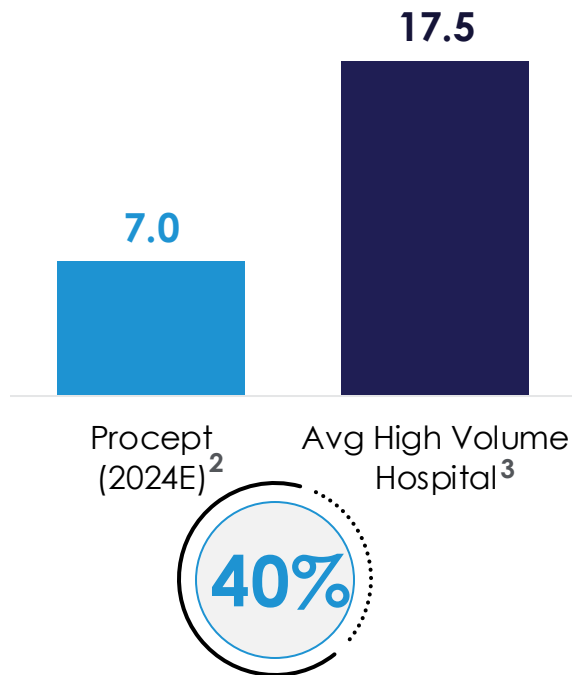
**SHAM SHIBLAQ**  
Chief Commercial Officer

# BPH Market Remains Underpenetrated

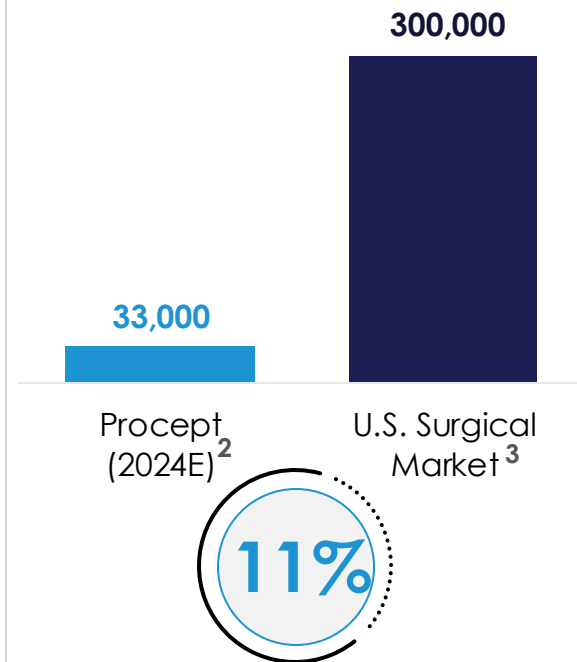
## Target U.S. Hospitals



## Monthly Utilization



## BPH Procedure Volume



(1) US Install Base as of 3/31/24

(2) Based on 2024 guidance

(3) Hospitals and Procedures based on 2019 market data (data on file)

# Developing Winning Culture



## Recruit & Develop

Hire highly experienced and tenured sales professionals



## Commercial Execution

Clinical and sales excellence



## Strong Partnerships

Outstanding clinical outcomes lead to increased demand

# Strong Momentum to Increase Utilization

**Commercial Goal:** Convert all resective BPH hospital-based procedures to Aquablation Therapy

## Strong Foundation for Sustainable Growth

- 1 Largest & most tenured utilization team
- 2 >90% surgeon retention
- 3 Consistent & repeatable clinical outcomes
- 4 Standardizing treatment options

### Educate

Host surgeon education and training events to identify surgeon champions

### Accelerate

Increase utilization by training new surgeons at active hospitals

### Target

Collaborate with hospitals to develop strategies to increase local patient volumes

# U.S. Capital in Position of Strength

**1Q23**

**~30**

**Sr Capital Reps**

**~6 months**

**Sr Capital Rep Avg Tenure**

**Zero**

**Jr Capital Reps**

**Zero**

**Strategic Account Team**

**Deteriorating**

**Capital Environment**

**No**

**Signed Majority  
IDN Contracts**

**~70%**

**% U.S. Covered Lives**

**1Q24**

**~40**

**~15 months**

**<10**

**5**

**Stable-to-Improving**

**Yes**

**>95%**



# 2024 Commercial Tailwinds

1

Improving  
Hospital CAPEX  
Environment



2

Largest & Most  
Tenured  
U.S. Sales Force



3

Strong &  
Growing U.S.  
Sales Funnel



4

Launching New  
Accounts with  
Multiple Surgeons



5

Robust Demand  
in United  
Kingdom





# GEORGIA UROLOGY ADOPTION

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**Dr. Lewis Kriteman**  
Partner and Executive VP, Georgia Urology

# Disclosures



**Dr. Lewis Kriteman**  
Partner and Executive VP,  
Georgia Urology

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# Georgia Urology



**7**

**AquaBeam  
Systems**

**27**

**Aquablation  
Surgeons  
(today)**

**960**

**Aquablation  
Volume  
(2023)**

# Challenges of Legacy Resective Procedures



## Difficult & Steep Learning Curve

Optimal results depend on surgeon skill



## Unpredictable Operating Room Time

Average procedure duration of medium to larger prostates can vary widely depending on patient anatomy and surgeon skill



## Lack of Continuous Innovation

Resective technology is unchanged over the last decade and has not addressed clinical and procedural shortcomings



## Failure to Preserve Sexual Function

Due to thermal energy, key anatomy is damaged by laser mechanism of action

# Aquablation Therapy is Easy Sell to....



## Patients

- Customized treatment
- Superior clinical outcomes
- Sexual function preservation
- Improved post-op recovery



## Surgeons

- Consistent outcomes
- Standardization across all prostate sizes & shapes
- Retain patients that were previously referred to area specialist
- Very flat learning curve regardless of experience



## Hospitals

- Operating room efficiency
- First to market strategic advantage
- Patient satisfaction metrics lead to quality improvements
- Shorter length of stay
- Innovative solution draws surgeons + patients

# Dynamics Disrupting the Atlanta Market

## Market Expansion

Surgeons now have viable option to offer drug failure patients

## Competition from LVH<sup>1</sup>

Low Volume BPH Hospitals who have acquired an AquaBeam System are retaining patients

## Local Marketing Initiatives

Hospitals are now marketing directly to patients highlighting the benefits of Aquablation Therapy



## Improved Patient Outcomes

Higher levels of patient satisfaction improve trust in healthcare providers

## Standardization

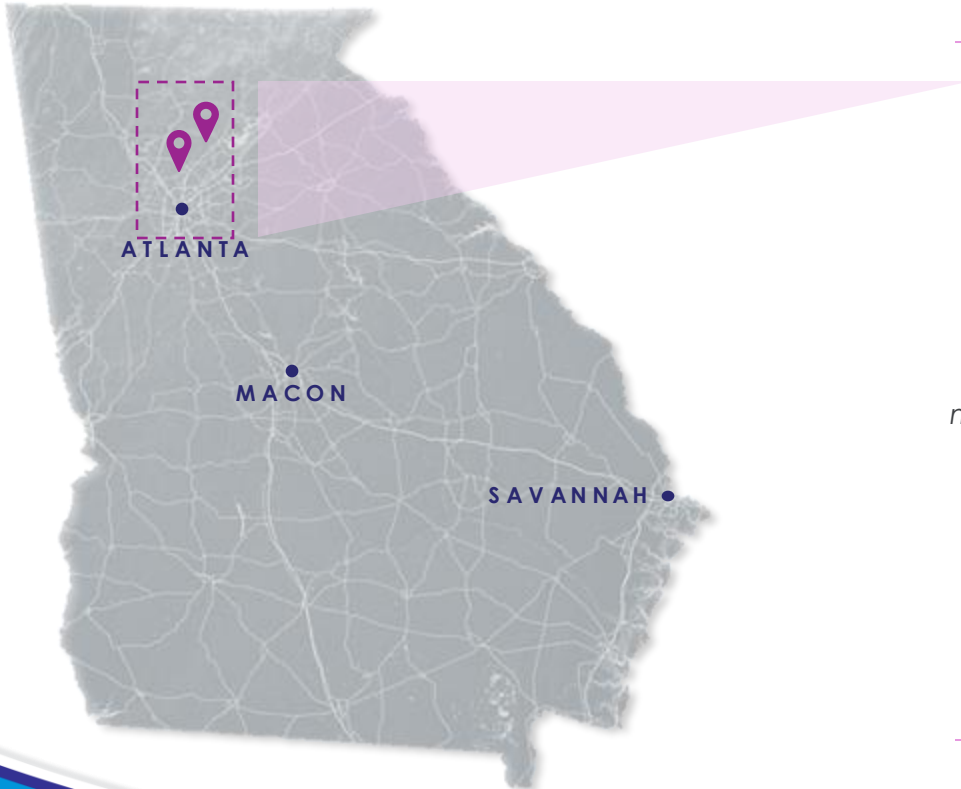
Hospitals are operating more efficiently offering Aquablation Therapy to all BPH patients


## Increasing Brand Awareness

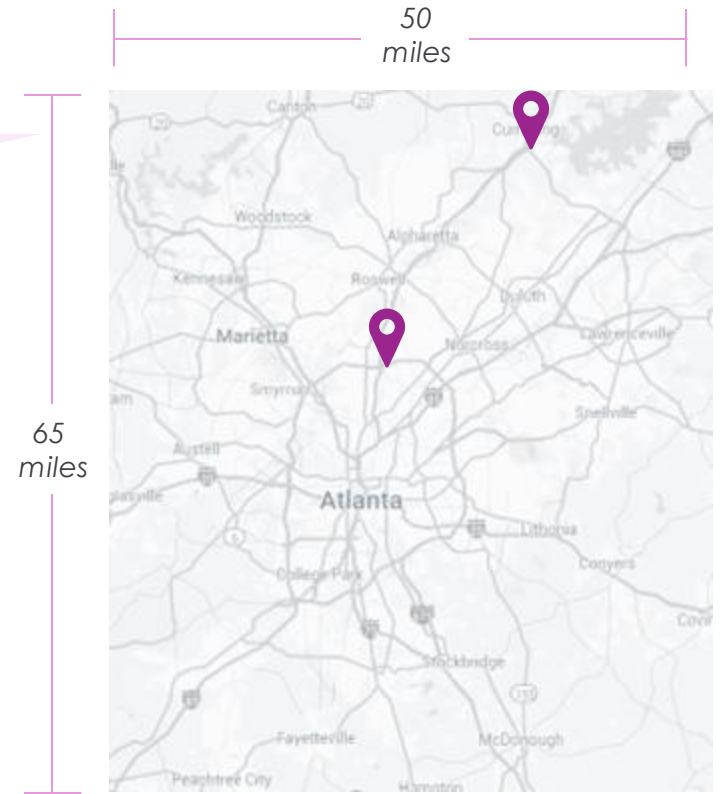
Patients are actively seeking out hospitals with AquaBeam Robot

1) LVH = Low Volume BPH Hospital

# Northern Georgia + Atlanta Market 2019



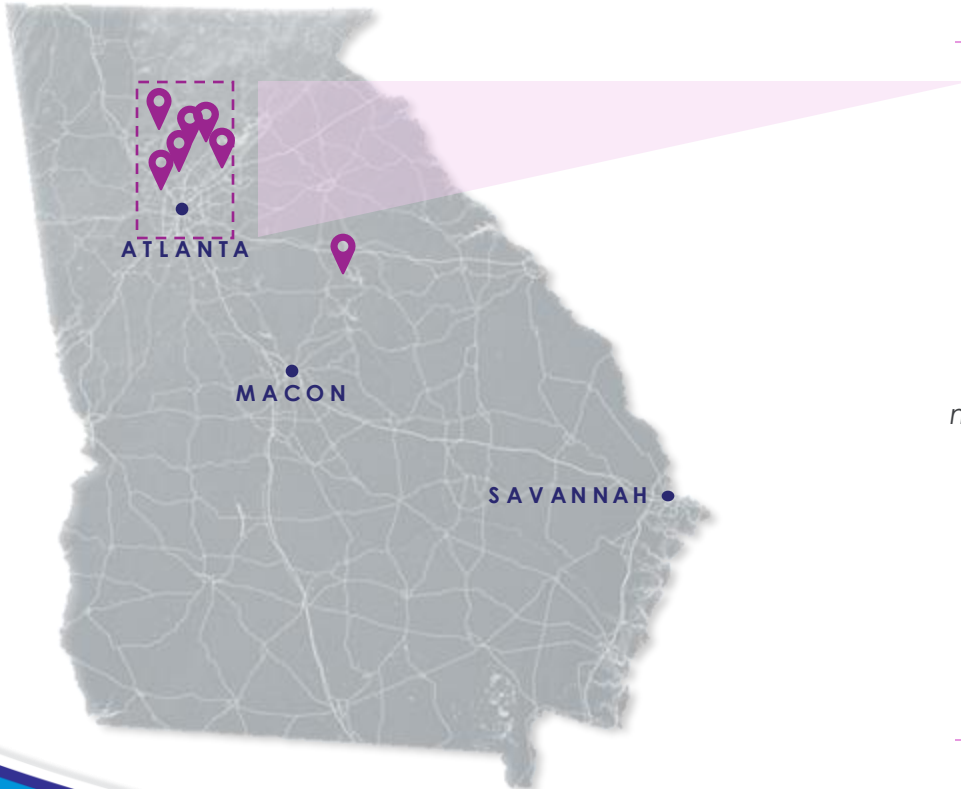
 Robot at Hospital



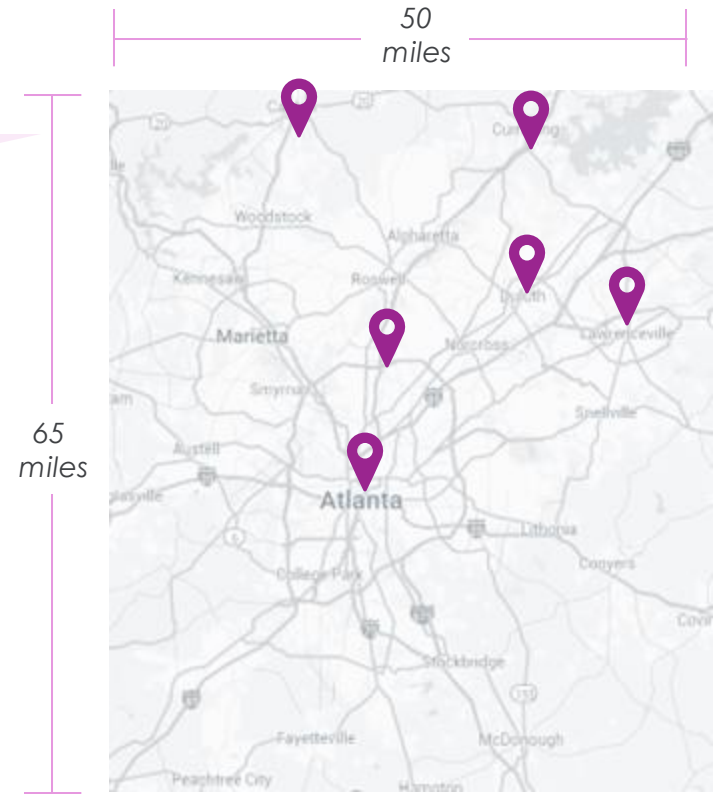


# Northern Georgia + Atlanta Market

2019 >> 2021

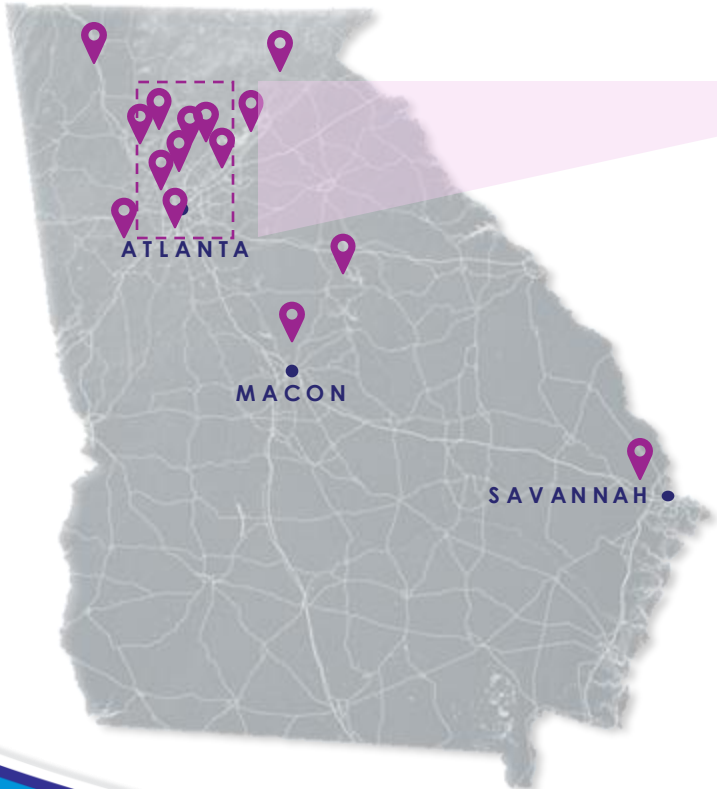



 Robot at Hospital

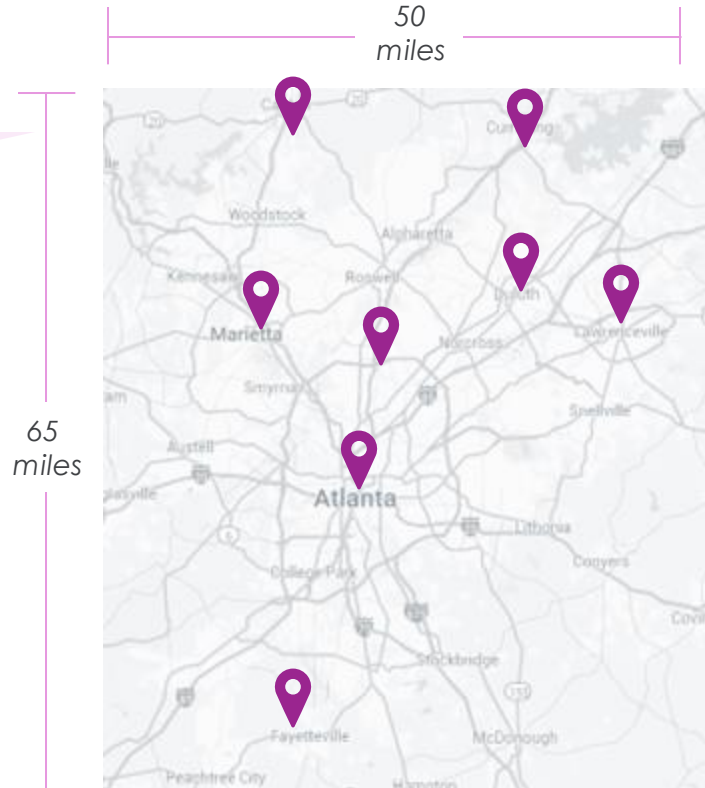


# Northern Georgia + Atlanta Market

2019 >> 2021 >> **TODAY** (15 total)

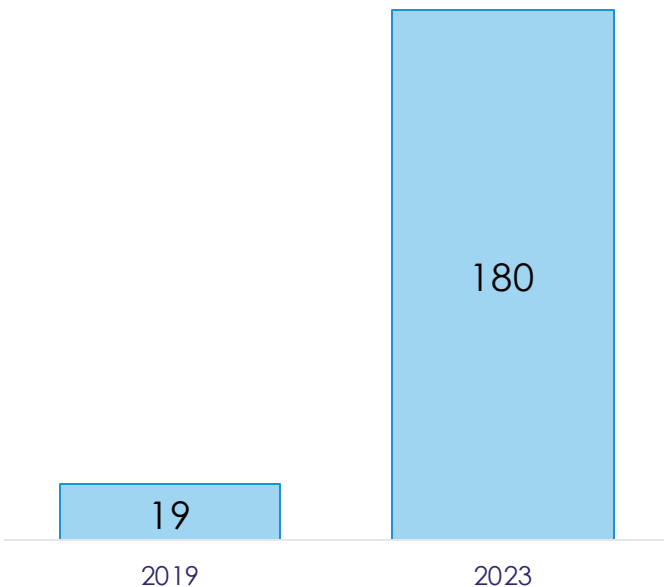


 Robot at Hospital



# Aquablation Therapy is Expanding the Market

## Dr. Kriteman Aquablation Procedures



Aquablation Therapy cases have **increased 9.5x** since 2019

Averaging **15 monthly procedures** in 2023

**Total BPH procedures has grown significantly since 2019.**

- *Resective procedures are biggest growth driver*
- *Non-Resective procedures have declined since 2019*

# Summary



## Education Events

Hosted Aquablation therapy education events with >1,000 surgeon attendees



## Learning Curve

Lower learning curve with Aquablation is game changer



## Predictable Outcomes

Resecting tissue provides surgeons with more predictable outcomes



# BPH + PROSTATE CANCER CLINICAL UPDATE

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**Dr. Brian Helfand**

Division of Urology, Northshore University Health System

# Disclosures



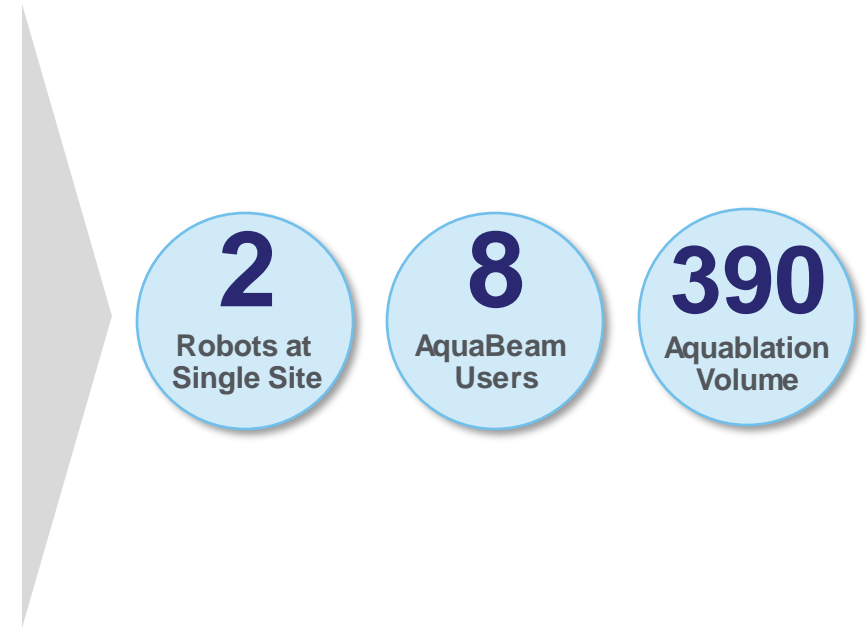
**Dr. Brian Helfand**  
**Division of Urology,**  
**Northshore University**  
**Health System**

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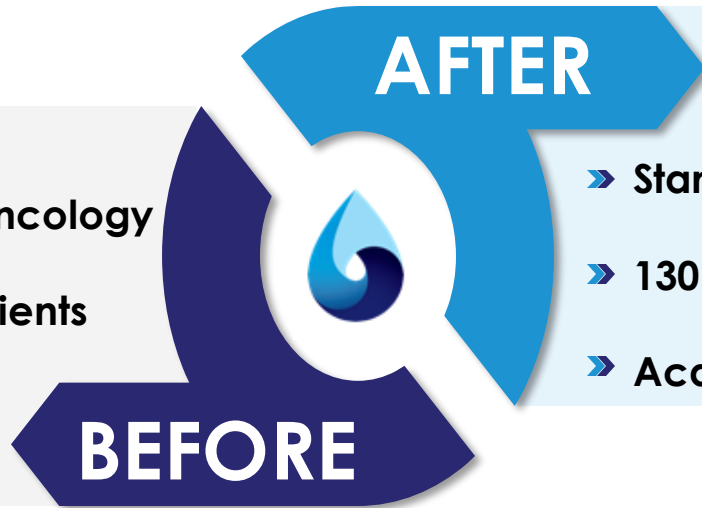
# Northshore Highland Hospital



Pioneers of *Same Day Discharge*

# Before & After Aquablation Therapy

- Primarily focused on oncology
- Refer out most BPH patients



- Standardized BPH treatment algorithm
- 130 annual Aquablation Procedures
- Acquired 2<sup>nd</sup> AquaBeam in 3Q23



# HEMOSTASIS EVOLUTION



**2014-2019** (<2,000 patients)

**FIM, WATER, WATER II, OPEN WATER, & early commercialization**

Various hemostasis protocols investigated<sup>1</sup>

Electrocautery proved most effective and is now the standard

**2020 & Beyond** (>50,000 patients)

**Introduction of Focal Bladder Neck Caутery**

**2,000**  
Patient Sample



**<1%**  
Transfusion  
Rate<sup>2</sup>

**<1%**  
Takeback  
Rate<sup>2</sup>

**>20,000**  
Patient Sample



**Yearly decline & sustained transfusion & takeback risk <1%<sup>3</sup>**

**10 Years of Research & Data from Thousands of Patients**

1. Elterman et al. 2020 British J Urol Int; 2. Elterman et al. 2021 Can J Uro; 3. Elterman et al. AUA 2023 MP51-02

# DAY CASE AQUABLATION GAINING ADOPTION



**37** of **40 (93%)**

**Patients Discharged  
Same Day**

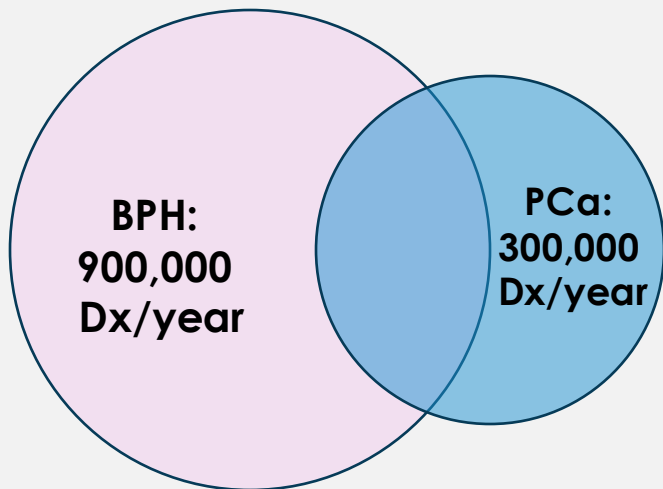
**Prostates <150mL**

**Success with same day surgery.  
Post-op day 3 void without catheter**

- **Organically developed during COVID due to lack of bed space**
- **New data being presented at AUA 2024**
- **Numerous surgeons in US, UK, and Canada have adopted**

# Aquablation Therapy for Prostate Cancer is a Natural Technology Evolution

~1/3 of Men with Prostate Cancer have BPH<sup>1</sup>



- Prostate cancer & BPH effect similar populations
- Waterjet resection can be planned up to prostate capsule
- Aquablation resects tissue as opposed to in-situ ablation

# Prostate Cancer Treatment Patient (PRCT002)



62yo Latino-American

- Family history of PCa
- Family history of BPH

- Prostate Volume: 96ml
- AUA-SI: 22, QoL: 5
- Qmax: 10mL/sec

	PSA (ng/ml)	Stage	MRI	Positive Cores	Pathology
Diagnostic Bx 3/22 OSH	5.8	T1c	Not done	3/12 Rt Apex	GG2
Confirmatory Bx 7/22	7.6	T1c	PIRADS 5 1.1cc Rt Apex	3/15 Rt Apex	GG2 Target only
Surveillance Bx 8/23	13.6	T1c	PIRADS 5 1.5cc Rt Apex	4/15 Rt Apex	GG2 Target + 1 random

# Prostate Size Perspective



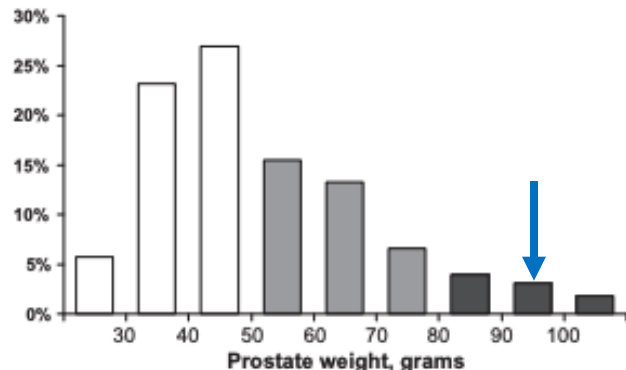
62yo Latino-American

- Family history of PCa
- Family history of BPH

- Prostate Volume: 96mL
- AUA-SI: 22, QoL: 5
- Qmax: 10mL/sec

➤ **50mL** is average prostate size for prostatectomy in New York City<sup>1</sup>

➤ This specific **96mL** prostate is very large for prostate cancer case

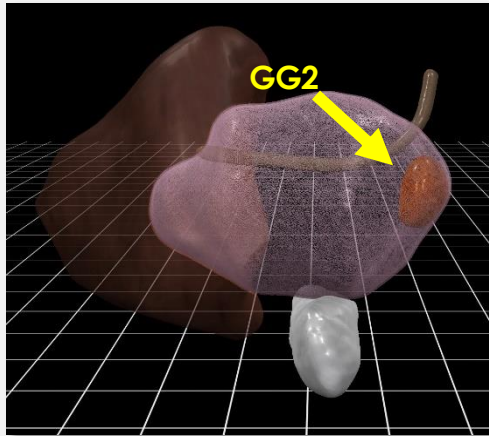


Prostate weight distribution extends to a maximum of 200 grams

# Surgical Pre-Planning

## Final Diagnosis

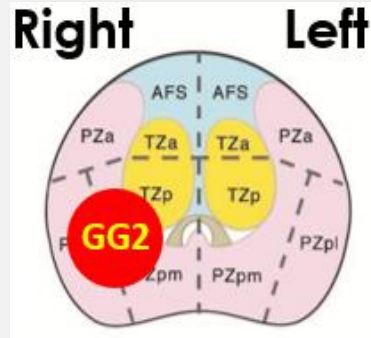
### 3D MRI



Sagittal View



Transverse View



Prostate  
Apex

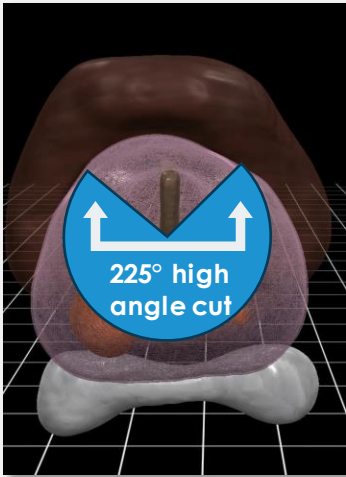
- ▶ Systematic biopsy
  - ▶ Right apex (GG2)
- ▶ Targeted biopsy
  - ▶ Right apex lesion (GG2)
  - ▶ Left apex lesion (benign)

CAUTION Investigational device. Limited by United States law to investigational use." However, since that may make it sound like the device is completely investigational & may be confusing, I'd recommend - "Aquablation therapy for the ablation of abnormal prostate tissue is limited by United States law to investigational use"

# Surgical Pre-Planning

## Treatment Plans

Waterjet  
Pass 1



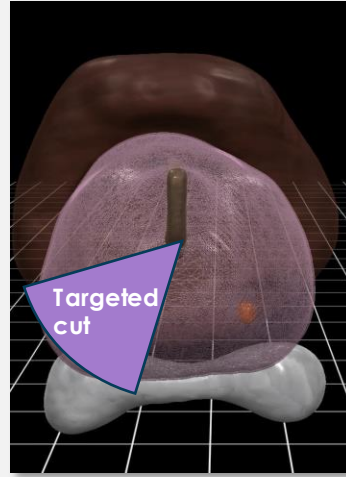
+

Waterjet  
Pass 2



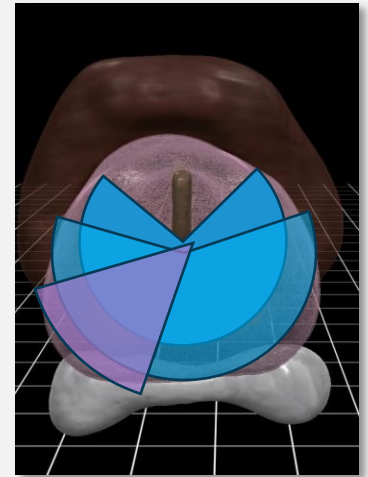
+

Waterjet  
Pass 3



=

Cumulative  
Pass

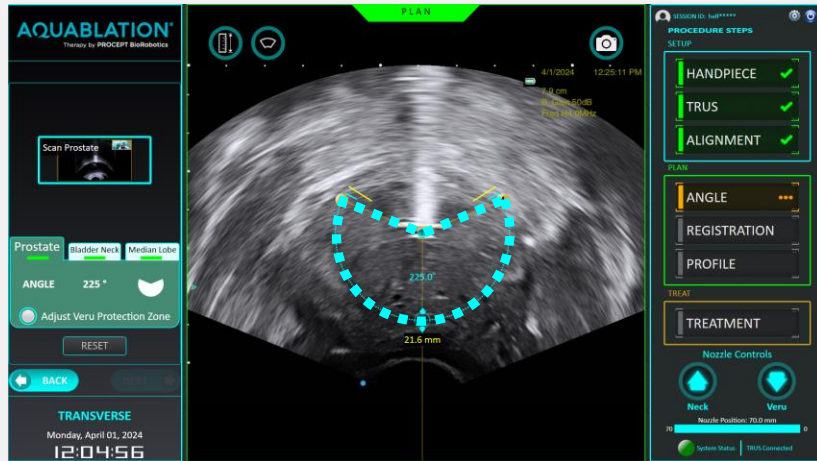


**Optimized to Access Peripheral Zone**

CAUTION Investigational device. Limited by United States law to investigational use." However, since that may make it sound like the device is completely investigational & may be confusing, I'd recommend - "Aquablation therapy for the ablation of abnormal prostate tissue is limited by United States law to investigational use"

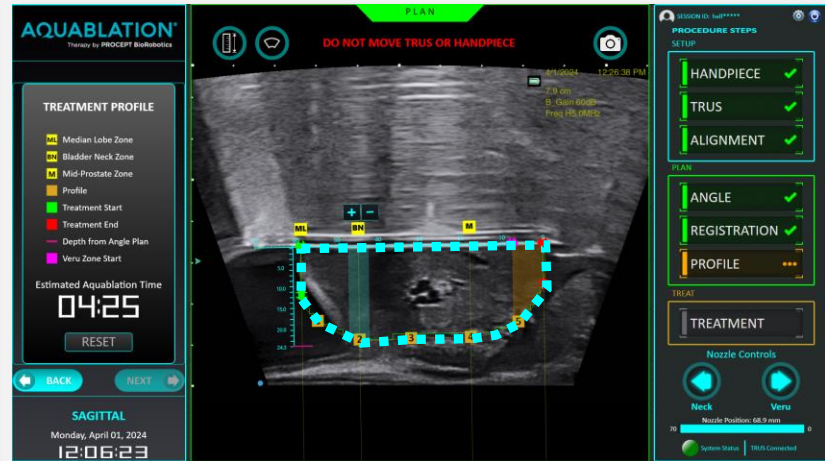
# Actual Treatment: Pass #1

## Transverse View



## 225° high angle cut

## Sagittal View

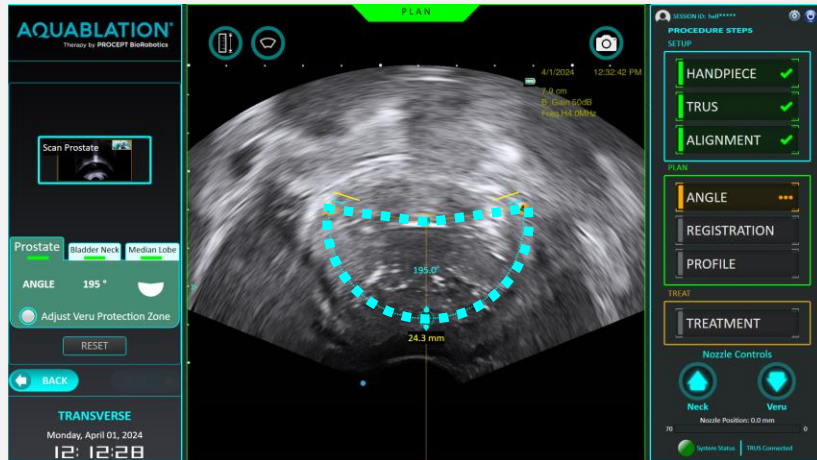


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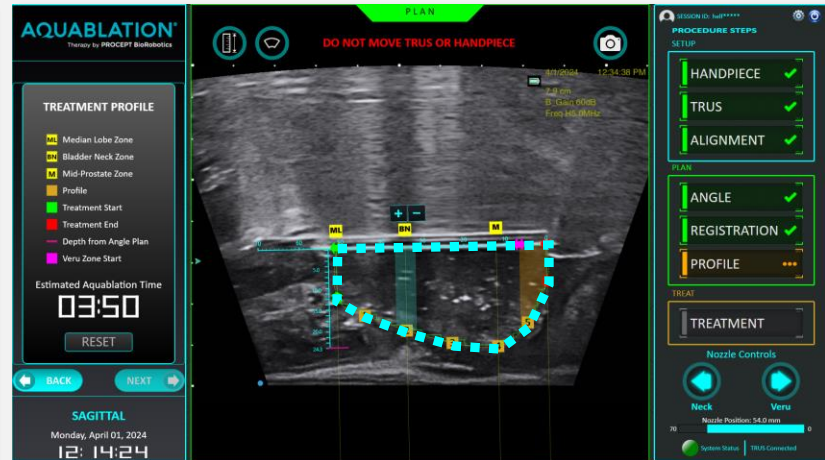


# Actual Treatment: Pass #2

## Transverse View



## Sagittal View

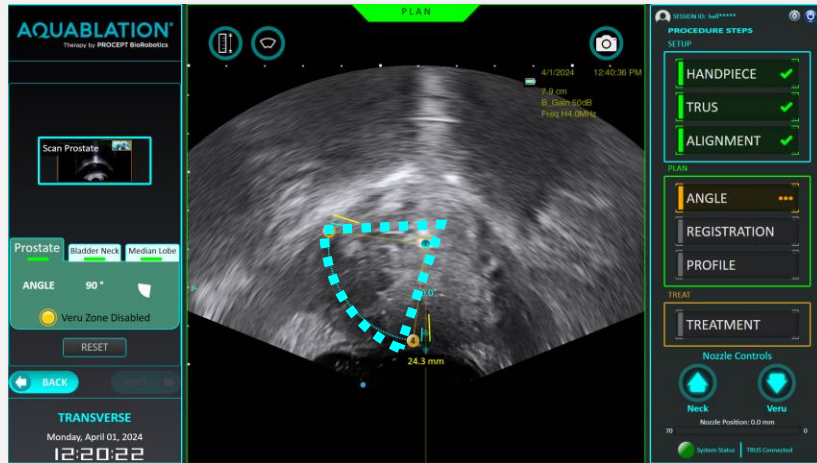


## 195° wide angle cut

CAUTION Investigational device. Limited by United States law to investigational use." However, since that may make it sound like the device is completely investigational & may be confusing, I'd recommend - "Aquablation therapy for the ablation of abnormal prostate tissue is limited by United States law to investigational use"

# Actual Treatment: Pass #3

## Transverse View



## Targeted cut

## Sagittal View



CAUTION Investigational device. Limited by United States law to investigational use." However, since that may make it sound like the device is completely investigational & may be confusing, I'd recommend - "Aquablation therapy for the ablation of abnormal prostate tissue is limited by United States law to investigational use"

# Initial Aquablation Impressions for Prostate Cancer



## Real Time Imaging

Surgical planning with ultrasound and 3D MRI reconstruction



## Surgeon Confidence

Waterjet resection provides confidence to carry out comprehensive treatment plan



## Post-op Recovery

Postop recovery similar to BPH treatment experience

- 1 **Attractive to Patients when Consenting Given Surgical Attributes**
- 2 **Resects Obstructive Tissue (BPH), Prostate Cancer Lesion(s), and Non-Obstructive Tissue that may Harbor Cancer**

# Active Surveillance & Focal Therapy

Both Aim to Delay or Avoid Radical Treatment and Its Respective Morbidities

	Strategy	Cost to Patient	Failure Rate
Active Surveillance ( <i>watch</i> )	No immediate action. Regular testing & radical treatment if progression occurs	No treatment morbidity	50%-60% radical treatment within 10-15 years <sup>1</sup>
Focal Therapy ( <i>disrupt</i> )	Disrupt natural course of disease by ablating <u>known</u> cancer up to half the prostate	4% incontinence <sup>2</sup> 10-25% erectile dysfunction <sup>2</sup>	~35% residual actionable GG≥2 disease after 1-2 years <sup>3-9</sup> (MRI Era Intermediate risk)

Following Focal Therapy, **35% of patients** Still Have Untreated Significant Disease

1. Hamdy et al NEJM 2023; 2. Weighted averages based on the totality of the ablation literature; reference available upon request; 3. Mortezavi et al J Urol 2019; 4. Abreu et al J Urol 2020; 5. Nahar et al J Urol 2020; 6. Ehadie et al 2022; 8. Wysock et al J Urol 2023; 8. Zhu et al E Urol Open 2023; 9. Dixon et al J Endo 2023

Data reported in each category is not head-to-head

# Radical Therapy Leads to Substantial Morbidity

	Strategy	Cost to Patient	Failure Rate
<b>Active Surveillance</b> <i>(watch)</i>	No immediate action. Regular testing & radical treatment if progression occurs	No treatment morbidity	50%-60% radical treatment within 10-15 years <sup>1</sup>
<b>Focal Therapy</b> <i>(disrupt)</i>	Disrupt natural course of disease by ablating <u>known</u> cancer up to half the prostate	4% incontinence <sup>2</sup> 10-25% erectile dysfunction <sup>2</sup>	~35% residual actionable GG≥2 disease after 1-2 years <sup>3-9</sup> <i>(MRI Era Intermediate risk)</i>
<b>Surgery &amp; Radiation</b> <i>(radical)</i>	Radical treatment prostatectomy or radiation therapy	<b>Surgery:</b> <sup>10</sup> Incontinence 21%; ED: 81% <b>Radiation:</b> <sup>10</sup> Incontinence: 4%; ED: 66%	Intermediate-risk disease Biochemical Failure <sup>11</sup> <b>Surgery:</b> 15%(5yrs), 24%(10yrs) <b>Radiation:</b> 13%(5yrs), 21% 10yrs)

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Data reported in each category is not head-to-head



# PROSTATE CANCER OVERVIEW

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**Barry Templin**  
EVP, Technology & Clinical Development

# Prostate Cancer in U.S.



**3.3  
Million**

Men in the U.S. living with prostate cancer today<sup>1</sup>



**Low  
Mortality**

Prostate cancer is a serious disease, but most men diagnosed do **not** die from it<sup>2</sup>



**Active  
Surveillance**

Common treatment recommendation given low disease lethality and high risk of treatment morbidity

**>2 million Men Living With Low to Intermediate Risk Disease**

1. American Cancer Society 2024; 2. Handy et al NEJM 2023; Donovan et al NEJM 2016

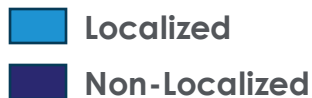
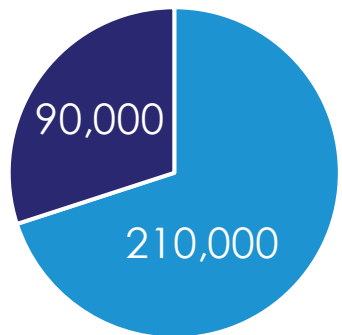
# U.S. Prostate Cancer Market

## Annual Incidence<sup>1</sup>

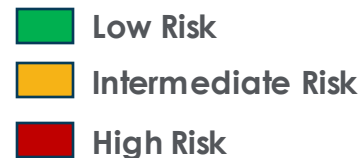
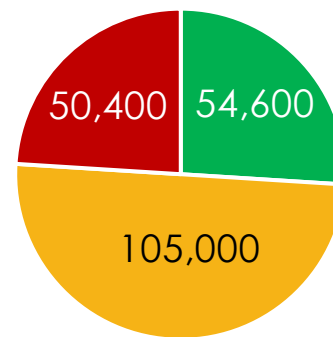


**300,000**

New Cases of Prostate  
Cancer Annually



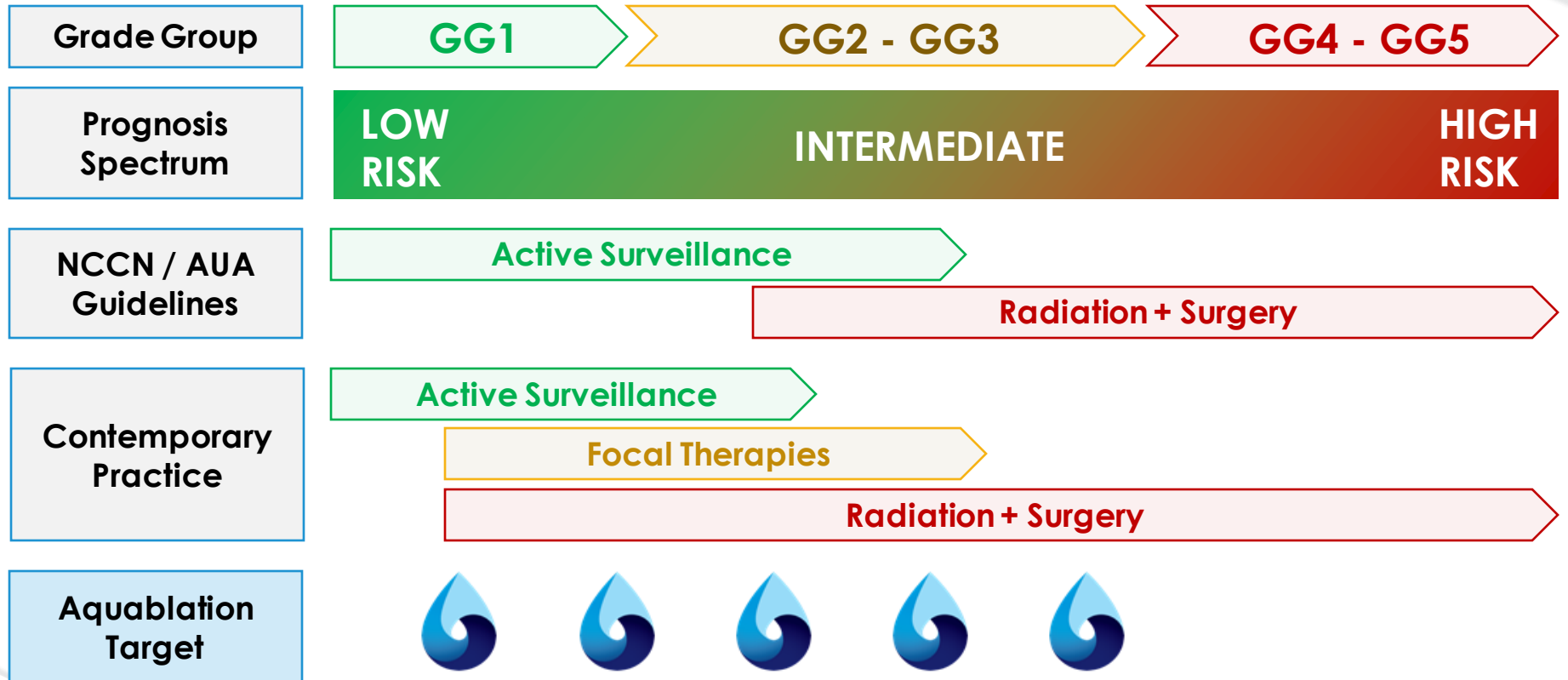
## Localized Diagnoses by Risk<sup>2</sup>



1. American Cancer Society 2024; 2. Rasul et al CUAJ 2020



# Localized Prostate Cancer Treatment Landscape



# Initial Prostate Cancer Research



## PRCT001 Objective

Evaluate **safety** & **efficacy** of Aquablation therapy for patients with BPH & localized prostate cancer.



### Step 1

Feasibility performed in  
**5 patients**

#### Key Inclusion

IPSS  $\geq 8$   
Grade Group 1-3  
PIRADS 3-4  
PSA < 20 ng/ml



### Step 2

Modified protocol to include ....  
➤ up to 125 patients  
➤ up to 15 global sites

### PRCT001 Design

**Single Arm on-label study of BPH patients with...**

- Localized prostate cancer
- Grade Group 1-3
- Candidates for Active Surveillance or Observation

# Cancer Progression

- MRI Visibility is cause for concern<sup>1,2,3</sup>
- MRI progression is a cause for biopsy<sup>1,2,3</sup>
- Grade group progression is usually a trigger for radical treatment<sup>4</sup>

**MRI Invisibility (PIRADS  $\leq$  2)**

**Active  
Surveillance**  
(6-13m Bx)

**12%<sup>1</sup>**

**Progression Metrics**

---

**MRI Progression**

**30%<sup>1</sup>**

**Grade Group Progression**

**32-46%<sup>1,2</sup>**

1. Stavrinides et al 2019; 2. Omi-Lima et al 2022; 3. Osses et al 2020; 4. Weinstock et al 2020

# Aquablation Cancer Progression Data

- MRI Visibility is cause for concern<sup>1,2,3</sup>
- MRI progression is a cause for biopsy<sup>1,2,3</sup>
- Grade group progression is usually a trigger for radical treatment<sup>4</sup>

## MRI Invisibility (PIRADS ≤ 2)

### Progression Metrics

MRI Progression

Grade Group Progression

Active  
Surveillance  
(6-13m Bx)

12%<sup>1</sup>

30%<sup>1</sup>

32-46%<sup>1,2</sup>

AQUABLATION®

(n=5; 6m f/u)<sup>5</sup>

100%

0%

0%

Data



Presented

1. Stavrinides et al 2019; 2. Omil-Lima et al 2022; 3. Osses et al 2020; 4. Weinstock et al 2020 5. Data on file

# FDA Prostate Cancer Research



## PRCT002 Objective

Evaluate **safety** & **efficacy** of Aquablation therapy for localized prostate cancer.



## PRCT002 Design

### Single-arm FDA IDE Study

- Localized prostate cancer
- Grade Group 1-2

» 20 patients    » 5 US Sites



# Treatment Strategy Categories

	Strategy	Cost to Patient	Failure Rate
<b>Active Surveillance</b> (watch)	No immediate action. Regular testing & radical treatment if progression occurs	No morbidity from active treatment	50%-60% radical treatment within 10-15 years <sup>1</sup>
<b>Focal Therapy</b> (disrupt)	Disrupt natural course of disease by ablating <u>known</u> cancer up to half the prostate	4% incontinence <sup>2</sup> 10-25% erectile dysfunction <sup>2</sup>	~35% residual actionable GG≥2 disease after 1-2 years <sup>3-9</sup> (MRI Era Intermediate risk)
<b>AQUABLATION</b> THERAPY (resect)	Near total resection of prostate, including all known disease	<b>Early results (n=5):</b> 0% incontinence 0% erectile dysfunction	<b>Early results (n=5):</b> 0% actionable disease 0% residual tumor on MRI
<b>Surgery &amp; Radiation</b> (radical)	Radical treatment prostatectomy or radiation therapy	<b>Surgery:</b> <sup>10</sup> Incontinence 21%; ED: 81% <b>Radiation:</b> <sup>10</sup> Incontinence: 4%; ED: 66%	Intermediate-risk disease Biochemical Failure <sup>11</sup> <b>Surgery:</b> 15%(5yrs), 24%(10yrs) <b>Radiation:</b> 13%(5yrs), 21%(10yrs)

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# PCa Summary for Aquablation Therapy

1



Near Whole  
Gland Treatment

2



~3 Million  
Patients

3



Enrolling Patients  
in Two Trials

## GOALS

- **Stop or delay progression of cancer** in low & intermediate risk patients
- **Reduce rates of unnecessary morbidity** to low & intermediate risk patients
- **Offer safe & effective treatment** for prostate cancer



# PROSTATE CANCER FIRESIDE CHAT

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**Dr. Inderbir Gill**

Founding Executive Director for USC Urology.  
Chairman of Urological Cancer Surgery at Keck  
School of Medicine of USC



# Disclosures



**Dr. Inderbir Gill**  
Keck School of  
Medicine of USC

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# Treatment Strategy Categories

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