

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT  
Pursuant to Section 13 or 15(d)  
of the Securities Exchange Act of 1934  
Date of Report (Date of earliest event reported): May 3, 2024

PROCEPT BIROBOTICS CORPORATION  
(Exact name of registrant as specified in its charter)

Delaware  
(State or other jurisdiction  
of incorporation)

001-40797  
(Commission  
File Number)

26-0199180  
(IRS Employer  
Identification Number)

150 Baytech Drive  
San Jose, California 95134  
(Address of principal executive offices, including Zip Code)

Registrant's telephone number, including area code: (650) 232-7200

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, \$0.00001 par value per share	PRCT	The Nasdaq Stock Market LLC

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

**Item 7.01 Regulation FD Disclosure**

Beginning on May 3, 2024, representatives of PROCEPT BioRobotics Corporation (the "Company") intend to make presentations at investor conferences and in other forums. These presentations may include the information contained in Exhibit 99.1 furnished to this Current Report on Form 8-K. A copy of certain of the presentation slides containing such information that may be disclosed by the Company is furnished as Exhibit 99.1 to this report and is incorporated herein by reference and constitutes a part of this report.

The information included under Item 7.01 in this Current Report on Form 8-K, including Exhibit 99.1, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that Section, nor shall it be deemed to be incorporated by reference into any filing of the Company under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in such filing.

**Item 9.01 Financial Statements and Exhibits.**  
(d) Exhibits

<u>Exhibit No.</u>	<u>Description</u>
99.1	<a href="#">Presentation of PROCEPT BioRobotics Corporation, dated May 3, 2024.</a>
104	Cover Page Interactive Data File, formatted in Inline XBRL.

---

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**PROCEPT BIROBOTICS CORPORATION**

Date: May 3, 2024

By: /s/ Alaleh Nouri  
Alaleh Nouri  
EVP, Chief Legal Officer and Secretary

# Investor Event

2024 American Urological Association Annual Meeting

May 3, 2024

**PROCEPT**  
BIOROBOTICS® © 2024 PROCEPT BioRobotics Corporation. All Rights Reserved.

---

# Safe Harbor Statement

This presentation and accompanying oral presentation contain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, including the expected financial results of PROCEPT BioRobotics Corporation (the "Company"). Words such as "anticipates," "believes," "expects," "intends," "projects," "anticipates," and "future" or similar expressions are intended to identify forward-looking statements. Any forward-looking statements made by us in this presentation speak only as of the date on which it was made and are based on management's current expectations of future events, assumptions, estimates, and beliefs, and are subject to a number of risks and uncertainties that could cause actual results to differ materially and adversely from those set forth in or implied by such forward-looking statements. Factors that could cause actual results to differ materially from those described in the forward-looking statements include, among others: (i) the rate and degree of market acceptance of the AQUABEAM Robotic System and Aquablation therapy and descriptions of the Company's revenues, gross margin, profitability, operating expenses, or installed base growth, (ii) the establishment and maintenance of consistent and favorable payment policies for Aquablation therapy, (iii) the rate of growth of the commercial sales and marketing organization and the ability to manage this anticipated growth, (iv) the impact on volumes of elective procedures performed by health care providers and hospital medical device budgets, (v) the effects of increased competition as well as innovations by new and existing competitors in the market for treatments for benign prostatic hyperplasia, (vi) the ability to obtain the required regulatory approvals and clearances to market and sell the AQUABEAM Robotic System in certain other countries, (vii) the development and protection of future innovation, (viii) dependence on a limited number of third-party suppliers for components of the AQUABEAM Robotic System, (ix) the maintenance of intellectual property rights and the ability to operate the business without infringing the intellectual property rights and proprietary technology of third parties, (x) the successful completion of clinical trials and (xi) the adoption of our technology for additional indications.

This presentation and the accompanying oral presentation also contain estimates and other statistical data made by independent parties and by us relating to market size and growth and other data about our industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. In addition, projections, assumptions, and estimates of our future performance and the future performance of the markets in which we compete are necessarily subject to a high degree of uncertainty and risk.

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 ("SEC"), including the Annual Report on Form 10-K filed with the SEC on February 28, 2024 and any current and periodic reports filed thereafter, available at [www.sec.gov](http://www.sec.gov).

Because forward-looking statements are inherently subject to risks and uncertainties, you should not rely on these forward-looking statements as predictions of future events. All statements other than statements of historical fact are forward-looking statements. 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. In light of the foregoing, investors are urged not to rely on any forward-looking statement or third-party data in reaching any conclusion or making any investment decision about any securities of the Company.

This presentation regarding the Company shall not constitute an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any sale of these securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction. Sales and offers to sell PROCEPT BioRobotics securities will only be made in accordance with the Securities Act of 1933, as amended, and applicable SEC regulations, including prospectus requirements.

# AGENDA

- 01 Introduction**  
Reza Zadno, CEO
- 02 Financial Review**  
Kevin Waters, CFO
- 03 Commercial Update**  
Sham Shiblaq, Chief Commercial Officer
- 04 Georgia Urology Experience**  
Dr. Lewis Kritek
- 05 BPH + Prostate Cancer Clinical Update**  
Dr. Brian Helfand
- 06 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

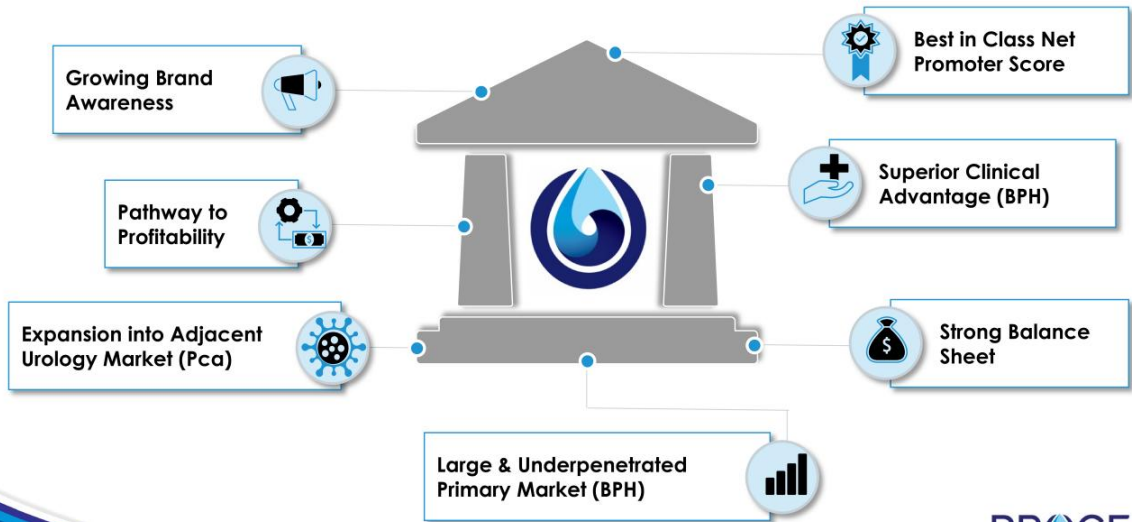
Patients forced to make tradeoff between **safety** & **efficacy**

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

**KEVIN WATERS**  
Chief Financial Officer

© 2024 PROCEPT BioRobotics Corporation. All Rights Reserved.

**PROCEPT**  
BIOROBOTICS\*

# 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

3,400

3,900

4,870

6,400

6,800

Q1'23

Q2'23

Q3'23

Q4'23

Q1'24

**PROCEPT**  
BIOBOTICS\*

© 2024 PROCEPT BioRobotics Corporation. All Rights Reserved

# Leveraging Fixed Cost Infrastructure

## New Headquarters

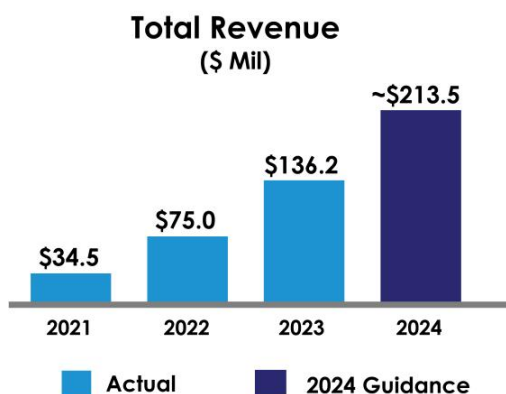
San Jose, CA  
(160,000 Sq Ft)



## 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



	Actual 2023	Guidance FY24 <sup>1</sup>
<b>Revenue</b>	<b>\$136.2 million</b>	<b>~\$213.5 million</b>
Revenue growth (y/y)	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>
Revenue : OPEX Growth Ratio	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

RECONCILIATION OF GAAP NET LOSS TO ADJUSTED EBITDA (in thousands) (unaudited)	Three Months Ended March 31,	
	2024	2023
	Net loss.....	\$ (25,957)
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)

RECONCILIATION OF 2024 GAAP NET LOSS TO ADJUSTED EBITDA Guidance (in thousands) (unaudited)	2024	
	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)	



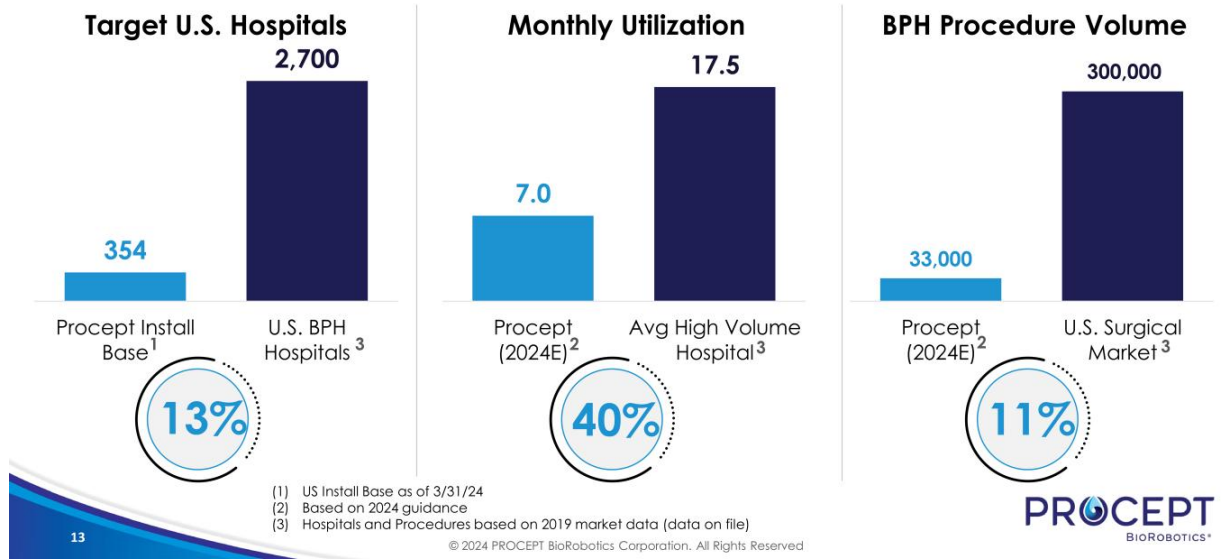
# COMMERCIAL STRATEGY

**SHAM SHIBLAQ**  
Chief Commercial Officer

© 2024 PROCEPT BioRobotics Corporation. All Rights Reserved.

**PROCEPT**  
BIOROBOTICS\*

# BPH Market Remains Underpenetrated





## 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		1Q24
~30	Sr Capital Reps	~40
~6 months	Sr Capital Rep Avg Tenure	~15 months
Zero	Jr Capital Reps	<10
Zero	Strategic Account Team	5
Deteriorating	Capital Environment	Stable-to-Improving
No	Signed Majority IDN Contracts	Yes
~70%	% U.S. Covered Lives	>95%

## 2024 Commercial Tailwinds





# GEORGIA UROLOGY ADOPTION

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

© 2024 PROCEPT BioRobotics Corporation. All Rights Reserved.

**PROCEPT**  
BIOROBOTICS\*

## Disclosures



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

The views expressed in this presentation are those of the presenter and do not necessarily reflect the views or policies of PROCEPT BioRobotics or its subsidiaries. No official endorsement by PROCEPT BioRobotics or any of its subsidiaries of any vendor, products or services contained in this presentation is intended or should be inferred

An honorarium is provided by PROCEPT BioRobotics to the speakers for this presentation

Consulting disclosures: PROCEPT BioRobotics, Boston Scientific, SRS, Koelis, Laborie

# Georgia Urology



**7**  
AquaBeam  
Systems

**27**  
Aquablation  
Surgeons  
(today)

**960**  
Aquablation  
Volume  
(2023)

**PROCEPT**  
BIOROBOTICS\*

# 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

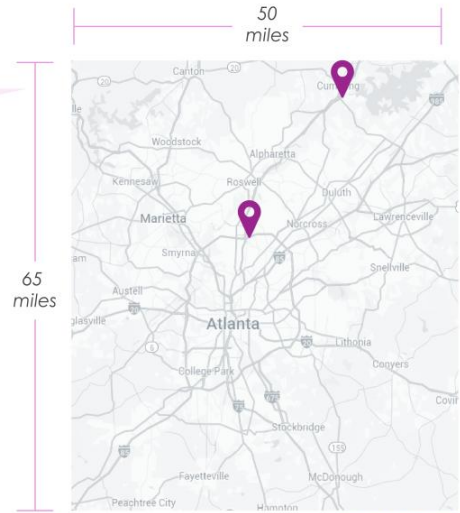
1) LVH = Low Volume BPH Hospital

© 2024 PROCEPT BioRobotics Corporation. All Rights Reserved

**PROCEPT**  
BIOROBOTICS\*

# Northern Georgia + Atlanta Market 2019

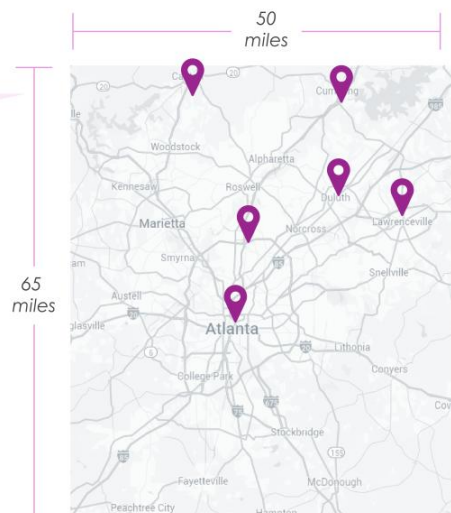
📍 Robot at Hospital



# Northern Georgia + Atlanta Market

2019 >> 2021

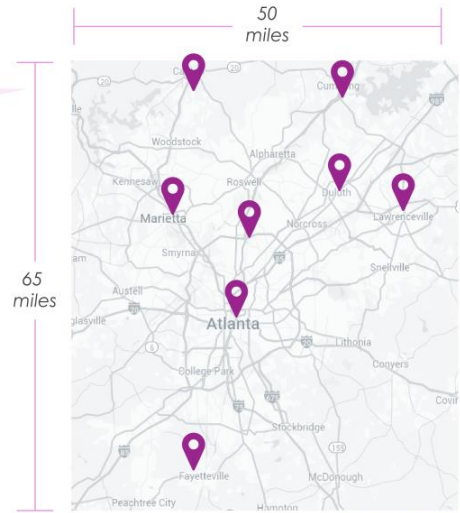
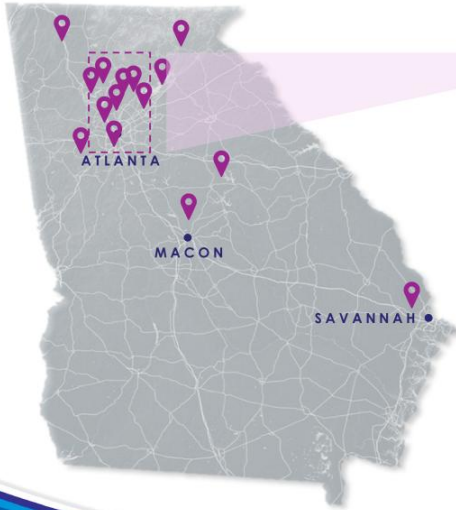
📍 Robot at Hospital



# Northern Georgia + Atlanta Market

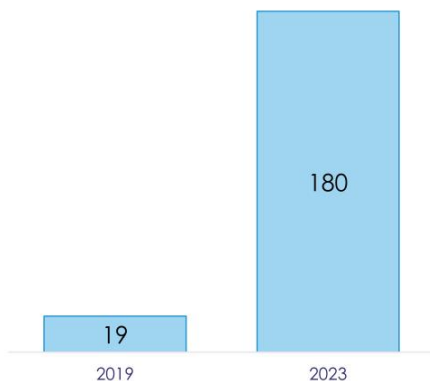
2019 >> 2021 >> **TODAY**

📍 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

**Dr. Brian Helfand**

Division of Urology, Northshore University Health System

© 2024 PROCEPT BioRobotics Corporation. All Rights Reserved.

**PROCEPT**  
BIOROBOTICS\*



## Disclosures



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

The views expressed in this presentation are those of the presenter and do not necessarily reflect the views or policies of PROCEPT BioRobotics or its subsidiaries. No official endorsement by PROCEPT BioRobotics or any of its subsidiaries of any vendor, products or services contained in this presentation is intended or should be inferred

An honorarium is provided by PROCEPT BioRobotics to the speakers for this presentation

PROCEPT BioRobotics - consulting  
GoPath diagnostics - advisor  
Blue earth diagnostics - advisor and investigator  
Olympus investigator  
NIH LURN investigator

## Northshore Highland Hospital



**2**  
Robots at  
Single Site

**8**  
AquaBeam  
Users

**390**  
Aquablation  
Volume

Pioneers of *Same Day Discharge*

## Before & After Aquablation Therapy



# 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 Cautery**

**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%)**

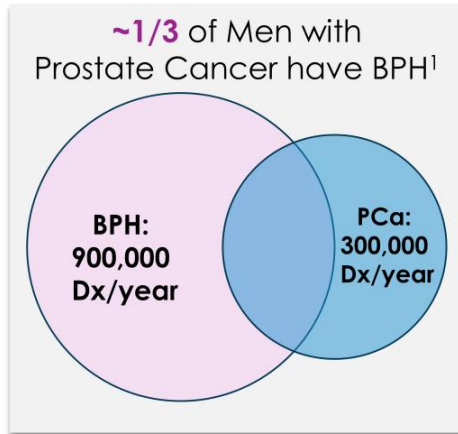
Patients Discharged  
Same Day

**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



- Prostate cancer & BPH affect 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

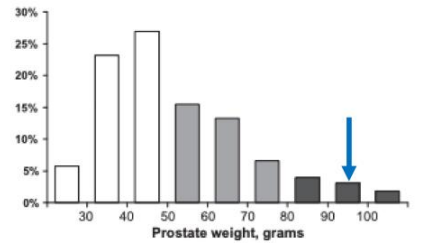
- Family history of PCa
- Family history of BPH

• 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

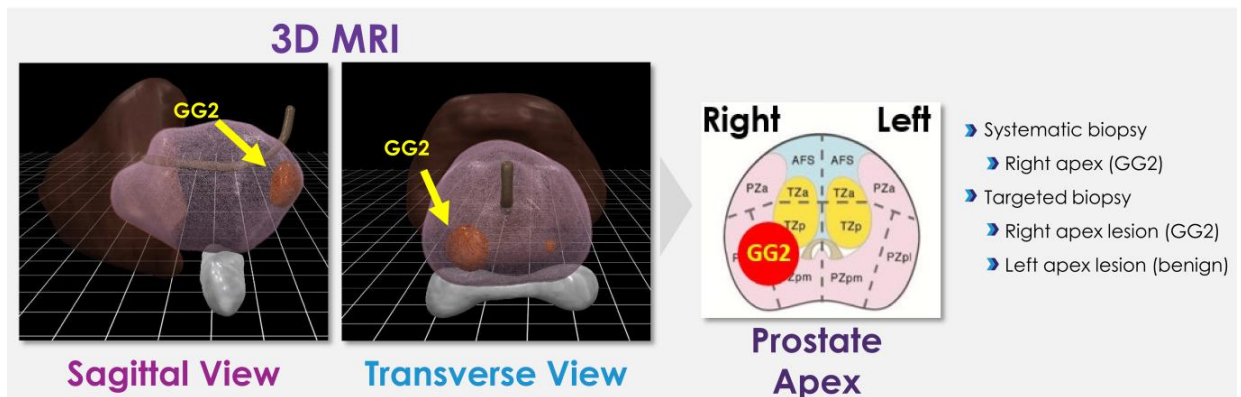


Prostate weight distribution extends to a maximum of 200 grams



## Surgical Pre-Planning

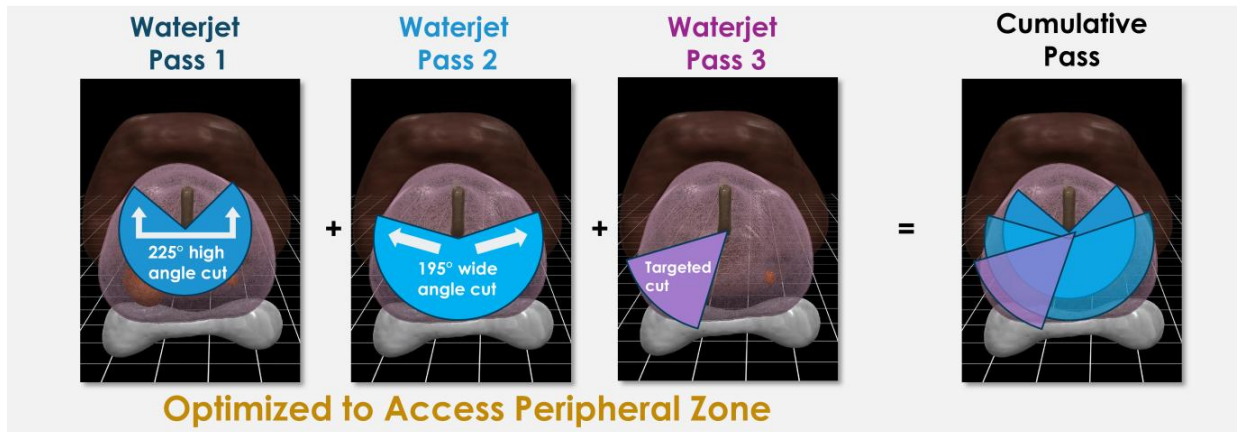
### Final Diagnosis



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



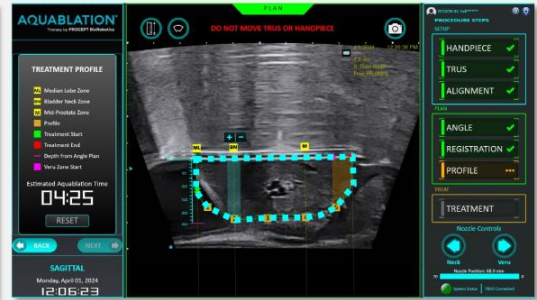
CAUTION Investigational device. Limited by United States law to investigational use. However, since that may make it sound like the device is completely investigational & may be confusing, I'd recommend - "Aquablation therapy for the ablation of abnormal prostate tissue is limited by United States law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

# Actual Treatment: Pass #1

## Transverse View



## Sagittal View



### 225° high 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 #2

## Transverse View



## Sagittal View



195° wide angle cut

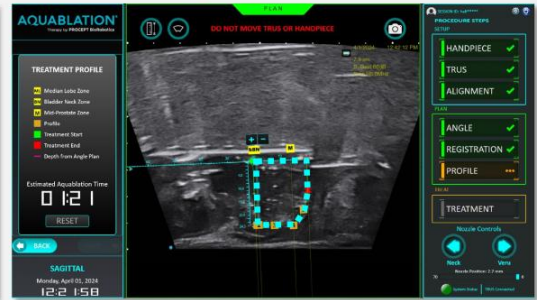
CAUTION Investigational device. Limited by United States law to investigational use. However, since that may make it sound like the device is completely investigational & may be confusing, I'd recommend - "Aquablation therapy for the ablation of abnormal prostate tissue is limited by United States law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

# Actual Treatment: Pass #3

## Transverse View



## Sagittal View



### Targeted 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"

## 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
<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 $\geq$ 2 disease after 1-2 years <sup>3-9</sup> <i>(MRI Era Intermediate risk)</i>

### 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. Morlezavi 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)

1. Hamdy et al NEJM 2023; 2. Weighted averages based on the totality of the ablation literature; reference available upon request; 3. Morlezavi 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; 10 Donovan et al NEJM 2016; 11. Falagario et al Jama Net Open 2023

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





# PROSTATE CANCER OVERVIEW

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

© 2024 PROCEPT BioRobotics Corporation. All Rights Reserved.

**PROCEPT**  
BIOROBOTICS\*

## 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**

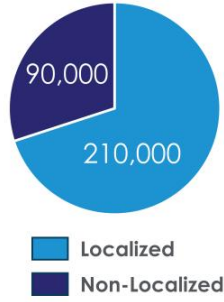
Common treatment recommendation given low disease lethality and high risk of treatment morbidity

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

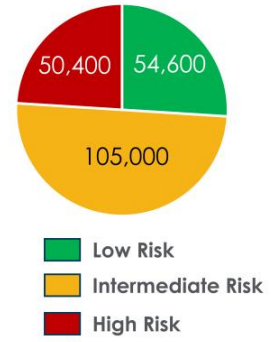
# U.S. Prostate Cancer Market

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

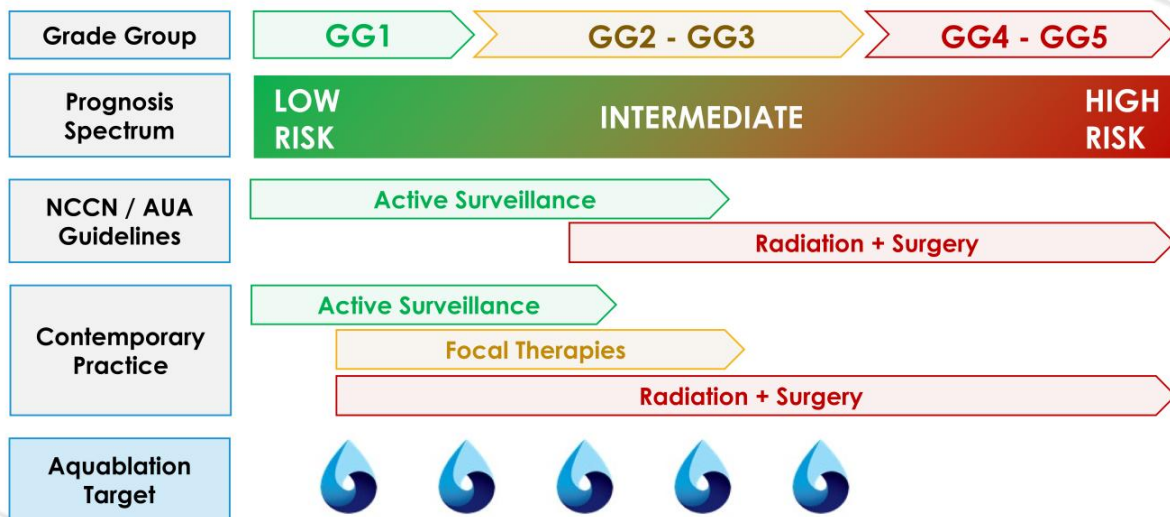
  
**300,000**  
New Cases of Prostate  
Cancer Annually



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



# 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>

	Active Surveillance (6-13m Bx)
MRI Invisibility (PIRADS ≤ 2)	12% <sup>1</sup>
<b>Progression Metrics</b>	
MRI Progression	30% <sup>1</sup>
Grade Group Progression	32-46% <sup>1,2</sup>

# 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>

	Active Surveillance (6-13m Bx)	AQUABLATION® (n=5; 6m f/u) <sup>5</sup>
<b>MRI Invisibility (PIRADS ≤ 2)</b>	<b>12%<sup>1</sup></b>	<b>100%</b>
<b>Progression Metrics</b>		
<b>MRI Progression</b>	30% <sup>1</sup>	<b>0%</b>
<b>Grade Group Progression</b>	32-46% <sup>1,2</sup>	<b>0%</b>



# 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> <i>(watch)</i>	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> <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>AQUABLATION THERAPY</b> <i>(resect)</i>	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> <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)

1. Hamdy et al NEJM 2023; 2. Weighted averages based on the totality of the ablation literature; reference available upon request; 3. Mortezaei et al J Urol 2019; 4. Abreu et al J Urol 2020; 5. Nahar et al J Urol 2020; 6. Ehadi 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; 10. Donovan et al NEJM 2016; 11. Falagario et al Jama Net Open 2023; Data reported in each category is not head-to-head

# 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

**Dr. Inderbir Gill**

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

© 2024 PROCEPT BioRobotics Corporation. All Rights Reserved.

**PROCEPT**  
BIOROBOTICS\*

## Disclosures



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

The views expressed in this presentation are those of the presenter and do not necessarily reflect the views or policies of PROCEPT BioRobotics or its subsidiaries. No official endorsement by PROCEPT BioRobotics or any of its subsidiaries of any vendor, products or services contained in this presentation is intended or should be inferred

Grants/research support: NIH R-01  
Speakers/honoraria: None  
Consulting: None  
Cofounded: OneLine Health, Karkinos

# Treatment Strategy Categories

	Strategy	Cost to Patient	Failure Rate
<b>Active Surveillance</b> <i>(watch)</i>	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> <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)
--	--	--	--

1. Hamdy et al NEJM 2023; 2. Weighted averages based on the totality of the ablation literature; reference available upon request; 3. Martezavi 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; 10. Donovan et al NEJM 2016; 11. Falagaris et al Jama Net Open 2023. Data reported in each category is not head-to-head

