VISION: BECOME THE BPH TREATMENT OF CHOICE FOR ALL PROSTATES

February 2024



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 speaks 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 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 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 29, 2024 and any current and periodic reports filed thereafter, available at 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.



Use of Non-GAAP Financial Information

In addition to financial information presented in accordance with U.S. generally accepted accounting principles ("GAAP"), this presentation and the accompanying oral statements include certain non-GAAP financial measures, which include non-GAAP Adjusted EBITDA. The Company defines Adjusted EBITDA as earnings before interest expense, taxes, depreciation and amortization and stock-based compensation. The Company believes that presenting Adjusted EBITDA provides useful supplemental information to investors about the Company in understanding and evaluating its operating results, enhancing the overall understanding of its past performance and future prospects, and allowing for greater transparency with respect to key financial metrics used by its management in financial and operational decision making. However, there are a number of limitations related to the use of non-GAAP measures and their nearest GAAP equivalents. For example, such measures may exclude significant expenses required by GAAP to be recognized in our financial statements. Other companies may calculate non-GAAP measures differently, or may use other measures to calculate their financial performance, and therefore any non-GAAP measures the Company uses may not be directly comparable to similarly titled measures of other companies. Non-GAAP financial measures are not a substitute for or superior to measures of financial performance prepared in accordance with GAAP and should not be considered as an alternative to any other performance measures derived in accordance with GAAP. Any non-GAAP measure is presented for supplemental information presented in accordance with GAAP. A reconciliation of these measures to the most directly comparable GAAP measures is included at the end of this presentation.

Aquablation Therapy:

Uniquely Positioned to Become the BPH Standard of Choice for All Prostate Sizes and Shapes

A BPH therapy that addresses the compromise between safety and efficacy of alternative surgical interventions^{1,2}



First-of-its-Kind Technology

Only automated robotic therapy for BPH Robust IP portfolio with high barriers to entry

Compelling Clinical Evidence

Strong and growing base of clinical evidence – nearly 150 peerreviewed publications

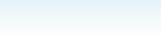
Only BPH technology randomized against TURP, the historical standard of care for surgical intervention³

~95% Patients Access to Aquablation Therapy

Strong KOL support Inclusion in clinical guidelines

Proven Commercial Strategy

Well-defined customer base and efficient sales infrastructure Capital equipment with recurring disposable and service revenues





\$20B+

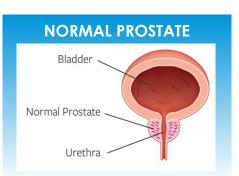
U.S. BPH

Surgical Market

Opportunity

Benign Prostatic Hyperplasia (BPH)

A Significant Men's Health Disease in the U.S.



ENLARGED PROSTATE (BPH)

Bladder

Urethra

Enlarged Prostate



#1 Reason men visit the urologist

1 in 2

Estimated men ages 51-60 have BPH and prevalence increases over time

99%

Men with BPH say symptoms impact Quality of Life¹

~40M

2x

Men in the U.S. that currently have BPH²



Men >65 years old in the U.S. expected to double in the next 10 years²



Large Market & Significant Unmet Need

U.S. men actively **MANAGED** for BPH



WATCHFUL WAITERS

Choose to do nothing and suffer BPH symptoms



6.7M

1.1M

400K

PHARMACEUTICALS

Suffer dosing adjustments and side effects

PHARMA FALLOUT

Delay surgery despite medication failure

SURGERIES ANNUAL

Compromise between safety & efficacy outcomes

\$16B

\$**3**B

\$1B

8.2M

TREATED for BPH

\$20B+

U.S. BPH Surgical Market Opportunity

PROCEPT BIOROBOTICS*

Limitations: Pharmaceutical Therapy

FIRST-LINE TREATMENTS

- Alpha-blockers: relax the prostate
- 5-ARIs: shrink the prostate



MINIMAL IMPACT ON SYMPTOMS & HIGH SIDE EFFECT PROFILE

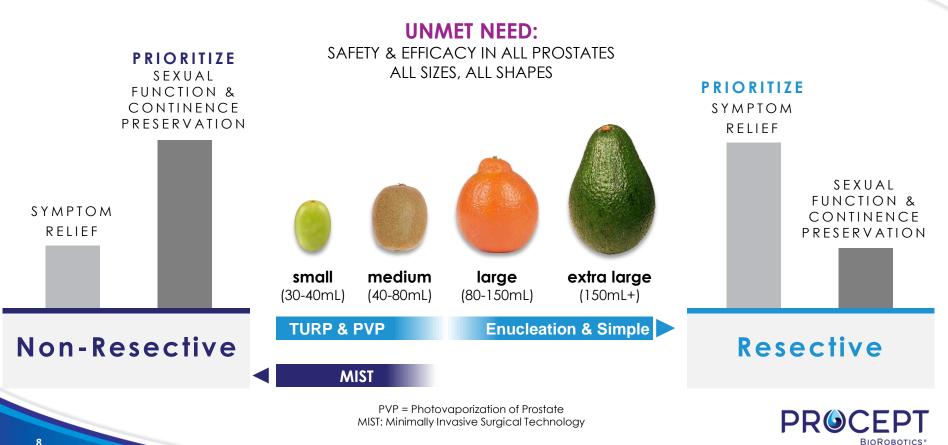
- Minimal impact on symptom relief (IPSS reduction: ~5 points) and flow improvement (~2.5 mL/s improvement)
- Side effects may include **ejaculatory dysfunction**, **erectile dysfunction**, headaches, dizziness, and loss of libido
- · Long-term use increases risk of cardiac failure and dementia



of patients stop BPH meds within 2 years



Unmet Need in Surgical Intervention



Resective Surgery: Overview & Limitations

290K Procedures in 2019¹

PROSTATE TISSUE <u>IS</u> REMOVED DURING PROCEDURE

- TURP
- Laser
 - PVP (Photo-vaporization of Prostate)
 - Enucleation (HoLEP, ThuLEP, GreenLEP)
- Simple (Open, Laparoscopic, Robotic)



FAVORABLE EFFICACY BUT WEAK SAFETY PROFILE WITH MANY SIZE & SHAPE LIMITATIONS

Efficacy

Sustained, high impact on symptom relief (IPSS reduction: ~15 points)

Safety

• High rates of irreversible complications: incontinence, ejaculatory dysfunction, erectile dysfunction

Procedure

- Intraoperative visualization limited to cystoscopy
- Size and shape limitations for TURP and PVP
- Manual techniques dependent on surgeon skill; variability in resection times



Resective Surgery: Summary of Key Safety Data

		TURP ^{1,2}	PVP ^{1,2}	Enucleation ^{1,2,3}	Simple Prostatectomy ^{1,4}	
G	eneral Prostate Size Treated	< 80mL	< 80mL	> 80mL	> 100mL	
Irreversible Complications	Incontinence	As high as 2%	As high as 2%	As high as	As high as	
	Erectile dysfunction	As high as	As high as 20%	As high as	As high as 2-3%	
	Ejaculatory dysfunction	As high as 89%	As high as 50%	As high as 77%	As high as	



AquaBeam Robotic System

Only Image Guided, Automated Robotic Therapy for BPH

EFFECTIVE, SAFE AND DURABLE OUTCOMES THAT ARE INDEPENDENT OF PROSTATE SIZE, SHAPE, AND SURGEON EXPERIENCE



Real-Time Image Guidance

Intraoperative ultrasound imaging combined with cystoscopic visualization provide a multidimensional view of the treatment area



Personalized Treatment Planning

Advanced planning software allows the surgeon to map the treatment contour that precisely targets the resection area



Automated Robotic Execution

The robot executes the treatment plan and guides the precisely calibrated waterjet with speed and accuracy while surgeon monitors



Heat-Free Waterjet Resection

Utilizing the unique power of a pulsating waterjet near the speed of sound, Aquablation therapy removes prostatic tissue with a heat-free waterjet





AQUABLATION

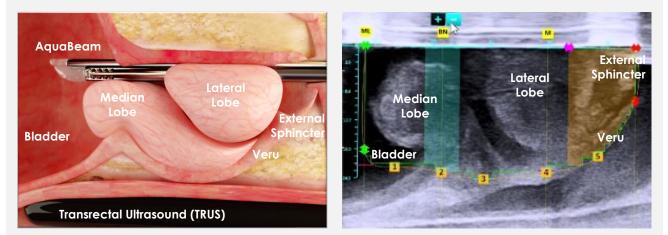
Real-Time Image Guidance

Personalized Treatment Planning

REAL-TIME, MULTI-DIMENSIONAL VISUALIZATION OF THE ENTIRE PROSTATE FOR CUSTOMIZED TREATMENT PLANNING



OTHER TREATMENTS LIMITED TO CYSTOSCOPY ONLY

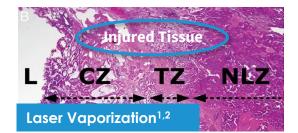


TRANSRECTAL ULTRASOUND IMAGING SIDE VIEW



Heat-Free Waterjet Resection





L- Lumen CZ- Cautery Zone TZ- Transition Zone NLZ- Non-Laser Zone Minimize variables that impact outcomes with a

precisely calibrated, heat-free waterjet

Heat-based options can lead to thermal injury and result in:

- Highly variable depth of tissue penetration
- Necrosis which may extend deeper than cavity created
- Potential for unintended prostate capsule perforation
- Potential damage to nerve bundle
 responsible for erectile function
- Delayed healing of prostatic urethra



Clinically Validated Efficacy, Durability & Safety

Independent of Prostate Size, Shape, and Surgeon Experience



n = 181

Only FDA pivotal study randomized to gold standard TURP for prostates

30 – 80 mL

- Superior safety compared to TURP due to low irreversible complications
- Superior symptom relief for subset of patients with prostates \geq 50 mL



n = 101

Only prospective multicenter study successfully completed for large prostates

80 – 150 mL

- Only treatment for large prostates with a low irreversible complication rate
- Size independent procedure
- Significant symptom relief in large prostates



n = 178

First multicenter all-comers study with realworld results in prostates

20 – 150 mL

- Validates safety and efficacy in a realworld setting
- Minimal exclusion criteria







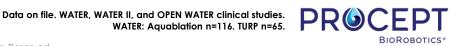
European

Canadian Urological Association



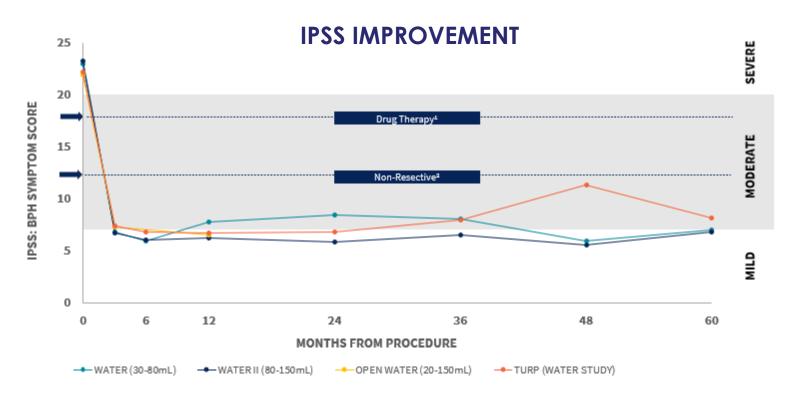


German **Urology Society**



Efficacy and Durability

Similar Outcomes to TURP, but Across ALL Prostates in Both Clinical & Commercial Studies



PROCEPT BIOROBOTICS*

Safety Low Rates of Irreversible Complications in ALL Prostates¹

		WA	TER				
		Aquablation	TURP	WATER II	OPEN WATER		
Mean Prostate Size		54 mL	52 mL	107 mL	59 mL		
Ob	ostructive Median Lobe	50%	52%	83%	59%		
ations	Incontinence	0.0%	0.0%	2.0%	0.0%		
Irreversible Complications	Erectile dysfunction	0.0%	0.0%	0.0%	0.0%		
sible	Ejaculatory dysfunction	6.9%	24.6%		8.4%		
Irrever		Statistical Signif	icance: p<0.05	14.9%			

Data on file. WATER, WATER II, and OPEN WATER clinical studies. 1. Compared to published rates observed for other resective surgeries **PRO**CEPT

BIOROBOTICS*

Surgical Standardization

Predictable Outcomes, Consistency and Increased Efficiency

IMPROVED EFFICIENCY IN THE OPERATING ROOM

Clinical Outcomes are Experience Agnostic

- WATER study 14 of 17 participating surgeons had no previous experience with Aquablation therapy
- WATER II study median previous experience of 0.5 procedures with Aquablation therapy



Data on file. WATER, WATER II, and OPEN WATER clinical studies.



U.S. Reimbursement Summary

COVERAGE

- Full U.S. Medicare Coverage effective January 2021³
- Positive Private Payor Policies:
 - United Healthcare, Aetna, Cigna, Anthem, Humana, and numerous other regional providers

CODING

- Unique Water Jet Resection CPT Code 0421T
- Probe, Image-Guided, Robotic, Waterjet Ablation C Code C2596

ΡΑΥΜΕΝΤ

- APC Level 6 Payment (HOPPS Medicare National Avg. CY 2023 \$8,558)
- ► APC Level 6 Payment (HOPPS Medicare National Avg. CY 2024 \$8,787)
- (1) Estimated based on data from Policy Reporter
- (2) Mean age of 65 years for BPH surgical resective patients
- (3) Subject to beneficiaries meeting certain clinical criteria set forth in local coverage determinations
- (4) In accordance to internal estimates



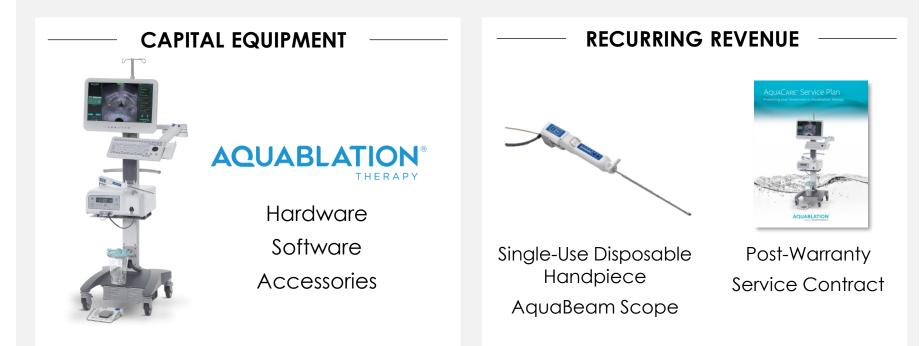
~50%

of hospital based resective BPH procedures are Medicare^{2,4}



Capital Equipment Sales

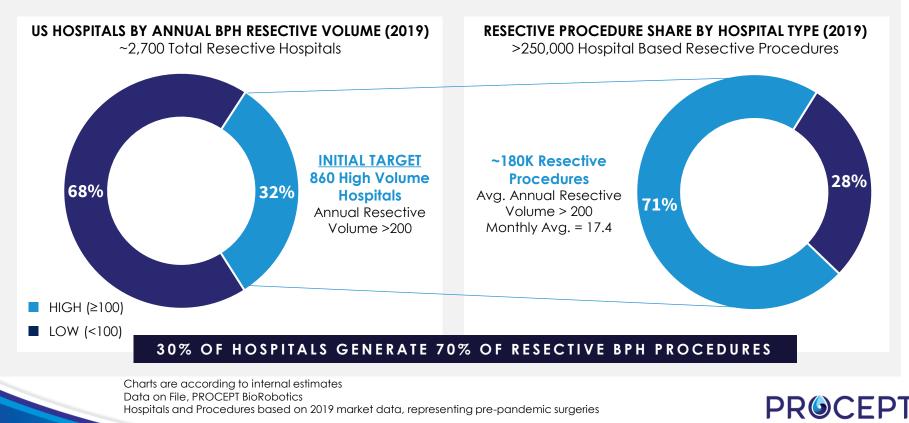
Recurring Revenue Model





U.S. Commercial Opportunity: Segmentation

Target High-Volume Hospitals



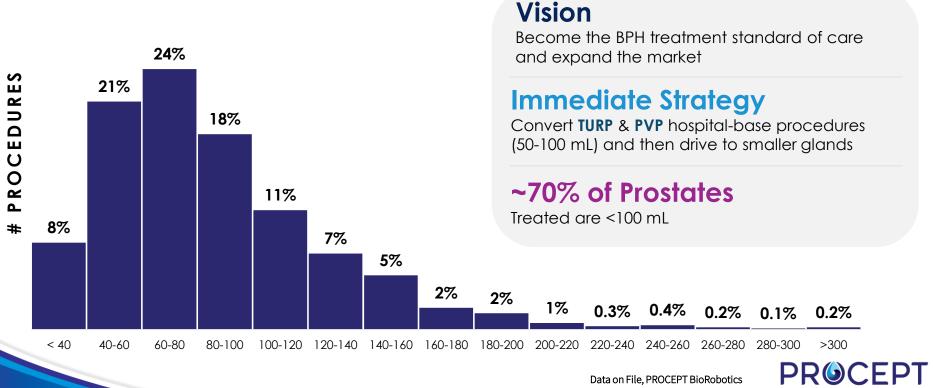
© 2024 PROCEPT BioRobotics Corporation. All Rights Reserved.

BIOROBOTICS

Aquablation Treated Prostate Sizes – U.S.

PROSTATE SIZE HISTOGRAM – U.S DATA

1/1/21 to 12/31/23



© 2024 PROCEPT BioRobotics Corporation. All Rights Reserved.

BIOROBOTICS



PROSTATE CANCER UPDATE



Aquablation Therapy + Prostate Cancer Highlights



Prostate Cancer represents a large, attractive market with a significant unmet clinical need



Limitations of current prostate cancer treatment options lack safety & efficacy



Prostate Cancer is **highly synergistic & logical next indication** for Aquablation Therapy



Enrolling two single-arm clinical studies to support future research & regulatory applications in the United States **at minimal cost**



Leverage existing technology & sales channel to drive future growth and adoption



Clinical Study Design

Investigate Safety & Efficacy

BPH + PCa

Single-Arm Study

Enrollment of BPH patients who also have Prostate Cancer (Grade Group 1-3)

 \leq 125 patients from up to 15 sites globally

PCa Only

FDA – IDE Approved Single-Arm Study

Enrollment of Prostate Cancer Patients (Grade Group 1-2)

20 patients from up to 5 sites in U.S.

Total Estimated Cost of ~\$2 million in 2024



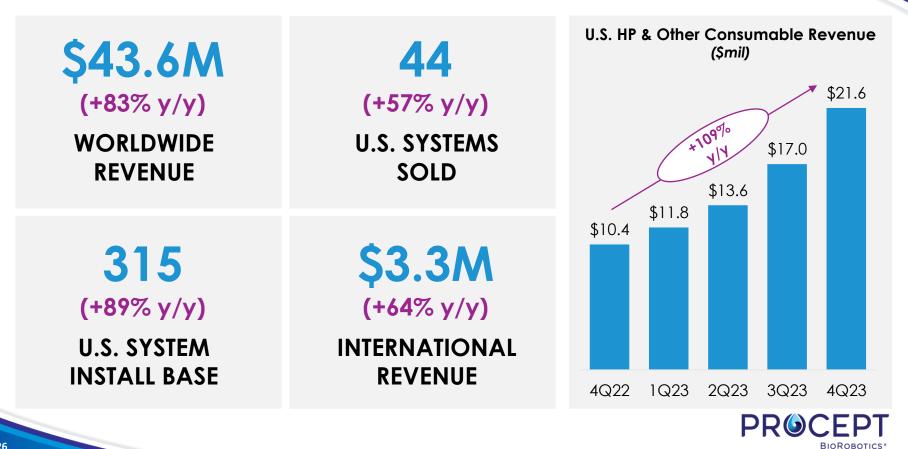


4Q23 FINANCIAL REVIEW





4Q23 Earnings Recap



2024 Financial Guidance

Total Revenue (\$ Mil) ~\$210.0 \$136.2 \$75.0 \$34.5

	Actual 2023	Guidance FY24 ¹			
Revenue	\$136.2 million	~\$210.0 million			
Revenue growth (y/y)	82%	~54%			
Gross Margin	52%	~57% to 59%			
Operating Expenses	\$180.2 million ²	~\$231.5 million ³			
Revenue : OPEX Growth Ratio	1.5x	~1.9x			
Adjusted EBITDA Loss	\$86.5 million⁴	~\$73.0 million⁴			

Actual



TOTAL CASH & CASH EQUIVALENTS BALANCE OF \$257M & DEBT BALANCE OF \$52M AS OF DECEMBER 31, 2023

(1) 2024 financial guidance issued on February 27, 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 December 31,			Twelve Months Ended December 31,				
		2023		2022		2023		2022
Net loss	\$	(27,504)	\$	(28,172)	\$	(105,897)	\$	(87,154)
Depreciation and amortization expense		1,318		663		3,807		2,841
Stock-based compensation expense		4,981		2,885		19,134		10,337
Interest (income) and interest expense, net		(2,079)		(320)		(3,556)		2,687
Loss on loan extinguishment		-		3,258		-		3,258
Adjusted EBITDA	\$	(23,283)	\$	(21,686)	\$	(86,512)	\$	(68,031)

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

 2024
\$ (103,150)
5,800
31,500
 (7,150)
\$ (73,000)
\$ \$

PROCEPT



REFERENCES



References

Slide 5:

1. Gilling PJ et al. Five-year outcomes for Aquablation therapy compared to TURP: results from a double-blind, randomized trial in men with LUTS due to BPH. Can J Urol. 2022 Feb;29(1):10960-10968.

 Zom KC, Bidair M, Trainer A, Arther A, Kramolowsky E, Desai M, et al. Aquablation therapy in large prostates (80–150 cc) for lower urinary tract symptoms due to benign prostatic hyperplasia: WATER II 3-year trial results. BJUI Compass. 2022;3(2):130–138.

Based on company's internal estimates.

3. WATER U.S. pivotal trial

<u>Slide 6</u>

Roehrborn, CG, Rosen, RC. Medical therapy options for aging men with benign prostatic hyperplasia: focus on alfuzosin 10 mg once daily. Clinical Interventions in Aging 2008;3(3).

Bouhadana, et al. Patient Perspectives on Benign Prostatic Hyperplasia Surgery: A Focus on Sexual Health. J Sex Med 2020;1 -5

2014, Ortman, An Aging Nation: The Older Population in the United States

1. According to internal marketing survey

2. According to internal estimates

Loughlin, K. Benign prostatic hyperplasia: epidemiology, economics and evaluation. Can J Urol. 2015 Oct;22 Suppl 1:1-6.

Vuichoud, C, Loughlin, K. Benign prostatic hyperplasia: epidemiology, economics and evaluation. Can J Urol. 2015 Oct;22 Suppl 1:1-6.

MS Health NDTI Urology Specialty Profile, July 2012-June 2013

<u>Slide 7</u>

All numbers are approximate.

Vuichoud, C, Loughlin, K. Benign prostatic hyperplasia: epidemiology, economics and evaluation. Can J Urol. 2015 Oct;22 Suppl 1:1-6.

Data on File, PROCEPT BioRobotics

Total surgeries based on 2019 market data, representing pre-pandemic surgeries

Slide 8:

MTOPS study, NEJM December 2003, Vol.349, No.25

Lusty et al. Cardiac Failure Associated with Medical Therapy of Benign Prostatic Hyperplasia: A Population Based Study / Vol. 205, 1430-1437, May 2021

Bortnick et al. Long-term Consequences of Medical Therapy for Benign Prostatic Hyperplasia / Rev Urol. 2019;21(4):154–157.

Failure to continue meds based on Kaplan Factors in Predicting Failure With Medical Therapy for BPH, Rev Urol. 2005;7 (suppl 7):534-539.

PSS = International Prostate Symptom Score

<u>Slide 9</u>

BPH size ranges: AUA Guidelines: Surgical Management of BPH/Lower Urinary Tract Symptoms (2018, amended 2019, 2020) Published 2018, Amended 2019, 2020.

Tanneru et al: An Indirect Comparison of Newer Minimally Invasive Treatments for Benign Prostatic Hyperplasia: A Network Meta-Analysis Model, Journal of Endourology, 2020

<u>Slide 10</u>

WATER, WATER II, and OPEN WATER clinical studies.

Thomas JA, et al. A Multicenter Randomized Noninferiority Trial Comparing GreenLight-XPS Laser Vaporization of the Prostate and Transurethral Resection of the Prostate for the Treatment of Benign Prostatic Obstruction: Two-yr Outcomes of the GOLIATH Study. Eur Urol. 2016 Jan; 59(1):94-102.

Leong et al. Minimizing Sexual Dysfunction in BPH Surgery. Current Sexual Health Reports (2019) 11:190-200

Robert G, et al. Multicentre prospective evaluation of the learning curve of holmium laser enucleation of the prostate (HoLEP). BJU Int. 2016 Mar;117(3):495-9. Epub 2015 Aug 22.

1. Procedures based on 2019 market data, representing pre-pandemic surgeries and according to internal estimates

Slide 11

1. Leong et al. Minimizing Sexual Dysfunction in BPH Surgery. Current Sexual Health Reports (2019) 11:190–200

2. Comiter et al. Urinary incontinence after prostate treatment. Up to Date; Last update May 2020.

3. Sapetti, J, et al. Urinary incontinence after HOLEP: Incidence, evolution and predictive factors. Prog Urol. 2019 Feb;29(2):101-107

4. Khera, M. Simple Prostatectomy. Medscape. 2018.

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



References

Slide 14:

Malek et al. Photoselective Vaporization Prostatectomy: Experience With a Novel 180 W 532 nm Lithium Triborate Laser and Fiber Delivery System in Living Dogs, The Journal of Urology, Volume 185, Issue 2, 2011, Pages 712-718, ISSN 0022-5347,

Bruyère F, et al. Penetration depth with the XPS GreenLight laser assessed by contrast enhanced ultrasonography. J Endourol. 2013 Oct;27(10):1282-6. doi: 10.1089/end.2013.0368. Epub 2013 Aug 21.

Slide 16

1. Drug therapy generally provides IPSS reduction of approximately 5 points.

2. Non resective surgery generally provides IPSS reduction of approximately 10 points

Roehrborn CG, et al. Five-year results of the prospective randomized controlled prostatic urethral LI.F.T. study. Can J Urol. 2017 Jun;24(3):8802-8813.

Data on file. WATER, WATER II, and OPEN WATER clinical studies.

McVary KT, et al. Final 5-Year Outcomes of the Multicenter Randomized Sham-Controlled Trial of a Water Vapor Thermal Therapy for Treatment of Moderate to Severe Lower Urinary Tract Symptoms Secondary to Benign Prostatic Hyperplasia. J Urol. 2021 Apr 19



Thank You



www.procept-biorobotics.com

www.aquablation.com