VISION: BECOME THE BPH TREATMENT OF CHOICE FOR ALL PROSTATES

October 2024



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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," "expects," "intends," "projects," 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 and HYDROS Robotic Systems 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 and HYDROS Robotic Systems, (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 succ

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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 minimizes the compromise between safety and efficacy of alternative surgical interventions^{1,2}





First-of-its-Kind Technology

Only automated waterjet for BPH

Robust IP portfolio with high barriers to entry

Compelling Clinical Evidence

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

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

~95% Patients Access to Aquablation Therapy⁴

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+

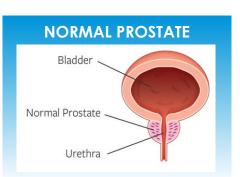
U.S. BPH

Surgical Market

Opportunity

Benign Prostatic Hyperplasia (BPH)

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





#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

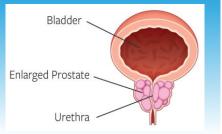


Men >65 years old in the U.S. expected to double by the year 2060^2

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ENLARGED PROSTATE (BPH)



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 Actively

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

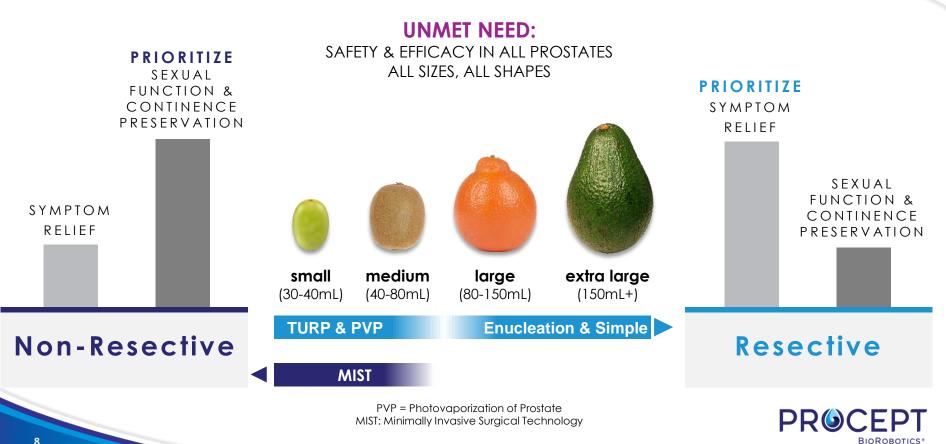
- Minimal impact on symptom relief (IPSS reduction: ~5 points) and flow improvement (~2.5 mL/s improvement)
- Side effects may include **ejaculatory dysfunction**, **erectile dysfunction**, headaches, dizziness, and loss of libido
- · Long-term use increases risk of cardiac failure and dementia



of patients stop BPH meds within 2 years¹



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
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 3%
	Ejaculatory dysfunction	As high as 89%	As high as 50%	As high as 77%	As high as

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



HYDROS[™] Robotic System

Next-Generation System for Aquablation Therapy



Al-Powered Treatment Planning Advanced Image Guidance Robotic Resection Streamlined Workflow



HYDROS Elevates Aquablation Therapy Experience

AI-POWERED TREATMENT PLANNING	ROBOTIC SYSTEM	HYDROS ROBOTIC SYSTEM	
Patient specific treatment planning			
AI-powered instrument detection	\bigcirc		
Al-powered anatomy recognition	\bigcirc		
ADVANCED IMAGE GUIDANCE			4
Ultrasound			
Cystoscopy			
Display			
ROBOTIC RESECTION			
Heat-free Waterjet			
STREAMLINED WORKFLOW			
System Footprint			
User Interface			
Software Design			

Both systems deliver **Aquablation Therapy** a clinically proven procedure backed by 5-year data



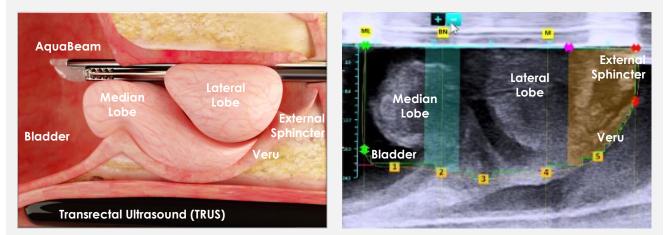
Real-Time Image Guidance

Personalized Treatment Planning

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



OTHER TREATMENTS LIMITED TO CYSTOSCOPY ONLY

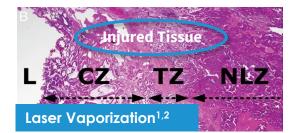


TRANSRECTAL ULTRASOUND IMAGING SIDE VIEW



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













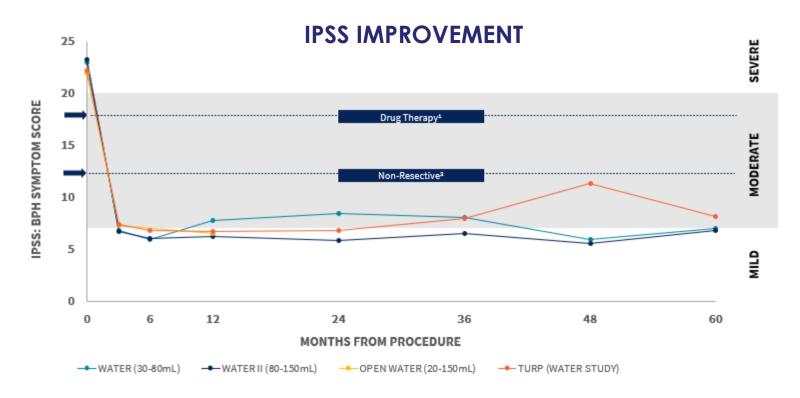


Data on file, WATER, WATER II, and OPEN WATER clinical studies. WATER: Aquablation n=116. TURP n=65.



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	
Obstructive Median Lobe		50% 52%		83%	59%	
~	Incontinence	0.0%	0.0%	2.0%	0.0%	
Complications	Erectile dysfunction	0.0%	0.0%	0.0%	0.0%	
	Ejaculatory	6.9%	24.6%			
		Statistical Significance: p<0.05		14.9%	8.4%	

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

BIOROBOTICS*

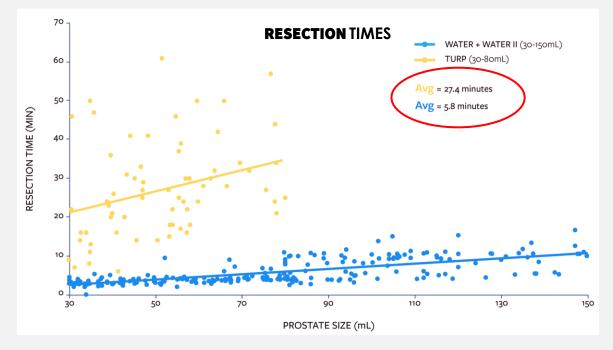
Surgical Standardization

Predictable Resection, 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 recently approved to move to Category I at May 2024 AMA CPT Meeting
- Probe, Image-Guided, Robotic, Waterjet Ablation C Code C2596

PAYMENT

- ► 2024 APC Level 6 Payment HOPPS Medicare National Avg. \$8,787
- ► <u>2025 Proposal</u>: APC Level 6 Payment HOPPS Medicare National Avg. **\$9,209 (+5% y/y)**



~50%

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



Capital Equipment Sales

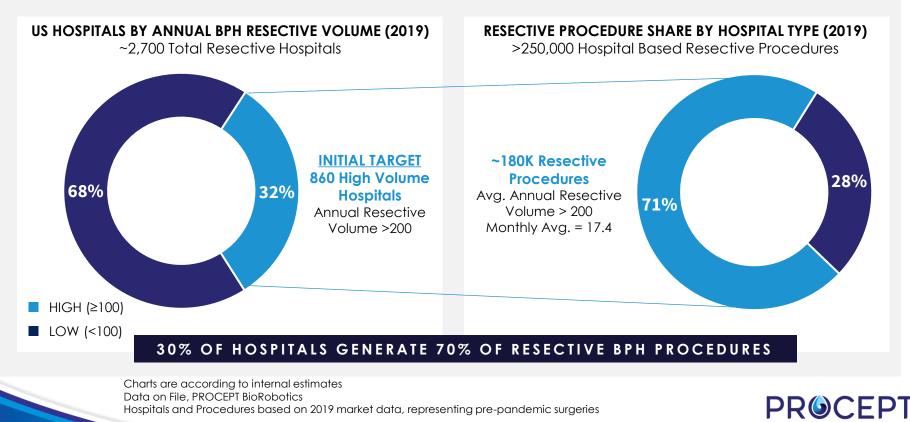
Recurring Revenue Model

CAPITAL EQUIPMENT		RECURRING REVENUE				
	Hardware Software Accessories	Single-Use Disposable Handpiece AquaBeam Scope	<complex-block><complex-block></complex-block></complex-block>			



U.S. Commercial Opportunity: Segmentation

Target High-Volume Hospitals



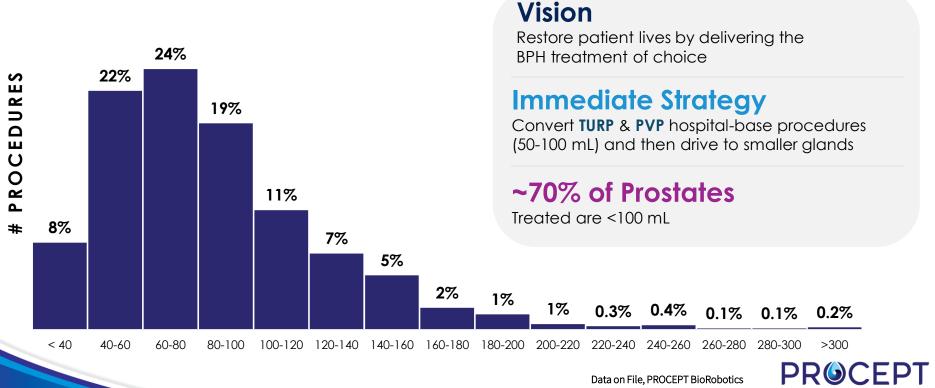
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BIOROBOTICS

Aquablation Treated Prostate Sizes – U.S.

PROSTATE SIZE HISTOGRAM – U.S DATA

1/1/21 to 9/30/24



BIOROBOTICS

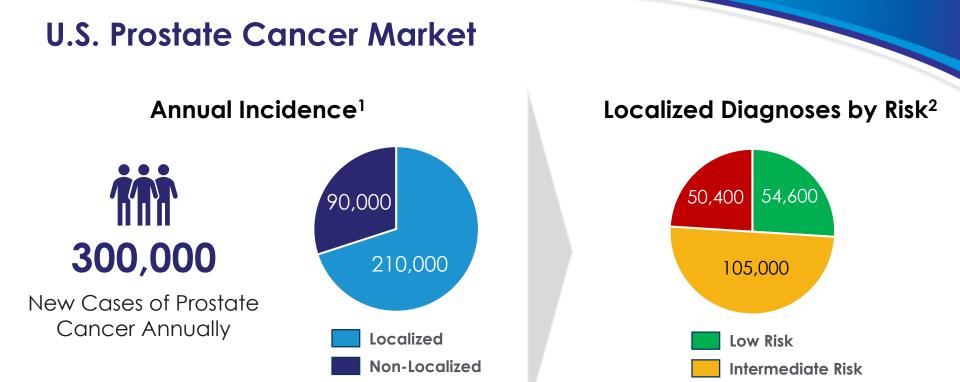


PROSTATE CANCER



Investigational Device, Limited by Federal (Or United States) Law to Investigational Use





>3 Million Men in the United States are Currently Living with Prostate Cancer¹



High Risk

The Unmet Need in Localized Prostate Cancer

Localized Prostate Cancer Has a Continuous Prognosis Spectrum

Low Risk	Intermediate Risk	High Risk						
Standard of Care Treatment Options are Binary								
Conservative • no cancer treatment • no morbidity	The Unmet Need	Radical • Prostatectomy (surgery) or radiation • high risk of morbidity						

- Binary treatment options only match disease spectrum at the extremes
- Men in the middle are forced to compromise either cancer control or quality of life
- Focal ablation often misses significant disease resulting in additional treatment and morbidity



Aquablation Clinical Studies in Prostate Cancer



- Enrollment of BPH patients who also have Prostate Cancer
- Enrollment On-Going

PRCT002 IDE, U.S. Feasibility

n = 20

Grade Group 1-2

- Enrollment of Prostate Cancer Patients
- Enrollment Complete
- 6-month follow-up expected at AUA 2025

WATER IV IDE, Randomized

n = 280

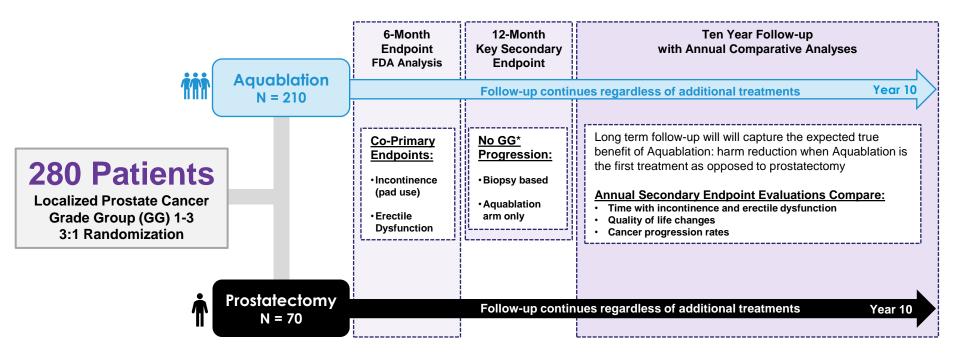
Grade Group 1-3

- Enrollment of Prostate Cancer Patients
- Aquablation Therapy compared to Radical Prostatectomy
- IDE approval from FDA to initiate study

Actively Investing in Prostate Cancer Clinical Research



WATER IV: Aquablation vs. Prostatectomy



*Grade Groups quantify cancer cell aggressiveness based on how they look under a microscope:

PROCEP

BIOROBOTICS

1 = least aggressive

5 = most aggressive

Prostate Cancer Summary for Aquablation Therapy



GOALS

- Stop or delay progression of localized prostate cancer with extensive waterjet resection reducing treatment related harm and maintaining quality of life
- >>> Obtain indication to treat localized prostate cancer
- >>> Leverage existing global install base to quickly enroll clinical trials and drive future growth



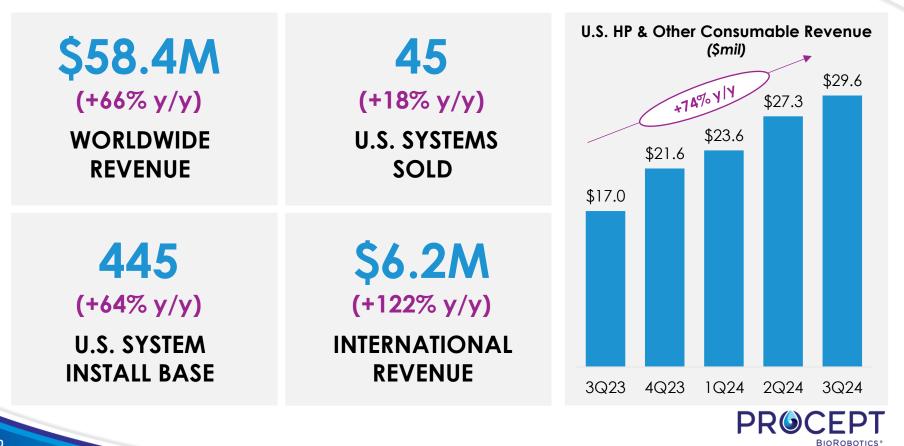


3Q24 FINANCIAL REVIEW

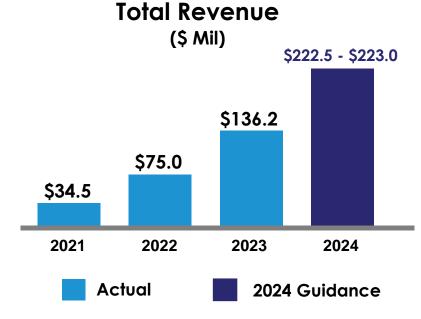




3Q24 Earnings Recap



2024 Financial Guidance



	Actual 2023	Guidance FY24 ¹
Revenue	\$136.2M	\$222.5M - \$223.0M
Revenue growth (y/y)	82%	63% to 64%
Gross Margin	52%	61%
Operating Expenses	\$180.2M ²	~\$231.5M ³
Revenue : OPEX Growth Ratio	1.5x	~2.2x
Adjusted EBITDA Loss	\$86.5M⁴	~\$60.0M4

CASH, CASH EQUIVALENTS & RESTRICTED CASH BALANCE OF \$200M & DEBT BALANCE OF \$52M AS OF SEPTEMBER 30, 2024



Non-GAAP Reconciliations

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

	Thre	Three Months Ended September 30,		Nine Months End		led September 30,		
		2024		2023		2024		2023
Net loss	\$	(20,974)	\$	(24,622)	\$	(72,557)	\$	(78.393)
Depreciation and amortization expense		1,328		1,054		3,781		2.489
Stock-based compensation expense		8,512		5,326		22,755		14.153
Interest (income) and interest expense, net		(1,296)		(1,126)		(4,694)		(1.477)
Adjusted EBITDA	\$	(12,430)	\$	(19,368)	\$	(50,715)	\$	(63.228)

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

	 2024	
Net loss	\$ (90,500)	
Depreciation and amortization expense	5,100	
Stock-based compensation expense	31,300	
Interest (income) and interest expense, net	 (5,900)	
Adjusted EBITDA	\$ (60,000)	





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Slide 4:

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2. 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

4. Estimated based on data from Policy Reporter

<u>Slide 5</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 6</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 7:

1. Failure to continue meds based on Kaplan Factors in Predicting Failure With Medical Therapy for BPH, Rev Urol. 2005;7(suppl 7):S34-S39.

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.

PSS = International Prostate Symptom Score

<u>Slide 8</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 9</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 GOLATH Study. Eur Urol. 2016 Jan;89(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

<u>Slide 10</u>

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.

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

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



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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 L.I.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

Slide 19

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. Company estimate based on internal data

Slide 24

1. American Cancer Society 2024; Key Statistics for Prostate Cancer 2. Rasul et al CUAJ 2020

Slide 28

1. American Cancer Society 2024; Key Statistics for Prostate Cancer

Slide 31

1. 2024 financial guidance issued on October 28, 2024

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

3. 2024 operating expense guidance includes approximately \$31.3 million in stock-based compensation expense

4. See appendix for reconciliation of non-GAAP financial measures



Thank You



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