



Investor Presentation



Safe Harbor Statement

Forward-Looking Statements

This presentation includes "forward-looking statements" within the meaning of U.S. federal securities laws. You can identify forward-looking statements by the use of words such as "may," "might," "will," "should," "expect," "plan," "anticipate," "could," "believe," "estimate," "project," "target," "predict," "intend," "future," "goals," "potential," "objective," "would" and other similar expressions. Forward-looking statements involve risks and uncertainties, many of which are beyond our control. Important factors could cause actual results to differ materially from those in the forward-looking statements, including, among others, the risks, uncertainties and factors set forth under "Risk Factors" in our Annual Report on Form 10-K filed with the SEC on March 23, 2021. Forward-looking statements speak only as of the date they are made. We assume no obligation to update forward-looking statements to reflect actual results, subsequent events, or circumstances or other changes affecting such statements except to the extent required by applicable securities laws.

This presentation also contains 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. Neither we nor any other person makes any representation as to the accuracy or completeness of such data or undertakes any obligation to update such data after the date of this presentation. In addition, projections, assumptions and estimates of our future performance and for the market in which we operate are subject to a high degree of risk and uncertainty. By attending or receiving this presentation you acknowledge that you will be solely responsible for your own assessment of the market and our market position and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of our business.

Use of Non-GAAP Financial Measures

This presentation includes the non-GAAP financial measure of Adjusted EBITDA, which differs from financial measures calculated in accordance with U.S. generally accepted accounting principles ("GAAP"). Adjusted EBITDA in this presentation represents Net Loss from continuing operations, plus interest expense, net plus other expense, depreciation and amortization, and stock-based compensation expense related costs. Adjusted EBITDA is presented because we believe it is a useful indicator of operating performance. We use the metric as a measure of our Company's operating performance and for planning purposes, including financial projections. We believe this measure is useful to investors as supplemental information because it is frequently used by analysts, investors and other interested parties to evaluate companies in our industry. We believe Adjusted EBITDA is useful to us and investors as a measure of comparative operating performance from period to period. Adjusted EBITDA is a non-GAAP financial measure and should not be considered as an alternative to, or superior to, net income or loss as a measure of financial performance or cash flows from operations as a measure of liquidity, or any other performance measure derived in accordance with GAAP, and it should not be construed to imply that our Company's future results will be unaffected by unusual or non-recurring items. In addition, the measure is not intended to be a measure of free cash flow for our management's discretionary use, as it does not reflect certain cash requirements such as debt service requirements, capital expenditures and other cash costs that may recur in the future. Adjusted EBITDA contains certain other limitations, including the failure to reflect our cash expenditures, cash requirements for working capital needs and other potential cash requirements. In evaluating Adjusted EBITDA, you should be aware that in the future we may incur expenses that are the same or similar to some of the adjustments in this presentation. Our presentation of Adjusted EBITDA should not be construed to imply that its future results will be unaffected by any such adjustments. We compensate for these limitations by primarily relying on our GAAP results in addition to using Adjusted EBITDA on a supplemental basis. Our definition of this measure is not necessarily comparable to other similarly titled captions of other companies due to different methods of calculation. The schedules below contain a reconciliation of Net Loss from continuing operations to non-GAAP Adjusted EBITDA.

Company Highlights



Founded in 1998 by Laser Engineers in the Silicon Valley



Broad product portfolio addressing fastest growing segments of energy-based aesthetics¹



22+ Years of dedicated and unwavering service to the energy-based aesthetics market



Vertically-integrated product design, development, assembly and distribution



Robust R&D pipeline of differentiated, evidence-based technologies, including Acne solution



Clinically-focused hybrid sales organization with presence in over 50 countries

Our Purpose

We intend to shape the future of medical aesthetics through an

UNCOMPROMISING PURSUIT OF INNOVATION

with our team of talented, and highly empowered
employees, who are committed to challenging the status quo

Pursuing Leadership in Large and Fast-Growing Global Markets

HEALTHY LEGACY BUSINESS

\$12.4 B Global Aesthetic Medicine Market*

86M Global Procedure Volumes*

~10% Market Growth Projection*

#1 Body Contouring Ranking Among Energy-base Aesthetics Procedure

+

SIGNIFICANT OPPORTUNITIES

Large Unmet Market Needs

- Acne
- Striae (Stretch Marks)
- BLEF (Eye Bags)

~15-16M Global pool of patients with moderate to severe Acne (226M total Acne patients)*

~7M Patients seeking treatment for Striae/Scarring annually*

Cutera's Offering Provides Comprehensive Approach to Energy-Based Aesthetics



Broad portfolio and strong reputation for robust products provide Cutera with strong competitive positioning



Body Sculpting portfolio leverages differentiated Radio Frequency technology to enable higher efficacy and faster treatment times



The truSculpt Flex utilizes “Direct Stimulation” to activate muscles, providing the user with superior range of power settings and more customized control



Full line of support for skin and face with differentiated technology in vascular and micro-needling specifically designed for optimized customer control and improved procedure economics



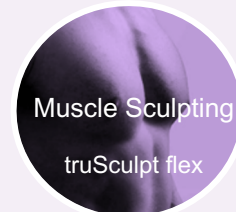
Portfolio provides reimbursement risk mitigation and strong ROI for Dermatologists, Plastic Surgeons & non-core medical specialties

BODY SCULPTING



Fat Reducing

truSculpt iD



Muscle Sculpting

truSculpt flex

FACE + SKIN REVITALIZATION



Skin Rejuvenation

enlighten™
excel V+™
Secret™ RF
Secret PRO



Vascular

excel V+™
xeo®



Hair Removal

excel HR™
xeo®



Tattoo Removal
enlighten™

20+ Year Track Record of Delivering Innovation to Energy-Based Aesthetics

BODY SCULPTING



truSculpt



ProWave LX™
truSculpt 16 cm²



truSculpt® 3D



truSculpt® iD



truSculpt® flex

2000



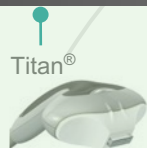
CoolGlide
Excel



CoolGlide
Vantage



xeo®



Titan®



Pearl®
Fractional

GenesisPlus

excel V™



excel HR™



enlighten™ III



Secret™ RF



excel V+™



Secret PRO™



2020

FACE + SKIN REVITALIZATION

Cadence of New Product Introductions

Building Confidence through Steady Execution of our Plan

Aspirational Goals

- ✓ Alignment with core customer base
- ✓ Drive recurring revenue streams
- ✓ Grow International share
- ✓ Achieve long-term profitability

Phase I

Setting the Foundation

- ✓ Improve Recurring Revenue Mix
- ✓ Shift R&D Investment to 1st Mover Products
- ✓ Establish Pathway to Sustained Profitability
 - ✓ Gross Margin Expansion – Round #1
 - ✓ Operating Spend Discipline

Phase II

Optimizing the Business

- Accelerate Growth Initiatives
 - 1st Mover Core Customer Products (Acne)
 - Expand Body Contouring Position
 - Upgrade Int'l Commercial Team / Struct.
- Achieve, Expand and Sustain Profitability
 - Deliver 2nd Round of GM Expansion
 - Flip Revenue Mix in favor of Recurring
 - Leverage Fixed Operating Expenses

Phase III

Market Leadership

- Establish and Expand Category Leadership
 - Acne
 - Body Sculpting
- Become Core-customer Partner of Choice
 - Provide Clinical & Professional Ed
 - Innovate Products w/i Core Segment
- Expand Company's Reach to Patients
 - Increase Patient Loyalty to CUTR Brand
 - Adopt holistic approach to "Skin Health"



Phase I:

Focused on Setting the Foundation



Improved Revenue Reliability

- Mix shift to Recurring Revenues
- Balance Across Product Categories and Market Segments



R&D Investment Strategy → Design to Differentiate

- Fund 1st Mover Product Designs (ACNE, etc...)
- Create Infrastructure to Move Quickly (In-house Clinic)



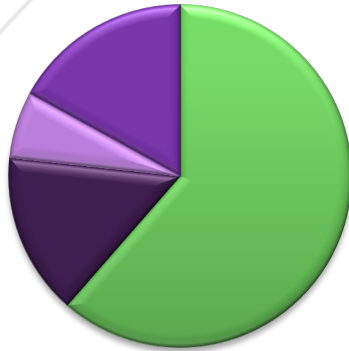
Renewed Financial Discipline → Pathway to Profitability

- Right-size business by aligning resources to “Vital Few” programs
- Aggressive Gross Margin Expansion Programs

Phase I Execution: Creating Greater Balance across Revenue Streams

2020 Revenue Mix by Category

- Systems
- Recurr - Service
- Recurr - Consumables
- Recurr - Skincare

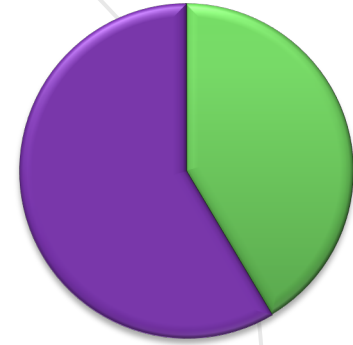


CAPITAL 61%

RECURRING 39%

2020 Revenue Mix by Geography

- United States
- International

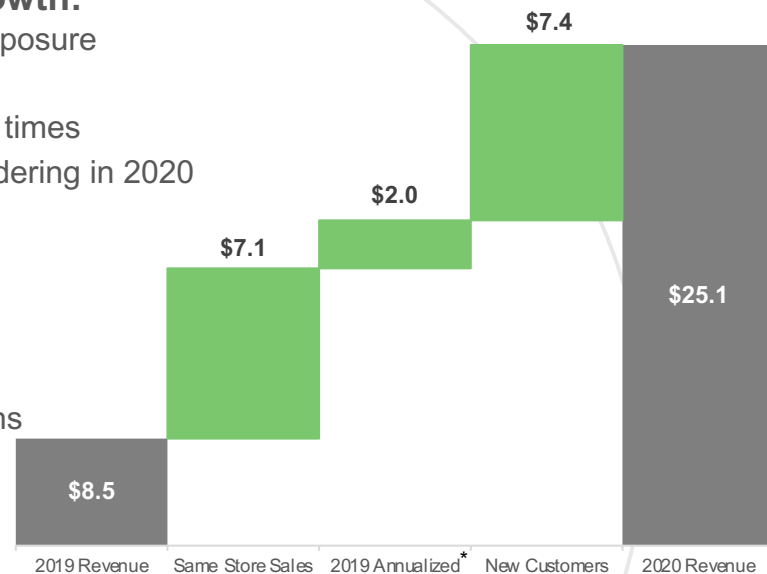


UNITED STATES 41%

INTERNATIONAL 59%

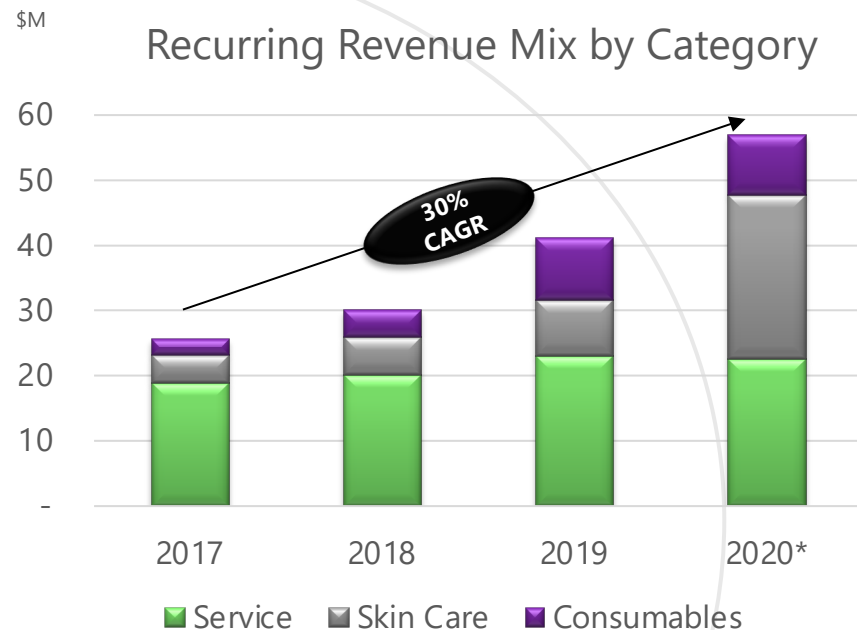
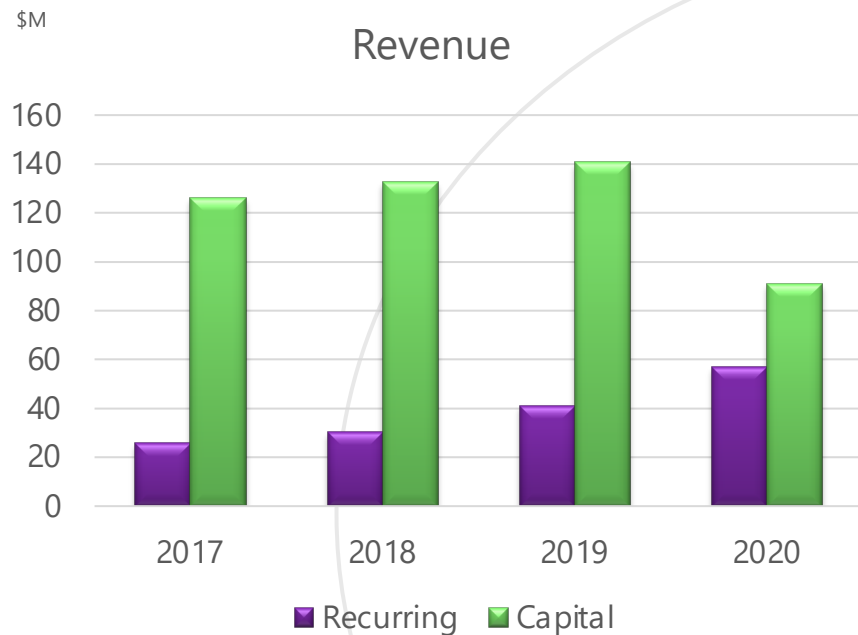
Phase I Execution: Skin Care Growth Penetration + Account Expansion

- **2020 New Customer Acquisitions – 57% of the Y-o-Y Growth:**
 - New Account Acquisition doubled during 2020 through increased exposure
 - Opportunistic share gains
 - Majority of Accounts Initiated since 2019 have re-ordered 2 or more times
 - Product Remains very Sticky w/ 78% of 2017/2018 customers re-ordering in 2020
 - Minimal Customer Concentration
- **Increased Utilization – 43% of the Y-o-Y Growth:**
 - Physician Training has led to adoption of extended protocols
 - Direct to Patient Promotions have increased pts. utilization
 - Increased Regional KOL engagement driven peer-to-peer promotions



*2019 Annualized: Sales in 2020 from customers acquired in 2019 till the completion of their 12 months

Phase I Execution: The Progression of Recurring Revenue Mix

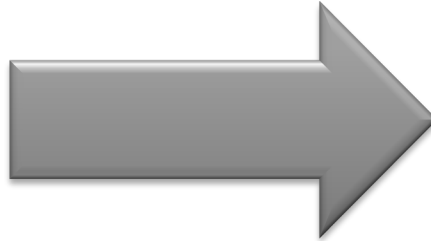


* 2020 Procedural Volumes and Capital Purchases SIGNIFICANTLY Impacted by COVID-19

Phase I Execution:

Shifting our R&D Investments to Create a Sustainable Competitive Advantage

PREVIOUS R&D EXPENSE SPLIT



REVISED R&D STRATEGY



LAUNCH 1st MOVER SOLUTIONS ALIGNED TO THE UNMET NEEDS OF OUR CORE-CUSTOMERS
DELIGHT CUSTOMERS WITH PRACTICE EXPANDING PRODUCTS – DRAWING NEW PATIENTS
ALL DESIGNS MUST PROVIDE FAVORABLE ECONOMICS TO CUSTOMER
ADVANCED ENGINEERING FOCUS ON “HOLY GRAIL” AND UNDER-SERVED MARKETS
(STRETCH MARKS, BLEF, AND OTHERS)

Shifting to Phase II: Our Plan to Optimize the Business



Accelerating our Top Line Growth

- Promoting and Expanding our Flagship Body Sculpting Portfolio
- Launching Critical 1st Mover Products (ACNE)
- Enhancing Commercial Structure w/ greater focus on Accounts



Expanding Gross Margins to Low to Mid 60's %

- 2nd Round of Gross Margin Expansion → Outsourcing Assembly
- Reduced Material Costs through better Vendor Mgmt.



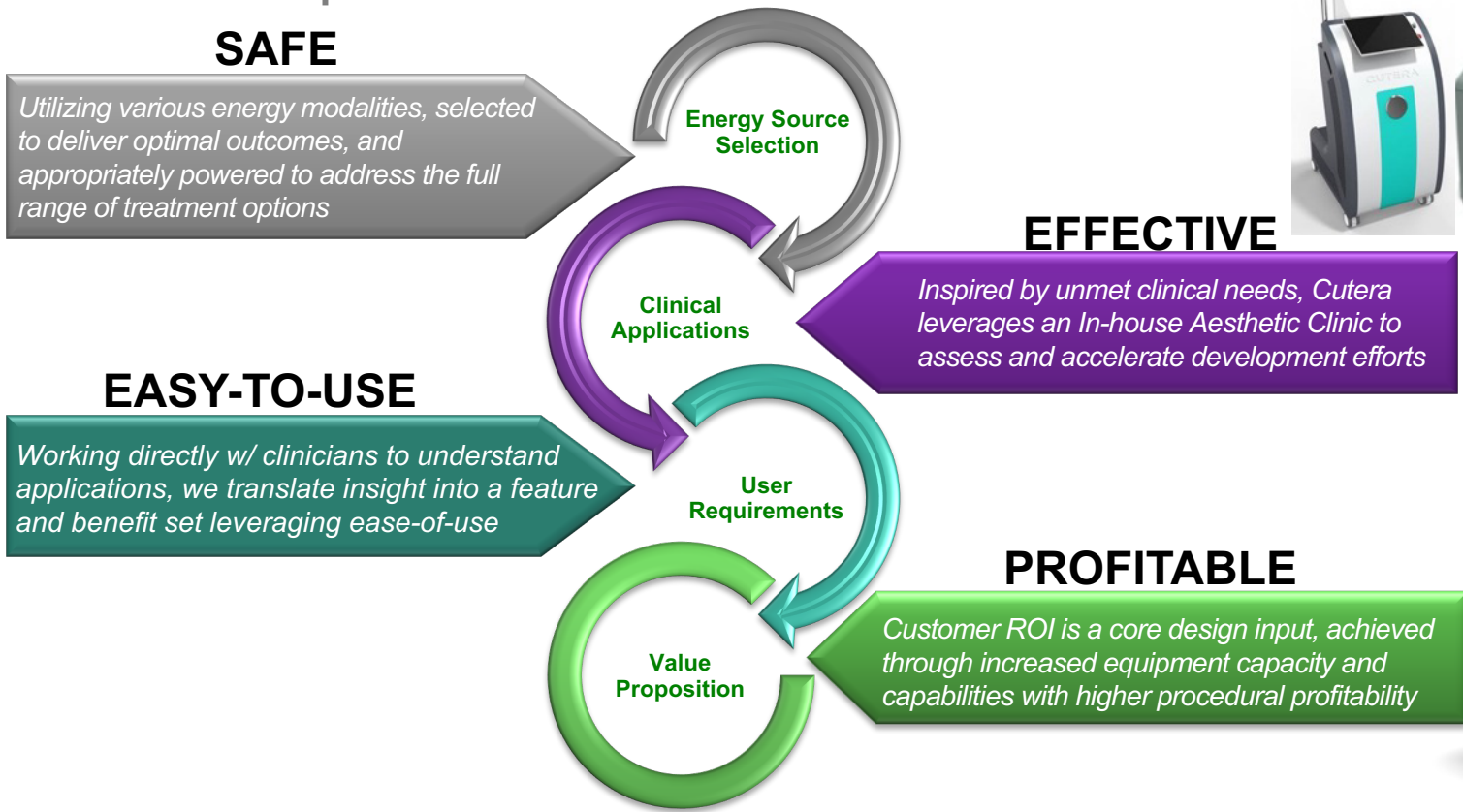
Sustain Profitability

- Improving Operating Leverage of Fixed S&M Expenses
- Business Process Improvements to scale G&A Expenses

Phase II Plans:

Expanding our Broad & Differentiated Portfolio:

Product Development Process Considerations



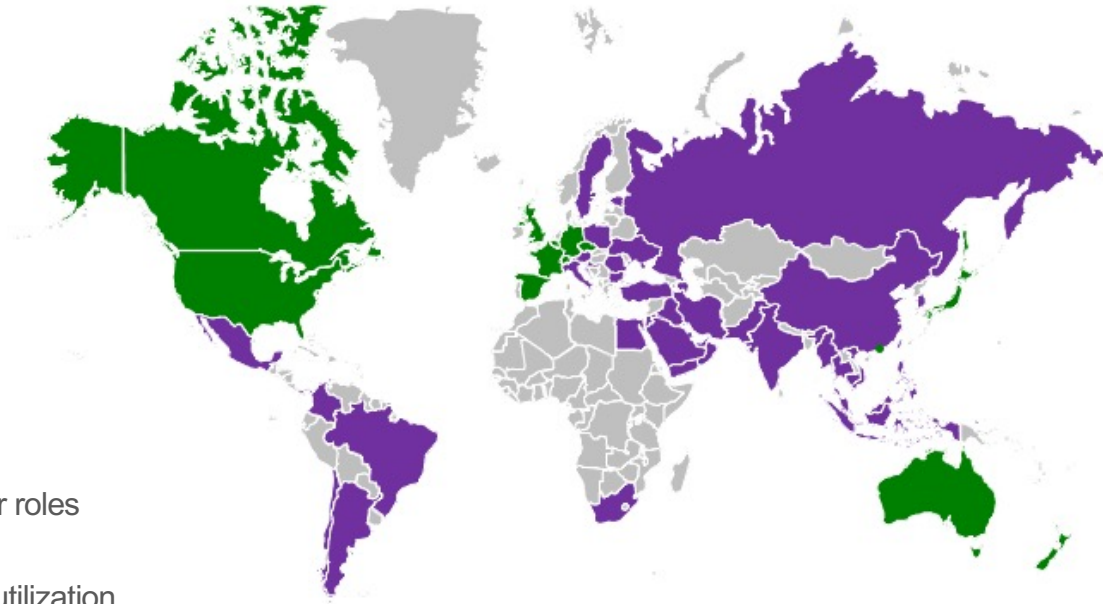
Phase II Plans: Optimizing our Regional Sales Structures to Evolving Markets

North American Sales Focus

- **Continue to increase *Sales Rep. Productivity***
 - Selling Process Enhancements
 - High-quality Lead Generation
- **Expand our N.A. Footprint**
 - Add Capital Sales Reps to increase coverage
 - Key Account Managers driving utilization

Int'l Commercial Investments:

- **EU Direct Sales Team**
 - Upgrade Talent in underperforming markets
 - Deploy additional quota carrying Sales Reps, funded by elimination of under-utilized manager roles
- **A/NZ Direct Sales Team**
 - Increase Account focus to drive installed base utilization
- **Distributor Coverage**
 - Assess critical markets for potential to upgrade distributor or move to direct sales

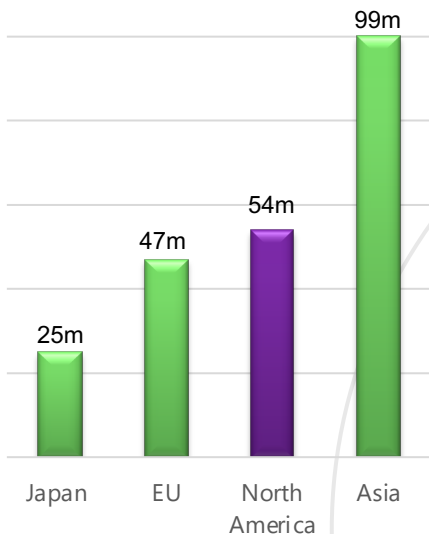


- Direct Sales
- Distributors

Phase II Plans:

Total Addressable Market - Acne

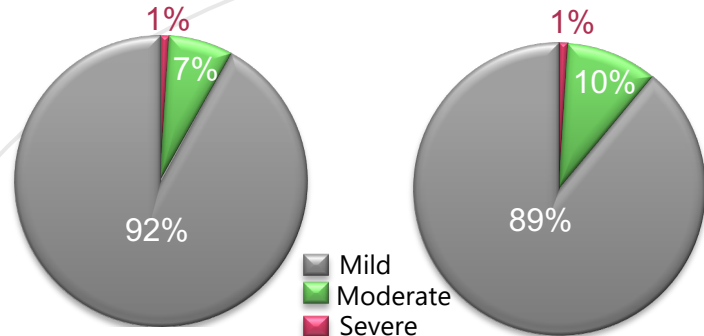
Global Acne Patients¹



Global Acne Patient Pool
>226mm people

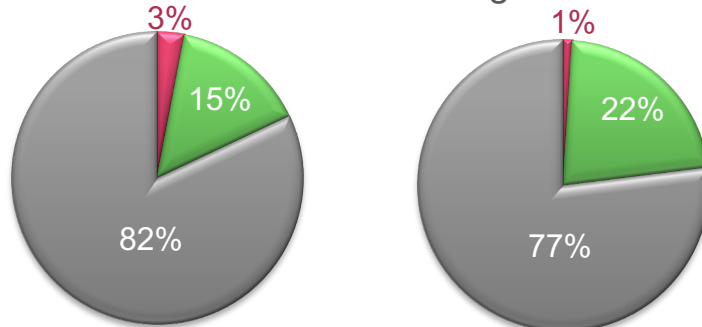
N.A. Market by Patient Type²

Adult Female ~10M Teenage Female ~18M



Adult Male ~5M

Teenage Male ~21M



U.S. Market size (Patient Volume)

8.5M Patients with
Moderate to Severe
Acne within U.S.²

U.S. Market Size (# Physicians & Practices)

9600 Dermatologists³
7800 Derm Practices³
In play in U.S. alone

¹ American Academy of Dermatology. Skin conditions by the numbers. www.aad.org. updated Mar 26, 2019

² J Clin Aesthet Dermatol. 2018 Jan; 11(1): 21-25.

³ HarrisWilliams & Co. Dermatology Market Overview August 2013



CUTERA®
FACE + BODY AESTHETIC SOLUTIONS

Financial Performance



1Q21 Performance Highlights

1Q21 Recurring
Revenue Growth

89%
over PY

Material
Gross Margin
Improvements
from
Fixed O/H
Reductions

Sustained OpEx
Improvements
from Significant
Right-sizing Event

Adj. EBITDA
of

\$5M
1Q21

Non-GAAP Financial Summary

(\$ in Millions)

As of March 31, 2021

	1Q20	1Q21
Revenue	\$32.2	\$49.7
Growth %	-11%	54%
Gross Profit	\$14.8	\$28.0
Margin %	46%	56%
Operating Expenses	\$23.1	\$23.4
Operating Income (Loss)	(\$8.3)	\$4.6
Adjusted EBITDA	(\$8.3)	\$4.6
Net Income (Loss)	(\$8.6)	\$3.0
Net Income (Loss) per Share - Basic	(\$0.60)	\$0.17
Net Income (Loss) per Share - Diluted	(\$0.60)	\$0.15
Balance Sheet Extract		
Cash, Cash Equivalents & Marketable Securities	\$19.5	\$164.9
Debt*	-	\$7.2

*PPP Loan principal plus accumulated interest







Appendix:

Legacy Product Materials

Providing Customers with Differentiated Fat Reduction Technology

CUTERA®
truSculpt iD

	Radio Frequency	Laser	Cryolipolysis	Ultrasound
Treatment time				
Consumable Cost	\$\$	\$\$\$\$	\$\$\$\$	\$\$ (x3)
Comfort	Moderate	Low	Low	High
Efficacy	~24% avg. reduction	=	<=	<
Can Treat:				
• > 30 BMI	✓	X	X	X
• Non-pinchable fat	✓	✓	X	X
• Fibrous fat	✓	✓	X	✓
• Skin with laxity	✓	✓	X	✓
• Tattooed patients	✓	X	✓	✓
Results in 1 Tx	YES	YES	YES	NO



Providing Highly Differentiated Muscle Sculpting Technology

CUTERA®
truSculpt flex

	Direct Stimulation	Magnetic Induction (Competitor 1)	Magnetic Induction (Competitor 2)	Magnetic Induction (Competitor 3)
Energy Transmission	High	Low	Moderate	Moderate
Dynamic Range	Broadest Efficacious Range	Narrow Range	Narrow Range	Narrow Range
Workout Intensity	High	Moderate	Moderate	Moderate
Design Control & Manufacturing	In-house	In-house	3 rd party	3 rd party
Efficacy	30% muscle bulking	Less	Recent Market Entry	Recent Market Entry
Treatment Design <ul style="list-style-type: none"> • Tx Area • Tx Specificity • Range of Work-outs • Training Modes 	300cm ²	<	<	<
	High	Moderate	Moderate	Moderate
	Many	Less	Less	Less
	3 training modes	2 modes	2 modes	2 modes
Treatment Protocol	4 – 6x w/ Quarterly Maint.	4 – 6x, Qtrly Maint.	4 – 6x, Qtrly Maint	4 – 6x, Qtrly Maint



Raising the bar for Vascular Aesthetic Laser Performance

excel V+ core customer “workhorse” differentiated on efficacy & procedural efficiency

CUTERA®

excel[®]V+

		Competitor A	Competitor B
Wave Lengths	532 / 1064 nm	595 / 1064 nm	585 nm
Spot Size	Up to 16mm	Up to 15mm	Up to 10mm
Cooling	Integrated Sapphire Contact Cooling	Cyrogen or optional Contact Cooling	Air Cooling
Calibration	Auto-Calibrating	Manual Required Daily	Manual Required Daily
Warm-up Time	2 mins	5 Mins	10-15 mins
Navigation	Yes	Yes	No



“If My Clinic was on fire and I had to save one system, I would choose excel V+; Cutera nailed it with the excel V+ on both fronts: 16 mm spot for Vascular Handpiece and the Dermastat.” - Dr. Vic Ross (Scripps)

Radio Frequency Micro-needling a breakout success

Launched in early 2018, Secret RF is a core customer favorite, providing precise, customized dermal remodeling for immediate patient results with minimal post procedure downtime

CUTERA®

	Secret™ RF	Competitor A	Competitor B	Competitor C
RF Power	up to 25 w (25 tip) up to 75 w (64 tip)	up to 75 w	up to 50 w	5 w per pair
Tip Options	Non insulated 25 Semi insulated 25 Semi insulated 64	Non insulated 24 Semi insulated 24 Semi insulated 60	49 needles	10 (5 pairs) 14 (7 pairs) sub Q
Depth of Energy (mm)	0.5 to 3.5 mm (0.1 increments)	Fixed 0.6 mm or 3.0 mm	0.5 to 3.5 mm	Fixed 1-2 mm or sub Q 506 mm
Insertion Mechanism	Smooth motor	None	Solenoid	Solenoid
Treatment Time	20 min	30 min	45 min	60-90 min





CUTERA®
FACE + BODY AESTHETIC SOLUTIONS

Thank you

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