

INTUITIVE

# Investor Presentation

Q3 2023

## **Forward-looking statement**

These slides and any accompanying oral presentation by Intuitive Surgical, Inc. contain estimates and forward-looking statements. Actual results may differ materially from those expressed or implied as a result of certain risks and uncertainties. These risks and uncertainties are described in detail in the Company's Securities and Exchange Commission filings. Please do not place undue reliance on these forward-looking statements, which speak only as of the date of this presentation.

Note: Some products discussed in this presentation may not be available without regulatory clearance. Please check with your local regulatory contact for current status.

## **Our mission**

We believe that minimally invasive care is life-enhancing care. Through ingenuity and intelligent technology, we expand the potential of physicians to heal without constraints.

## **Our vision**

We envision a future of care that is less invasive and profoundly better, where diseases are identified early and treated quickly so patients can get back to what matters most.

# Intuitive by the numbers

1,800,000+

Procedures performed  
on da Vinci® systems in 2022

3,000+

Peer-reviewed articles  
published in 2022

1,200+

Da Vinci systems  
placed in 2022

13,000,000+

Procedures performed on  
da Vinci systems to date\*

34,000+

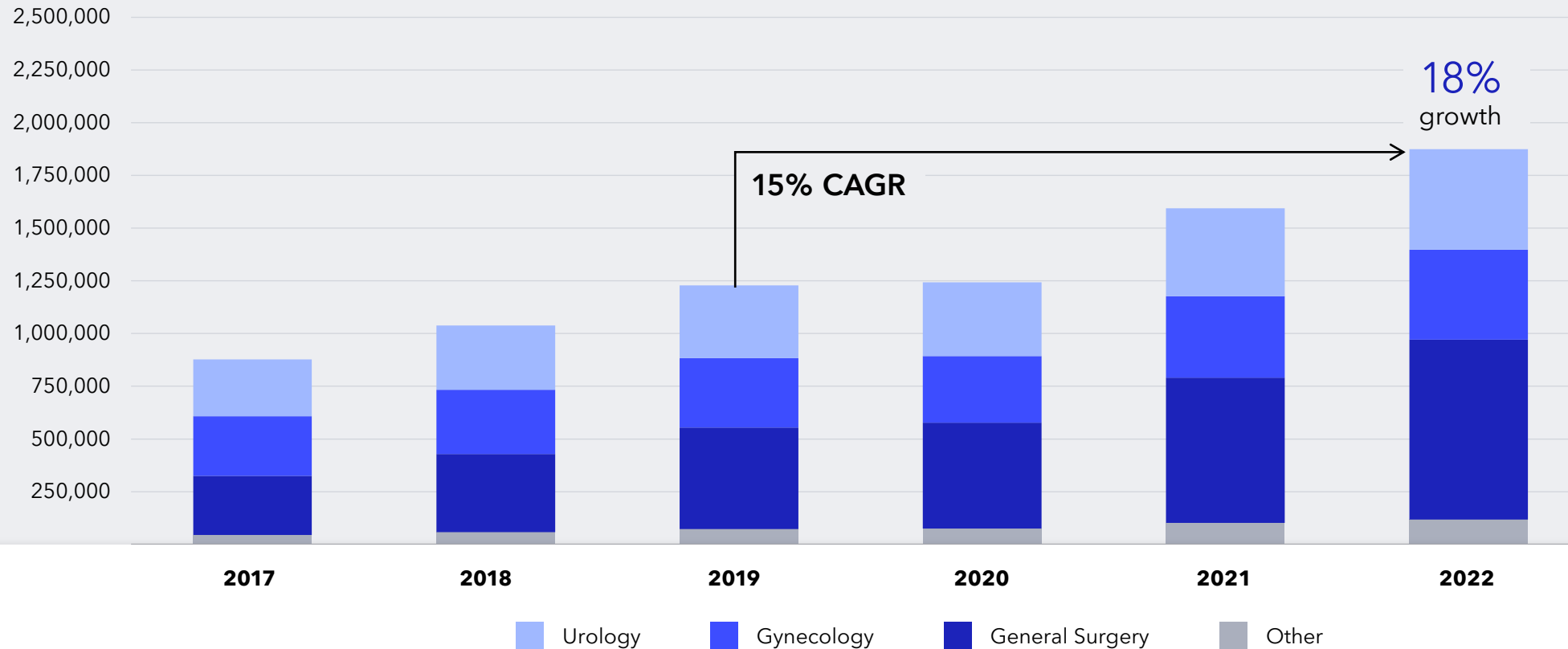
Peer-reviewed articles  
published to date

8,200+

Da Vinci systems in  
hospitals globally\*

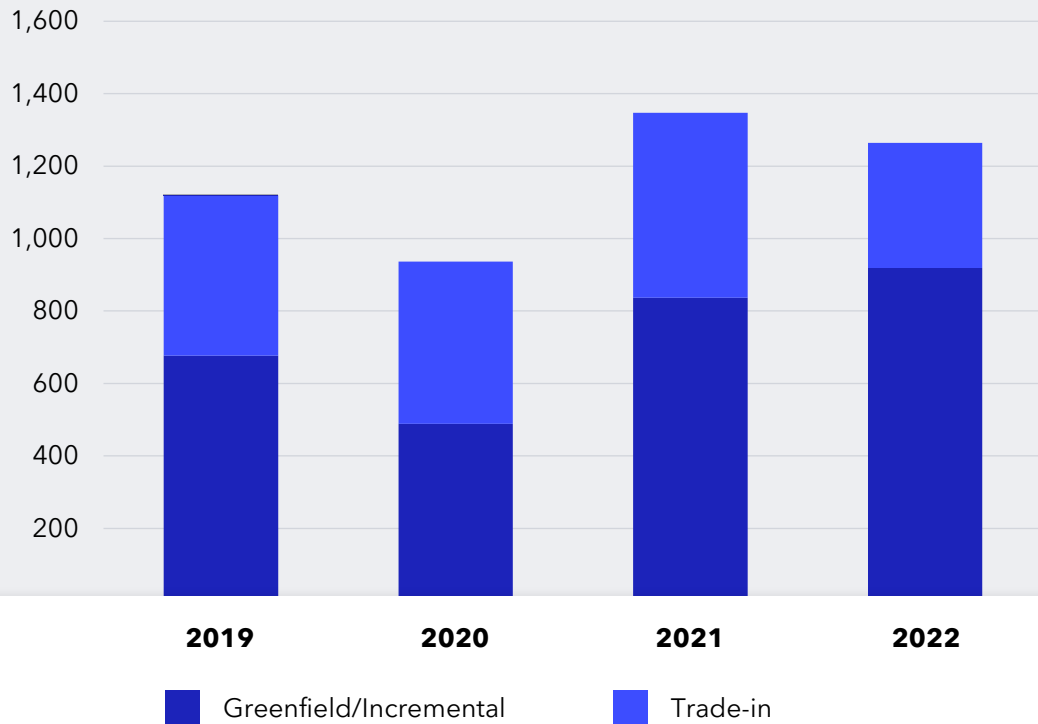
(\*) As of Sep. 2023.

# Worldwide procedure trend

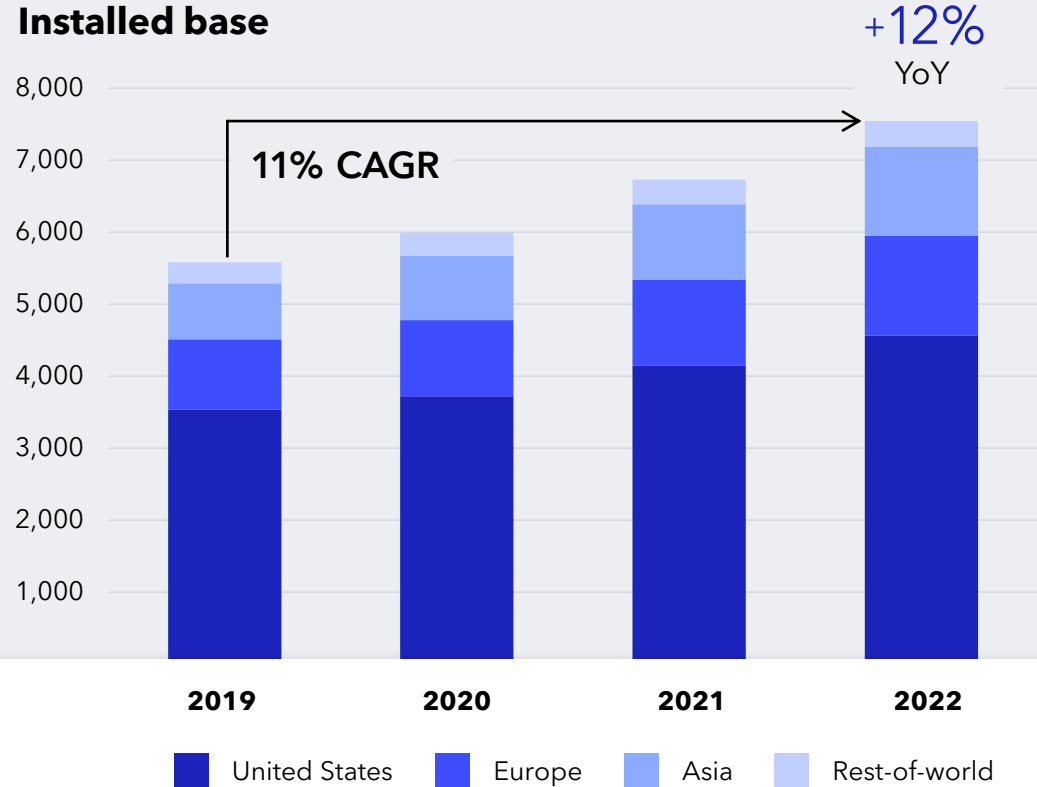


# Worldwide capital trend

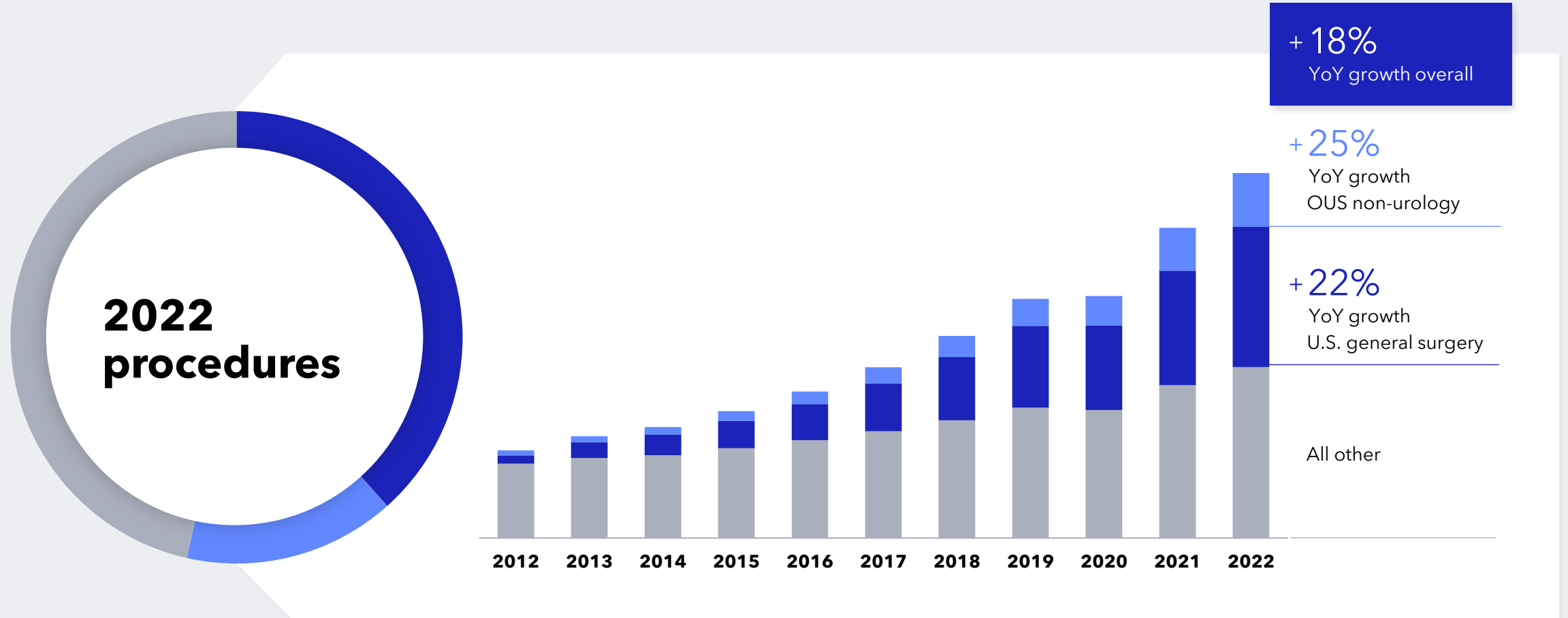
## System placements



## Installed base



# Procedure growth drivers



# Customers continue to reinvest

## Phase 1

Adopt

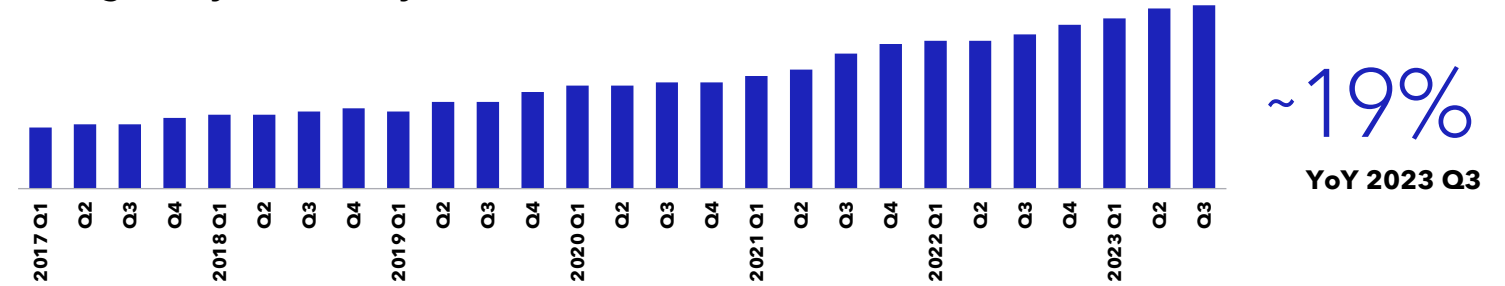
## Phase 2

Operationalize

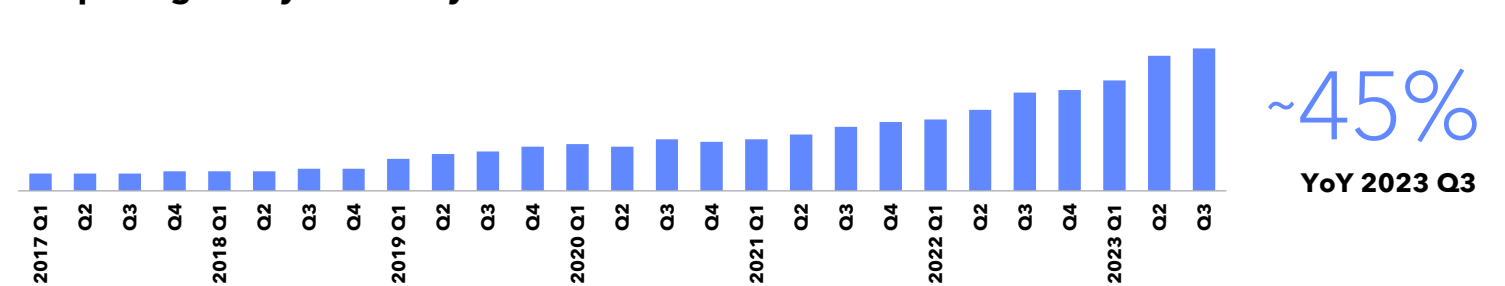
## Phase 3

Standardize

IDNs globally with 20+ systems



Hospitals globally with 7+ systems





## 2023 priorities

# Accelerate access to and quality of MIS by driving:

Increased utilization in focus procedures by country through training, commercial activities, and market access efforts

Innovation—  
Expanded indications, and launches of our new platforms

Continuity of supply, product quality and services provision as we emerge from pandemic stresses

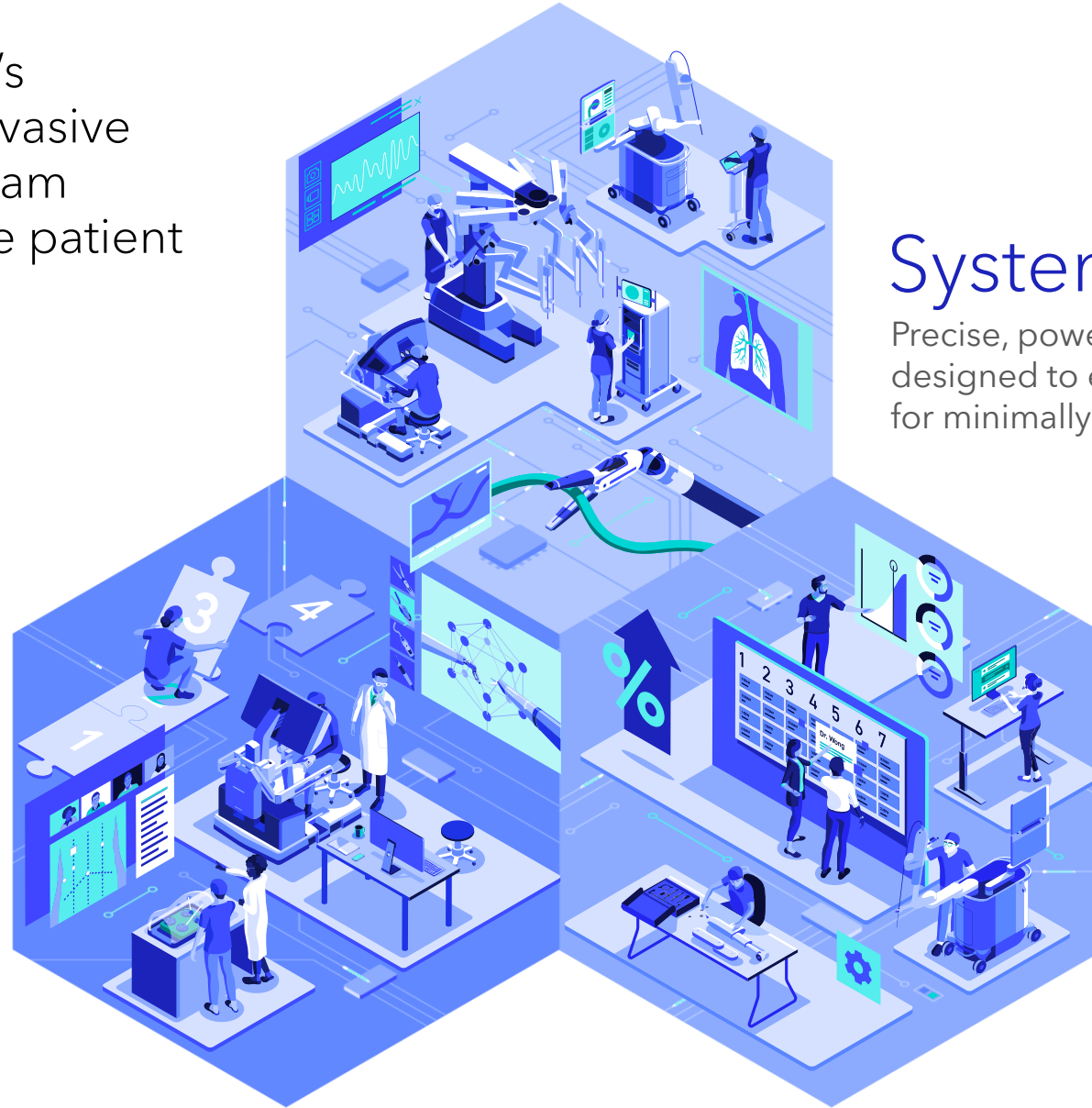
Increased productivity in functions that benefit from industrial scale

# Business Overview

Intuitive advances what's possible in minimally invasive care, expanding care team abilities to help improve patient outcomes.

## Learning

A progressive learning pathway to help expand the capabilities and technological proficiency of physicians and care teams



## Systems

Precise, powerful systems designed to extend capabilities for minimally invasive care

## Services

Technical and program consultation, support, and data-driven planning to help maximize program performance and impact

# Comprehensive and Integrated Ecosystem









Patients, surgeons,  
and hospitals

## Systems

-  Instruments
-  Stapling
-  Surgical systems
-  Software
-  Advanced energy
-  Vision

## Learning

-  Online education
-  Technology training
-  Continuing education
-  Peer-to-peer education
-  Residency/Fellowship program
-  Skills simulation

## Services

-  Support services
-  Clinical studies and economics analysis
-  System maintenance
-  Program and procedure analytics
-  Program implementation
-  Clinical support staff

Da Vinci SP<sup>®</sup>



Da Vinci Xi<sup>®</sup>



Ion





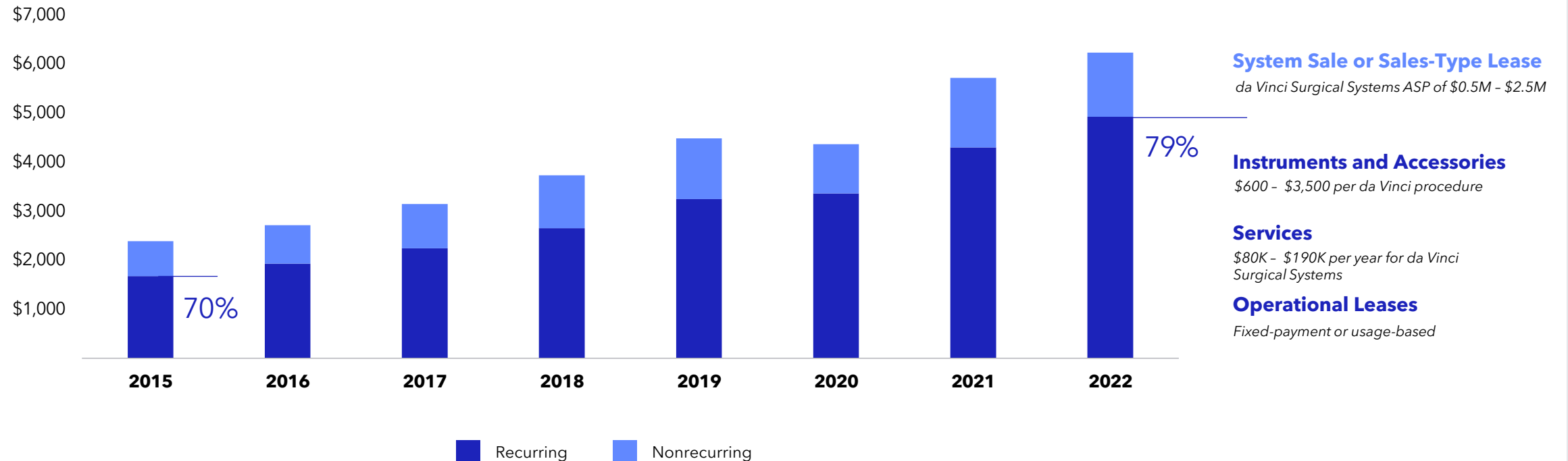
# Da Vinci Instruments

Precision beyond the limits of the human hand

# Recurring Revenue Model

## Revenue Trend

(USD, in millions)



# Q3'23 Results



# Q3 2023 Results

19%

Procedure growth Y/Y

13%

Da Vinci Installed base growth Y/Y

312

Da Vinci systems placed

\$1.74

Billion in revenue (12% Y/Y)

68.8%

Pro-forma gross margin

\$1.46

Pro-forma EPS

# Da Vinci System Installed Base

8,285

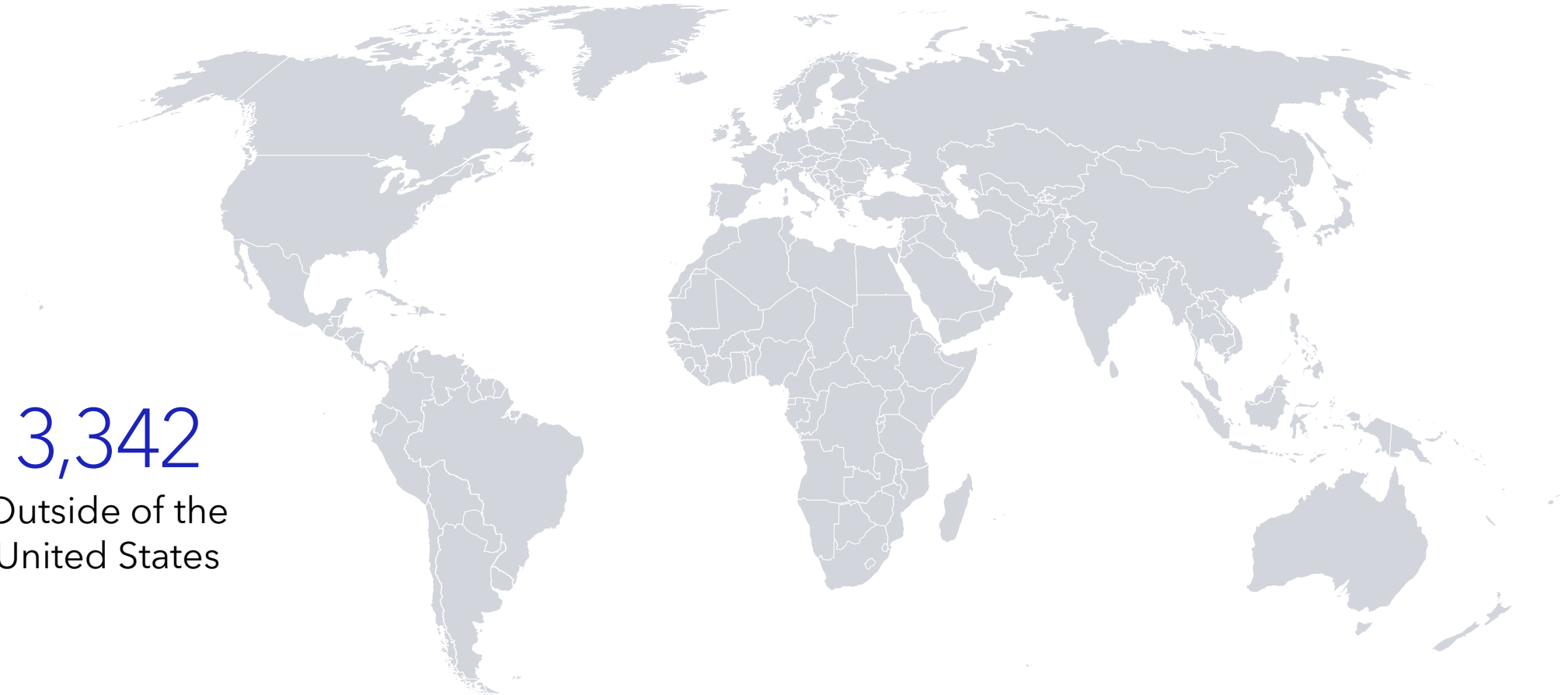
worldwide as of  
June 30, 2023

4,943

United States

3,342

Outside of the  
United States



# Environmental, Social and Governance



# ESG

Outcomes-focused innovation to enhance physician and care team performance, efficiency, and to improve patient outcomes are at the core of what Intuitive does as a business. It is also a vital alignment for our **environmental** sustainability, **social** responsibility, and **governance** transparency work.

[View the 2022 ESG Report on our website ›](#)

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