

**INTUITIVE SURGICAL, INC.**  
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**Intuitive Surgical, Inc.**  
**Trended Unaudited Quarterly and Annual Condensed Consolidated Statements of Income (GAAP) and Other Metrics**  
**(in millions, except per share data and headcount)**  
**2018 - 2020**

	<u>Q1'18</u>	<u>Q2'18</u>	<u>Q3'18</u>	<u>Q4'18</u>	<u>Q1'19</u>	<u>Q2'19</u>	<u>Q3'19</u>	<u>Q4'19</u>	<u>Q1'20</u>	<u>Q2'20</u>	<u>Q3'20</u>	<u>FY18</u>	<u>FY19</u>	<u>Q3'20</u> <u>YTD</u>
<b><u>Condensed Statements of Income</u></b>														
Revenue	\$847.5	\$909.3	\$920.9	\$1,046.5	\$973.7	\$1,098.9	\$1,128.2	\$1,277.7	\$1,099.5	\$852.1	\$1,077.7	\$3,724.2	\$4,478.5	\$3,029.3
Gross Profit	593.8	632.3	642.3	735.7	669.6	759.0	785.6	896.0	738.2	502.9	724.3	2,604.1	3,110.2	1,965.4
Gross Profit Margin	70.1 %	69.5 %	69.7 %	70.3 %	68.8 %	69.1 %	69.6 %	70.1 %	67.1 %	59.0 %	67.2 %	69.9 %	69.4 %	64.9 %
SG&A Expenses	221.6	259.8	221.4	283.8	273.4	279.2	284.0	341.8	308.1	279.1	298.9	986.6	1,178.4	886.1
Research and Development Expenses	95.5	95.1	107.6	119.9	144.0	120.8	135.9	156.6	147.1	143.2	155.0	418.1	557.3	445.3
Total Operating Expenses	317.1	354.9	329.0	403.7	417.4	400.0	419.9	498.4	455.2	422.3	453.9	1,404.7	1,735.7	1,331.4
Operating Income	276.7	277.4	313.3	332.0	252.2	359.0	365.7	397.6	283.0	80.6	270.4	1,199.4	1,374.5	634.0
Operating Margin	32.6 %	30.5 %	34.0 %	31.7 %	25.9 %	32.7 %	32.4 %	31.1 %	25.7 %	9.5 %	25.1 %	32.2 %	30.7 %	20.9 %
Interest and Other Income, net	13.2	18.2	21.9	26.8	27.5	32.8	33.3	34.1	25.1	26.6	84.8	80.1	127.7	136.5
Income Before Taxes	289.9	295.6	335.2	358.8	279.7	391.8	399.0	431.7	308.1	107.2	355.2	1,279.5	1,502.2	770.5
Income Tax Expense (Benefit)	2.6	41.0	43.4	67.5	(24.3)	75.4	0.3	69.0	(8.1)	37.0	38.4	154.5	120.4	67.3
Effective Tax Rate	0.9 %	13.9 %	12.9 %	18.8 %	(8.7)%	19.2 %	0.1 %	16.0 %	(2.6)%	34.5 %	10.8 %	12.1 %	8.0 %	8.7 %
Net Income	287.3	254.6	291.8	291.3	304.0	316.4	398.7	362.7	316.2	70.2	316.8	1,125.0	1,381.8	703.2
Less: Net Income (Loss) Attributable to Noncontrolling Interest in Joint Venture	(0.3)	(0.7)	(0.7)	(1.2)	(2.5)	(1.9)	1.9	5.0	2.7	2.2	2.9	(2.9)	2.5	7.8
Net Income Attributable to Intuitive Surgical, Inc.	\$287.6	\$255.3	\$292.5	\$292.5	\$306.5	\$318.3	\$396.8	\$357.7	\$313.5	\$ 68.0	\$313.9	\$1,127.9	\$1,379.3	\$695.4
Net Income Per Share Attributable to Intuitive Surgical, Inc.	\$ 2.44	\$ 2.15	\$ 2.45	\$ 2.45	\$ 2.56	\$ 2.67	\$ 3.33	\$ 2.99	\$ 2.62	\$ 0.57	\$ 2.60	\$ 9.49	\$11.54	\$ 5.80
Diluted Shares Outstanding	118.0	118.5	119.2	119.2	119.6	119.3	119.3	119.7	119.8	119.7	120.6	118.8	119.5	120.0
<b><u>Other Metrics</u></b>														
Cash and Investments	\$4,068.2	\$4,259.6	\$4,570.5	\$4,834.4	\$5,064.6	\$5,148.2	\$5,430.6	\$5,845.2	\$5,896.1	\$6,074.8	\$6,361.4	\$4,834.4	\$5,845.2	\$6,361.4
Capital Expenditures and Acquisitions	\$ 40.1	\$ 82.9	\$ 69.0	\$ 83.6	\$118.1	\$ 82.6	\$127.2	\$180.0	\$164.0	\$118.9	\$ 82.9	\$275.6	\$507.9	\$365.8
Share Repurchases	\$ —	\$ —	\$ —	\$ —	\$ —	\$200.0	\$ 69.5	\$ —	\$100.0	\$ —	\$ —	\$ —	\$269.5	\$100.0
Headcount	4,613	4,917	5,197	5,527	6,055	6,482	7,044	7,326	7,490	7,693	7,802	5,527	7,326	7,802

**Intuitive Surgical, Inc.**  
**Trended Unaudited Quarterly and Annual Non-GAAP Financial Measures (#)**  
**(in millions, except per share data)**  
**2018 - 2020**

	<u>Q1'18</u>	<u>Q2'18</u>	<u>Q3'18</u>	<u>Q4'18</u>	<u>Q1'19</u>	<u>Q2'19</u>	<u>Q3'19</u>	<u>Q4'19</u>	<u>Q1'20</u>	<u>Q2'20</u>	<u>Q3'20</u>	<u>FY18</u>	<u>FY19</u>	<u>Q3'20</u> <u>YTD</u>
Non-GAAP Gross Profit Margin	71.6 %	71.1 %	71.5 %	71.8 %	71.2 %	71.3 %	72.0 %	72.2 %	69.7 %	62.4 %	70.2 %	71.5 %	71.7 %	67.8 %
Non-GAAP SG&A Expenses	\$187.8	\$184.6	\$186.9	\$247.4	\$231.0	\$233.2	\$241.0	\$291.9	\$263.6	\$223.7	\$238.8	\$806.7	\$997.1	\$726.1
Non-GAAP Research and Development Expenses	\$ 72.6	\$ 73.1	\$ 80.9	\$ 92.0	\$100.4	\$ 95.2	\$108.9	\$125.1	\$118.0	\$114.9	\$115.6	\$318.6	\$429.6	\$348.5
Non-GAAP Operating Margin	40.9 %	42.7 %	42.4 %	39.4 %	37.1 %	41.4 %	41.0 %	39.6 %	35.0 %	22.7 %	37.3 %	41.3 %	39.9 %	32.4 %
Non-GAAP Income Before Taxes	\$359.5	\$406.9	\$412.5	\$439.8	\$390.5	\$487.3	\$495.6	\$539.7	\$409.4	\$219.9	\$425.5	\$1,618.7	\$1,913.1	\$1,054.8
Non-GAAP Net Income Attributable to Intuitive Surgical, Inc.	\$287.5	\$327.4	\$337.0	\$353.2	\$312.0	\$387.5	\$408.8	\$417.0	\$322.8	\$132.3	\$333.8	\$1,305.1	\$1,525.3	\$788.9
Non-GAAP Net Income Per Share Attributable to Intuitive Surgical, Inc.	\$ 2.44	\$ 2.76	\$ 2.83	\$ 2.96	\$ 2.61	\$ 3.25	\$ 3.43	\$ 3.48	\$ 2.69	\$ 1.11	\$ 2.77	\$10.99	\$12.76	\$ 6.57
Diluted Shares Outstanding	118.0	118.5	119.2	119.2	119.6	119.3	119.3	119.7	119.8	119.7	120.6	118.8	119.5	120.0

**Intuitive Surgical, Inc.**  
**Trended Unaudited Quarterly and Annual Procedures, Revenue, and Related Metrics**  
**Total Company**  
**2018 - 2020**

	<u>Q1'18</u>	<u>Q2'18</u>	<u>Q3'18</u>	<u>Q4'18</u>	<u>Q1'19</u>	<u>Q2'19</u>	<u>Q3'19</u>	<u>Q4'19</u>	<u>Q1'20</u>	<u>Q2'20</u>	<u>Q3'20</u>	<u>FY18</u>	<u>FY19</u>	<u>Q3'20</u> <u>YTD</u>
<b><i>Revenue and Related Metrics</i></b>														
Instruments and Accessories Revenue (millions)	\$460.3	\$476.1	\$486.3	\$539.3	\$552.3	\$578.5	\$606.2	\$671.2	\$617.5	\$460.8	\$630.6	\$1,962.0	\$2,408.2	\$1,708.9
Year over year growth (decline)	21 %	20 %	21 %	18 %	20 %	22 %	25 %	24 %	12 %	(20)%	4 %	20 %	23 %	(2)%
Quarter over quarter growth (decline)	1 %	3 %	2 %	11 %	2 %	5 %	5 %	11 %	(8)%	(25)%	37 %			
Year over year procedure growth (decline)	15 %	18 %	20 %	19 %	18 %	17 %	20 %	19 %	10 %	(19)%	7 %	18 %	18 %	(1)%
Quarter over quarter procedure growth (decline)	— %	8 %	— %	11 %	(1)%	7 %	2 %	11 %	(9)%	(22)%	36 %			
Service Revenue (millions)	\$152.7	\$155.8	\$160.0	\$166.6	\$173.9	\$176.6	\$183.4	\$190.3	\$198.7	\$130.3	\$179.3	\$635.1	\$724.2	\$508.3
Year over year growth (decline)	11 %	11 %	11 %	11 %	14 %	13 %	15 %	14 %	14 %	(26)%	(2)%	11 %	14 %	(5)%
Quarter over quarter growth (decline)	2 %	2 %	3 %	4 %	4 %	2 %	4 %	4 %	4 %	(34)%	38 %			
Operating Lease Revenue (millions)	\$ 9.5	\$ 11.5	\$ 14.0	\$ 16.4	\$ 20.4	\$ 25.1	\$ 27.4	\$ 34.0	\$ 39.1	\$ 42.2	\$ 45.7	\$ 51.4	\$106.9	\$127.0
Year over year growth	90 %	80 %	109 %	110 %	115 %	118 %	96 %	107 %	92 %	68 %	67 %	98 %	108 %	74 %
Quarter over quarter growth	22 %	21 %	22 %	17 %	24 %	23 %	9 %	24 %	15 %	8 %	8 %			
Total Recurring Revenue (millions) (1)	\$622.5	\$643.4	\$660.3	\$722.3	\$746.6	\$780.2	\$817.0	\$895.5	\$855.3	\$633.3	\$855.6	\$2,648.5	\$3,239.3	\$2,344.2
Year over year growth (decline)	19 %	18 %	20 %	17 %	20 %	21 %	24 %	24 %	15 %	(19)%	5 %	18 %	22 %	— %
Quarter over quarter growth (decline)	1 %	3 %	3 %	9 %	3 %	5 %	5 %	10 %	(4)%	(26)%	35 %			
% Recurring Revenue	73 %	71 %	72 %	69 %	77 %	71 %	72 %	70 %	78 %	74 %	79 %	71 %	72 %	77 %
Systems Revenue (millions)	\$234.5	\$277.4	\$274.6	\$340.6	\$247.5	\$343.8	\$338.6	\$416.2	\$283.3	\$261.0	\$267.8	\$1,127.1	\$1,346.1	\$812.1
Year over year growth (decline)	46 %	25 %	5 %	20 %	6 %	24 %	23 %	22 %	14 %	(24)%	(21)%	21 %	19 %	(13)%
Quarter over quarter growth (decline)	(18)%	18 %	(1)%	24 %	(27)%	39 %	(2)%	23 %	(32)%	(8)%	3 %			
Total Revenue (millions) (2)	\$847.5	\$909.3	\$920.9	\$1,046.5	\$973.7	\$1,098.9	\$1,128.2	\$1,277.7	\$1,099.5	\$852.1	\$1,077.7	\$3,724.2	\$4,478.5	\$3,029.3
Year over year growth (decline)	25 %	20 %	14 %	17 %	15 %	21 %	23 %	22 %	13 %	(22)%	(4)%	19 %	20 %	(5)%
Quarter over quarter growth (decline)	(5)%	7 %	1 %	14 %	(7)%	13 %	3 %	13 %	(14)%	(23)%	26 %			

(1) We present operating lease revenue, which is classified as systems revenue, as a component of total recurring revenue.

(2) Total revenue consists of instruments and accessories revenue, service revenue, and systems revenue.

**Intuitive Surgical, Inc.**  
**Trended Unaudited Quarterly and Annual Procedures, Revenue, and Related Metrics (continued)**  
**Total Company**  
**2018 - 2020**

	<u>Q1'18</u>	<u>Q2'18</u>	<u>Q3'18</u>	<u>Q4'18</u>	<u>Q1'19</u>	<u>Q2'19</u>	<u>Q3'19</u>	<u>Q4'19</u>	<u>Q1'20</u>	<u>Q2'20</u>	<u>Q3'20</u>	<u>FY18</u>	<u>FY19</u>	<u>Q3'20 YTD</u>
<b><i>Installed System Base Rollforward</i></b>														
Beginning da Vinci Installed System Base	4,409	4,528	4,666	4,814	4,986	5,114	5,270	5,406	5,582	5,669	5,764	4,409	4,986	5,582
Systems Shipped:														
Dual Consoles Si Systems	—	1	—	1	—	—	—	—	—	—	—	2	—	—
Single Console Si Systems	15	13	7	15	13	5	7	5	—	—	—	50	30	—
Dual Console X Systems	1	3	4	2	5	4	3	5	5	1	1	10	17	7
Single Console X Systems	28	44	60	49	53	50	44	48	27	25	27	181	195	79
Dual Console Xi Systems	32	42	51	64	58	63	56	64	40	37	44	189	241	121
Single Console Xi Systems	109	117	106	147	100	138	161	208	162	110	117	479	607	389
SP Systems	—	—	3	12	6	13	4	6	3	5	6	15	29	14
Total System Units Shipped*	185	220	231	290	235	273	275	336	237	178	195	926	1,119	610
Trade-Ins and Retirements	(66)	(82)	(83)	(118)	(107)	(117)	(139)	(160)	(150)	(83)	(94)	(349)	(523)	(327)
Ending da Vinci Installed System Base	4,528	4,666	4,814	4,986	5,114	5,270	5,406	5,582	5,669	5,764	5,865	4,986	5,582	5,865
*Da Vinci Systems Shipped under Operating Leases (Included in Total System Units Shipped)	43	44	58	84	78	88	92	126	77	52	68	229	384	197
*Percentage of da Vinci Systems Shipped under Operating Leases	23 %	20 %	25 %	29 %	33 %	32 %	33 %	38 %	32 %	29 %	35 %	25 %	34 %	32 %
Installed da Vinci System Base under Operating Leases	194	231	279	350	423	486	560	658	721	758	806	350	658	806
Percentage of da Vinci Installed System Base under Operating Leases	4 %	5 %	6 %	7 %	8 %	9 %	10 %	12 %	13 %	13 %	14 %	7 %	12 %	14 %
Ion Installed System Base	—	—	—	—	—	—	3	10	18	21	32	—	10	32

**Intuitive Surgical, Inc.**  
**Trended Unaudited Quarterly and Annual Procedures, Revenue, and Related Metrics**  
**United States**  
**2018 - 2020**

	<u>Q1'18</u>	<u>Q2'18</u>	<u>Q3'18</u>	<u>Q4'18</u>	<u>Q1'19</u>	<u>Q2'19</u>	<u>Q3'19</u>	<u>Q4'19</u>	<u>Q1'20</u>	<u>Q2'20</u>	<u>Q3'20</u>	<u>FY18</u>	<u>FY19</u>	<u>Q3'20</u> <u>YTD</u>
<b><i>Revenue and Related Metrics</i></b>														
Instruments and Accessories Revenue (millions)	\$337.6	\$360.3	\$368.1	\$419.2	\$407.4	\$428.6	\$450.7	\$503.7	\$444.4	\$315.6	\$467.2	\$1,485.2	\$1,790.4	\$1,227.2
Year over year growth (decline)	17 %	16 %	18 %	19 %	21 %	19 %	22 %	20 %	9 %	(26)%	4 %	18 %	21 %	(5)%
Quarter over quarter growth (decline)	(4)%	7 %	2 %	14 %	(3)%	5 %	5 %	12 %	(12)%	(29)%	48 %			
Year over year procedure growth (decline)	14 %	17 %	19 %	18 %	17 %	16 %	18 %	18 %	9 %	(24)%	7 %	17 %	17 %	(3)%
Quarter over quarter procedure growth (decline)	(3)%	9 %	— %	12 %	(4)%	8 %	2 %	11 %	(11)%	(25)%	44 %			
Service Revenue (millions)	\$110.8	\$112.0	\$114.8	\$118.5	\$123.5	\$124.1	\$128.5	\$132.3	\$138.4	\$ 80.6	\$118.8	\$456.1	\$508.4	\$337.8
Year over year growth (decline)	9 %	10 %	8 %	9 %	11 %	11 %	12 %	12 %	12 %	(35)%	(8)%	9 %	11 %	(10)%
Quarter over quarter growth (decline)	1 %	1 %	3 %	3 %	4 %	— %	4 %	3 %	5 %	(42)%	47 %			
Systems Revenue (millions)	\$124.0	\$172.4	\$193.6	\$202.2	\$160.7	\$232.6	\$217.2	\$220.2	\$198.8	\$139.3	\$157.7	\$692.2	\$830.7	\$495.8
Year over year growth (decline)	18 %	22 %	10 %	12 %	30 %	35 %	12 %	9 %	24 %	(40)%	(27)%	15 %	20 %	(19)%
Quarter over quarter growth (decline)	(32)%	39 %	12 %	4 %	(21)%	45 %	(7)%	1 %	(10)%	(30)%	13 %			
Total Revenue (millions)	\$572.4	\$644.7	\$676.5	\$739.9	\$691.6	\$785.3	\$796.4	\$856.2	\$781.6	\$535.5	\$743.7	\$2,633.5	\$3,129.5	\$2,060.8
Year over year growth (decline)	16 %	17 %	14 %	15 %	21 %	22 %	18 %	16 %	13 %	(32)%	(7)%	15 %	19 %	(9)%
Quarter over quarter growth (decline)	(11)%	13 %	5 %	9 %	(7)%	14 %	1 %	8 %	(9)%	(31)%	39 %			
<b><i>Installed System Base Rollforward</i></b>														
Beginning da Vinci Installed System Base	2,862	2,928	3,010	3,110	3,204	3,283	3,383	3,459	3,531	3,581	3,618	2,862	3,204	3,531
Systems Shipped:														
Single Console Si Systems	2	1	—	1	—	—	—	—	—	—	—	4	—	—
Dual Console X Systems	—	2	—	1	4	2	—	1	2	—	—	3	7	2
Single Console X Systems	15	15	28	15	18	26	17	18	11	8	4	73	79	23
Dual Console Xi Systems	21	30	45	43	47	50	45	40	34	26	30	139	182	90
Single Console Xi Systems	74	90	80	105	80	102	119	133	133	69	76	349	434	278
SP Systems	—	—	3	10	5	13	4	4	2	3	6	13	26	11
Total System Units Shipped*	112	138	156	175	154	193	185	196	182	106	116	581	728	404
Trade-Ins and Retirements	(46)	(56)	(56)	(81)	(75)	(93)	(109)	(124)	(132)	(69)	(70)	(239)	(401)	(271)
Ending da Vinci Installed System Base	2,928	3,010	3,110	3,204	3,283	3,383	3,459	3,531	3,581	3,618	3,664	3,204	3,531	3,664
*Da Vinci Systems Shipped under Operating Leases (Included in Total System Units Shipped)	42	38	49	69	67	76	71	94	70	44	53	198	308	167
Ion Installed System Base	—	—	—	—	—	—	3	10	18	21	32	—	10	32

**Intuitive Surgical, Inc.**  
**Trended Unaudited Quarterly and Annual Procedures, Revenue, and Related Metrics**  
**Outside of the United States**  
**2018 - 2020**

	<u>Q1'18</u>	<u>Q2'18</u>	<u>Q3'18</u>	<u>Q4'18</u>	<u>Q1'19</u>	<u>Q2'19</u>	<u>Q3'19</u>	<u>Q4'19</u>	<u>Q1'20</u>	<u>Q2'20</u>	<u>Q3'20</u>	<u>FY18</u>	<u>FY19</u>	<u>Q3'20</u> <u>YTD</u>
<b><u>Revenue and Related Metrics</u></b>														
Instruments and Accessories Revenue (millions)	\$122.7	\$115.8	\$118.2	\$120.1	\$144.9	\$149.9	\$155.5	\$167.5	\$173.1	\$145.2	\$163.3	\$476.8	\$617.8	\$481.6
Year over year growth (decline)	32 %	31 %	34 %	16 %	18 %	29 %	32 %	39 %	19 %	(3)%	5 %	28 %	30 %	7 %
Quarter over quarter growth (decline)	18 %	(6)%	2 %	2 %	21 %	3 %	4 %	8 %	3 %	(16)%	12 %			
Year over year procedure growth (decline)	18 %	22 %	23 %	24 %	22 %	20 %	23 %	22 %	12 %	(7)%	9 %	22 %	21 %	5 %
Quarter over quarter procedure growth (decline)	9 %	6 %	(1)%	10 %	6 %	4 %	1 %	9 %	(3)%	(13)%	19 %			
Service Revenue (millions)	\$ 41.9	\$ 43.8	\$ 45.2	\$ 48.1	\$ 50.4	\$ 52.5	\$ 54.9	\$ 58.0	\$ 60.3	\$ 49.7	\$ 60.6	\$179.0	\$215.8	\$170.6
Year over year growth (decline)	16 %	15 %	18 %	17 %	20 %	20 %	21 %	21 %	20 %	(5)%	10 %	16 %	21 %	8 %
Quarter over quarter growth (decline)	2 %	5 %	3 %	6 %	5 %	4 %	5 %	6 %	4 %	(18)%	22 %			
Systems Revenue (millions)	\$110.5	\$105.0	\$ 81.0	\$138.4	\$ 86.8	\$111.2	\$121.4	\$196.0	\$ 84.5	\$121.7	\$110.1	\$434.9	\$515.4	\$316.3
Year over year growth (decline)	99 %	32 %	(6)%	34 %	(21)%	6 %	50 %	42 %	(3)%	9 %	(9)%	34 %	19 %	(1)%
Quarter over quarter growth (decline)	7 %	(5)%	(23)%	71 %	(37)%	28 %	9 %	61 %	(57)%	44 %	(10)%			
Total Revenue (millions)	\$275.1	\$264.6	\$244.4	\$306.6	\$282.1	\$313.6	\$331.8	\$421.5	\$317.9	\$316.6	\$334.0	\$1,090.7	\$1,349.0	\$968.5
Year over year growth	49 %	28 %	15 %	24 %	3 %	19 %	36 %	37 %	13 %	1 %	1 %	28 %	24 %	4 %
Quarter over quarter growth (decline)	11 %	(4)%	(8)%	25 %	(8)%	11 %	6 %	27 %	(25)%	— %	5 %			
<b><u>Installed System Base Rollforward</u></b>														
Beginning da Vinci Installed System Base	1,547	1,600	1,656	1,704	1,782	1,831	1,887	1,947	2,051	2,088	2,146	1,547	1,782	2,051
Systems Shipped:														
Dual Consoles Si Systems	—	1	—	1	—	—	—	—	—	—	—	2	—	—
Single Console Si Systems	13	12	7	14	13	5	7	5	—	—	—	46	30	—
Dual Console X Systems	1	1	4	1	1	2	3	4	3	1	1	7	10	5
Single Console X Systems	13	29	32	34	35	24	27	30	16	17	23	108	116	56
Dual Console Xi Systems	11	12	6	21	11	13	11	24	6	11	14	50	59	31
Single Console Xi Systems	35	27	26	42	20	36	42	75	29	41	41	130	173	111
SP Systems	—	—	—	2	1	—	—	2	1	2	—	2	3	3
Total System Units Shipped*	73	82	75	115	81	80	90	140	55	72	79	345	391	206
Trade-Ins and Retirements	(20)	(26)	(27)	(37)	(32)	(24)	(30)	(36)	(18)	(14)	(24)	(110)	(122)	(56)
Ending da Vinci Installed System Base	1,600	1,656	1,704	1,782	1,831	1,887	1,947	2,051	2,088	2,146	2,201	1,782	2,051	2,201
*Da Vinci Systems Shipped under Operating Leases (Included in Total System Units Shipped)	1	6	9	15	11	12	21	32	7	8	15	31	76	30
Ion Installed System Base	—	—	—	—	—	—	—	—	—	—	—	—	—	—

**Intuitive Surgical, Inc.**  
**Reconciliation of Unaudited GAAP Financial Measures to Non-GAAP Financial Measures**  
(in millions, except per share data)  
**2018 - 2020**

	Q1'18	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	FY18	FY19	Q3'20 YTD
<b>GAAP gross profit</b>	<b>\$593.8</b>	<b>\$632.3</b>	<b>\$642.3</b>	<b>\$735.7</b>	<b>\$669.6</b>	<b>\$759.0</b>	<b>\$785.6</b>	<b>\$896.0</b>	<b>\$738.2</b>	<b>\$502.9</b>	<b>\$724.3</b>	<b>\$2,604.1</b>	<b>\$3,110.2</b>	<b>\$1,965.4</b>
Share-based compensation expense	11.9	12.8	14.3	13.5	15.1	16.0	17.8	17.1	18.0	19.2	22.6	52.5	66.0	59.8
Intangible asset charges	1.0	1.3	1.8	2.0	8.2	8.7	8.8	9.5	9.7	9.8	9.9	6.1	35.2	29.4
<b>Non-GAAP gross profit</b>	<b>\$606.7</b>	<b>\$646.4</b>	<b>\$658.4</b>	<b>\$751.2</b>	<b>\$692.9</b>	<b>\$783.7</b>	<b>\$812.2</b>	<b>\$922.6</b>	<b>\$765.9</b>	<b>\$531.9</b>	<b>\$756.8</b>	<b>\$2,662.7</b>	<b>\$3,211.4</b>	<b>\$2,054.6</b>
<b>Non-GAAP gross profit margin (1)</b>	<b>71.6 %</b>	<b>71.1 %</b>	<b>71.5 %</b>	<b>71.8 %</b>	<b>71.2 %</b>	<b>71.3 %</b>	<b>72.0 %</b>	<b>72.2 %</b>	<b>69.7 %</b>	<b>62.4 %</b>	<b>70.2 %</b>	<b>71.5 %</b>	<b>71.7 %</b>	<b>67.8 %</b>
<b>GAAP SG&amp;A expenses</b>	<b>\$221.6</b>	<b>\$259.8</b>	<b>\$221.4</b>	<b>\$283.8</b>	<b>\$273.4</b>	<b>\$279.2</b>	<b>\$284.0</b>	<b>\$341.8</b>	<b>\$308.1</b>	<b>\$279.1</b>	<b>\$298.9</b>	<b>\$ 986.6</b>	<b>\$1,178.4</b>	<b>\$ 886.1</b>
Share-based compensation expense	(29.3)	(32.5)	(35.6)	(35.1)	(38.2)	(40.5)	(44.6)	(45.1)	(45.4)	(49.3)	(53.7)	(132.5)	(168.4)	(148.4)
Intangible asset charges	—	(0.2)	(0.7)	(1.3)	(1.2)	(1.4)	(1.4)	(1.7)	(1.7)	(1.7)	(1.8)	(2.2)	(5.7)	(5.2)
Litigation (charges) recoveries	(4.5)	(42.5)	1.8	—	—	—	—	—	1.2	—	—	(45.2)	—	1.2
Acquisition-related items	—	—	—	—	(3.0)	(4.1)	3.0	(3.1)	1.4	(4.4)	(4.6)	—	(7.2)	(7.6)
<b>Non-GAAP SG&amp;A expenses</b>	<b>\$187.8</b>	<b>\$184.6</b>	<b>\$186.9</b>	<b>\$247.4</b>	<b>\$231.0</b>	<b>\$233.2</b>	<b>\$241.0</b>	<b>\$291.9</b>	<b>\$263.6</b>	<b>\$223.7</b>	<b>\$238.8</b>	<b>\$ 806.7</b>	<b>\$ 997.1</b>	<b>\$ 726.1</b>
<b>GAAP research and development expenses</b>	<b>\$95.5</b>	<b>\$95.1</b>	<b>\$107.6</b>	<b>\$119.9</b>	<b>\$144.0</b>	<b>\$120.8</b>	<b>\$135.9</b>	<b>\$156.6</b>	<b>\$147.1</b>	<b>\$143.2</b>	<b>\$155.0</b>	<b>\$ 418.1</b>	<b>\$ 557.3</b>	<b>\$ 445.3</b>
Share-based compensation expense	(16.3)	(17.9)	(20.2)	(21.8)	(22.8)	(25.1)	(26.5)	(27.0)	(27.2)	(27.4)	(29.5)	(76.2)	(101.4)	(84.1)
Intangible asset charges	(6.6)	(4.1)	(6.5)	(6.1)	(20.8)	(0.5)	(0.5)	(4.5)	(1.9)	(0.9)	(9.9)	(23.3)	(26.3)	(12.7)
<b>Non-GAAP research and development expenses</b>	<b>\$72.6</b>	<b>\$ 73.1</b>	<b>\$ 80.9</b>	<b>\$ 92.0</b>	<b>\$100.4</b>	<b>\$95.2</b>	<b>\$108.9</b>	<b>\$125.1</b>	<b>\$118.0</b>	<b>\$114.9</b>	<b>\$115.6</b>	<b>\$ 318.6</b>	<b>\$ 429.6</b>	<b>\$ 348.5</b>
<b>GAAP income from operations</b>	<b>\$276.7</b>	<b>\$277.4</b>	<b>\$313.3</b>	<b>\$332.0</b>	<b>\$252.2</b>	<b>\$359.0</b>	<b>\$365.7</b>	<b>\$397.6</b>	<b>\$283.0</b>	<b>\$80.6</b>	<b>\$270.4</b>	<b>\$1,199.4</b>	<b>\$1,374.5</b>	<b>\$ 634.0</b>
Share-based compensation expense	57.5	63.2	70.1	70.4	76.1	81.6	88.9	89.2	90.6	95.9	105.8	261.2	335.8	292.3
Intangible asset charges	7.6	5.6	9.0	9.4	30.2	10.6	10.7	15.7	13.3	12.4	21.6	31.6	67.2	47.3
Litigation charges (recoveries)	4.5	42.5	(1.8)	—	—	—	—	—	(1.2)	—	—	45.2	—	(1.2)
Acquisition-related items	—	—	—	—	3.0	4.1	(3.0)	3.1	(1.4)	4.4	4.6	—	7.2	7.6
<b>Non-GAAP income from operations</b>	<b>\$346.3</b>	<b>\$388.7</b>	<b>\$390.6</b>	<b>\$411.8</b>	<b>\$361.5</b>	<b>\$455.3</b>	<b>\$462.3</b>	<b>\$505.6</b>	<b>\$384.3</b>	<b>\$193.3</b>	<b>\$402.4</b>	<b>\$1,537.4</b>	<b>\$1,784.7</b>	<b>\$ 980.0</b>
<b>Non-GAAP operating margin (2)</b>	<b>40.9 %</b>	<b>42.7 %</b>	<b>42.4 %</b>	<b>39.4 %</b>	<b>37.1 %</b>	<b>41.4 %</b>	<b>41.0 %</b>	<b>39.6 %</b>	<b>35.0 %</b>	<b>22.7 %</b>	<b>37.3 %</b>	<b>41.3 %</b>	<b>39.9 %</b>	<b>32.4 %</b>
<b>GAAP income before taxes</b>	<b>\$289.9</b>	<b>\$295.6</b>	<b>\$335.2</b>	<b>\$358.8</b>	<b>\$279.7</b>	<b>\$391.8</b>	<b>\$399.0</b>	<b>\$431.7</b>	<b>\$308.1</b>	<b>\$107.2</b>	<b>\$355.2</b>	<b>\$1,279.5</b>	<b>\$1,502.2</b>	<b>\$ 770.5</b>
Share-based compensation expense	57.5	63.2	70.1	70.4	76.1	81.6	88.9	89.2	90.6	95.9	105.8	261.2	335.8	292.3
Intangible asset charges	7.6	5.6	9.0	9.4	30.2	10.6	10.7	15.7	13.3	12.4	21.6	31.6	67.2	47.3
Litigation charges (recoveries)	4.5	42.5	(1.8)	—	—	—	—	—	(1.2)	—	—	45.2	—	(1.2)
Impairment charges (recoveries)	—	—	—	1.2	1.5	(0.8)	—	—	—	—	—	1.2	0.7	—
Acquisition-related items	—	—	—	—	3.0	4.1	(3.0)	3.1	(1.4)	4.4	4.6	—	7.2	7.6
Unrealized gains on strategic investments	—	—	—	—	—	—	—	—	—	—	(61.7)	—	—	(61.7)
<b>Non-GAAP income before taxes</b>	<b>\$359.5</b>	<b>\$406.9</b>	<b>\$412.5</b>	<b>\$439.8</b>	<b>\$390.5</b>	<b>\$487.3</b>	<b>\$495.6</b>	<b>\$539.7</b>	<b>\$409.4</b>	<b>\$219.9</b>	<b>\$425.5</b>	<b>\$1,618.7</b>	<b>\$1,913.1</b>	<b>\$1,054.8</b>
<b>GAAP net income attributable to Intuitive Surgical, Inc.</b>	<b>\$287.6</b>	<b>\$255.3</b>	<b>\$292.5</b>	<b>\$292.5</b>	<b>\$306.5</b>	<b>\$318.3</b>	<b>\$396.8</b>	<b>\$357.7</b>	<b>\$313.5</b>	<b>\$68.0</b>	<b>\$313.9</b>	<b>\$1,127.9</b>	<b>\$1,379.3</b>	<b>\$ 695.4</b>
Share-based compensation expense	57.5	63.2	70.1	70.4	76.1	81.6	88.9	89.2	90.6	95.9	105.8	261.2	335.8	292.3
Intangible asset charges	7.6	5.6	9.0	9.4	30.2	10.6	10.7	15.7	13.3	12.4	21.6	31.6	67.2	47.3
Litigation charges (recoveries)	4.5	42.5	(1.8)	—	—	—	—	—	(1.2)	—	—	45.2	—	(1.2)
Impairment charges (recoveries)	—	—	—	1.2	1.5	(0.8)	—	—	—	—	—	1.2	0.7	—
Acquisition-related items	—	—	—	—	3.0	4.1	(3.0)	3.1	(1.4)	4.4	4.6	—	7.2	7.6
Unrealized gains on strategic investments	—	—	—	—	—	—	—	—	—	—	(61.7)	—	—	(61.7)
Tax adjustments	(69.7)	(39.2)	(32.8)	(20.3)	(101.5)	(22.1)	(83.2)	(44.9)	(90.0)	(44.1)	(46.0)	(162.0)	(251.7)	(180.1)
Adjustments attributable to noncontrolling interest in joint venture	—	—	—	—	(3.8)	(4.2)	(1.4)	(3.8)	(2.0)	(4.3)	(4.4)	—	(13.2)	(10.7)
<b>Non-GAAP net income attributable to Intuitive Surgical, Inc.</b>	<b>\$287.5</b>	<b>\$327.4</b>	<b>\$337.0</b>	<b>\$353.2</b>	<b>\$312.0</b>	<b>\$387.5</b>	<b>\$408.8</b>	<b>\$417.0</b>	<b>\$322.8</b>	<b>\$132.3</b>	<b>\$333.8</b>	<b>\$1,305.1</b>	<b>\$1,525.3</b>	<b>\$ 788.9</b>
<b>Non-GAAP net income per share attributable to Intuitive Surgical, Inc. - diluted</b>	<b>\$2.44</b>	<b>\$ 2.76</b>	<b>\$ 2.83</b>	<b>\$ 2.96</b>	<b>\$ 2.61</b>	<b>\$3.25</b>	<b>\$3.43</b>	<b>\$3.48</b>	<b>\$2.69</b>	<b>\$1.11</b>	<b>\$2.77</b>	<b>\$ 10.99</b>	<b>\$ 12.76</b>	<b>\$ 6.57</b>
<b>Non-GAAP diluted shares outstanding</b>	<b>118.0</b>	<b>118.5</b>	<b>119.2</b>	<b>119.2</b>	<b>119.6</b>	<b>119.3</b>	<b>119.3</b>	<b>119.7</b>	<b>119.8</b>	<b>119.7</b>	<b>120.6</b>	<b>118.8</b>	<b>119.5</b>	<b>120.0</b>

(1) Non-GAAP gross profit margin is calculated by dividing non-GAAP gross profit by revenue.

(2) Non-GAAP operating margin is calculated by dividing non-GAAP income from operations divided by revenue.

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This information is supplemental to the third quarter 2020 earnings press release issued by Intuitive Surgical, Inc., on October 15, 2020, and should be read in conjunction with that release and the Company's Quarterly Report on Form 10-Q for the period ended September 30, 2020, when filed with the U.S. Securities and Exchange Commission.

### **(#) About Non-GAAP Financial Measures**

To supplement our consolidated financial statements, which are prepared and presented in accordance with accounting principles generally accepted in the United States ("GAAP"), we use the following non-GAAP financial measures: non-GAAP gross profit, non-GAAP gross profit margin, non-GAAP SG&A expenses, non-GAAP research and development ("R&D") expenses, non-GAAP income from operations, non-GAAP operating margin, non-GAAP income before taxes, non-GAAP net income, non-GAAP net income per diluted share ("EPS"), and non-GAAP diluted shares outstanding. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP.

We use these non-GAAP financial measures for financial and operational decision-making and as a means to evaluate period-to-period comparisons. We believe that these non-GAAP financial measures provide meaningful supplemental information regarding our performance and liquidity by excluding items such as intangible asset charges, share-based compensation ("SBC") expenses, and other special items. Intangible asset charges consist of non-cash charges, such as the amortization of intangible assets as well as in-process R&D charges. We believe that both management and investors benefit from referring to these non-GAAP financial measures in assessing our performance and when planning, forecasting, and analyzing future periods. These non-GAAP financial measures also facilitate management's internal comparisons to our historical performance and liquidity. We believe that these non-GAAP financial measures are useful to investors, because (1) they allow for greater transparency with respect to key metrics used by management in its financial and operational decision-making, and (2) they are used by institutional investors and the analyst community to help them analyze the performance of our business.

*Non-GAAP gross profit.* We define non-GAAP gross profit as gross profit excluding intangible asset charges, expenses related to SBC, and litigation charges and recoveries.

*Non-GAAP SG&A expenses.* We define non-GAAP SG&A expenses as SG&A expenses excluding intangible asset charges, expenses related to SBC, litigation charges and recoveries, and certain acquisition-related items for the re-measurement of contingent consideration.

*Non-GAAP R&D expenses.* We define non-GAAP R&D expenses as R&D expenses excluding intangible asset charges and expenses related to SBC.

*Non-GAAP income from operations.* We define non-GAAP income from operations as income from operations excluding intangible asset charges, expenses related to SBC, litigation charges and recoveries, and certain acquisition-related items for the re-measurement of contingent consideration.

*Non-GAAP income before taxes.* We define non-GAAP income before taxes as income before taxes excluding intangible asset charges, expenses related to SBC, litigation charges and recoveries, non-cash impairment charges and recoveries, and certain acquisition-related items for the re-measurement of contingent consideration.

*Non-GAAP net income and EPS.* We define non-GAAP net income as net income (loss) excluding intangible asset charges, non-cash impairment charges and recoveries, certain acquisition-related items for the re-measurement of contingent consideration, expenses related to SBC, litigation charges and recoveries, unrealized gains on strategic investments, adjustments attributable to noncontrolling interest in joint venture, net of the related tax effects, and tax adjustments, including excess tax benefits or deficiencies associated with SBC arrangements, the one-time impact of the enactment of the 2019 Swiss tax reform, and the net tax effects related to intra-entity transfers of non-inventory assets. We exclude the one-time impact of the enactment of the 2019 Swiss tax reform, because it is discrete in nature as well as excess tax benefits or deficiencies associated with share-based compensation arrangements and the tax effects associated with non-cash amortization of deferred tax assets related to intra-entity non-inventory transfers, as we do not believe these items correlate with the on-going results of our core operations. The tax effects of the non-GAAP items are determined by applying a calculated non-GAAP effective tax rate, which is commonly referred to as the with-and-without method. Without excluding these tax effects, investors would only see the gross effect that these non-GAAP adjustments had on our operating results. Our calculated non-GAAP effective tax rate is generally higher than our GAAP effective tax rate. We define non-GAAP EPS as non-GAAP net income divided by non-GAAP diluted shares, which are calculated as GAAP weighted average outstanding shares plus dilutive potential shares outstanding during the period.

There are a number of limitations related to the use of non-GAAP measures versus measures calculated in accordance with GAAP. Non-GAAP gross profit, non-GAAP SG&A expenses, non-GAAP R&D expenses, non-GAAP income from operations, non-GAAP income before taxes, non-GAAP net income, and non-GAAP EPS exclude items such as intangible asset charges, SBC expense, excess tax benefits or deficiencies associated with SBC arrangements, non-cash amortization of deferred tax assets related to intra-entity transfer of non-inventory assets, and re-measurement of contingent consideration, which are primarily recurring items. SBC expense has been, and will continue to be for the foreseeable future, a significant recurring expense in our business. In addition, the components of the costs that we exclude in our calculation of non-GAAP net income and non-GAAP EPS may differ from the components that our peer companies exclude when they report their results of operations. Management addresses these limitations by providing specific information regarding the GAAP amounts excluded from non-GAAP net income and non-GAAP EPS and evaluating non-GAAP net income and non-GAAP EPS together with net income (loss) and net income (loss) per share calculated in accordance with GAAP.