

INTUITIVE SURGICAL, INC.
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The provided tables include unaudited preliminary trended quarterly and annual procedure data, unaudited preliminary fourth quarter and full year 2019 revenue data and metrics, and other related subjects. The unaudited preliminary results are subject to the completion of Intuitive's final closing procedures and the independent audit and, therefore, are subject to adjustment. Actual results could differ materially from these preliminary results.

Intuitive Surgical, Inc.
Trended Unaudited Preliminary Quarterly and Annual Procedures, Revenue, and Related Metrics
Total Company
2017 - 2019

	<u>Q1'17</u>	<u>Q2'17</u>	<u>Q3'17</u>	<u>Q4'17</u>	<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>FY17</u>	<u>FY18</u>	<u>FY19</u>
<u>Revenue and Related Metrics</u>															
Instruments and Accessories Revenue (millions)	\$ 380.8	\$ 397.8	\$ 401.2	\$ 457.1	\$ 460.3	\$ 476.1	\$ 486.3	\$ 539.3	\$ 552.3	\$ 578.5	\$ 606.2	\$ 671.2	\$1,636.9	\$1,962.0	\$2,408.2
Year over year growth	18 %	17 %	15 %	18 %	21 %	20 %	21 %	18 %	20 %	22 %	25 %	24 %	17 %	20 %	23 %
Quarter over quarter growth (decline)	(1)%	4 %	1 %	14 %	1 %	3 %	2 %	11 %	2 %	5 %	5 %	11 %			
Year over year procedure growth	18 %	16 %	15 %	17 %	15 %	18 %	20 %	19 %	18 %	17 %	20 %	19 %	16 %	18 %	18 %
Quarter over quarter procedure growth (decline)	2 %	5 %	(2)%	12 %	— %	8 %	— %	11 %	(1)%	7 %	2 %	10 %			
Service Revenue (millions)	\$ 138.0	\$ 139.9	\$ 144.6	\$ 150.4	\$ 152.7	\$ 155.8	\$ 160.0	\$ 166.6	\$ 173.9	\$ 176.6	\$ 183.4	\$ 190.3	\$ 572.9	\$ 635.1	\$ 724.2
Year over year growth	12 %	11 %	13 %	13 %	11 %	11 %	11 %	11 %	14 %	13 %	15 %	14 %	12 %	11 %	14 %
Quarter over quarter growth	4 %	1 %	3 %	4 %	2 %	2 %	3 %	4 %	4 %	2 %	4 %	4 %			
Operating Lease Revenue (millions)	\$ 5.0	\$ 6.4	\$ 6.7	\$ 7.8	\$ 9.5	\$ 11.5	\$ 14.0	\$ 16.4	\$ 20.4	\$ 25.1	\$ 27.4	\$ 34.0	\$ 25.9	\$ 51.4	\$ 106.9
Year over year growth	43 %	49 %	60 %	70 %	90 %	80 %	109 %	110 %	115 %	118 %	96 %	107 %	56 %	98 %	108 %
Quarter over quarter growth	9 %	28 %	5 %	16 %	22 %	21 %	22 %	17 %	24 %	23 %	9 %	24 %			
Total Recurring Revenue (millions) (1)	\$ 523.8	\$ 544.1	\$ 552.5	\$ 615.3	\$ 622.5	\$ 643.4	\$ 660.3	\$ 722.3	\$ 746.6	\$ 780.2	\$ 817.0	\$ 895.5	\$2,235.7	\$2,648.5	\$3,239.3
Year over year growth	17 %	16 %	15 %	17 %	19 %	18 %	20 %	17 %	20 %	21 %	24 %	24 %	16 %	18 %	22 %
Quarter over quarter growth	— %	4 %	2 %	11 %	1 %	3 %	3 %	9 %	3 %	5 %	5 %	10 %			
% Recurring Revenue	77 %	72 %	68 %	69 %	73 %	71 %	72 %	69 %	77 %	71 %	72 %	70 %	71 %	71 %	72 %
Systems Revenue (millions)	\$ 160.8	\$ 221.1	\$ 262.0	\$ 284.5	\$ 234.5	\$ 277.4	\$ 274.6	\$ 340.6	\$ 247.5	\$ 343.8	\$ 338.6	\$ 416.2	\$ 928.4	\$1,127.1	\$1,346.1
Year over year growth	7 %	8 %	26 %	20 %	46 %	25 %	5 %	20 %	6 %	24 %	23 %	22 %	16 %	21 %	19 %
Quarter over quarter growth (decline)	(32)%	38 %	18 %	9 %	(18)%	18 %	(1)%	24 %	(27)%	39 %	(2)%	23 %			
Total Revenue (millions) (2)	\$ 679.6	\$ 758.8	\$ 807.8	\$ 892.0	\$ 847.5	\$ 909.3	\$ 920.9	\$1,046.5	\$ 973.7	\$1,098.9	\$1,128.2	\$1,277.7	\$3,138.2	\$3,724.2	\$4,478.5
Year over year growth	14 %	13 %	18 %	18 %	25 %	20 %	14 %	17 %	15 %	21 %	23 %	22 %	16 %	19 %	20 %
Quarter over quarter growth (decline)	(10)%	12 %	6 %	10 %	(5)%	7 %	1 %	14 %	(7)%	13 %	3 %	13 %			

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

(2) Total revenue consists of instrument and accessory revenue, service revenue, and systems revenue.

Intuitive Surgical, Inc.
Trended Unaudited Preliminary Quarterly and Annual Procedures, Revenue, and Related Metrics (continued)
Total Company
2017 - 2019

	<u>Q1'17</u>	<u>Q2'17</u>	<u>Q3'17</u>	<u>Q4'17</u>	<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>FY17</u>	<u>FY18</u>	<u>FY19</u>
<i>Installed System Base Rollforward</i>															
Beginning da Vinci Installed System Base	3,919	4,023	4,149	4,271	4,409	4,528	4,666	4,814	4,986	5,114	5,270	5,406	3,919	4,409	4,986
Systems Shipped:															
Dual Consoles Si Systems	4	2	1	—	—	1	—	1	—	—	—	—	7	2	—
Single Console Si Systems	32	24	23	19	15	13	7	15	13	5	7	5	98	50	30
Si-e Systems	1	1	1	1	—	—	—	—	—	—	—	—	4	—	—
Dual Console X Systems	—	1	—	4	1	3	4	2	5	4	3	5	5	10	17
Single Console X Systems	—	10	16	47	28	44	60	49	53	50	44	48	73	181	195
Dual Console Xi Systems	25	38	39	39	32	42	51	64	58	63	56	64	141	189	241
Single Console Xi Systems	71	90	89	106	109	117	106	147	100	138	161	208	356	479	607
SP Systems	—	—	—	—	—	—	3	12	6	13	4	6	—	15	29
Total System Units Shipped*	133	166	169	216	185	220	231	290	235	273	275	336	684	926	1,119
Trade-Ins and Retirements	(29)	(40)	(47)	(78)	(66)	(82)	(83)	(118)	(107)	(117)	(139)	(160)	(194)	(349)	(523)
Ending da Vinci Installed System Base	4,023	4,149	4,271	4,409	4,528	4,666	4,814	4,986	5,114	5,270	5,406	5,582	4,409	4,986	5,582
*Da Vinci Systems Shipped under Operating Leases (Included in Total System Units Shipped)	21	27	20	40	43	44	58	84	78	88	92	126	108	229	384
*Percentage of da Vinci Systems Shipped under Operating Leases	16 %	16 %	12 %	19 %	23 %	20 %	25 %	29 %	33 %	32 %	33 %	38 %	16 %	25 %	34 %
Installed da Vinci System Base under Operating Leases	95	120	134	164	194	231	279	350	423	486	560	658	164	350	658
Percentage of da Vinci Installed System Base under Operating Leases	2 %	3 %	3 %	4 %	4 %	5 %	6 %	7 %	8 %	9 %	10 %	12 %	4 %	7 %	12 %
Ion Installed System Base	—	—	—	—	—	—	—	—	—	—	3	10	—	—	10

Intuitive Surgical, Inc.
Trended Unaudited Preliminary Quarterly and Annual Procedures, Revenue, and Related Metrics
United States
2017 - 2019

	<u>Q1'17</u>	<u>Q2'17</u>	<u>Q3'17</u>	<u>Q4'17</u>	<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>FY17</u>	<u>FY18</u>	<u>FY19</u>
<u>Revenue and Related Metrics</u>															
Instruments and Accessories Revenue (millions)	\$ 287.6	\$ 309.4	\$ 312.7	\$ 353.4	\$ 337.6	\$ 360.3	\$ 368.1	\$ 419.2	\$ 407.4	\$ 428.6	\$ 450.7	\$ 503.7	\$ 1,263.1	\$ 1,485.2	\$ 1,790.4
Year over year growth	17 %	18 %	16 %	19 %	17 %	16 %	18 %	19 %	21 %	19 %	22 %	20 %	17 %	18 %	21 %
Quarter over quarter growth (decline)	(3)%	8 %	1 %	13 %	(4)%	7 %	2 %	14 %	(3)%	5 %	5 %	12 %			
Year over year procedure growth	14 %	14 %	12 %	16 %	14 %	17 %	19 %	18 %	17 %	16 %	18 %	18 %	14 %	17 %	17 %
Quarter over quarter procedure growth (decline)	(2)%	6 %	(2)%	13 %	(3)%	9 %	— %	12 %	(4)%	8 %	2 %	11 %			
Service Revenue (millions)	\$ 101.8	\$ 101.9	\$ 106.3	\$ 109.2	\$ 110.8	\$ 112.0	\$ 114.8	\$ 118.5	\$ 123.5	\$ 124.1	\$ 128.5	\$ 132.3	\$ 419.2	\$ 456.1	\$ 508.4
Year over year growth	10 %	9 %	13 %	12 %	9 %	10 %	8 %	9 %	11 %	11 %	12 %	12 %	11 %	9 %	11 %
Quarter over quarter growth	4 %	— %	4 %	3 %	1 %	1 %	3 %	3 %	4 %	— %	4 %	3 %			
Systems Revenue (millions)	\$ 105.4	\$ 141.3	\$ 175.6	\$ 181.2	\$ 124.0	\$ 172.4	\$ 193.6	\$ 202.2	\$ 160.7	\$ 232.6	\$ 217.2	\$ 220.2	\$ 603.5	\$ 692.2	\$ 830.7
Year over year growth	15 %	9 %	35 %	21 %	18 %	22 %	10 %	12 %	30 %	35 %	12 %	9 %	20 %	15 %	20 %
Quarter over quarter growth (decline)	(30)%	34 %	24 %	3 %	(32)%	39 %	12 %	4 %	(21)%	45 %	(7)%	1 %			
Total Revenue (millions)	\$ 494.8	\$ 552.6	\$ 594.6	\$ 643.8	\$ 572.4	\$ 644.7	\$ 676.5	\$ 739.9	\$ 691.6	\$ 785.3	\$ 796.4	\$ 856.2	\$ 2,285.8	\$ 2,633.5	\$ 3,129.5
Year over year growth	15 %	14 %	20 %	18 %	16 %	17 %	14 %	15 %	21 %	22 %	18 %	16 %	17 %	15 %	19 %
Quarter over quarter growth (decline)	(9)%	12 %	8 %	8 %	(11)%	13 %	5 %	9 %	(7)%	14 %	1 %	8 %			
<u>Installed System Base Rollforward</u>															
Beginning da Vinci Installed System Base	2,563	2,624	2,703	2,770	2,862	2,928	3,010	3,110	3,204	3,283	3,383	3,459	2,563	2,862	3,204
Systems Shipped:															
Single Console Si Systems	10	6	4	1	2	1	—	1	—	—	—	—	21	4	—
Si-e Systems	1	—	—	1	—	—	—	—	—	—	—	—	2	—	—
Dual Console X Systems	—	—	—	2	—	2	—	1	4	2	—	1	2	3	7
Single Console X Systems	—	4	5	22	15	15	28	15	18	26	17	18	31	73	79
Dual Console Xi Systems	19	27	33	28	21	30	45	43	47	50	45	40	107	139	182
Single Console Xi Systems	47	66	65	76	74	90	80	105	80	102	119	133	254	349	434
SP Systems	—	—	—	—	—	—	3	10	5	13	4	4	—	13	26
Total System Units Shipped*	77	103	107	130	112	138	156	175	154	193	185	196	417	581	728
Trade-Ins and Retirements	(16)	(24)	(40)	(38)	(46)	(56)	(56)	(81)	(75)	(93)	(109)	(124)	(118)	(239)	(401)
Ending da Vinci Installed System Base	2,624	2,703	2,770	2,862	2,928	3,010	3,110	3,204	3,283	3,383	3,459	3,531	2,862	3,204	3,531
*Da Vinci Systems Shipped under Operating Leases (Included in Total System Units Shipped)	15	22	16	32	42	38	49	69	67	76	71	94	85	198	308
Ion Installed System Base	—	—	—	—	—	—	—	—	—	—	3	10	—	—	10

Intuitive Surgical, Inc.
Trended Unaudited Preliminary Quarterly and Annual Procedures, Revenue, and Related Metrics
Outside of the United States
2017 - 2019

	<u>Q1'17</u>	<u>Q2'17</u>	<u>Q3'17</u>	<u>Q4'17</u>	<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>FY17</u>	<u>FY18</u>	<u>FY19</u>
<i>Revenue and Related Metrics</i>															
Instruments and Accessories Revenue (millions)	\$ 93.2	\$ 88.4	\$ 88.5	\$ 103.7	\$ 122.7	\$ 115.8	\$ 118.2	\$ 120.1	\$ 144.9	\$ 149.9	\$ 155.5	\$ 167.5	\$ 373.8	\$ 476.8	\$ 617.8
Year over year growth	24 %	15 %	14 %	17 %	32 %	31 %	34 %	16 %	18 %	29 %	32 %	39 %	17 %	28 %	30 %
Quarter over quarter growth (decline)	5 %	(5)%	— %	17 %	18 %	(6)%	2 %	2 %	21 %	3 %	4 %	8 %			
Year over year procedure growth	28 %	22 %	23 %	21 %	18 %	22 %	23 %	24 %	21 %	20 %	23 %	21 %	23 %	22 %	21 %
Quarter over quarter procedure growth (decline)	12 %	2 %	(2)%	9 %	9 %	6 %	(1)%	10 %	6 %	4 %	1 %	8 %			
Service Revenue (millions)	\$ 36.2	\$ 38.0	\$ 38.3	\$ 41.2	\$ 41.9	\$ 43.8	\$ 45.2	\$ 48.1	\$ 50.4	\$ 52.5	\$ 54.9	\$ 58.0	\$ 153.7	\$ 179.0	\$ 215.8
Year over year growth	20 %	16 %	11 %	16 %	16 %	15 %	18 %	17 %	20 %	20 %	21 %	21 %	16 %	16 %	21 %
Quarter over quarter growth	2 %	5 %	1 %	8 %	2 %	5 %	3 %	6 %	5 %	4 %	5 %	6 %			
Systems Revenue (millions)	\$ 55.4	\$ 79.8	\$ 86.4	\$ 103.3	\$ 110.5	\$ 105.0	\$ 81.0	\$ 138.4	\$ 86.8	\$ 111.2	\$ 121.4	\$ 196.0	\$ 324.9	\$ 434.9	\$ 515.4
Year over year growth (decline)	(5)%	6 %	13 %	18 %	99 %	32 %	(6)%	34 %	(21)%	6 %	50 %	42 %	9 %	34 %	19 %
Quarter over quarter growth (decline)	(37)%	44 %	8 %	20 %	7 %	(5)%	(23)%	71 %	(37)%	28 %	9 %	61 %			
Total Revenue (millions)	\$ 184.8	\$ 206.2	\$ 213.2	\$ 248.2	\$ 275.1	\$ 264.6	\$ 244.4	\$ 306.6	\$ 282.1	\$ 313.6	\$ 331.8	\$ 421.5	\$ 852.4	\$ 1,090.7	\$ 1,349.0
Year over year growth	13 %	11 %	13 %	17 %	49 %	28 %	15 %	24 %	3 %	19 %	36 %	37 %	14 %	28 %	24 %
Quarter over quarter growth (decline)	(13)%	12 %	3 %	16 %	11 %	(4)%	(8)%	25 %	(8)%	11 %	6 %	27 %			
<i>Installed System Base Rollforward</i>															
Beginning da Vinci Installed System Base	1,356	1,399	1,446	1,501	1,547	1,600	1,656	1,704	1,782	1,831	1,887	1,947	1,356	1,547	1,782
Systems Shipped:															
Dual Consoles Si Systems	4	2	1	—	—	1	—	1	—	—	—	—	7	2	—
Single Console Si Systems	22	18	19	18	13	12	7	14	13	5	7	5	77	46	30
Si-e Systems	—	1	1	—	—	—	—	—	—	—	—	—	2	—	—
Dual Console X Systems	—	1	—	2	1	1	4	1	1	2	3	4	3	7	10
Single Console X Systems	—	6	11	25	13	29	32	34	35	24	27	30	42	108	116
Dual Console Xi Systems	6	11	6	11	11	12	6	21	11	13	11	24	34	50	59
Single Console Xi Systems	24	24	24	30	35	27	26	42	20	36	42	75	102	130	173
SP Systems	—	—	—	—	—	—	—	2	1	—	—	2	—	2	3
Total System Units Shipped*	56	63	62	86	73	82	75	115	81	80	90	140	267	345	391
Trade-Ins and Retirements	(13)	(16)	(7)	(40)	(20)	(26)	(27)	(37)	(32)	(24)	(30)	(36)	(76)	(110)	(122)
Ending da Vinci Installed System Base	1,399	1,446	1,501	1,547	1,600	1,656	1,704	1,782	1,831	1,887	1,947	2,051	1,547	1,782	2,051
*Da Vinci Systems Shipped under Operating Leases (Included in Total System Units Shipped)	6	5	4	8	1	6	9	15	11	12	21	32	23	31	76
Ion Installed System Base	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—