

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 2020 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 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>Q4'20</u>	<u>FY18</u>	<u>FY19</u>	<u>FY20</u>
<i>Revenue and Related Metrics</i>															
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	\$630.5	\$746.9	\$1,962.0	\$2,408.2	\$2,455.7
Year over year growth (decline)	21 %	20 %	21 %	18 %	20 %	22 %	25 %	24 %	12 %	(20)%	4 %	11 %	20 %	23 %	2 %
Quarter over quarter growth (decline)	1 %	3 %	2 %	11 %	2 %	5 %	5 %	11 %	(8)%	(25)%	37 %	18 %			
Year over year procedure growth (decline)	15 %	18 %	20 %	19 %	18 %	17 %	20 %	19 %	10 %	(19)%	7 %	6 %	18 %	18 %	1 %
Quarter over quarter procedure growth (decline)	— %	8 %	— %	11 %	(1)%	7 %	2 %	11 %	(9)%	(22)%	36 %	10 %			
Service Revenue (millions)	\$152.7	\$155.8	\$160.0	\$166.6	\$173.9	\$176.6	\$183.4	\$190.3	\$198.7	\$130.3	\$179.4	\$215.4	\$635.1	\$724.2	\$723.8
Year over year growth (decline)	11 %	11 %	11 %	11 %	14 %	13 %	15 %	14 %	14 %	(26)%	(2)%	13 %	11 %	14 %	— %
Quarter over quarter growth (decline)	2 %	2 %	3 %	4 %	4 %	2 %	4 %	4 %	4 %	(34)%	38 %	20 %			
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	\$ 49.0	\$ 51.4	\$106.9	\$176.0
Year over year growth	90 %	80 %	109 %	110 %	115 %	118 %	96 %	107 %	92 %	68 %	67 %	44 %	98 %	108 %	65 %
Quarter over quarter growth	22 %	21 %	22 %	17 %	24 %	23 %	9 %	24 %	15 %	8 %	8 %	7 %			
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	\$1,011.3	\$2,648.5	\$3,239.3	\$3,355.5
Year over year growth (decline)	19 %	18 %	20 %	17 %	20 %	21 %	24 %	24 %	15 %	(19)%	5 %	13 %	18 %	22 %	4 %
Quarter over quarter growth (decline)	1 %	3 %	3 %	9 %	3 %	5 %	5 %	10 %	(4)%	(26)%	35 %	18 %			
% Recurring Revenue	73 %	71 %	72 %	69 %	77 %	71 %	72 %	70 %	78 %	74 %	79 %	76 %	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	\$366.8	\$1,127.1	\$1,346.1	\$1,178.9
Year over year growth (decline)	46 %	25 %	5 %	20 %	6 %	24 %	23 %	22 %	14 %	(24)%	(21)%	(12)%	21 %	19 %	(12)%
Quarter over quarter growth (decline)	(18)%	18 %	(1)%	24 %	(27)%	39 %	(2)%	23 %	(32)%	(8)%	3 %	37 %			
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	\$1,329.1	\$3,724.2	\$4,478.5	\$4,358.4
Year over year growth (decline)	25 %	20 %	14 %	17 %	15 %	21 %	23 %	22 %	13 %	(22)%	(4)%	4 %	19 %	20 %	(3)%
Quarter over quarter growth (decline)	(5)%	7 %	1 %	14 %	(7)%	13 %	3 %	13 %	(14)%	(23)%	26 %	23 %			

(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>Q4'20</u>	<u>FY18</u>	<u>FY19</u>	<u>FY20</u>
<i>Installed System Base Rollforward</i>															
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	5,865	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	1	10	17	8
Single Console X Systems	28	44	60	49	53	50	44	48	27	25	27	45	181	195	124
Dual Console Xi Systems	32	42	51	64	58	63	56	64	40	37	44	65	189	241	186
Single Console Xi Systems	109	117	106	147	100	138	161	208	162	110	117	203	479	607	592
SP Systems	—	—	3	12	6	13	4	6	3	5	6	12	15	29	26
Total System Units Shipped*	185	220	231	290	235	273	275	336	237	178	195	326	926	1,119	936
Trade-Ins and Retirements**	(66)	(82)	(83)	(118)	(107)	(117)	(139)	(160)	(150)	(83)	(94)	(202)	(349)	(523)	(529)
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	5,989	4,986	5,582	5,989
*Da Vinci Systems Shipped under Operating Leases (Included in Total System Units Shipped)	43	44	58	84	78	88	92	126	77	52	68	120	229	384	317
*Percentage of da Vinci Systems Shipped under Operating Leases	23 %	20 %	25 %	29 %	33 %	32 %	33 %	38 %	32 %	29 %	35 %	37 %	25 %	34 %	34 %
Installed da Vinci System Base under Operating Leases	194	231	279	350	423	486	560	658	721	758	806	901	350	658	901
Percentage of da Vinci Installed System Base under Operating Leases	4 %	5 %	6 %	7 %	8 %	9 %	10 %	12 %	13 %	13 %	14 %	15 %	7 %	12 %	15 %
Ion Installed System Base	—	—	—	—	—	—	3	10	18	21	32	36	—	10	36

**During the fourth quarter of 2020, we performed a verification audit of our installed base records that identified 33 systems, mostly older standard and S models, which had been retired. We removed these retired systems from our installed base estimate during the fourth quarter of 2020.

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

	Q1'18	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20	FY18	FY19	FY20
<i>Revenue and Related Metrics</i>															
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	\$557.9	\$1,485.2	\$1,790.4	\$1,785.1
Year over year growth (decline)	17 %	16 %	18 %	19 %	21 %	19 %	22 %	20 %	9 %	(26)%	4 %	11 %	18 %	21 %	— %
Quarter over quarter growth (decline)	(4)%	7 %	2 %	14 %	(3)%	5 %	5 %	12 %	(12)%	(29)%	48 %	19 %			
Year over year procedure growth (decline)	14 %	17 %	19 %	18 %	17 %	16 %	18 %	18 %	9 %	(24)%	7 %	5 %	17 %	17 %	(1)%
Quarter over quarter procedure growth (decline)	(3)%	9 %	— %	12 %	(4)%	8 %	2 %	11 %	(11)%	(25)%	44 %	9 %			
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	\$144.8	\$456.1	\$508.4	\$482.6
Year over year growth (decline)	9 %	10 %	8 %	9 %	11 %	11 %	12 %	12 %	12 %	(35)%	(8)%	9 %	9 %	11 %	(5)%
Quarter over quarter growth (decline)	1 %	1 %	3 %	3 %	4 %	— %	4 %	3 %	5 %	(42)%	47 %	22 %			
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	\$199.2	\$692.2	\$830.7	\$695.0
Year over year growth (decline)	18 %	22 %	10 %	12 %	30 %	35 %	12 %	9 %	24 %	(40)%	(27)%	(10)%	15 %	20 %	(16)%
Quarter over quarter growth (decline)	(32)%	39 %	12 %	4 %	(21)%	45 %	(7)%	1 %	(10)%	(30)%	13 %	26 %			
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	\$901.9	\$2,633.5	\$3,129.5	\$2,962.7
Year over year growth (decline)	16 %	17 %	14 %	15 %	21 %	22 %	18 %	16 %	13 %	(32)%	(7)%	5 %	15 %	19 %	(5)%
Quarter over quarter growth (decline)	(11)%	13 %	5 %	9 %	(7)%	14 %	1 %	8 %	(9)%	(31)%	39 %	21 %			
<i>Installed System Base Rollforward</i>															
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	3,664	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	—	—	1	3	7	3
Single Console X Systems	15	15	28	15	18	26	17	18	11	8	4	12	73	79	35
Dual Console Xi Systems	21	30	45	43	47	50	45	40	34	26	30	38	139	182	128
Single Console Xi Systems	74	90	80	105	80	102	119	133	133	69	76	134	349	434	412
SP Systems	—	—	3	10	5	13	4	4	2	3	6	11	13	26	22
Total System Units Shipped*	112	138	156	175	154	193	185	196	182	106	116	196	581	728	600
Trade-Ins and Retirements**	(46)	(56)	(56)	(81)	(75)	(93)	(109)	(124)	(132)	(69)	(70)	(140)	(239)	(401)	(411)
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	3,720	3,204	3,531	3,720
*Da Vinci Systems Shipped under Operating Leases (Included in Total System Units Shipped)	42	38	49	69	67	76	71	94	70	44	53	93	198	308	260
Ion Installed System Base	—	—	—	—	—	—	3	10	18	21	32	36	—	10	36

**During the fourth quarter of 2020, we performed a verification audit of our installed base records that identified 8 systems, mostly older standard and S models, which had been retired. We removed these retired systems from our installed base estimate during the fourth quarter of 2020.

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

	Q1'18	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20	FY18	FY19	FY20
<u>Revenue and Related Metrics</u>															
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	\$189.0	\$476.8	\$617.8	\$670.6
Year over year growth (decline)	32 %	31 %	34 %	16 %	18 %	29 %	32 %	39 %	19 %	(3)%	5 %	13 %	28 %	30 %	9 %
Quarter over quarter growth (decline)	18 %	(6)%	2 %	2 %	21 %	3 %	4 %	8 %	3 %	(16)%	12 %	16 %			
Year over year procedure growth (decline)	18 %	22 %	23 %	24 %	22 %	20 %	23 %	22 %	12 %	(7)%	9 %	11 %	22 %	21 %	6 %
Quarter over quarter procedure growth (decline)	9 %	6 %	(1)%	10 %	6 %	4 %	1 %	9 %	(3)%	(13)%	19 %	11 %			
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	\$ 70.6	\$179.0	\$215.8	\$241.2
Year over year growth (decline)	16 %	15 %	18 %	17 %	20 %	20 %	21 %	21 %	20 %	(5)%	10 %	22 %	16 %	21 %	12 %
Quarter over quarter growth (decline)	2 %	5 %	3 %	6 %	5 %	4 %	5 %	6 %	4 %	(18)%	22 %	17 %			
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	\$167.6	\$434.9	\$515.4	\$483.9
Year over year growth (decline)	99 %	32 %	(6)%	34 %	(21)%	6 %	50 %	42 %	(3)%	9 %	(9)%	(14)%	34 %	19 %	(6)%
Quarter over quarter growth (decline)	7 %	(5)%	(23)%	71 %	(37)%	28 %	9 %	61 %	(57)%	44 %	(10)%	52 %			
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	\$427.2	\$1,090.7	\$1,349.0	\$1,395.7
Year over year growth	49 %	28 %	15 %	24 %	3 %	19 %	36 %	37 %	13 %	1 %	1 %	1 %	28 %	24 %	3 %
Quarter over quarter growth (decline)	11 %	(4)%	(8)%	25 %	(8)%	11 %	6 %	27 %	(25)%	— %	5 %	28 %			
<u>Installed System Base Rollforward</u>															
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	2,201	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	33	108	116	89
Dual Console Xi Systems	11	12	6	21	11	13	11	24	6	11	14	27	50	59	58
Single Console Xi Systems	35	27	26	42	20	36	42	75	29	41	41	69	130	173	180
SP Systems	—	—	—	2	1	—	—	2	1	2	—	1	2	3	4
Total System Units Shipped*	73	82	75	115	81	80	90	140	55	72	79	130	345	391	336
Trade-Ins and Retirements**	(20)	(26)	(27)	(37)	(32)	(24)	(30)	(36)	(18)	(14)	(24)	(62)	(110)	(122)	(118)
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	2,269	1,782	2,051	2,269
*Da Vinci Systems Shipped under Operating Leases (Included in Total System Units Shipped)	1	6	9	15	11	12	21	32	7	8	15	27	31	76	57
Ion Installed System Base	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—

**During the fourth quarter of 2020, we performed a verification audit of our installed base records that identified 25 systems, mostly older standard and S models, which had been retired. We removed these retired systems from our installed base estimate during the fourth quarter of 2020.