



Intuitive Surgical Announces First Quarter Earnings

April 17, 2012 at 4:07 PM EDT

SUNNYVALE, Calif., Apr 17, 2012 (GlobeNewswire via COMTEX) --Intuitive Surgical, Inc. (Nasdaq:ISRG), the industry leader in surgical robotics, today reported first quarter of 2012 revenue of \$495 million, up 28% compared with \$388 million for the first quarter of 2011. First quarter of 2012 revenue growth was driven by continued robotic procedure adoption and higher da Vinci Surgical System sales.

First quarter of 2012 instruments and accessories revenue increased 32% to \$208 million from \$157 million in the first quarter of 2011. The growth in instruments and accessories revenue is the result of growth in da Vinci surgical procedures and the introduction of new products. Procedure growth of approximately 29% primarily reflects higher US gynecologic procedures, US general surgery procedures and international urologic procedures.

First quarter of 2012 systems revenue was \$207 million, an increase of 24%, compared with \$167 million during the first quarter of 2011. The growth in first quarter 2012 systems revenue was driven by sales of 140 da Vinci Surgical Systems compared with 120 system sales during the same period last year. First quarter of 2012 service revenue increased 27% to \$81 million from \$64 million during the first quarter of 2011, reflecting growth in the installed base of da Vinci Surgical Systems.

First quarter of 2012 operating income increased to \$193 million from \$148 million in the first quarter of 2011. Operating results for the first quarter of 2012 included \$34 million of non-cash stock-based compensation expense compared with \$32 million for the first quarter of 2011.

First quarter of 2012 net income was \$144 million, or \$3.50 per diluted share, compared with \$104 million, or \$2.59 per diluted share for the first quarter of 2011.

Intuitive ended the first quarter of 2012 with \$2,371 million in cash, cash equivalents and investments, reflecting an increase of \$199 million during the quarter.

Commenting on the announcement, Dr. Gary Guthart, President and CEO of Intuitive Surgical, said, "In the first quarter, we are pleased with the growing use of da Vinci, the acceptance of our new products and the financial performance that follows."

The Company will also announce these results at a conference call today at 1:30 pm PDT. The dial-in numbers for the call are 800-230-1059 for participants located in the United States and 612-234-9959 for participants located outside the United States. The host is Dr. Gary Guthart. To access financial information that will be discussed on the call, please visit Intuitive Surgical's website at www.intuitivesurgical.com.

About Intuitive's Products

Intuitive Surgical, Inc. (Nasdaq:ISRG), headquartered in Sunnyvale, California, is the global technology leader in robotic-assisted, minimally invasive surgery. Intuitive Surgical develops, manufactures, and markets robotic technologies designed to improve clinical outcomes and help patients return more quickly to active and productive lives. The Company's mission is to extend the benefits of minimally invasive surgery to the broadest possible base of patients. Intuitive Surgical -- Taking surgery beyond the limits of the human hand(TM).

About the da Vinci(R) Surgical System

The da Vinci(R) Surgical System is a breakthrough surgical platform designed to enable complex surgery using a minimally invasive approach. The da Vinci(R) Surgical System consists of an ergonomic surgeon console or consoles, a patient-side cart with three or four interactive robotic arms, a high-performance vision system and proprietary EndoWrist(R) instruments. Powered by state-of-the-art robotic and computer technology, the da Vinci(R) Surgical System is designed to scale, filter and seamlessly translate the surgeon's hand movements into more precise movements of the EndoWrist(R) instruments. The net result is an intuitive interface with breakthrough surgical capabilities. By providing surgeons with superior visualization, enhanced dexterity, greater precision and ergonomic comfort, the da Vinci(R) Surgical System makes it possible for more surgeons to perform minimally invasive procedures involving complex dissection or reconstruction. This ultimately has the potential to raise the standard of care for complex surgeries, translating into numerous potential patient benefits, including less pain, a shorter recovery and quicker return to normal daily activities.

Intuitive(R), Intuitive Surgical(R), da Vinci(R), da Vinci S(R), da Vinci(R) S HD Surgical System, da Vinci(R) Si, da Vinci(R) Si-e(TM) Surgical System, EndoWrist(R), EndoWrist(R) One(TM), Single-Site(TM), DVSTAT(R), Firefly(TM) and InSite(R) are trademarks or registered trademarks of Intuitive Surgical, Inc.

This press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are necessarily estimates reflecting the best judgment of our management and involve a number of risks and uncertainties that could cause actual results to differ materially from those suggested by the forward-looking statements. These forward-looking statements should, therefore, be considered in light of various important factors, including the following: the impact of global and regional economic and credit market conditions on health care spending; health care reform legislation in the United States and its impact on hospital spending, reimbursement and fees which will be levied on certain medical device revenues; timing and success of product development and market acceptance of developed products; procedure counts; regulatory approvals, clearances and restrictions; guidelines and recommendations in the health care and patient communities; intellectual property positions and litigation; competition in the medical device industry and in the specific markets of surgery in which we operate; unanticipated manufacturing disruptions or the inability to meet demand for products; the results of legal proceedings to which we are or may become a party; our ability to expand into foreign markets; and other risk factors under the heading "Risk Factors" in our report on Form 10-K for the year ended December 31, 2011, as updated from time to time by our quarterly reports on Form 10-Q and our other filings with the Securities and Exchange Commission. Statements concerning forecasts, revenue growth, procedure growth, future financial results, and statements using words such as "estimates," "projects," "believes," "anticipates," "plans," "expects," "intends," "may," "will," "could," "should," "would," "targeted" and similar words and expressions are intended to identify forward-looking statements. You are cautioned not to place undue reliance on these forward-looking statements,

which speak only as of the date of this press release. We undertake no obligation to publicly update or release any revisions to these forward-looking statements to reflect events or circumstances after the date of this press release or to reflect the occurrence of unanticipated events.

INTUITIVE SURGICAL, INC.
 UNAUDITED QUARTERLY CONSOLIDATED STATEMENTS OF INCOME
 (IN MILLIONS, EXCEPT PER SHARE DATA)

| | Three months ended | | |
|---|----------------------------|-----------------------------|----------------------------|
| | March 31, 2012 | December 31, 2011 | March 31, 2011 |
| | ----- | ----- | ----- |
| Revenue: | | | |
| Instruments & Accessories | \$ 207.8 | \$ 196.4 | \$ 157.4 |
| Systems | 206.6 | 225.0 | 167.1 |
| Services | 80.8 | 75.4 | 63.6 |
| Total revenue | ----- 495.2 | ----- 496.8 | ----- 388.1 |
| Cost of revenue: | | | |
| Products | 111.7 | 107.8 | 84.8 |
| Services | 27.6 | 26.1 | 24.5 |
| Total cost of revenue (1) | ----- 139.3 | ----- 133.9 | ----- 109.3 |
| Gross profit | 355.9 | 362.9 | 278.8 |
| Operating expenses: | | | |
| Selling, general and administrative | 124.2 | 122.0 | 99.1 |
| Research and development | 38.4 | 41.4 | 31.4 |
| Total operating expenses (1) | ----- 162.6 | ----- 163.4 | ----- 130.5 |
| Income from operations (2) | 193.3 | 199.5 | 148.3 |
| Interest and other income (expense), net | 3.8 | 3.6 | 5.3 |
| Income before income taxes | ----- 197.1 | ----- 203.1 | ----- 153.6 |
| Provision for income taxes | 53.6 | 51.9 | 49.5 |
| Net income | ----- \$ 143.5 ===== | ----- \$ 151.2 ===== | ----- \$ 104.1 ===== |
| Earnings per share: | | | |
| Basic | \$ 3.63 ===== | \$ 3.86 ===== | \$ 2.66 ===== |
| Diluted | \$ 3.50 ===== | \$ 3.75 ===== | \$ 2.59 ===== |

Shares used in computing earnings per

share:

| | | | |
|---------|-------|-------|-------|
| Basic | 39.5 | 39.2 | 39.1 |
| | ===== | ===== | ===== |
| Diluted | 41.0 | 40.3 | 40.2 |
| | ===== | ===== | ===== |

(1) Includes stock-based compensation expense as follows:

| | | | |
|--------------------------|------|------|------|
| Total cost of revenue | 5.9 | 5.9 | 5.3 |
| Total operating expenses | 28.5 | 28.7 | 26.8 |

(2) Includes amortization of purchased intangibles as follows:

| | | | |
|------------------------|-----|-----|-----|
| Income from operations | 5.8 | 4.7 | 4.4 |
|------------------------|-----|-----|-----|

INTUITIVE SURGICAL, INC.
UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS
(IN MILLIONS)

| | 3/31/2012 | 12/31/2011 |
|--|------------|------------|
| | ----- | ----- |
| Cash, cash equivalents, and investments | \$ 2,371.0 | \$ 2,171.8 |
| Accounts receivable, net | 299.7 | 297.9 |
| Inventory | 118.8 | 112.1 |
| Property and equipment, net | 210.1 | 197.2 |
| Goodwill | 138.1 | 116.9 |
| Deferred tax assets | 73.9 | 75.3 |
| Other assets | 121.3 | 91.9 |
| | ----- | ----- |
| Total assets | \$ 3,332.9 | \$ 3,063.1 |
| | ===== | ===== |
| Accounts payable and other accrued liabilities | \$ 244.3 | \$ 262.3 |
| Deferred revenue | 161.3 | 155.2 |
| | ----- | ----- |
| Total liabilities | 405.6 | 417.5 |
| Stockholders' equity | 2,927.3 | 2,645.6 |
| | ----- | ----- |
| Total liabilities and stockholders' equity | \$ 3,332.9 | \$ 3,063.1 |
| | ===== | ===== |

This news release was distributed by GlobeNewswire, www.globenewswire.com

SOURCE: Intuitive Surgical, Inc.

CONTACT: Investor Relations
408-523-2161