

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)
2022 - 2024

	<u>Q1'22</u>	<u>Q2'22</u>	<u>Q3'22</u>	<u>Q4'22</u>	<u>Q1'23</u>	<u>Q2'23</u>	<u>Q3'23</u>	<u>Q4'23</u>	<u>Q1'24</u>	<u>Q2'24</u>	<u>Q3'24</u>	<u>FY22</u>	<u>FY23</u>	<u>FY24 YTD</u>
<u>Condensed Consolidated Statements of Income</u>														
Revenue	\$ 1,487.7	\$ 1,522.1	\$ 1,557.4	\$ 1,655.0	\$ 1,696.2	\$ 1,755.9	\$ 1,743.7	\$ 1,928.3	\$ 1,890.6	\$ 2,009.9	\$ 2,038.1	\$ 6,222.2	\$ 7,124.1	\$ 5,938.6
Gross Profit	1,009.7	1,023.3	1,052.1	1,110.9	1,113.0	1,171.9	1,167.2	1,277.4	1,245.4	1,372.7	1,373.9	4,196.0	4,729.5	3,992.0
Gross Profit Margin	67.9%	67.2%	67.6%	67.1%	65.6%	66.7%	66.9%	66.2%	65.9%	68.3%	67.4%	67.4%	66.4%	67.2%
SG&A Expenses	391.1	418.4	436.1	494.3	480.5	464.3	452.0	567.1	491.5	525.3	510.6	1,739.9	1,963.9	1,527.4
Research and Development Expenses	210.5	207.3	217.1	244.1	244.9	244.4	249.4	260.1	284.5	280.1	286.0	879.0	998.8	850.6
Total Operating Expenses	601.6	625.7	653.2	738.4	725.4	708.7	701.4	827.2	776.0	805.4	796.6	2,618.9	2,962.7	2,378.0
Operating Income	408.1	397.6	398.9	372.5	387.6	463.2	465.8	450.2	469.4	567.3	577.3	1,577.1	1,766.8	1,614.0
Operating Margin	27.4%	26.1%	25.6%	22.5%	22.9%	26.4%	26.7%	23.3%	24.8%	28.2%	28.3%	25.3%	24.8%	27.2%
Interest and Other Income (Expense), Net	(5.7)	9.3	3.9	22.2	34.2	36.0	56.2	65.7	69.1	87.2	93.7	29.7	192.1	250.0
Income Before Taxes	402.4	406.9	402.8	394.7	421.8	499.2	522.0	515.9	538.5	654.5	671.0	1,606.8	1,958.9	1,864.0
Income Tax Expense (Benefit)	33.0	93.3	78.1	58.0	61.0	73.2	102.2	(94.8)	(8.9)	123.0	100.4	262.4	141.6	214.5
Effective Tax Rate	8.2%	22.9%	19.4%	14.7%	14.5%	14.7%	19.6%	(18.4)%	(1.7)%	18.8%	15.0%	16.3%	7.2%	11.5%
Net Income	369.4	313.6	324.7	336.7	360.8	426.0	419.8	610.7	547.4	531.5	570.6	1,344.4	1,817.3	1,649.5
Less: Net Income Attributable to Noncontrolling Interest in Joint Venture	3.8	5.8	0.7	11.8	5.5	5.2	4.1	4.5	2.5	4.6	5.5	22.1	19.3	12.6
Net Income Attributable to Intuitive Surgical, Inc.	\$ 365.6	\$ 307.8	\$ 324.0	\$ 324.9	\$ 355.3	\$ 420.8	\$ 415.7	\$ 606.2	\$ 544.9	\$ 526.9	\$ 565.1	\$ 1,322.3	\$ 1,798.0	\$ 1,636.9
Net Income Per Share Attributable to Intuitive Surgical, Inc.	\$ 1.00	\$ 0.85	\$ 0.90	\$ 0.91	\$ 1.00	\$ 1.18	\$ 1.16	\$ 1.69	\$ 1.51	\$ 1.46	\$ 1.56	\$ 3.65	\$ 5.03	\$ 4.53
Diluted Shares Outstanding	366.7	363.9	360.5	357.0	356.0	357.3	358.2	358.2	360.5	361.0	362.7	362.0	357.4	361.4
<u>Other Metrics</u>														
Cash and Investments	\$ 8,402	\$ 8,175	\$ 7,392	\$ 6,742	\$ 6,579	\$ 7,132	\$ 7,521	\$ 7,343	\$ 7,323	\$ 7,683	\$ 8,312	\$ 6,742	\$ 7,343	\$ 8,312
Capital Expenditures and Acquisitions	\$ 96.3	\$ 144.3	\$ 169.6	\$ 140.3	\$ 195.7	\$ 186.9	\$ 258.0	\$ 438.4	\$ 243.6	\$ 310.3	\$ 248.3	\$ 550.5	\$ 1,079.0	\$ 802.2
Share Repurchases	\$ 106.5	\$ 500.1	\$ 1,000.0	\$ 1,000.8	\$ 350.0	\$ —	\$ —	\$ 66.3	\$ —	\$ —	\$ —	\$ 2,607.4	\$ 416.3	\$ —
Headcount	10,536	11,254	11,788	12,120	12,452	12,932	13,421	13,676	14,118	14,668	15,333	12,120	13,676	15,333

Intuitive Surgical, Inc.
Trended Unaudited Quarterly and Annual Non-GAAP Financial Measures (#)
(in millions, except per share data)
2022 - 2024

	<u>Q1'22</u>	<u>Q2'22</u>	<u>Q3'22</u>	<u>Q4'22</u>	<u>Q1'23</u>	<u>Q2'23</u>	<u>Q3'23</u>	<u>Q4'23</u>	<u>Q1'24</u>	<u>Q2'24</u>	<u>Q3'24</u>	<u>FY22</u>	<u>FY23</u>	<u>FY24</u> <u>YTD</u>
Non-GAAP Gross Profit Margin	69.8%	69.2%	69.8%	68.2%	67.2%	68.5%	68.8%	68.0%	67.6%	70.0%	69.1%	69.2%	68.1%	68.9%
Non-GAAP SG&A Expenses	\$ 331.6	\$ 354.0	\$ 357.7	\$ 402.1	\$ 411.5	\$ 394.0	\$ 383.3	\$ 484.3	\$ 422.2	\$ 438.1	\$ 432.7	\$ 1,445.4	\$ 1,673.1	\$ 1,293.0
Non-GAAP Research and Development (“R&D”) Expenses	\$ 173.0	\$ 168.1	\$ 174.2	\$ 196.8	\$ 194.1	\$ 191.4	\$ 193.5	\$ 205.5	\$ 226.4	\$ 214.0	\$ 220.2	\$ 712.1	\$ 784.5	\$ 660.6
Non-GAAP Operating Margin	35.8%	34.9%	35.6%	32.0%	31.5%	35.2%	35.8%	32.2%	33.3%	37.5%	37.0%	34.5%	33.6%	36.0%
Non-GAAP Income Before Taxes	\$ 544.7	\$ 541.6	\$ 561.8	\$ 551.6	\$ 569.3	\$ 659.4	\$ 681.6	\$ 688.1	\$ 702.5	\$ 833.5	\$ 849.5	\$ 2,199.7	\$ 2,598.4	\$ 2,385.5
Non-GAAP Net Income Attributable to Intuitive Surgical, Inc.	\$ 413.1	\$ 414.5	\$ 428.5	\$ 438.7	\$ 436.9	\$ 507.0	\$ 524.0	\$ 573.6	\$ 541.1	\$ 641.0	\$ 669.1	\$ 1,694.8	\$ 2,041.5	\$ 1,851.2
Non-GAAP Net Income Per Share Attributable to Intuitive Surgical, Inc.	\$ 1.13	\$ 1.14	\$ 1.19	\$ 1.23	\$ 1.23	\$ 1.42	\$ 1.46	\$ 1.60	\$ 1.50	\$ 1.78	\$ 1.84	\$ 4.68	\$ 5.71	\$ 5.12
Diluted Shares Outstanding	366.7	363.9	360.5	357.0	356.0	357.3	358.2	358.2	360.5	361.0	362.7	362.0	357.4	361.4

Intuitive Surgical, Inc.
Trended Unaudited Quarterly and Annual Procedures, Revenue, and Related Metrics
Total Company
2022 - 2024

	<u>Q1'22</u>	<u>Q2'22</u>	<u>Q3'22</u>	<u>Q4'22</u>	<u>Q1'23</u>	<u>Q2'23</u>	<u>Q3'23</u>	<u>Q4'23</u>	<u>Q1'24</u>	<u>Q2'24</u>	<u>Q3'24</u>	<u>FY22</u>	<u>FY23</u>	<u>FY24</u> <u>YTD</u>
<i>Revenue and Related Metrics</i>														
Instruments and Accessories Revenue (millions)	\$ 810.3	\$ 895.3	\$ 871.6	\$ 940.7	\$ 985.6	\$ 1,075.9	\$ 1,071.4	\$ 1,143.7	\$ 1,158.9	\$ 1,244.4	\$ 1,264.2	\$ 3,517.9	\$ 4,276.6	\$ 3,667.5
Year-over-year growth	15%	12%	15%	12%	22%	20%	23%	22%	18%	16%	18%	13%	22%	17%
Quarter-over-quarter growth (decline)	(4)%	10%	(3)%	8%	5%	9%	—%	7%	1%	7%	2%			
Year-over-year da Vinci procedure growth	19%	14%	20%	18%	26%	22%	19%	21%	16%	17%	18%	18%	22%	17%
Quarter-over-quarter da Vinci procedure growth (decline)	(1)%	9%	2%	7%	6%	5%	—%	8%	2%	6%	1%			
Service Revenue (millions)	\$ 249.3	\$ 251.7	\$ 259.9	\$ 263.3	\$ 283.2	\$ 287.3	\$ 292.9	\$ 304.4	\$ 313.5	\$ 317.3	\$ 328.9	\$ 1,024.2	\$ 1,167.8	\$ 959.7
Year-over-year growth	15%	10%	12%	11%	14%	14%	13%	16%	11%	10%	12%	12%	14%	11%
Quarter-over-quarter growth	5%	1%	3%	1%	8%	1%	2%	4%	3%	1%	4%			
Operating Lease Revenue (millions)	\$ 83.2	\$ 93.0	\$ 97.5	\$ 102.8	\$ 112.0	\$ 122.7	\$ 127.1	\$ 138.7	\$ 148.0	\$ 156.9	\$ 167.8	\$ 376.5	\$ 500.5	\$ 472.7
Year-over-year growth	41%	38%	34%	32%	35%	32%	30%	35%	32%	28%	32%	36%	33%	31%
Quarter-over-quarter growth	7%	12%	5%	5%	9%	10%	4%	9%	7%	6%	7%			
Total Recurring Revenue (millions) (1)	\$ 1,142.8	\$ 1,240.0	\$ 1,229.0	\$ 1,306.8	\$ 1,380.8	\$ 1,485.9	\$ 1,491.4	\$ 1,586.8	\$ 1,620.4	\$ 1,718.6	\$ 1,760.9	\$ 4,918.6	\$ 5,944.9	\$ 5,099.9
Year-over-year growth	16%	14%	16%	13%	21%	20%	21%	21%	17%	16%	18%	15%	21%	17%
Quarter-over-quarter growth (decline)	(1)%	9%	(1)%	6%	6%	8%	—%	6%	2%	6%	2%			
% Recurring Revenue	77%	81%	79%	79%	81%	85%	86%	82%	86%	86%	86%	79%	83%	86%
Systems Revenue (millions)	\$ 428.1	\$ 375.1	\$ 425.9	\$ 451.0	\$ 427.4	\$ 392.7	\$ 379.4	\$ 480.2	\$ 418.2	\$ 448.2	\$ 445.0	\$ 1,680.1	\$ 1,679.7	\$ 1,311.4
Year-over-year growth (decline)	16%	(15)%	3%	(4)%	—%	5%	(11)%	6%	(2)%	14%	17%	(1)%	—%	9%
Quarter-over-quarter growth (decline)	(9)%	(12)%	14%	6%	(5)%	(8)%	(3)%	27%	(13)%	7%	(1)%			
Total Revenue (millions) (2)	\$ 1,487.7	\$ 1,522.1	\$ 1,557.4	\$ 1,655.0	\$ 1,696.2	\$ 1,755.9	\$ 1,743.7	\$ 1,928.3	\$ 1,890.6	\$ 2,009.9	\$ 2,038.1	\$ 6,222.2	\$ 7,124.1	\$ 5,938.6
Year-over-year growth	15%	4%	11%	7%	14%	15%	12%	17%	11%	14%	17%	9%	14%	14%
Quarter-over-quarter growth (decline)	(4)%	2%	2%	6%	2%	4%	(1)%	11%	(2)%	6%	1%			

(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
2022 - 2024

	<u>Q1'22</u>	<u>Q2'22</u>	<u>Q3'22</u>	<u>Q4'22</u>	<u>Q1'23</u>	<u>Q2'23</u>	<u>Q3'23</u>	<u>Q4'23</u>	<u>Q1'24</u>	<u>Q2'24</u>	<u>Q3'24</u>	<u>FY22</u>	<u>FY23</u>	<u>FY24</u> <u>YTD</u>
<i>Installed System Base Rollforward</i>														
Beginning da Vinci Installed System Base	6,730	6,920	7,135	7,364	7,544	7,779	8,042	8,285	8,606	8,887	9,203	6,730	7,544	8,606
Systems Placed:														
Dual Console da Vinci X Systems	5	3	—	5	1	1	2	—	—	3	—	13	4	3
Single Console da Vinci X Systems	33	46	36	45	51	45	34	46	38	38	47	160	176	123
Dual Console da Vinci Xi Systems	84	52	75	91	74	76	79	99	58	44	45	302	328	147
Single Console da Vinci Xi Systems	182	173	189	222	176	197	181	251	185	165	156	766	805	506
Dual Console da Vinci 5 Systems	—	—	—	—	—	—	—	—	—	4	8	—	—	12
Single Console da Vinci 5 Systems	—	—	—	—	—	—	—	—	8	66	102	—	—	176
Da Vinci SP Systems	7	5	5	6	10	12	16	19	24	21	21	23	57	66
Total System Units Placed*	311	279	305	369	312	331	312	415	313	341	379	1,264	1,370	1,033
Trade-Ins and Retirements**	(121)	(64)	(76)	(189)	(77)	(68)	(69)	(94)	(32)	(25)	(43)	(450)	(308)	(100)
Ending da Vinci Installed System Base***	6,920	7,135	7,364	7,544	7,779	8,042	8,285	8,606	8,887	9,203	9,539	7,544	8,606	9,539
*Da Vinci Systems Placed under Fixed-Payment Operating Lease Arrangements (Included in Total System Units Placed)	66	67	59	84	69	73	70	92	65	83	79	276	304	227
*Percentage of da Vinci Systems Placed under Fixed-Payment Operating Lease Arrangements	21%	24%	19%	23%	22%	22%	22%	22%	21%	24%	21%	22%	22%	22%
*Da Vinci Systems Placed under Usage-Based Operating Lease Arrangements (Included in Total System Units Placed)	42	50	54	70	62	91	93	109	94	92	141	216	355	327
*Percentage of da Vinci Systems Placed under Usage-Based Operating Lease Arrangements	14%	18%	18%	19%	20%	27%	30%	26%	30%	27%	37%	17%	26%	32%
***Da Vinci Installed System Base under Fixed-Payment Operating Lease Arrangements	884	930	967	1,018	1,052	1,108	1,151	1,204	1,223	1,261	1,289	1,018	1,204	1,289
***Percentage of da Vinci Installed System Base under Fixed-Payment Operating Lease Arrangements	13%	13%	13%	13%	14%	14%	14%	14%	14%	14%	14%	13%	14%	14%
***Da Vinci Installed System Base under Usage-Based Operating Lease Arrangements	493	539	595	665	728	817	913	1,023	1,112	1,208	1,352	665	1,023	1,352
***Percentage of da Vinci Installed System Base under Usage-Based Operating Lease Arrangements	7%	8%	8%	9%	9%	10%	11%	12%	13%	13%	14%	9%	12%	14%
Ending Ion Installed System Base	163	204	254	321	376	435	490	534	604	678	736	321	534	736

** During the fourth quarters of 2023 and 2022, we performed a verification audit of our installed base records that identified 41 and 70 systems, respectively, mostly older S and Si models, which had been retired. We removed these systems from our installed base estimate during the fourth quarters of 2023 and 2022, respectively.

Intuitive Surgical, Inc.
Trended Unaudited Quarterly and Annual Procedures, Revenue, and Related Metrics
United States
2022 - 2024

	<u>Q1'22</u>	<u>Q2'22</u>	<u>Q3'22</u>	<u>Q4'22</u>	<u>Q1'23</u>	<u>Q2'23</u>	<u>Q3'23</u>	<u>Q4'23</u>	<u>Q1'24</u>	<u>Q2'24</u>	<u>Q3'24</u>	<u>FY22</u>	<u>FY23</u>	<u>FY24</u> <u>YTD</u>
<i>Revenue and Related Metrics</i>														
Instruments and Accessories Revenue (millions)	\$ 550.6	\$ 625.1	\$ 643.3	\$ 688.2	\$ 701.4	\$ 763.3	\$ 775.7	\$ 819.4	\$ 822.4	\$ 891.4	\$ 904.8	\$2,507.2	\$3,059.8	\$2,618.6
Year-over-year growth	10%	8%	20%	13%	27%	22%	21%	19%	17%	17%	17%	13%	22%	17%
Quarter-over-quarter growth (decline)	(10)%	14%	3%	7%	2%	9%	2%	6%	—%	8%	2%			
Year-over-year da Vinci procedure growth	16%	11%	18%	18%	26%	19%	17%	17%	14%	14%	16%	16%	19%	15%
Quarter-over-quarter da Vinci procedure growth (decline)	(3)%	11%	1%	9%	3%	5%	—%	9%	—%	5%	1%			
Service Revenue (millions)	\$ 165.9	\$ 168.0	\$ 175.0	\$ 175.5	\$ 186.7	\$ 189.4	\$ 188.5	\$ 198.7	\$ 203.6	\$ 203.5	\$ 209.2	\$ 684.4	\$ 763.3	\$ 616.3
Year-over-year growth	15%	11%	14%	13%	13%	13%	8%	13%	9%	7%	11%	13%	12%	9%
Quarter-over-quarter growth (decline)	7%	1%	4%	—%	6%	1%	—%	5%	2%	—%	3%			
Systems Revenue (millions)	\$ 248.3	\$ 218.0	\$ 264.7	\$ 235.0	\$ 221.8	\$ 189.8	\$ 216.0	\$ 237.9	\$ 212.5	\$ 224.3	\$ 265.4	\$ 966.0	\$ 865.5	\$ 702.2
Year-over-year growth (decline)	22%	(21)%	—%	(16)%	(11)%	(13)%	(18)%	1%	(4)%	18%	23%	(6)%	(10)%	12%
Quarter-over-quarter growth (decline)	(12)%	(12)%	21%	(11)%	(6)%	(14)%	14%	10%	(11)%	6%	18%			
Total Revenue (millions)	\$ 964.8	\$1,011.1	\$1,083.0	\$1,098.7	\$1,109.9	\$1,142.5	\$1,180.2	\$1,256.0	\$1,238.5	\$1,319.2	\$1,379.4	\$4,157.6	\$4,688.6	\$3,937.1
Year-over-year growth	14%	1%	14%	5%	15%	13%	9%	14%	12%	15%	17%	8%	13%	15%
Quarter-over-quarter growth (decline)	(8)%	5%	7%	1%	1%	3%	3%	6%	(1)%	7%	5%			
<i>Installed System Base Rollforward</i>														
Beginning da Vinci Installed System Base	4,139	4,238	4,342	4,470	4,563	4,668	4,805	4,943	5,111	5,243	5,385	4,139	4,563	5,111
Systems Placed:														
Dual Console da Vinci X Systems	2	—	—	—	—	—	—	—	—	—	—	2	—	—
Single Console da Vinci X Systems	5	5	3	5	2	2	3	3	1	1	4	18	10	6
Dual Console da Vinci Xi Systems	53	33	58	58	32	51	56	64	36	17	28	202	203	81
Single Console da Vinci Xi Systems	122	107	109	114	100	96	88	130	94	54	71	452	414	219
Dual Console da Vinci 5 Systems	—	—	—	—	—	—	—	—	—	4	8	—	—	12
Single Console da Vinci 5 Systems	—	—	—	—	—	—	—	—	8	66	102	—	—	176
Da Vinci SP Systems	4	5	5	4	7	8	12	12	9	7	6	18	39	22
Total System Units Placed*	186	150	175	181	141	157	159	209	148	149	219	692	666	516
Trade-Ins and Retirements**	(87)	(46)	(47)	(88)	(36)	(20)	(21)	(41)	(16)	(7)	(22)	(268)	(118)	(45)
Ending da Vinci Installed System Base	4,238	4,342	4,470	4,563	4,668	4,805	4,943	5,111	5,243	5,385	5,582	4,563	5,111	5,582
*Da Vinci Systems Placed under Fixed-Payment Operating Lease Arrangements (Included in Total System Units Placed)	47	34	35	41	31	31	28	41	25	28	35	157	131	88
*Da Vinci Systems Placed under Usage-Based Operating Lease Arrangements (Included in Total System Units Placed)	41	43	49	67	52	90	83	109	86	86	134	200	334	306
Ending Ion Installed System Base	162	203	253	320	375	433	488	531	597	669	722	320	531	722

** During the fourth quarters of 2023 and 2022, we performed a verification audit of our installed base records that identified 20 and 26 systems, respectively, mostly older S and Si models, which had been retired. We removed these systems from our installed base estimate during the fourth quarters of 2023 and 2022, respectively.

Intuitive Surgical, Inc.
Trended Unaudited Quarterly and Annual Procedures, Revenue, and Related Metrics
Outside of the United States
2022 - 2024

	<u>Q1'22</u>	<u>Q2'22</u>	<u>Q3'22</u>	<u>Q4'22</u>	<u>Q1'23</u>	<u>Q2'23</u>	<u>Q3'23</u>	<u>Q4'23</u>	<u>Q1'24</u>	<u>Q2'24</u>	<u>Q3'24</u>	<u>FY22</u>	<u>FY23</u>	<u>FY24</u> <u>YTD</u>
<i>Revenue and Related Metrics</i>														
Instruments and Accessories Revenue (millions)	\$ 259.7	\$ 270.2	\$ 228.3	\$ 252.5	\$ 284.2	\$ 312.6	\$ 295.7	\$ 324.3	\$ 336.5	\$ 353.0	\$ 359.4	\$1,010.7	\$1,216.8	\$1,048.9
Year-over-year growth	27%	23%	4%	9%	9%	16%	30%	28%	18%	13%	22%	15%	20%	18%
Quarter-over-quarter growth (decline)	12%	4%	(16)%	11%	13%	10%	(5)%	10%	4%	5%	2%			
Year-over-year da Vinci procedure growth	25%	22%	24%	18%	28%	28%	24%	29%	20%	22%	24%	22%	27%	22%
Quarter-over-quarter da Vinci procedure growth	5%	4%	4%	3%	14%	5%	1%	7%	7%	6%	2%			
Service Revenue (millions)	\$ 83.4	\$ 83.7	\$ 84.9	\$ 87.8	\$ 96.5	\$ 97.9	\$ 104.4	\$ 105.7	\$ 109.9	\$ 113.8	\$ 119.7	\$ 339.8	\$ 404.5	\$ 343.4
Year-over-year growth	13%	8%	7%	6%	16%	17%	23%	20%	14%	16%	15%	9%	19%	15%
Quarter-over-quarter growth	1%	—%	1%	3%	10%	1%	7%	1%	4%	4%	5%			
Systems Revenue (millions)	\$ 179.8	\$ 157.1	\$ 161.2	\$ 216.0	\$ 205.6	\$ 202.9	\$ 163.4	\$ 242.3	\$ 205.7	\$ 223.9	\$ 179.6	\$ 714.1	\$ 814.2	\$ 609.2
Year-over-year growth (decline)	8%	(3)%	6%	14%	14%	29%	1%	12%	—%	10%	10%	7%	14%	7%
Quarter-over-quarter growth (decline)	(5)%	(13)%	3%	34%	(5)%	(1)%	(19)%	48%	(15)%	9%	(20)%			
Total Revenue (millions)	\$ 522.9	\$ 511.0	\$ 474.4	\$ 556.3	\$ 586.3	\$ 613.4	\$ 563.5	\$ 672.3	\$ 652.1	\$ 690.7	\$ 658.7	\$2,064.6	\$2,435.5	\$2,001.5
Year-over-year growth	18%	12%	5%	11%	12%	20%	19%	21%	11%	13%	17%	11%	18%	14%
Quarter-over-quarter growth (decline)	4%	(2)%	(7)%	17%	5%	5%	(8)%	19%	(3)%	6%	(5)%			
<i>Installed System Base Rollforward</i>														
Beginning da Vinci Installed System Base	2,591	2,682	2,793	2,894	2,981	3,111	3,237	3,342	3,495	3,644	3,818	2,591	2,981	3,495
Systems Placed:														
Dual Console da Vinci X Systems	3	3	—	5	1	1	2	—	—	3	—	11	4	3
Single Console da Vinci X Systems	28	41	33	40	49	43	31	43	37	37	43	142	166	117
Dual Console da Vinci Xi Systems	31	19	17	33	42	25	23	35	22	27	17	100	125	66
Single Console da Vinci Xi Systems	60	66	80	108	76	101	93	121	91	111	85	314	391	287
Dual Console da Vinci 5 Systems	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Single Console da Vinci 5 Systems	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Da Vinci SP Systems	3	—	—	2	3	4	4	7	15	14	15	5	18	44
Total System Units Placed*	125	129	130	188	171	174	153	206	165	192	160	572	704	517
Trade-Ins and Retirements**	(34)	(18)	(29)	(101)	(41)	(48)	(48)	(53)	(16)	(18)	(21)	(182)	(190)	(55)
Ending da Vinci Installed System Base	2,682	2,793	2,894	2,981	3,111	3,237	3,342	3,495	3,644	3,818	3,957	2,981	3,495	3,957
*Da Vinci Systems Placed under Fixed-Payment Operating Lease Arrangements (Included in Total System Units Placed)	19	33	24	43	38	42	42	51	40	55	44	119	173	139
*Da Vinci Systems Placed under Usage-Based Operating Lease Arrangements (Included in Total System Units Placed)	1	7	5	3	10	1	10	—	8	6	7	16	21	21
Ending Ion Installed System Base	1	1	1	1	1	2	2	3	7	9	14	1	3	14

** During the fourth quarters of 2023 and 2022, we performed a verification audit of our installed base records that identified 21 and 44 systems, respectively, mostly older S and Si models, which had been retired. We removed these systems from our installed base estimate during the fourth quarters of 2023 and 2022, respectively.

Intuitive Surgical, Inc.
Reconciliation of Unaudited GAAP to Non-GAAP Financial Measures (#)
(in millions, except per share data)
2022 - 2024

	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24	FY22	FY23	FY24 YTD
GAAP gross profit	\$1,009.7	\$1,023.3	\$1,052.1	\$1,110.9	\$1,113.0	\$1,171.9	\$1,167.2	\$1,277.4	\$1,245.4	\$1,372.7	\$1,373.9	\$4,196.0	\$4,729.5	\$3,992.0
Share-based compensation expense	24.0	25.9	28.2	11.9	23.5	27.3	29.5	29.3	29.1	29.7	31.3	90.0	109.6	90.1
Long-term incentive plan expense	0.3	0.2	0.3	0.3	0.4	0.3	0.1	0.3	0.3	0.1	0.2	1.1	1.1	0.6
Amortization of intangible assets	3.8	3.9	5.9	5.6	3.4	3.5	3.7	3.8	3.8	3.7	2.4	19.2	14.4	9.9
Non-GAAP gross profit	\$1,037.8	\$1,053.3	\$1,086.5	\$1,128.7	\$1,140.3	\$1,203.0	\$1,200.5	\$1,310.8	\$1,278.6	\$1,406.2	\$1,407.8	\$4,306.3	\$4,854.6	\$4,092.6
Non-GAAP gross profit margin (1)	69.8%	69.2%	69.8%	68.2%	67.2%	68.5%	68.8%	68.0%	67.6%	70.0%	69.1%	69.2%	68.1%	68.9%
GAAP SG&A expenses	\$391.1	\$ 418.4	\$ 436.1	\$ 494.3	\$ 480.5	\$ 464.3	\$ 452.0	\$ 567.1	\$ 491.5	\$ 525.3	\$ 510.6	\$1,739.9	\$1,963.9	\$1,527.4
Share-based compensation expense	(60.0)	(62.3)	(67.6)	(69.1)	(66.2)	(66.9)	(71.3)	(67.0)	(66.6)	(78.3)	(76.3)	(259.0)	(271.4)	(221.2)
Long-term incentive plan expense	(1.7)	(0.5)	(2.5)	(1.0)	(1.9)	(2.6)	(0.6)	(1.6)	(1.9)	(0.9)	(1.0)	(5.7)	(6.7)	(3.8)
Amortization of intangible assets	(1.6)	(1.6)	(1.4)	(1.3)	(0.9)	(0.8)	(0.8)	(0.8)	(0.8)	(0.8)	(0.6)	(5.9)	(3.3)	(2.2)
Facilities asset abandonment charge	—	—	—	—	—	—	—	(13.4)	—	—	—	—	(13.4)	—
Litigation (charges) recoveries	—	—	(6.9)	(20.8)	—	—	4.0	—	—	(7.2)	—	(27.7)	4.0	(7.2)
Gain on sale of business	3.8	—	—	—	—	—	—	—	—	—	—	3.8	—	—
Non-GAAP SG&A expenses	\$ 331.6	\$ 354.0	\$ 357.7	\$ 402.1	\$ 411.5	\$ 394.0	\$ 383.3	\$ 484.3	\$ 422.2	\$ 438.1	\$ 432.7	\$1,445.4	\$1,673.1	\$1,293.0
GAAP R&D expenses	\$210.5	\$ 207.3	\$ 217.1	\$ 244.1	\$ 244.9	\$ 244.4	\$ 249.4	\$ 260.1	\$ 284.5	\$ 280.1	\$ 286.0	\$ 879.0	\$ 998.8	\$ 850.6
Share-based compensation expense	(36.8)	(38.5)	(42.3)	(46.6)	(50.1)	(52.3)	(55.3)	(54.1)	(57.6)	(65.6)	(65.3)	(164.2)	(211.8)	(188.5)
Amortization of intangible assets	(0.7)	(0.7)	(0.6)	(0.7)	(0.7)	(0.7)	(0.6)	(0.5)	(0.5)	(0.5)	(0.5)	(2.7)	(2.5)	(1.5)
Non-GAAP R&D expenses	\$ 173.0	\$ 168.1	\$ 174.2	\$ 196.8	\$ 194.1	\$ 191.4	\$ 193.5	\$ 205.5	\$ 226.4	\$ 214.0	\$ 220.2	\$ 712.1	\$ 784.5	\$ 660.6
GAAP income from operations	\$408.1	\$ 397.6	\$ 398.9	\$ 372.5	\$ 387.6	\$ 463.2	\$ 465.8	\$ 450.2	\$ 469.4	\$ 567.3	\$ 577.3	\$1,577.1	\$1,766.8	\$1,614.0
Share-based compensation expense	120.8	126.7	138.1	127.6	139.8	146.5	156.1	150.4	153.3	173.6	172.9	513.2	592.8	499.8
Long-term incentive plan expense	2.0	0.7	2.8	1.3	2.3	2.9	0.7	1.9	2.2	1.0	1.2	6.8	7.8	4.4
Amortization of intangible assets	6.1	6.2	7.9	7.6	5.0	5.0	5.1	5.1	5.1	5.0	3.5	27.8	20.2	13.6
Facilities asset abandonment charge	—	—	—	—	—	—	—	13.4	—	—	—	—	13.4	—
Litigation charges (recoveries)	—	—	6.9	20.8	—	—	(4.0)	—	—	7.2	—	27.7	(4.0)	7.2
Gain on sale of business	(3.8)	—	—	—	—	—	—	—	—	—	—	(3.8)	—	—
Non-GAAP income from operations	\$ 533.2	\$ 531.2	\$ 554.6	\$ 529.8	\$ 534.7	\$ 617.6	\$ 623.7	\$ 621.0	\$ 630.0	\$ 754.1	\$ 754.9	\$2,148.8	\$2,397.0	\$2,139.0
Non-GAAP operating margin (2)	35.8%	34.9%	35.6%	32.0%	31.5%	35.2%	35.8%	32.2%	33.3%	37.5%	37.0%	34.5%	33.6%	36.0%
GAAP income before taxes	\$402.4	\$ 406.9	\$ 402.8	\$ 394.7	\$ 421.8	\$ 499.2	\$ 522.0	\$ 515.9	\$ 538.5	\$ 654.5	\$ 671.0	\$1,606.8	\$1,958.9	\$1,864.0
Share-based compensation expense	120.8	126.7	138.1	127.6	139.8	146.5	156.1	150.4	153.3	173.6	172.9	513.2	592.8	499.8
Long-term incentive plan expense	2.0	0.7	2.8	1.3	2.3	2.9	0.7	1.9	2.2	1.0	1.2	6.8	7.8	4.4
Amortization of intangible assets	6.1	6.2	7.9	7.6	5.0	5.0	5.1	5.1	5.1	5.0	3.5	27.8	20.2	13.6
Facilities asset abandonment charge	—	—	—	—	—	—	—	13.4	—	—	—	—	13.4	—
Litigation charges (recoveries)	—	—	6.9	20.8	—	—	(4.0)	—	—	7.2	—	27.7	(4.0)	7.2
Gain on sale of business	(3.8)	—	—	—	—	—	—	—	—	—	—	(3.8)	—	—
(Gains) losses on strategic investments	17.2	1.1	3.3	(0.4)	0.4	5.8	1.7	1.4	3.4	(7.8)	0.9	21.2	9.3	(3.5)
Non-GAAP income before taxes	\$ 544.7	\$ 541.6	\$ 561.8	\$ 551.6	\$ 569.3	\$ 659.4	\$ 681.6	\$ 688.1	\$ 702.5	\$ 833.5	\$ 849.5	\$2,199.7	\$2,598.4	\$2,385.5
GAAP net income attributable to Intuitive Surgical, Inc.	\$365.6	\$ 307.8	\$ 324.0	\$ 324.9	\$ 355.3	\$ 420.8	\$ 415.7	\$ 606.2	\$ 544.9	\$ 526.9	\$ 565.1	\$1,322.3	\$1,798.0	\$1,636.9
Share-based compensation expense	120.8	126.7	138.1	127.6	139.8	146.5	156.1	150.4	153.3	173.6	172.9	513.2	592.8	499.8
Long-term incentive plan expense	2.0	0.7	2.8	1.3	2.3	2.9	0.7	1.9	2.2	1.0	1.2	6.8	7.8	4.4
Amortization of intangible assets	6.1	6.2	7.9	7.6	5.0	5.0	5.1	5.1	5.1	5.0	3.5	27.8	20.2	13.6
Facilities asset abandonment charge	—	—	—	—	—	—	—	13.4	—	—	—	—	13.4	—
Litigation charges (recoveries)	—	—	6.9	20.8	—	—	(4.0)	—	—	7.2	—	27.7	(4.0)	7.2
Gain on sale of business	(3.8)	—	—	—	—	—	—	—	—	—	—	(3.8)	—	—
(Gains) losses on strategic investments	17.2	1.1	3.3	(0.4)	0.4	5.8	1.7	1.4	3.4	(7.8)	0.9	21.2	9.3	(3.5)
Tax adjustments	(93.9)	(27.5)	(53.3)	(42.4)	(64.8)	(73.8)	(51.0)	(204.1)	(167.0)	(64.5)	(74.0)	(217.1)	(393.7)	(305.5)
Adjustments attributable to noncontrolling interest in joint venture	(0.9)	(0.5)	(1.2)	(0.7)	(1.1)	(0.2)	(0.3)	(0.7)	(0.8)	(0.4)	(0.5)	(3.3)	(2.3)	(1.7)
Non-GAAP net income attributable to Intuitive Surgical, Inc.	\$ 413.1	\$ 414.5	\$ 428.5	\$ 438.7	\$ 436.9	\$ 507.0	\$ 524.0	\$ 573.6	\$ 541.1	\$ 641.0	\$ 669.1	\$1,694.8	\$2,041.5	\$1,851.2
Non-GAAP net income per share attributable to Intuitive Surgical, Inc. - diluted	\$ 1.13	\$ 1.14	\$ 1.19	\$ 1.23	\$ 1.23	\$ 1.42	\$ 1.46	\$ 1.60	\$ 1.50	\$ 1.78	\$ 1.84	\$ 4.68	\$ 5.71	\$ 5.12
Diluted shares outstanding	366.7	363.9	360.5	357.0	356.0	357.3	358.2	358.2	360.5	361.0	362.7	362.0	357.4	361.4

(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.

This information is supplemental to the third quarter 2024 earnings press release issued by Intuitive Surgical, Inc., on October 17, 2024, 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, 2024, 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 attributable to Intuitive Surgical, Inc., and non-GAAP net income per diluted share attributable to Intuitive Surgical, Inc. ("EPS"). 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 by excluding items such as amortization of intangible assets, share-based compensation ("SBC") and long-term incentive plan expenses, and other special items. Long-term incentive plan expense relates to phantom share awards granted in China by our Intuitive-Fosun joint venture, to its employees that vest over four years and can remain outstanding for seven to ten years. These awards are valued based on certain key performance metrics. Accordingly, they are subject to significant volatility based on the performance of these metrics and are not tied to performance of our business within the period. 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. 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 SBC and long-term incentive plan expenses, and amortization of intangible assets.

Non-GAAP SG&A expenses. We define non-GAAP SG&A expenses as SG&A expenses, excluding SBC and long-term incentive plan expenses, amortization of intangible assets, a facilities asset abandonment charge, litigation charges and recoveries, and a gain on the sale of a business.

Non-GAAP R&D expenses. We define non-GAAP R&D expenses as R&D expenses, excluding SBC expenses and amortization of intangible assets.

Non-GAAP income from operations. We define non-GAAP income from operations as income from operations, excluding SBC and long-term incentive plan expenses, amortization of intangible assets, a facilities asset abandonment charge, litigation charges and recoveries, and a gain on the sale of a business.

Non-GAAP income before taxes. We define non-GAAP income before taxes as income before taxes, excluding SBC and long-term incentive plan expenses, amortization of intangible assets, a facilities asset abandonment charge, litigation charges and recoveries, a gain on the sale of a business, and gains (losses) on strategic investments.

Non-GAAP net income attributable to Intuitive Surgical, Inc. and EPS. We define non-GAAP net income as net income attributable to Intuitive Surgical, Inc., excluding SBC and long-term incentive plan expenses, amortization of intangible assets, a facilities asset abandonment charge, litigation charges and recoveries, a gain on the sale of a business, gains (losses) on strategic investments, tax adjustments, including excess tax benefits or deficiencies associated with SBC arrangements, one-time tax benefits from re-measurement of Swiss deferred tax assets, a one-time tax benefit from receipt of certain tax assets by our Swiss entity, and the net tax effects related to intra-entity transfers of non-inventory assets, and adjustments attributable to noncontrolling interest in joint venture, net of the related tax effects. We exclude a one-time tax benefit from re-measurement of certain deferred tax assets, because it is discrete in nature, and exclude the excess tax benefits or deficiencies associated with SBC arrangements as well as the tax effects associated with non-cash amortization of deferred tax assets related to intra-entity non-inventory transfers, because 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 attributable to Intuitive Surgical, Inc. divided by diluted shares outstanding, 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 attributable to Intuitive Surgical, Inc., and non-GAAP EPS exclude items such as amortization of intangible assets, re-measurement of contingent consideration, SBC and long-term incentive plan expenses, excess tax benefits or deficiencies associated with SBC arrangements, and non-cash amortization of deferred tax assets related to intra-entity transfer of non-inventory assets, 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 attributable to Intuitive Surgical, Inc. 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 attributable to Intuitive Surgical, Inc. and non-GAAP EPS and evaluating non-GAAP net income attributable to Intuitive Surgical, Inc. and non-GAAP EPS together with net income attributable to Intuitive Surgical, Inc. and net income per share attributable to Intuitive Surgical, Inc. calculated in accordance with GAAP.