**Forward-looking statement**

These slides and any accompanying oral presentation by Intuitive Surgical, Inc. contain estimates and forward-looking statements. Actual results may differ materially from those expressed or implied as a result of certain risks and uncertainties. These risks and uncertainties are described in detail in the Company's Securities and Exchange Commission filings. Please do not place undue reliance on these forward-looking statements, which speak only as of the date of this presentation.

Note: Some products discussed in this presentation may not be available without regulatory clearance. Please check with your local regulatory contact for current status.
Our mission

We believe that minimally invasive care is life-enhancing care. Through ingenuity and intelligent technology, we expand the potential of physicians to heal without constraints.

Our vision

We envision a future of care that is less invasive and profoundly better, where diseases are identified early and treated quickly so patients can get back to what matters most.
Intuitive by the numbers

1,800,000+
Procedures performed on da Vinci® systems in 2022

3,000+
Peer-reviewed articles published in 2022

1,200+
Da Vinci systems placed in 2022

12,000,000+
Procedures performed on da Vinci systems to date*

34,000+
Peer-reviewed articles published to date

7,700+
Da Vinci systems in hospitals globally*

(*) As of Mar. 2023.
Worldwide procedure trend

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Worldwide capital trend

System placements

<table>
<thead>
<tr>
<th>Year</th>
<th>Greenfield/Incremental</th>
<th>Trade-in</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>1,000</td>
<td>1,200</td>
</tr>
<tr>
<td>2020</td>
<td>1,000</td>
<td>1,200</td>
</tr>
<tr>
<td>2021</td>
<td>1,200</td>
<td>1,000</td>
</tr>
<tr>
<td>2022</td>
<td>1,400</td>
<td>1,100</td>
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</tbody>
</table>

Installed base

<table>
<thead>
<tr>
<th>Year</th>
<th>United States</th>
<th>Europe</th>
<th>Asia</th>
<th>Rest-of-world</th>
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</thead>
<tbody>
<tr>
<td>2019</td>
<td>5,000</td>
<td>1,000</td>
<td>500</td>
<td>2,500</td>
</tr>
<tr>
<td>2020</td>
<td>5,500</td>
<td>1,200</td>
<td>520</td>
<td>2,600</td>
</tr>
<tr>
<td>2021</td>
<td>6,000</td>
<td>1,400</td>
<td>540</td>
<td>2,700</td>
</tr>
<tr>
<td>2022</td>
<td>6,500</td>
<td>1,600</td>
<td>560</td>
<td>2,800</td>
</tr>
</tbody>
</table>

+12% YoY

11% CAGR
Procedure growth drivers

- +18% YoY growth overall
- +25% YoY growth OUS non-urology
- +22% YoY growth U.S. general surgery

2022 procedures

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Customers continue to reinvest

Phase 1
Adopt

Phase 2
Operationalize

Phase 3
Standardize

IDNs globally with 20+ systems

Hospitals globally with 7+ systems

~15% YoY 2023 Q1

~57% YoY 2023 Q1
2023 priorities

Accelerate access to and quality of MIS by driving:

- Increased utilization in focus procedures by country through training, commercial activities, and market access efforts
- Innovation—Expanded indications, and launches of our new platforms
- Continuity of supply, product quality and services provision as we emerge from pandemic stresses
- Increased productivity in functions that benefit from industrial scale
Business Overview
Intuitive advances what’s possible in minimally invasive care, expanding care team abilities to help improve patient outcomes.

Systems
Precise, powerful systems designed to extend capabilities for minimally invasive care

Learning
A progressive learning pathway to help expand the capabilities and technological proficiency of physicians and care teams

Services
Technical and program consultation, support, and data-driven planning to help maximize program performance and impact
Comprehensive and Integrated Ecosystem

**Systems**
- Instruments
- Stapling
- Surgical systems
- Software
- Advanced energy
- Vision

**Learning**
- Online education
- Technology training
- Continuing education
- Peer-to-peer education
- Residency/Fellowship program
- Skills simulation

**Services**
- Support services
- Clinical studies and economics analysis
- System maintenance
- Program and procedure analytics
- Program implementation
- Clinical support staff

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Da Vinci Instruments

Precision beyond the limits of the human hand
Recurring Revenue Model

Recurring Revenue Trend
(USD, in millions)

- 2015: $1,000
- 2016: $2,000
- 2017: $3,000
- 2018: $4,000
- 2019: $5,000
- 2020: $6,000
- 2021: $7,000

- System Sale or Sales-Type Lease
da Vinci Surgical Systems ASP of $0.5M - $2.5M
- 79%

- Instruments and Accessories
  $600 - $3,500 per procedure
- 70%

- Services
  $80K - $190K per year
- Nonrecurring

- Operational Leases
  $1,000 - $7,000

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Q1’23 Results
Q1 2023 Results

26%
Procedure growth Y/Y

12%
Da Vinci Installed base growth Y/Y

312
Da Vinci systems placed

$1.70
Billion in revenue (14% Y/Y)

67.2%
Pro-forma gross margin

$1.23
Pro-forma EPS
Da Vinci System Installed Base

7,779
worldwide as of March 31, 2023

4,668
United States

3,111
Outside of the United States
Environmental, Social and Governance
Outcomes-focused innovation to enhance physician and care team performance, efficiency, and to improve patient outcomes are at the core of what Intuitive does as a business. It is also a vital alignment for our environmental sustainability, social responsibility, and governance transparency work.

View the 2022 ESG Report on our website ›