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.
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

11,000,000+
Procedures performed on da Vinci systems to date¹

34,000+
Peer-reviewed articles published to date²

7,500+
Da Vinci systems in hospitals globally¹

2. As of Nov. 2022.
Source: Intuitive 2022 earnings estimate.
Objectives
Outstanding customer support in the face of pandemic disruption
Execution in robotic and digital platforms for new indications and markets
Diversified growth outside the U.S. beyond urology
General surgery growth in the U.S.

Challenges
Supply chain disruption, inflation in supply pricing
Foreign exchange impact on revenue
Staffing constraints in some hospitals limited access to surgery
COVID waves slowing procedures in China

Areas of strength
Benign general surgery growth in the U.S.
Procedure growth in OUS markets
Ion® adoption
Early stage of adoption of digital technologies: Hub, My Intuitive
Strong NPS scores
Worldwide procedure trend

Source: Intuitive 2022 earnings estimate.
Worldwide capital trend

System placements

- 2019
- 2020
- 2021
- 2022 (est.)

- Greenfield/Incremental
- Trade-in

Installed base

- 2019
- 2020
- 2021
- 2022 (est.)

- United States
- Europe
- Asia
- Rest-of-world

+12% YoY
11% CAGR

Source: Intuitive 2022 earnings estimate.
Revenue trend

(USD, in millions)

Source: Intuitive 2022 earnings estimate.
Procedure growth drivers

Source: Intuitive 2022 earnings estimate.
We define our line of sight as procedure segments where we have products and clearances currently in market.*

Products and clearances under development expected to expand the opportunity.

* Line of sight: Estimated robotically addressable portion of targeted procedures in targeted geographies with existing products and clearances. Excludes Ion. Intuitive internal estimate.
We now supply products and services across the intervention continuum at industrial scale. We start with the end in mind.
Getting to a high-functioning robotically assisted interventional program takes engaging the customer pre- and post-surgery
Seamless integration of these tools and their dependability has changed the standard of care.
When it all comes together, it creates a win, win, win, win for patients, care teams, providers, and payors
Customers are responding to this integrated approach

### Phase 1
**Adopt**

### Phase 2
**Operationalize**

### Phase 3
**Standardize**

**IDNs globally with 20+ systems**

- 2017 Q4: ~0%
- 2018 Q4: ~2%
- 2019 Q4: ~4%
- 2020 Q4: ~6%
- 2021 Q4: ~8%
- 2022 Q4: ~16%

**Hospitals globally with 7+ systems**

- 2017 Q4: ~0%
- 2018 Q4: ~2%
- 2019 Q4: ~4%
- 2020 Q4: ~6%
- 2021 Q4: ~8%
- 2022 Q4: ~48%
We are investing to operate consistently at industrial scale while driving our innovation edge.

1.8 million+
Annual procedures

69
Countries

7,500+
Da Vinci systems in hospitals globally
Improve patient access

Quadruple Aim

Better outcomes
- Length of stay
- Consistency of outcomes
- Surgical site infections
- Complications
- Return to OR
- Readmission

Better patient experience
- Recovery
- Conversions
- Outpatient versus inpatient

Better care team experience
- Ergonomics
- Dedicated teams
- OR efficiencies
- Analytics
- Training

Lower total cost of care
- Clinical cost
- Direct costs
- Clinical variation
Where do we go from here?

- Raise surgical capabilities to help standardize great outcomes
- Make high-quality MIS more accessible to surgeon and care team populations
- Gain efficiencies with staffing and healthcare costs
- Improve access for patients who can benefit from our solutions
Ion: Better support for diagnostics and a pathway to new applications

More reach*  More precision†  More stability‡

* Comparison to reach are relative to manual bronchoscope. Reach is defined by airway generation access.
† Comparisons of precision and stability are relative to manual techniques. Precision is the ability to place a biopsy tool in a desired location consistently. Results based on internal testing.
‡ Comparisons of precision and stability are relative to manual techniques. Stability is enabled by fiber optic sensing technology which maintains active robotic control of catheter position and corrects unwanted tip deflection. Results based on internal testing.
Lung cancer incidence

200K+
United States
Currently available

1M+
China
Green Channel pathway

300K+
Europe
Submitted

Demand for Ion has been robust

Ion installed base

Ion procedures

Source: Intuitive 2022 earnings estimate; Procedures rounded to the nearest hundred.
Studies and submissions

Colorectal IDE
- Underway

Thoracic IDE
- Underway

Geographic clearances
- U.S. Clearance - URO & TORS
- Korea Broad Clearance
- Japan Broad Clearance

SP progression

SP installed base

38%
2022 SP procedure growth YoY

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Source: Intuitive 2022 earnings estimate; Trial descriptions available on clinicaltrials.gov.
Digital and data open new opportunities

Outcomes

Clinical workflow and decision making

Learning

Personalized learning

Efficiency

Program optimization
Preoperative planning

Visualize the anatomy and prepare using 3D modeling

View surgeon-preferred instrument list from national trends with case reports

Learn how to set up for the procedure on Intuitive Learning

Collaborate with a mentor virtually with integrated telepresence

Automatically record and bookmark the procedure for postoperative review with Intuitive Hub

Analyze the video using AI to find areas of opportunity with procedure review

Track your progress with My Intuitive

Highlight opportunities to improve scheduling and inventory management in the customer portal

* Some features are still in development and availability will vary by country, depending on completion of work in progress and any required regulatory activities. Check with your local Intuitive team for availability in that market.
Our digital ecosystem helps support the episode of care

Simulation

Learning
>25% YoY installed base growth

Intuitive Hub

Inside the OR
>200% growth in da Vinci procedures captured

My Intuitive

Outside the OR
>575% YoY growth in registered users
We are pioneering delivery of surgical data science

Immediate access to surgical case data
Automatically capture and secure surgical case data with AI-enabled PHI removal and da Vinci-specific bookmarking. Tag, edit, and download for many purposes.

Personalized surgical insights
Review videos enhanced with advanced visualizations, ML-enabled segmentation, and objective performance indicators (OPIs). Search, compare, and review recommendations within the My Intuitive ecosystem.

Resources to take action
Share/receive videos and insights with/from others in the surgical community.
Serving customers matters

2022
79
Net promoter score (NPS)

Why?

- Solutions help support the quadruple aim
- Da Vinci Xi case completion rate: 99.9%*
- Learning program innovation and excellence
- Flexible capital acquisition models
- Extended-use instruments
- Custom hospital analytics

NPS classification
- World class: 70+
- Excellent: 50-69
- Good: 0-50

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
- Quality and continuity of supply as we emerge from pandemic stresses
- Increased productivity in functions that benefit from industrial scale