

INTUITIVE

# J.P. Morgan Healthcare Conference 2023

**Gary Guthart, PhD**

Chief Executive Officer, Intuitive

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## **Forward-looking statement**

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## **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 date<sup>1</sup>

34,000+

Peer-reviewed articles  
published to date<sup>2</sup>

7,500+

Da Vinci systems in  
hospitals globally<sup>1</sup>

1. As of Dec. 2022.

2. As of Nov. 2022.

Source: Intuitive 2022 earnings estimate.

# 2022 commentary

## 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.

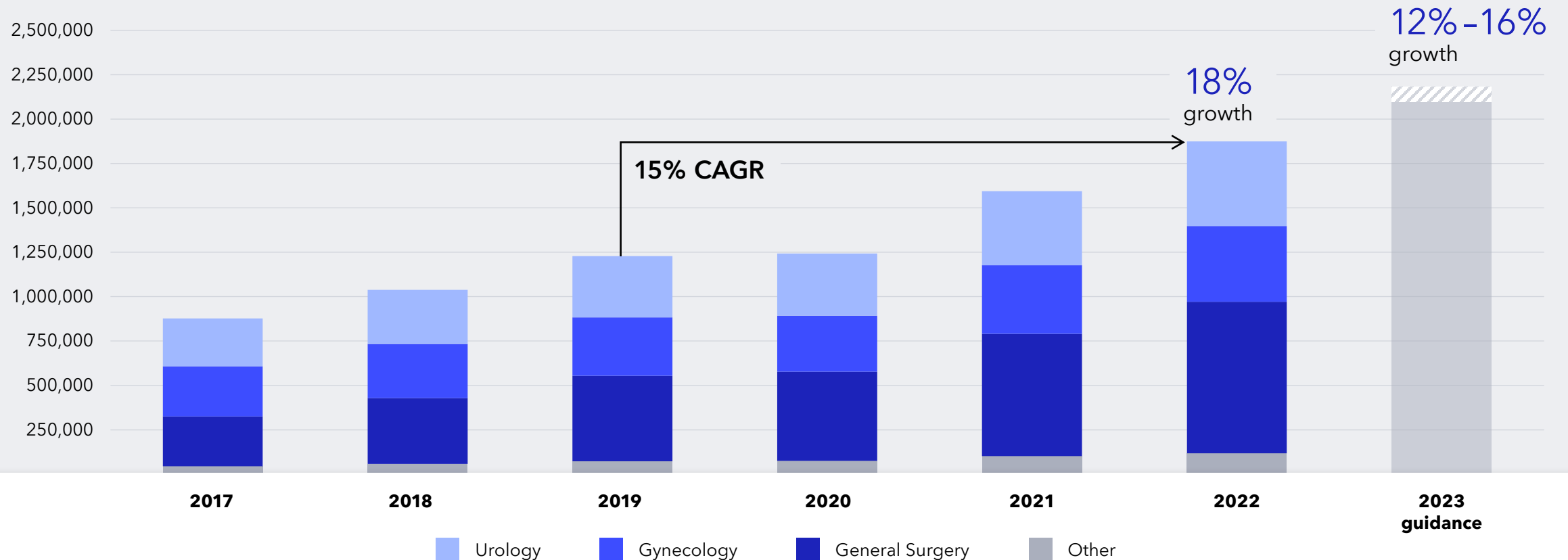
Procedure growth in OUS markets

Ion® adoption

Early stage of adoption of digital technologies: Hub, My Intuitive

Strong NPS scores

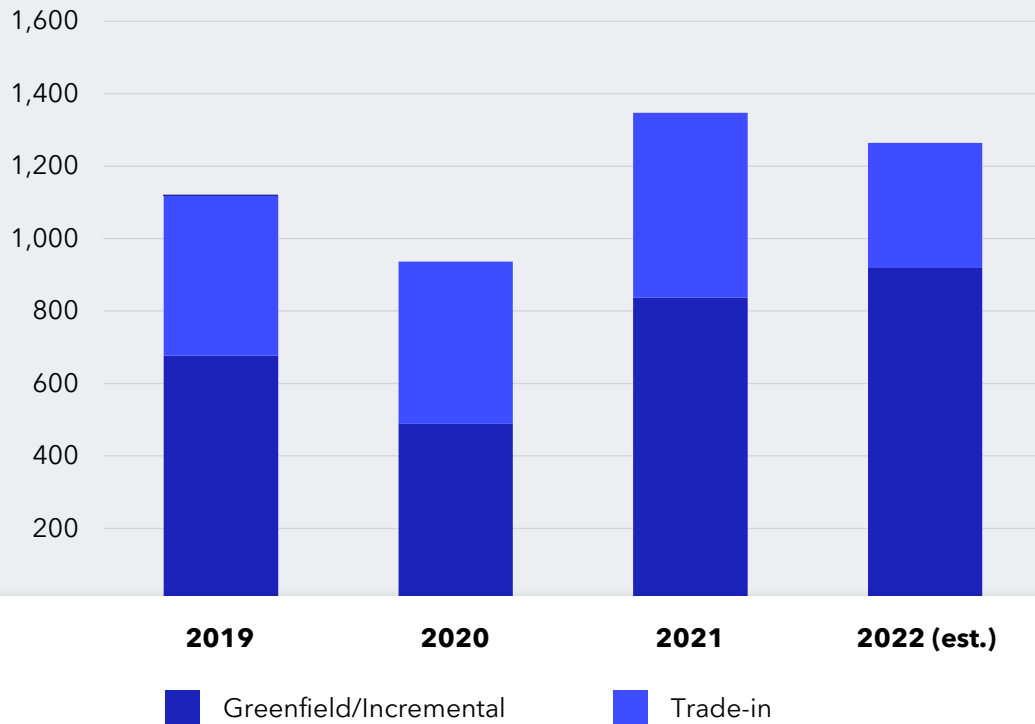
# Worldwide procedure trend



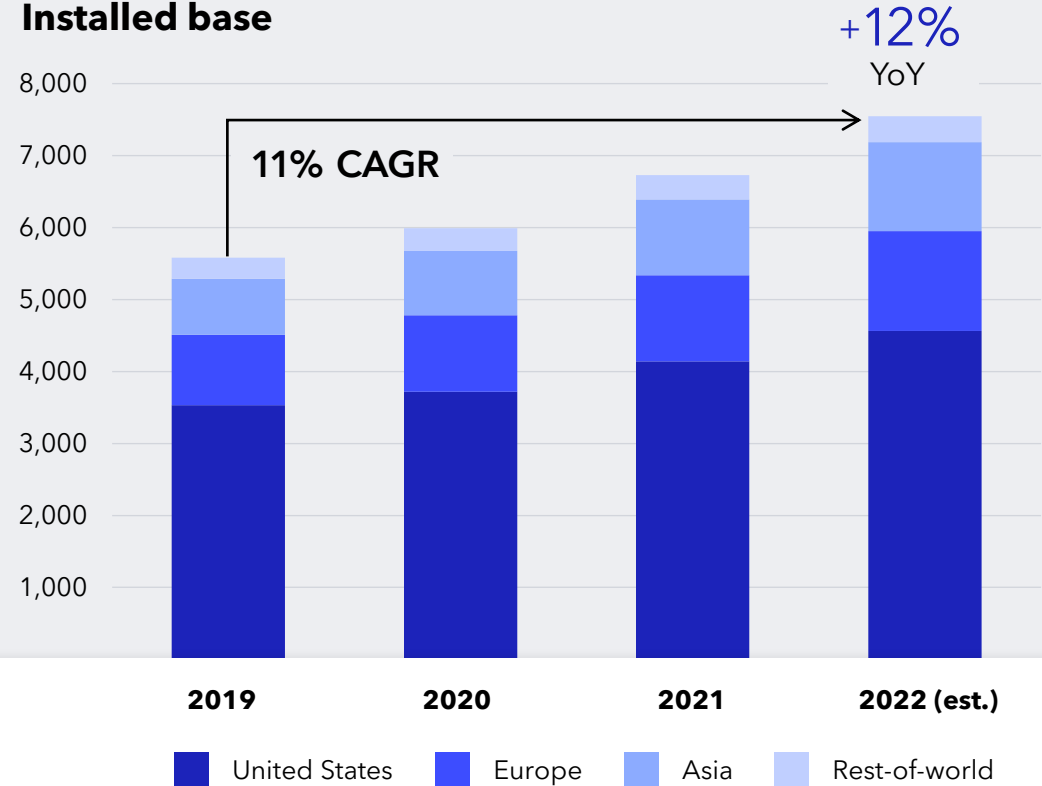
Source: Intuitive 2022 earnings estimate.

# Worldwide capital trend

## System placements



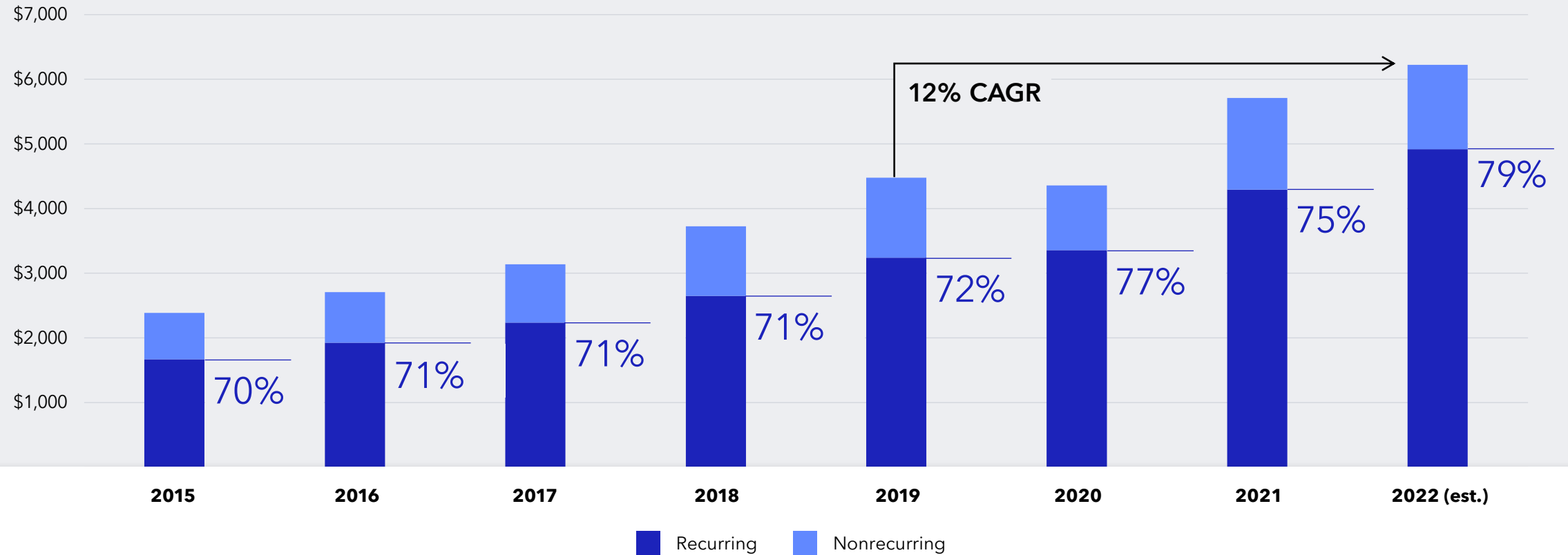
## Installed base



Source: Intuitive 2022 earnings estimate.

# Revenue trend

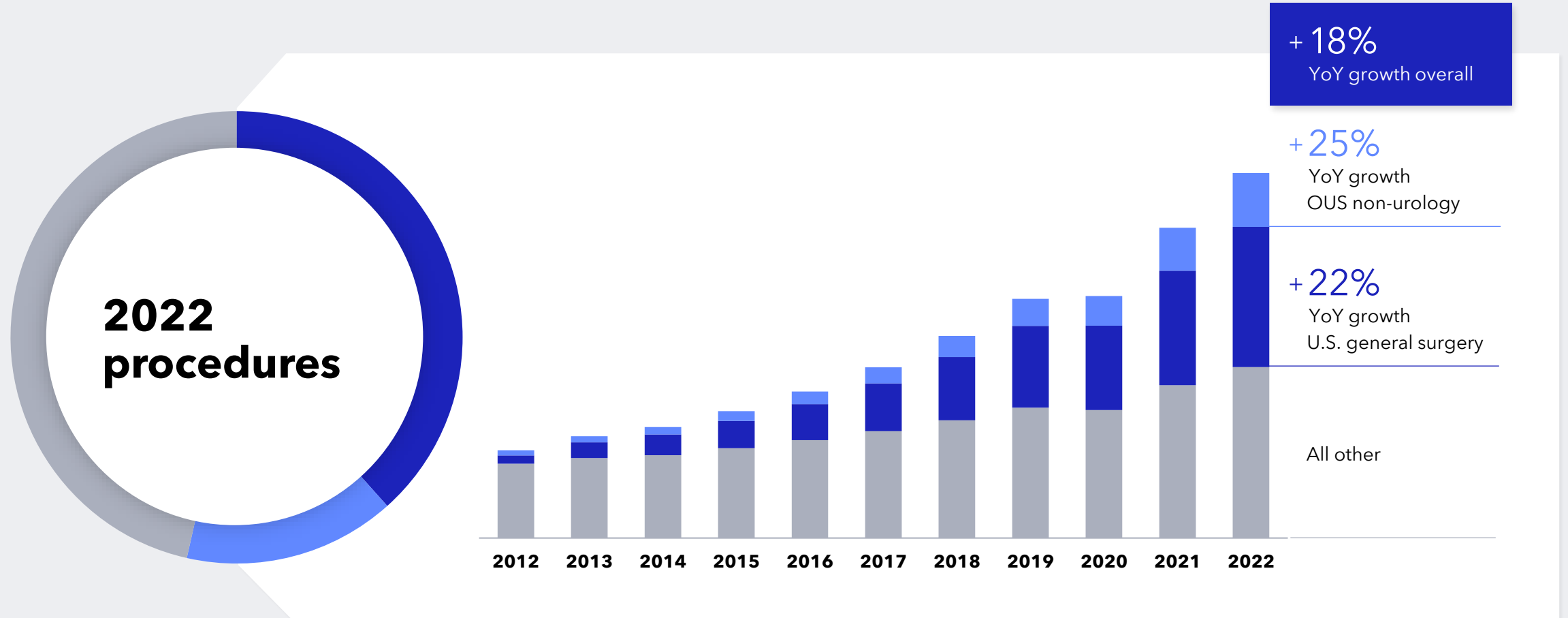
(USD, in millions)



Source: Intuitive 2022 earnings estimate.



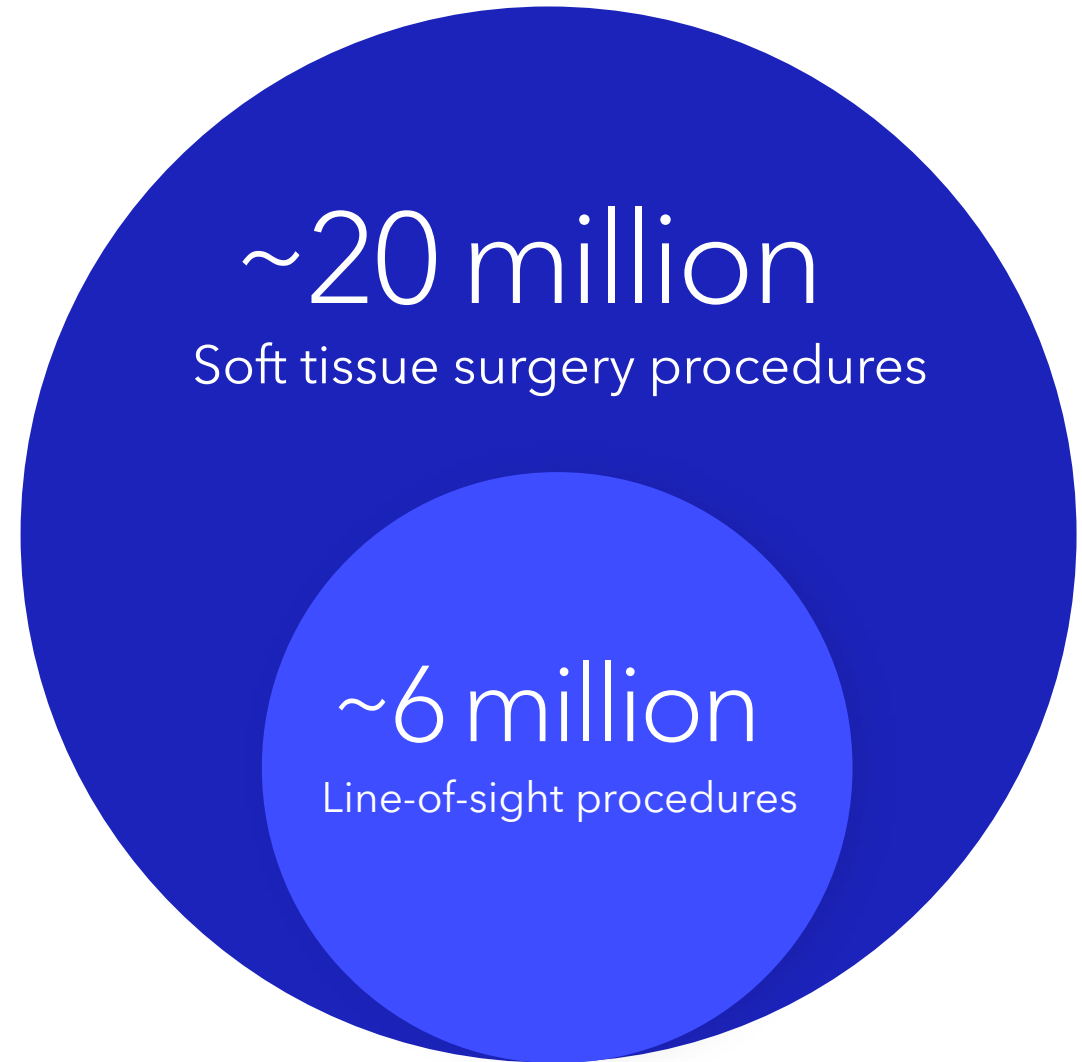
# Procedure growth drivers



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

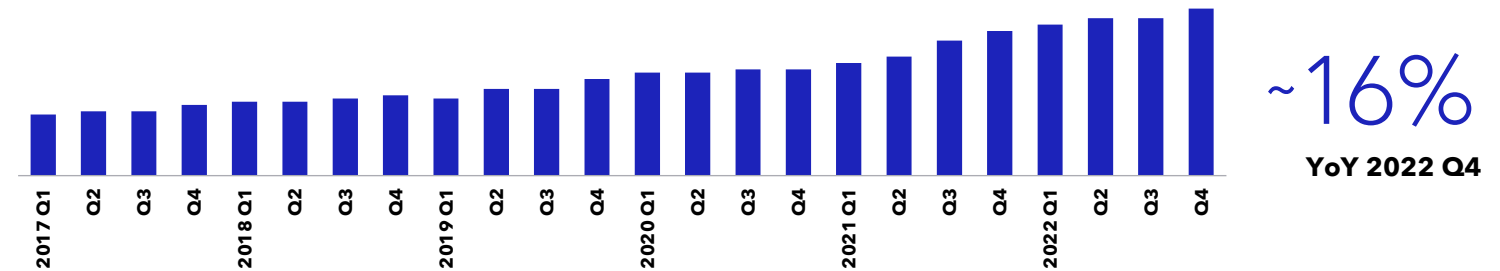
## Phase 2

Operationalize

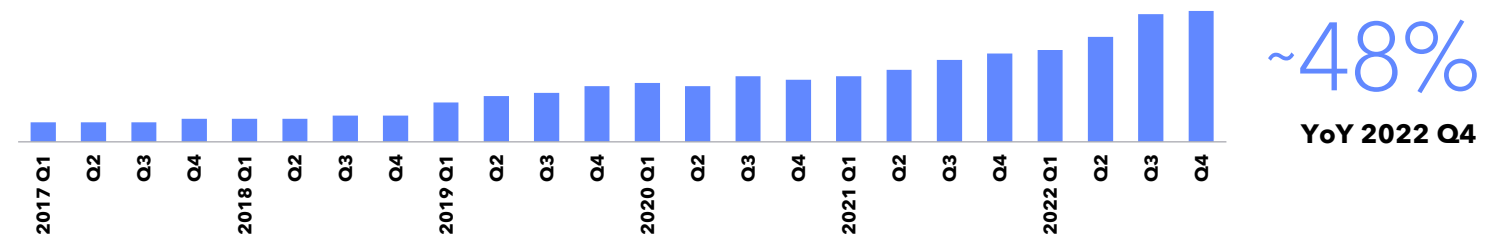
## Phase 3

Standardize

IDNs globally with 20+ systems



Hospitals globally with 7+ systems



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



## Better outcomes

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

## Better patient experience

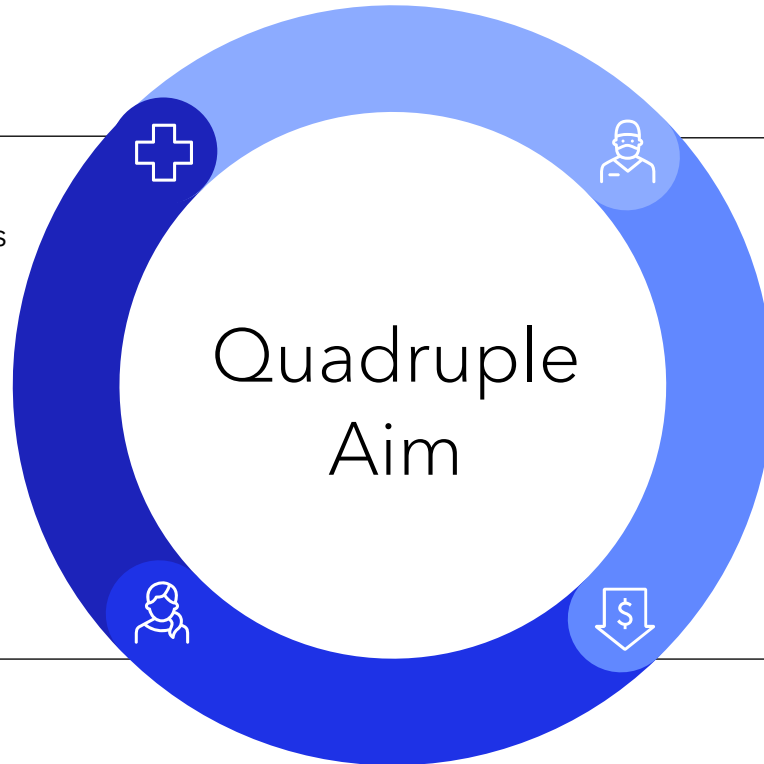
Recovery  
Conversions  
Outpatient versus inpatient

## Better care team experience

Ergonomics  
Dedicated teams  
OR efficiencies  
Analytics  
Training

## Lower total cost of care

Clinical cost  
Direct costs  
Clinical variation



  
Improve  
patient access

# Where do we go from here?



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Raise surgical capabilities to help standardize great outcomes



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Make high-quality MIS more accessible to surgeon and care team populations



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Gain efficiencies with staffing and healthcare costs



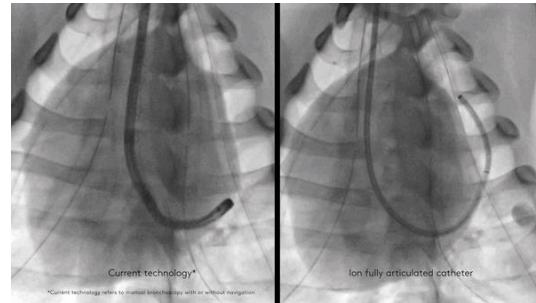
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Improve access for patients who can benefit from our solutions



# 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

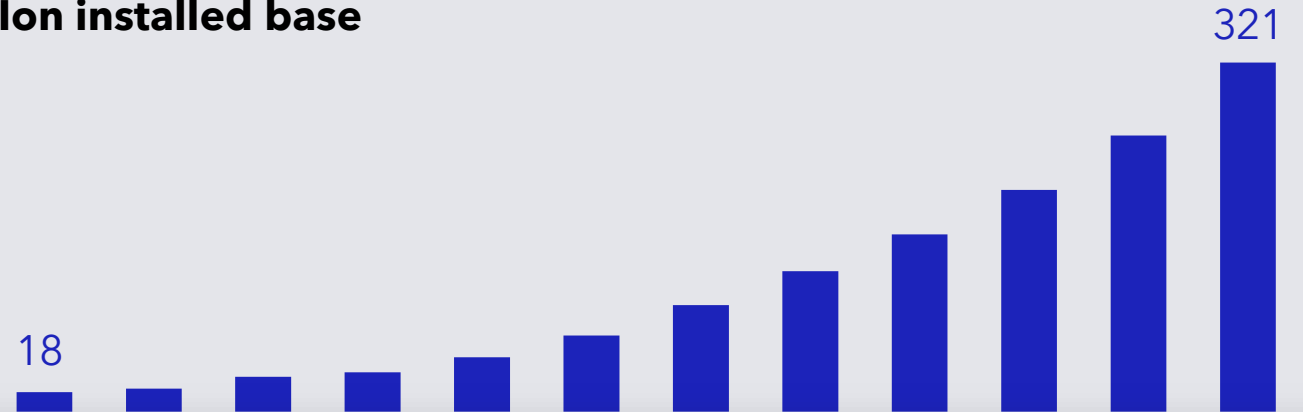
Green Channel pathway

300K+  
Europe

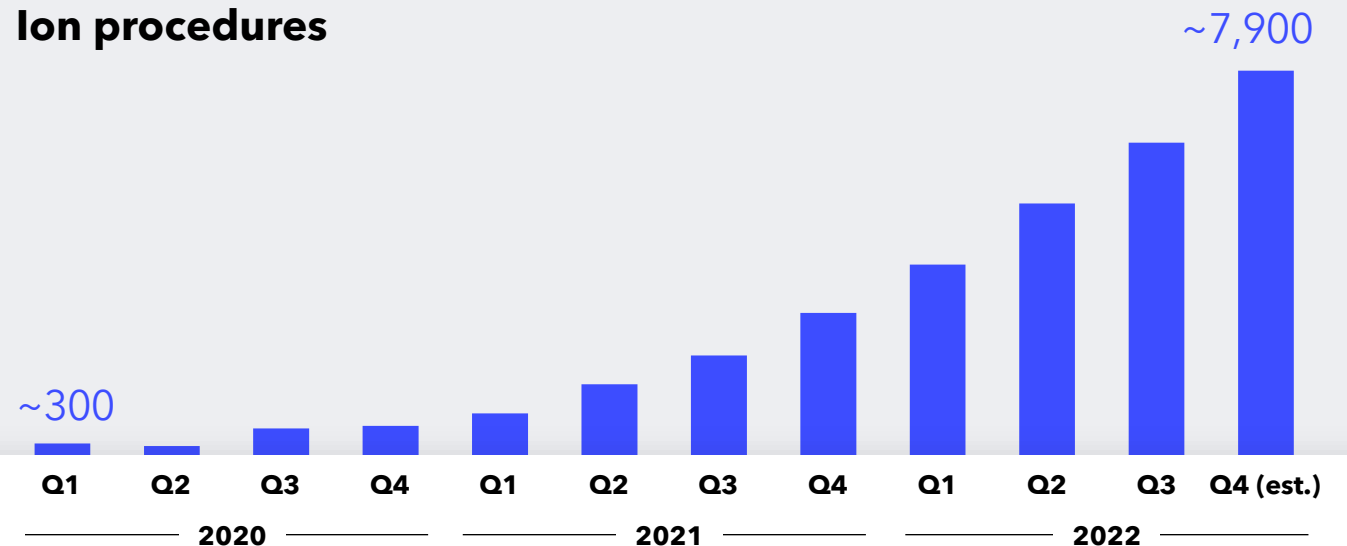
Submitted

# Demand for Ion has been robust

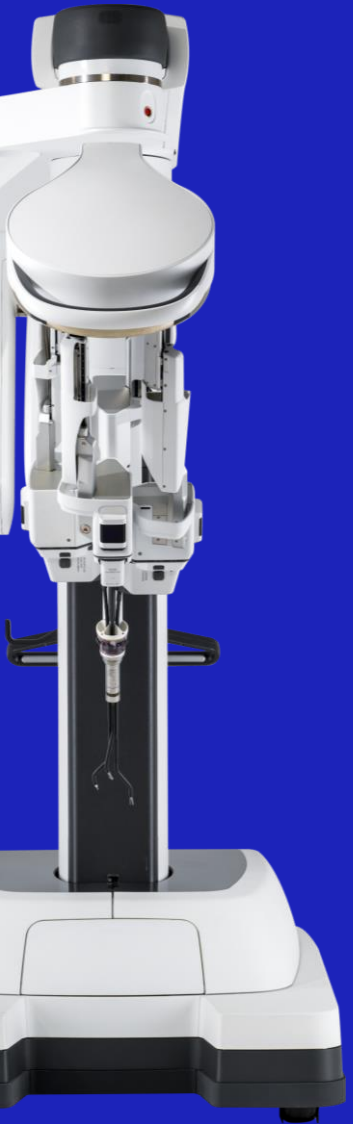
## Ion installed base



## 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

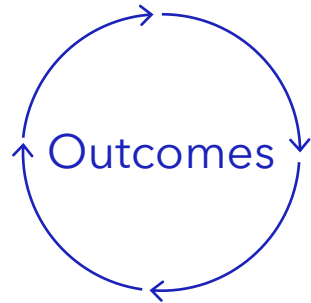
**SP installed base**

38%

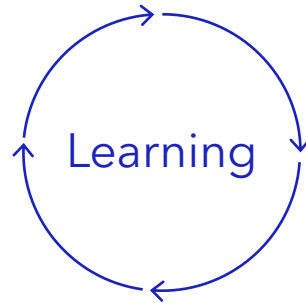
2022 SP procedure growth YoY



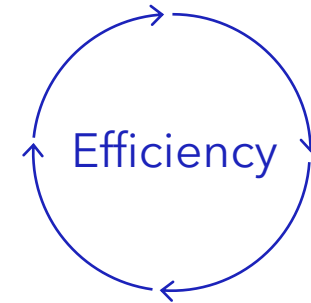
# Digital and data open new opportunities



**Clinical workflow  
and decision making**

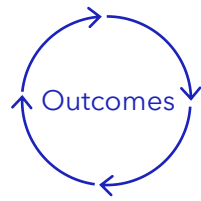


**Personalized  
learning**

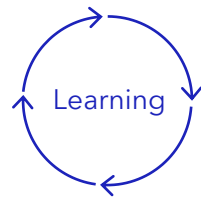


**Program  
optimization**

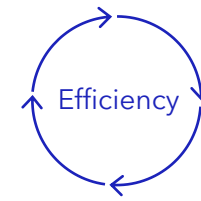
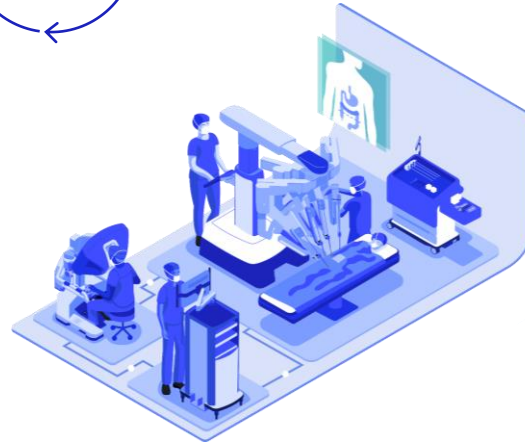




## Preoperative planning



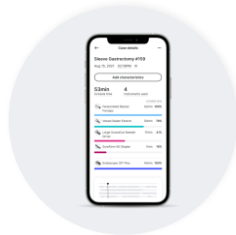
## Intraoperative guidance



## Postoperative analytics



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**



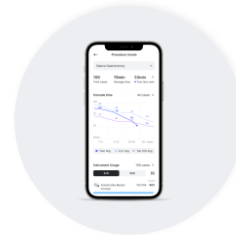
Collaborate with a mentor virtually with **integrated telepresence**



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



## Intuitive Hub



## My Intuitive



### Learning

**>25% YoY installed  
base growth**



### Inside the OR

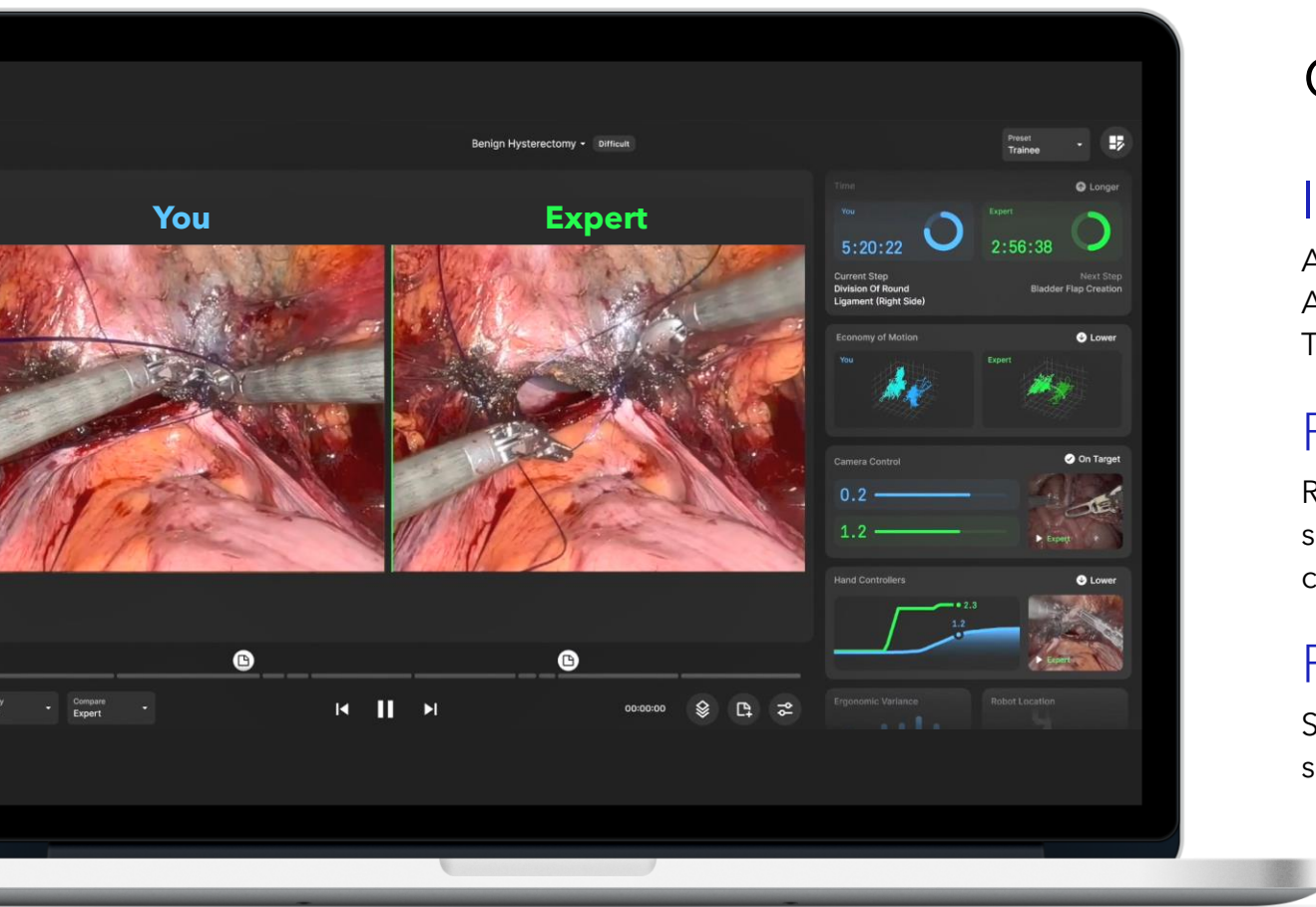
**>200% growth in da Vinci  
procedures captured**



### 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



## NPS classification

- › World class: **70+**
- Excellent: **50-69**
- Good: **0-50**

## 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

JD Power NPS Benchmark Study of U.S. customers.  
\* Intuitive 2021 Sustainability Report.

## 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

INTUITIVE

[intuitive.com](https://intuitive.com)