

INTUITIVE

Investor Presentation

Q1 2023

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+

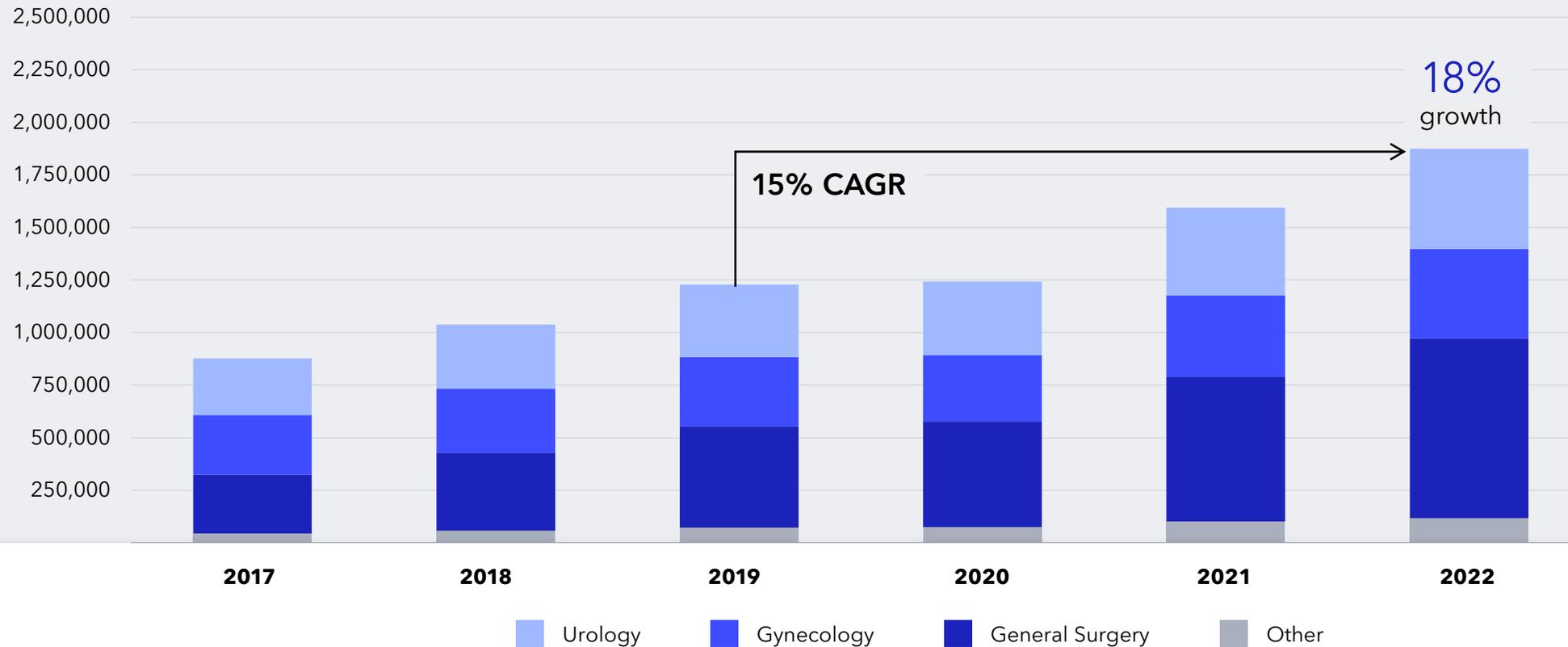
Peer-reviewed articles
published to date

7,700+

Da Vinci systems in
hospitals globally*

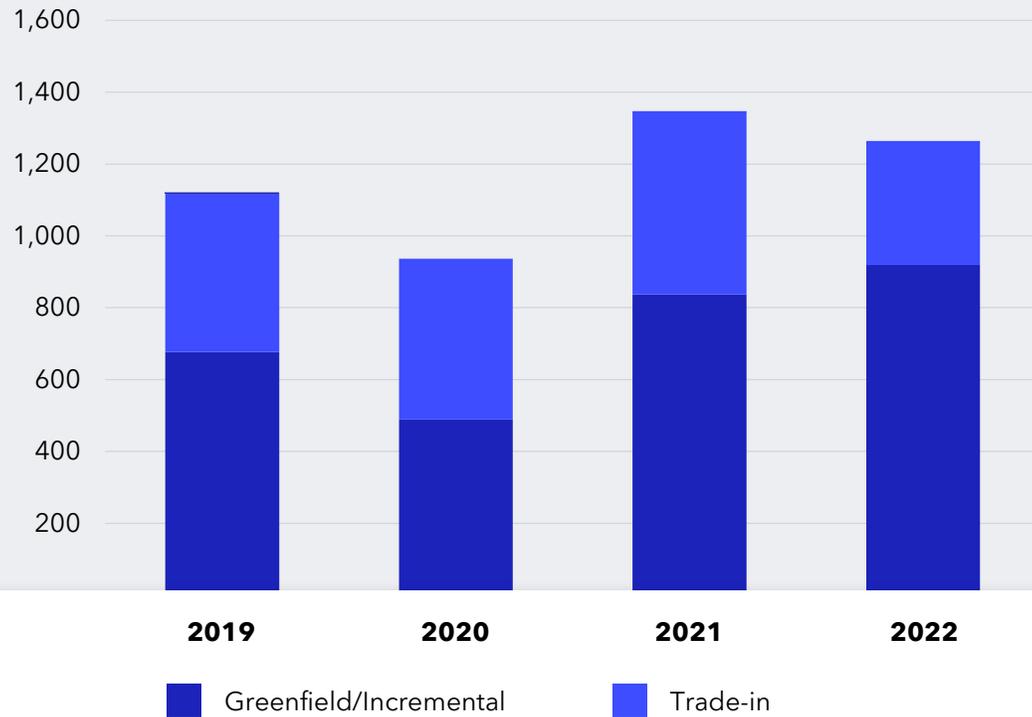
(*) As of Mar. 2023.

Worldwide procedure trend

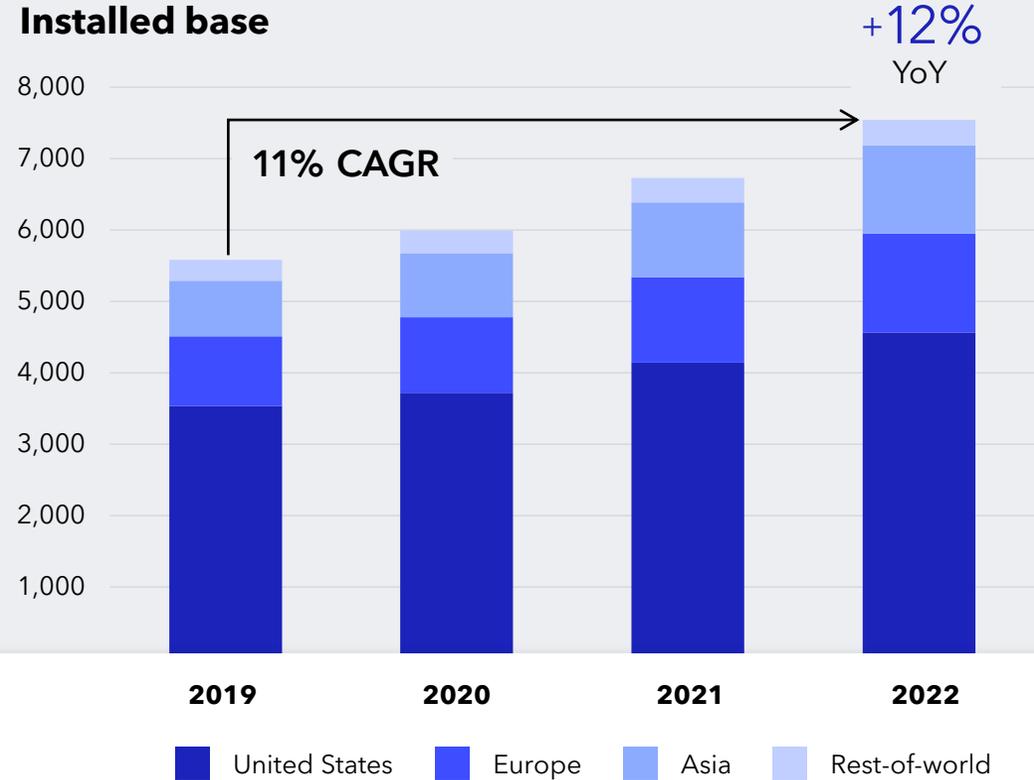


Worldwide capital trend

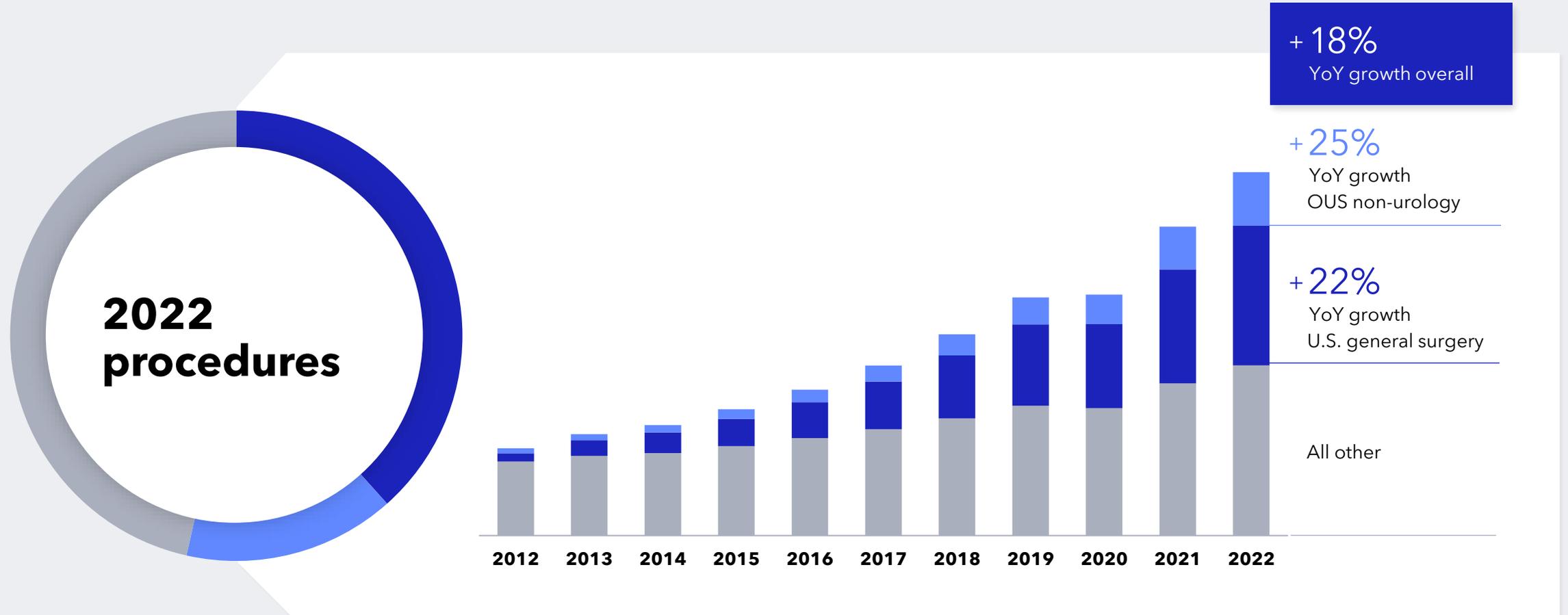
System placements



Installed base



Procedure growth drivers



Customers continue to reinvest

Phase 1

Adopt

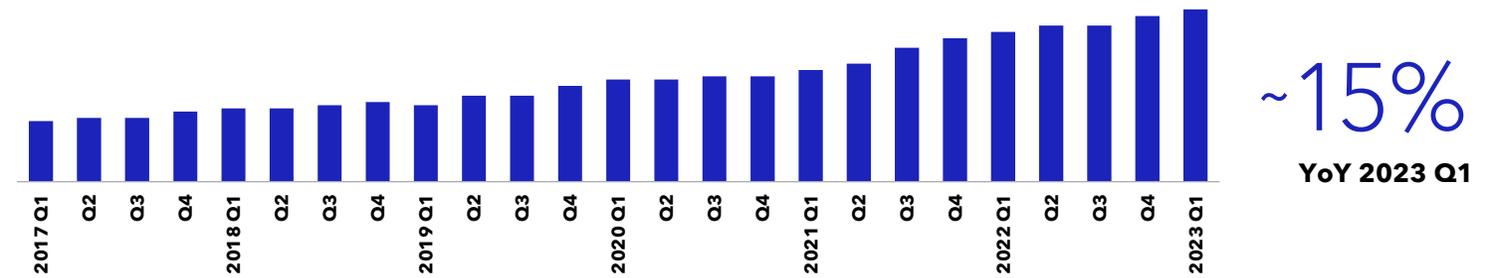
Phase 2

Operationalize

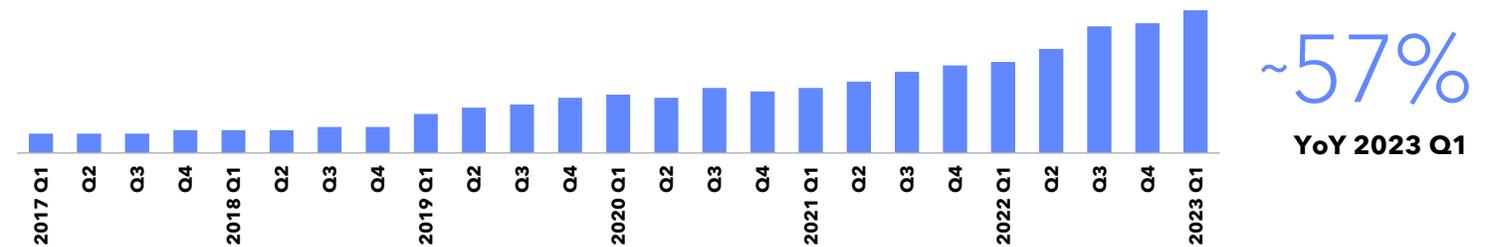
Phase 3

Standardize

IDNs globally with 20+ systems



Hospitals globally with 7+ systems



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.

Learning

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



Systems

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

Services

Technical and program consultation, support, and data-driven planning to help maximize program performance and impact

Comprehensive and Integrated Ecosystem



Patients, surgeons,
and hospitals

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

Da Vinci SP[®]



Da Vinci Xi[®]



Ion





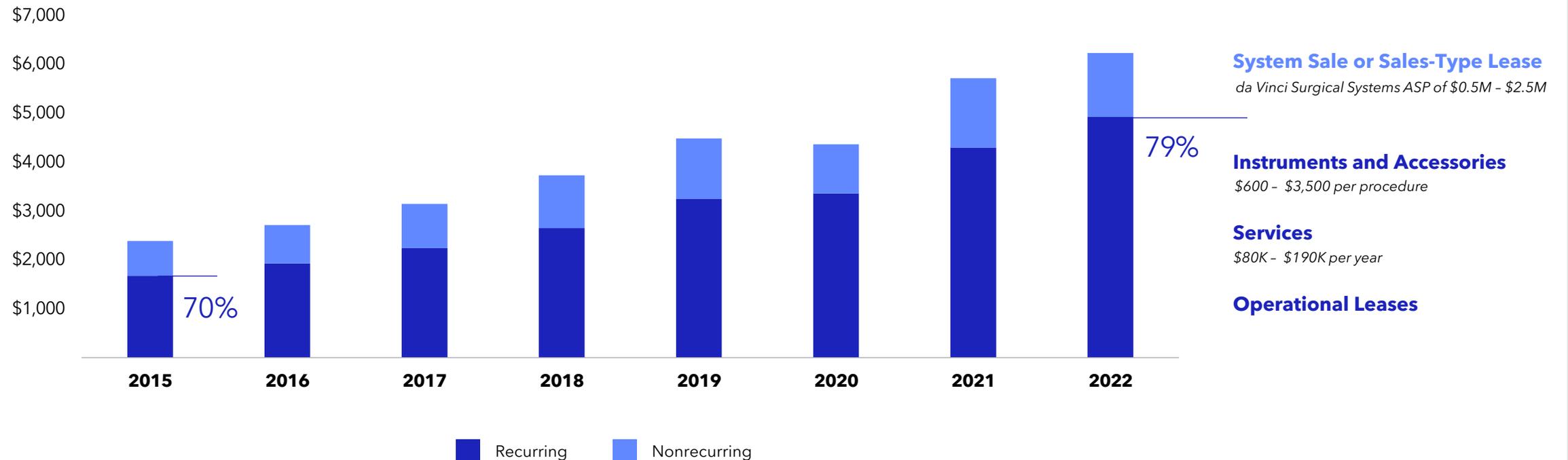
Da Vinci Instruments

Precision beyond the limits of the human hand

Recurring Revenue Model

Revenue Trend

(USD, in millions)



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



ESG

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 ›](#)

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intuitive.com