

INTUITIVE

J.P. Morgan Healthcare Conference 2022

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Chief Executive Officer, Intuitive

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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.

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We are driven by improvements to the quadruple aim – first among them are patient outcomes

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

In 2021 ...

1,500,000⁺

procedures performed in 2021

3,000⁺

peer reviewed articles published in 2021

1,300⁺

da Vinci systems placed in 2021

Source: Intuitive 2021 earnings estimate

10,000,000⁺

procedures performed to date

29,000⁺

peer reviewed articles published to date

6,700⁺

da Vinci systems in clinical use

2021 Commentary

Objectives

Support our customer recovery of surgery during and post pandemic

Advance our launches of SP, Ion, imaging, and analytics including new indications

Outstanding regional performance

Continue to expand clinical, economic and analytical evidence base for key procedures and countries

Challenges

COVID-19 waves caused disruption to diagnostic pipelines, surgery departments and training pipelines

Supply chain and logistics disruption

Areas of strength

Recovery in use of da Vinci systems as COVID impact eased

Capital strength with IDNs standardizing on Generation 4 systems

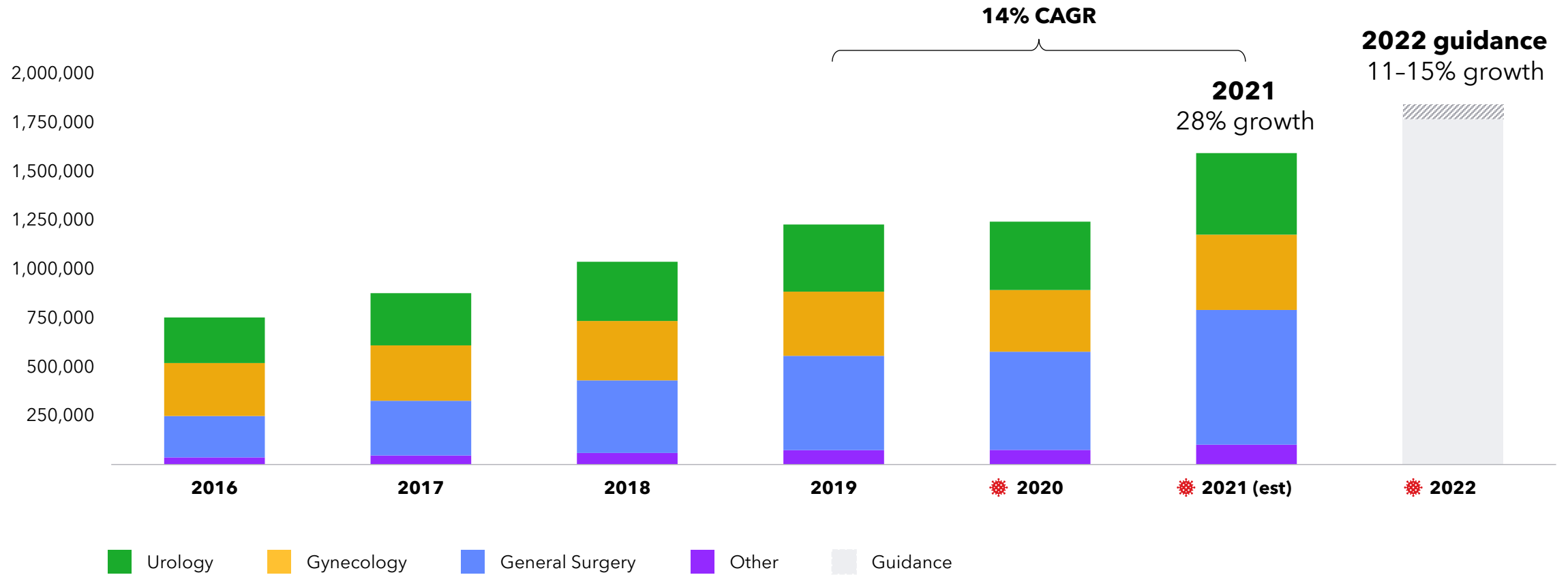
Strong Ion progress

Asia Pacific market robustness

Strong NPS scores

Growing ability to capture, curate, and inform action with data

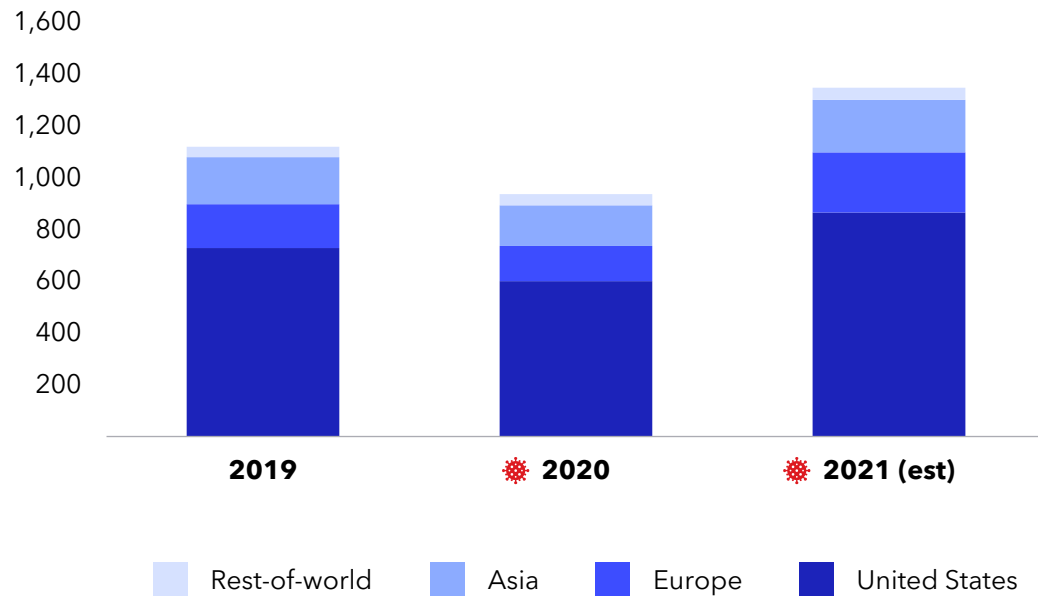
Worldwide procedure trend



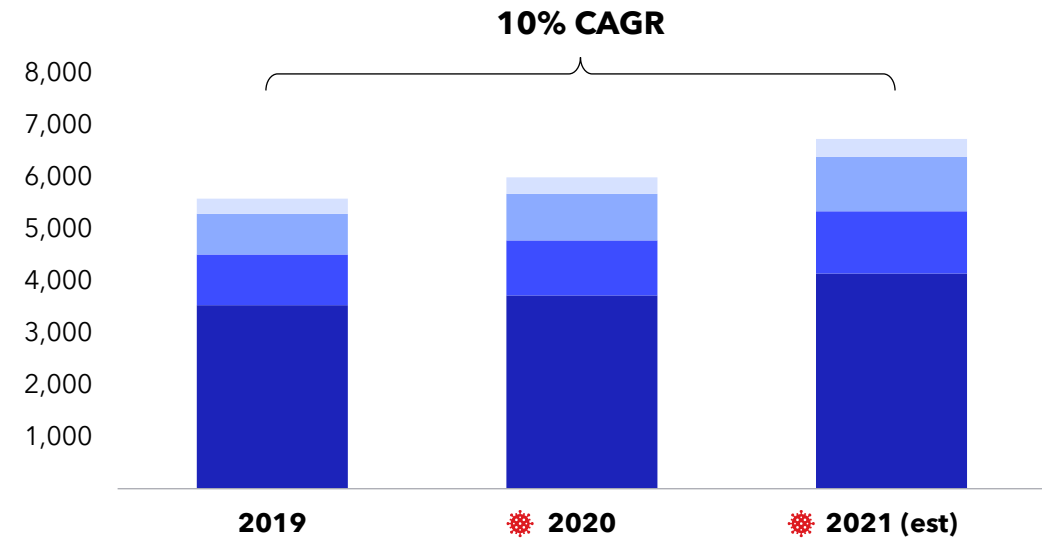
Source: Intuitive 2021 earnings estimate

Worldwide capital trend

System placements

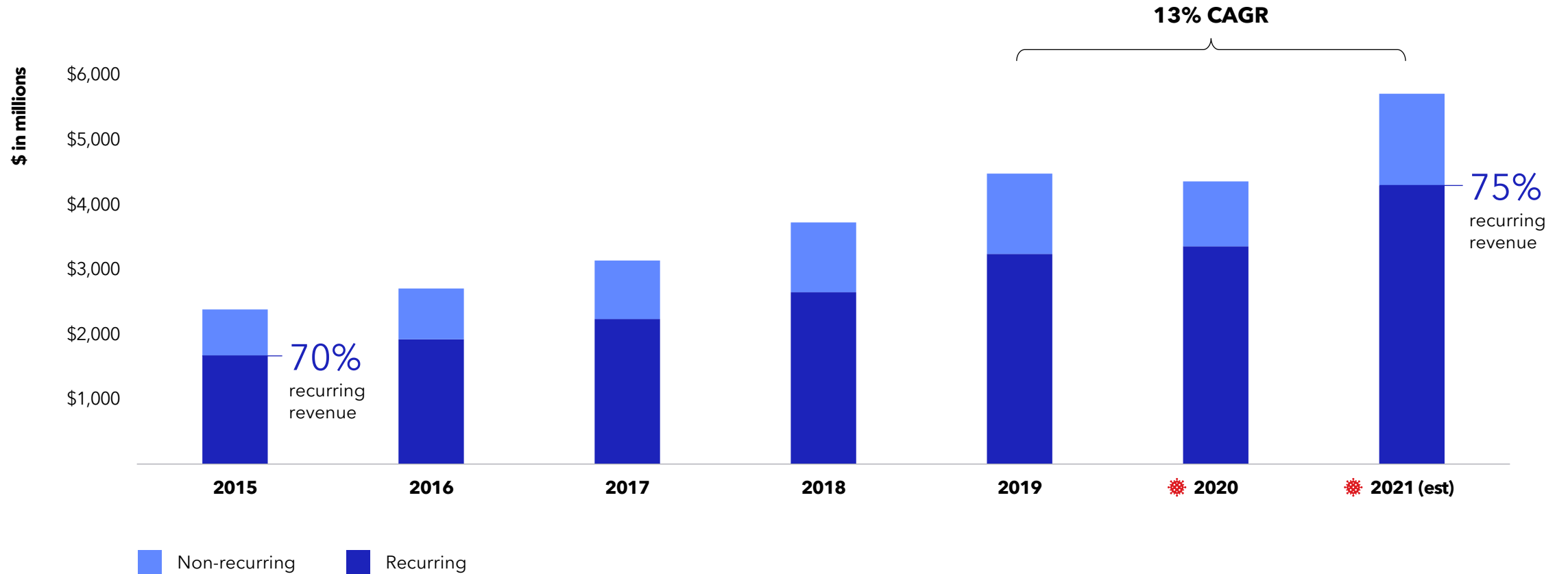


Installed base



Source: Intuitive 2021 earnings estimate

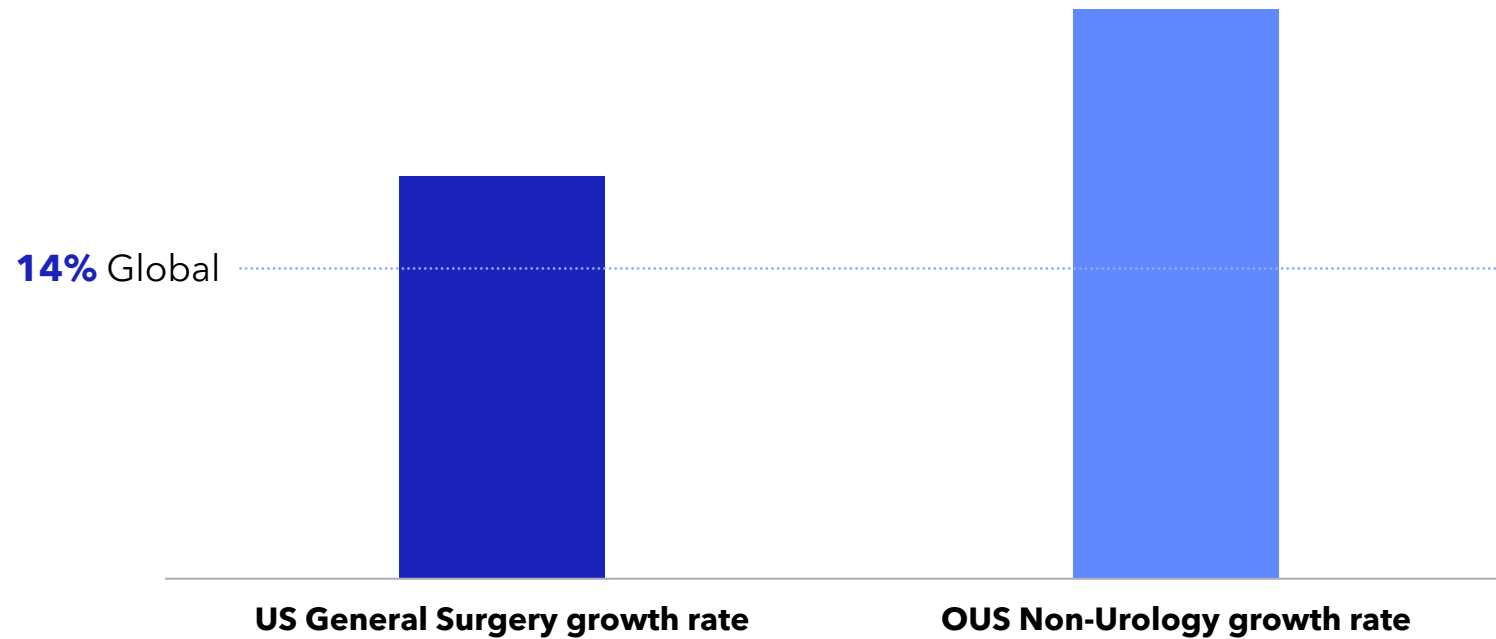
Revenue trend



Source: Intuitive 2021 earnings estimate

Procedure growth drivers

2019 to 2021 CAGR



Driving factors ...

OUS organization performance

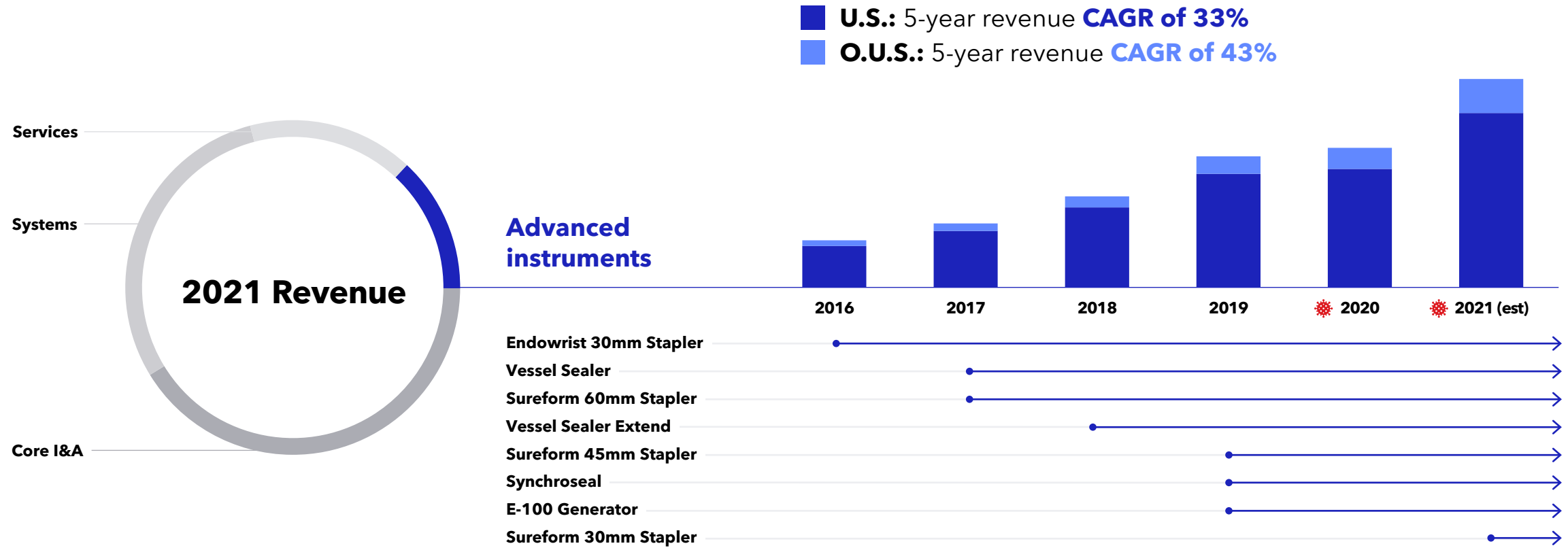
Product launches

Value offerings

Flexible acquisition models

Custom hospital analytics

Advanced instrument revenue trend



It takes a specific, high-quality ecosystem to deliver the quadruple aim

	Intuitive Ecosystem	In 2021
Systems	Design, develop, and produce world-class platforms – da Vinci X, Xi, SP and Ion	6,800+ da Vinci, Ion combined installs to date
Instruments and Accessories	150+ 4th generation instruments & accessories supporting surgical procedures	8 I&A product launches
Regulatory	Nearly 70 representative clinical uses for da Vinci systems	3 ongoing IDE clinical trials
Training / Genesis	Continuously improving care team training and OR consulting	4,500+ trained surgeons; 1,600+ Genesis engagements
Clinical evidence resources	Support and evaluation of clinical database – da Vinci database at 29,000+ articles	3,000+ peer-reviewed articles
Sales and services competencies	Intuitive products in 60+ countries globally	38 countries with a system placement
Market development	Enable surgeon collaboration, market education and payor education	5 new reimbursements
Academics and surgical societies	Substantive collaboration with medical societies on computer-aided intervention	252 society sponsored fellow in-person training events in the U.S.
Economic validation	Real-world evidence of lowered total cost of care for providers	30%+ growth in hospitals engaged in custom hospital analytics
Digital and data	Help care providers harness their data to drive quadruple aim improvements	My Intuitive App launch US, Japan, EU

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	Intuitive Ecosystem	In 2021
Systems	7,000+ da Vinci robotic surgical systems	7,000+ da Vinci robotic surgical systems
Instruments and Accessories	150+ 4th generation instruments & accessories supporting surgical procedures	8 I&A product launches
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Market development	Enable surgeon collaboration, market education and payor education	5 new reimbursements
Academics and surgical societies	Partner with leading academic and surgical societies to drive quadruple aim improvements	172+ peer-reviewed publications, 10+ international congresses, 11C
Economic validation	Real-world evidence of lowered total cost of care for providers	30%+ growth in hospitals engaged in custom hospital analytics
Digital and data	Help care providers harness their data to drive quadruple aim improvements	my intuitive App launch (US, Japan, EU)

Fully committed customers are becoming more so

Phase 1

Adopt

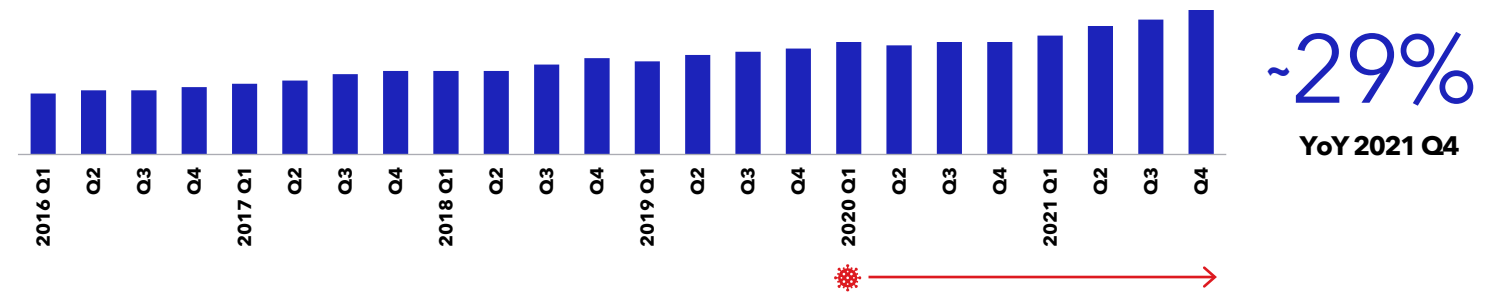
Phase 2

Operationalize

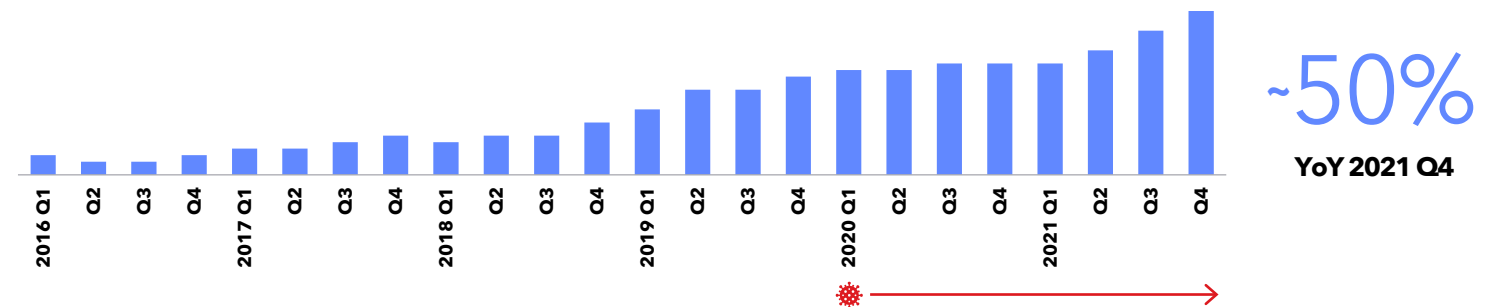
Phase 3

Standardize

IDNs globally with 20+ Systems



Hospitals globally with 7+ Systems



Better diagnostics, evolution of care standards, and innovation improve long-term cancer survival rates

98%

Average 5-year survival rate for all stages of **prostate cancer***

18%

Average 5-year survival rate for all stages of **lung cancer***

* All stages of cancer included | Source: <https://seer.cancer.gov/statfacts/html/prost.html>

About Ion



Lung cancer
incidence

United States

200k+

China

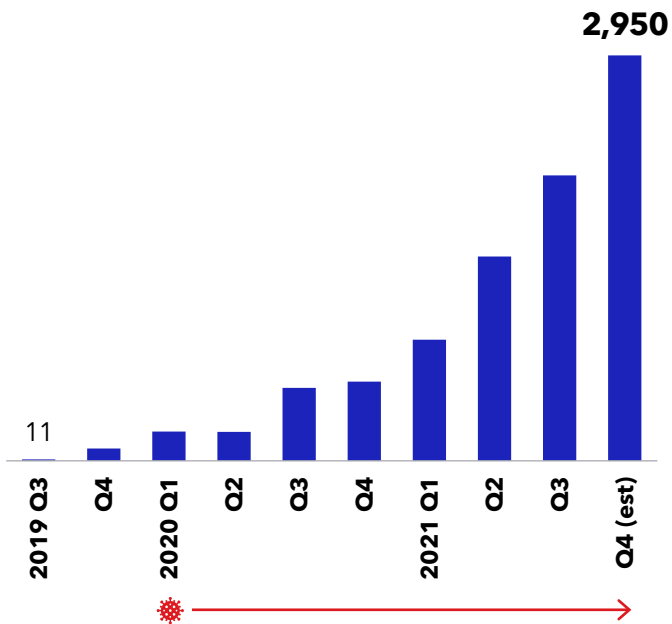
1M+

Europe

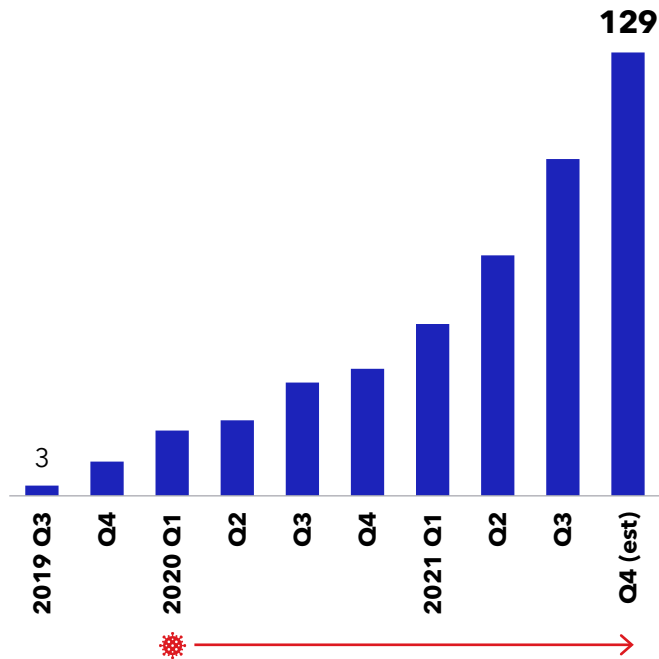
300k+

Demand for Ion remains robust

Ion procedures



Ion installed base



PRECISE clinical study preliminary results

82% (1-2 cm) 85% (2-3 cm)

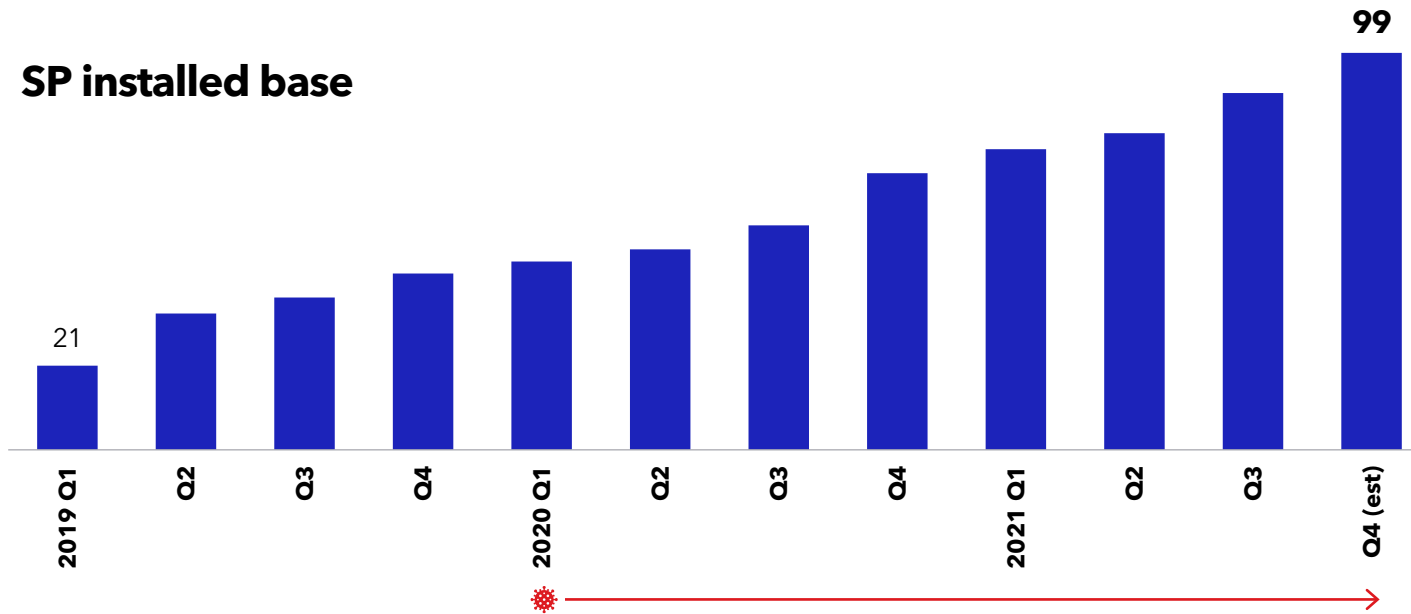
Encouraging diagnostic yield
for both smaller and larger nodules

A strong safety profile: no serious adverse events reported in this subset of patients in the study

SP continued progression

56% 2021 SP Procedure
Growth YoY

SP installed base



Single port studies

Colorectal IDE: Actively enrolling

Thoracic IDE: Enrollment in 2022

Trial descriptions available
on clinicaltrials.gov



Data and digital tools power three virtuous cycles



**Clinical workflow
& decision making**



Intuitive Hub

80%+ growth in procedures recorded



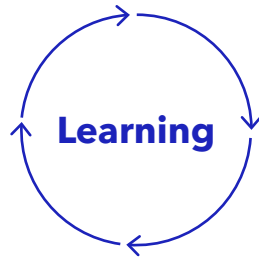
Iris 3D modeling

25%+ quarter-over-quarter growth in models delivered at pilot sites



Firefly® imaging system

50% growth in utilization



Personalized learning



My Intuitive

Launched in the U.S., Japan, Europe



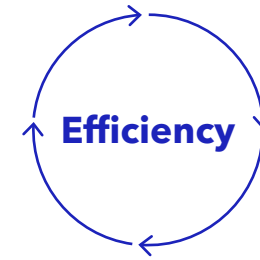
SimNow®

50%+ growth in simulation utilization

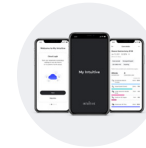


Virtual collaboration

50% growth in remote case observations



Program optimization



My Intuitive

140%+ quarter-over-quarter growth in surgeon registrations



Program analytics

30%+ growth in hospitals engaged in custom hospital analytics

All growth rates are year-over-year unless otherwise stated

Data and digital tools power three virtuous cycles



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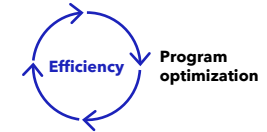
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Outcomes Clinical workflow & decision making

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Learning Personalized learning

-  **My Intuitive**
Launched in the U.S., Japan, Europe
-  **SimNow®**
50%+ growth in simulation utilization
-  **Virtual collaboration**
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Efficiency Program optimization

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Serving customers matters

We work to be more than a vendor.

Intuitive

72

Net Promoter
Score (NPS)

NPS classification

World Class: **70+**

Excellent: **50-69**

Good: **0-50**

Why?

Solutions deliver the quadruple aim

Da Vinci Xi case completion rate: 99.9%

Learning program innovation
and excellence

Flexible capital acquisition models

Extended use instruments

Customer relief program

Custom hospital analytics

JD Power NPS Benchmark Study of U.S. customers

2022 Priorities

Accelerate access to and quality of MIS by continuing

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.

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intuitive.com