

# Oppenheimer 33<sup>rd</sup> Annual Healthcare Conference

March 13, 2023

Anthony Fernando, President & CEO

Shameze Rampertab, EVP & CFO



# Forward-Looking Statements Disclosure

This presentation includes statements relating to the LUNA™ Surgical System next-generation program under development and an update on Asensus' strategic plan. These statements and other statements regarding our future plans and goals constitute "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934 and are intended to qualify for the safe harbor from liability established by the Private Securities Litigation Reform Act of 1995. Such statements are subject to risks and uncertainties that are often difficult to predict, are beyond our control, and which may cause results to differ materially from expectations. Factors that could cause our results to differ materially from those described include, but are not limited to, whether we can successfully advance our Performance-Guided Surgery™ initiative, the risks and uncertainties related to our ability to successfully advance our LUNA System program through development, testing and regulatory approval on the timeline provided, or at all, the

risk that we will not be able to successfully enter into definitive agreements with our collaborators, that the pace of adoption of our products by surgeons will increase, the success and market opportunity of our products, including the ISU and LUNA System, the effect on our business of existing and new regulatory requirements, and other economic and competitive factors. For a discussion of the risks and uncertainties associated with the Company's business, please review our filings with the Securities and Exchange Commission (SEC). You are cautioned not to place undue reliance on these forward-looking statements, which are based on our expectations as of the date of this presentation and speak only as of the origination date of this presentation. We undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.



We believe in digitizing the interface between the surgeon and patient to pioneer a new era of **Performance-Guided Surgery** by unlocking the Clinical Intelligence to enable consistently superior outcomes and a new standard of surgery.

# The Reality of Surgery

1 in 5 patients undergoing surgery has 1 or more complications<sup>1</sup>



**Overall profit margin decreased from 5.8% for patients without complications to 0.1% for patients with complications<sup>2</sup>**

Essentially, hospitals make **no money if there is a complication.**

1. Eelke Bosma, MD, et al. Variable impact of complications in general surgery: a prospective cohort study. Can J Surg. 2012 Jun; 55(3): 163–170. [<https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3364303/>]

2. Barry Rosenberg, MD, MBA1; Bennett Lane, MS2; Atul Gawande, MD, MPH3. Economic Impact of Surgical Complications on Hospitals. JAMA Surg. 2016;151(11):1090-1091. doi:10.1001/jamasurg.2016.2308



# We Expect More From Surgery

The Future Requires  
Different Capabilities and a  
Holistic Approach.

Asensus is Uniquely  
Positioned to Deliver This.

- 1 **Increase safety** for better outcomes which lead to better patient and provider satisfaction
- 2 **Reduce surgical variability** and factors that contribute to poor outcomes
- 3 **Guide surgeons** to successfully navigate when unexpected events occur to effectively reduce surgical errors and complications
- 4 **Provide real-time clinical intelligence** and capabilities to create more predictable outcomes to meet value-based care constraints

# Performance-Guided Surgery

Clinical Intelligence and Real-Time Decision Support Tools That Drive Consistently Superior Outcomes



**01** Robotic Manipulation

**02** Intra-operative Clinical Guidance

**03** Cloud Integration

# Senhance Surgical System: Surgery Reimagined

Building the Bridge from Laparoscopy to Performance-Guided Surgery



Senhance®

Digital Fulcrum

Reusable Instruments

Digital Laparoscopy

3DHD Visualization

Eye-Tracking  
Camera Control

Open-Platform Architecture

Haptic Feedback

Surgeon Ergonomics

# Digitizing the Interface Between Surgeon and Patient

Delivering Digital Laparoscopy by Maintaining Familiar Motion, Tools, and Techniques



## 3DHD Visualization

- Provides surgeon with additional perception regarding depth and spatial recognition

## Eye-Tracking Camera Control





- Camera movement controlled by surgeon's eye gaze
- Eliminates the need to manually adjust camera during procedure

## Haptic Feedback

- Only available on Senhance
- Natural sensation of pressure and tension
- Real-time sensory feedback
- Unparalleled level of safety

# Robust Global Applicability

> 16 Million Global Annual Addressable Procedure Market

				
	United States <i>FDA Approved</i>	European Union <i>CE Marked</i>	Japan <i>PMDA Approved</i>	Rest of World <i>Russia, Taiwan, Others</i>
Senhance System	✓	✓	✓	✓
Intelligent Surgical Unit	✓	✓	✓	✓
Procedural Indications for Use				
<i>General</i>	✓	✓	✓	✓
<i>GYN</i>	✓	✓	✓	✓
<i>Thoracic*</i>		✓	✓	✓
<i>Pediatric</i>		✓	✓	
<i>Urology</i>		✓	✓	✓

# LUNA System Overview

Instinctive  
Surgeon Console



Collaborative  
Robotic Manipulator Arms



Enabling  
Instruments





# Performance-Guided Surgery

Clinical Intelligence and Real-Time Decision Support Tools That Drive Consistently Superior Outcomes



**01** Robotic Manipulation

**02** Intra-operative Clinical Guidance

**03** Cloud Integration

# The Asensus Intelligent Surgical Unit™ (ISU™)

Laparoscopic  
Vision System



Cloud  
Connectivity



Overlay Outputs

Robotic System  
Data/Control

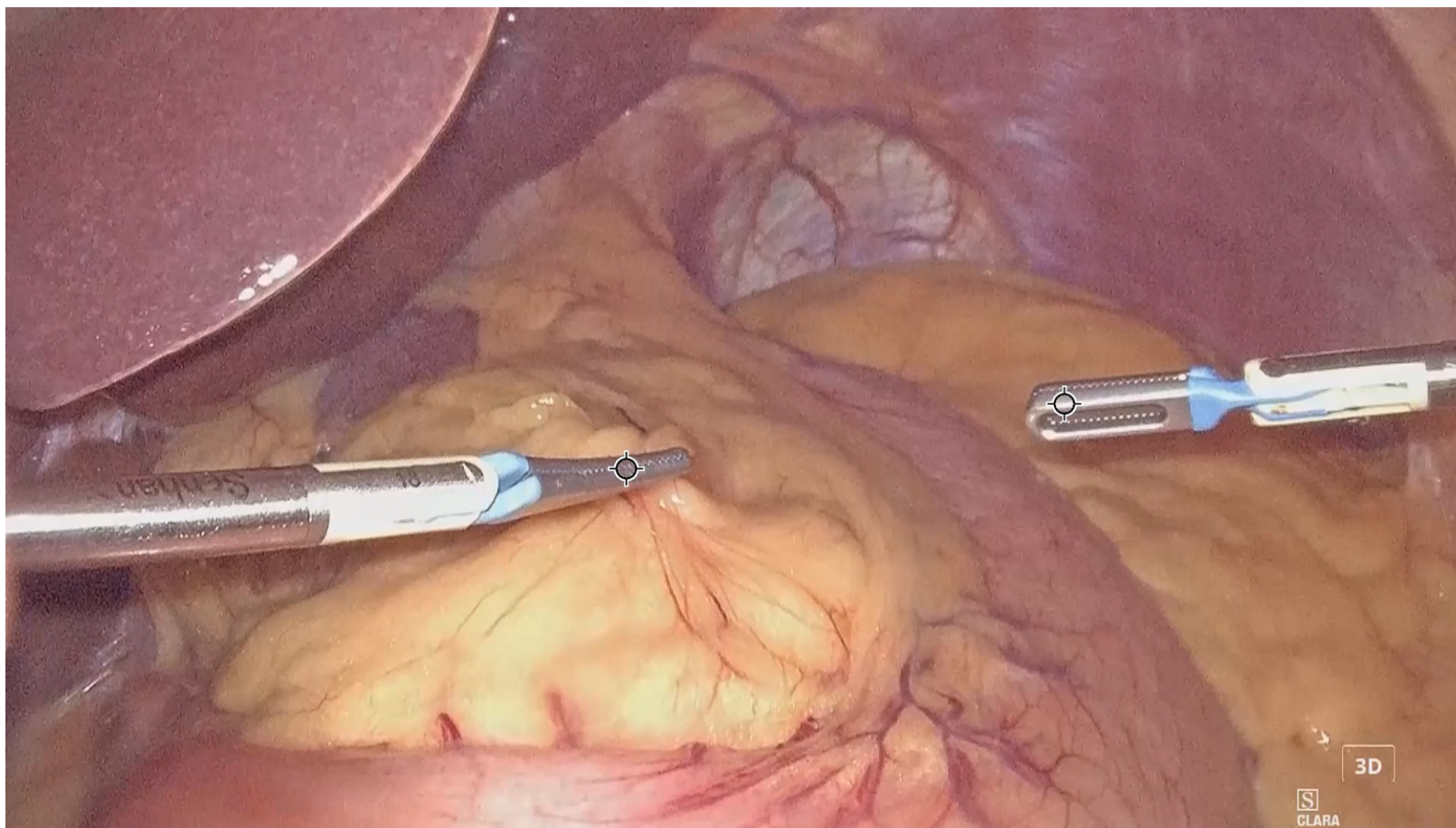


Loop  
Through OR  
Video

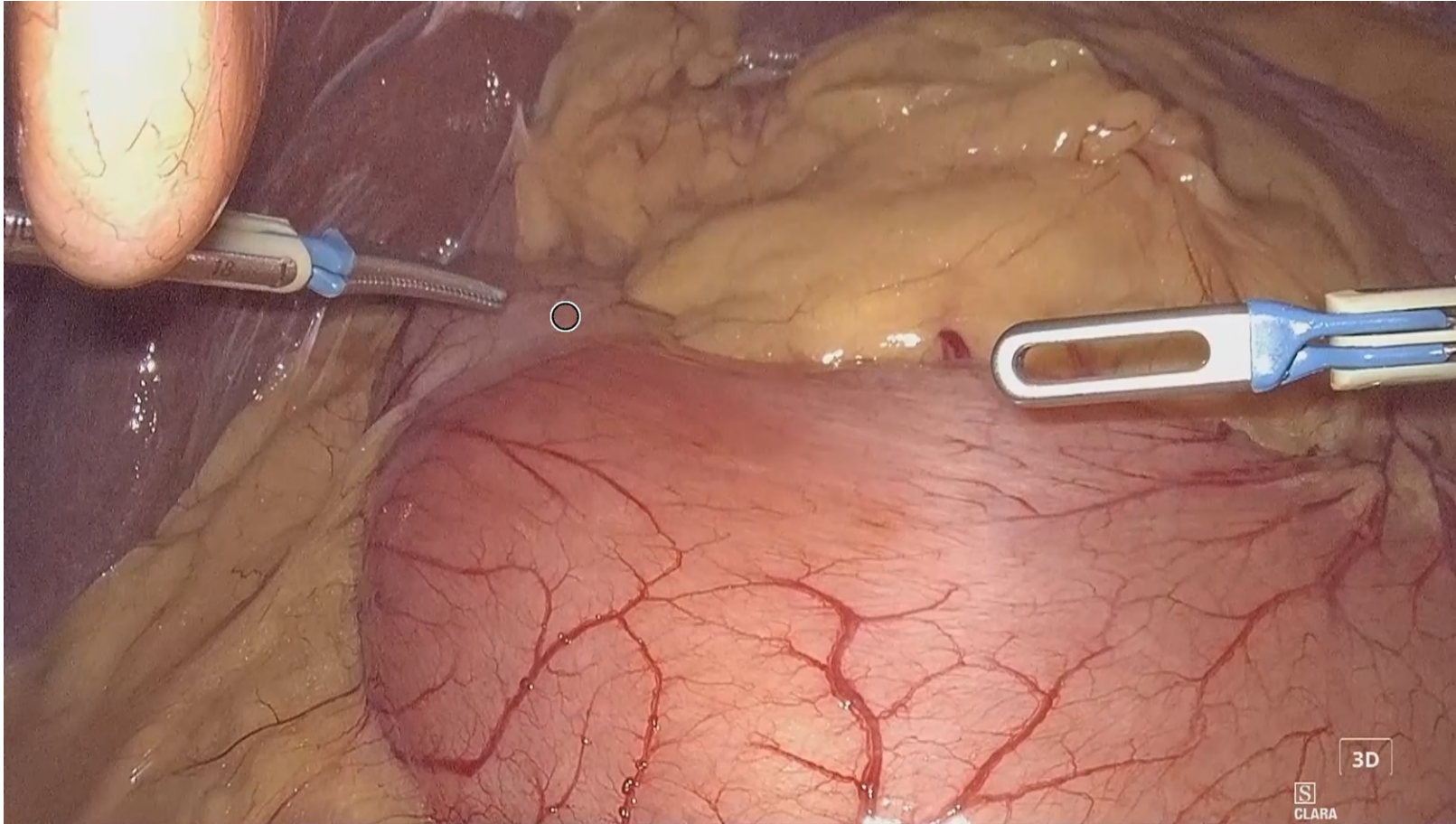




# Camera Control and Manipulation

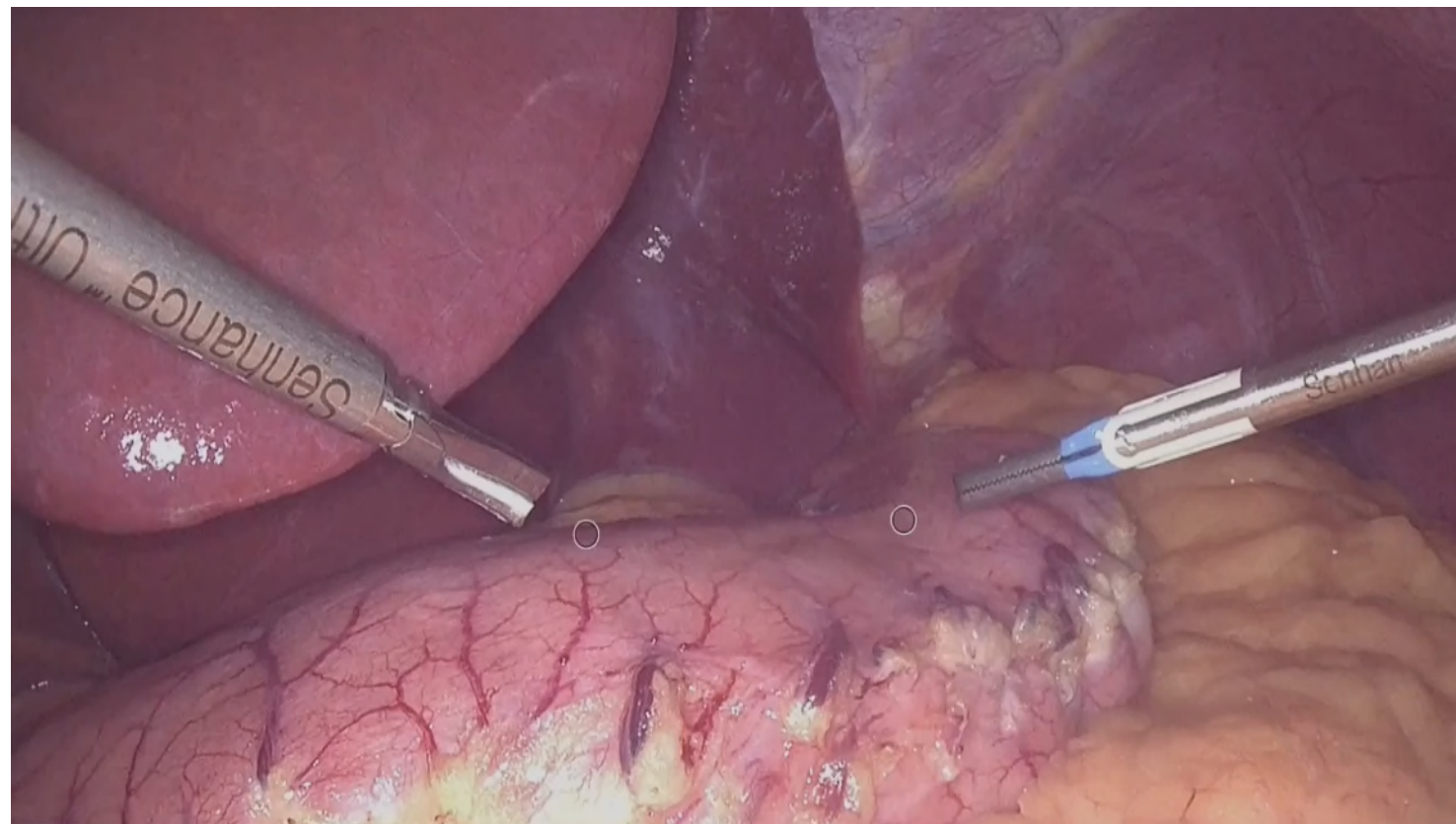
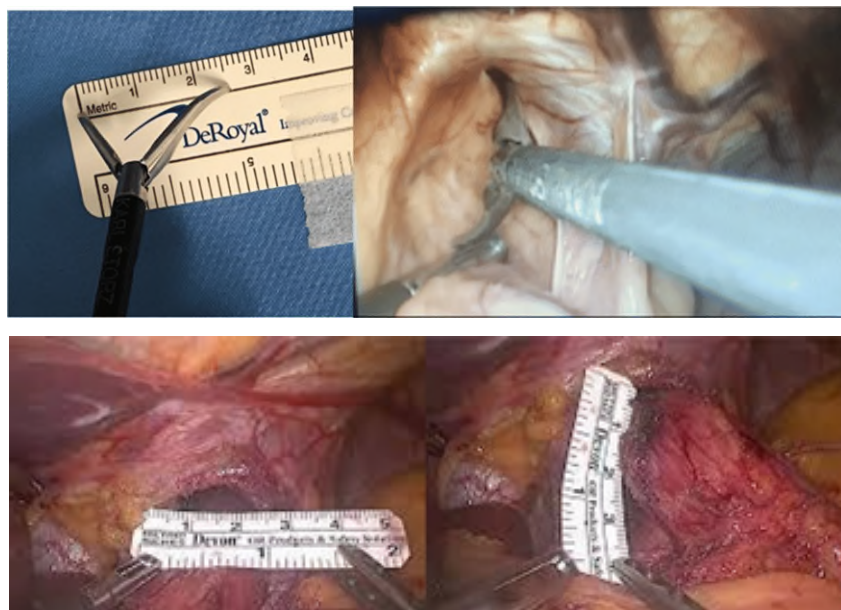


# Digital Tags





# 3D Digital Measurement



# Evolution of the ISU



**Analytical Tools**



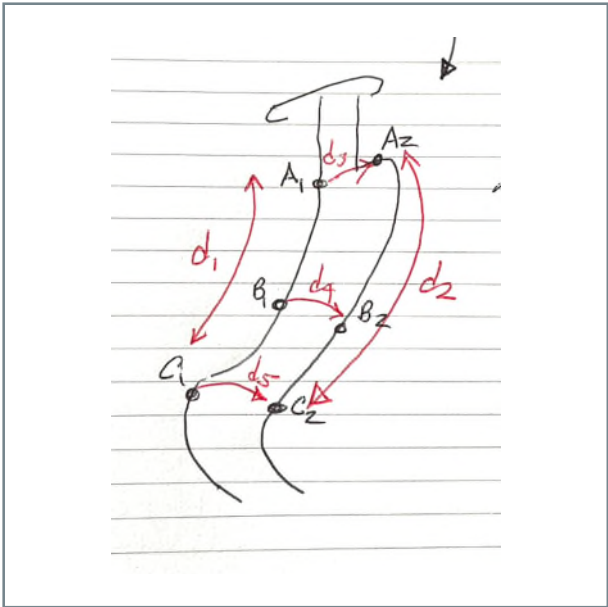
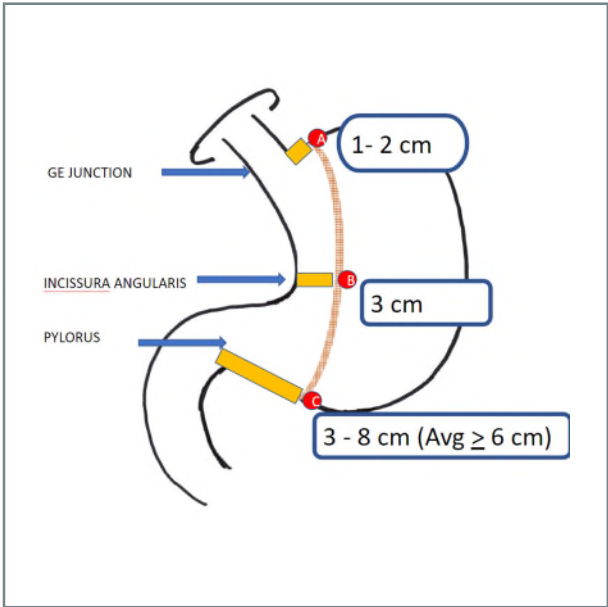
**Safety Tools**



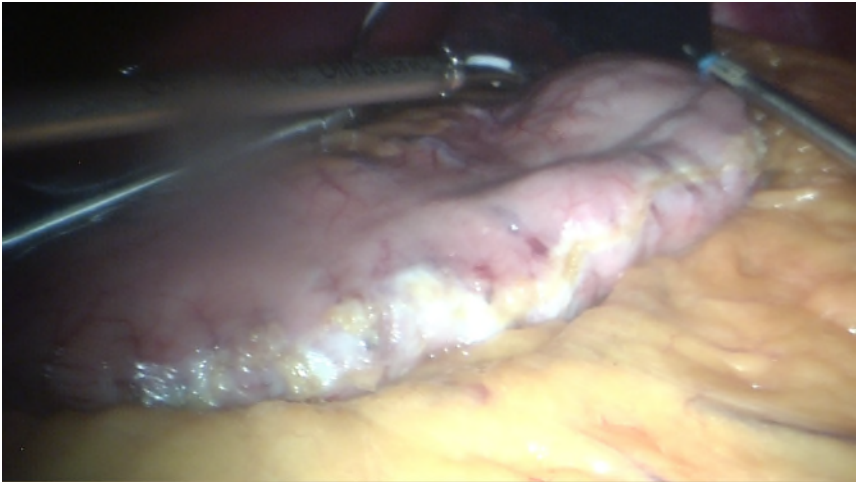
**Training Tools**

# Analytical Tools Example

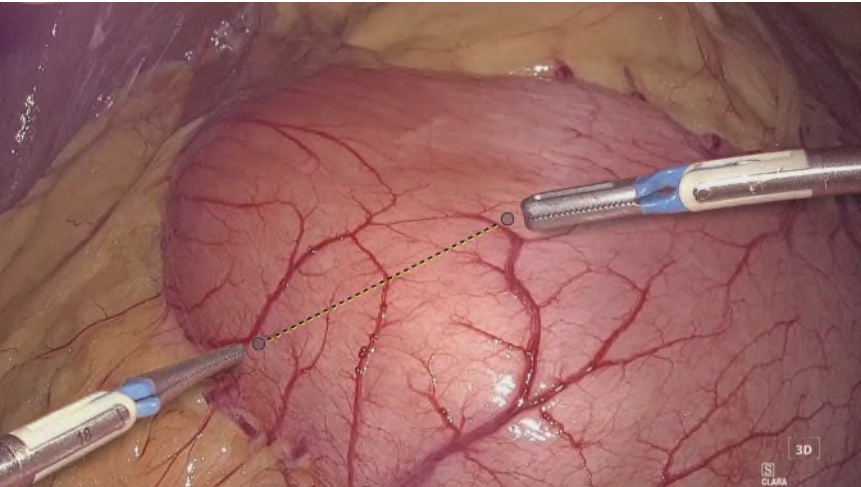
## 3D Measurement



## Gastric Sleeve Procedure



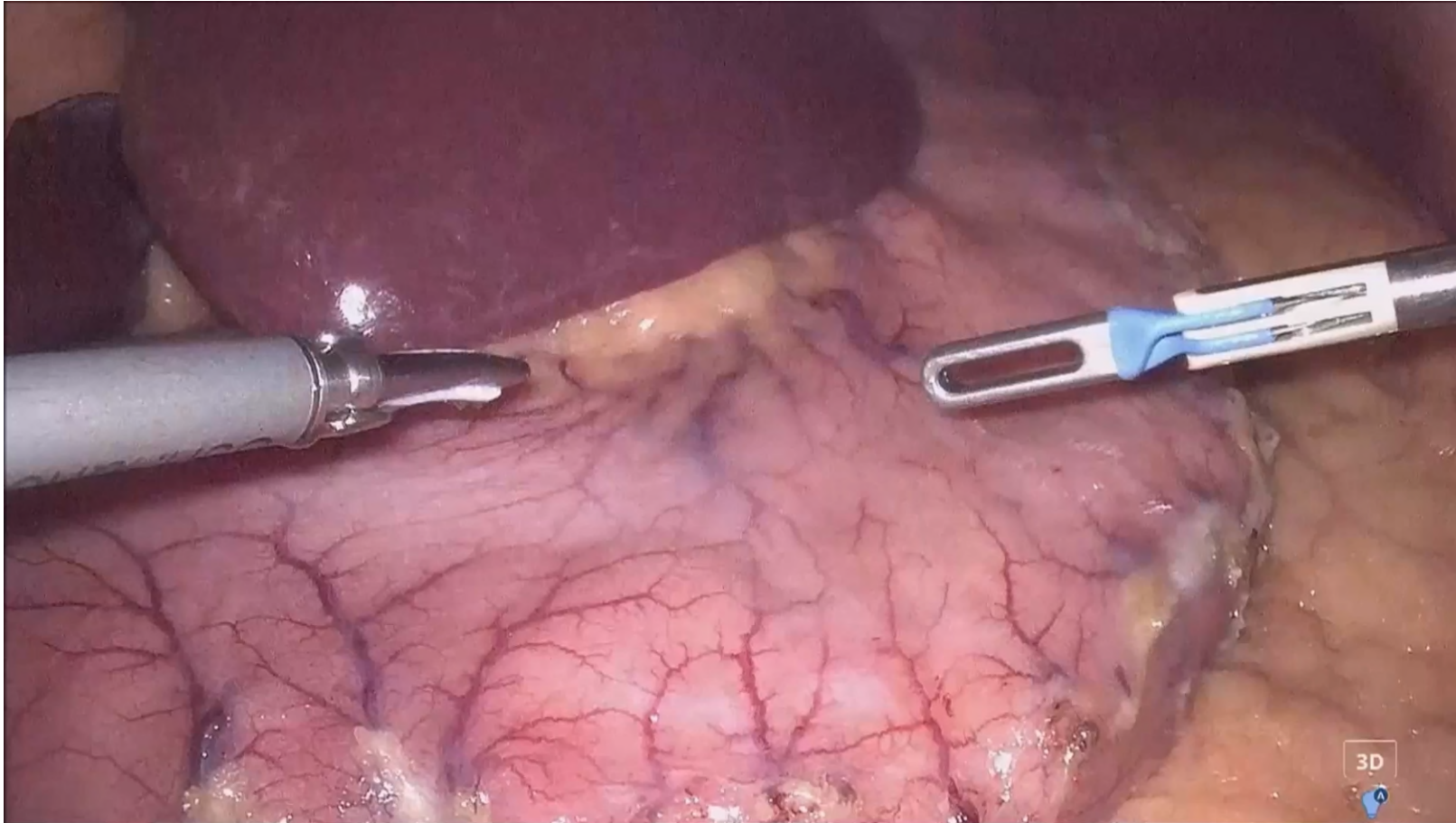
## Measurement with Reference Plane





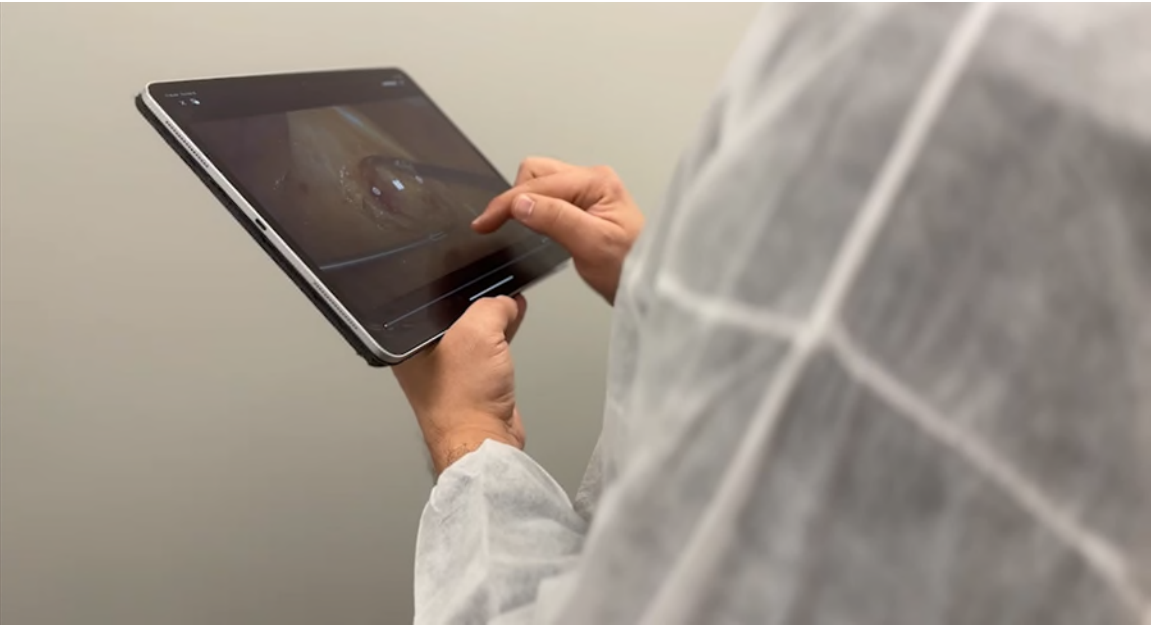
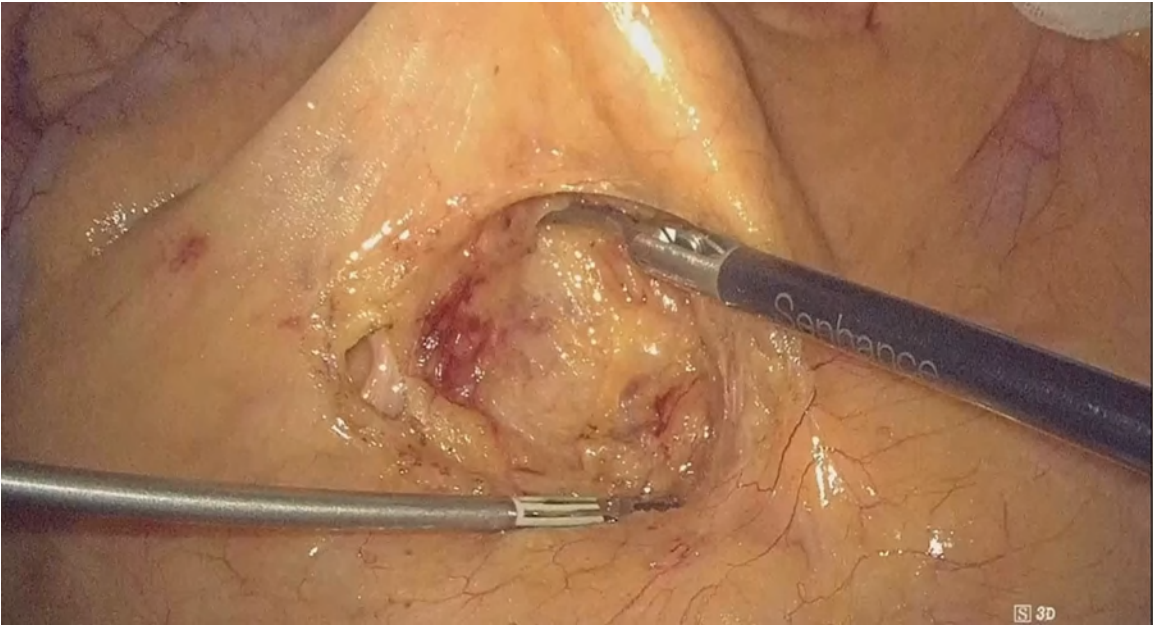
# Safety Tool Example

Establish 'No-Fly' Zones



# Training Tool Example

Real-Time Telestration



# Performance-Guided Surgery

Clinical Intelligence and Real-Time Decision Support Tools That Drive Consistently Superior Outcomes

**01** Robotic Manipulation

**02** Intra-operative Clinical Guidance

**03** Cloud Integration

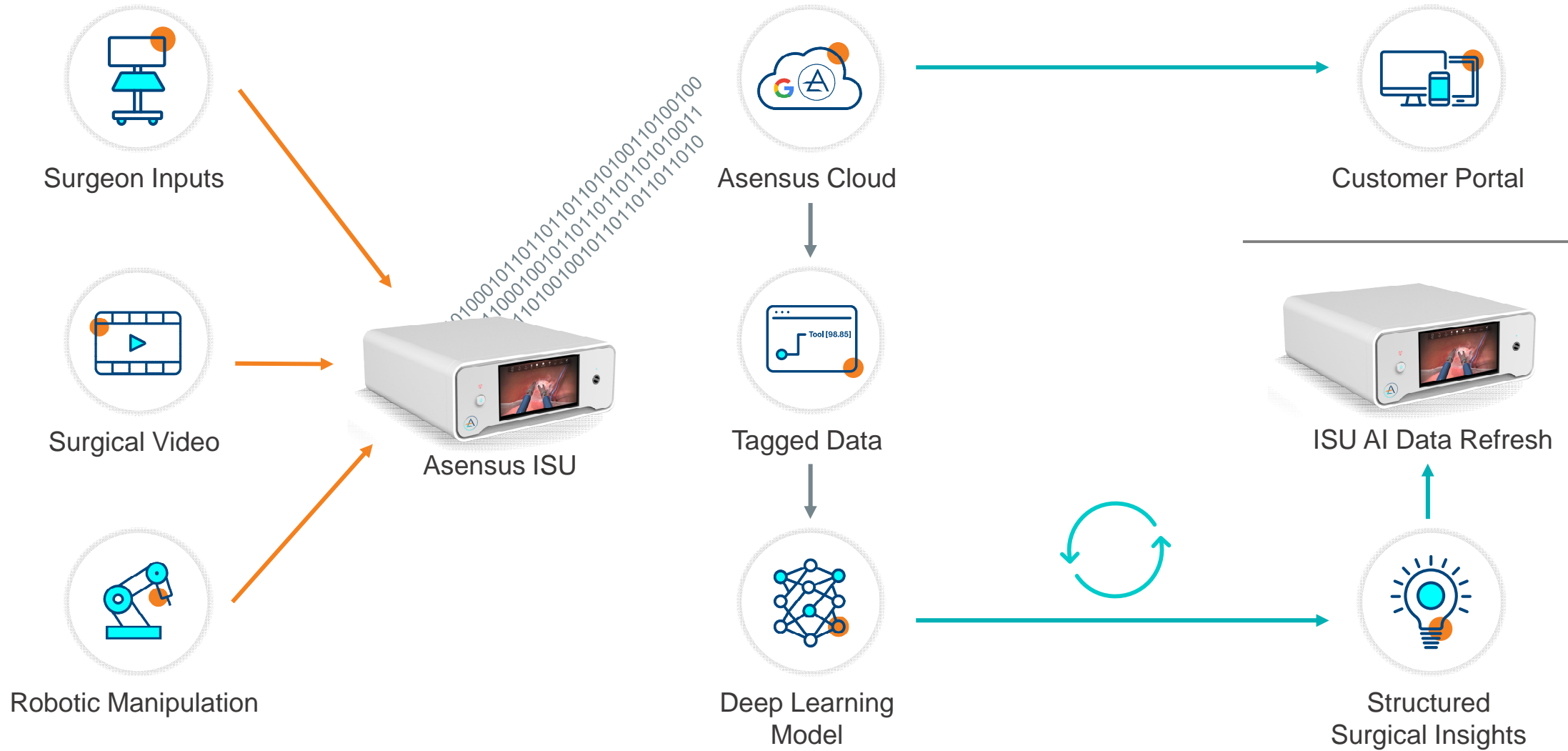




## Capture

## Process

## Deploy



# Asensus Cloud

## Intra-operative

- Augmented Intelligence

## Pre & Post Op

- Evaluating performance
- Comparative planning
- Workflow optimization
- Training, research, etc.



# Performance-Guided Surgery

Clinical Intelligence and Real-Time Decision Support Tools That Drive Consistently Superior Outcomes



**01** Robotic Manipulation



**02** Intra-operative Clinical Guidance



**03** Cloud Integration

# Our Path To Market Leadership

Delivering A New Era In Digital Surgery

- 1 Educate surgeons on the benefits of Senhance
- 2 Increase global procedure volumes
- 3 Advance digital capabilities through data collection & analysis
- 4 Develop next generation technology



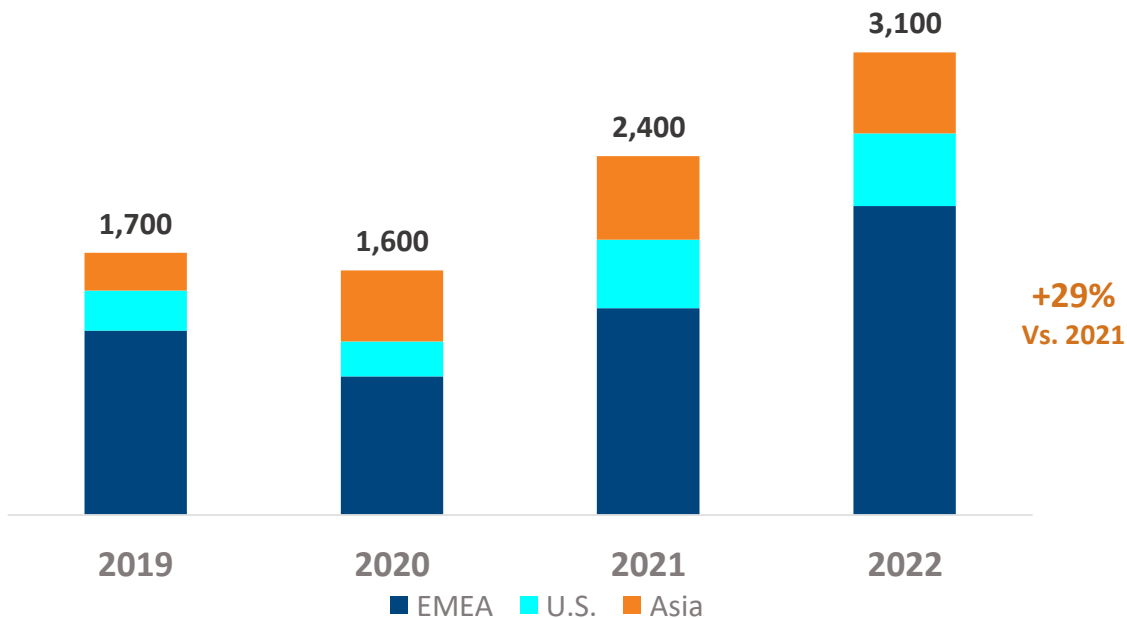




## Increasing Global Procedure Volumes

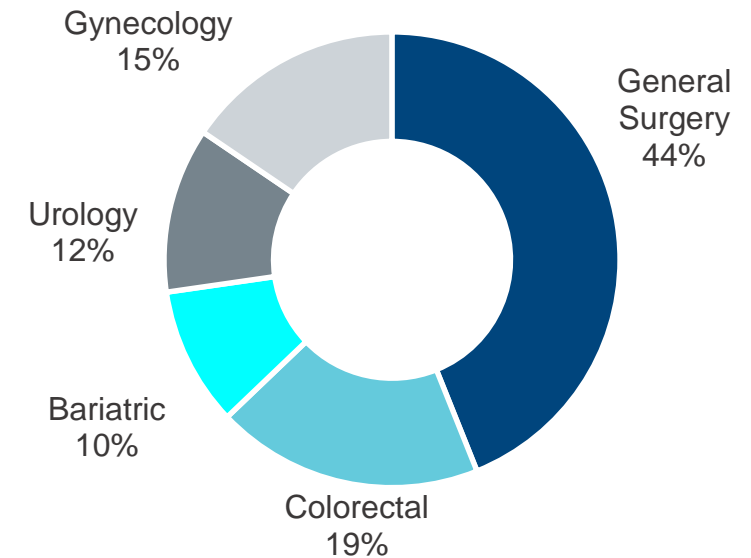
Senhance Demonstrating Strong Clinical Performance Across The Three Major Geographies

### GLOBAL CLINICAL PROCEDURE VOLUME TREND



Accelerating procedure volumes

### 2022 PROCEDURE MIX



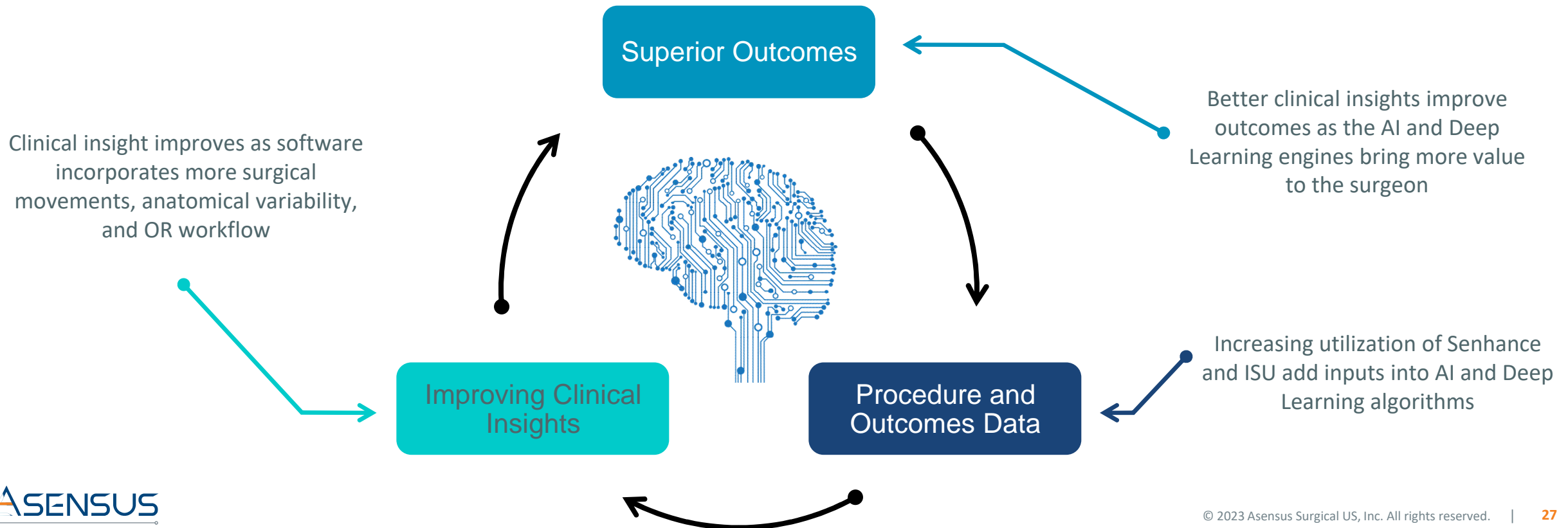
Utilization across multiple specialty areas, demonstrating broad applicability and adoption

# Advancing Digital Capabilities Through Data Collection & Analysis

Increasing Surgical Data Improves Clinical Insight and Drives Consistently Superior Outcomes

## Performance-Guided Surgery

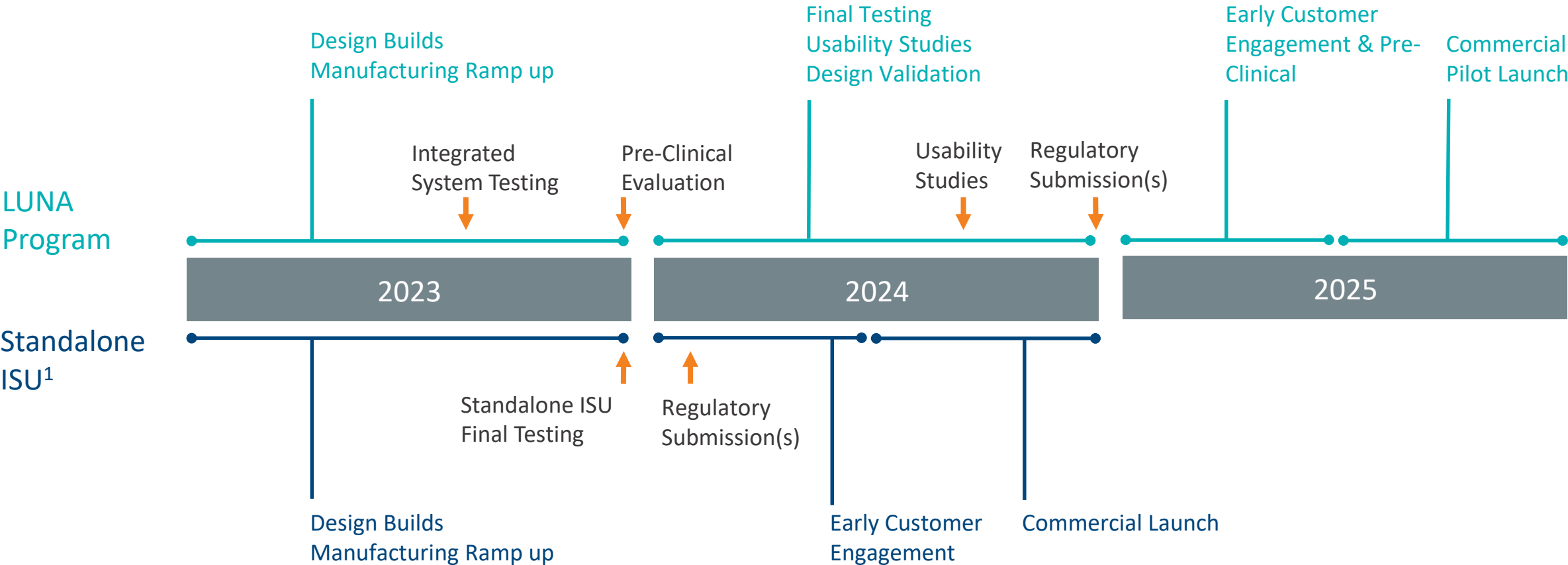
Augmented Intelligence & Deep Learning Engine





# Developing Next Generation Technology

Broadening Applicability of Senhance and Developing the Next Wave of PGS Technology



1. Timelines to be finalized as part of definitive agreement



# Business Update

# KARL STORZ Agreement



- **10,000** OR1 installations globally
- **20%** market share in the US and EU in integration
- **28%** market share globally in imaging systems



- KARL STORZ will market and **sell the ISU as a standalone device** together with their IMAGE1 S™ imaging system and OR1™ integration solution
- The companies will work together on the **integration of the ISU into KARL STORZ's laparoscopic vision systems**
- The companies intend to jointly **collaborate on developing next-generation instrumentation** to be used with Asensus and surgical platforms

# 2022 Performance

- Over 3,100 procedures were performed globally: +29% over prior year
- Revenue: \$7.1MM
- Nine Senhance Surgical placements initiated
- Submitted FDA 510(k) application for pediatric indication in the U.S.
- December 31, 2022 Balance Sheet Highlights
  - Cash, cash equivalents, short-term and long-term investments ~\$74.4MM
  - No Debt

# We Are Pioneering the Future of Surgery

---

**10,000+**

Procedures

**100+**

Surgeons

**2,300+**

Patient Registry

---

**300+**

Patents<sup>1</sup>

**Global**

Regulatory  
Approvals

**90+**

Publications

# Asensus Surgical

NYSE American: ASXC

## Information for Investors

**Visit our IR Website:**

[ir.asensus.com/](https://ir.asensus.com/)

**IR Contact:**

[invest@asensus.com](mailto:invest@asensus.com)

**Sign Up for IR Email Alerts:**

[ir.asensus.com/email-alerts](https://ir.asensus.com/email-alerts)

## Follow Us On Social Media



[www.linkedin.com/company/asensus-surgical-inc](https://www.linkedin.com/company/asensus-surgical-inc)



[twitter.com/AsensusSurgical](https://twitter.com/AsensusSurgical)



[youtube.com/c/transenterix](https://youtube.com/c/transenterix)



[vimeo.com/asxc](https://vimeo.com/asxc)



[www.tiktok.com/@asensus\\_surgical](https://www.tiktok.com/@asensus_surgical)

## Clinical Resources

**Visit our Corporate Website:**

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

**Explore Senhance:**

[senhance.com/us/home](https://senhance.com/us/home)

**Find Clinical Data:**

[senhance.com/us/resources](https://senhance.com/us/resources)