

# **38th Annual JP Morgan Healthcare Conference**

Anthony Fernando, President & CEO January 16, 2020

# FORWARD LOOKING STATEMENTS



This presentation includes statements relating to TransEnterix's regulatory and commercialization plans for the Senhance Surgical System and a general corporate update. 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 the commercialization of the Senhance Surgical System will be successful, the pace of adoption of our products by surgeons, the success and market opportunity of our products, our current cash reach, the effect on our business on existing and new regulatory requirements and other economic and competitive factors and whether we will be able to execute upon our corporate objectives. For a discussion of the risks and uncertainties associated with TransEnterix's business, please review our filings with the Securities and Exchange Commission (SEC), including our Annual Report on Form 10-K for the year ended December 31, 2018, filed with the SEC on February 27, 2019 and our other filings we make with the 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.



## **OUR STRATEGIC INTENT**

At TransEnterix, we believe in digitizing the interface between the surgeon and patient in laparoscopy to increase control and reduce surgical variability for improved patient outcomes in today's value-based healthcare environment.

# TRANSENTERIX: TRXC



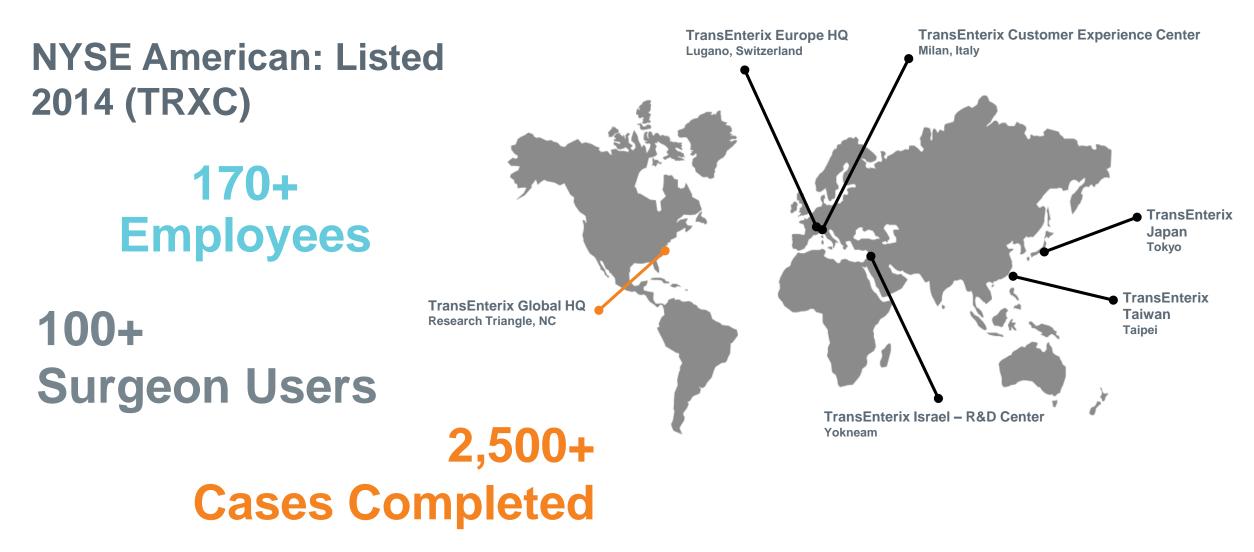
#### COMMERCIAL STAGE COMPANY USHERING IN A NEW ERA OF MINIMALLY INVASIVE SURGERY

Senhance Surgical Robotic System – the first and only **Digital Laparoscopy** platform Senhance Significant addressable market opportunity FDA Cleared, CE Marked and Japan PMDA approved Ramping up clinical adoption Well positioned to bring Augmented Intelligence (AI) and Machine Vision to surgery



# **COMPANY SNAPSHOT**

FIRST NEW ENTRANT IN THE FIELD OF ABDOMINAL SURGICAL ROBOTICS IN NEARLY 20 YEARS



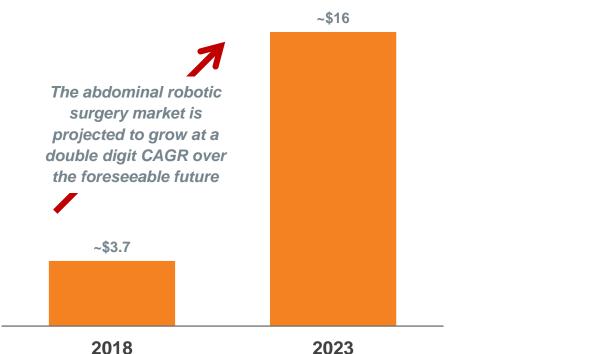
# **GLOBAL TRENDS IN ROBOTIC SURGERY**



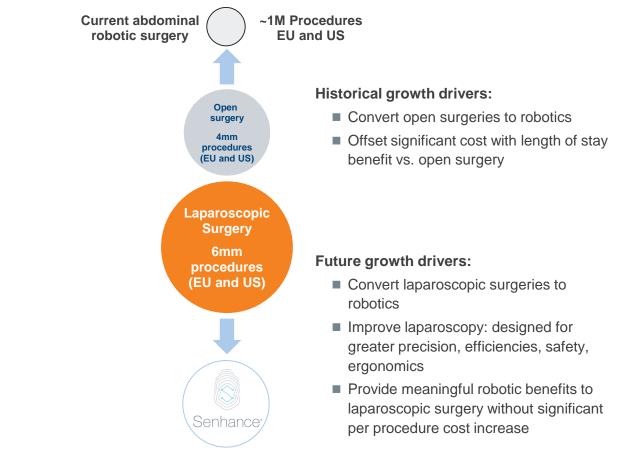
#### SURGICAL ROBOTICS IS A LARGE AND FAST GROWING MARKET AND LAPAROSCOPIC SURGERY IS A GREENFIELD OPPORTUNITY

#### Surgical robotics market (\$bn)

- In the U.S., robotic surgery is <10% of surgery today, after nearly 20 years
- Continued expansion into additional procedures and new global markets
- Broadening solution sets enabled by new market entrants



#### Laparoscopic greenfield opportunity



#### VALUE-BASED HEALTHCARE IS FORCING HOSPITALS TO IMPROVE OUTCOMES, EFFICIENCIES, AND TALENT RETENTION THE PRESSURE AND IMPACT ON SURGEONS ARE INCREASING UNDER THE CONSTRAINTS OF VALUE-BASED HEALTHCARE



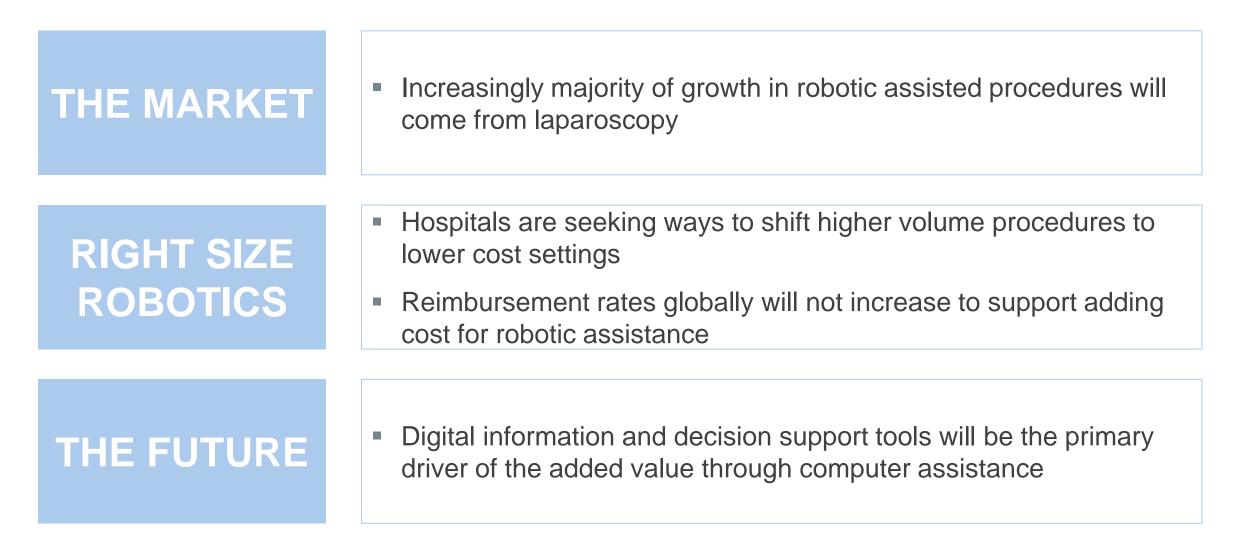


Laparoscopy is the most widely performed surgical technique and carries limitations that compound these factors and can impact clinical outcomes

## REALITIES THAT WILL DRIVE GROWTH IN SURGICAL ROBOTICS



#### AN OPPORTUNITY AND NEED TO ADD TO THE WAYS SURGICAL **ROBOTICS CREATES VALUE**





	On the Market	In Development	Product Strategy → Implications
Digital Laparoscopy	Senhance		Lap motion $\rightarrow$ Familiarity for Laparoscopic surgeons
			Fully reusable instruments $\rightarrow$ Low cost per procedure Standard 5mm and 3mm Instruments $\rightarrow$ Advances MIS benefit Haptic feedback $\rightarrow$ Restores significant sensory input to surgery Eye tacking camera control $\rightarrow$ Novel and satisfying surgical vision control Open vision system $\rightarrow$ Leverage best in class visualization technologies Individual boom arms $\rightarrow$ Full patient access
	US 🗸 EU 🗸 JP 🗸		Articulating instruments $\rightarrow$ Enabling where needed
Robotic Assisted Surgery	Da Vinci		
		Medtronic VERB CMR	Open motion $\rightarrow$ More enabling for non-laparoscopists Limited use/Single use instruments $\rightarrow$ High cost per procedure Wristed instruments $\rightarrow$ Enabling but higher cost per procedure 8mm and 5mm instruments $\rightarrow$ Not improving invasiveness over laparoscopy
	US 🗸 EU 🗸 JP 🗸		

#### SENHANCE SYSTEM ADDRESSES KEY CHALLENGES FACING HOSPITALS AND LAPAROSCOPIC SURGEONS BUILDING THE BRIDGE FROM LAPAROSCOPY TO ROBOTICS



**First** robotic system to offer the security of haptic feedback

**First** robotic system to offer simultaneous surgeon-controlled visualization

86 different types of procedure/technique surgeries performed

New standard in minimally invasive surgery with <u>3mm</u> instruments

Developed broad instrument portfolio with <u>70</u> instruments in the catalog

Senhance<sup>®</sup>

A **digital fulcrum** sets a dynamic virtual pivot point that helps potentially minimize the incision trauma

**Open-platform architecture** allows use and integration of existing OR technologies to maximize benefit from capital investments and support surgeon preference Haptic sensing of the platform heightens the surgeon sensing of pressure/ tension through alerts if pressure threshold is reached for an added layer of security not currently available elsewhere

Standard reusable instruments keep costs similar to traditional laparoscopic instruments

Digital laparoscopy maintains familiar motion, ancillary tools, and techniques The **3DHD visualization** provides the surgeon with additional intelligence regarding depth and spatial relation of organs

Eye-tracking camera

**control** where the system can sense the surgeon's eye activity, allowing camera control

Allows the surgeon to be seated in an **ergonomically comfortable position** throughout the procedure

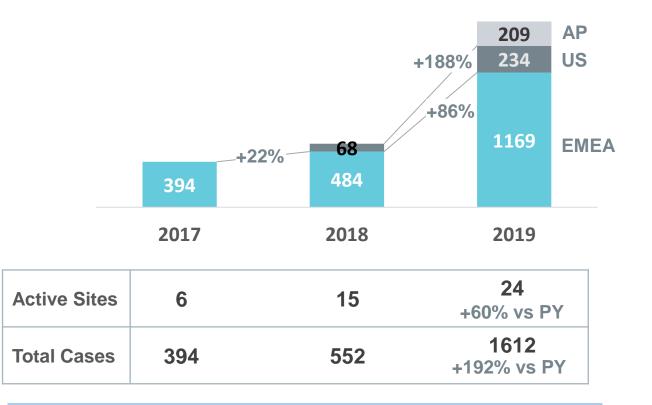
### STRONG, BROAD-BASED CLINICAL PERFORMANCE



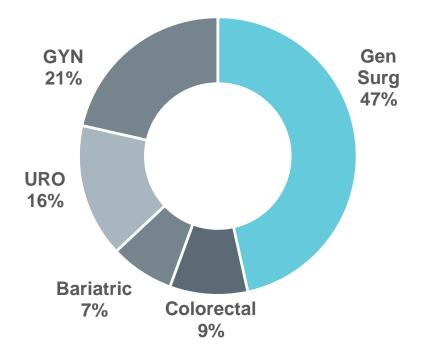
SENHANCE DEMONSTRATING STRONG CLINICAL PERFORMANCE ACROSS THE THREE MAJOR GEOGRAPHIES

#### **GLOBAL CLINICAL CASE VOLUME TREND**

**2019 CASE MIX** 

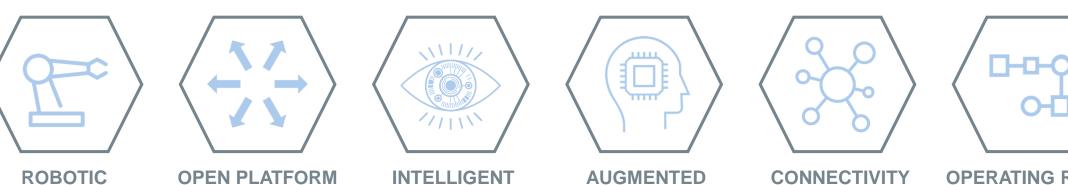


**Strong clinical case performance in 2019** 



Adoption across multiple specialty areas, demonstrating broader applicability and adoption

#### **DIGITAL LAPAROSCOPY PLATFORM – MORE THAN** THE ROBOT OUR VISION FOR DIGITAL LAPAROSCOPY GOES BEYOND THE ROBOT



ARCHITECTURE

**SCENE COGNITION** 

**INTELLIGENCE** 

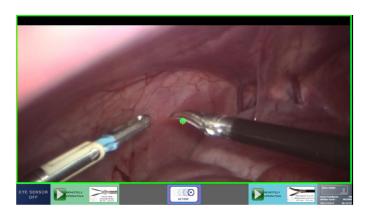
**OPERATING ROOM** WORKFLOW



#### **AUGMENTED INTELLIGENCE AND MACHINE VISION IN** SURGERY RECENT FDA SUBMISSION LAYING THE FOUNDATION FOR DIGITIZING SURGERY AND LEVERAGE COMPUTER TOOLS

#### SENHANCE INTELLIGENT SURGICAL UNIT







#### DEFECT IDENTIFICATION AND SIZING

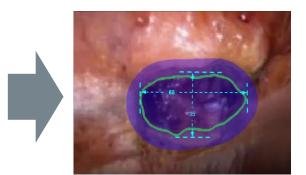
# MEASUREMENT

#### **CRITICAL STRUCTURE IDENTIFICATION**

ransEnterix<sup>®</sup>



FUTURE FEATURE **ADDITIONS** 



# **3D POINT TO POINT**



These Features are still in development and the safety or effectiveness of these products have not been established. This product /feature is not currently for sale in any market.

#### MILESTONES SYSTEMATIC ACCOMPLISHMENT OF KEY GOALS PAVING THE WAY FOR CONTINUED SUCCESS

# 2017

- Senhance FDA 510(k) clearance
- 3mm instrument CE mark and launch
- Stryker, Novadaq, Richard-Wolf vision system compatibility

# 2018

- Hernia & Gall Bladder indication expansion FDA 510(k)
- 3mm instrument 510(k) clearance and US launch
- Ultrasonic Advanced Energy instrument CE mark and EU launch
- Articulating Instrument CE mark
- STORZ vision system compatibility
- Taiwan regulatory clearance for Senhance
- Acquired MST assets and set up Israel R&D center

## 2019

- Ultrasonic Advanced Energy instrument 510(K) clearance and US launch
- Next Gen Eye-Tracking system launch
- 4K monitor and enhanced vision
- Upgraded system software with enhanced performance
- Olympus 3D and 4K vision system compatibility
- Stryker 4K vision system compatibility
- Surgical training simulator launch
- Japan Regulatory Approval of Senhance System
- Japan Reimbursement for 98 Laparoscopic procedures
- Pediatric Indication expansion CE submission



#### 2020 – SENHANCE AND DIGITAL LAPAROSCOPY RECOGNIZED AS KEY COMPONENTS FOR ROBOTIC GROWTH TECHNOLOGY THAT HAS THE ABILITY TO "RIGHT SIZE ROBOTICS"

#### MARKET DEVELOPMENT

- Expand the number of sites using the Senhance System in the United States, Europe, and Japan
- Double the number of clinical cases
- Increase the number of speakers & advocates cascading our key messages

#### CLINICAL EVIDENCE

- Publication of evidence supporting Senhance value propositions
  - Cost Effectiveness
  - Ergonomics
  - Clinical Outcomes
  - O.R. Efficiency

#### **PORTFOLIO EXPANSION**

- Scene cognition and Augmented
  Intelligence technology launched in the US
- Full EU launch of 5mm Articulating instruments
- Indication expansion
  - General Surgery in US
  - Bariatric in US
  - Pediatric in EU

By End 2020 – Critical mass of advocacy, awareness, and credibility developed as a foundation to drive future growth

# SenhanceSurgery

WHEN YOU DIGITIZE THE INTERFACE BETWEEN THE SURGEON AND THE PATIENT, SURGERY BECOMES SAFER AND MORE PREDICTABLE



