

# **37<sup>th</sup> Annual JP Morgan** Healthcare Conference

Todd M. Pope, President & CEO January 7, 2019



## FORWARD LOOKING STATEMENTS

This presentation includes statements relating to the Senhance<sup>™</sup> Surgical System and our current regulatory and commercialization plans for this product. 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 gualify 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 of existing and new regulatory requirements and other economic and competitive factors. For a discussion of the most significant risks and uncertainties associated with TransEnterix's business, please review our filings with the Securities and Exchange Commission (SEC), including our including our Annual Report on Form 10-K filed on March 8, 2018 and 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 the 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.



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





## TRANSENTERIX: TRXC

FAST-GROWING, COMMERCIAL STAGE COMPANY USHERING IN A NEW ERA OF MINIMALLY INVASIVE SURGERY





## **COMPANY SNAPSHOT**

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

#### **TransEnterix Global Footprint**





## **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.





- 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

Source: Abdominal Surgical Robots Market Shares, Strategies, and Forecasts, Worldwide, 2017 to 2023 WinterGreen Research, June 2017



## **ROBOTIC SURGERY LANDSCAPE**



#### **Historical Growth Drivers:**

- Convert open surgeries to robotics
- Offset significant per-procedure cost increase with length of stay benefit vs. open surgery

## **DIGITAL LAPAROSCOPY OPPORTUNITY**





#### **Future Growth Drivers:**

- Convert laparoscopic surgeries to robotics
- Improve laparoscopy: designed for greater precision, efficiencies, safety, ergonomics
- Provide meaningful robotic benefits to laparoscopic surgery without significant per procedure cost increase



# 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



OR Inefficiencies



Surgical Variability



Workforce Challenges

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



## THE SENHANCE SYSTEM CAN HELP ADDRESS KEY CHALLENGES FACING HOSPITALS AND LAPAROSCOPIC SURGEONS



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



### **GLOBAL CLINICAL ADOPTION UNDERWAY**

BROAD APPLICABILITY, PRIMARY FOCUS IN GENERAL SURGERY, COLORECTAL AND GYNECOLOGY





- 28 different procedure types performed (Colorectal, Gen Surg, GYN, URO, Thoracic)
- Set a new standard in minimally invasive robotic surgery with 3mm instruments
- First robotic system to offer security of haptic feedback
- First robotic system to offer simultaneous surgeon controlled visualization



# SENHANCE DELIVERS VALUE ACROSS THE SURGICAL ENVIRONMENT

IMPROVES THE SURGICAL EXPERIENCE IN WAYS THAT MATTER

- Focused on reducing patient trauma in surgery
- Security of haptic feedback
- Minimize incisional pain
- Procedure cost comparable to laparoscopy
- Leverage current investments in laparoscopic ecosystem
- Surgeon recruiting and retention



- Surgeon controlled camera
- Improved ergonomics
- Familiar lap technique
- Rapid docking for ease of setup
- Ease of OR turnover
- Leverage use of standard tools and ancillary surgical devices

# **DIGITAL LAPAROSCOPY PLATFORM – MORE THAN**



THE ROBOT OUR VISION FOR DIGITAL LAPAROSCOPY GOES BEYOND THE ROBOT. WE BELIEVE DIGITIZATION IS A FOUNDATIONAL STEP FOR THE FUTURE OF SURGERY





DATA AND INFORMATION CAN SOON BE USED TO DERIVE VALUABLE CONTEXTUAL INSIGHTS





- Image based analytics and Augmented Intelligence (AI) will become the next wave of innovation in surgery
- Ability to combine/overlay multiple sources of information and imaging to help guide the surgical procedure
- Empowering the surgical environment with routine task automation to reduce fatigue on the surgeon and the surgical team will lead to improved outcomes and less variability in surgery
- Our technology and IP portfolio in combination with the Senhance system positions us well to be a pioneer in this space
- Insights driven surgery will help reduce surgical variability, improve patient outcomes and address workforce challenges



## **GROWING TRANSENTERIX PATENT PORTFOLIO**

ESTABLISHING COMPETITIVE BARRIERS IN DIGITAL LAPAROSCOPY



#### **Patent Applications Filed**



- 133 Patents in current portfolio
- Key patent families covering
  - Haptic feedback
  - Eye tracking camera control
  - Image analytics
  - AI, AR
  - Multiport laparoscopic robotics



## **GROWING COMMERCIAL MOMENTUM**

TOTAL REVENUE (\$M) AND SYSTEM SALES





## **2018 FINANCIALS (UNAUDITED)**

- 2018 Revenue ~ \$24.0 million
  - 238% increase over 2017
- December 31, 2018 Balance Sheet Highlights
  - Cash & Restricted Cash ~ \$73 million
  - Debt ~ \$30 million

## **GLOBAL COMMERCIAL ACTIVITY**

### AMERICAS

- Direct sales team
- Majority of 20 largest MSAs covered
- Regulatory
  - 510(k) clearance of 3mm instrument portfolio
  - Submitted 510(k) Ultrasonic advance energy instrument
  - Submitted 510(k) Articulating instruments
- Cumulative sales 4 systems

### **EMEA**

- Direct sales covering Germany, Italy, France & Benelux
- Distributors and agents expand coverage to other European and Middle Eastern markets
- Regulatory (CE Mark)
  - 3mm instrument portfolio
  - Ultrasonic advance energy instrument
  - Articulating instruments
- Cumulative sales 14 systems

### ASIA

- Japan
  - Established local presence
  - Regulatory process underway
- Taiwan
  - Complete system and instruments regulatory approval received
    - Expect to begin Clinical
  - program in Q1 2019
- Cumulative sales 3 systems





## **MILESTONES**

SYSTEMATIC ACCOMPLISHMENT OF KEY GOALS PAVING THE WAY FOR CONTINUED SUCCESS

### 2016

- First Sale in Europe
- Established EU commercial team
- Established EU customer experience center

## 2017

- Senhance FDA 510(k) clearance
- US commercial team established
- Asia Pacific commercial setup
- 3mm instrument CE mark and launch
- SurgiBot China partnership
- Stryker, Novadaq, Richard-Wolf vision system compatibility

## 2018

- Hernia & Gall Bladder indication expansion FDA 510(k) cleared
- 3mm instrument 510(k) clearance and US launch
- Additional 5mm Instrument 510(k) clearance and US launch
- Ultrasonic Advanced Energy instrument CE mark and EU launch
- Ultrasonic Advanced Energy instrument FDA 510(k) submission
- Articulating Instrument CE mark
- Articulating Instrument FDA 510(k) submission
- First clinical case in the US and Japan
- STORZ vision system compatibility
- Taiwan regulatory clearance for Senhance
- Acquired MST assets and set up Israel R&D center
- Established Transenterix Japan



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