JANUARY 11, 2024

# 42<sup>ND</sup> ANNUAL J.P. MORGAN HEALTHCARE CONFERENCE

PRESENTED BY:

Anthony Fernando, President & CEO

Shameze Rampertab, EVP & CFO



# Asensus Surgical

Forward Looking Statements

This presentation includes statements relating to the LUNA<sup>TM</sup> Surgical System next-generation program under development, an update on Asensus' strategic plan and preliminary 2023 year-end results. 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 we can successfully advance our Performance-Guided Surgery<sup>™</sup> 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<sup>TM</sup> and LUNA System, the effect on our business of existing and new regulatory requirements, whether final 2023 year-end results will meet expectations 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.



# Key Investment Highlights

#### NYSE American: ASXC



Pioneering the Future of Surgery with Augmented Intelligence (AI) and Machine Learning (ML)



Tapping into \$23B Market, Underpenetrated by Robotics

Ability to Address General, Gynecology, Colorectal, Urology, and Pediatric procedures with a single system

Highly talented R&D, Digital Technology and Regulatory teams

Leveraging Gen-1 Predicate to secure FDA approval for LUNA (Gen-2)





### **Asensus Surgical**

# A new way to operate

Asensus is 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.





# **Challenges in Surgeries**

After 20+ years, global robotic penetration remains below 5%<sup>2,6</sup>



Robotics Not Improving Outcomes



High Cost of Traditional Robotics



Impending Surgeon Shortage

1.9M

Surgical Complications Annually <sup>1,2,4,6</sup>





Physician Burnout <sup>5,7</sup>



# The Cost of Variability

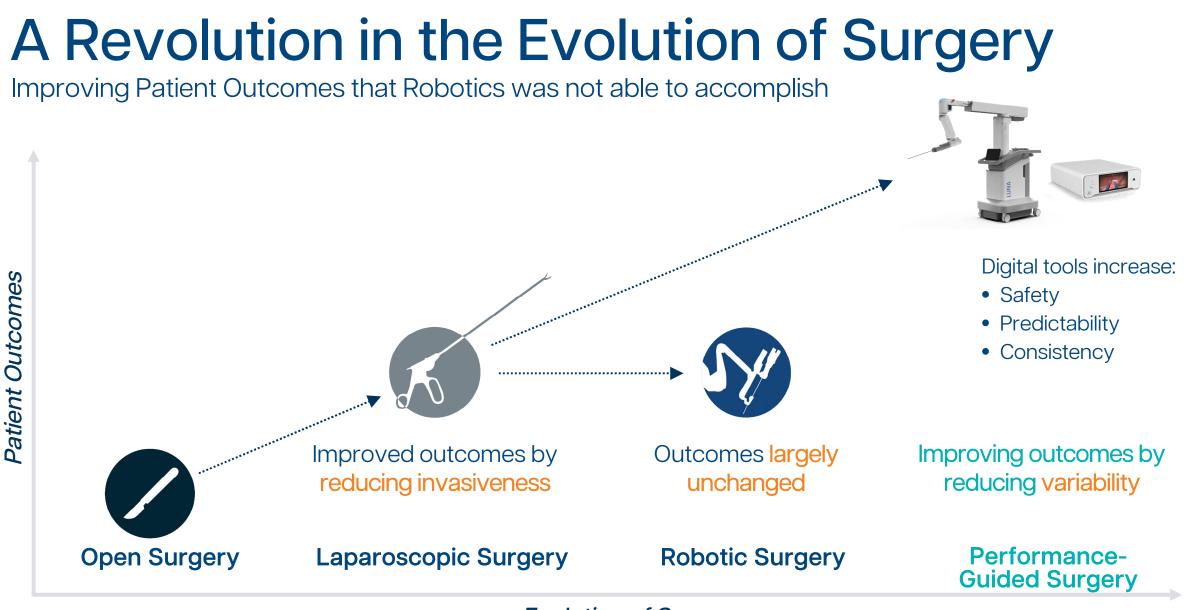
Surgical variability impacts patients significantly, posing long-term costs and risks to surgical centers

1 in 20 surgical procedures result in a major complication that impacts the patient.<sup>1,2,4,6</sup>

The volume of surgeries performed can have a direct correlation to patient outcomes.<sup>8,9</sup> Complication rates vary by procedure and surgeon, leading to unpredictable financial burdens for hospitals.<sup>10,11</sup>

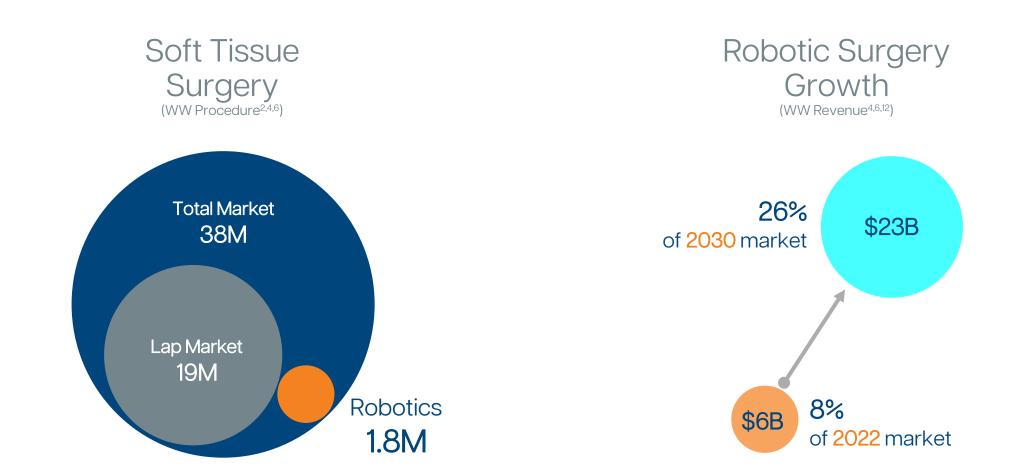






Evolution of Surgery

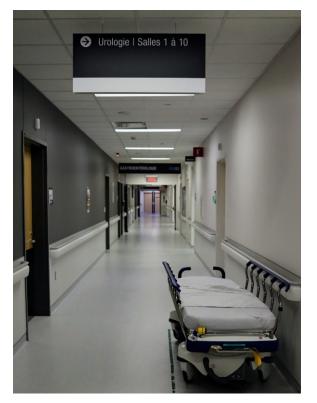
### **Surgical Robotics Market Overview**





# Market Opportunity: A New Setting

Surgery is moving toward outpatient clinics and surgical centers, where cost is the primary driver.



From hospitals...



...to outpatient and surgical centers

Market trends:

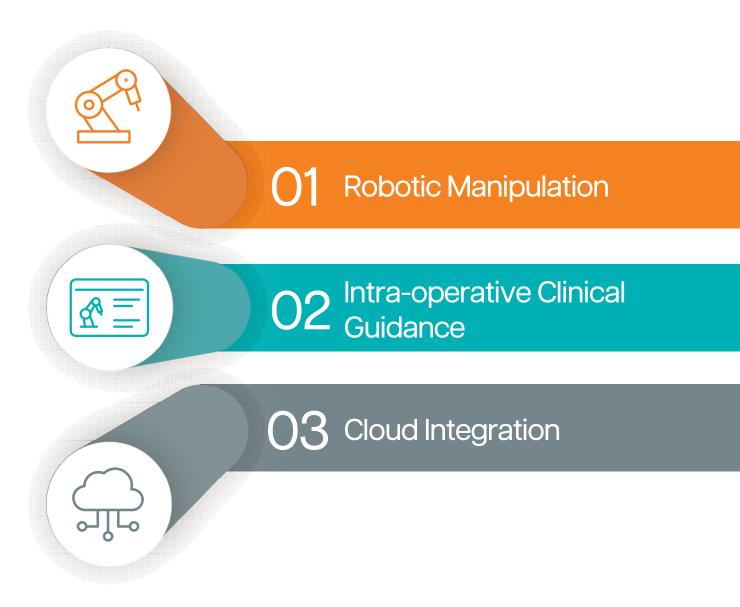
- Surgical volume growth in US Hospital Outpatient (HOPDs) and Ambulatory Surgery Centers (ASCs) will continue to outpace growth in inpatient setting.
- Service lines such as general surgery seeing continued shift to these outpatient alternatives.
- High volume general surgeries expected to shift further from HOPDs to ASCs.



# **Our Solution:**

### Performance-Guided Surgery

Real-Time Decision Support Tools and Robotic Precision That Drive Consistently Superior Outcomes





# **Performance-Guided Surgery**

Competitive offerings have not impacted some basic obstacles in the market, leaving openings in the market

#### Challenges in Surgery

#### Robotics Is Not Improving Outcomes

Levels of surgical complications are unacceptable, despite using robotics. Nearly 2 million patients experience some sort of material complication each year.





Performance– Guided Surgery

- Patient & Surgeon Centric Gen-2
- Digitally safer surgical maneuvers
- Less invasive instruments

Reduce Complications and Improve Outcomes

### Costs of robotics remain a barrier to adoption

High ownership and high per-procedure costs relative to other options makes robotic surgery a tough sell, especially without improved outcomes.

Low-cost architecture

Al based procedure guidance

**Deliver Hospital** 

**Economics & Efficiency** 

OR standardization

## We're facing a shortage of surgeons

There is not yet a solution to make surgeons more efficient, more effective, and less prone to fatigue and burnout.



- Ergonomic workstation
- Lower training burden
- Surgical decision support

Reduce Surgeon Fatigue and Hospital Burden



# **Performance-Guided Surgery**

Leverages robotic precision and digital tools to drive better outcomes

#### REACHING A LEVEL OF STANDARDIZATION



Robotics

Addresses physical fatigue

Reduces variability

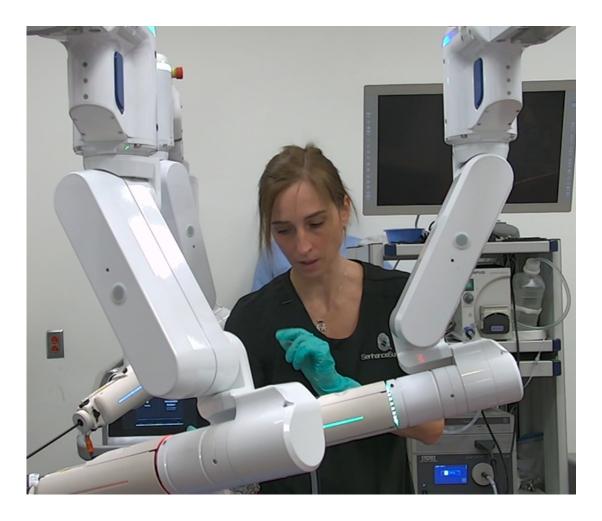
Increases precision across time



#### Digital Tools

Address cognitive fatigue

Level skills, experience, technique, and proficiency across surgeons and geographies





# **Delivering the Future of Surgery**

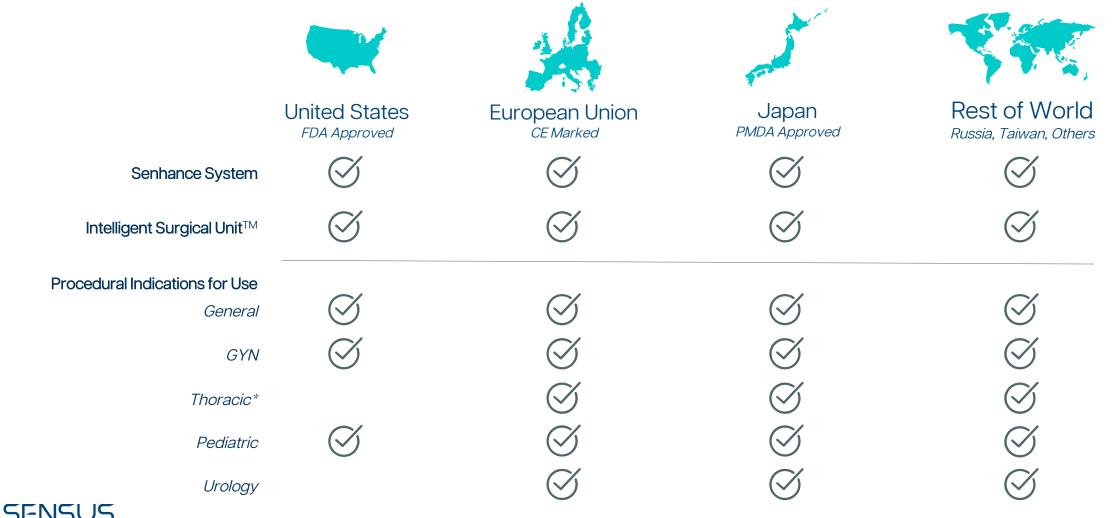
We know what surgeons, hospitals and OR teams need and want





# **De-Risked Regulatory Pathway for LUNA**

Ability to leverage Senhance clearances on LUNA regulatory strategy



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\*non cardiac Thoracic

∽ SURGICAL

# **Enabling Performance-Guided Surgery**

The only way to improve outcomes is to combine Robotic Precision with real-time Surgical Decision Support with a solution accessible to more patients



State of the art robotics platform

Intra-operative digital toolkit for "Real-time" Augmented Intelligence



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## LUNA System Overview

Instinctive Surgeon Console Collaborative Robotic Arms

#### Enabling Instruments









Optimizing workspace and patient access
Preserving tissue sensing
Facilitating system setup
Enabling bedside efficiency
Digitizing Surgery



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\*LUNA is currently under development and have NOT been submitted to or cleared by the US FDA or other global regulators, not available for sale in any market.

### Console





Delivering unconstrained freedom of motion

**Enabling** 3 simultaneous actuations

Offering market leading (2D, 3D-4k) visualization

Allowing easy access to digital capabilities

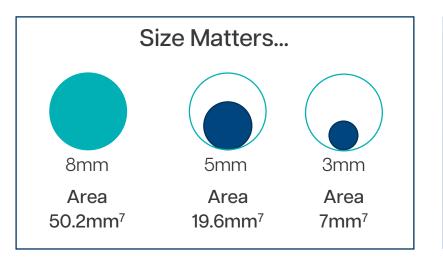
Reducing the ergonomic burden on the surgeon



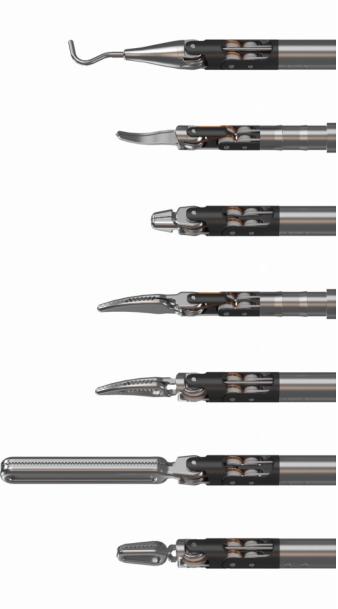
## Instruments

Enabling dexterity, utility, minimal invasiveness and cost efficiency:

- Fully articulated 5mm TrueWrist
- Reusable straight stick 5mm and 3mm
- Advanced energy, ligation and stapling









# **Augmented Intelligence**



The Intelligent Surgical Unit (ISU)

#### Informing surgical decisions

Digital measurements guiding surgeons and surgical maneuvers

#### Avoiding preventable errors

Identification of critical anatomy to mitigate risk of tissue damage

#### Improving OR efficiency

Hands-free camera control enables OR staff optimization

#### Enriching medical education

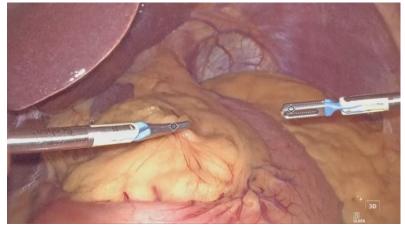
Digital tags and annotations enhancing learnings, OR communication



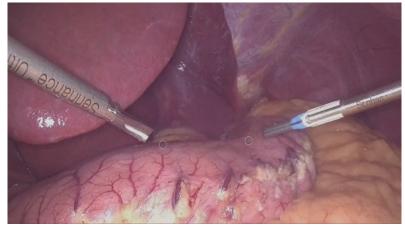
ISU

#### Providing Intra-operative Decision Support

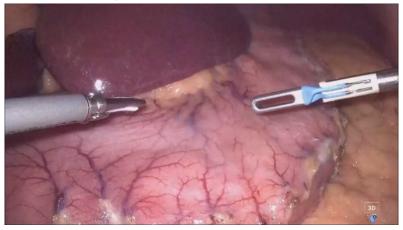
Automated Camera Control – Follow Me



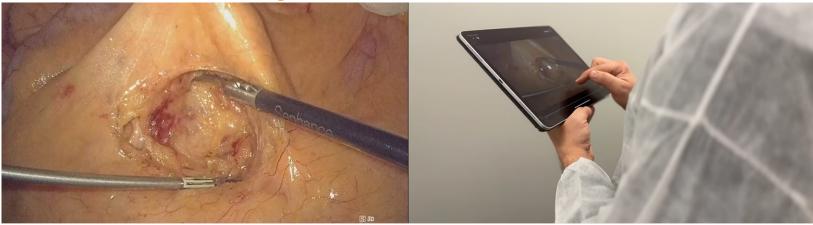
Analytical Toolkit – 3D Measurement



Safety Toolkit – No Fly Zones

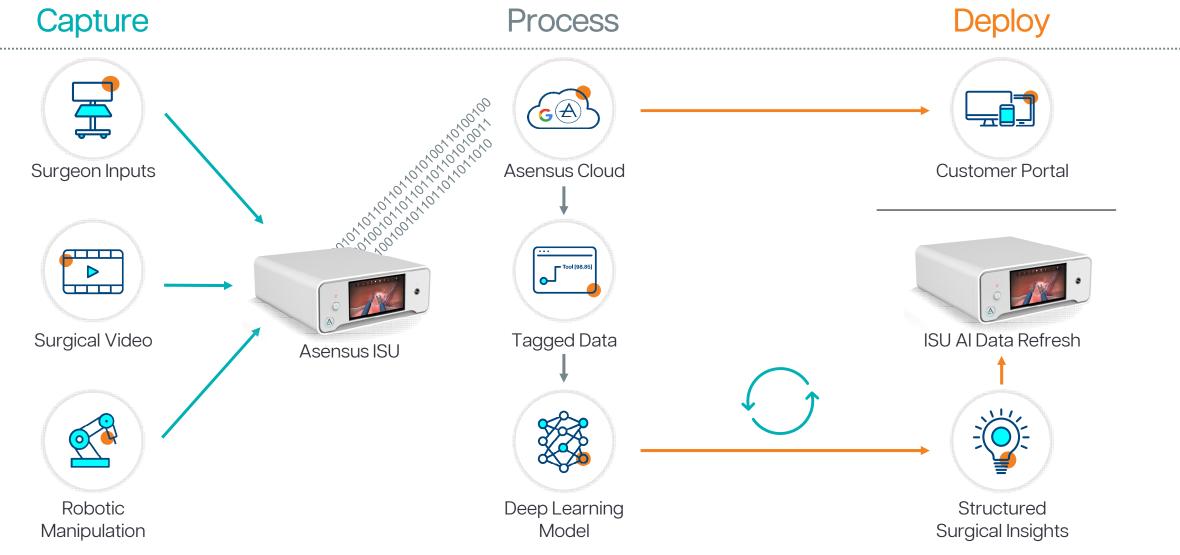


#### Training Toolkit – Real Time Telestration





### **Cloud Infrastructure**





### **Financial Snapshot**

FY 2023

8

YOY Growth in Surgical Procedures

**14**%

Senhance Surgical Placements Initiated



**Procedures Performed** 

# ~\$8.2-8.8M

Revenues (Unaudited)

#### December 31, 2023 (Unaudited)

Cash & Cash Equivalents: ~\$21.0 Million incl. short-term investments, excluding restricted cash

O No debt

C

0

Common Stock: 264.9 Million Shares





## Asensus 2024

### SUMMARY:

Surgical outcomes can be improved. Asensus is the right company to advance that vision.

We are delivering Performance-Guided Surgery through the combination of advanced Robotic Precision with real-time Surgical Decision Support:



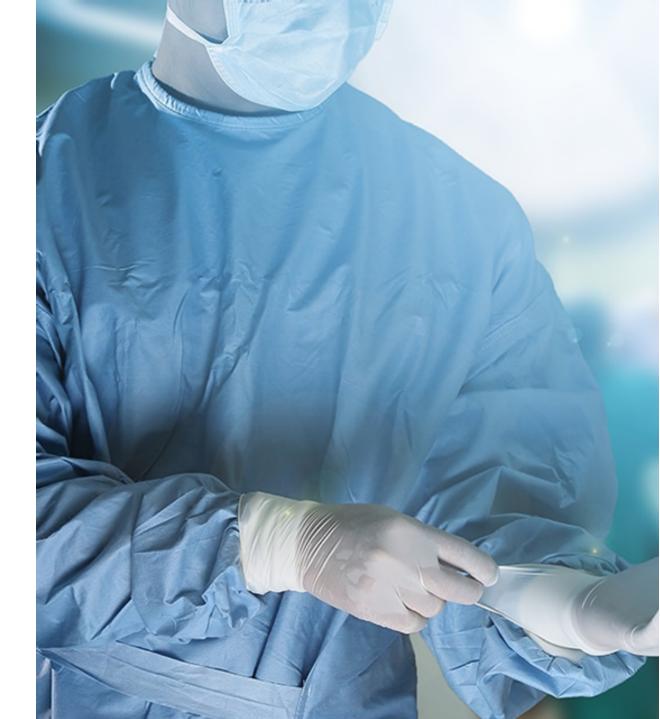
SENSUS

⊶ SURGICAL

#### **ISU** Empowering Surgeons

Intra-operative digital toolkit for "Real-time" Augmented Intelligence

A clear pathway to execute and achieve our vision.





# Surgery Reimagined

Performance-Guided Surgery – next level technology that completely changes the idea of what's possible.



#### ON BEHALF OF OUR ENTIRE TEAM

# Thank You





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