# Asensus Surgical

Changing the idea of what's possible in Surgery

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 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<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 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.

## We are Delivering the Future of Surgery

10,000+

**Procedures** 

### Global

Regulatory Approvals

100+

**Surgeons** 

300+

Patents\*

2,500+

Patient Registry 90+

**Publications** 



2020 **→** 2021 **+47%** 

2021 → 2022 **+29%** 



Senhance<sup>®</sup>

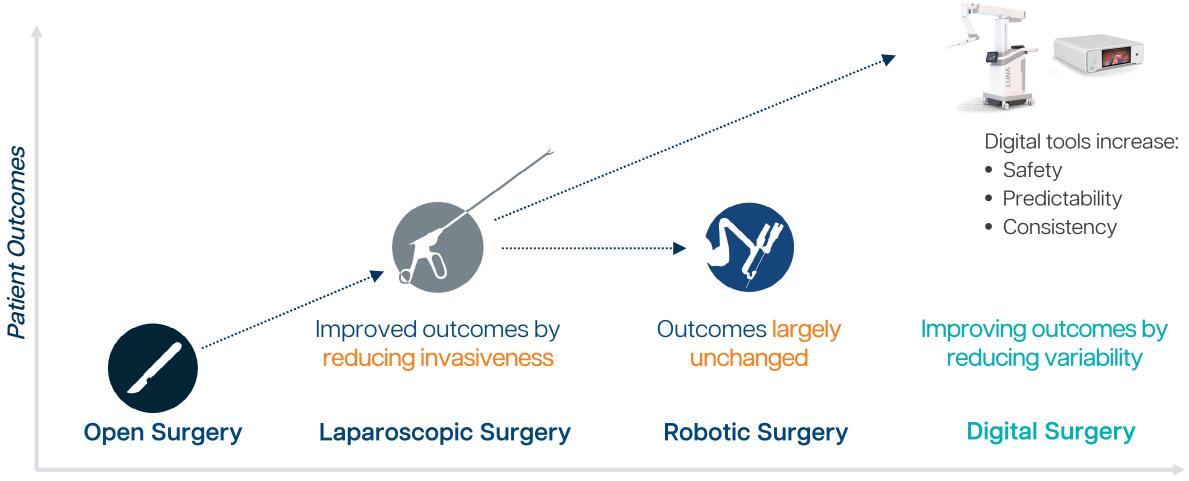


GYN, Urology, Colorectal

General, Bariatric

## A Revolution in the Evolution of Surgery

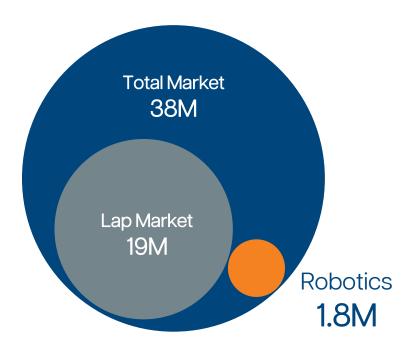
Improving Patient Outcomes that Robotics was not able to accomplish



Evolution of Surgery

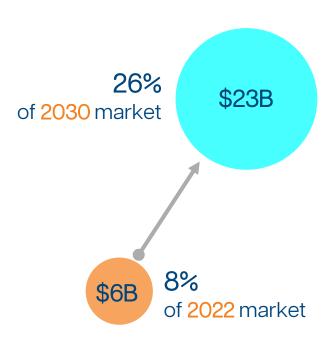
### **Market Opportunity**

Soft Tissue
Surgery
(WW Procedure 6,8,10)



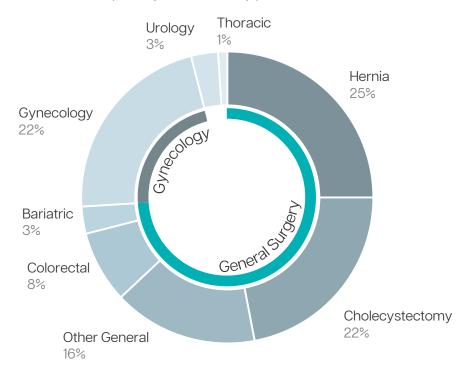
Robotic Surgery Growth

(WW Revenue<sup>5,8,10</sup>)



### Soft Tissue Surgery Segments

(Specialty Breakdown by procedure volume<sup>5</sup>)





# Challenges in Surgery Today

Robotics Not Improving Outcomes

High Cost of Current Robotics

Impending Surgeon Shortage







1.9M Surgical Complications Annually<sup>3,6,8,10</sup>

Up to 2X Greater Procedural Cost<sup>7</sup>

>40% Physician Burnout<sup>2,13</sup>



### **Our Solution:**

## Performance-Guided Surgery

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



Robotic Manipulation



O2 Intra-operative Clinical Guidance



O3 Cloud Integration



## **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





**Empowering Surgeons** 

### **LUNA System Overview**

Instinctive
Surgeon Console

Collaborative Robotic Arms

Enabling Instruments





Dexterity

w/out need

for docking



**1** 86%

Incision size

**J** 38%

Articulating instruments diameter

1 25%

Bed-side access

1300%

Range of motion

Per case cost<sup>7</sup>

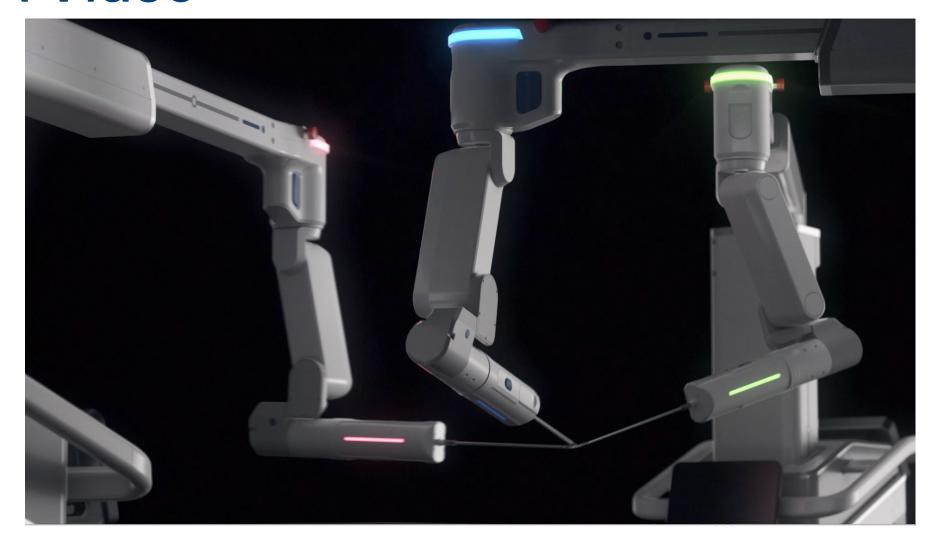
vs. Competitive Robotic Systems

vs. Senhance

vs. Lap



## **LUNA Video**





## ISU – The Missing Piece in the OR

**Empowering Surgeons** 



The Intelligent Surgical Unit

#### 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.

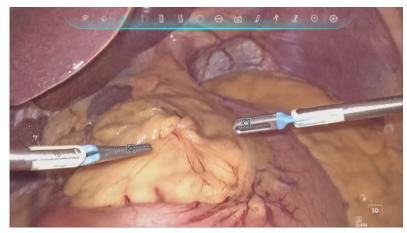
#### **Enriching medical education**

Digital tags and annotations\* enhancing learnings, OR communication.

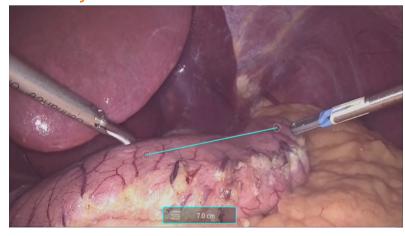
### **ISU Videos**

#### Providing Intra-operative Decision Support

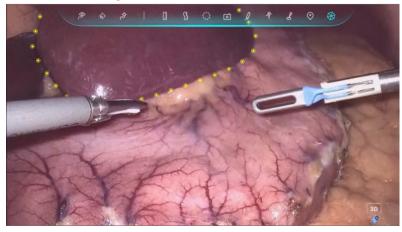
Automated Camera Control – Follow Me



Analytical Toolkit – 3D Measurement



Safety Toolkit – No Fly Zones





# **Competitive Landscape**

Company	ASEI S U R G	<b>NSUS</b>	INTUÎTIVE SURGICAL®	Medtronic	Jal	SURGICAL	VICARIOUS	Distalmotion
	3 0 K 0	1 C // L	(Public)	(Public)	(Public)	(Private)	(Public)	(Private)
Technology	Senhance Multi-Port	LUNA Multi-Port	Multi-Port, Single-Port	Multi-Port	Multi-Port	Multi-Port	Single-Port	Multi-Port
Specialty	General, GYN, URO, Pediatric, Thoracic	General, GYN, URO, Pediatric, Thoracic	General, GYN, URO, Pediatric, Thoracic	General, GYN, URO	Unknown	General, GYN, URO	Hernia	General, GYN, URO
Procedure Costs	\$	\$	\$\$\$	\$\$	TBD	\$\$	\$\$\$	\$\$
FDA*	Υ	2024	Υ	2024	TBD	2024	2025	2024
CE*	Υ	2024	Υ	Υ	TBD	Υ	TBD	Υ
Instrument Sizes	3mm, 5mm	3mm 5mm Wrist	8mm Wrist	8mm Wrist	TBD	6.8mm	15mm	8mm Wrist
Haptic Feedback	Υ	Υ	N	N	N	N	N	N
Real-Time Digital Tools	Υ	Υ	N	N	N	N	N	N



## Performance-Guided Surgery

A Comprehensive Solution for Surgeons, Hospitals, & Patients

Challenges in Surgery

Robotics Not Improving Outcomes High Cost of Current Robotics









LUNA + ISU

Reduce Complications and Improve Outcomes

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

- Low-cost architecture
- OR standardization
- Al based procedure guidance

Deliver Hospital Economics & Efficiency

- Ergonomic workstation
- Lower training burden
- Surgical decision support

Reduce Surgeon Fatigue and Hospital Burden



Performance-

**Guided Surgery** 

## Value Drivers in Key Markets

Unmatched Clinical Utility, Simplicity, and Savings in a Wide Range of Specialties

Addressable Market (Annual Volumes)
Market Dynamics
Clinical Challenges



LUNA

Gynecology Gynecology	Colorectal	Bariatrics	General
5 M Procedures	2 M Procedures	1M Procedures	18 M Procedures
<ul> <li>Exp. shortage of OB-GYN physicians</li> <li>Demand for RAS exp. to expand. 5,6,12,14</li> </ul>	<ul> <li>Compelling reimbursement</li> <li>RAS highly valued in complex procedures.<sup>3</sup></li> </ul>	Global obesity epidemic driving growth of bariatric market. 5,6	<ul> <li>Hernia repairs and cholecystectomies representing ~50% of global market.<sup>6</sup></li> </ul>
Surgical complications in >1 of 10 patients. <sup>3,4</sup>	Higher rates of postoperative complications and costs. <sup>3</sup>	Lack of standardized operative technique. <sup>11</sup>	RAS adds time, complexity and cost with marginal clinical benefits. <sup>1,9</sup>
TrueWrist 5mm outperforms 8mm in the narrow pelvic surgery	TrueWrist 5mm enable complex surgical tasks	LUNA arms enable surgery on wider range of BMI	LUNA platform drives efficiency and lowers cost
Provides surgical decision support	Helping reduce physical and cognitive fatigue	Enabling precise & reproducible characterization of the anatomy	Automates visualization and simple tasks



## **Expanding Sites of care**

LUNA Positioned to Serve Hospitals and Alternate Surgical Settings

#### 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.

LUNA: Robust solution to drive operational efficiencies and lower cost in both inpatient and outpatient settings.

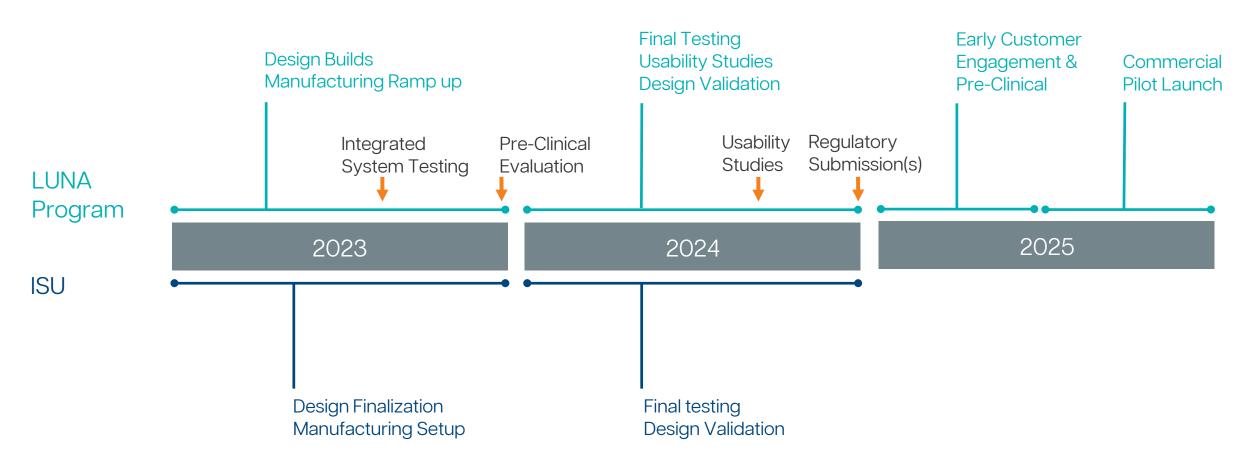


- Ease of system setup and reduced system footprint for rapid room turnover
- Per case cost at par with traditional laparoscopy
- Native, datadriven performance dashboards



## **Developing Next Generation Technology**

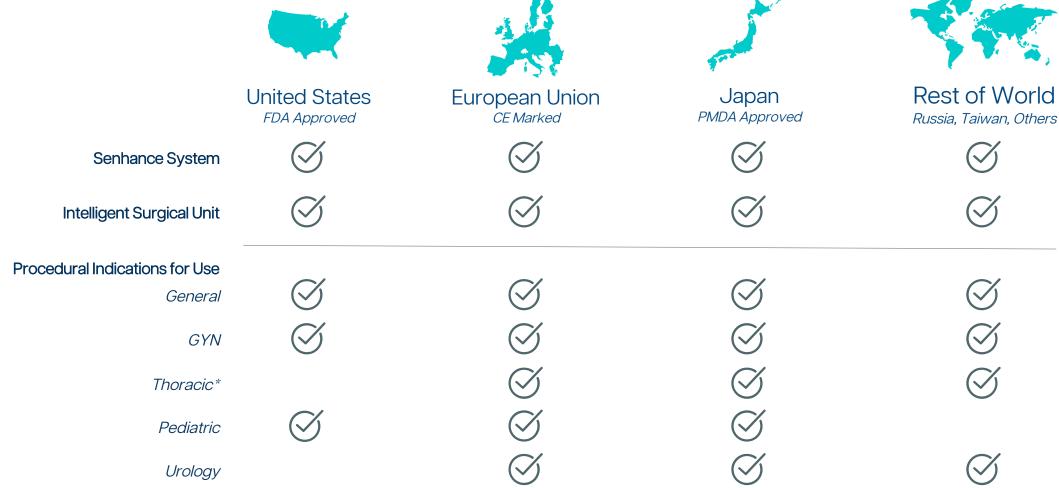
Broadening Applicability of Senhance and Developing the Next Wave of PGS Technology





## De-Risked Regulatory Pathway for LUNA

Ability to Leverage Senhance Clearances on LUNA Regulatory Strategy





### Disruptive Economic Model

LUNA and ISU Designed to Drive Adoption via High Clinical Performance and Responsible Economics

#### **LUNA Surgical System**

#### **SUBSCRIPTION**

- Signup Fee
- Annual Service Fee
- Per Case Fee
- Specialty Instruments (add on)
- Al / Cloud Subscription (add on)



Low Entry Point, Competitive
Case Fee

#### SALE - DIRECT / DISTRIBUTOR

- Capital System Sale
- Annual Service Fee
- Per Case Fee
- Specialty Instruments (add on)
- Al / Cloud Subscription (add on)



Attractive Entry Point, Lower
Case Fee, Recurring
Distributor Incentive

#### Standalone ISU

#### via PARTNERS

- System Transfer Price
- Annual Service Fee
- Al Subscription (add on)
- Data / Cloud Subscription (add on)



Recurring High Margin Revenue Stream



### Financial Snapshot

#### FY 2022 Performance

- 29% Year-over-year growth in surgical procedures (>3,100 procedures globally)
- Nine Senhance initiations
- Revenue of \$7.1 million

#### 1Q 2023 Performance

- 20% Year-over-year growth in surgical procedures (>900 in the quarter)
- Revenue of \$1.0 million

#### Mar 31, 2023 Balance Sheet Highlights

- No debt
- Cash, cash equivalents, short-term and long-term investments, excluding restricted cash: \$57.4 million



## **Upcoming Milestones**

#### LUNA System

- Integrated System testing Q3 2023
- Finalization of Contract Manufacturing Partner Q3 2023
- Pre-Clinical Evaluation Q4 2023

#### Updated ISU Platform for LUNA

- Strategic Partnership with Graphics Hardware Provider Q3 2023
- Finalization of Contract Manufacturing Partner Q4 2023

#### Senhance System Placements

• 10-12 Senhance placements in 2023



### Conclusion

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:

- LUNA: Next Generation digital surgery platform and instruments
- ISU: Intra-operative digital toolkit for "Real-time" Augmented Intelligence

We have a clear pathway to execute and achieve our vision.



## **Asensus Surgical**

NYSE American: ASXC

#### <u>Information for Investors</u>

Visit our IR Website:

ir.asensus.com/

#### **IR Contact:**

invest@asensus.com

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#### Clinical Resources

Visit our Corporate Website: asensus.com/

Explore Senhance: senhance.com/us/home

Find Clinical Data: senhance.com/us/resources



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