



# LADENBURG THALMANN HEALTHCARE CONFERENCE

July 13-14, 2021

Anthony Fernando, President & CEO

Shameze Rampertab, EVP & CFO

# Forward Looking Statements

This presentation includes statements relating to our vision for the future of performance-guided surgery and the role the Senhance® Surgical System may play. These statements and other statements regarding our future plans and goals constitute "forward-looking statements" within the meaning of 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, and include whether we will be well-positioned to continue to deliver on our strategy and bring transformative technology to surgeons, hospitals and patients globally. For a discussion of the risks and uncertainties associated with our 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 date this presentation was first made. 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.



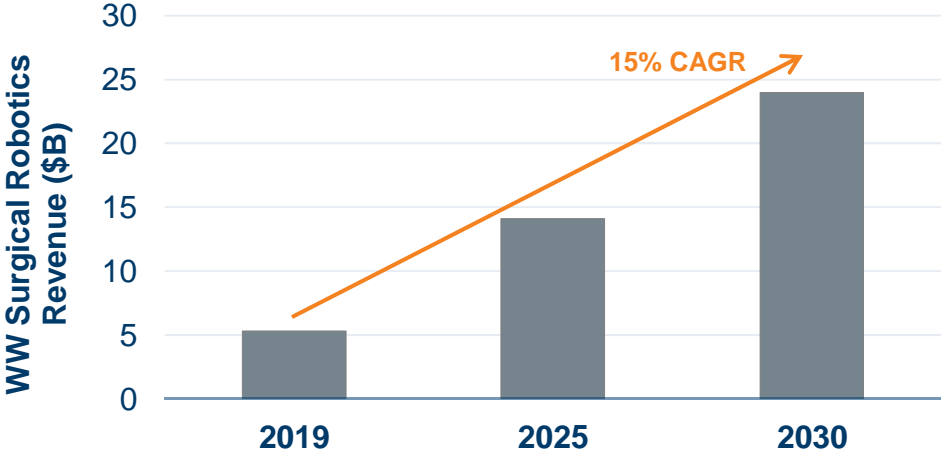
# Asensus Surgical (NYSE American:ASXC)

Early-Commercial Stage Company Ushering In A New Era Of Minimally Invasive Surgery

 <div>Global Regulatory Approvals</div>	 <div>Global Training Centers</div>	 <div>100+ Active Surgeon Users</div>
 <div>Active Clinical Sites in US, EU &amp; Asia</div>	 <div>4,500+ Surgeries Performed</div>	 <div>Compelling Per Procedure Economics</div>
 <div>1st eye-sensing camera control haptic feedback 3 mm robotic instruments augmented intelligence and machine vision real-time surgical image analytics pediatrics with robotic 3 mm</div>	 <div>Strong Talented Global Team</div>	 <div>Integrated Remote Mentoring</div>

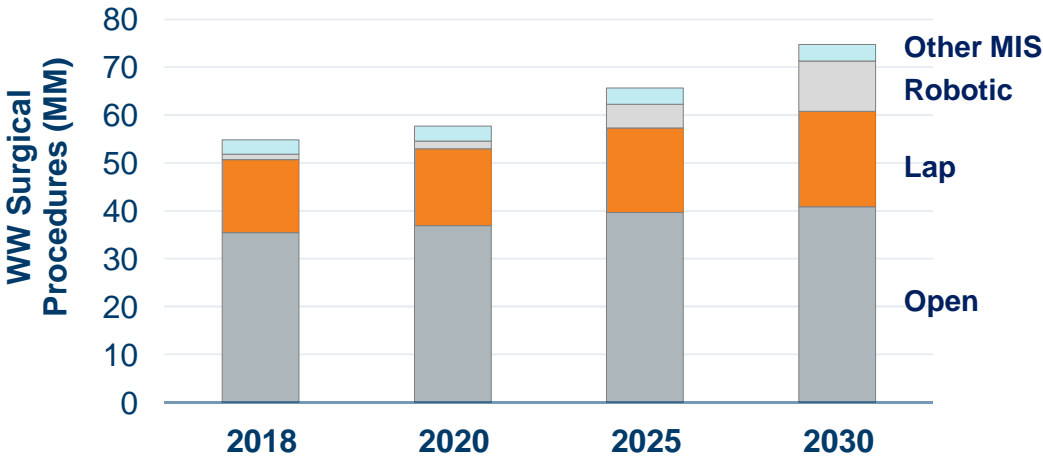


# Global Market Trends in Surgical Robotics



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

Worldwide Robotic Penetration Rate is < 5%, Today



Current Robotics Market

Open Surgery  
37mm procedures

Current Robotic Penetration < 5%

Digital Laparoscopy






Laparoscopic Surgery  
16mm procedures

Greenfield Opportunity for Senhance

# We Are Uniquely Focused on Laparoscopy

An Opportunity And Need To Add To The Ways Surgical Robotics Creates Value

## Global Soft Tissue Abdominal Surgery Market

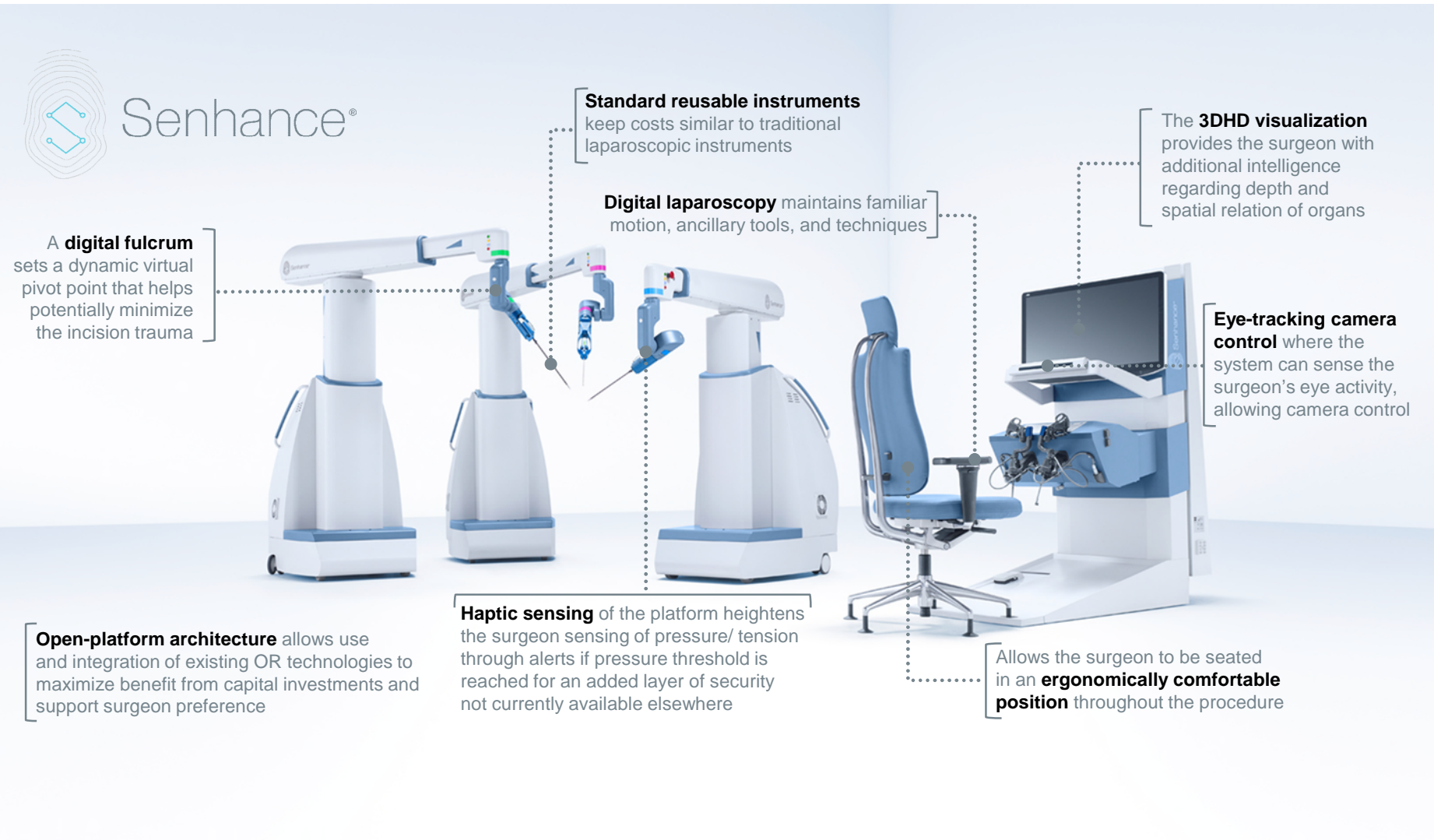
	Laparoscopy: ~16 million	Open: ~37 million
Applicable Technology	Digital Laparoscopy (multi-port)	Robotic Assisted Surgery (multi-port)
Industry Participants		   
Surgical Technique	Laparoscopy	Open Surgery / Hybrid MIS
Instruments	Fully Reusable	Limited / Single Use
	5mm & 3mm	8mm & 5mm
	Articulating	Wristed
Advanced Technology	Intelligent Capabilities	Not Available

*Senhance is the only platform able to address the conversion of laparoscopy by leveraging standard laparoscopic tools, digital information and decision support tools*

*Competitors are following the Da Vinci model and focusing on open surgery conversion*

# Senhance System Addresses Key Challenges Facing Hospitals and Laparoscopic Surgeons
























Building The Bridge From Laparoscopy To Robotics





# Robust Global Applicability

High Volume Procedural Approvals Widely Available To Address Significant Markets

				
	United States	European Union	Japan	Rest of World
	FDA Approved	CE Marked	PMDA Approved	Russia, Taiwan, Others
Senhance System Surgical				
Procedural Indications for Use				
General	 1Q-21 Clearance			
GYN				
Thoracic*				
Pediatric				
Urology				
Addressable Market (# of annual procedures)	16 million			

\*Non-cardiac, upper abdominal procedures

# Digitizing Laparoscopic Instrumentation

Broad Instrumentation Add Unique Advantages For Surgeons And Patients



Core Laparoscopic



Ultrasonic



3mm



Articulating

Filed for FDA  
Clearance 1Q21



*Developed broad instrument  
portfolio with **70+**  
instruments in the catalog*

*New standard in minimally  
invasive robotic surgery with  
**3mm** instruments*

*Reusable instruments enable  
**compelling per procedure**  
**economics***

# Our Path To Market Leadership

Delivering A New Era In Digital Surgery

- 1 Educate surgeons on the benefits of Senhance
- 2 Grow global installed base
- 3 Increase global procedure volume
- 4 Expand the portfolio
- 5 Continue the technological advancement of Senhance



# 1 Educating Surgeons On The Benefits Of Senhance

Grow Compelling Set of Data to Demonstrate Clinical and Economic Value

**60+**  
peer review  
articles to date

Focused on the following data:

- Health economics
  - Cost per procedure
  - Procedure times/workflow
- Usability across specialties
- Clinical outcomes

The TransEnterix European Patient Registry for Robotic-Assisted Laparoscopic Procedures in Urology, Abdominal, Thoracic, and Gynecologic Surgery ("TRUST")

Dietmar Stephan<sup>1</sup>, Ibrahim  
Affiliations + expand  
PMID: 33513657 DOI: 10.1111

#### Abstract

**Introduction:** Robotic surgery with the Senhance<sup>®</sup> System (Intuitive Surgical, Inc., Sunnyvale, CA) is a digital monopoly for years after the Morrisville, North Carolina, movements and is designed to move patients after different visits with the Senhance<sup>™</sup> digital system.

**Materials and methods:** 17 patients with the Senhance<sup>®</sup> System (Intuitive Surgical, Inc., Sunnyvale, CA) and bilateral, cholecystectomy in Europe between February

First experience using the Senhance surgical system in laparoscopic local gastrectomy for gastrointestinal stromal tumor

Hirofumi Sugita<sup>1</sup>, Shinichi Sakuramoto<sup>2</sup>, Junya Aoyama<sup>3</sup>, Sunao Ito<sup>4</sup>, Shuichi Oya<sup>5</sup>, Kenji Watanabe<sup>6</sup>, Naoto Fujiwara<sup>7</sup>, Hiroko Kondo<sup>8</sup>, Yutaka Miyawaki<sup>9</sup>, Yasumitsu Hirano<sup>10</sup>, Hiroshi Sato<sup>11</sup>, Shigeki Yamaguchi<sup>12</sup>, Isamu Koyama<sup>13</sup>

Affiliations + expand  
PMID: 33590962 DOI: 10.1111

#### Abstract

Various innovative robotic systems (SSS) are a digital monopoly for years after the Morrisville, North Carolina, movements and is designed to move patients after different visits with the Senhance<sup>™</sup> digital system.

**Keywords:** GIST; Senhance surgical system

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**Senhance surgical system in benign hysterectomy: A real-world comparative assessment of case times and instrument costs versus da Vinci robotics and laparoscopic-assisted vaginal hysterectomy procedures**

Herbert Coussons<sup>1</sup>, Josh Feldstein<sup>2</sup>, Steve McCarus<sup>3</sup>

Affiliations + expand  
PMID: 33860631 DOI: 10.1002/rcs.2261

#### Abstract

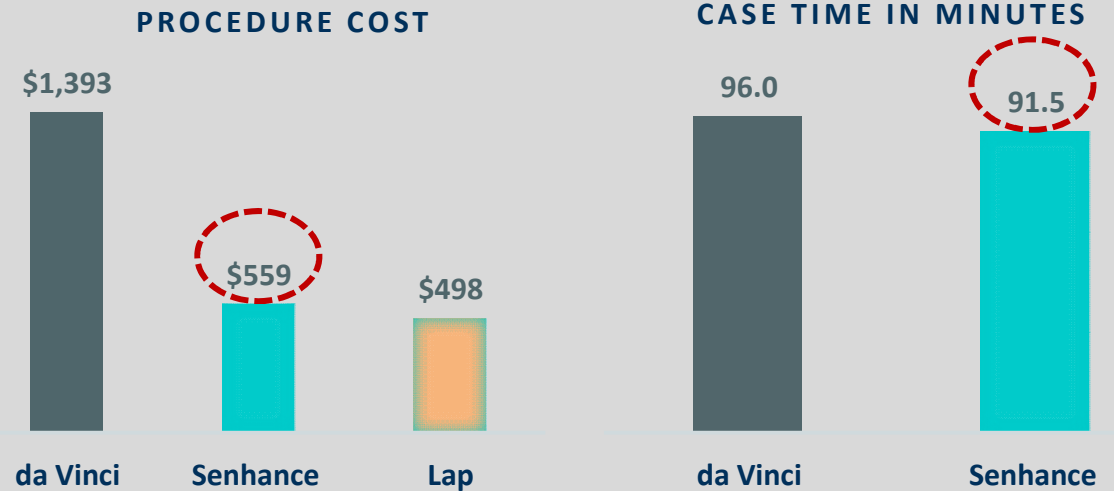
**Objectives:** Comparison of retrospective, learning curve benign hysterectomy cost and case time data from Senhance total laparoscopic hysterectomy (TLH) cases with similar da Vinci robot cases and laparoscopic-assisted vaginal hysterectomy (LAVH) cases.

**Methods:** Instrument costs, console time, and case time analysis from six surgeons at four U.S. and European hospitals compared with retrospective, sequential da Vinci TLH and standard laparoscopic LAVH cases extracted from the CAVAnalytics database.

**Results:** Senhance Gyn surgeons in their learning curve when compared to da Vinci learning curve Gyn surgeons achieved lower median instrument costs (\$559 vs. \$1393, respectively;  $p < 0.001$ ) with comparable console times (91.5 vs. 96 min,  $p = 0.898$ ); Senhance and LAVH case costs were comparable (\$559 vs. \$498,  $p = 0.336$ ).

## International Journal of Medical Robotics (Apr 2021)

*Senhance surgical system in benign hysterectomy: A real-world comparative assessment of case times and instrument costs versus da Vinci robotics and laparoscopic-assisted vaginal hysterectomy procedures*



- Senhance per procedure costs were less than half of da Vinci
- Senhance per procedure costs were in line with laparoscopy
- Case times between Senhance and da Vinci were comparable

## 2

## Growing Global Installed Base

Expanding Number of Systems Being Used Across Multiple Geographies



**28**

Active Installed  
Units

**6**

Global Training  
Centers

**13**

Foundational  
Sites

- 10 systems added in 2020
- 10 – 12 systems expected to be added in 2021
- 2 lease agreements signed YTD 2021

- 2 Training Centers added LTM (EU, Japan)

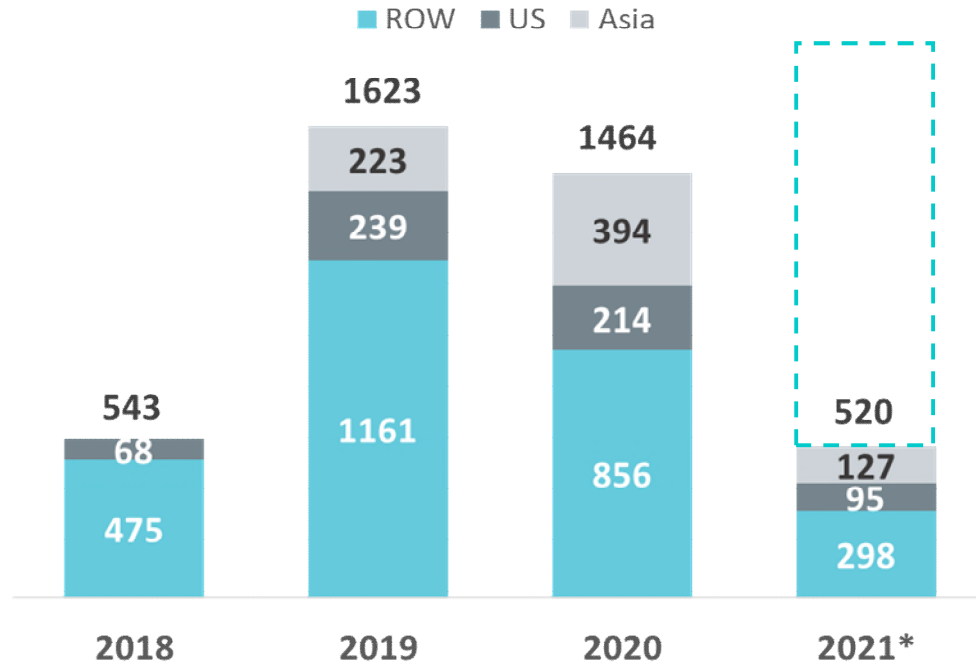
- Foundational Sites expected to expand in 2021

## 3

# Increasing Global Procedure Volumes

Senhance Demonstrating Strong Clinical Performance Across The Three Major Geographies

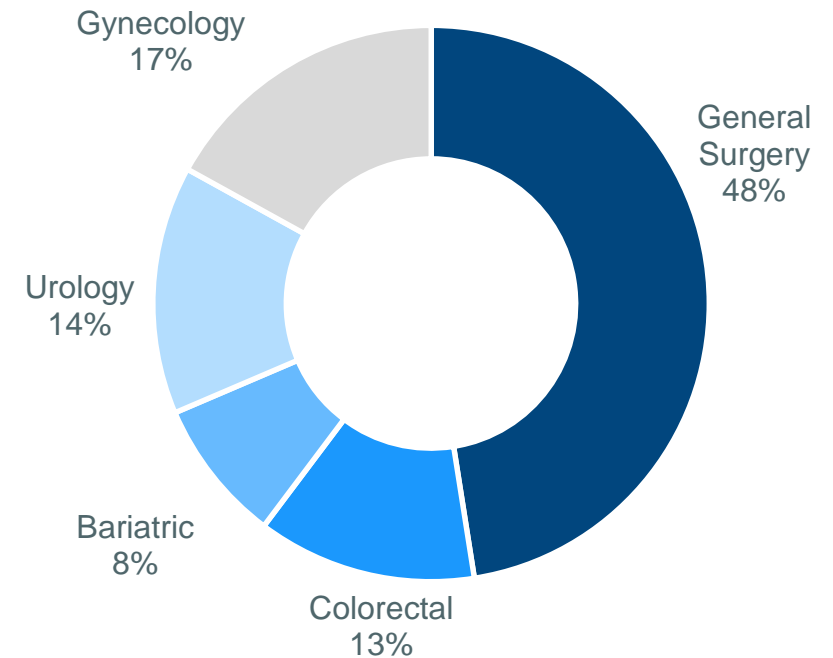
## GLOBAL CLINICAL CASE VOLUME TREND



Year end Active Sites	6	18	28	38-40**
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Strong clinical case performance

## 2020/2021\* CASE MIX



Adoption across multiple specialty areas, demonstrating broader applicability and adoption



## 4

# Expanding The Portfolio

Broadening Applicability Through Regulatory And Instrument Expansion

1Q'21

CE Marking:  
**Initial ISU™**

FDA 510(k) clearance:  
**Expanded General  
Surgery Indication**

- Provided Senhance digital laparoscopy programs access to new Augmented Intelligence technology
- Brings initial Performance-Guided Surgery capabilities to European hospitals
- Expanded on-label applicability
- Can be utilized in 2.7 million annual procedures
- Key to future growth

2Q'21

FDA 510(k) submission:  
**Articulating  
Instruments**

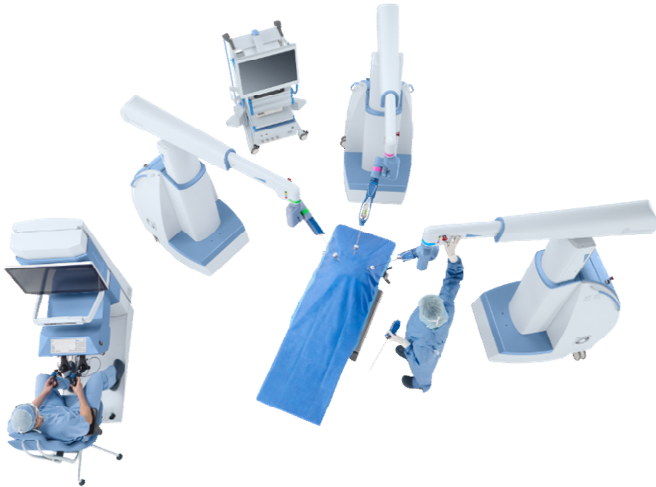
Upcoming FDA 510(k)  
submission: **Next  
Wave ISU Features**

- Widens the clinical utility to a broader number of surgeons
- Following approval, will initiate limited launch before full commercialization
- Next phase in progress towards Performance-Guided Surgery
- Will provide advanced Machine Vision and Augmented Intelligence capabilities
- Only robotic platform to offer scene recognition and surgical image analytics

# 5 Continue The Technological Advancement Of Senhance

Focused Investment To Deliver The Future Of Surgery

## Senhance



Robust Digital Laparoscopy platform built on the fundamentals of MIS

## Intelligent Surgical Unit™ (ISU™)



Digital Platform capable of machine vision and augmented intelligence to enable real-time surgical analytics

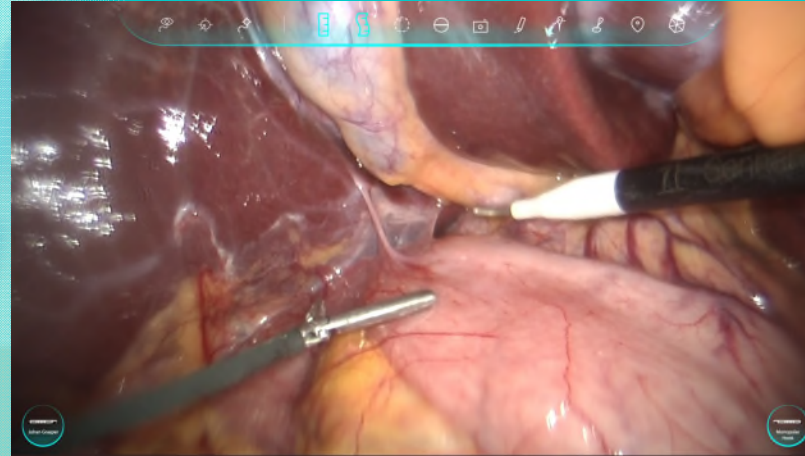
## Performance-Guided Surgery



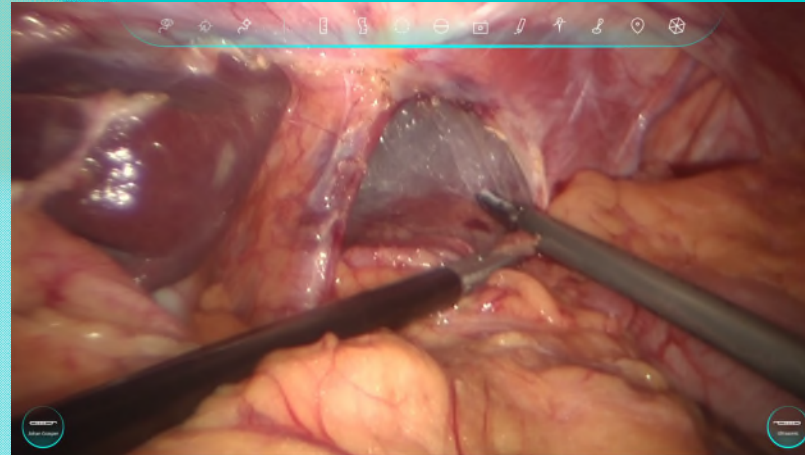
Clinical Intelligence to unlock superior outcomes with surgery

# ISU: The First Machine Vision System In Robotic Surgery

Laying The Foundation For Digitizing Surgery → Enable Performance-Guided Surgery



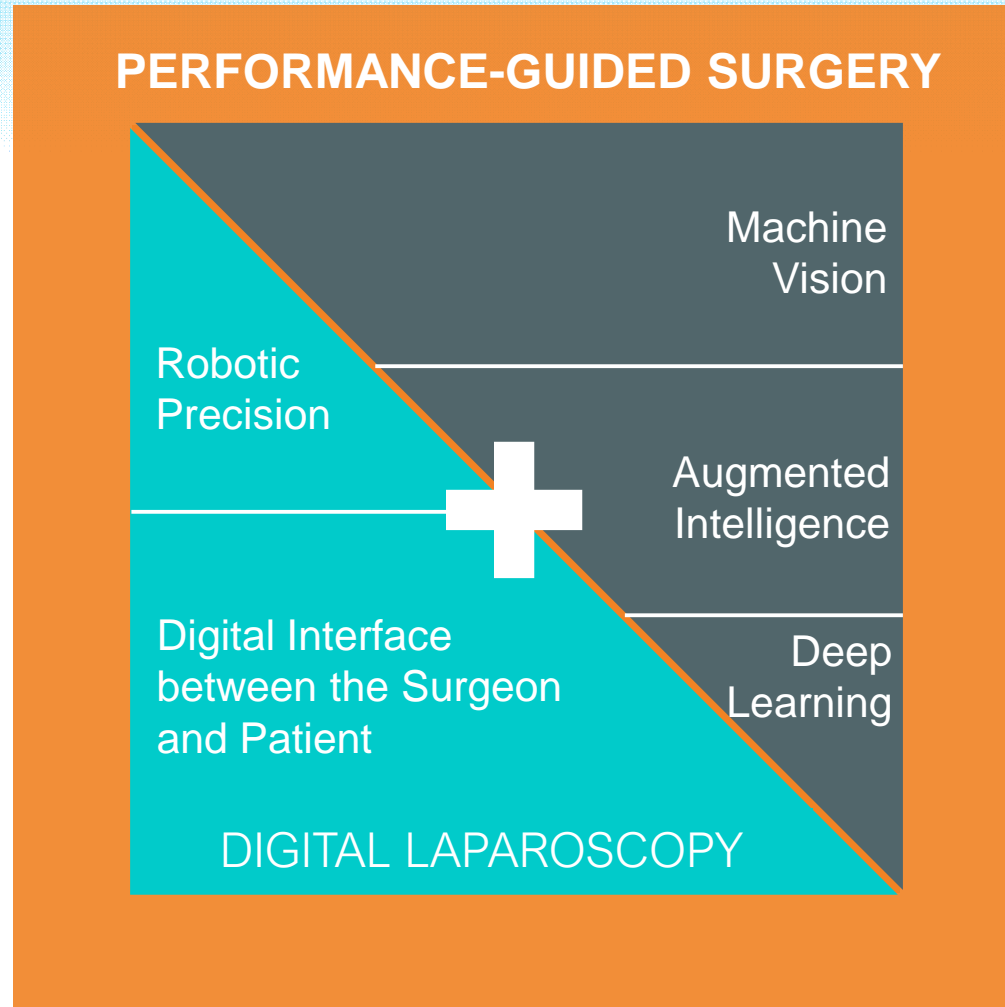
Vision Based  
Real-Time 3D  
Point to Point  
Measurement



Real-Time Defect  
Identification and  
Sizing



# Performance-Guided Surgery



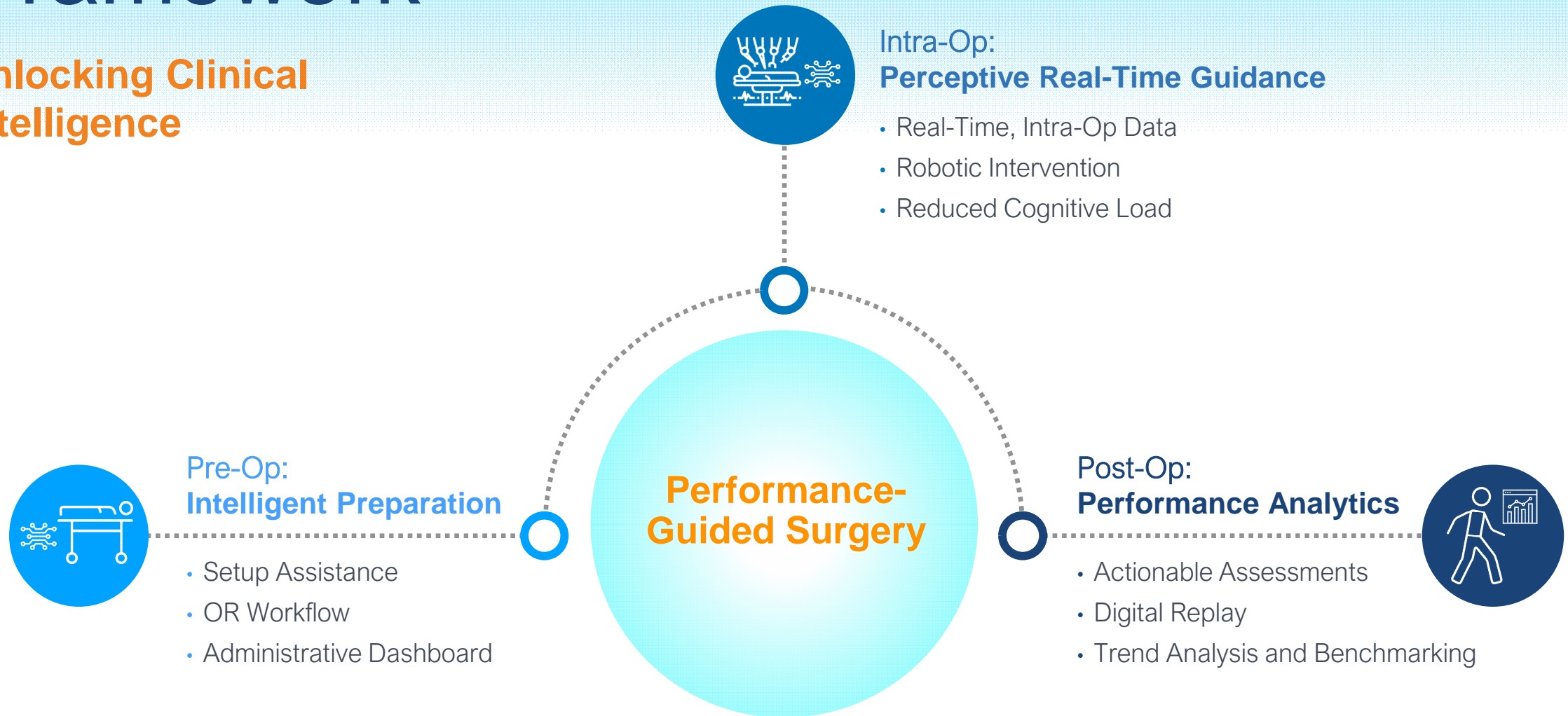
Improved  
Decision Making

Improved  
Collaboration

Improved  
Predictability

# The Surgical Assurance Framework

## Unlocking Clinical Intelligence



# Senhance Connect

Mobile In-OR Surgeon Communication System



- Connects expert Senhance Surgeons across the Globe
- Streams multiple camera views and the endoscopic view simultaneously
- Allows 2-way screen sharing and annotation



# Key Operational Accomplishments



# 2021 YTD Financial and Operational Highlights

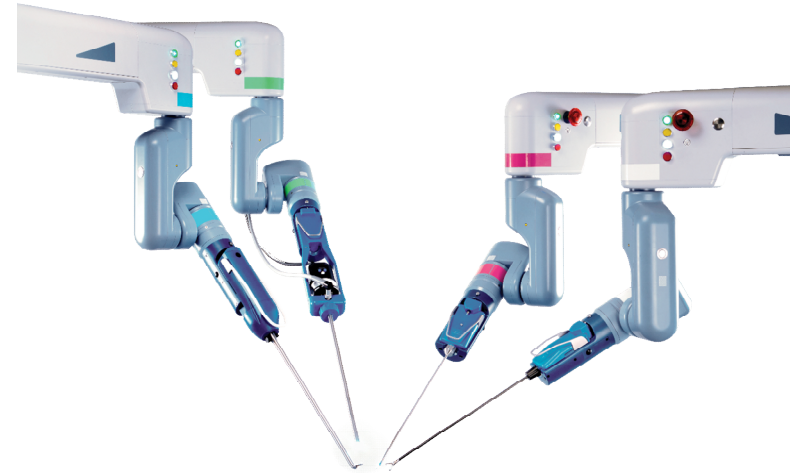
Continued Momentum Building In 2021

## Operational Highlights

- Two new lease agreements signed year-to-date
- Received CE Mark approval for, and completed 100+ surgical procedures using, the ISU
- Established EU training center at Amsterdam Skills Centre in the Netherlands
- Received FDA clearance for General Surgery indication expansion
- Submitted FDA 510(k) filing for articulating instruments
- Published results of first milestone study comparing health economic outcomes versus Da Vinci as well as traditional laparoscopy

## Financial Highlights

- Q1-2021 Revenue: \$2.1 million
  - Completed first buyout of a previously leased Senhance System
- Balance Sheet Highlights *(as of 3.31.2021)*
  - Cash & Restricted Cash ~ \$166.4 million
  - Debt – None
  - Cash Runway – into 2024



# Upcoming Milestones Support Operational Growth

Clinical Adoption, Regulatory Success And Peer Reviewed Publications

- Regulatory Milestones (1H 2021)
  - File FDA 510(k) for next wave ISU Features
- Peer Reviewed Publications (2H 2021)
  - Health economic evidence in General Surgery and Gynecology
- Continued momentum and penetration of ISU and usage of Augmented Intelligence and Machine Vision technology in the US, EU and Asia
- Acceleration of new system installations and procedures volumes



# Surgery Reimagined

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