



**MEDBOT™**  
微创机器人

# 2023 Annual Results Presentation

April 2024



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# AGENDA

- ▶ **2023 Key Take Away**
  - Business Highlights**
  - Product Pipeline Update**
  - Financial Review**
  - In Closing**
  - Appendix**



# 2023 Key Take Away



**Robust Revenue Growth**  
Revenue 384%<sup>YOY</sup> 



**Significant Decrease of Net Free Cash Outflow**  
 42%<sup>YOY</sup>



**#1 Market Share**  
among domestic brands



**8 Regulatory Approvals**  
accelerated conversion of R&D outcomes



**New Globalization Milestone**  
1<sup>st</sup> overseas order of Toumai<sup>®</sup>



**5G Remote Surgeries**  
Toumai<sup>®</sup>  
1<sup>st</sup> & Only surgical robot with  
120+ records of 5G remote  
surgeries

# AGENDA

**2023 Key Take Away**

**▶ Business Highlights**

**Product Pipeline Update**

**Financial Review**

**In Closing**

**Appendix**

## Ramped-up domestic sales orders driven by ambitious pursuit of market share

### Core Product Toumai®

Robust sales growth upon the NMPA approval for multidisciplinary application

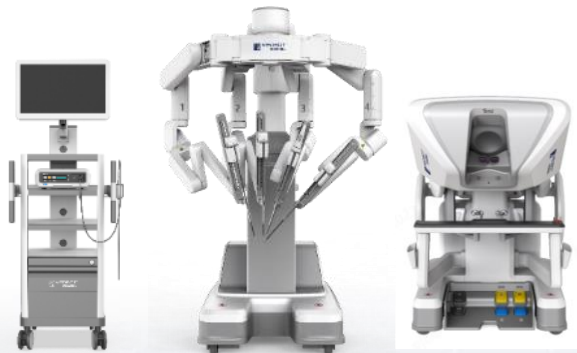


**18** winning bids with **11** Installed to date

**11** winning bids with **10** Installed in FY2023

**No.1** market share among domestic brands

Successfully **shifted market share** from imported brands in FY2023



Gaining meaningful market share for long term competitive advantage



- Successively obtaining orders from **reputable hospitals**



东莞市东南部中心医院

- **Introducing Chinese laparoscopic surgical robot** into the OR of top-tier (Class III) hospitals in China for the first time
- Which is credential in **driving and demonstrating the subsequent large-scale** commercial application of Toumai®

### Other Flagship Products



- **3** winning bids with **3** installed to date



**SkyWalker™** • NMPA approval of TKA and THA



- **Decent sales** in FY2023
- **Solid revenue** contribution
- High-end vision platform for our surgical robots

**DFVison®**



- **1<sup>st</sup>** unit installed in China
- **1<sup>st</sup>** transperineal prostate biopsy robot approved in the field of urology in China

**Mona Lisa**



- **2** domestic orders to date upon NMPA approval in Dec. 2023
- **1<sup>st</sup>** commercialized vascular interventional surgical robot in China

**R-ONE**

**5 products winning bids in 4 surgical specialties with more sales indications from reputable hospitals**

## Significant strides in globalization with the 1<sup>st</sup> and more overseas orders secured by Toumai®

### Cross Border Opportunities

#### A new record in overseas commercialization:

- Toumai® successfully sealed its 1<sup>st</sup> overseas orders with more potential orders in coming
- SkyWalker™ received 15 orders in U.S., Europe, Brazil and India, with 150+ clinical procedures completed to date

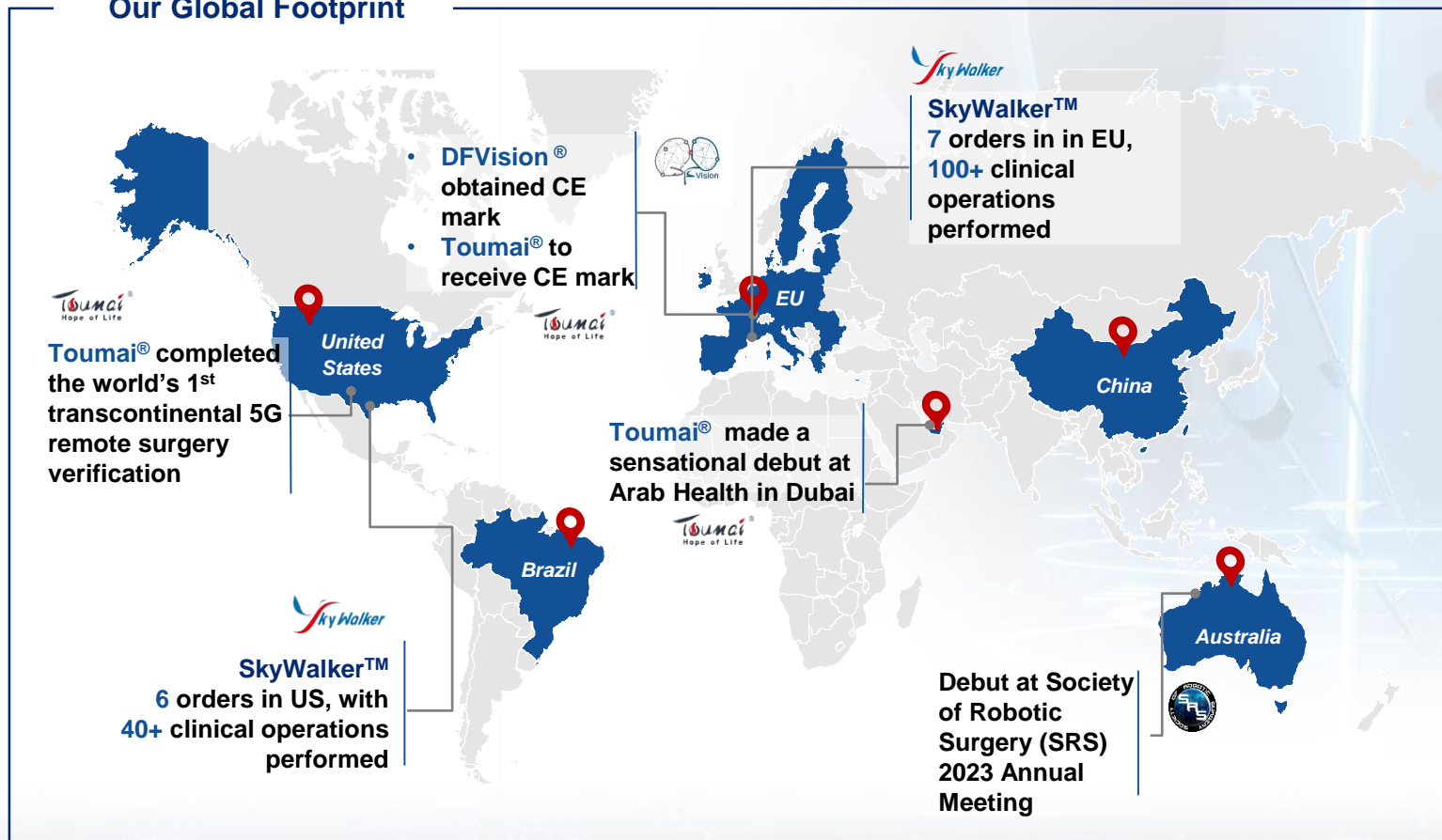
#### Enriched product portfolio with overseas regulatory approval:

- Toumai® to receive CE approval
- SkyWalker™ – the 1<sup>st</sup> and only domestic orthopaedic surgical robot with NMPA, FDA, CE, ANVISA, TGA and UKCA approval
- DFVison® received CE approval

#### Sensational debut in the international market:

- Debut at SRS to showcase our comprehensive product portfolio
- Toumai® achieved the world's 1<sup>st</sup> cross-border 5G remote simulated surgery demonstration, making a sensational presence at Arab Health.
- Toumai® completed the world's 1<sup>st</sup> transcontinental 5G remote surgery verification at SRS Telesurgery Consensus Conference

### Our Global Footprint



More products with overseas regulatory approvals



Synergy with MicroPort for global commercialization



Increased academic influence on an international scale



Recognition from experts around the world



## Comprehensive product offering covering all 5 major and fast-growing surgical specialties

Product Offering	Laparoscopic	Orthopedic	Panvascular	Percutaneous	Natural Orifice	
	Toumai®	DFVision®	Skywalker™	R-ONE®	Mona Lisa	Trans-bronchial Surgical Robot
R&D Achievements <span>2023</span> <span>2024</span>	NMPA (Urology) NMPA (Multidisciplinary) CE in progress	NMPA CE	NMPA (TKA) NMPA (THA) FDA (TKA) CE (TKA) TGA (TKA) ANVISA (TKA) UKCA (TKA)	NMPA CE	NMPA FDA CE TGA HAS	NMPA in progress
Commercialization Records	#1 domestic brand	1st in China	1st domestic SR in globalizaion	1st & Only	1st & Only	
	18 domestic wining bids 11 domestic installation 1st overseas order 2000+ clinical operations	Leading market share in domestic 3D electronic laparoscope	3 domestic wining bids 15 overseas orders 150+ overseas commercial surgeries	Multiple intended orders Strong synergy with MicroPort Cardiovascular business	1 domestic order Integrated solutions with Toumai®	
Strategic Advantage	Products in 4/5 cover specialties have been approved for marketing					
	Strategic advantage - the world's first and only large-scale 5G remote technology exploration					



## Continuous efforts in executing a proven strategy

### Dedicated Market Cultivation

Toumai®

**35**  
Training Centers

**In 2023**  
**380+ senior surgeons** trained  
**1000+ training** procedures

SkyWalker™

**19**  
Training Centers

**In 2023**  
**~130 senior surgeons** trained  
**700+ training** procedures

### Rapid Increase of Clinical Validation

Toumai®



**2,000+**  
**clinical procedures**  
completed up to date

Surgical volume in domestic brands  
**#1**

Growth rate of surgical volume  
since approval  
**#1**

SkyWalker™



**800+**  
**clinical procedures**  
completed up to date

### Comprehensive Coverage

Toumai®

**31** Provinces      **90+** Hospitals

SkyWalker™

**17** Provinces      **50+** Hospitals

Developed & underdeveloped  
areas focused

### For complicated Disease

Toumai®

First of its kind completed with a Chinese-developed laparoscopic surgical robot

RALRP<sup>1</sup>

RARN<sup>5</sup>

Single-port

RA-Hepatectomy

RAPN<sup>2</sup>

RA-Hysterectomy

RARL<sup>3</sup>

RARC<sup>6</sup>

RARG<sup>4</sup>

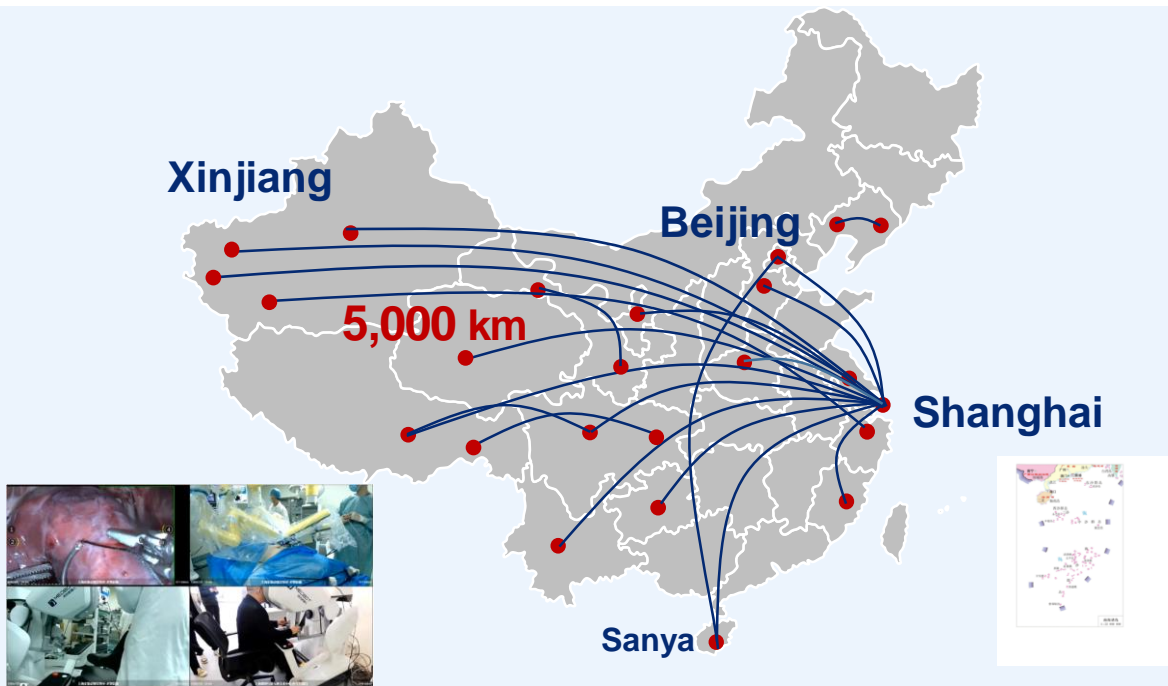
Extraperitoneal RALRP<sup>1</sup>

SkyWalker™

TKA for patient with severe deformity  
TKA for patient with post-severe-fracture  
internal fixation

**First to pass the threshold of large-scale application in domestic surgical robots**

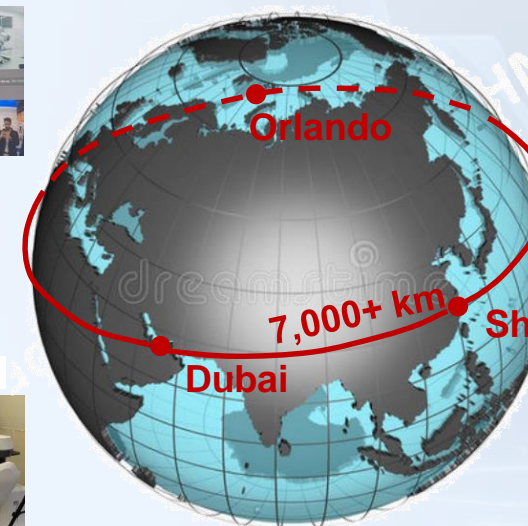
# Establishing a benchmark for integration of 5G technology and surgical robot



The world's first transcontinental 5G remote surgery verification



12,500+ km



12,950+ km



## The world's only 120+ remote surgery clinical trial study

**120 + cases**  
remote surgeries

**100%**  
success rate

**~20**  
national/world records

**28**  
cities

**33**  
hospitals

**5,000 km**  
1<sup>st</sup> & longest 5G ultra-long-range robot-assisted hepatectomy globally

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## Comprehensive product offering covering all 5 major and fast-growing surgical specialties

	Surgical Specialty	Product	Indicated Application	Medical Device Product Classification	Clinical Trial/			Registration Application
					Design Development	Design Validation	Clinical Evaluation	
Self-development	Laparoscopic Surgery	Touma® (图迈®) Laparoscopic Surgical Robot	Urologic surgery	III (Green Path)	[Progress bar]			[NMPA approval]
		Touma® (图迈®) 2nd Gen	Gynecologic surgery Thoracic surgery General surgery		[Progress bar]			[NMPA approval]
		Touma® (图迈®) Single-arm Laparoscopic Surgical Robot	Cholecystectomy	III	[Progress bar]			[NMPA approval]
		DFVision® (蜻蜓眼®) 3D Electronic Laparoscope	Laparoscopy	III (Green Path)	[Progress bar]			[NMPA approval]
		Ila (CE)		[Progress bar]			[FDA / CE approval]	
	Orthopedic Surgery	SkyWalker™ (鸿鹄®) Orthopedic Surgical Robot	Total knee arthroplasty	II (FDA)	[Progress bar]			[FDA / CE approval]
				IIb (CE)	[Progress bar]			[FDA / CE approval]
				ANVISA, TGA, UKCA	[Progress bar]			[Other regions' approval]
			Total hip arthroplasty	III (Green Path)	[Progress bar]			[NMPA approval]
				III (Green Path)	[Progress bar]			[NMPA approval]
			Unicompartmental knee arthroplasty	III	[Progress bar]			[NMPA approval]
	Spine Surgery	Spine Surgical Robot	Spine surgery	III	[Progress bar]			[NMPA approval]
	Natural Orifice Surgery	Trans-bronchial Surgical Robot	Trans-bronchial diagnosis & treatment	III	[Progress bar]			[NMPA approval]
	Panvascular Surgery	TAVR Surgical Robot	Heart valve replacement surgery	III	[Progress bar]			[NMPA approval]
R-ONE® Panvascular Surgical Robot		Coronary angioplasty	III	[Progress bar]			[NMPA approval]	
International collaboration	Percutaneous Surgery	iSR'obot® Mona Lisa Robotic Transperineal Prostate Biopsy System	Transperineal prostate biopsy	III	[Progress bar]			[NMPA approval]

Note: 1. Approved in Brazil and Australia

NMPA approval
 FDA / CE approval
 Other regions' approval



## Flagship product– Toumai® Laparoscopic Surgical Robot

<p><b>#1 in domestic brands</b></p>	<p><b>Domestic registration</b></p> <ul style="list-style-type: none"> <li>Toumai® 2<sup>nd</sup> obtained NMPA approval in Oct. 2023</li> </ul> <p><b>Commercialization</b></p> <ul style="list-style-type: none"> <li>maintained <b>leading position, #1 market share</b> among domestic brands with ramped up winning bids:             <ul style="list-style-type: none"> <li>18 winning bids &amp; 11 commercial installations up to date</li> <li>11 winning bids &amp; 10 commercial installations in FY 2023</li> </ul> </li> <li><b>Over half</b> of hospitals are <b>top 100 hospitals</b> in the country or the first provincial / regional hospital for robotic surgery</li> </ul>
<p><b>Globalization</b></p>	<p><b>Commercialization milestone</b></p> <ul style="list-style-type: none"> <li><b>1<sup>st</sup> overseas sales order</b> achieved by Toumai®</li> <li>successfully assisted in its first overseas radical prostatectomy</li> </ul> <p><b>Increased overseas influence</b></p> <ul style="list-style-type: none"> <li>Defining Chinese surgical robots globally</li> <li>Crossing 7,000 kilometers, Toumai® completes the world's first transnational 5G ultra-remote-distance simulated surgery verification, making a sensational debut at Arab Health</li> <li>Successfully performs the world's first transcontinental 5G remote surgical verification from Orlando to Dubai (spanning over 12,400 kilometers across the Atlantic Ocean)</li> </ul>
<p><b>Proven Clinical Value</b></p>	<p><b>Premium quality demonstrated by large scale clinical validation</b></p> <ul style="list-style-type: none"> <li>Large volume: <b>2,000+</b> clinical procedures up to date to ensure <b>safety and reliability</b></li> <li>Wide coverage: <b>90+ hospitals in 30+ provinces</b> across developed and lower tier cities</li> <li>High frequency: <b>6</b> complex procedures in urology <b>in a single day</b> with solid stability and performance</li> <li>Comprehensive coverage of difficult surgeries: over 80% IV surgeries in 2,000 clinical procedures to date</li> </ul> <p><b>Leading exploration of 5G remote surgeries</b></p> <ul style="list-style-type: none"> <li><b>120+</b> 5G remote human clinical surgeries</li> <li>Created <b>~20</b> records of 1<sup>st</sup> remote surgery in China and globally;</li> <li>With the wider range of indications</li> </ul>

### Multiple generations of Toumai® clinical progress

Toumai® 1 <sup>st</sup> Generation	2018	Completed the design for Toumai® 1 <sup>st</sup> Generation
	2018	Admitted to NMPA Green Path
	May 2021	The first Chinese-developed surgical robot that had completed registrational clinical trial for complex urologic surgeries
	Jan 2022	Obtained NMPA approval
	Jun 2022	Completed the world's longest-range 5G tele-robotic surgery
Toumai® 2 <sup>nd</sup> Generation	Oct 2021	Initiated patient enrollment for registrational clinical trial in gynecologic, thoracic and general surgeries
	Jan 2022	Completed enrollment for multidisciplinary, multicenter-registered clinical trials
	Oct 2023	<b>Obtained NMPA approval</b>
Toumai® Single-arm	Next	To receive <u>CE and more overseas regulatory approval</u> To receive <u>NMPA approval for remote laparoscopic surgery</u>
	Dec 2021	Completed the first human clinical trial (FIM) of single port laparoscopy cholecystectomy
	Feb 2023	Commenced enrollment of registrational clinical trials
	Jan 2024	Completed enrollment of registrational clinical trials
	Next	To receive <u>NMPA approval</u>

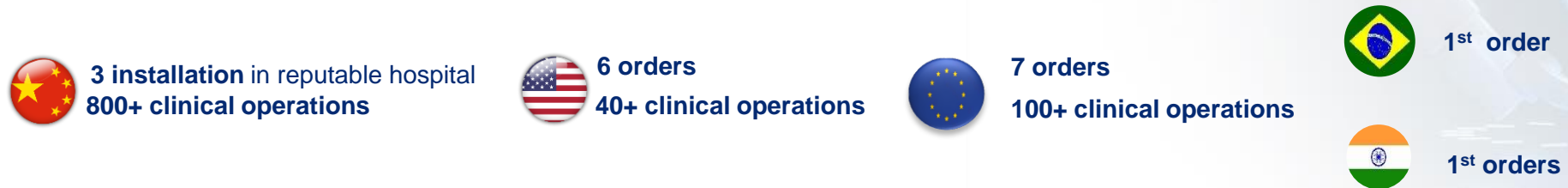


## Flagship product – SkyWalker™ Orthopedic Surgical Robot

The 1<sup>st</sup> domestic surgical robot to expand into global market



Initiated global commercialization



Providing complete clinical total solution



Steady upgrade in product capability



## Flagship product – DFVision® 3D Electronic Laparoscope



Steady commercialization – pioneer among domestic brands



Decent sales in FY2023



Underlying technology to continuously optimize the high-end vision platform for surgical robots

### Light weight

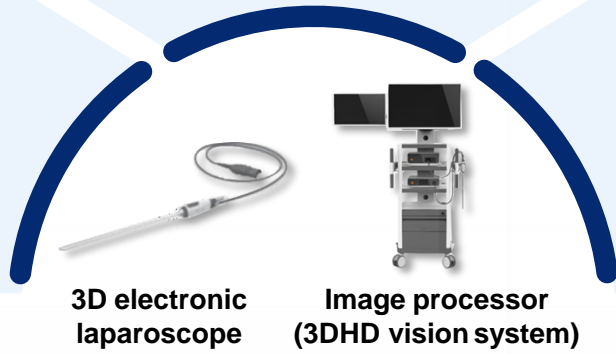
- ✓ DFVision®'s dual objective lenses are placed at the tip of the borescope
- ✓ Easier for surgeons to manipulate precisely, particularly in small surgical fields

### Stereo visualization

- ✓ The natural depth of field allows the surgeon to have **intuitive observation**

### High-definition, real-time image transmission

- ✓ Strong image transmission and processing capabilities
- ✓ High magnification feature enables surgeons to **zoom in the view smoothly, observe minute blood vessels clearly and operate with greater precision**



3D electronic laparoscope

Image processor (3DHD vision system)

NMPA Approval

CE Marking

## Natural Orifice Surgical Robot

### Robot-assisted natural orifice surgery

#### Surgery application

- Natural orifice surgical robots refer to robots that deliver surgical instruments to the target anatomy through natural pathways of the human body and control them for diagnosis or surgery
- Natural orifice surgical robots are applied in natural orifice transluminal laparoscopic surgeries, such as



Bronchoscopy  
(examination of the lungs)



Colonoscopy  
(examination of the bowel)



Gastrosomy  
(examination of the stomach)



Product

### Trans-bronchial Surgical Robot



Features / Technology

- Leverage the power of flexible robotics which uses a camera and tools to enter the lungs through their natural airways
- Precisely guide a biopsy instrument to those hard-to-reach nodules



Indication application

Trans-bronchial diagnosis and treatment



Clinical status

- Completed **FIM clinical trial** in Mar 2022  
– **First trial surgery completed by domestic trans-bronchial surgical robot**



## R-ONE® Vascular Interventional Robot System



NMPA approval



Designed to operate with precision and perform specific movements

CE mark



Facilitate and enhance the interventional procedures performed on the patient

### Registration Approval & Leading 5G Application

July 2023

Completed first 5G tele-robot PCI operation in human across 2800 km

December 2023 Obtained NMPA approval

February 2024

Headlines made on Bangladesh's national news successfully performed tele-robot PCI operation on complex cases

### Strong Commercialization Momentum



- 2 domestic orders in 2024
- Intended orders in negotiation



The rapid commercialization process reflects good **product performance** and great **market potential**.

### Unique Synergy advantages



- Synergy with the cardiovascular business of MicroPort Group
- Which will substantially facilitate the commercialization of R-ONE®



- Leading application of tele-robot remote PCI operation

## Mona Lisa Robotic Transperineal Prostate Biopsy System



- NMPA Approval
- FDA Approval
- CE Marking
- TGA Approval
- HAS Approval



Real-time ultrasound images displayed on the monitor during the biopsy procedure



The surgeon manually inserts the needle into the prostate to collect the biopsy cores

### Unique Competing Advantage



1<sup>st</sup> commercially placement in 2023



Obtained NMPA approval in May 2023 - 1<sup>st</sup> transperineal prostate biopsy robot certified in the field of urology in China



#### Leading technology

- Accurate and efficient conduction
- Improve the positive detection rate
- Reduce manual error and omission

### Unmet Market Demand



Prostate biopsy market demand



Transperineal prostate biopsy<sup>1</sup>



More than 20,000 clinical applications worldwide

Note: <sup>1</sup> A diagnostic procedure in which the surgeon passes the biopsy needle through the perineal skin and into the prostate

### Unique Synergy Advantages



To cooperate with Toumai<sup>®</sup>, providing integrated diagnose and treatment solutions in urology



1<sup>st</sup> prostate cancer treatment globally through combination of prostate biopsy surgical robot and cryoablation platform

Prostate biopsy surgical robot



Cryoablation platform



南京鼓楼醫院  
南京大学医学院附属鼓楼醫院  
Nanjing Drum Tower Hospital

## Strong industrial operation capabilities for surgical robots



Patents covering clinical application, automation, AI and other technologies



**1,278** applications  
(1145 invention patents)  
**365** overseas applications  
(132 granted)



In 2023

**320** applications  
**123** granted



Multilayered supply chain system  
In-house designed components



Scalable production of Toumai®,  
SkyWalker™ and consumables



Annual capacity over 100 units of system

Standard Setting

Global

In-house



Recognized operation capabilities



Multiple regulatory certificates



ISO9001

Quality management system in accordance with ISO13485 standard covering every aspect of operations



Design & Development



Procurement



Registration



Manufacturing



Promotion



Services

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# Financial Review

## Consolidated Financial Performance

### REVENUE

Total revenue reached 104.6m with 384% growth. Core product Toumai® obtained NMPA approval for multidisciplinary application in Oct 23 and completed 10 installments in the year. Orthopedic surgical robots have achieved success in domestic and oversea markets.

### TOTAL NET LOSS

It turned to decrease with the strategy shaping, e.g. focus on pipelines nearing the commercialization stage, and operation efficiency, but partly offset by more investment on commercial activities, one-off expenses from business concentration and FV changes of overseas investment.

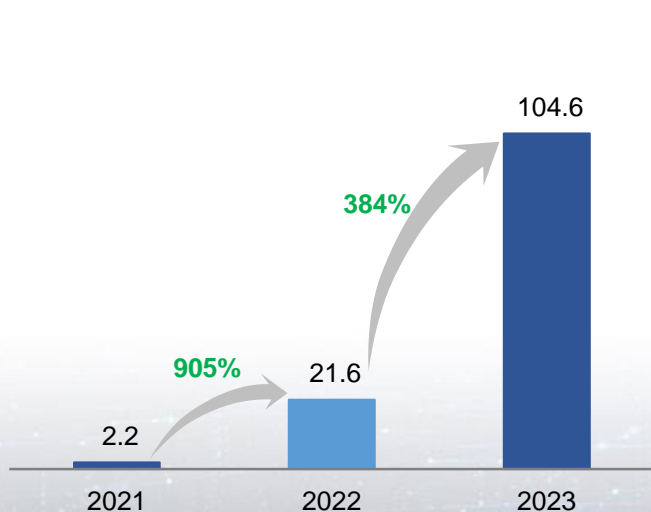
### FREE CASH FLOW

The success of costs reduction and operation efficiency led to a great decrease in net free cash outflow.

CAPEX spending also decreased by 130m+ as the capital investment had been nearly completed in year 2022.

#### New products and new market

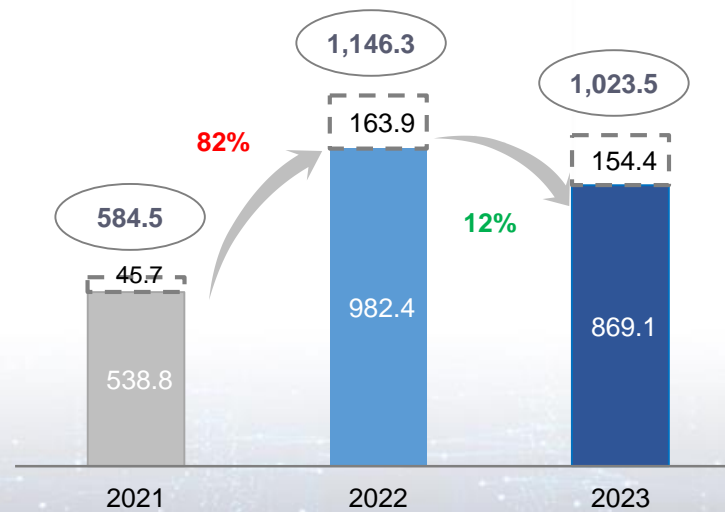
(RMB million)



#### Efficient investment

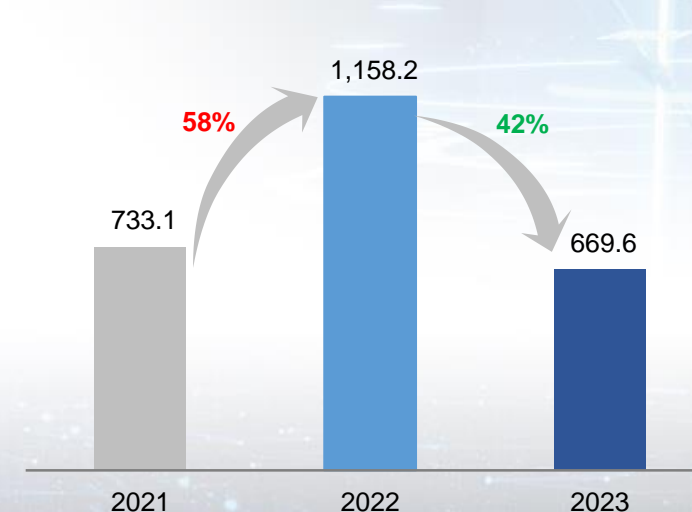
(RMB million)

SBP & FVPL



#### Cash-flow management

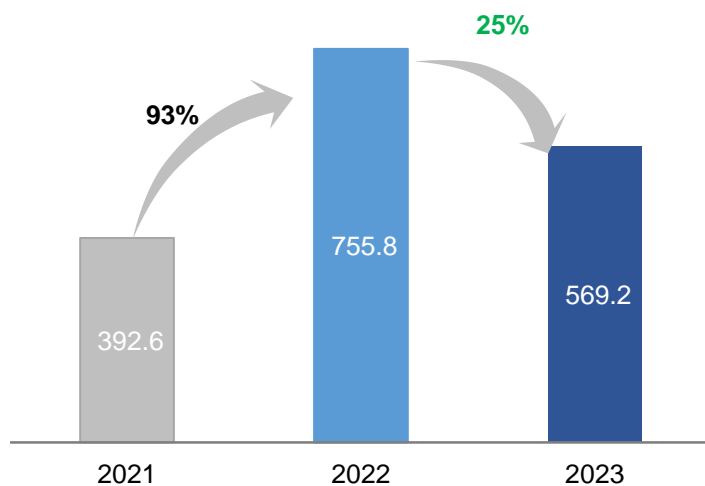
(RMB million)



## Operating Expenses

### R&D COST

(RMB million)



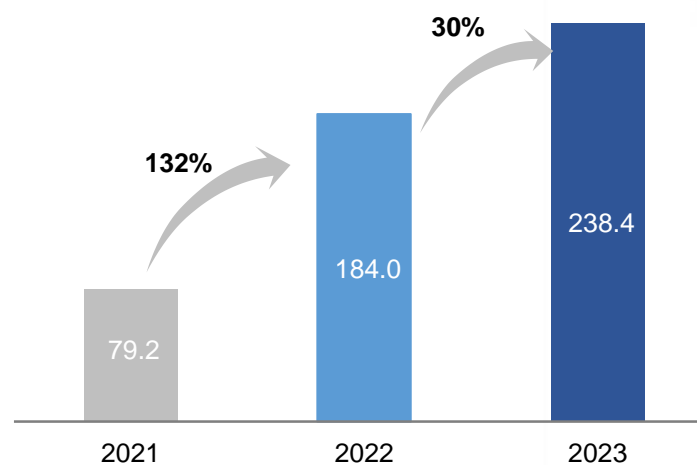
**R&D 569.2m**, 25% decline YoY

The decrease was primarily due to the concentration on the R&D of product pipelines nearing the commercialization stage and the improvement of R&D efficiency

- Costs of materials and consumables 160m
- Staff costs 34m

### S&M EXPENSES

(RMB million)

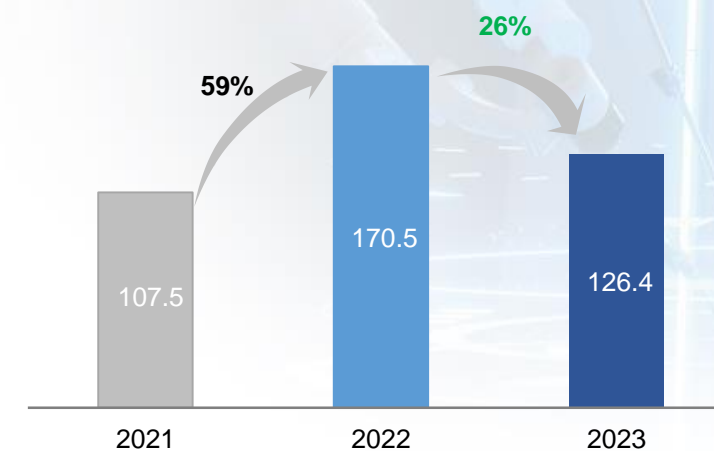


**S&M 238.4m**, grew by 30% YoY

- Supplement the specialized commercial team
- Commercial promotion

### ADMINISTRATIVE EXPENSES

(RMB million)



**G&A 126.4m**, decreased by 26% YoY

Streamline management function teams and improve operational efficiency

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# In Closing



We **delivered record revenue** and robust momentum to drive continuous growth



We enjoy large, **cross-border market opportunities**



Our comprehensive product pipeline **enables** technology integration, **stimulates** sales synergy, and **provides** integrated diagnostic and treatment solutions



We are **positioned for financial improvement** based on the good foundation established by our cost reduction and efficiency improvement initiatives



Our premium product quality, innovation ability **earned the trust of our clients and industry experts**



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# Appendix I - Consolidated Balance Sheet

Unit: RMB'000	31 Dec 2023	31 Dec 2022	Var.
<b>Non-current assets</b>			
Property, plant and equipment	367,017	491,576	-25%
Intangible assets	9,537	7,053	35%
Goodwill	1,482	1,482	0%
Equity-accounted investees	148,282	175,154	-15%
Financial assets measured at FVPL	66,916	109,602	-39%
Other non-current assets	40,625	46,436	-13%
<b>Total Non-current assets</b>	<b>633,859</b>	<b>831,303</b>	<b>-24%</b>
<b>Current assets</b>			
Inventories	229,505	250,478	-8%
Trade and other receivables	55,749	93,725	-41%
Pledged deposits	1,083	6,657	-84%
Cash and cash equivalents	507,711	747,962	-32%
<b>Total Current assets</b>	<b>794,048</b>	<b>1,098,822</b>	<b>-28%</b>
<b>Current liabilities</b>			
Trade and other payables	244,943	257,649	-5%
Contract liabilities	11,118	8,489	31%
Interest-bearing borrowings	375,357	-	N/A
Provisions	5,979	958	524%
Lease liabilities	47,879	58,218	-18%
<b>Total Current liabilities</b>	<b>685,276</b>	<b>325,314</b>	<b>111%</b>
<b>Non-current liabilities</b>			
Interest-bearing borrowings	99,700	33,100	201%
Contract liabilities	3,905	1,786	119%
Provisions	82	397	-79%
Lease liabilities	72,507	128,632	-44%
Deferred income	64,682	33,018	96%
<b>Total Non-current liabilities</b>	<b>240,876</b>	<b>196,933</b>	<b>22%</b>
<b>NET ASSETS</b>	<b>501,755</b>	<b>1,407,878</b>	<b>-64%</b>

Unit: RMB'000	31 Dec 2023	31 Dec 2022	Var.
<b>CAPITAL AND RESERVES</b>			
Share capital	958,594	958,594	0%
Reserves	(439,114)	459,064	-196%
<b>Total equity attributable to equity shareholders of the Company</b>	<b>519,480</b>	<b>1,417,658</b>	<b>-63%</b>
Non-controlling interests	(17,725)	(9,780)	81%
<b>TOTAL EQUITY</b>	<b>501,755</b>	<b>1,407,878</b>	<b>-64%</b>

## Appendix II - Consolidated P&L

Unit: RMB'000	2023	2022	Var.
<b>Revenue</b>	104,592	21,603	384%
<u>Cost of sales</u>	<u>(89,898)</u>	<u>(15,041)</u>	<u>498%</u>
<b>Gross profit</b>	<b>14,694</b>	<b>6,562</b>	<b>124%</b>
Other net income	(13,342)	42,078	-132%
Selling and marketing expenses	(238,428)	(184,042)	30%
Administrative expenses	(126,361)	(170,472)	-26%
Research and development costs	(569,175)	(755,802)	-25%
Net gain/(loss) on financial instruments carried at fair value through profit or loss (FVPL)	(42,525)	(26,984)	58%
<u>Other operating costs</u>	<u>-</u>	<u>(6,603)</u>	<u>-100%</u>
<b>Loss from operations</b>	<b>(975,137)</b>	<b>(1,095,263)</b>	<b>-11%</b>
Finance costs	(18,590)	(11,366)	64%
<u>Share of losses of equity-accounted investees</u>	<u>(29,803)</u>	<u>(39,655)</u>	<u>-25%</u>
<b>Loss before taxation</b>	<b>(1,023,530)</b>	<b>(1,146,284)</b>	<b>-11%</b>
Income tax	-	-	N/A
<b><u>Loss for the year</u></b>	<b><u>(1,023,530)</u></b>	<b><u>(1,146,284)</u></b>	<b><u>-11%</u></b>
<b>Attributable to:</b>			
Equity shareholders of the Company	(1,012,174)	(1,139,806)	-11%
Non-controlling interests	(11,356)	(6,478)	75%
<b><u>Loss for the year</u></b>	<b><u>(1,023,530)</u></b>	<b><u>(1,146,284)</u></b>	<b><u>-11%</u></b>
<b>Loss per share (RMB)</b>			
Basic and diluted (RMB)	(1.06)	(1.19)	-11%



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