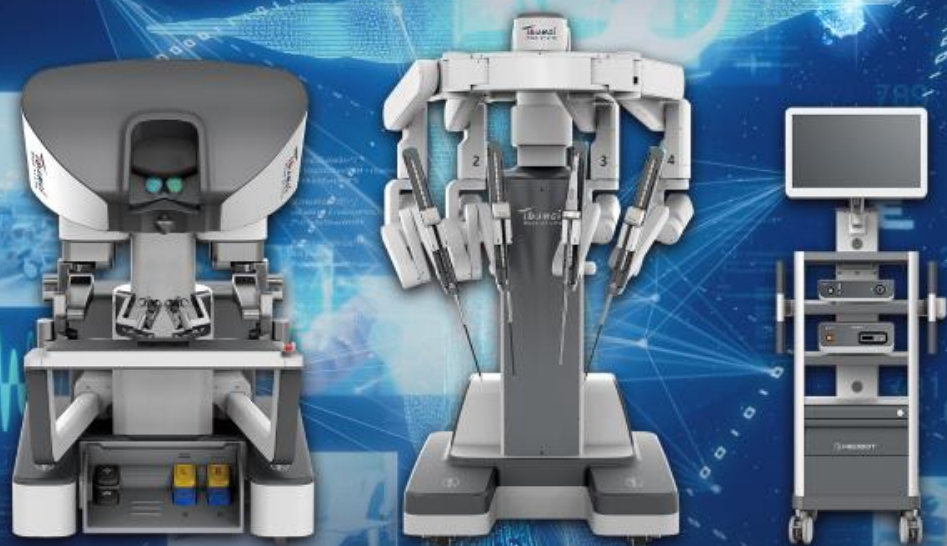




MEDBOT™
微创机器人

2024 Interim Results Presentation

August 2024



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AGENDA

▶ **1H24 Business Highlights**

Product Pipeline Update

Financial Review

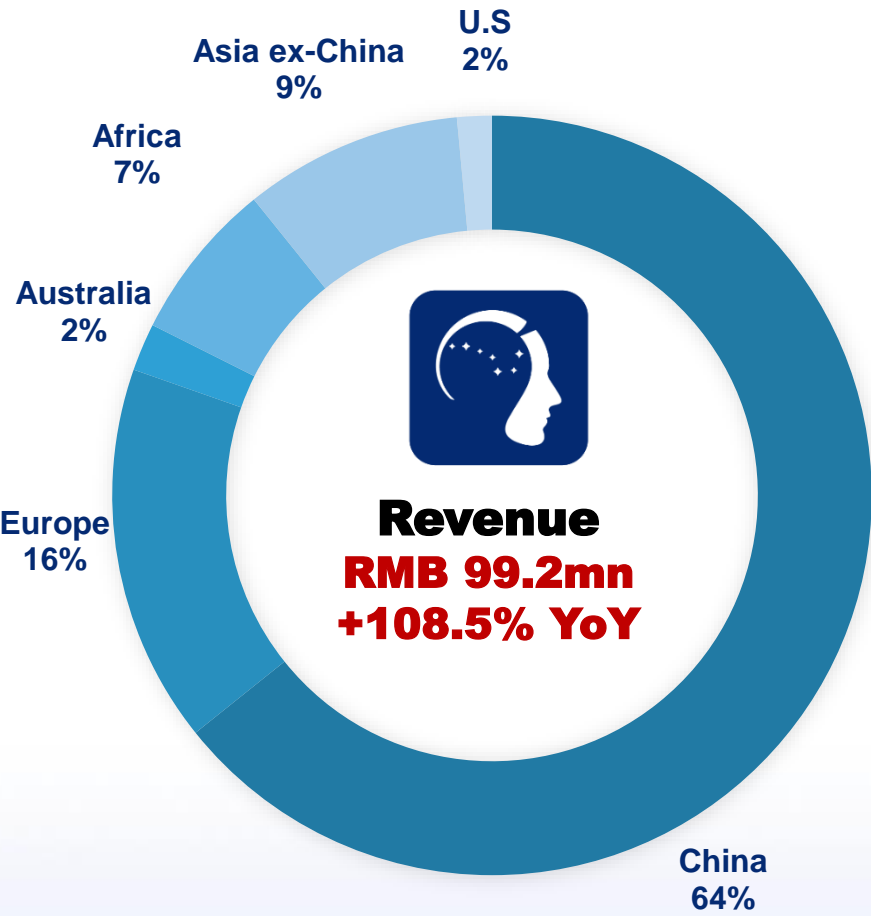
In Closing

Appendix

1H24 Business Highlights



Revenue Ramped up on Solid Domestic Market and Ambitious Overseas Penetration



Domestic market | Revenue 65%YOY



- **7 units** of new commercial installation in 1H24
- Overall commercial installation base reached **20 units** to date, **No.1 among domestic brands**
- Booked revenue from **sales of instrument & accessories and provision of services**



- Achieved **2 units** of commercialized installation following the NMPA approval in Dec 23

Overseas market | Revenue 293%YOY



- **Over 10 units** of overseas orders received up to date
- Achieved **2 units of commercial installation** with revenue breakthroughs in 1H24; **6 units commercial installation YTD**
- Successfully conducted **over 100 clinical operations** in overseas hospitals



- **Sales units doubled YoY** on the leverage of synergies with MicroPort Group orthopedic business
- Expanded clinical presence to **20+ countries across 5 continents**



Gaining Tractions from Accelerating Global Market Penetration across Five Continents

Toumai® achieved commercialization breakthroughs

Toumai® successfully gained more than 10 orders as of now

SkyWalker™ continued its robust sales growth

SkyWalker™ sales units doubled YoY on the leverage of synergies with MicroPort Group orthopedic business

Well recognized product portfolio with regulatory approvals from mainstream markets

SkyWalker™, the 1st and only domestic orthopaedic surgical robot with NMPA, FDA, CE, ANVISA, TGA, CDSO approval

Our Global Footprint



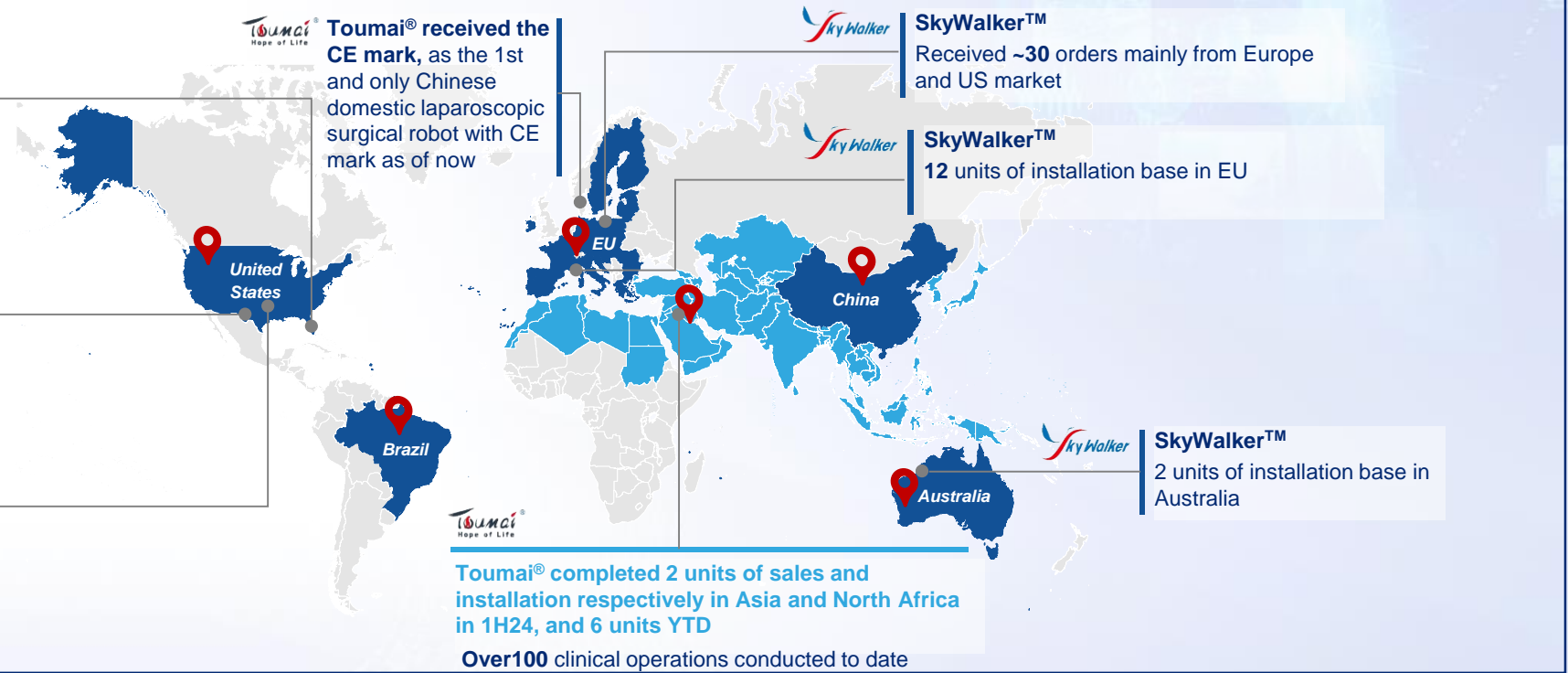
Hundreds of top surgeons trialed on Toumai® during Society of Robotic Surgery (SRS) 2024 Annual Meeting and recognized Toumai as the global top tier laparoscopic surgical robot



Toumai® completed the world's 1st transcontinental 5G remote surgery verification



SkyWalker™ 8 units of installation base in the US



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

Demonstration of Leading Edge and Clinical Competency through Large-scale surgeries



Dedicated Market Cultivation

Toumai®

~40

Training Centers globally

120+ senior surgeons trained
~700 training procedures as in 1H24

SkyWalker™

20

Training Centers

100+ senior surgeons trained
~350 training procedures as in 1H24



Comprehensive Coverage

Toumai®



No.1 among domestic brands for **total and commercial** clinical procedures

90+ Hospitals covered up to date

SkyWalker™



1,300+ TKA clinical procedures

70+ Hospitals covered up to date



Accelerating Clinical surgeries

Toumai®

- Multiple hospitals achieved **~200 procedures** since installation
- **22 operations in one week** @Xinjiang
- **29 operations in the 1st month** of commercialized installation @Jinzhou



...setting a solid foundation for the rev ramp-up from accessories and service in the future



For Complicated Disease

Toumai®

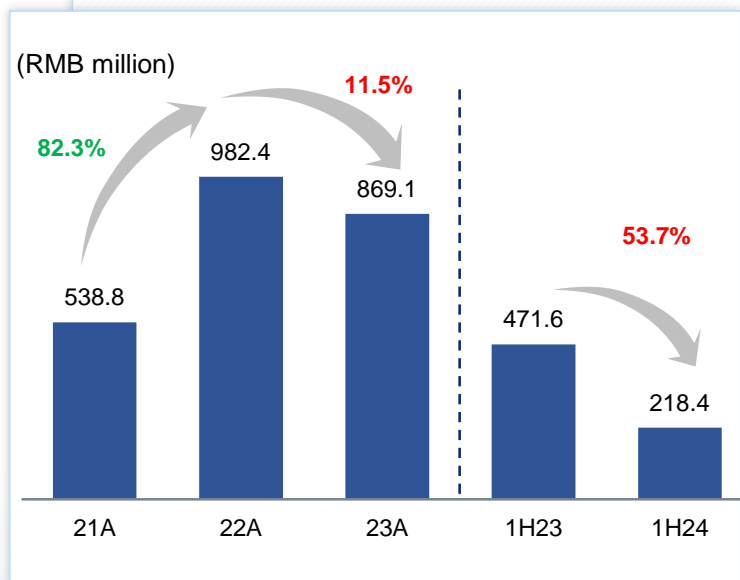
First of its kind completed with a Chinese-developed laparoscopic surgical robot

RALRP ¹	RARN ⁵
Single-port	RA-Hepatectomy
RAPN ²	RA-Hysterectomy
RARL ³	RARC ⁶
RARG ⁴	Extraperitoneal RALRP ¹

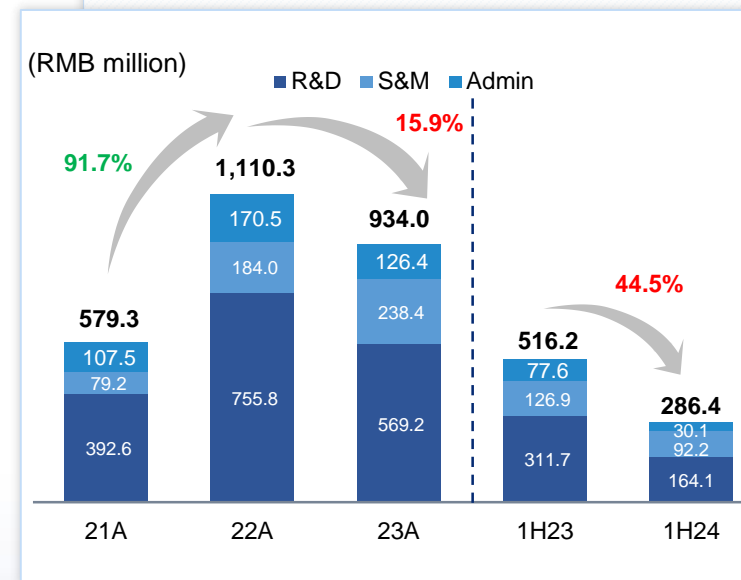
covering **~200 indications**
over **80%** procedures are **IV surgeries**

Improved Operational Effectiveness on Stringent Cost-optimization Strategies

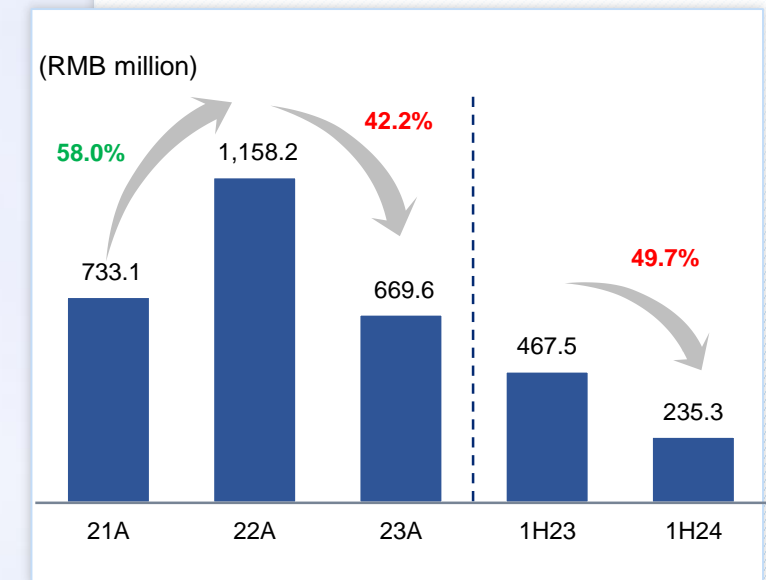
Adjusted Net Loss Narrowed



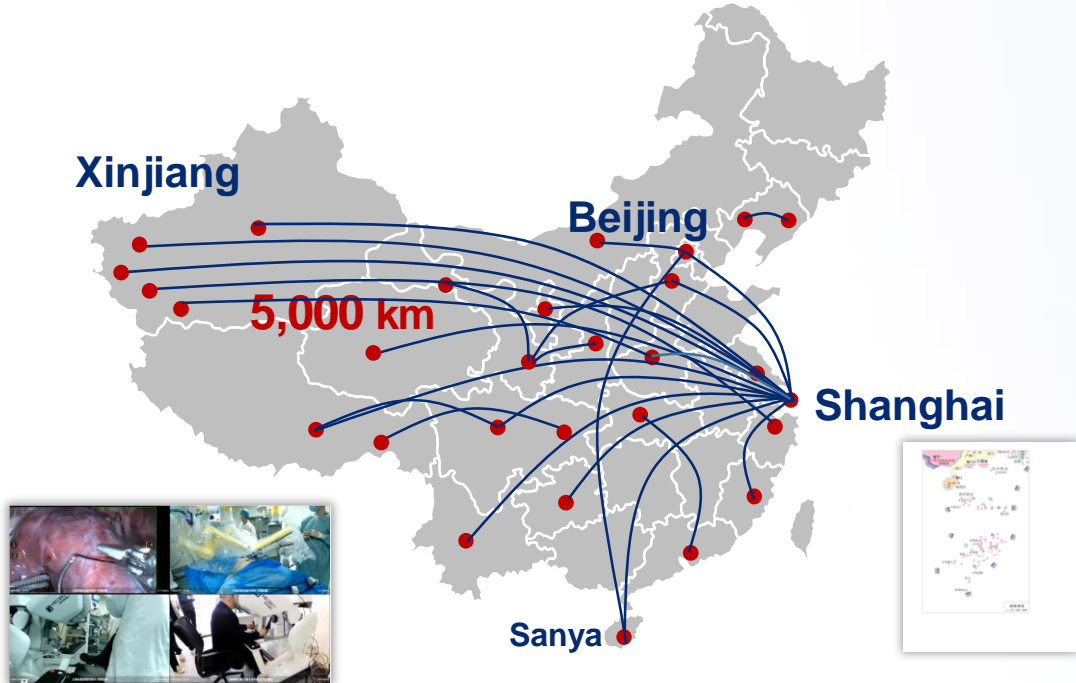
Optimizing Operational Efficiency



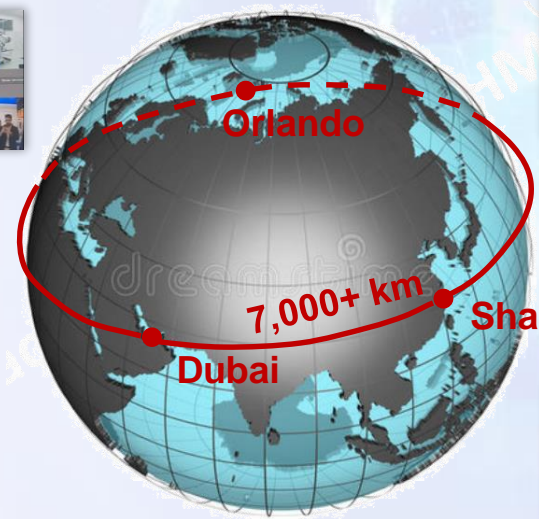
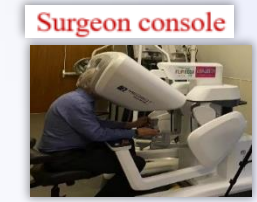
Free Cash Outflow Decreased



Established the Largest Remote Surgery Network in the Globe



12,500+ km



12,950+ km



Initiated patient enrollment of the world's **1st** remote surgery registrational clinical trial

- Remote surgery breakthroughs achieved:**
- ✓ Toumai® achieved the world's **1st cross-border 5G** remote simulated surgery demonstration, making a sensational presence at Arab Health.
 - ✓ Toumai® completed the world's **1st transcontinental 5G** remote surgery verification at SRS Telesurgery Consensus Conference

~200 cases
remote surgeries

100%
success rate

~20
national/
world records

~30
cities

150,000 km
Accumulated
distance

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1H24 Business Highlights

▶ Product Pipeline Update

Financial Review

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Appendix

Product Pipeline Update

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

Surgical Specialty	Product	Indicated Application	Medical Device	Design Development	Design Validation	Clinical Trial/ Clinical Evaluation	Registration Application		
			Product Classification						
Self-development	Laparoscopic Surgery	Toumal® (图迈®) Laparoscopic Surgical Robot	Urologic surgery	III (Green Path)	Progress bar (100%)				
		Toumal® (图迈®) 2 nd Gen	Gynecologic surgery Thoracic surgery General surgery		Progress bar (100%)				
		Toumal® (图迈®) Remote Laparoscopic Surgical Robot	Urologic, Gynecologic, Thoracic and General Surgery	IIb (CE)	Progress bar (100%)				
		Toumal® (图迈®) Single-arm Laparoscopic Surgical Robot	Cholecystectomy	III	Progress bar (80%)				
		DFVision® (蜻蜓眼®) 3D Electronic Laparoscope	Laparoscopy (fluorescence imaging function)	III	Progress bar (100%)				
	Orthopedic Surgery	SkyWalker™ (鸿鹄®) Orthopedic Surgical Robot	Total knee arthroplasty	II (Green Path)	Progress bar (100%)				
				IIa (CE)	Progress bar (100%)				
				II (FDA)	Progress bar (100%)				
				IIb (CE)	Progress bar (100%)				
			ANVISA, TGA, CDSCO	Progress bar (100%)					
			III (Green Path)	Progress bar (100%)					
	Natural Orifice Surgery	Trans-bronchial Surgical Robot	Trans-bronchial diagnosis & treatment	III	Progress bar (100%)				
				III	Progress bar (80%)				
	International collaboration	Panvascular Surgery	R-ONE® Panvascular Surgical Robot	Coronary angioplasty	III	Progress bar (100%)			
		Percutaneous Surgery	iSR'obot® Mona Lisa Robotic Transperineal Prostate Biopsy System	Transperineal prostate biopsy	III	Progress bar (100%)			

Note: 1. Approved in Brazil, Australia and India

NMPA approval FDA / CE approval Other regions' approval

Flagship product– Toumai® Laparoscopic Surgical Robot

<p>#1 in domestic brands</p>	<p>Domestic commercialization on track</p> <ul style="list-style-type: none"> Maintained leading position, #1 market share among domestic brands with ramped up winning bids and commercial installation: <ul style="list-style-type: none"> 7 units of new commercial installation in 1H24 20 units of commercial installation base to date 22 bids won in Chinese market as of now Realized rev from sales of instrument & accessories and provision of services Over half of hospitals are top 100 hospitals in the country or the first provincial / regional hospital for robotic surgery
<p>Globalization Footprint</p>	<p>Regulation approval milestone</p> <ul style="list-style-type: none"> 1st and only Chinese laparoscopic surgical robot with CE mark <p>Commercialization breakthrough</p> <ul style="list-style-type: none"> Obtained 10+ new orders so far Achieved 2 units of overseas commercial installation in 1H24, and 6 units YTD Completed over 100 clinical procedures in overseas market to date <p>Increased overseas influence</p> <ul style="list-style-type: none"> On SRS 2024 Annual Meeting, hundreds of top surgeons trialed and recognized Toumai® as the global top-tier laparoscopic surgical robot
<p>Proven Clinical Value</p>	<p>Premium quality demonstrated by large scale clinical validation</p> <ul style="list-style-type: none"> Large volume: No.1 among domestic brands; 1400+ performed on commercialized Toumai® Wide coverage: 90+ hospitals in China and abroad, covering ~200 indications High frequency: 6 complex procedures in urology in a single day Comprehensive coverage of difficult surgeries: over 80% procedures are IV surgeries <p>Leading exploration of 5G remote surgeries</p> <ul style="list-style-type: none"> ~200 5G remote clinical surgeries, connecting 30+ hospitals across 150k kilometers in total Created over 20 records of 1st remote surgery in China and globally

Multiple generations of Toumai® clinical progress

Toumai® 1 st Generation	2018	Completed the design for Toumai® 1 st 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
	Oct 2021	Initiated patient enrollment for registrational clinical trial in gynecologic, thoracic and general surgeries
Toumai® 2 nd Generation	Jan 2022	Completed enrollment for multidisciplinary, multicenter-registered clinical trials
	Oct 2023	Obtained NMPA approval
	May 2024	Received CE Mark
	Aug 2024	Received NMPA approval for new features and enhancements
Toumai® Single-arm	Next	To receive NMPA approval for remote laparoscopic surgery
	Feb 2023	Commenced enrollment of registrational clinical trials
	Jan 2024	Completed enrollment of registrational clinical trials
	Next	To receive NMPA approval

Flagship product – SkyWalker™ Orthopedic Surgical Robot

The 1st domestic surgical robot to expand into global market



Continued decent global commercialization trend

- **8 units** of sales in global market in 1H24, **doubled YoY**
- **~30 units** of orders received in global market up to date
- Clinical operations expanded to **20+ countries** across five continents
- **1300+** TKA procedures completed globally so far
- **~300 TKA** procedures completed in Europe and US



Providing complete clinical total solution



Steady upgrade in product capability



Flagship product – DFVision® 3D Electronic Laparoscope



Steady commercialization – pioneer among domestic brands



Obtained NMPA approval for fluorescence imaging function



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



Features / Technology



Indication application



Clinical status

Trans-bronchial Surgical Robot



- 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

Trans-bronchial diagnosis and treatment

- 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

CE mark



Designed to operate with precision and perform specific movements



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

Feburery 2024 Headlines made on Bangladesh's national news successfully performed tele-robot PCI operation on complex cases

Strong Commercialization Momentum



- **2 units of sales and commercial installation** in 1H24
- 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



1st commercially placement in 2023



Obtained NMPA approval in May 2023 - 1st 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 biopsy¹



More than 20,000 clinical applications worldwide

Note: ¹ 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[®], providing integrated diagnose and treatment solutions in urology



1st prostate cancer treatment globally through combination of prostate biopsy surgical robot and cryoablation platform

Prostate biopsy surgical robot



Cryoablation platform



南京鼓楼医院
南京大学医学院附属鼓楼医院
Nanjing Drum Tower Hospital

Strong industrial operation capabilities for surgical robots



1,314
applications
(459 granted)

379
overseas applications
(155 granted)

Patents covering
clinical application,
automation, AI and
other technologies

1H24:
64
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 99.2m with 108% growth. Core product Toumaj[®] remained the leading position among domestic brands of similar products, and completed 2 installments overseas. Flag product SkyWalker[™] kept rapid growth in overseas market. R-One installed 2 units following the NMPA approval in Dec 2023.

TOTAL NET LOSS

Total net loss turned to decrease greatly with the strategy shaping, e.g. focus on pipelines starting / nearing the commercialization stage, and operation efficiency.

FREE CASH FLOW

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

New products and new market

(RMB million)

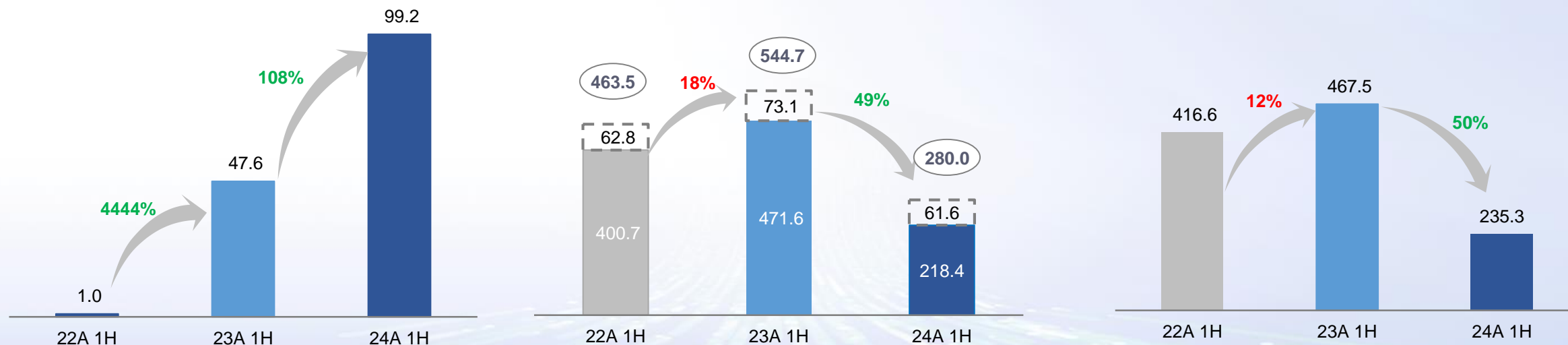
Productivity improvement

(RMB million)

SBP & FVPL & Impairment

Cash-flow management

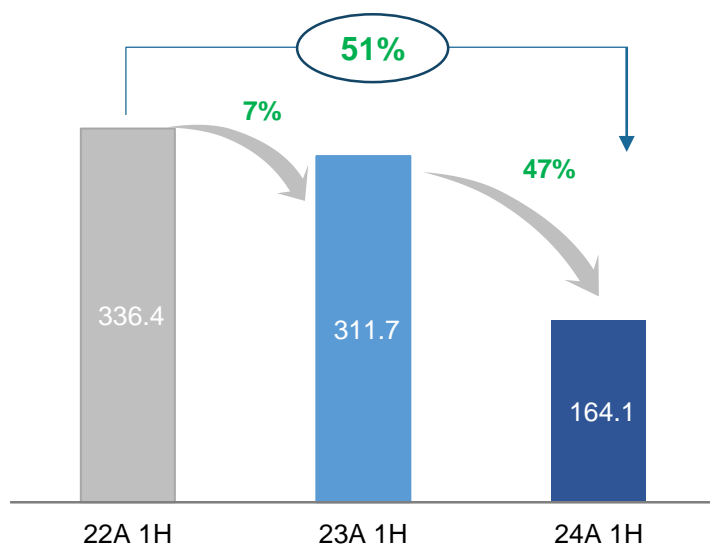
(RMB million)



Operating Expenses

R&D COST

(RMB million)



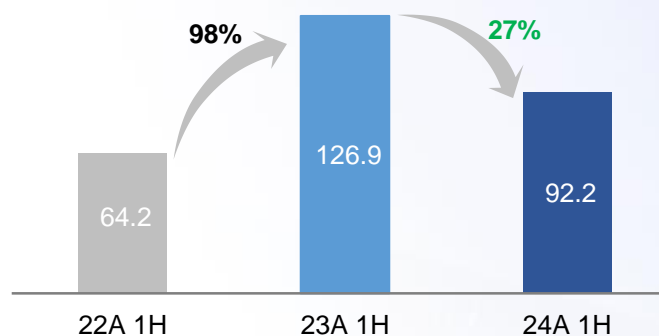
R&D 164.1m, 47% decline YoY

The decrease was in line with the project phased results achieved, and also due to the concentration on the R&D of product pipelines starting / nearing the commercialization stage and the improvement of R&D efficiency

- Staff costs 87.7m
- Costs of materials and consumables 43.6m

S&M EXPENSES

(RMB million)

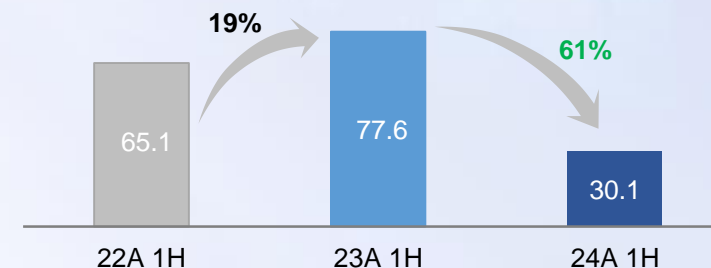


S&M 92.2m, 27% decline YoY, attributable to the adjustment of the commercialisation strategy in 2H 2023

- Staff costs 17.8m
- HCP Training and verification 17.4m

ADMINISTRATIVE EXPENSES

(RMB million)



G&A 30.1m, decreased by 61% YoY

Streamline management function teams and improved 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

Appendix I - Consolidated Balance Sheet

Unit: RMB'000	30 Jun 2024	31 Dec 2023	Var.	Unit: RMB'000	30 Jun 2024	31 Dec 2023	Var.
Non-current assets				CAPITAL AND RESERVES			
Property, plant and equipment	351,103	367,017	-4%	Share capital	958,594	958,594	0%
Intangible assets	7,390	9,537	-23%	Reserves	(683,690)	(439,114)	56%
Goodwill	1,482	1,482	0%	Total equity attributable to equity shareholders of the Company	274,904	519,480	-47%
Equity-accounted investees	123,797	148,282	-17%	Non-controlling interests	(17,170)	(17,725)	-3%
Financial assets measured at FVPL	56,473	66,916	-16%	TOTAL EQUITY	257,734	501,755	-49%
Other non-current assets	39,421	40,625	-3%				
Total Non-current assets	579,666	633,859	-9%				
Current assets							
Inventories	243,426	229,505	6%				
Trade and other receivables	77,650	55,749	39%				
Pledged deposits	1,090	1,083	1%				
Cash and cash equivalents	221,054	507,711	-56%				
Total Current assets	543,220	794,048	-32%				
Current liabilities							
Trade and other payables	202,881	244,943	-17%				
Contract liabilities	16,813	11,118	51%				
Interest-bearing borrowings	194,764	375,357	-48%				
Provisions	8,225	5,979	38%				
Lease liabilities	47,959	47,879	0%				
Total Current liabilities	470,642	685,276	-31%				
Non-current liabilities							
Interest-bearing borrowings	237,734	99,700	138%				
Contract liabilities	7,475	3,905	91%				
Provisions	-	82	-100%				
Lease liabilities	60,520	72,507	-17%				
Deferred income	88,781	64,682	37%				
Total Non-current liabilities	394,510	240,876	64%				
NET ASSETS	257,734	501,755	-49%				

Appendix II - Consolidated P&L

Unit: RMB'000	30 Jun 2024	30 Jun 2023	Var.
Revenue	99,237	47,603	108%
<u>Cost of sales</u>	<u>(52,224)</u>	<u>(25,535)</u>	<u>105%</u>
Gross profit	47,013	22,068	113%
Other net income	5,298	(23,214)	-123%
Selling and marketing expenses	(92,223)	(126,907)	-27%
Administrative expenses	(30,072)	(77,597)	-61%
Research and development costs	(164,149)	(311,696)	-47%
Net gain/(loss) on financial instruments carried at fair value through profit or loss (FVPL)	(10,443)	(1,916)	445%
<u>Other operating costs</u>	<u>-</u>	<u>-</u>	<u>-</u>
Loss from operations	(244,576)	(519,262)	-53%
Finance costs	(9,834)	(8,623)	14%
Share of losses of equity-accounted investees	(9,843)	(16,848)	-42%
<u>Impairment loss on an equity-accounted investee</u>	<u>(15,697)</u>	<u>-</u>	<u>-</u>
Loss before taxation	(279,950)	(544,733)	-49%
Income tax			
<u>Loss for the year</u>	<u>(279,950)</u>	<u>(544,733)</u>	<u>-49%</u>
Attributable to:			
Equity shareholders of the Company	(277,161)	(539,012)	-49%
Non-controlling interests	(2,789)	(5,721)	-51%
<u>Loss for the year</u>	<u>(279,950)</u>	<u>(544,733)</u>	<u>-49%</u>
Loss per share (RMB)			
Basic and diluted (RMB)	(0.29)	(0.56)	-48%



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(服务号)



MedBot Surgical
(订阅号)