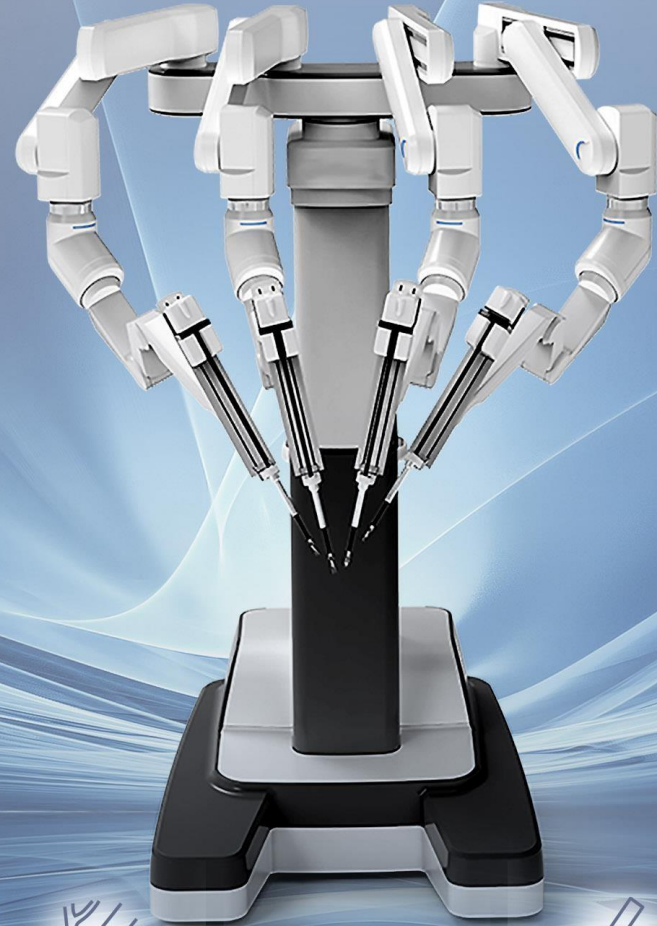




MEDBOT™
微创机器人



2022 Annual Presentation

MARCH 2023



Strictly Private and Confidential

Business highlights

Commercialization

Product pipeline update


Financial review

Appendix

FY 2022 achievements at a glance

In 2022, we achieved outstanding pipeline and commercialization progress in five major surgical specialties
4 products won new bids/trial orders in Greater China and US markets, paving the way for robust growth of revenue in FY23E

Financial highlights

- Revenue: RMB 21.6m  905%YOY
- Investment on ongoing R&D activities in pipeline
- Increased commercialization expenditure along with intensive products launch
- Adjusted net loss, excluding Share-based payment to illustrate our operating performance, would report at RMB 1,009.4m.



Commercialization

Achievements

- Toumai®: **5** bids won with **1st** commercial installation
- SkyWalker™: **1st** bid won in China
4 systems installed for pre-sales trial in **US market**
- DFVision®: **Robust YoY growth** in both sales volume and revenue
- Mona Lisa: **1st** unit of sale in Taiwan



Hospital coverage

Surgeons Training

- **Training centres** actively deployed:
 - Toumai® - **over 30** centres as of now
 - SkyWalker™ - **over 15** centres as of now
- **400+ senior surgeons** trained
- **~1,500** training procedures completed

Clinical Validation

- Toumai®: **>300** clinical validation procedures completed
- SkyWalker™: **>180** clinical validation procedures completed

Product Pipeline

Laparoscopic

- Toumai® **1st Generation** obtained **NMPA approval** in Jan 2022
Toumai® **2nd Generation** completed multi-indication, multi-center registrational clinical trial; NMPA application for gynaecology, thoracic and general surgery under review
- Toumai® **single-arm** commenced registrational clinical trials enrollment

Orthopedic

- SkyWalker™
 - Obtained **NMPA approval** in Apr 2022
 - Steady **globalization footprint**:
 - **FDA 510k clearance** in Jul 2022
 - **CE Marking** in Dec 2022
 - Completed **THA FIM surgery** and **UKA FIM surgery**

Natural Orifice

- **Trans-bronchial surgical robot** – Completed **FIM surgery** in Mar 2022; Expected to kick off the **registration clinical trial** in near term

Panvascular

- R-ONE® – **NMPA application under review**

Percutaneous

- Mona Lisa – **NMPA application under review**

5G Remote Surgery Technology

- **World's longest-range** 5G tele-robotic surgery as of today
- **1st 5G tele-robotic** remote hepatobiliary surgery in China



Agenda

Business highlights

Commercialization

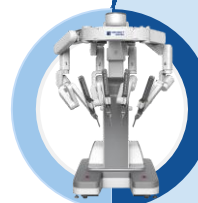
Product pipeline update

Financial review

Appendix

1st year of commercialization - Successive orders from reputable hospitals

4 products winning bids in 3 surgical specialties with more sales indications from other hospitals
 Paving the way for robust growth in FY23 revenue



Toumai®

5 winning bids

1st Chinese laparoscopic surgical robot to achieve commercialized installation



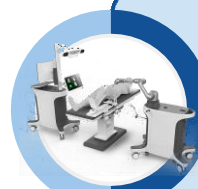
甘肃省武威肿瘤医院
 Gansu Wuwei Tumour Hospital



甘肃省人民医院
 GANSU PROVINCIAL HOSPITAL



东莞市东南部中心医院



SkyWalker™

Won bid for **1st** system in China



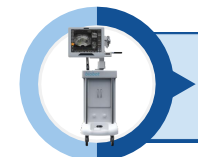
甘肃省人民医院
 GANSU PROVINCIAL HOSPITAL



1st domestic orthopedic surgical robot to expand into global market

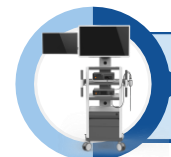


4 systems Installed abroad for trial runs



DFVision®

Robust growth in both sales revenue and units



Mona Lisa



Realized sales of **first** system in Taiwan

Leading domestic player to conduct large scale surgeon trainings



Active deployment of training centers in 2022

- **Training centers** extensively established nationwide, covering most Chinese provinces and major cities, mainly through collaboration with reputable hospitals
 - **Over 30** Toumai® centers
 - **Over 15** SkyWalker™ centers
- **400+** senior surgeons trained
- **~1,500** training procedures completed



Strategic training layout

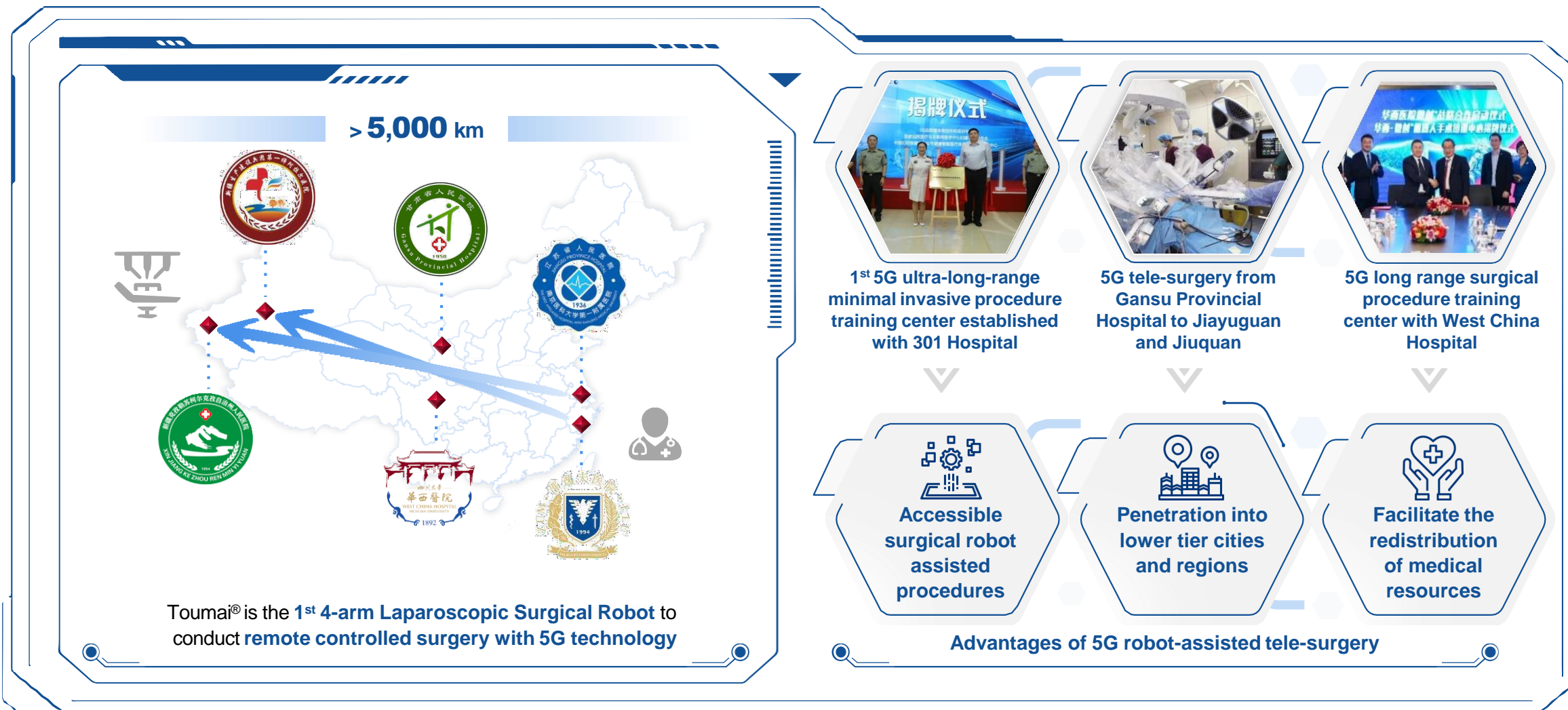
- To improve **reputation of MedBot brand** among surgeons and patients
- To showcase **superior clinical capabilities of MedBot's products**
- Having covered lower tier **cities and counties**, providing surgical robot experience to larger group of surgeons

Training center layout



Integration of 5G technology and surgical robot

Long range 5G technology application in robot assisted tele-surgeries and training



Agenda

Business highlights

Commercialization

Product pipeline update

Financial review

Appendix

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

12 products covering 5 surgical specialties

				Development stage					
Surgical Specialty	Product	Indicated Application	Medical Device Product Classification	Development stage					
				Design Development	Design Validation	Clinical Trial/ Clinical Evaluation	Registration Application		
Self-development	Laparoscopic Surgery	Toumai® (图迈®) Laparoscopic Surgical Robot	Urologic surgery	III (Green Path)	[Progress bar: 100%]				🏆
		Toumai® (图迈®) 2 nd Gen	Gynecologic surgery Thoracic surgery General surgery		[Progress bar: 85%]				
		Toumai® (图迈®) Single-arm Laparoscopic Surgical Robot	Cholecystectomy	III	[Progress bar: 65%]				
		DFVision® (蜻蜓眼®) 3D Electronic Laparoscope	Laparoscopy	III (Green Path)	[Progress bar: 100%]				🏆
	Orthopedic Surgery	SkyWalker™ (鸿鹄®) Orthopedic Surgical Robot	Total knee arthroplasty	II (FDA)	[Progress bar: 100%]				🏆
				IIb (CE)	[Progress bar: 100%]				🏆
			III (Green Path)	[Progress bar: 100%]				🏆	
		Total hip arthroplasty	III (Green Path)	[Progress bar: 80%]					
		Unicompartmental knee arthroplasty	III	[Progress bar: 75%]					
		Spine Surgical Robot	Spine surgery	III	[Progress bar: 55%]				
	Natural Orifice Surgery	Trans-bronchial Surgical Robot	Trans-bronchial diagnosis & treatment	III	[Progress bar: 85%]				
	Panvascular Surgery	TAVR Surgical Robot	Heart valve replacement surgery	III	[Progress bar: 55%]				
R-ONE® Panvascular Surgical Robot		Coronary angioplasty	III	[Progress bar: 95%]					
International collaboration	Percutaneous Surgery	Thoracic and Abdominal Puncture Surgical Robot	Percutaneous lung biopsy	III	[Progress bar: 75%]				
		Percutaneous liver biopsy	[Progress bar: 75%]						
		iSR'obot® Mona Lisa Robotic Transperineal Prostate Biopsy System	Transperineal prostate biopsy	III	[Progress bar: 95%]				

Flagship product – Toumai® Laparoscopic Surgical Robot



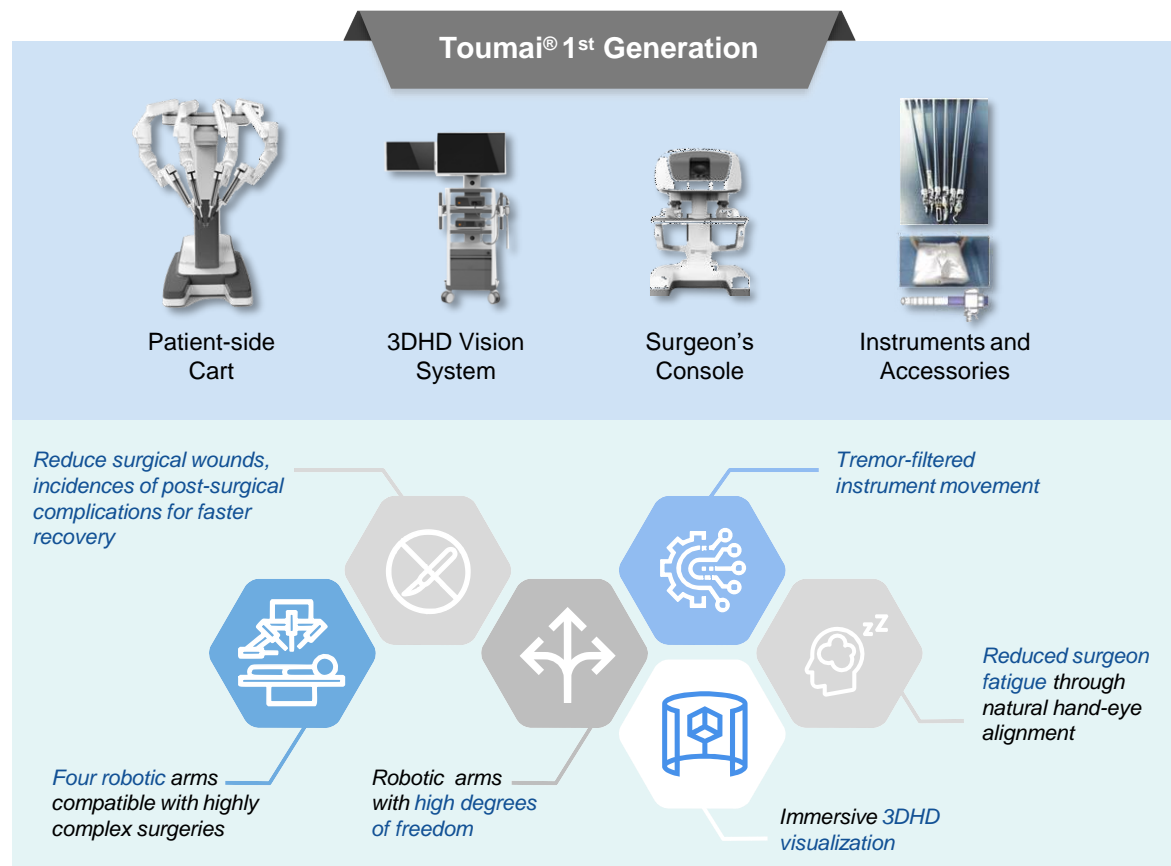
1st Domestic laparoscopic surgical robot received NMPA approval



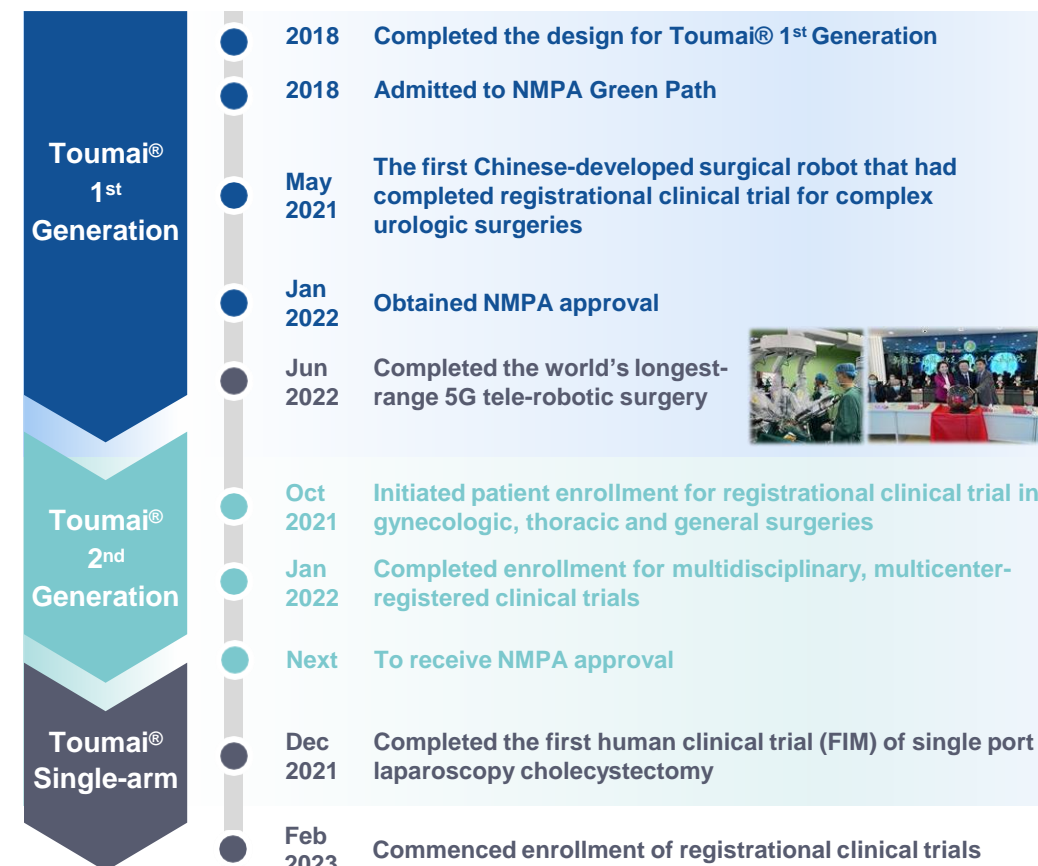
1st Domestic laparoscopic surgical robot to realize commercial installation

5

Surgical robots orders received



Multiple generations of Toumai clinical progress



Large scale clinical validation of Toumai®

LARGE VOLUME

*clinical validation operations
to ensure safety and reliability*



~700

clinical procedures
completed up to date

Premium quality

- **Safety and reliability** confirmed through large volume procedures
- **Imitating various scenarios in reality**, well-prepared for **normalized** commercial operations



16
Provinces



31
Hospitals

*WIDE COVERAGE
across developed
and lower tier cities*

Pioneer in industry cultivating

- Aiming at **promoting surgical robot technology and industry in China**, especially in lower tier cities and regions
- Showcase the **superior clinical capabilities of Toumai®**
- Honored to be **embraced and praised by diversified groups of surgeons**, along with **valuable post-operation feedback**.

Large scale clinical validation of Toumai® (cont'd)

HIGH FREQUENCY

intense validation with successive operations



High surgery frequency to meet tremendous demand for Chinese surgeons

山东第一医科大学附属省立医院
山东省立医院

Shandong Provincial Hospital Affiliated to Shandong First Medical University

50 complex procedures for clinical validation in **2** months, including **28** urology and **22** gastrointestinal procedures



~300

procedures of implied annual capacity

大连医科大学附属第二医院
Second Hospital of Dalian Medical University

50 gynecology procedures for clinical validation in **3** months, covering several 1st trial by domestic surgical robot



郑州大学第一附属医院
THE FIRST AFFILIATED HOSPITAL OF ZHENGZHOU UNIVERSITY

First Affiliated Hospital of Zhengzhou University

5 complex procedures in a single day with solid stability and performance, setting a new record



LEADING CAPABILITY

providing safer, easier and more efficient solutions for difficult and complicated diseases

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

RALRP¹
(removal of the entire prostate)

RARN⁵

Single-port

RA-Hepatectomy

RAPN²

RA-Hysterectomy

RARL³

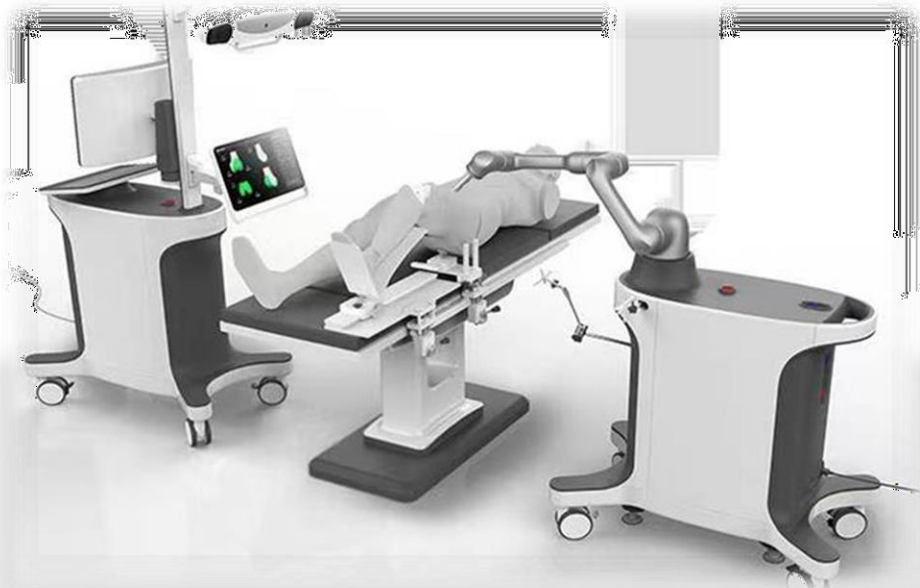
RARC⁶

RARG⁴

Extraperitoneal RALRP¹

Note: ¹ Robot-assisted laparoscopic radical prostatectomy; ² Robot-assisted partial nephrectomy; ³ Robot-assisted radical lobectomy; ⁴ Robot-assisted radical gastrectomy; ⁵ Robot-assisted radical nephrectomy; ⁶ Robot-assisted radical colorectomy

Flagship product – SkyWalker™ Orthopedic Surgical Robot

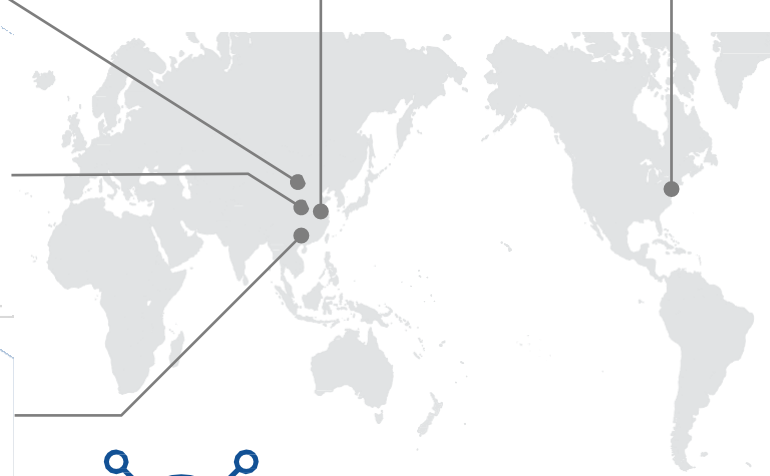



First and only domestic orthopaedic surgical robot with NMPA, FDA and CE approvals

Large scale safety and reliability validation surgeries


Initiated Global Commercialization


	
 <p>1st bid won from reputable hospital</p>	<p>4 systems in trial run</p>
 <p>180+ clinical operations performed</p>	<p>20+ clinical operations performed</p>
 <p>Expedited overseas commercialization by leveraging on the synergy with MicroPort® Orthopedics</p>	





Meizhou 

Meizhou People's Hospital's 1st TKA





Huizhou, Shantou 




Hollis, U.S. 


First TKA procedure performed in the US



Gansu 


Gansu Provincial Hospital's 1st TKA




Yunnan 

14 Hospitals

50+ patients






Expanding domestic and international footprint

Flagship product – SkyWalker™ Orthopedic Surgical Robot





Indication expansion

Integrated orthopaedic surgical robot platform compatible for both hip and knee




Completed FIM for THA





Completed FIM for UKA



Collaboration with leading implant providers

- Strategic partnership with leading domestic implant providers
- Compatible with more implant brands, providing diversified options for patients and surgeons

Steady upgrade in product capability

RA-TKA for sever deformity

Precise RA bone tumor operation

Efficiency orthopedics + AI

Remote surgery orthopedics + 5G

Flagship product – DFVision® 3D Electronic Laparoscope



Rapid commercialization – robust YoY sales growth



Leading market share of new installation units among domestic 3D brands in 2022



Upgraded system to further enrich the product portfolio

Light weight

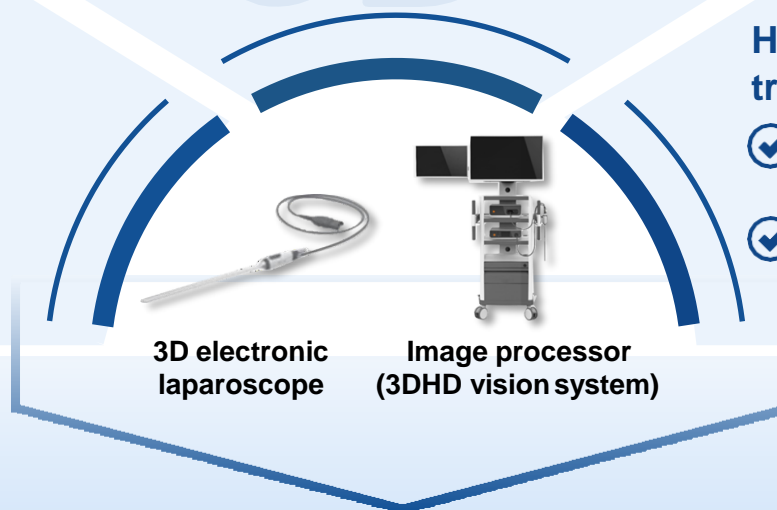
- ✓ DFVision®'s dual objective lenses are placed at the tip of the borescope
- ✓ Easier for surgeons to manipulate precisely, particularly in small surgical fields

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**



Leading market share of new installation units in 2022 among domestic 3D electronic laparoscope brands

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)



Gastrosocopy
(examination of the stomach)

Competitive landscape

- Globally there are only 4 FDA approved natural orifice surgical robots
- In China, there is no NMPA approved natural orifice surgical robots



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**
- Registrational clinical trial in near term

R-ONE[®] Vascular Interventional Surgical Robot



Features / Technology

- Designed to operate with precision and perform specific movements
- Facilitate and enhance the interventional procedures performed on the patient

Indication application

- Coronary angioplasty

Clinical status

- Completed the registration clinical trial in May 2022
- **NMPA application under review**
- **Expected to obtain NMPA approval in 2023E**



PCI live surgery performed by **Academician Ge Junbo** during CCCP2022 event



Mona Lisa Robotic Transperineal Prostate Biopsy System

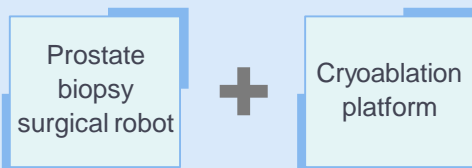


CE Marking
FDA approval

¥ 1st unit of sales in Taiwan

↑ Integration of diagnostics and treatment

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



- Real-time 2D ultrasound images displayed on the monitor during the biopsy procedure
- The surgeon manually inserts the needle into the prostate to collect the biopsy cores



- Transperineal prostate biopsy¹
- Expect to cooperate with Toumai[®], providing integrated solutions in urology



- Completed the registration clinical trial in April 2022
- NMPA application under review
- Expected to obtain NMPA approval in 2023E

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

Strong industrial operation capabilities for surgical robots



948
applications
(844 invention patents)

304
overseas applications
(285 invention patents)



445
applications

103
granted

Patents covering clinical application, automation, AI and other technologies



Multilayered supply chain system



Scalable production of Toumai®, SkyWalker™



Annual capacity over 100 units of system

Standard Setting

Global

In-house



Recognized operation capabilities



Multiple regulatory certificates



ISO9001

Quality control



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



Design & Development



Procurement



Registration



Manufacturing



Promotion



Services

Outstanding award winning track record in 2022



Agenda

Business highlights

Commercialization

Product pipeline update

Financial review

Appendix

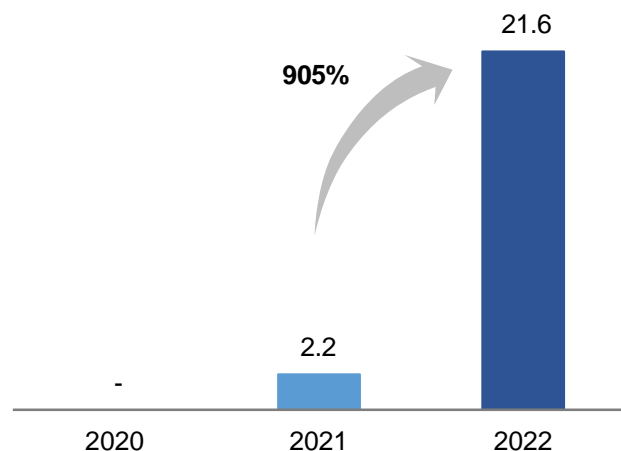
Core product breakthrough and adequately invested

Core-product Breakthrough

Total revenue reached 21.6m with 905% growth. Core product Toumai® won 5 bidding and completed 1 installment after NMPA approval in 1H 2022. The revenue from DFVision grew by nearly 900% in its 1st full performance year after launch.

REVENUE

(RMB million)



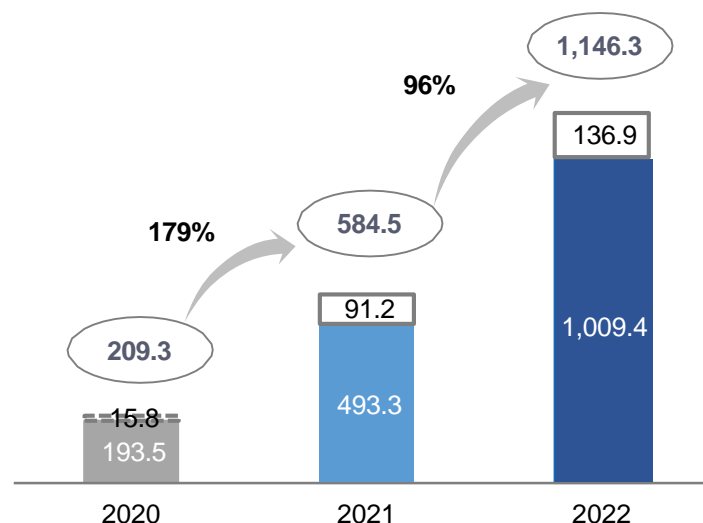
Adequately Invested

On-going R&D projects were adequately invested and achieved key milestones. Core and flagship products were moving towards mass production and commercialization with optimal resources input.

TOTAL NET LOSS

(RMB million)

SBP

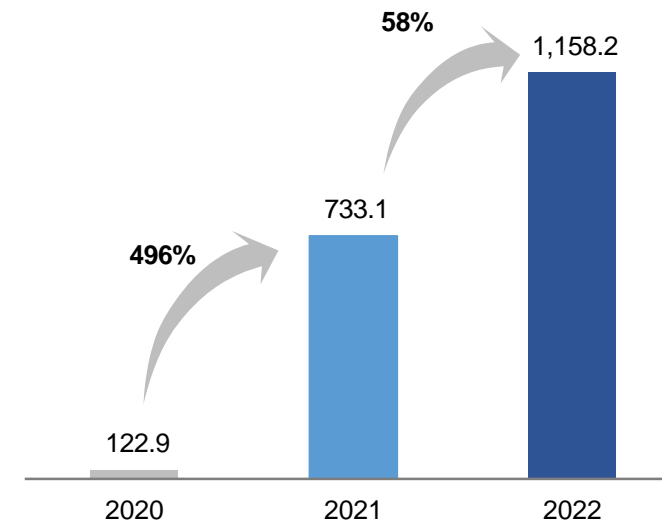


Free Cash-flow Management

Operating cash-flow increased in line with the operating expenses. The CAPEX investment on supply chain capacity and training centers was nearly completed in past two years.

FREE CASH-FLOW

(RMB million)



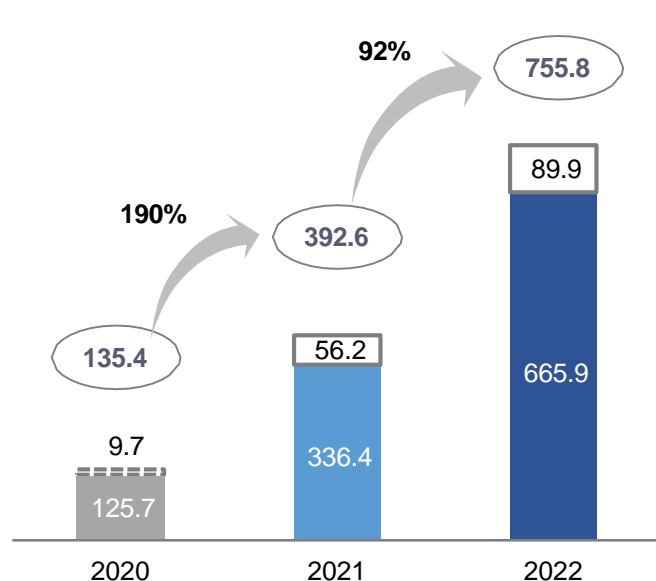
Investment on future – Operating Expenses

Invest for future

R&D COST

(RMB million)

SBP



R&D 755.8m (excl. SBP 665.9m), 92% growth YoY to support on-going and new projects

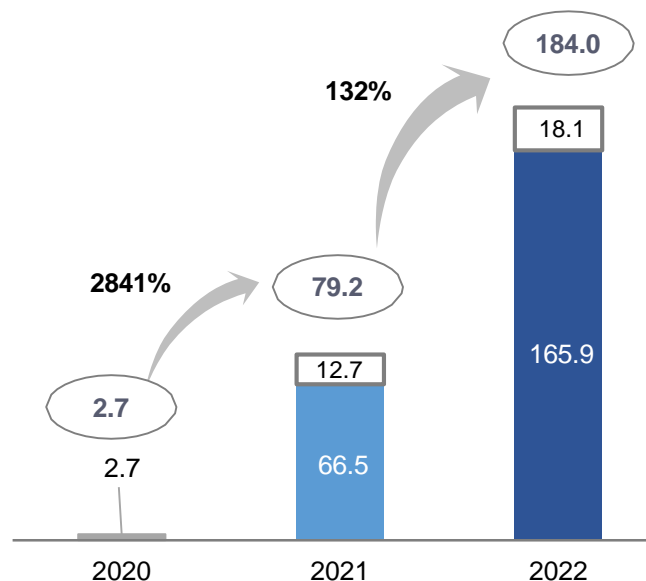
- Personnel costs (excl. SBP) +160.6m
- Robotic systems and consumables +129.4m

Prepare for sales ramp-up

S&M EXPENSES

(RMB million)

SBP



S&M 184.0m (excl. SBP 165.9m), grew by 132% YoY

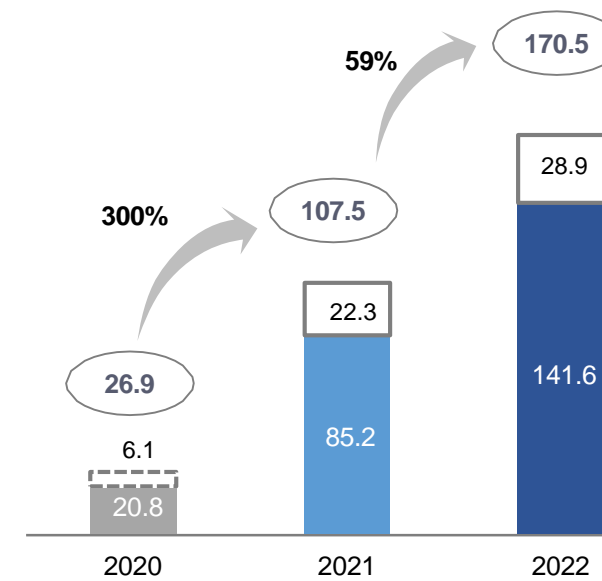
- The expansion of specialized commercial team
- Expenses for training surgeons and clinical validation

Support overall business growth

ADMINISTRATIVE EXPENSES

(RMB million)

SBP

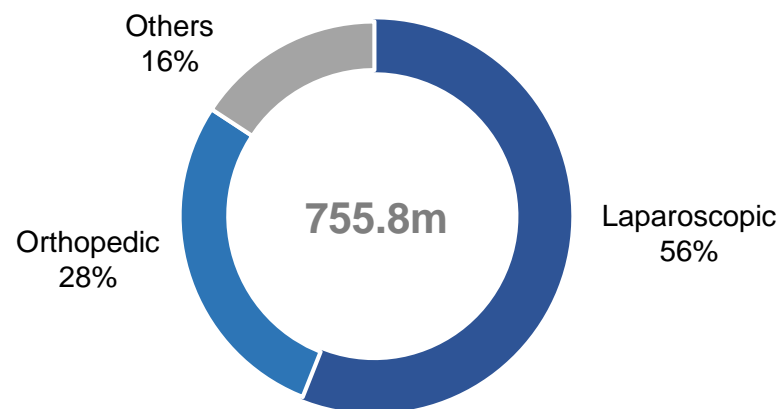


G&A 170.5m (excl. SBP 141.6m), increased by 59% YoY

Increased spending on mgt & admin staff costs, office rental, to support the overall business growth

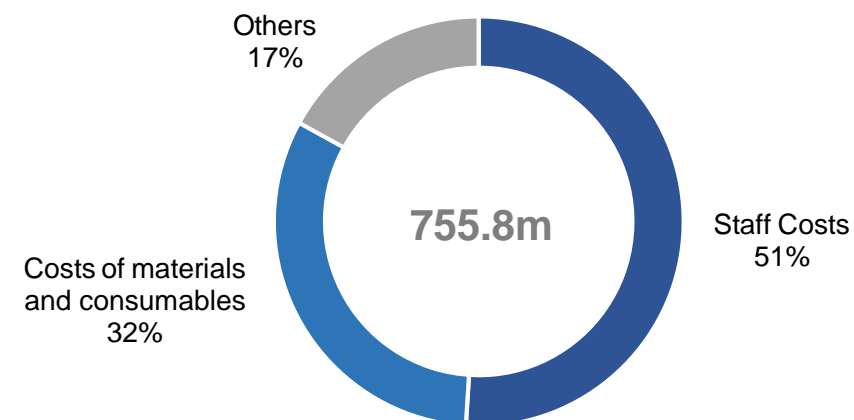
Research and Development Cost

FUND PIPELINE PRODUCTS



- **Laparoscopic:** **Toumai®1st** received NMPA approval in Jan 22; **Toumai®2rd** submitted for NMPA approval of gynaecology, thoracic and general surgery; **Single-arm** completed FIM; Toumai 5D and CE proceeded greatly
- **Orthopedic:** Obtained NMPA, FDA and CE approval
- **Others:** Natural orifice and other products

INVEST IN FOUNDATION TECHNOLOGIES



- Staff Costs – R&D team to cover core pipeline laparoscopic and other 4 flagship pipelines
- Cost of materials and consumables - 4 R&D centers, foundation tech platform and cutting-edge technology progression

Agenda

Business highlights

Commercialization

Product pipeline update

Financial review

Appendix

Financial Statement – Balance Sheet

Unit: RMB'000	31 Dec 2022	31 Dec 2021	Var.	Unit: RMB'000	31 Dec 2022	31 Dec 2021	Var.
Non-current assets				CAPITAL AND RESERVES			
Property, plant and equipment	491,576	361,000	36%	Share capital	958,594	958,594	0%
Intangible assets	7,053	3,074	129%	Reserves	459,064	1,434,548	-68%
Goodwill	1,482	1,482	0%	Total equity attributable to equity shareholders of the Company	1,417,658	2,393,142	-41%
Equity-accounted investees	175,154	123,537	42%	Non-controlling interests	(9,780)	(2,990)	227%
Financial assets measured at FVPL	109,602	136,586	-20%	TOTAL EQUITY	1,407,878	2,390,152	-41%
<u>Other non-current assets</u>	<u>46,436</u>	<u>71,979</u>	<u>-35%</u>				
Total Non-current assets	831,303	697,658	19%				
Current assets							
Derivative financial assets	-	8,958	-100%				
Inventories	250,478	109,881	128%				
Trade and other receivables	93,725	24,955	276%				
Pledged deposits	6,657	9,607	-31%				
<u>Cash and cash equivalents</u>	<u>747,962</u>	<u>1,940,825</u>	<u>-61%</u>				
Total Current assets	1,098,822	2,094,226	-48%				
Current liabilities							
Trade and other payables	257,649	181,510	42%				
Contract liabilities	8,489	-	-				
Lease liabilities	58,218	52,863	10%				
<u>Provisions</u>	<u>958</u>	<u>96</u>	<u>898%</u>				
Total Current liabilities	325,314	234,469	39%				
Non-current liabilities							
Interest-bearing borrowings	33,100	-	-				
Contract liabilities	1,786	102	1651%				
Lease liabilities	128,632	151,813	-15%				
Deferred income	33,018	14,951	121%				
<u>Provisions</u>	<u>397</u>	<u>397</u>	<u>0%</u>				
Total Non-current liabilities	166,933	167,263	18%				

Financial Statement – P&L

Unit: RMB'000	2022	2021	Var.
Revenue	21,603	2,150	905%
<u>Cost of sales</u>	<u>(15,041)</u>	<u>(1,231)</u>	<u>1122%</u>
Gross profit	6,562	919	614%
Other net income	42,078	24,675	71%
Selling and marketing expenses	(184,042)	(79,188)	132%
Administrative expenses	(170,472)	(107,477)	59%
Research and development costs	(755,802)	(392,649)	92%
Net gain/(loss) on financial instruments carried at fair value through profit or loss (FVPL)	(26,984)	45,523	-159%
<u>Other operating costs</u>	<u>(6,603)</u>	<u>(43,498)</u>	<u>-85%</u>
Loss from operations	(1,095,263)	(551,695)	99%
Finance costs	(11,366)	(5,435)	109%
<u>Share of losses of equity-accounted investees</u>	<u>(39,655)</u>	<u>(27,377)</u>	<u>45%</u>
Loss before taxation	(1,146,284)	(584,507)	96%
Income tax	-	-	-
<u>Loss for the year</u>	<u>(1,146,284)</u>	<u>(584,507)</u>	<u>96%</u>
Attributable to:			
Equity shareholders of the Company	(1,139,806)	(582,921)	96%
Non-controlling interests	(6,478)	(1,586)	308%
<u>Loss for the year</u>	<u>(1,146,284)</u>	<u>(584,507)</u>	<u>96%</u>
Loss per share (RMB)			
Basic and diluted (RMB)	(1.19)	(0.63)	89%

Disclaimer

This document is for information purposes only and does not constitute or form part of any offer or invitation to sell or the solicitation of an offer or invitation to purchase or subscribe for any securities of Shanghai MicroPort MedBot (Group) Co., Ltd. (上海微创医疗机器人(集团)股份有限公司), and no part of it shall form the basis of, or be relied upon in connection with, any agreement, arrangement, contract, commitment or investment decision in relation thereto whatsoever.

FORWARD-LOOKING STATEMENTS

Some information contained in this presentation contains forward-looking statements. These forward-looking statements include, without limitation, those regarding our future financial position, our strategy, plans, objectives, goals and targets, future developments in the markets where we participate or are seeking to participate, and any statements preceded by, followed by or that include the words “believe”, “intend”, “expect”, “anticipate”, “project”, “estimate”, “predict”, “is confident”, “has confidence” and similar expressions are also intended to identify forward-looking statements. Such statements are based upon the current beliefs and expectations of MedBot’s management and are subject to significant risks and uncertainties. of Shanghai MicroPort MedBot (Group) Co., Ltd. undertakes no obligation to update any of the statements. These forward-looking statements are not guarantees of future performance and are subject to risks, uncertainties and other factors that could cause actual future results to differ materially from current expectations include, but are not limited to, general industry and economic conditions, PRC governmental policies and regulations relating to the medical device manufacturing industry, competition in the medical device manufacturing industry, our ability to develop new products and stay abreast of market trends and technological advances, our goals and strategies, our ability to execute strategic acquisitions of, investments in or alliances with other companies and businesses, fluctuations in general economic and business conditions in China and other countries that of Shanghai MicroPort MedBot (Group) Co., Ltd. operates in.

CONFIDENTIALITY

This presentation is confidential and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, in whole or in part, for any purpose.



MEDBOT™
微创机器人



微创机器人
(服务号)



MedBot Surgical
(订阅号)

