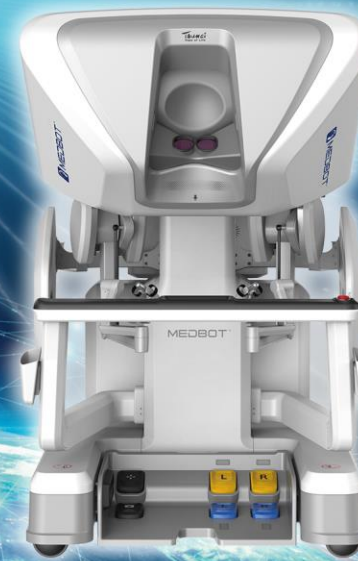




MEDBOT™
微创机器人

2024 Annual Results Presentation

April 2025



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AGENDA

▶ **FY24 Business Highlights**

Product Pipeline Update

Financial Review

Appendix

2024 Business Highlights

257mn

Revenue (RMB) **146% YoY**



Free cash outflow **388mn** Adj net loss **483mn**
 Improved **42% YoY** Narrowed **45% YoY**

20+

Orders received in
 Toumai®'s 1st year of overseas penetration



10+
 Units of overseas
 installations

~20
 Regulatory approvals

100+

Cumulative orders



60+
 Toumai

40+
 SkyWalker

7
 R-ONE

300+

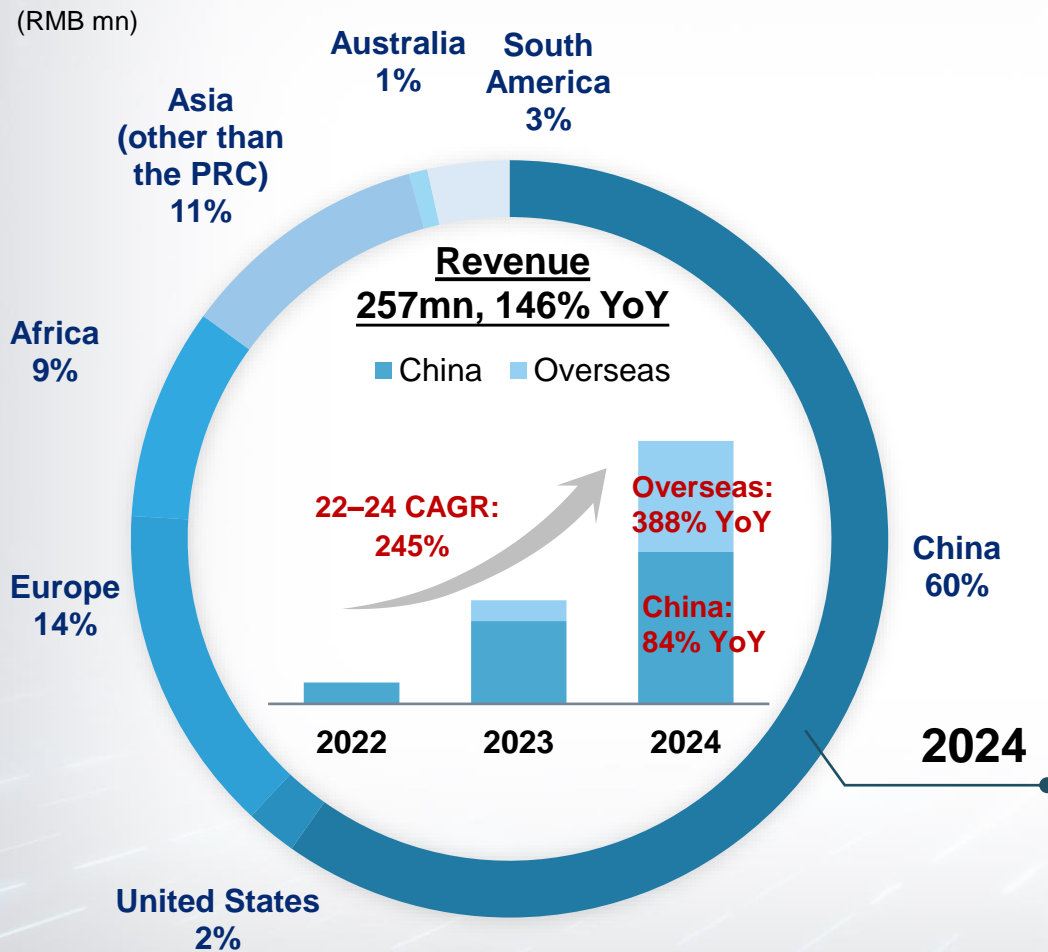
Remote surgeries completed by Toumai®



100%
 Success rate

25
 World's record

Strong Revenue Growth with Robust Domestic Market and Surged Overseas Penetration



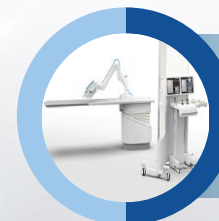
Toumai®

- **39 units of new orders**, among which **over 20 units** from overseas market, covering **4 major continents** - Europe, Asia(ex-China), Africa and Latin America
- **30+ units of new installation**, giving a total of **40+ units installation base** to date
- **No.1** among domestic brands in terms of orders and installation base
- **>60%** of domestic orders from **Grade IIIA / top 100** hospitals
- Generated revenue from **consumables and service** for the first year



SkyWalker™

- **~20 units** of new orders, mainly from developed countries, **40+** units of orders accumulatively
- **10+ unit of new installation** on leverage of synergies with MicroPort Group orthopedic business



R-ONE®

- **7 units** of domestic orders received, incl. 5 units obtained from top public hospitals at Shanghai
- Achieved **2 units** of commercialized installation following the NMPA approval in Dec 23

Remarkable Global Market Exploration Striding Forward across Five Continents

Regulatory approvals from mainstream markets

Toumai® - obtained approvals from ~20 countries/regions, incl. CE mark etc

SkyWalker™ – obtained approvals from 8 countries/regions, incl. FDA, CE etc

Overseas Revenue recorded +388% YoY robust growth

Toumai® - 11 units of sales in overseas market in 2024

SkyWalker™ – 10+ units of sales in overseas market

Well recognized clinical performance

Toumai® - widely praised by global KOLs as top-tier laparoscopic robot brand

SkyWalker™ – completed ~700 TKA procedures in overseas market



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



Surgical procedures

Toumai®

- ✓ Maintained No.1 in terms of clinical operations among domestic brands
- ✓ 10+ hospitals recorded 100+ robotic surgeries after commercial installation

SkyWalker™

- ✓ Assisted with ~2,000 TKA procedures accumulatively



Surgeons training

Toumai®

- ✓ ~40 training centers globally
- ✓ 1,600 training sessions held in 2024;
- ✓ 2,000+ surgeons participation, including 160+ from overseas

Case studies

China



Gansu Provincial Hospital
Toumai® assisted in 300+ surgeries

Overseas



Shanghai Pulmonary Hospital
Toumai® assisted in 600+ surgeries

Toumai's 1st remote surgery in Africa



Latin America breakthrough
Toumai® completed the 1st unit of installation in Chile

Toumai® completed installation in the largest public hospital in Italy



MMT Hospital in Georgia
1st hospital in the Caucasus region to complete 160+ robotic surgeries

Business Highlights

Global Market Access Accelerated with Well-recognized Clinical Performance

Toumai® Single-port
Approved by **NMPA** in Feb 2025



Toumai®
Received **CE Mark** and approvals
from **~20 countries/regions** globally
in 2024

SkyWalker™
Obtained 4 more approvals from India,
Japan, UK and Canada in 2024
(Cumulatively **8 international approvals**
incl. FDA and CE mark)



DFVision®
With **real-time fluorescence**
endoscopy approved by **NMPA**



Continue to Spearhead the Application of Remote Surgical Technology



China – Benin
world's 1st remote surgery by shipborne robot



Orlando, USA – São Paulo, Brazil
1st remote human surgery in South America



Lhasa – Beijing
World's 1st satellite-enabled robot-assisted surgery



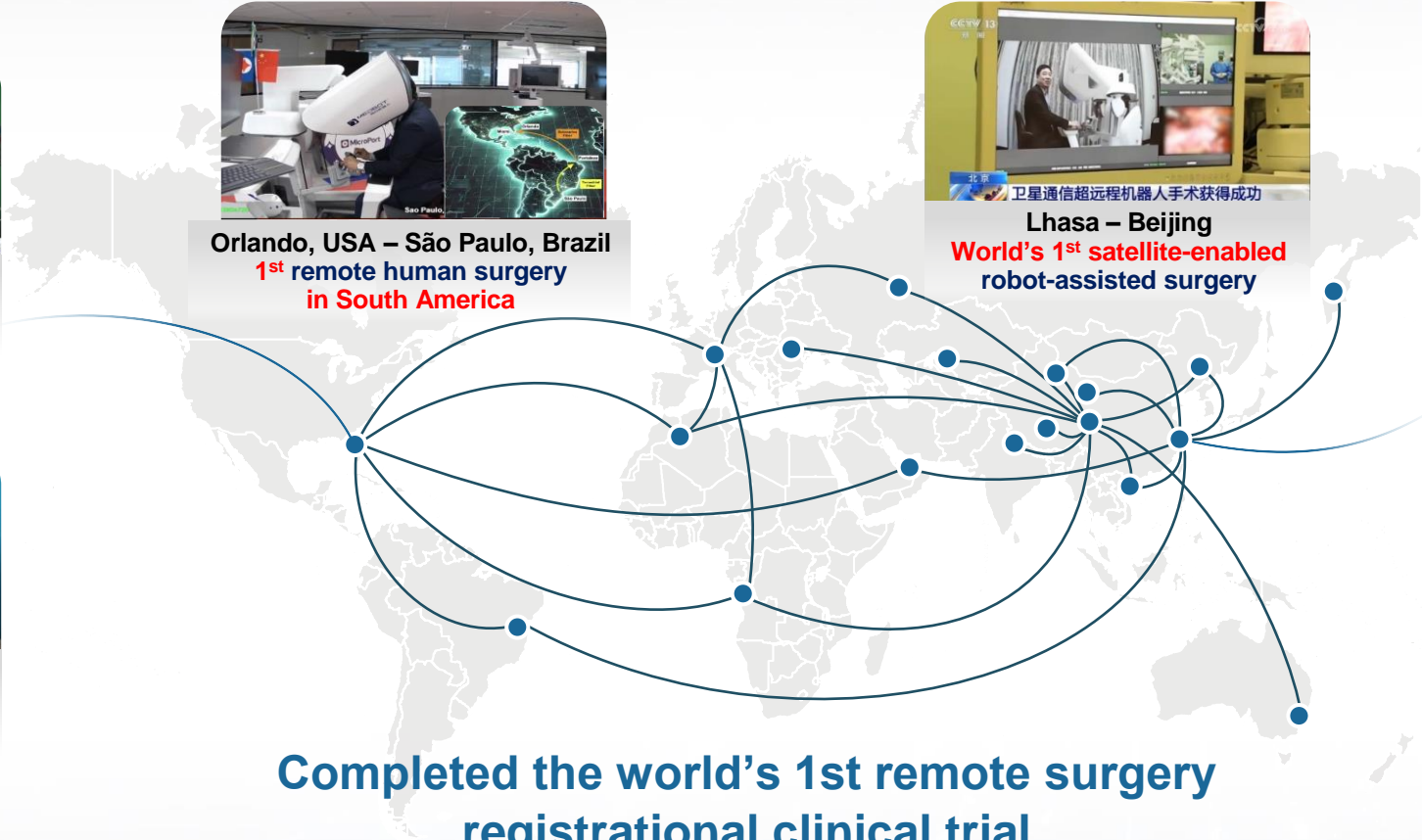
Angola, Africa
1st remote human surgery in Africa



China – Morocco
World's longest-distance remote robotic surgery



Orlando– Dubai – Shanghai
World's 1st "world-tour" remote surgery



Completed the world's 1st remote surgery registrational clinical trial

300+
Complex remote surgeries

100%
Surgery success rate

25
National/
world records

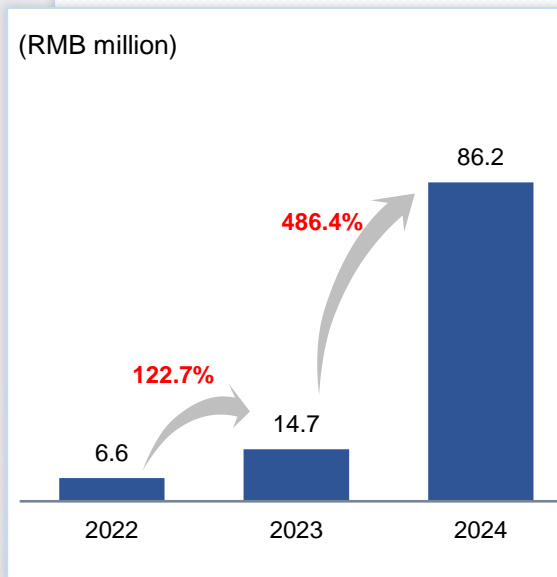
50+
Cities

80+
Hospitals

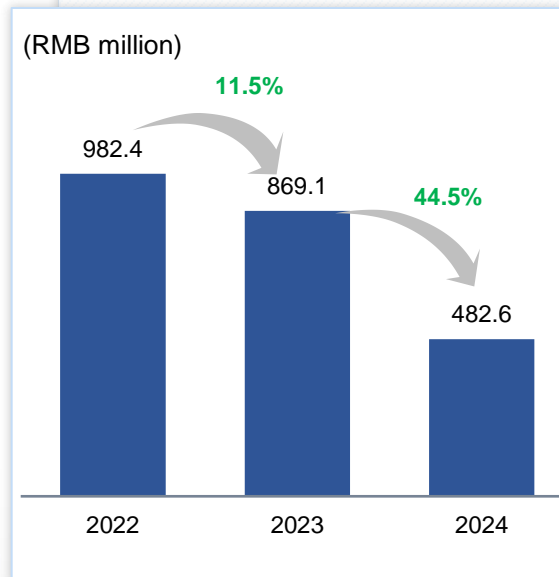
700,000+km
Accumulative transmission distance

Improved Operational Effectiveness on Stringent Cost-optimization Strategies

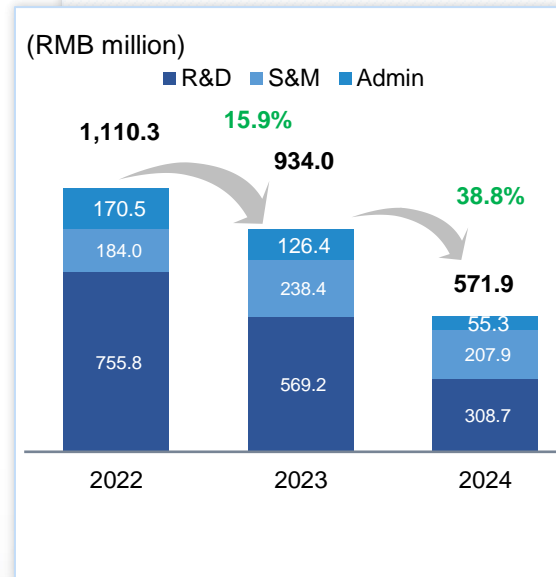
Gross profit



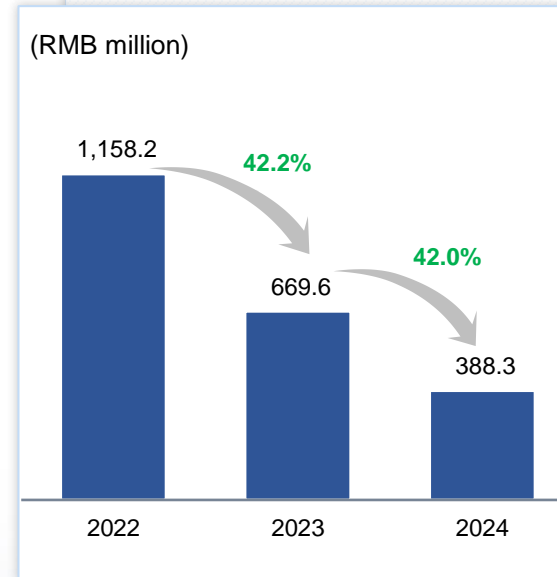
Adjusted Net Loss Narrowed



Optimizing Operational Efficiency



Free Cash Outflow Decreased



AGENDA

FY24 Business Highlights

▶ Product Pipeline Update

Financial Review

Appendix

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	Toumai® (图迈®) Laparoscopic Surgical Robot	Urologic surgery	III (Green Path)	[Progress bar]				[NMPA approval]	
		Toumai® (图迈®) 2 nd Gen	Gynecologic surgery Thoracic surgery General surgery		IIb (CE)	[Progress bar]				[FDA / CE approval]
		Toumai® (图迈®) Remote Laparoscopic Surgical Robot	Urologic, Gynecologic, Thoracic and General Surgery	III		[Progress bar]				[Other regions' approval]
		Toumai® (图迈®) Single-port Laparoscopic Surgical Robot	Urologic, Gynecologic and General Surgery	III	[Progress bar]				[NMPA approval]	
		DFVision® (蜻蜓眼®) 3D Electronic Laparoscope	Laparoscopy (fluorescence imaging function)		II (Green Path)	[Progress bar]				[NMPA approval]
						IIa (CE)	[Progress bar]			
	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]	
				III (Green Path)	[Progress bar]				[NMPA approval]	
				Total hip arthroplasty	III	[Progress bar]				[NMPA approval]
					III	[Progress bar]				[NMPA approval]
				Natural Orifice Surgery	Trans-bronchial Surgical Robot	Trans-bronchial diagnosis & treatment	III	[Progress bar]		
International collaboration	Panvascular Surgery	R-ONE® Panvascular Surgical Robot	Coronary angioplasty	III	[Progress bar]				[NMPA approval]	
	Percutaneous Surgery	iSR'obot® Mona Lisa Robotic Transperineal Prostate Biopsy System	Transperineal prostate biopsy	III	[Progress bar]				[NMPA approval]	

Note:
 1. Approved in Brazil, Ecuador, Taiwan, Malaysia, Thailand, Philippines, Morocco, South Africa, Türkiye, Jordan, Serbia, Uzbekistan, Belarus, Switzerland, UK
 2. Approved in Brazil, Australia, India, Japan, UK, Canada

NMPA approval
 FDA / CE approval
 Other regions' approval

Flagship product– Toumai® Laparoscopic Surgical Robot

#1 in domestic brands

Domestic commercialization on track

- Maintained **leading position, #1 market share** among domestic brands with ramped up winning bids and commercial installation:
 - 19 units** of new commercial installation in 2024
 - 30+ units** of commercial installation base to date
 - Realized rev from **sales of instrument & accessories and provision of services**
- Over 60%** of hospitals are **top 100 hospitals** in the country or the top provincial / regional hospital for robotic surgery

Globalization Footprint

Regulation approval milestone

- 1st and only Chinese laparoscopic surgical robot with **CE mark**
- Obtained registration approvals in **~20 countries/regions**

Commercialization breakthrough

- Obtained **20+ orders** in FY24, covered **Europe, Asia (ex-China), Africa and Latin America**
- Achieved **11 units of overseas commercial installation in 2024**
- Completed **over 300 clinical procedures** in overseas market to date

Increased overseas influence

- 1st Chinese laparoscopic surgical robot commercially installed in Europe, e.g. **at the largest public hospital in Italy**

Proven Clinical Value

Premium quality demonstrated by large scale clinical validation

- Large volume: **No.1 among domestic brands; >10 hospitals** completed **100+** operations
- 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**

Leading exploration of 5G remote surgeries

- >300** remote clinical surgeries, 100% success rate, connecting 80+ hospitals, having created **over 25 records** of 1st remote surgery in China and globally
- Completed world's **1st remote surgery registrational clinical trial**

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
Toumai® 2 nd 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	Obtained NMPA approval
	May 2024	Received CE Mark
	Aug 2024	Received NMPA approval for new features and enhancements
Toumai® Single-port	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
	Feb 2025	Obtained NMPA approval

Flagship product – SkyWalker™ Orthopedic Surgical Robot

The 1st domestic surgical robot to expand into global market

2022

China (NMPA)
US (FDA)
Europe (CE)

2023

China (NMPA, THA)
Brazil
Australia

2024

India
Japan
UK
Canada

2025

More to expect...

Continued decent global commercialization trend

- ~20 new orders received in 2024;
- 40+ orders in total up to date
- 10+ new installed units in 2024
- Clinical operations expanded to 70+ hospitals in China and abroad
- ~2000 TKA procedures completed globally so far



Providing complete clinical total solution



1



1



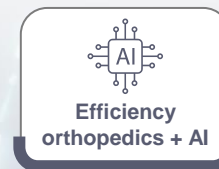
2



- **Evolution™ medial-pivot knee**
A legacy of 98.8% survivorship and 17 years and 95% patient satisfaction
- **SuperPATH® hip approach**
Enables a faster recovery for patients after THA surgeries

Better joint replacement surgical 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)



Gastroscopy
(examination of the stomach)



Product



Features / Technology

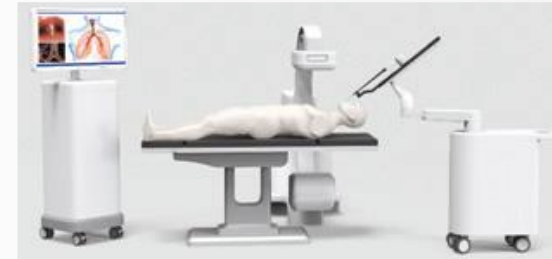


Indication application



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**
- In the process of NMPA application, **expected to obtain approval in 2025E**

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



- **7 units** of new orders received to date, incl. 5 units from top Grade IIIA hospitals in Shanghai
- **2 units of sales and commercial installation** in 2024



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

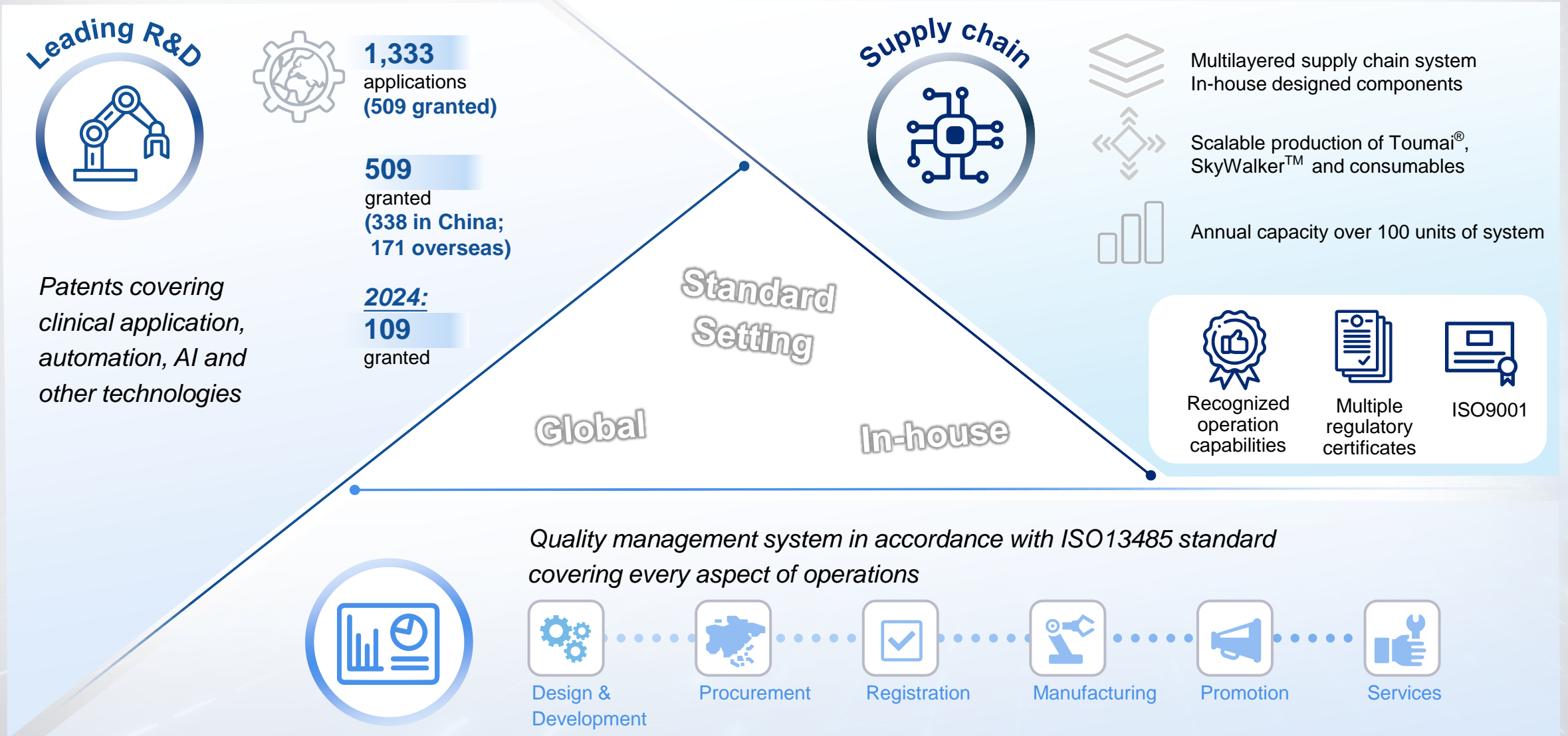


Cryoablation platform



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



AGENDA

FY24 Business Highlights

Product Pipeline Update

▶ Financial Review

Appendix

Consolidated Financial Performance

REVENUE

Total revenue reached 257.2m with 146% growth, attributable to the strong growth of sales in both domestic and overseas markets. For domestic market, core product Toumai® has remained the leading position among the similar products, and R-ONE has also gained high recognition and achieved a commercial breakthrough after approval for launch. For overseas market, Toumai® completed over 10 installments in its 1st year of overseas market exploration. Skywalker maintained a growth of over 80% year-one-year.

TOTAL NET LOSS

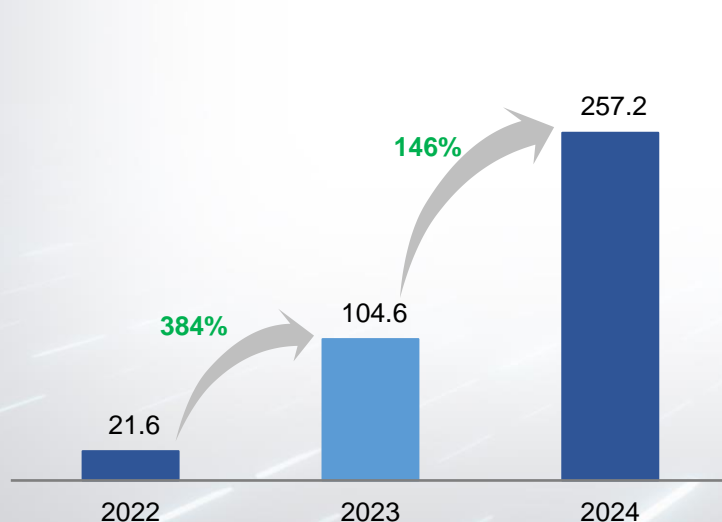
Total net loss decreased from 1,023.5m for the year 2023 to 647.1m for the year 2024, while the adjusted net loss was 482.6m, narrowing 386.5m / 45% YoY. The great decrease was mainly contributed by (i) the rapid growth in revenue; and (ii) the significant decrease in operating expenses under various cost reduction and efficiency improvement measures.

FREE CASH FLOW

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

New products and new market

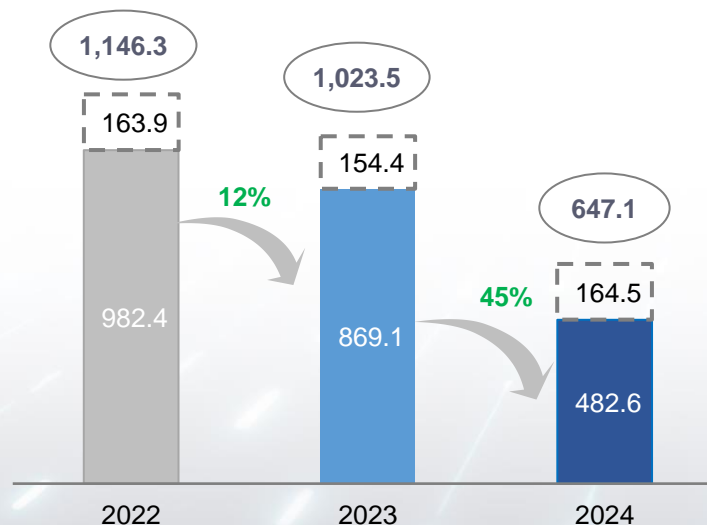
(RMB million)



Productivity improvement

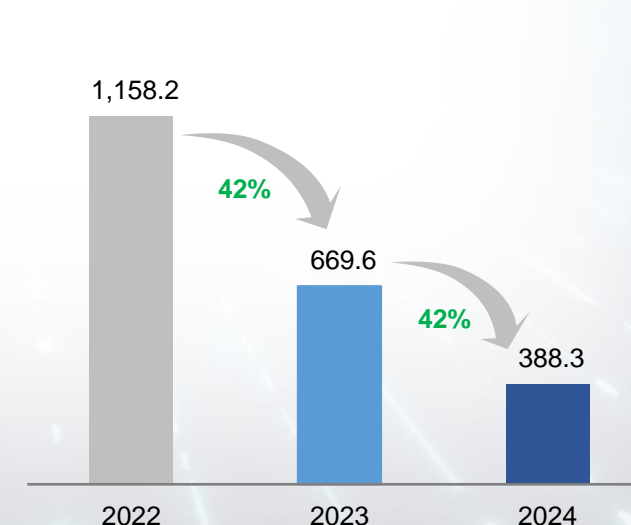
(RMB million)

SBP & FVPL & Impairment



Cash-flow management

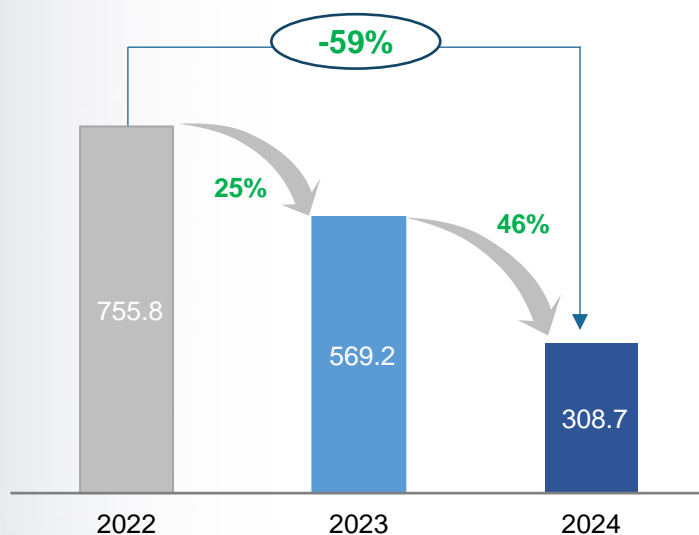
(RMB million)



Operating Expenses

R&D COST

(RMB million)



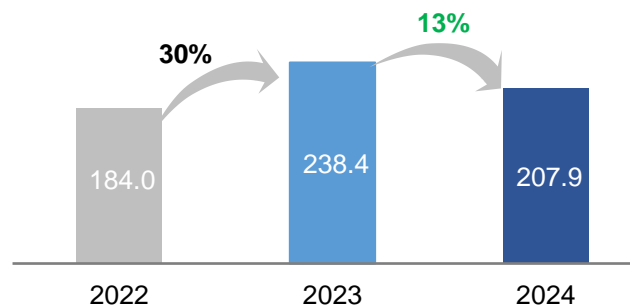
R&D 308.7m, 46% decline YoY

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 decreased 171.5m
- Costs of materials and consumables decreased 48.3m

S&M EXPENSES

(RMB million)

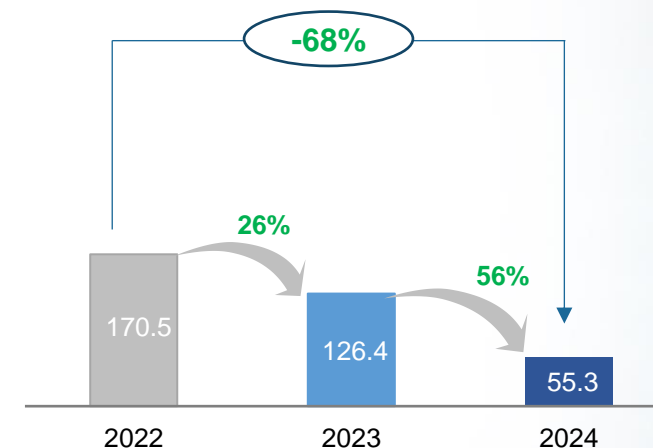


S&M 207.9m, 13% decline YoY, attributable to the adjustment of the commercialisation strategy

- Staff costs decreased 14.3m
- HCP Training and verification decreased 25.6m

ADMINISTRATIVE EXPENSES

(RMB million)



G&A 55.3m, decreased by 56% YoY

Continuously improved operational efficiency

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**

AGENDA

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▶ Appendix

Appendix I - Consolidated Balance Sheet

Unit: RMB'000	31 Dec 2024	31 Dec 2023	Var.	Unit: RMB'000	31 Dec 2024	31 Dec 2023	Var.
Non-current assets				CAPITAL AND RESERVES			
Property, plant and equipment	297,371	367,017	-19%	Share capital	1,006,194	958,594	5%
Intangible assets	3,972	9,537	-58%	Reserves	(727,992)	(439,114)	66%
Goodwill	1,482	1,482	0%				
Equity-accounted investees	11,887	148,282	-92%	Total equity attributable to equity shareholders of the Company	278,202	519,480	-46%
Financial assets measured at FVPL	67,054	66,916	0%				
Trade receivables	2,579	-		Non-controlling interests	(20,524)	(17,725)	16%
Other non-current assets	38,148	40,625	-6%				
Total Non-current assets	422,493	633,859	-33%	TOTAL EQUITY	257,678	501,755	-49%
Current assets							
Inventories	151,481	229,505	-34%				
Trade and other receivables	92,835	55,749	67%				
Pledged deposits	-	1,083	-100%				
Cash and cash equivalents	612,230	507,711	21%				
Total Current assets	856,546	794,048	8%				
Current liabilities							
Trade and other payables	201,476	244,943	-18%				
Contract liabilities	8,718	11,118	-22%				
Interest-bearing borrowings	245,223	375,357	-35%				
Provisions	13,529	5,979	126%				
Lease liabilities	34,511	47,879	-28%				
Total Current liabilities	503,457	685,276	-27%				
Non-current liabilities							
Interest-bearing borrowings	389,312	99,700	290%				
Contract liabilities	12,527	3,905	221%				
Provisions	637	82	677%				
Lease liabilities	22,281	72,507	-69%				
Deferred income	93,147	64,682	44%				
Total Non-current liabilities	517,904	240,876	115%				
NET ASSETS	257,678	501,755	-49%				

Appendix II - Consolidated P&L

Unit: RMB'000	2024	2023	Var.
Revenue	257,249	104,592	146%
<u>Cost of sales</u>	<u>(171,029)</u>	<u>(89,898)</u>	<u>90%</u>
Gross profit	86,220	14,694	487%
Other net income	(3,168)	(13,342)	-76%
Selling and marketing expenses	(207,934)	(238,428)	-13%
Administrative expenses	(55,282)	(126,361)	-56%
Research and development costs	(308,725)	(569,175)	-46%
Net gain/(loss) on financial instruments carried at fair value through profit or loss (FVPL)	138	(42,525)	-100%
Loss from operations	(488,751)	(975,137)	-50%
Finance costs	(21,639)	(18,590)	16%
Share of losses of equity-accounted investees	(20,244)	(29,803)	-42%
Impairment loss on an equity-accounted investee	(116,467)	-	
Loss before taxation	(647,101)	(1,023,530)	-37%
Income tax			
Loss for the year	(647,101)	(1,023,530)	-37%
Attributable to:			
Equity shareholders of the Company	(642,406)	(1,012,174)	-37%
Non-controlling interests	(4,695)	(11,356)	-59%
Loss for the year	(647,101)	(1,023,530)	-37%
Loss per share (RMB)			
Basic and diluted (RMB)	(0.66)	(0.56)	17%



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THANK YOU



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(服务号)

MedBot Surgical
(订阅号)

