

INTUITIVE

Customize Your Financing

Through Intuitive's Flexible
Acquisition Models



50%

Of customers work with Intuitive to acquire technology through a flexible model arrangement

Standardise and expand

The majority of customers who finance with Intuitive have standardised and expanded their fleet of da Vinci surgical systems to 4th generation technology

22%

Increase year over year of hospitals around the world that directly partner with Intuitive for flexible financing





In-house financing makes the difference

Intuitive is not a lender. We're a medical device manufacturer that offers in-house financing to help you acquire the da Vinci surgical systems that we make. It's that distinction that allows us to work with you directly and design customised financing to meet your current and future needs. You want to expand access to minimally invasive surgery to more patients. We want to help you do that. That shared goal sets us apart from third-party lenders and motivates us to innovate on your behalf.

- From short and long-term rental and purchase to usage-based models, we work with you to craft the financing approach that works best for you
- Customised financing means we can tailor our acquisition models to meet your needs
- Through our technology obsolescence protection,* we make it possible for you to stay at the forefront as our technology advances

Discover our global approach to acquisition models and customer experiences. To learn more about your financing possibilities, reach out to your Intuitive representative or our EU Customer Finance team (EUCustomerFinance@intusurg.com).

* Some financing models may not be available in all countries.
Please contact your local Intuitive representative for availability in your region.

Long-Term Rental

1,200+

hospitals globally on our Fair-Market-Value (FMV) or rental models

70%

of our 2022 leasing portfolio used our FMV model

Long-term rental with the option to own and technological obsolescence protection*

Long-term rentals are our most popular financing model. The majority of our customers who rent choose our long-term rental with technological obsolescence protection, which has enabled them to standardise and expand their fleet to our latest generation of technology.

Benefits

- Use of operating budget over capital expenditure
- Lower upfront cost of ownership
- Technology upgrade options and obsolescence protection*
- Wide variety of competitive terms, with up to 84 months for financing

Customer profiles

- Health systems or hospitals with high procedure volumes
- Customers who like the flexibility that comes with option-to-own equipment, but also want the option to upgrade to new technology

600-bed teaching hospital

Two long-term rentals to date performing 700+ da Vinci cases per year

Hôpital Foch – Suresnes, France

Why

- Needed more MIS access to meet multispecialty clinical demand and expansion
- Sought different funding sources to save capital funding for other initiatives
- Wanted more financial flexibility on financing terms versus going through a bank

How

- Rented first system on a 7-year term to support gynecology and thoracic surgery expansion via UNIIHA public framework
- Pivoted to operating budget as funding source and traded in existing system
- Provided a clear projection of expenses with a progressive payment stream
- Built-in obsolescence protection in case of future platform upgrades enabled a lifecycle-refresh programme
- As thoracic surgeries expanded and general surgery needed access, the hospital added a second system with similar flexibility

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Accelerated MIS Program (AMP)

100+

Health systems on our pay-as-you-go model globally

300K+

Procedures performed under our AMP shared-risk model

Procedure model, with risk on us to drive access and use

We share your desire to increase patient access to MIS. With our AMP model, we also share your risk. AMP is our model that allows you to pay only when you use the system (per procedure). Costs for the system, service, and interest are built into the per-use fee with a lifetime or annual cap.

Benefits

- Shared risk: Don't use = don't pay... we're only paid when you perform procedures
- Predictable ROI: Same cost per case improves operating-cost transparency
- Scalable way to drive surgeon access and training: AMP allows you to increase the number of da Vinci surgical systems available
- Technology upgrade options and obsolescence protection:* Allows you to upgrade to our latest technology

Customer profiles

- Large academic hospitals and health systems, private health systems
- Health systems with large service lines across multiple hospital sites
- Hospitals and health systems that prioritise standardising MIS through ready access to da Vinci technology (multiple system acquisitions at one time)

Private hospital group with 10 hospitals and 5,000+ beds

Three systems contracted on AMP, for three hospitals as of 2023

Germany-based private hospital group

Why

- Needed flexibility between investment and operating budgets
- Desired fast access and expansion for existing (urology) and incoming specialties (general surgery)
- Wanted more risk sharing with the vendor and faster decision making to add systems when needed

How

- Defined system acquisitions as operating expenses, keeping them off the balance sheet
- Surgeons submitted business plans aggregating potential and expected procedures to meet pay-as-you-go volume targets
- Initial two systems addressed existing urology specialty volume and growth
- With schedule in place and clinical alignment to business plans, AMP eliminated the decision-making hurdle when adding a third system for general surgery and positioned the group for future installations

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Short-term Rentals

+90%

of customers who rented from us decided to buy the rented system or upgrade to a more advanced system

Option to try out da Vinci surgical system technology

Our rental programme provides access to customers who want more time before committing capital, resources, and infrastructure to their da Vinci robotic-assisted surgical programmes.

Our rental programmes offer flexible terms, with the ability to return and upgrade, buyout the systems, or convert financing into a rental.

Benefits

- Rental term flexibility up to 36 months
- Ability to apply rental payments as credit toward a follow-on purchase or long-term rental

Customer profile

- Smaller hospitals who want a low-commitment way to evaluate a da Vinci surgical system
- Small hospitals with existing da Vinci programmes wanting to test expansion into new specialties

120-bed medium-sized private hospital

One rental upgraded and converted to a long-term rental

UK-based private hospital

Why

- Familiar with similar successes at other hospitals, this facility wanted multispecialty programme growth from urology, gynecology, colorectal, and thoracic surgeries
- Wanted to test system placement to see if procedure growth would result

How

- Initiated a 24-month rental for a da Vinci X system while implementing new specialties and driving utilisation
- Offered upgrade options, including extended rental period, purchase of rented da Vinci X system, or lease of new da Vinci Xi system
- After meeting programme-adoption milestones and utilisation rental to full term, converted to 7-year long-term rental agreement and upgraded to da Vinci Xi system, given surgeon demand that Xi functionality offers in treating complex patients

Key takeaways

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- In-house financing allows us to tailor financing to your needs
- Our goal is simple. We want to help you expand access to minimally invasive surgery with da Vinci surgical systems
- We offer a selection of standard financing models with customisable options
- Technology obsolescence protection,* available with some of our financing models, allows you to take advantage of the latest system advances

Learn more

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Disclosures

Da Vinci X & Xi Surgical Systems

The Intuitive Surgical Endoscopic Instrument Control Systems (da Vinci X and da Vinci Xi Surgical Systems) are intended to assist in the accurate control of Intuitive Surgical Endoscopic Instruments during urologic surgical procedures, general laparoscopic surgical procedures, gynecologic laparoscopic surgical procedures, general thoracoscopic surgical procedures, and trans-oral otolaryngology surgical procedures restricted to benign tumors and malignant tumors classified as T1 and T2, and for benign base of tongue resection procedures. The systems are indicated for adult and pediatric use (except for trans-oral otolaryngology surgical procedures). They are intended to be used by trained physicians in an operating room environment.

The da Vinci X and da Vinci Xi Surgical Systems are class IIb medical devices CE marked (CE 2460) under the European Medical Devices Directive (93/42/EEC), manufactured by Intuitive Surgical, Inc. Refer to Instructions For Use before use.

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