

A composite image of a woman's face, overlaid with various surgical instruments and medical equipment. The image is semi-transparent, allowing the woman's features to be seen through the medical overlays. The background is a soft, light pinkish-red gradient.

surgicalscience

COMPANY PRESENTATION

AUGUST 2021

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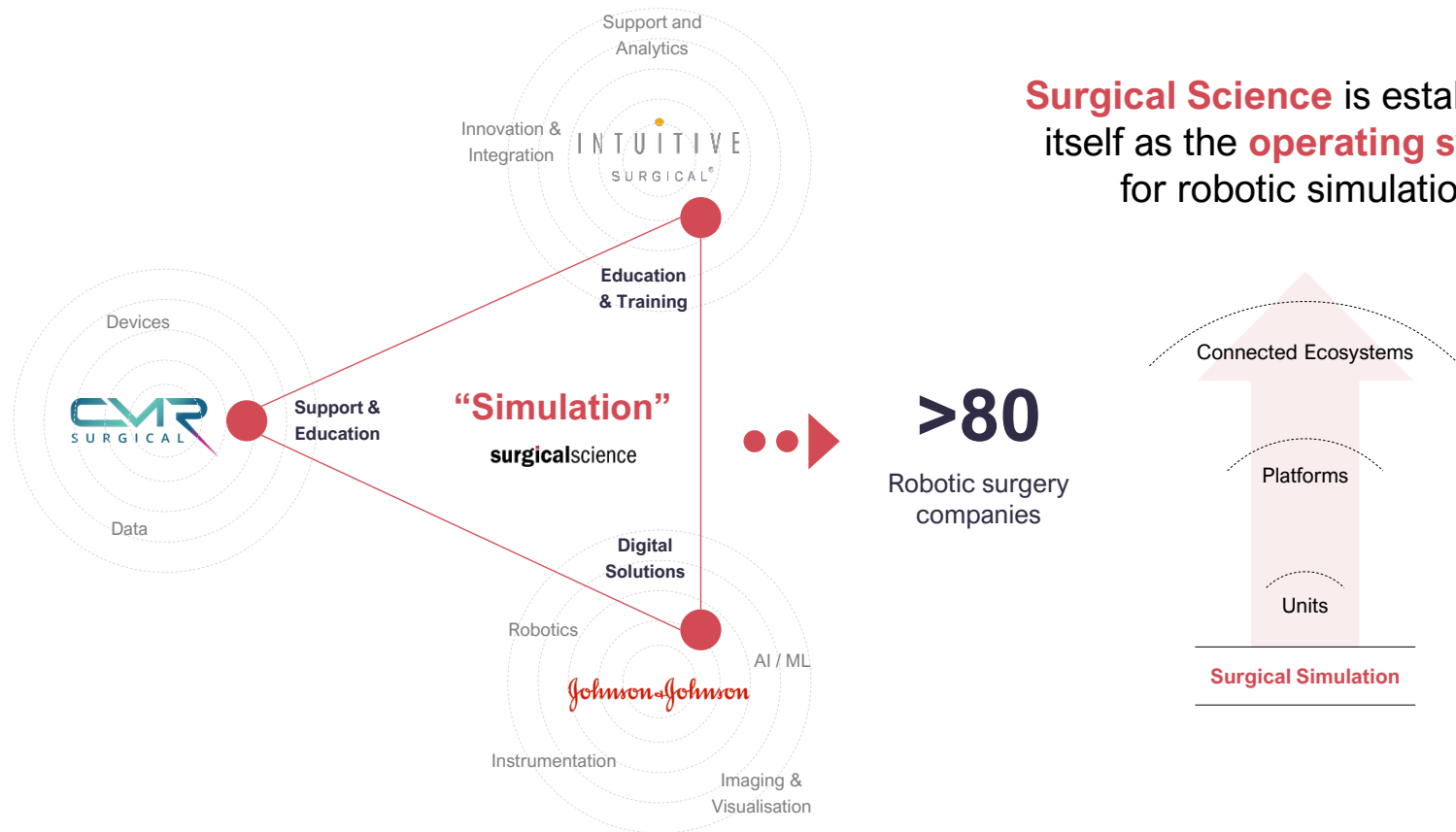
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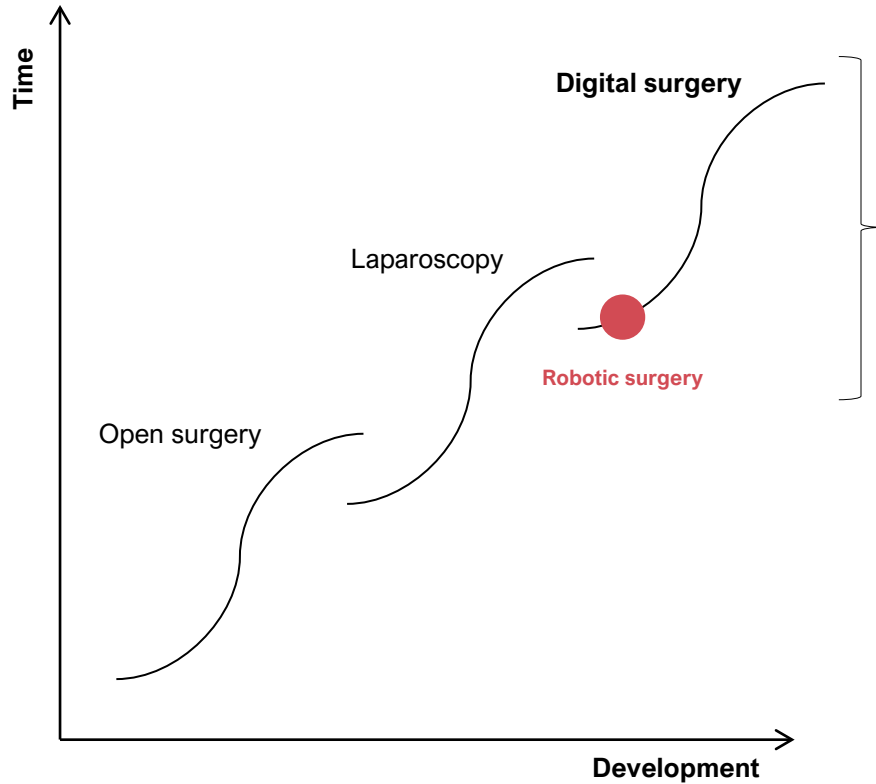


At the forefront of the surgical simulation opportunity



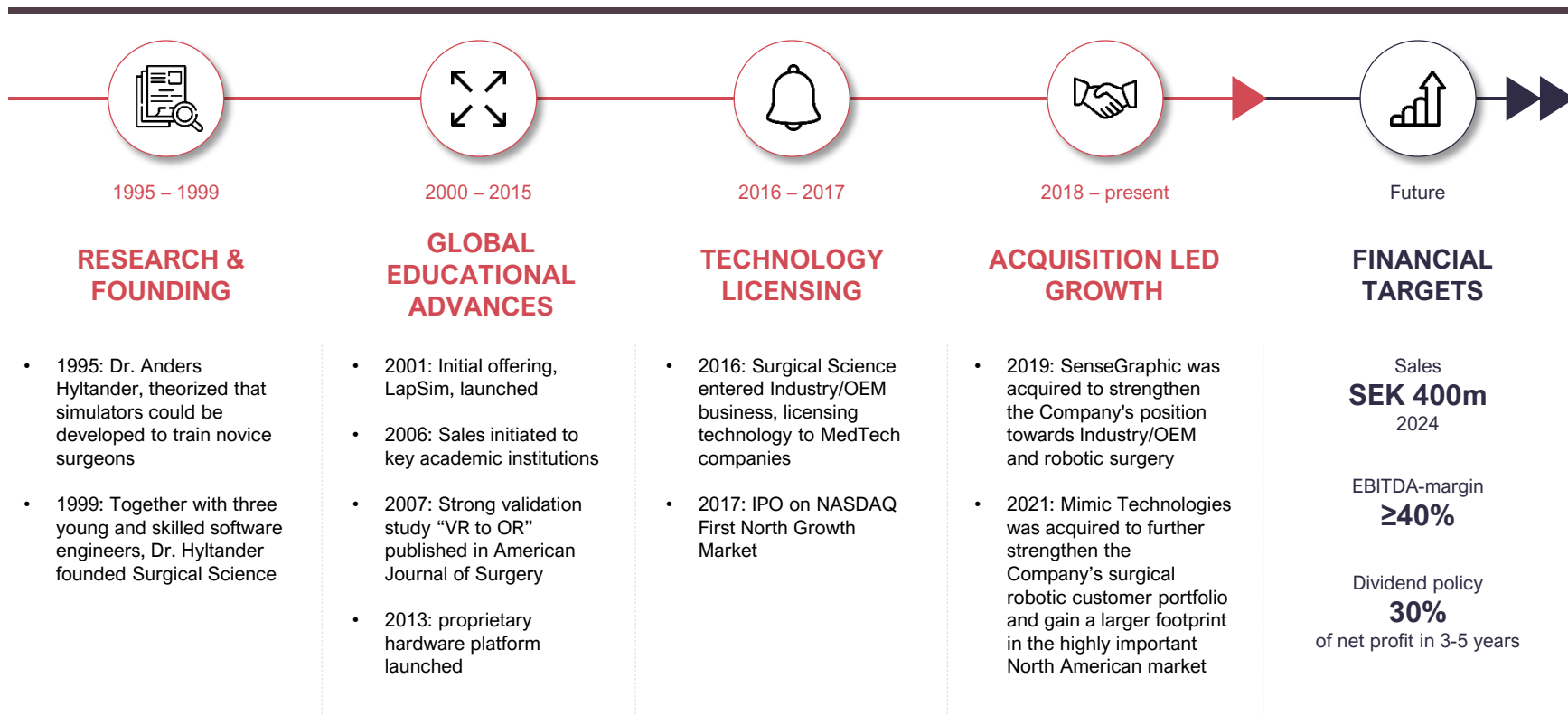
Surgical Science is establishing itself as the **operating system** for robotic simulation.

Digital surgery – a transition in its infancy



Surgical Science is well positioned to capitalise on the healthcare transition towards **digital surgery**.

From research to commercial growth



The need for a shorter learning curve in surgical training

- > Surgeons' technical experience is vital for ensuring patient safety and outcomes
- > Currently skills differ greatly, resulting in severe consequences

A study evaluating the preparedness of fellows incoming for advanced surgical training showed¹

59%	Could not independently perform 30 min of major procedure
58%	Could not dissect tissue planes
49%	Could not independently perform a hysterectomy
40%	Could not control bleeding

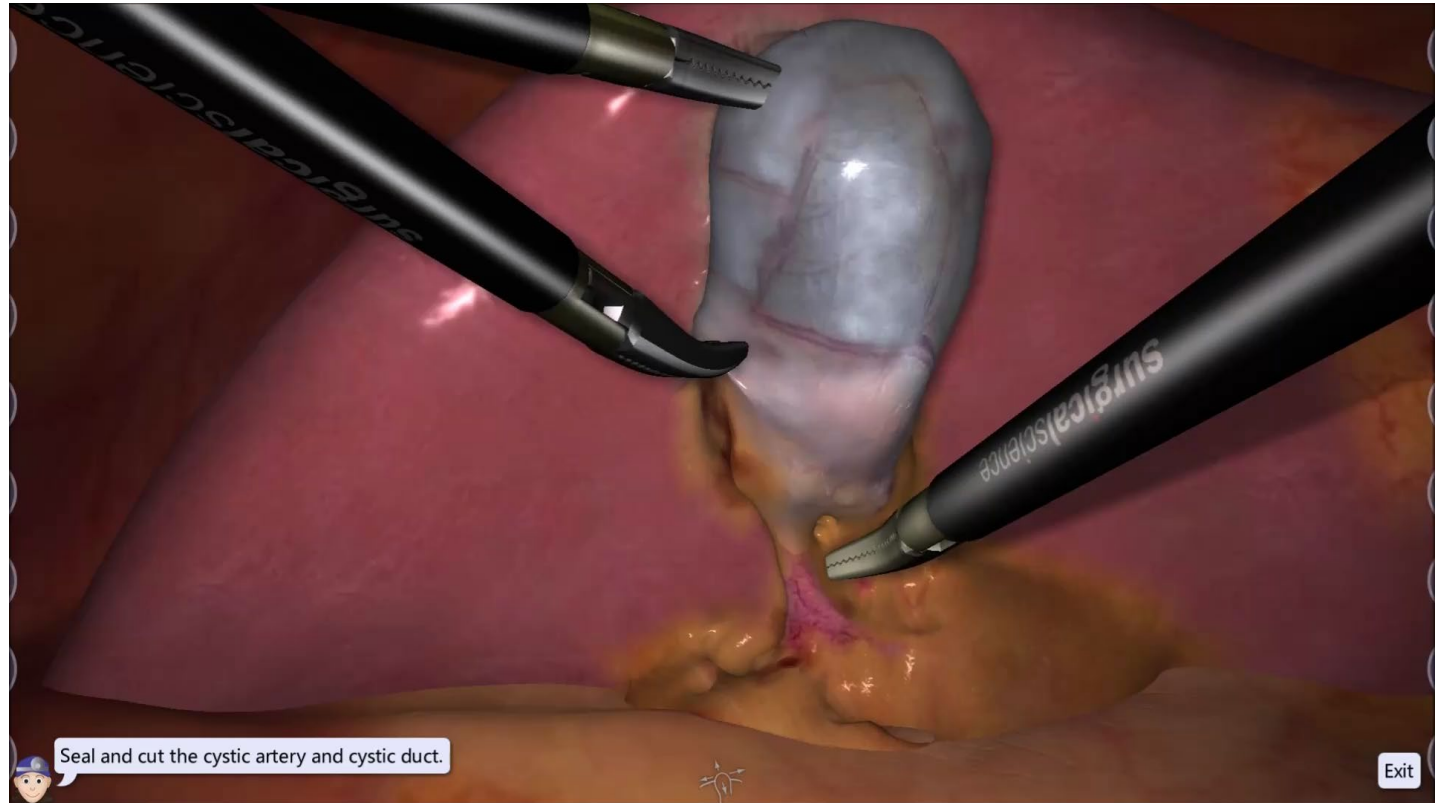
Lower skilled surgeons have been shown to produce²

3x	The complication rates compared to higher skilled surgeons
5x	The mortality rates compared to higher skilled surgeons

Familiarisation with new technologies is very time consuming even for experienced surgeons³

~50	Practice cases are necessary for a surgeon to safely operate with new technology
2x	Higher-than-normal surgery revision rate when surgeons are new to a procedure

VR simulation as performed on LAPSIM[®] proprietary hardware



Simulation – preparing surgeons without risk for patients

- > Simulation enables surgical training to shorten the learning curve in the operation room
- > Skillsets are developed in a safe environment without risking patient safety and outcomes

Simulation training provides several benefits¹

- Training without patients involved, reducing risk for errors in first operations
- Developing a significant amount of technical skill before the first surgery
- More efficient training, shortening the learning curve
- Proficiency based training instead of volume based – adapted to individual need
- Offers the opportunity for standardised and objective feedback
- Reduced need for supervision time

Offers improved training level compared to standard practice²

Surgeons going through simulation training, compared to surgeons going through standard training are:

29%

Faster when performing their first procedures

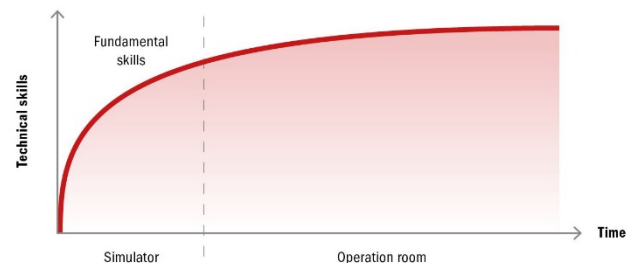
5x

Less likely to make errors

9x

More likely to progress

Training surgeons faster and better³



Extensive clinical and field validation

- > Validated by **50+ studies** and **10,000,000+ completed simulated procedures** by surgeons in training

Select clinical validation studies

Skills acquired on LapSim transfer into the operating room

Proficiency-based virtual reality training significantly reduces the error rate for residents during their first 10 laparoscopic cholecystectomies.

Gunnar Ahlberg MD, PhD, et al., The American Journal of Surgery 193 (2007) 797-804

Virtual reality training takes you to a level equal to 20-50 laparoscopy operations

Impact of virtual reality training on laparoscopic surgery.

Christian Rifbjerg Larsen MD, PhD, et al., British Medical Journal 2009;338:b1802

LapSim curriculum with construct validity

An evidence-based virtual reality training program for novice laparoscopic surgeons.

Aggarwal R et al, Ann Surg, 2006: 244; 310-314.

Field validation

LapSim Program makes residents "OR ready" at Yale School of Medicine

"Simulation training is invaluable to residents"

Hulda Einarsdottir, MD, FACS, FASCRS,
Assistant Professor of Surgery, Yale
University, School of Medicine



Yale University
School of Medicine

Danish National Board of Health: requirements for VR training to become OB/GYN specialist

Based on LapSim educational pilot programs and research. Responsible for launch: Prof. Torben V. Schroeder, head of the Center for Clinical, Education (CEKU) at Copenhagen University Hospital, later named CAMES



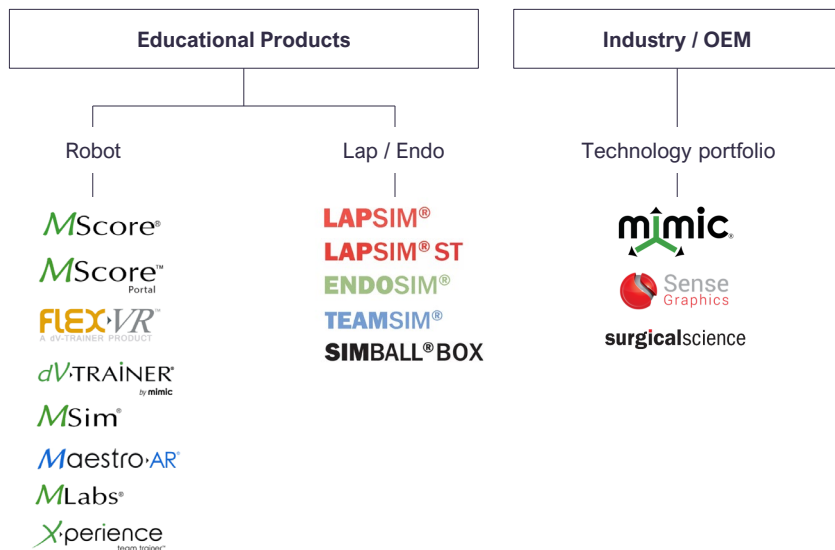
DANISH HEALTH
AUTHORITY

Målbeskrivelse for speciallægeuddannelsen gynækologi og obstetrik Dansk Selskab for Obstetrik og Gynækologi, © Sundhedsstyrelsen, 2020.

Broad portfolio of leading hardware and software solutions

- > Common IP, shared development organization, knowledge exchange
- > Soft tissue simulation – real time simulation of interaction between tissue and instruments in a realistic way

Product portfolio



Use case example



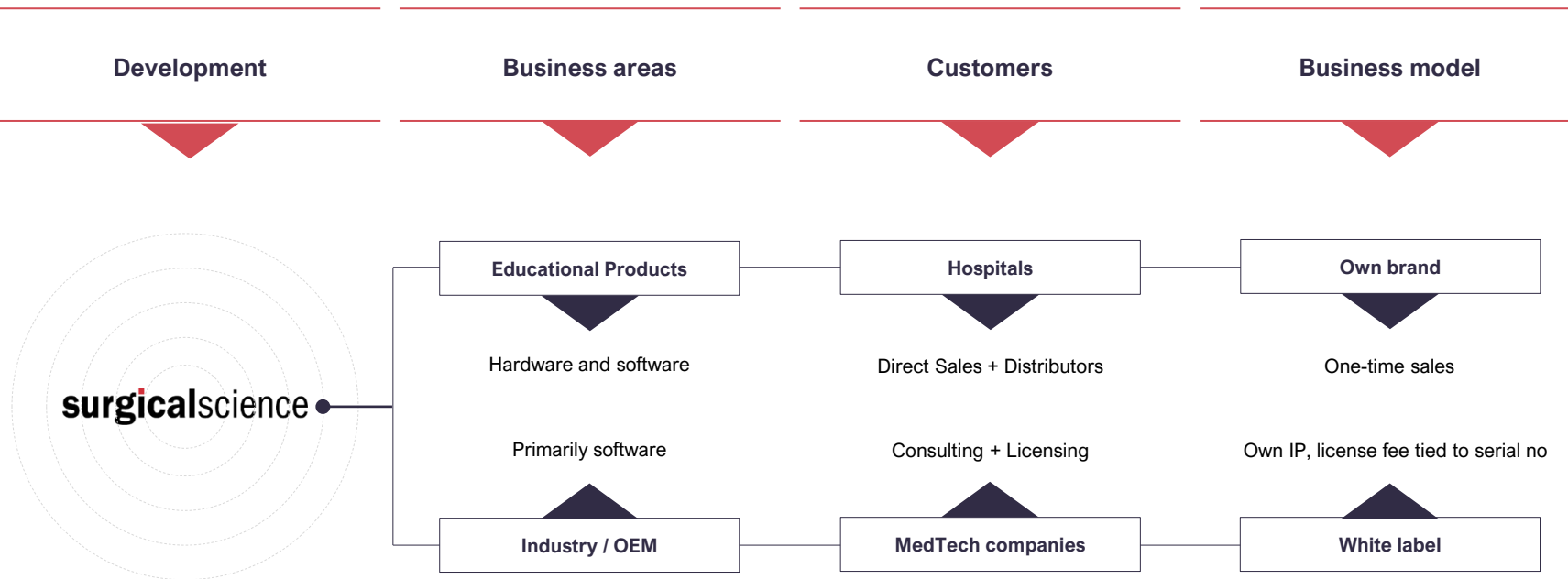
LAPSIM®

VR Simulation of laparoscopic surgery

- Proprietary haptic technology for tissue sensation
- Fundamental dexterity training
- Instrument specific training
- Procedure specific training (ex. cholecystectomy, appendectomy, lung lobectomy)
- Cloud based admin portal

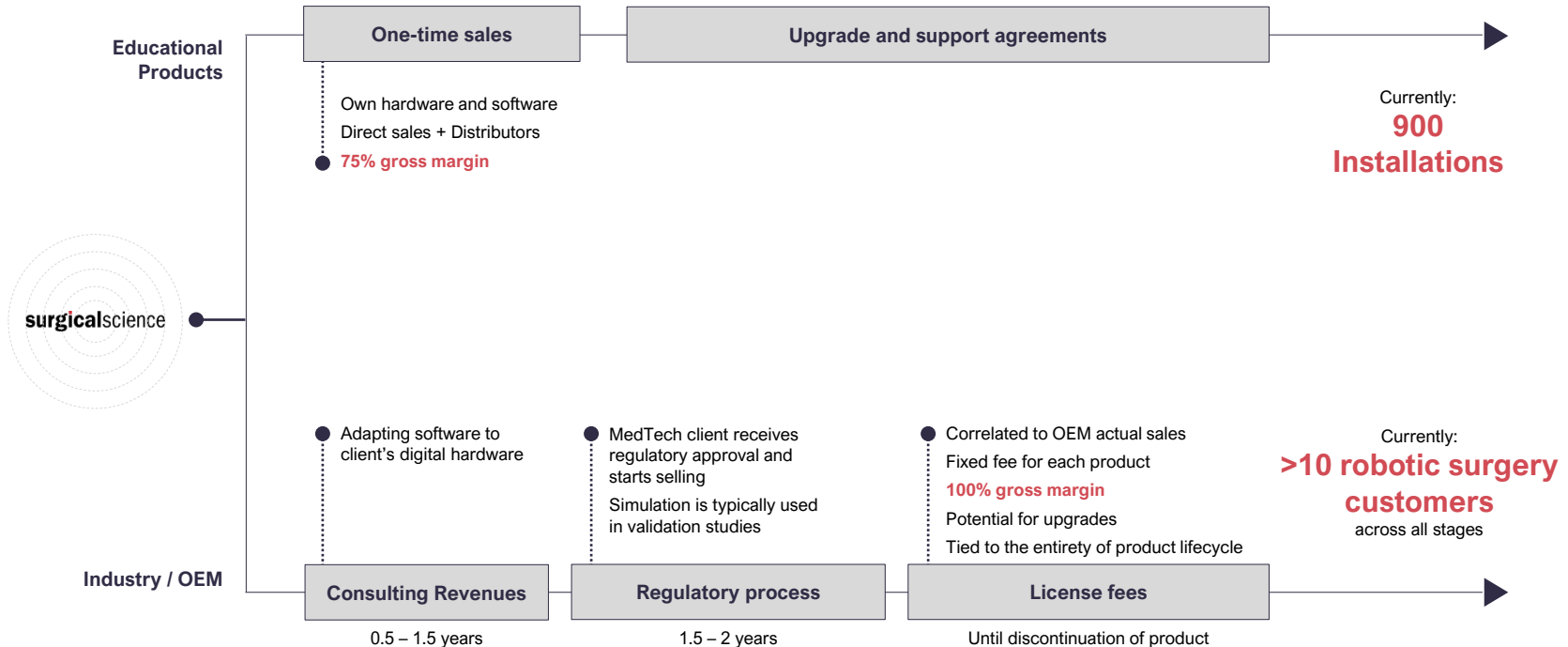
Multi-faceted approach to value delivery

- > Strong synergies: industry and academia feed off each other



Customer evolution timeline and revenue models

> Continuous engagement with customers enables reliable revenue streams



Growing markets augmented by a changing healthcare landscape

- > Surgical Science can address a multitude of markets with favourable growth driven by macro – trends observed in the healthcare sector

Macro-trends driving the market growth



Increasing focus on patient safety



Shifting from open to minimally invasive surgery



Digitalization of healthcare

Market characteristics

- Favourable underlying growth in the market for medical simulation
- The largest market for medical simulation is the US, followed by Europe and Asia
- Trend for digitalisation of healthcare development driving market growth, allowing simulation software to be applied directly in medical technology products without separate hardware
- Trend for increasing patient safety awareness, especially for new technologies, translates into regulatory authorities demands for verified surgeon training solutions when approving clinical uses for new surgical robots for example

Simulation – lowering the barriers to robotic surgery adoption

- > Robotic surgery enables surgeons to control robotic arms from a console, allowing for more accurate procedures with lower risk for error

Trends driving the implementation of simulation within robotic surgery

- Potential to radically improve surgical care through confluence of technologies
 - Robotics
 - Simulation (AR/VR)
 - Data analytics and AI/ML
- Increasing complexity of robotic surgery systems creates a need for simulation training for surgeons
- Different UID (user input devices) increase product specific training – training on one system not translatable for another system.
- Regulatory authorities require path to patient safety for new technology approval

Synergies between simulation and robotic surgery



Research & Development



Regulatory process



Marketing and sales



Patient safety



Surgeon proficiency and ramp-up of usage

Towards becoming the **operating system** for robotic surgery simulations

Surgical Science has the potential to be the leading provider of simulation systems for robotic surgery

- Simulation is a fundamental component of the robotic surgery ecosystem for all OEMs
- Surgical Science's key competence is simulation (realistic physics and graphics) - very different to robotic OEMs key competence (kinematics)



Core physics engine (background IP) that improves with each project



Dedicated s/w development team in EU and US can deliver GUI (graphical user interface) customization and embed SuS s/w on the robotic console



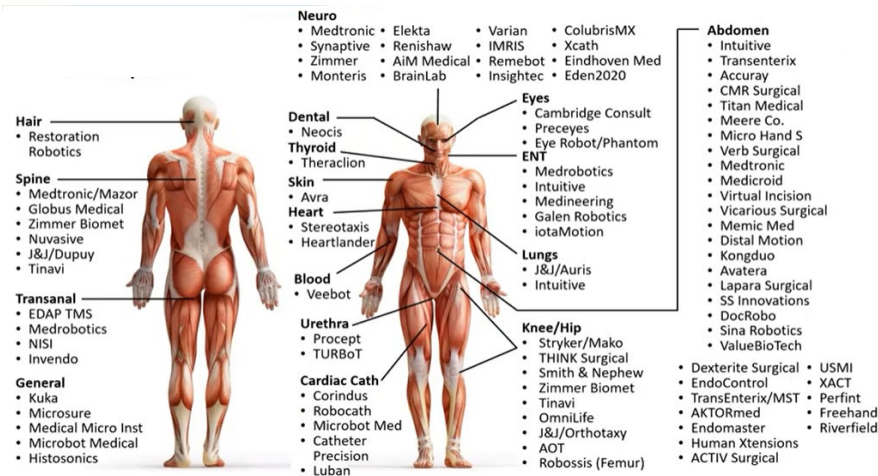
Constantly expanding services

- Support for new instruments
- New anatomical content for new indications

Robotic surgery – a market in its infancy

- > A rapidly growing market with vast potential where Surgical Science products can create synergies with established or promising new players

Robotic surgery landscape



Market characteristics

80+

Robotic surgery device companies¹

~1.2 million

Total robotic surgery procedures² (2019)

18%

Growth in total procedures² (2019)

Only employed in

2%

of procedures globally³

INTUITIVE
SURGICAL®

Medtronic

CMR
SURGICAL

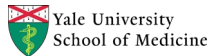
Johnson & Johnson

Medicaroid

Leading position in a global niche market

- > Global niche market – few competitors – high stickiness

Educational Products



- Leading university hospitals around the world have been using Surgical Science's Educational Products since 2001
- Installed base >900 simulators
- Lock-in effect / part of educational curriculum

Industry / OEM



- Established customer contracts with the **top 5 robotic surgery device companies** that develop large format systems
- Established customer contracts with **>5 additional robotic surgery device companies**

Strategic goals for 2021

1

Increase **value**
to customers:
Industry/OEM

2

Achieve
growth target:
**Educational
Products**

3

Make
acquisitions
when the time
is right

- > Customer base with Industry/OEM focus
- > Complementary technology
- > Additional application areas
- > Software developers



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Nasdaq FN: **SUS**