

A group of surgeons in an operating room. In the foreground, a male surgeon in teal scrubs and a blue surgical cap is looking towards the right, holding a surgical instrument. Behind him, a female surgeon in teal scrubs and a blue surgical cap is smiling. In the background, another surgeon in teal scrubs and a blue surgical cap is visible. To the right, the back of a surgeon's head wearing a blue surgical cap is visible, looking towards a computer monitor. The scene is set in a brightly lit operating room with a patient on a table in the center.

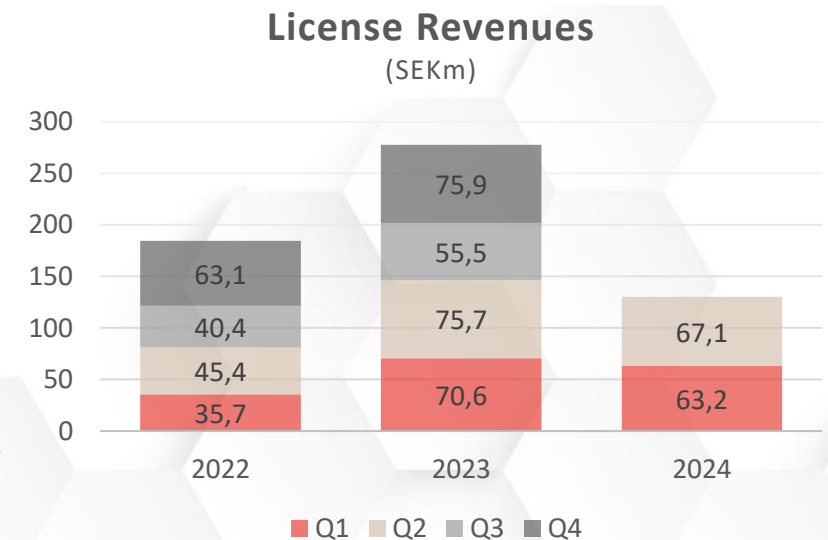
surgicalscience

Surgical Science
Presentation of Interim Report Q2
August 22, 2024



CEO comments – Q2

- **Edu Products turn around, -13% revenue**
 - Slow start of the quarter but momentum increased. Trend continued in Q3
 - Big tenders are back – especially in eastern Europe
 - China rebounded – outlook brighter but still uncertainty
- **Uncertainty of Edu Product growth in 2024 but doable given pipeline and one specific large tender**
- **Ind/OEM continue to grow, +15% revenue**
- **License revenue declined by SEKm 9**
 - New entrants consuming licenses at a slower rate than expected in the beginning of 2024
 - da Vinci 5 to be equipped with simulation in 2025 after the controlled roll-out
 - Confidence in license growth despite bumpiness
- **SRS success**
 - Intuitive success with da Vinci 5 and new entrants advancing
 - Ultra-portable HMD extension solution launched – first delivery in Q3
 - New European robotics customer signed
- **CEO transition in full swing – Surgical Science, *the* simulation company**





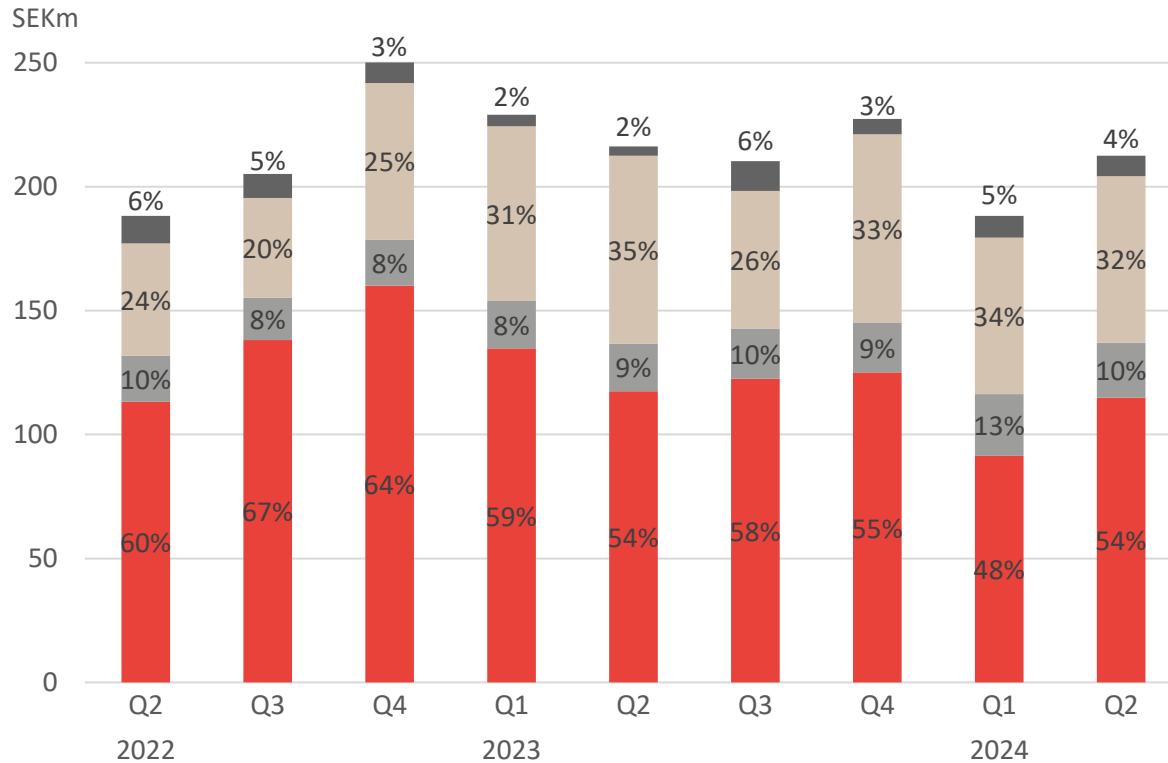
Q2: Edu rebound, Indu/OEM strong development



Q2:

- Net sales was down 2% to SEKm 212.5 (216.2). In local currencies -1%.
- Educational Products' sales was down 13%. Large tenders back, Asia/China stronger. Q ended strong, good orderbook.
- Industry/OEM was up 15%. License rev's down 11% but good level, SEKm 67.1 (75.7). Sim sales continued very strong development, SEKm 23.4 (7.0). Dev rev's SEKm 8.2 (3.8).

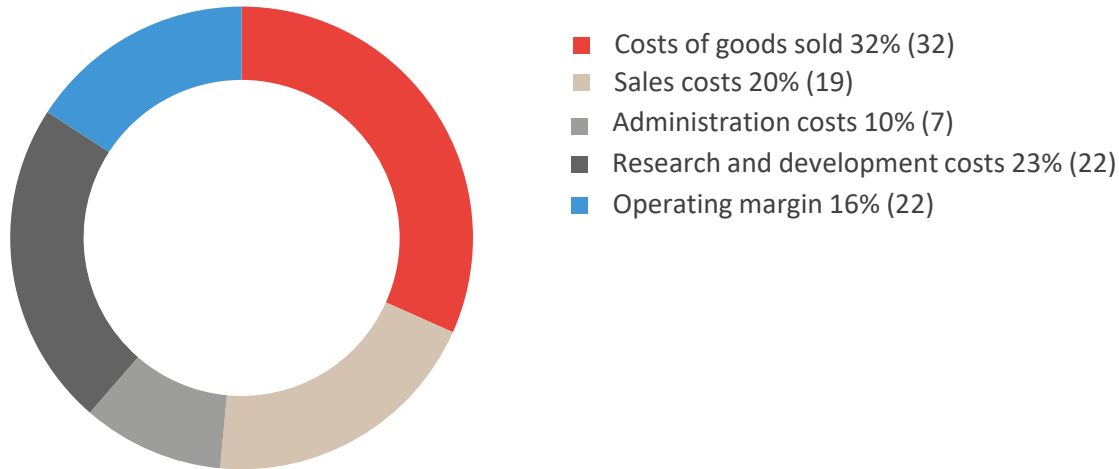
REVENUE STREAMS – rebound simulator sales



	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Development revenue	11,1	9,6	8,3	4,6	3,8	12,0	6,2	8,8	8,2
License revenue	45,4	40,4	63,1	70,6	75,7	55,5	75,9	63,2	67,1
Service revenue	18,5	17,0	18,6	19,1	19,2	20,3	20,2	24,9	22,2
Simulators	113,2	138,2	160,1	134,7	117,5	122,4	125,0	91,3	114,9

- License rev's: 32 (35) percent of total revenues. Lumpy for new entrants, revenues from several customers.
- Simulator sales rebound from Q1, Edu increasing, Indu continued strong development.
- Development rev's higher. Consist of both robotics projects and sales of simulators w/in Indu.
- Service revenues stable, growing with installed base.

COSTS AND EBIT MARGIN Q2 2024



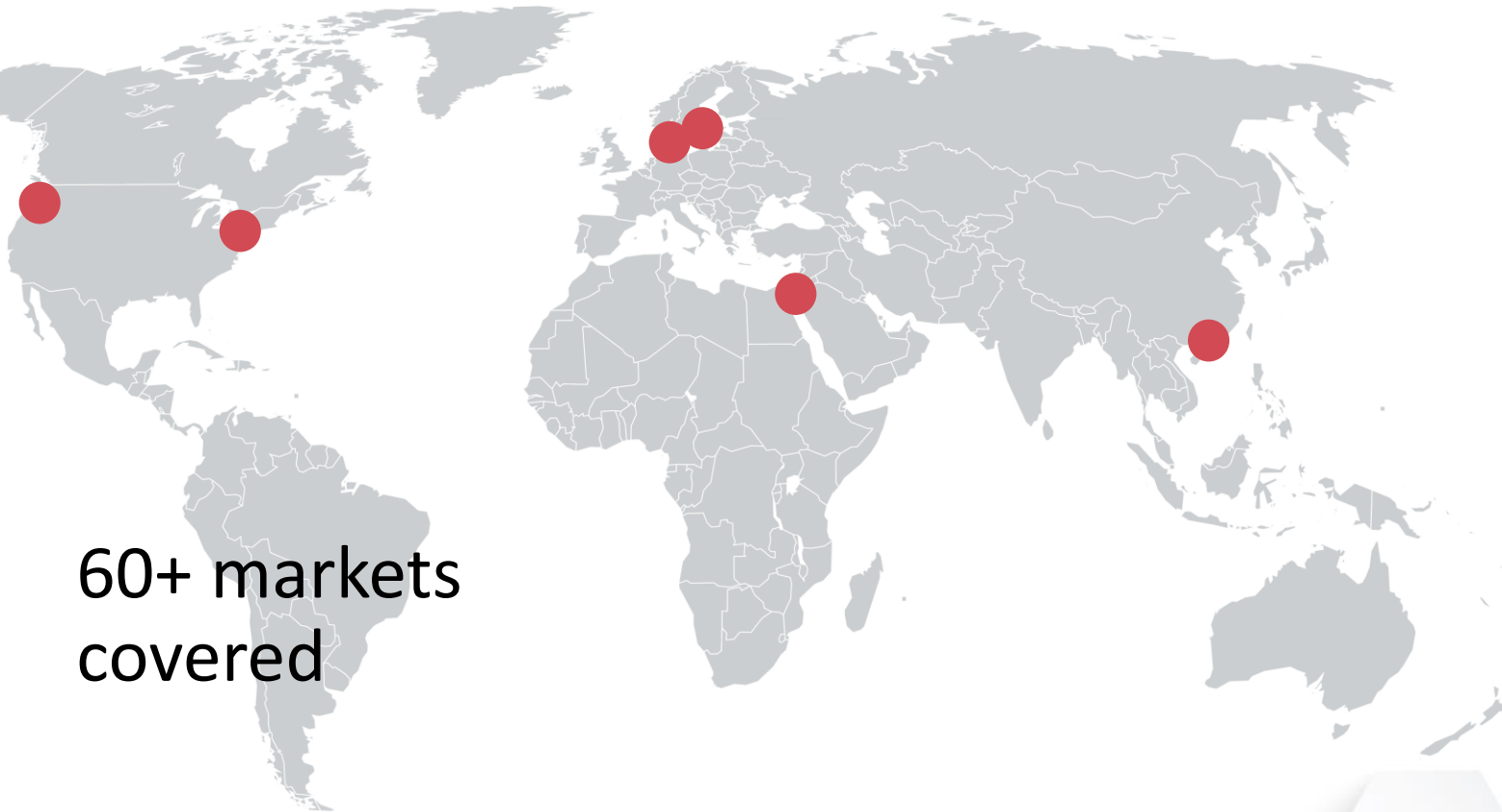
- Gross margin 68% (68). Decreased share of license revenues (32 vs 35%) had a negative effect. Product mix and ASP favorable.
- Sales: High activity with many congresses, e.g SRS in Florida (robotic surgery). 20% (19) of sales.
- Admin: 10% (7) of sales. Some one-event costs, e.g CEO recruitment.
- R&D: costs on par, 23% (22) of sales. Activated costs SEKm 9.6 (6.6).
- Other: Option programs, FX-effects.
- EBIT SEKm 33.4 (47.5), 16% (22).

Q2 2024 (Q2 2023)

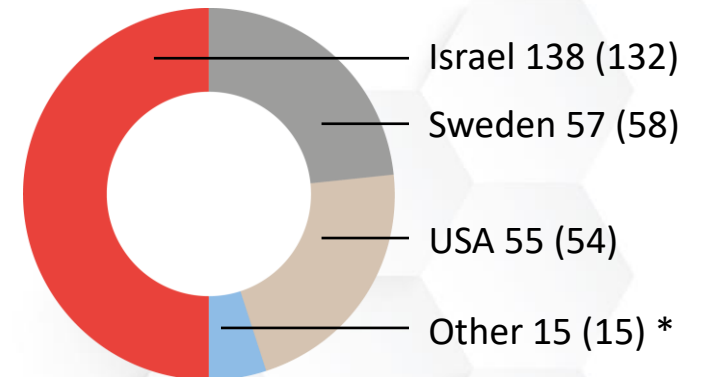
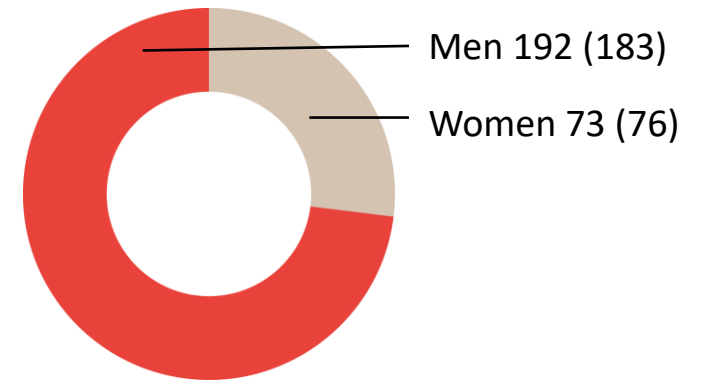
* Other operating income/costs -1% (-2)



ORGANIZATION



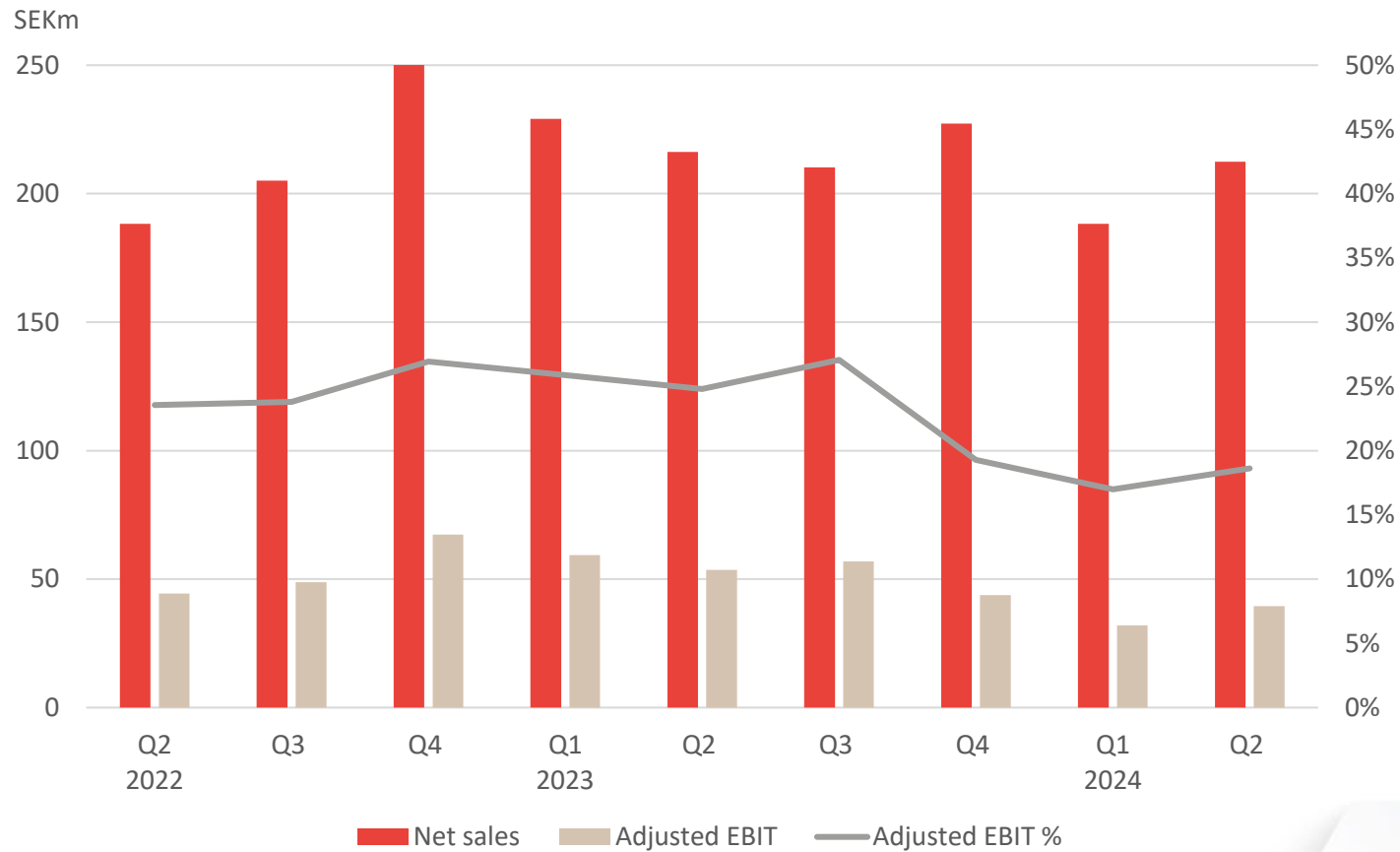
No of employees at end of period: 265 (259)



* Other: Primarily Germany and China.



ADJUSTED EBIT



Q2:

- Adjusted EBIT SEKm 39.5 (53.6), margin 19% (25).

YTD:

- Adjusted EBIT SEKm 71.5 (112.9), margin 18% (25).

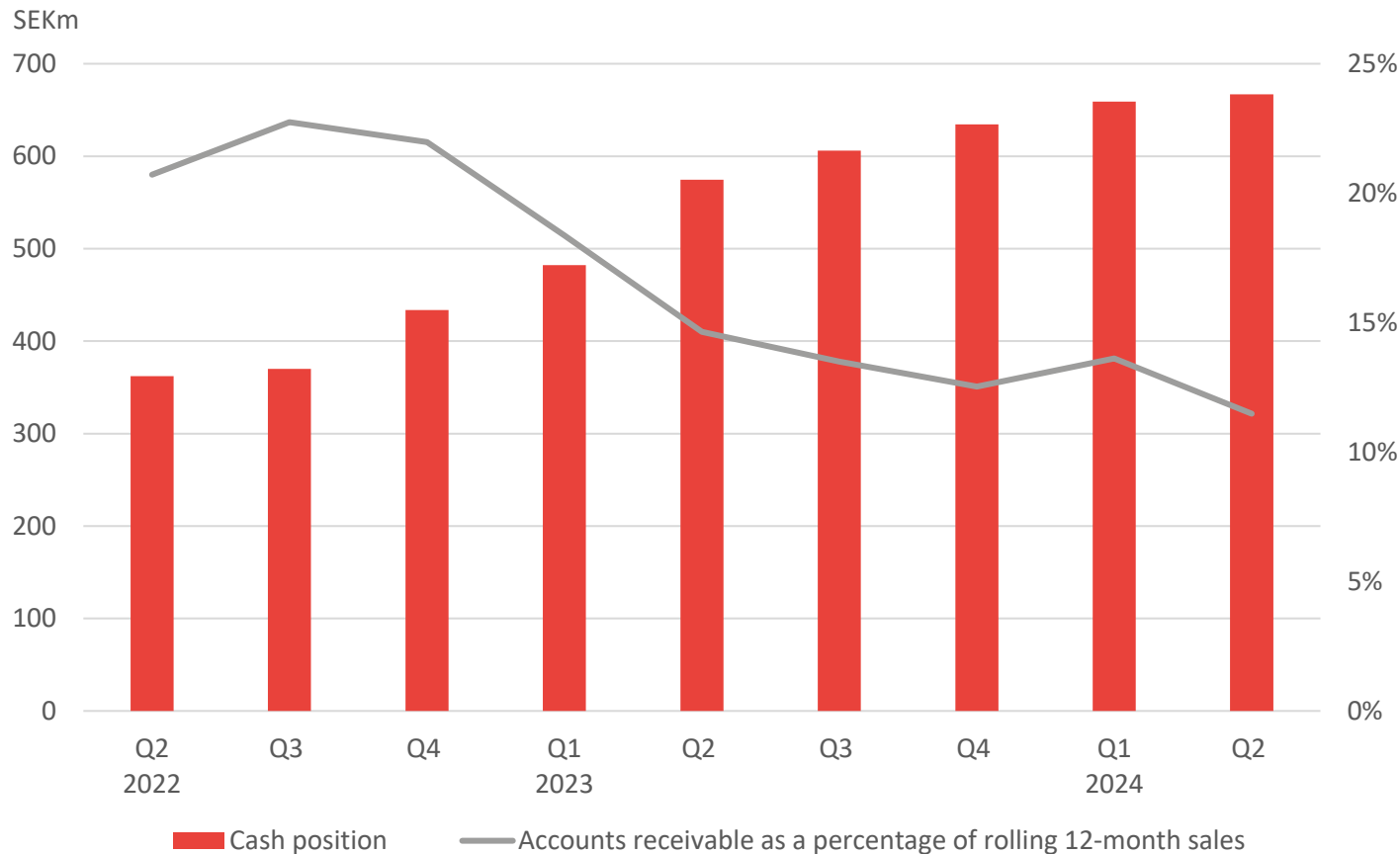


FINANCE NET AND TAXES

- Finance net for the quarter SEKm 4.4 (-5.2). Interest on bank balances, revaluation of internal loans towards subsidiaries and IFRS 16 effect.
- Net result for the quarter SEKm 28.6 (38.8).



CASH FLOW



- Cash flow from operating activities SEKm 30.0 (85.1). Change in working capital SEKm -17.1 (30.2). Inventory increased (primarily finished goods), A/R decreased.
- Cash flow from investing activities mainly investments in development costs.
- Cash flow from financing activities included paying out last part of contingent consideration for the acquisition of Mimic (booked in 2023).
- Cash at end of period SEKm 667.1 (574.4).
- A/R as % of sales LTM at good level.

Thank you

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