

ROYCE VALUE TRUST INC  
Form DEF 14A  
August 06, 2012

SCHEDULE 14A INFORMATION

Proxy Statement Pursuant to Section 14(a) of the Securities Exchange Act of 1934  
(Amendment No. )

Filed by the Registrant

Filed by a Party other than the Registrant

Check the appropriate box:

Preliminary Proxy Statement

Confidential, for Use of the Commission Only (as permitted by Rule 14a-6(e)(2))

Definitive Proxy Statement

Definitive Additional Materials

Soliciting Material Pursuant to Section 240.14a-11(c) or Section 240.14a-12

ROYCE VALUE TRUST, INC.

(Name of Registrant as Specified In Its Charter)

(Name of Person(s) Filing Proxy Statement if other than the Registrant)

Payment of Filing Fee (Check the appropriate box):

No fee required.

Fee computed on table below per Exchange Act Rules 14a-6(i)(4) and 0-11.

1) Title of each class of securities to which transaction applies:

2) Aggregate number of securities to which transaction applies:

3) Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (Set forth the amount on which the filing fee is calculated and state how it was determined):

4) Proposed maximum aggregate value of transaction:

5) Total fee paid:

Fee paid previously with preliminary materials.

Check box if any part of the fee is offset as provided by Exchange Act Rule 0-11(a)(2) and identify the filing for which the offsetting fee was paid previously. Identify the previous filing by registration statement number, or the Form or Schedule and the date of its filing.

1) Amount Previously Paid:

2) Form, Schedule or Registration Statement No.:

3) Filing Party:

4) Date filed:

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**ROYCE VALUE TRUST, INC.**

**745 Fifth Avenue  
New York, New York 10151**

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**NOTICE OF ANNUAL MEETING OF STOCKHOLDERS**

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**TO BE HELD ON SEPTEMBER 20, 2012**

To the Stockholders of:

ROYCE VALUE TRUST, INC.

NOTICE IS HEREBY GIVEN that the Annual Meeting of Stockholders (the Meeting) of ROYCE VALUE TRUST, INC. (the Fund) will be held at the offices of the Fund, 745 Fifth Avenue, New York, New York 10151 on Thursday, September 20, 2012, at 12:30 p.m. (Eastern time), for the following purposes:

1. To elect four Directors to the Fund's Board:
  - (i) two Directors to be elected by the holders of the Fund's Common Stock and its 5.90% Cumulative Preferred Stock (the Preferred Stock), voting together as a single class, and
  - (ii) two Directors to be elected only by the holders of the Fund's Preferred Stock voting as a separate class; and
2. To transact such other business as may properly come before the Meeting or any adjournment thereof.

The Board of Directors of the Fund has set the close of business on July 13, 2012 as the record date for determining those stockholders entitled to vote at the Meeting or any adjournment thereof, and only holders of record at the close of business on that day will be entitled to vote.

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**IMPORTANT**

To save the Fund the expense of additional proxy solicitation, please mark your instructions on the enclosed Proxy, date and sign it and return it in the enclosed envelope (which requires no postage if mailed in the United States), even if you expect to be present at the Meeting. You may also provide your vote via telephone or the Internet by following the instructions on the proxy card or Notice of Internet Availability of Proxy Materials, please take advantage of these prompt and efficient voting options. The accompanying Proxy is solicited on behalf of the Board of Directors, is revocable and will not affect your right to vote in person in the event that you attend the Meeting.

By order of the Board of Directors,

John E. Denneen  
*Secretary*

August 6, 2012

**IMPORTANT NOTICE REGARDING THE AVAILABILITY OF  
PROXY MATERIALS FOR THE ANNUAL MEETING OF  
STOCKHOLDERS TO BE HELD ON SEPTEMBER 20, 2012**

**THE NOTICE, PROXY STATEMENT AND PROXY CARD FOR  
THE FUND ARE AVAILABLE AT [WWW.PROXYVOTE.COM](http://WWW.PROXYVOTE.COM)**

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**PROXY STATEMENT**

**ROYCE VALUE TRUST, INC.**  
**745 Fifth Avenue**  
**New York, New York 10151**

**ANNUAL MEETING OF STOCKHOLDERS**  
**September 20, 2012**

**INTRODUCTION**

The enclosed Proxy is solicited on behalf of the Board of Directors for use at the Annual Meeting of Stockholders (the Meeting) of Royce Value Trust, Inc. (the Fund), to be held at the offices of the Fund, 745 Fifth Avenue, New York, New York 10151, on Thursday, September 20, 2012, at 12:30 p.m. (Eastern time) and at any adjournments thereof. The approximate mailing date of this Proxy Statement is August 6, 2012.

All properly executed Proxies received prior to the Meeting will be voted at the Meeting in accordance with the instructions marked thereon or otherwise as provided therein. Unless instructions to the contrary are marked, Proxies will be voted FOR the election of the Director nominees of the Fund.

You may revoke your Proxy at any time before it is exercised by sending written instructions to the Secretary of the Fund at the Fund's address indicated above or by filing a new Proxy with a later date, and any stockholder attending the Meeting may vote in person, whether or not he or she has previously filed a Proxy.

The cost of soliciting proxies will be borne by the Fund, which will reimburse brokerage firms, custodians, nominees and fiduciaries for their expenses in forwarding proxy material to the beneficial owners of the Fund's shares. Some officers and employees of the Fund and/or Royce & Associates, LLC (R&A), the Fund's investment adviser, may solicit proxies personally and by telephone, if deemed desirable. Stockholders vote at the Meeting by casting ballots (in person or by proxy) which are tabulated by one or two persons, appointed by the Board of Directors before the Meeting, who serve as Inspectors and Judges of Voting at the Meeting and who have executed an Inspectors' and Judges' Oath.

The Board of Directors of the Fund has set the close of business on July 13, 2012 as the record date (the Record Date) for determining those stockholders entitled to vote at the Meeting or any adjournment thereof, and only holders of record at the close of business on that day will be entitled to vote. Stockholders on the Record Date will be entitled to one vote for each outstanding share of Common Stock and 5.90% Cumulative Preferred Stock

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(the Preferred Stock and, together with the Common Stock, Stock or shares ) held (proportional voting rights for fractional shares held), with no shares having cumulative voting rights.

As of the Record Date, there were 69,171,006 shares of Common Stock and 8,800,000 shares of Preferred Stock of the Fund outstanding. The following persons were known to the Fund to be beneficial owners or owners of record of 5% or more of its outstanding shares of Common Stock or Preferred Stock as of the Record Date:

<u>Name and Address of Owner</u>	<u>Class/Series of Stock</u>	<u>Amount and Nature of Ownership</u>	<u>Percent of Class/Series</u>
Cede & Co.* Depository Trust Company P.O. Box #20 Bowling Green Station New York, NY 10028	Common	67,682,153 shares Record*	97.85%
	5.90% Preferred	8,800,000 shares Record*	100%

\* Shares held by brokerage firms, banks and other financial intermediaries on behalf of beneficial owners are registered in the name of Cede & Co.

The Board of Directors knows of no business other than that stated in Proposal 1 of the Notice of Meeting that will be presented for consideration at the Meeting. If any other matter is properly presented at the Meeting or any adjournment thereof, it is the intention of the persons named on the enclosed proxy card to vote in accordance with their best judgment.

**SUMMARY OF VOTING RIGHTS ON PROXY PROPOSALS**

<b>Proposal</b>	<b>Common Stockholders</b>	<b>Preferred Stockholders</b>
<b>Election of Directors</b>	Common and Preferred Stockholders, voting together as a single class, elect two Directors	Preferred Stockholders, voting as a separate class, elect two additional Directors

**PROPOSAL 1: ELECTION OF DIRECTORS**

At the Meeting, four members of the Board of Directors of the Fund will be elected. The holders of both Common Stock and Preferred Stock, voting together as a single class, are entitled to elect six directors. These six directors are divided into three classes, each class having a term of three years. Each year the term of office of one class will expire. Charles M. Royce and G. Peter O'Brien have each been nominated by the Board of Directors for a three-year term to expire at the Fund's 2015 Annual Meeting of Stockholders or until their successors are duly elected and qualified. The classes of Directors are indicated below:

**CLASS I DIRECTORS TO SERVE UNTIL 2015 ANNUAL MEETING OF STOCKHOLDERS**

Charles M. Royce  
G. Peter O'Brien

**CLASS III DIRECTORS SERVING UNTIL 2014 ANNUAL MEETING OF STOCKHOLDERS**

Richard M. Galkin  
Stephen L. Isaacs

**CLASS II DIRECTORS SERVING UNTIL 2013 ANNUAL MEETING OF STOCKHOLDERS**

Mark R. Fetting  
Arthur S. Mehlman

The holders of Preferred Stock, voting as a separate class, are entitled to elect two directors to serve until the next Annual Meeting of Stockholders and until their successors are duly elected and qualified or until their earlier resignation or removal. The Board of Directors has nominated the following two persons to continue as Directors of the Fund, to be elected by holders of the Preferred Stock: Patricia W. Chadwick and David L. Meister.

Each of these persons has agreed to serve if elected, and the Fund's management has no reason to believe that any of them will be unavailable for service as a Director. However, if any of them become unwilling or unable to serve, the persons named in the accompanying Proxy will vote for the election of such other persons, if any, as the Board of Directors may nominate.

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Certain biographical and other information concerning the existing Directors and the nominees who are interested persons as defined in the Investment Company Act of 1940, as amended (the Investment Company Act), of the Fund, including their designated classes, is set forth below.

<b><u>Name, Address* and Principal Occupations During Past Five Years**</u></b>	<b><u>Age</u></b>	<b><u>Positions With the Fund</u></b>	<b><u>Length of Time Served</u></b>	<b><u>Current Term Expires</u></b>	<b><u>Elected By</u></b>	<b><u>Number of Portfolios in Fund Complex Overseen</u></b>	<b><u>Other Public Company Directorships</u></b>
Charles M. Royce*** President, Co-Chief Investment Officer and Member of Board of Managers of Royce & Associates, LLC ( R&A ), investment adviser to the Fund, Royce Focus Trust, Inc. ( RFT ), Royce Micro-Cap Trust, Inc. ( RMT ), The Royce Fund ( TRF ) and Royce Capital Fund ( RCF ) (the Fund, RFT, RMT, TRF and RCF collectively, The Royce Funds ).	72	Class I Director and President	1986	2012	Common and Preferred	35	TICC Capital Corp.
Mark R. Fetting*** President, Chief Executive Officer, Chairman and Director of Legg Mason, Inc. Mr. Fetting's prior business experience includes having served as a Member of the Board of Managers of R&A; Senior Executive Vice President of Legg Mason, Inc.; Division President and Senior Officer of Prudential Financial Group, Inc. and related companies; Partner, Greenwich Associates; and Vice President, T. Rowe Price Group, Inc.	57	Class II Director	2001	2013	Common and Preferred	49 (Director/Trustee of all Royce Funds consisting of 35 portfolios; Director/Trustee of the Legg Mason Family of Funds consisting of 14 portfolios)	Legg Mason, Inc.

\* Mr. Royce's address is c/o Royce & Associates, LLC, 745 Fifth Avenue, New York, New York 10151. Mr. Fetting's address is c/o Legg Mason, Inc., 100 International Drive, Baltimore, Maryland 21202.

\*\* Each of the Directors or nominees is also a director/trustee of certain other investment companies for which R&A acts as an investment adviser.

\*\*\* Interested person, as defined in the Investment Company Act, of the Fund. Elected by and serves at the pleasure of the Board of Directors.

**Interested Persons**

Messrs. Royce and Fetting are interested persons of the Fund within the meaning of Section 2(a)(19) of the Investment Company Act due to the positions they hold with R&A and its affiliate Legg Mason, respectively, and their stock ownership in Legg Mason. There are no family relationships between any of the Fund's Directors and officers.

Certain biographical and other information concerning the existing Directors and nominees who are not interested persons, as defined in the Investment Company Act, of the Fund, including their designated classes, is set forth below.

<b>Name, Address* and Principal Occupations During Past Five Years**</b>	<b>Age</b>	<b>Positions With the Fund</b>	<b>Length of Time Served</b>	<b>Current Term Expires</b>	<b>Elected By</b>	<b>Number of Portfolios in Fund Complex Overseen</b>	<b>Other Public Company Directorships</b>
Patricia W. Chadwick Consultant and President of Ravengate Partners LLC (since 2000).	63	Director	2010	2012	Preferred only	35	Wisconsin Energy Corp. and ING Mutual Funds
Richard M. Galkin Private investor. Mr. Galkin's prior business experience includes having served as President of Richard M. Galkin Associates, Inc., telecommunications consultants, President of Manhattan Cable Television (a subsidiary of Time Inc.), President of Haverhills Inc. (another Time Inc. subsidiary), President of Rhode Island Cable Television and Senior Vice President of Satellite Television Corp. (a subsidiary of Comsat).	74	Class III Director	1986	2014	Common and Preferred	35	None



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<b>Name, Address* and Principal Occupations During Past Five Years**</b>	<b>Age</b>	<b>Positions With the Fund</b>	<b>Length of Time Served</b>	<b>Current Term Expires</b>	<b>Elected By</b>	<b>Number of Portfolios in Fund Complex Overseen</b>	<b>Other Public Company Directorships</b>
Stephen L. Isaacs President of The Center for Health and Social Policy (since September 1996); Attorney and President of Health Policy Associates, Inc., consultants. Mr. Isaacs's prior business experience includes having served as Director of Columbia University Development Law and Policy Program and Professor at Columbia University (until August 1996).	72	Class III Director	1986	2014	Common and Preferred	35	None
Arthur S. Mehlman Director of The League for People with Disabilities, Inc.; Director of University of Maryland Foundation (non-profits). Formerly: Director of Municipal Mortgage & Equity, LLC (from October 2004 to April 2011); Director of University of Maryland College Park Foundation (non-profit)(from 1998 to 2005); Partner, KPMG LLP (international accounting firm) (from 1972 to 2002); Director of Maryland Business Roundtable for Education (from July 1984 to June 2002).	70	Class II Director	2004	2013	Common and Preferred	49 (Director/Trustee of all Royce Funds consisting of 35 portfolios; Director/Trustee of the Legg Mason Family of Funds consisting of 14 portfolios)	None

<b><u>Name, Address* and Principal Occupations During Past Five Years**</u></b>	<b><u>Age</u></b>	<b><u>Positions With the Fund</u></b>	<b><u>Length of Time Served</u></b>	<b><u>Current Term Expires</u></b>	<b><u>Elected By</u></b>	<b><u>Number of Portfolios in Fund Complex Overseen</u></b>	<b><u>Other Public Company Directorships</u></b>
David L. Meister Consultant. Chairman and Chief Executive Officer of The Tennis Channel (from June 2000 to March 2005). Mr. Meister's prior business experience includes having served as Chief Executive Officer of Seniorlife.com, a consultant to the communications industry, President of Financial News Network, Senior Vice President of HBO, President of Time-Life Films and Head of Broadcasting for Major League Baseball.	72	Director	1986	2012	Preferred only	35	None
G. Peter O'Brien Director, Bridges School (since 2006); Trustee Emeritus of Colgate University (since 2005); Board Member of Hill House, Inc. (since 1999). Formerly: Trustee of Colgate University (from 1996 to 2005); President of Hill House, Inc. (from 2001 to 2005); and Managing Director/Equity Capital Markets Group of Merrill Lynch & Co. (from 1971 to 1999).	66	Class I Director	2001	2012	Common and Preferred	49 (Director/Trustee of all Royce Funds consisting of 35 portfolios; Director/Trustee of the Legg Mason Family of Funds consisting of 14 portfolios)	TICC Capital Corp.

\* Ms. Chadwick's and Messrs. Galkin, Isaacs, Mehlman, Meister and O'Brien's address is c/o Royce & Associates, LLC, 745 Fifth Avenue, New York, New York 10151.

\*\* Each of the Directors or nominees is a director/trustee of certain other investment companies for which R&A acts as an investment adviser. Ms. Chadwick and Messrs. Galkin, Isaacs, Mehlman, Meister and O'Brien are each a member of the Fund's Audit Committee and its Nominating Committee.

Additional information about each Director follows (supplementing the information provided in the table above) that describes some of the specific experiences, qualifications, attributes or skills that each Director possesses which the Board of Directors (the Board) believes has prepared them to be effective Directors.

*Charles M. Royce* - In addition to his tenure as a Director/Trustee of The Royce Funds, Mr. Royce serves as the President, Co-Chief Investment Officer and as a member of the Board of Managers of R&A, having been President of R&A since 1972. Mr. Royce has over 40 years of investment and business experience.

*Mark R. Fetting* - In addition to his tenure as a Director/Trustee of The Royce Funds and of the Legg Mason Family of Funds, Mr. Fetting serves as the Chairman, President and Chief Executive Officer of Legg Mason, Inc. and has served as a member of the Board of Managers of R&A. Mr. Fetting has over 30 years of investment and business experience.

*Patricia W. Chadwick* - In addition to her tenure as a Director/Trustee of The Royce Funds, Ms. Chadwick is designated as an Audit Committee Financial Expert. Ms. Chadwick has over 30 years of investment and business experience, including extensive experience in the financial sector and as a consultant to business and non-profit entities. In addition, Ms. Chadwick has served on the boards of a variety of public and private companies and non-profit entities, including currently serving on the boards of two public companies.

*Richard M. Galkin* - In addition to his tenure as a Director/Trustee of The Royce Funds, Mr. Galkin has served as the Chairman of the Board's Audit Committee for more than 15 years, acting as liaison between the Board and the Fund's independent registered public accountants and as co-Chairman of the Board's Nominating Committee. Mr. Galkin has over 40 years of business experience, including extensive experience in the telecommunications industry.

*Stephen L. Isaacs* - In addition to his tenure as a Director/Trustee of The Royce Funds, Mr. Isaacs serves as Attorney and President of a private consulting firm. Mr. Isaacs has over 40 years of business and academic experience, including extensive experience related to public health and philanthropy.

*Arthur S. Mehlman* - In addition to his tenure as a Director/Trustee of The Royce Funds and of the Legg Mason Family of Funds, Mr. Mehlman is designated as an Audit Committee Financial Expert. Mr. Mehlman has over 35 years of business experience, including as Partner of an international accounting firm and a Director for various private companies and non-profit entities.

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*David L. Meister* - In addition to his tenure as a Director/Trustee of The Royce Funds, Mr. Meister has over 40 years of business experience, including extensive experience as an executive officer in and consultant to the communications industry.

*G. Peter O'Brien* - In addition to his tenure as a Director/Trustee of The Royce Funds and of the Legg Mason Family of Funds, Mr. O'Brien serves as co-Chairman of the Board's Nominating Committee. Mr. O'Brien has over 35 years of business experience, including extensive experience in the financial sector. In addition, Mr. O'Brien has served on the boards of public companies and non-profit entities.

The Board believes that each Director's experience, qualifications, attributes and skills should be evaluated on an individual basis and in consideration of the perspective such Director brings to the entire Board, with no single Director, or particular factor, being indicative of Board effectiveness. However, the Board believes that Directors need to have the ability to critically review, evaluate, question and discuss information provided to them, and to interact effectively with Fund management, service providers and counsel, in order to exercise effective business judgment in the performance of their duties; the Board believes that their members satisfy this standard. Experience relevant to having this ability may be achieved through a Director's educational background; business, professional training or practice, public service or academic positions; experience from service as a board member (including the Board of the Fund) or as an executive of investment funds, public companies or significant private or non-profit entities or other organizations; and/or other life experiences. The charter for the Board's Nominating Committee contains certain other specific factors considered by the Nominating Committee in identifying and selecting Director candidates (as described below).

To assist them in evaluating matters under federal and state law, the Directors are counseled by their own independent legal counsel, who participates in Board meetings and interacts with R&A, and also may benefit from information provided by R&A's internal counsel; both Board and R&A's internal counsel have significant experience advising funds and fund board members. The Board and its committees have the ability to engage other experts as appropriate. The Board evaluates its performance on an annual basis.

### **Board Composition and Leadership Structure**

The Investment Company Act requires that at least 40% of a Fund's Directors not be interested persons (as defined in the Investment Company Act) of the Fund and as such are not affiliated with the Fund's investment adviser (Independent Directors). To rely on certain exemptive rules under the Investment Company Act, a majority of a Fund's directors must be Independent Directors, and for certain important matters, such as the approval of investment advisory agreements or transactions with affiliates, the Investment Company Act or the rules thereunder require the approval of a majority of the Independent Directors. Currently, 75% of the Fund's Directors are Independent Directors. The Board does not have a chairman, but the President, Mr. Royce, an interested person of the Fund, acts as chairman at the Board meetings. The Independent Directors have not designated a lead Independent Director, but the Chairman of the Audit Committee, Mr. Galkin, generally acts as chairman of meetings or executive sessions of the Independent Directors and, when appropriate, represents the views of the Independent Directors to management. The Board has determined that its leadership structure is appropriate in light of the services that Royce and its affiliates provide to the Fund and potential conflicts of interest that could arise from these relationships.

### **Audit Committee Report**

The Board of Directors has a standing Audit Committee (the Audit Committee), which consists of the Independent Directors who also are independent as defined in the listing standards of the New York Stock Exchange. The current members of the Audit Committee are Patricia W. Chadwick, Richard M. Galkin, Stephen L. Isaacs, Arthur S. Mehlman, David L. Meister and G. Peter O'Brien. Mr. Galkin serves as Chairman of the Audit Committee and Ms. Chadwick and Mr. Mehlman have been designated as Audit Committee Financial Experts, as defined under Securities and Exchange Commission (SEC) regulations.

The principal purposes of the Audit Committee are to (i) assist Board oversight of the (a) integrity of the Fund's financial statements; (b) independent accountants' qualifications and independence; and (c) performance of the Fund's independent accountants and (ii) prepare, or oversee the preparation of any audit committee report required by rules of the SEC to be included in the Fund's proxy statement for its annual meeting of stockholders. The Board of Directors has adopted an Audit Committee Charter for the Fund which is attached hereto as Exhibit A.

The Audit Committee also has (i) received written disclosures and the letter required by Independence Standards Board Standard No. 1 from Tait, Weller & Baker (TW&B), independent auditors for the Fund, and (ii) discussed certain matters required to be discussed under the requirements of The Public Company Accounting Oversight Board with TW&B. The Audit

Committee has considered whether the provision of non-audit services by the Fund's independent auditors is compatible with maintaining their independence.

At its meeting held on February 16, 2012, the Audit Committee reviewed and discussed the audit of the Fund's financial statements as of December 31, 2011 and for the fiscal year then ended with Fund management and TW&B. Had any material concerns arisen during the course of the audit and the preparation of the audited financial statements mailed to stockholders and included in the Fund's 2011 Annual Report to Stockholders, the Audit Committee would have been notified by Fund management or TW&B. The Audit Committee received no such notifications. At the same meeting, the Audit Committee recommended to the Board of Directors that the Fund's audited financial statements be included in the Fund's 2011 Annual Report to Stockholders.

#### **Nominating Committee**

The Board of Directors has a Nominating Committee composed of the six Independent Directors, namely Ms. Chadwick and Messrs. Galkin, Isaacs, Mehlman, Meister and O'Brien. Messrs. Galkin and O'Brien serve as co-Chairmen of the Nominating Committee. The Board of Directors has adopted a Nominating Committee Charter which is attached hereto as Exhibit B.

The Nominating Committee is responsible for identifying and recommending to the Board of Directors individuals believed to be qualified to become Board members in the event that a position is vacated or created. The Nominating Committee will consider Director candidates recommended by stockholders. In considering potential nominees, the Nominating Committee will take into consideration (i) the contribution which the person can make to the Board, with consideration given to the person's business and professional experience, education and such other factors as the Committee may consider relevant, including but not limited to whether a potential nominee's personal and professional qualities and attributes would provide a beneficial diversity of skills, experience and/or perspective to the Board; (ii) the character and integrity of the person; (iii) whether or not the person is an interested person as defined in the Investment Company Act and whether the person is otherwise qualified under applicable laws and regulations to serve as a Director or Independent Director of the Fund; (iv) whether or not the person has any relationships that might impair his or her independence, such as any business, financial or family relationships with Fund management, the investment adviser of the Fund, Fund service providers or their affiliates; (v) whether or not the person is financially literate pursuant to the New York Stock Exchange's audit committee membership standards; (vi) whether or not the person serves on boards of, or is otherwise affiliated with, competing financial service organizations or their related investment company complexes; (vii) whether or not the person is willing to serve as, and willing and able to commit the time necessary for the performance of the duties of, a

Director of the Fund; and (viii) whether or not the selection and nomination of the person would be in the best interest of the Fund in light of the requirements of the Fund's retirement policies. While the Nominating Committee does not have a formal policy regarding diversity, as noted above, it may consider the diversity of skills, experience and/or perspective a potential nominee will bring to the Board as part of its evaluation of the contribution such potential nominee will make to the Board. Such factors will be considered in light of the other factors described above and in the context of the Board's existing membership at the time such potential candidate is considered.

To have a candidate considered by the Nominating Committee, a stockholder must submit the recommendation in writing and must include biographical information and set forth the qualifications of the proposed nominee. The stockholder recommendation and information described above must be sent to the Fund's Secretary, John E. Denneen, c/o Royce Value Trust, Inc., 745 Fifth Avenue, New York, New York 10151.

Although the Board of Directors does not have a standing compensation committee, the Independent Directors review their compensation annually.

### **Board's Oversight Role in Management**

The Board's role in management of the Fund is oversight. As is the case with virtually all investment companies (as distinguished from operating companies), service providers to the Fund, primarily R&A and its affiliates, have responsibility for the day-to-day management of the Fund, which includes responsibility for risk management (including management of investment performance and investment risk, valuation risk, issuer and counterparty credit risk, compliance risk and operational risk). As part of its oversight, the Board, acting at its scheduled meetings, or the Chairman of the Audit Committee, acting between Board meetings, regularly interacts with and receives reports from senior personnel of service providers, including the Fund's and R&A's Chief Compliance Officer and portfolio management personnel. The Board's Audit Committee (which consists of the six Independent Directors) meets during its scheduled meetings, and between meetings the Chairman of the Audit Committee maintains contact with the Fund's independent registered public accounting firm and the Fund's Vice President and Treasurer. The Board also receives periodic presentations from senior personnel of R&A or its affiliates regarding risk management generally, as well as periodic presentations regarding specific operational, compliance or investment areas such as business continuity, anti-money laundering, personal trading, valuation, investment research and securities lending. The Board also receives reports from counsel to R&A and the Board's own independent legal counsel regarding regulatory, compliance and governance matters. The

Board's oversight role does not make the Board a guarantor of the Fund's investments or activities.

**Committee and Board of Directors Meetings**

During the year ended December 31, 2011, the Board of Directors held six meetings, the Audit Committee held two meetings and the Nominating Committee did not hold any meetings. Each Director then in office attended 75% or more of the aggregate of the total number of meetings of the Board of Directors and the total number of meetings of the Audit Committee held during that year.

**Compensation of Directors and Affiliated Persons**

Each Independent Director receives a base fee of \$15,000 per year plus \$1,100 for each meeting of the Board of Directors attended. No Director received remuneration for services as a Director for the year ended December 31, 2011 in addition to or in lieu of this standard arrangement.

Set forth below is the aggregate compensation paid by the Fund and the total compensation paid by The Royce Funds to each Independent Director of the Fund for the year ended December 31, 2011.

<u>Name</u>	<u>Fund</u>	<u>Pension or Retirement Benefits Accrued</u>	<u>Estimated Annual Benefits upon Retirement</u>	<u>Total Compensation From The Royce Funds Paid to Directors</u>	<u>Total Compensation From the Fund and Fund Complex Paid to Directors<sup>1</sup></u>
Patricia W. Chadwick, Director	\$20,000	None	None	\$176,000	\$176,000
Richard M. Galkin, Director	20,000	None	None	176,000	176,000

Other post-market regulatory requirements apply to our commercial distribution of the a the following:

QSR, which requires manufacturers to follow elaborate design, testing, control assurance procedures during the manufacturing process;

labeling regulations;

the FDA's general prohibition against promoting products for unapproved or

the Reports of Corrections and Removals regulation, which requires that manu and field corrective actions taken to reduce a risk to health or to remedy a viol risk to health; and



the Medical Device Reporting regulation, which requires that manufacturers report any device that has caused or contributed to a death or serious injury or malfunctioned in a way that could contribute to a death or serious injury if it were to recur.

We are subject to inspection and marketing surveillance by the FDA to determine compliance with regulatory requirements. If the FDA finds that we have failed to comply, it can institute a wide variety of actions, from a public warning letter to more severe sanctions including the following:

• fines, injunctions, and civil penalties;

• recall or seizure of our products;

• operating restrictions, partial suspension or total shutdown of production;

• refusing our requests for 510(k) clearance or PMA approval of new products;

• withdrawing 510(k) clearance or PMA approvals already granted; and

• criminal prosecution.

***California Regulation***

The State of California requires that we obtain a license to manufacture medical devices in California. Our facilities and manufacturing processes were last inspected in February 2018 for compliance. In accordance with the California State regulations, the license to manufacture requires us to update manufacturing information.

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## **Table of Contents**

### ***Foreign Regulation***

In order for us to market our products in other countries, we must obtain regulatory approval and safety and quality regulations in other countries. These regulations, including the requirements for the time required for regulatory review, vary from country to country. Failure to obtain regulatory approval in a country in which we plan to market our products may harm our ability to generate revenue.

To be sold in Japan, most medical devices must undergo thorough safety examinations and approvals before they are granted approval, or Shonin. In November 2009, we received Shonin approval from the Ministry of Health, Labor, and Welfare, or MHLW, for our *da Vinci S* System in Japan. We are currently working with Johnson & Johnson K.K. Medical Company (Japan) on obtaining specific reimbursement approvals. If we are not successful in obtaining system wide single procedure reimbursements or obtaining specific reimbursement approvals, then the demand for our products could be limited. We have partnered with Johnson & Johnson K.K. Medical Company (Japan) in our Japanese regulatory process and have asked them to meet government requirements. We have partnered with Adachi Co., LTD as our Japanese partner in Japan who is responsible for marketing, selling, and servicing our products in Japan.

Commercialization of medical devices in Europe is regulated by the European Union (EU). All medical products bear the Conformance Europeene, or CE mark for compliance with the Medical Device Directive (93/42/EEC). The CE mark is an international symbol of adherence to certain essential requirements mandated in applicable European medical device directives, which once affixed, enables the product to be marketed in all member countries of the EU. The CE mark is also recognized in many countries outside of the EU. In order to affix the CE mark on products, a recognized European notified body must certify the manufacturer's quality system for compliance with international and European requirements.

We have received permission from DGM, our Notified Body and agent of the Danish Government, to market our *da Vinci* Surgical System and *EndoWrist* instruments. To maintain authorization to market our products, we are subject to annual surveillance audits and periodic re-certification audits. To date we have met these requirements. Our MDD certificate is valid until March 2012 and the MDD certificate is valid until March 2014. The most recent audit was completed in October 2010, and the facility was found to be in compliance.

If we modify existing products or develop new products in the future, we may need to apply for CE mark to such products. We do not know whether we will be able to obtain permission to market modified products or whether we will continue to meet the quality and safety standards required by the CE mark we have already received. If we are unable to maintain permission to affix the CE mark on our products, we will not be able to sell our products in member countries of the EU.

The regulations in other countries, including the requirements for approvals or clearance and regulatory review, vary from country to country. These regulations typically require regulatory approval and extensive safety and quality system regulations. Failure to obtain regulatory approval in a foreign country to market our products, or failure to comply with any regulation in any foreign country may harm our ability to generate revenue and harm our business.

### **Third Party Coverage and Reimbursement**

In the United States and international markets where we sell our products, the government and payors together are responsible for hospital and surgeon reimbursement for virtually all covered procedures. Medicare and insurance companies generally reimburse hospitals and physicians for surgery when the procedure is medically necessary. In the United States, the Centers for Medicare and Medicaid Services (CMS) is the primary payor for hospital and surgeon reimbursement.

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Medicare & Medicaid Services, or CMS, administers the Medicare and Medicaid programs. Professional services performed at the hospital by physicians is reported under separate Current Procedural Terminology, or CPT, codes from the American Medical Association, or AMA, known as Current Procedural Terminology, or CPT, codes on a prospective payment system based on the professional service rendered. In addition, the National Center for Health Statistics, or NCHS, are jointly responsible for overseeing changes and modifications to the ICD-9-CM codes used by hospitals to report inpatient procedures. CMS generally reimburses hospitals during an inpatient stay based on a prospective payment system that is determined by a Medicare Severity Diagnostic Related Groupings, or DRGs and Ambulatory Payment Classification, or APCs, for outpatient services. MS-DRGs are assigned using a number of factors including the principal diagnosis, discharged status, patient age and complicating secondary diagnoses among other things.

On October 1, 2008, CMS and NCHS issued a new family of ICD-9-CM procedure codes, 17.4X, for laparoscopic procedures completed with the *da Vinci* System, U.S. hospital primary surgical procedure code, along with ICD-9-CM 17.42, to describe a laparoscopic procedure. The purpose of the ICD-9-CM family of procedure codes, 17.4X, is to gather data on robotic-assisted laparoscopic procedures. The assignment of ICD-9-CM procedure codes does not influence the amount paid to hospitals. A surgical procedure, completed with or without the use of the *da Vinci* System, will be assigned to the same MS-DRG.

Governments and insurance companies carefully review and increasingly challenge the prices of medical and surgical services. Reimbursement rates from private companies vary depending on the type of payor, the type of service, the type of party payor and other factors. Because both hospitals and physicians receive the same reimbursement rates for the respective services regardless of the actual costs incurred by the hospital or physician in providing the services, the specific products used in that procedure, hospitals and physicians may decide not to use a particular product if the reimbursement amounts are insufficient to cover any additional costs that hospitals incur in purchasing the product.

Domestic institutions typically bill for the primary surgical procedure that includes our products. Reimbursement is obtained from various sources, such as Medicare, Medicaid and other government programs and private insurance plans. The *da Vinci* System has been cleared for commercial distribution in the United States by the FDA, and our products are generally available for the primary surgical procedure using our device. We believe that the reimbursement rates we intend to target are established surgical procedures that are generally already reimbursed by Medicare, Medicaid and private insurance companies. If hospitals do not obtain sufficient reimbursement from third-party payors for the use of our products, or if governmental and private payors' policies do not cover surgical procedures that use our products, we may not be able to generate the revenues necessary to support our business. We may seek a unique CPT code for robotic-assisted surgery from the AMA and/or work with the AMA to establish a higher reimbursement amount. If an application for a unique code or modification to an existing code is not granted, the use of our products may be unavailable until appropriate new code is granted. The application for a new code, and the subsequent adoption of a new code, can take two or more years.

In countries outside the United States, reimbursement is obtained from various sources, including government programs, private health insurance plans, and labor unions. In most foreign countries, private insurance is not available for some therapies. Additionally, health maintenance organizations are emerging in certain countries. To conduct our business, we may need to seek international reimbursement approvals, and such approvals will be obtained in a timely manner or at all. In Japan, we intend to seek reimbursement approvals from the Japanese government for procedures performed with our products. The timing of these approvals may significantly impact our ability to commercialize our products in Japan. In some countries, patients are required to pay directly for surgical services. However, such co-pay practices are not common in countries where private health insurance is available.

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In March 2010, the President signed the Patient Protection and Affordable Care Act, as amended by the Health Care Education Affordability Reconciliation Act (collectively, the "PPACA"), which makes significant changes that will significantly impact the pharmaceutical and medical device industries. One of the principal provisions enacted is to expand health insurance coverage to approximately 32 million Americans. The consequences of these significant coverage expansions on the sales of the Company's products are not known at this point.

The PPACA contains a number of provisions designed to generate the revenues necessary to pay for the expansion among other things. This includes new fees or taxes on certain health-related industries, including pharmaceutical manufacturers. Beginning in 2013, medical device manufacturers will have to pay an excise tax on certain U.S. medical device revenues. Though there are some exceptions to the excise tax, the Company's products and product candidates sold within the U.S.

The PPACA provisions on comparative clinical effectiveness research extend the initiative authorized by the American Recovery and Reinvestment Act of 2009, also known as the stimulus package, which included \$1.1 billion for comparative effectiveness of health care treatments and strategies. This stimulus funding is used for various things, including conducting, supporting or synthesizing research that compares and evaluates the effectiveness and appropriateness of products. The PPACA appropriates additional funding for comparative effectiveness research. Although Congress has indicated that this funding is intended to support research that remains unclear how the research will impact current Medicare coverage and reimbursement policies, it could influence other third-party payor policies. The PPACA, as well as other federal or state legislation that may be adopted in the future, could have a material adverse effect on our industry generally and our ability to commercialize our products or could limit or eliminate our spending on certain development projects. The new federal legislation and the expansion in the government's role in the U.S. health care system could result in lower profits to us, lower reimbursement by payors for our products, and/or reduced medical product sales, which could adversely affect our business, financial condition and results of operations.

Any regulatory or legislative developments in domestic or foreign markets that eliminate or restrict the procedures performed with our products could harm our ability to sell our products or cause a decrease in sales of our products, either of which would affect our ability to generate the revenues necessary to fund our operations.

## **Employees**

As of December 31, 2010, we had 1,660 employees, 218 of whom were engaged directly in manufacturing and service and 931 in marketing, sales, and administrative activities. None of our employees are covered by a collective bargaining agreement, and we consider our relationship with our employees to be good.

## **Website Access to Reports**

We make our periodic and current reports, including our Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K, our Code of Business Conduct and Ethics Policy and any amendments thereto, available free of charge, on our website as soon as practicable after such material is electronically filed with the Securities and Exchange Commission. Our website address is [www.intuitivesurgical.com](http://www.intuitivesurgical.com). SEC Filings, including our SEC Filings, are on the Company Investor Relations portion of our website. We periodically hold product launch events and executive presentations which can be viewed via our Investor Relations website. We provide notifications of our material news including SEC filings, investor events, and press releases on our Investor Relations web site. The contents of these web sites are not intended to be incorporated by reference into any other report or document we file and any references to these web sites are intended to be

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**ITEM 1A. RISK FACTORS**

***RISKS RELATING TO OUR BUSINESS***

**IF OUR PRODUCTS DO NOT ACHIEVE MARKET ACCEPTANCE, WE WILL NOT BE ABLE TO GENERATE THE REVENUE NECESSARY TO SUPPORT OUR BUSINESS.**

The *da Vinci* Surgical System and our other products represent a fundamentally new way of performing heart surgery. The physician, patient and third-party payor acceptance of *da Vinci* surgery as a preferred method is crucial to our success. If our products fail to achieve market acceptance, hospitals will not be able to generate the revenue necessary to support our business. We believe that physician acceptance of the benefits of procedures performed using our products will be essential for widespread use of our products. Physicians will not recommend the use of our products unless we can demonstrate that our products are comparable or superior to existing surgical techniques. Even if we can prove the effectiveness of our products, surgeons may elect not to use our products for any number of other reasons. For example, surgeons may recommend conventional heart surgery simply because such surgery is already widely accepted. We expect that hospitals will be slow to adopt our products because of the perceived liability risks arising from the use of our products and the reimbursement from third-party payors, particularly in light of ongoing health care reform.

We expect that there will be a learning process involved for surgical teams to become proficient in the use of our products. Broad use of our products will require training of surgical teams. Market acceptance could be delayed if we are unable to complete this training. We may not be able to rapidly train surgical teams in numbers sufficient to support demand for our products.

**ECONOMIC CONDITIONS COULD MATERIALLY ADVERSELY AFFECT OUR BUSINESS.**

During 2009 and 2008, the global economy experienced a severe downturn due to the subprime mortgage crisis, the lending crisis, the credit market crisis, collateral effects on the finance and banking industry, rising interest rates and energy costs, concerns about inflation, slower economic activity, decreased consumer spending, reduced profits and capital spending, adverse business conditions and liquidity concerns. Uncertain economic conditions continue to pose a risk as customers may postpone spending in response to recessionary conditions. Additional effects from the credit crisis on our business, including the insolvency of key customers and distributors, to obtain credit to finance purchases of our products. If conditions are slower than anticipated, our forecasted demand may not materialize, which could prevent us from achieving our anticipated financial results, which could in turn have a material adverse effect on the market price of our stock.

**BECAUSE OUR MARKETS ARE HIGHLY COMPETITIVE, CUSTOMERS MAY NOT ACCEPT OUR PRODUCTS OR OUR COMPETITORS' PRODUCTS OR MAY NOT ACCEPT DA VINCI SURGERY, WHICH COULD RESULT IN REDUCED REVENUE AND LOSS OF MARKET SHARE.**

*da Vinci* surgery is a new technology that competes with established and emerging treatment options for heart disease management and reconstructive medical procedures. These competitive treatment options include open heart surgery, interventional approaches, or pharmacological regimens. Some of these procedures are widely used in the medical community and in many cases have a long history of use. Technological advances in the medical community may be effective or less expensive than using our products, which could render our products obsolete. We have not published that show that other treatment options are more beneficial and/or cost-effective than our products. We cannot be certain that physicians will use our products to replace or supplement established treatment options. We will continue to be competitive with current or future technologies.

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In addition, we may face competition from companies that develop wristed, robotic or other products in the future. Our revenues may be reduced or eliminated if our competitors develop more effective or less expensive than our products. If we are unable to compete successfully, we may not be able to maintain or improve our competitive position against current or potential competitors with greater resources.

**NEW PRODUCT INTRODUCTIONS MAY ADVERSELY IMPACT OUR FINANCIAL RESULTS**

We introduce new products with enhanced features and extended capabilities from time to time. We must navigate various regulatory processes, and we must obtain and maintain regulatory approvals in countries where a potential purchaser believes that we plan to introduce a new product in the near future or in a country where a new product that we have introduced has not yet received regulatory approval, which may be deferred or delayed. As a result, new product introductions may adversely impact our financial results.

**WE EXPERIENCE LONG AND VARIABLE CAPITAL SALES CYCLES AND SEASONALITY IN OUR BUSINESS, WHICH MAY CAUSE FLUCTUATIONS IN OUR FINANCIAL RESULTS**

Our *da Vinci* Surgical System has a lengthy sales and purchase order cycle because it is generally required to be approved by senior management of hospitals, their parent organizations, and government bodies, as applicable. This approval process can be lengthy. In addition, hospitals purchase in conjunction with timing of their capital budget timelines. As a result, it is difficult to predict capital sales cycles and, therefore, the exact timing of capital sales. Historically, our sales have tended to be heaviest during the third month of each fiscal quarter, and lighter in the third and fourth months in the fourth fiscal quarter.

Recently, we have experienced procedure growth for a number of benign conditions, including benign conditions, sacrocolpoplexies, myomectomies, and certain other surgeries. Surgeries for benign conditions accounted for more than 40% of our total procedures in 2010. Many of these types of surgeries may be postponed due to patient avoid vacation periods and for other personal scheduling reasons. Patients may also access care based on insurance funding cut-off dates. Historically, we have experienced lower procedure counts in the fourth fiscal quarter and lower procedure counts in the first fiscal quarter. These changes in procedure growth directly affect the timing of instrument and accessory purchases.

The above factors may contribute to substantial fluctuations in our quarterly operating results. As a result, it is likely that in some future quarters our operating results will fall below the expectations of the market. If that happens, the market price of our stock would likely decrease. These fluctuations, however, you will not be able to rely upon our operating results in any particular period as an indicator of our performance. In addition, the introduction of new products could adversely impact our sales cycle, as customers weigh the benefits and costs of such products.

**INTERNATIONAL SALES OF OUR PRODUCTS ACCOUNT FOR A SIGNIFICANT PORTION OF OUR REVENUES, WHICH EXPOSES US TO RISKS INHERENT IN INTERNATIONAL SALES. OUR INTERNATIONAL GROWTH MAY BE LIMITED IF WE ARE UNABLE TO SUCCESSFULLY MARKET OUR PRODUCTS IN FOREIGN ACTIVITIES.**

Our business currently depends in part on our activities in Europe and other foreign markets. In 2009, 2010, and 2011, sales outside of the United States accounted for approximately 20%, 21%, and 22% of our revenue, respectively.

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years ended December 31, 2010, 2009 and 2008, respectively. We are subject to a number of challenges that relate to our international business activities. These challenges include:

failure of local laws to provide the same degree of protection against infringement of intellectual property rights;

protectionist laws and business practices that favor local competitors, which could limit our access to new markets;

the risks associated with foreign currency exchange rate fluctuations;

the expense of establishing facilities and operations in new foreign markets; and

building an organization capable of supporting geographically dispersed operations. A large portion of our international sales are denominated in United States dollars. As a result, fluctuations in the United States dollar relative to foreign currencies could make our products less competitive in international markets. If we are unable to meet and overcome these challenges, our international operations may not be successful, which would limit the growth of our business.

**WE UTILIZE DISTRIBUTORS FOR A PORTION OF OUR SALES, THE LOSS OF THESE DISTRIBUTORS COULD AFFECT OUR REVENUES IN THE TERRITORY SERVICED BY THESE DISTRIBUTORS.**

We have strategic relationships with a number of key distributors for sales and service of our products in various countries. If these strategic relationships are terminated and not replaced, our revenues and profits in the territories serviced by these distributors could be adversely affected.

**WE MAY INCUR LOSSES ASSOCIATED WITH CURRENCY FLUCTUATIONS AND WE MAY NOT BE ABLE TO EFFECTIVELY HEDGE OUR EXPOSURE.**

Our operating results are subject to fluctuations in foreign currency exchange rates. We manage these risks through foreign currency hedging, based on our judgment of the appropriate trade-off between the cost of hedge expense. We have established a hedging program to partially hedge our exposure to foreign currency fluctuations primarily for the Euro and the British Pound. We regularly review our hedging program and make adjustments necessary based on our assessment of the relevant risks, opportunities and expenses. Our hedging program may not be more than a portion of the adverse financial impact resulting from unfavorable movements in foreign currency exchange rates, which could adversely affect our financial condition or results of operations.

**IF DEFECTS ARE DISCOVERED IN OUR PRODUCTS, WE MAY INCUR ADDITIONAL COSTS, HOSPITALS MAY NOT PURCHASE OUR PRODUCTS AND OUR REVENUES COULD BE ADVERSELY AFFECTED.**

Our products incorporate mechanical parts, electrical components, optical components and other components that can contain errors or failures, especially when first introduced. In addition, new products may contain undetected errors or performance problems that, despite testing, are discovered only after the products are designed to be used to perform complex surgical procedures, we expect that our products will have increased sensitivity to such defects. In the past, we have voluntarily recalled certain products due to performance problems. We cannot assure that our products will not experience component aging, errors or failures in the future. If we experience flaws or performance problems, any of the following could occur:

delays in product shipments;

loss of revenue;

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delay in market acceptance;

diversion of our resources;

damage to our reputation;

product recalls;

regulatory actions;

increased service or warranty costs; or

product liability claims.

**THE USE OF OUR PRODUCTS COULD RESULT IN PRODUCT LIABILITY CLAIMS THAT ARE COSTLY, TIME-CONSUMING, EXPENSIVE, DIVERT MANAGEMENT'S ATTENTION AND HARM OUR BUSINESS.**

Our business exposes us to significant risks of product liability claims. The medical device industry is highly litigious, and we face financial exposure to product liability claims if the use of our products results in litigation. There is also the possibility that defects in the design or manufacture of our products may also be subject to weaknesses in training and services associated with our products may also be subject to litigation. If we maintain product liability insurance, the coverage limits of these policies may not be sufficient. Particularly as sales of our products increase, we may be unable to maintain product liability insurance at satisfactory rates or in adequate amounts. A product liability claim, regardless of its merit, may result in significant legal defense costs. Product liability claims have been made against our company in the past. A claim or any product recalls could also harm our reputation or result in a decline in revenue.

**WE MAY ENCOUNTER MANUFACTURING PROBLEMS OR DELAYS THAT COULD HARM OUR REVENUE.**

Manufacturing our products is a complex process. We may encounter difficulties in scaling our manufacturing including:

problems involving production yields;

quality control and assurance;

component supply shortages;

shortages of qualified personnel; and

compliance with state, federal and foreign regulations. If demand for our products exceeds our manufacturing capacity, we could develop a subpar reputation in the marketplace if we are unable to maintain larger-scale manufacturing capabilities, our ability to generate revenue and our reputation in the marketplace could be damaged.

**OUR RELIANCE ON SOLE AND SINGLE SOURCE SUPPLIERS COULD HARM OUR ABILITY TO MEET DEMAND FOR OUR PRODUCTS IN A TIMELY MANNER OR WITHIN BUDGET**

Some of the components necessary for the assembly of our products are currently provided by single-sourced suppliers. We purchase components through purchase orders rather than contracts and generally do not maintain large volumes of inventory. While alternative suppliers exist for many of our sole-sourced components, the disruption or termination of the supply of components could increase the costs of these components, which could affect our operating results. A disruption or termination of supply could also result in our inability to

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meet demand for our products, which could harm our ability to generate revenues, lead to damage our reputation. Furthermore, if we are required to change the manufacturer of a product, we may be required to verify that the new manufacturer maintains facilities and procedures consistent with all applicable regulations and guidelines. The delays associated with the verification could delay our ability to manufacture our products in a timely manner or within budget.

**IF INSTITUTIONS OR SURGEONS ARE UNABLE TO OBTAIN COVERAGE AND REIMBURSEMENT FROM THIRD-PARTY PAYORS FOR PROCEDURES USING OUR PRODUCTS, OR IF REIMBURSEMENT IS INSUFFICIENT TO COVER THE COSTS OF PURCHASING OUR PRODUCTS, OUR ABILITY TO GENERATE SUFFICIENT SALES TO SUPPORT OUR BUSINESS.**

In the United States, hospitals generally bill the services performed with our products to Medicare, Medicaid and other government programs and private insurance plans. If hospitals do not receive reimbursement from third-party payors for procedures performed with our products, or if insurance policies do not cover surgical procedures performed using our products, we may not be able to generate sufficient sales necessary to support our business. Our success in international markets also depends upon our ability to obtain coverage and reimbursement through government-sponsored health care payment systems. Reimbursement practices vary significantly by country. Many international markets have government-managed systems that control reimbursement for new products and procedures. Other foreign markets have private systems and government-managed systems that control reimbursement for new products and procedures. The success of our products may depend on the availability and level of coverage and reimbursement in these markets. In addition, health care cost containment efforts similar to those we face in the United States are being implemented in the other countries in which we intend to sell our products and these efforts are expected to reduce reimbursement. A factor below titled "Healthcare Policy Changes, Including Recently Enacted Legislation, May Have a Material Adverse Effect on Our Financial Condition and Results of Operations" discusses "Changes in Healthcare Policies and Changes to Third-Party Reimbursements May Affect Our Ability to Generate Sufficient Sales to Support Our Business," an additional risk related to the ability of institutions or surgeons to obtain reimbursement for procedures performed using our products.

**IF WE LOSE OUR KEY PERSONNEL OR ARE UNABLE TO ATTRACT AND RETAIN QUALIFIED PERSONNEL, OUR ABILITY TO COMPETE WILL BE HARMED.**

We are highly dependent on the principal members of our management and scientific staff. Our success depends, in part, on our ability to attract and retain engineers with experience in mechanical and electrical engineering and retaining qualified personnel will be critical to our success, and competition for qualified personnel may not be able to attract and retain personnel on acceptable terms given the competition for qualified personnel from other medical and healthcare companies and universities. The loss of any of these persons or our inability to attract and retain qualified personnel could harm our business and our ability to compete.

**NATURAL OR OTHER DISASTERS COULD DISRUPT OUR BUSINESS AND OPERATIONS AND INCREASE OUR COSTS OR INCREASE OUR EXPENSES.**

Natural disasters, terrorist activities and other business disruptions could seriously harm our business and increase our costs and expenses. Our corporate headquarters and many of our operating facilities are located in a seismically active region. A natural disaster in any of our major markets in North America could have an adverse impact on our operations, operating results and financial condition. Further, our operations could be impacted by Internet security threats, damage to global communication networks or other events that could have an adverse impact on our operating results.

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**CHANGES TO FINANCIAL ACCOUNTING STANDARDS MAY AFFECT OUR OPERATIONS.**

A change in accounting standards or practices can have a significant effect on our reported results of operations. The reporting of transactions completed before the change is effective. New accounting pronouncements and interpretations of accounting pronouncements have occurred and may occur in the future. The questioning of current practices may adversely affect our reported financial results or the

**UNFAVORABLE RESULTS OF LEGAL PROCEEDINGS COULD MATERIALIZE.**

We are and may become subject to various legal proceedings and claims that arise in our ordinary course of business.

On August 6, 2010, a purported class action lawsuit was filed against us and several of our directors and officers in the United States District Court for the Northern District of California seeking unspecified damages. The complaint alleges that we violated federal securities laws by making allegedly false and misleading statements in certain material facts in our filings with the Securities and Exchange Commission. Two substantially similar allegations were filed in the Superior Court of California for the County of San Diego. Those actions are described more fully under Part I, Item 3, Legal Proceedings.

The results of these lawsuits and other legal proceedings cannot be predicted with certainty. The results may determine whether our insurance coverage would be sufficient to cover the costs or potential damages. If, on the merits, litigation may be both time-consuming and disruptive to our operations and cause us to divert management attention. If we do not prevail in the purported class action lawsuit or other proceedings, we may incur significant monetary damages or injunctive relief against us that may adversely affect our financial condition and results of operations, possibly materially.

**WE ARE SUBJECT TO SIGNIFICANT, UNINSURED LIABILITIES.**

For certain risks, we do not maintain insurance coverage because of cost and/or availability. We do not insure our directors and officers for third-party claims and do not insure for the underlying losses, including professional liability insurance, among others. In addition, in the future, we may not continue to maintain certain types of insurance at adequate levels of coverage. Premiums for many types of insurance have increased significantly in recent years. Depending on market conditions and our circumstances, in the future, certain types of insurance or products liability insurance may not be available on acceptable terms or at all. We may be unable to insure our insurable risks, and in some cases self-insure completely, unforeseen or catastrophic losses. Insurance coverage could require us to pay substantial amounts, which would materially adversely affect our financial condition and operating results.

**WE USE ESTIMATES, MAKE JUDGMENTS AND APPLY CERTAIN METHODS IN DETERMINING THE PROGRESS OF OUR BUSINESS. IN DETERMINING OUR FINANCIAL RESULTS, WE USE ACCOUNTING POLICIES. AS THESE ESTIMATES, JUDGMENTS, AND METHODS VARY, OUR ASSESSMENT OF THE PROGRESS OF OUR BUSINESS AND OUR RESULTS MAY VARY.**

The methods, estimates, and judgments we use in applying our accounting policies have a significant effect on our reported results of operations. Such methods, estimates, and judgments are, by their nature, subject to substantial uncertainty. Assumptions, and factors may arise over time that lead us to change our methods, estimates, and judgments. Our assumptions may adversely affect our reported financial results.

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In addition, we utilize methods for determining surgical market sizes and *da Vinci* procedure estimates and judgments, which are, by their nature, subject to substantial risks, uncertainty of surgical market sizes or *da Vinci* procedures performed do not have an impact on our estimate the progress of our business. Estimates and judgments for determining surgical market sizes may vary over time with changes in treatment modalities, hospital reporting behavior, inpatient employee and other factors. In addition, over time, we may change the method for determining surgical market sizes, causing variation in our reporting.

**CHANGES IN OUR EFFECTIVE TAX RATE MAY HARM OUR RESULTS OF OPERATIONS**

A number of factors may harm our future effective tax rates including:

the jurisdictions in which profits are determined to be earned and taxed;

the resolution of issues arising from tax audits with various tax authorities;

changes in valuation of our deferred tax assets and liabilities;

increases in expenses not deductible for tax purposes, including write-offs of goodwill and impairment of goodwill in connection with acquisitions;

changes in available tax credits;

changes in share-based compensation;

changes in tax laws or the interpretation of such tax laws and changes in general tax principles and

the repatriation of non-U.S. earnings for which we have not previously provided for taxes. Any significant increase in our future effective tax rates could harm net income for future periods.

**WE MAY REALIZE LOSSES ON OUR INVESTMENTS IN AUCTION RATE SECURITIES AND WE MAY NOT BE ABLE TO LIQUIDATE THESE INVESTMENTS AT DESIRED TIMES AND IN DESIRED AMOUNTS**

At December 31, 2010, we held \$18.6 million in auction rate securities (ARS), whose value is supported by which are substantially backed by the federal government. Since the auctions for these securities began in February 2008, these investments are not currently trading and therefore do not have a market value. Accordingly, the estimated fair value of the ARS no longer approximates par value. According to market value during the year ended December 31, 2010 have been recorded through other comprehensive income. If market conditions deteriorate further, we may be required to record additional unrealized losses, which could result in income or impairment charges. We may not be able to liquidate these investments unless a successful auction occurs, a buyer is found outside of the auction process, or the security is redeemed.

**DISRUPTION OF CRITICAL INFORMATION SYSTEMS COULD HARM OUR CONDITION.**

Information technology helps us operate efficiently, interface with customers, maintain and accurately produce our financial statements. If we do not allocate and effectively manage and sustain the proper technology infrastructure, we could be subject to transaction errors, problems with our customers, business disruptions, or the loss of or damage to intellectual property through our information management systems do not effectively collect, store, process and report relevant data for our business, whether due to equipment malfunction or constraints, software deficiencies, or human error. This could harm our ability to forecast and execute our business plan.

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business plan and comply with applicable laws and regulations will be impaired, perhaps could materially and adversely affect our financial condition, results of operations, cash we report our internal and external operating results.

***RISKS RELATING TO OUR REGULATORY ENVIRONMENT***

**HEALTHCARE POLICY CHANGES, INCLUDING RECENTLY ENACTED LEGISLATION OF THE U.S. HEALTHCARE SYSTEM, MAY HAVE A MATERIAL ADVERSE EFFECT ON OUR FINANCIAL CONDITION AND RESULTS OF OPERATIONS.**

In March 2010, the President signed the Patient Protection and Affordable Care Act, as amended by the Health Care Education Affordability Reconciliation Act (collectively, the "PPACA"), which makes changes that are expected to significantly impact the pharmaceutical and medical device industries. One of the principal purposes of the PPACA enacted is to expand health insurance coverage to approximately 32 million Americans. The consequences of these significant coverage expansions on the sales of our products are uncertain.

The PPACA contains a number of provisions designed to generate the revenues necessary to pay for the program, among other things. This includes new fees or taxes on certain health-related industries, including pharmaceutical manufacturers. Beginning in 2013, medical device manufacturer will have to pay an excise tax on certain U.S. medical device revenues. Though there are some exceptions to the excise tax, we expect that the excise tax on our products and product candidates sold within the U.S. will have a material adverse effect on our financial condition and results of operations.

The PPACA provisions on comparative clinical effectiveness research extend the initiative authorized by the American Recovery and Reinvestment Act of 2009, also known as the stimulus package, which included \$1.1 billion for comparative effectiveness of health care treatments and strategies. This stimulus funding is intended to be used for things, conducting, supporting or synthesizing research that compares and evaluates the effectiveness and appropriateness of products. The PPACA appropriates additional funding for comparative effectiveness research. Although Congress has indicated that this funding is intended to be used for comparative effectiveness research, it remains unclear how the research will impact current Medicare coverage and reimbursement policies. We expect that the PPACA, as well as other federal and state measures that may be adopted in the future, could have a material adverse effect on our ability to successfully commercialize our products or could limit or eliminate our spending on research and development imposed by the new federal legislation and the expansion in the government's role in the healthcare system. This could result in decreased profits to us, lower reimbursement by payors for our products, and/or reduced sales, which may adversely affect our business, financial condition and results of operations.

**HEALTHCARE REFORMS, CHANGES IN HEALTHCARE POLICIES AND COVERAGE AND REIMBURSEMENTS MAY AFFECT DEMAND FOR OUR PRODUCTS.**

The U. S. government has in the past considered, is currently considering and may in the future consider and proposals intended to curb rising healthcare costs, including those that could significantly reduce reimbursement for healthcare services. State and local governments, as well as a number of private payors, are considering or have adopted similar types of policies. While we believe that minimally increasing reimbursement for Surgical Systems reduces healthcare costs, future significant changes in the healthcare system, either elsewhere, and current uncertainty about whether and how changes may be implemented could result in decreased demand for our products. We are unable to predict whether other healthcare legislation or regulation could be proposed or enacted in the future; what effect any legislation or regulation would have on our business; and what ongoing uncertainty about these matters will have on the purchasing decisions of our customers.

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**WE ARE SUBJECT TO FEDERAL, STATE AND FOREIGN LAWS GOVERNING WHICH, IF VIOLATED, COULD RESULT IN SUBSTANTIAL PENALTIES. ACTION TO OR INVESTIGATION INTO OUR PRACTICES COULD CAUSE ADVERSE TO RESPOND TO AND THUS COULD HARM OUR BUSINESS.**

The Medicare and Medicaid anti-kickback laws, and several similar state laws, prohibit any person or entity from knowingly and willfully inducing or attempting to induce, in return for the purchase, lease or order, or arrange for or recommend the purchase, lease or order of healthcare products or services, any person or entity to purchase, lease or order, or arrange for or recommend the purchase, lease or order of healthcare products or services, if the purchase, lease or order, or arrangement may be made under federal and state healthcare programs, such as Medicare and Medicaid. The Patient Protection and Affordable Care Act (PPACA), among other things, amends the intent requirement of the federal anti-kickback statute. A person or entity no longer needs to have actual knowledge of this statute or service to be liable under the statute. The PPACA provides that the government may assert that a claim including items or services covered by the federal anti-kickback statute constitutes a false or fraudulent claim for purposes of the federal anti-kickback statute. Several states, such as California, Massachusetts and Vermont, mandate implementation of compliance programs to ensure compliance with these laws. These laws affect our sales, marketing and other promotional activities and various kinds of financial arrangements we may have with hospitals, physicians or other potential purchasers of our products, which particularly impact how we structure our sales offerings, including discount practices, customer loyalty programs, training programs, physician consulting and other service arrangements. These laws are complex and difficult to determine precisely how these laws will be applied to specific circumstances. Violations of these laws can result in civil and criminal penalties, which can be substantial and include potential exclusion from federal healthcare programs and noncompliance. Even an unsuccessful challenge or investigation into our practices could be costly to defend, and thus could harm our business and results of operations.

The PPACA also imposes new reporting and disclosure requirements on device manufacturers and distributors of devices that are marketed or distributed to prescribers and other healthcare providers, effective March 30, 2013. Such information must be made publicly available in a searchable format beginning September 30, 2013. In addition, device manufacturers and distributors are required to report and disclose any investment interests held by physicians and their immediate family members in the preceding calendar year. Failure to submit required information may result in civil monetary penalties of up to \$150,000 per year (and up to an aggregate of \$1 million per year for knowing failures to report ownership or investment interests not reported in an annual submission).

In addition, there has been a recent trend of increased federal and state regulation of pay-to-play practices, including the tracking and reporting of gifts, compensation, and other remuneration to physicians. The complexity of the regulatory environment and the need to build and maintain robust and expandable systems to comply with these requirements increases the possibility that a health care provider may be unable to meet all or more of the requirements.

Compliance with complex foreign and U.S. laws and regulations that apply to our international operations and our employees doing business in international jurisdictions and could expose us or our employees to legal risks and liabilities abroad. These numerous and sometimes conflicting laws and regulations include US laws such as the Foreign Corrupt Practices Act, and local laws prohibiting corrupt payments to government officials. Violations of these laws could result in fines, criminal sanctions against us, our officers, or our employees, prohibitions on our operations, and damage to our reputation. Although we have implemented policies and procedures to ensure compliance with these laws, there can be no assurance that our employees, contractors, or agents will not



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**OUR PRODUCTS ARE SUBJECT TO A LENGTHY AND UNCERTAIN DOMESTIC REGULATION PROCESS. IF WE DO NOT OBTAIN AND MAINTAIN THE NECESSARY DOMESTIC REGULATORY CLEARANCE, WE WILL NOT BE ABLE TO MARKET AND SELL OUR PRODUCTS IN THE UNITED STATES.**

Our products and operations are subject to extensive regulation in the United States by the FDA. The FDA requires extensive research, testing, manufacturing, safety, labeling, storage, record keeping, promotion, distribution, and other activities for medical devices in the United States to ensure that medical products distributed domestically are safe and effective for their intended uses. In order for us to market certain products for use in the United States, we generally must obtain FDA clearance pursuant to Section 510(k) of the Federal Food, Drug, and Cosmetic Act, or FFDC Act, or premarket approval (PMA) from the FDA. The FDA requires demonstration that a new device is substantially equivalent to another device with FDA clearance or grandfather status. If we significantly modify our products after they receive FDA clearance, the FDA may require us to submit a 510(k) or premarket approval application, or PMA, for the modified product before we can market the product in the United States. In addition, if we develop products in the future that are not substantially equivalent to a device with 510(k) clearance or grandfather status, we will be required to obtain FDA approval for the new device.

The FDA may not act favorably or quickly in its review of our 510(k) or PMA submissions. There are many factors that can cause difficulties and costs in our efforts to obtain FDA clearance or approval, all of which could result in significant delays in marketing our products in the United States. Furthermore, the FDA may request additional data or require us to conduct additional testing or compile more data, including clinical data and clinical studies, in support of a 510(k) submission. Changes in regulatory requirements for our products can change at any time. The changes and their impact on our business cannot be predicted. Delays in the FDA 510(k) process could make approval more difficult to obtain, increase delays in our ability to market our products, have significant adverse effects on our ability to obtain and maintain approval for our products, and increase the cost of accepting a 510(k) submission, require us to submit a PMA, which is typically a much more costly and time-consuming application than a 510(k). To support a PMA, the FDA would likely require that we conduct additional testing to demonstrate that the device is safe and effective. We may not be able to meet the requirements for PMA approval, or the FDA may not grant any necessary clearances or approvals. In addition, the FDA may impose limitations upon the intended use of our products as a condition to a 510(k) clearance or approval. Our products can also be denied or withdrawn due to failure to comply with regulatory requirements or to the occurrence of problems following clearance or approval. Any delays or failure to obtain FDA clearance or approval could result in the development of any limitations imposed by the FDA on new product use, or the costs of obtaining FDA clearance or approval, have a material adverse effect on our business, financial condition and results of operations.

In order to conduct a clinical investigation involving human subjects for the purpose of determining the safety and effectiveness of a device, a company must, among other things, apply for and obtain Institutional Review Board (IRB) approval of the proposed investigation. In addition, if the clinical study involves a significant risk to the health or safety of human health, the sponsor of the investigation must also submit and obtain FDA approval of an Investigational Device Exemption (IDE) application. Most of our products to date have been considered significant risk devices and have obtained IRB approval prior to investigational use. We may not be able to obtain FDA and/or IRB approval for our products in the United States for any new devices we intend to market in the United States in the future. Failure to obtain IRB approval may not be able to comply with the IDE and other regulations governing clinical investigations. Failure to obtain IRB approval or such regulations could have a material adverse effect on our business, financial condition and results of operations.

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**COMPLYING WITH FDA REGULATIONS IS A COMPLEX PROCESS, AND OUR PRODUCTS FULLY COULD SUBJECT US TO SIGNIFICANT ENFORCEMENT ACTIONS.**

Because our products, including the *da Vinci* Surgical System, are commercially distributed in foreign countries, various regulatory requirements apply, including the following:

the Quality System Regulation, or QSR, which requires manufacturers to follow certain quality control and documentation and other quality assurance procedures during the manufacturing process;

labeling regulations;

the FDA's general prohibition against false or misleading statements in the labeling of medical devices, including unapproved or off-label uses;

the Reports of Corrections and Removals regulation, which requires that manufacturers report to the FDA and field corrective actions taken to reduce a risk to health or to remedy a violation of the FDCA that poses a risk to health; and

the Medical Device Reporting regulation, which requires that manufacturers report to the FDA any adverse events that have caused or contributed to a death or serious injury or malfunctioned in a way that could reasonably be expected to contribute to a death or serious injury if it were to recur.

We are subject to inspection and marketing surveillance by the FDA to determine our compliance with these regulatory requirements. If the FDA finds that we have failed to comply, it can institute a wide variety of enforcement actions, from a regulatory letter to a public warning letter to more severe civil and criminal sanctions. Non-compliance with applicable requirements could lead to an enforcement action that may have an adverse effect on our business and results of operations.

We have modified the labeling, advertising and user training for the *da Vinci* Surgical System for certain indications that we believe are within the scope of our existing 510(k) clearances. We cannot assure that the FDA will determine that such specific procedures are within the scope of the existing general clearance or that we have sufficient data to support the safety and efficacy of using the *da Vinci* Surgical System for all such specific indications. We have modified the hardware and software in the *da Vinci* Surgical System since clearance in violation of the FDCA without a new 510(k) clearance. We cannot assure that the FDA would agree with our determination that these changes do not require a new 510(k) clearance for any of these changes. Computer Motion, which we acquired in 2003, also modified the hardware and software of its products subsequent to 510(k) clearance without seeking new clearance. The FDA could determine that these changes and/or require us to obtain 510(k) clearance for any modification to our products or components. We are prohibited from marketing the modified device until such 510(k) clearance is granted.

Our last inspection occurred in July 2010 and the FDA issued a Form FDA 483 listing deficiencies in our complaint handling and manufacturing/inspection handling. We later responded to each deficiency with corrective actions. However, we cannot assure that, upon re-inspection, the FDA will find that our corrective actions that they have been adequately implemented. We also cannot assure that the FDA will not issue a warning letter for non-compliance with the QSR and other postmarket regulations.

**OUR PRODUCTS ARE SUBJECT TO VARIOUS INTERNATIONAL REGULATORY REQUIREMENTS. IF WE DO NOT OBTAIN AND MAINTAIN THE NECESSARY INTERNATIONAL REGULATORY APPROVALS, WE WILL NOT BE ABLE TO MARKET OUR PRODUCTS IN FOREIGN COUNTRIES.**

To be able to market and sell our products in other countries, we must obtain regulatory regulations of those countries. These regulations, including the requirements for approval regulatory review, vary from country to country. Obtaining and maintaining foreign regulatory we cannot be certain that we will receive regulatory approvals in any

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foreign country in which we plan to market our products. If we fail to obtain or maintain country in which we plan to market our products, our ability to generate revenue will be

The EU requires that manufacturers of medical products obtain the right to affix the CE mark to them in member countries of the EU. The CE mark is an international symbol of adherence to compliance with applicable European medical device directives. In order to obtain the right to affix the CE mark, a manufacturer must obtain certification that its processes meet certain European quality standards. We have received permission to affix the CE mark to our *da Vinci* Surgical System and *EndoWrist* instruments.

As we modify existing products or develop new products in the future, including new instruments, we will need to obtain permission to affix the CE mark to such products. In addition, we will be subject to audits to maintain the CE mark permissions we have already obtained. We do not know whether we will be able to affix the CE mark for new or modified products or that we will continue to meet the conditions to maintain the permissions we have already received. If we are unable to maintain permission to affix the CE mark to our products, we will no longer be able to sell our products in member countries of the EU, which could have a negative effect on our results of operations.

In November 2009, we received Shonin approval from the Japanese MHLW for our *da Vinci* instruments and accessories for use in certain *da Vinci* surgical procedures. We may see other approvals for our products and/or procedures, however, there can be no assurance that such approvals will be granted. Even if only a subset of our instruments have been approved it is possible, depending on surgeon preferences, that our procedures will be adopted slowly or not at all. We are currently focusing efforts on obtaining regulatory approvals for *da Vinci* procedures in Japan. Sales of our products depend, in part, on whether our products are reimbursed by governmental health administration authorities. If we are not able to obtain reimbursement approvals or obtaining approvals for future products and procedures, our sales could be limited. These limitations could eliminate a significant market opportunity for our products.

**IF OUR MANUFACTURING FACILITIES DO NOT CONTINUE TO MEET FEDERAL REGULATORY MANUFACTURING STANDARDS, WE MAY BE REQUIRED TO TEMPORARILY SUSPEND OR STOP OUR MANUFACTURING OPERATIONS, WHICH WOULD RESULT IN PRODUCT SHORTAGES AND LOST REVENUE.**

Our manufacturing facilities are subject to periodic inspection by regulatory authorities. Our facilities are regulated by the FDA for compliance with Good Manufacturing Practice requirements and are also required to comply with International Organization for Standardization, or ISO, quality standards for medical products for sale in Europe. If we fail to continue to comply with Good Manufacturing Practice or ISO standards, we may be required to cease all or part of our operations until we comply with the applicable standards. An inspection occurred in July 2010 and the FDA issued a Form FDA 483 listing deficiencies in our complaint handling and manufacturing/inspection handling. We later responded to each deficiency with corrective actions. However, we cannot assure that, upon re-inspection, the FDA will find that our actions are adequate and that they have been adequately implemented. We continue to be subject to FDA inspections and audits. Compliance is difficult and costly. We cannot be certain that our facilities will be found to be in compliance with Good Manufacturing Practice requirements or ISO standards in future inspections and audits by regulatory authorities.

As required, we are licensed by the State of California to manufacture medical devices. We are also regulated by the California Department of Health Services and, if we are unable to maintain this license or if we fail to pass inspections, we will be unable to manufacture or ship any products, which would have a negative effect on our results of operations.

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***RISKS RELATING TO OUR INTELLECTUAL PROPERTY***

**IF WE ARE UNABLE TO REPLACE OUR EXPIRING PATENTS, OUR ABILITY TO COMPETE IN THE MARKET WILL BE HARMED.**

Some of our patents will begin to expire in 2012. While we will continue to work to add intellectual property contained in our products, we believe new competitors will emerge whether we will have the patent protection we need, or whether the protection we do have will be challenged. We also do not know whether we will be able to develop additional patents, fail to obtain adequate protection of our intellectual property, or if any protection we obtain could use our intellectual property without compensating us, resulting in harm to our business.

**IF WE ARE UNABLE TO PROTECT THE INTELLECTUAL PROPERTY CONTAINED IN OUR PRODUCTS FROM USE BY THIRD PARTIES, OUR ABILITY TO COMPETE IN THE MARKET WILL BE HARMED.**

Our commercial success will depend in part on obtaining patent and other intellectual property rights contained in our products, and on successfully defending our patents and other intellectual property rights from challenges. We will incur substantial costs in obtaining patents and, if necessary, defending our intellectual property positions of medical device companies, including ours, can be highly uncertain and involve complex legal and factual questions. We do not know whether we will obtain the patent protection we seek, or whether it will be found valid and enforceable if challenged. We also do not know whether we will be able to obtain patentable proprietary technologies. If we fail to obtain adequate protection of our intellectual property, or if we obtain is reduced or eliminated, others could use our intellectual property without compensation, which could harm our business. We may also determine that it is in our best interests to voluntarily challenge our intellectual property in litigation or administrative proceedings, including patent interferences or reexaminations. Intellectual property rights in foreign countries do not protect intellectual property rights to the same extent as do the laws of the United States.

In addition to patents, we typically rely on a combination of trade secret, copyright and trademark law, license agreements and other contractual provisions and technical security measures to protect our intellectual property. Nevertheless, these measures may not be adequate to safeguard the technology underlying our products. If we do not protect our rights adequately, third parties could use our technology, and our ability to compete in the market will be reduced. In addition, employees, consultants and others who participate in developing our products may have agreements with us regarding our intellectual property, and we may not have adequate remedies if they do not be able to effectively protect our intellectual property rights in some foreign countries. We may decide not to file for patent, copyright or trademark protection outside the United States. Our intellectual property may become known through other means not currently foreseen by us. Notwithstanding our efforts to protect our intellectual property, our competitors may independently develop similar or alternative technologies to our technology and products without infringing any of our intellectual property rights. Our competitors may use our proprietary technologies, which would harm our ability to compete in the market.

**OTHERS MAY ASSERT THAT OUR PRODUCTS INFRINGE THEIR INTELLECTUAL PROPERTY RIGHTS, WHICH MAY CAUSE US TO ENGAGE IN COSTLY DISPUTES AND, IF WE ARE UNABLE TO SUCCESSFULLY DEFENDING OURSELVES, COULD ALSO CAUSE US TO PAY SUBSTANTIAL DAMAGES FROM SELLING OUR PRODUCTS.**

There may be United States and foreign patents issued to third parties that relate to competing technologies, including surgery, and minimally invasive surgery. Some of these patents may be broad enough to

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one or more aspects of our present technology, and may cover aspects of our future technology. If any of these patents, if challenged, would be held valid, enforceable and infringed. From time to time we may continue to receive, letters from third parties inviting us to license their patents. We may be involved in an administrative proceeding with, one or more of these third parties.

We cannot assure that a court or administrative body would agree with any arguments of invalidity, unenforceability or non-infringement of any third-party patent. In addition to our patents, we are aware, other parties may have filed, and in the future are likely to file, patent applications similar or identical to ours. We cannot assure that any patents issuing from applications similar to our products or will not have priority over our patent applications.

The medical device industry has been characterized by extensive litigation and administrative proceedings and other intellectual property rights, and companies have employed such actions to gain a competitive advantage. If third parties assert infringement or other intellectual property claims against us, our technical staff may experience a significant diversion of time and effort and we will incur large expenses. If our claims in any patent action are successful, our patent portfolio may be damaged, we may have to pay treble damages, and we may be required to stop selling our products or obtain a license from the third party at us to pay substantial royalties. We cannot be certain that we will have the financial resources to defend our patents from infringement or claims of invalidity or unenforceability, or to defend against the infringement of third-party patents. In addition, any public announcements related to litigation initiated by us, or initiated or threatened against us, could cause our stock price to decline.

**OUR PRODUCTS RELY ON LICENSES FROM THIRD PARTIES, AND IF WE LOSE THESE LICENSES, OUR REVENUES COULD DECLINE.**

We rely on technology that we license from others, including technology that is integral to our products. We have license agreements with several industry partners. Any of these agreements may be terminated or the agreements are terminated, we may be unable to reacquire the necessary license on satisfactory terms. Our failure to maintain these licenses could prevent or delay further development or commercialization of our products, which would have a material adverse effect on our results of operations.

***RISKS RELATING TO OUR TRADING MARKETS***

**OUR FUTURE OPERATING RESULTS MAY BE BELOW SECURITIES ANALYST EXPECTATIONS, WHICH COULD CAUSE OUR STOCK PRICE TO DECLINE.**

Due to the nascent nature of our industry, we have limited insight into trends that may affect our business. The revenue and income potential of our market are unproven, and we may be unable to generate significant revenues. Our products typically have a lengthy sales cycle. In addition, our operating results are not anticipated. If we fail to generate sufficient revenues or our costs are higher than we expect, our operating results will suffer. Further, future revenue from sales of our products is difficult to forecast because the market for our technologies is still evolving. Our results of operations will depend upon numerous factors, including:

the extent to which our products gain market acceptance;

actions relating to regulatory matters;

our timing and ability to develop our manufacturing and sales and marketing capabilities;

demand for our products;



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the size and timing of particular sales and any collection delays related to those sales;

product quality and supply problems;

the progress of surgical training in the use of our products;

our ability to develop, introduce and market new or enhanced versions of our products;

third-party payor reimbursement policies;

our ability to protect our proprietary rights and defend against third party challenges;

our ability to license additional intellectual property rights; and

the progress and results of clinical trials.

Our operating results in any particular period will not be a reliable indication of our future operating results. In some future quarters, our operating results will be below the expectations of securities analysts and investors, and the price of our common stock, and the value of your investment, will likely decline.

**OUR STOCK PRICE HAS BEEN, AND WILL LIKELY CONTINUE TO BE, VOLATILE.**

The market price of our common stock has experienced fluctuations and is likely to fluctuate. For example, during fiscal 2009, the NASDAQ closing price of one share of our common stock reached a high of \$388.01 and a low of \$247.50. During fiscal 2010, the price of our common stock reached a high of \$388.01 and a low of \$247.50. A number of reasons, including:

announcements about us or our competitors;

quarterly variations in operating results;

introduction or abandonment of new technologies or products;

regulatory approvals;

changes in product pricing policies;

changes in earnings estimates by analysts or changes in accounting policies;



economic changes and overall market volatility; and

political uncertainties.

In addition, stock markets have experienced significant price and volume volatility in the past. This volatility has had a substantial effect on the market prices of securities of many public companies, which is unrelated or disproportionate to the operating performance of the specific companies. In the past, medical device companies, including Intuitive Surgical, have historically been subject to significant price fluctuations that may affect the market price of their common stock. If these broad market fluctuations adversely affect the market price of our common stock.

**ITEM 1B. UNRESOLVED STAFF COMMENTS**

None.

**ITEM 2. PROPERTIES**

As of December 31, 2010, we owned approximately 540,000 square feet of space on 33000 California, where we house our headquarters, research and development, service, and support manufacturing operations. In addition, we entered into an agreement in August 2010

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to purchase 17.7 acres of land and buildings for \$33.0 million in Sunnyvale, California to build approximately 50,000 square feet of space in Sunnyvale, California for logistics and inventory, approximately 5,000 square feet of space for our development in Milford, Connecticut, approximately 5,000 square feet of space for our operations in Aubonne, Switzerland and a 34,000 square-foot building in Mexicali, Mexico where we have recorded instruments. We also lease facilities for sales and operations in Tokyo, Japan and Shanghai.

**ITEM 3. LEGAL PROCEEDINGS**

From time to time, we may be involved in a variety of claims, lawsuits, investigations and proceedings, including contract disputes, product liability, patent infringement, contract disputes and other matters relating to the normal course of our business. Certain of these lawsuits are described in further detail below. We do not believe we will prevail in these matters nor can we assure that any remedy could be reached on our behalf. Based on currently available information, we believe that we have meritorious defenses to these claims. The resolution of these cases is not likely to have a material adverse effect on our business, financial condition or operations. In accordance with U.S. GAAP, we record a liability when it is both probable that a loss has been incurred and the amount of the loss can be reasonably estimated. These provisions are reviewed at least quarterly for the impacts of negotiations, settlements, rulings, advice of legal counsel, and other information that may affect the particular case.

**Purported Shareholder Class Action Lawsuit filed August 6, 2010**

On August 6, 2010, a purported class action lawsuit entitled *Perlmutter v. Intuitive Surgical, Inc.* was filed against us and seven of our current and former officers and directors in the United States District Court for the Central District of California. The lawsuit seeks unspecified damages on behalf of a putative class of persons who otherwise acquired our common stock between February 1, 2008 and January 7, 2009. The lawsuit alleges that the defendants violated federal securities laws by making allegedly false and misleading statements and omissions in our filings with the Securities and Exchange Commission.

**Purported Derivative Actions**

On August 19, 2010, an alleged shareholder caused a purported shareholder's derivative lawsuit to be filed in the Superior Court of California for the County of Santa Clara. The lawsuit, No. 1-10-CV-180416, names the company as defendant, and naming 14 of our current and former officers and directors as defendants. The lawsuit seeks unspecified damages purportedly sustained by us in connection with our financial reporting and/or omissions made in connection with our financial reporting for the period between February 1, 2008 and January 7, 2009. It also seeks a series of changes to our corporate governance policies and an award of attorney's fees. In August 2010, another purported shareholder filed an essentially identical lawsuit entitled *Appleby v. Intuitive Surgical, Inc.*, No. 1-10-CV-182645, in the same court against 15 of our current and former officers and directors. The court ordered that the two cases be consolidated for all purposes.

**Table of Contents****PART II****ITEM 5. MARKET FOR REGISTRANT'S COMMON EQUITY, RELATED STOCK ISSUER PURCHASES OF EQUITY SECURITIES  
PRICE RANGE OF COMMON STOCK**

Our common stock is being traded on The NASDAQ Global Select Market under the symbol ROYCE. The following table sets forth the high and low closing prices of our common stock for each period indicated and

Fiscal	2010	
	High	Low
First Quarter	\$ 362.80	\$ 304.39
Second Quarter	\$ 388.01	\$ 311.90
Third Quarter	\$ 340.51	\$ 265.03
Fourth Quarter	\$ 292.89	\$ 247.50

As of January 20, 2011, there were 480 stockholders of record of our common stock, although there may be a significantly larger number of beneficial owners of our common stock.

**DIVIDEND POLICY**

We have never declared or paid any cash dividends. We currently expect to retain earnings for the expansion of our business, and therefore do not anticipate paying any cash dividends in the future.

**SECURITIES AUTHORIZED FOR ISSUANCE UNDER EQUITY COMPENSATION PLANS**

The following table contains information as of December 31, 2010 for two categories of securities authorized for issuance under equity compensation plans:

Plan Category	Number of securities to be issued upon exercise of outstanding options, warrants and rights (a)	Weighted average exercise price of outstanding securities (b)
Equity compensation plans approved by security holders	4,588,376	\$ 247.50
Equity compensation plans not approved by security holders	224,694	\$ 247.50
<b>Total</b>	<b>4,813,070</b>	<b>\$ 247.50</b>

**RECENT SALE OF UNREGISTERED SECURITIES**

None.

**ISSUER PURCHASES OF EQUITY SECURITIES**

On March 4, 2009, we announced that our Board of Directors (the Board ) had authorized \$300.0 million of our common stock. In the first quarter ended March 31, 2009, we repurchased \$150.0 million of our common stock, leaving \$150.0 million remaining to be repurchased under the program. On July 2, 2009, the Board authorized an additional \$150.0 million for share repurchase, with no specific expiration date, increasing the amount to be repurchased under the program to \$300.0 million.

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The table below summarizes our share repurchase activity for the three months ended D

<b>Fiscal Period</b>	<b>Total Number of Shares Repurchased</b>	<b>Average Price Paid Per Share</b>	<b>Tot Shar</b>
October 1, 2010 to October 31, 2010	40,000	\$ 265.28	
November 1, 2010 to November 30, 2010	290,000	\$ 265.28	
December 1, 2010 to December 31, 2010	200,000	\$ 261.29	
Total during quarter ended December 31, 2010	530,000	\$ 263.77	

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**STOCK PERFORMANCE GRAPH**

The graph set forth below compares the cumulative total stockholder return on our common stock from December 31, 2005 and December 31, 2010, with the cumulative total return of (i) the S&P Healthcare Index and (iii) the S&P 500 Index, over the same period. This graph assumes the investment of \$100 in our common stock, the S&P Healthcare Index, the Nasdaq Composite Index, and the S&P 500 Index on December 31, 2005, and the reinvestment of dividends, if any. We included the comparison with the S&P 500 Index component of the S&P 500 Index on June 2, 2008.

The comparisons shown in the graph below are based upon historical data. We caution that the performance shown in the graph below is not necessarily indicative of, nor is it intended to forecast, the performance of our common stock.

	12/31/05	12/31/06	12/31/07	12/31/10
Intuitive Surgical, Inc.	100.00	81.78	275.43	108.33
NASDAQ Composite	100.00	109.52	120.27	71.33
S&P Healthcare Index	100.00	105.78	111.49	84.33
S&P 500 Index	100.00	113.62	117.63	72.33

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### ITEM 6. SELECTED CONSOLIDATED FINANCIAL DATA

The following selected consolidated financial data should be read in conjunction with our financial statements and the accompanying Notes and Management's Discussion and Analysis of Financial Results included elsewhere in this report. The selected data in this section is not intended to replace our financial statements.

	2010	2009	Year Ended 2008
	(In millions, except per share)		
Revenue	\$ 1,413.0	\$ 1,052.2	\$ 1,052.2
Gross profit	\$ 1,030.0	\$ 751.1	\$ 751.1
Net income (1)	\$ 381.8	\$ 232.6	\$ 232.6
Net income per common share:			
Basic	\$ 9.74	\$ 6.07	\$ 6.07
Diluted	\$ 9.47	\$ 5.93	\$ 5.93
Shares used in computing basic and diluted net income per share:			
Basic	39.2	38.3	38.3
Diluted	40.3	39.2	39.2
Cash, cash equivalents and investments	\$ 1,608.9	\$ 1,172.0	\$ 1,172.0
Total assets	\$ 2,390.4	\$ 1,809.7	\$ 1,809.7
Long-term liabilities	\$ 79.2	\$ 69.6	\$ 69.6
Shareholders' equity	\$ 2,037.4	\$ 1,537.3	\$ 1,537.3
Total headcount	1,660	1,263	1,263

- (1) Net income for the years ended December 31, 2010, 2009, 2008, 2007 and 2006 includes compensation expense under U.S. GAAP of \$78.4 million, \$70.5 million, \$53.4 million, \$53.4 million, respectively, net of tax, related to employee stock options and employee stock purchase plans. For the years ended December 31, 2010, 2009, 2008, 2007, and 2006 included amortization of intangible property of \$16.3 million, \$15.1 million, \$9.8 million, \$1.3 million and \$0.8 million, respectively.

### ITEM 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL RESULTS OF OPERATIONS

#### Overview

#### *2010 Business Events and Trends*

**Products.** We design, manufacture and market *da Vinci* Surgical Systems, which are advanced surgical systems. We believe represent a new generation of surgery. We believe that this new generation of surgery, is a significant advancement similar in scope to previous generations of surgery, including laparoscopic surgery, or conventional MIS. The *da Vinci* Surgical System consists of a surgeon's console, a patient cart, and a high performance vision system. The *da Vinci* Surgical System translates the surgeon's movements into corresponding micro-movements of the surgical instruments. The surgery is performed on instrument controls at a console, into corresponding micro-movements of the surgical instruments through small incisions, or ports. We believe that the *da Vinci* Surgical System provides superior control, range of motion, fine tissue manipulation capability and high definition 3-D vision, which enables the surgeons to work through the small ports of MIS.

By placing computer-enhanced technology between the surgeon and the patient, we believe that the *da Vinci* Surgical System enables surgeons to deliver higher value minimally invasive surgical procedures to their patients. The primary goal is equal to: *procedure efficacy / invasiveness*. Here *procedure efficacy* is a





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measure of the success of the surgery in resolving the underlying disease and *invasiveness* treatment is itself. When the patient value of robotic surgery is significantly higher than seen that patients will seek out surgeons and hospitals that offer *da Vinci* procedures, position in the marketplace and can lead to the broad adoption of robotic surgery. These adoptions are driven by the relative patient value of *da Vinci* procedures against alternatives for the

**Business Model.** In our business model, we generate revenue from both the initial capital as well as recurring revenue, derived from sales of instruments, accessories and service. Our system generally sells for between \$1.0 million and \$2.3 million, depending on configuration and represents a significant capital equipment investment for our customers. We then generate recurring revenue from our *EndoWrist* instruments and accessory products for use in performing procedures with our *EndoWrist* instruments and accessories have a limited life and will either expire or wear out at which point they are replaced. We also generate recurring revenue from ongoing system maintenance service contracts at the time the system is sold. These service contracts have been generated over a service period, typically at an annual rate of approximately \$100,000 to \$170,000 per year for the underlying system.

Recurring revenue has generally grown at a faster rate than system revenue. Recurring revenue was \$261.7 million, or 48% of total revenue in 2008, to \$561.7 million, or 53% of total revenue in 2010. The increase in recurring revenue relative to system revenue reflects our growing base of installed *da Vinci* Surgical Systems. We expect recurring revenue to be \$600 million in the future. The installed base of *da Vinci* Surgical Systems has grown to 1,750 units with 1,395 at December 31, 2009 and 1,111 at December 31, 2008.

### ***Regulatory Activities***

We believe that we have obtained the necessary clearances to market our products to our customers in the United States. As we make additions to target procedures, we will continue to seek to obtain the following table lists chronologically our FDA clearances to date:

July 2000 General laparoscopic procedures

March 2001 Non-cardiac thoracoscopic procedures

May 2001 Prostatectomy procedures

November 2002 Cardiotomy procedures

July 2004 Cardiac revascularization procedures

March 2005 Urologic surgical procedures

April 2005 Gynecologic surgical procedures

June 2005 Pediatric surgical procedures

December 2009 Transoral Otolaryngologic surgical procedures

During first quarter of 2009, we received clearances to market our *da Vinci Si* Surgical System in Europe.

In November 2009, we received regulatory (Shonin) approval from the Japanese Ministry of Health, Labour and Welfare (MHLW) for our *da Vinci S* System in Japan. During the year ended December 31, 2010, we had sales in Japan. These sales were primarily made to early adopters. We are currently focusing our efforts on expanding our sales in Japan.

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efforts with Johnson & Johnson K.K. Medical Company (Japan) on obtaining specific regulatory approvals for procedures in Japan. If we are not successful in obtaining system wide single procedure approvals for future products and procedures, then the demand of our products could be impacted. We have an experienced regulatory team from Johnson & Johnson K.K. Medical Company (Japan) in place and we are continuing to work with them to meet government requirements. We have partnered with a separate independent distribution partner in Japan who is responsible for marketing, selling and servicing our products in Japan.

### ***2010 Business Events and Trends***

**Economic Environment.** During the first half of 2009, the world-wide economic recession impacted sales of *da Vinci* Surgical Systems. The 441 total *da Vinci* Surgical Systems sold in the year ended December 31, 2009, compared to those sold during the same period of 2009 by 103 systems.

***da Vinci Si* Surgical System Product Launch.** During the second quarter of 2009 we launched the *da Vinci Si*. The *da Vinci Si* brings to market three significant innovations. First, our HD camera is substantially redesigned for increased visual acuity and improved ease-of-use. The HD camera's performance is similar to the move from 720p to 1080i in commercial television. We believe this performance will continue to enhance surgeon precision and confidence and may contribute to shorter procedure times. Secondly, the *da Vinci Si* surgeon console's user interface provides an integrated control of *da Vinci* products and other operating room devices, such as electrosurgical units. The interface also includes a set of ergonomic controls for surgeon comfort. We believe this will facilitate easier surgeon training. The third significant improvement is the introduction of a dual surgeon console, which will allow new methods of training *da Vinci* surgeons and enable collaborative surgery, a surgeon sitting at a second console can view the same surgery as the primary surgeon. *Vinci Si*, a surgeon sitting at a second console can view the same surgery as the primary surgeon. Some or all of the *da Vinci* arms learn from the primary surgeon. We believe this will both shorten the learning curve and allow collaborative surgery in complex cases.

The *da Vinci Si* Surgical System was FDA approved and CE marked upon launch and is available in markets other than Japan. *da Vinci Si* Systems are available with an option to purchase a second console, additional instruments and most *da Vinci S* accessories, excluding endoscopes and drapes, are compatible with the *da Vinci Si*. We will continue to sell, service and support the *da Vinci S* Surgical System. Our sales of the *da Vinci S* System have substantially ended; however, we continue to service and support this product.

Most customers who purchased *da Vinci S* Surgical Systems in the first quarter of 2009 have upgraded their recently purchased *da Vinci S* Surgical Systems to *da Vinci Si* Surgical Systems. Our upgrade program also provided our customers the opportunity to return their *da Vinci S* camera accessories and receive a credit towards the purchase of *da Vinci Si* camera or other accessories. Offers were given until June 30, 2009 to accept our offer. Total revenue in an amount equal to \$6.3 million, was deferred in the first quarter of 2009. During the second quarter of 2009, we recognized revenue from offers declined, upgrades completed or accessories delivered. In the third quarter of 2009, we recognized *Vinci Si* system upgrade offers and recognized the remaining \$6.3 million of deferred revenue. The recognition did not impact the comparability of the results for the year ended 2010 to an

Market acceptance of the *da Vinci Si* Surgical System has been positive since its market launch in 2009. In the year ended December 31, 2010, 372 out of 441 systems sold were *da Vinci Si* systems, or approximately 84% of system sales.

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In the third quarter of 2010, we introduced the new *Si-e* model of the *da Vinci* Surgical System designed to deliver core *da Vinci* functionality, providing a flexible, capable and economical robotic-assisted procedures. The *da Vinci Si-e* system is fully upgradeable to the *da Vinci* (third instrument arm), and other enhancements. During the year ended December 31, 2010,

In the fourth quarter of 2010, we introduced the *da Vinci* Skills Simulator. The simulator is shipping in early 2011 for the *da Vinci Si* Surgical System that gives a user the opportunity to practice the surgeon console controls. The simulator incorporates three-dimensional, physics-based simulation to immerse the user within a virtual environment. The user navigates through the environment by controlling virtual instruments from the surgeon console. The suite of exercises includes a variety of task-specific metrics. Upon completion of a skills exercise, the simulator provides a quantitative assessment of the user's performance. The Skills Simulator is intended to augment, not replace, the *da Vinci Si* Surgical System.

### ***2010 Financial Highlights***

Total revenue increased to \$1,413.0 million, or 34%, during the year ended December 31, 2010, from \$1,054.5 million during the year ended December 31, 2009.

Approximately 278,000 *da Vinci* procedures were performed during the year ended December 31, 2010, or approximately 35% from last year.

Instruments and accessories revenue increased to \$528.8 million or 36% during the year ended December 31, 2010, from \$389.4 million during the year ended December 31, 2009.

Recurring revenue increased to \$752.7 million, or 34% during the year ended December 31, 2010, from \$561.7 million during the year ended December 31, 2009, or 53% of total revenue from \$561.7 million during the year ended December 31, 2009, or 53% of total revenue.

We sold 441 *da Vinci* Surgical Systems during the year ended December 31, 2010, or 35% from last year, or 441 *da Vinci* Surgical Systems during the year ended December 31, 2009.

System revenue increased to \$660.3 million, or 35% during the year ended December 31, 2010, from \$488.0 million during the year ended December 31, 2009.

As of December 31, 2010, we had a *da Vinci* Surgical System installed base of 1,011 in the United States, 316 in Europe, and 151 in the rest of the world.

Operating income increased to \$555.2 million, or 47% during the year ended December 31, 2010, from \$377.4 million during the year ended December 31, 2009. Operating income increased to \$555.2 million during the years ended December 31, 2010 and 2009, respectively, of which \$100.0 million was related to employee stock programs.

We ended fiscal 2010 with \$1,608.9 million in cash, cash equivalents and investments increased by \$436.9 million during 2010 driven by cash flow generated from employee stock programs, partially offset by \$198.6 million used to repurchase 0.7 million shares of common stock, and \$96.0 million used for capital expenditures on property.

**Procedure adoption**

We believe the adoption of *da Vinci* surgery occurs surgical procedure by surgical procedures which offer greater patient value than non *da Vinci* alternatives . We believe patient is higher if it offers superior clinical outcomes, less surgical trauma, or both.

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An increasing body of peer review literature has indicated that dVP offers improved functional outcomes compared to traditional open prostatectomy with less surgical and post-surgical morbidity. Favorable outcomes have also been reported in hysterectomies for cancerous pathology, which include increased lymph node harvest, reduced blood transfusion. For most patients, a minimally invasive approach using dVP offers reduced pain, less blood loss, shorter hospital stays, reduced post-operative complication rates and faster return to normal activities when compared to open surgery.

In 2010, approximately 278,000 surgical procedures were performed with the *da Vinci* SRS, a 35% increase compared to 2009. The growth in our overall procedure volume was driven primarily by an increase in the U.S., *da Vinci* Prostatectomy (dVP) outside the U.S. and pull-through procedures in other categories (Nephrectomy (partial and full), Sacralcolpopexy, Myomectomy, Cystectomy).

During 2010, dVH became our highest volume procedure, surpassing dVP. dVH procedures increased from 69,000 cases in 2009 to approximately 110,000 cases in 2010, of which approximately 30,000 were for cancer and the remaining 78,000 related to benign conditions. The very large majority of dVH procedures are performed in the US market, where we estimate the total annual addressable robotic market to be approximately 150,000, of which about 50,000 are for cancer.

dVP procedure volume grew from approximately 90,000 cases in 2009 to approximately 85,000 cases in 2010. The large majority of the approximately 85,000 prostatectomies performed each year in 2010 were performed with *da Vinci*. 2010 US dVP volume was essentially flat, with the majority of our 2010 world volume coming from European markets.

Other procedures (non-dVH/dVP) grew over 50% in 2010 to approximately 70,000 cases. The majority of these procedures is comprised of pull-through procedures such as *da Vinci* Partial Nephrectomy, Sacralcolpopexy in Gynecology as well as other procedures, which we term emerging procedures. Some of these procedures are earlier in their development, such as *da Vinci* Transoral Robotic Surgery (TORS) in head and neck surgery. While results in emerging procedures are encouraging and may point to significant patient value, the current absolute base and their future growth rates are uncertain.

## **Technology Acquisitions**

We continue to make several strategic acquisitions of intellectual property and related technologies during the year ended December 31, 2010. Total acquisition cost was \$25.7 million during the year ended December 31, 2009. Amortization expense related to purchases during the year ended December 31, 2010 and 2009 were \$16.3 million and \$15.1 million, respectively.

## **Building Acquisition**

During the third quarter of 2010, we entered into an agreement to purchase 17.7 acres of land in Sunnyvale, California by June 2011. This property is in close proximity to our existing facilities. In connection with the agreement to support the potential growth of our business there is no guarantee that any expansion will take place in the timeframe we expected, or at all.

**Table of Contents****Results of Operations**

The following table sets forth, for the years indicated, certain Consolidated Statements of

	2010	% of total revenue	Year Ended Dec 2009
<b>Revenue:</b>			
Product	\$ 1,189.1	84%	\$ 879.9
Service	223.9	16%	172.3
<b>Total revenue</b>	<b>1,413.0</b>	<b>100%</b>	<b>1,052.2</b>
<b>Cost of revenue:</b>			
Product	297.3	21%	237.6
Service	85.7	6%	63.5
<b>Total cost of revenue</b>	<b>383.0</b>	<b>27%</b>	<b>301.1</b>
Product gross profit	891.8	63%	642.3
Service gross profit	138.2	10%	108.8
<b>Gross profit</b>	<b>1,030.0</b>	<b>73%</b>	<b>751.1</b>
<b>Operating expenses:</b>			
Selling, general and administrative	358.8	25%	278.6
Research and development	116.0	8%	95.1
<b>Total operating expenses</b>	<b>474.8</b>	<b>33%</b>	<b>373.7</b>
Income from operations	555.2	40%	377.4
Interest and other income, net	17.1	1%	18.7
Income before income taxes	572.3	41%	396.1
Income tax expense	190.5	14%	163.5
<b>Net income</b>	<b>\$ 381.8</b>	<b>27%</b>	<b>\$ 232.6</b>

**Total Revenue**

Total revenue increased by 34% and 20% during the years ended December 31, 2010 and 2009, respectively, from \$874.9 million during the year ended December 31, 2008. Total revenue increased to \$1,413.0 million during the year ended December 31, 2010 from \$1,052.2 million during the year ended December 31, 2009 from \$874.9 million during the year ended December 31, 2008. Total revenue growth was primarily due to the continued adoption of *da Vinci* surgery. We believe that robotic surgery will be adopted more widely, driving higher system and recurring revenue. Our revenue growth during the year ended December 31, 2010 was primarily due to the adoption of *da Vinci* procedures in our target procedures. dVH and dVP are our two largest procedures, representing more than 50% of total revenue over the past several years.

Revenue within the United States accounted for 80%, 79%, and 78% of total revenue during the years ended December 31, 2010, 2009, and 2008, respectively. We believe domestic revenue has accounted for the majority of total revenue primarily due to the ability of patients to choose their provider and method of treatment.

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The following table summarizes our revenue and *da Vinci* Surgical System unit sales for the year ended December 31, 2010 (except unit sales and percentages):

<b>Revenue</b>	<b>2010</b>	<b>Year End</b>
Instruments and accessories	\$ 528.8	
Systems	660.3	
<b>Total product revenue</b>	<b>1,189.1</b>	
Services	223.9	
<b>Total revenue</b>	<b>\$ 1,413.0</b>	
Recurring revenue	\$ 752.7	
% of total revenue	53%	
Revenue Domestic	\$ 1,126.0	
Revenue International	287.0	
<b>Total revenue</b>	<b>\$ 1,413.0</b>	
<b>Domestic Unit Sales</b>	<b>335</b>	
<b>International Unit Sales</b>	<b>106</b>	
<b>Total Unit Sales</b>	<b>441</b>	

***Product Revenue***

Product revenue increased to \$1,189.1 million during the year ended December 31, 2010, compared to \$389.4 million during the year ended December 31, 2009.

Instruments and accessories revenue increased to \$528.8 million for the year ended December 31, 2010, compared with \$389.4 million for the year ended December 31, 2009. The increase in revenue was primarily due to higher initial instrument and accessory stocking orders and, to a lesser extent, higher initial instrument and accessory stocking orders and unit sales.

Procedure growth occurred in all of our targeted procedures with dVH and dVP being the primary drivers. Utilization per installed system for the year ended December 31, 2010 also increased as compared to the year ended December 31, 2009. Instrument and accessory list pricing remained unchanged from 2009.

Systems revenue increased to \$660.3 million during the year ended December 31, 2010, compared to \$338.1 million during the year ended December 31, 2009 primarily due to 103 more systems sold in 2010. We sold 338 *da Vinci Si* Surgical Systems, or 338 systems, during the year ended December 31, 2010, compared with 338 in the year ended December 31, 2009. Of the 338 *da Vinci Si* Surgical Systems sold during the year ended December 31, 2010, 235 were the *da Vinci Si* Surgical Systems, or 235 systems, traded in during the year ended December 31, 2010, compared with 54 standard systems traded in during the year ended December 31, 2009. Trade ins occurred during the fourth quarter. Prior to the fourth quarter 2010, transactions from *da Vinci S* to a *da Vinci Si* system were included in upgrade revenue and excluded from unit sales. The fourth quarter 2010 treatment reflects the current nature of the higher-priced transactions where completely new *da Vinci Si* systems in exchange for their used *da Vinci Ss*, rather than re-upgrades of their *da Vinci S* units. The 2010 average selling price (ASP) of \$1.44 million, compared to \$1.39 million, resulting from a higher percentage of the higher-priced single and dual console systems product mix. System upgrade revenue was \$25.1 million for the year ended December 31, 2010, compared to \$19.1 million for the year ended 2009.





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Product revenue increased to \$879.9 million during the year ended December 31, 2009 from \$800.0 million during the year ended December 31, 2008.

Instruments and accessories revenue increased to \$389.4 million for the year ended December 31, 2009 from \$293.0 million for the year ended December 31, 2008. The increase in revenue was primarily due to higher volume of procedures performed. Procedure growth occurred in all of our targeted procedures with dVH and dVH systems. Utilization per installed system for the year ended December 31, 2009 also increased from 85% during the year ended December 31, 2008. Instrument and accessory list pricing remained unchanged from 2008.

Instrument and accessory revenue per procedure declined approximately 12% during 2009 due to lower volume of initial stocking orders. The amount of revenue related to stocking orders is less impactful on revenue per procedure as stocking orders grows. In addition, we believe our customers are becoming more efficient in their use of our systems as procedure volumes increase. We expect these factors to continue to cause a decrease in revenue per procedure in the future.

Systems revenue increased to \$490.5 million during the year ended December 31, 2009, from \$450.0 million during the year ended December 31, 2008 primarily due to more 2009 system upgrade revenue. Revenue from new systems sold. System upgrade revenue for the year ended December 31, 2009 increased to \$139.0 million for the year ended December 31, 2008, driven by the impact of 2009 *da Vinci Si* systems. The average ASP of \$1.39 million was higher than the 2008 ASP of \$1.34 million, primarily associated with the launch of *da Vinci Si* systems. We sold 338 *da Vinci Surgical Systems* during 2009, compared with 335 systems during 2008. Systems sold during 2009 were *da Vinci Si* Systems.

### ***Service Revenue***

Service revenue, comprised primarily of system service and customer training, increased to \$172.3 million during the year ended December 31, 2010 from \$172.3 million for the year ended December 31, 2009. Service revenue is primarily derived from contracts at the time systems are sold. These service contracts have been generally renewed. Higher service revenue for 2010 was driven by a larger base of *da Vinci Surgical Systems*.

Service revenue increased to \$172.3 million for the year ended December 31, 2009, up from \$139.0 million during the year ended December 31, 2008. Higher service revenue for 2009 was driven by a larger base of *da Vinci Si* service contract billings. The average service revenue per system during the year ended December 31, 2009 compared with \$139,000 during the year ended December 31, 2008, primarily due to the slightly higher *da Vinci Si* contract rates.

### ***Gross Profit***

Product gross profit during the year ended December 31, 2010 increased 39% to \$891.8 million, or 73.0% of product revenue, compared to \$642.3 million, or 73.0% of product revenue, during the year ended December 31, 2009. The higher product gross profit was driven by higher 2010 product revenue, as described above. The higher product gross profit was also driven by higher 2010 system ASPs, system and instrument material cost reductions, lower volume of obsolete inventory, and leveraging manufacturing overhead across higher revenue. Product gross profit during the year ended December 31, 2010 and 2009 reflected stock-based compensation expense of \$9.6 million and \$7.7 million, respectively.

Product gross profit during the year ended December 31, 2009 was \$642.3 million, or 73.3% of product revenue, compared to \$548.3 million, or 73.3% of product revenue, during the year ended December 31, 2008. The higher product gross profit was driven by the higher 2009 product revenue, as described above. The slightly lower product gross profit was driven by lower margins associated with the launch of *da Vinci Si*. Product gross profit during the year ended December 31, 2009 and 2008 reflected stock-based compensation expense of \$7.7 million and \$6.3 million, respectively.



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Research and development expenses during the year ended December 31, 2009 increased \$79.4 million during the year ended December 31, 2008. The increase is due to the growth organization, higher product prototype expenses, higher amortization expenses of purchased stock-based compensation expense. Amortization expenses related to purchased intellectual property December 31, 2009 was \$14.4 million, compared to \$9.1 million during the year ended December 31, 2008. Compensation expense charged to research and development expense during the years ended December 31, 2009 and 2008 were \$21.4 million and \$17.1 million, respectively.

***Interest and Other Income, Net***

Interest and other income, net, was \$17.1 million during the year ended December 31, 2009, compared to \$18.7 million during the year ended December 31, 2008. Lower interest and other income, net for the year ended December 31, 2009 was primarily due to lower interest rates earned on cash and investment balances in 2010, partially offset by gains and losses.

Interest and other income, net, was \$18.7 million during the year ended December 31, 2008, compared to \$13.0 million during the year ended December 31, 2007. The decline of \$5.7 million during the year ended December 31, 2008 was primarily due to lower interest rates earned on cash and investment balances in 2009.

***Income Tax Expense***

Our income tax expense was \$190.5 million, \$163.5 million, and \$130.9 million during the years ended December 31, 2010, 2009, and 2008, respectively. The effective tax rate for 2010 was approximately 33.3%, compared to 35.0% for 2009 and 39.0% for 2008. The effective tax rate for 2010 was lower than the statutory rate of 35% due primarily to state income taxes net of federal benefit and non-deductible stock option compensation, partially offset by 2010 research and development ( R&D ) credit, and by the effect of income of our subsidiaries being taxed at rates lower than the federal statutory rate. We intend these investments to be indefinitely reinvested outside the United States. The effective tax rate for 2009 was approximately 35.0% due primarily to state income taxes net of federal benefit and non-deductible stock option compensation, partially offset by R&D credit and domestic production deductions generated in 2009. The effective tax rate for 2008 was approximately 39.0%, which differed from the U.S. federal statutory rate of 35% due primarily to state income taxes net of federal benefit and non-deductible stock option compensation, partially offset by R&D credit and domestic production deductions generated in 2008. The lower effective tax rate in 2010 as compared to 2009 was primarily due to an increase in foreign earnings on which U.S. income taxes have not been provided as a result of investments indefinitely reinvested outside the U.S.

In December 2010, a retroactive two-year extension of federal R&D credit through the end of 2011 was enacted. The federal R&D credit has previously expired at the end of year 2009. As a result of this extension, we recorded a federal R&D credit benefit of \$4.6 million for the full year 2010 discretely in our 2010 financial statements.

A California tax law change enacted in February 2009 allows an elective single sales factor apportionment for taxable years beginning on or after January 1, 2011. We expect to benefit from the California single sales factor apportioning income for years 2011 and beyond. As a result of our anticipated election of the single sales factor apportionment in accordance with ASC 740, Income Taxes, we have re-measured our deferred tax assets and liabilities to account the reversal pattern and the expected California tax rate under the elective single sales factor apportionment.

**Table of Contents****Liquidity And Capital Resources*****Sources and Uses of Cash***

Cash generation is one of the fundamental strengths of our business model and provides flexibility in meeting our operating, investing and financing needs. Our principal source of cash is from operations and the exercise of stock options. Cash and cash equivalents plus short and long-term investments increased from \$901.9 million at December 31, 2008, to \$1,172.0 million at December 31, 2009, to \$1,230.4 million at December 31, 2010.

See Item 7A. Quantitative and Qualitative Disclosures About Market Risk for discussion of market risk on our investment portfolio.

***Consolidated Cash Flow Data***

	2010
Net cash provided by (used in)	
Operating activities	\$ 528.0
Investing activities	(476.5)
Financing activities	7.7
Effect of exchange rates on cash and cash equivalents	(0.8)
Net increase in cash and cash equivalents	\$ 58.4

***Operating Activities***

During the year ended December 31, 2010, cash flow from operations of \$528.0 million increased from \$385.1 million for two primary reasons:

- 1) Our net income included substantial non-cash charges in the form of stock-based compensation, amortization of intangible assets, taxes and depreciation. These non-cash charges totaled \$129.0 million for the year ended December 31, 2010.

- 2) Cash provided by working capital during the year ended December 31, 2010 was \$29.2 million or 5% of cash flow from operations. Working capital is comprised primarily of accounts receivable, inventory, deferred revenue and other assets. Accounts receivable increased by \$29.2 million or 51% in 2010. The growth in inventory reflects increased demand for our products and the supply of key components as December 31<sup>st</sup> quantities were below optimal levels and in part due to new product introductions. Deferred revenue, which includes deferred service contract revenue that is recognized over the contract period, increased \$26.5 million or 26% in 2010 related to the increase in the number of service contracts exist. Other liabilities including accounts payable, accrued compensation and other liabilities increased \$60.1 million or 35% in 2010, primarily due to timing of vendor payments and compensation during 2010.

During the year ended December 31, 2009, cash flow from operations of \$385.1 million increased from \$290.9 million for two primary reasons:

- 1) Our net income included substantial non-cash charges in the form of stock-based compensation, amortization of intangible assets, taxes and depreciation. These non-cash charges totaled \$114.0 million for the year ended December 31, 2009.
- 2) Cash provided by working capital and other assets during the year ended December 31, 2009 was \$38.0 million.

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Working capital is comprised primarily of accounts receivable, deferred revenue and other assets. Working capital increased \$35.3 million or 21% in 2009, primarily reflecting increased revenue. Deferred revenue, which includes deferred service contract revenue that is being amortized over the service contract period, increased \$24.6 million or 45% in 2009, which is primarily related to the increase in the number of installed systems for which service contracts exist. Other liabilities including accounts payable, accrued compensation and employee benefits, and accrued liabilities increased \$32.4 million or 34% in 2009, reflecting changes in the volume of our business and timing of vendor payments and increase in unrecognized tax benefits.

During the year ended December 31, 2008, cash flow from operations of \$278.2 million was used for two primary reasons:

- 1) Our net income included substantial non-cash charges in the form of stock-based compensation, amortization of intangible assets, taxes and depreciation. These non-cash charges totaled \$83.5 million for the year ended December 31, 2008.
- 2) We experienced rapid growth in our business with revenues increasing 46% during 2008. Our net investment in working capital and other operating assets totaled \$106.0 million for the year ended December 31, 2008.

Working capital is comprised primarily of accounts receivable, inventory, deferred revenue and other assets. Accounts receivable increased \$39.7 million or 30% in 2008, primarily reflecting increased revenue. Inventory increased \$31.1 million or 96% in 2008 primarily due to lower than expected system revenue in the year. Deferred revenue, which includes deferred service contract revenue that is being amortized over the service contract period, increased \$24.6 million or 45% in 2008, which is primarily related to the increase in the number of installed systems for which service contracts exist. Other liabilities including accounts payable, accrued compensation and employee benefits, and accrued liabilities increased \$32.4 million or 34% in 2008, reflecting changes in the volume of our business and timing of vendor payments and increase in unrecognized tax benefits.

### ***Investing Activities***

Net cash used in investing activities during the years ended December 31, 2010, 2009, and 2008 was \$106.0 million, \$198.5 million, respectively, and purchases of property and equipment and licensing of intellectual property were \$53.4 million and \$106.0 million, respectively. We invest predominantly in high quality investments. Our investment portfolio may at any time contain investments in U.S. Treasury and U.S. government securities, corporate bonds and/or tax exempt municipal notes (some of which may have an auction reset feature), cash, cash equivalents, paper, cash deposits and money market funds. We are not a capital-intensive business.

### ***Financing Activities***

Net cash provided by financing activities in 2010 consisted primarily of proceeds from stock purchases of \$141.1 million and excess tax benefits from stock-based compensation of \$66.9 million for the repurchase of approximately 0.7 million shares of our common stock through an accelerated repurchase program. Net cash used in financing activities in 2009 consisted primarily of \$150.0 million used for the repurchase of our common stock through an accelerated repurchase program, offset by proceeds from stock purchases of \$58.7 million, and excess tax benefits from stock-based compensation of \$91.3 million. Net cash provided by financing activities in 2008 consisted primarily of proceeds from stock option exercises of \$44.7 million and excess tax benefits from stock-based compensation of \$53.3 million.

Our cash requirements depend on numerous factors, including market acceptance of our products, the cost of developing and supporting our products and other factors. We expect to continue to

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devote substantial resources to expand procedure adoption and acceptance of our products. In addition to our substantial investments in our sales force, product development activities, facilities and infrastructure, and our business model, we anticipate that we will continue to be able to fund future growth through our operations. We believe that our current cash, cash equivalents and investment balances, together with the proceeds from the sale of our products, will be sufficient to meet our liquidity requirements for the foreseeable future.

**Contractual Obligations and Commercial Commitments**

The following table summarizes our contractual obligations as of December 31, 2010 (in millions of dollars):

	Total	Payments	
		Less than 1 year	1 to 3 years
Operating leases	\$ 4.8	\$ 2.1	\$ 2.7
Purchase commitments and obligations	212.2	210.8	1.4
<b>Total contractual obligations</b>	<b>\$ 217.0</b>	<b>\$ 212.9</b>	<b>\$ 4.1</b>

**Operating leases.** We lease office spaces in the United States, Switzerland, Mexico, Japan and other countries, and automobiles for certain sales and field service employees. Operating lease amounts include our obligations under all our non-cancelable operating leases with an initial term in excess of one year.

**Purchase commitments and obligations.** These amounts include an estimate of all open purchase orders and other obligations in the ordinary course of business, including commitments with contract manufacturers for goods we have not received the goods or services, acquisition and licensing of intellectual property, and land and buildings in Sunnyvale, California. A majority of these purchase obligations are for goods and services. If purchase orders are considered enforceable and legally binding, the terms generally allow us to cancel or modify and adjust our requirements based on our business needs prior to the delivery of goods or services. In addition to the above, we have committed to make potential future milestone payments to third parties in connection with our collaboration and development arrangements. Payments under these agreements are contingent upon the achievement of certain developmental, regulatory and/or commercial milestones. Because the timing of these milestones is neither probable nor reasonably estimable, such contingencies have not been included in our Balance Sheets and have not been included in the table above.

**Other commitments.** We are unable to make a reasonably reliable estimate as to when payments will be made for unrecognized tax benefits. Therefore, our liability for unrecognized tax benefits is not included in our Balance Sheets.

**Off-Balance-Sheet Arrangements**

As of December 31, 2010, we did not have any significant off-balance-sheet arrangements that would be required by SEC Regulation S-K promulgated under the Exchange Act.

**Critical Accounting Estimates**

Our Consolidated Financial Statements are prepared in conformity with generally accepted accounting principles in the United States, or U.S. GAAP, which requires us to make judgments, estimates and assumptions. Our *Significant Accounting Policies*, included in Notes to the Consolidated Financial Statements, which are included in our Consolidated Financial Statements and Supplementary Data, describes our significant accounting policies and methods of estimation. The methods, estimates and judgments that we use in preparing our Consolidated Financial Statements require us to make difficult and subjective judgments, often as a result of the need to make estimates of amounts that are inherently uncertain. Our most critical accounting estimates include:



the valuation and recognition of investments, which impacts our investment p  
value, and interest and other income, net, when we record impairments;

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the valuation of revenue and allowance for sales returns and doubtful accounts

the estimation of transactions to hedge, which impacts revenue and other expenses

the valuation of inventory, which impacts gross margins;

the assessment of recoverability of intangibles and the estimated useful lives, gross margin or operating expenses when we record asset impairments or accretions

the valuation and recognition of share-based compensation, which impacts gross margin and

the recognition and measurement of current and deferred income taxes (including tax positions), which impact our provision for taxes.

***Investments in Debt Securities***

*Fair Value*

Our investment portfolio may at any time contain investments in U.S. Treasury and U.S. taxable and/or tax exempt municipal notes (some of which may have an auction reset feature), commercial paper, cash deposits and money market funds. In the current market environment, the valuation of the debt securities can be difficult and subjective. U.S. GAAP establishes three levels of input to measure fair value (see Note 4. Fair Value Measurements in the Notes to the Consolidated Financial Statements in our 2010 10-K). Each level of input has different levels of subjectivity and difficulty involved in its measurement. Level 1 and 2 instruments generally do not require significant management judgment and measurement. Level 3 instruments include unobservable inputs that are supported by little or no market activity and require significant management judgment and subjectivity. The determination of fair value for Level 3 instruments is based on management judgment and subjectivity.

All of the securities classified as Level 3 instruments are municipal bonds with an auction reset feature (ARS) whose underlying assets are student loans which are substantially backed by U.S. Treasury securities. These securities represent approximately 1% of our total investment portfolio as of December 31, 2010. Since these securities have continued to fail since February 2008, these investments are not currently trading and do not have a readily determinable market value. Accordingly, the estimated fair value of the ARS portfolio as of June 30, 2010, pursuant to the terms of the UBS rights offering, we exercised our right to sell the ARS portfolio to UBS at the par value of \$34.4 million. As a result on July 1, 2010, we received \$34.4 million from UBS. The remainder of the ARS investment portfolio (approximately \$22.6 million, par value) is classified as available-for-sales securities. Accordingly, the change in associated market value has been recorded in other comprehensive income during the year ended December 31, 2010. If market conditions deteriorate, we may be required to record additional unrealized losses in other comprehensive income or impairment losses. We will liquidate these investments unless the issuer calls the security, a successful auction occurs, we exercise our right to sell the security, or the security matures.

*Other-than-temporary impairment*

After determining the fair value of our available-for-sales debt instruments, gains or losses are recorded in other comprehensive income, until either the security is sold or we determine that the impairment is other-than-temporary. The primary differentiating factors considered by us to classify an impairment as other-than-temporary are our intent and ability to retain our investment in the security for a period sufficient to allow for any anticipated recovery in market value, the length of the time and

value of the investment has been less than cost, the financial condition and near-term prospects of the issuer, and current market conditions, these judgments could prove to be wrong, and companies with weak or declining solid financial conditions may not be able to fulfill their obligations.

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No impairment charges were recorded during the years ended December 31, 2010, 2009 and 2008, our cumulative unrealized gains related to our investments classified as available-for-sale were \$1.0 million and \$0.9 million, respectively.

***Allowance for sales returns and doubtful accounts.*** We record estimated reductions in revenue for sales returns, discounts and other allowances. As a result, management must make estimates of sales returns, current economic trends and changes in customer demand and acceptance of our products by customers and other allowances. In making such estimates, management must make different judgments or utilize different estimates, material differences in the amount of allowance for sales returns and doubtful accounts related to current period product revenue. On a quarterly basis, management reviews the accounts receivable aging report and provide allowance in an amount we deem adequate. If management were to make different judgments or utilize different estimates, material differences in the amount of allowance for sales returns and doubtful accounts could result.

Similarly, management makes estimates of the uncollectibility of accounts receivables, customer concentrations, customer credit-worthiness, customer payment terms, when evaluating the adequacy of the allowance for doubtful accounts. Changes in customer payment terms, when evaluating the adequacy of the allowance for doubtful accounts, are undertaken for all major sale transactions before shipment is authorized. On a quarterly basis, management reviews the accounts receivable aging report and provide allowance in an amount we deem adequate. If management were to make different judgments or utilize different estimates, material differences in the amount of allowance for doubtful accounts could result.

***Inventory valuation.*** Inventory is stated at the lower of cost or market, with cost determined by the first-in, first-out method. The carrying value of inventory is reduced for estimated obsolescence by the difference between the carrying value based upon assumptions about future demand. We evaluate the inventory carrying value for obsolescence by analyzing historical and anticipated demand. If actual future demand is less favorable than those projected by management, additional inventory write-downs may be required, which could have a material adverse effect on our results of operations.

***Intangible Assets.*** Our intangible assets include identifiable intangibles and goodwill. Identifiable intangible assets include developed technology, patents, and licenses. All of our identifiable intangibles have finite lives.

Goodwill and intangible assets with indefinite lives are subject to an annual impairment test (or more frequently if impairment indicators arise) by applying a fair-value based test. There have been no impairment charges recorded by U.S. GAAP.

Identifiable intangible assets with finite lives are subject to impairment testing and are revalued if events or circumstances indicate that such assets may not be recoverable at their carrying value. The carrying value of these identifiable intangibles based on estimated undiscounted cash flows is compared to the fair value. If the cash flow estimates or the significant operating assumptions upon which they are based are not supported, we are required to record additional impairment charges. When events or changes in circumstances indicate that the carrying value of long-lived assets may not be recoverable, we recognize such impairment in the event that the carrying value exceeds the future undiscounted cash flows attributable to such assets.

We have intangible assets and goodwill on our balance sheet. The valuation and classification of intangible assets and goodwill involves judgments and the use of estimates. The assignment of useful amortization lives involves judgments and the use of estimates. The carrying value of goodwill for impairment under established accounting guidelines is required on a recurring basis. If conditions could potentially require future adjustments to asset valuations. When we determine that the useful lives are shorter than we had originally estimated, we accelerate the rate of amortization.

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amortization over the assets' new, shorter useful lives. We conducted the required impairment test in the fourth quarter of 2010. No impairment charge or material accelerated amortization was recorded as of December 31, 2010, 2009 and 2008. A considerable amount of judgment is required in making our financial forecasts. Should conditions be different from management's current estimates, additional impairment assets may be required, which would adversely affect our operating results.

**Revenue recognition.** We frequently enter into revenue arrangements that contain multiple elements, such as hardware, system and services. Judgments as to the allocation of the proceeds received from an arrangement to the elements of the arrangement, the determination of whether any undelivered elements are essential to the arrangement and the appropriate timing of revenue recognition are critical in respect to compliance with U.S. GAAP. Changes to the elements in an arrangement and the ability to establish the fair value for those elements could affect the timing of revenue recognition. Revenue recognition is based on the date of shipment and is subject to customer acceptance. If shipments are not made on schedule or are not accepted by the customer in a timely manner, our reported revenues may differ materially from what we would have reported otherwise.

In September 2009, the FASB amended the accounting standards related to revenue recognition for arrangements with multiple deliverables and arrangements that include software elements (the "new accounting principles"). The new principles permit prospective or retrospective adoption, and we elected prospective adoption beginning in the first quarter of 2010.

These new accounting principles do not generally change the units of accounting for our revenue. For arrangements that continue to have system and service as the different elements in our multiple element arrangements entered into on or after January 1, 2010, we allocate revenue to all deliverables based on their relative selling prices. Because we have neither vendor-specific objective evidence (VSOE) nor third-party evidence (TPE) for our systems, the allocation of revenue has been based on estimated selling prices (ESPs). We determine the price at which we would transact a sale if the product was sold on a stand-alone basis. We determine our systems by considering multiple factors including, but not limited to, features and functions, geographic locations, geographies, type of customer and market conditions. We expect to review ESPs regularly for the establishment and updates of these estimates. We do not expect material changes to our ESPs in 2010 in future periods. However, since we apply significant judgment in arriving at the ESPs, changes could significantly affect the allocation of the total consideration to the different elements of an arrangement.

**Hedge Accounting for Derivatives.** We utilize foreign currency forward exchange contracts to hedge our foreign currency sales transactions. When specific criteria required by relevant accounting standards are met, the fair values of hedge contracts relating to anticipated transactions are recorded in other comprehensive income rather than net income until the underlying hedged transaction affects net income. By their very nature, hedge transactions may fluctuate over time and may ultimately vary from actual transactions. When the underlying transactions are no longer probable within a certain time frame, we are required to reclassify the fair values of the related hedge contracts from other comprehensive income to net income.

**Accounting for stock options.** We account for stock-based compensation in accordance with the provisions of U.S. GAAP. We use the Black-Scholes-Merton option-pricing model which requires several subjective assumptions. These assumptions include estimating the length of time employees will remain with the company before exercising them, the estimated volatility of our common stock price over the term of the options that will ultimately not complete their vesting requirements. The assumptions for the length of time employees will remain with the company and the estimated volatility over the term are the two assumptions that significantly affect the grant date fair value. Changes in these assumptions do not significantly impact the calculation of fair value, and determining this input is not highly sensitive.

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We use implied volatility based on freely traded options in the open market, as we believe it is a better indicator of market conditions and a better indicator of expected volatility than historical volatility. In addition to implied volatility, we considered the following:

the volume of market activity of freely traded options, and determined that the

the ability to reasonably match the input variables of freely traded options to the market conditions of the grant and the exercise price, and determined that the input assumptions

the term of freely traded options used to derive implied volatility, which is generally the term of the option. We determined that the length of term was sufficient.

The expected term represents the weighted-average period that our stock options are expected to be exercised. The term is based on the observed and expected time to post-vesting exercise of options by employees and the exercise patterns of previously granted options in relation to stock price movements to derive an estimate of forecast expected exercise patterns.

U.S. GAAP requires us to develop an estimate of the number of share-based awards that are expected to be forfeited due to turnover. Adjustments in the estimated forfeiture rates can have a significant effect on our compensation expense, as we recognize the cumulative effect of the rate adjustments for all expected forfeitures. Estimated forfeiture rates were adjusted. We estimate and adjust forfeiture rates based on employee turnover activity and expected future employee turnover. If a revised forfeiture rate is higher than the current rate, we may make an adjustment that will result in a decrease to the expense recognized in the current period when the rate was changed. Adjustments in the estimated forfeiture rates could also result in an expense that we recognize in future periods.

Changes in the subjective assumptions can materially affect the estimate of fair value of our stock options. Consequently, the related amount recognized on the Consolidated Statements of Income

**Accounting for income taxes.** Significant management judgment is required in determining the amount of deferred tax assets and liabilities and any valuation allowance recorded against net deferred tax assets. These estimates and judgments occur in the calculation of tax credits, benefits, and deductions. Certain tax assets and liabilities, which arise from differences in the timing of recognition for tax and financial statement purposes, as well as the interest and penalties related to uncertain tax positions, these estimates may result in an increase or decrease to our tax provision in the current period.

We must assess the likelihood that we will be able to recover our deferred tax assets. If we believe that it is more likely than not that we will ultimately recover our deferred tax assets recorded on our Consolidated Balance Sheets as of December 31, 2010. However, if we are unable to recover our deferred tax assets, our tax provision would increase in the period

The calculation of our tax liabilities involves dealing with uncertainties in the application of tax law. We recognize liabilities for uncertain tax positions based on a two-step process. The first step is to determine if the tax position is more likely than not to be sustained on audit, including resolution of related appeals or litigation processes, if any. If a tax position is more likely than not to be sustained on audit, then the second step requires us to estimate the largest amount that is more than 50% likely to be realized upon ultimate settlement. It is difficult to estimate such amounts, as we have to determine the probability of various possible outcomes.



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tax positions on a quarterly basis. This evaluation is based on factors including, but not limited to, changes in tax law, effective settlement of audit issues, and new audit accounting measurement would result in the recognition of a tax benefit or an additional charge to the

### **RECENT ACCOUNTING PRONOUNCEMENTS**

See Note 2 under *Summary of Significant Accounting Policies* of the Notes to Consolidated Financial Statements and Supplementary Data for a full description of recent accounting pronouncements and their respective expected dates of adoption and effects on Consolidated Balance Sheets and C

### **ITEM 7A. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK** **Interest Rate and Market Risk**

The primary objective of our investment activities is to preserve principal while at the same time receive from our investments without significantly increasing risk. To achieve this objective, we invest in cash equivalents and short-term and long-term investments in a variety of high quality securities issued by banks and government agencies, corporate debt, money market funds, commercial paper and tax-exempt securities (some of which may have an auction reset feature). The securities are classified as available-for-sale and recorded on the balance sheet at fair value with unrealized gains or losses reported as a component of other comprehensive income (loss). The weighted-average maturity of our investments as of December 31, 2010 was approximately 1.1 years. If interest rates rise, the market value of our investments, which could result in a realized loss if we are forced to sell an investment before its scheduled maturity. An increase in interest rate by 25 basis points would have resulted in a decrease in the fair value of our investments of approximately \$3.8 million as of December 31, 2010. We do not utilize derivative financial instruments to hedge interest rate risks.

The recent financial crisis affecting the banking system and financial markets has resulted in a credit crunch in financial markets, a reduced level of liquidity in many financial markets, and extreme volatility in interest rates. The credit ratings of the securities we have invested in could further deteriorate and may result in a decrease in carrying value of these investments.

At December 31, 2010, we held approximately \$18.6 million of municipal bonds with auction reset features (ARS securities or ARS) whose underlying assets are student loans which are substantially guaranteed by the U.S. government. ARS securities represent approximately 1% of our total investment portfolio. Since February 2009, the ARS securities have been illiquid and therefore continue to be illiquid and we will not be able to access these funds until a successful auction is completed or a buyer is found outside of the auction process. As a result, our ability to liquidate and recover the carrying value of our investment in the near term may be limited or not exist. If we are unable to successfully close future auctions and their credit ratings deteriorate, we may in the future be required to record an impairment charge on these investments.

### **Foreign Exchange Risk**

The majority of our revenue, expense, and capital purchasing activities are transacted in U.S. dollars. A portion of our operations consists of sales activities outside of the United States, we have non-U.S. dollar revenues, operating expenses, accounts receivable, accounts payable and other assets and liabilities. Our exposure is with the Euro.



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For the year ended December 31, 2010, sales denominated in foreign currencies were ap  
The objective of our hedging program to mitigate the impact of changes in currency exc  
foreign currency denominated sales. For the year ended December 31, 2010, our revenu  
approximately \$2.5 million if the U.S. dollar exchange rate would have strengthened by  
recognized non-functional currency balance sheet exposures with foreign exchange forw  
our earnings and cash flows will be adversely affected by changes in exchange rates. A  
exchange rate against all currencies with which we have exposure, after taking into acco  
December 31, 2010 would have resulted in a \$0.6 million decrease in the carrying amou  
and losses in the future may differ materially from the hypothetical gains and losses disc  
timing and amount of foreign currency exchange rate movements and our actual exposu  
counterparties to foreign exchange forward contracts expose us to credit-related losses in  
To mitigate that risk, we only contract with counterparties that meet certain minimum re  
risk assessment process. We monitor ratings and potential downgrades on at least a quar  
assessment of counterparty risk, we will adjust its exposure to various counterparties.

Our international operations are subject to risks typical of international operations, inclu  
economic conditions, changes in political climate, differing tax structures, other regulati  
exchange rate volatility.

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**ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA**

**Financial Statements**

**Index To Consolidated Financial Statements**

Reports of Independent Registered Public Accounting Firm

Consolidated Balance Sheets at December 31, 2010 and 2009

Consolidated Statements of Income for the years ended December 31, 2010, 2009 and 2008

Consolidated Statement of Stockholders' Equity for the years ended December 31, 2010, 2009 and 2008

Consolidated Statements of Cash Flows for the years ended December 31, 2010, 2009 and 2008

Notes to the Consolidated Financial Statements

Schedule II - Valuation and Qualifying Accounts

All other schedules have been omitted because they are not applicable or the required information is shown in the Consolidated Financial Statements or the Notes thereto.

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**REPORT OF INDEPENDENT REGISTERED PUBLIC ACCO**

The Board of Directors and Stockholders of Intuitive Surgical, Inc.

We have audited the accompanying consolidated balance sheets of Intuitive Surgical, Inc. and the related consolidated statements of income, stockholders' equity, and cash flows for the period ended December 31, 2010. Our audits also included the financial statement schedule. These financial statements and schedule are the responsibility of the Company's management. We provide an opinion on these financial statements and schedule based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Standards Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance that the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and estimates made by management, as well as evaluating the overall financial statement presentation. Our objective is to provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Intuitive Surgical, Inc. at December 31, 2010 and 2009, and the consolidated statements of income, stockholders' equity, and cash flows for each of the three years in the period ended December 31, 2010, in conformity with generally accepted accounting principles. Also, in our opinion, the related financial statement schedule, when taken together with the financial statements taken as a whole, presents fairly in all material respects, the information required by the rules and regulations of the Securities and Exchange Commission.

We also have audited, in accordance with the standards of the Public Company Accounting Standards Board (United States), Intuitive Surgical, Inc.'s internal control over financial reporting as of December 31, 2010, based on the *Internal Control - Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadwell Commission, and our report dated February 1, 2011 expressed an unqualified opinion thereon.

/s/ ERNST & YOUNG LLP

Palo Alto, California

February 1, 2011

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**REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTANTS**

The Board of Directors and Stockholders of Intuitive Surgical, Inc.

We have audited Intuitive Surgical, Inc.'s internal control over financial reporting as of December 31, 2010, based on the criteria established in *Internal Control – Integrated Framework* issued by the Committee of Sponsoring Organizations of the Public Company Accounting Institute (the COSO criteria). Intuitive Surgical, Inc.'s management is responsible for internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting in the accompanying Management's Report on Internal Control over Financial Reporting. We have issued our audit opinion on the company's internal control over financial reporting based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Standards Board (the PCAOB Standards). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether internal control over financial reporting was maintained in all material respects. Our audit included understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and evaluating the design and operating effectiveness of internal control based on the assessed risk. Our procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are properly authorized and recorded to permit preparation of financial statements in accordance with generally accepted accounting principles and that expenditures of the company are being made only in accordance with authorizations of management or directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Projections of any evaluation of effectiveness to future periods are subject to the risk that conditions will change or that the degree of compliance with the policies or procedures will decline over time.

In our opinion, Intuitive Surgical, Inc. maintained, in all material respects, effective internal control over financial reporting as of December 31, 2010, based on the COSO criteria.

We also have audited, in accordance with the standards of the Public Company Accounting Standards Board (the PCAOB Standards), the consolidated balance sheets of Intuitive Surgical, Inc. as of December 31, 2010 and 2009, and the statements of income, stockholders' equity, and cash flows for each of the three years in the period ended December 31, 2010, and the financial statement schedule listed in the index at Item 15(a) and our report dated February 1, 2011, on which we expressed an unqualified opinion thereon.

/s/ ERNST & YOUNG LLP

Palo Alto, California

February 1, 2011

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**INTUITIVE SURGICAL, INC.**

**CONSOLIDATED BALANCE SHEETS**

**(IN MILLIONS, EXCEPT PAR VALUE AMOUNTS)**

<b>ASSETS</b>
Current assets:
Cash and cash equivalents
Short-term investments
Accounts receivable, net of allowances of \$4.8 and \$4.3 at December 31, 2010 and 2009, respectively
Inventory
Prepays and other assets
Deferred tax assets
<b>Total current assets</b>
Property, plant and equipment, net
Long-term investments
Long-term deferred tax asset
Intangible assets, net
Goodwill
<b>Total assets</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>
Current liabilities:
Accounts payable
Accrued compensation and employee benefits
Deferred revenue
Other accrued liabilities
<b>Total current liabilities</b>
Other long-term liabilities
<b>Total liabilities</b>
Commitments and contingencies (Note 7)
Stockholders' equity:
Preferred stock, 2.5 shares authorized, \$0.001 par value, issuable in series; no shares issued or outstanding as of December 31, 2010 and 2009, respectively
Common stock, 100.0 shares authorized, \$0.001 par value, 38.9 and 38.5 shares issued and outstanding as of December 31, 2010 and 2009, respectively
Additional paid-in capital
Retained earnings
Accumulated other comprehensive income
<b>Total stockholders' equity</b>
<b>Total liabilities and stockholders' equity</b>

See accompanying Notes to Consolidated Financial Statements



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**INTUITIVE SURGICAL, INC.**

**CONSOLIDATED STATEMENTS OF INCOME**

**(IN MILLIONS, EXCEPT PER SHARE AMOUNTS)**

Revenue:

Product

Service

Total revenue

Cost of revenue:

Product

Service

Total cost of revenue

Gross profit

Operating expenses:

Selling, general and administrative

Research and development

Total operating expenses

Income from operations

Interest and other income, net

Income before income taxes

Income tax expense

Net income

Net income per common share:

Basic

Diluted

Shares used in computing basic and diluted net income per common share:

Basic

Diluted

See accompanying Notes to Consolidated Financial Statements

**Table of Contents****INTUITIVE SURGICAL, INC.****CONSOLIDATED STATEMENT OF STOCKHOLDERS'****(IN MILLIONS)**

	<b>Common Stock</b>	<b>Stock Amount</b>	<b>Additional Paid-In Capital</b>	<b>Retained Earnings (Accumulated Deficit)</b>
Balances at December 31, 2007	38.5	\$	\$ 694.6	\$
Issuance of common stock upon exercise of options and under stock purchase plan	0.7		44.7	
Income tax benefit from stock option exercises			55.9	
Stock-based compensation expense related to employee stock plans			76.6	
Components of comprehensive income, net of tax:				
Net income				
Other comprehensive income (loss)				
Total comprehensive income				
Balances at December 31, 2008	39.2		871.8	
Issuance of common stock upon exercise of options and under stock purchase plan	0.7		63.2	
Income tax benefit from stock option exercises			23.6	
Stock-based compensation expense related to employee stock plans			97.0	
Repurchase and retirement of common stock	(1.4)		(31.3)	
Components of comprehensive income, net of tax:				
Net income				
Other comprehensive income (loss)				
Total comprehensive income				
Balances at December 31, 2009	38.5		1,024.3	
Issuance of common stock upon exercise of options and under stock purchase plan	1.1		141.1	
Income tax benefit from stock option exercises			57.9	
Stock-based compensation expense related to employee stock plans			117.6	
Repurchase and retirement of common stock	(0.7)		(24.0)	
Components of comprehensive income, net of tax:				
Net income				
Other comprehensive income (loss)				
Total comprehensive income				



Balances at December 31, 2010	38.9	\$	\$ 1,316.9	\$
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See accompanying Notes to Consolidated Financial Statements

**Table of Contents****INTUITIVE SURGICAL, INC.****CONSOLIDATED STATEMENTS OF CASH FLOWS****(IN MILLIONS)****Operating activities:**

Net income	\$
Adjustments to reconcile net income to net cash provided by operating activities:	
Depreciation	
Amortization of intangible assets	
Deferred income taxes	
Share-based compensation expense of stock options and employee stock purchases	
Excess tax benefit from stock-based compensation	
Income tax benefits related to stock option exercises	
Changes in operating assets and liabilities:	
Accounts receivable	
Inventory	
Prepays and other assets	
Accounts payable	
Accrued compensation and employee benefits	
Deferred revenue	
Other accrued liabilities	

Net cash provided by operating activities

**Investing activities:**

Purchase of investments	(
Proceeds from sales and maturities of investments	
Purchase of property and equipment and acquisition of intellectual property	

Net cash used in investing activities

**Financing activities:**

Proceeds from issuance of common stock, net	
Excess tax benefit from stock-based compensation	
Repurchase and retirement of common stock	

Net cash (used in) provided by financing activities

Effect of exchange rate changes on cash and cash equivalents

Net increase in cash and cash equivalents

Cash and cash equivalents, beginning of year

Cash and cash equivalents, end of year \$

**Supplemental cash flow information:**

Income taxes paid \$

See accompanying Notes to Consolidated Financial Statements



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**INTUITIVE SURGICAL, INC.**

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 1. DESCRIPTION OF THE BUSINESS**

Intuitive Surgical, Inc. designs, manufactures, and markets the *da Vinci* Surgical System, a minimally-invasive surgical system that the Company believes represents a new generation of surgery. The *da Vinci* Surgical System consists of a surgeon's console or consoles, a patient-side cart, a high performance vision system and a robotic arm. The *da Vinci* Surgical System seamlessly translates the surgeon's natural hand movements into corresponding micro-movements of instruments positioned inside the patient through a robotic arm. By placing computer-enhanced technology between the surgeon and the patient, the *da Vinci* Surgical System provides value surgical procedures to patients through increased effectiveness and reduced invasiveness.

**NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

***Basis of Presentation***

The Consolidated Financial Statements have been prepared in accordance with U.S. generally accepted accounting principles (U.S. GAAP) and include the accounts of the Company and its wholly-owned subsidiaries. All intercompany balances and transactions have been eliminated in consolidation.

***Use of Estimates***

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the amounts reported in the Consolidated Financial Statements and the accompanying Consolidated Financial Statements. The accounting estimates that require management's most subjective judgments include the valuation and recognition of investments, the valuation of long-term contracts, sales returns and doubtful accounts; the estimation of hedging transactions; the valuation of intangible assets; the recoverability of intangible assets and their estimated useful lives, the valuation and recognition of current and deferred income tax assets and liabilities. Management believes that these estimates do not materially affect the financial statements.

***Concentrations of Credit Risk and Other Risks and Uncertainties***

The carrying amounts for financial instruments consisting of cash and cash equivalents, marketable securities, and accrued liabilities approximate fair value due to their short maturities. Marketable securities are stated at their estimated fair values, based on quoted market prices for the same or similar securities. The Company's investment securities and derivative instruments are primarily issued by corporations, financial institutions, municipalities and government agencies of high credit quality.

The Company's accounts receivable are derived from net revenue to customers and distributors in the United States and other countries. The Company performs credit evaluations of its customers' financial condition and obtains collateral from its customers. The Company provides reserves for potential credit losses based on historical credit losses to date. As of December 31, 2010 and 2009, 76% and 75%, respectively, of accounts receivable are due from customers. No single customer represented more than 10% of net accounts receivable as of December 31, 2010 and 2009.

During the years ended December 31, 2010, 2009 and 2008, domestic revenue accounted for 80%, 79% and 79%, respectively, of total revenue, while international revenue accounted for 20%, 21% and 21% of total revenue for each of the years. No single customer represented more than 10% of total revenue for each of the years 2010, 2009 and 2008.

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### ***Cash and Cash Equivalents***

The Company considers all highly liquid investments with an original maturity from date of purchase of less than three months as cash equivalents.

### ***Investments***

***Available-for-sale investments.*** The Company's investments consist of U.S. treasury and government securities, taxable and tax exempt municipal notes, some of which may have an auction reset feature, corporate notes and bonds, commercial paper, cash deposits and money market funds. The Company classifies these investments as available-for-sale and therefore, such investments are reported at fair value. Changes in fair value are recorded in accumulated other comprehensive income. For securities sold prior to maturity, the Company uses the specific identification method. Realized gains and losses on the sale of investments are reported in income, net. Investments with original maturities greater than approximately three months and less than one year are classified as short-term investments. Investments with remaining maturities greater than one year are classified as long-term investments.

***Other-than-temporary impairment.*** All of the Company's investments are subject to a potential for other-than-temporary impairment. The Company recognizes an impairment charge when a decline in the fair value of its investments is deemed to be other-than-temporary. Factors considered in determining whether a loss is other-than-temporary include the extent to which the investments fair value has been less than the cost basis, the financial condition and business prospects of the investee, extent of the loss related to credit of the issuer, the expected cash flows from the investments, the Company's intent to sell the security and whether or not the Company will be required to sell the security before its maturity date. During the years ended December 31, 2010, 2009 and 2008, the Company did not recognize any other-than-temporary impairment charges on its available-for-sale securities, because the Company does not believe it is more likely than not that the Company will be required to sell these securities before their maturity date.

### ***Allowance for Sales Returns and Doubtful Accounts***

The allowance for sales returns is based on the Company's estimates of potential future sales returns related to current period product revenue. The Company analyzes historical returns, current market conditions, and customer demand and acceptance of our products.

The allowance for doubtful accounts is based on the Company's assessment of the collectability of its accounts receivable. The Company regularly reviews the allowance by considering factors such as historical experience, current market conditions, accounts receivable balances, and current economic conditions that may affect a customer's ability to pay.

### ***Inventory***

Inventory is stated at the lower of cost or market value on a first-in, first-out basis. Inventory cost includes direct labor, direct subcontractor costs, and manufacturing overhead. The Company provides for excess and obsolete inventories determined primarily by future demand forecasts.

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***Property, Plant and Equipment***

Property, plant and equipment are stated at cost, net of accumulated depreciation. Property, plant and equipment are depreciated on a straight-line basis over the estimated useful lives of the assets generally

Building	U
Building improvements	up
Leasehold improvements	up
Equipment and furniture	Lesser of usef
Computer equipment	
Enterprise-wide software	
Purchased software	Lesser of 3 y

Depreciation expense for years ended December 31, 2010, 2009 and 2008 was \$23.7 million, \$23.7 million and \$23.7 million, respectively.

***Capitalized Software Costs for Internal Use***

Internally developed software primarily includes enterprise-level business software that is developed for specific operational needs. The Company capitalized costs for enhancement of the enterprise-wide system and other internal use software of approximately \$4.1 million and \$4.4 million during 2010 and 2009, respectively. Upon being placed in service, these costs are depreciated over their estimated useful lives.

***Goodwill and Intangible Assets***

Goodwill, which represents the excess of the purchase price over the fair value of net tangible assets, is not subject to amortization, but is subject to at least an annual assessment for impairment based test.

The Company's intangible assets are comprised of purchased intellectual property. The net of accumulated amortization. Amortization is recorded using the straight-line method over their useful lives which range from approximately 3 to 9 years.

***Impairment of Long-lived assets***

Goodwill and intangible assets with indefinite useful lives are not amortized, but are tested for impairment as circumstances indicate their value may no longer be recoverable. The Company does not have any intangible assets with indefinite useful lives other than goodwill. Goodwill impairment test is generally performed at the end of each quarter (or earlier if impairment indicators arise). The Company continues to operate in the United States and therefore, goodwill was tested for impairment at the enterprise level. There has been no impairment of goodwill.

The Company evaluates the recoverability of its long-lived assets, which include amortizable intangible assets. Acquired intangible assets with definite useful lives are amortized over their useful lives. The Company tests long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. The Company recognizes such impairment in the event the net book value of the asset exceeds the future undiscounted cash flows attributable to such assets. No impairment losses were incurred.

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***Revenue Recognition***

The Company's revenue consists of product revenue resulting from the sales of systems and service revenue. The Company recognizes revenue when all four revenue recognition criteria are met: evidence of an arrangement exists; delivery has occurred or service has been rendered; the collectibility is reasonably assured. The Company's revenue recognition policy generally follows the following points:

*System sales.* For system sales directly to end customers, revenue is recognized when the customer is deemed to have occurred upon the receipt by the Company of a form executed by the customer upon delivery and/or installation. For system sales through distributors, revenue is recognized when the risk of loss, which is generally at the time of shipment. Distributors do not have the right to return the Company's system contracts do not allow rights of return. The Company's systems are sold as a single component. Since the *da Vinci* System's software and non-software elements are sold together, the System's essential functionality, they are considered to be one deliverable that follows the revenue recognition guidance.

*Instruments and accessories.* Revenue from sales of instruments and accessories is recognized when they have been shipped. The Company records an allowance on instruments and accessories based on its returns experience.

*Service.* Service contract revenue is recognized ratably over the term of the service contract. Service services performed on a time-and-materials basis is recognized when it is earned. The Company determined that its multiple-element arrangements are generally comprised of system sales, service contracts and instruments. The Company determined that its multiple-element arrangements are generally comprised of system sales, service contracts and instruments. The Company determined that its multiple-element arrangements are generally comprised of system sales, service contracts and instruments. The Company determined that its multiple-element arrangements are generally comprised of system sales, service contracts and instruments. The Company determined that its multiple-element arrangements are generally comprised of system sales, service contracts and instruments.

In September 2009, the Financial Accounting Standards Board (FASB) amended the revenue recognition for arrangements with multiple deliverables and arrangements that include services (ASC 606, "Revenue from Contracts with Customers"). The new accounting principles permit prospective or retrospective adoption of the new principles. The Company adopted the new principles prospectively on January 1, 2010.

For multiple-element arrangements (which are generally comprised of system sales and service contracts), as of January 1, 2010, revenue was allocated to each element based on the relative fair value of each element. The fair value is generally determined by vendor specific objective evidence (VSOE) which is based on the price at which the element is sold separately. The Company's systems sales generally include a first year service contract. The Company does not sell the systems on a stand-alone basis and therefore does not have VSOE for its systems sales. The Company has VSOE for services. When the fair value of a delivered element had not been established, the Company used the residual method to allocate revenue to the delivered elements. When the fair value of undelivered elements, prior to January 1, 2010, the Company used the residual method to allocate revenue to the delivered elements. When the fair value of undelivered elements, prior to January 1, 2010, the Company used the residual method to allocate revenue to the delivered elements. When the fair value of undelivered elements, prior to January 1, 2010, the Company used the residual method to allocate revenue to the delivered elements.

Subsequent to the adoption of the new revenue accounting principles, for multiple-element arrangements, as of January 1, 2010, revenue is allocated to each element based on their relative selling price. The Company determines the relative selling price based first on VSOE, then on third-party evidence of selling price (TPE) when VSOE does not exist, then on the Company's selling price (ESP) when VSOE and TPE do not exist.

Because the Company has neither VSOE nor TPE for its systems, the allocation of revenue to the systems is based on the Company's selling price (ESP). The objective of ESP is to determine the price at which the Company would transact if the systems were sold on a stand-alone basis. The Company determines ESP for its systems by considering





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multiple factors including, but not limited to, features and functionality of the system, geographic market conditions. The Company regularly reviews ESP and maintains internal controls over these estimates.

Had the new accounting guidance been applied to revenue at the beginning of 2009, the December 31, 2009 would have been substantially the same.

### ***Stock-Based Compensation***

The Company accounts for stock-based employee compensation plans under the fair value provisions under U.S. GAAP. It requires the recognition of compensation expense, using the Black-Scholes model, related to all share-based payments including stock options. Stock-based compensation expense is based on the fair value of the award, and is recognized as expense over the requisite service period. Cash flows resulting from the tax benefits due to tax deductions in excess of the compensation cost of stock options (excess tax benefits) to be classified as financing cash flows.

**Expected Term:** The Company's expected term represents the weighted-average period that the options are expected to be outstanding. The expected term is based on the observed and expected time to exercise of options by employees. The Company uses historical exercise patterns of previously granted options and option movements to derive an employee behavioral pattern used to forecast expected exercise.

**Expected Volatility:** The Company uses market-based implied volatility. Market-based implied volatility is based on at least one-year traded options on the Company's common stock. The selection of the implied volatility depends, among other things, on the availability of traded options on the Company's stock. If there is not sufficient volume of the traded options, the Company used 100% market-based implied volatility. The implied volatility approach was based upon the availability of traded options on the Company's stock. The assessment that implied volatility is more representative of future stock price trends than historical volatility.

**Risk-Free Interest Rate:** The risk-free interest rate is based on the U.S. Treasury yield curve rate for the expected term of the option.

See Note 9 for a detailed discussion of stock-compensation expense.

### ***Computation of Net Income per Share***

Basic net income per share is computed using the weighted-average number of common shares outstanding during the period. Diluted net income per share is computed using the weighted-average number of common shares outstanding during the period. Dilutive potential common shares primarily consist of employee stock options.

U.S. GAAP requires that employee equity share options, non-vested shares and similar instruments of the Company be treated as potential common shares outstanding in computing diluted earnings per share. Potential common shares outstanding include the dilutive effect of in-the-money options, which is calculated based on the treasury stock method. Under the treasury stock method, the amount of compensation cost for future service that the Company would incur if all employees exercised stock options, the amount of compensation cost for future service that the Company would incur if all employees exercised stock options, the amount of tax benefits that would be recorded in additional-paid-in-capital (APIC) when the options are exercised, and the amount of tax benefits that would be recorded in APIC when the options are exercised, are assumed to be used to repurchase shares.

### ***Shipping and Handling Costs***

Costs incurred for shipping and handling are included in cost of revenue at the time the goods are shipped. Amounts billed to customers for shipping and handling are reported as revenue.

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### ***Research and Development Expenses***

Research and development (or R&D) expenses include amortization of purchased intangible assets, co-development R&D licensing arrangements, costs of prototypes, salaries, benefits and other contract and other outside service fees, and facilities and overhead costs.

### ***Foreign Currency and Other Hedging Instruments***

For subsidiaries whose local currency is their functional currency, their assets and liabilities are translated at exchange rates at the balance sheet date and revenues and expenses are translated using the average rate during the quarter. Gains and losses from foreign currency translation are included in other comprehensive income (loss) within stockholders' equity in the Consolidated Balance Sheets. For all non-functional currency balances, the re-measurement of such balances to the functional currency will result in other comprehensive income which is recorded to interest and other income, net in the same accounting period that the balance is recorded.

The Company uses derivatives to partially offset its business exposure to foreign currency. The Company enters into foreign currency forward contracts with one to seven month terms. The Company also enters into forecasted foreign currency exposure associated with revenue. The Company may also enter into currency swap contracts to offset the foreign currency exchange gains and losses generated by re-measurement of assets and liabilities denominated in non-functional currencies. The hedging program is not designed for tax or other purposes.

The Company's accounting policies for these instruments are based on whether the instrument is a hedge or non-hedge instrument. The Company records all derivatives on the Condensed Consolidated Balance Sheet. The effective portions of cash flow hedges are recorded in other comprehensive income and the ineffective portions are recognized in earnings. Derivative instruments designated as cash flow hedges are de-designated if it is probable the forecasted hedged transaction will not occur in the initially identified time period. Deferred gains and losses in OCI associated with such derivative instruments are reclassified into earnings through interest and other income, net. Any subsequent changes in fair value of the instruments are reflected in current earnings.

Derivatives that are not designated as hedging instruments and the ineffective portions of cash flow hedges are recorded in value through earnings in interest and other income, net.

### ***Income Taxes***

Deferred tax assets and liabilities are recognized for the future tax consequences attributable to temporary differences in financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the periods in which the differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date. Valuation allowances are established to reduce deferred tax assets to the amounts that are expected more likely than not to be realized.

### ***Segments***

The Company operates in one segment. Management uses one measurement of profitability for internal reporting. As of December 31, 2010 and 2009, over 98% of all long-term debt was denominated in the United States. For the years ended December 31, 2010, 2009 and 2008, 80%, 79% and 77% of the Company's revenue was generated in the United States.

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### ***Recent Accounting Pronouncements***

#### *Adopted Accounting Pronouncements*

In September 2009, the Financial Accounting Standards Board ( FASB ) amended the recognition for arrangements with multiple deliverables and arrangements that include s principles ). The new accounting principles permit prospective or retrospective adoption at the beginning of the first quarter of 2010. See Revenue Recognition section accounting.

Effective January 1, 2010, the Company adopted revised guidance intended to improve measurements, issued by FASB. This guidance requires the Company to separate information and out of Level 1 and Level 2 and the reason for such transfers, and also requires information issuances, and settlements information of Level 3 financial assets to be included in the report also requires the Company to provide certain disaggregated information on the fair value disclosure on valuation techniques and inputs used for both recurring and nonrecurring transfers and Level 3 financial assets. The Company's policy is to recognize transfers into or out of an event or change in circumstances that caused the transfer.

### **NOTE 3. CASH, CASH EQUIVALENTS & INVESTMENTS**

The following tables summarize the Company's cash, cash equivalents and investments (in millions):

	Amortized Cost	Gross Unrealized Gain
<b>December 31, 2010</b>		
Cash and cash equivalents:		
Cash	\$ 20.1	\$
Cash equivalents	259.7	
<b>Total cash and cash equivalents</b>	<b>\$ 279.8</b>	<b>\$</b>
Available-for-sale investments:		
Short-term		
Commercial paper	\$ 79.0	\$
Municipal notes	111.8	
U.S. corporate debt	174.1	
U.S. treasuries	76.3	
U.S. government agencies	187.4	
<b>Total short-term</b>	<b>\$ 628.6</b>	<b>\$</b>
Long-term		
Municipal notes	\$ 143.4	\$
U.S. corporate debt	300.4	
U.S. treasuries	39.9	
U.S. government agencies	196.7	
Non-U.S. government securities	21.2	
<b>Total long-term</b>	<b>\$ 701.6</b>	<b>\$</b>

Total cash, cash equivalents and available-for-sale investments	\$ 1,610.0	\$
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	Amortized Cost	Gro Unrea Gai
<b>December 31, 2009</b>		
Cash and cash equivalents:		
Cash	\$ 28.6	\$
Cash equivalents	192.8	
<b>Total cash and cash equivalents</b>	<b>\$ 221.4</b>	<b>\$</b>
Available-for-sale investments:		
Short-term		
Commercial paper	\$ 13.1	\$
Municipal notes	21.3	
U.S. corporate debt	150.5	
U.S. treasuries	31.6	
U.S. government agencies	45.5	
<b>Total short-term</b>	<b>\$ 262.0</b>	<b>\$</b>
Long-term		
Municipal notes	\$ 161.0	\$
U.S. corporate debt	222.5	
U.S. treasuries	29.5	
U.S. government agencies	204.6	
<b>Total long-term</b>	<b>\$ 617.6</b>	<b>\$</b>
Total cash, cash equivalents and available-for-sale investments	\$ 1,101.0	\$
Other securities (included in short-term investments):		
Trading securities, auction rate securities	\$ 62.2	\$
Put option	7.6	
<b>Total cash, cash equivalents and investments</b>	<b>\$ 1,170.8</b>	<b>\$</b>

The following table summarizes the maturities of the Company's cash equivalents and investments as of December 31, 2010 (in millions):

Mature in less than one year	\$
Mature in one to five years	
Mature in more than five years	
<b>Total</b>	<b>\$</b>

During the years ended December 31, 2010, 2009 and 2008, realized gains or losses were not significant. As of December 31, 2010 and 2009, unrealized gain on investment securities of \$7.6 million, respectively, were included in accumulated other comprehensive income in the Balance Sheets.



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The following tables present the breakdown of the available-for-sale investments with unrealized gains or losses as of December 31, 2010 and 2009 (in millions):

	Unrealized losses less than 12 months		Unrealized gains less than 12 months
	Fair Value	Unrealized Losses	Fair Value
<b>December 31, 2010</b>			
Municipal notes	\$ 57.5	\$ (0.3)	\$ 18.6
Auction rate securities			18.6
U.S. corporate debt	135.7	(0.9)	
Government agencies	180.9	(0.5)	
	\$ 374.1	\$ (1.7)	\$ 18.6
<b>December 31, 2009</b>			
Municipal notes	\$ 16.6	\$	\$ 19.0
Auction rate securities			19.0
U.S. corporate debt	56.7	(0.1)	
U.S. treasuries	29.8	(0.2)	
U.S. government agencies	109.0	(0.4)	
	\$ 212.1	\$ (0.7)	\$ 19.0

The unrealized losses on the available-for-sale investments in ARS. The Company determined that the losses were temporary and recorded no other-than-temporary impairments. Factors considered in determining whether the losses were temporary included the length of time and extent to which the investments fair value has been less than cost; the credit quality and condition and near-term prospects of the investee; extent of the loss related to credit of the issuer; the Company's intent to sell the security and whether or not the Company expects to recover its cost of the security before the recovery of its amortized cost.

**NOTE 4. FAIR VALUE MEASUREMENTS**

ASC 820 defines fair value, establishes a framework for measuring fair value under generally accepted accounting principles and enhances disclosures about fair value measurements. Fair value is defined under ASC 820 as the price that would be received for an asset or paid to transfer a liability (an exit price) in the principal market for the asset or liability in an orderly transaction between market participants on the measurement date. The fair value standard used to measure fair value must maximize the use of observable inputs and minimize the use of unobservable inputs. The standard describes a fair value hierarchy based on three levels of inputs, of which the fair value measurement is categorized into the last unobservable, that may be used to measure fair value which are the following:

Level 1 Quoted prices in active markets for identical assets or liabilities.

Level 2 Inputs other than Level 1 that are observable, either directly or indirectly, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable either directly or indirectly, such as observable market data for substantially the full term of the assets or liabilities or discount factors.

Level 3 Unobservable inputs that are supported by little or no market activity and that are significant to the fair value measurement of assets or liabilities.

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In accordance with ASC 820, the following table represents the Company's fair value hierarchy (including cash equivalents and investments) measured at fair value on a recurring basis as of December 31, 2017.

Assets	Fair Value Measurement	
	Level 1	Level 2
Available-for-sale securities		
Money Market funds	\$ 211.2	\$ -
U.S. treasuries	116.3	
Commercial paper		122.0
Corporate debt		476.0
U.S. government agencies		389.0
Non-U.S. government securities		21.0
Municipal notes		233.0
<b>Total available-for-sale securities</b>	<b>\$ 327.5</b>	<b>\$ 1,242.0</b>
Foreign currency derivatives	\$ -	\$ 0.0
<b>Total assets measured at fair value</b>	<b>\$ 327.5</b>	<b>\$ 1,242.0</b>
<b>Liabilities</b>		
Foreign Currency Derivatives	\$ -	\$ 2.0
<b>Total liabilities measured at fair value</b>	<b>\$ -</b>	<b>\$ 2.0</b>

Assets	Fair Value Measurement	
	Level 1	Level 2
Municipal notes trading security	\$ -	\$ -
Put option		
Available-for-sale securities		
Money Market funds	175.7	
U.S. treasuries	61.1	
Commercial paper		27.0
Corporate debt		379.0
U.S. government agencies		250.0
Municipal notes		160.0
<b>Total available-for-sale securities</b>	<b>\$ 236.8</b>	<b>\$ 817.0</b>
<b>Total assets measured at fair value</b>	<b>\$ 236.8</b>	<b>\$ 817.0</b>
<b>Liabilities</b>		
Foreign Currency Derivatives	\$ -	\$ 0.0
<b>Total liabilities measured at fair value</b>	<b>\$ -</b>	<b>\$ 0.0</b>



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The following table provides reconciliation for all assets measured at fair value using significant inputs (Level 3) for the year ended December 31, 2010 (in millions):

Balance at January 1, 2010	
Purchases	
Sales/Maturities	
Total gains or (losses):	
Included in other comprehensive income (loss)	
Included in earnings	
Balance at December 31, 2010	

The Company's derivative instruments are primarily classified as Level 2 as they are measured using pricing models that use observable market inputs. There have been no transfers between Level 2 and Level 3 during the year ended December 31, 2010, and there were no changes in the Company's classification as of the actual date of the event that caused the transfer. Level 3 assets consist of municipal bonds with an auction reset feature and student loans which are substantially backed by the federal government. Since the auction reset feature failed to fail since February 2008, these investments are not currently trading and therefore do not have a market value. On June 30, 2010, pursuant to the terms of the UBS rights offering, the Company sold the ARS subject to the rights offering to UBS at the par value of \$34.4 million. As a result of the offering, the Company received the full par value in cash from UBS.

The remainder of the Company's ARS investment portfolio of \$18.6 million, is reflected in the Company's investments on the Company's Consolidated Balance Sheet as of December 31, 2010. The Company uses a discounted cash flow model based on Level 3 assumptions, including estimates of, based on December 31, 2010, interest rates, timing and amount of cash flows, credit and liquidity conditions over the periods of the ARS.

***Foreign currency derivative******Cash Flow Hedges***

The Company enters into currency forward contracts as cash flow hedges to hedge certain revenues and expenses denominated in currencies other than the U.S. dollar, primarily the Euro and GBP.

As of December 31, 2010, the Company had the notional amount of \$21.0 million outstanding. Forward contracts were entered into to hedge Euro denominated sales, compared to \$19.5 million and £3.9 million in 2009. The amounts reclassified to revenue as the related hedged revenue transactions were recognized in 2010 and 2009 were not significant. Other impacts of derivative instruments designated as cash flow hedges were not significant for the years ended December 31, 2010 and 2009.

***Other Derivatives Not Designated as Hedging Instruments***

Other derivatives not designated as hedging instruments consist primarily of forward contracts to hedge intercompany balances and other monetary assets or liabilities denominated in currencies other than the U.S. dollar, primarily the Euro or GBP.



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As of December 31, 2010, the Company had the notional amount of 26.0 million and forward contracts that were entered into to hedge non-functional currency denominated 22.0 million and £4.5 million at December 31, 2009. For the year ended December 31, gains of approximately \$3.1 million, in interest and other income, net related to derivative balance sheet foreign currency exposures. This was offset by approximately \$2.6 million the year ended December 31, 2010, respectively, primarily related to the re-measurement denominated net monetary assets. Impacts of derivative instruments not designated as hedged ended December 31, 2009.

**NOTE 5. BALANCE SHEET DETAILS**

The following table provides details of selected balance sheet items (in millions):

<b>Inventory:</b>
Raw materials
Work-in-process
Finished goods
<b>Total</b>
<b>Property, plant and equipment, net:</b>
Land
Building and building/leasehold improvements
Machinery and equipment
Computer and Office equipment
Capitalized software
Construction-in-process
Less accumulated depreciation
<b>Total property, plant and equipment, net</b>
<b>Other accrued liabilities short term:</b>
Taxes payable
Other
<b>Total other accrued liabilities short-term</b>
<b>Other long-term liabilities:</b>
Income taxes long term
Other long-term liabilities
<b>Total other liabilities</b>

**NOTE 6. GOODWILL AND INTANGIBLE ASSETS*****Goodwill***

The Company's gross carrying amount of goodwill was \$116.9 million and \$110.7 million respectively.

***Intangibles***

The Company's gross carrying amount of total intangible assets, primarily representing \$119.3 million and \$92.8 million as of December 31, 2010 and 2009, respectively.

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Additions made to intellectual property during the years ended December 31, 2010 and 2009, respectively. The weighted average useful life was six years for each of the years ended December 31, 2010, 2009 and 2008, respectively. Amortization expense related to intangible assets was \$16.7 million, \$15.6 million and \$16.7 million, respectively. Accumulated amortization of intangible assets was \$36.3 million as of December 31, 2010 and 2009, respectively.

The estimated future amortization expense of intangible assets as of December 31, 2010

**Fiscal Year**

2011  
 2012  
 2013  
 2014  
 2015  
 2016 and thereafter

**Total**

**NOTE 7. COMMITMENTS AND CONTINGENCIES**

**OPERATING LEASES**

The Company leases office space in China, Japan, Mexico, Switzerland and United States for certain sales and field service employees. These leases have varying terms, predominantly

Future minimum lease commitments under the Company's operating leases as of December 31, 2010 (in millions):

2011  
 2012  
 2013  
 2014  
 2015 and beyond

Other commitments include an estimated amount of approximately \$212.2 million of all contractual obligations that occur in the ordinary course of business, including commitments to suppliers, for which we have not received the goods or services, acquisition and licensing commitments, and a commitment to purchase land and buildings in Sunnyvale, California.

**CONTINGENCIES**

On August 6, 2010, a purported class action lawsuit entitled *Perlmutter v. Intuitive Surgical, Inc.* was filed against the Company and seven of the Company's current and former officers and directors in the Northern District of California. The lawsuit seeks unspecified damages on behalf of persons who purchased or otherwise acquired the Company's common stock between February 1, 2009 and August 6, 2010. The plaintiff alleges that the defendants violated federal securities laws by making allegedly false and misleading statements in certain material facts in the Company's filings with the Securities and Exchange Commission.



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On August 19, 2010, an alleged shareholder caused a purported shareholder's derivative lawsuit, *et al.*, No. 1-10-CV-180416, to be filed in the Superior Court of California for the County of San Diego as a nominal defendant, and naming 14 of the Company's current and former officers and directors as defendants. The lawsuit seeks to recover, for the Company's benefit, unspecified damages purportedly sustained by the Company as a result of allegedly misleading statements and/or omissions made in connection with the Company's operations between February 1, 2008 and January 7, 2009. It also seeks a series of changes to the Company's policies and an award of attorneys' fees. On September 15, 2010, another purported shareholder filed a derivative lawsuit entitled *Applbaum v. Guthart et al.*, No. 1-10-CV-182645, in the same court against the Company and its former officers and directors. On October 5, 2010 the court ordered that the two cases be consolidated.

Due to the uncertainty surrounding the litigation process, the Company is unable to restate the financial statements of the above cases at this time, and therefore no amounts have been accrued related to these cases. Based on currently available information, the Company believes that it has meritorious defenses to the claims. The resolution of these cases is not likely to have a material adverse effect on the Company's financial position or results of operations. The Company is also a party to various other legal actions that arise in the ordinary course of business. The Company does not believe that any of these other legal actions will have a material adverse effect on the Company's business, financial position or results of operations.

**NOTE 8. STOCKHOLDERS' EQUITY**

**STOCK REPURCHASE PROGRAM**

In March 2009, the Company's Board of Directors authorized the repurchase of up to \$500 million of the Company's common stock through open market and private block transactions pursuant to Rule 10b5-1 plans. In addition to the open market and private block transactions, other means, including accelerated stock repurchase transactions or similar arrangements, may be used. Pursuant to the repurchase authorization, the Company entered into a collared accelerated share repurchase agreement with Goldman, Sachs & Co. ("Goldman") to repurchase \$150 million of the Company's common stock. As of December 31, 2009, the Company had received and retired approximately 1.4 million shares of the Company's common stock. Program purchases were completed during the second quarter of 2009 and the Company's common stock repurchased under the program was approximately 1.4 million shares.

In July 2010, the Board authorized an additional \$150 million for share repurchase under the program. During the year ended December 31, 2010, the Company repurchased and retired approximately 0.6 million shares of common stock at an average purchase price of \$267.81 per share, for an aggregate purchase price of \$160.7 million, through open market transactions. As of December 31, 2010, the remaining authorized amount of common stock to be repurchased under the Board-authorized share repurchase program was approximately \$101.3 million.

The Company uses the par value method of accounting for its stock repurchases. As a result of the repurchases during the year ended December 31, 2010, the Company reduced common stock and additional paid-in capital by \$24.0 million and charged \$174.6 million to retained earnings. During the year ended December 31, 2009, the Company reduced common stock and APIC by an aggregate of \$31.3 million and charged \$118.7 million to retained earnings.

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COMPREHENSIVE INCOME

The components of accumulated other comprehensive income, net of tax, are as follows:

Foreign currency translation gains
Accumulated net unrealized gains on derivatives, net of tax
Accumulated net unrealized gains on available-for-sale securities, net of tax

Total accumulated other comprehensive income

The components of comprehensive income and related tax effects are as follows (in millions):

Net income
Foreign currency translation gains (losses)
Unrealized gains (losses) on derivative instruments, net of tax:
Unrealized gains (losses) on derivative instruments
Reclassification adjustment for (gains) losses on derivative instruments recognized during the period
Unrealized gains (losses) on available-for-sale securities, net of tax:
Unrealized gains (losses) arising during period
Reclassification adjustment for gains (losses) realized in net income

Total other comprehensive income

**NOTE 9. STOCK-BASED COMPENSATION**

STOCK OPTION PLANS

*2010 Incentive Award Plan*

In April 2010, the Company's stockholders approved the 2010 Incentive Award Plan (the "2010 Plan") which reserved approximately 1.3 million shares of common stock for issuance. Under this plan, the Company may grant non-vested stock options (NSOs) to employees and certain consultants. The 2010 Plan generally permits the grant of NSOs at a price equal to the fair market value of the common stock on the date of grant, with terms of 10 years from the date of grant. NSOs granted under the 2010 Plan vest 12.5% upon completion of 6 months service and 1/48<sup>th</sup> per month thereafter; however, the Board of Directors may modify the vesting terms as determined by the Board of Directors. The plan expires in 2020.

*2009 Employment Commencement Incentive Plan*

In October 2009, the Board of Directors adopted the 2009 Employment Commencement Incentive Plan (the "2009 Plan") which reserved 300,000 shares for issuance under the plan. The New Hire Plan provides for the grant of NSOs to new employees, who were not previously an employee or non-employee of the Company. NSOs granted under the 2009 Plan are granted at an exercise price not less than the fair market value of the stock on the date of grant. The 2009 Plan provides for a term of 10 years, which may be extended, but not to exceed ten years.

*2000 Equity Incentive Plan*



In March 2000, the Board of Directors adopted the 2000 Equity Incentive Plan, which to the Company's initial public offering. Under this plan, certain employees, consultants and

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non-employee directors may be granted Incentive Stock Options ( ISOs ) and Nonstatu shares of the Company s common stock. The 2000 Plan permitted ISOs to be granted a value on the date of the grant and NSOs at an exercise price not less than 85% of the fai granted under the 2000 Plan generally expire 10 years from the date of grant and becom repurchase rights in favor of the Company until vested. Options generally vest 12.5% up and 1/48<sup>th</sup> per month thereafter; however, options may have been granted with different Board of Directors. The plan expired in March 2010. However, options granted prior to or remain outstanding until their original expiration date.

*2000 Non-Employee Directors Stock Option Plan*

In March 2000, the Board of Directors adopted the 2000 Non-Employee Directors Sto October 2009, the automatic evergreen increase provisions were eliminated so that no fu made to the number of shares reserved for issuance under the Directors Plan. In additi issuance under the Directors Plan was reduced to 150,000. Options are granted at an ex market value of the stock on the date of grant and have a term not to exceed 10 years. In three-year period with 33.3% of the shares vesting after 1 year from the date of grant and thereafter. Annual grants are vested one year from the date of the grant. This plan expire

*2000 Employee Stock Purchase Plan*

In March 2000, the Board of Directors adopted the 2000 Employee Stock Purchase Plan evergreen provision whereby the authorized shares are automatically increased concurre of shareholders. Employees are generally eligible to participate in the ESPP if they are c Company for more than 20 hours per week and more than 5 months in a calendar year a Company. Under the ESPP, eligible employees may select a rate of payroll deduction up compensation subject to certain maximum purchase limitations. The duration for each o long and is divided into four shorter purchase periods approximately six months in leng purchase price of the shares under the offering is the lesser of 85% of the fair market val or 85% of the fair market value of the shares on the purchase date. A two-year look-back offering period to reset if the fair value of the Company s common stock on the purchas offering date. ESPP purchases by employees are settled with newly-issued common stock authorized and available pool of shares.

The Company issued 144,906, 92,433 and 85,850 shares under the ESPP, representing a million and \$8.9 million in employee contributions for the years ended December 31, 20 of December 31, 2010, there were approximately 690,156 shares reserved for grant unde

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## STOCK OPTION PLAN INFORMATION

Option activity during fiscal 2010 under all the stock plans were as follows (in millions,

	Shares Available for Grant
Balance at December 31, 2009 (with 2.3 options exercisable at a weighted-average exercise price of \$137.75 per share and with 4.4 options vested and expected to vest at a weighted-average exercise price of \$156.04 per share)	8.6
Options authorized	1.3
Options granted	(1.4)
Options exercised	
Options canceled/expired	(7.1)
 Balance at December 31, 2010 (with 2.5 options exercisable at a weighted-average exercise price of \$173.49 per share and with 4.7 options vested and expected to vest at a weighted-average exercise price of \$207.79 per share)	 1.4

The aggregate intrinsic value of options exercised under our stock option plans determined was \$192.9 million, \$94.9 million, and \$140.9 million during the years ended December 31, 2009, 2008 and 2007, respectively. Cash received from option exercises and employee stock purchase plans for the years ended December 31, 2009 and 2008 was \$141.1 million, \$63.2 million and \$44.7 million, respectively.

The following table summarizes significant ranges of outstanding and exercisable options

Range of Exercise Prices	Number of Shares	Options Outstanding		Aggregate Intrinsic Value (1)	Number of Shares
		Weighted Average Remaining Contractual Life	Weighted Average Exercise Price Per Share		
\$0.00 - 107.27	1.7	6.49	\$ 88.59		1.0
\$107.65 - 288.55	1.0	7.24	183.13		0.7
\$288.79 - 333.37	1.0	7.51	307.54		0.5
\$334.30 - 365.98	1.1	8.97	336.22		0.3
<b>TOTAL</b>	<b>4.8</b>	<b>7.42</b>	<b>\$ 209.03</b>	<b>\$ 372.3</b>	<b>2.5</b>

(1) The aggregate intrinsic value represents the total pre-tax intrinsic value, based on the closing stock price of \$257.75 as of December 31, 2010, which would have been received by the option holders if they exercised their options as of that date.

As of December 31, 2010, the shares vested and expected to vest had a weighted average exercise price of \$173.49 per share and aggregate intrinsic value of \$367.5 million.



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## STOCK-BASED COMPENSATION

The following table summarizes stock-based compensation charges:

Cost of sales - products
Cost of sales - services
<b>Total cost of sales</b>
Selling, general and administrative
Research and development
<b>Stock-based compensation expense before income taxes</b>
Income tax effect
<b>Stock-based compensation expense after income taxes</b>

The Black-Scholes option pricing model is used to estimate the fair value of stock options granted under the Company's stock-based compensation plans and rights to acquire stock granted under the Company's stock purchase plan as well as the weighted average assumptions used in calculating these values. The weighted average estimated fair values of the stock options and rights to acquire stock granted under the Company's stock purchase plan as well as the weighted average assumptions used in calculating these values for the years ended December 31, 2010, 2009 and 2008, were based on estimates at the date of grant as follows:

	Year 2010
<b>STOCK OPTION PLANS</b>	
Average risk free interest rate	2.24%
Average expected term (years)	4.80
Average volatility	36%
Weighted average fair value at grant date	\$ 111.84
Total stock-based compensation expense (in millions)	\$ 109.1
<b>EMPLOYEE STOCK PURCHASE PLAN</b>	
Average risk free interest rate	0.43%
Average expected term (years)	1.30
Average volatility	39%
Weighted average fair value at grant date	\$ 106.72
Total stock-based compensation expense (in millions)	\$ 8.5

As stock-based compensation expense recognized in the Consolidated Statements of Income for the years ended December 31, 2010, 2009 and 2008 is based on awards ultimately expected to vest, it has not been adjusted for forfeitures. Stock compensation accounting requires forfeitures to be estimated at the time of grant and revised in subsequent periods if actual forfeitures differ from those estimated.

As of December 31, 2010, there was \$216.3 million and \$4.1 million, of total unrecognized compensation cost related to non-vested stock options and employee stock purchases, respectively. The unrecognized compensation cost is expected to be recognized over a weighted average period of 2.5 years for non-vested stock options and 2.5 years for employee stock purchases.

Excess tax benefits are realized tax benefits from tax deductions for exercised options in excess of the amount of tax benefits attributable to stock compensation costs for such options. Excess tax benefits of \$65.2 million for the years ended December 31, 2010, 2009 and 2008 have been classified as a component of other income tax benefit recognized in the income statement for stock-based compensation costs.

and \$23.2 million for the years ended December 31, 2010, 2009 and 2008, respectively.

**Table of Contents****NOTE 10. INCOME TAXES**

Income before provision for income taxes for the years ended December 31, 2010, 2009  
(in millions):

	Y 2010
U.S.	\$ 438.7
Foreign	133.6
<b>Total income before provision for income taxes</b>	<b>\$ 572.3</b>

The provision for income taxes for the years ended December 31, 2010, 2009 and 2008  
(in millions):

	Y 2010
<b>Current</b>	
Federal	\$ 189.9
State	20.0
Foreign	2.1
	\$ 212.0
<b>Deferred</b>	
Federal	\$ (22.2)
State	0.5
Foreign	0.2
	\$ (21.5)
<b>Total income tax expense</b>	<b>\$ 190.5</b>

Income tax expense differs from amounts computed by applying the statutory rate of 35%  
for the years ended December 31, 2010, 2009 and 2008 as a result of the following (in millions):

	Y 2010
Federal tax at statutory rate	\$ 200.3
Increase (reduction) in tax resulting from:	
State taxes, net of federal benefits	20.5
Foreign rate differential	(31.3)
Research and development credit	(4.6)
Stock compensation not benefitted	4.8
Other	0.8
	\$ 190.5





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Deferred income taxes reflect tax carry forwards and the net tax effects of temporary differences in the amounts of assets and liabilities for financial reporting and the amounts used for income tax purposes. The Company's deferred tax assets are as follows (in millions):

Deferred tax assets:
Stock-based compensation expense
Expenses deducted in later years for tax purposes
Other
Deferred tax assets
Deferred tax liabilities:
Identified intangible assets related to acquisitions
Other
Deferred tax liabilities
Net deferred tax assets

The Company has not provided U.S. income taxes and foreign withholding taxes on the earnings of its subsidiaries as of December 31, 2010 because the Company intends to permanently reinvest these foreign earnings. If these foreign earnings were to be repatriated in the future, the related U.S. tax liability on these earnings would be based on the U.S. taxes previously paid on these earnings. As of December 31, 2010, the cumulative amount of U.S. income taxes that have not been provided is approximately \$88.0 million. Determination of the U.S. tax liability related to these earnings is not practicable. The Company has a tax holiday in Switzerland which will last till approximately year 2017. This tax holiday provides for a reduction in the tax rate based on various thresholds of investment and employment in such jurisdiction. The Company has elected to opt out of the terms of the holiday.

As of December 31, 2010, the Company had state net operating loss carry forwards of approximately \$10.0 million. If utilized, the state loss carry forwards will begin to expire in 2017.

In December 2010, a retroactive two-year extension of federal R&D credit through the end of 2011 was enacted. The federal R&D credit has previously expired at the end year 2009. As a result of this extension, the Company recorded a net federal R&D credit of \$4.6 million for the full year 2010 discrete period.

The Company recorded a net increase of its gross unrecognized tax benefits of approximately \$10.0 million for the year ended December 31, 2010. The Company had gross unrecognized tax benefits of approximately \$42.0 million as of December 31, 2010, 2009 and 2008, respectively, of which \$74.0 million, if recognized would result in a reduction of the Company's effective tax rate due to the expiration of the R&D credit in 2010, 2009 and 2008, respectively. The Company included interest expense and penalties as a component of its income tax expense. As of December 31, 2010, 2009 and 2008, the net unrecognized tax benefits accrued was approximately \$5.5 million, \$3.3 million and \$0.0 million, respectively. An increase of \$2.2 million was included in our income tax expense for the year ended December 31, 2010. The Company classified its net unrecognized tax benefits and related interest in Other accrued liabilities.

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A reconciliation of the beginning and ending amounts of gross unrecognized income tax as of December 31, 2010, 2009 and 2008 are as follows (in millions):

	2010
Beginning balance	\$ 70.0
Additions for tax positions related to current year	9.1
Increase (decrease) for tax positions related to prior year	(0.2)
Ending balance	\$ 78.9

The Company files federal, state and foreign income tax returns in many jurisdictions in the U.S. federal and California income tax purposes, the statute of limitation currently remains open due to utilization of net operating losses and research and development credits generated.

**NOTE 11. NET INCOME PER SHARE**

The following table presents the computation of basic and diluted net income per share (in millions of dollars):

Net income	\$
Basic:	
Weighted-average shares outstanding	
Basic net income per share	\$
Diluted:	
Weighted-average shares outstanding used in basic calculation	
Add dilutive potential common shares	
Weighted-average shares used in computing diluted net income per share	
Diluted net income per share	\$

Employee stock options to purchase approximately 1.3 million, 1.5 million and 1.2 million shares as of December 31, 2010, 2009 and 2008, respectively, were outstanding, but were not included in the computation of net income per share because the effect of including such shares would have been antidilutive.

**NOTE 12. EMPLOYEE BENEFIT PLANS**

The Company sponsors various retirement plans for its eligible U.S. and non-U.S. employees. The Company maintains the Intuitive Surgical, Inc. 401(k) Plan (the "Plan"). As allowed under the Internal Revenue Code, the Plan provides tax-deferred salary contributions for eligible U.S. employees. Employees may contribute up to 75% of their annual compensation to the Plan on a pretax and after-tax basis, limited to a maximum annual amount as set periodically by the Internal Revenue Code. The amount of contributions is made solely at the Company's discretion. No employer matching contributions were made as of December 31, 2010, 2009 and 2008.



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**SELECTED QUARTERLY DATA**

**(UNAUDITED, IN MILLIONS, EXCEPT PER SHARE A**

	<b>Q1</b>	
Revenue	\$ 328.6	\$
Gross profit	\$ 240.5	\$
Net income	\$ 85.3	\$
Net income per common share		
Basic	\$ 2.20	\$
Diluted	\$ 2.12	\$

	<b>Q1</b>	
Revenue	\$ 188.4	\$
Gross profit	\$ 128.7	\$
Net income	\$ 28.1	\$
Net income per common share		
Basic	\$ 0.72	\$
Diluted	\$ 0.72	\$

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**INTUITIVE SURGICAL, INC.**

**VALUATION AND QUALIFYING ACCOUNT**

**(IN MILLIONS)**

	<b>Balance at Beginning of Year</b>	<b>Additions</b>
<b>Allowance for doubtful accounts and sales returns</b>		
Year ended December 31, 2010	\$ 4.3	11.3
Year ended December 31, 2009	\$ 4.1	10.2
Year ended December 31, 2008	\$ 3.8	12.0

(1) Primarily represents amounts returned.

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**ITEM 9. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON A  
DISCLOSURES**

None.

**ITEM 9A. CONTROLS AND PROCEDURES**

**Conclusion Regarding the Effectiveness of Disclosure Controls and Procedures**

We maintain disclosure controls and procedures that are designed to ensure that information required to be disclosed by the Exchange Act reports is recorded, processed, summarized and reported within the time period specified in the Exchange Commission's rules and forms and that such information is accumulated and communicated to our management, including our principal executive officer and principal financial officer, as appropriate, to enable timely required disclosure. In designing and evaluating the disclosure controls and procedures, we recognize that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance that they will meet the desired control objectives, and management is required to apply its judgment in evaluating the effectiveness of the possible controls and procedures.

As required by SEC Rule 13a-15(b), we carried out an evaluation, under the supervision and with the participation of our management, including our principal executive officer and principal financial officer, of the effectiveness of the operation of our disclosure controls and procedures as of the end of the period covered by this report. Based on the foregoing, our principal executive officer and principal financial officer concluded that our disclosure controls and procedures were effective at the reasonable assurance level.

**Management's Report on Internal Control Over Financial Reporting**

Our management is responsible for establishing and maintaining adequate internal control over financial reporting. Internal control, as that term is defined in Exchange Act Rules 13a-15(f). Under the supervision and with the participation of our management, including our principal executive officer and principal financial officer, we conducted an evaluation of the effectiveness of our internal control over financial reporting based on the framework in *Internal Control - Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission. Based on our evaluation, our management concluded that our internal control over financial reporting was effective as of December 31, 2010.

The effectiveness of our internal control over financial reporting as of December 31, 2010, was audited by an independent registered public accounting firm, as stated in their report, which is included herein.

**Changes in Internal Control Over Financial Reporting**

None.

**ITEM 9B. OTHER INFORMATION**

None.

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**PART III**

Certain information required by Part III is omitted from this Report on Form 10-K and is contained in our definitive Proxy Statement for our next Annual Meeting of Stockholders (the "Proxy Statement") pursuant to Regulation 14A of the Securities Exchange Act of 1934, as amended, within the meaning of that regulation.

**ITEM 10. DIRECTORS, EXECUTIVE OFFICERS AND CORPORATE GOVERNANCE**

The information required by this item concerning our directors is incorporated by reference to the information set forth in the section titled "Directors and Corporate Governance" in our Proxy Statement. Information concerning our executive officers is incorporated by reference to the information set forth in the section titled "Executive Officers of the Company" in our Proxy Statement. Information regarding Section 16 reporting compliance is incorporated by reference to the information set forth in the section entitled "Section 16(a) Beneficial Ownership Reporting Compliance" in our Proxy Statement.

**ITEM 11. EXECUTIVE COMPENSATION**

The information required by this item regarding executive compensation is incorporated by reference to the information set forth in the sections titled "Executive Compensation" in our Proxy Statement.

**ITEM 12. SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND CERTAIN STOCKHOLDERS  
RELATED STOCKHOLDER MATTERS**

The information required by this item regarding security ownership of certain beneficial owners is incorporated by reference to the information set forth in the section titled "Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters" and "Equity Compensation Plan Information" in our Proxy Statement.

**ITEM 13. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS**

The information required by this item regarding certain relationships and related transactions is incorporated by reference to the information set forth in the section titled "Certain Relationships and Related Transactions" in our Proxy Statement.

**ITEM 14. PRINCIPAL ACCOUNTANT FEES AND SERVICES**

The information required by this item regarding principal accountant fees and services is incorporated by reference to the information set forth in the section titled "Principal Accountant Fees and Services" in our Proxy Statement.

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**PART IV**

**ITEM 15. EXHIBITS AND FINANCIAL STATEMENT SCHEDULE**

(a) The following documents are filed as part of this Annual Report on Form 10-I

1) Financial Statements See Index to Consolidated Financial Statements a

2) The following financial statement schedule of Intuitive Surgical, Inc. is  
be read in conjunction with the financial statements of Intuitive Surgical

Schedule II: Valuation and Qualifying Accounts.

All other schedules have been omitted because they are not applicable, not required and  
requested is set forth in the consolidated financial statements or related notes thereto.

3) Exhibits

The exhibits filed as part of this report are listed under Exhibits at subsection (b) of th

(b) Exhibits



**Table of Contents****Table of Contents****EXHIBIT INDEX**

<b>Exhibit</b>	
<b>Number</b>	<b>Description</b>
3.1(1)	Amended and Restated Certificate of Incorporation of the Company.
3.2(1)	Certificate of Amendment to Amended and Restated Certificate of Incorporation of the Company.
3.3(2)	Amended and Restated Bylaws of the Company.
4.1(3)	Specimen Stock Certificate.
10.1(3)	Form of Indemnity Agreement.
10.2(3)	2000 Equity Incentive Plan.
10.3(3)	2000 Non-Employee Directors' Stock Option Plan.
10.4(3)	2000 Employee Stock Purchase Plan.
10.5(4)	2009 Employment Commencement Incentive Plan adopted October 2, 2009.
10.6(5)	2010 Incentive Award Plan.
10.7(3)	Amended and Restated Investor Rights Agreement dated March 31, 2009.
10.8(6)	Severance Plan.
10.9(7)	Third Amendment effective as of July 1, 2010, to Employment Agreement of Lonnie M. Smith, dated February 28, 1997.
10.10(8)	Form of Intuitive Surgical, Inc. 2010 Equity Incentive Plan Stock Option Agreement (Nonstatutory Stock Options).
21.1(9)	Intuitive Surgical, Inc. subsidiaries.
23.1(9)	Consent of Independent Registered Public Accounting Firm.
31.1(9)	Certification of Principal Executive Officer.
31.2(9)	Certification of Principal Financial Officer.
32.1(9)	Certification of Chief Executive Officer and Principal Financial Officer pursuant to Section 303A.06 of the NYSE listing standards, 1350, As Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
101(10)	The following materials from Intuitive Surgical, Inc.'s Annual Report for the year ended December 31, 2010, formatted in XBRL (Extensible Business Reporting Language): (i) Consolidated Balance Sheets, (ii) Consolidated Statements of Income, (iii) Consolidated Statements of Equity, (iv) Consolidated Statements of Cash Flows, and (v) Notes to the Consolidated Financial Statements, tagged at Level I through IV.

(1) Incorporated by reference to exhibits filed with the Company's 2008 Annual Report on Form 10-K, filed February 6, 2009 (File No. 000-30713).

(2) Incorporated by reference to Exhibit 3.1 filed with the Company's Current Report on Form 8-K, filed February 6, 2009 (File No. 000-30713).

- (3) Incorporated by reference to exhibits filed with the Company's Registration Statement No. 333-33016).
- (4) Incorporated by reference to Exhibit 10.10 filed with the Company's 2009 Annual Report on January 29, 2010 (File No. 000-30713).

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- (5) Incorporated by reference to Exhibit 10.1 filed with the Company's Current Report 2010 (File No. 000-30713).
- (6) Incorporated by reference to Exhibit 10.1 filed with the Company's Current Report December 2, 2008 (File No. 000-30713).
- (7) Incorporated by reference to Exhibit 10.1 filed with the Company's Current Report 2010 (File No. 000-30713).
- (8) Incorporated by reference to Exhibit 10.2 filed with the Company's Quarterly Report 2009 (File No. 000-30713).
- (9) Filed herewith.
- (10) Users of the XBRL data are advised pursuant to Rule 406T of Regulation S-T that filed or part of a registration statement or prospectus for purposes of sections 11 or deemed not filed for purposes of section 18 of the Securities Exchange Act of 1934 liability under these sections.

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**SIGNATURES**

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the Registrant has caused this report to be signed on its behalf by the undersigned thereunto duly authorized:

INTUITIVE

(Registrant)

By:

Pr

February 1, 2011

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed by the following persons on behalf of the Registrant and in the capacities and on the dates indicated:

Signature	Title
/s/ GARY S. GUTHART <b>Gary S. Guthart</b>	President, Chief Executive Officer and Director (Principal Executive Officer)
/s/ MARSHALL L. MOHR <b>Marshall L. Mohr</b>	Senior Vice President and Chief Accounting Officer (Principal Financial and Accounting Officer)
/s/ LONNIE M. SMITH <b>Lonnie M. Smith</b>	Chairman of the Board of Directors
/s/ ROBERT W. DUGGAN <b>Robert W. Duggan</b>	Director
/s/ AMAL M. JOHNSON <b>Amal M. Johnson</b>	Director
/s/ ERIC H. HALVORSON <b>Eric H. Halvorson</b>	Director
/s/ ALAN J. LEVY, PH.D. <b>Alan J. Levy, Ph.D.</b>	Director
/s/ FLOYD D. LOOP, M.D. <b>Floyd D. Loop, M.D.</b>	Director

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**Floyd D. Loop, M.D.**

/s/ MARK J. RUBASH

Director

**Mark J. Rubash**

/s/ GEORGE STALK JR.

Director

**George Stalk Jr.**

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