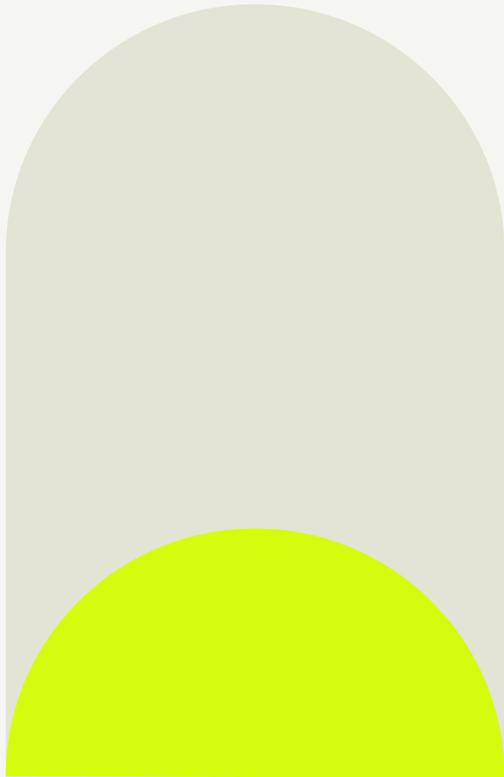


ACCURAY

Q3'FY23 Earnings Call



April 26, 2023



Forward-looking Statements

This presentation is intended exclusively for investors. It is not intended for use in Sales or Marketing.

Safe Harbor Statement

Statements in this presentation (including the oral commentary that accompanies it) that are not statements of historical fact are forward-looking statements and are subject to the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements in this presentation relate, but are not limited, to: expectations regarding fiscal 2023 full-year adjusted EBITDA and revenue; our positioning and strategy for accelerating revenue growth and market share; expectations regarding our strategic areas of focus; expectations regarding market growth rates and market trends; and expectations related to our revenue growth and market share going forward. Forward-looking statements generally can be identified by words such as “anticipates,” “believes,” “estimates,” “expects,” “intends,” “plans,” “projects,” “may,” “will be,” “will continue,” and similar expressions. These forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from expectations. These risks and uncertainties include, but are not limited to: the effects of the COVID-19 pandemic on our business, financial condition, results of operations or cash flows; disruptions to our supply chain, including increased logistics costs; our ability to achieve widespread market acceptance of our products, including new product offerings and improvements; our ability to develop new products or enhance existing products to meet customers’ needs and compete favorably in the market; our ability to realize the expected benefits of the joint-venture and other partnerships; risks inherent in international operations; our ability to effectively manage our growth; our ability to maintain or increase our gross margins on product sales and services; delays in regulatory approvals or the development or release of new offerings; our ability to meet the covenants under our credit facilities; our ability to convert backlog to revenue; and other risks identified under the heading “Risk Factors” in our quarterly report on Form 10-Q, filed with the Securities and Exchange Commission (the “SEC”) on February 2, 2023, and as updated periodically with our other filings with the SEC.

Forward-looking statements speak only as of the date the statements are made and are based on information available to Accuray at the time those statements are made and/or management’s good faith belief as of that time with respect to future events. Accuray assumes no obligation to update forward-looking statements to reflect actual performance or results, changes in assumptions or changes in other factors affecting forward-looking information, except to the extent required by applicable securities laws. Accordingly, investors should not place undue reliance on any forward-looking statements.

Non-GAAP Financial Measures

This presentation also contains non-GAAP financial measures. Management believes that non-GAAP financial measures provide useful supplemental information to management and investors regarding the performance of the company and facilitates a more meaningful comparison of results for current periods with previous operating results. Additionally, these non-GAAP financial measures assist management in analyzing future trends, making strategic and business decisions, and establishing internal budgets and forecasts. A reconciliation of these non-GAAP financial measures to the most directly comparable GAAP measure is provided in the Appendix.

Accuray has also reported certain operating results on a constant currency basis in order to facilitate period-to-period comparisons of its results without regard to the impact of foreign currency exchange rate fluctuations. Management believes disclosure of non-GAAP constant currency results is helpful to investors because it facilitates period-to-period comparisons of the company’s results by increasing the transparency of the underlying performance by excluding the impact of foreign currency exchange rate fluctuations. Accuray calculates the constant currency amounts by translating local currency amounts in the current period using the same foreign translation rate used in the prior period being compared against rather than the actual exchange rate in effect during the current period.

There are limitations in using these non-GAAP financial measures because they are not prepared in accordance with GAAP and may be different from non-GAAP financial measures used by other companies. These non-GAAP financial measures should not be considered in isolation or as a substitute for GAAP financial measures. Investors and potential investors should consider non-GAAP financial measures only in conjunction with the company’s consolidated financial statements prepared in accordance with GAAP.

Medical Advice Disclaimer

Accuray Incorporated as a medical device manufacturer cannot and does not recommend specific treatment approaches. Individual results may vary.

Accuray Overview

Global Leader in Precision Radiation Therapy

Vision: To expand the curative power of radiation therapy to improve as many lives as possible



14%

R&D Spend
In FY22²

417

Patents
In Portfolio¹

Key FY22
Financials

\$430M Total
Revenue

22% YOY Product
Revenue
Growth



**2 Precision
Platforms**



1,000+ Global Employee
Presence¹

1,000+
Installed
Base Achieved in
March of 2023

Main Manufacturing
Facility Madison, WI

1: As of April 19, 2023

2: Estimated percentage of revenue invested into R&D

Executive Team



Suzanne Winter

President and CEO



Ali Pervaiz

Senior Vice President,
Chief Financial Officer



Sandeep Chalke

Senior Vice President,
Chief Commercial
Officer



Seth Blacksbury

Senior Vice President,
Chief Medical Officer



Jesse Chew

Senior Vice President,
Chief Legal Officer



Mike Hoge

Senior Vice President,
Global Operations



Patrick Spine

Senior Vice President,
Chief Administrative
Officer



Jim Dennison

Senior Vice President,
Global Quality &
Regulatory Affairs

Q3'FY23 Highlights

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Shipped 30 systems setting a new record of quarterly shipments and 67% growth compared to 18 systems shipped in the prior year period



Achieved 1,000+ installed system milestone with 4% global installed base growth YOY lifted by 31% growth of installed systems in China



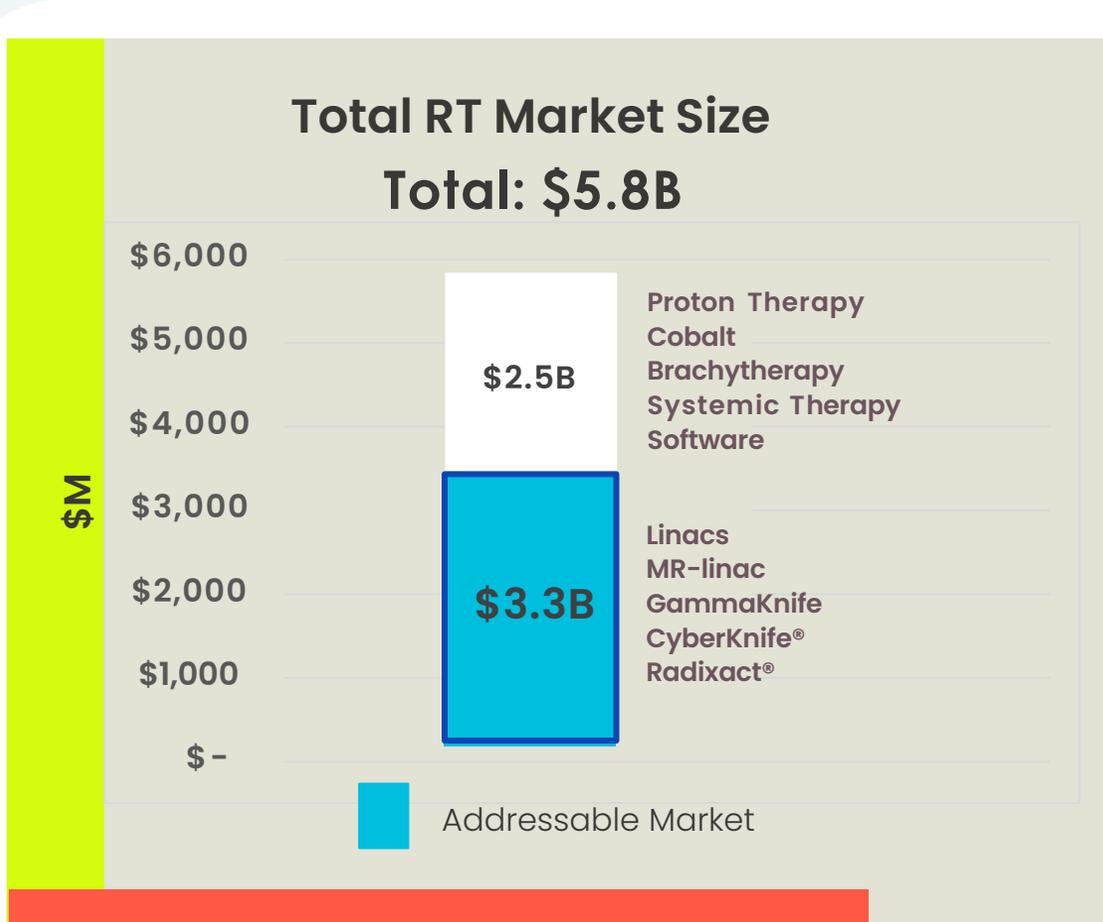
45% global product revenue growth YOY reflects strong customer adoption



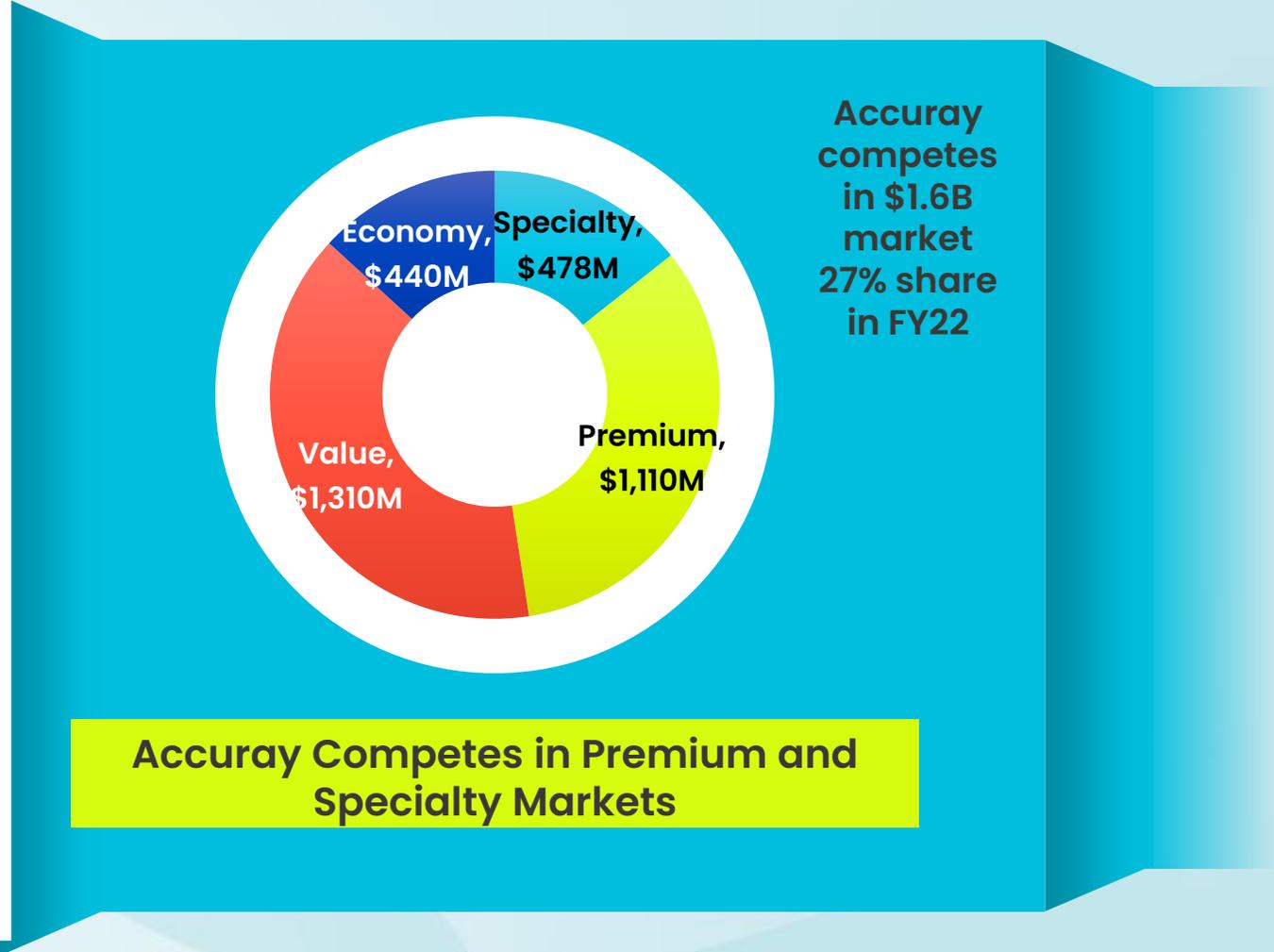
PACE-A trial data indicates SBRT preserves urinary continence and sexual function better than surgery in men with prostate cancer

Radiation Therapy Market¹

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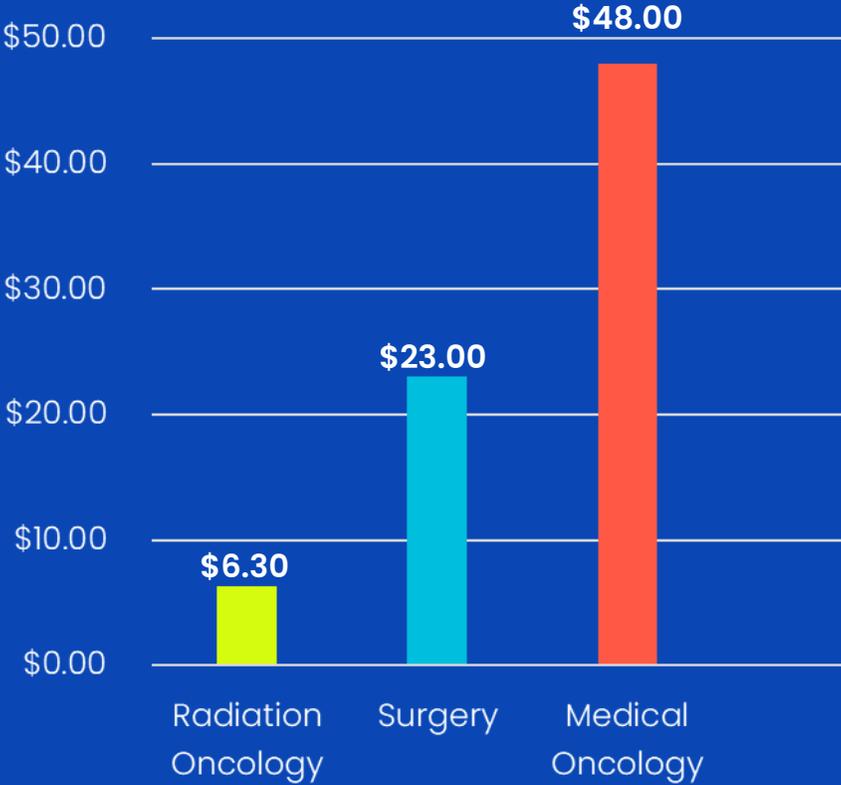
Total Addressable Market: \$3.3B



¹: ReAnin Radiotherapy Market, Global Industry insights and trends 2017-2027.

Strongly Positioned for Value-based Care

U.S. Cancer Expenditures Estimate (\$ Billion)^{1,2}



~60% Cancer patients treated with radiation therapy³

- Proven Outcomes
- Enhanced Patient Experience
- Non-Invasive

1: Dieguez G., Ferro C., Pyenson B.S. A multi-year look at the cost burden of cancer care: Milliman research report. <https://milliman-cdn.azureedge.net/-/media/Milliman/importedfiles/uploadedFiles/insight/2017/cost-burden-cancer-care.ashx> (Published 2017. Accessed August 21, 2020)
2: NIH National Cancer Institute Cancer Trend Progress Report https://progressreport.cancer.gov/after/economic_burden (Data as of April 2022)
3: <https://www.cancer.gov/publications/patient-education/radiation-and-you-2021-508.pdf>

Strategic Areas of Focus



Drive market share through disruptive innovation



Expand service business



Drive margin and profitability initiatives



Transform through strategic partnerships

Q3'FY23 Financials

Strong financial performance

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KEY FINANCIAL METRICS

\$M	Q3	Y/Y	Y/Y XFX ²	YTD	Y/Y	YTD Y/Y XFX ²
Revenues	\$118.1M	23%	27%	\$329.3M	3%	8%
Product	\$62.8M	45%	50%	\$170.7M	9%	13%
Service	\$55.2M	4%	8%	\$158.6M	(3%)	3%
Op. Expenses	\$36.4M	4%		\$113.4M	2%	
R&D	\$14.2M	1%		\$42.9M	(1%)	
SG&A	\$22.2M	6%		\$70.5M	4%	
Adj. EBITDA ¹	\$8.3M	54%		\$18.7M	6%	



Highlights

- Revenue growth of 23% with record shipments for the quarter amidst continuing FX challenges
- OPEX includes \$1M of SAP implementation related spend and \$800k of restructuring charges
- Reaffirming FY23 full year revenue guidance of \$447M to \$455M and adjusted EBITDA guidance of \$26M to \$30M¹

¹ Adjusted EBITDA is a non-GAAP measure. Please see Slides 13, 14 and 16 for a reconciliation of Adjusted EBITDA to the most directly comparable GAAP measure

² Percentages shown on a constant currency basis to facilitate period-to-period comparisons without regard to the impact of foreign currency exchange rate fluctuations

Maintaining FY23 Guidance Communicated

August 10, 2022

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\$ in millions % = YoY Growth	FY22 Actual	FY23 Guidance Range
Revenue	\$429.9M	\$447M - \$455M +4% - 6%
Adjusted EBITDA ¹	\$22.8M	\$26M - \$30M +14% - 32%

¹Adjusted EBITDA is a non-GAAP measure. Please see Slides 15 and 16 for a reconciliation of Adjusted EBITDA to the most directly comparable GAAP measure.

In Summary



**23% growth in revenue and
54% growth in adjusted EBIDTA
in Q3'FY23**



**Strongest product portfolio and
pipeline in company's history**



**Multiple growth catalysts and
global commercial execution**



**Focused on margin expansion
and free cash flow**

Positioned for
**Long-Term
Revenue Growth
and Market
Share Gain**

Thank you

GAAP to Adjusted EBITDA Q3 FY23 and Q3 FY22

Actual Reconciliation of Net Income (Loss) to Adjusted Earnings Before Interest, Taxes, Depreciation, Amortization and Stock-Based Compensation (Adjusted EBITDA)

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\$K	Three Months Ended March 31, 2023	Three Months Ended March 31, 2022
GAAP net income (loss)	\$ 599	\$ (1,046)
Depreciation and amortization	1,103	1,406
Stock-based compensation	1,559	2,695
Interest expense, net	2,707	1,975
ERP and ERP related expenditures	1,057	0
Restructuring charges	800	0
Provision for income taxes	522	407
Adjusted EBITDA	\$ 8,347	\$ 5,437

GAAP to Adjusted EBITDA YTD Q3 FY23 and YTD Q3FY22

Actual Reconciliation of Net Income (Loss) to Adjusted Earnings Before Interest, Taxes, Depreciation, Amortization and Stock-Based Compensation (Adjusted EBITDA)

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\$K	Nine Months Ended March 31, 2023	Nine Months Ended March 31, 2022
GAAP net income (loss)	\$ (6,724)	\$ (1,895)
Depreciation and amortization	3,430	4,247
Stock-based compensation	7,601	7,906
Interest expense, net	7,605	6,081
ERP and ERP related expenditures	2,178	0
Restructuring charges	2,738	0
Provision for income taxes	1,912	1,318
Adjusted EBITDA	\$ 18,740	\$ 17,657

GAAP to Adjusted EBITDA FY22

Actual Reconciliation of Net Income (Loss) to Adjusted Earnings Before Interest, Taxes, Depreciation, Amortization and Stock-Based Compensation (Adjusted EBITDA)

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\$K	Twelve Months Ended June 30, 2022
GAAP net income (loss)	\$ (5,347)
Depreciation and amortization	5,522
Stock-based compensation	10,600
Interest expense, net	8,109
ERP and ERP related expenditures	594
One-time charge related to debt refinance and convertible exchange	0
Provision for income taxes	3,345
Adjusted EBITDA	\$ 22,823

GAAP to Adjusted EBITDA FY23 – Forward Looking Guidance

Actual Reconciliation of Net Income (Loss) to Adjusted Earnings Before Interest, Taxes, Depreciation, Amortization and Stock-Based Compensation (Adjusted EBITDA)

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\$K	Twelve Months Ended June 30, 2023	
	From	To
GAAP net income (loss)	\$ (7,000)	\$ (3,000)
Depreciation and amortization	4,500	4,500
Stock-based compensation	10,200	10,200
Interest expense, net	10,000	10,000
ERP and ERP related expenditures	3,200	3,200
Restructuring charges	2,700	2,700
Provision for income taxes	2,400	2,400
Adjusted EBITDA	\$ 26,000	\$ 30,000