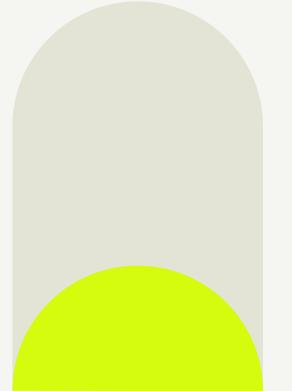
Accuray Overview Video



# Accuray Transforming Patient Care Through Innovation

Investor Day



Agenda

## ACCURAY

	Welcome			
01	Ken Mobeck VP, FP&A and Investor Relations	The Accuray Product Difference Corey Lawson		
02	Overview Josh Levine	VP, Product Strategy	05	
02	Chief Executive Officer	Financials Brandy Green	06	
03	Long Term Growth Catalysts Suzanne Winter	Interim Chief Financial Officer		
04	President  Clinical Evidence	Closing Josh Levine Chief Executive Officer	07	
04	Jean-Philippe Pignol SVP, Chief Medical & Technology Officer	Chief Executive Officer	08	
	The medical a reciliology officer	Q & A	00	

# 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: our preliminary financial results, including expectations regarding gross orders, revenues and adjusted EBITDA for the first quarter of fiscal 2022; expectations regarding fiscal 2022 full-year adjusted EBITDA and revenue, our positioning and strategy for accelerating revenue, market share and margin expansion, including expectations regarding our financial model; expectations regarding market growth rates and market trends; expectations regarding new product enhancements or offerings; expectations regarding partnerships and planned partnerships; our long term growth catalysts; expectations related to our joint-venture in China and Type-B product, including our ability to drive additional growth and market share in China; our ability to expand addressable markets; and our ability to capitalize on operating leverage to drive greater profits and cash flows. Forward-looking statements generally can be identified by words such as "anticipates," "believes," "estimates," "expects," "intends," "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; 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 annual report on Form 10-K, filed with the Securities and Exchange Commission (the "SEC") on August 17, 2021, 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.

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.

Our Vision:
To EXPAND the
CURATIVE
POWER of
RADIATION
THERAPY to
improve as many
lives as possible



- **■**Broader treatment options
- ■Beyond oncology
- ■Global patient access





- **■**Enable advanced treatments
- ■Survival, long term outcomes
- **■Quality of life**

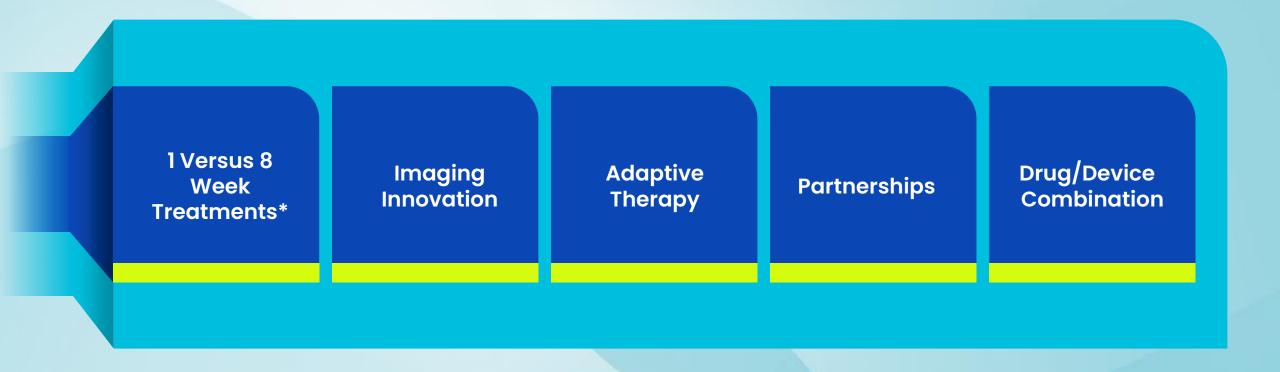


- **■**Focused resources
- **■**Expertise
- **■Best in class**

# Entering the Golden Age of Radiotherapy

**ACCURAY** 

Accuray is leading the transformation



# **Accuray Systems: Differentiated Solutions**

## **ACCURAY**

### Radixact<sup>®</sup> System

TomoTherapy® System



Ultimate
IMRT/SBRT Workhorse

Personalized
Universal
Fast

### CyberKnife<sup>®</sup>

S7™ System



Dedicated Whole Body SRS/SBRT System

4D Dynamic Delivery
Precise
Speed

## **Accuray Precision®**

**Treatment Planning System** 



Connectivity to the RT Department

Efficient Integrated Automated

# Strategy for Accelerating Revenue and Margin Expansion

Financial model designed to both invest as well as grow the top line

# Reposition for Success

#### FY18 - FY19

- Enhanced leadership
- Established China JV
- Introduced Synchrony
- Improved cost structure and operating leverage

# Transform Culture and Begin Innovation Driven Growth

#### FY20 - FY21

- Redefined vision and technology roadmap
- China type-A revenue ramp
- Build our global infrastructure and operations
- Restructured debt for growth

#### **Accelerate Growth**

#### FY22+ Plan

- New products and partnerships
- Execution on China growth
- Expand markets and drive market share gain
- Drive greater profits and cash flows

# Long Term Growth Catalysts

# Commercial Orders Momentum Entering FY22



# Long Term Revenue Growth Catalysts



# **Robust Technology Pipeline**

### ACCURAY



# China Growth and Unique Business Model

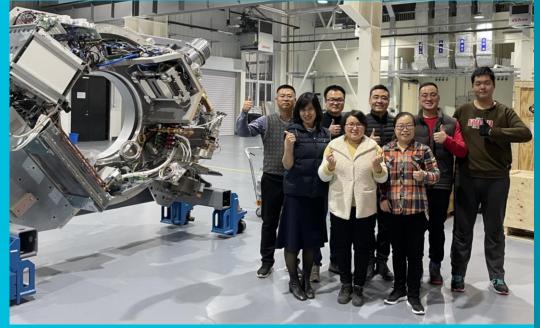
- 175 employees
- Commercial execution:
  - Type-A: 85% market share\*
  - Type-B: Commercial coverage with JV product on-track
- Customer support team active with 30 systems installed in calendar 2021
- World class training and education center







# JV Manufacturing Facility Prepared for Type-B Product



China JV manufacturing ready for BIMT<sup>a</sup> testing

- ISO 13485 certified
- Type-B product on track
  - Planned market introduction in summer 2022
  - Anticipate shipments following NMPA<sup>b</sup> approval by end of CY2022
- Sister manufacturing site development

# **New Market Opportunities**

# **Expansion to Global Value Segment**

ACCURAY

Target emerging markets where RT is underpenetrated

Expand Patient Access

Reduced Total Cost of Care

Workflow Efficiency

Upgradeability Path

High Throughput and Quality Differentiated Feature Set

Base Clinical Capabilities with Options

Mid-CY2023 Availability

\$300M Annual Opportunity\*

# NeuroRadiosurgery: Replacement Market Opportunity

## CyberKnife® S7™ Neuro Package with Brainlab®





\$600M aged Gamma Knife® opportunity through 2026\*

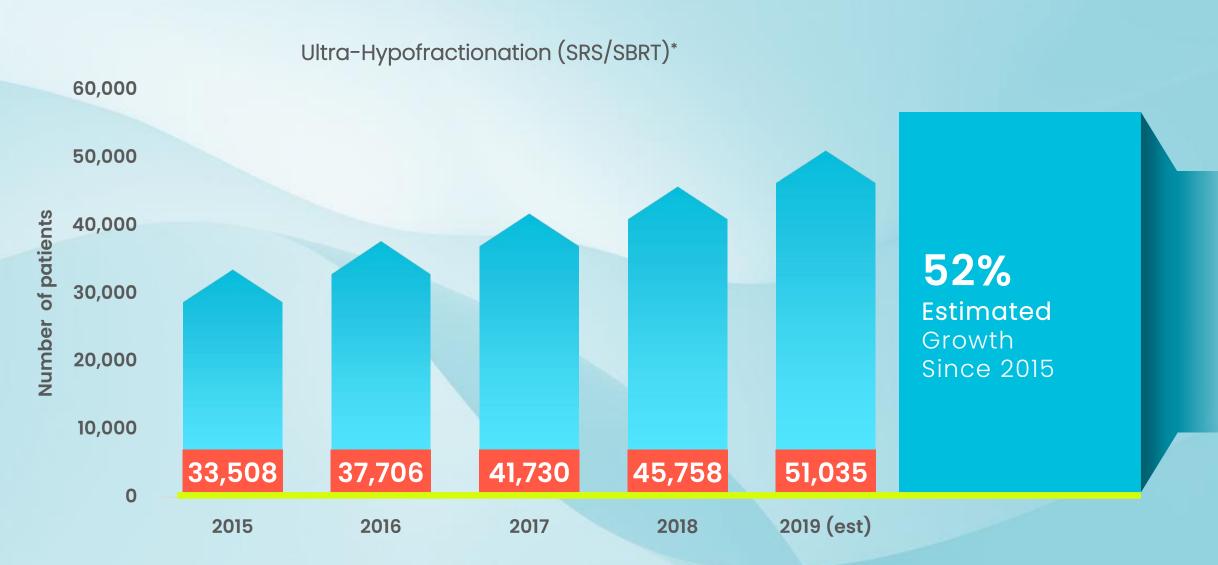


# Dr. DAVID ROBERGE

Adjunct Professor, Oncology McGill University, CHUM - Notre Dame

# Market Trends and Technology Implications

# Growing Use of Ultra-Hypofractionated Treatments



dataset Public Use File; Freestanding volume for 2019 estimated based on annual 2015-2018 average growth rates

# COVID-19: Accelerates Hypofractionation Adoption

# **Guidelines**

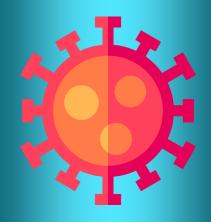
**ASTRO** 

**ESTRO** 

**DEGRO** 

**NICE** 

Australia New Zealand



Reduce the patient and provider risk of exposure

# **Increasing Clinical Evidence**

#### **Breast Cancer**

■ NASPB-B39, RAPID, Florence Trial

#### **Prostate Cancer**

■ CHHiP, HYPRO, PACE-B

#### **Lung Cancer**

■ ROSEL, RTOG 0915

#### **Brain Metastases**

■ JROSG 99-1, NCT00377156

#### **Bone Metastases**

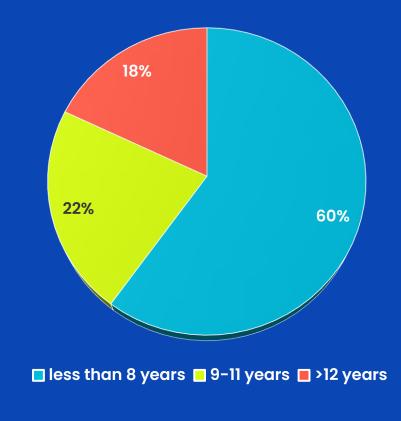
■ RTOG 97-14, NCT00080912

## Oligometastases

■ COMET, NCT01725165

# Aged Equipment Need Technology Upgrade





- Installed base is aged
- Technology needed for ultra-HF treatments
- Increase annual patients treated
- Compete more effectively in RO-APM reimbursement
- Potential for improved outcomes and quality of life

# Treat More Patients with Ultra-Hypofractionation







PROF.
RAPHAEL
MOECKLI

Group Leader, Medical Physicist at CHUV

# Positioned to Win in Value Based Care

# ACCURAY

Deliver more. **Better. Faster.** 

## CYBERKNIFE® S7™ System

- Global leader in SRS/SBRT
- Only robotic delivery system
- Fast <15 min treatments

# RADIXACT® System

- 360-degree helical arc therapy
- IMRT and SBRT
- Fast <15 min treatments

## **ACCURAY-ONLY TECHNOLOGY**

- Outstanding image quality
- Synchrony® 4D dynamic delivery
- VOLO™ and VOLO Ultra speed
- Patient experience









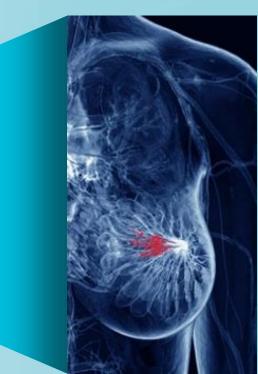


 $VOLO^{TM}$ 



# Clinical Evidence





# PACE-B Prostate Study Shows Lower Side Effects with the CyberKnife® System

**ACCURAY** 

Study shows 50% less bladder side effects compared to conventional linac



- ~ 1 in 8 men in the U.S. will be diagnosed with prostate cancer<sup>a</sup>
- First phase 3 trial testing5-fraction SBRT for prostate
- N=874 patients from 37 centers in 3 countries<sup>b</sup>
- Subset analysis of the SBRT arm is favorable for the CyberKnife system



**Dr. ALISON TREE** 

Consultant Clinical
Oncologist at The Royal
Marsden NHS
Foundation Trust

# Accelerated Partial Breast Irradiation Delivered with the CyberKnife® System

ACCURAY

Study shows a lower secondary lung cancer risk compared to conventional linac



- ~ 1 in 8 women in the U.S. will develop invasive breast cancer<sup>a</sup>
- 80% of all breast cancer treated are early stage, outcomes are excellent<sup>b</sup>
- Retrospective analysis and modeling of long-term risk of dying of secondary lung cancer

b American Cancer Society: Cancer Facts and Figures 2021

# Head and Neck Cancer Delivered on the TomoTherapy® System

Study shows lower salivary toxicity compared with conventional linac



Lower salivary side effects for TomoTherapy® patients° (7.5% vs. 20.4%

with conventional linac)

- 1 in 50 people affected by head and neck cancer<sup>b</sup>
- High mortality rate<sup>c</sup>
- N=166 patients with head and neck cancer, from 14 centers<sup>a</sup>
- TomoTherapy® compared with conventional linac showed better tumor control and specific survival®

# Pancreatic Cancer: Combination with Immunotherapy

Study shows increasing overall survival for locally recurrent cancer compared to SBRT with chemotherapy



Improved overall and progression-free survivals with SBRT plus immunotherapy

- Pancreatic cancer survival is low, about 11%<sup>b</sup>
- N=170 patients randomized to CyberKnife® System SBRT plus immunotherapy vs. chemotherapy®
- Excellent patient tolerance<sup>a</sup>

# **Our Vision:**

**ACCURAY** 

Expand the curative power of radiation therapy to improve as many lives as possible



# The Accuray Product Difference



# Radixact® System

The Ultimate
Full-body,
Workhorse Radiation
Therapy Device



Radixact® System

# The Radixact® System: a Universal Workhorse

#### **ACCURAY**

Unique Helical Platform Simple VOLO™ Ultra Planning

Precise Helical Dose Painting Synchrony®
4D Tumor
Tracking w/
Dynamic
Delivery

Any Case Complexity Diagnosticlike ClearRT™ Imaging Quick Installation Vendor Neutral Connectivity



### ClearRT™ Helical kVCT Imaging

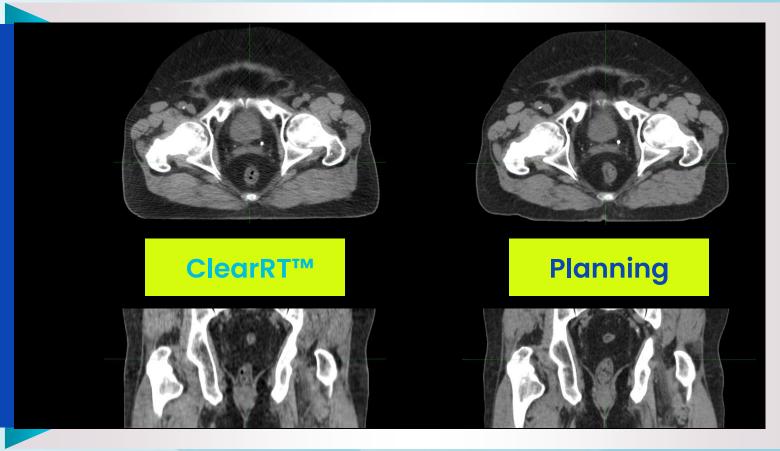
Radixact® System's unique helical platform advantages





#### **ADVANTAGES**

- Diagnostic-like quality
- Largest field of view (FOV) and scan length
- Fast 1-meter in 1-minute
- Upgradeable into the IB



## The Competition

#### **Conebeam CT comparison**

#### Conebeam CT



Slow

■ Elekta OBI: ~ 60-120 sec

Varian TrueBeam<sup>®</sup>: ~ 33-60 sec

Varian Halcyon™: ~ 17-40 sec

**Artifacts** 

Non-uniformity

Geometric distortion

Limited Field of View

~ 20 cm maximum scan length

<15 cm reduced artifact</p>

Photo from "Domain adversarial networks and intensity-based data augmentation for male pelvic organ segmentation in cone beam CT" by Eliott Brion, Jean Leger, A.M. Barragan-Montero, Nicolas Meert, John A. Lee, and Benoit Macq / CC BY4.0 / Arrows added for emphasis

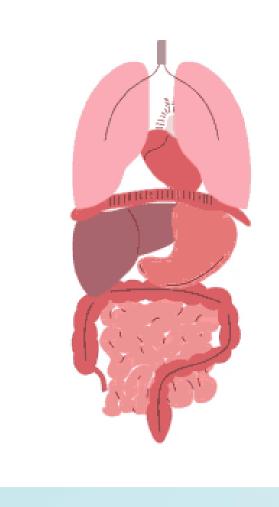
#### Comparing to typical MR-Linac and conebeam CT





Dr. LANE ROSEN
Willis-Knighton

### Targets move - Life is always in motion



# Methods of correcting for breathing, circulation, and digestion



Expand treatment margins and treat the entire motion envelope – ITV



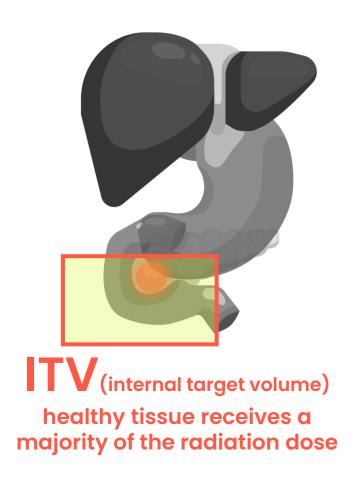
Manage breathing, and turn the beam ON/OFF depending on tumor position – gating



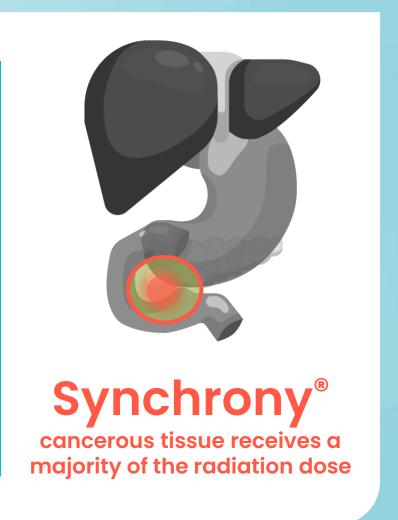
Efficiently follow the dynamically moving target with the beam – **Accuray Synchrony®** motion tracking

### **Compensating for Movement**

#### **Technique matters**



- Enables dose escalation to the target
- Decreases radiation to healthy surrounding tissue
- Potentially helps clinicians positively impact patient outcomes



#### **Accuray does NOT require restrictive devices**

## **Patient Restraint:** Abdominal Compression



## **Trained Breathing Device:** Enable Predictable Gating



1 of 3 Patients Typically Unable to Tolerate\*

## Synchrony® 4D Motion Tracking with Dynamic Delivery

Efficient and precise, comfortable for the patient



**Minimize Margins:** Potential for improved outcomes, and enables ultra-hypofractionation

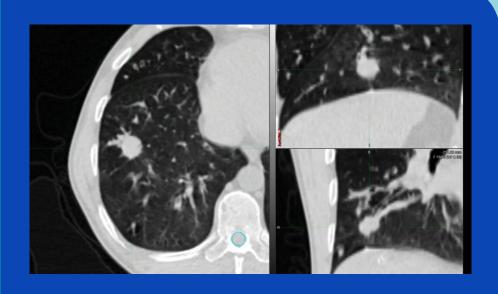


**Deliver Efficiently:** Treat more patients, at lower cost, with overall higher profitability



**Breath Naturally:** Greater patient comfort, and a better experience



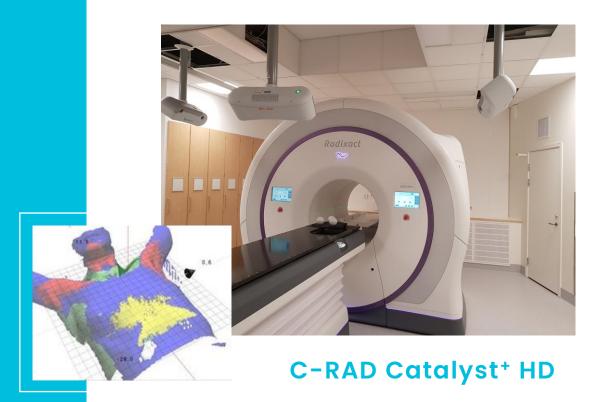


#### Partnership with C-RAD

Protect the heart
Focus beam on the tumor/tumor bed

- Non-ionizing optical imaging patient setup
- Automated pause/resume specific to the needs of treating breast cancer patients

#### C-RAD





### Dr. ANAND MAHADEVAN

Professor and
Chairman of
Radiation Oncology
at Geisinger
Health System



## CyberKnife® System

Dedicated Whole Body SRS/SBRT System



## The CyberKnife® Radiosurgery System

#### ACCURAY



Submillimeter Accuracy Thousands of Beam Angles

Fast Delivery

Versatile SRS/SBRT System Flexible Collimation For Various Cases Powerful Planning Choices Moving Or Stationary Targets



## The CyberKnife® System with RayStation® Planning

#### Partnership with RaySearch









iDMS<sup>®</sup>
Data Management
System















- Latest generation RaySearch plan optimizer
- Protocols and scripting automation tools
- RayPhysics<sup>®</sup> enables seamless machine commissioning
- Highly intuitive workflows for which RayStation<sup>®</sup> is known

## CyberKnife® Neuro Radiosurgery System

Planned Partnership with Brainlab®



## Elements Neuro Pre-planning, and Quentry®

Familiar to neurosurgeons; Supports clinical evidence generation via registry access

#### Frameless and Frame Option\*

Expands treatment to functional disease



**Brain AND Spine Treatments** 

#### Oligometastatic Treatments

Improves efficiency in treating multiple brain metastases

#### Collimation

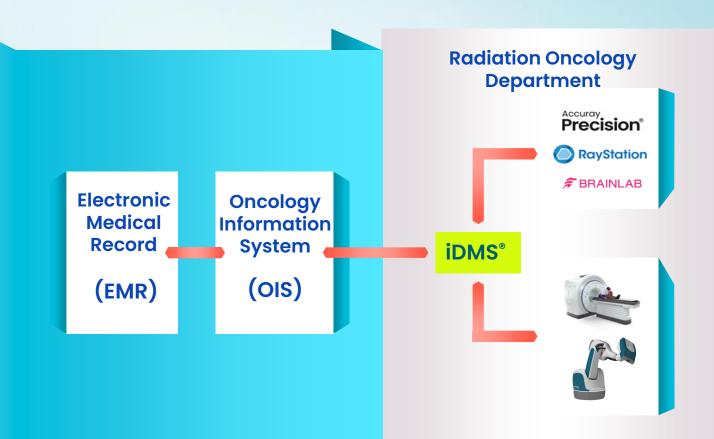
Tailors to common neurosurgical case demands

<sup>\*</sup> Frame-based Neuro Technology is under development - This does not reflect a commitment to deliver products, software, features, functionality, or upgrades, and should not be relied upon in making purchasing decisions.



Dr. ADITYA GUPTA

Chief Neurosurgeon at Artemis Hospital



- Closed a historical gap
- Seamless workflow: scheduling, image review, treatment capture
- Electronic medical record integration ensures a complete patient record
- Everyone wins: IHE-RO industry consortium's commitment to expanding development, and testing

Accuray Systems Have Vendor-Neutral OIS Connectivity

## **Innovation Continues**

## ClearRT™ Imaging Critical Input to Adaptive Workflow

Plan and enroll

- Accuray Precision®
- Partnership with RaySearch

1



Determine key radiomics inputs

Deform the contours on daily image

Applied intelligence



Acquire daily image

- ClearRT™
- True helical CT
- Diagnostic-like image quality

Accumulate dose over the course of treatment

Quality assurance



Calculate planned dose on daily image

Rethinking the workflow

3

Review and decide

Clinical decisions



## **Strategic Exploration**

#### **ACCURAY**



Immunotherapy with RT for abscopal effect



Automation "one-stop-shop" and daily adaptive RT

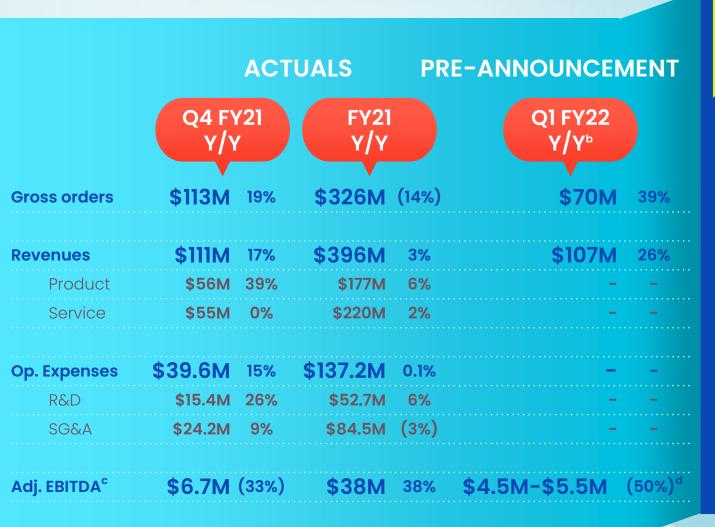


The future of the CyberKnife® system beyond 3D imaging



## Financial Update

## **Key Financial Metrics**°





- New product innovation driving order momentum
- Largest fiscal first quarter revenue number in Company history
- Raised FY22 full year revenue guidance to \$420M to \$427M
- Tightened FY22 full year adjusted EBITDA to the range of \$33M to \$35M<sup>c</sup>

a FY22 revenue quidance as presented in press release dated October 21, 2021. This presentation should not be construed as a reaffirmation of such quidance.

b Represents preliminary unaudited financial results announced in press release dated October 21, 2021. Actual results may vary.

c Adjusted EBITDA is a non-GAAP measure. Please see Appendix for a reconciliation of adjusted EBITDA to the most directly comparable GAAP measure.

### Improved Q4 FY21 Balance Sheet for Future Growth

ACCURAY

Key parameters are strengthening based on actions taken



#### Debt Restructuring

- Lowered Interest expense by ~\$2.5M/year
- Greater flexibility with new term loan and revolver covenants
- Capacity to invest in growth



#### Stronger Cash Position

- Cash & Investments increased by ~\$8M year over year to \$117M
- Paid down \$5M on revolver



#### Improved Working Capital

- Decreased Inventory by ~\$8M year over year to \$126M
- Decreased Receivables by ~\$5M year over year to \$85M

## Strategy for Accelerating Revenue and Margin Expansion

Financial model designed to both invest as well as grow the top line

## Reposition for Success

#### FY18 - FY19

- Enhanced leadership team
- Established China joint-venture
- Introduced Synchrony
- Reset cost structure to increase operating leverage

## Transform Culture and Begin Innovation Driven Growth

#### FY20 - FY21

- Redefined vision and strategic roadmap
- High impact product introduction
- Executed China type-A revenue ramp
- Continued to build out our global infrastructure and operations
- Restructured debt to allow for growth

#### **Accelerate Growth**

#### FY22+ Plan

- Consistent cadence of new products and partnerships
- Drive additional growth and share in China market
- Expand addressable markets and drive further market share gain
- Capitalize on operating leverage to drive greater profits and cash flows

## **Closing Remarks**



**Entering FY22 With**Accelerating Momentum



Strongest Product Portfolio and Pipeline in Company's History



Multiple Growth Catalysts and Global Commercial Execution



Strengthened Leadership Team and Operational Foundation

Positioned for
Accelerated
Revenue
Growth, Market
Share Gains
and Margin
Expansion

Q&A

## Thank you



### **GAAP to Adjusted EBITDA FY21**

ACCURAY

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

\$K	Three Months Ended June 30				Twelve Months Ended June 30			
	2021		2020		2021		2020	
GAAP net income (loss)	\$ (11,092)	\$	(152)	\$	(6,311)	\$	3,827	
Depreciation and amortization	1,498		1,960		6,389		7,526	
Stock-based compensation	2,236		2,287		9,332		8,152	
Interest expense, net	3,734		4,590		16,877		17,986	
One-time charge related to debt refinance and convertible exchange (a)	9,948		_		9,948		_	
Gain on contribution to equity method investment in joint-venture (b)	_		_		_		(12,965)	
Cost savings initiative (c)	_		1,058		_		1,058	
Provision for income taxes	400		262		1,752		1,863	
Adjusted EBITDA	\$ 6,724	\$	10,005	\$	37,987	\$	27,447	

<sup>(</sup>a) consists of one-time charge related to the exchange of our 3.75% Convertible Senior Notes due July 2022 for our new 3.75% Convertible Senior Notes due May 2026 and the refinancing of our senior secured revolving credit facility and term loan with new lenders.

<sup>(</sup>b) consists of non-cash gain related to the value of the Company's capital contribution to the China joint venture.

<sup>(</sup>c) consists of costs associated with reduction of staff.

## GAAP to Adjusted EBITDA Q1 Preliminary and FY22 Projected Guidance

ACCURAY

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

\$K	Preliminary Three Months Ended			Twelve Months Ended Projection for			
	September 30, 2021			June 30, 2022			022
	Low		High	Low			High
GAAP net income (loss)	\$ (2,000)	\$	(1,000)	\$ 4,900		\$	6,600
Depreciation and amortization	1,500		1,500	6,500			6,500
Stock-based compensation	2,500		2,500	10,900			10,900
Interest expense, net	2,100		2,100	8,300			8,300
Provision for income taxes	400		400	2,400			2,700
Adjusted EBITDA	\$ 4,500	\$	5,500	\$ 33,000		\$	35,000

GAAP to Adjusted EBITDA FY19

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

\$K	Three Months Ended June 30	П	Twelve Months Ended June 30
	2019		2019
GAAP net income (loss)	\$ (1,400)	9	(16,430)
Depreciation and amortization	2,178		8,266
Stock-based compensation	2,822		10,601
Interest expense, net	3,973		15,015
Impairment charge(a)	-		3,707
Cost savings initiative (b)	511		1,509
Gain on lease termination (c)			(1,007)
Provision for income taxes	864		2,086
Adjusted EBITDA	\$ 8,948	\$	23,747

<sup>(</sup>a) consists of an accounts receivable impairment charge related to one customer in the first quarter of 2019

<sup>(</sup>b) consists of costs associated with reduction of staff

<sup>(</sup>c) consists of a non-cash reversal of deferred rent related to a facility lease that was terminated