

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549**

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): October 3, 2023

ACCURAY INCORPORATED

(Exact name of Registrant as Specified in Its Charter)

Delaware
(State or Other Jurisdiction
of Incorporation)

001-33301
(Commission File Number)

20-8370041
(IRS Employer
Identification No.)

1240 Deming Way
Madison, Wisconsin
(Address of Principal Executive Offices)

53717-1954
(Zip Code)

Registrant's Telephone Number, Including Area Code: 608 824-2800

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, \$0.001 par value per share	ARAY	The NASDAQ Stock Market LLC

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01 Regulation FD Disclosure.

On October 3, 2023, Accuray Incorporated (the “Company”) intends to present the management presentation slides attached hereto as Exhibit 99.1 during an investor presentation at the 2023 American Society for Therapeutic Radiology and Oncology Annual Meeting to discuss, among other things, the long-term business and growth strategies for the Company. Such slides may be used in additional presentations to investors and analysts from time to time. The presentation will be available on the investor relations portion of the Company’s website.

The information contained in this Current Report on Form 8-K, including Exhibit 99.1, is furnished pursuant to Item 7.01 and shall not be deemed to be “filed” for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of that Section, nor shall it be incorporated by reference into a filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

<u>Exhibit No.</u>	<u>Description</u>
99.1	Management Presentation Slides of Accuray Incorporated dated October 3, 2023
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

ACCURAY

Accuray Investor Briefing ASTRO 2023 Advancing Care, Creating Value



San Diego, CA
October 3, 2023



Forward-looking Statements

This presentation is intended exclusively for investors.

ACCURAY

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 2024 through 2026 financial metrics, including revenue and unit targets, adjusted EBITDA margin goals, targets for inventory turnover, days sales outstanding and cash position; expectations regarding our strategic growth plans, including our goals to create meaningful value and close the gaps in cancer care, regional strategies and priorities, priorities and goals to build durable organic growth; plans and expectations regarding our future technologies and services as well as planned product and service introductions; expectations regarding the size and growth of the radiotherapy market; expectations regarding trends in cancer and radiation therapy and our ability to capitalize on those trends; expectations regarding expanding commercial growth through our partnerships; expectations regarding service as a significant revenue and margin growth opportunity; and expectations regarding margin expansion and adjusted EBITDA margin expansion. 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: risks related to the current global economic environment, including in connection with the COVID-19 pandemic, inflation or recession 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 annual report on Form 10-K, filed with the Securities and Exchange Commission (the "SEC") on September 7, 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.

Proprietary and Confidential Property of Accuray

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Agenda

ACCURAY

01	Welcome and Opening Remarks Suzanne Winter Chief Executive Officer	U.S. Payer Trends and Payment Models Awaiz Mirza Sr. Manager, Patient Access	04
02	Commercial Strategy Sandeep Chalke Chief Commercial Officer	Financials Ali Pervaiz Chief Financial Officer	05
03	Clinical Trends in Radiation Therapy: Real World Experiences from Key Opinion Leaders Seth Blackburg, M.D., MBA Chief Medical Officer	Q & A	06
		Closing Suzanne Winter Chief Executive Officer	07



Vision

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

How We Operate

Think, act, and execute beyond expectations every day to deliver better, safer radiation therapy solutions and help patients get back to living their lives, faster

Accuray Executive Team

Tenured Healthcare Expertise – Incentives Aligned with Shareholders



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

Accuray Board of Directors

Extensive MedTech Expertise With a Focus on Value Creation for Stakeholders



Joe Whitters
Chair of the Board
of Directors



Rob Kill
Member of the Board
of Directors



James Hindman
Chair of the Audit
Committee



Anne Le Grand
Chair of the Science
and Technology
Committee



Beverly Huss
Chair of the
Compensation
Committee



Byron Scott
Member of the Board
of Directors



Mika Nishimura
Chair of the
Nominating and
Corporate Governance
Committee



Suzanne Winter
President and CEO
Member of the Board
of Directors

Cancer Burden Grows and Care Gaps Exist

- § Cancer incidence continues
- § Global disparity in access to care

Radiation Therapy Landscape

- Global RT market dominated by 3 companies
- High barriers to entry
- Significant capital equipment investment
- Installed base (IB) growth is a key success factor

Markets

- Developed markets: Replacement of aged systems
- Emerging markets: New vault growth



Goals

Advance Care
by providing solutions that address
the biggest pain points in RT

Drive Patient Access
to radiotherapy treatments in
developed and high potential
underserved markets

Delight Customers
by ensuring high operational
performance so no patient
is rescheduled



Hope



Confidence

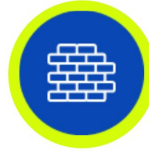
Our Strategic Growth Plan: Key Pillars



Outpace market growth with Innovations



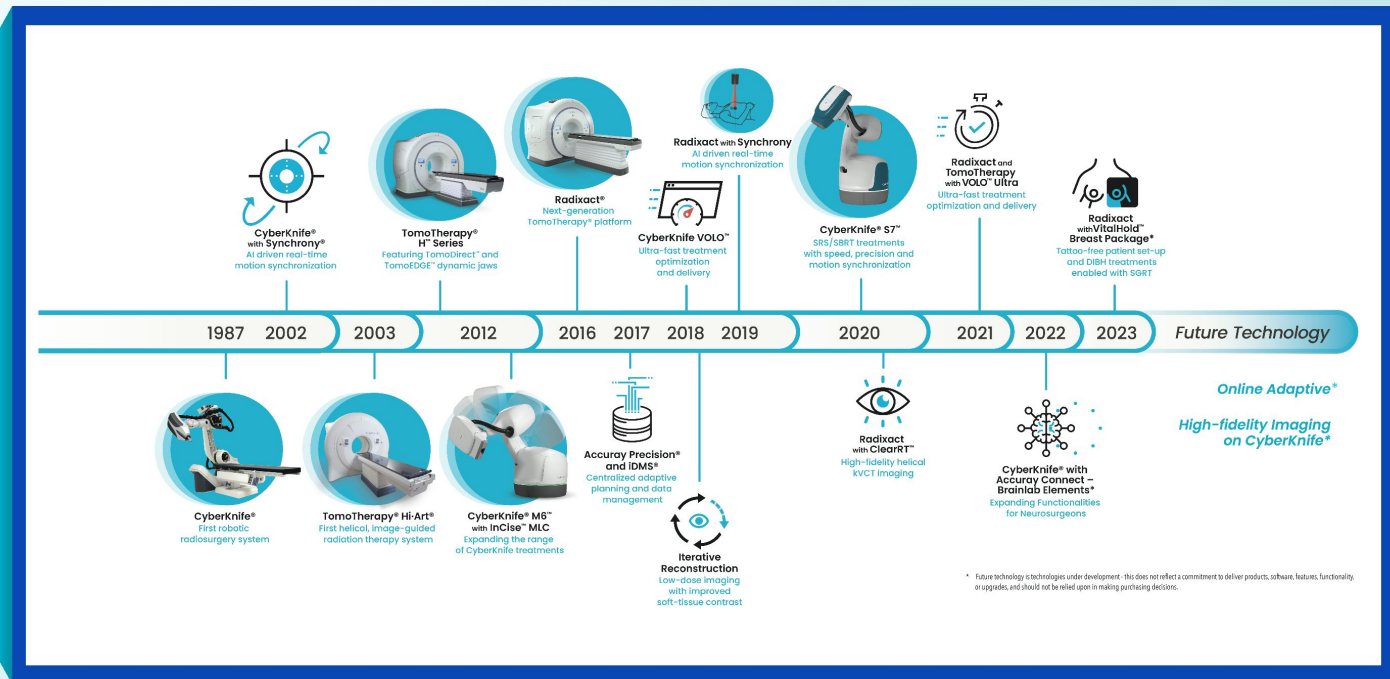
Expand service revenue with installed base growth and focus on uptime



Operational excellence and efficiency

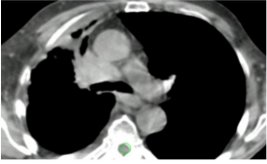


Profitability expansion
Strengthen balance sheet and cash flow



* Future technology & technologies 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.

ClearRT™



- High quality CT imaging
- Driving Radixact new system demand

VitalHold™



- Surface Guided RT for breast cancer therapy
- Available in US, EU; Japan/Sonin pending

Alliance A+



- Value-added Service solutions
- Accuray Financial Services

Cenos™



- Online Adaptive Solution for Radixact
- 510(k) pending

COMING SOON!



PERSONAL



INTELLIGENT



FAST



Online Adaptive Solution on the Radixact® System

In Partnership with  **Limbus AI**

510(k) Pending. Online Adaptive on the Radixact® System is not available for sale in the USA.
It is not CE marked and availability is subject to regulatory clearance or approval in some markets.

Chameleon by Magenta Dream, generated with AI/stock.adobe.com

ACCURAY

Global Leader in Precision Radiation Therapy

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



Resilient Supply Chain

24% Growth in FY23 system volume over prior year

Revenue Growth

\$448M Total Revenue

9% YOY Product Revenue Growth



2 Precision Platforms
12.7% R&D¹



Included in Russell Index

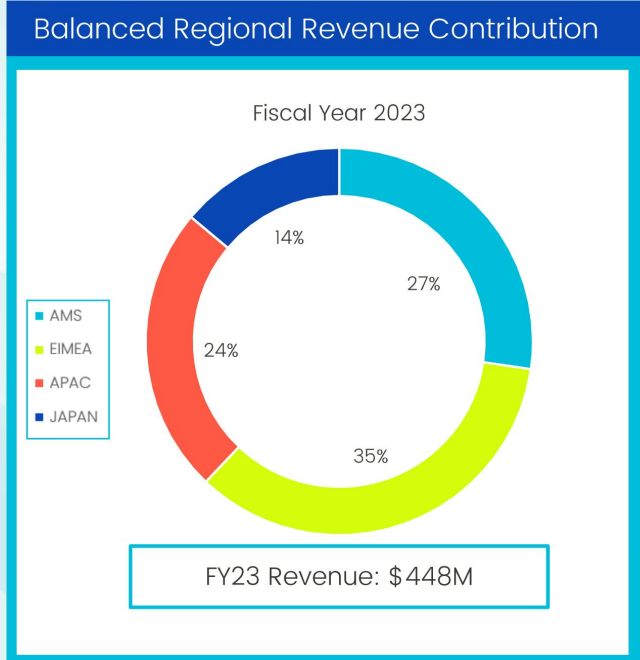
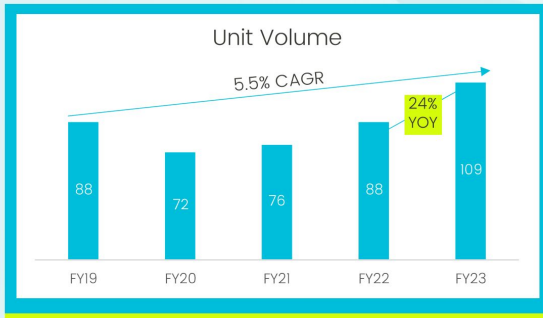
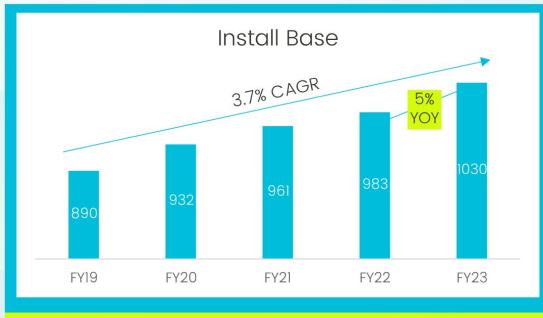
Russell 2000® Index
Broad-market Russell 3000® Index

5% Growth in global user installed base over prior year

New Headquarters Location Madison, WI

¹: As a % of FY23 revenue.

Growing Global Momentum in FY23



Significant Global Market Opportunity

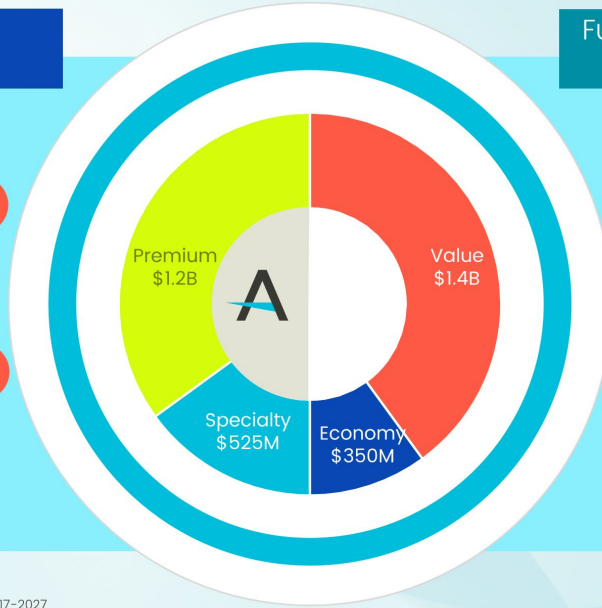
Total Addressable Radiotherapy Market: \$3.5B¹

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Today: Compete
in \$1.75B Segment

0-3%
Growth²

26%
Estimate FY23
market share³



Future: Incremental \$1.4B
Value Segment

8-10%
Growth⁴



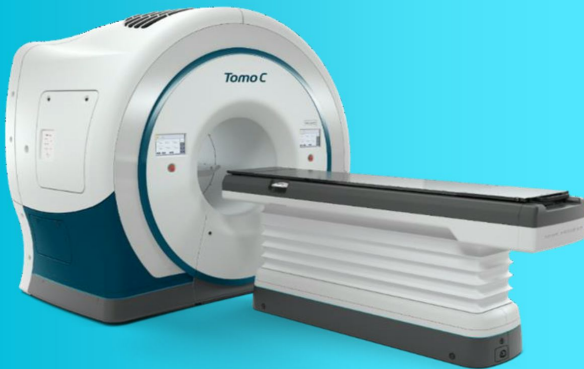
1. ReAnin Radiotherapy Market, Global Industry insights and trends 2017-2027
2. <https://ir.elekta.com/files/presentations/ElektaCMDrcrawley.pdf>, page 12.
3. Accuray estimate based on mature markets and regional market data.
4. <https://ir.elekta.com/files/presentations/ElektaCMDrcrawley.pdf>, page 12

Expanding Access to Global Value Segment

ACCURAY

Tomo® C

Fueling Growth in China Type B Market



Locally Manufactured,
China Solution

Accuray Helix™

Unique Features Designed for Workflow Efficiency



Manufactured in Madison,
Wisconsin



Commercial Strategy

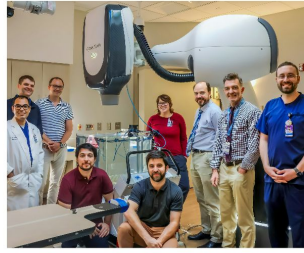
Advancing Cancer Care in Over 60 Countries

ACCURAY

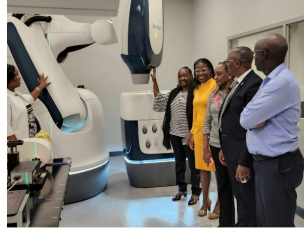
Japan



Georgia, U.S.



France



Kenya



Slovakia

Regional Strategy ... Key Commercial Priorities

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FY23 Revenue Contribution 27% 35% 24% 14%

Installed Base



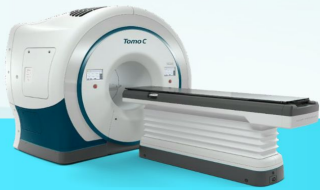
Market Growth



Direct Channel



China: Preparing for Type-B Market Growth



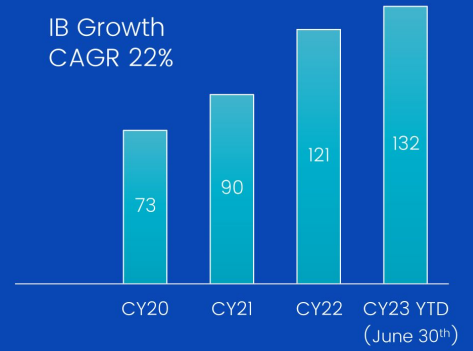
CY2023¹ China Roadshows

- ①
Chongqing
04/27
- ②
Hubei
05/05
- ③
Anhui
05/20
- ④
Hebei
05/26
- ⑤
Hunan
07/22
- ⑥
Chengdu
TBD
- ⑦
Guangdong
TBD



- Type-A RT Market Share Leader
- 170 Person JV Customer Team

IB Growth
CAGR 22%

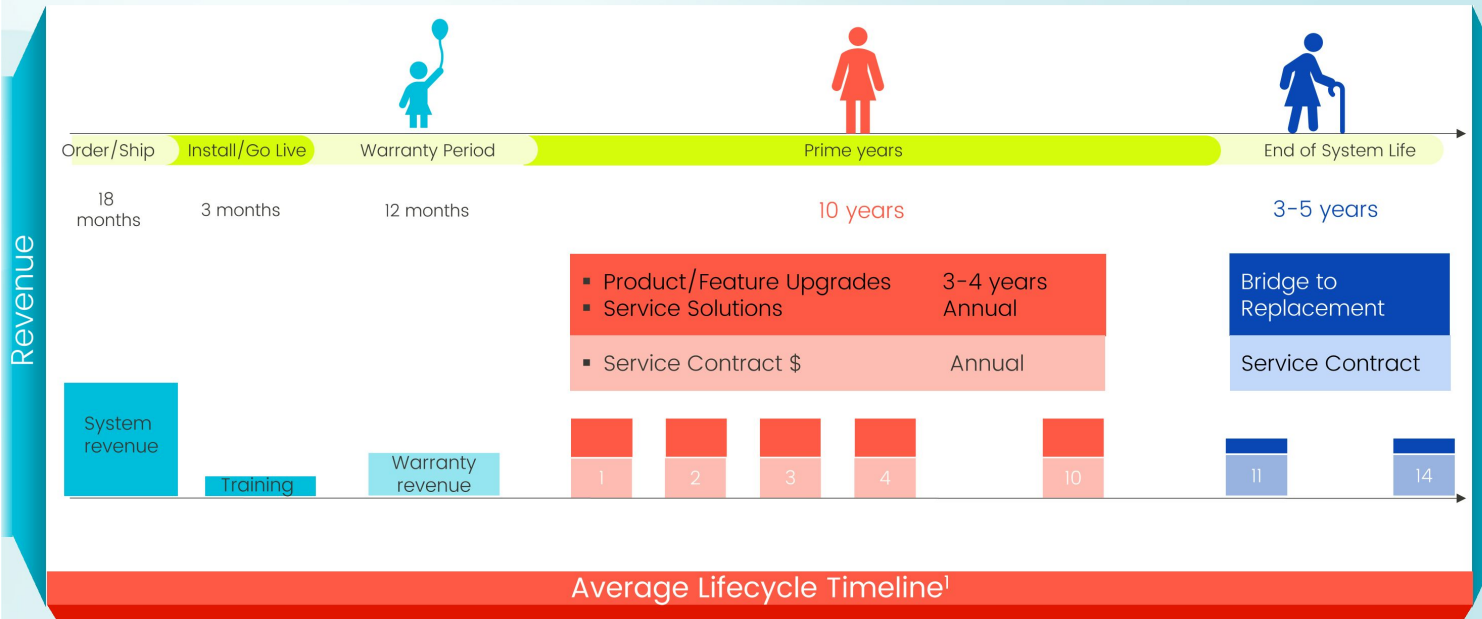


1. CY is calendar year

Expanding
Commercial
Growth Through
Partnerships



Service: Significant Revenue and Margin Growth Opportunity

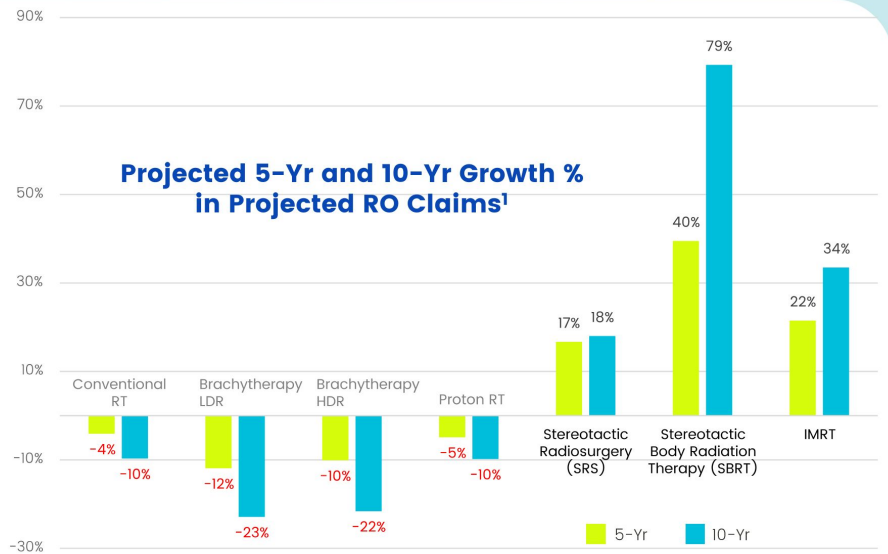


Note: Illustrative graph, not to scale
 1. Direct market. Additional 6-12 months for indirect markets

Clinical Trends in Radiation Therapy

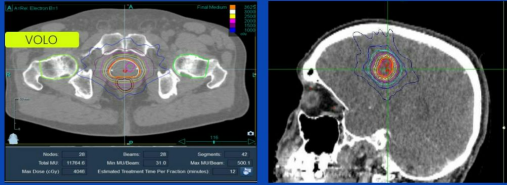
Current Environment

- Improvements in screening → more early-stage disease
- Better detection of metastatic disease; more aggressive treatment
- Better systemic treatment (ie: immunotherapies)
- Spate of articles on use of radiation therapy



Accuray Well Positioned to Capitalize on Trends

Focus: Personalized Medicine
Firmly Tethered to Workflow and
Economic Realities



Growing Fields Within Radiation Medicine

Prostate SBRT

- PACE-A/B, 10-year Follow-up
- Salvage SBRT
- Spacers
- DIL boosting

Oligometastatic Disease

- PSMA
- SABR COMET
- Theranostics (Lu-177)

CNS

- § **Malignant: synchronous and metachronous metastases**
- Functional: refractory cancer pain, tremor, benign

Global Training Hubs



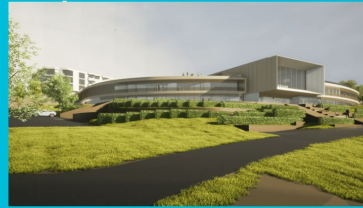
Tianjin, China



Tokyo, Japan



Madison, Wisconsin



Genolier, Switzerland

- Training classrooms
- Sales site visits
- Advanced education and curricula

1. Genolier site is under construction

Prostate SBRT Hands-on Symposium, Tokyo



LATAM Cancer Summit, Colombia



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U.S. Payer Trends and Payment Models

Equity



Efficiency



Timeliness



Value-Based
Healthcare



Safety



Effective



Patient
Centeredness

Financials

KEY FINANCIAL METRICS

\$M	FY'23	Y/Y	YTD Y/Y XFX ²
Revenues	\$447.6M	4%	8%
Product	\$233.2M	9%	12%
Service	\$214.4M	(0%)	5%
Op. Expenses	\$151.6M	(0%)	
R&D	\$57.1M	(1%)	
SG&A	\$94.4M	0%	
Adj. EBITDA ¹	\$23.9M	5%	



FY23 Highlights

- Historic revenue milestone with 24% growth in system volume over prior year
- Revenue adjusted for FX \$465M (exceeded the high-end of FY23 guidance by \$10M)
- 5% growth in global installed base year over year
- Underlying service revenue growth of 5% XFX
- Positive free cash flow with focus on working capital optimization
- OPEX flat despite 4% revenue growth illustrating strong cost control
- Adj. EBITDA growth of 14% year over year excluding unplanned bad debt reserve^{1,3}

¹: Adjusted EBITDA is a non-GAAP measure. Please see Slide 42 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

³: Accuray Form 8-K filed with the Securities and Exchange Commission on August 9, 2023

Building Durable Organic Growth

Top Priorities...

01

Predictable Revenue Growth

- Build profitable reliable backlog
- Grow recurring service revenue
- Innovate new customer solutions

02

Margin Expansion

- Price accretion across portfolio
- Reduce product COGS
- Optimize service cost to serve

03

Strengthen Balance Sheet

- Enhance cash position
- Working capital optimization
- Enhance capital structure

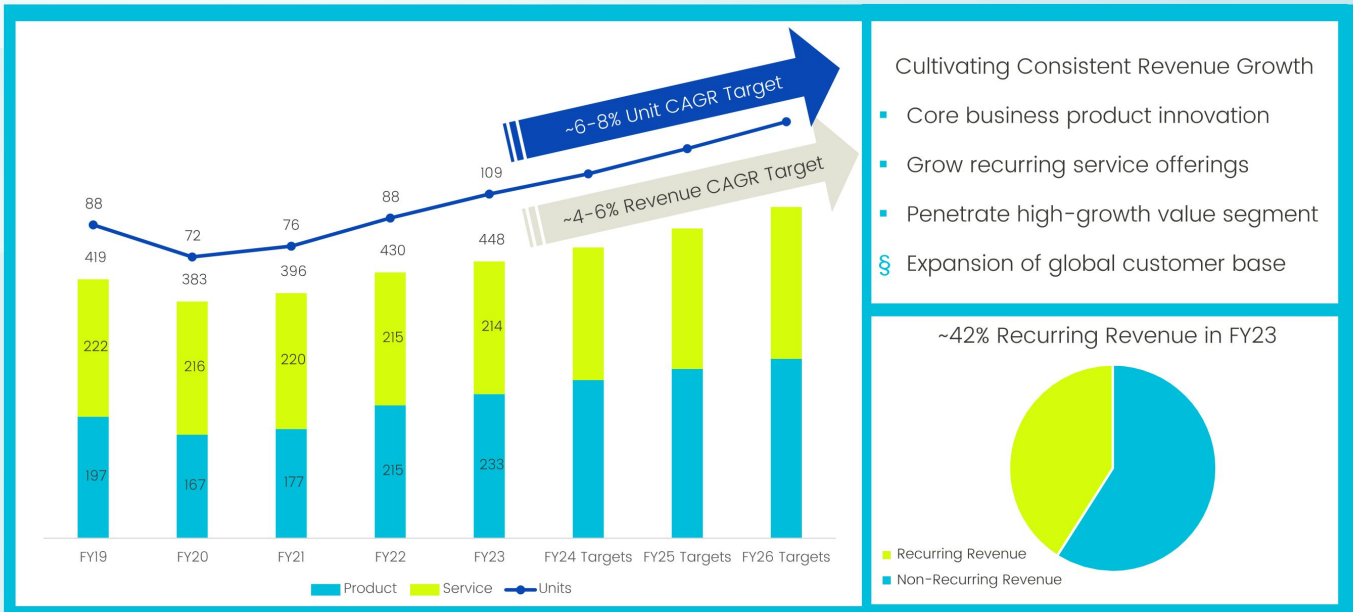
FY24 to FY26 Goals

- Order book to bill >1.2
- HSD¹ unit volume growth
- Target services growth above IB growth rate

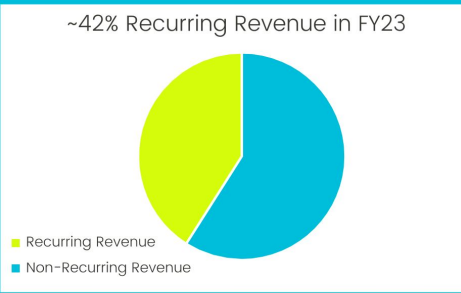
- Higher margin profile
- ~20-25% aEBITDA CAGR²
- Net income positive for full year FY'24

- ↑ Cash and + FCF
- ↓ DSO, ↑ inv. turnover
- Reduce debt

1. High single digit
2. adjusted EBITDA (or aEBITDA) is a non-GAAP financial measure



- Cultivating Consistent Revenue Growth
- Core business product innovation
 - Grow recurring service offerings
 - Penetrate high-growth value segment
 - § Expansion of global customer base



Note: Illustrative graphs not to scale

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Delivering Margin Expansion : Key Pillars

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Pricing
Accretion



Service
Growth

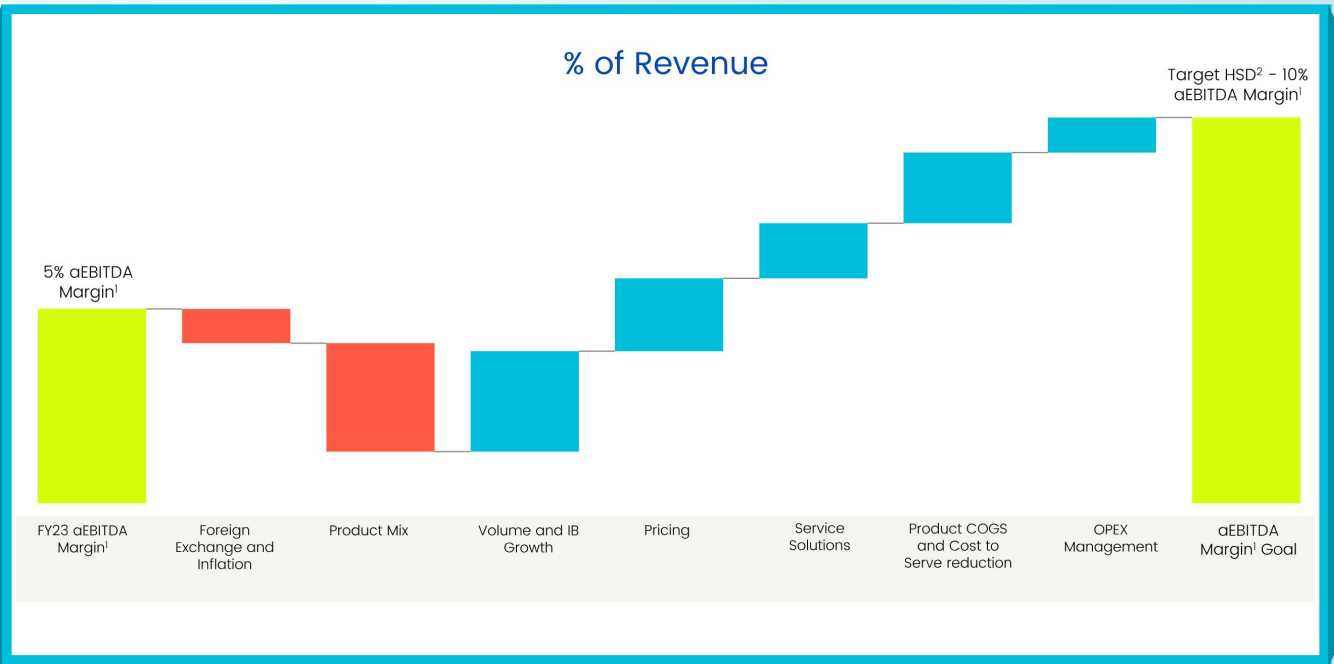


Operational
Excellence



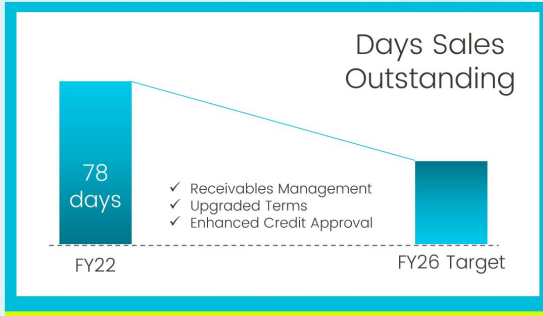
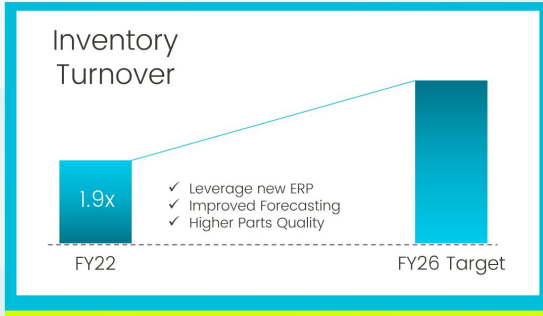
OPEX
Management

3-year aEBITDA Margin¹ Expansion Strategy



Note: Illustrative graph, not to scale
1. adjusted EBITDA (or aEBITDA) is a non-GAAP financial measure
2. High single digit

Strengthen Balance Sheet



Note: Illustrative graphs not to scale



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Accuray Advancing Care, Driving Value

Top Priorities...

01

Predictable Revenue Growth

02

Margin Expansion

03

Strengthen Balance Sheet

High-Performing Culture

Strong Operating Framework

Strategic Capital Allocation



Clear Path to Value Creation

Q&A

Closing Remarks



Large, growing markets especially in emerging economies



Growing faster than the market through product innovation



Significant growth opportunities in Accuray Solutions



Building durable organic growth with improved profitability and balance sheet management

Creating Meaningful Value Driven by Our Vision and Commitment to Closing the Gaps to Cancer Care

Thank you



Appendix

GAAP to Adjusted EBITDA FY2023 and FY2022

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	Twelve Months Ended June 30, 2022
GAAP net income (loss)	\$ (9,280)	\$ (5,347)
Depreciation and amortization	4,527	5,522
Stock-based compensation	10,053	10,600
Interest expense, net	10,340	8,109
ERP and ERP related expenditures	3,078	594
Restructuring charges	2,738	0
Provision for income taxes	2,492	3,345
Adjusted EBITDA	\$ 23,948	\$ 22,823