

# RAYSEARCH LABORATORIES AB INTERIM REPORT FIRST QUARTER 2022

Presentation May 18, 2022

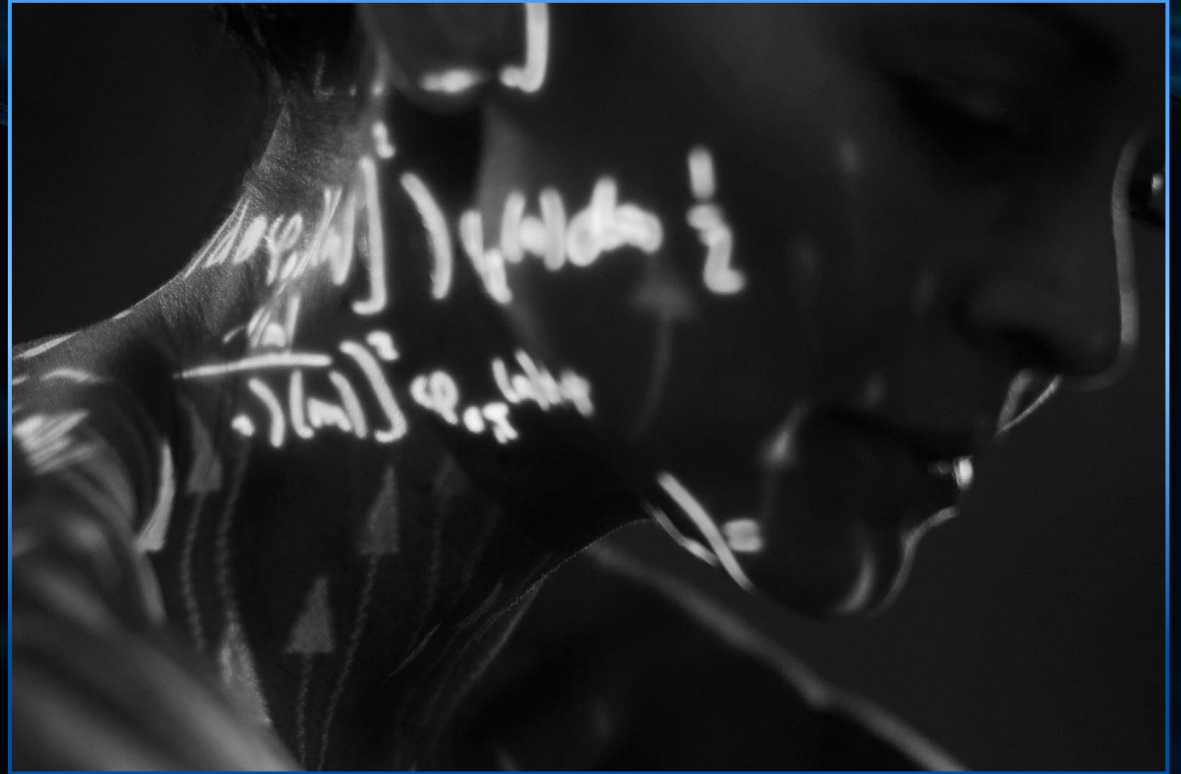
ADVANCING  
CANCER  
TREATMENT



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# AGENDA

- Q1 in short
- Financials
- Final remarks
- Q & A



# Q1 2022 – HIGHEST EVER FIRST QUARTER SALES

- Strong order intake, increased by 88%
- Highest ever first quarter net sales, SEK 208 million
- Operating profit 30 million, 14% operating margin
- All-time high backlog of SEK 1,489 million
- Increased face-to-face customer activities
  - ESTRO
  - Customer meetings





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# NEW ORDERS AND A SIGNIFICANT AGREEMENT

- Leading position in proton market further strengthened by new orders
  - Proton International Arkansas (for UAMS Radiation Oncology Center)
  - Hong Kong Sanatorium & Hospital
  - Seoul National University Hospital
  - Mevion China (for Tongji Hospital)
- RaySearch signs agreement with GE Healthcare



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# INCREASED INTEREST IN RAYCARE

- Satisfied early adopters
- Strong offering in proton therapy
- Coming interoperability with TrueBeam



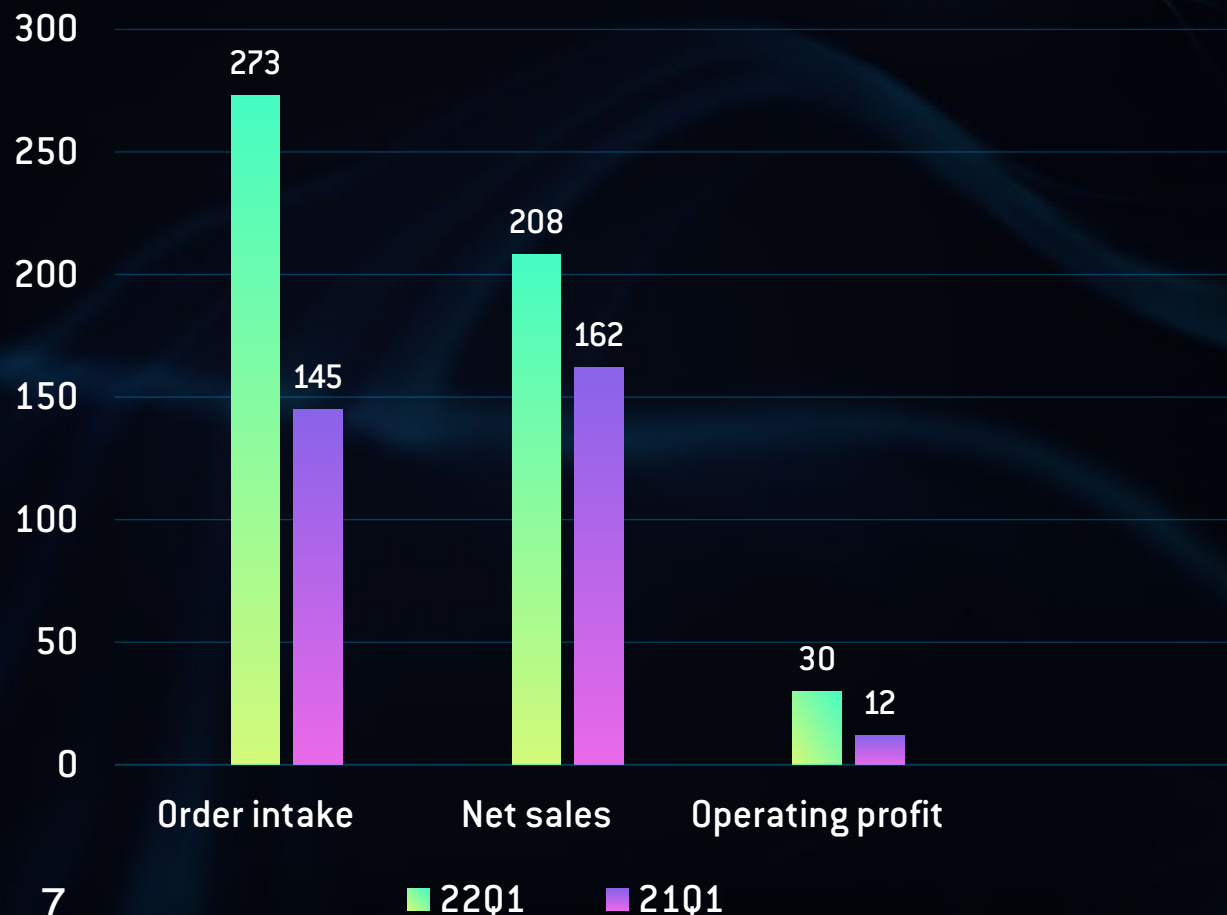
# IMPORTANT MILESTONES

- RayCommand in clinical use at MedAustron
  - First clinic in the world to use RayCommand
  - First clinic in the world to use RayStation, RayCare and RayCommand together
- RayStation and RayCare in clinical use with CyberKnife at Swiss Medical Network



# Q1 2022: STRONG ORDER INTAKE AND SALES AFTER COVID-19

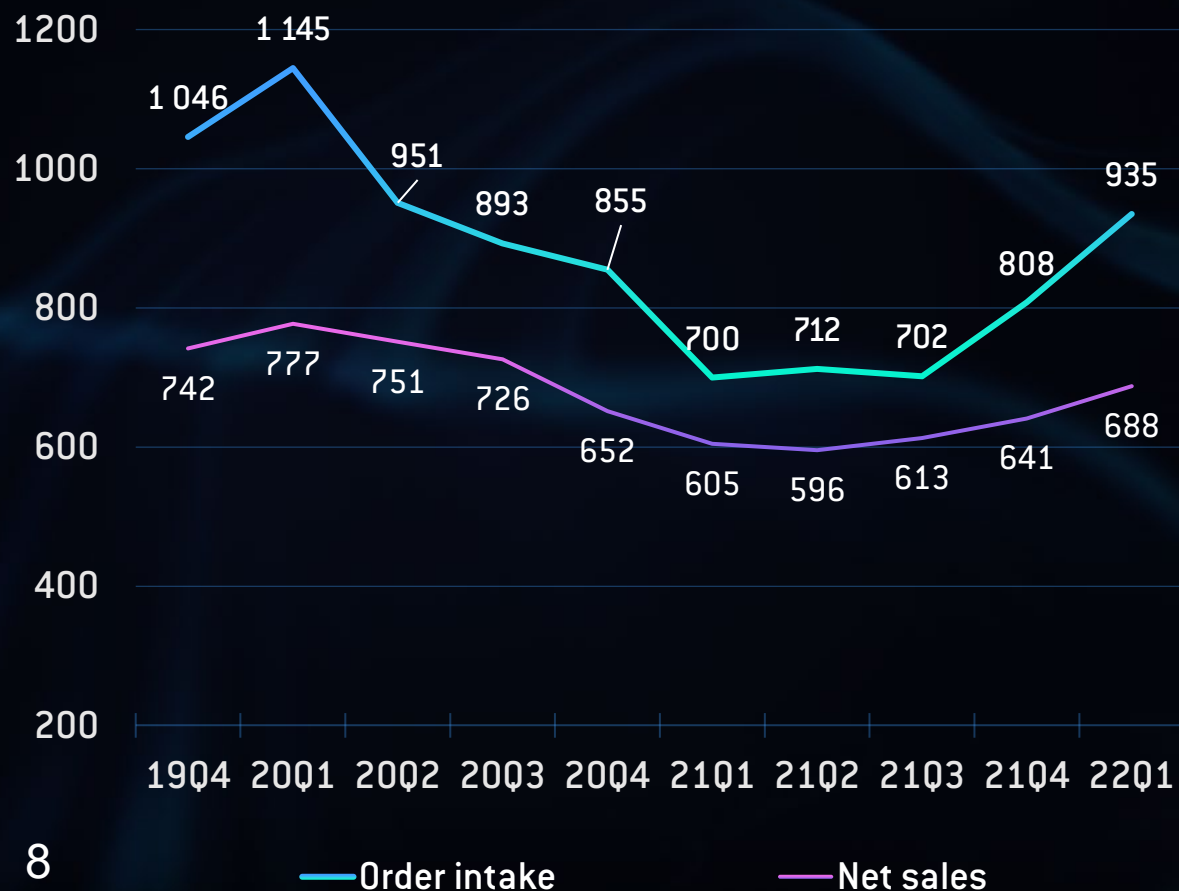
ORDER INTAKE, NET SALES & OPERATING PROFIT  
Q1 (JAN-MAR)



- Order intake increased by 88%
- Net sales increased by 28%  
(16% at unchanged currencies)
- Operating profit was 30 (12) MSEK
- Operating margin was 14% (8%)
- Cash flow was positive 35 MSEK  
(plus 21 MSEK loan repayment)

# ORDER INTAKE AND NET SALES OVER TIME

ORDER INTAKE & NET SALES  
[SEK M, rolling 12 months]

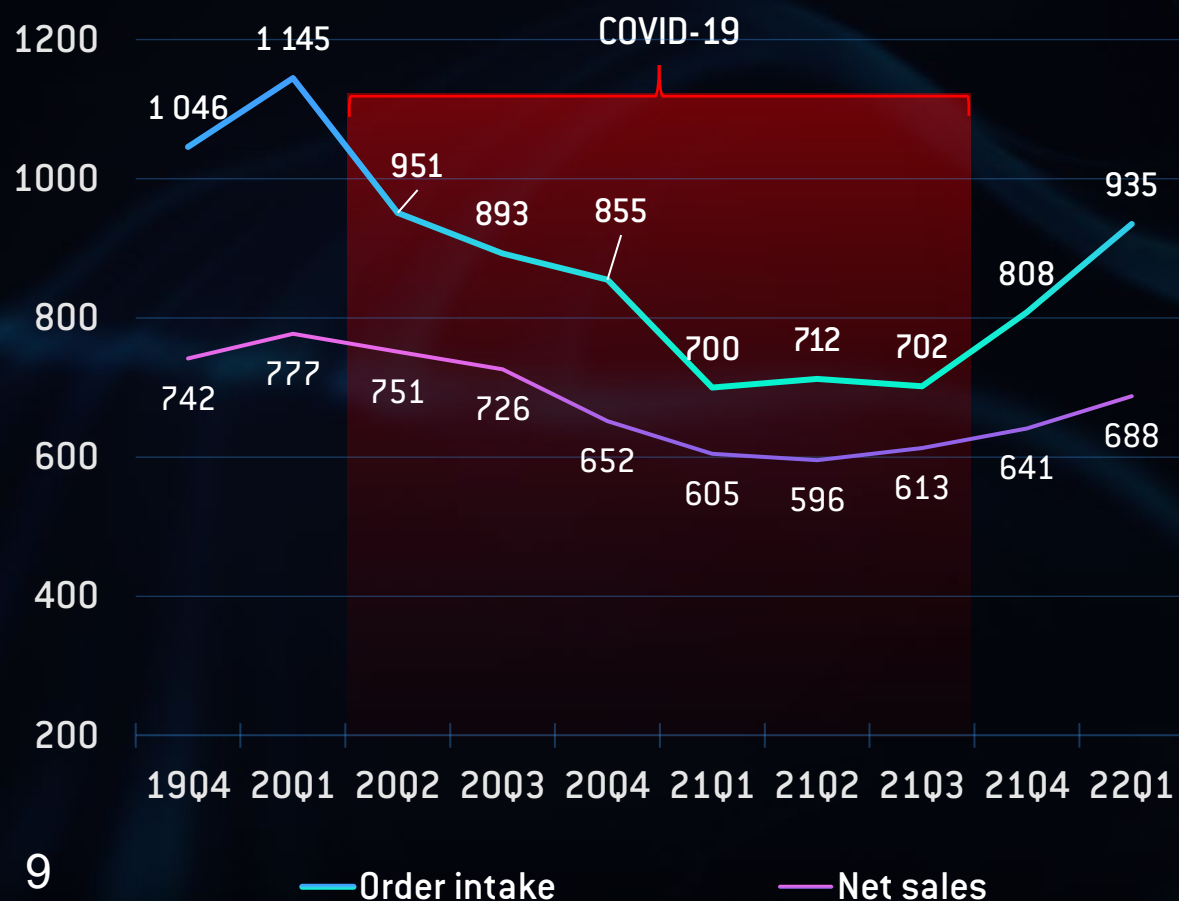


- The pandemic started to impact the order intake in 20Q2
- From 21Q4, the pandemic effects are declining
- Order backlog 1,489 [1,207] MSEK



# ORDER INTAKE AND NET SALES OVER TIME

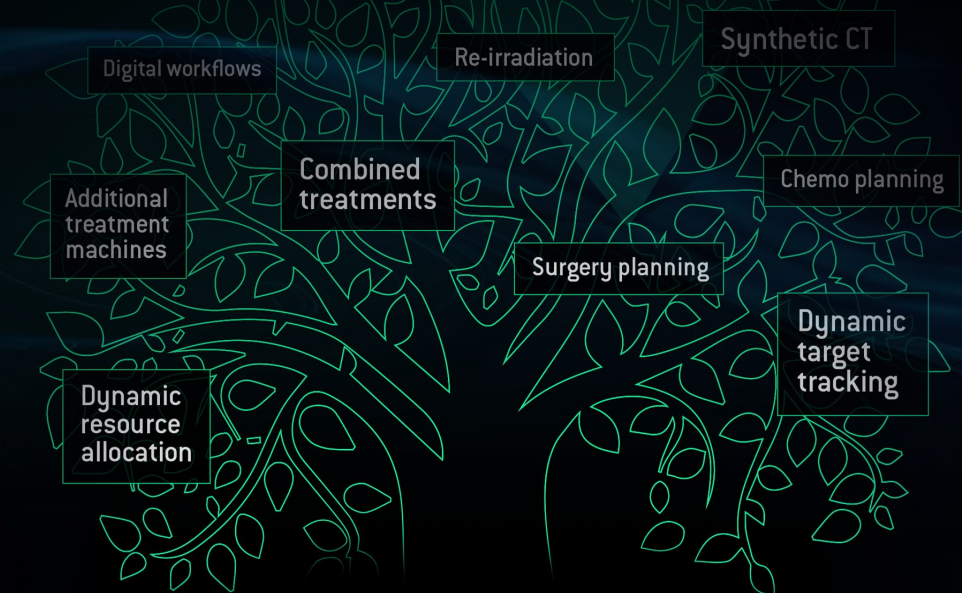
ORDER INTAKE & NET SALES  
[SEK M, rolling 12 months]



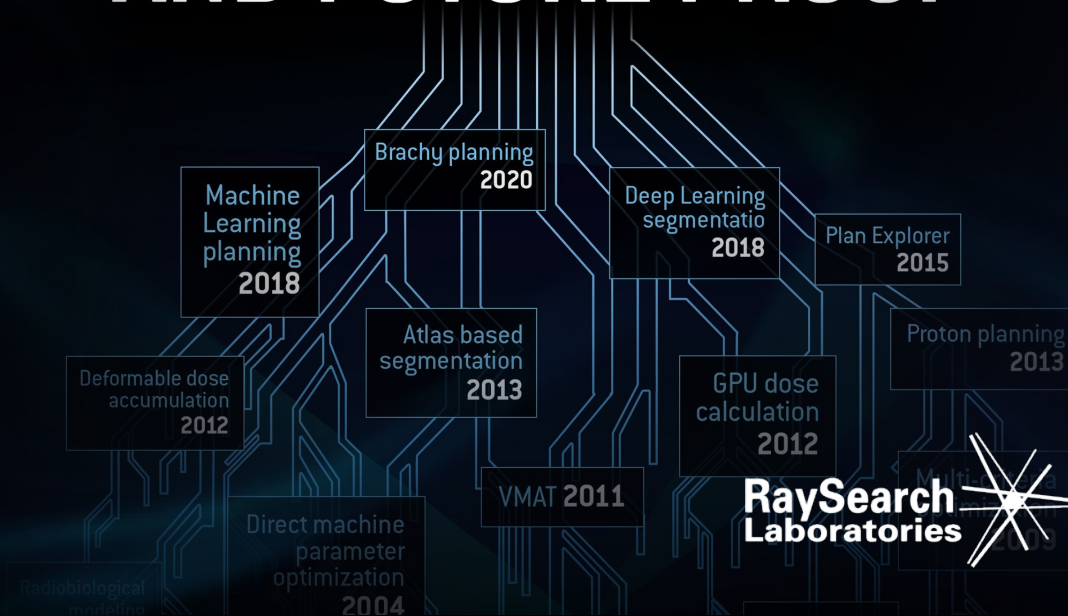
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# WELL POSITIONED FOR GROWTH

- Focus on sales, product development and cost control
- Improving market conditions
- Expect to return to growth in 2022



# DEEPLY ROOTED AND FUTURE PROOF



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# Q & A

