

# RAYSEARCH LABORATORIES AB INTERIM REPORT SECOND QUARTER 2022

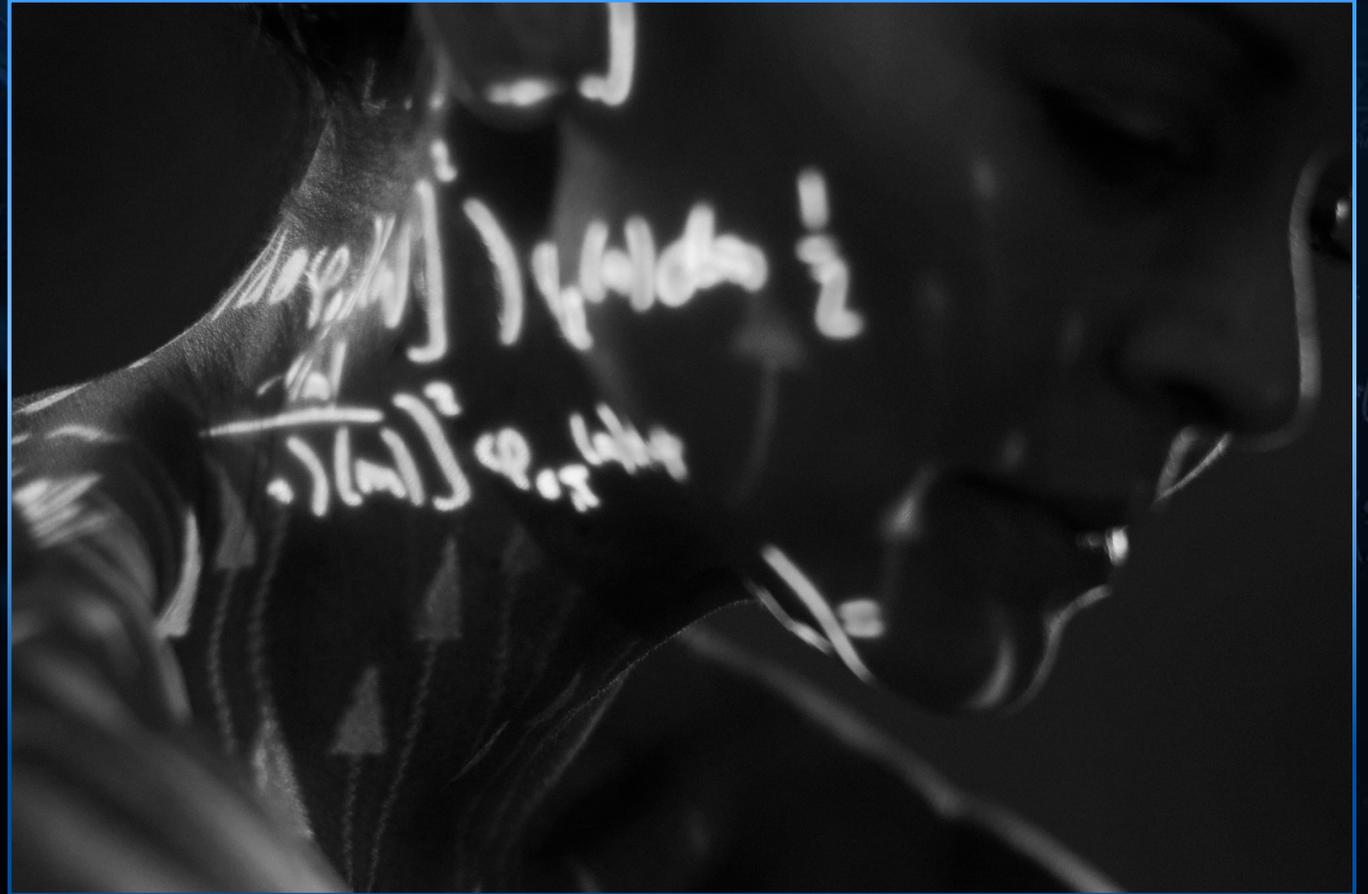
Presentation August 29, 2022

ADVANCING  
CANCER  
TREATMENT



# AGENDA

- Q2 in short
- Financials
- Final remarks
- Q & A



## Q2 2022 – THE MARKET REMAINS UNPREDICTABLE

- Gradual return to normal conditions
- Order intake increased by 12%
- Slight increase in revenues, 3.7%
- Operating loss SEK -20 million
- Due to technical accounting effects MedAustron agreement had limited effect on operating profit Q2



# SIGNIFICANT NEW ORDERS

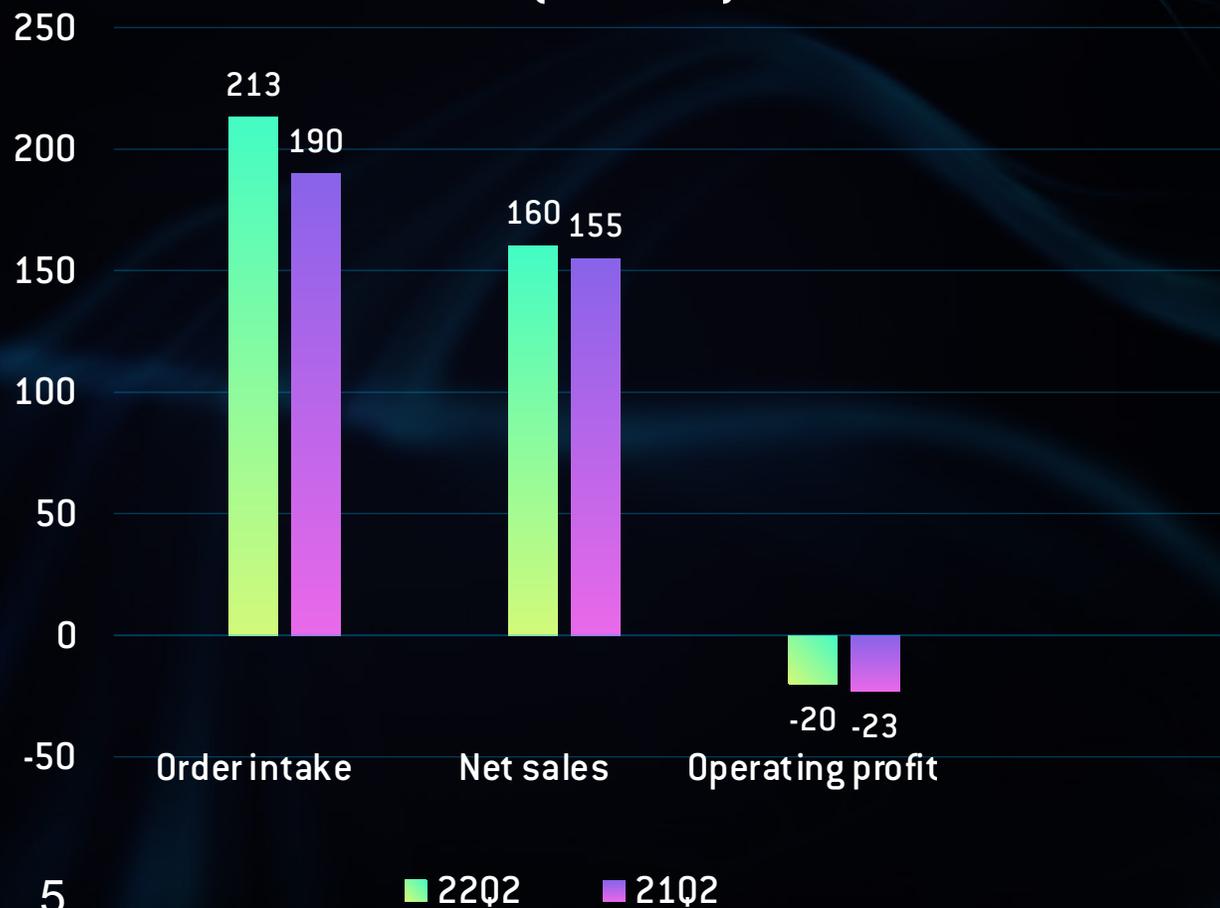
- Tongji Hospital, Wuhan, China – RayStation (protons)
- Hong Kong Sanatorium & Hospital, China – RayStation (protons)
- Norrlands universitetssjukhus, Umeå – RayStation (photons)
- Seoul National University Hospital – RayStation (carbon ions)

## After end of Q2

- Seoul National University Hospital – RayCare (carbon ions)
- University of New Mexico, USA – RayStation (photons)
- Harris Health System, Texas, USA – RayStation (photons)
- Total order value: SEK 41 M

# Q2 2022: INCREASED ORDER INTAKE IN ERRATIC MARKET

ORDER INTAKE, NET SALES & OPERATING PROFIT  
Q2 (APR-JUN)



- Order intake increased by 12%
- Net sales increased by 3.7%  
[-5.5% at unchanged currencies]
- Operating loss was -19.5 [-22.5] MSEK
- Operating margin was -12.2% [-14.5%]
- Cash flow was positive 16.7 MSEK

# ORDER INTAKE AND NET SALES OVER TIME

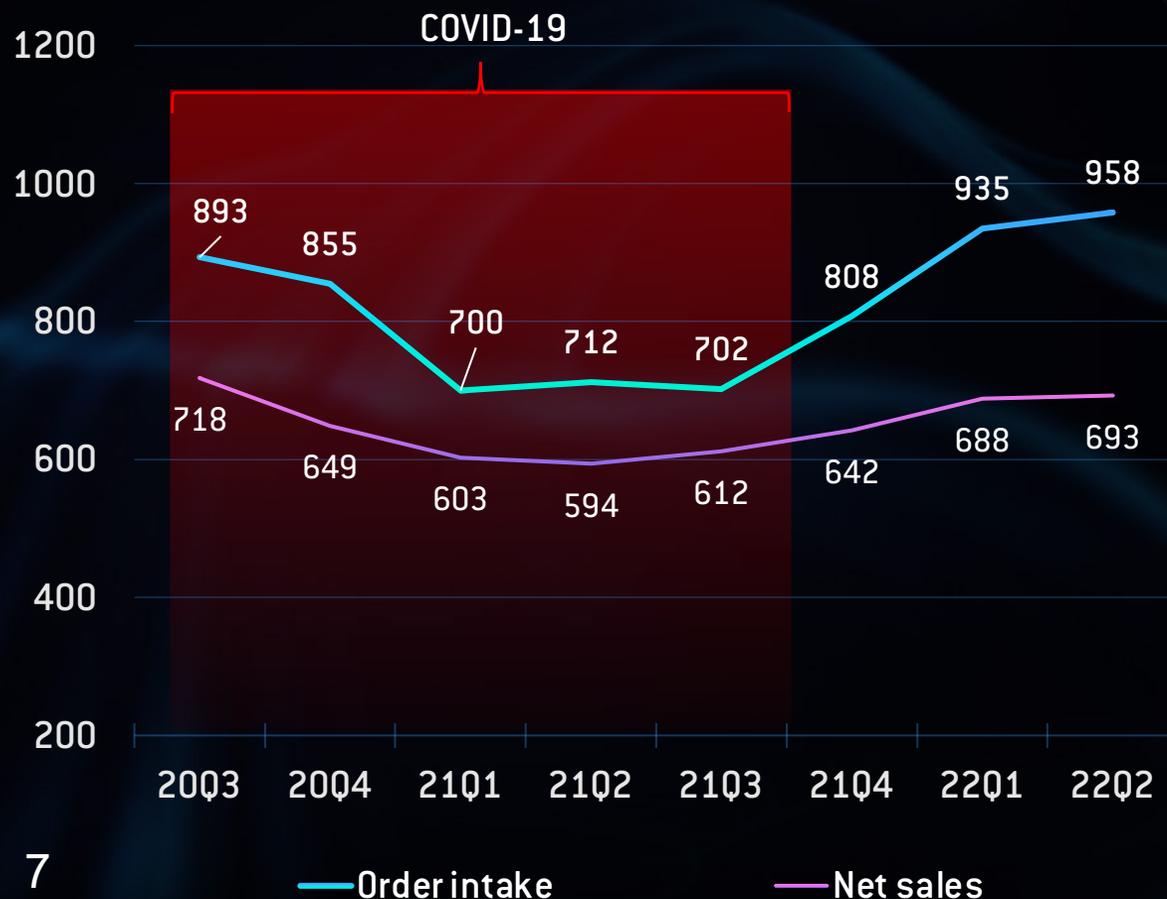
ORDER INTAKE & NET SALES  
[SEK M, rolling 12 months]



- The pandemic started to impact the order intake in 2020
- From 2024, the pandemic effects are declining
- A correction of an error was made, impacting revenues in 2019 and 2020
- Order backlog 1,540 [1,221] MSEK

# ORDER INTAKE AND NET SALES OVER TIME

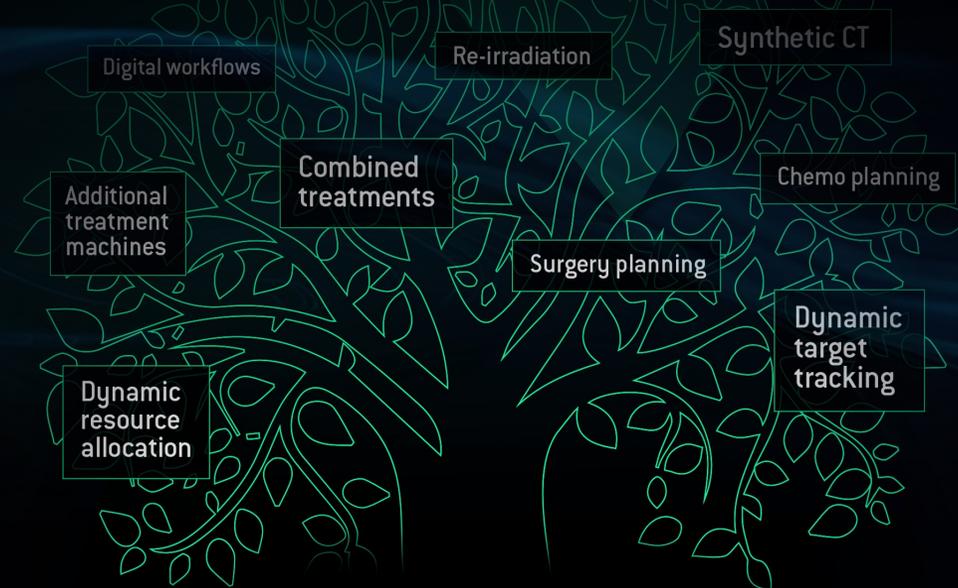
ORDER INTAKE & NET SALES  
[SEK M, rolling 12 months]



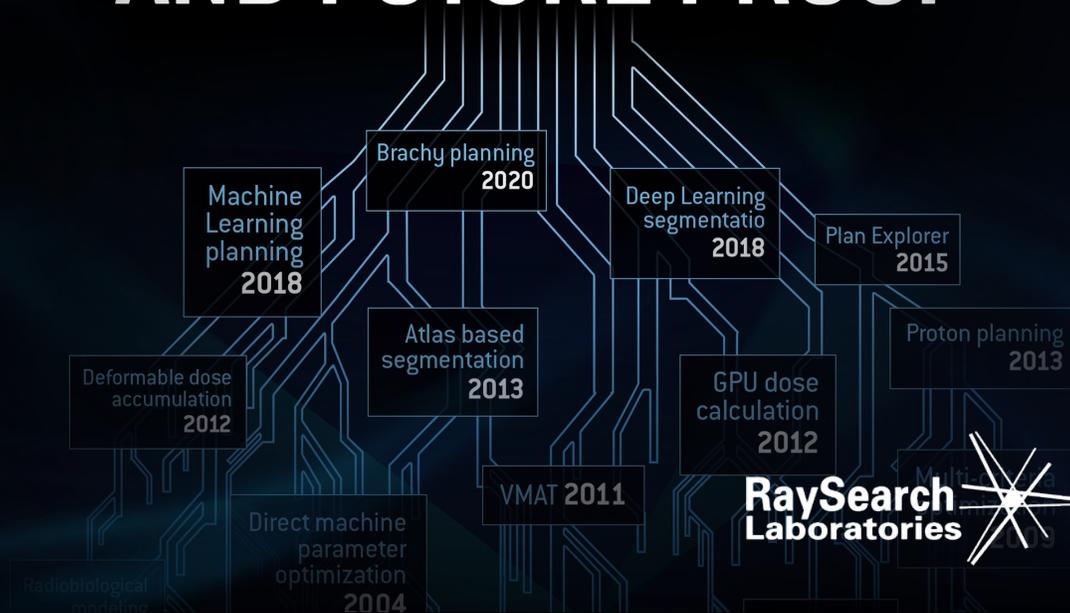
- The pandemic started to impact the order intake in 20Q2
- From 21Q4, the pandemic effects are declining
- A correction of an error was made, impacting revenues in 2019 and 2020
- Order backlog 1,540 [1,221] MSEK

# WELL POSITIONED FOR GROWTH

- Cost-reduction program
  - 11 percent decrease in staff
  - Costs for marketing events reduced by 50 percent
  - Consultants, lower capitalization, and higher amortization had negative impact
- Improving market conditions, although slower than expected
- Focus on sales, product development and cost control
- All-time high backlog of SEK 1.540 million
- Expect to return to growth in 2022



# DEEPLY ROOTED AND FUTURE PROOF



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# Q & A

