



# IBA Full Year Results 2021

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Life,  
Science.

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# Agenda

- Business overview
- 2021 highlights
- 2021 key figures
- Business update
- Consolidated financial statements
- Outlook & dividend policy
- Financial calendar
- Q&A



# BUSINESS OVERVIEW

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# Global leader in particle beam technology



 Proton therapy > proton beam cancer radiotherapy equipment & services

**63** PT solutions sold

 RadioPharma Solutions > Radiopharmaceuticals & radiochemistry solutions

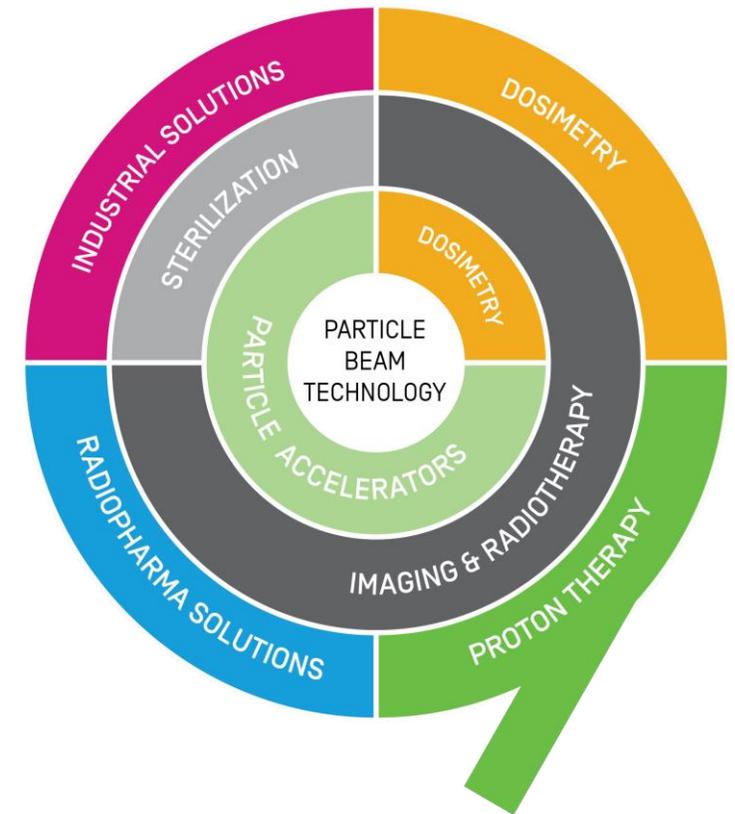
**300+** cyclotrons sold

 Industrial Solutions > ion beam sterilization industry

**250+** accelerators sold

 Dosimetry > quality assurance for medical imaging & radiotherapy

**10K** clients



# Driven by long-term strategy



## 1 Capitalize

Lead the market in all business lines

## 2 Invest

Invest strategically in future technologies and products

## 3 Execute

Deliver backlog and enhance recurring revenue streams

Be sustainable in everything we do



# Key drivers by business unit



## Dosimetry

- Gain market share in **Patient QA**
- Expand and diversify through **inorganic growth**

## Proton Therapy

- Deliver our **backlog**
- Enhance our **Customer Service** offering
- Support our **Chinese partner** (CGNNT) to become a successful PT provider
- Invest in the **future of PT** (DynamicARC®, ConformalFLASH®)

## RadioPharma

- Develop, in partnership with SCK-CEN, a solution to **distribute <sup>225</sup>Ac worldwide** (theranostic market)
- Investigate **growth** in existing and adjacent markets

## Industrial

- Deliver our **backlog**
- Increase **E-Beam/X-Ray penetration rate** in medical device sterilization

Strive for more sustainable operations following B Corp framework

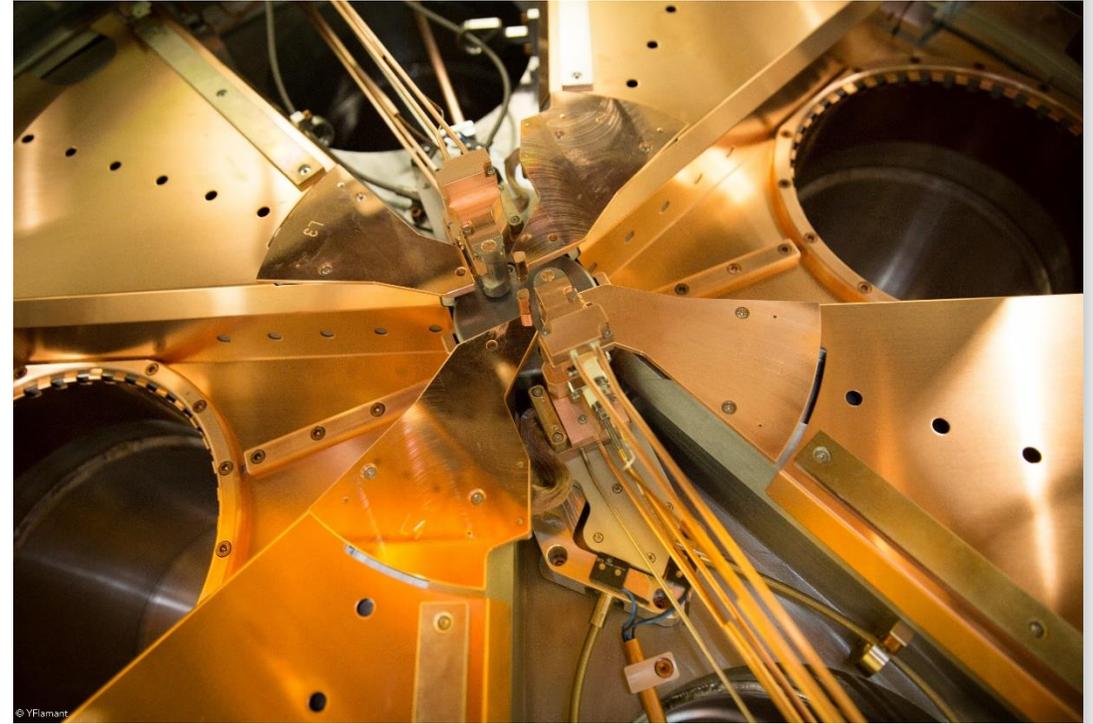


# 2021 HIGHLIGHTS

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# 2021 highlights

- Received B Corporation (“B Corp”) certification in Q2 2021
- Strong performance across all business lines
  - Five-room Proteus®PLUS contract agreed in China
  - Four Proteus®ONE contracts agreed in USA and Europe
  - Record order intake for Other Accelerators with 31 systems sold
  - Resilient Dosimetry performance, with order intake in line with 2020
- Strong cost control measures still in place, whilst allowing for strategic investment in R&D
- Strategic R&D partnership with SCK CEN to enable Actinium-225 (Ac-225) production, which has significant potential in treatment of cancer
- Launch of new high energy and high-capacity cyclotron, Cyclone® IKON, which offers the largest energy spectrum for PET and SPECT isotopes
- Creation of global DynamicARC® Consortium with the objective of preparing for the clinical roll out of this treatment modality
- Balance sheet strengthened with net cash position of EUR 130 million at year-end, doubling from EUR 65 million last year
- Board to propose to the AGM a dividend of EUR 0.19 per share in line with new dividend policy, with a dividend matching policy



# Post-period highlights

## January

- Down payment received for a Rhodotron® sold in December
- Launch of a new low energy compact cyclotron, the Cyclone® KEY

## February

- Proteus®ONE contract signed and down payment received

## March

- Announced partnership agreement with Tractebel to support IBA's customers with their proton therapy design and construction projects
- Completion of third 2021 share buyback program launched in December 2021. 1,007,000 shares bought back in total since January 2021



# 2021 KEY FIGURES

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# 2021 key figures



Revenues

EUR  
**313**  
Million

REBIT

EUR  
**14.5**  
Million

Record  
Equipment and  
Service Backlog

EUR  
**1.2**  
Billion

PT Service  
contracts

**59**

**9**  
PT rooms and

**31**  
OA systems sold

Gross Cash

EUR  
**199**  
Million

Net Cash

EUR  
**130**  
Million

Gross Margin

**+34.4%**

Net profit

EUR  
**3.9**  
Million



PT and OA  
Service revenues  
up

**+6%**

Record  
equipment  
order intake

EUR  
**228**  
Million



# 2021 key figures



(EUR 000)	FY 2021	FY 2020	Variance	Variance %
Proton Therapy	169,923	189,150	-19,227	-10.2%
Other Accelerators	90,715	71,745	18,970	26.4%
Dosimetry	52,326	51,060	1,266	2.5%
<b>Total Net Sales</b>	<b>312,964</b>	<b>311,955</b>	<b>1,009</b>	<b>0.3%</b>
<b>REBITDA</b>	<b>24,582</b>	<b>55,985</b>	<b>-31,403</b>	<b>-56.1%</b>
<b>% of Sales</b>	<b>7.9%</b>	<b>17.9%</b>		
<b>REBIT</b>	<b>14,510</b>	<b>40,406</b>	<b>-25,896</b>	<b>-64.1%</b>
<b>% of Sales</b>	<b>4.6%</b>	<b>13.0%</b>		
<b>Profit Before Tax</b>	<b>8,255</b>	<b>33,054</b>	<b>-24,799</b>	<b>-75.0%</b>
<b>% of Sales</b>	<b>2.6%</b>	<b>10.6%</b>		
<b>NET RESULT</b>	<b>3,879</b>	<b>31,921</b>	<b>-28,042</b>	<b>-87.8%</b>
<b>% of Sales</b>	<b>1.2%</b>	<b>10.2%</b>		

- Strong backlog conversion, offset by the significantly higher contribution of CGNNT related revenue in 2020. Excluding CGNNT the year-on-year revenue growth would have been 24%
- Other Accelerators strong performance boosted by high order intake and backlog conversion
- REBIT margin of 4.6% achieved thanks to topline growth and flat cost structure
- Net result of EUR 3.9 million
- Dividend of 0.19 euros/share to be proposed to AGM

# Strong balance sheet

- Gross cash position of EUR 199 million at year end, up from EUR 151.3 million in 2020
- Strong improvement of financials with net cash position of EUR 130.3 million versus EUR 65.2 million at end 2020 (including effects of IFRS16)
- EUR 37 million undrawn short-term credit lines still available
- Bank covenants fully complied with



# PT & Other Accelerators



(EUR 000)	FY 2021	FY 2020	Variance	Variance %
<b>Net sales</b>	<b>260,638</b>	<b>260,895</b>	<b>-257</b>	<b>-0.1%</b>
Proton Therapy	169,923	189,150	-19,227	-10.2%
Other Accelerators	90,715	71,745	18,970	26.4%
<b>REBITDA</b>	<b>18,087</b>	<b>51,601</b>	<b>-33,514</b>	<b>-64.9%</b>
<b>% of Sales</b>	<b>6.9%</b>	<b>20%</b>		
<b>REBIT</b>	<b>9,618</b>	<b>37,883</b>	<b>-28,265</b>	<b>-74.6%</b>
<b>% of Sales</b>	<b>3.7%</b>	<b>14.5%</b>		

- Sales flat from 2020, but up 30% excluding 2020/2021 revenue recognition from CGNNT contract, thanks to intensive construction of machines to be delivered over 2022/2023
- Other Accelerators revenues was 26%, thanks to record order intake



# PT & Other Accelerators



(EUR 000)	FY 2021	FY 2020	Variance	Variance %
Equipment Proton Therapy	74,230	98,644	-24,414	-24.7%
Equipment Other Accelerators	67,100	49,684	17,416	35.1%
<b>Total equipment revenues</b>	<b>141,330</b>	<b>148,328</b>	<b>-6,998</b>	<b>-4.7%</b>
Services Proton Therapy	95,693	90,506	5,187	5.7%
Services Other Accelerators	23,615	22,061	1,554	7.0%
<b>Total service revenues</b>	<b>119,308</b>	<b>112,567</b>	<b>6,741</b>	<b>6.0%</b>
<b>Total revenues Proton Therapy &amp; Other Accelerators</b>	<b>260,638</b>	<b>260,895</b>	<b>-257</b>	<b>-0.1%</b>
<i>Service in % of segment revenues</i>	<i>45.8%</i>	<i>43.1%</i>		

- Strong impact of CGNNT licensing revenues (EUR 63 million recognized in 2020)
- Five new orders for PT equipment
- Other Accelerators equipment up 35.0%, reflecting record order intake
- Strong performance by Services, with revenue up 6%



# PT & Other Accelerators Order Intake

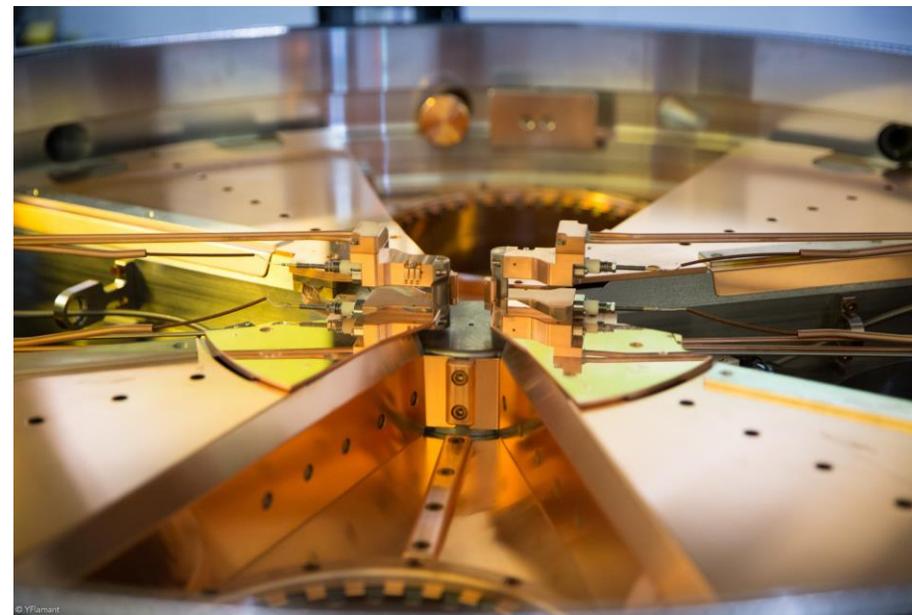


	YE 2021	YE 2020	YE 2019
Proteus®ONE* systems sold	4	1	4
Proteus®PLUS* systems sold	1	1	1
<b>Total rooms sold</b>	<b>9</b>	<b>5</b>	<b>9</b>
Other accelerator systems sold	31	17	25
<b>Order intake PT &amp; Other Accelerators</b>	<b>€228M</b>	<b>€112M</b>	<b>€254M</b>
<b>Book to bill PT** &amp; Other Accelerators</b>	<b>1.62</b>	<b>1.32</b>	<b>2.11</b>

\*Proteus®ONE and Proteus®PLUS are brand names of Proteus 235

\*\*Excluding revenues from CGNNT deal

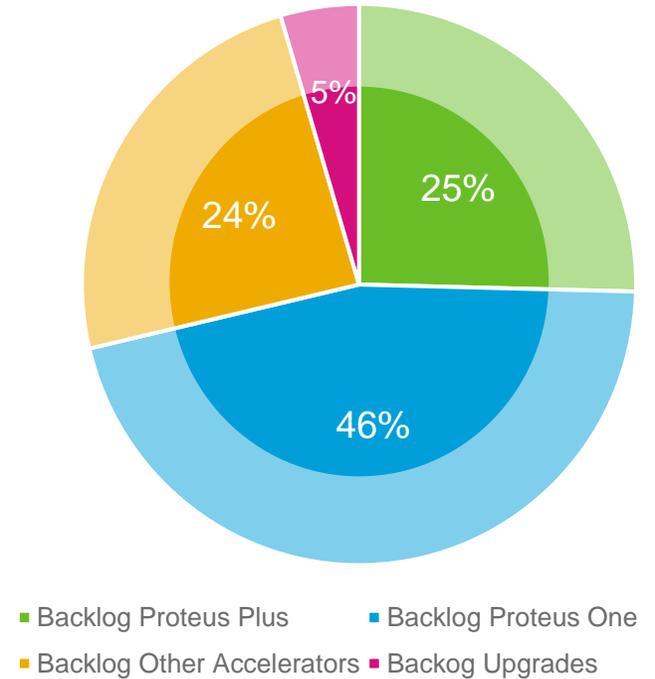
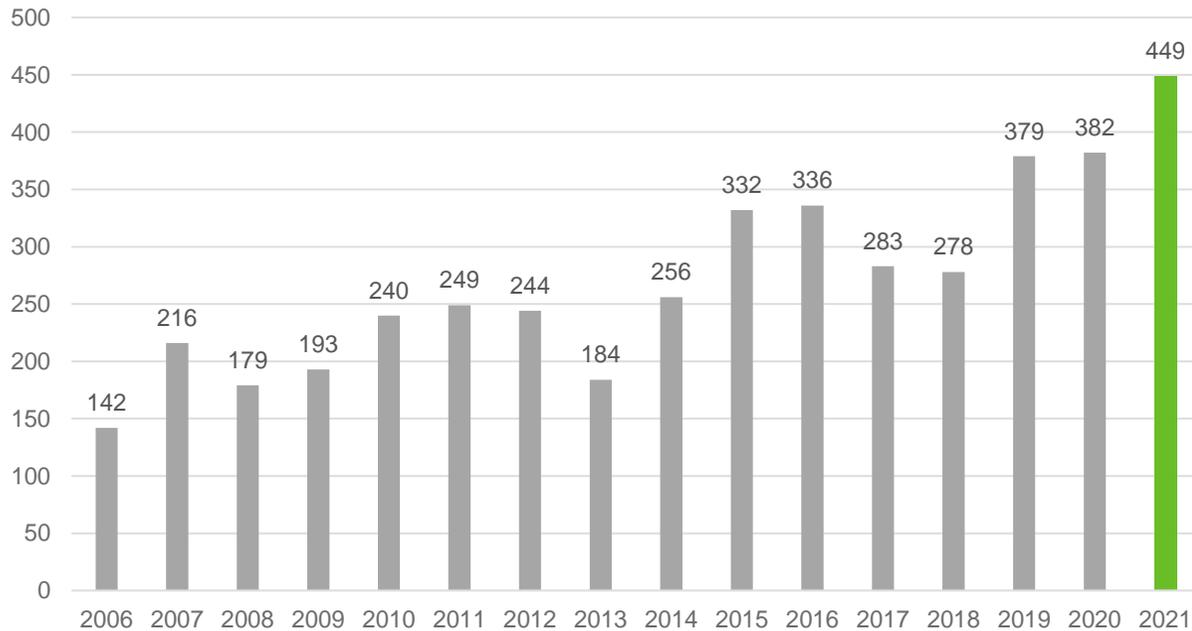
- Excellent order intake despite the pandemic
- Focus on Asia with more than half the systems sold in the region
- Growing sales in Africa and South America



# PT & Other Accelerators Equipment Backlog



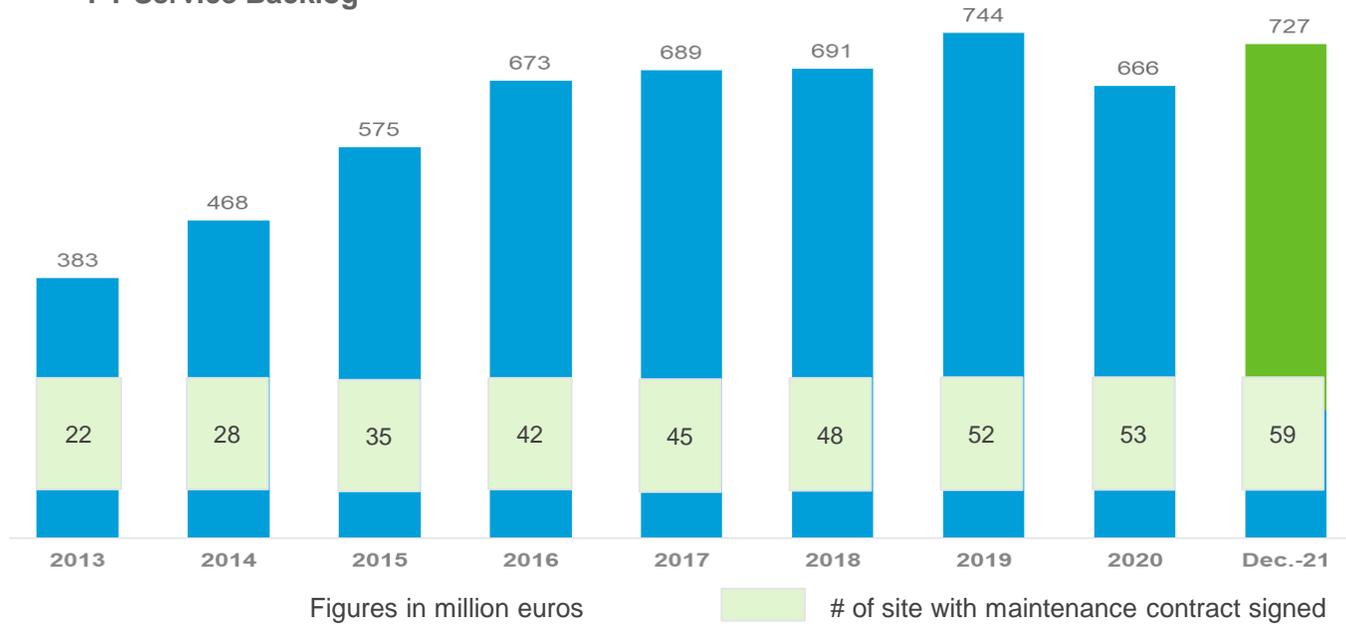
- All time high backlog for Proton Therapy and Other Accelerators of EUR 449 million (2020: EUR 382 million)
- Proteus<sup>®</sup>ONE represents 46% and Other Accelerators represent 24%



# PT & Other Accelerators services

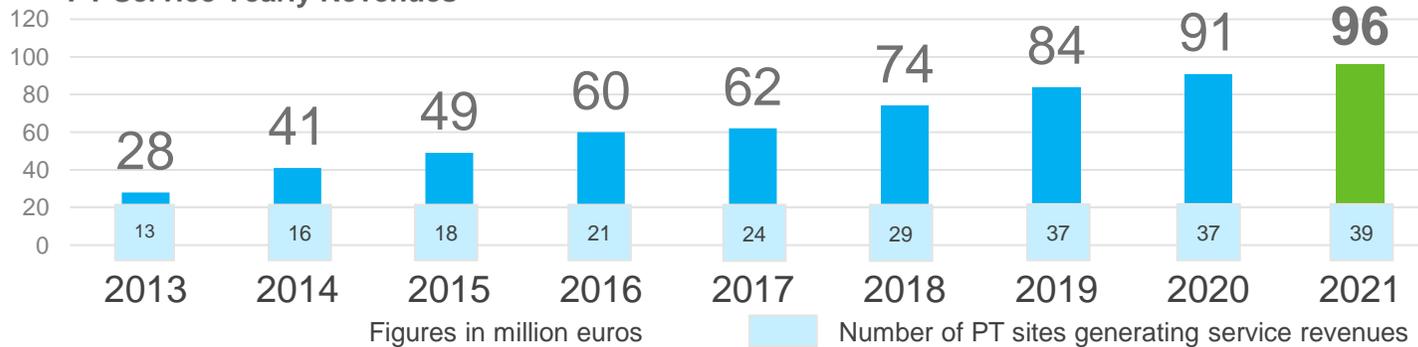


PT Service Backlog



- PT & Other Accelerators service revenues at EUR 119 million, up more than 6% from 2020, growing for the fourth consecutive year
- High PT Service backlog at EUR 727 million
- 39 IBA PT sites now generating service revenues worldwide

PT Service Yearly Revenues



# Dosimetry

- Strong order intake at EUR 50 million, slightly down by 4%
- Backlog increased 5% to EUR 16.3 million
- REBIT nearly doubled, thanks to strong investment in Patient QA products and Asia sales

(EUR 000)	FY 2021	FY 2020	Variance	Variance %
<b>Net sales</b>	<b>52,326</b>	<b>51,060</b>	<b>1,266</b>	<b>2.5%</b>
<b>REBITDA</b>	<b>6,495</b>	<b>4,384</b>	<b>2,111</b>	<b>48.2%</b>
<b>% of Sales</b>	<b>12.4%</b>	<b>8.6%</b>		
<b>REBIT</b>	<b>4,892</b>	<b>2,523</b>	<b>2,369</b>	<b>93.9%</b>
<b>% of Sales</b>	<b>9.3%</b>	<b>4.9%</b>		



# BUSINESS UPDATE

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# Proton Therapy business update



## Order intake

- 5 Proton Therapy solutions (9 rooms) sold
  - Proteus®PLUS in China (5)
  - Proteus®ONE in Italy (1) and USA (3)

## Installations

- 5 installations ongoing at year-end
- 1 new installation started in 2021 and 2 new service contracts started in 2021, all in Asia
- Strong system availability of 97% in Q4

## Continuing collaboration with partners

- Expanded partnership with RaySearch within the areas of ConformalFLASH®\*, DynamicARC®\*\*, and the treatment of moving tumors.
- Research agreement signed with the University of Pennsylvania on FLASH irradiation therapy
- Initiation of a global DynamicARC®\*\* Consortium



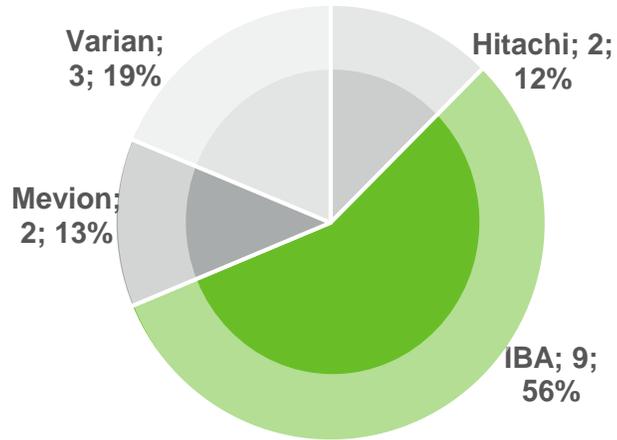
\*ConformalFLASH® is a registered brand of the IBA's Proton Flash therapy solution currently under research and development phase.

\*\*DynamicARC® is a registered brand of the IBA's Proton Arc therapy solution currently under development phase.

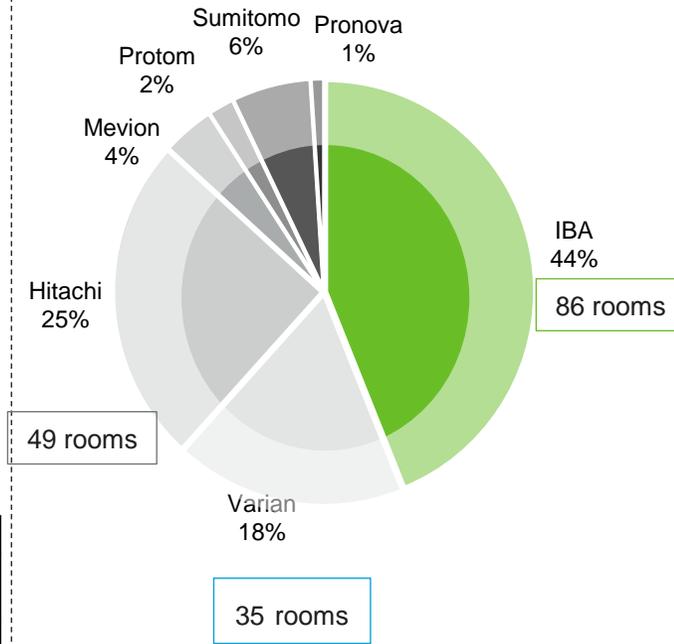
# IBA remains the market leader in proton therapy



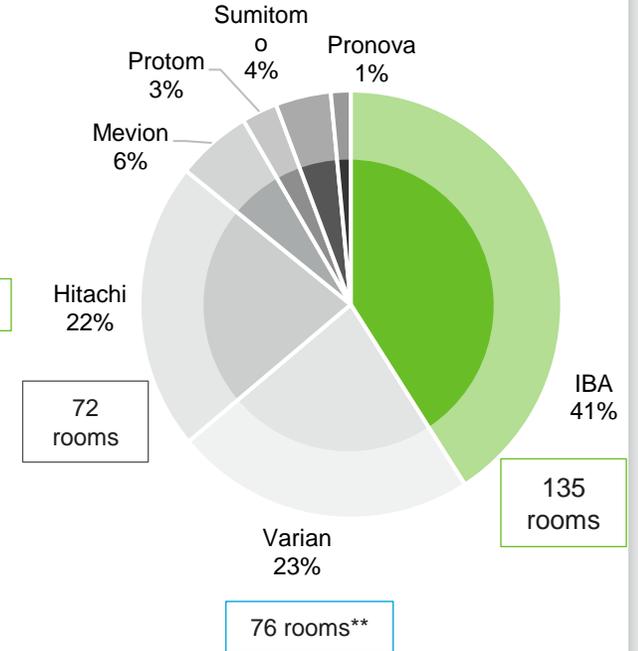
## ➤ 2021 market share in PT rooms



## ➤ PT rooms in operation



## ➤ Market share in PT rooms

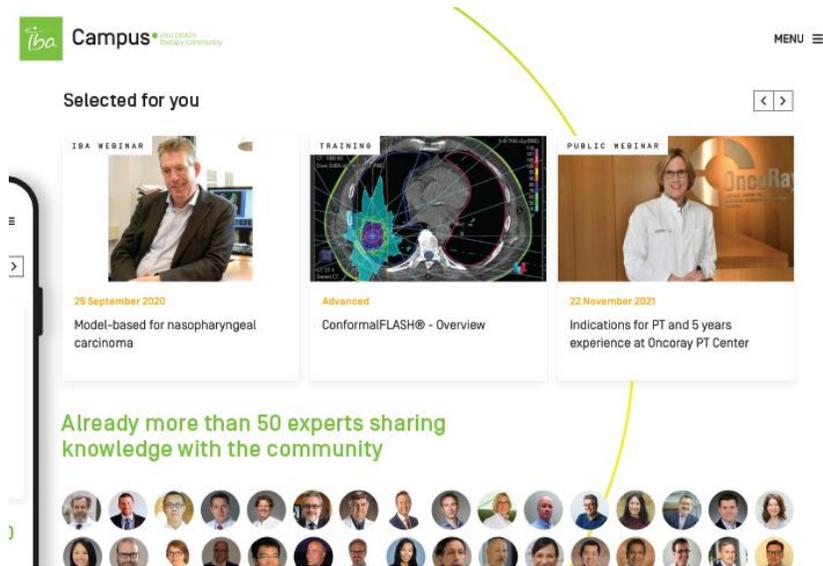


Account Name	Product Group	Vendor	Clinic Rooms
Cancer Hospital Chinese Academy of Medical Sciences – Langfang, Hebei, China	Proteus@PLUS	IBA	5
Wuhan Union Hospital, China	Proteus@PLUS	Varian	3
Southwest Florida Proton LLC, USA	Proteus@ONE	IBA	1
Kansas City Urology Care, USA	Proteus@ONE	Mevion	1
Aviano CRO, Italy	Proteus@ONE	IBA	1
Tsukuba University Hospital, Japan	Proteus@PLUS	Hitachi	2
Wuhan Tongji Hospital	Proteus@ONE	Mevion	1
University of Arkansas for Medical Sciences, USA	Proteus@ONE	IBA	1
New Mexico Cancer Center, USA	Proteus@ONE	IBA	1

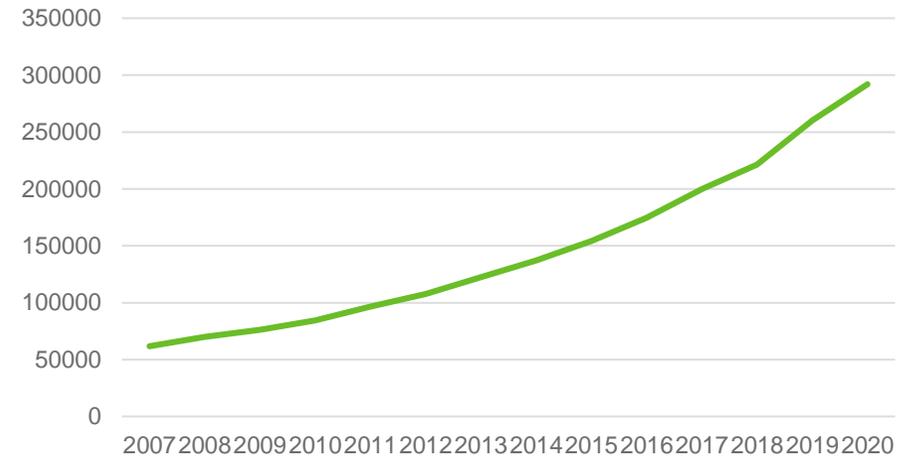
# Proton therapy adoption



- Launch of **ProtectTrial**, a large-scale, multi-institutional, randomized controlled clinical trial, aiming to improve PT access whilst validating a model-based approach for PT in cancer
- Launch of **Campus**, the world's first online proton therapy platform



Accumulated patients treated\*



\* Source PTCOG 2021 report

# Proton therapy **future innovation**



## **Making progress with technology critical to the future of PT**



Motion Management

### **Motion Management**

- Treat more patients with confidence



DynamicARC®

### **DynamicARC®\***

- More efficient and simple way to deliver PT
- DynamicARC® Consortium initiation



ConformalFLASH®

### **ConformalFLASH®\*\***

- Potential game changer for RT market
- Research agreement with University of Pennsylvania

\*DynamicARC® is a registered brand of the IBA's Proton Arc therapy solution currently under development phase.

\*\*ConformalFLASH® is a registered brand of the IBA's Proton Flash therapy solution currently under research and development phase..

# RadioPharma Solutions **business update**



## **IBA leads the market for radioisotope production accelerators, including high-energy machines**

- Introduction of two new machines:
  - New generation Cyclone<sup>®</sup> IKON: For production of Germanium-68 (Ge-68)
  - New generation Cyclone<sup>®</sup> KEY: to increase accessibility to PET imaging solutions in more countries or small and medium sized hospitals
- Strong partnerships
  - Strategic R&D partnership with SCK CEN (Belgian Nuclear Research Center) to enable the production of Actinium-225 (<sup>225</sup>Ac), a novel radioisotope which has significant potential in the treatment of cancer

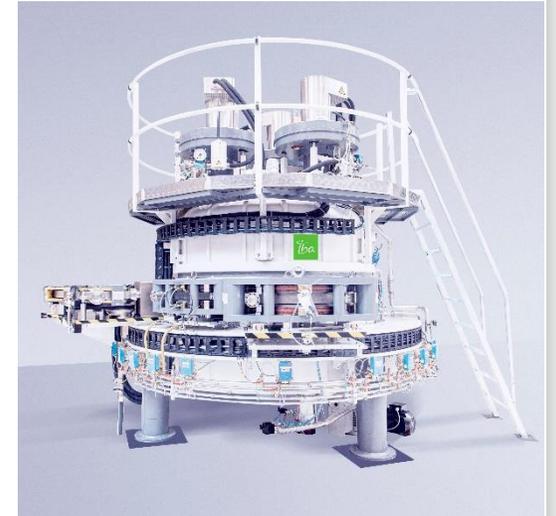


# Industrial Solutions **business update**



## **End to end irradiation solutions powered by Rhodotron® bring new opportunities**

- X-ray & E-Beam irradiation recognized as the safest technology to handle the growth of the Medical Device Industry
  - Breakthrough of X-ray sterilization solution worldwide
- Rhodotron® TT300 HE Collaboration agreement with NorthStar Medical Radioisotopes to increase global availability of technetium-99m
  - 2 Electron beam accelerators shipped to NorthStar
  - 3<sup>rd</sup> machine ordered by NorthStar
- INDux training center opening
  - Improve technical performance by hands-on practice
- Partnership with TRAD & Aerial
  - Facilitate the transition to E-beam and X-ray sterilization



# Dosimetry business update

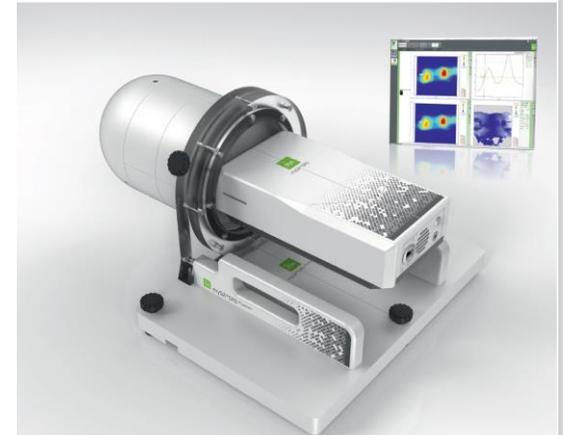
## Strong order intake

- Strong orders of Patient Dose Monitoring devices for mobile systems from OEMs\*
- Reinforcing competitive position in patient QA (Quality Assurance) for conventional radiotherapy and for PT
- Gaining market share in high growth areas such as China
- COVID-19 crisis boosted QA mobile imaging systems

## Continuous innovation

- myQA iON, unique Patient QA software solution for proton therapy , unique combination of Monte Carlo dose engine and logfile analysis
- myQA SRS high precision Stereotactic Radiosurgery QA measurement device
- Phoenix detector, setting up a new quality benchmark in PT commissioning and machine QA

\* Original Equipment Manufacturers



# CONSOLIDATED FINANCIAL STATEMENTS

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# Consolidated P&L



(EUR 000)	FY 2021	FY 2020	Variance	Variance %
Sales and services	312 964	311 955	1 009	0.3%
Cost of sales and services (-)	205 270	175 900	29 370	16.7%
<b>Gross profit/(loss)</b>	<b>107 694</b>	<b>136 055</b>	-28 361	-20.8%
	34.41%	43.60%		
Selling and marketing expenses (-)	19 337	20 735	-1 398	-6.7%
General and administrative expenses (-)	39 834	41 792	-1 958	-4.7%
Research and development expenses (-)	34 013	33 122	891	2.7%
<b>Recurring expenses (-)</b>	<b>93 184</b>	<b>95 649</b>	-2 465	-2.6%
<b>Recurring profit/(loss)</b>	<b>14 510</b>	<b>40 406</b>	-25 896	-64.1%
	4.64%	13.00%		
Other operating result (-)	1 038	377	661	175.3%
Financial result (-)	3 964	3 748	216	5.8%
Share of profit/(loss) of equity-accounted companies (-)	1 253	3 227	-1 974	-61.2%
<b>Profit/(loss) before tax</b>	<b>8 255</b>	<b>33 054</b>	-24 799	-75.0%
Tax result (-)	4 376	1 133	3 243	286.2%
<b>Profit/(loss) for the period</b>	<b>3 879</b>	<b>31 921</b>	-28 042	-87.8%
<b>REBITDA</b>	<b>24 582</b>	<b>55 985</b>	-31 403	-56.1%

- Group sales flat from 2020 but growing 24% excluding CGNNT effects
- Decrease in selling and marketing costs and G&A with lower level of travel and marketing expenditure due to the pandemic
- Slight uptick in R&D as the Group invested in the future growth of the business
- Overall decrease in operating expenses of 2.6%, thanks to cost control
- Net profit of EUR 3.9 million compared to a net profit of EUR 31.9 million in 2020

# Consolidated Cash Flow



	YE 2021 (EUR 000)	YE 2020 (EUR 000)
<b>Cash flow from operating activities</b>		
Net cash flow changes before changes in working capital	7 714	50 384
Change in working capital	79 244	48 991
Income tax paid/received, net	-1 800	-1 132
Interest (income)/expenses	2 055	2 182
<b>Net cash (used in)/generated from operations</b>	<b>87 213</b>	<b>100 425</b>
<b>Cash flow from investing activities</b>		
Capital expenditures	-4 996	-4 001
M&A and other activities	-3 029	-1 600
<b>Net cash (used in)/generated from investing activities</b>	<b>-8 025</b>	<b>-5 601</b>
<b>Cash flow from financing activities</b>		
Capital increase (or proceeds from issuance of ordinary shares)	977	0
Dividend paid	-5 785	-2 254
Other financing cash flows	-31 473	15 622
<b>Net cash (used in)/generated from financing activities</b>	<b>-36 281</b>	<b>13 368</b>
<b>Changes in net cash and cash equivalents</b>		
Exchange gains/(losses) on cash and cash equivalents	2 452	-371
<b>Total changes in net cash and cash equivalents</b>	<b>45 359</b>	<b>107 821</b>

- Operating cash flow of EUR 87.2 million, driven by continuing improvement of working capital as backlog conversion progressed
- Cash flow used in investing activities increased to EUR 8 million
- Cash flow used in financing activities included the dividend paid on 2020 results, repayments on financial borrowings and the acquisition of treasury shares

# Consolidated Balance Sheet



	YE 2021 (EUR '000)	YE 2020 (EUR '000)	Variance (EUR '000)
<b>ASSETS</b>			
Goodwill	3 821	3 821	0
Other intangible assets	3 790	4 527	-737
Property, plant and equipment	19 081	18 329	752
Right-of-use assets	29 566	29 266	300
Investments accounted for using the equity method and other investments	12 943	14 361	-1 418
Deferred tax assets	8 642	7 797	845
Long-term financial assets	13	600	-587
Other long-term assets	41 032	19 767	21 265
<b>Non-current assets</b>	<b>118 888</b>	<b>98 468</b>	<b>20 420</b>
Inventories and contracts in progress	110 513	114 568	-4 055
Trade receivables	75 809	103 400	-27 591
Other receivables	41 489	39 071	2 418
Short-term financial assets	82	1 578	-1 496
Cash and cash equivalents	199 270	153 911	45 359
<b>Current assets</b>	<b>427 163</b>	<b>412 528</b>	<b>14 635</b>
<b>Total assets</b>	<b>546 051</b>	<b>510 996</b>	<b>35 055</b>

	YE 2021 (EUR '000)	YE 2020 (EUR '000)	Variance (EUR '000)
<b>EQUITY AND LIABILITIES</b>			
Capital stock	42 413	42 294	119
Capital surplus	42 836	41 978	858
Treasury shares	-12 613	-5 907	-6 706
Reserves	8 348	17 152	-8 804
Currency translation difference	-6 315	-5 569	-746
Retained earnings	51 227	51 883	-656
<b>Capital and reserves attributable to Company's equity holders</b>	<b>125 896</b>	<b>141 831</b>	<b>-15 935</b>
<b>TOTAL EQUITY</b>	<b>125 896</b>	<b>141 831</b>	<b>-15 935</b>
Long-term borrowings	29 937	41 174	-11 237
Long-term lease liabilities	23 943	24 598	-655
Long-term financial liabilities	8 411	7 879	532
Deferred tax liabilities	654	3	651
Long-term provisions	197	521	-324
Other long-term liabilities	8 450	19 278	-10 828
<b>Non-current liabilities</b>	<b>71 592</b>	<b>93 453</b>	<b>-21 861</b>
Short-term borrowings	9 734	15 557	-5 823
Short-term lease liabilities	5 362	4 797	565
Short-term provisions	6 467	4 169	2 298
Short-term financial liabilities	6 996	57	6 939
Trade payables	47 731	41 858	5 873
Current income tax liabilities	5 173	2 892	2 281
Other payables	58 988	48 212	10 776
Advances received on contracts in progress	208 112	158 170	49 942
<b>Current liabilities</b>	<b>348 563</b>	<b>275 712</b>	<b>72 851</b>
<b>Total liabilities</b>	<b>420 155</b>	<b>369 165</b>	<b>50 990</b>
<b>Total equity and liabilities</b>	<b>546 051</b>	<b>510 996</b>	<b>35 055</b>

# OUTLOOK & DIVIDEND POLICY

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# Outlook & dividend policy

- Strong order intake in all businesses, continuing into 2022
- Commitment to progressing new tenders internationally, with very active pipeline
- Growing services continue to provide stable recurring revenues and backlog remains high
- Strong balance sheet and record cash position provide opportunities for organic and inorganic growth
- However, given current geopolitical situation and some remaining pandemic-related complexities, economic uncertainties once again present.
- As a result, we are still not able to reliably provide guidance at this stage
- The Board will recommend to the AGM a dividend payout of EUR 0.19 per share, with a dividend matching policy applied to employee bonus pay, in line with the Company's stakeholder approach

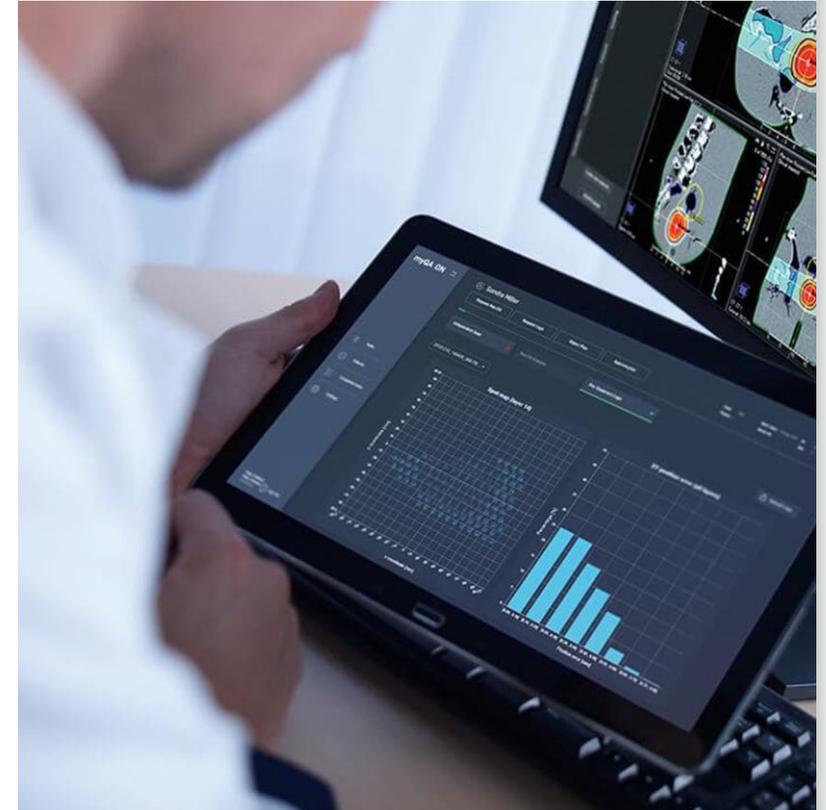


# FINANCIAL CALENDAR

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# Financial calendar

- ESTRO Annual Congress - 6 – 9 May 2022
- Business Update Q1 - 19 May 2022
- General Meeting - 8 June 2022
- Half Year Results - 31 August 2022
- EANM 2022 - 15 – 19 October 2022
- ASTRO Capital Markets Day - 23 – 26 October 2022 (TBC)
- Business Update Q3 - 17 November 2022



# Q&A



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