



PROTECT +
ENHANCE +
SAVE LIVES

2019 Full Year Results

26 March 2020

Olivier Legrain (CEO), Soumya Chandramouli (CFO) and Marc Van der Burght (COO)



Disclaimer

This presentation may contain forward-looking statements concerning industry outlook, including growth drivers; the company's future orders, revenues, backlog, or earnings growth; future financial results; market acceptance of or transition to new products or technology and any statements using the terms "could," "believe," "outlook," or similar statements are forward-looking statements that involve risks and uncertainties that could cause the company's actual results to differ materially from those anticipated. The company assumes no obligation to update or revise the forward-looking statements in this release because of new information, future events, or otherwise.

COVID-19: Our Priorities

- IBA's first priority remains the health and safety of our employees, customers and their patients
- Patients are at the center of everything we do; we are committed to supporting our clients and ensuring business continuity and the least possible disruption to its activities
 - All our sites continue to diagnose and treat patients every day
- IBA continues to monitor the situation proactively in order to protect all its stakeholders
- IBA operates in many geographies that are being impacted, which allows the business to mitigate the impact to an extent, as countries are in various stages of the outbreak
 - Currently limited disruption to supply chain



Content

- 2019 highlights
- Proton therapy market evolution
- Product leadership and innovation
- Other Accelerators update
- Dosimetry update
- Financial figures
- Outlook



Proteus®PLUS

Proteus®PLUS is the brand name of Proteus®235.

Global leader in particle accelerators and dosimetry



PROTON THERAPY



N°1 Proton Therapy Solutions

58 Proton Therapy Solutions

OTHER ACCELERATORS



N°1 Sterilization Solutions

250 Industrial Accelerators



N°1 Radiopharma Solutions

280 Cyclotrons

DOSIMETRY



N°1 PT Dosimetry Solutions

10K Clients

Know How

- 34 years of world-class experience
- Pioneer in particle accelerators
- 550+ accelerators in operation
- Treatment of almost 100,000 proton therapy patients

Execution

- 37 operating proton therapy sites
- 21 proton therapy projects under development
- Eight PT systems and 14 Other Accelerators delivered in 2019

Innovation

- 200 engineers in R&D to
 - Increase affordability
 - Increase clinical benefits
 - Increase ease of use
- 500+ patents (half in Proton Therapy)

■ 2019 Highlights

2019 Key highlights

Revenues
EUR 283 million
+10% (vs 2018)



REBIT
EUR 0.1 million
Net profit
EUR 7.6 million



Record
Equipment and
Service Backlog
EUR 1.1 Billion



52 PT Service contracts
PT and Other
Accelerators Service
revenues cross
EUR 100 million mark



9 PT rooms and 25
Other Accelerators sold
EUR 254 million
record order intake



Gross Cash
EUR 46 million



2019 overview

- Strong order intake across all business lines, with highest euro value ever and more than doubling from last year
 - Proton Therapy
 - Four ProteusOne solutions in Italy (Milan), USA (Kansas), Georgia (Kutaisi) and Indonesia (Jakarta)
 - One 5-room ProteusPlus in China (Shenzhen)
 - Other Accelerators
 - Record sales with 25 machines sold in Asia, Europe and US, 16 of which were in H2
- Equipment and Services backlog remains at all time high of EUR 1.1 billion
- Service business over the EUR 100 million mark and continues to grow, with a 14% increase from last year



2019 overview

- Strong cost efficiency measures keep SG&A under control, whilst allowing for strategic investments in R&D
- Dosimetry reintegrated into numbers at year end, following the decision to retain this business
- Net profit of EUR 7.6 million
- Major balance sheet and working capital improvement with gross cash position of EUR 46 million at year end and current position even further improved
- Based on 2019 results, proposal to be made by Board at AGM to distribute a dividend of EUR 0.076 per share, in line with dividend pay-out policy of 30% of net profit



YE 2019 business and financial highlights



- Total 2019 revenues up 10%, significantly boosted by PT Service revenues and Other Accelerator backlog conversion
- Strong margins in Services and Other Accelerators compensated weak margins in PT equipment, stemming mostly from pricing pressure and project mix (progress on lower margin projects)
- Strong performance for Dosimetry business, with nearly 7% topline growth
- Full year REBIT amounted to EUR 0.1 million reflecting gross margin weakness and increased R&D investments
- Total Group profit of EUR 7.6 million including the gain from the disposal of RadioMed

	YE 2019 (EUR 000)	YE 2018 (EUR 000)	Variance (EUR 000)	Variance %
Net Sales	282 552	257 407	+25 145	+9.8%
<i>Proton Therapy</i>	<i>158 273</i>	<i>160 395</i>	<i>-2 122</i>	<i>-1.3%</i>
<i>Other Accelerators</i>	<i>70 433</i>	<i>46 563</i>	<i>23 870</i>	<i>+51.3%</i>
<i>Dosimetry</i>	<i>53 846</i>	<i>50 449</i>	<i>3 397</i>	<i>+6.7%</i>
REBITDA	12 459	13 211	-752	-5.7%
<i>% of Sales</i>	<i>+4.4%</i>	<i>+5.1%</i>		
REBIT	87	5 662	-5 575	-98.5%
<i>% of Sales</i>	<i>0.0%</i>	<i>+2.2%</i>		
Profit Before Tax	10 766	-894	11 660	N/A
	+3.8%	-0.3%		
NET RESULT	7 610	-4 401	12 011	N/A
	+2.7%	-1.7%		

2018 and 2019: Dosimetry numbers (including RadioMed) re-integrated, following the decision in 2019 to retain the business

2019: RadioMed numbers integrated for 11 months following its disposal in December 2019
IFRS 16 – Leases became effective on January 1, 2019. The effect of this accounting standard at December 31, 2019 is an improvement of REBIT by EUR 0.3m and of REBITDA by EUR 4.9m. The impact on the net result is a deterioration of EUR 0.1m

YE 2019 business and financial highlights

- Order intake:
 - Proton Therapy
 - 4 Proteus® ONE sold
 - 1 Proteus® PLUS sold
 - Other Accelerators
 - 25 machines sold including 2 Cyclone®70

	YE 2019	YE 2018
Proteus®ONE* systems sold	4	3
Proteus®PLUS* systems sold	1	0
Total rooms sold	9	3
Other accelerator systems sold	25	20
Order intake PT & Other Accelerators	€254M	€117M
Book to bill PT & Other Accelerators	2.11	1.04



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

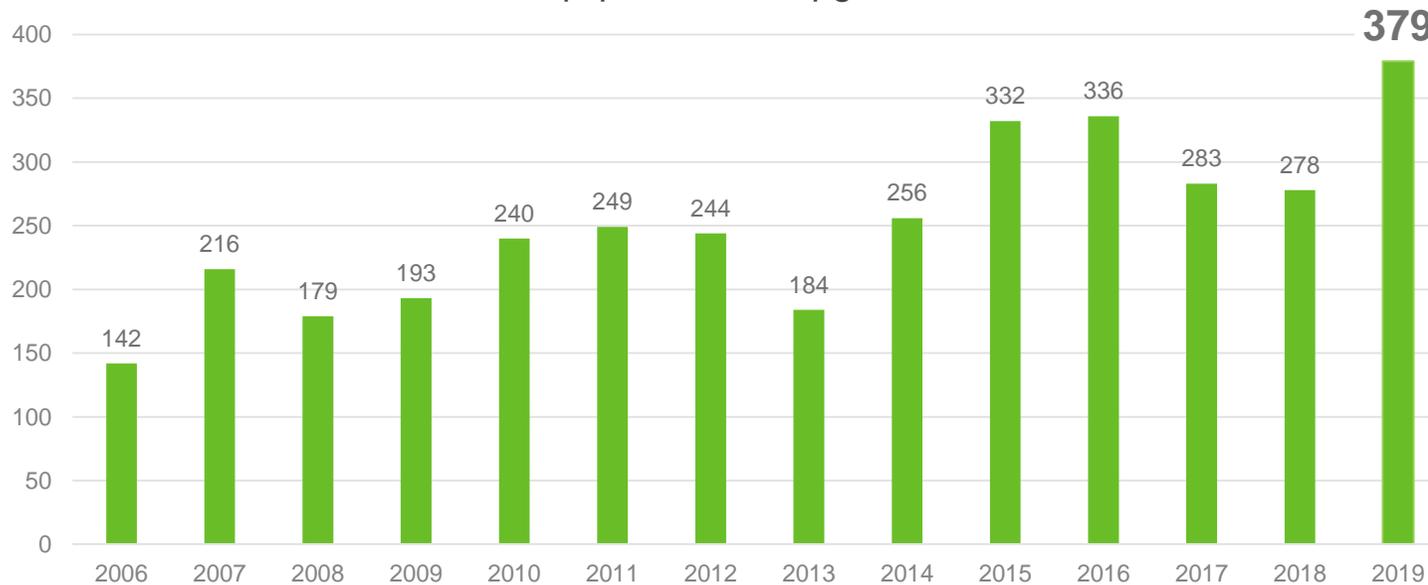
YE 2019 business and financial highlights



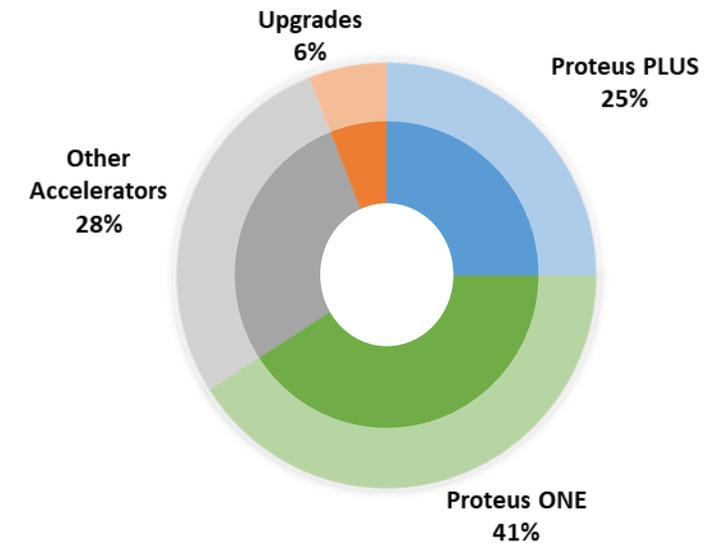
■ Equipment backlog

- Record backlog for Proton Therapy and Other Accelerators at EUR 379 million (2018: EUR 278 million)
- Proteus[®]ONE represents around 41%

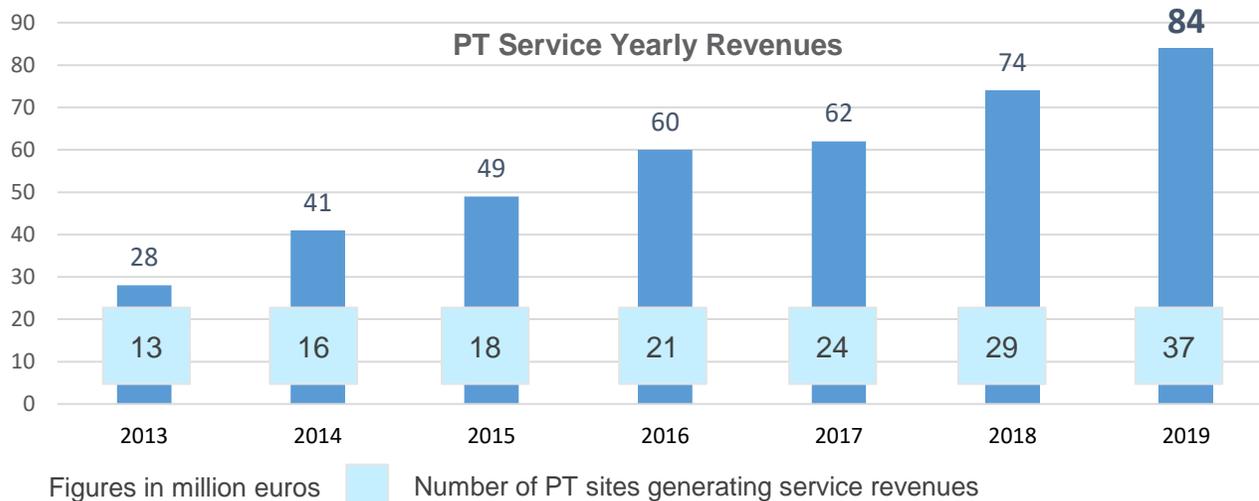
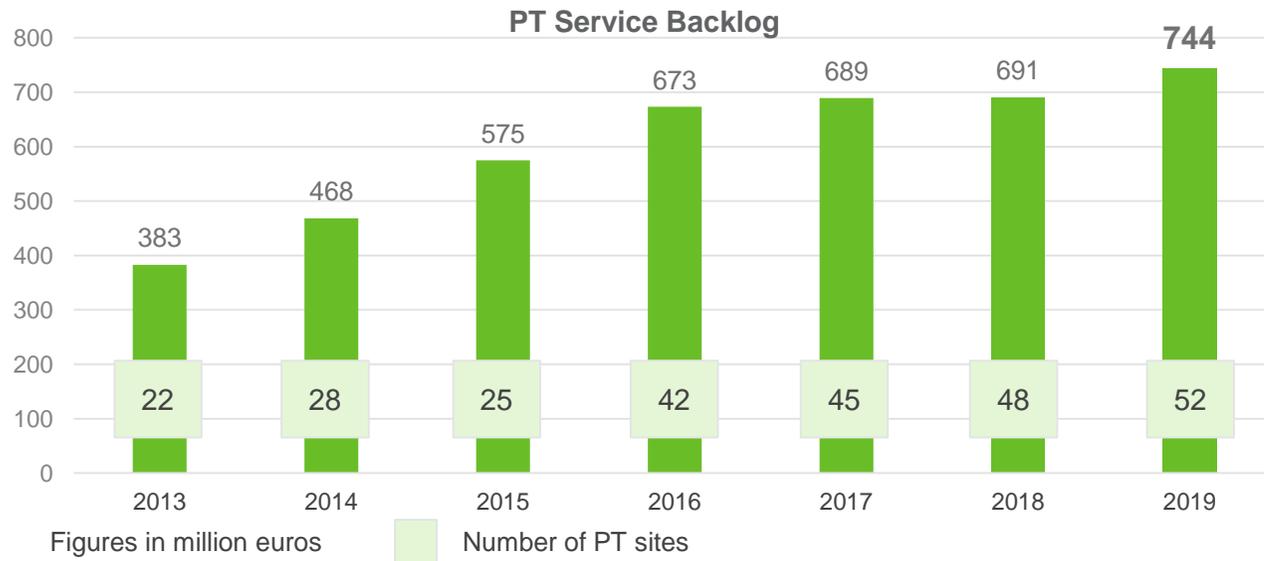
Proton Therapy and Other Accelerators Backlog
Equipment and Upgrades



Figures in million euros



YE 2019 business and financial highlights



- Services backlog reaches record high of EUR 744 million
- Services made up almost half of Proton Therapy and Other Accelerators revenues in 2019
- Service revenues for PT and Other Accelerators exceed the EUR 100 million mark, with PT alone representing EUR 84 million
- 37 PT sites now generate revenues worldwide

YE 2019 business and financial highlights

- Gross cash position of EUR 46 million at YE19 up from EUR 38.7 million at YE18
- Strong improvement of financial position over 2019 with net debt position of EUR -3 million compared to EUR -47.1 million at end 2018 (excluding effects of IFRS16)
- EUR 67 million total credit lines secured at year-end including a EUR 30 million term loan and EUR 37 million short-term credit facility: EUR 37 million currently undrawn
- As of today, gross cash balance of more than EUR 85 million and net cash positive (unaudited numbers)
- Refinancing completed in December 2019
- Bank covenants complied with, at year-end



■ Proton Therapy and Other Accelerators

Proton Therapy & Other Accelerators



	YE 2019 (EUR 000)	YE 2018 (EUR 000)	Variance (EUR 000)	Variance %
Net Sales	228 706	206 958	+21 748	+10.5%
<i>Proton Therapy</i>	<i>158 273</i>	<i>160 395</i>	<i>-2 122</i>	<i>-1.3%</i>
<i>Other Accelerators</i>	<i>70 433</i>	<i>46 563</i>	<i>23 870</i>	<i>+51.3%</i>
REBITDA	5 844	7 782	-1 938	-24.9%
<i>% of Sales</i>	<i>+2.6%</i>	<i>+3.8%</i>		
REBIT	-4 827	885	-5 712	-645.4%
<i>% of Sales</i>	<i>-2.1%</i>	<i>+0.4%</i>		

IFRS 16 – Leases became effective on January 1, 2019. The effect of this accounting standard at December 31, 2019 is an improvement of REBIT by EUR 0.2m and of REBITDA by EUR 3.7m.

- Total net sales for Proton Therapy and Other Accelerators were up 10.5% year on year to EUR 228.7 million
- Increase of revenues largely driven by significant sales in Other Accelerators, backlog conversion of the good order intake in 2018 and continued year-on-year growth of PT services
- Continued strong performance in Services in PT, largely offsetting weakness from equipment revenues
- 21 PT systems are currently under construction or installation
- REBIT of EUR –4.8 million, impacted by a weakened gross margin as a result of price pressure on contracts as competitors attempt to gain market share, project mix and increase in R&D to preserve IBA’s technological leadership

Proton Therapy & Other Accelerators



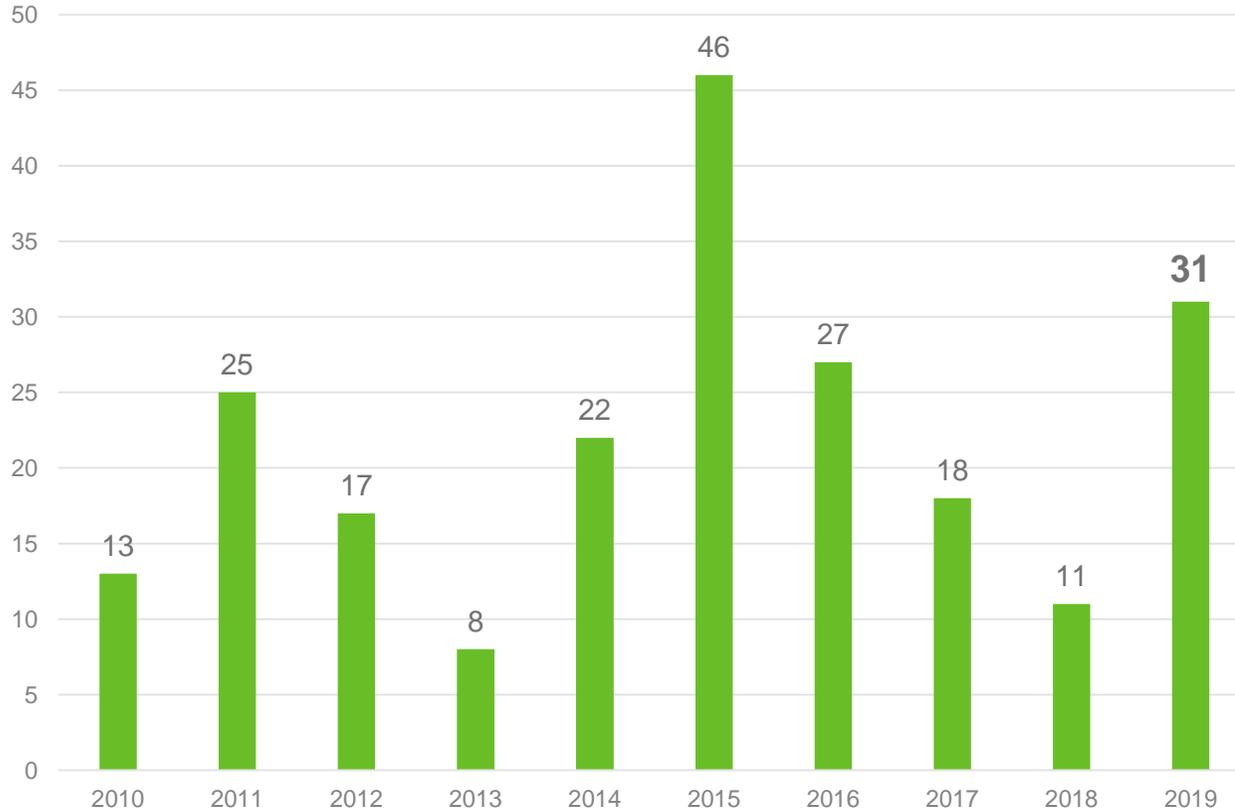
	YE 2019 (EUR 000)	YE 2018 (EUR 000)	Variance (EUR 000)	Variance %
Equipment Proton Therapy	73 867	86 671	-12 804	-14.8%
Equipment Other Accelerators	46 851	25 297	21 554	+85.2%
Total equipment revenues	120 718	111 968	+8 750	+7.8%
Services Proton Therapy	84 406	73 752	+10 654	+14.4%
Services Other Accelerators	23 582	21 238	+2 344	+11.0%
Total service revenues	107 988	94 990	+12 998	+13.7%
Total revenues Proton Therapy & Other Accelerators	228 706	206 958	+21 748	+10.5%
<i>Service in % of segment revenues</i>	<i>47.2%</i>	<i>45.9%</i>		

- Both Equipment and Service revenues were up respectively 8% and 14% from last year
- Other Accelerators equipment revenues were up 85%, boosted by record order intake and backlog conversion
- Total order intake for PT and Other Accelerators in 2019 stood at EUR 254 million, more than doubling from last year at EUR 117 million
- Services made up 47% of segment revenues, up 13.7% progressively contributing to higher recurring revenues with strong margins
- Eight new PT Service contracts started generating revenues in 2019, in the UK (2), Belgium, Spain, Russia, USA (2) and China

■ Proton Therapy Market

2019 PT market encouraging, but still lumpy

Proton Therapy market



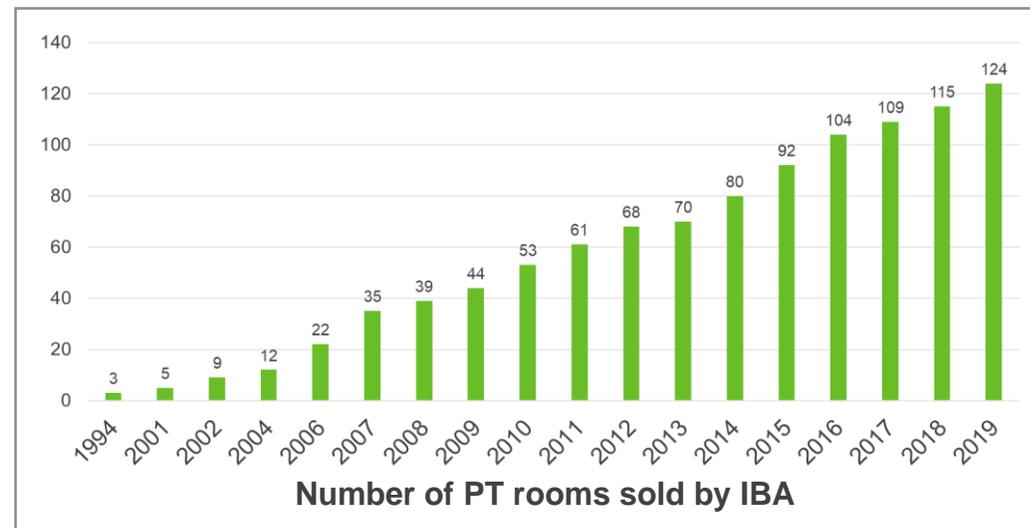
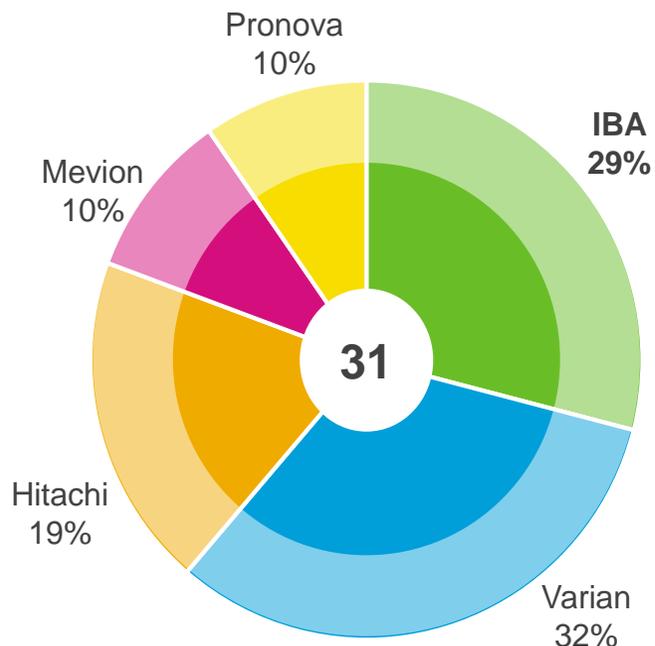
- PT Market growth accelerated from 2005 onwards
- Sizable market of 20-25 rooms p/y; still lumpy



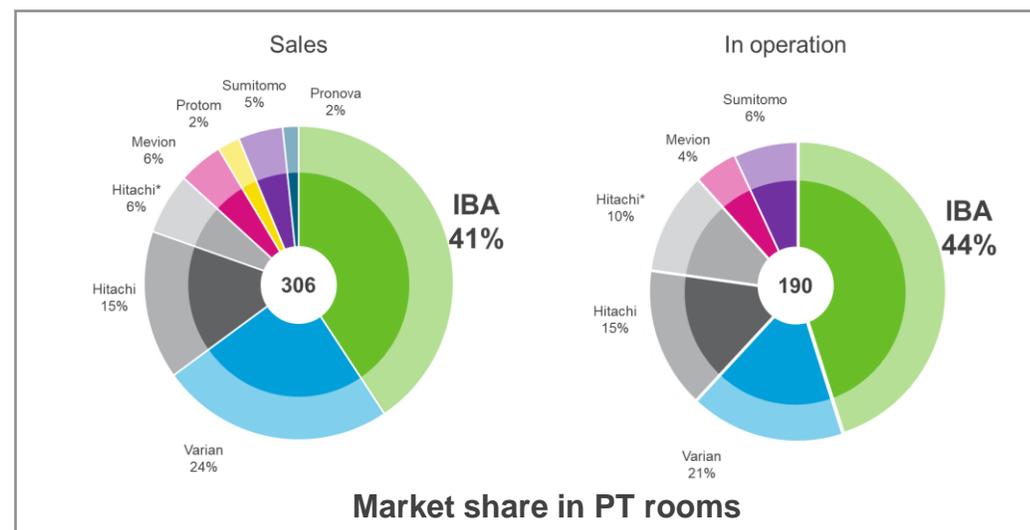
Nine proton therapy rooms sold by IBA in 2019



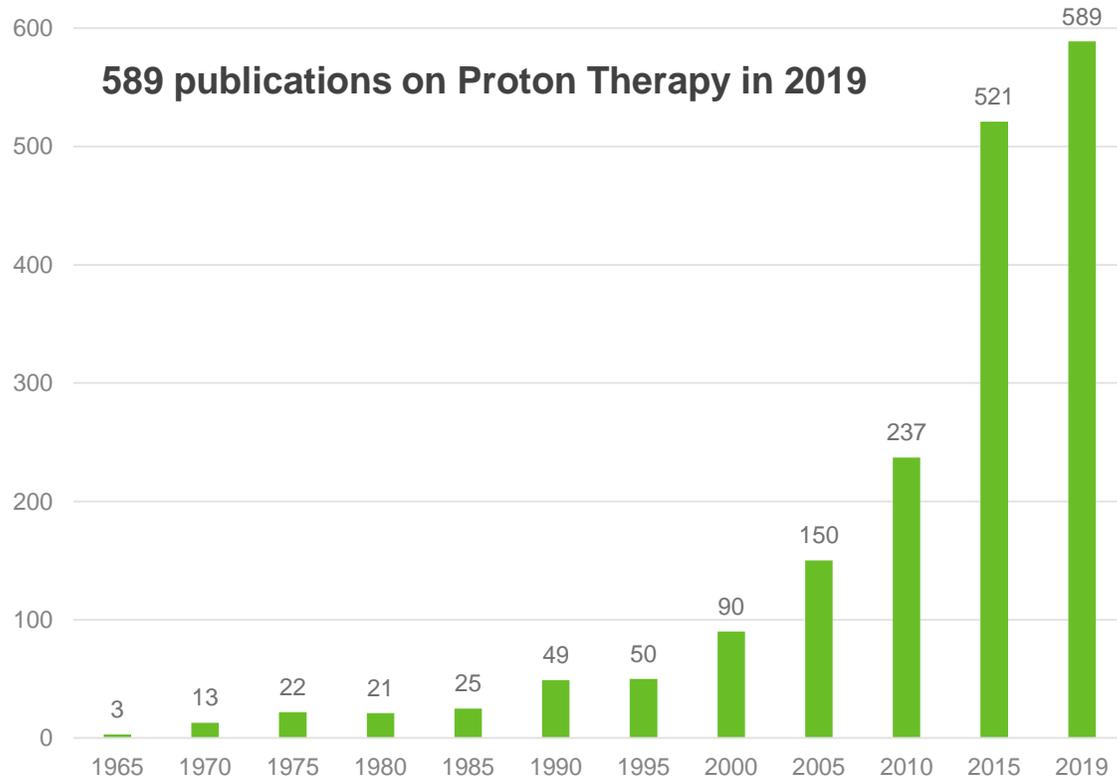
2019 market share in rooms



5 PT contracts in 2019	Country	Product	Clinical Rooms
RSPAD Gatot Soebroto Presidential Hospital	Indonesia	ProteusOne	1
Kutaisi International University	Georgia	ProteusOne	1
University of Kansas Hospital	USA	ProteusOne	1
Shenzhen Tumor Hospital	China	ProteusPlus	5
Istituto Europeo Di Oncologia	Italy	ProteusOne	1



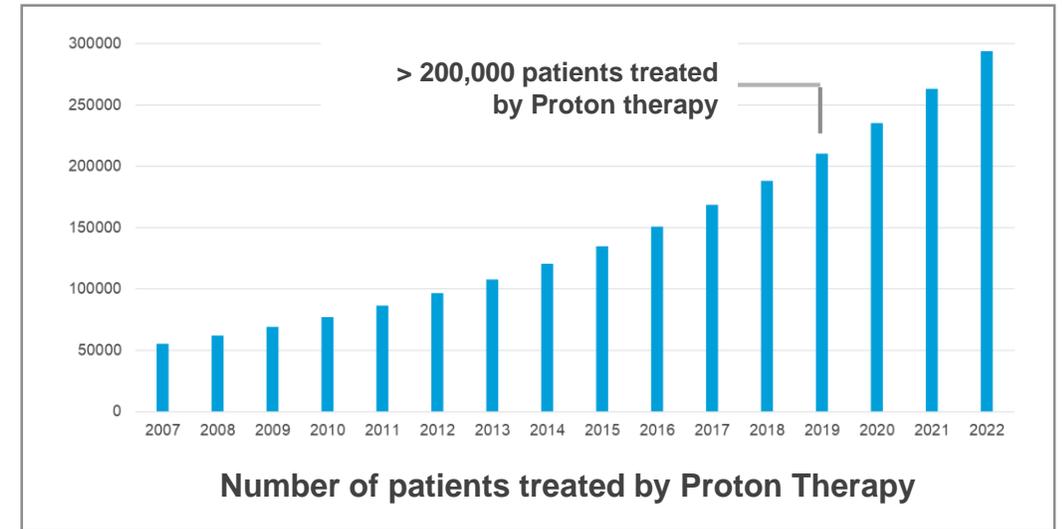
Clinical experience is expanding rapidly



589 publications on Proton Therapy in 2019

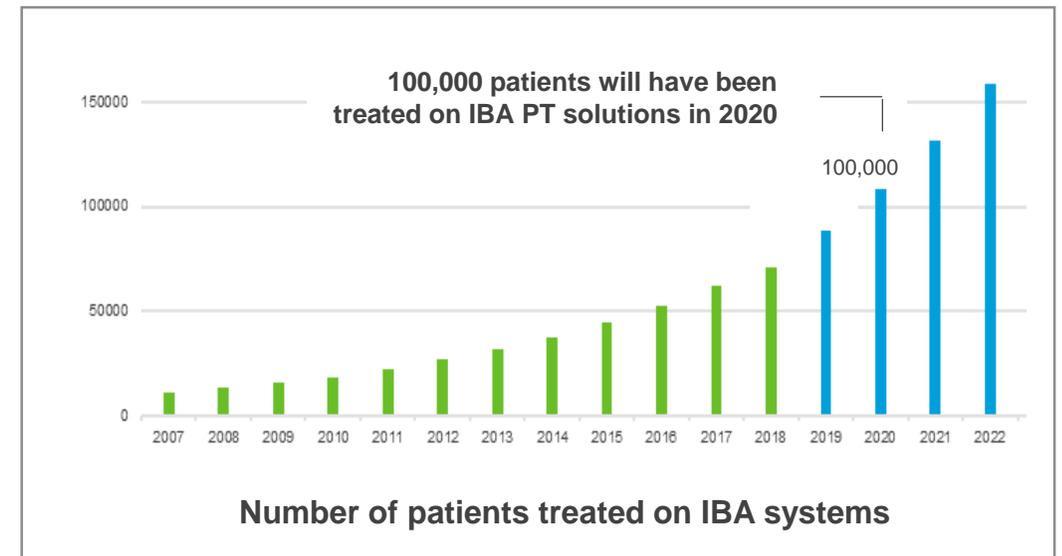
Number of publications up to end of 2019
PubMed database

- Number of patients treated with PT is growing fast
- High activity in peer reviewed publications and trials



> 200,000 patients treated by Proton therapy

Number of patients treated by Proton Therapy



100,000 patients will have been treated on IBA PT solutions in 2020

Number of patients treated on IBA systems

Large variety of clinical trials and publications



International Journal of Radiation Oncology Biology • Physics
www.ijrojournal.org

Physics Contribution

Design, Implementation, and in Vivo Validation of a Novel Proton FLASH Radiation Therapy System

Eric S. Diffenderfer, PhD, Ioannis I. Verginadis, PhD, Michele M. Kim, PhD, Khayrutlo Shoniyozov, PhD, Anastasia Velalopoulou, PhD, Denisa Goia, MS, Mary Putt, PhD, Sarah Hagan, MS, Stephen Avery, PhD, Kevin Teo, PhD, Wei Zou, PhD, Alexander Lin, MD, Samuel Swisher-McClure, MD, Cameron Koch, PhD, Ann R. Kennedy, PhD, Andy Minn, MD, PhD, Amit Maity, MD, PhD, Theresa M. Busch, PhD, Lei Dong, PhD, Costas Koumenis, PhD, James Metz, MD, and Keith A. Cengel, MD, PhD

Department of Radiation Oncology, University of Pennsylvania, Philadelphia, Pennsylvania
Received Mar 8, 2019. Accepted for publication Oct 31, 2019.

Summary
In this article, we describe a novel RT apparatus that delivers FLASH proton RT (PRT) using double scattered protons with CT guidance and provide the first report of proton FLASH RT-mediated normal tissue radioprotection.

Purpose: Recent studies suggest that ultrahigh-dose-rate, "FLASH" electron radiation therapy (RT) decreases normal tissue damage while maintaining tumor response compared with conventional dose rate RT. Here, we describe a novel RT apparatus that delivers FLASH proton RT (PRT) using double scattered protons with computed tomography guidance and provide the first report of proton FLASH RT-mediated normal tissue radioprotection.

Methods and Materials: Absolute dose was measured at multiple depths in solid water and validated against an absolute integral charge measurement using a Faraday cup. Real time dose rate was obtained using a NaI detector to measure prompt gamma rays. The effect of FLASH versus standard dose rate PRT on tumors and normal tissues was

PARTICLE THERAPY | RESEARCH UPDATE

Proton therapy lowers side effects in treatment of locally advanced cancers

08 Jan 2020 Tami Freeman



The use of protons as part of concurrent chemoradiotherapy could reduce treatment toxicity. This photo shows the proton therapy suite at the Rutherford Cancer Centre South Wales. (Credit: Rutherford Cancer Centres)

Concurrent chemoradiotherapy, in which chemotherapy drugs and radiation therapy are used together, is a standard treatment for many locally advanced cancers. However, this approach is associated with severe side effects, including nausea, vomiting, significant weight loss, and radiation-induced lung injury that can lead to hospitalization.

INTERNATIONAL JOURNAL OF PARTICLE THERAPY

Incorporating NTCP into Randomized Trials of Proton Versus Photon Therapy

Jonas Scherman, PhD^{1,2}, Ane L. Appelt, PhD^{3,5}, Jen Yu, PhD^{1,5}, Gitte Fredberg Persson, MD, PhD², Lotte Nygård, MD, PhD², Johannes A. Langendijk, MD, PhD³, Søren M. Bentzen, PhD, DMSc³, Ivan R. Vogelius, PhD, DMSc²

¹Department of Radiation Physics, Skane University Hospital, Lund, Sweden
²Department of Oncology, Rigshospitalet, Copenhagen, Denmark
³Leeds Institute of Medical Research at St James's, University of Leeds and Leeds Cancer Centre, St James's University Hospital, Leeds, United Kingdom
⁴Department of Radiation Oncology, University of Maryland Medical Center, Baltimore, MD, USA
⁵Department of Radiation Oncology, Maimonides Institute, Baptist Health South Florida, Miami, FL, USA
⁶Department of Radiotherapy, University of Groningen, Groningen, The Netherlands
⁷Division of Biostatistics and Biomathematics, University of Maryland Greenbaum Cancer Center, and Department of Epidemiology and Public Health, University of Maryland School of Medicine, Baltimore, MD, USA

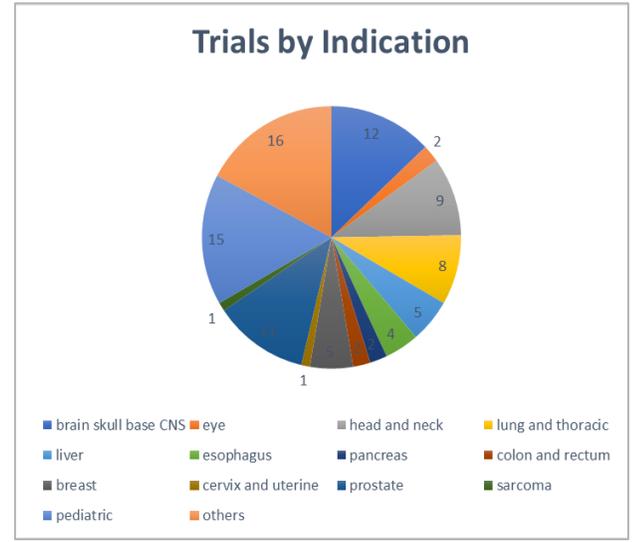
Submitted 15 Oct 2018
Accepted
Published 21 Mar 2019

Corresponding Author:
Jonas Scherman
Department of Radiation Physics
Skane University Hospital,
Lund, Sweden
Kirurggatan 5
Lund, 22240, Sweden
Phone: +46 46 17 63 24
Fax: +46 46 17 39 90
j.scherman@skane.se

Jonas Scherman, PhD, and Ane L. Appelt, PhD, contributed equally to this work.

Original Article

Abstract
Purpose: We propose and simulate a model-based methodology to incorporate heterogeneous treatment benefit of proton therapy (PT) versus photon therapy into randomized trial designs. We use radiation-induced pneumonitis (RIP) as an exemplar. The aim is to obtain an unbiased estimate of how predicted difference in normal tissue complications probability (NTCP) converts into clinical outcome on the patient level. **Materials and Methods:** NTCP data from in silico treatment plans for photon therapy and PT for patients with locally advanced lung cancer as well as randomly sampled clinical risk factors were included in simulations of trial outcomes. The model used at point of analysis of the trials was an IQANTIPEC model. Trial outcomes were examined with Cox proportional hazards models, both in case of a correctly specified model and in a scenario where there is discrepancy between the dose metric used for NTCP and the dose metric associated with the "true" clinical outcome, that is, when the model is misspecified. We investigated how outcomes from such a randomized trial may feed into a model-based estimate of the patient-level benefit from PT, by creating patient-specific predicted benefit probability distributions. **Results:** Simulated trials showed benefit in accordance with that expected when the NTCP model was equal to the model for simulating outcome. When the model was misspecified, the benefit changed and we observed a reversal when the driver of outcome was high-dose dependent while the NTCP model was mean-dose dependent. By converting trial results into probability distributions, we demonstrated large heterogeneity in predicted benefit, and provided a randomized measure of the precision of individualized benefit estimation.



Red Journal

Penn Medicine Shows Giving Entire Course of Radiation Treatment in Less Than a Second is Feasible

JAMA Oncology

Washington University School of Medicine in St. Louis and the University of Pennsylvania show that Proton therapy lowers side effects in treatment of locally advanced cancers

International Journal of Particle Therapy

Authors suggest to incorporate NTCP into randomized trials of proton vs photon therapy.

In addition, the model-based approach has been expanded in 2019 in The Netherlands to cover Breast and Lung indications.

Large variety of clinical trials and publications

Pediatrics, Head and Neck, Lung, Breast, Liver, Lymphoma,...

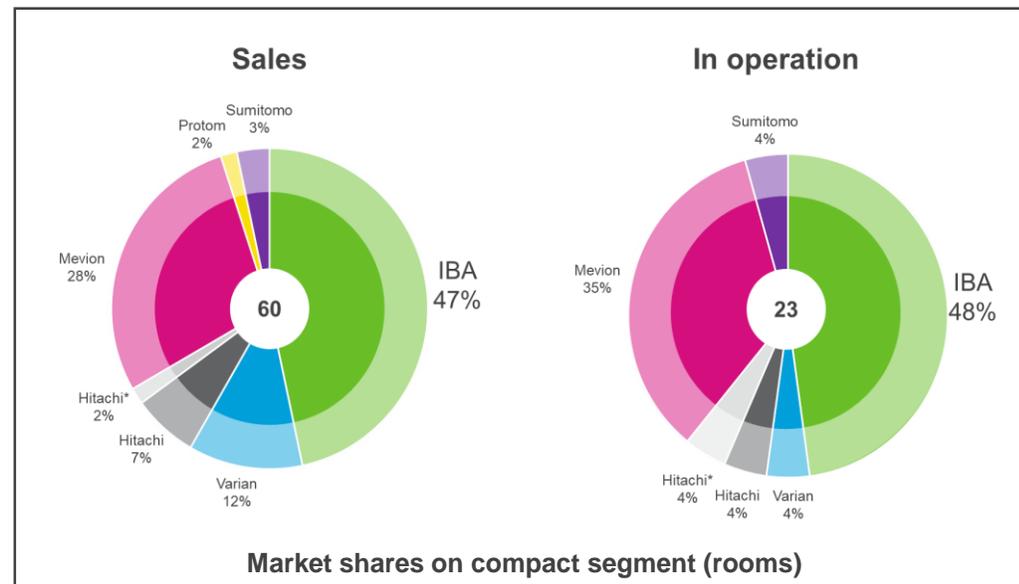
■ IBA product leadership and innovation

IBA leads the compact market with Proteus[®]ONE



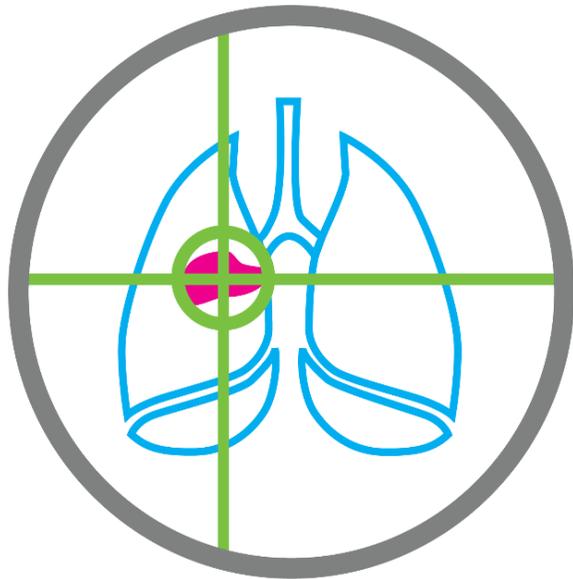
The only true compact single room image-guided IMPT solution

- Designed to be integrated in an existing RT center with a small footprint
- Easy to install, operate and finance
- Patients and medical staff inspired solution for high throughput
- Equipped with the latest in clinical innovation



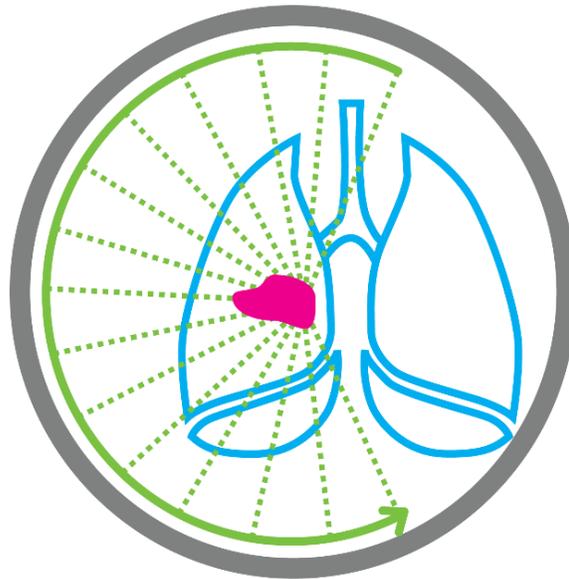
* Proteus[®]ONE is the brand name of Proteus[®]235.

3 AXES



Motion Management

IBA manages tumor motion



Proton ARC Therapy

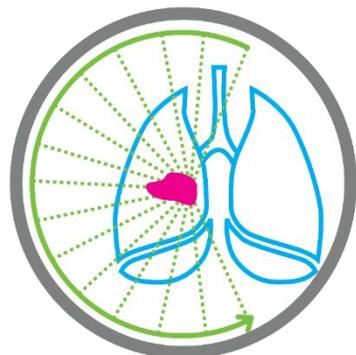
IBA delivers ARC Therapy



FLASH Therapy

IBA enables proton Flash irradiation

Spot-Scanning Proton Arc Therapy



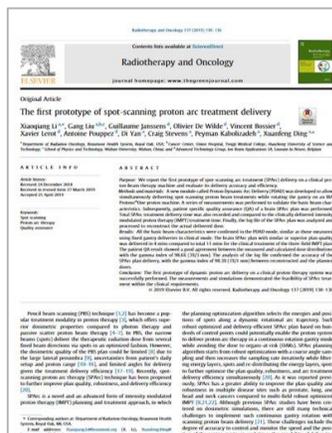
Proton Arc Therapy

Delivers the radiation dose continuously as the gantry rotates

Advantages

- **Faster:** Optimized workflow and maximized patient throughput
- **Simpler:** Linac-like operation avoiding multiple fields adjustments
- **On target:** Lower integral dose and better dose conformity

- Will increase proton therapy affordability
 - Better patient throughput
 - Increased number of patients treated
- Will make proton therapy more accessible
 - Increased ease of use
- Could increase clinical benefits for selected patients
 - Lower integral dose
 - Better dose conformity



First irradiation of a proton ARC

Demonstration performed on **IBA PROTEUS®ONE**

In partnership with Beaumont

Exclusive proprietary patent licensed to IBA



FLASH Therapy

Ultra-high dose rate cancer treatments at ultra-high speed and in one to three sessions

Expected advantages

- It spares healthy tissue
- It allows to reach a higher dose in the tumor
- It enables extreme dose hypofractionation

FLASH therapy has the potential to dramatically change the landscape of radiotherapy

- FLASH represents the potential for a major breakthrough in the treatment of cancer
 - Ultra-fast delivery of radiation treatment at ultra high dose rates (over 40Gy/s vs 0,03Gy/s in today's clinical practice)
 - Ultra-fast dose rates allow normal tissue tolerance levels to be exceeded with a greater probability of tumor control and little or no normal tissue damage



First worldwide peer-reviewed paper on FLASH with protons

Study performed at the Roberts Proton Therapy Center, University of Pennsylvania, with IBA PROTEUS®PLUS clinical accelerator



In addition, ongoing clinical trial on dogs with cancer

Flash is being developed on IBA equipment



Institut Curie
France



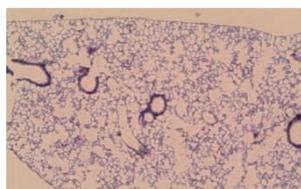
University of Pennsylvania
USA



UMCG
The Netherlands



Rutherford Cancer Centre
Thames Valley, UK



Flash – 17 Gy
60 Gy/s



Treatment in a Flash
A clinical trial in dogs with cancer

FLASH IRRADIATION IN A GANTRY
Cube 2x2x2
34 Gy delivered in **170 ms**
Dose rate: **200 Gy/s**

Flash irradiation delivered in a
Proteus®PLUS treatment room

FLASH IRRADIATION AT ISOCENTER
IN CLINICAL MODE
Cube 2x2x2 [cm]
Flash dose rate: **60 Gy/s**
1 kHz pulsed

Flash irradiation delivered in a
Proteus®ONE treatment room

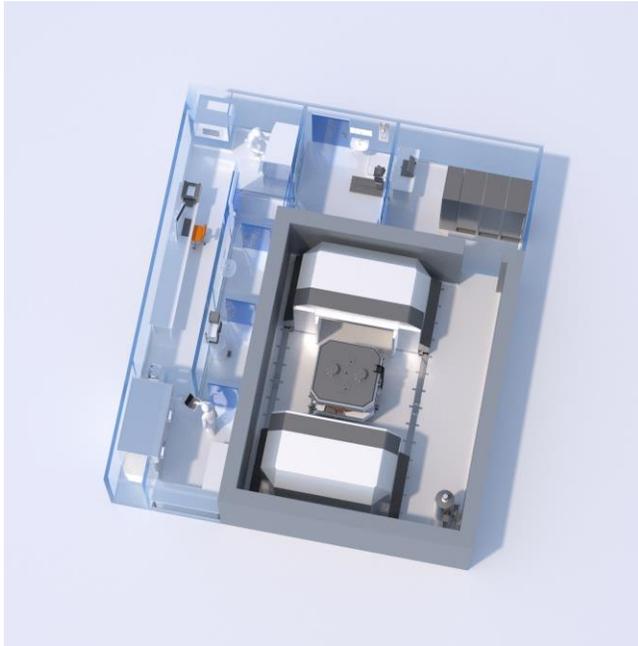
■ Other Accelerators 2019 update

Other Accelerators – 2019 Business Update



- Growing global demand for accelerators for medical sterilization and radioisotope production
- Record sales of 25 systems
 - Contract signed for two Cyclone[®] 70 MeV projects in South-Africa and South Korea
 - Excellent Rhodotron and Cyclone[®]Kiube sales in all regions

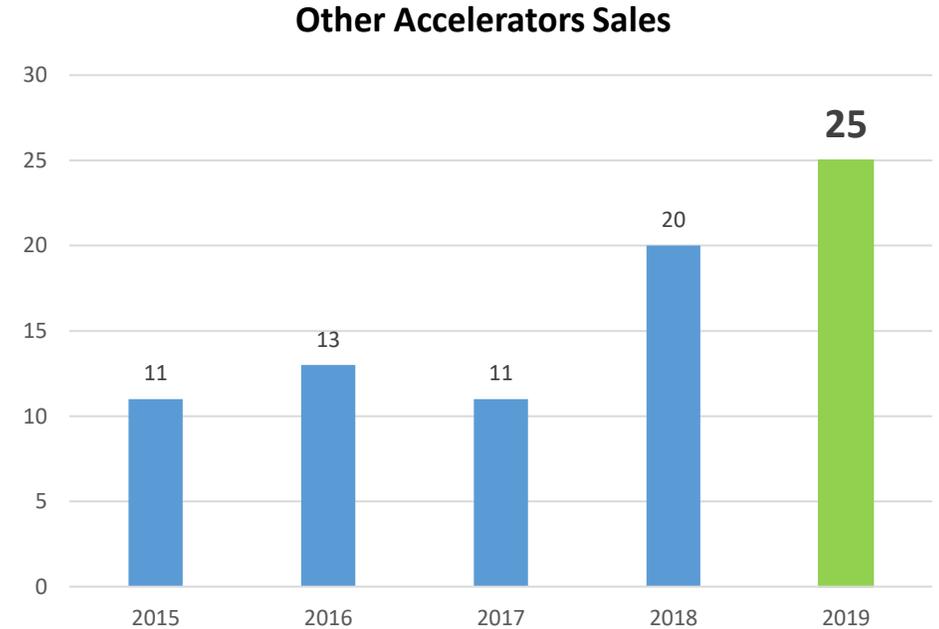
25 accelerators sold in 2019



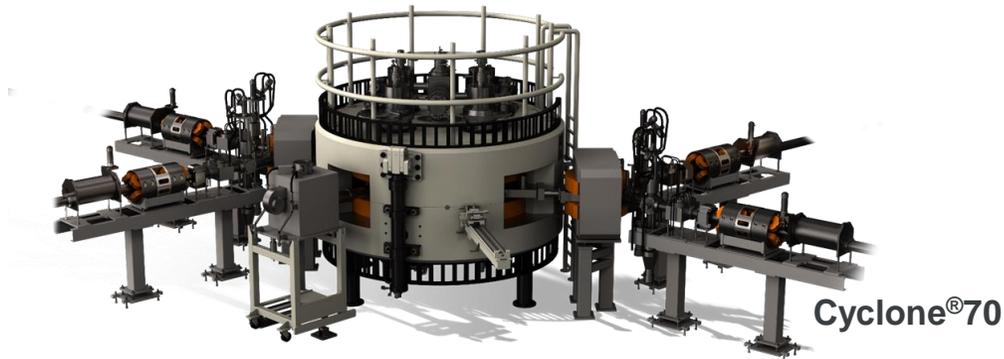
IBA IntegraLab RadioPharmacy



Rhodotron[®]



- New generation Cyclone[®] KIUBE and confirmed success of Cyclone[®]70
 - Reach new markets (Oncology, Neurology, Cardiology)
 - Gain market shares thanks to new technology performances
- Synthera+ and Rhodotron HE
 - Give access to latest applications
 - e.g. e.g. theranostics : ¹⁷⁷Lu labelling, ²²⁵Ac production



- High energy and high current proton cyclotron
- Production of isotopes for diagnosis of cardiovascular diseases and other critical illnesses



- Highest radiopharmaceuticals production capacity
- Upgradable to enable the increase of production capacity
- Give access to large variety of radio-isotopes (e.g; ¹⁸F, ⁶⁸Ga, ¹³N, ¹⁵O, ¹¹CO₂, ¹¹CH₄, ¹²³I,...)

- New generation Rhodotron brings new perspectives
 - Reach new markets
 - Gain market share
 - Allows a unique alternative to cobalt and ethylene oxide for sterilization
 - Offers a new way to diagnose and treat cancer (production of radioisotopes and theranostics)



Sale of two Rhodotron[®] TT300 HE electron beam accelerators to NorthStar Medical Radioisotopes for production of the radioisotope molybdenum-99 (Mo-99)

■ Dosimetry 2019 update

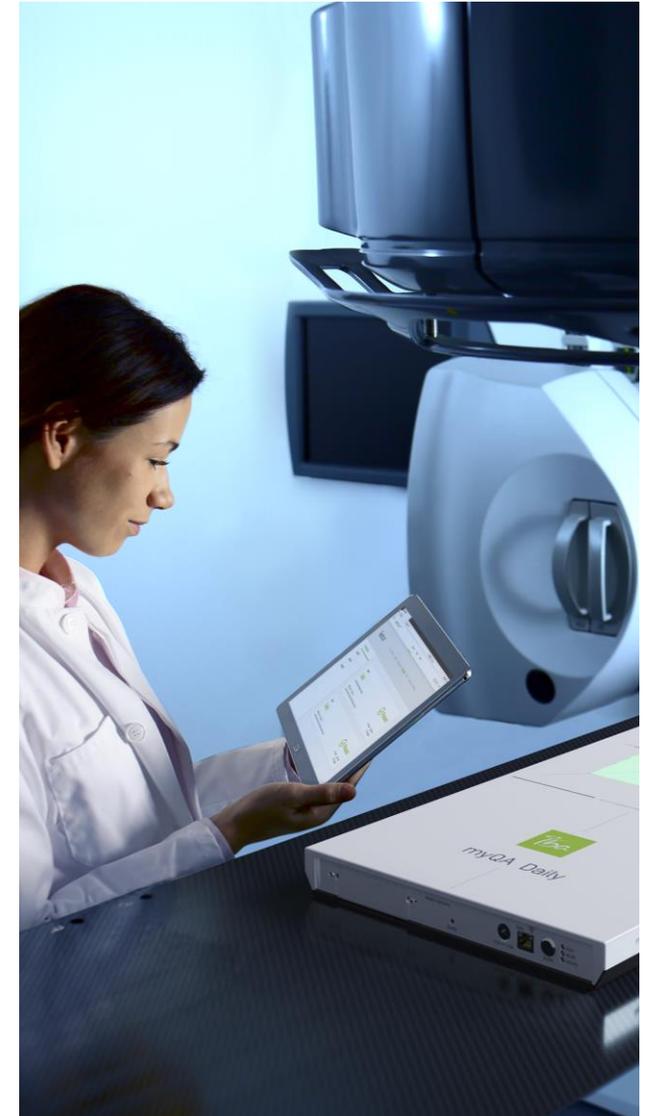
- Excellent sales performance, with order intake up 4% to EUR 48.7 million and revenues up 6.7% to EUR 53.8 million, driven by strong conventional radiotherapy related deals
- REBIT margins maintained thanks to strong cost control with flat SG&A and investments in R&D
- Backlog at a high of EUR 17.7 million vs EUR 15 million at the end of 2018

	YE 2019 (EUR 000)	YE 2018 (EUR 000)	Variance (EUR 000)	Variance %
Dosimetry	53 846	50 449	+3 397	+6.7%
REBITDA	6 615	5 429	+1 186	+21.8%
<i>% of Sales</i>	<i>+12.3%</i>	<i>+10.8%</i>		
REBIT	4 914	4 777	+137	+2.9%
<i>% of Sales</i>	<i>+9.1%</i>	<i>+9.5%</i>		

IFRS 16 – Leases became effective on January 1, 2019. The effect of this accounting standard at December 31, 2019 is an improvement of REBIT by EUR 0.1m and of REBITDA by EUR 1.2m

IBA Dosimetry – business update

- Record sales in water phantom business
- Successful launch of several innovative products, such as:
 - myQA Daily
 - myQA iON
- Launch of program to renew Patient QA for the conventional radiotherapy offering
 - Should further consolidate IBA Dosimetry's competitive position



Consolidated financial statements

Consolidated P&L



	YE 2019 (EUR 000)	YE 2018 (EUR 000)	Variance (EUR 000)	Variance %
Sales and services	282 552	257 407	25 145	+9.8%
Cost of sales and services (-)	-189 415	-163 251	-26 164	-16.0%
Gross profit/(loss)	93 137	94 156	-1 019	-1.1%
	33.0%	36.6%		
Selling and marketing expenses (-)	-24 504	-24 830	326	1.3%
General and administrative expenses (-)	-37 413	-35 709	-1 704	-4.8%
Research and development expenses (-)	-31 133	-27 955	-3 178	-11.4%
Recurring expenses (-)	-93 050	-88 494	-4 556	-5.1%
Recurring profit/(loss)	87	5 662	-5 575	-98.5%
	0.0%	2.2%		
Other operating result	14 559	-2 316	16 875	N/A
Financial result	-2 756	-4 240	1 484	+35.0%
Share of profit/(loss) of equity-accounted companies	-1 124	0	-1 124	N/A
Profit/(loss) before tax	10 766	-894	11 660	N/A
Tax result	-3 156	-3 507	351	+10.0%
Profit/(loss) for the period from continuing operations	7 610	-4 401	12 011	N/A
Profit/(loss) for the period from discontinued operations	0	0	0	N/A
Profit/(loss) for the period	7 610	-4 401	12 011	N/A
REBITDA	12 459	13 211	-752	-5.7%

- Top line up 10% boosted by 8 new PT service contracts and record order intake in Other Accelerators
- Gross margin down from 2018 as pricing pressure and project mix affect numbers
- Sales and marketing and general and administrative expenses increased very marginally, reflecting geographical expansion of operations
- R&D investment, while increasing in absolute value, remained at around 11% of sales
- Other operating income mainly comprised the gains on sale of RadioMed, sale of intangibles off set by restructuring costs
- Financial income was impacted positively by FX impacts from USD and interest on deferred customer payments
- Net profit of EUR 7.6 million against a loss of 38 EUR 4.4 million in 2018

YE 2019 cash flow statement



	YE 2019 (EUR 000)	YE 2018 (EUR 000)
Cash flow from operating activities		
Net cash flow changes before changes in working capital	8 217	7 124
Change in working capital	39 936	-26 203
Income tax paid/received, net	-1 939	-1 712
Interest (income)/expenses	2 411	2 270
Net cash (used in)/generated from operations	48 625	-18 521
Cash flow from investing activities		
Capital expenditures	-3 115	-18 731
M&A and other activities	4 866	12
Net cash (used in)/generated from investing activities	1 751	-18 719
Cash flow from financing activities		
Capital increase (or proceeds from issuance of ordinary shares)	131	766
Dividend paid	0	0
Other financing cash flows	-42 504	48 867
Net cash (used in)/generated from financing activities	-42 373	49 633
Profit/(loss) for the period from continuing operations	8 003	12 393

- Dramatic improvement of cashflow from operations, thanks to careful working capital management, including strong cash collection from customers and sustained inventory build-up
- Cashflow from investing positive, thanks to cash from RadioMed and intangible asset sales compensated by investment in Normandy Hadrontherapy
- CAPEX back to normal levels in 2019 after large 2018 investments in new factory, production infrastructure and software for customer relationship management and computerized maintenance management
- Cash flow from investing negative, due to reimbursement of short-term credit lines, compensated in part by partial drawdown on term loan following refinancing

YE 2019 Balance Sheet



	YE 2019 (EUR '000)	YE 2018 (EUR '000)	Variance (EUR '000)
ASSETS			
Goodwill	3 821	0	3 821
Other intangible assets	6 355	8 717	-2 362
Property, plant and equipment	19 572	34 542	-14 970
Right-of-use	30 400	0	30 400
Investments accounted for using the equity method and other investments	18 096	13 005	5 091
Deferred tax assets	6 985	6 161	824
Long-term financial assets	0	33	-33
Other long-term assets	21 372	16 700	4 672
Non-current assets	106 601	79 158	27 443
Inventories and contracts in progress	120 369	131 073	-10 704
Trade receivables	120 199	96 550	23 649
Other receivables	31 532	22 155	9 377
Short-term financial assets	320	95	225
Assets Held for sale	0	26 696	-26 696
Cash and cash equivalents	46 090	36 402	9 688
Current assets	318 510	312 971	5 539
Total assets	425 111	392 129	32 982

	YE 2019 (EUR '000)	YE 2018 (EUR '000)	Variance (EUR '000)
EQUITY AND LIABILITIES			
Capital stock	42 294	42 278	16
Capital surplus	41 978	41 863	115
Treasury shares	-8 502	-8 502	0
Reserves	16 375	15 675	700
Currency translation difference	-3 503	-3 299	-204
Retained earnings	22 700	15 076	7 624
Reserves for assets held for sale	0	0	0
TOTAL EQUITY	111 342	103 091	8.251
Long-term borrowings	58 973	43 278	15 695
Long-term financial liabilities	581	220	361
Deferred tax liabilities	1 112	0	1 112
Long-term provisions	6 775	4 930	1 845
Other long-term liabilities	4 185	13 304	-9 119
Non-current liabilities	71 626	61 732	9 894
Short-term provisions	4 443	5 749	-1 306
Short-term borrowings	8 404	42 510	-34 106
Short-term financial liabilities	1 432	571	861
Trade payables	41 133	42 074	-941
Current income tax liabilities	2 150	1 224	926
Other payables	184 581	124 171	60 410
Liabilities directly related to assets held for sale	0	11 007	-11 007
Current liabilities	242 143	227 306	14 837
Total liabilities	313 769	289 038	24 731
Total equity and liabilities	425 111	392 129	32 982

Outlook

COVID-19

- IBA's geographical spread allows the Group to mitigate the impact of the crisis to some extent, as countries are in varying stages of management of the outbreak
 - IBA continues to monitor the situation proactively in order to protect its employees, its customers and their patients, while ensuring the least possible disruption to its activities
 - **IBA has a strong balance sheet and an excellent cash position, putting it in a good position to face the challenges of the current situation**
 - As of today, all of IBA's operating proton therapy centers continue to treat patients. IBA is fully focused on ensuring that these patients continue to receive its life-saving diagnosis and therapies. Moreover, some signs of economic revival are already being seen in some countries, such as China and discussions are continuing as normal in this market and internationally in ongoing tenders
 - Some inevitable delays are currently being experienced in IBA's supply chain and ongoing installations
 - At present, these delays are manageable and we are monitoring the situation very closely, however, given the rapidly changing nature of the current crisis that is leading to increasing confinement rules and travel bans in certain countries including Belgium, the Group's ability to operate efficiently might be hindered at some point in time
-
- IBA continues to focus on delivering value to its stakeholders, remaining the leader in all of its markets, while driving efficiency across the board
 - The Company stays prudent on the evolution of its markets in the mid-term.
 - Given the current COVID-19 conditions, IBA cannot reliably guide to its projected 2020 performance at this time but will update the market on this situation as soon as possible



Q&A

Olivier Legrain (CEO), Soumya Chandramouli (CFO) and Marc Van der Burght (COO)

