



IBA Half Year Results 2021

August 25, 2021

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Life,
Science.



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.

Agenda

- Business overview
- H1 2021 overview
- Business update
- Consolidated financial statements
- Outlook
- Financial calendar
- Q&As



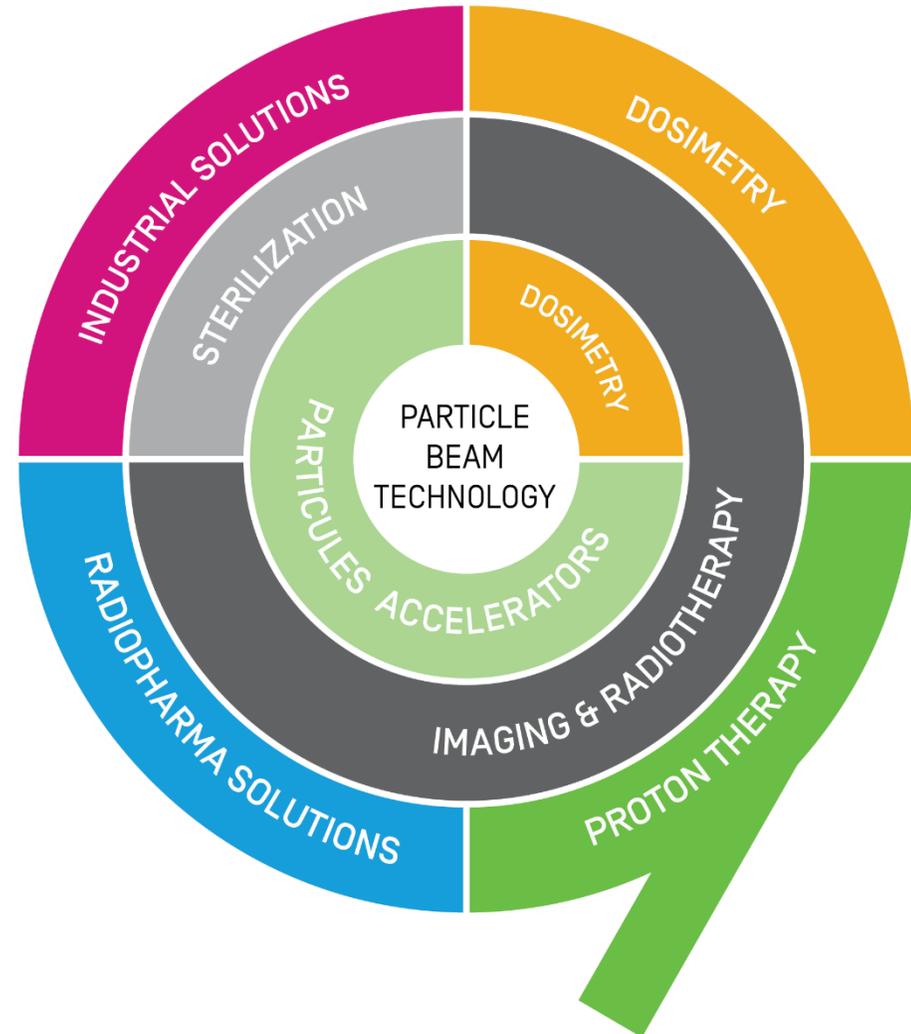
Global leader in particle beam technology

 Proton Therapy > proton beam cancer radiotherapy equipment & services

 RadioPharma Solutions > radiopharmaceuticals & radiochemistry solutions

 Industrial Solutions > ion beam sterilization industry

 Dosimetry > quality assurance for medical imaging & radiotherapy



Global leader in particle beam technology



35

Years of world-class experience



Pioneer in particle accelerators

550+

Accelerators in operation

500+

Patents

PROTON THERAPY

N°1

Proton Therapy Solutions



58

Proton Therapy Solutions sold

OTHER ACCELERATORS

N°1

Radiopharma Solutions

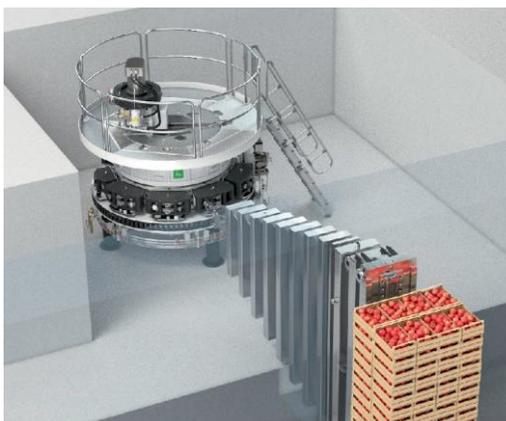


285

Cyclotrons sold

N°1

Sterilization Solutions



250

Industrial Accelerators sold

DOSIMETRY

N°1

PT Dosimetry Solutions



10K

Clients

Acting as a **benefit** corporation

Committed to impactful **E**nvironment, **S**ocial & **G**overnance goals

- Carbon neutral by 2030
- Investing 10% of revenues in R&D
- Significant impact in the diagnosis and treatment of cancer, cardiovascular and neurodegenerative disorders
- Committed to providing a safe, equitable and rewarding work environment for employees
- Driven by a strong ethical culture, committed to transparency with all stakeholders



This certificate attests that



has been audited successfully through the B Impact Assessment which proves that the company meets the highest verified standards of social and environmental performance, transparency and social responsibility into its business model and operations.

Completed March 31, 2021.



Bart Houlahan
Co-Founder
B Lab, Inc.

H1 2021 Overview

H1 2021 overview (incl. post-period end)

- 1 5-room Proteus®PLUS signed in China, 1 Proteus ®ONE under negotiation in the US, 14 machines in OA and 4 more signed post period end
- Dosimetry has also been resilient with a solid order intake in the year to date at same level as 2020
- 1 new installation in PT and 13 installations in Other Accelerators started in H1 despite pandemic with stable service business
- Backlog remains high at EUR 1.1 billion, with equipment backlog reaching another record high at EUR 429 million
- Backlog conversion still impacted by COVID-19, -but should still allow for more installations in H2 especially in OA
- Very strong balance sheet with EUR 145 million gross cash and EUR 69 million net cash position. As of today, net cash position of > EUR 110 million



H1 2021 overview (incl. post-period end)

- 2021 Share buyback programme launched end June 2021 for total of 250 000 shares
- New high energy cyclotron IKON launched for new applications, including theranostics
- Global DynamicARC®* Consortium initiated for the roll-out of Proton Arc Therapy
- Collaboration with NorthStar Medical Radioisotopes expanded to enhance global availability of diagnostic radioisotope technetium-99
- Launch of clinical studies “ProtectTrial” in esophageal cancer including six IBA centers



2021 H1 financial highlights



Revenues

EUR
137
Million

REBIT

EUR
0.7
Million

Record
Equipment and
Service Backlog

EUR
1.1
Billion

PT Service
contracts

55

5
PT rooms sold

14
OA systems sold

Gross Cash

EUR
145
Million

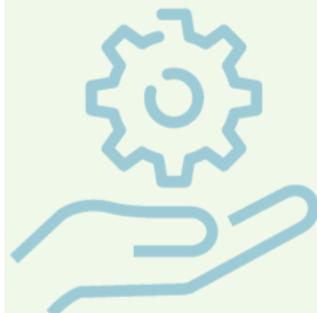
Net Cash

EUR
69
Million

+25%
(vs 2020)

Net profit

EUR
-1.9
Million



PT and OA
Equipment
revenues
up

+86%
(vs 2020)

Equipment
order intake

EUR
79
Million



IBA Group – H1 2021

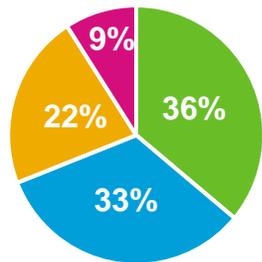
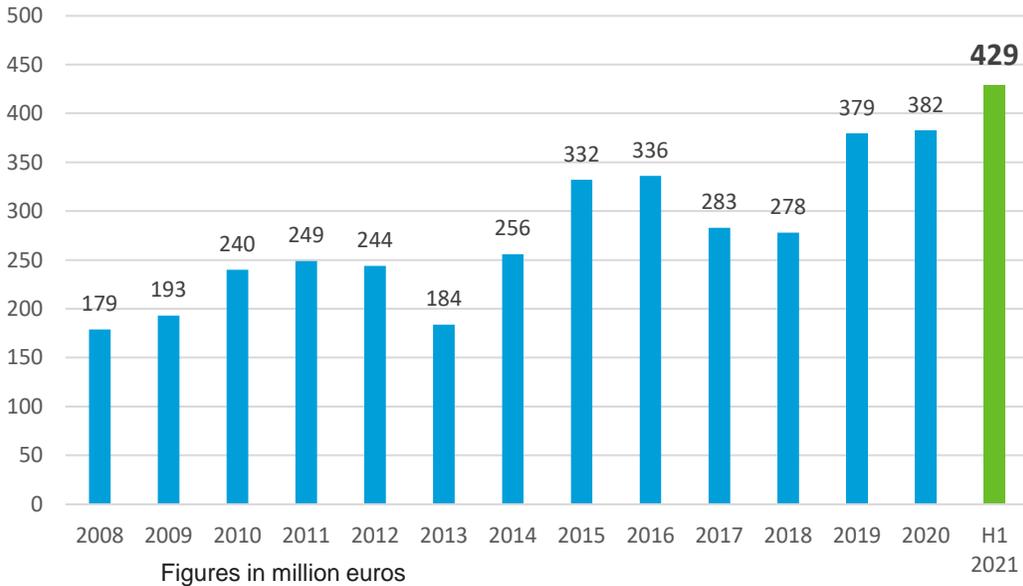


- Group first half sales were EUR 137 million, up 25% on the same period last year, largely due to increased activity and backlog conversion over H1 vs last year affected by COVID
- REBIT profit of EUR 0.7 million, up EUR 10.6 million from H1 2020 reflecting strong topline and continuing cost control
- Total Group loss decreased to EUR 1.9 million, up EUR 10.1 million from last year

	H1 2021 (EUR 000)	H1 2020 (EUR 000)	Variance (EUR 000)	Variance %
Net Sales	137 183	109 733	27 450	25.0%
<i>PT & Other Accelerators</i>	110 758	85 541	25 217	29.5%
<i>Dosimetry</i>	26 425	24 192	2 233	9.2%
REBITDA	5 745	- 3 983	9 728	
<i>% of Sales</i>	4.2%	-3.6%		
REBIT	674	-9 940	10 614	
<i>% of Sales</i>	0.5%	-9.1%		
Profit Before Tax	-843	-11 826	10 983	
<i>% of Sales</i>	-0.6%	-10.8%		
NET RESULT	-1 935	-12 043	10 108	
<i>% of Sales</i>	-1.4%	-11.0%		

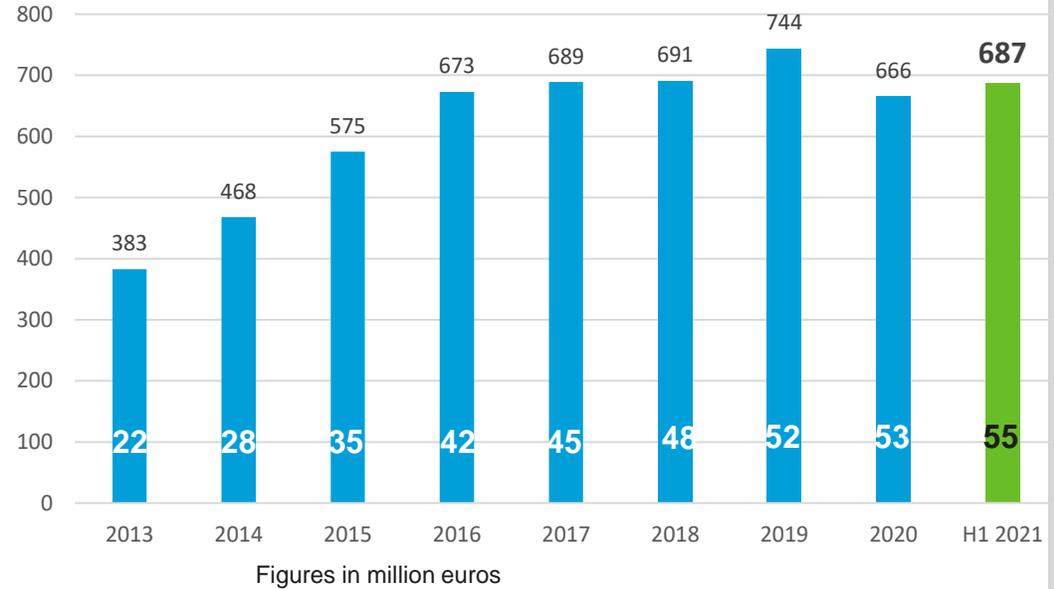
H1 2021 business and financial highlights

Backlog Equipment and Upgrades



■ Backlog Proteus Plus ■ Backlog Proteus One
■ Backlog Other Accelerators ■ Backlog Upgrades

Backlog PT Service



- **Equipment and Service backlog**
 - Equipment and Services backlog remains high at EUR 1.1 billion
 - Equipment backlog of EUR 429 million
 - PT Service backlog of EUR 687 million

Proton Therapy & Other Accelerators

H1 2021 update

Proton Therapy & Other Accelerators



- Sales up 29.5% from last year, reflecting improving backlog conversion despite persistent travel difficulties
- Strong improvement in REBIT reflects backlog conversion in H1 as well as cost control
- 1 new sale in PT, 14 new sales for Other Accelerators over H1, 3 more sold after end of period and pipeline remains promising
- This compares with no PT sale and 5 sales for Other Accelerators in H1 2020

	H1 2021 (EUR 000)	H1 2020 (EUR 000)	Variance (EUR 000)	Variance %
Net Sales	110 758	85 541	25 217	29.5%
<i>Proton Therapy</i>	<i>70 473</i>	<i>56 836</i>	<i>13 637</i>	24.0%
<i>Other Accelerators</i>	<i>40 285</i>	<i>28 705</i>	<i>11 580</i>	40.3%
REBITDA	2 021	-6 415	8 436	
<i>% of Sales</i>	<i>1.8%</i>	<i>-7.5%</i>		
REBIT	-2 167	-11 169	9 002	
<i>% of Sales</i>	<i>-2.0%</i>	<i>-13.1%</i>		

Proton Therapy & Other Accelerators



- PT equipment revenues improved strongly (+129%) as backlog conversion accelerated
 - One new order for PT equipment in the first half of 2021 and one term sheet under negotiation
 - 21 projects currently under production or installation with 8 Proteus®PLUS and 13 Proteus®ONE
- Other Accelerators equipment also increased by 62%, reflecting continued order intake, production and backlog conversion
- Stable performance by Services as centers remain fully operational

	H1 2021 (EUR 000)	H1 2020 (EUR 000)	Variance (EUR 000)	Variance %
Equipment Proton Therapy	23 965	10 480	13 485	128.7%
Equipment Other Accelerators	30 101	18 551	11 550	62.3%
Total equipment sales	54 066	29 031	25 035	86.2%
Services Proton Therapy	46 508	46 356	152	0.3%
Services Other Accelerators	10 184	10 154	30	0.3%
Total service sales	56 692	56 510	182	0.3%
Total revenues Proton Therapy & Other Accelerators	110 758	85 541	25 217	29.5%
<i>Service as a % age of segment revenues</i>	51.2%	66.1%		

Business Update

Proton Therapy **business update**

■ **Asia**

- Strategic licensing deal in China with CGNNT on track
- 1 contract initiated in H1
 - China Proteus®PLUS (5 rooms)

■ **USA**

- 1 term sheet signed in H1, with contract negotiation ongoing

■ **Installations**

- 1 new installation started in 2021 in the US, despite the pandemic
- Strong overall system availability of 97% in H1

■ **DynamicARC**

- Initiation of global DynamicARC® Consortium for the roll-out of Proton Arc Therapy

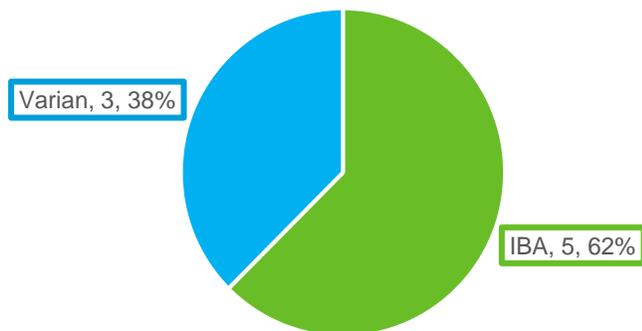
■ **PROTECT trial**

- European Union consortium of 19 industry and academic partners to validate a model-based approach for the use of proton therapy treatment in esophageal and cancer



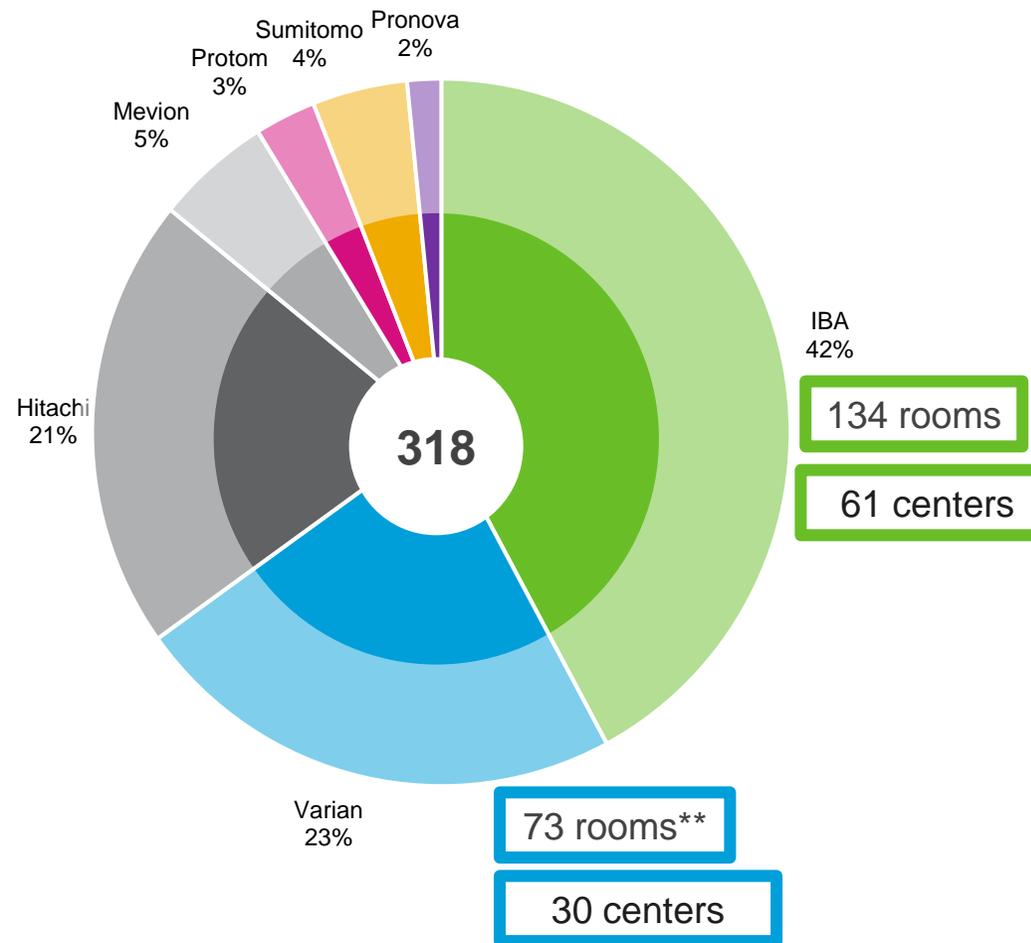
IBA remains the market leader in proton therapy

➤ 2021 market share in PT rooms



Account Name	Vendor	Clinic Rooms
China	IBA	5
Wuhan Union Hospital, China	Varian	3

➤ Market share in PT rooms*

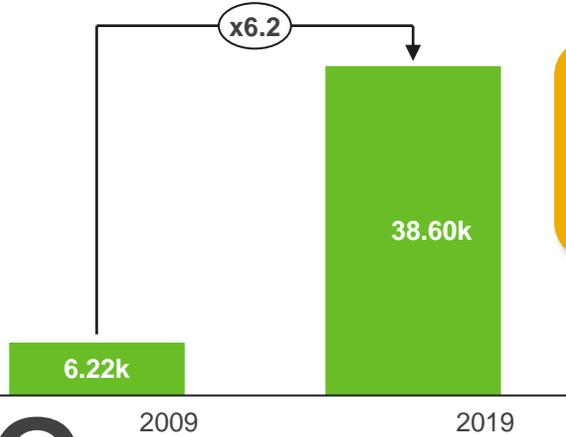


** Research rooms are excluded – 11 research rooms

Proton Therapy – market trends support future growth

1 >6x increase in patients treated in 10 years

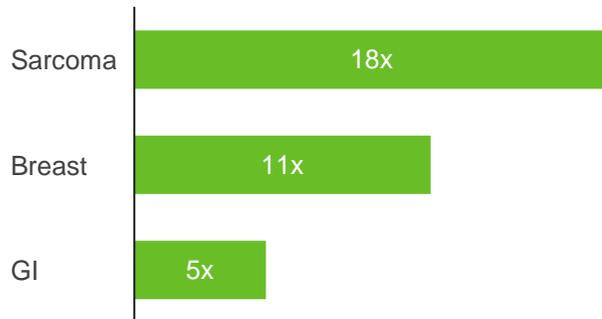
Worldwide, all vendors, Source: PTCOG



- Proton Therapy increasingly becoming a widespread modality
- IBA largest player with ~40% of total patients

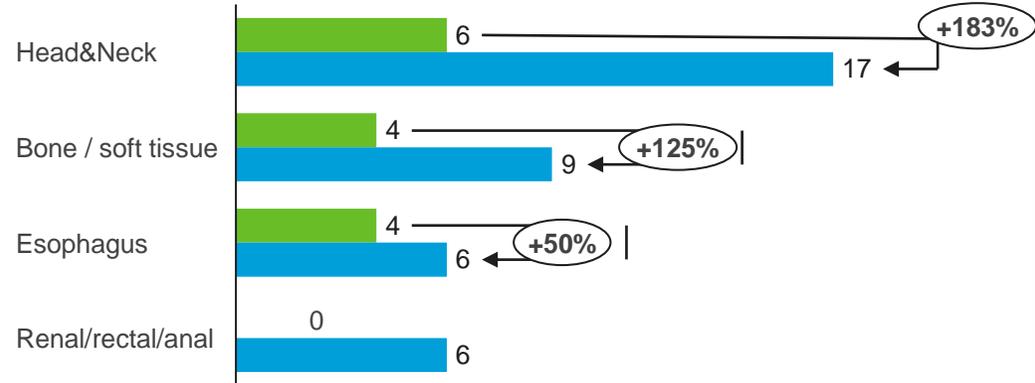
2 Widening range of widespread indications

North America, all vendors, evolution of patients treated 2012-2019 Source: NAPT



3 Increasing data generation to drive reimbursement

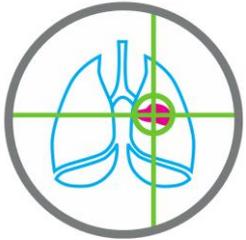
Ongoing clinical trials in Proton Therapy, source: ClinicalTrials.gov



4 Innovation pipeline to drive further adoption

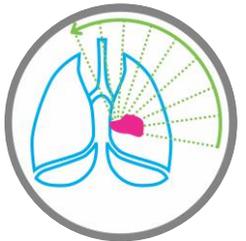
- Motion Management
- DynamicArc
- ConformalFlash

Making progress with technology critical to the future of PT



Motion Management

- Treat more patients with confidence
- Integration with external partners on surface imaging



DynamicARC® Therapy*

- More efficient and simple way to deliver PT
- New publication of Beaumont and UMCG to confirm faster and sharper dose delivery through DynamicARC®



ConformalFLASH® therapy*

- Potential game changer for RT market
- Animal studies continue to show potential benefits of FLASH therapy

* DynamicARC® is the registered brand name of a specific beam delivery technology currently under development by IBA. ConformalFLASH® is a registered brand of IBA's Proton FLASH irradiation solution currently under development. Both will be available for sale when regulatory clearance is received.

Other Accelerators – H1 2021 business update

- IBA leads the market thanks to innovative solutions
 - Sales of 14 systems in H1 2021
 - 4 accelerators sold post period
 - New geographies
- New high energy IKON launched in H1
 - Offers the highest production capacity enabling increased diagnostic capabilities
 - Produces the widest range of radioisotopes
- New generation Rhodotron brings new perspectives
 - New Rhodotron® TT300 HE electron beam accelerators for production of the radioisotope molybdenum-99 (Mo-99) under installation at NorthStar



Cyclone® IKON



Rhodotron® TT300-HE test in Louvain-la-Neuve

Dosimetry

H1 2021 update

Dosimetry



- Strong H1 for Dosimetry, mostly as conventional RT and medical imaging started to recover from the impact of COVID
- Order intake remained strong at EUR 27 million in line with the same period last year
- Backlog grew by 6%, reaching EUR 16.4 million, vs the end of 2020
- Cost controls maintained, allowing profitability to improve and REBIT to more than double from last year

	H1 2021 (EUR 000)	H1 2020 (EUR 000)	Variance (EUR 000)	Variance %
Net sales	26 425	24 192	2 233	9.2%
REBITDA	3 724	2 432	1 292	53.1%
% of Sales	14.0%	10.1%		
REBIT	2 841	1 229	1 612	131.2%
% of Sales	10.8%	5.1%		

Dosimetry – H1 2021 business update

■ Order intake at June end in line with last year

- Strong order intake in Asia
- Confirmation of major market share in dosimetry for proton therapy
- Gaining Market share in QA for conventional radio therapy and in Medical Imaging OEM

■ Innovation

- New product launches during the period:
 - myQA® SRS & MatriXX Resolution, unmatched precision in Patient QA
 - myQA® Phoenix, the unique high-resolution digital detector array for proton therapy commissioning



Consolidated Financial Statements

Consolidated P&L



- Sales up 25% despite the pandemic as backlog conversion started to recover and strong order intake in 2020 and 2021
- Gross margin in absolute value as well as a percentage of sales improved vs 2020, thanks to product mix, cost strategy deployment and stringent cost management
- OPEX remained stable, beating inflation as cost containment measures were maintained over H1 2021
- Other operating income included mainly share-based payment plan costs
- Financial expenses predominantly included interest on credit lines and foreign exchange fluctuations compensated by recognition of interest on a long-term PT customer receivable
- Taxes were impacted by current tax credits in certain countries

	H1 2021 (EUR 000)	H1 2020 (EUR 000)	Variance (EUR 000)	Variance %
Sales and services	137 183	109 733	27 450	25.0%
Cost of sales and services (-)	92 110	74 785	17 325	23.2%
Gross profit	45 073	34 948	10 125	29.0%
	32.9%	31.8%		
Selling and marketing expenses (-)	9 490	9 612	-122	-1.3%
General and administrative expenses (-)	19 593	19 469	124	0.6%
Research and development expenses (-)	15 316	15 807	-491	-3.1%
Recurring expenses (-)	44 399	44 888	-489	-1.09%
Recurring profit/(loss)	674	-9 940	10 614	106.8%
	0.5%	-9.1%		
Other operating result	378	487	-109	-22.4%
Financial result	406	678	-272	-40.1%
Share of profit/(loss) of equity-accounted companies	733	721	12	1.7%
Profit/(loss) before tax	-843	-11 826	10 983	92.9%
Tax result	1 092	217	875	403.2%
Profit/(loss) for the period from continuing operations	-1 935	-12 043	10 108	83.9%
Profit/(loss) for the period from discontinued operations	0	0	0	
Profit/(loss) for the period	-1 935	-12 043	10 108	83.9%

H1 2021 Cash Flow Statement



- Positive cash flow from operations, stemming from close management of working capital and backlog conversion progression
- Sustained inventory build-up on projects continued, with several large customer payment milestones reached during the period
- Low CAPEX investments to maintain ongoing projects in comparison to last year, while the deferred payment consideration for Radiomed was received
- Cash outflow from financing included repayments on borrowings, repurchase of shares and dividends paid from 2020 results

	H1 2021 (EUR 000)	H1 2020 (EUR 000)	YE 2020 (EUR 000)
Cash flow from operating activities			
Net cash flow changes before changes in working capital	4 106	-7 249	50,384
Change in working capital	9 213	34 351	48 991
Income tax paid/received, net	-627	-931	-1 132
interest (income)/expenses	1 215	1 117	2 182
Net cash (used in)/generated from operations	13 907	27 288	100 425
Cash flow from investing activities			
Capital expenditures	-1 464	-1 712	-4 001
M&A and other activities	1 283	-101	-1 600
Net cash (used in)/generated from investing activities	-181	-1 813	-5 601
Cash flow from financing activities			
(Acquisitions)/disposal of treasury of shares	-5 400	2 088	0
Dividend paid	-4 579	0	-2 254
Other financing cash flows	-12 688	22 338	15 622
Net cash (used in)/generated from financing activities	-22 667	24 426	13 368
Changes in net cash and cash equivalents	-8 941	49 901	108 192

Consolidated Balance Sheet



	HYE 2021 (EUR '000)	YE 2020 (EUR '000)	Variance (EUR '000)
ASSETS			
Goodwill	3 821	3 821	0
Other intangible assets	4 016	4 527	-511
Property, plant and equipment	17 814	18 329	-515
Right-of-use assets	28 257	29 266	-1 009
Investments accounted for using the equity method and other investments	14 254	14 361	-107
Deferred tax assets	7 872	7 797	75
Long-term financial assets	164	600	-436
Other long-term assets	20 258	19 767	491
Non-current assets	96 456	98 468	-2 012
Inventories and contracts in progress	126 471	114 568	11 903
Trade receivables	76 449	103 400	-26 951
Other receivables	44 394	39 071	5 323
Short-term financial assets	78	1 578	-1 500
Cash and cash equivalents	145 277	153 911	-8 634
Current assets	392 669	412 528	-19 859
Total assets	489 125	510 996	-21 871

	HYE 2021 (EUR '000)	YE 2020 (EUR '000)	Variance (EUR '000)
EQUITY AND LIABILITIES			
Capital stock	42 294	42 294	0
Capital surplus	41 978	41 978	0
Treasury shares	-11 393	-5 907	-5 486
Reserves	14 457	17 152	-2 695
Currency translation difference	-6 015	-5 569	-446
Retained earnings	44 071	51 883	-7 812
Capital and reserves attributable to Company's equity holders	125 392	141 831	-16 439
TOTAL EQUITY	125 392	141 831	-16 439
Long-term borrowings	36 671	41 174	-4 503
Long-term lease liabilities	23 352	24 598	-1 246
Long-term financial liabilities	783	3	780
Deferred tax liabilities	128	521	-393
Long-term provisions	8 429	7 879	550
Other long-term liabilities	18 630	19 278	-648
Non-current liabilities	87 993	93 453	-5 460
Short-term borrowings	11 941	15 557	-3 616
Short-term lease liabilities	4 806	4 797	9
Short-term provisions	4 017	4 169	-152
Short-term financial liabilities	2 414	57	2 357
Trade payables	35 987	41 858	-5 871
Current income tax liabilities	2 907	2 892	15
Other payables	53 562	48 212	5 350
Advances received on contracts in progress	160 106	158 170	1 936
Current liabilities	275 740	275 712	28
Total liabilities	363 733	369 165	-5 432
Total equity and liabilities	489 125	510 996	-21 871

Outlook

Outlook



- Resilience across all business lines
- Healthy order intake in all businesses
- Project installations continue, with some COVID-related complexities
- Commitment to progressing new tenders internationally, with encouraging pipeline
- Services continue to provide stable recurring revenues and backlog remains high
- Underpinned by strong balance sheet and excellent cash position
- R&D investments will continue to be a core aspect of plan for longer-term growth
- Given ongoing conditions, IBA remains unable to provide reliable projected 2021 performance at this time
- The Group is firmly committed to its stakeholder approach, remaining the leader in all of its markets, to drive sustainable profitable growth



Q&A

Financial calendar

- ASTRO Capital Markets Day 24-27 October 2021 (TBC)
- Business Update Q3 18 November 2021
- Full Year Results 24 March 2022



Thank you!

Olivier Legrain (CEO) and Soumya Chandramouli (CFO)

Life,
Science.

