



IBA Full Year Results 2022

23 March 2023

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Life,
Science.

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Agenda

- 2022 highlights
- 2022 key figures
- Business update
- Consolidated financial statements
- Outlook & dividend policy
- Financial calendar
- Q&A



2022 HIGHLIGHTS

2022 highlights



Revenues EUR 361.3 million	REBIT EUR 11.1 million	Backlog EUR 1.4 billion	PT rooms sold 17 rooms	PT & OA equip. order intake EUR 456 million	Gross cash EUR 158 million Net cash EUR 117 million
Gross margin 35.1 %	Net profit EUR 6.1 million	PT & OA service revenues EUR 135 million	OA systems sold 36 systems	Dosi order intake EUR 67 million	Proposed dividend EUR 0.21 per share

Dosimetry

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



Proton Therapy

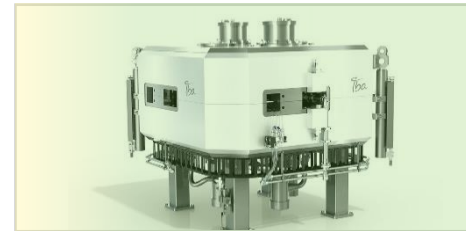
- Deliver our **backlog**
- Enhance our **Customer Service** offering
- Support our **Chinese partner** (CGNNT) to become a successful PT provider
- Invest in the **future of PT** (DynamicARC®, ConformalFLASH®)



Other Accelerators

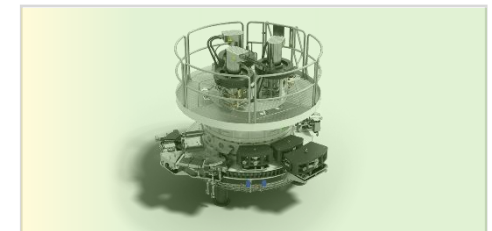
RadioPharma

- Partnership with SCK-CEN, to **distribute ^{225}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



Dosimetry

- Record **order intake** of EUR 67 million (+22%)
- Record **backlog** of EUR 32 million (+200%)
- Acquisition of **Modus QA**
- Acquisition of 10.1% stake in **ScandiDos**



Proton Therapy

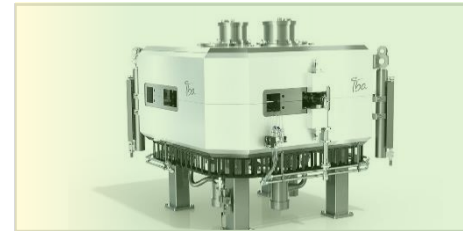
- **32 projects** under construction
- +48% **equipment** / +13% **services**
- 10-system contract in **Spain**
- 1st Proteus®PLUS > **CGNNT**
- 4-year **FLASH** collab. > UMCG
- **ConformalFLASH®** Alliance > UPenn, UMCG, Raysearch
- **DynamicARC®** lab tests > Beaumont PT Center



Other Accelerators

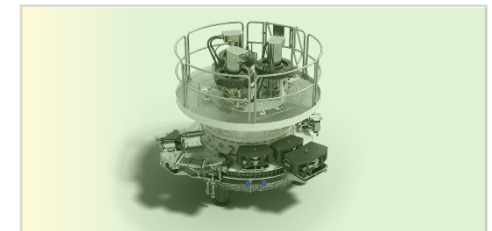
RadioPharma

- Creation of **PanTera** (J-V with SCK-CEN)
- Launch of **Cyclone® KEY**
- Cyclone® IKON > **CNRT**



Industrial

- Significant **order intake** and **revenue** growth
- Ramp up of X-Ray and e-beam **sterilization market**



2022 sustainability progress



4 STREAMS	Low carbon, low waste products	<ul style="list-style-type: none"> Investment in ecodesign practices and lifecycle assessment of our products across the value chain Comprehensive review of group carbon footprint per product line
	Low carbon, low waste company	<ul style="list-style-type: none"> CDP score improved to B- from C in 2020 Increased carbon compensation Green mobility/transport project Solar power investment
	Diverse, equitable, inclusive workplace	<ul style="list-style-type: none"> Collective intelligence framework empowering groups of employees to foster innovation, improve decision-making processes, and envision the future of IBA
	Accountable to sustainability	<ul style="list-style-type: none"> B-Corp (proforma) score improved to 97 from 90 in 2021 (through independent audit) 1/3 of variable payouts to leadership on 2022 performance will be based on sustainability improvement over the past year, measured through B Corp scoring

2022 KEY FIGURES

2022 key figures



(EUR 000)	FY 2022	FY 2021	Variance	Variance %
Proton Therapy	218 761	169 923	48 838	28.7%
Other Accelerators	88 538	90 715	-2 177	-2.4%
Dosimetry	53 971	52 326	1 645	3.1%
Total Net Sales	361 270	312 964	48 306	15.4%
REBITDA	21 571	24 582	-3 011	-12.2%
% of Sales	6.0%	7.9%		
REBIT	11 050	14 510	-3 460	-23.8%
% of Sales	3.1%	4.6%		
Profit Before Tax	-430	8 255	-8 685	-105.2%
% of Sales	-0.1%	2.6%		
NET RESULT	6 057	3 879	2 178	56.1%
% of Sales	1.7%	1.2%		

- Exceptional order intake and strong backlog conversion in all businesses
- REBIT margin of 3.1% achieved thanks to topline growth, but affected by increased OPEX, investments for future growth and inflation
- Net result of EUR 6.1 million
- Dividend of 0.21 euros/share to be proposed to AGM
- Gross cash position of EUR 158 million at year end
- EUR 37 million undrawn short-term credit lines still available

BUSINESS UPDATE

PROTON THERAPY

Record **order intake** and **backlog**



Order intake

- 15 Proton Therapy solutions (17 rooms) sold
 - Proteus®PLUS in China (3)
 - Proteus®ONE in Spain (10), USA (2), Italy (1) and Russia (1)

Installations

- 32 installations ongoing at year-end
- 3 new installations started in 2022 and 4 completed in 2022, in Asia and USA

Continuing collaboration with partners

- A four-year collaboration was signed with University Medical Center Groningen (UMCG)
- ConformalFLASH®* Alliance launched in June to accelerate the delivery of this novel technology
- First patients enrolled into the PROTECT-trial in esophageal cancer



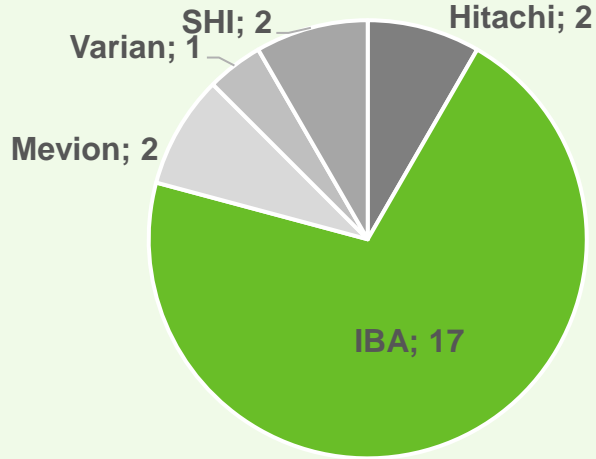
*ConformalFLASH® is a registered brand of the IBA's Proton Flash therapy solution currently under research and development phase.

IBA remains market leader in proton therapy

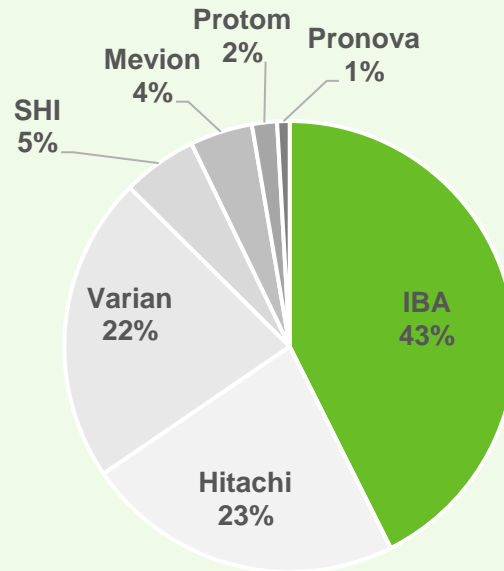


71% market share in 2022

2022 sales of PT rooms

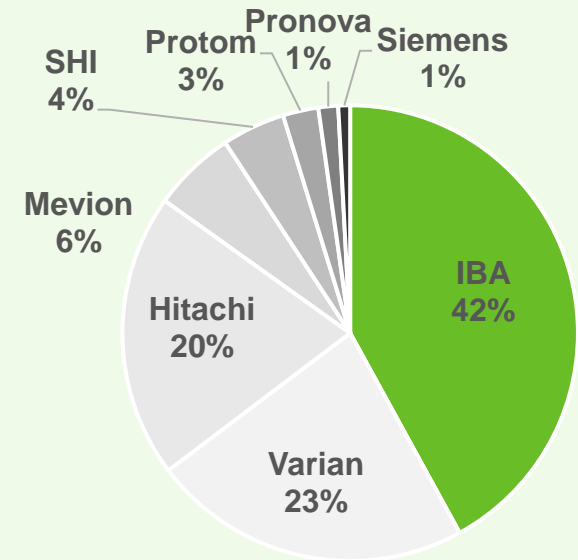


PT rooms in operation*



42% market share overall

Total market share in PT rooms*



Proton Therapy performance



- Order intake of EUR 281 million
- Equipment revenues grew 48%
- Services increased 13.5%, with backlog of EUR 669 million
- Overall revenues grew nearly 29%, thanks to higher production levels, stronger backlog conversion and growing service revenues as well as the indemnities following the Rutherford bankruptcy
- REBIT* of EUR 4.4 million, improved from 2021 despite overall cost increases

(EUR 000)	FY 2022	FY 2021	Variance	Variance %
Equipment Proton Therapy	110 162	74 230	35 932	48.4%
Services Proton Therapy	108 599	95 693	12 905	13.5%
Net sales	218 761	169 923	48 838	28.7%
REBIT*	4 383	-2 813	7 196	255.8%
% of Sales	2.0%	-1.7%		

* Based on a pro forma allocation of overheads and SG&A to each business

BUSINESS UPDATE

OTHER ACCELERATORS

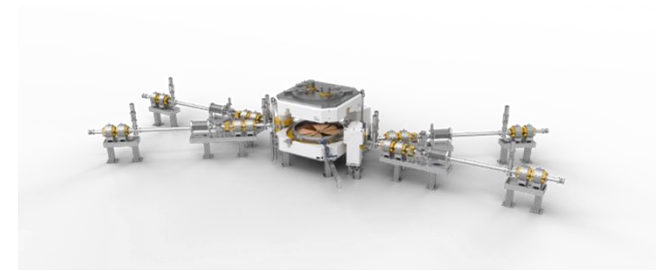
IBA leads the market for radioisotope production accelerators, including high-energy machines

Increased market demand

- Agreement signed with Chengdu New Radiomedicine Technology (CNRT) for a Cyclone® IKON in Chengdu
- IntegraLab® PLUS solution agreed with Sweden Ghana Medical Centre for a centre in Accra

Pantera

- Official launch of Pantera, previously announced joint venture with SCK CEN to produce Actinium-225
- Good progress made with pharma relationships
- Patents submitted, in anticipation of future technology development
- Production facility construction expected to start in 2024

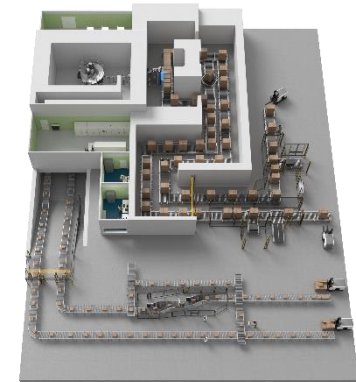


IBA is meeting a significant gap in the sterilization market

- Significant growth in order intake and revenue during 2022
- Decrease in supply of ethylene oxide and Gamma irradiation for sterilization
- Supply issues leading to strong increase in demand for IBA's X-ray and electron beam sterilization services

Partnerships

- Installation of the first fully integrated X-ray irradiation solution in France
- Agreement with NorthStar for two additional Rhodotron® TT300 HE electron beam accelerators



Other Accelerators performance



- Order intake of EUR 175 million
- Equipment revenues decreased to EUR 62.6 million, related to slower backlog conversion
- Services increased 9.8%
- REBIT* of EUR 6.0 million, impacted by lower backlog conversion and cost increases

(EUR 000)	FY 2022	FY 2021	Variance	Variance %
Equipment Other Accelerators	62 606	67 100	-4 494	-6.7%
Services Other Accelerators	25 932	23 615	2 317	9.8%
Net sales	88 538	90 715	-2 177	-2.4%
REBIT*	6 014	12 431	-6 417	-51.6%
% of Sales	6.8%	13.7%		

* Based on a pro forma allocation of overheads and SG&A to each business

BUSINESS UPDATE

DOSIMETRY

Dosimetry business update



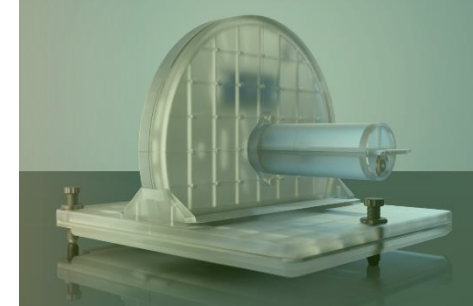
Expansion of dosimetry footprint

- Acquisition of Modus QA, a specialist provider of “phantoms” for quality assurance for radiation therapy
- Strategic alliance with QA expert ScandiDos for radiation therapy dosimetry solutions
- myQA® iON’s compatibility with LINAC-based radiation therapy

Integrating dosimetry into existing offering

- Collaboration with Elekta for the optimization of QA: IBA is providing QA solutions that integrate with Elekta’s treatment delivery systems
- Approval from Varian for the compatibility of IBA’s MatriXX Resolution™ and myQA® SRS with Varian’s radiotherapy and adaptive therapy solutions, Halcyon® and Ethos™

MODUS QA
an IBA Dosimetry Company



 **ScandiDos**



* Original Equipment Manufacturers

Dosimetry performance



- Strong order intake at EUR 67 million, up 22%
- Backlog increased 200% to EUR 32 million
- Sales up 3.1% from 2021
- REBIT strongly affected by investment in R&D for the future and cost increases due to supply chain issues

(EUR 000)	FY 2022	FY 2021	Variance	Variance %
Net sales	53,971	52,326	1,645	3,1%
REBITDA	3,128	6,495	-3,367	-51,8%
% of Sales	5,8%	12,4%		
REBIT	653	4,892	-4,239	-86,7%
% of Sales	1,2%	9,3%		



CONSOLIDATED FINANCIAL STATEMENTS

Consolidated P&L



(EUR 000)	FY 2022	FY 2021	Variance	Variance %
Sales and services	361 270	312 964	48 306	15.4%
Cost of sales and services (-)	234 505	205 270	29 235	14.2%
Gross profit/(loss)	126 765	107 694	19 071	17.7%
	35.09%	34.41%		
Selling and marketing expenses (-)	24 787	19 337	5 450	28.2%
General and administrative expenses (-)	49 089	39 834	9 255	23.2%
Research and development expenses (-)	41 839	34 013	7 826	23.0%
Recurring expenses (-)	115 715	93 184	22 531	24.2%
Recurring profit/(loss)	11 050	14 510	-3 460	-23.8%
	3.06%	4.64%		
Other operating result (-)	6 088	1 038	5 050	486.5%
Financial result (-)	5 395	3 964	1 431	36.1%
Share of profit/(loss) of equity-accounted companies (-)	-3	1 253	-1 256	-100.2%
Profit/(loss) before tax	-430	8 255	-8 685	-105.2%
Tax result (-)	-6 487	4 376	-10 863	-248.2%
Profit/(loss) for the period	6 057	3 879	2 178	56.1%
REBITDA	21 571	24 582	-3 011	-12.2%

- Group sales grew 15%, thanks to proton therapy backlog conversion, dosimetry sales, overall services and Rutherford indemnities
- Increase in SG&A and R&D with higher level of travel and marketing expenditure due to recovering from the pandemic, high inflation and investments in future growth
- Other operating expenses affected by stock option costs as well as costs due to change of terms of pension plans and write-offs on receivables including Rutherford
- Financial expenses strongly affected by USD and CNY evolution over the year
- Deferred tax recognition following improvement of future profitability
- Net profit of EUR 6.1 million compared to a net profit of EUR 3.9 million in 2021

Consolidated Cash Flow



	YE 2022 (EUR 000)	YE 2021 (EUR 000)
Cash flow from operating activities		
Net cash flow changes before changes in working capital	-540	7 714
Change in working capital	26 117	79 244
Income tax paid/received, net	-4 418	-1 800
Interest (income)/expenses	553	2 055
Net cash (used in)/generated from operations	21 712	87 213
Cash flow from investing activities		
Capital expenditures	-7 329	-4 996
M&A and other activities	-11 806	-3 029
Net cash (used in)/generated from investing activities	-19 135	-8 025
Cash flow from financing activities		
Capital increase (or proceeds from issuance of ordinary shares)	176	977
Dividend paid	-5 579	-5 785
Other financing cash flows	-36 073	-31 473
Net cash (used in)/generated from financing activities	-41 476	-36 281
Net cash and cash equivalents at beginning of the year	199 270	153 911
Changes in net cash and cash equivalents	-38 899	42 907
Exchange gains/(losses) on cash and cash equivalents	-2 005	2 452
Total changes in net cash and cash equivalents	158 366	199 270

- Operating cash flow of EUR 21.7 million, down from 2021 as inventory and downpayments to suppliers increased, and several large invoices issued to customers were open at year-end, paid early January
- Cash flow used in investing activities increased as CAPEX increased with investments in IT tools in particular and amounts paid out for acquisitions in Dosimetry
- Cash flow used in financing activities included the dividend paid on 2021 results, early reimbursement of a term loan and the acquisition of treasury shares

Consolidated Balance Sheet



	YE 2022 (EUR '000)	YE 2021 (EUR '000)	Variance (EUR '000)
ASSETS			
Goodwill	10 262	3 821	6 441
Other intangible assets	7 578	3 790	3 788
Property, plant and equipment	18 952	19 081	-129
Right-of-use assets	27 116	29 566	-2 450
Investments accounted for using the equity method and other investments	4 078	12 943	-8 865
Deferred tax assets	20 211	8 642	11 569
Long-term financial assets	42	13	29
Other long-term assets	35 184	41 032	-5 848
Non-current assets	123 423	118 888	4 535
Inventories and contracts in progress	140 408	110 513	29 895
Trade receivables	111 649	75 809	35 840
Other receivables	89 893	41 489	48 404
Short-term financial assets	160	82	78
Cash and cash equivalents	158 366	199 270	-40 904
Current assets	500 476	427 163	73 313
Total assets	623 899	546 051	77 848

	YE 2022 (EUR '000)	YE 2021 (EUR '000)	Variance (EUR '000)
EQUITY AND LIABILITIES			
Capital stock	42 502	42 413	89
Capital surplus	43 478	42 836	642
Treasury shares	-18 328	-12 613	-5 715
Reserves	2 453	8 348	-5 895
Currency translation difference	-5 585	-6 315	730
Retained earnings	51 431	51 227	204
Capital and reserves attributable to Company's equity holders	115 951	125 896	-9 945
TOTAL EQUITY	115 951	125 896	-9 945
Long-term borrowings	10 647	29 937	-19 290
Long-term lease liabilities	20 811	23 943	-3 132
Long-term financial liabilities	7 479	8 411	-932
Deferred tax liabilities	1 221	654	567
Long-term provisions	756	197	559
Other long-term liabilities	5 862	8 450	-2 588
Non-current liabilities	46 776	71 592	-24 816
Short-term borrowings	3 734	9 734	-6 000
Short-term lease liabilities	5 675	5 362	313
Short-term provisions	7 647	6 467	1 180
Short-term financial liabilities	2 907	6 996	-4 089
Trade payables	65 559	47 731	17 828
Current income tax liabilities	3 853	5 173	-1 320
Other payables	75 578	58 988	16 590
Advances received on contracts in progress	296 219	208 112	88 107
Current liabilities	461 172	348 563	112 609
Total liabilities	507 948	420 155	87 793
Total equity and liabilities	623 899	546 051	77 848

OUTLOOK & DIVIDEND POLICY

Outlook & dividend policy



Subject to stabilization of macro-economic factors and order intake levels

IBA is pleased to provide following mid-term guidance:

Target of 15% CAGR 2022-2026 on revenues

Aiming to deliver 10% REBIT on sales by 2026, heavily weighted after 2024

CAPEX will grow from current 5-7 million to around EUR 10-12 million per year until 2026 to support increased investment for the future

The Board will recommend a dividend of EUR 0.21 per share

FINANCIAL CALENDAR

Financial calendar



- ESTRO Annual Congress - 12-16 May 2023
- Business Update Q1 2023 - 18 May 2023
- General Meeting - 14 June 2023
- Half Year Results - 31 August 2023
- EANM 2023 - 9-13 September 2023
- ASTRO Annual Meeting - 1-4 October 2023
- Business Update Q3 2023 - 16 November 2023



Q&A



THANK YOU



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