



IBA Proton Therapy

Jefferies 2016 London Healthcare Conference

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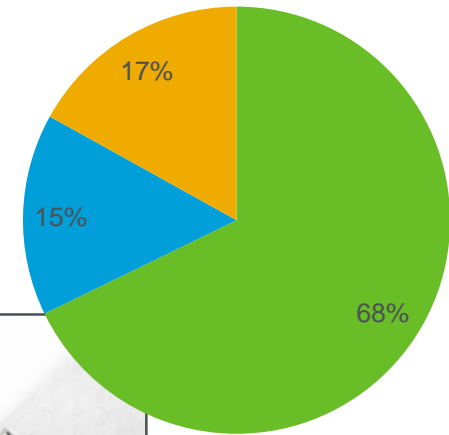


This presentation may contain forward-looking statements concerning industry outlook, including growth drivers; the company's future orders, revenues, backlog, or earnings growth; future financial results; market acceptance of or transition to new products or technology and any statements using the terms "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.

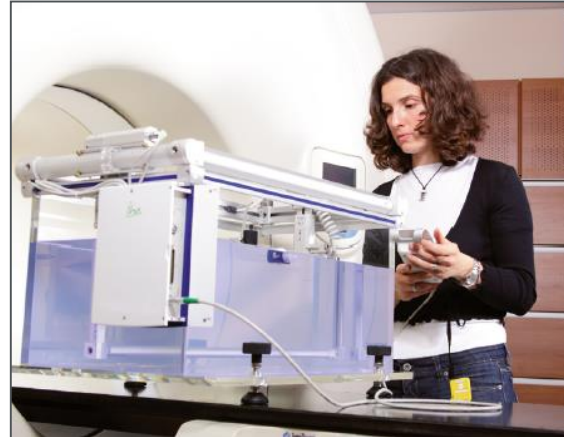
The company assumes no obligation to update or revise the forward-looking statements in this release because of new information, future events, or otherwise.

- IBA is a worldwide technology leader in the field of proton therapy
 - Most advanced form of cancer treatment with radiation therapy today
 - Complete offering (Proteus[®]PLUS and Proteus[®]ONE)
- Global leader in dosimetry and particle accelerators
- Three activities with significant market share

■ - Proton therapy ■ - Dosimetry ■ - Other Accelerators



Proton Therapy



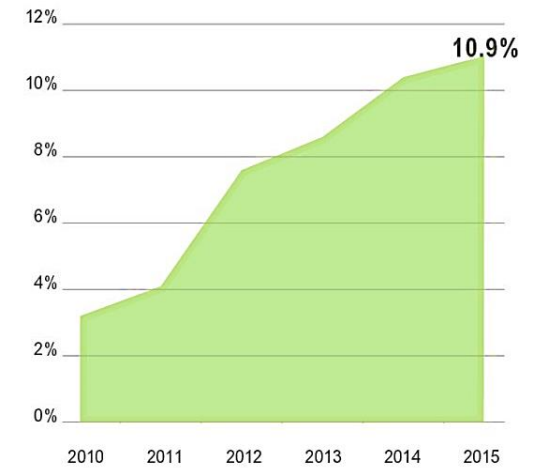
Dosimetry



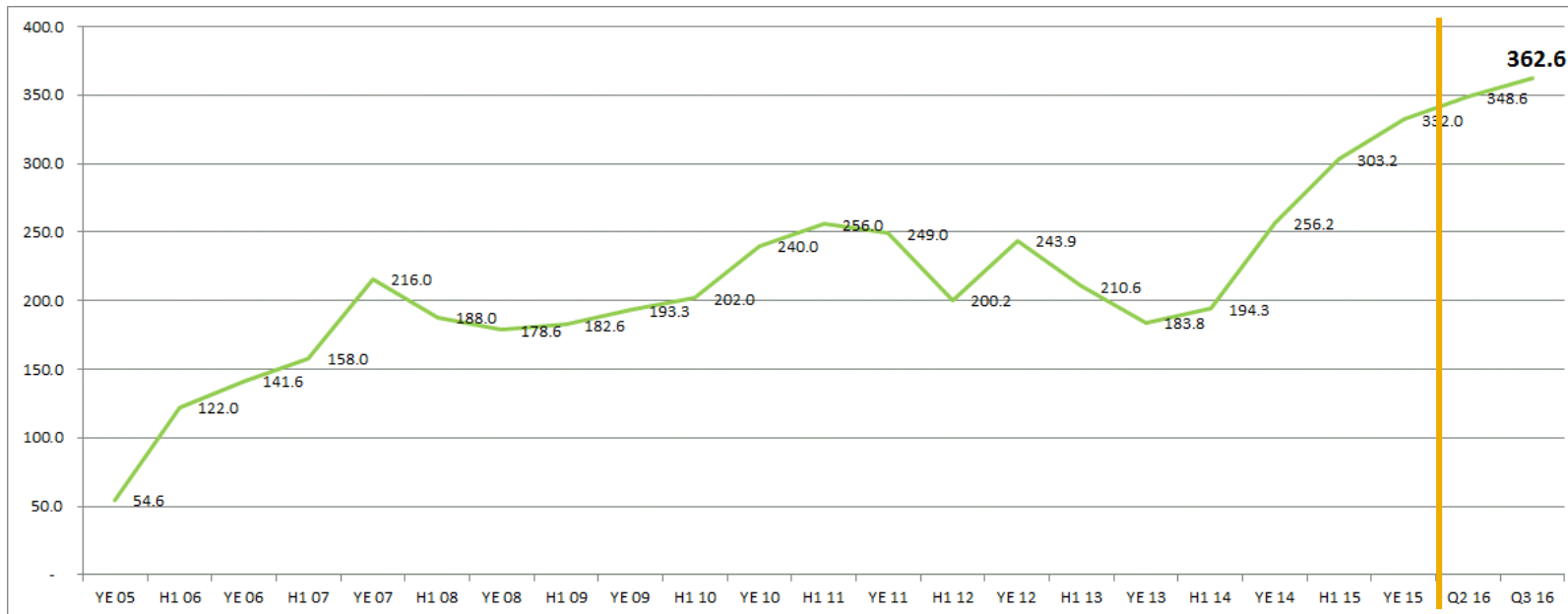
Other accelerators

Key financials on a full year basis

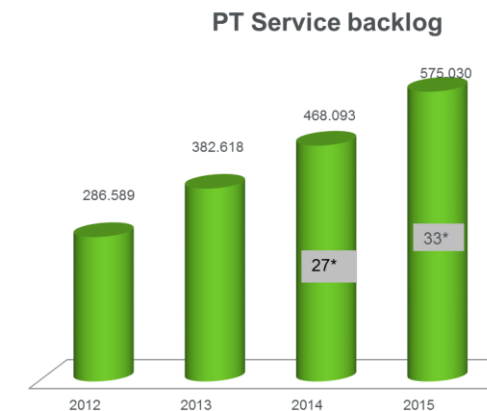
- 2015 sales: EUR 270 million (+ 22.6%)
- REBIT margin 2015 : 10.9%
- Backlog of EUR 332.0 million end 2015
- Reaching EUR 362.6 million end of Q3 2016



REBIT / Sales and services trends



Equipment backlog



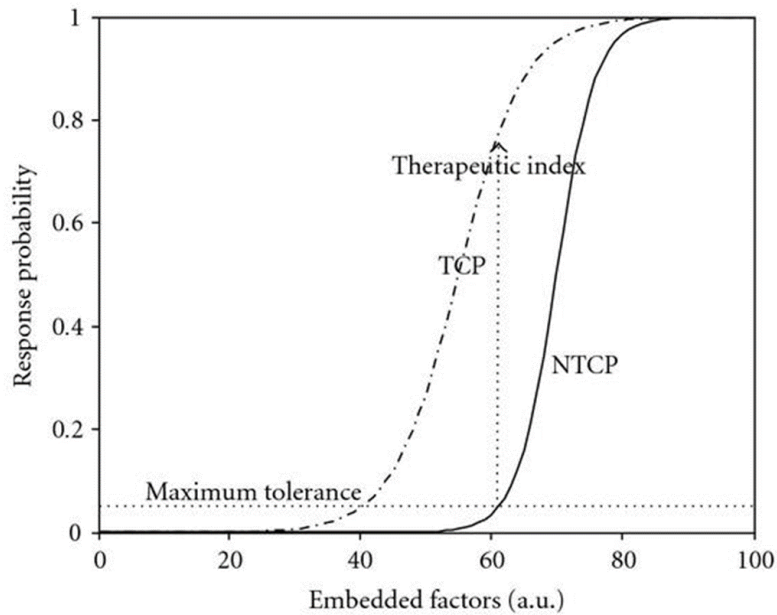
* Number of Service Contracts

Why Proton Therapy ? (The dose deposition)

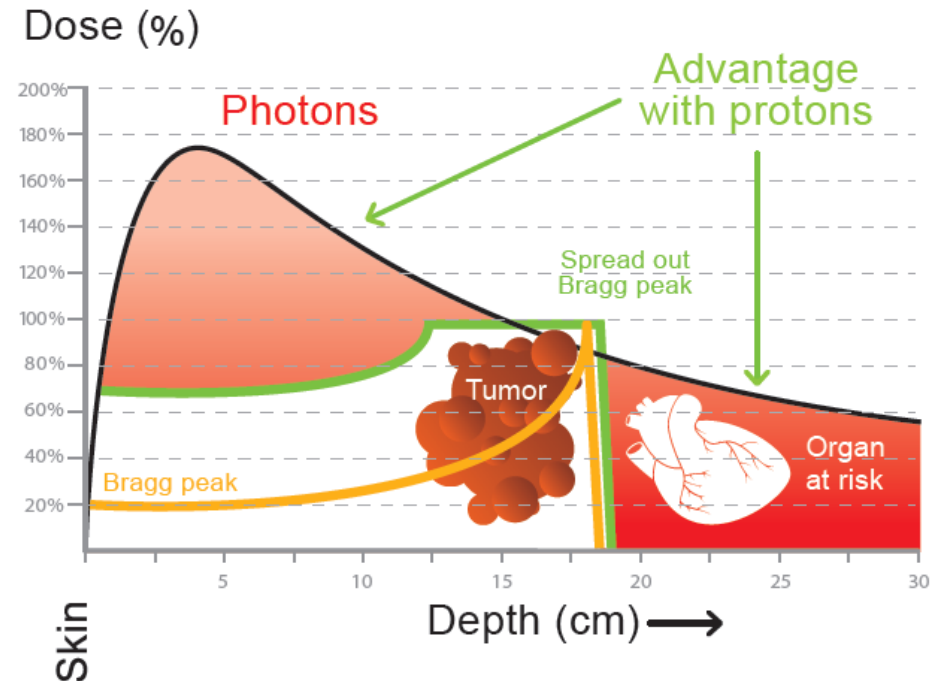
The Therapeutic Index

- Tumor Control Probability (TCP)
- Normal Tissue Complication Probability (NTCP)

Define the maximal dose deliverable as a function of acceptable tolerance



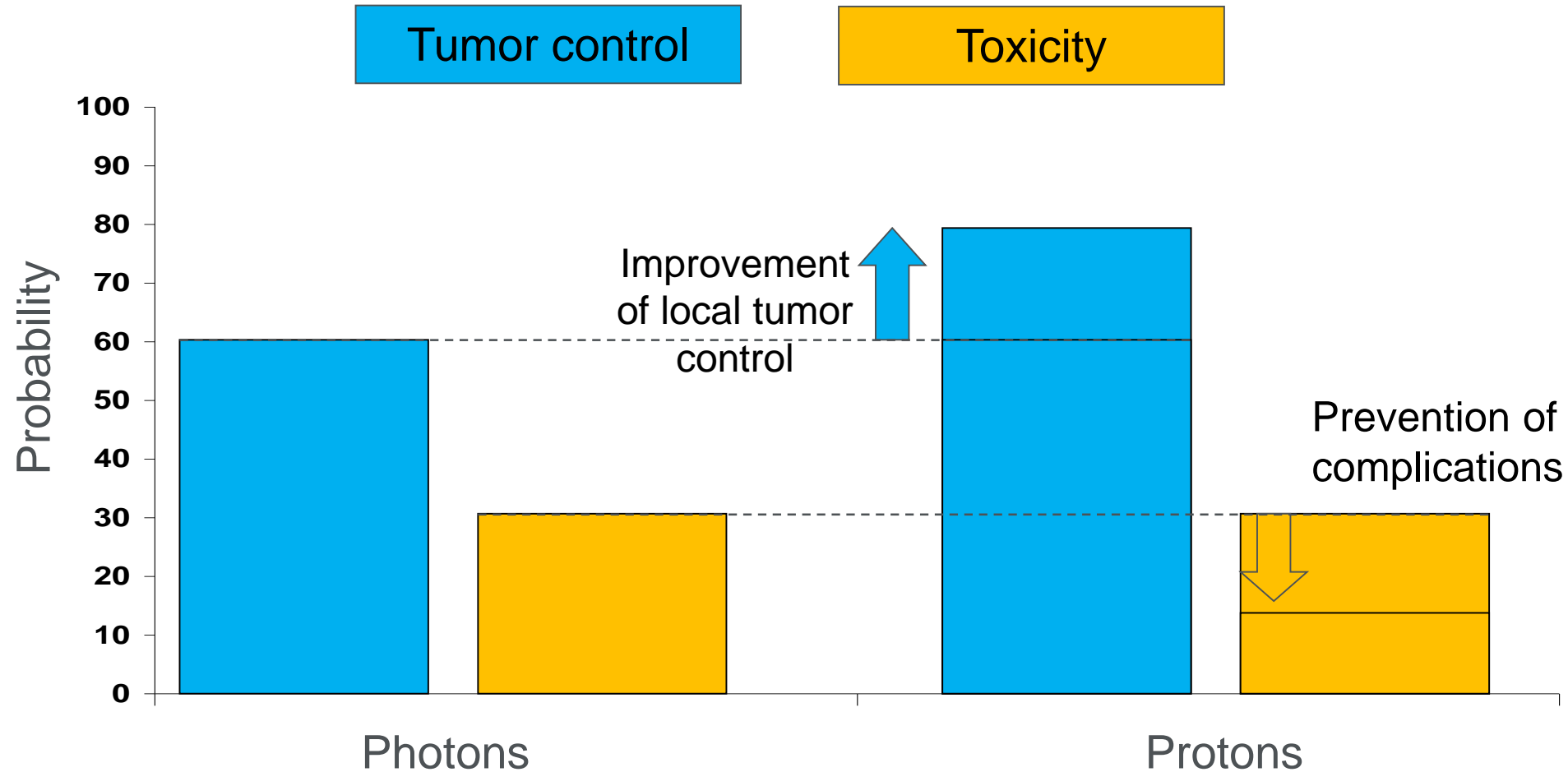
Courtesy of El Naqa et al 2006a Int. J. Radiat. Oncol. Biol. Phys. 64 1275–86



Courtesy of Prof Lagendijk

Proton Therapy advantages (Beam properties → Clinical benefits)

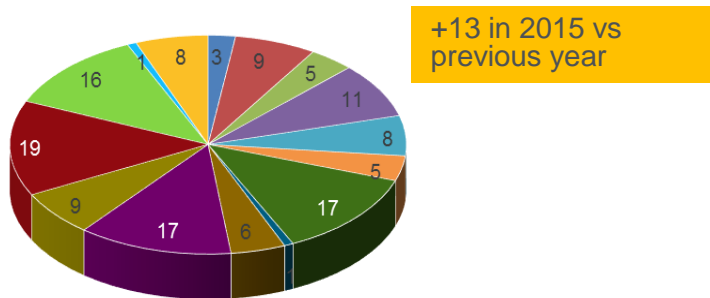
- Improve local control
- Reduce normal tissues complications
- Decrease integral dose (secondary cancer)
- PT is the treatment of choice for retreatment



Courtesy of Prof Lagendijk

Increasing relevance of proton therapy

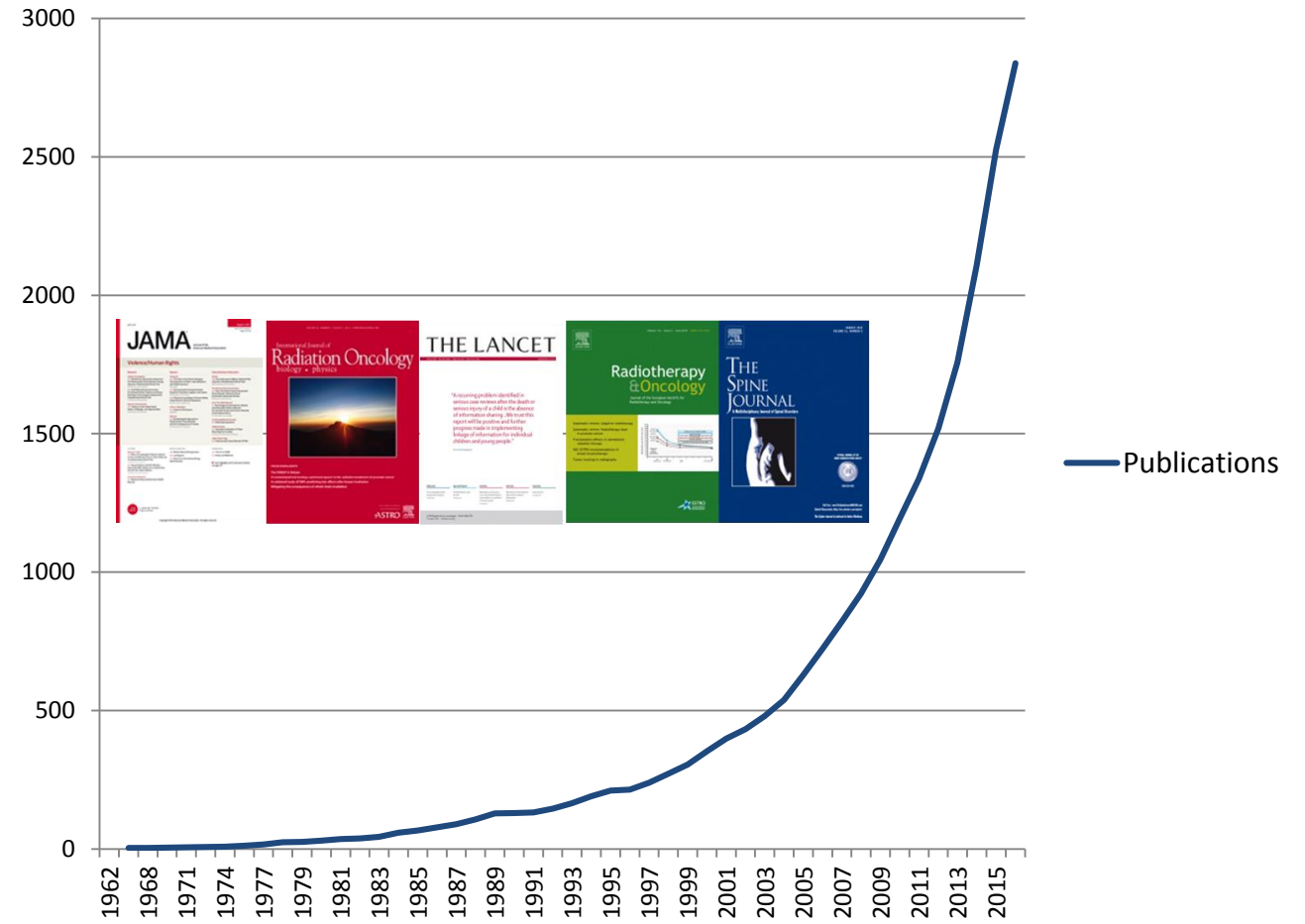
Ongoing clinical trial Total 135



- ocular
- spine
- pancreas
- prostate
- bone soft tissues
- breast
- pediatric
- others
- head and neck
- liver
- esophagus, anal
- uterus, cervix
- lung
- brain, CNS, skullbase
- lymphoma, hodgkins

Data from <https://clinicaltrials.gov/>

Cumulative number of PT publications



Pubmed search with: Proton Therapy or Proton Radiotherapy or Proton Beam Therapy

IBA's unique proton therapy solutions



Proteus[®]**ONE**

Proton therapy made easy

Compact single-room IMPT solution



Proteus[®]**PLUS**

Excellence in proton therapy

Tailor-made IMPT solution

Leading the installed base - market shares in rooms

Total: 235 rooms



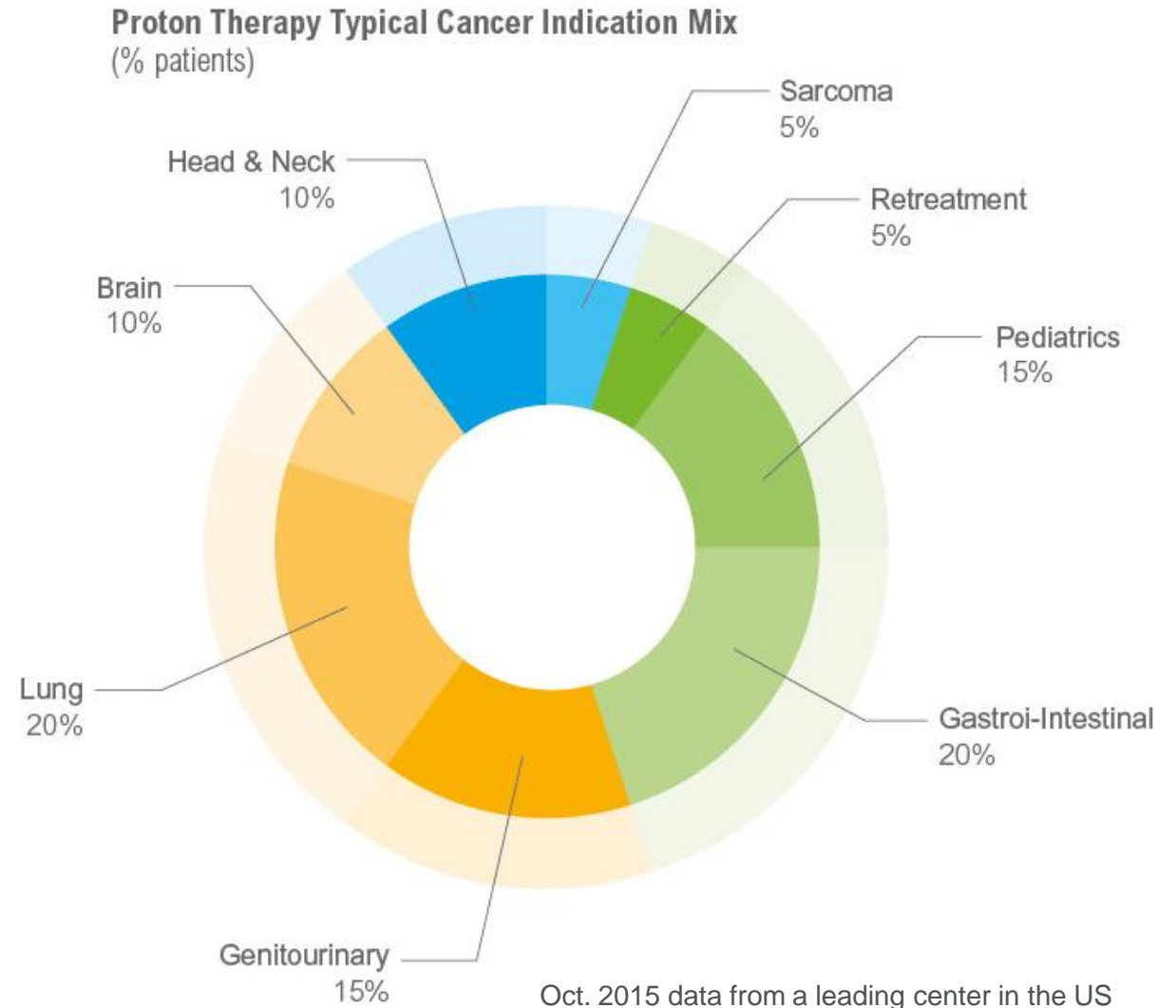
Growing interest in proton therapy clinical advantages

PERSPECTIVE ON RADIATION THERAPY PATIENTS RECEIVING PROTON THERAPY AS PART OF THEIR TREATMENT

1%
Today

20%
Following reports & policies

45%
Following clients' experiences



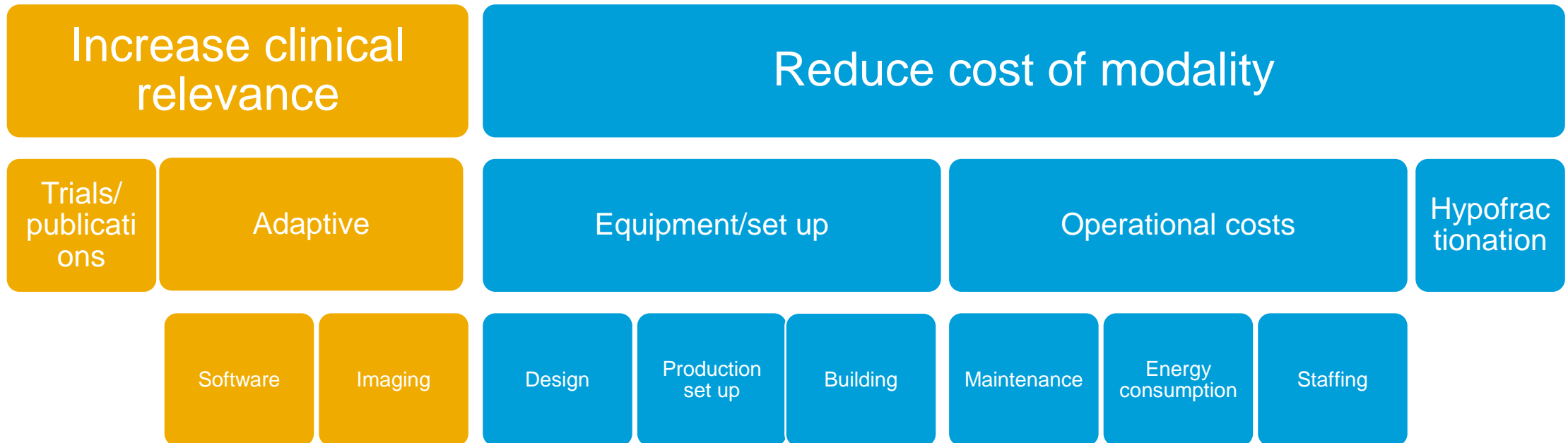
Continuous growth of PT market

Region	YE 2015 number of sold rooms	YE 2015 number of rooms in operation	Treatment room potential
North America	102	74	339
South America	2	0	198
Europe incl. Russia	75	43	658
Asia	78	51	1,307
World	257	168	2,502

Including commercial and non commercial PT centers



Grow market from 1% to 20% or more



Maintain or improve market share

Go to market

Leverage on other IBA expertises

Partnerships

Regionalization

Dosimetry

Other Accelerators

Initiatives to grow the proton therapy niche from 1% to 20% or more

- Make clinical relevance more visible
 - Focus groups
 - White papers
 - Partnerships in hardware and software: Philips, Toshiba and many others
- Reduce cost of ownership/treatment :
 - Equipment (investment & OEM with HIL Applied Medical)
 - Construction (partnership with Pravida)
 - Operation / high uptime (98%)
 - Reduction of electricity consumption by 30%
 - Hypo-fractionation
- Improve market reach through partners
 - Philips, Toshiba

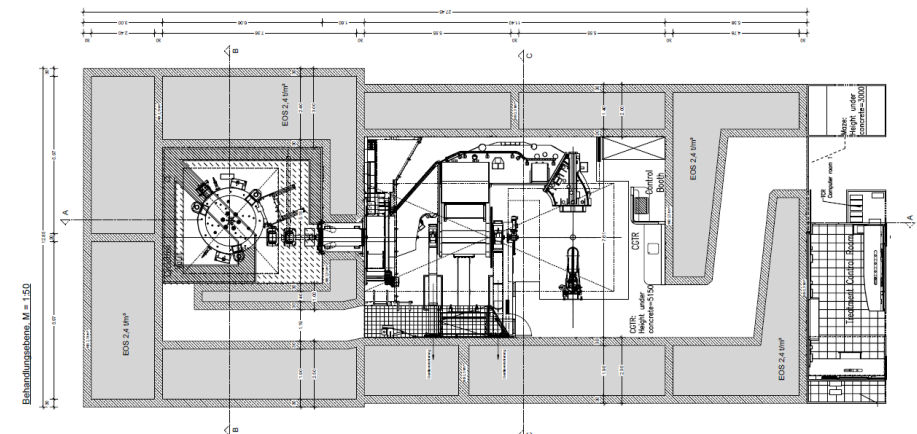


Image-guided proton therapy



courtesy of Roberts Proton Therapy Center

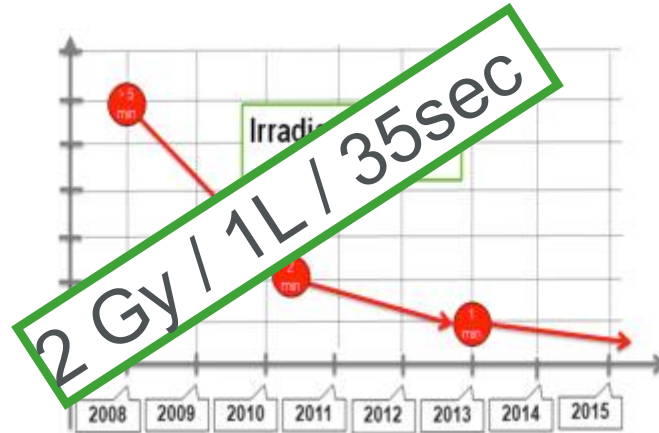
CBCT Penn Medicine, USA



CT-on-Rails, Trento, Italy

Motion management : today

Fast PBS



Repainting



Dual Spot Size



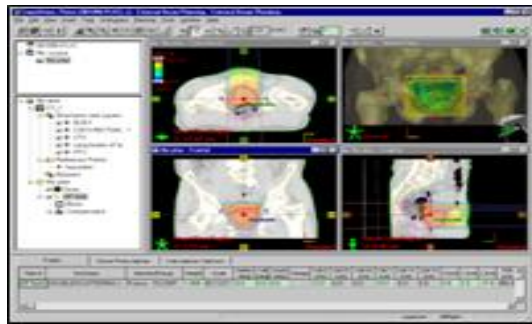
Gating Interface



Several centers start to treat moving tumors with PBS

Excellence in proton therapy : integration

TPS/OIS: open vendor strategy
(freedom to choose according to your need)



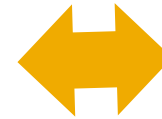
Treatment Planning

- Xio (Elekta) : 12 centers
- Eclipse (Varian) : 7 centers
- RayStation (Raysearch) : 17 centers
- Pinnacle*(Philips) : 4 sites



Oncology Information System

- Mosaiq (Elekta) : 20 centers
- Aria (Varian) : 3 centers
- RayCare (Raysearch): In development



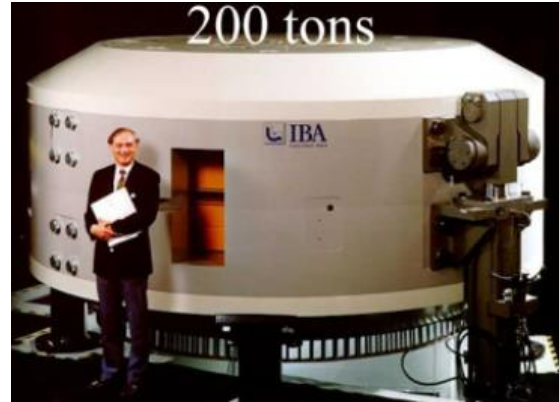
Proton Treatment delivery System

- IBA

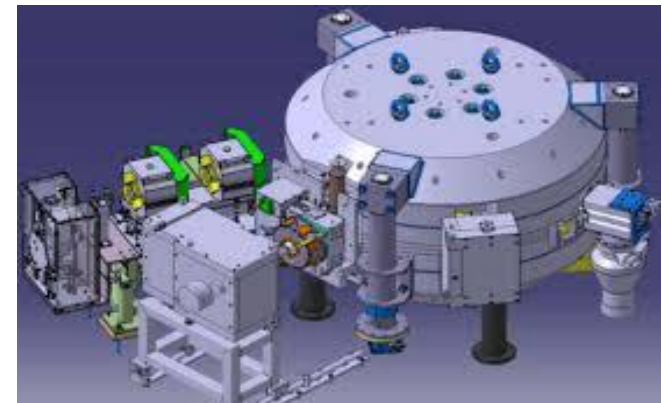
Being ready for a next potential move !



40 years



20 years



??? years



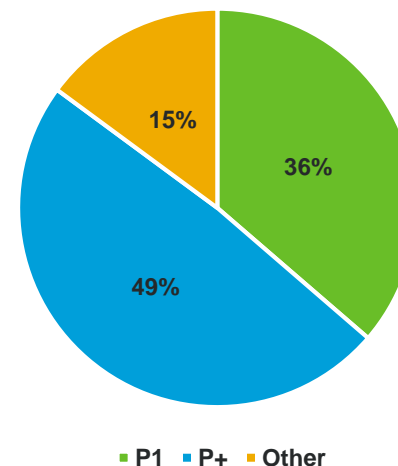
Q3 2016 year to date trading update

- PT and Other Accelerators orders Q3 YTD of EUR 206.2 million, up 39.5%
 - three *Proteus[®]One** and twelve *Proteus[®]PLUS* rooms (three solutions)
 - ten other accelerators
 - upgrades representing EUR 16.9 million

Proton Therapy and Other Accelerators backlog EUR 362.6 million

- Including the previously announced contracts with Medstar (Shanghai) Leasing Co (four-room solution) confirmed this week with a downpayment
- Conservatively excludes the previously announced contracts with Qingdao Zhong Jia Lian He Healthcare Management Company Limited (five-room solution) that is a firm contract but awaiting down payment

Backlog breakdown



Q3 2016 year to date trading update

- Group revenue up 19.3%
 - PT and other accelerators Q3 year to date revenues totaled EUR 190.9 million compared to EUR 149.4 million for the same period in 2015, up 27.8%
 - Proton Therapy and Other Accelerators service revenue up 16.9% to EUR 57.7 million, in line with expectations
 - Dosimetry revenue declined 12.8% to EUR 34.4 million due to strong comparator period, a slower conversion rate in 2016 on long-term orders and a difficult LINAC market in conventional radiotherapy. But the backlog remains strong at EUR 19.4 million compared with EUR 18.0 million at the end of Q3 2015

	YTD 09 2016 (EUR 000)	YTD 09 2015 (EUR 000)	Variance (EUR 000)	Variance %
Net Sales	225.312	188.880	36.432	19,3%
- Proton therapy	152.740	110.677	42.063	38,0%
- Other Accelerators	38.160	38.739	-579	-1,5%
- Dosimetry	34.412	39.464	-5.052	-12,8%

- Top line guidance :
 - “about 20%” top line growth in 2016
 - Double-digit for foreseeable future

- REBIT guidance confirmed
 - About 10% in 2016
 - 13 to 15% by 2018

- Dividend: target 30% dividend payout confirmed



THANK YOU

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