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IBA TRADING UPDATE - THIRD QUARTER 2013

- Pick up in revenues over H1 2013 due to good order book conversion
- Company on track to be selected for eight new proton therapy (PT) rooms in 2013
- REBIT margin for 2013 forecasted at 8%, on track to reach 10% REBIT margin in 2014

Louvain-la-Neuve, Belgium, 13 November 2013

IBA (Ion Beam Applications S.A.: Reuters IBAB.BR and Bloomberg IBAB.BB)

KEY FIGURES AT GROUP LEVEL

IBA (Ion Beam Applications S.A., EURONEXT), the world's leading provider of proton therapy solutions for the treatment of cancer, today announces its consolidated results for the third quarter ending 30 September 2013.

- Revenues of EUR 154.9 million, down 1% compared to the same period in 2012 restated for reclassification of Bioassays as a discontinued operation. Considerable revenue improvement since the first half of 2013 mostly thanks to good conversion rate of the proton therapy (PT) order book.
- Company expects to announce orders for six additional PT rooms before year end based on a strong pipeline and term sheets that have already been signed.
- Strong backlog of EUR 183.0 million at end of September 2013, in line with third quarter 2012 end.
- Company REBIT margin forecasted for 2013 at 8%, up versus 2012, on track to reach 10% for the year 2014
- Bioassays sale on track and moving forward as expected. Closing anticipated by the end of the year.
- Discussions progressing to reach a settlement on all SK Capital claims regarding the IBA Molecular business. An impact from these claims can be expected in IBA's full year results for 2013, however IBA still expects to report a slightly positive net profit.
- Trento loan (EUR 31.5 million) fully repaid in third quarter. Net debt end of September adjusted from Trento repayment now at EUR 44.9 million and expected to be further reduced to EUR 10 to EUR 25 million by year end.

Olivier Legrain, Chief Executive Officer of IBA commented: "We are pleased to be reporting improving revenues in the third quarter. Our order backlog remains strong at EUR 183 million and is expected to expand further during the final quarter of the year. We have also remained focused on the implementation of our efficiency program, with good results, and we are on track to reach our 10% REBIT margin target in 2014."

"With further positive advances in the regulatory approval of our Proteus[®]ONE* compact system, the roll out of our most advanced proton therapy technique, Pencil Beam Scanning and the growing international recognition of the potential of proton therapy in the treatment of cancer, the prospects for proton therapy remain excellent."



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KEY FIGURES AND EVENTS AT SEGMENT LEVEL

IBA reported the following segmental trends and news during the third quarter of 2013:

□ Proton Therapy and Accelerators

- At the end of the third quarter, the segment reported revenues of EUR 122.2 million, down 1% compared with the same period of 2012.
- The backlog at the end of the third quarter 2013 amounted to EUR 183 million.
- Based on the already signed term sheets with US and European based customers and the negotiations progressing with customers in all parts of the world, including Asia, the company expects to be selected for a further six PT rooms prior to year end in addition to those already announced in Taiwan and in Poland.
- IBA has already sold nine accelerators this year, mainly to emerging countries.

Proteus[®]ONE

- From a technology standpoint major milestones were achieved in the development of IBA's compact proton therapy system, Proteus[®]ONE:
 - IBA submitted all necessary documentation on IBA's compact proton therapy gantry to the U.S. Food and Drug Administration (FDA) for Marketing Authorization.
 - The compact gantry beam line was shipped to Willis-Knighton Cancer Center (WKCC) in Shreveport, Louisiana.
 - IBA has also accelerated and extracted a proton beam from its compact Synchrocyclotron, to the levels suitable for use in Pencil Beam Scanning (PBS) technologies.
- IBA continued to demonstrate its leadership in new technology deployment. Almost all proton therapy centers currently built by IBA are about to be equipped with IBA's unique Intensity Modulated Proton Therapy (IMPT) technology, PBS (10 IBA PT centers benefit already from this technology). PBS technology enables millimeter precision allowing for the proton dose to be sculpted with very high levels of conformality and dose uniformity, even in complex-shaped tumors.
- IBA has spearheaded a new comprehensive proton therapy clinical training education initiative in partnership with PENN Medicine and Oncolink. The education program, launched at ASTRO 2013 in September will see all new and current IBA customers able to benefit from specialized, hands on experience with radiotherapy practitioners at PENN Medicine.
- IBA is continuing to positively move forward towards a final settlement with Westdeutsches Protontherapiezentrum Essen GmbH (WPE). As announced previously, the centre is



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already treating patients and letters of intent have been signed between all parties. Closing is expected by the end of the year pending finalization of WPE financing, which is currently progressing well.

Post- Period End Events

- IBA signed a firm contract with the Henryk Niewodniczanski Institute of Nuclear Physics at the Polish Academy of Sciences (IFJ) in October for the supply of the new extension to the IFJ Proton Therapy Center, Krakow, Poland. IBA will provide a second Gantry Treatment Room equipped with its cutting-edge PBS technology. The installation of the system is worth EUR 15 million to IBA.
- The Company announced the receipt of the payment from the ATreP (Agenzia Provinciale Per la Protonterapia) center in Trento, Italy, in repayment of a EUR 31.5 million loan facility signed in 2009. Trento features the world's most advanced proton therapy equipment including PBS.
- On November 4th, IBA RadioPharma Solutions signed a formal contract with Zevacor Molecular for the installation of its Cyclone® 70 in the United States. This will be the first commercial 70 MeV Cyclotron dedicated to radiopharmaceuticals production in the United States. The installation of the system is worth between USD 16 and 20 million to IBA.

□ Dosimetry

- IBA is the largest global dosimetry provider. Revenues were EUR 33.9 million, down 4% compared to the same period last year but considerable revenue improvement since the first half of 2013 (catch up from -6.5% in H2 to -4% end of Q3 compared to the same periods in 2012). Sales were impacted by a slower radiotherapy market in the US but strong sales in the EMEA region and emerging countries counteracted this impact. The overall order book for Dosimetry in the third quarter 2013 was up 7% compared to the same period last year.
- IBA Dosimetry introduced several product improvements at the major tradeshows (American Association of Physicists in Medicine (AAPM) and American Society for Radiation Oncology (ASTRO) annual meetings), that were well received by the market, including:
 - An extended version of the successful MatriXX to address patient treatment verification of new treatment technologies (high dose rate).
 - A new release of Compass (3.0) that enables even faster and more accurate patient treatment verification in 3D anatomy.
 - The replacement software for 2D patient verification has new functionalities that increase efficiency through an improved workflow and graphical user interface management.
 - A new product extension to the VISICOIL product line, designed for safer and easier implantation in Interventional Radiology. This new product subsequently supports radiation oncologists in highly precise patient setup and dose delivery during radiation therapy.



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- Discontinued operations and companies consolidated under the equity accounting method:
 - Revenues for Cisbio Bioassays increased 8% compared to the same period in 2012.
 - IBA is moving forward toward signature of a binding contract with a European private equity firm for the sale of its Business Unit Cisbio Bioassays for approximately EUR 25 million. The disposal of Cisbio Bioassays is in line with IBA's strategy to focus on its core radiotherapy businesses.
 - IBA and SK Capital are pursuing discussions in view of a global settlement agreement on all outstanding issues regarding IBA Molecular and on the future of IBA Molecular Compounds Development Sàrl. IBA forecasts an impact on its 2013 financial statements (mostly non cash), but anticipates that the Company should still report a slightly positive net result for the year ending December 31, 2013.

OUTLOOK

The Company's market leading position and growth prospects in proton therapy remain excellent and IBA expects to further penetrate into the compact system market in 2014 upon receipt of FDA clearance of Proteus[®]ONE*. In that context, IBA reiterates its existing first half 2013 guidance.

The backlog of EUR 183 million in the Proton Therapy and Accelerators division's order book is expected to provide good visibility over the next 12 to 24 months. Revenues from service agreements are also expected to provide a beneficial impact on the Proton Therapy business as these agreements are typically associated with five to ten year operating and maintenance contracts.

IBA still expects to be selected for a total of eight PT treatment rooms in 2013 and a good order intake is expected for accelerators, especially in emerging countries. The Company expects to continue showing improvements in operational profitability over the coming quarters as the productivity and efficiency initiatives are rolled out across the organization. Despite impact of the contemplated settlement agreement with SK Capital, IBA expects to report slightly positive net profits for the year 2013.

The Company's net debt position is expected to be reduced to between EUR 10 and 25 million by the end of the year post the payment due from Trento, the proceeds expected from the disposal of Bioassays and the signature of additional PT rooms.

Over the medium term, IBA remains confident that it can achieve an annual compound revenue growth of 5% to 10% over the next three years and deliver an operating profit margin of 10% by the end of 2014, despite the investment required to achieve the first deliveries of Proteus[®]ONE over the period.

** Proteus[®]ONE is the brand name of a new configuration of the Proteus[®] 235, including some new developments subject to review by Competent Authorities (FDA, European Notified Bodies, et al.) before marketing.*



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SHAREHOLDER'S AGENDA

Publication of annual results 2013	18 March 2014
General assembly	14 May 2014
Q1 2014 results	14 May 2014

DIRECTORS' DECLARATIONS

In accordance with the Royal Decree of 14 November 2007, IBA indicates that this Trading Update has been prepared by the Chief Executive Officer (CEO) and the Chief Financial Officer (CFO).

About IBA

IBA (Ion Beam Applications S.A.) is a cancer diagnostics and treatment equipment company, and the worldwide technology leader in the field of proton therapy, the most advanced form of radiotherapy available today.

The Company's primary expertise lies in the development of next generation proton therapy technologies that provide oncology care providers with premium quality services and equipment. IBA's proton therapy solutions are scalable and adaptable, offering universal full scale proton therapy centers as well as next generation compact, single room solutions. IBA also focuses on the development and supply of dosimetry solutions for Quality Assurance of medical equipment and increased patient safety as well as particle accelerators for medical and industrial applications.

Headquartered in Belgium and employing more than 1,200 people worldwide, IBA currently has installed systems across Europe and the US and is expanding into emerging markets. The Company is focused on building sustainable global growth for investors, providing solutions in the fight against cancer.

IBA is listed on the pan-European stock exchange EURONEXT. (IBA: Reuters IBAB.BR and Bloomberg IBAB.BB) and more information can be found at: www.iba-worldwide.com

Contact

IBA

Jean-Marc Bothy
Chief Financial Officer
Tel: +32 10 47 58 90
investorrelations@iba-group.com

Thomas Ralet
Vice-President Corporate Communication
+32 10 47 58 90
communication@iba-group.com

For media and investor enquiries:

Consilium Strategic Communications
Amber Bielecka, Mary-Jane Elliott, Matthew Neal
+44 (0) 207 920 2354
IBA@consilium-comms.com