

Guerbet | 

2024
Half-year results

September 26, 2024





WELCOME



DAVID HALE
Chief Executive Officer



JÉRÔME ESTAMPES
*CFO and SVP Business
Development & Licensing*

Three business pillars to drive the development



DIAGNOSTIC
IMAGING

Interconnected solutions in contrast agents, injection systems & digital services

Flagship products :

- MRI : Elucirem™ / Dotarem®
- X-Ray : Optiray®, Xenetix®
- Injection solutions



INTERVENTIONAL

Minimally invasive image guided procedures to replace or complement surgical acts

Flagship product : Lipiodol®

- HCC
- Vascular embolization



DIGITAL &
AI

New digital solutions using power of data to help practitioners in their diagnosis

Flagship products : DUOnco™ prostate & liver

Under development : AI solutions for detection of pancreatic cancer, bone metastases



BRINGING VALUE TO CUSTOMERS AND PATIENTS

Evolving our CSR Commitment to align with our Purpose

OUR PURPOSE

AT GUERBET,
WE BUILD LASTING
RELATIONSHIPS SO THAT
WE ENABLE PEOPLE
TO LIVE BETTER

OUR CSR COMMITMENT

People & Planet

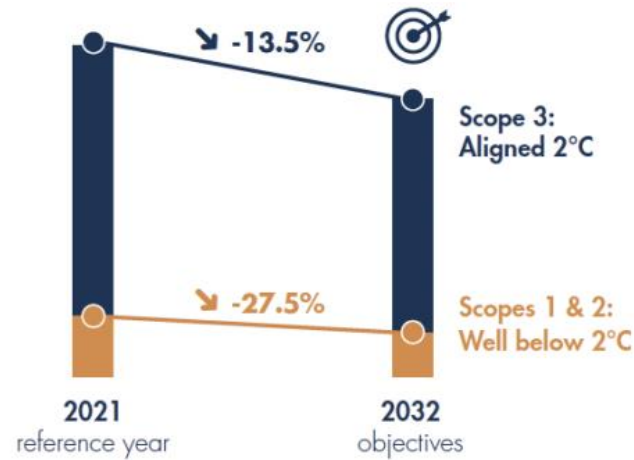
In everything we do, we seek
to build lasting relationships to preserve
the living world

30 million+ patients
60 000+ healthcare professionals

depend on our solutions each year

Decarbonization – Focus on reducing carbon footprint of our plants

OUR OBJECTIVES



- “Well below 2°C” trajectory commitment, in absolute terms, from 2021 to 2032.
- Targets **validated by SBTi** (Science Based Targets initiatives)
- Guerbet joined **Companies Taking Action** against global warming

WHAT WE ACHIEVED AT OUR PLANTS

Plant energy scope 1 & 2

- **Dublin:** start of a solar farm providing green energy
- **Lanester:** audit, evapoconcentrator grant application
- **All sites:**
 - Roadmaps integrated in Budget 25 & Mid Term Plans
 - CapEx allocation by integrating CO2 calculation

Advancing on scope 3

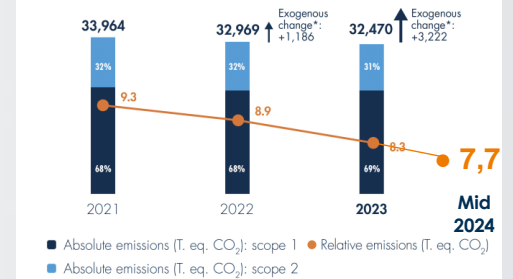
- **Global Leader awareness** People & Planet
- **Procurement:** reinforced our carbon criteria in RFP; discussion with +30 key suppliers
- **Supply chain:** monthly KPI and mid-term trajectory

And more to come on scope 3

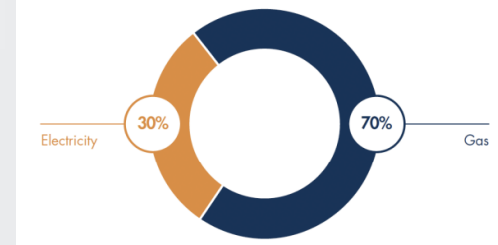
- **Carbon & procurement** trainings
- **Evaluation & progress plan** with **suppliers**
- Carbon footprint **digitalization**

CLOSER LOOK AT ENERGY GHG EMISSIONS OF THE INDUSTRIAL PLANTS

(reference year 2021)



BREAKDOWN OF GHG EMISSIONS BY TYPE OF ENERGY AT THE INDUSTRIAL PLANTS



Mid-year results: - 7 % vs 2023 (-17% vs 2021) on plants energy GHG emissions in relation to production

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Key highlights H1 2024

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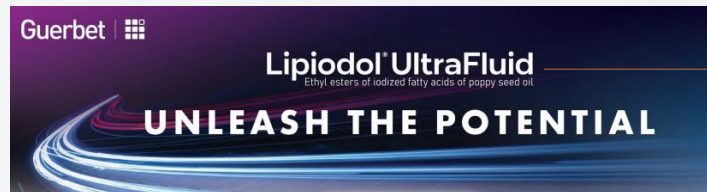
Guerbet products & innovations in the spotlight during H1



COMMERCIAL ACCELERATION



MRI franchise : First injections of Elucirem™ in Germany and UK, expansion of Dotarem®



Lipiodol® : Accelerate disease management for vascular embolization



Artificial Intelligence : Approval of first algorithms, dedicated to prostate & liver cancers

Strong financial performance in H1



ACTIVITY

- Half-year revenue totaled €419.2 m, up +11.8% at CER
- Solid momentum in all activities and all geographic areas

PROFITABILITY

- Restated EBITDA margin* at 15.4% of sales (Vs 12.7%), in line with the announced 2024 objective of a rate higher than in 2021 (14.4%)
- A trend driven by price increases, product mix, and continued financial discipline

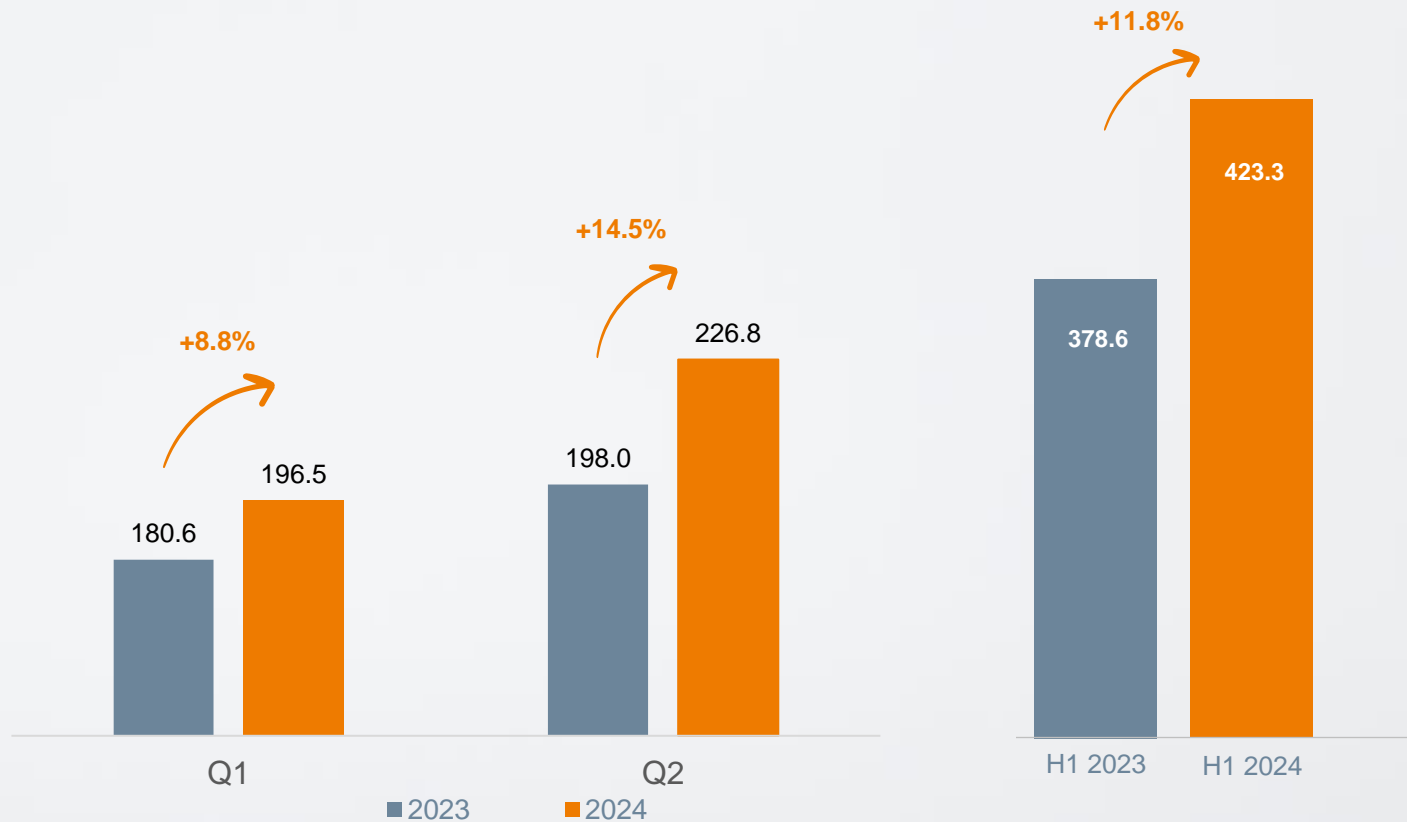
FINANCIAL STRUCTURE

- Improvement in FCF despite strong activity and working capital growth
- Net debt / EBITDA ratio at 3.2 vs. 3.5 a year earlier

*excluding exceptional costs related to the optimization of the operational structure & changes in the sales model

A high-growth trajectory in H1 2024 (+11.8% at CER)

Quarterly change in revenue at constant exchange rates (CER)
(in millions of euros and variation in %)



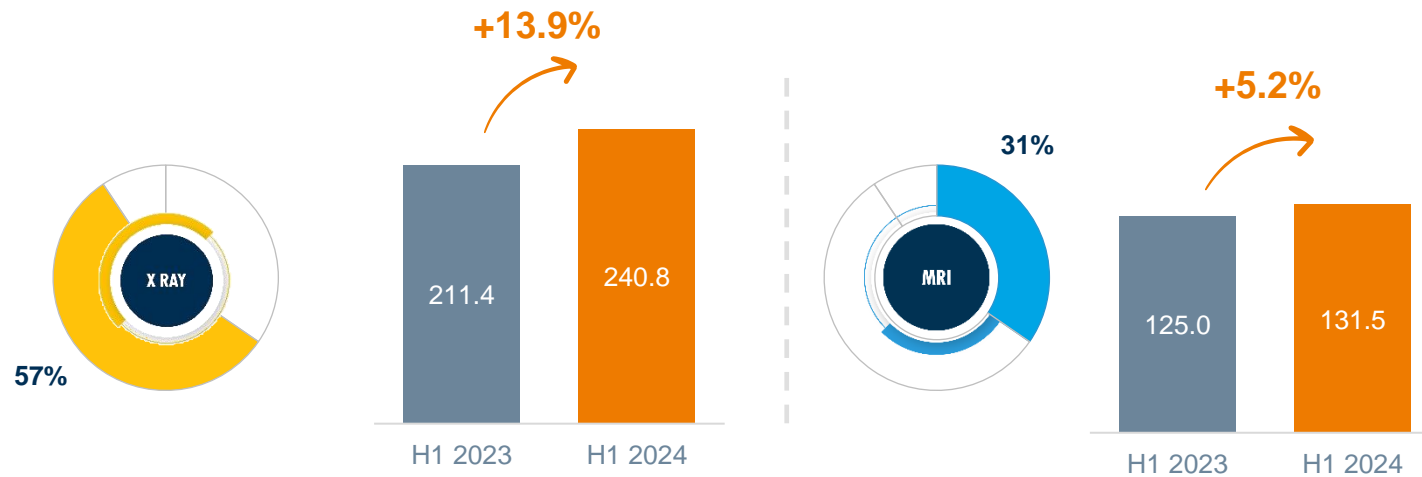
H1 2024 sales evolution

- **€423.3 m** at CER on 30 June 2024
- **A third quarter in a row of strong growth (>+8%)**
- **A sharp acceleration in Q2** (+14.5% at CER), mainly due to normalization in France

A strong momentum driven by all divisions

DIAGNOSTIC IMAGING (DI)

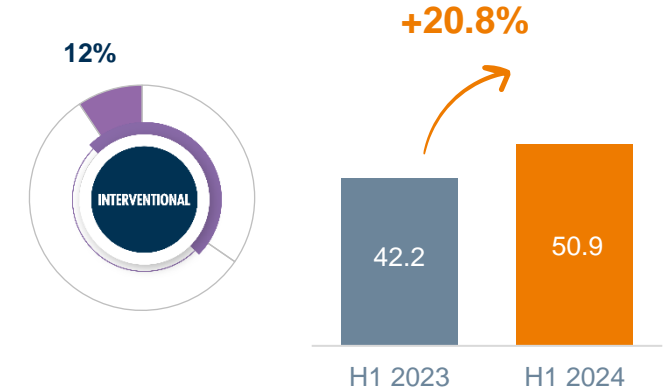
(H1 2024 revenue in €m at CER, variation in %)



- H1 sales for the diagnostic imaging business increased +10.7% at CER, with :
 - In X Ray, a very positive dynamic fueled by both Xenetix® and Optiray®
 - In MRI, a strong performance in Q2 (+13.5%) thanks to the MRI franchise, helped by the development of Elucirem™

INTERVENTIONAL IMAGING (II)

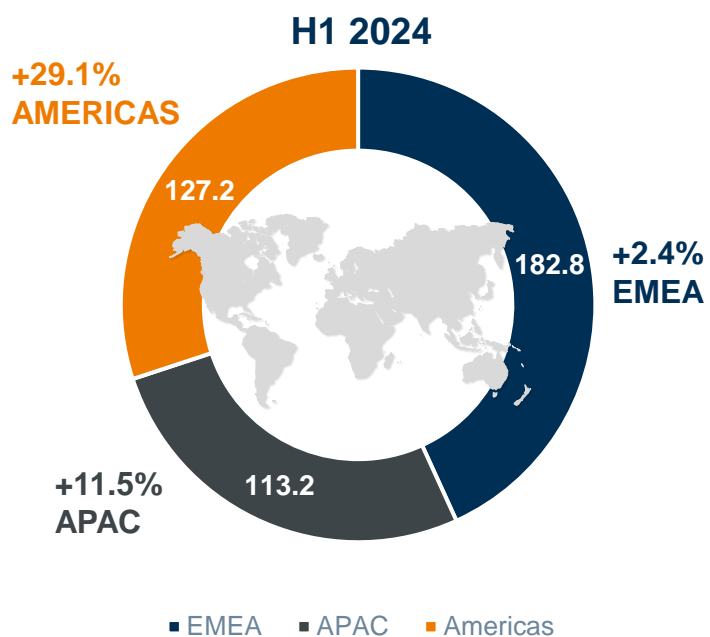
(H1 2024 revenue in €m at CER, variation in %)



- A very positive momentum for Lipiodol®, helped by vascular embolization
- Strong growth both in terms of volumes and prices

Growth of all geographic areas, with Americas in the lead

Split of sales & evolution by zone
(in m€ at CER and variation in %)



EMEA: sales growth despite France effect

- Q1 significantly impacted by French regulatory changes
- Strong catch-up in Q2 (+11%)

Americas: strong momentum

- A third consecutive quarter of outstanding growth in Q2 (+37.4% at CER) with US catch-up
- In LATAM, an offensive strategy leading to market share gains

APAC: continued growth driver

- Continued strong growth momentum in Q1 (+26.8% at CER)
- In Q2, a slowdown due to the doctor strike in South Korea



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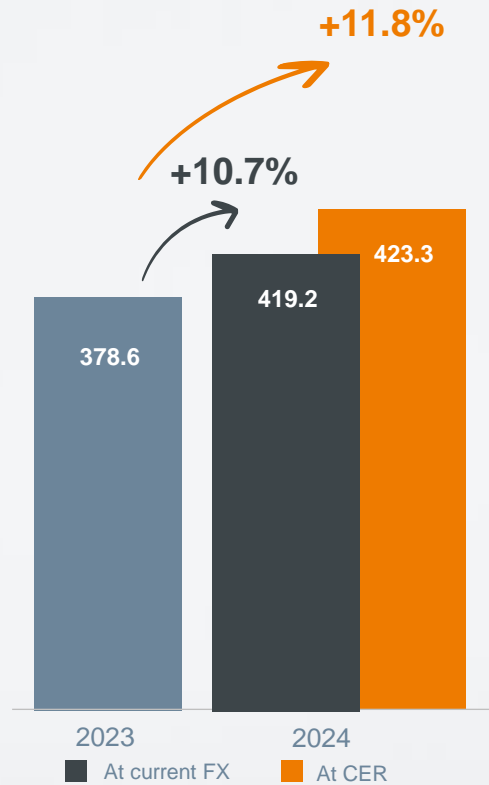
02

Financial results

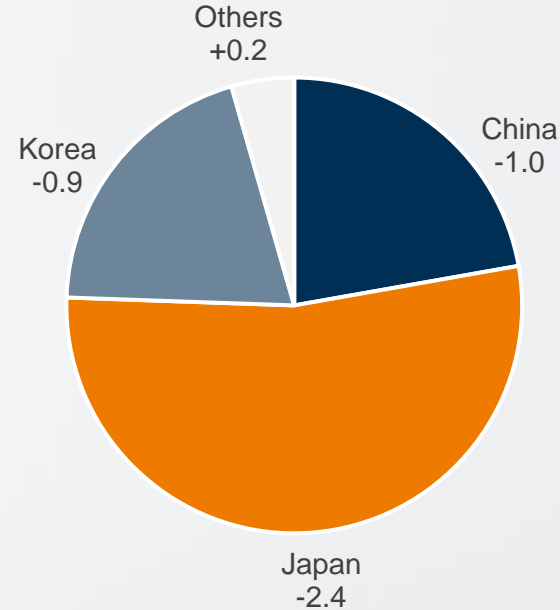
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An unfavorable FX impact due to Asian currencies

H1 sales (in €m)



FX impact on H1 2024 sales (in €m)



H1 2024 sales evolution :

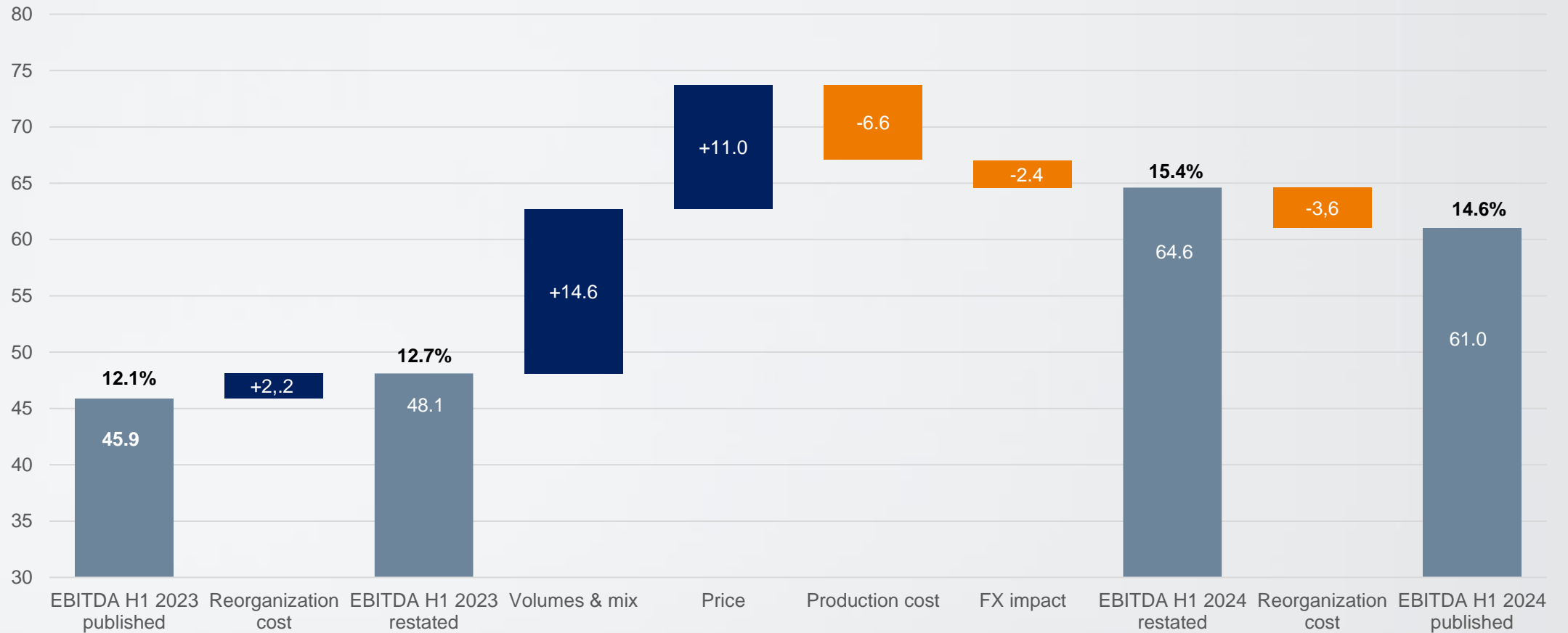
- Unfavorable currency effect of -€4.1 m over the period
- An impact entirely due to Asian currencies, above all the depreciation of the yen

EBITDA

IFRS €m	H1 2023 As published	% revenue	H1 2024 As published	% revenue	Var.
Net sales	378.6	100.0%	419.2	100.0%	+10.7%
Other revenue	1.2	0.3%	5.7	1.4%	+396%
Supplies used in operations	(80.6)	(21.3%)	(86.2)	(20.6%)	+6.9%
Staff costs	(135.5)	(35.8%)	(142.7)	(34.0%)	+5.3%
External expenses	(108.7)	(28.7%)	(124.2)	(29.6%)	+14.2%
Taxes other than on income	(8.5)	(2.2%)	(10.7)	(2.5%)	+25.9%
Other operating income and expenses	(0.5)	(0.1%)	(0.1)	(0.03%)	
EBITDA	45.9	12.1%	61.0	14.6%	+32.9%
EBITDA restated*	48.1	12.7%	64.6	15.4%	+34.5%

*excluding exceptional costs related to the optimization of the operational structure & changes in the sales model

EBITDA Evolution



Operating & Net Income

IFRS €m	H1 2023 As published	% revenue	H1 2024 As published	% revenue
EBITDA	45.9	12.1%	61.0	14.6%
Allowances for depreciation	(30.0)	(7.9%)	(30.1)	(7.2%)
Provisions	(5.5)	(1.5%)	(0.6)	(0.1%)
Operating Income	10.3	2.7%	30.3	7.2%
Net interest expense	(3.8)	(1.0%)	(11.2)	(2.7%)
Net currency gains/losses & Other Financial income/loss	(3.0)	(0.8%)	(4.4)	(1.0%)
Income tax	(2.2)	(0.6%)	(4.7)	(1.1%)
Net Income	1.3	0.4%	10.0	(2.4%)

Balance sheet

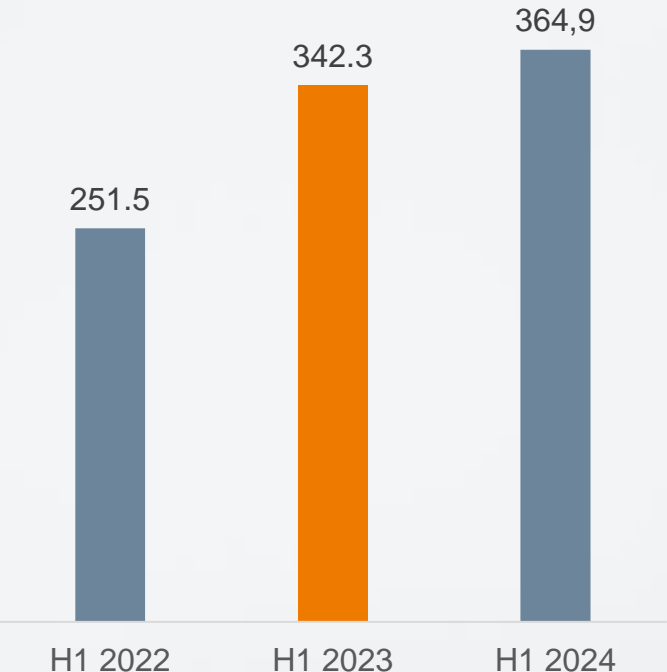
ASSETS	December 31, 2023 As published	June 30, 2024 As published	EQUITY & LIABILITIES	December 31, 2023 As published	June 30, 2024 As published
Non-current assets	444	438	Shareholders' equity	378	389
<i>of which fixed assets</i>	<i>391</i>	<i>389</i>			
Inventories	305	326	Non-current liabilities	418	414
			<i>of which financial debt</i>	<i>374</i>	<i>377</i>
Trade receivables	149	172	Trade payables	93	93
Other current assets	127	106	Other current liabilities	136	146
<i>of which CCE</i>	<i>51</i>	<i>39</i>	<i>of which financial debt</i>	<i>13</i>	<i>27</i>
Total Balance sheet	1 025	1 042	Total Balance sheet	1 025	1 042

Free cash-flow

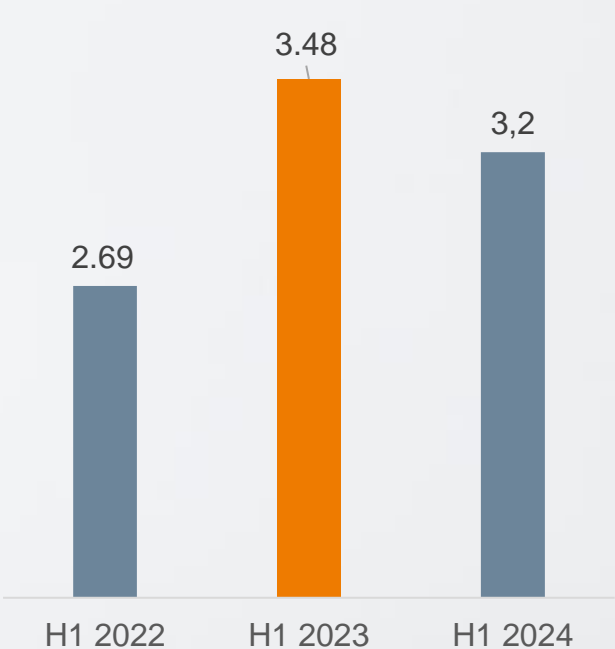
IFRS in €m	H1 2023	H1 2024
Cash-flow from operations	45.9	61.0
Change in WCR	(71.9)	(41.9)
Net capital expenditure	(34.7)	(29.2)
Interest paid	(3.8)	(9.4)
Income tax paid	(5.8)	(7.2)
Exchange	(1.7)	(2.5)
Free cash-flow	(72.0)	(29.1)

Net debt evolution

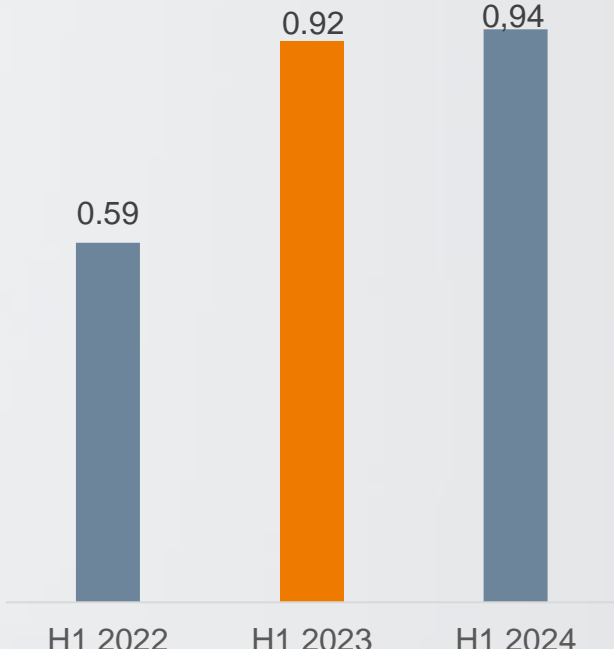
Net debt



Net debt / EBITDA



Net debt / Shareholder Equity





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Ambitions & Outlook

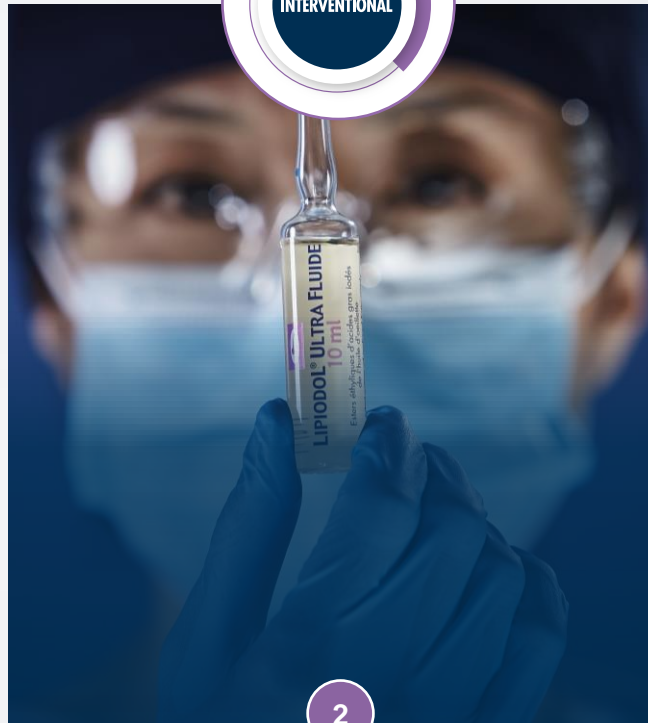
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Our priorities for our three activities



1

**DI : Gain market share
in MRI franchise**



2

**II : Grow vascular
embolization**



3

**AI : Commercialize
new AI solutions**



DI : Capturing value of a structurally growing market with the strongest MRI portfolio

A unique positioning in Diagnostic Imaging

- Strongest MRI portfolio (Dotarem® / Elucirem™) pulling through the entire DI portfolio (incl. X-Ray & injection solutions)
- AI solutions helping practitioners & enriching our offering

A market with structural growth, expected at +6% in MRI and +5% in X-Ray by 2028

- Aging population and changing lifestyle in developed countries
- Increased healthcare spending in emerging markets
- Development of preventive care



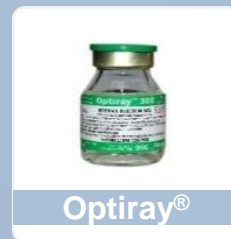
Elucirem™



Dotarem®



Xenetix®



Optiray®

Elucirem™ traction accelerating

▪ US



- ✓ Currently, more than 50% of Elucirem™ clients are new clients for Guerbet
- ✓ Strong ramp-up of orders from new accounts
- ✓ Market share gains on MRI franchise

▪ Europe



- ✓ Market authorization obtained in December 2023 from European Commission, UK, Switzerland & Norway
- ✓ First Elucirem™ injection to European patients in Germany & UK – Very favourable reception
- ✓ Next launch : France in H2 2024



DI : Experts' viewpoints on Elucirem™

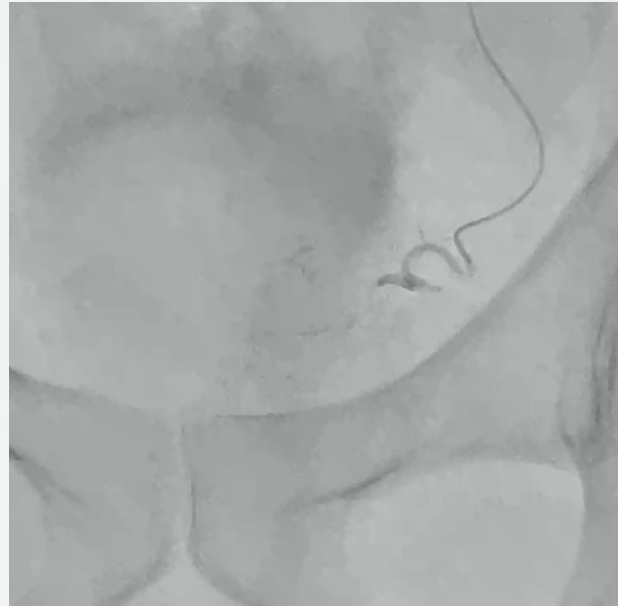




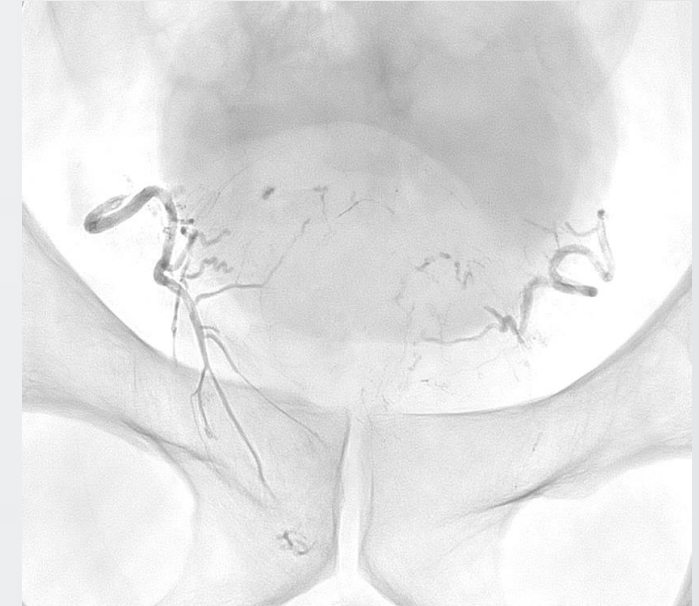
II: new horizons for Lipiodol® with vascular embolization



Initial angiogram



Embolization with Lipiodol®



Final control

- **Vascular embolization procedures** are used to stop bleeding or blood flow in arteries or veins
- **A very wide scope of applications**, notably : bleedings, trauma embolization, prostatic hyperplasia and veins embolization
- **Recognized expertise** with liquid embolization in the treatment of HCC

images : courtesy of Pr R. Loffroy, CHU Bourgogne, Dijon, France



Interventional Imaging : growing vascular embolization

A strong potential for vascular embolization

Master your Liquid Embolization procedures

Polymerisation time adjustment^{1,2,3,4}
FLEXIBILITY - VISIBILITY - CONTROL



Lipiodol® UltraFluid
Ethyl esters of iodized fatty acids of poppy seed oil

Indications, posology and presentation may differ from country to country.
For complete information please refer to your local IFC.



Scan here
to read IFC

*"Lymphography is a procedure that I do 2 to 3 times a quarter, cTACE [for liver cancer] about 2 to 3 times a month, while **vascular embolization with Lipiodol® and medical glue represents 2 to 3 cases a day.***

*I believe vascular embolization is the future of Lipiodol and **Lipiodol with NBCA glues is the future of vascular embolization**"*



Romarc Loffroy,
Professor of Interventional
Radiology
Dijon University Hospital

- Increase awareness through congresses, events & Meet The Expert sessions
- Train new users through consistent educational programs
- Partnership with Glue companies
- Investigate VE indication in new countries

**Vascular embolization
sales up sharply
in H1 2024, at +38%**



Deploying our roadmap in Artificial Intelligence



Guerbet AI solutions hit the market !

Both Prostate AI and Liver AI approved in Europe

Guerbet prostate AI integrated in Intrasure software platform, Myrian® 2.12 (CE certified)

Guerbet liver AI approved as stand-alone medical device and marketed with DUOnco brand, new commercial brand for Guerbet AI applications

DUOnco liver integrated into Liflow®, Intrasure new solution for oncology follow-up with multi-organ AI.



Next steps



Regulatory : By H1 2025, submission in Europe of bone and pancreas AI.



Commercial : In Q4, first sales of Myrian Prostate with AI option and Liflow with DUOnco Liver.

Intrasense to accelerate strategic repositioning



- On August 29, Alexandre Salvador was appointed CEO of Intrasure to accelerate repositioning on high value-added medical solutions
- Previously Global Head of Digital Solutions at Bayer Pharmaceuticals, he is highly experienced in innovative digital healthcare businesses



H2 2024 outlook – Solid drivers for activity, margin and cash



— SALES GROWTH

- Structural steady growth in contrast agent market
- **DI** : growth in MRI franchise with Dotarem® & expansion of Elucirem™ also pulling through the rest of the portfolio
- **II** : strong momentum for Lipiodol®, in particular vascular embolization



— PROFITABILITY

- Continuing financial discipline : price increases & cost control
- Reinforcing commercial and marketing expenses to support European launch of Elucirem™, market share gains, and prepare 2025



— CASH GENERATION

- Strong EBITDA expected
- Improved stock coverage by end of 2024
- Despite continued Capex investments to deliver future growth, back to positive FCF in 2024

Financial outlook for 2024

SALES

Revenue growth above 9% (previously >8%) on a like-for-like and constant exchange rates basis

EBITDA

Restated EBITDA margin rate* higher than recorded in 2021 (14.4%)

CASH

Free cash flow (FCF) positive

*excluding exceptional costs related to the optimization of the Group's operational structure & changes in the sales model

Financial communication calendar

2024 3rd quarter revenue

October 24, 2024
after trading

2024 annual sales

February 6, 2025
after trading

2024 annual results

March 27, 2025 *after trading*