Dear Customers,

2011 was an intense year for IBA. The year was dominated by the Automotive and Photovoltaic markets actively looking for small size and high performance wires. E-beam crosslinking is an excellent fit for this requirement. In 2011, IBA supplied five Electron beam accelerators for this purpose including Easy-e-Beam®, the integrated solution for wire crosslinking.

2011 was also a crucial year for X-ray sterilization. The first large scale facility dedicated to X-ray processing started processing and demonstrated better than expected results. Achieved dose uniformity is much better than gamma processing in similar conditions. It was also proven that product revalidation from gamma to X-ray sterilization is much easier than anticipated. In most cases, no 510(k) needs to be submitted.

Delivering E-beam and X-ray irradiation solutions is only a small part of a Customer success story. Customers need to be supported by a strong after sales organization. That’s why focus is put on developing and strengthening our after sales service:


It is important also to invest in the future of our industry by allowing pioneers such as research institutes and new application developers to have access to E-beam and X-ray irradiation. To support those initiatives, we are currently setting up in New York an IBA testing center that will allow E-beam and X-ray processing of low volume production for research purposes.

We are half way in 2012 and this year seems to be another exciting year for IBA. Compared to 2011, the market is following a different trend.

The medical device sterilization world seems to be in ferment and is considering more than ever the E-beam and X-ray technologies. At this stage of the year, 2 Rhodotron® have been sold in China and Brazil.

I’m really looking forward to facing the new challenges this year is about to give us.

Sincerely,
Jean-Louis Bol
IBA Industrial President
Synergy Health Däniken, Pioneering X-ray Sterilization
Switzerland

Synergy Health Däniken (SHD), formerly LEONI Studer Hard AG, is located in Däniken (Switzerland) and offers sterilization, decontamination and crosslinking services to third parties. SHD is a well known established European player, experienced in E-beam, gamma and X-ray Irradiation technologies.

Today, SHD achieved record performances using IBA eXelis solution for X-ray Sterilization.

Anybody in the industry knows the importance of the DUR (Dose Uniformity Ratio) for the sterilization of medical devices. The performances achieved with this leading edge technology is a revolution for the business.

DUR as low as 1.25 was measured for products with densities of 0.15 gr/cc sterilized on pallets. This is an improvement of 20% compared with gamma pallet irradiation.

SHD validated the X-ray sterilization technology for several products in commercial use in different fields of sterilization.

This is a significant break-through for the sterilization of medical devices said Mr. Hartmann, CEO. “To my business, it means that more products can be sterilized using irradiation technology. You can treat more radiation sensitive products than when using e-beam or even gamma, without de-palletizing, without any risks related to the use of radioactive material.”

Olivier has impressed us with his strategic vision, first in dosimetry and then on a much larger scale in developing an IBA road map and leadership in molecular imaging,” said Mottet. “He is committed to delivering excellent customer service and high-quality work, as well as carrying out the IBA values. I am very confident that under his leadership, IBA will continue to grow and prosper.”

Farewell to a friend

IBA lost a friend and colleague last December. President of IBA China over the past few years, Frank Uytterhaegen, aged 57, was a key member of IBA staff for over 24 years. He unfortunately lost his battle against cancer after having bravely fought it for about a year.

This is for me a time of deep sorrow and sadness. I lost an extraordinary teammate, but most of all — like many of you — I lost a friend,” wrote Pierre Mottet, Chief Executive Officer, IBA, in announcing Uytterhaegen’s passing away to IBA staff.

IBA announces leadership succession plan

On January 9, IBA announced that Olivier Legrain, IBA Chief Strategy Officer, was acting as Chief Operating Officer as part of a plan to succeed Pierre Mottet as IBA Chief Executive Officer as of May 9, date of the company’s shareholder meeting.

Pierre Mottet has worked for IBA for 24 years. Under his leadership, the company grew from a small builder of cyclotrons into an international group of 2,200 professionals recognized for leadership in cancer diagnostics and therapy. At the May 9 meeting, Pierre Mottet will be appointed Vice Chairman of the IBA Board of Directors and become Chairman of the Board in May 2013.

Olivier Legrain joined IBA in 1996 as Financial Controller, then became President of the IBA Dosimetry business in 1999, and President of IBA Molecular in 2003, until he was named Chief Strategy Officer in 2010.
Jiangsu Dasheng (CJDS) - Changing the industrial irradiation landscape in China

China

The Rhodotron® Irradiation Center is a subsidiary of Jiangsu Dasheng Heat-Shrinkable Material Co., Ltd. and is in operation since August 2011. The pivotal project has changed the landscape of industrial irradiation in the East of China. With the advantages in high product throughput, easy and safe operation, the facility has gained an excellent reputation of stable and well distributed beam energy, versatility, safety and is easy to maintain.

The Rhodotron® in operation is a TT200 which is a 10 MeV high energy accelerator. The beam current is 10mA for a maximum power of 100 kW and our statistics show the operation hours will reach 7600 from August 2011 to July 2012. The irradiation center has been qualified and awarded by international standards compliance, such as ISO 13485, ISO 11137-1, 2, 3 and ISO 14470, and TUV SUD for Conformity of Quality Management System Certification for medical product sterilization and food pasteurization.

The test center, built in 2011, consists of a dose lab, a microbiological lab and a physics lab. Equipped with ultraviolet spectrophotometer and thickness gauge, it is responsible for OQ, PQ and routine monitoring and control and is in full compliance of the quality management system in ISO/IEC 17025 and China National Accreditation Service for Conformity Assessment for Certification.

Mr. Zhu Nan-kang, the reputable professor of physics in the Huadong area and manager of the irradiation Center, praises and regards the Rhodotron® as the most powerful and economical viable piece of equipment for applications in industrial irradiation, especially in beam stability, product throughput, safety, versatility and easy maintenance.

www.dasheng.com/en/

More People - More Competence

Achieving customer satisfaction is IBA’s primary objective.

As an overall strategy, “Customer Service” organization had first invested in building the right logistic Spare Parts to support you. More spare parts on shelves, a strong partnership with a worldwide logistic company, a global network and not to mention a web portal: IBA-store.

It is not yet over and we are still working on specific improvements such as quality of the spare parts.

CS organization will now focus on people: More People - More Competence.

We will expand in Asia with more people in Japan and in Malaysia where we plan to build a hub of human resources for South East Asia.

We need also to increase the level of expertise of each of our engineers via in depth advanced training and hands on practice.

Better quality in parts, more expert people at your service ... that will be our focus for the next 3 years.

Philippe Audon
VP Customer Service Operations
philippe.audon@iba-group.com

IBA Store II - Personalized Service

Thanks to IBA Store I you could access your customized Recommended Spare Parts list. You could also search the catalogue, visualize availability, enter an order whenever convenient, check out order history and check out or update your profile.

Now, with IBA Store II, you are offered more personalized services. You receive the newsletter “Spare Parts New” and you can search Spare Parts in your dedicated Recommended Spare Parts List. There is an easy access to a 3 step ordering process including a manufacturing request should the parts not be in stock. Immediate processing, shipment tracking, transport and customs cost information are readily available. An e-mail confirmation of reservations and orders are immediately sent out. Space is available so as to comment or request repair.

I am convinced you will enjoy the increased easiness of ordering spare parts!

Frédéric Grégoire
Global Parts Solutions Manager IBA Customer Services
frederic.gregoire@iba-group.com

www.dasheng.com/en/
**Easy-e-Beam® V2: Efficient Crosslinking**

Based on Customers’ feedback and on our past experience, IBA has developed Easy-e-Beam® V2. It is the most recent generation of electron beam accelerators providing wire insulation crosslinking down to 0.22 mm² and up to 6mm² at a speed of up to 1000m per minute.

Today the new release of Easy-e-Beam® comes with:
- A new intuitive PLC control system*
- A site manager assigned to better control installation cost and time.

**New Dynamitron® Control System: No E-beam Experience Required**

During the course of 2012 the new V2.2 release of the Dynamitron® Control was launched. On top of the functionality that our customers were anxiously waiting for, “automatic HV conditioning”, this release also includes features typically used by our field engineers, such as:
- Scan setup
- Optics setup
- Arc detector setup
- Analog output forcing

The first machine benefitting from these new functionalities will be installed in Mexico in June 2012.

It is possible to upgrade previous Dynamitron® Control Systems such as Millenium or DPC-2000 to the most recent PLC based control system.

The upgrade package, available for order NOW, includes an on-site technical audit to customize the solution and a maximum of preparation off-site to minimize customer downtime.

More information:
renaud.perreaux@iba-group.com

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* New Dynamitron® Control System: No E-beam Experience Required

**EQUIPMENT NEW FEATURES AND UPGRADES**

**Watch the Animated Easy-e-Beam**

www.wire and cable/Easy-e-Beam.animated

**Example of a Dynamitron® Beam Control Screen**

**Cabinet with the new PLC**

**Water group providing the customer with a single point connection for water**
- Pre-testing PLC and oscillator to full power on the existing 3.0MeV
- Pre-conditioning systems. Connection of the system to provide voltage conditioning and more complete testing of the accelerator
- Pre-qualification of the underbeam system
- Dual wire capability

Easy-e-Beam® V2, based on the proven industrial reliability of the Dynamitron® accelerator, provides you with the best insulation treatment thanks to its homogeneous crosslinking.

More information:
industrial.eu@iba-group.com
Rhodotron® Modular
More Scalability and
Reliability

A new concept, the Modular Rhodotron®, is current being developed by IBA’s R&D teams.

This innovative concept consists in coupling up to three final power amplifiers on the same RF cavity, which allows operating one to three tetrodes in parallel depending on the production needs. This new approach will provide power scalability and reliability to industrial customers. The new design also focuses on standardization and robustness for increased reliability and maintainability.

The prototype will be tested in factory in Q4 2012. The Modular Rhodotron® will be released in 2013.

More information:
industrial.eu@iba-group.com

Solid state technology will be used to drive the 280 kW final amplifier

IBA booth at Wire and Cable Düsseldorf 2012
26-30 March 2012
37,000 Visitors
NEW FACES AT IBA INDUSTRIAL

**Ming Hung - Sales Manager APAC**
Ming started working in medical imaging, X-ray and medical linear accelerators seven years ago. He worked for a French company active in nuclear medicine and MRI before entering the industrial irradiation business when joining MDS Nordion. In April 2010, he joined IBA Industrial as Sales Manager for APAC and is based in Hong Kong.

Contact: ming.hung@iba-group.com

**Selim Serhadlioglu - Industrial Team Leader**
Selim started working for IBA in October 2005 as “Incident Manager”. In April 2006, he became field engineer in the Cyclotron® Production Department. Selim is now “Industrial Team Leader” for the Rhodotron® and Dynamiton® field engineers.

Contact: selim.serhadlioglu@iba-group.com

**Barbara Neale - Sales Order Administrator**
Barbara has been working for 15 years in sales and after sales services. She has also been self-employed during 5 years, leading her own boutique. She joined IBA’s Customer Service department in January 2012 and is currently in charge of spare parts order management for all of Industrial’s Customers.

Contact: barbara.neale@iba-group.com