



IFIGENEIA

Innovative Facility for Isotope GENERation
with Efficient Ion Accelerator

WP5: Business plan for end users: From science to business including spinoffs

2nd IFIGENEIA Annual Meeting

Ljubljana, Slovenia, 7-8 May 2026

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This project has received funding from the European Union's Horizon Europe
Research and Innovation Programme under the Grant Agreement No.101186921.

WP5: Business plan for end users: From science to business including spinoffs



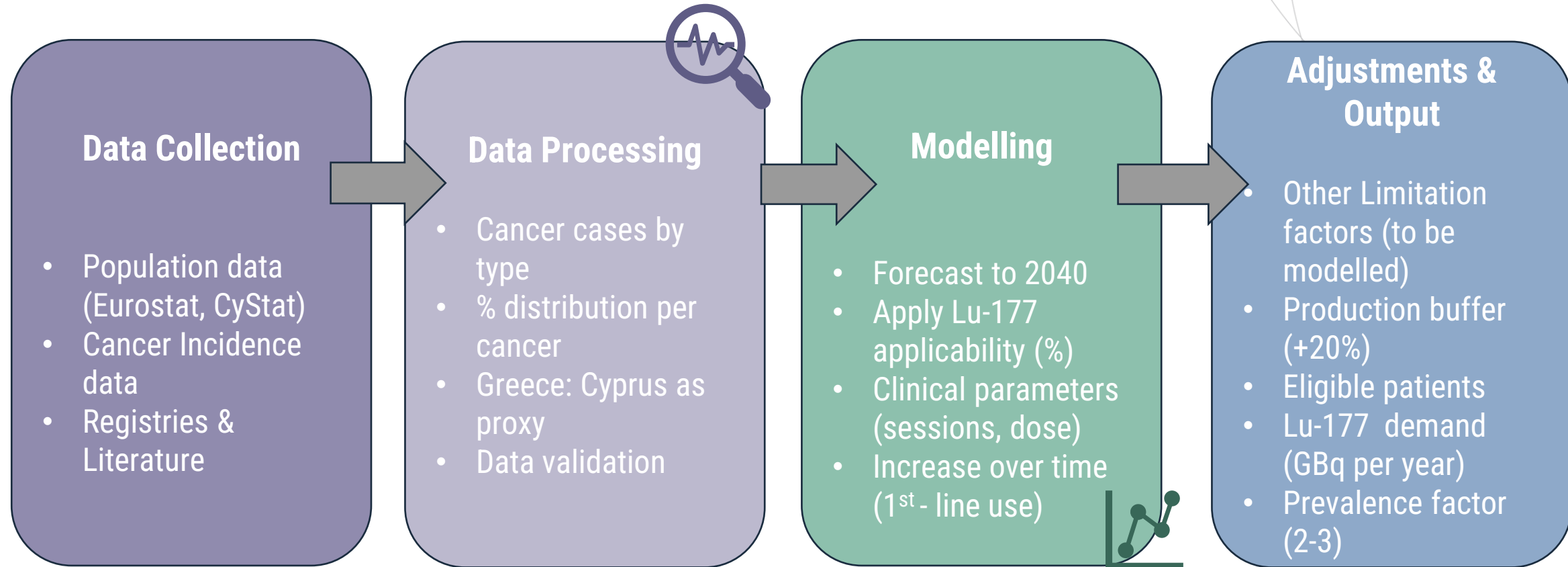
Task	Title	Task Leader	Deliverables
T5.1	Management of Key Exploitable Results (KERs) (M1 - M18)	TALOS	D5.1 - KERs Exploitation Map/Plan
T5.2	Development of Business Plan(s) and a Strategic Investment Plan for Seeking Financing beyond the Project (M12 - M48)	TALOS	D5.2 - Business Plan(s) D5.3 - Strategic Investment Plan D5.4 - Report on the Effort to Achieve Financing and Secure Sustainability
T5.3	Basic Sustainability for the Excellence Hubs (M25 - M48)	RCM	D5.5 - Report on the establishment of a Legal Entity with Optimum Organisational Structure and Forecast of Recurrent Income and Costs

Objectives:

- Develop Business Plan(s) for specific Business Cases
- Project Strategic Investment Plan and Financing
- Secure the sustainability of IFIGENEIA Excellence Hubs by presenting the BP to private investors.



Lu-177 Demand : Methodology Overview





Data Analysis Framework

Population: The analysis showed that Slovenia and Cyprus present an increasing population trend, while Greece shows a decline. These trends are important as they directly affect future cancer incidence

Cancer Incidences: Reliable data were obtained from the Institute of Oncology Ljubljana-Slovenia and the Ministry of Health-Cyprus. For Greece, due to very limited available data, estimates were derived from secondary sources such as scientific articles, the Global Cancer Observatory and OECD databases.

Data limitations: The distribution of cancer types for Greece was approximated using corresponding percentages from Cyprus. This assumption is based on similarities in lifestyle, diet and population characteristics, providing a reasonable starting point until more country-specific data become available.

Calculations: Expected Future Cancer Incidence up to 2040, Total treatment sessions, Estimation of Eligible Patients for Cyprus, Greece, Slovenia



Clinical Inputs & Model Assumptions

In collaboration with WP4, additional clinical and treatment parameters were incorporated.

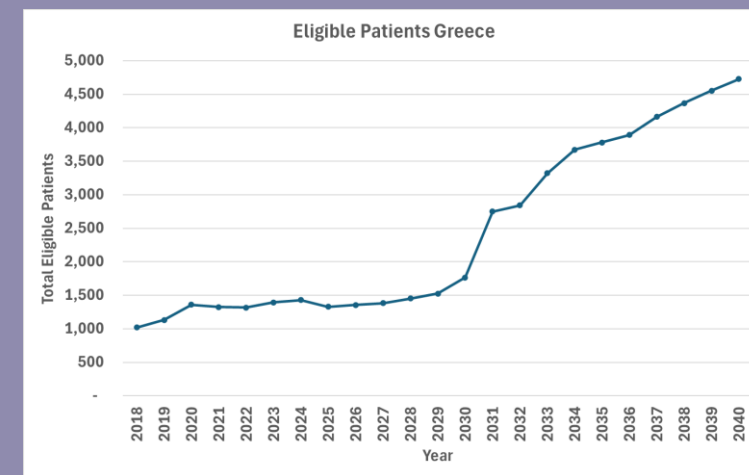
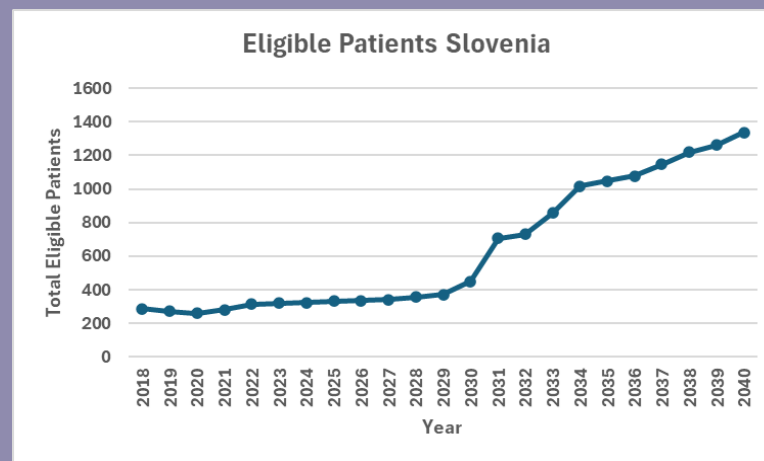
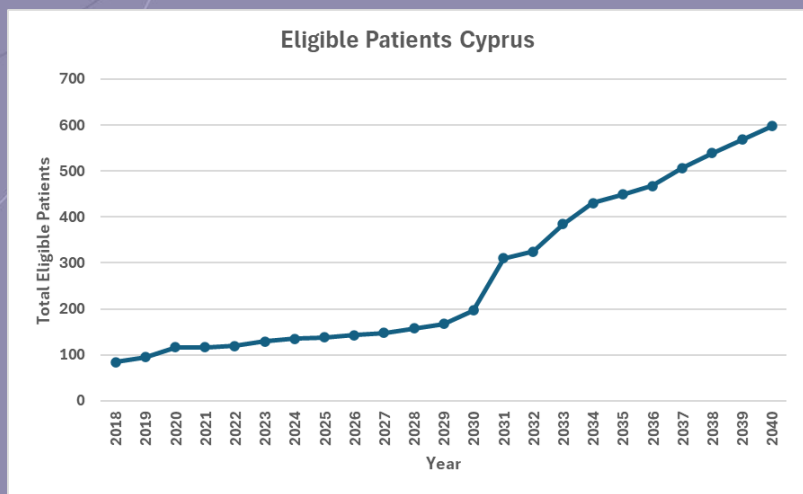
These included:

- Identification of 11 cancer types currently applicable for Lu-177 therapy
- Average number of treatment sessions per patient (4-6 sessions)
- Average dose per session (7.4 GBq)
- 17 potential future applications and expected timelines for clinical implementation
- Clarification of treatment phases (lines of therapy)
- A pre-publication paper helped provide an estimation of a prevalence factor (2-3) and validated applicability percentages for Lu-177 across cancer types, supporting the estimation of treatable cases and other literature

Additional Assumptions and Adjustments:

- Applicability remains stable initially, reflecting the use of Lu-177 mainly in later treatment stages. Over time, applicability is expected to increase as Lu-177 moves into earlier lines of therapy and wider clinical adoption
- A bottom-up analysis is also being conducted to examine real-world system constraints, including infrastructure, staffing and treatment capacity, to compare real clinical activity with the estimated eligible patient numbers
- A production buffer accounts for supply chain losses and inefficiencies. These include decay, quality control losses, and preparation losses. It also reflects operational issues such as scheduling and cancellations

Estimation of Eligible Patients for Lu-177



	2025	2030	2035	2040	Yearly Growth Rate
Cyprus	138	196	449	597	10,3%
Slovenia	332	449	1048	1337	9,7%
Greece	1329	1764	3779	4727	8,8%



Bottom-Up Analysis for Cyprus

Estimation approach based on detailed, real-world data at patient and treatment level

Application in Cyprus:

- › Real-world validation using national data and procurement insights, including number of Lu-177 administrations per year, clinical indications and administered activity (GBq) from GOC, BOCOC (pending MoH).
- › Use of expenditure data to approximate actual treatment activity (conversion to doses ongoing).
- › The analysis will be further extended through the questionnaire developed with WP4, which will also be applied to Slovenia and Greece to collect comparable real-world data.

Objective:

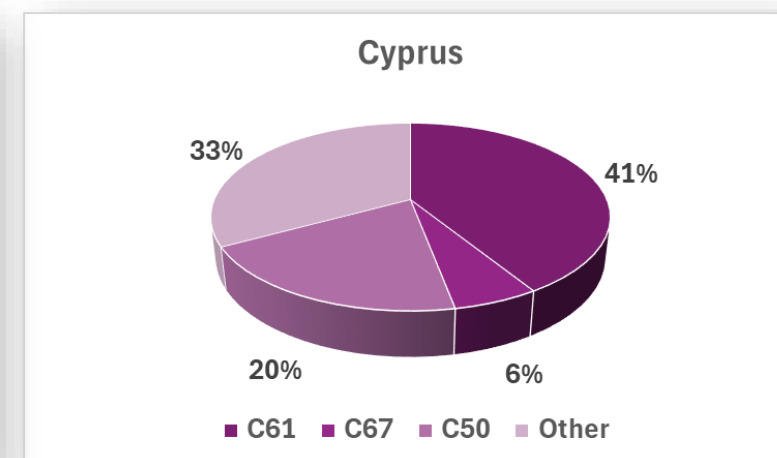
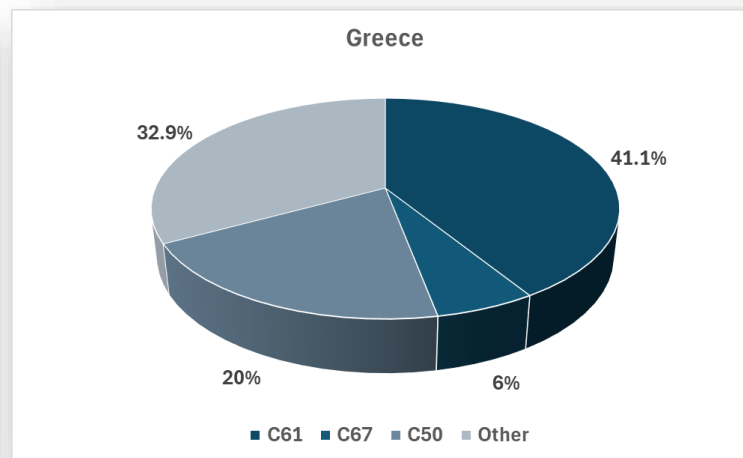
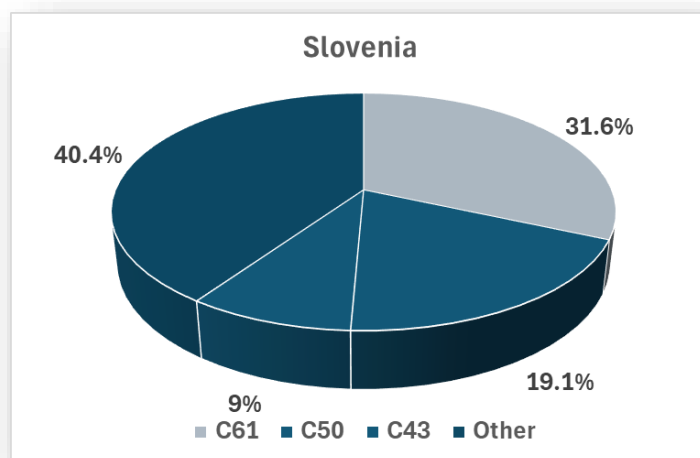
- › By integrating all available data sources, the objective is to build a realistic and evidence-based representation of Lu-177 demand and eligible patients.



Most common drivers for the future

The most common cancer types that are expected to drive the future use of Lu-177 across the analysed countries

- C61 - Prostate cancer: largest share in Cyprus and Greece, and a significant contributor in Slovenia
- C50 - Breast cancer: consistently present across all countries with a notable contribution
- C67 - Bladder cancer: contributes across countries, with a more visible share in Cyprus and Greece
- C43 - Skin cancer: significant contribution in Slovenia
- Other cancer types: remaining share across all countries





Next Steps

Next Phase of the analysis -> Refining and extending the model through scenario simulation and the integration of additional real-world data and more countries (e.g. Bosnia & Herzegovina)

Future integrations will:

1. Incorporate changes over time in key variables such as cancer incidence by type, applicability percentages of Lu-177 therapy, system capacity constraints, and pricing assumptions
2. Additional data from partners and organizations, including BOCOC, OKYPY, GOC and the questionnaire, will be used to improve the robustness and realism of the model
3. After the period of 2027, the model will simulate an increase in the number of treated cases, reflecting the expected transition of Lu-177 into first-line treatment.
4. All assumptions will be continuously validated and updated as new data and evidence become available
5. By the end of the year, we will have
 - the **Macroenvironment analysis (PESTEL)** that examines market size, growth trends and cancer incidence, along with the economic, regulatory and technological context of the healthcare sector.
 - the **Microenvironment analysis (Porter's 5 Forces)** that focuses on industry structure and competition, including key players, barriers to entry, bargaining power and value chain dynamics.

Thank you for your attention



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