

WP5: Business plan for end users – from science to business, including spinoffs



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WP5: Business Plan for end users - from science to business

WP5 Leader: TALOS

Start Month: 1 and End Month: 48

Contributors: All partners

Objectives:

- A) Develop Business Plan(s) for specific Business Cases**
- B) Project Strategic Investment Plan and Financing**
- C) Secure the sustainability of IFIGENEIA Excellence Hub beyond the project**

WP5 - Tasks



Task	Title	Task Leader
T5.1	Management of Key Exploitable Results (KERs) (M1 – M18)	TALOS
T5.2	Development of Business Plan(s) and a Strategic Investment Plan for Seeking Financing beyond the Project (M12 -M48)	TALOS
T5.3	Basic Sustainability for the Excellence Hubs (M25 -M48)	RCM

WP5 - Deliverables



Deliverable	Title	Lead Partner	Due On
D5.1	KERs Exploitation Map/Plan	TALOS	M18
D5.2	Business Plan(s)	TALOS	M24, M36
D5.3	Strategic Investment Plan	TALOS	M40
D5.4	Report on the Effort to Achieve Financing and Secure Sustainability	TALOS	M48
D5.5	Report on the establishment of a Legal Entity with Optimum Organisational Structure and Forecast of Recurrent Income and Costs	RCM	M36

WP5 interactions with other Work Packages



WP3 – LINAC Design

Inputs on LINAC building blocks, timelines, CAPEX/OPEX and operating requirements needed for business-planning and sustainability analysis.

WP4 – Radioisotope production and radiopharmaceuticals

Provides key clinical/treatment parameters, including applicable cancer types, treatment sessions, dosage, future cancer types applicability and supporting evidence for Lu-177 as the first radioisotope to be employed.

WP6 – Mentorship

Assessment of how educational modules and the virtual RI production unit may support short-term sustainability through training and seminars.

WP2 – Communication & Dissemination

Coordination to align stakeholder-facing communication with WP5 objectives related to financing, investors, and long-term sustainability.

T5.1 (TALOS) Management of Key Exploitable Results (KERs) (M1–M18)



Next Deliverable: **D5.1 KERs Exploitation Plan (M18: 31/08/2026)**

COMPLETED

- Preparation and adaptation of tools to IFIGENEIA project
- **Phase 1** (Identification of KERs) completed.
- **Phase 2** (Characterisation of KERs) almost completed.

ONGOING

- Phase 2 final input from one partner.
- **Phase 3** (Exploitation intentions per KER) already launched end of April

NEXT

- Final closure of Phase 3.
- **Phase 4** – drafting of KERs report and partners' review
- **D5.1 submission: 31/08/2026**

T5.2 (TALOS) Development of Business Plan(s) and a Strategic Investment Plan for Seeking Financing beyond the Project (M12–M48)



Next Deliverable: **D5.2 Business Plan (Version 1) (M24: 28/02/2027)**

COMPLETED

- Collection of cancer incidence data by type and year across participating countries
- Modelling and forecasting of cancer new incidences up to 2040.
- Cancer types for which Lu-177 therapies applied (WP4 input)
- % of applicability for current and future applicable cancer types based on literature.
- Prevalence Correction

ONGOING

- Usage of Lu-177 bottom-up analysis for Cyprus.
- Usage of Lu-177 in Slovenia and Greece: already prepared a Questionnaire to be sent in collaboration with WP4
- Market Analysis: macroenvironment and microenvironment

NEXT

- Continue market research on other Radioisotopes based therapies.
- IFIGENEIA market share modelling
- Costing analysis for establishing a LINAC centre in cooperation with WP3
- Preparation of D5.2
- Submission of D5.2 (28/02/2027)

T5.3 (RCM) Basic Sustainability for the Excellence Hubs (M25–M48)



Next Deliverable: **D5.5 Report on the establishment of a Legal Entity with Optimum Organisational Structure and Forecast of Recurrent Income and Cost (M36: 28/02/2028)**

COMPLETED

ONGOING

NEXT

To be started on M25, but some preliminary thoughts to be presented by RCM

A non-paper will be prepared to facilitate the discussion prior to the start of T5.3 in order to frame the evolution of the hubs within the project and beyond