



Innovative Facility for Isotope GENERation with Efficient Ion Accelerator

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

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Kick-off meeting

3-4 April 2025

Thessaloniki, Greece



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

- Craft Business Case(s) blending Key Exploitable Results (KERs), spanning market segments like Radioisotopes/Radiopharmaceuticals.
- Detail costs and timelines for LINAC development and novel RI production.
- Explore also non-medical applications such as proton beams in archeometry, seeking to maximize radioisotope utility.
- Establish a Consulting Arm tailored to industry needs envisioned to prolong Excellence Hubs' impact.
- Business Plan(s) will entice private investment, emphasizing feasibility, ROI, and financing avenues.
- Concurrently, IFIGENEIA will seek additional public funding through new Research and Innovation (R&I) proposals, ensuring sustainability and expansion.
- Outcomes will feed into a Strategic Investment Plan to secure financing beyond project completion.
- Business Plan (v1) will be ready by M24. Hence, from M24-M30 relevant public funds will be researched and M30-M48 the Consortium members will be engaged to prepare proposals for public funding calls. At least 4 proposals will be prepared and submitted provided appropriate calls are open.
- Final Business Plan will be ready by M36. Hence, until M38 an Investors Package will be prepared, until M40 a List of Investors will be developed and from M40-M48 an Investors Roadshow or other actions to present to Private Investors will be undertaken. (D5.2 (M24), D5.2 (M36), D5.3 (M40) and D5.4 (M48))

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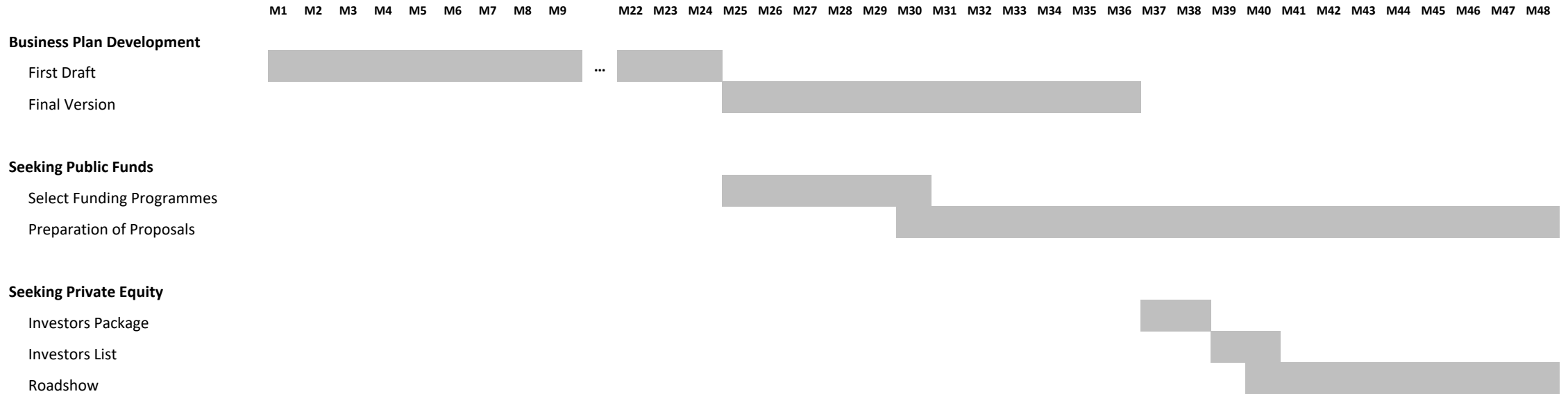
Start Date:	M12	Task Leader:	TALOS
End Date:	M48	Task Contributors:	All Partners

Del.	Deliverable Title	Lead Partner	Diss. Level	Due On
D5.2	Business Plan(s)	TALOS	PU – Public*	M24, M36**
D5.3	Strategic Investment Plan	TALOS	PU – Public*	M40
D5.4	Report on the Effort to Achieve Financing and Secure Sustainability	TALOS	SEN - Sensitive	M48

Mx	Milestone Title	Lead Partner	Mean of verification	Due On
5	Project Strategic Investment Plan	TALOS	D5.3	M40
7	Secure Project Long-Term Sustainability	TALOS	D5.4	M48

*,** GA corrections: change PU – Public to SEN – Sensitive, add M36 update

- Market gaps and definition of products/services and targeted customers
- Market Analysis
 - External Macroenvironment Analysis using PESTREL tool for finding Market Step Changes, Cross-impacts and Trends => Opportunities and Threats
 - External Microenvironment Analysis using
 - Porter's Five Sources for understanding the industry structure
 - Porter's Value Chain for looking into the competitive landscape
 - Focus groups and or other applicable marketing tools for revealing customer trends, needs and wants
 - Internal Analysis to reveal owned strengths and weakness
- Business Model Canvas tool for describing the Business Cases (qualitative results)
- Market Forecast and Share predictions based on the above analysis (quantitative results)
- Cost and Benefit Analysis
- Development of a Financial Model
- Application of Discounted Cash Flow Analysis to reveal Project Feasibility
- Application of Monte Carlo Techniques to assess Project Risks and Viability
- Investors Pack including Pitch & Full Presentations, NDA, Letter of Interest, Term Sheet



Estimate of Resources for TALOS:

T5.2: 30 - 33 PMs

T5.3: 3-5 PMs

- T2.1 => Communication & Dissemination
- T3.1 to T3.6 => LINAC Design, Engineering
- T4.1 to T4.5 => Radiopharmaceuticals Design, Product Development
- T5.1 => Key Exploitable Results
- T6.1 to T6.3 => Short-term sustainability efforts