



**Innovative Facility for Isotope GENERation with Efficient Ion Accelerator**

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

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**Kick-off meeting**

3-4 April 2025

Thessaloniki, Greece



# WP5: BP for end users - from science to business

<b>WP</b>	<b>5</b>	<b>WP Leader:</b>	<b>TALOS</b>
<b>Work Package Name</b>			
<b>Start Month</b>	<b>1</b>	<b>End Month</b>	<b>48</b>
<b>Effort, PMs</b>	<b>188</b>	<b>WP Contributors:</b>	<i>All Partners</i>

## Objectives

- a) Project Strategic Investment Plan and Financing;
- b) Develop Business Plan(s) for specific Business Cases;
- c) Secure the sustainability of IFIGENEIA Excellence Hub beyond the project.

# WP5: BP for end users - from science to business

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Tasks	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

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

\*GA Correction #1: replace Public to SEN-Sensitive

\*\*GA Correction #2: D5.6 (M36) should read D5.2 (M36)

- WP3 – LINAC Design
  - We will interact with our partners to understand the building blocks of the LINAC
  - Collect information about the main procedures and processes involved, data, rules, limitations.
  - Seek to attach timelines for constructing premises, producing the various components of LINAC, integrate them, test and accept the LINAC as a productive facility
  - Collect information such as premises design and areas required, capital expenditure and running costs
  - LINAC components costs and usage
  - Operating costs such as energy required, operating staff needed, support agreements/costs, training costs
  - We will seek insights from our partners and analyse the relevant markets for offering Radioisotopes, so that to develop the business plan for long-term sustainability

- WP4 - Radioisotope production and radiopharmaceuticals
  - We will interact with our partners to collect information about the main procedures and processes involved, data, rules, limitations.
  - Understand the building blocks of the radiopharmaceuticals production
  - Seek to attach timelines for all steps involved
  - Collect information such as the capital expenditure required for equipment, production line robotic automation facilities, medical instruments
  - Collect information about consumables, packaging and storage costs
  - Operating costs such as energy required, operating staff needed, medical staff required, equipment/instruments support agreements/costs, training costs
  - We will seek insights from our partners and analyse the relevant markets for offering Radiopharmaceuticals, so that to develop the business plan for long-term sustainability

- WP6 - Mentorship
  - We will collect information about the educational modules developed for mentorship and investigate ways to use them as revenue producing material by organizing seminars and training programmes, so that to ensure short-term sustainability of IFIGENEIA beyond the end of the Project.
  - Similarly, we will collect information about the Virtual Interactive RI production unit and how this can be employed for furthering the short-term sustainability of IFIGENEIA.
- WP2 – Communication and Dissemination
  - We will have close collaboration with the partners in WP2 as all messages towards the stakeholders' community should be also in sync with the objective of WP5 to present IFIGENEIA to private investors and raise private equity



- Draft Business Plan by M24 shall be employed to
  - Investigate relevant EU or State Subsidy Programmes (M24-M30)
  - Prepare at least 4 Proposals for selected Programmes (M30-M48)
  - *Need to discuss how this will be organized among partners so that to increase the possibility of securing Public Funds for the Future IFIGENEIA Project.*
- Final Business Plan by M36 shall be employed to
  - Enhance the aforementioned Proposals where is possible
  - Prepare an Investors Package (M36-M38)
  - Curate a List of Prospective Investors (M38-M40)
  - Execute a Roadshow to present the Project aiming at securing Private Equity (M40-M48)
  - *Need to discuss how this will be organized among the partners and who can be present at meetings with prospective investors, so that to add value to the presentations, discussions and cultivate trust among the private investors.*