REALIZING THE PROMISE OF PROTON THERAPY

We brought proton therapy to clinical cancer care. Ever since we started more than 30 years ago, our collaborations, our visionary roadmap and progressively unrivalled experience have led us to innovate. Caregivers now benefit from leading, side-effect-minimizing, cost-effective proton therapy technologies.

Today, our complete range of Image-Guided IMPT solutions can easily be integrated in most healthcare settings to make it available to all patients who need it. Backed by IBA's unique service offer (financing, workflow optimization, education), our solutions range from the single-room Proteus® ONE to the tailor-made Proteus® PLUS. These are supported by robust processes (installation, operations and upgrades) and are developed in collaboration with our end-users.

Tomorrow, our unique and open culture of sharing will further strengthen clinical and patient communities that we have always cared for. As we work collectively we make proton therapy available to anyone who needs it.

We're simply offering more cancer patients better quality of life.

AMERICAS
Toll-free: 1 877 IBA 4 PBT
T +1 904 491 6080
EUROPE, MIDDLE EAST AND AFRICA
T +32 10 203 342
F +32 10 475 923
E-mail: pone@iba-group.com
RUSSIA & CIS
T/F +7 495 648 69 00
E-mail: info@iba-russia.ru
ASIA PACIFIC
T +86 10 8080 9186
MORE INFORMATION:
www.iba-protontherapy.com

THE INFORMATION CONTAINED IN THIS DOCUMENT IS PROPRIETARY AND CONFIDENTIAL. ANY USE AND/OR DISTRIBUTION OF THE MATERIAL CONTAINED HEREIN IS STRICTLY PROHIBITED WITHOUT THE WRITTEN PRIOR APPROVAL OF IBA. // THE MODEL PRESENTED IS A SIMPLIFIED MODEL FOR ILLUSTRATION PURPOSES ONLY. IBA SHALL NOT BE LIABLE FOR ANY DIRECT OR INDIRECT DAMAGE CAUSED BY THE UTILIZATION OF THE MODEL. // PROTEUSONE IS THE BRAND NAME OF THE PROTEUS 235 FDA CLEARED AND CE MARKED PRODUCT.
TYPICAL MEDICAL STAFF

1 PHYSICIAN
1 PHYSICIST
3 RADIATION THERAPISTS
1 NURSE

ABOUT 7 FULL TIME EQUIVALENT PER ROOM PER 8-HOUR SHIFT

HOW TO BUILD A PROTON THERAPY CENTER?

YEARLY OPERATIONAL EXPENDITURES (OPEX)

FIXED OPEX
- Clinical staff
- Training of staff
- Equipment operation & maintenance
- Building maintenance & cleaning
- Property insurance
- General & administrative

VARIABLE OPEX
- Patients supplies
- Power - equipment

STANDARD INSTALLATION PLANNING

1 BUILDING CONSTRUCTION
APPROX. 12-18 MONTHS

2 APPROX. 12 MONTHS
FROM EQUIPMENT INSTALLATION TO TREATMENT ROOM ACCEPTANCE

3 APPROX. 19M/62FT
220° COMPACT GANTRY TREATMENT ROOM

4 CLINICAL COMMISSIONING

TOTAL NUMBER OF PATIENTS TREATED

PATIENTS TREATED*
AT CAPACITY BETWEEN
300 AND 350 PER YEAR

NUMBER OF FRACTIONS*
DELIVERED BETWEEN
35 AND 50 PER DAY

* This information is highly dependent on the patient mix and the schedule of operations.

INITIAL INVESTMENT

TOTAL NUMBER OF PATIENTS TREATED

INITIAL INVESTMENT

CAPEX
- Proton Therapy equipment
- DSS/TPS + dosi
- Building

SOFT COSTS
- Development
- Capitalized financial costs
- Pre-operation & start-up expenses

TYPICAL CANCER INDICATION MIX % PATIENTS

15% HEAD & NECK
10% BRAIN
15% LUNG
20% GASTROINTESTINAL
15% GENITOURINARY/ PROSTATE
5% OTHERS
15% PEDIATRIC
5% RETREATMENT

TYPICAL SCHEDULE OF OPERATIONS

250-275 DAYS
YEARLY

15 HOURS
PER DAY

DAYS OF OPERATION

HOURS OF OPERATION

THESE CHARTS ARE ILLUSTRATIVE ONLY AND VARY MARKET BY MARKET. WITH THE WORLD'S LARGEST INSTALLED BASE, WE HAVE EXPERTISE IN ALL MARKETS. WOULD YOU LIKE A PERSONALIZED BUSINESS CASE WITH DETAILED ESTIMATES FOR YOUR MARKET? CONTACT: PONE@IBA-GROUP.COM