

About MEDraysintell

MEDraysintell was created in 2013 by Paul-Emmanuel Goethals (CSIntell) and Richard Zimmermann (Chrysalium Consulting). It combines over 40 years of experience in radiotherapy, particle therapy and nuclear medicine.

We aim to form an international team of experts in the field of Medical Radiation industry to provide Strategic Intelligence in nuclear medicine, radiotherapy, proton therapy and brachytherapy to help our clients better understand the markets, competitive environment as well as the potential of merger and acquisitions (M&A) and technology development.

MEDraysintell wants to support in their decisional process manufacturers of radiopharmaceuticals or therapeutic radioisotopes, suppliers of equipment and software as well as investors interested by this industry.

TEAM

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Nuclear Medicine

The conventional pharmaceutical industry gradually becomes interested in nuclear medicine with some recent M&A activities – in July 2014, Sun Pharmaceutical Industries acquired Pharmeducine and in September 2014 Otsuka Pharmaceutical announced a global licensing and collaboration agreement with NuView Life Sciences.

In addition we saw again encouraging financial results of Xofigo (radium-223 dichloride) from Bayer, a product used in the treatment of late stage bone metastatic prostate cancer. Xofigo radiopharmaceutical will probably reach total sales of US\$ 200 million in 2014 in the US market alone and is on its way to becoming the first blockbuster of nuclear medicine.

The global Nuclear Medicine market is expected to reach US\$ 24 billion in 2030, showing an annual average growth of 11%, mostly driven by the therapeutic radiopharmaceutical market, which is expected to annually increase by 30% between 2014 and 2030.

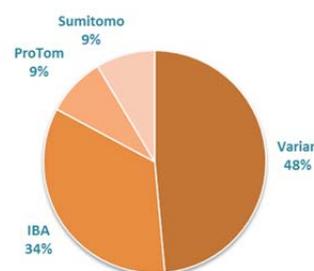
On the corporate front it is worth mentioning that in June 2014, Eckert & Ziegler obtained the first European marketing authorization for its ⁶⁸Ge/⁶⁸Ga generators. It is a world's first authorization for a new PET radiolabeling technology. Also Areva Med announced an investment of EUR 200 million for a new manufacturing unit of ²¹²Pb generators that should be operational in 2019. Some other deals were also announced during the last few months such as, ImaginAb partnership with Duke-NUS, GE healthcare with NorthStar Medical Radioisotopes, and with AAA, and NorthStar Medical Radioisotopes deals with Triad Isotopes to name a few.

Congresses

Paul-Emmanuel and Richard will be attending the EANM meeting in Göteborg, Sweden (19-21 October 2014). They will be able to show you the report on Nuclear Medicine and provide you with details about the report on Brachytherapy to be published end of October. If you would like to meet us, please send an email or call and indicate your date and time preference.

Proton Therapy

While 2013 did not translate in the market boost the proton therapy community hoped for (see White Paper, published in April 2014), this year 2014 seems to go in the right direction with already a number of Proton Therapy systems sold mainly by IBA and Varian, but also by Sumitomo and ProTom for a total of US\$ 350 million, showing already an increase of 50% versus 2013.



In addition during the last few months we saw some interesting competitive activities, such as:

- Mitsubishi strategy to expand internationally, with a first new office in the US. Mitsubishi was so far present only in Japan.
- Mevion prepares an IPO, raising a higher interest of the proton therapy world to institutional investors.
- And while there are already more than 10 PT vendors worldwide, a new comer in the Middle-East is developing a compact system (a comprehensive analysis will be reported in the PT Edition 2015).

Brachytherapy

The new report Opportunities in Brachytherapy will be available following the EANM congress (Göteborg, Sweden). Brachytherapy represents an effective treatment option for many types of cancer, yet brachytherapy might be identified as the unexploited therapy. However new developments will also target different organs and tissues to be treated, in addition to developments in electronic brachytherapy and microspheres which are expected to bring new therapeutic potential and contribute to the further growth of this economic therapy modality.