

FINANCIAL REPORT

2016

“Nothing about us, without us!”

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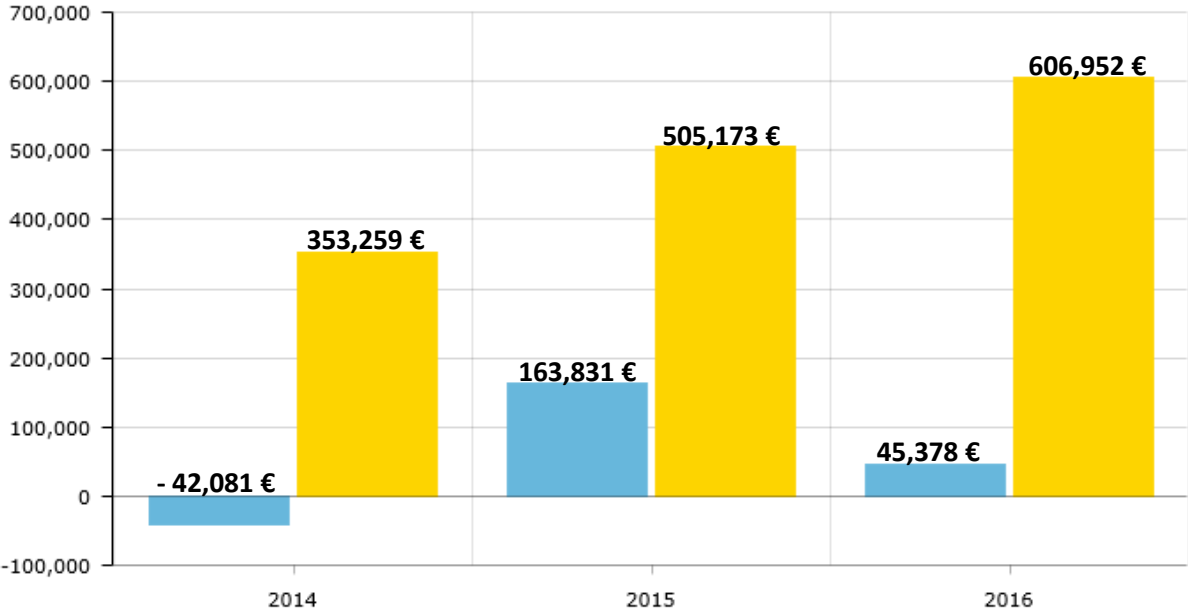
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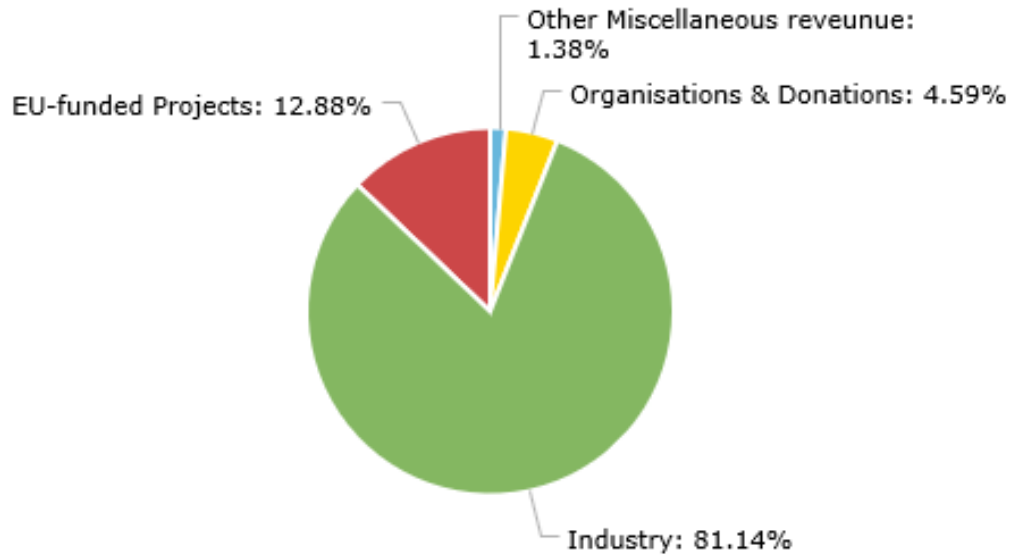
Revenue and results for 2016

For the financial year 2016, the revenue from different sources amounted to a total of € 606,952.

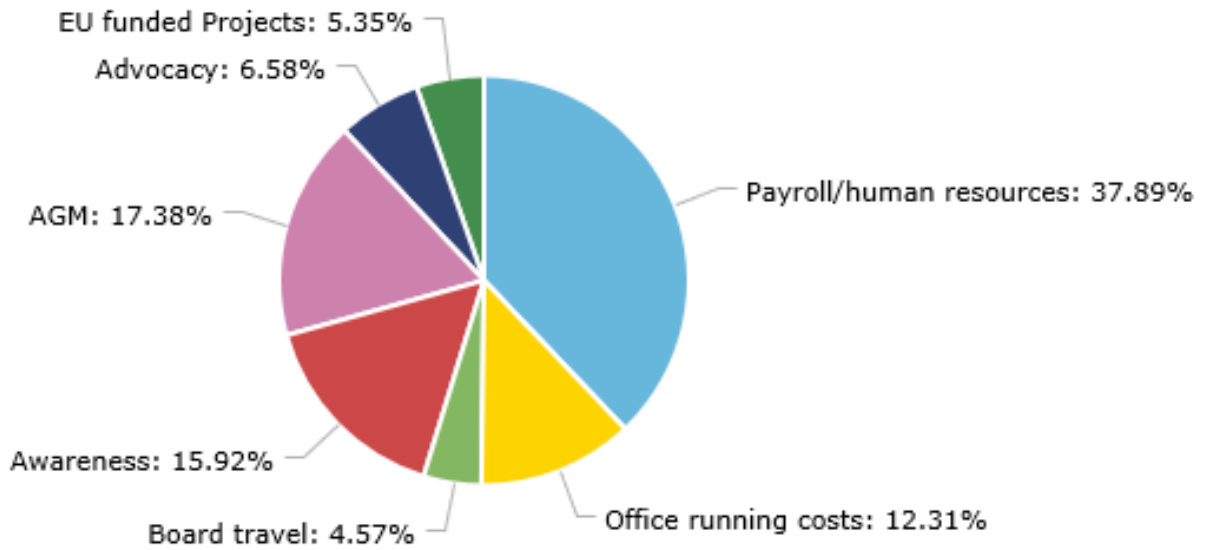
Running costs, human resources, operational costs and implementation of projects during the previous year came to a total of € 561,574.



REVENUE BY TYPE 2016



EXPENSES BY TYPE 2016



Revenue breakdown

Industry remained the main contributor to the ECPC budget in 2016. Financial contributions correspond mainly to industry grants to support the implementation of short to medium term projects.

Public funding from the European Union derives from the 7th Research Framework programme (FP7) and the 2nd Health Programme (IMI and Horizon2020). All the projects last from 3 to 5 years, and the grant instalments are provided by the European Commission regularly during the lifetime of the projects.

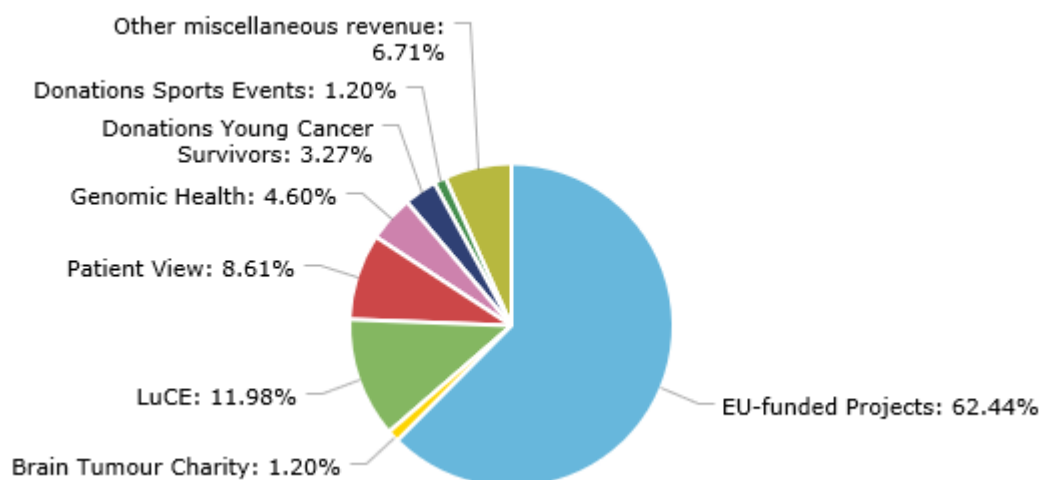
In 2015 and 2016, ECPC was awarded several new EU projects, allowing the organisation to rely on a predictable, solid cash flow

Below an overview:

PROJECTS 2016			
Name	Start date	Programme	Granted
IMMUNISA	2018	H2020	YES - € 30,000 (5 years)
Musli	n/a	H2020	NO
Silenseed	n/a	H2020	NO
IMMUNOSABR	January 2017	H2020	YES - €95,000 (5 years)
DO→IT	February 2017	IMI - Call 7	YES - € 100,000 (2 years)
PREFER	October 2016	IMI - Call 5	YES – € 223,000 (5 years)
WINtheEWIN	n/a	H2020	NO
FAMI – Health services for migrant women	n/a	Asylum	NO

Source of Revenue in 2016	Amount (€)	Percentage
EU-funded Projects	€ 78,188	
• eSMART	€ 9,092	
• IMI PREFER	€ 60,278	
• H2020 - Mesothelioma	€ 8,818	
Organisations	€22,264	
Brain Tumour Charity	€ 1,500	
• Sponsorship for young cancer survivor	€ 1,500	
Lung Cancer Europe (LuCE)	€ 15,000	
• Scoping project – bringing lung cancer at the center of the EU policy agenda	€ 15,000	
Patient View	€ 10,777	
• mHealth	€ 10,777	
Genomic Health	€ 5,764	
• Annual Meeting	€ 5,764	
Miscellaneous revenue	€ 14,000	
• Donations for young cancer survivors	€ 4,100	
• Donations from sports events	€ 1,500	
• Revenue from sub-letting office space	€ 8,400	
Total non-industry revenue	€ 114,452	18.86%
Grants from pharmaceutical companies for:		
• Immuno-oncology portal	€ 90,000	
• Annual Meeting	€ 132,500	
• Policy work	€ 65,000	
• Bladder cancer white paper	€ 37,500	
• Nutrition and cancer	€ 20,000	
• Clinical trials seminar	€ 60,000	
• Value of innovation	€ 72,500	
• Pancreatic cancer	€ 15,000	
•		
Total Industry revenue	€ 492,500	81.14%

**REVENUE
BY ORIGIN
NON-
INDUSTRY
2016**

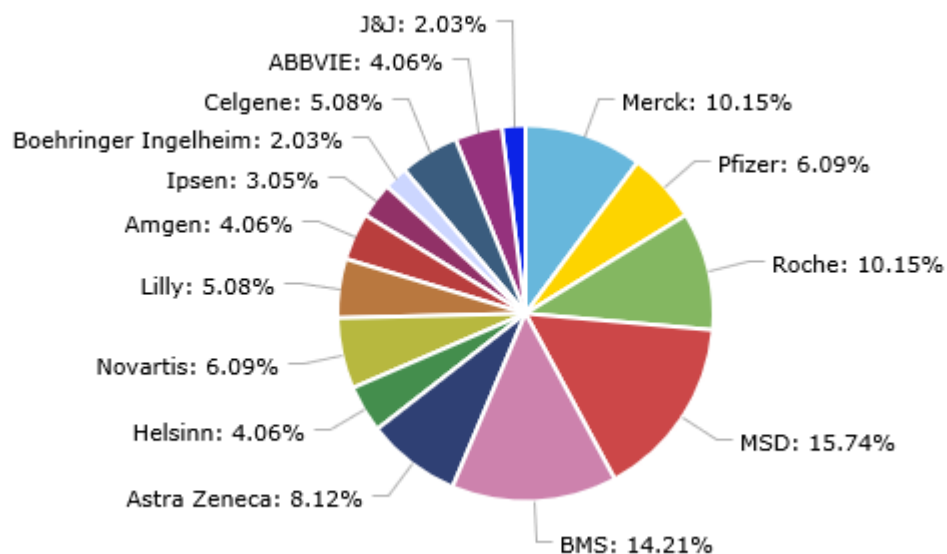


In 2016, industry funding contributed to 81.14% of the total budget.

Revenues from Industry funding	Amount (€)	Percentage
Merck	€ 50,000	
• Clinical Trials Seminar	€ 20,000	
• IOP	€ 30,000	
Pfizer	€ 30,000	
• AGM	€ 15,000	
• Value of Innovation	€ 15,000	
Roche	€ 50,000	
• Project on Bladder Cancer	€50,000	
MSD	€ 77,500	
• IOP & Value of Innovation	€ 47,500	
• Clinical Trials Seminar	€ 20,000	
• AGM	€ 10,000	
BMS	€ 70,000	
• IOP, Clinical Trials Seminar, Value of Innovation	€ 50,000	
• AGM	€ 20,000	
Astra Zeneca	€ 40,000	
• IOP	€ 30,000	
• AGM	€ 10,000	
Helsinn	€ 20,000	
• Nutrition	€ 20,000	
Novartis	€ 30,000	
• Policy Work	€ 30,000	
Eli Lilly & Company	€ 25,000	
• Value of Innovation	€ 15,000	
• AGM	€ 10,000	

Amgen		€ 20,000	
• Policy Work		€ 10,000	
• AGM		€ 10,000	
Ipsen		€ 15,000	
• Bladder Project		€ 7,500	
• AGM		€ 7,500	
Boehringer Ingelheim		€ 10,000	
• AGM		€ 10,000	
Celgene		€ 25,000	
• World Pancreatic Cancer Day		€15,000	
• AGM		€ 10,000	
ABBVIE		€ 20,000	
• Value of Innovation		€ 10,000	
• AGM		€ 10,000	
Johnson & Johnson		€ 10,000	
• AGM		€ 10,000	
Total funding from industry		€ 492,500	

SUSTAINING PARTNERS 2016



Expenses comparison

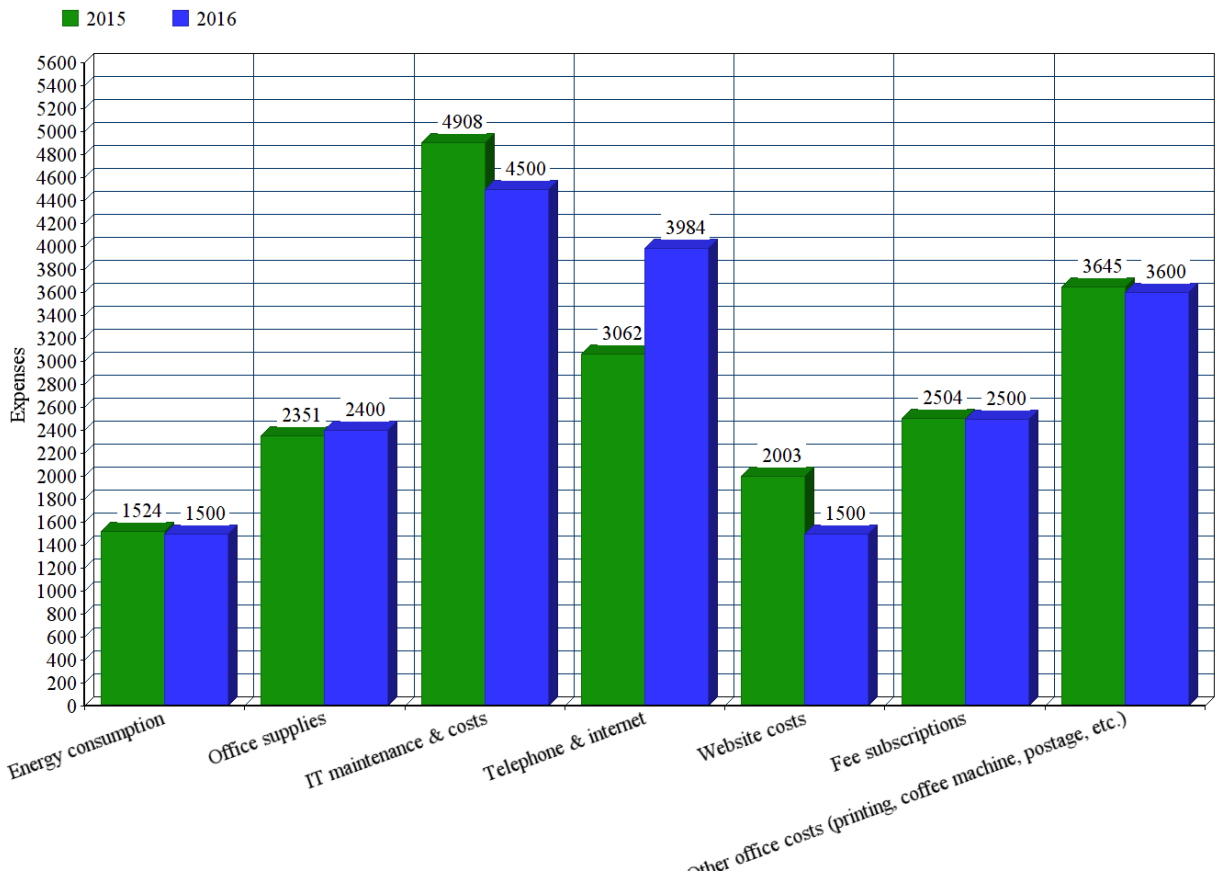
Expenses	2015	2016	Difference	%
Payroll/human resources¹	€ 189,661	€ 212,787	€ 23,126	+12 %
• Employer Contributions	€ 60,692	€ 95,342		
• Gross salaries	€ 128,969	€ 117,445		
○ Employee Contributions	€ 24,656	€ 20,419		
○ Net salaries	€ 104,314	€ 98,771		
Running costs	€ 69,809	€ 69,111	- € 698	-1 %
• Office rent & maintenance	€ 40,127	€ 37,041		
• Energy consumption	€ 1,524	€ 1,333		
• Office supplies	€ 2,351	€ 2,535		
• IT maintenance & costs	€ 4,908	€ 3,364		
• Telephone & internet	€ 3,062	€ 5,983		
• Website costs	€ 2,003	€ 1,300		
• Fee subscriptions	€ 2,504	€ 1,934		
• Other office costs (printing, postage)	€ 3,645	€ 1,053		
• Cleaning costs office	€ 0	€ 5,179		
• Transfer ECPC from NL to BE	€ 9,685	€ 0		
• IT investment 2016	€ 0	€ 9,390		
Board	€ 28,037	€ 25,648	- € 2,389	-8.5 %
• Board travel ²	€ 21,806	€ 20,449		
• Other (communication, catering)	€ 6,231	€ 5,199		
Awareness	€ 62,663	€ 89,398	+ € 26.735	+43 %
• Immuno-Oncology Portal		€ 40,085		
• EORTC Clinical Trials Seminar		€ 21,372		
• Waldesian Church Project		€ 27,941		
Advocacy	€ 122,187	€ 134,576	+ € 12.389	+ 10 %
• Annual Meeting	€ 80,325	€ 97,615		
• Advocacy ³	€ 31,445	€ 30,445		
• Staff travels advocacy ⁴	€ 6,897	€ 6,516		
• EU lobby for policy	€ 3,520			
EU funded Projects	€ 32,816	€ 30,054	- € 2.762	- 8.4 %
• Project travel	€ 13,094	€ 12,811		
• Project publications	€ 2,948	€ 2,292		
• Project conferences & catering	€ 3,662	€ 2,331		
• Other project expenses	€ 13,112	€ 12,620		
• TOTAL EXPENSES	€ 505,173	€ 561,574	+ € 56.401	+ 11%
• Deficit/Surplus	€ 163,831	€ 45,378		

¹ Belgium has one of the highest rates of taxation for average salaries out of all EU and OECD countries.

² According to the statutes of ECPC, the Board meets at least four times per year.

³ Membership fee UICC, contract with EurActiv, costs for stand in the EP, etc.

⁴ In general, staff travel is reimbursed by the organisers. ECPC may offer support if deemed useful by the Board.



Increase of costs explained

Payroll / human resources

Belgium has one of the highest rates of taxation for average salaries out of all EU and OECD countries.⁵

As an international non-profit organization under the Belgian legal system, in 2016 **ECPC employed three full time employees and one part-time employee, and one part-time service provider (financial officer)**. A large part of the human resources costs are social security taxes, however ECPC always tries to maximise the net salaries for employees and interns keeping up-to-date with Belgian job stimulation and benefit programs.

More information on the Belgian social security legislation can be found here: www.socialsecurity.be

Comparing the salary costs for 2015 and 2016, it is clear that an increase in the number of staff, and thus the associated staff costs has taken place. This was in line with the budget approved during the AGM for 2016, however additional costs were necessary due to the change of staff in September and December 2016, and the hiring of an additional staff member.

Telephone & internet

Towards the end of 2015, the Secretariat in Brussels was facing an outdated telephone and IT equipment, which led to major problems in the day-to-day management. With the support of the Waldesian Church Project, an investment could be made in computer equipment and a brand-new teleconferencing system. Additionally, ECPC invested in an improved telephone system and telephone provider. These additional costs can be seen when comparing the 2015 and 2016 budgets.

EU Projects

Since 2011, ECPC's Secretariat in Brussels has been working on several projects financed by the European Commission. These projects have a limited financial risk but require an important long term financial effort.

Moving forward in 2017, salary costs for both EU Projects and other Advocacy or Awareness Projects will be registered in order to get a better understanding of the actual staff costs that are needed for the day-to-day management of the organisation. This will also enable ECPC to better plan and resource projects, both in the future and the present time.

⁵ <http://www.amcham.be/blog/2013/08/belgium-ranks-1st-highest-labor-costs-eu...-again>

Assets and liabilities

Below you can find an overview of the assets and liabilities of ECPC.

Assets	2015	2016
CURRENT ASSETS		
• receivable within one year	€ 149,629	€55,000
• receivable after one year (project with the Waldesian Church)	€ 35,000	€ 0
• Prepaid expenses	€ 32,296	€ 30,054
TOTAL ASSETS	€ 216,925	€ 65,054

Liabilities	2014	2015	2016
ASSOCIATION FUNDS			
• Reserve	€ 20,000	€ 20,000	€ 20,000
• Profit & Loss for the year	€ -42,081	€ 163,831	€ 45,375 ⁶
TOTAL LIABILITIES	€ -22,081	€ 183,831	€ 65,375

Foreign currencies

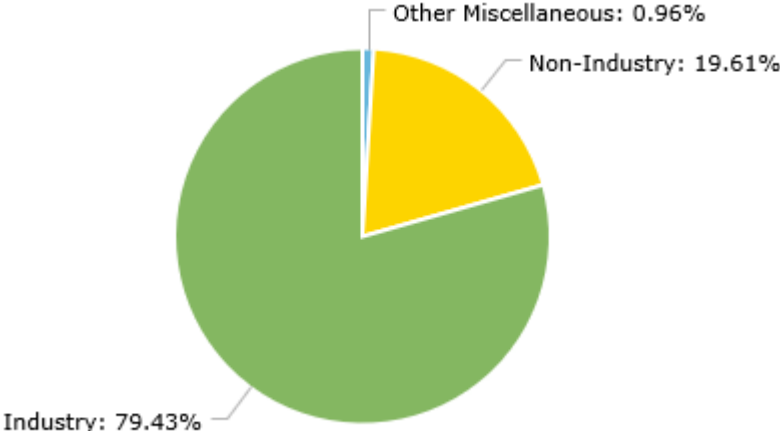
The ECPC accounting system is in Euro. Transactions to other currencies have been converted into Euro, at the exchange rate indicated on the day of the transaction.

⁶ On 31 December 2016 ECPC had € 279,081.85 in its bank account (ING BE65 3631 2665 8596).

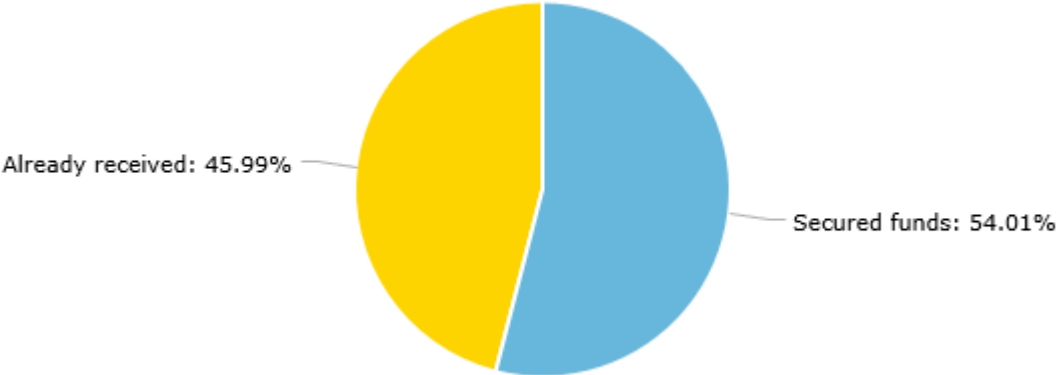
Forecast for 2017 – budget and revenue

Revenue committed to date: € 865,479

FORESEEN REVENUE 2017



CASH FLOW STATUS 2017 REVENUE



2017 funding committed

Sponsor	Amount (€)
AbbVie	€ 10,000
<ul style="list-style-type: none"> Annual Meeting 	€ 10,000
Amgen	€ 10,000
<ul style="list-style-type: none"> Annual Meeting 	€ 10,000
AstraZeneca	€ 80,000
<ul style="list-style-type: none"> Annual Meeting Value Innovation and Immuno-Oncology Biomarker Campaign Bladder Cancer activities 	€ 10,000 € 25,000 € 20,000 € 25,000
Baxter	€ 31,000
<ul style="list-style-type: none"> Nutrition 	€ 31,000
BMS	€ 90,000
<ul style="list-style-type: none"> Value of Innovation, Capacity Building Annual Meeting Value of Innovation national dissemination Immuno-oncology portal 	€ 30,000 € 10,000 € 25,000 € 25,000
Boehringer-Ingelheim	€ 10,000
<ul style="list-style-type: none"> Annual Meeting 	€ 10,000
Celgene	€ 25,000
<ul style="list-style-type: none"> Pancreatic Cancer Annual Meeting 	€ 15,000 €10,000
Gilead	€700
<ul style="list-style-type: none"> Health ageing meeting 	€700
Helsinn	€ 30,000
<ul style="list-style-type: none"> Nutrition 	€ 30,000
Ipsen	€ 15,000
<ul style="list-style-type: none"> Bladder Cancer Annual Meeting 	€ 7,500 € 7,500
Johnson & Johnson	€ 10,000
<ul style="list-style-type: none"> Annual Meeting 	€ 10,000
Eli Lilly & Co	€ 30,000
<ul style="list-style-type: none"> Carers white paper Annual Meeting 	€ 20,000 € 10,000
Merck	€ 88,100
<ul style="list-style-type: none"> Biomarkers campaign Donation As One for Patients Program Make Sense campaign Carers white paper Merkel cell carcinoma 	€ 15,000 € 10,000 € 25,000 € 20,000 € 18,100
MSD	€ 90,000
<ul style="list-style-type: none"> Biomarkers infographic Immuno-oncology portal 	€ 20,000 € 25,000

<ul style="list-style-type: none"> • Biomarkers event • Policy newsletter 	€ 25,000 € 20,000
Novartis	€ 30,000
<ul style="list-style-type: none"> • Value of Innovation national dissemination • Annual Meeting 	€ 20,000 € 10,000
Pfizer	€ 30,000
<ul style="list-style-type: none"> • Carers • Annual Meeting 	€ 20,000 € 10,000
Pfizer/Merck Alliance	€62,000
<ul style="list-style-type: none"> • Immuno-oncology policy initiative 	€62,000
Roche	€ 72,000
<ul style="list-style-type: none"> • Bladder Cancer • Annual Meeting 	€ 52,000 € 20,000
Non-Pharma	
EU Grants	€154,879
<ul style="list-style-type: none"> • eSMART • Joint Action on Rare Cancers (JARC)⁷ • IMI Prefer • H2020 – mesothelioma • IMMUNOSABR • IMMUNISA • MM04 • IMI DO-IT 	€3,694 €20,000 € 44,700 € 8,818 € 20,167 € 3,000 € 4,500 € 50,000
Genomic Health	€7,200
<ul style="list-style-type: none"> • Annual Meeting 	€7,200
UICC – Country 2 Country 4 Cancer Ride	€ 10,000
Total committed revenue	€ 885,879

Expenses foreseen for 2017: € 620,100

⁷ The Joint Action on Rare Cancers (JARC) is a 3-year initiative (2016-2019) aiming to improve health outcomes for patients with rare cancers in the EU and to decrease health inequalities across EU countries.

ECPC will be subcontracted by the JARC coordinator, the Fondazione IRCCS Istituto Nazionale dei Tumori (INT) for the duration of the project. As subcontractor, ECPC will receive the contribution based on the invoices issued during the project.

ECPC's work within the Joint Action is to disseminate the findings of the Joint action, to organise meetings, to review documents but most importantly to ensure a clear and structured patient engagement approach through the development of European Patient Advocacy Groups (EPAGs) from its members and other rare cancer patient organisations.

Details on the costs anticipated for 2017

Foreseen Expenses 2017	2015	2016	2017
Staff	€ 189,661	€ 212,787	€ 296,000⁸
Office / Running Costs	€ 69,809	€ 66,111	€ 77,000
Board travel and accommodation	€ 28,037	€ 25,648	€ 30,000
Awareness	€ 62,663	€61,457	€ 46,000
• Immuno-Oncology Portal		€ 40,085	€ 46,000
• EORTC clinical trials seminar		€ 21,372	€ 0
Advocacy	€ 122,187	€ 134,576	€ 130,000
• Annual Meeting	€80,325	€ 97,615	€ 100,000
• Advocacy	€31,445	€ 30,445	€ 20,000
• Staff travels ⁹	€6,897	€ 6,516	€ 10,000
• EU policy advocacy	€3,520		
EU funded Projects	€ 32,816	€ 30,054	€ 20,000
Cancer Advocacy Academy		€ 27,941	€ 0
• Cancer Advocacy Academy		€ 27,941	€ 0
Memberships and training		€ 3,000	€ 15,000
• UICC membership		€ 3,000	€ 3,000
• Staff training ¹⁰			€ 12,000
Inflation 1.4%			€ 6,000
• TOTAL EXPENSES	€ 505,173	€ 561,574	€ 620,100

⁸ Subject to final proposal and Board approval

⁹ In general, staff trips to conferences are reimbursed by the organisers. ECPC intervenes with further financial support if the organizer does not cover the full costs. When deemed useful by the Board, the costs of travel and accommodation for the staff may be fully covered by ECPC. This is decided on a case by case basis.

¹⁰ For example: EurActiv Yellow Academy, ESMO Academy, EURORDIS Express, EU Law in the Pharma Sector.

Calendar of main activities for 2017

- **January 2017**
 - Launch of Value of Innovation at the European Cancer Congress
 - Launch of the ECPC-OECI Joint Declaration at the European Cancer Congress
 - Launch of the White Paper on Prostate Cancer

- **February 2017**
 - World Cancer Day
 - Joint Action on Cancer Control (CanCon) final event in Malta

- **April 2017**
 - CanCon and Value of Innovation event at the European Parliament

- **May 2017**
 - Bladder cancer awareness campaign

- **June 2017**
 - ECPC Annual Meeting

- **September 2017**
 - Make Sense of Head & Neck Cancer Campaign

- **October 2017**
 - White Paper on the Condition of Cancer Patients' Carers

- **November 2017**
 - World Pancreatic Cancer Day