

FINANCIAL REPORT 2018



European Cancer Patient Coalition



“Nothing about us, without us!”

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Revenue and results for 2018

For the financial year 2018, the revenue from different sources amounted to a total of **€ 1 024 132**. Running costs, HR, operational costs and implementation of projects during the previous year came to a total of **€ 1 026 327**, leaving a negative balance of **€ 2 196**.

ECPC funding comes from:

- Industry funding;
- European Commission – for several multi-year projects;
- NGOs and Foundations;
- Other sources: donations.

When budgeting for the different projects and activities of the association, several estimates were made in relation to income expected before 31 December 2018. For industry funding, contracts are signed with the financial supporting company and it is relatively easy to estimate the expected income. For European Commission funded projects however, since they are multi-year projects, their costs and incomes are allocated across more than one year and an accurate yearly estimate is more difficult to make. We have allocated in 2018 the budget (costs and income) of five EU Projects with an estimation of **96 000 EUR**. Even though most of the work and costs occurred in 2018, the cash flow can only be secured and booked in 2019 and beyond.

Revenue breakdown

Projects which were supported by ECPC's industry partners, covered a large part of the budget in 2018. Financial contributions correspond mainly to industry grants to support the implementation of short to medium term projects. Most of the projects funded by the industry are one-year projects. The industry does not fund ECPC by itself, but all the grants received are finalized to specific projects.

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

The Board intends to diversify the source of funds and significantly increase funds coming by different sources other than the Pharma Industry. As a result, by April 2019, 19 proposals were submitted to the European Commission, which could bring a revenue of up to over 4 million EUR for a period of 3 to 5 years. This shows a clear commitment of ECPC board to differentiate the source of ECPC funds, considering that all this work was done in less than 4 months.

Source of Revenue in 2018	Amount (€)	Percentage
EU-funded Projects	€ 71.752	7%
<ul style="list-style-type: none"> JARC EURACAN PREFER PIONEER DENIM mesothelioma 	€ 20.000 € 2.045 € 27.005 € 21.596 € 1.105	
Donations	€9.953	1%
Miscellaneous revenue	€ 15.542	1,5%
<ul style="list-style-type: none"> Reimbursements other 	€ 10.542 € 5.000	
Total non-industry revenue	€ 97.247	
Grants from pharmaceutical companies for:		90,5%
<ul style="list-style-type: none"> Annual Congress 2018 Carers work-life balance Clinical Trials HTA Personalised Medicine Month Immuno-Oncology White Paper Cancer Patients' Carers Make Sense Nutrition and Physical Activity Bladder Cancer Supportive Care Roundtable Supportive Care Survey Merkel Cell Carcinoma Survivorship Pancreatic Cancer 	€ 108.995 € 20.000 € 20.000 € 205.000 € 195.000 € 40.000 € 10.000 € 25.000 € 50.000 € 65.500 € 14.254 € 80.000 € 29.386 € 48.750 € 15.000	
Total Industry revenue	€ 926.885	

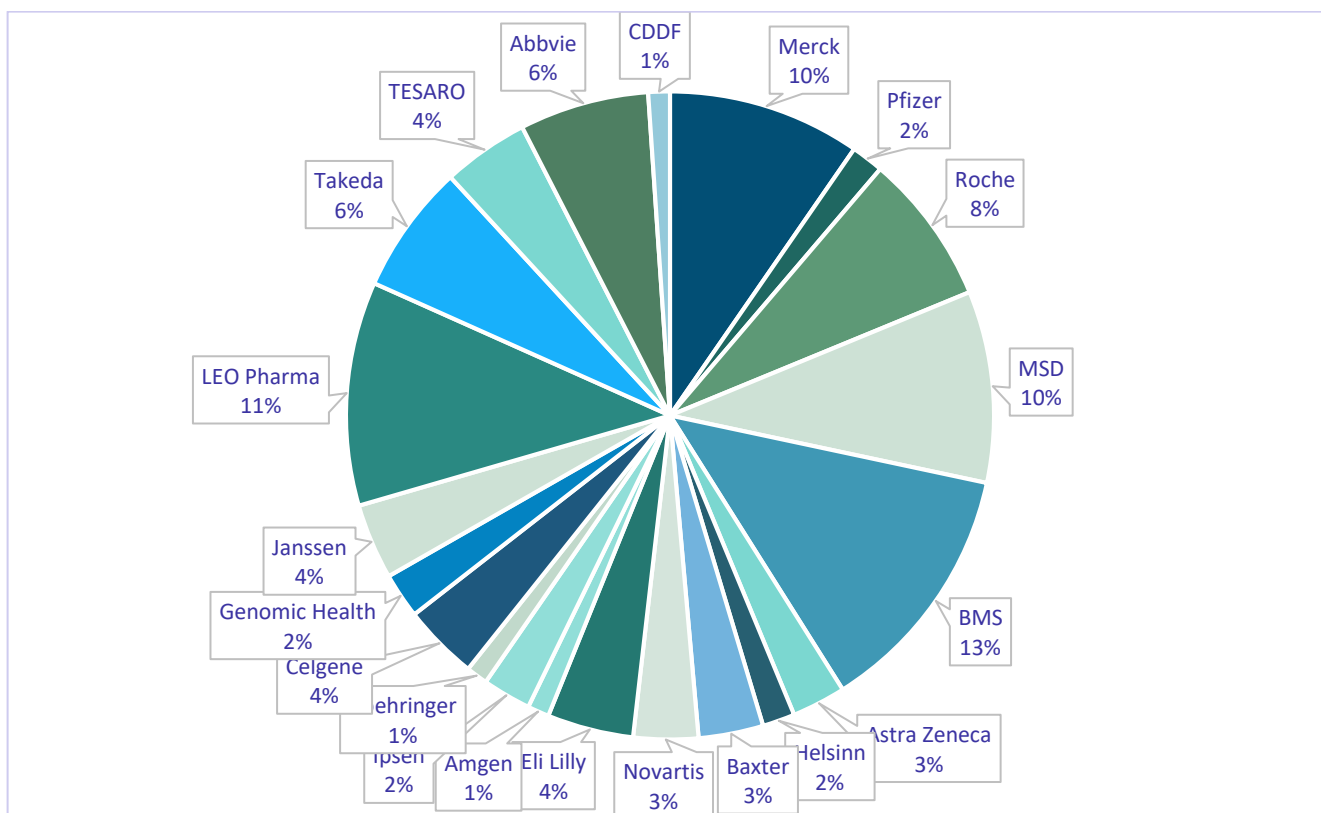
Total revenue €1.024.132

In 2018, industry funding contributed to most of the total budget.

Revenues from Industry funding	Amount (€)	Percentage
Merck	€ 89.386	10%
<ul style="list-style-type: none"> Carers work-life balance Clinical Trials Merkel Cell Carcinoma Make Sense HTA 	€ 10.000 € 10.000 € 29.386 € 25.000 € 15.000	
Pfizer	€ 15.000	2%
<ul style="list-style-type: none"> Annual Congress 	€ 15.000	
Roche	€ 70.000	8%
<ul style="list-style-type: none"> HTA Personalised Medicine Bladder Cancer 	€ 25.000 € 20.000 € 25.000	
MSD	€ 88.750	10%
<ul style="list-style-type: none"> HTA Personalised Medicine Survivorship Guide 	€ 20.000 € 20.000 € 48.750	
BMS	€ 118.000	13%
<ul style="list-style-type: none"> Bladder Cancer HTA Annual Congress Immuno-Oncology Portal Personalised Medicine 	€ 33.000 € 25.000 € 10.000 € 25.000 € 25.000	
Astra Zeneca	€ 25.000	3%
<ul style="list-style-type: none"> 2018 Action Plan 	€ 25.000	
Helsinn	€ 15.000	2%
<ul style="list-style-type: none"> Supportive Care Annual Congress 	€ 10.000 € 5.000	
Baxter	€ 30.000	3%
<ul style="list-style-type: none"> Nutrition & Physical Activity 	€ 30.000	
Novartis	€ 30.000	3%

<ul style="list-style-type: none"> Annual Congress HTA 	€ 10.000 € 20.000	
Lilly <ul style="list-style-type: none"> Annual Congress Carers work-life balance HTA Nutrition & Physical Activity 	€ 40.000 € 10.000 € 10.000 € 10.000 € 10.000	4%
Amgen <ul style="list-style-type: none"> Carers work-life balance 	€ 10.000 € 10.000	1%
Ipsen <ul style="list-style-type: none"> Bladder Cancer Annual Congress 	€ 22.500 € 15.000 € 7.500	2%
Boehringer Ingelheim <ul style="list-style-type: none"> Core funding 2018 	€ 10.000 € 10.000	1%
Celgene <ul style="list-style-type: none"> Clinical Trials Nutrition & Physical Activity Pancreatic Cancer 	€ 35.000 € 10.000 € 10.000 15.000	4%
Genomic Health <ul style="list-style-type: none"> Personalised Medicine Annual Congress 	€ 21.000 € 15.000 € 6.000	2%
Janssen <ul style="list-style-type: none"> Core funding 2018 Personalised Medicine 	€ 35.000 € 10.000 € 25.000	4%
LEO <ul style="list-style-type: none"> Supportive Care Survey Supportive Care Roundtable 	€ 103.813 € 83.813 € 20.000	11%
Takeda <ul style="list-style-type: none"> Annual Congress HTA Personalised Medicine 	€ 60.000 € 10.000 € 25.000 € 25.000	6%
TESARO	€ 40.000	4%

<ul style="list-style-type: none"> Annual Congress HTA Immuno-oncology Portal 	€ 10.000 € 15.000 € 15.000	
AbbVie <ul style="list-style-type: none"> Annual Congress HTA Personalised Medicine 	€ 60.000 € 10.000 € 25.000 € 25.000	6%
CDDF <ul style="list-style-type: none"> Core funding 2018 	€ 10.000 € 10.000	1%
Total funding from industry	€ 926.885	



2018 Expenses breakdown

Expenses	2017	2018	Difference	%
Staff Costs¹	€ 276.934	€ 417.820	+ € 140.886	+50%
<ul style="list-style-type: none"> • Employer Contributions • Gross salaries <ul style="list-style-type: none"> ◦ Employee Contributions ◦ Net salaries • Other costs (training, team building) 	€ 127.493 € 149.446 € 19.428 € 130.018	€ 162.448 € 254.086 € 38.113 € 215.973 € 1.573		
Management and Running Costs	€ 71.099	€ 88.429	+ € 17.330	+24%
<ul style="list-style-type: none"> • Office rent & maintenance • Energy consumption • Office supplies • IT maintenance & costs • Telephone & internet • Fee subscriptions • Other office costs (printing, coffee machine, postage, etc.) • Legal / Notary costs • IT investment • Bank costs • Insurance costs 	€ 42.169 € 1.384 € 2.414 € 4.202 € 4.851 € 2.379 € 2.678 € 3.400 € 6.691 € 429 € 501	€ 54.579 € 1.556 € 4.471 € 8.412 € 8.308 € 2.154 € 4.852 € 2.845 € 326 € 926		
Board	€ 24.790	€ 28.142	+ € 3.352	+13%
<ul style="list-style-type: none"> • Board Institutional travel² • Board advocacy travel³ 	€ 18.895 € 5.895	€ 18.545 € 9.597		
Annual Congress	€ 107.569	€ 138.997	+ € 31.552	+29%
Advocacy & Awareness <ul style="list-style-type: none"> • Staff advocacy travel³ 	€ 12.012	€ 14.752		
Projects	€ 76.030	€ 334.419		
<ul style="list-style-type: none"> • Biomarkers • HTA • Immuno-Oncology • World Cancer Day • Make Sense • Nutrition and Physical Activity 	€ 6.911 € 7.584 € 13.239 € 2.180 € 10.973 € 6.622	€ 44.124 € 72.600 € 40.800 € 13.559 € 31.009 € 65.040		

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 As common practice, travels of the Board and staff are reimbursed by the conference organisers or specifically allocated to projects' budgets. ECPC intervenes with further financial support only if the organizer does not cover the full costs. This is decided on a case by case basis.

<ul style="list-style-type: none"> • Bladder Cancer • Supportive Care Roundtable • Supportive Care Survey • Merkel Cell Carcinoma • Survivorship • EORTC Patient Days 	<p>€ 8.021</p> <p>€ 2.320</p> <p>€ 18.180</p>	<p>€ 4.502</p> <p>€ 41.808</p> <p>€ 16.521</p> <p>€ 4.456</p>		
EU Projects	€ 32.889	€ 3.768		
<ul style="list-style-type: none"> • Project travel • Project publications • Project conferences & catering • Other project expenses 	<p>€ 19.857</p> <p>€ 3.154</p> <p>€ 2.455</p> <p>€ 7.423</p>	<p>€3.768</p>		
• TOTAL EXPENSES	€ 614.503	€ 1.026.327	€ 411.824	+67%
• RESULT	€ 152.507	-€ 2.196		

Expenditures explained

Staff costs

In 2018 we hired a new staff member and we had 7 interns that worked for ECPC, on a full-time basis for 6 months each. We also had several salary increases:

1. One staff member started at the end of November 2017 and his salary was higher than his predecessor. He also received a salary increase in April 2018
2. Two staff members received a salary increase at the end of 2017 that impacted on the budget of 2018
3. One staff member received a salary increase in January 2018

Furthermore in 2018 ECPC started a group insurance for all staff members, a hospitalization insurance, Eco vouchers, a sport and culture voucher and the end of year bonus.

The above-mentioned salary costs have resulted in an overall cost increase of staff costs.

Belgium has one of the highest rates of taxation for average salaries out of all EU and OECD countries.⁴

As an international non-profit organization under the Belgian legal system, ECPC employs five full time employees, three interns and a service provider. This means that almost half of the expenses for staff consists of social security, insurance and other social taxes.

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

Management and Running Costs

These costs cover the overall office management and overheads, including office rent & maintenance, energy consumption, telephone, internet, IT, office supplies, subscriptions to journals, Notary, Insurance and bank costs. Office costs also increased due to a 5% annual increase in the rental costs and also a protective door was installed, since the office had been burgled several times. This was a large investment. An additional insurance

⁴ <http://www.amcham.be/blog/2013/08/belgium-ranks-1st-highest-labor-costs-eu...-again>

for the office was required and so the insurance costs have increased. The overall increase of activities in 2018 is reflected in the increase of staff, office supplies and overall industry project costs.

Annual Congress and AGM

Costs for the annual congress have increased due to a larger number of participants that went from 168 in 2017 to 198 in 2018. The increase of over 30 participants reflected on the overall costs of the Annual Congress.

Board Costs

Board costs are due to exclusively travel and accommodation costs for board members travelling on specific projects. All travel costs both for staff and board members are covered by the organisers of the event or meetings or by the projects. These costs cover both institutional travels to participate to board meetings and travels to participate to external meetings or events.

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.

A significant percentage of payroll costs incurred in 2018 are covered by EU funded projects.

EU funded projects, if managed properly and following the rules of the European Commission present very limited financial risks. This is why the secretariat will put in place a sound management control system with detailed time sheets. Most of the deliverables of the projects are due in 2019 or beyond.

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.

Forecast for 2019

Budget and revenue

2019 industry funding committed

	Project	Requested	Secured
AbbVie	Annual Congress	€ 15.000	€ 15.000
AbbVie	Health Technology Assessment	€ 5.000	
AbbVie	Personalised Medicine Month	€ 5.000	
Amgen	Annual Congress	€ 10.000	€ 10.000
AstraZeneca	Health Technology Assessment	€ 25.000	€ 15.000
AstraZeneca	Annual Congress	€ 15.000	€ 15.000
AstraZeneca	Immuno-oncology portal	€ 25.000	€ 25.000
AstraZeneca	MEP Handbook	€ 25.000	€ 25.000
AstraZeneca	Personalised Medicine Month	€ 25.000	€ 25.000
Baxter	Nutrition & physical activity	€ 20.000	€ 20.000
Bayer	Personalised Medicine Month	€ 30.000	
Bayer	Rare Cancer WG meeting	€ 35.000	
Bayer	Annual Congress	€ 30.000	
BMS	Annual Congress	€ 15.000	€ 15.000
BMS	Bladder Cancer	€ 10.000	€ 10.000
BMS	Health Technology Assessment	€ 25.000	€ 25.000
BMS	MEP Handbook	€ 25.000	
BMS	Personalised Medicine Month	€ 25.000	€ 25.000
Boehringer-Ingelheim	Annual Congress	€ 15.000	€ 15.000
Celgene	Bladder Cancer	€ 35.000	€ 35.000
Daiichi Sankyo Cancer Enterprise	Annual Congress	€ 15.000	€ 15.000
Daiichi Sankyo Cancer Enterprise	personalised Medicine Month	€ 25.000	€ 25.000
Daiichi Sankyo Cancer Enterprise	Health Technology Assessment	€ 25.000	€ 25.000
Eli Lilly & Co	Annual Congress	€ 15.000	€ 15.000
Eli Lilly & Co	Europe of Disparities	€ 25.000	€ 25.000
Eli Lilly & Co	Health Technology Assessment	€ 15.000	€ 15.000
Eli Lilly & Co	Nutrition & physical activity	€ 10.000	€ 10.000
Genomic Health	Annual Congress	€ 6.000	
Genomic Health	Personalised Medicine Month	€ 15.000	
Helsinn	Personalised Medicine Month	€ 10.000	€ 10.000

Ipsen	Annual Congress	€ 10.000	€ 7.500
Ipsen	Bladder Cancer	€ 7.500	€ 7.500
Johnson & Johnson	Personalised Medicine Month	€ 15.000	
LEO Pharma	Manifesto and handbook for new members of the European Parliament	€ 10.000	€ 10.000
Merck	Europe of Disparities	€ 15.000	€ 15.000
Merck	Health Technology Assessment	€ 20.000	€ 20.000
Merck	Make sense of head & neck	€ 20.000	€ 20.000
Merck	Merkel Cell Carcinoma	€ 20.000	€ 20.000
Merck	Personalised Medicine Month	€ 15.000	€ 15.000
MSD	Health Technology Assessment	€ 10.000	€ 10.000
MSD	Personalised Medicine Month	€ 20.000	
MSD	Annual Congress	€ 15.000	
MSD	MEP Handbook	€ 15.000	
Novartis	Annual Congress	€ 15.000	€ 15.000
Novartis	Europe of Disparities	€ 10.000	€ 10.000
Novartis	Health Technology Assessment	€ 10.000	€ 10.000
Pfizer	Annual Congress	€ 10.000	€ 15.000
Roche	Bladder Cancer	€ 25.000	€ 25.000
Roche	Annual Congress	€ 25.000	€ 25.000
Roche	Personalised Medicine Month	€ 25.000	
Roche	Rare Cancer Working Group meeting	€ 25.000	€ 25.000
Sanofi	Annual Congress	€ 20.000	
Sanofi	Europe of Disparities	€ 65.000	€ 65.000
Sanofi	Health Technology Assessment	€ 20.000	€ 10.000
Takeda	Annual Congress	€ 10.000	€ 15.000
Takeda	Health Technology Assessment	€ 15.000	€ 15.000
Takeda	Europe of Disparities	€ 25.000	€ 25.000
Tesaro	Annual Congress	€ 10.000	€ 10.000
Tesaro	Health Technology Assessment	€ 25.000	€ 15.000
Tesaro	Personalised Medicine Month	€ 25.000	€ 15.000
		€ 1.128.500	835.000 €

EU Funded Projects

Project		Expected
DIAdIC	(H2020, Jan 2019 - Dec 2023)	
EURACAN	(3HP, March 2017 - Feb 2023?)	
LEGACy	(H2020, Jan 2019 - Dec 2022)	€ 15.000
ImmunoSABR	(H2020, Jan 2017 - Dec 2022)	
PIONEER	(Jan 2018 - Dec 2022)	€ 20.000
IMMUNISA	(IMI1, Dec 2017 - Nov 2022)	
ELBA	(H2020 - ITN, Jan 2018 - Dec 2021)	
PREDICT	(H2020 ITN, Oct 2017 - Sep 2021)	
PREFER	(IMI2, Oct 2016 - Sep 2021)	€ 20.000
iPAAC	(3HP, Apr 2018 - Mar 2021)	
H2020MM04	(IMI1, Jan 2016 - Dec 2019)	€ 500
TRANSCAN-2	(IMI1, Jan 2015 - Dec 2019)	
JARC	(3HP, Oct 2016 - Sept 2019)	€ 20.000
eSMART	(H2020, Feb 2014 - Jan/Jul 2019)	€ 65.000
DO-IT	(IMI2, Feb 2018 - Feb 2019)	€ 25.000
Palliative Sedation		
Immune-Image		
		€ 165.500

Details on the costs forecasted for 2019

Foreseen Expenses 2019	2018	2019	Ratio
Staff	€ 417.820	€ 500.000	+20%
Office Management	€ 92.249	€ 90.000	0%
Board	€ 28.037	€ 30.000	0%
AGM	€ 138.997	€ 140.000	0%
Industry Projects	€ 334.419	€ 200.000	n/a
EU funded Projects	€ 3.768	€ 90.000	n/a
Advocacy & Awareness	€ 14.752	€ 10.000	n/a
Election of the Board and Audit Committee		€ 20.000	n/a
• TOTAL EXPENSES	€ 1.026.327	€ 1.080.000	0%

ANNEX 1 – Audit Report