

Impact & Progress Report 2022





Empowering to crush cancer

Dear Madam, dear Sir, dear Friends

In recent discussions, one of our partners described the Foundation as “**A generator of the butterfly effect**”. I think this is a very relevant description.

The butterfly effect is a good symbol of the impact of a single flap of the wings in the field of cancer research, resulting in the saving of the lives of thousands of patients.

As you know or will realise as you read through this Impact Report, we have a **real entrepreneurial DNA**. Our vision is to empower entrepreneurs to crush cancer.

This DNA is reflected in the very rigorous selection of projects, the careful assessment of risks and the systematic measurement of the potential impact of the projects we support.

I was also told that our investment was extraordinary. As a Foundation, we are not just distributing the income from an inherited estate, we are engaging our capital by taking calculated risks. To defeat the scourge of cancer, strong convictions and determination are needed.

In 2022, we did not add any new laureates to our activities, but the significant progress made by several ongoing projects led us to strengthen our support for several of them.

All projects combined, this year we have provided additional support of **€1,825,000** and our experts have collectively spent more than **350 days** providing scientific, organisational and financial support.

In 2023, we are promoting a promising immunotherapy project entitled “**Chasing the clouds**”, which opens up new perspectives in the treatment of ovarian cancer and colorectal cancer in particular. These two diseases alone affect more than 2,2 million people

worldwide each year, including 10,200 in Belgium.

To brighten the horizon and bring hope to many people suffering from cancer, we need you, the philanthropist.

Thank you for your support.

Jérôme Majoie
President



Our mission :

To save lives, we identify, fund and support researchers to turn their discoveries into innovative solutions to crush cancer.

Our impact measured in 2022

6

active projects

412

generous donors

137

jobs created within
the teams of our winners

since our creation

250+

projects analysed
and commented

19

projects supported

34

patents filed

+ €10M allocated to research projects





Cancer, an unavoidable societal issue

Who hasn't been touched by cancer in some way in the course of their lives?

It is difficult to escape it, as it is estimated that by 2025, 1 in 3 men and 1 in 4 women in developed countries will have cancer in their lifetime.



Fifty years ago, only 1 in 4 patients survived their cancer. Since then, research has led to a better understanding of this disease. Treatments have diversified and improved considerably (surgery, chemotherapy, radiotherapy, immunotherapies, targeted therapies). Today, although the survival rate is around 1 in 2, every year, more than 10 million people worldwide are directly affected by cancer, impacting as well parents, children, family colleagues and friends.

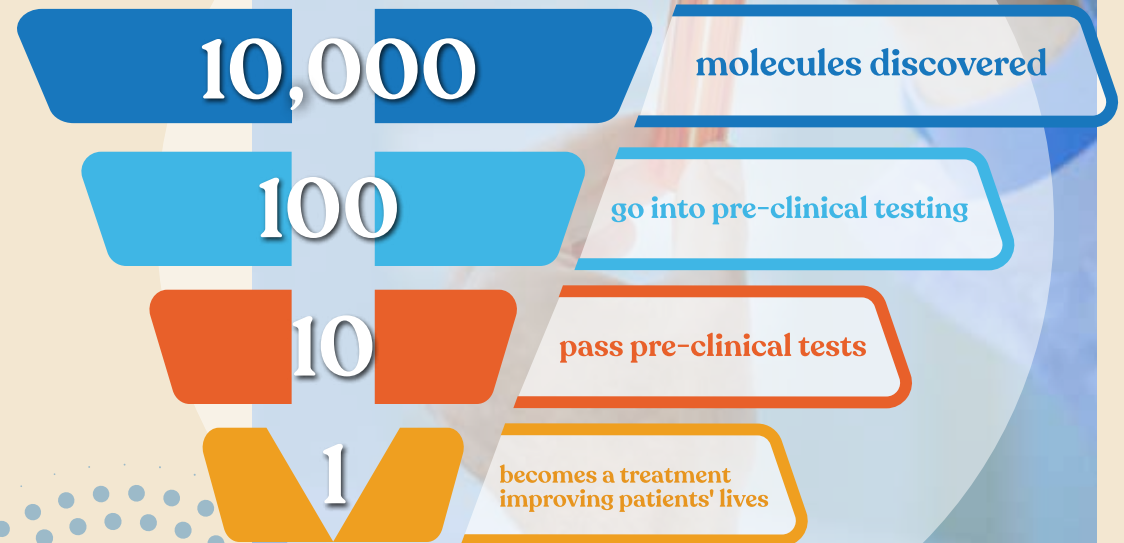
1 in 2 is better, but not nearly enough. There are still so many lives to be saved!

We must continue to support research to improve existing treatment solutions and develop new diagnostics and treatments.

Research: essential but risky

Developing a therapeutic solution means taking a very high risk.

Out of 10,000 molecules discovered, 100 will pass pre-clinical tests, 10 will pass clinical tests and finally only 1 may become a life-enhancing treatment for patients. Considering also the time (on average 12 years) and money (more than € 1 billion) needed to bring a therapeutic solution to market, investors are hard to find. The consequence is that promising discoveries never reach the patient, due to lack of funding and/or entrepreneurial experience.



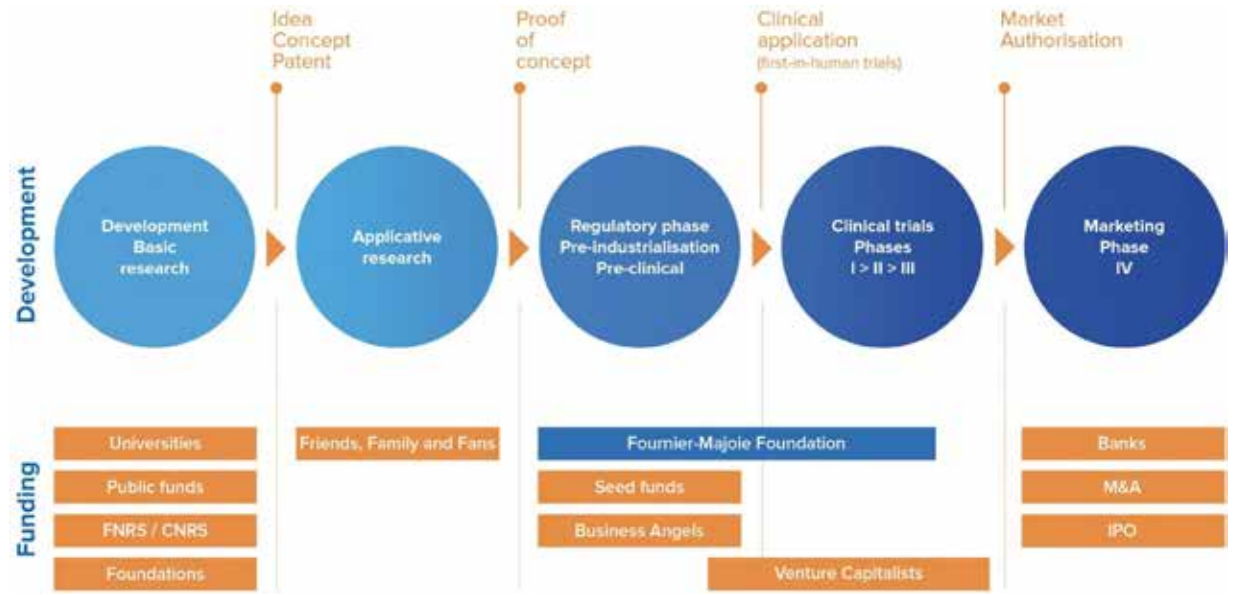


A key moment for researchers

It all starts in a laboratory where a researcher and his/her team make a promising discovery. A patent is then filed and hypotheses are established to transform/improve this discovery into a therapeutic solution. Then, they have to provide the proof of concept that will demonstrate how it works in the body, provide initial evidence of efficacy and tolerance, or detail how to produce it on a large scale in a stable manner.

The Foundation helps researchers at a crucial moment

It is at this key moment, just after the proof of concept, that the Fournier-Majoie Foundation has chosen to intervene. It provides financial resources AND entrepreneurial support to researchers to encourage the success of the pre-clinical phases and prepare the entry of the project into clinical phases (those involving the first patients). We then pass the baton to other players, investors or industrialists, with a partly derisked project that has real medical prospects.





The Foundation's triple support

It is not always easy for the researcher to put on the costume of an entrepreneur and find funding to support his project. They have to face a real obstacle course until the therapeutic solution can actually be made available to patients.

The Foundation rigorously selects innovative research projects that could bring tangible medical advances to various cancers: **ovarian cancer, colorectal cancer, breast cancer, kidney cancer, stomach cancer, blood cancer** and many others. The project leaders must demonstrate the effectiveness and superiority of their therapeutic solution compared to current oncology treatments.

Once selected, the Foundation supports its laureates in 3 ways:

1. **financial resources** (up to €2.5 million per project)
2. real **entrepreneurial support** by involving a vast network of scientific experts (oncology, pathology, galenics, chemistry, etc.), technical experts (for legal issues, quality control and assurance, intellectual quality control and assurance, intellectual property, etc.), financial experts (e.g. for estimating valuation of the company) and business (strategy, market research, organisation, communication, etc.)
3. access to a **network of private and public investors** in the context of fundraising.





Our promising cancer projects

Priority project in 2022: The Cloak of Invisibility

A new generation of 7 to 10 times more efficient anti-cancer “missiles”, which kill cancer and spare healthy cells.

TARGETED CANCERS: LUNG, BREAST, OVARIAN, COLORECTAL



For targeted treatments, “missiles” (known as Antibody Drug Conjugates or ADCs) with a homing head, a linker and a payload of toxic agents are injected intravenously. They attach to their target on the surface of cancer cells and destroy them, while leaving healthy tissue unharmed.

The problem is that these missiles and their toxic cargo are transported by the bloodstream and pass through the liver, which risks filtering and eliminating them, thus reducing the strike force and causing unwanted liver poisoning.

With its own technology platform, our laureate, has designed a cloak of invisibility that envelops the cytotoxic payload and makes it invisible to the liver’s filtering cells. Consequently, the missile equipped with the cloak of invisibility reaches its target with full power. This patented hydrophilic cloak is called PSARlink.

The efficacy/tolerance ratio has been measured to be 7 to 10 times higher than currently available targeted therapies.

In April 2021, in light of its promising results, Mablink Bioscience received initial support from the Foundation in the amount of € 500,000. In October 2021, an important licensing agreement was signed with the European biotech Emergence Therapeutics, allowing more cancer types to be targeted with this new generation of ADCs equipped with the cloak of invisibility.

In 2022, the Fournier-Majoie Foundation allocated an additional € 780,000 to this very promising targeted therapy project.



Jean-Guillaume Lafay,
CEO and co-founder of Mablink Bioscience
with Dr Warren Viricel

“The Fournier-Majoie Foundation has played a major role in our development by providing real skills to enrich the project. The Foundation’s experts, whether Peter, Ana or Jérôme, understood our strategy perfectly and, with the Foundation’s network and financial support, they enabled us to go through the various stages. Today we can say that we are going to take our drug to humans. This is a unique form of support that we sorely needed.”



Priority project in 2023:

Chasing the clouds

A promising project in immunotherapy

**TARGETED CANCERS:
OVARIAN AND COLORECTAL**



Albin Jeanne,
Scientific researcher and manager,
co-founder of Apmonia Therapeutics



The primary enemy of cancer is our immune system, which is responsible for destroying abnormally functioning cells.

However, cancer is also developing defensive strategies in a sneaky way.

Cells in certain types of cancer are unique in that they produce a particular protein (TSP-1) in very large amounts. These proteins position themselves around the cancer cell to form a cluster of clouds that disrupts our immune system and leaves it unable to function.

Colorectal cancer and ovarian cancer often use this tumour-defensive tactic. In Europe, colorectal cancer affects 520,000 people each year and causes 242,000 deaths annually. Ovarian cancer affects 67,000 women a year and is extremely deadly, still causing 44,500 deaths each year in Europe.

The project leader, supported by the Foundation, has designed a very promising immunotherapy treatment that targets the TSP-1 protein to 'chase the clouds', allowing our immune system to spot cancer cells and eliminate them.

With your help, our goal will be to raise €600,000.

Other projects



Prof. Tony Lahoutte

The Trojan Llama
PRECIRIX

Precirix is a biotech company located in Jette (Brussels) that develops and manufactures precision radiopharmaceutical products based on an antibody derived from llamas, in order to deliver radioactive isotopes to cancer cells in a highly targeted manner.

Their most advanced product, which is known as CAM-H2, has officially entered Phase I/II clinical trials internationally, in order to treat cancers with an overexpression of HER2 receptors (breast, stomach) that have relapsed or are resistant to standard treatments. Two other research programmes have demonstrated pre-clinical proof of concept in terms of both efficiency and tolerance.

The theranostic approach, combining diagnosis and treatment, is another advantage of this technology. First, we use the product at a very low dosage to validate the presence of cancer cells and locate them. Then, we inject a higher therapeutic dosage to eliminate them.

In 2021, the dosage of CAM-H2 for the first patients in the clinical study was validated as a treatment for HER2+ breast cancers with brain metastases. Several agreements have been signed to produce components for Precirix radiopharmaceutical products in North America and Europe.



Docteur Thibaut Helleputte

DNALytics is a spin-off of the Catholic University of Louvain. Its expertise sets it apart in the statistical analysis and validation of research data, as well as the formulation of recommendations for developing and marketing products or services in the health sector.

In 2021, the company refocused its activities around the distribution of BRICKS, a series of bioinformatics software programs used in R&D. It also updated its HERCULE platform, making it possible for large biopharmaceutical companies to consolidate and validate production data.



Prof. Jo Vandesompele

Neuroblastoma in children

Neuroblastoma is a paediatric cancer that affects the peripheral nervous system. It accounts for 9% of paediatric cancer cases. Every year, 25 to 30 new cases are diagnosed in Belgium.

The Foundation has supported Professor Jo Vandesompele's team financially and operationally for more than ten years. His work focuses on identifying prognostic markers that would make it possible to administer the most suitable personalised treatments for children right away.

This close collaboration has made it possible to identify a component of the genetic material found in the blood of children suffering from neuroblastoma. This could be used in a simple blood test to determine the severity of the illness and predict its progression.

The validation of the clinical potential of this test is continuing as part of the 'European Liquid Hope' study. This pan-European study has three aims: to evaluate responses to treatments, to monitor minimal residual disease and to identify diagnostic and therapeutic targets.

Tobacco to cure cancer



Bertrand Magy, Max Houry,
Ludwig Camusot



Bertrand Magy

Within the context of targeted cancer treatments, ATB Therapeutics has developed an innovative platform that makes it possible to design and produce a new group of anti-cancer molecules from derivatives of the tobacco plant: atbodies (antibody-toxin-bioengineered).

These atbodies are an all-in-one treatment, combining a homing head to track the cancer cells and a toxin to destroy them.

These atbodies offer several major advantages:

- **Very powerful.** The protein toxins produced by the plant are much more concentrated than chemical agents, meaning that less has to be administered to achieve the desired therapeutic efficacy.
- **Much less toxic.** They are designed as an all-in-one solution, so there is no risk of them losing their toxic load somewhere between the injection point and the cancer cells. This drastically reduces side effects.
- **Faster production.** Mastery of the technology makes it possible to produce them twice as fast as traditional ADCs.





The Foundation: Governance and teams

Board of Directors

Mobilising committed people to achieve our mission

Since 2017, our Foundation is chaired by Jérôme Majoie, the son of our founder Bernard Majoie. The Board of Directors is composed of six members. All of them work pro bono.

- Jérôme Majoie,
Chairman and CEO of Foundation Fournier-Majoie
- François Charlet,
Managing Partner of Intuitae Switzerland
- Doctor Rudy Dekeyser,
Associé Directeur des LSP Health Economics Funds
- Frédéric Galland,
Financial and Administrative Director of Foundation Fournier-Majoie
- Jacques Mallet,
President and CEO of Gamma-X Corporate Advisory
- Paul Van Dun,
General Manager of the KU Leuven Research and Development Department

Scientific and Investment Advisory Board

In order to achieve its mission, the Foundation also relies on a Scientific and Investment Advisory Board, which auditions project leaders in order to evaluate, first of all, the durability and relevance of the scientific innovation.

It is made up of experts in oncology and biostatistics, industrial practitioners in the field of clinical development and investment-fund managers. It ensures that the selected projects satisfy the scientific, commercial and financial criteria and are likely to result in innovative and effective solutions to current oncological issues.

All of these experts contribute to the assessment and monitoring of projects on a pro bono basis.

- Professor Jean-Pierre Armand
- Dr Vincent Brichard
- Professor Marc Buyse
- Dr Rudy Dekeyser
- Professor Ferdinand Lejeune
- Dr Jacques Mallet
- Mr Jan Pensaert
- Mr Paul Van Dun
- Dr Jérôme Windsor



The Operations Team

The Foundation is actively managed on a day-to-day basis by a team comprising Jérôme Majoie (Chairman and CEO), Frédéric Galland (Finance and Administration), Mathilde Jooris (Philanthropy) and Serge Schmitz (Fundraising Strategy and Communication).

For scientific questions, the Foundation regularly calls upon the expertise of Mrs Ana Maricevic (for competitiveness analyses) and Dr Peter De Waele (for scientific and intellectual protection issues).

The Honorary Committee

The role of our Ambassadors is to spread the name and mission of the Foundation. They are particularly active in the preparation of the Gala Evening, in particular through their ideas, advice, multiple contacts and search for tombola prizes. All of them carry out their mission on a voluntary basis.

Daniel Abelew
Nicolas Behaghel de Bueren
Jean-Cédric van der Belen
Sarina de Ganay
Alexandra Mikolajczak
Sybille Moreels
Maud Rey
Caroline de Strycker
Virginie Vaxelaire

Expertise and Networks

Our laureates/project leaders can rely on an extensive network of experts in the scientific, technical, financial and entrepreneurial fields.

We also activate our network in the context of fundraising: Venture Capitalists, Business Angels, private and institutional investors, public funds and even foundations.





Our history



Jérôme Majoie



Bernard Majoie

At the age of 27, Bernard Majoie, a doctor in pharmacy, seized the opportunity to develop a pharmaceutical R&D department within Laboratoires Fournier, which he propelled from a family business of 400 people to a global laboratory employing more than 4,000 people.

During his entrepreneurial career, Bernard Majoie realised that many promising cancer research projects were not reaching patients because of a lack of adequate financial and managerial support.

Driven by the desire to “return the favour” and to put his experience at the service of his peers, he created the Fournier-Majoie Foundation in 2007 to help researchers become entrepreneurs against cancer.

In 2017, his son, Jérôme Majoie, succeeded him at the head of the Foundation. Bernard Majoie passed away in December 2021, leaving his philanthropic mark on the Foundation with the many hopeful projects it supports.

Our DNA is close to that of entrepreneurs

Our entrepreneurial spirit is clearly reflected in our vision of “**empowering entrepreneurs to crush cancer**” and in a series of characteristics that business leaders will immediately identify with:

1

A strong **ambition**

aiming to provide new therapeutic solutions

2

(Measured) **risk-taking**

by committing our capital after a rigorous selection of projects

3

A search for **impact**

by helping to save lives and creating jobs (137 jobs created within the teams of our laureates)





3 concepts that make us unique

1

Entrepreunarial philanthropy and Philanthropreneurs

This hybrid concept linking philanthropy and entrepreneurship perfectly defines the DNA of the Fondation Fournier-Majoie.

Philanthropy because we combine altruism, absence of personal enrichment and commitment.

Entrepreneurial because our support consists precisely in empowering and advising the project leader in his or her entrepreneurial process, while limiting the risks as much as possible through impact assessments and in-depth evaluation of the projects' potential.

"Philanthropreneurs" are the figurehead of this new approach to philanthropy based on efficiency and impact, borrowed from the business world.

2

Virtuous circle

Alongside commitment and hope, **transmission** is one of the three fundamental values of the Foundation.

Aware of the opportunities he had been offered to become an entrepreneur and to open the doors to success, our founder, Bernard Majoie, was keen to “**return the favour**”. This philosophy remains one of the driving forces behind our action today. Indeed, each laureate who benefits from the Foundation’s support undertakes to help future researchers if their initiative is successful. From being helped, they thus become helpers and contribute to the formation of a virtuous circle that characterises the Foundation. The donations we receive become permanent: they support not one but several successive projects.



3

100% Model: for maximum impact of your generosity

The full amount of your donations is directly and exclusively allocated to oncology research projects: this is our commitment.

All the operating costs of the Foundation are covered by a separate endowment from our founder, Bernard Majoie.

Your donations are tax-deductible in most European countries and in the United States.





Our major impacts



Health impact

- Saving lives
- Develop new cancer treatments
- Improve the quality of life of patients



8x impact

**€1 put on the table
generates €8 in reality**

Thanks to the combination of:

- tax deductibility
- public funds
- other private funding federated through the Foundation's reputation



Economic impact

- 137 jobs created
- Helping researchers become entrepreneurs
- Supporting scientific innovation



Sustained impact

- A virtuous circle as a driving force
- If the project is successful, the laureates commit to helping future researchers
- Your donation supports several successive projects

How can you support us?

As a COMPANY

Benefit from positive impact by committing to a philanthropic approach that responds to a major societal issue.

Let's unite our efforts to "Empowering entrepreneurs to crush cancer", become a corporate partner of the Fournier-Majoie Foundation:

- by inviting your staff to mobilise and get involved for the benefit of the cause and the Foundation
- by donating a portion of the sale of your products/services to the Foundation
- by offering products or services
- by sponsoring our events

Anne-Sophie Eymeoud

Rothschild & Co Wealth Management
(Family bank with a historical philanthropic DNA)

"From the moment we met Bernard Majoie, whom I consider to be one of the pioneers of entrepreneurial philanthropy in Europe, I was enthusiastic about his project, which is at the crossroads between entrepreneurship, philanthropy and impact. It enables start-ups to grow and to raise the profile of European medical research."

As an INDIVIDUAL

- **Make a donation** and help turn an interesting scientific discovery into a life-saving medical solution.
- **Participate in one of our meetings or events.** These are unique opportunities to meet other Philanthropreneurs committed to the same cause as you and to share convivial moments of exchange in unusual settings.
- **Make a legacy.** By including the Fournier-Majoie Foundation in your will, you are making a decision that will have a significant and long-term impact on finding better ways to beat cancer.

✉ legacies@fournier-majoie.org

If your company is concerned by the fight against cancer in a CSR approach, contact us:

✉ circle@fournier-majoie.org ☎ +32 2 370 47 25



Our 2022 events

Supporting the Fournier-Majoie Foundation through our events means fighting together against the global scourge of cancer.

The various activities organised in 2022 have raised no less than **€347,000** for the innovative and promising cancer research project “The cloak of invisibility”. This is a new generation of anti-cancer “missiles” equipped with a cloak of invisibility to escape the filtering cells of the liver and avoid unwanted poisoning. It eliminates tumour cells while sparing healthy cells.



The 20 km of Brussels May 2022

A mythical event for thousands of athletes in the capital. Thank you to all those who took up the challenge by proudly wearing the colours of the Fournier-Majoie Foundation and to all those who supported them!



Gala Evening September 2022

Each year, the Fournier-Majoie Foundation organises a prestigious dinner followed by a dancing evening in an unusual location in Brussels. In 2022, the Gala evening was held in the exclusive setting of the Albert Summer Rooftop above the Royal Library. The guests enjoyed a delicious dinner and a great atmosphere on the dance floor with a lot of generosity.



“Les Voiles du Zoute” September 2022

The Fournier-Majoie Foundation is the charity partner of the inter-company regatta “Les Voiles du Zoute”.

This regatta is a unique opportunity to mobilise around cancer research. At the end of the day, all the participants gathered for the prize-giving ceremony and a convivial dinner during which the artist Christophe de Fierlant created a work of art which was auctioned for the benefit of the Foundation.



“It’s my joy to invite you” dinners

In 2022, we were lucky enough to see the development of these solidarity dinners.

The principle: ask your guests to come empty-handed (no wine, no flowers, no chocolates, ...) and instead, make a donation to fight cancer in a different way. The objective is that one of the guests takes over and organises this solidarity dinner in turn.



Challenges 88 since november 2022

The challenge 88 is a sporting challenge in a discipline of your choice, with a “88” touch: 88 km in relay, 88 minutes of cycling, 88,000 steps, 88 lengths of swimming pool, 8 times around the neighbourhood,... Solo, with family, friends or colleagues, the objective is to mobilise your entourage to support cancer research.



Thank you!

Thank you from the bottom
of our heart for your generosity!

- Our Donors
- Our Honorary Committee
- Our Partners and Companies who actively supported us in 2022



THANK YOU



Make a donation

You too can become a Philanthropreneur
by supporting cancer research

If you are a Belgian resident

By making a donation of at least €40 during the calendar year, you can enjoy a tax benefit of 45% of the donated amount.

Bank account: King Baudouin Foundation / FFM

IBAN : BE10 0000 0000 0404

BIC : BPOTBEB1

Communication : +++197/0370/00076+++ (important to mention)

If you are not a Belgian resident or do not request a tax certificate

You can donate to us directly

Bank account: Fournier-Majoie Foundation

IBAN: BE43 0689 4204 2001

BIC: GKCCBEBB

Communication : Impact report

www.fournier-majoie.org

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a donation

