



Treasurer's Annual Financial Report for 2020

Harry Dolstra, EBMT Treasurer

Final 2020 numbers for voting

Financial highlights

Source of Income

	2020	
	EUR	%
EBMT Members donations	650,000	6.2%
Scientific Sponsors donations	475,000	4.5%
Annual Meeting	4,735,000	45.0%
Results from investments	35,000	0.3%
Grants for Studies, Clinical Trials & Education	4,381,000	41.7%
Accreditation (JACIE)	241,000	2.3%
Total Income	10,517,000	100.0%

Destination of resources

	2020	
	EUR	%
Scientific Studies	2,294,000	27.9%
EBMT Registry	731,000	8.9%
Annual Meeting	1,349,000	16.3%
Educational Activities	1,787,000	21.6%
Standards & Accreditation (JACIE)	512,000	6.2%
Management and Administration	1,586,000	19.2%
Total Expenditure	8,259,000	100.0%

Position of EBMT - rating

Program %	Cost to Raise \$100	Efficiency Rating	
90-100%	\$0 - 4	A+	
80 - 89%	\$5 - 11	A	Current position EBMT
75 - 79%	\$12 - 15	A-	
72 - 74%	\$16 - 19	B+	
68 - 71%	\$20 - 26	B	
65 - 67%	\$27 - 30	B-	
61 - 64%	\$31 - 33	C+	
56 - 60%	\$34 - 37	C	
50 - 55%	\$38 - 40	C-	
36 - 49%	\$41 - 59	D	
0 - 35%	\$60 - 100	F	

Source: <https://www.charitywatch.org/charitywatch-criteria-methodology>

Final 2020 numbers for voting

Financial outcome	2020	
	EUR	%
Total Income	10,517,000	100.0%
Total Costs	8,259,000	78.5%
Gross Result	2,258,000	21.5%
Earmarked	- 80,000	-0.8%
Net result	2,338,000	22.3%

Final Conclusions

The continued positive financial development of the organization has allowed EBMT to further building on strategic goals and improve its structure.

Currents highlights: e-learning, registry upgrade, cellular therapy registry, benchmarking system, CART PASS studies.

A total of € 500K will be earmarked in line with the board decisions for structural innovation (€ 300K) and registry implementation (€ 200K).

A total of € 580K from earmarked reserves is used for running projects.

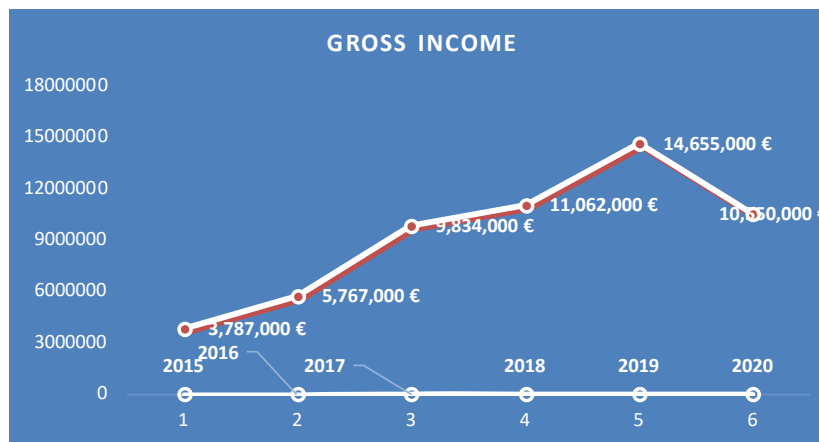
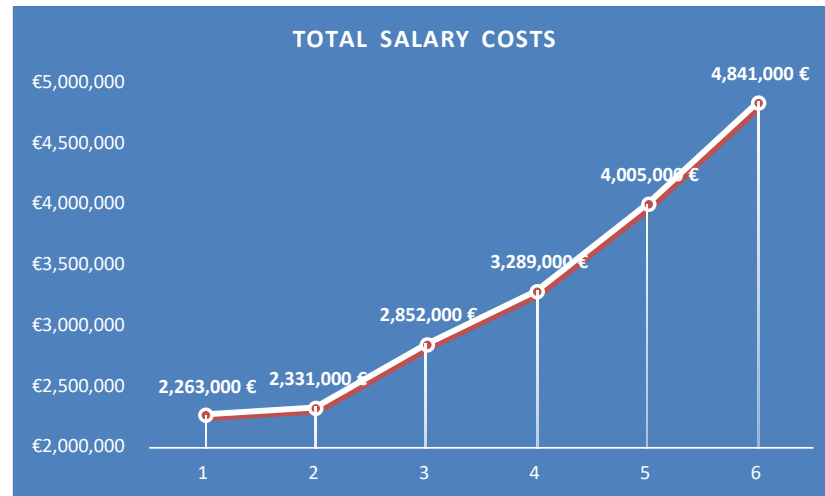
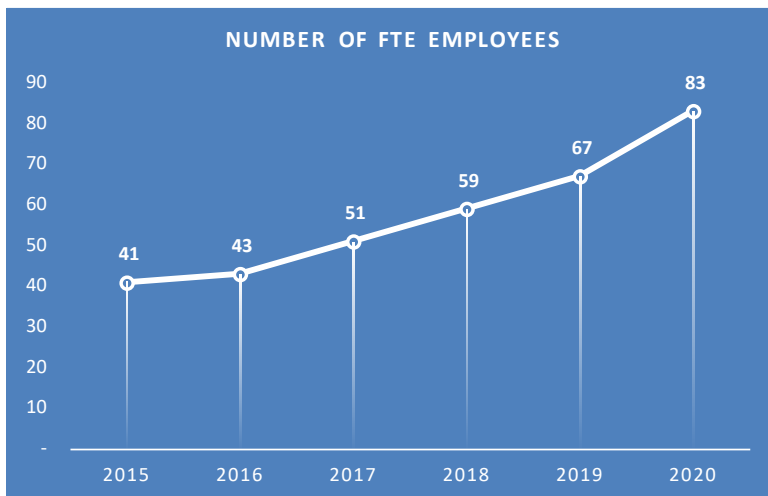
The residual budget of € 2,337K will be returned to our reserves and used to further secure our key staff positions and main strategic projects in case of any unforeseen financial serious adverse event.

In 2021 we plan to use a total of € 1.086 K earmarked reserves in line with the Board's decisions for registry implementation (€ 775 K) and structural innovation (€ 311 K). Additionally, € 600 K is expected to be used in 2021 to strategically investments.

Covid-19

Due to the continuing issues regarding the Covid-19 virus the EBMT has virtualized most of its events.

Income and human resources development



Spending our financial resources on our missions

Our annual income has been used to further work on our mission and improve the organizational structure of EBMT in order to strengthen our growing organization for achieving our mission goals.

The budget needed for management (i.e., board and executive office expenses) increased to 19,2% which is resulting in allocating 80,8% to our scientific studies, Registry, accreditation and education including the Annual Meeting, E-learning and Educational events .

Therefore, EBMT remains a very efficient organization when assessed by international rankings (A in line with CharityWatch, 2019: A+).



Continue with the well-balanced strategic financial roadmap

In 2020, the main challenge was to secure all Staff positions while further optimizing EBMT organizations through a well-balanced financial COVID-19 contingency plan and roadmap for the future in order to be able to cover all financial challenges in line with our ambitions but also further strengthen a strong backbone.

The EBMT Board decided to partially release allocated reserves in 2020 (580 k€) to support our roadmap and EBMT organization for the next few years which covers the following strategic topics:



1) *Virtual annual meeting*

Due to the global COVID-19 pandemic we had to transform our Annual face-to-face meeting into a Virtual meeting while keeping a high level of education, the support of our sponsors and the engagement of our delegates. Thanks to hard work and dedication of the Barcelona office the first Virtual annual meeting was a great success. The continued in-housing process to organize EBMT's Educational events really paid off in order to increase the EBMT's positioning and visibility and to improve financial control.



2) Completing the organization structure

In 2020, we continued with reorganizing the managerial infrastructure of the EBMT and structured it in six departments in order to be more aligned with our mission. After transformation we recognize the Registry, Clinical Research, Education & Events, Advocacy & Quality of Care, Sales & Development and Support departments. Each department is led by a Department Director whom together with the Executive Director and Medical Officer form the EBMT management team. Due to the solid financial situation of EBMT, we secured all Staff positions during the COVID-19 pandemic and covered the new key positions of the changed EBMT organizational structure. Further streamlining the restructured organigram will continue in 2021 to strengthen the efficiency and mission goals of the EBMT.



3) Creating the sales department

In 2020 we continued with improving the Sales department in order to increase and streamline the process of setting up memberships, sponsorships, retrospective and prospective studies in collaboration with pharma, institutions and non-profit organizations as well as marketing & communications. The sponsorships and funded studies are a growing segment of the activities of EBMT and important financial pillar. In 2020, we recruited a Sales department Director to lead this department and better support our organization and mission.



4) STARTING THE CAR T PASS STUDIES

In receiving the qualification opinion from EMA on the cellular therapy module of the EBMT Registry, the Board decided to strengthen manpower to support this initiative, which will collect post-market evidence for safety and efficacy of different commercial CAR T products. Contracts with Novartis, Kite and Celgene have been signed and more companies are likely to follow. The finance involved in these contracts allow more manpower to execute these PASS studies and increase the Registry data and data quality. In addition, this registry tool will also be helpful for all researchers who are executing clinical studies with immune effector cells in order to gather more comprehensive data sets.



5) Implementing E-Learning tools

We further invested in developing a sophisticated E-learning platform, which will allow the community to educate themselves by online training. Furthermore, we opened new sponsors opportunities to our E-learning activities.



6) Change of logo

To address our commitment to Cellular therapy within our society, EBMT has updated our Mission and Vision and designed a new EBMT logo. In this process we have included all Board Members, the Working Parties and the Nurses Group, EBMT Staff and also EBMT Members. At the end of this process there was a broad agreement and consensus to keep our name, European Society for Blood and Marrow Transplantation (EBMT), but to slightly modify our mission and vision as well as our EBMT logo.



7) Opening EBMT office in China

The EBMT officially opened a satellite foundation office in Shanghai, China on the 15th of December 2020. The Shanghai office is the 5th global EBMT office and the only office in the Asia Pacific region. The aim is to promote convenient and in-depth exchange between the Chinese haematology community and the EBMT, strengthen multi-centre clinical innovation and cooperation, share scientific experience, standards and protocols, and provide the best treatment and care for patients.



8) Updating the EBMT registry

In 2020 we continued to work on the migration of the Registry data into MACRO while continuing capturing transplant and cellular therapy data in Promise. This migration project into a new Registry platform has the highest financial priority. Reserves have been earmarked to cover all expected costs. In addition, reserves are being used and held for any unexpected expenses. Furthermore, the London, Leiden and Paris office closely work together in the Registry migration project under the supervision of the new Registry director.



AUDITING PROCESS



At the time of preparation this presentation (1 March 2021), the audit process had not yet been completed.

No information from the auditors has reached us that indicates we won't obtain an "unqualified opinion".

It will be the sixth consecutive time EBMT obtains an unqualified opinion. This demonstrates that the EBMT is maintaining its high standard of modern management, improving its financial stability and provides assurance that money is spent and allocated according to our mission.

At the end of the audit process EBMT will receive an Auditor's Management Letter. The outcome of this will be presented in the Board meeting after obtaining the letter.



THANKS TO:

Financial team, EBMT offices



Liesbeth
Hoekstra



Bas Natkiel

Erwin Timmers +
Rugene Rogers

Financial committee members from 2019 and update ToR 4 year mandate



Harry Schouten



Alejandro Madrigal



Financial options for future strategic goals in and beyond 2021

Continuance of development of the registry

Implementing benchmarking

Extend the cellular therapy project and PASS studies

Investing in IT and human resources

Extend e-Learning content

Risk management: EBMT's liquidity

Current ratio (liquidity of an organization):

This indicator says something about the financial position of the organization. It shows if current liabilities can be covered by the current assets. A ratio between 1.2 - 1.5 is considered healthy.

Current ratio is calculated as follows: current assets / current liabilities

$$\text{Current ratio} = \frac{22,738,000}{10,364,000} = 2.2$$

Cash runway (how long can the organization run without income):

Cash runway ratio is calculated as follows: current assets / current + future liabilities

Burn: approximately 1,5 Mio Euro a month

$$\text{Runway ratio} = 12 \times \frac{22,738,000}{18,185,000} = 15$$



14-17
March
2021

virtual
47th Annual Meeting
of the EBMT

Thanks!

