



IMPACT & PROGRESS
REPORT
2023

Empowering entrepreneurs
to crush cancer



A WORD FROM THE PRESIDENT



Ladies and Gentlemen,
Dear friends of the Foundation,

In these challenging economic and financial times, scientific start-ups are finding it increasingly difficult to raise the funds they need for oncology research.

In this complicated context, our Foundation is positioning itself as an **alternative of choice** to support these promising projects, bringing hope to thousands of people affected by cancer. Thanks to our expertise and rigorous selection process, we identify, support and finance the most innovative research projects, with the potential to develop targeted, personalized cancer treatments that will save lives.

Some key moments in 2023

- Your generosity has enabled us to raise **€456,000**. This sum will be dedicated to supporting **Apmonia Therapeutics**, bringing their drug candidate one step closer to the clinical phase. This project, known to you as **"Chasing the clouds"**, tackles ovarian and colorectal cancers, which affect 67,000 and 520,000 people respectively every year in Europe. From the bottom of my heart, a big THANK YOU to you!
- We are also delighted with the success of **Mablink Bioscience's Invisibility Cloak** project. Their magnificent scientific advances and excellent pre-clinical results have led

the pharmaceutical company Eli Lilly to take them over in order to move up a gear. They are now about to enter the clinical phase in 25 hospitals in the United States. This return on mission will enable the Foundation to support promising new cancer projects, perpetuating the **virtuous circle** and **return of the favour** between researchers, so dear to my father and our founder, Bernard Majoie.

- At the end of 2023, we welcomed start-up **Hephaistos Pharma** as one of our laureates. Frédéric Caroff (the project leader) and his team are developing immunostimulants that combat cells with TLR4 receptors, targeting bone cancers (mainly affecting teenagers and young adults) and non-Hodgkin's lymphoma (120,000 people diagnosed each year in Europe).

I'd like to express my deep gratitude and appreciation to you, dear Philanthropreneurs, for your commitment and constant support, which enable us to continue our **efforts to beat cancer and save lives**.

There are no small or large donations; only generous ones! Because everyone contributes directly to the advancement of science and the hope of a world without cancer. This is the power of the butterfly effect, which characterizes our Foundation: each small gesture, each small action of solidarity, combined with others, can have **extraordinary consequences** for those courageously fighting the disease.

With my most sincere thanks,

Jérôme Majoie
Chairman

A handwritten signature in black ink, appearing to read 'Jérôme Majoie', written over a horizontal line. The signature is enclosed within a large, thin, black curved line that forms a partial circle.

OUR IMPACT MEASURED IN 2023

7

active projects

477

generous donors

770K €

for scientific projects

SINCE OUR CREATION

153

jobs created within the teams of our winners

300+

projects analysed and commented

20

projects supported

40

patents filed

+ € 12M

ALLOCATED TO RESEARCH PROJECTS

OUR MISSION :

To save lives, we identify, fund and support researchers so that their scientific discoveries benefit people suffering from cancer.

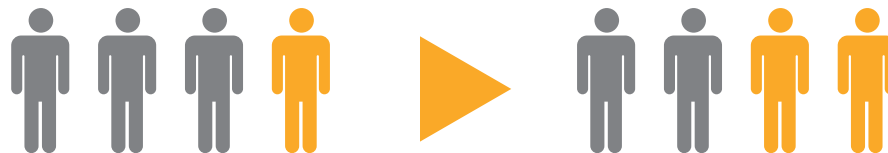


CANCER, A GLOBAL SCOURGE



Around **50 million people** are (over)living with cancer worldwide today.

Behind these impressive figures are the children, men and women who suffer, whether directly affected by the disease or indirectly impacted as loved ones..



50 YEARS AGO,

only 1 in 4 patients survived cancer. Since then, research has led to a better understanding of the disease.

Treatments have diversified and improved considerably (surgery, chemotherapies, radiotherapies, immunotherapies, targeted therapies).

TODAY,

with an overall survival rate of around **1 in 2**, cancer still claims more than 10 million direct victims worldwide every year.

1 in 2 is better, but far from enough. **There are still so many lives to be saved!**

Supporting research is today our only option for improving existing therapeutic solutions and developing new diagnostics and treatments.

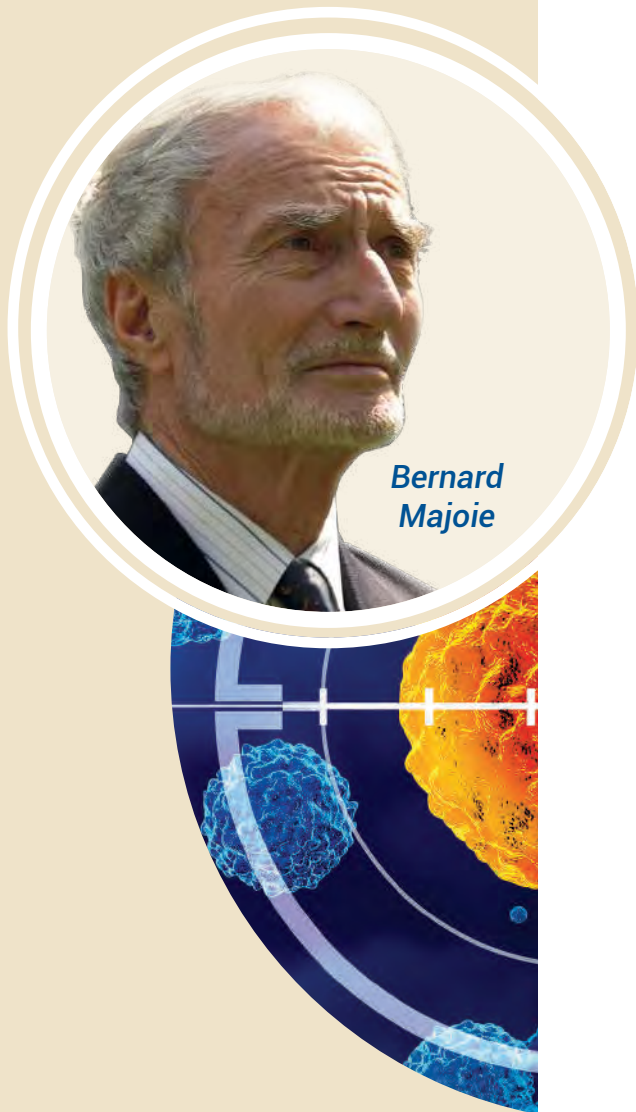
OUR HISTORY

At the age of 27, **Bernard Majoie**, doctor of pharmacy, seized the opportunity to develop a pharmaceutical R&D department within Laboratoires Fournier. He propelled this 400-strong family business into a global laboratory employing over 4,000 people.

Building on this success and driven by a desire to **return the favour**, he created the Fournier-Majoie Foundation in 2007.

His aim: **to help researchers become entrepreneurs** against cancer, so that their scientific discoveries can help beating cancer. Indeed, in the course of his entrepreneurial career, Bernard Majoie has come to realize that many promising cancer research projects fail to reach patients, due to a lack of adequate financial and managerial support.

On the occasion of the Foundation's 10th anniversary in 2017, Bernard Majoie passed the baton to his son **Jérôme**. Bernard Majoie passed away in December 2021, leaving his philanthropic mark on the Foundation with the many hopeful projects it supports.



*Bernard
Majoie*



*Jérôme
Majoie*



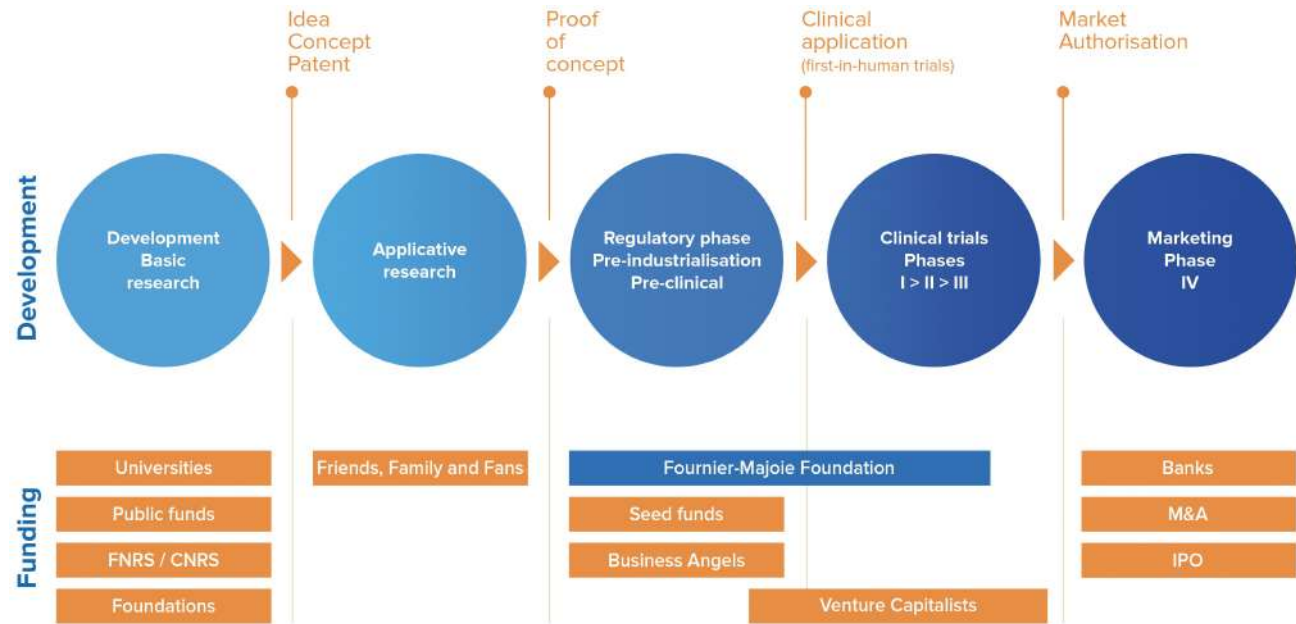
It all begins in a **laboratory** where a researcher and his/her team make a promising discovery. A **patent** is then filed and hypotheses are established to transform/improve this discovery into a therapeutic solution.

Next, they have to provide **proof of concept** that will demonstrate: how it acts in the body, its efficacy and tolerability, while detailing how it can be produced on a large scale and in a stable manner.

THE FOUNDATION HELPS RESEARCHERS AT A CRUCIAL MOMENT

It is at this key moment, just after 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 for the project's entry into the clinical phases (those involving the first patients). We then hand over to other players, whether investors or industrialists, with a partly derisive project that has real medical perspectives.

OUR MOMENT OF INTERVENTION



THE FOUNDATION'S TRIPLE SUPPORT

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

To increase the project's chances of success, the Foundation carries out a rigorous analysis of promising oncology 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 Foundation's rigorous analysis of projects is based on 14 scientific, commercial and financial criteria

Once selected, the Foundation supports its laureates in

3 WAYS

1

Financial resources (up to €2.5 million per project) at a stage of development when investors are generally reluctant to invest

2

Real entrepreneurial support by involving a vast network of scientific, technical, financial and business experts

3

Access to a **network of private and public investors** in the context of fundraising

WHY IS THE FOUNDATION UNIQUE ?

1.



ENTREPRENEURIAL PHILANTHROPY AND PHILANTHROPRENEURS

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

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.



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.

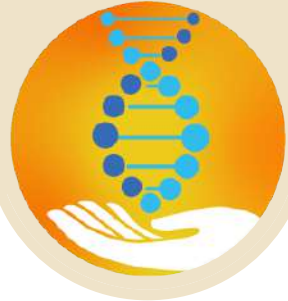
All the operating costs of the Foundation are covered by a separate endowment from our founder, Bernard Majoie.
Your donations are tax-deductible in most European countries and in the United States.

3.

OUR DNA IS CLOSE TO THAT OF ENTREPRENEURS

Our entrepreneurial spirit is clearly reflected in our vision "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 (153 jobs created within the teams of our laureates)



4.

VIRTUOUS CIRCLE

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.



A concrete example of the virtuous circle: MABLINK Bioscience

Our '**cloak of invisibility**' project, supported by **Mablink Bioscience**, has moved up a gear. Thanks to its advances and the pre-clinical results of its hydrophilic cloak (known as PSARlink), the company has been acquired by Eli Lilly. The return on our support will be used to accompany new promising cancer projects.

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

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



SUSTAINABLE IMPACT

- A virtuous circle as a driving force
- If the project is successful, the laureates commit to helping future researchers
- Your donation supports not only one but several successive projects

The butterfly effect is at the heart of our action and symbolises the powerful idea that each small gesture, each small act of solidarity, combined with others, can have **extraordinary consequences** for those who are courageously fighting the disease.

If all the projects supported by the Foundation today were to succeed, they could have a vital impact on

7.2 million people.

Each project supported is a ray of hope for patients waiting for treatment for their cancer. Just as every donation represents another step towards a future without cancer.

THE BUTTERFLY EFFECT TO SAVE LIVES



OUR PROMISING CANCER PROJECTS



PROF. TONY LAHOUTTE

TROJAN LLAMA
PRECIRIX

TARGETED CANCERS :
HER2+ BREAST CANCER WITH
BRAIN METASTASES

Precirix develops and manufactures precision radiopharmaceuticals based on llama-derived antibodies that deliver radioactive isotopes to cancer cells overexpressing HER2 receptors in a highly targeted manner. These include certain **breast and stomach cancers**.

Llama nano-antibodies are 10 times smaller than conventional antibodies (1 million nano-antibodies can be placed on a 1 mm surface!), enabling them to circulate very rapidly in the body, bind to receptors that are difficult to detect due to their size, and carry small radioactive charges that are powerful enough to destroy cancer cells.

Another substantial advantage linked to size is their ability to reach cancer cells that have arrived in the brain to develop. It should be borne in mind that the vast majority of therapeutic molecules do not pass through the natural blood-brain barrier that protects the brain from undesirable substances circulating in the blood. Precirix nano-antibodies, on the other hand, are able to target these cells.

At this stage, **12 patients** have benefited from the treatment in the clinical phase.

DNALytics is a spin-off from the Université Catholique of Louvain. Its expertise lies in the statistical analysis and validation of research data and the formulation of recommendations for the development and marketing of products and services in the healthcare sector.

Since 2021, the company has refocused its activities around the distribution of BRICKS, a range of bioinformatics software used in R&D. It has also updated its HERCULE platform for consolidating and validating production data for major biopharmaceutical companies.



DOCTOR THIBAUT HELLEPUTTE





DR. ALBIN JEANNE, SCIENTIFIC RESEARCHER
AND MANAGER, CO-FOUNDER OF APMONIA
THERAPEUTICS



PRIORITY PROJECT 2023 : CHASING THE CLOUDS

TARGETED CANCERS :
OVARIAN AND COLORECTAL

Dr. Albin Jeanne, doctor in biochemistry & cell biology, and his team, supported by the Foundation, have designed TAX2 - a highly promising immunotherapy treatment - which targets the TSP-1 protein to "chase the clouds", allowing our immune system to spot cancer cells and eliminate them.

THANKS TO THE GENEROSITY OF OUR DONORS, WE HAVE COLLECTED €456,000 IN 2023 TO BRING THIS PROJECT TO THE CLINICAL PHASE WHERE THE FIRST PATIENTS WILL SOON BE ABLE TO BENEFIT

With this sum, we have been able to make a very concrete contribution to:

- Acquiring a device for carrying out blood tests needed to identify the presence of the TSP-1 protein (the protein that hides cancer cells)
- Analysing 105 tumours to validate their compatibility with the TAX2 "cloud chaser" tests
- Producing 5,000 doses of TAX2 for the first clinical phases
- Finalising toxicology studies to define the optimal dose for humans

The primary enemy of cancer is our immune system, whose job it is to destroy abnormally functioning cells.

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

In some cancers, the cells have the particularity of producing a protein called TSP-1. 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. Every year in Europe, colorectal cancer affects 520,000 people and causes 242,000 deaths. Ovarian cancer affects 67,000 women a year and is extremely deadly, still causing 44,500 deaths in Europe (Source: WHO-Globocan).



JEAN-GUILLAUME LAFAY, CEO AND
CO-FOUNDER OF MABLINC BIOSCIENCE
WITH DR WARREN VIRICEL

THE CLOAK OF INVISIBILITY



TARGETED CANCERS: LUNG, BREAST, OVARIAN, COLORECTAL

In targeted therapy, "missiles" (known as Antibody Drug Conjugates or ADCs) with a homing head, a linker and a payload of toxic agents are injected intravenously to flush out cancer cells. They attach themselves to their target on the surface of the 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 technological 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/tolerability ratio has been measured to be 7 to 10 times higher than currently available targeted therapies.

At the end of 2023, MABLINC was acquired by Eli Lilly, enabling the Foundation to support new promising cancer projects thanks to the financial return on support.

TARGET CANCER: OSTEOSARCOMES (as monotherapy), NON-HODGKINIAN LYMPHOMA (in combination with Rituximab) and SOLID TUMORS (in combination with ICI)

From a bacterial strain, a molecule is extracted and chemically modified to stimulate certain soldiers of the immune system - T lymphocytes (CD4 and CD8) and macrophages - to attack specific cancer cells (depending on the receptors over-expressed on the membranes of these cells).

These stimulating molecules transform cold tumours into warm tumours, making them easier for the immune system to identify.

Hephaistos Pharma's immunostimulants against TLR4 receptor cells are **safer, more potent and easier to administer** to patients than similar products already on the market or in development.

The first drug candidate, called ONCOBoost, could be combined with all types of immunotherapy. It can work as a monotherapy or be combined with other therapies.



FRÉDÉRIC CAROFF





DR. BERTRAND MAGY



PRIORITY PROJECT 2024: TOBACCO TO CURE CANCER

TARGETED CANCERS:
NON-HODGKIN'S LYMPHOMA
Then potentially solid tumours

Would you have imagined that tobacco could one day cure cancer ?

That's what Dr Bertrand Magy, Max Houry and their team, based near Marche-en-Famenne (B), are about to demonstrate thanks to our support.

They have designed a new class of drugs to combat blood **cancer and certain solid cancers**, based on tobacco plant derivatives: they are named **atbodies** (antibody-toxin-bioengineered). One of the special features of atbodies is that they form an all-in-one anti-cancer missile, combining a homing device to target cancer cells and a toxin to destroy them.

This therapy in development is proving to be **extremely powerful** against cancer cells (the toxins are highly concentrated), **highly targeted** (particularly for blood cancers) and **2 x faster** to manufacture than traditional targeted therapies.



**WITH YOUR HELP, OUR AIM WILL BE TO RAISE
500,000 EUROS IN 2024 TO SUPPORT THIS PROJECT,
WHICH BRINGS HOPE TO THOUSANDS OF PATIENTS.**

In concrete terms, how will your generosity be used?

- € 340 = 100 plants grown for 6 weeks to produce 'atbodies'
- € 2.500 = production of 1 of 6 injections of 'atbodies' for a research treatment in humans
- € 11.200 = purchase of an ultra-freezer at -80°C to preserve the 'atbodies' produced
- € 100.000 = purchase of a machine to purify the 'juice' extracted from tobacco plants



GOVERNANCE AND TEAMS

BOARD OF DIRECTORS

**Committed people mobilised to
achieve our mission**

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

Jérôme Majoie,

Chairman and CEO of the Fournier-Majoie Foundation

François Charlet,

Managing Partner of Intuitae Switzerland

Rudy Dekeyser,

Associated Director of LSP Health Economics Funds

Frédéric Galland,

Financial and Administrative Director of the Fournier-Majoie Foundation

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.

This multi-disciplinary council 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

Doctor Vincent Brichard

Professor Marc Buyse

Doctor Rudy Dekeyser

Professor Ferdinand Lejeune

Doctor Jacques Mallet

Professor Bart Neyns

Mister Jan Pensaert

Mister Paul Van Dun

Doctor 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), **Coralie Lion** (Communication) and **Serge Schmitz** (Fundraising Strategy and Communication).

Jérôme Majoie can also count on the expertise of **Ana Maricevic** for competitive analyses and **Dr Peter De Waele** for scientific aspects and intellectual property.



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
Jean-Cédric van der Belen
Sarina de Ganay
Gwenaële de Meulemeester
Alexandra Mikolajczak

Vinciane Morel de Westgaver
Caroline de Strycker
Stéphane d'Udekem d'Acoz
Sébastien Ulens
Virginie Vaxelaire

OUR EVENTS IN 2023

SUPPORTING THE FOURNIER-MAJOIE FOUNDATION THROUGH ITS EVENTS MEANS WORKING TOGETHER TO COMBAT THE GLOBAL SCOURGE OF CANCER.

The various events organised in 2023 raised no less than **€ 317,689** for the promising **"Chasing the Clouds"** immunotherapy project.



THE 20 KM OF BRUSSELS MAY 2023

THE legendary event for thousands of sports fans in the capital. Thank you to all our heroes who rose to the challenge, proudly wearing the colours of the Fournier-Majoie Foundation, and to all those who supported them with their donations!

Every year, the Fournier-Majoie Foundation organises a prestigious dinner followed by an evening of dancing in an unusual location. In 2023, the Gala evening took place in the exclusive Reset in Brussels. Our stars of the evening walked the red carpet and became ACTORS in the fight against cancer by showing great generosity.

GALA EVENING « STARS OF THE NIGHT » SEPTEMBER 2023





LES VOILES DU ZOUTE SEPTEMBER 2023

The Fournier-Majoie Foundation is the charity partner of the inter-company regatta "Les Voiles du Zoute", which takes place in the famous seaside resort of Knokke-Heist.

This regatta is a unique opportunity to combine competition, networking and generosity in aid of cancer research. After the competition, the participants gathered for dinner and an auction of a magnificent work by Belgian artist Joël Moens in aid of our Foundation.

"IT'S MY JOY TO INVITE YOU" DINNERS

The idea behind these solidarity dinners is to ask your guests to come empty-handed (no wine, flowers, chocolates, etc.) and instead to make a donation to help in the fight against cancer. The aim is for one of the guests to take over and create a chain of dinners in aid of the Foundation.



SPORTS CHALLENGES

Whether on your own, with family, friends or colleagues, the aim of these sporting challenges is to set yourself a challenge while mobilising those around you to support cancer research.

Thank you to our walkers and swimmers who have trodden the paths of Compostela or the fjords of Montenegro to help us save lives.

HOW CAN YOU SUPPORT US?

Anne-Sophie Eymeoud
Rothschild & Co Wealth Management
(Family bank with a historical philanthropic DNA)

"From the moment I 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."

Thanks to our partners:

Botaniets, Casa Kafka Pictures, Casa Rosen, Charriol Genève, D'Ieteren Luxury Performance, Filorga, Fondation Blan, Gabriel Lelièvre, Idéo Event Design, Leonidas, Louis Moinet, Lunetier Ludovic, Rouge Pivoine, Reset, Rothschild & Co Wealth Management, So Excentrique, Sotheby's International Realty, Traiteur Lefevre, Umani Family Office .



CORPORATE PARTNER

As a company, you have the opportunity to help save lives by supporting scientific research. Benefit from positive spin-offs by getting involved in a philanthropic and entrepreneurial approach tackling a major social issue.

Join us in "Empowering entrepreneurs to crush cancer" and become a corporate partner of the Fournier-Majoie Foundation:

- by inviting your staff to get involved and support the cause and the Foundation
- by donating part of the sale of your products/services to the Foundation
- by offering products or services
- by sponsoring our events

Contact us:

philanthropreneur@fournier-majoie.org

Tel : +32 2 370 47 23

OTHER WAYS TO HELP US

By supporting our promising scientific projects, you are bringing a breath of hope to those suffering from cancer.

Your generosity can be fiscally attractive and have a human impact.



DONATE

- Make a tax-deductible donation
- Include the Foundation in your will
- Shop online with Trooper (www.trooper.be)



COLLECT

- Organize a solidarity dinner
- Create your own Challenge 2024
- Celebrate a personal event (birthday, wedding, birth, etc.)
- Honor the memory of a loved one



PARTICIPATE

- Run or walk the 20 km of Brussels
- Join us for our Gala evening

THANK YOU!

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

- To our Donors
- To our Honorary Committee
- To our Partners and Companies who actively supported us in 2023
- To the artists who support our cause: Joël Moens, Charlie Dupont, Gérald de Patoul, Denis Meyers, Kool Koor, François Nugues, Aurélie Lanoiselée, Isabelle Arpin, Eric Ceccarini, Christophe de Fierlant, Stéphanie Van Beneden.

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

SCAN TO MAKE
A DONATION



www.fournier-majoie.org

Avenue de Fré 269 / bte 44 – 1180 Brussels – Belgium

Email : philanthropreneur@fournier-majoie.org – Phone number : +32 2 370 47 25

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