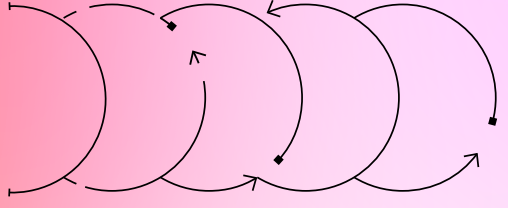


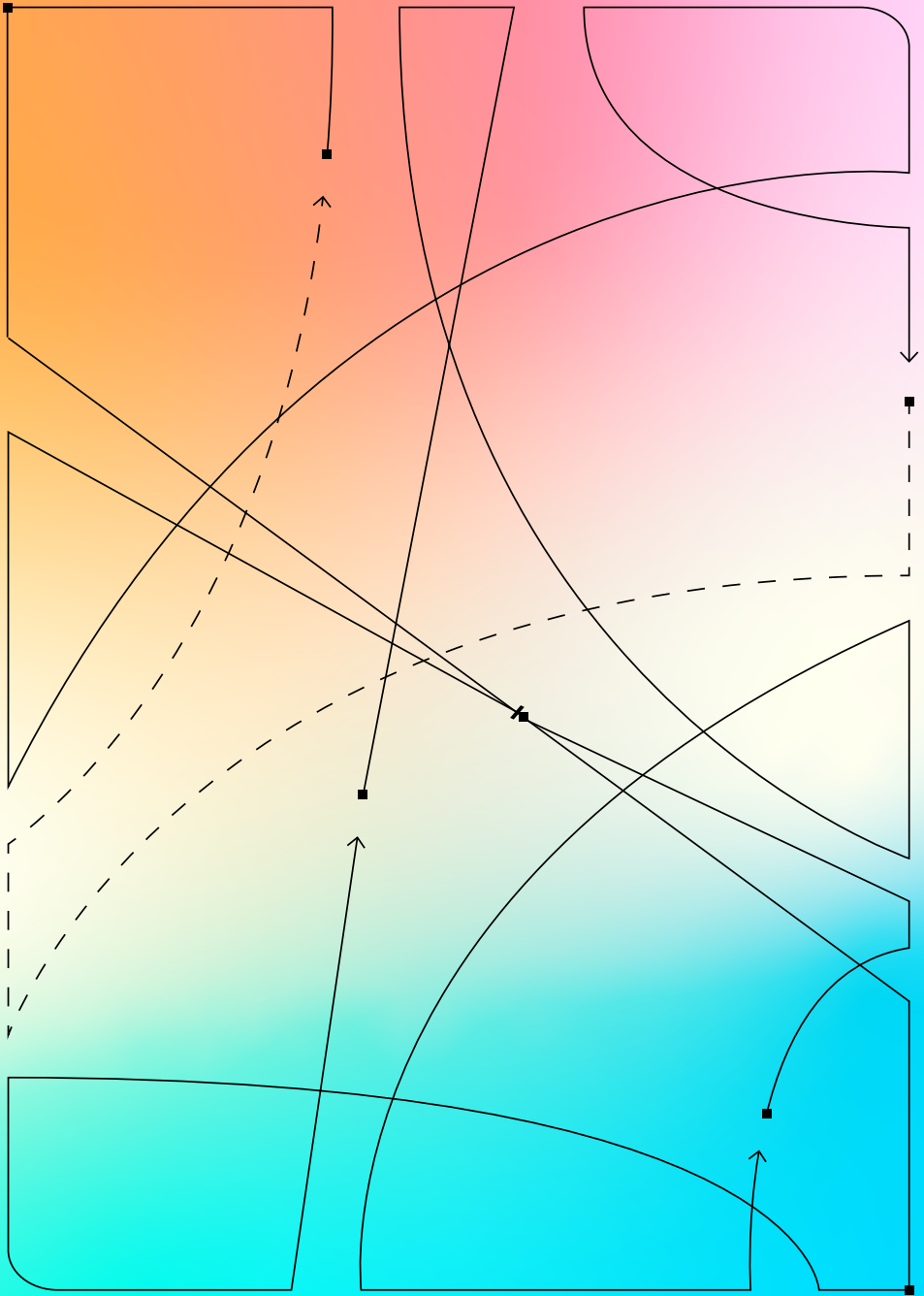
HIGH  
LIGHTS  
2021



**Sanquin**

**HEALTH SOLUTIONS**

***For Life.***



## FROM THE BOARD

“After experiencing rapid growth in a dynamic first year, we will focus on strengthening the organization further in 2022. Particularly, we will invest in our people, without whom growth would be impossible.”



Rogier van den Braak,  
Managing Director Sanquin  
Health Solutions Group B.V.

“With the strategy we developed in 2021, we will increase our impact on healthcare.”



Pieter de Geus, Managing Director  
Sanquin Health Solutions Group B.V.

## OUR CONTRIBUTION:

## TOGETHER AGAINST CORONA

### **24/7 thrombosis test**

When it became apparent that part of the population might be at risk of thrombosis after vaccination with one of the COVID vaccines, we very quickly developed a test to determine whether this specific reaction was indeed present in someone's blood. Hospitals throughout the Netherlands were able to make use of this, even during weekends.

### **Research and diagnosis**

At the request of the LUMC, we determined, among other things, the drug levels for ICU patients in order to determine the optimal dosage of tocilizumab. We monitored antibodies against corona in MS patients for the UMC Amsterdam. And we discovered, in collaboration with researchers from Reade and UMC Amsterdam, that fortunately the vast majority of patients with an autoimmune disease produce just as many protective antibodies as healthy people, even when they are taking medicines to suppress their immune system.



### **Support and service**

Sanquin Reagents sells the Magister C24 to laboratories all over the world. This fully automatic device performs quick and accurate blood group determinations. We built a complete recording studio around one Magister, with microphones and cameras placed at all angles, even a camera inside the device itself. This way, we can teach new and existing customers exactly how to use the device, during online sessions, despite the travel restrictions due to corona.

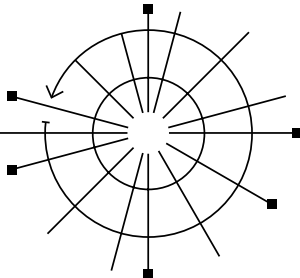
**205.000**

PCR-tests administered by Sanquin Diagnostics in support of the GGD (Public Health Service).

## Home test

Simple self-testing without having to leave the comfort of your home, with a quick and reliable result and the high quality that one can expect from Sanquin Health Solutions (SHS). Thanks to the home testing that took off due to corona, Elsemieke Hackenitz, Business Development Director at SHS, came up with the idea for the development of home tests to provide consumers with insight into their own health.

A business case was drawn up after extensive market research was conducted in 2021. A partner has since been found for routine diagnostics that can cost-effectively measure in small blood volumes. At the beginning of 2022, Direct Diagnostics B.V. became official. The company will be further expanded in the coming period.



## Pandemic preparedness

Sanquin Diagnostics and OLVG Lab presented plans for a large-scale regional laboratory to be developed on the Hid-grounds, to which the government, as well as the general public, will be able to turn in the event of any future virus crises.

Safe and reliable self-tests with Sanquin quality.



## Iron

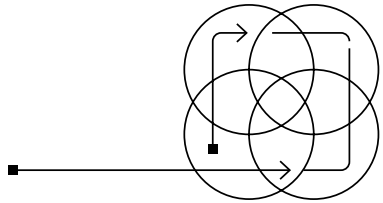
In 2021 Sanquin Diagnostics, together with the Blood Bank of the Sanquin Blood Supply Foundation, gradually took over the National Centre of Expertise for disorders of iron metabolism from Radboudumc. This centre of expertise is recognised both nationally and throughout Europe for the diagnosis and treatment of patients with abnormalities in their iron metabolism. It is of crucial importance for these patients that diagnosis and accompanying research are continued.

We share current insights and in-depth knowledge via Sanquin Academy.



## Game over for trypanophobia

Sanquin-researcher Elisabeth Huis in 't Veld studied trypanophobia (fear of needles) in blood donors and developed a mobile game that counteracts the fear of needles. Sanquin Health Solutions is involved in the further development of the game.



## Sharing knowledge

In the autumn of 2021 the totally renewed website of our Sanquin Academy went live. This training institute offers courses that have been developed and taught for decades by the experts of the Sanquin Group. They share current knowledge with doctors, analysts, medical specialists, clinical chemists and laboratory technicians, but also for example with biology teachers in secondary education.

# NEW WEST HEALTH

# & INNOVATION DISTRICT

In the coming years, a stunning new campus will be erected on our site in Amsterdam: the New West Health & Innovation District (Hid). ) A knowledge hub with international allure for everything related to hematology, immunology, oncology and transfusion medicine. Where fundamental research will take place alongside complex diagnostics and the development and production of medicines and vaccines. By bringing people and ideas together, Sanquin aims to become the place where a new generation of solutions for patients is developed.

## New neighbours

In 2021, the Hid welcomed, among others, Frame Therapeutics (that develops personalised cancer vaccines), Sanagen (that focuses on gene therapy that enables lifelong cures for multiple diseases), and BISC Global (that specializes in applied bioinformatics and machine learning).

## Half a million

The Hid received a subsidy of €500.000 by the municipality of Amsterdam for the development of lab and office spaces.

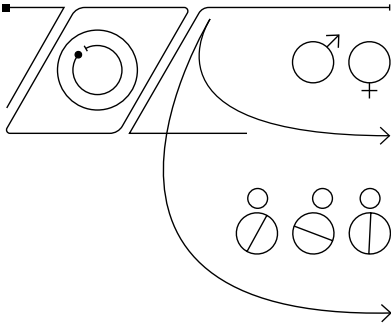
## Real estate

In order to properly organise the exploitation of the existing and to be developed real estate, Sanquin Health Solutions founded its own real estate entity in 2021. All our own real estate (buildings on Plesmanlaan) has already been incorporated in this private company.

There will be a lot of green space and places for informal meetings on the Hid.



# ABOUT SANQUIN HEALTH SOLUTIONS



## Our people

In 2021 more women (238) than men (125) worked at Sanquin Health Solutions (SHS), both in temporary and long term positions.

Sick leave at SHS in 2021 was significantly lower (4.24%) than in the healthcare sector in general (6.8%).

The majority of our colleagues are of Dutch nationality, however, we also have German, French, Ghanese, Irish, Italian, British, Spanish, Bengali, Greek, Polish, Portuguese and Romanian colleagues.

SHS concentrates its activities in the fields of transfusion medicine, hematology, immunology and oncology.





## **Our mission**

Unlocking the potential of blood and science for the benefit of patients.

## **Our vision**

SHS' growing ecosystem drives and facilitates the development of innovative products and services in transfusion medicine, hematology, immunology and oncology. With our knowledge, facilities and network partners, we provide the medicines, vaccines, diagnostic tests and treatment methods of the future. This is how we improve the lives of patients.

## **Strategy**

In 2021 a strategy was developed for SHS. It is based on three pillars:

### **1. Developing our own innovation pipeline and spin-off model**

SHS valorises the IP and knowledge of the Sanquin group and thus stimulates the development of innovative products and services for the benefit of patients. Promising innovations are housed - whether or not in collaboration with a partner - in a separate company with its own dedicated management.

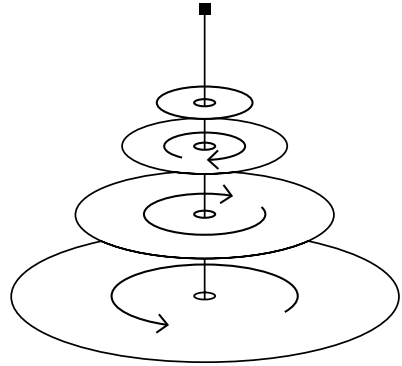
SHS turns knowledge into innovative products and services for patients worldwide.



## 2. Services to partners in life sciences and healthcare

For this, we are setting up a special Contract Research Organisation (CRO) within Sanquin Diagnostics. In the long term, we also want to develop IP and products in collaboration with our colleagues from Sanquin Research and other partners in order to strengthen our own innovation pipeline.

In addition to this R&D, we also have specialised platforms to perform diagnostic determinations on behalf of hospitals, blood banks and pharmaceutical parties. We mainly see growth opportunities, especially abroad, in the highly specialised diagnostics that make Sanquin unique (such as immuno hematology and immunomonitoring). We also consider the development of large-scale screening programs for the RIVM and VWS to be very promising.



## 3. Building an ecosystem: The New West Health & Innovation District (Hid)

Over the following years, the Hid will emerge in Amsterdam Nieuw-West: An ecosystem of corporates, startups, scale-ups and research institutions in the field of transfusion medicine, hematology, immunology and oncology. SHS, with its financial partner, enables the development of state-of-the-art buildings and facilities for life science applications with labs, clean rooms and office space. Of course, there are also excellent facilities to make life on campus as pleasant as possible. Collaboration and knowledge sharing are stimulated through the expansion of Sanquin Academy and an events agency.

# CORE VALUES

