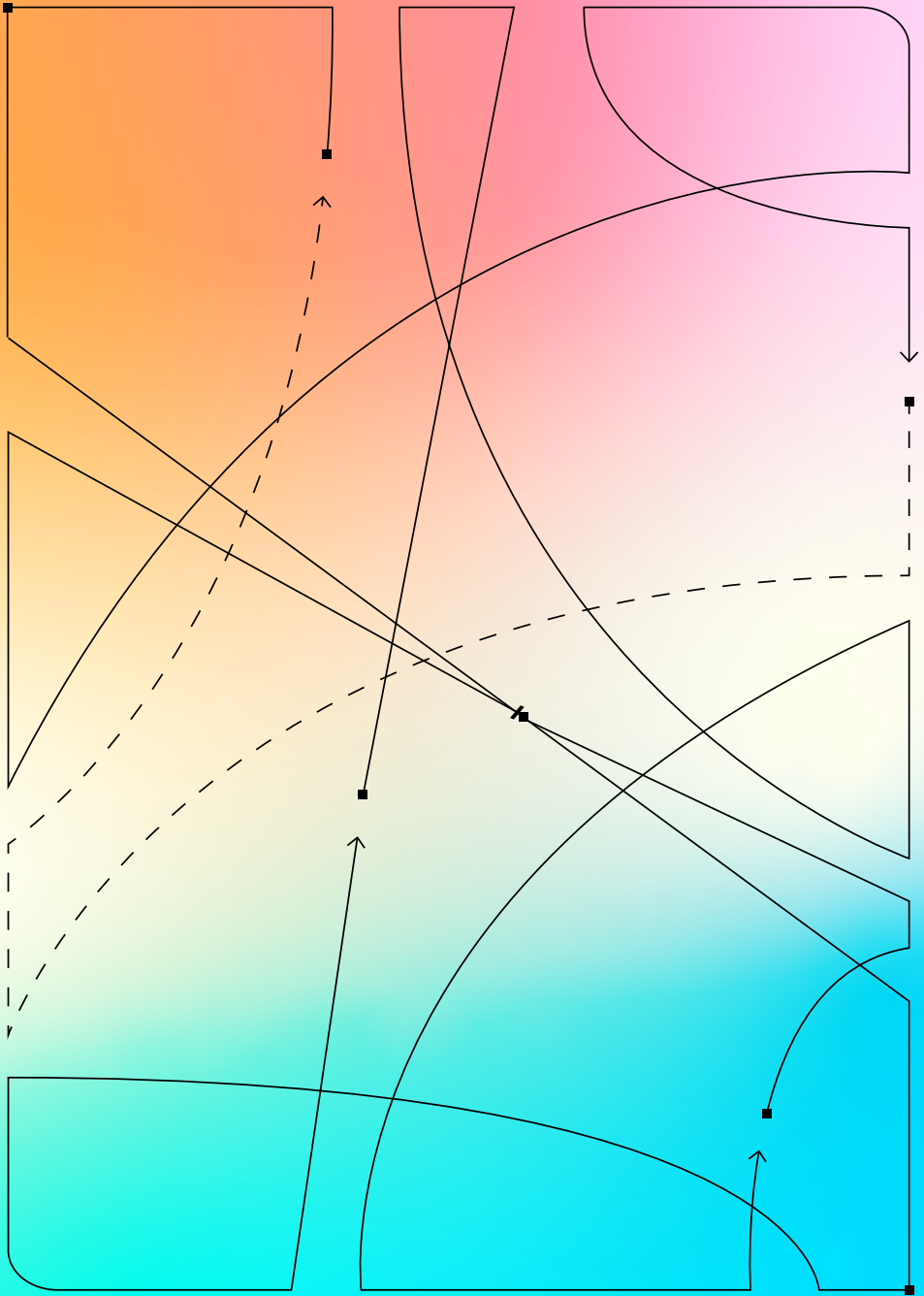


# HIGH LIGHTS 2021



**Sanquin**

***For Life.***



## FROM THE BOARD



**“In 2021, we developed a new strategy and put a lot of effort into getting the basics right.”**

Tjark Tjin-A-Tsoi, CEO Sanquin Blood Supply Foundation

**“In 5 years from now, we will be known for our contribution to (donor) health, not only with blood products, but also through smart use of data.”**



Daphne Thijssen-Timmer, director Sanquin Blood Bank



**“We raised a lot more external funding in 2021 to finance our research activities. And we want to collect even more, because there is still so much that we want to explore.”**

Gerald de Haan, director Sanquin Research

## 1. A dedicated donor community

The interaction with donors will be more interactive, modern, flexible and enjoyable. We will actively support donors who wish to improve their health, using Big Data and innovative artificial intelligence technology.

## 2. Maximum added value for society

We provide life-saving and life-enhancing products and services through continuous development and innovation, in which every drop of donated blood delivers a maximum return. Experimental cell therapy for example, or cultivated cells. Sanquin is a centre of expertise in the field of transfusion medicine with solid advice, research and training.

Donors who wish to improve their health will be supported by Sanquin with various tools.



## 3. Operational excellence

We invest in standardization and automation of processes to increase our efficiency and quality and further reduce overhead costs.



# DONATING IN 2021

## Group donations

Donating together instead of on your own is not only more fun, it can also give just that little extra push. After a successful pilot with young visitors of the Ahmadiyya Muslim Community in Almere, we are exploring possibilities to organize more group donations from clubs and organizations.

## Donating on Saturday

This is possible since February 2021 at many locations.

## 24/7 online

Manage your own donation appointment, whenever you want.

## During working hours

Donate blood in the boss's time. Already available at companies such as DSW, Post NL, UPS and Cisco and hopefully more to come. Sanquin made an 'Ode to Life-Savers' especially for these donors.

## Inclusive

Since September 2021, Sanquin has welcomed gay men who are in a long-term monogamous relationship, as donors. With this measure, Sanquin makes equal treatment the starting point for its admission policy. Worldwide, this puts the Netherlands at the forefront of donation policy for MSM and in the field of transfusion safety.



# DONATING IN 2021

## Safe

In March 2021, the national Center of Expertise in iron metabolic diseases was transferred from the Radboudumc to Sanquin. Donors lose iron when they donate blood, and research into iron metabolism is therefore also very important for Sanquin. With this in-house expertise, we can expand our knowledge of donor health and provide donors with even better guidance.

## Drop by

Get some groceries, go shopping and donate plasma in between: it's now possible at the Powerbank in Utrecht. At this special Donor Centre, we are experimenting with new methods to make donating as easy and pleasant as possible. In 2021, we tested the use of a very special employee to welcome donors: a robot!

**743.884**

Total number of donations in 2021.

Sanquin Research focuses on 4 'medical priorities'.

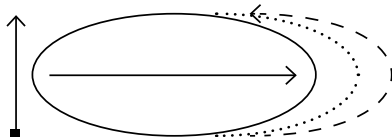


# SHARING KNOWLEDGE

## Priorities

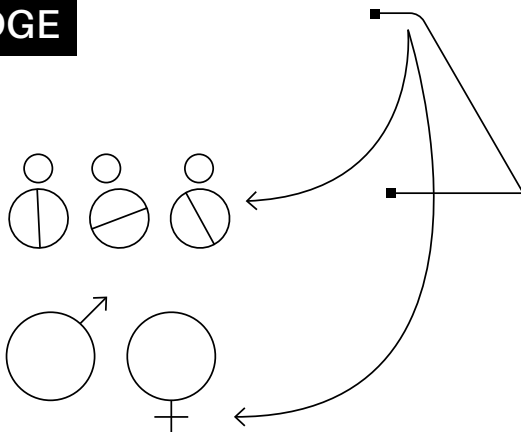
Sanquin Research focuses on 4 'medical priorities':

- Anemia
- Bleeding and hemostasis
- Immunity and inflammation
- Cellular immunotherapy



## 2 million

Sanquin researchers participate in two national consortia that will receive a grant from ZonMW in the coming years. This is an important financial boost of €2 million over the next 5 years. Our researchers want to succeed in cultivating blood cells on a large scale in the lab. Blood is essential for oxygen transport, wound healing and defense against pathogens.



## 50%

No less than 50% of the professors at Sanquin are women. Since May, researcher Eva-Maria Merz is one of them, accepting the position of Chair in Donor Behavior at VU University Amsterdam. In her research, Eva-Maria studies the influence of personal and social network characteristics on (blood) donor motivation and behavior.

## Blood for Life

Sanquin aspires to have more financial resources available to conduct innovative pilot research. Therefore, a special fund was established in 2021 to raise money for Sanquin Foundation research: the Blood for Life | Sanquin Research Fund (BFL).

## Research and diagnostics

At various times in 2021, Sanquin examined blood donations for the presence of antibodies against the COVID-19- virus. We discovered, among other things:

- About 97% of Dutch donors (18 to 75 years old) had formed antibodies against COVID-19, largely through vaccination.
- The amount of antibodies was lower in the elderly (60+) than in younger people (under 40 years).
- Specific age cohorts that were vaccinated with AstraZeneca or Janssen, showed significantly lower antibodies by December.
- Young people (18 to 24 years) had experienced infection more often.
- The rapid decline in antibodies became apparent.
- Infection by COVID-19 plus a vaccination, results in more antibodies.

At the request of the LUMC, we also determined the drug level of COVID-19 ICU patients in order to determine the optimal dose of tocilizumab. We monitored COVID-19 antibodies in multiple sclerosis (MS) patients for the Amsterdam UMC, and discovered in collaboration with researchers at Reade and Amsterdam UMC that the vast majority of patients with an autoimmune disease produce just as many protective antibodies as healthy people after two COVID-19 vaccinations, even if they take medication to suppress their immune system.





# SAVING LIVES WITH BIG DATA

Sanquin wants to contribute to the improvement of the Dutch population's health in the future. With data collected from thousands of loyal donors, we can gain early insight into the development of disorders such as obesity and diabetes; common diseases that cost society a lot of money. Timely detection of emerging viruses can

also be useful in a cost-effective approach to suppress a potential pandemic. In the near future, Sanquin will explore whether such an analysis can be developed, taking into consideration the legal requirements.

Image from the recruitment campaign 'Working at Sanquin... as if life depends on it.'



## Flying blood

In May 2021, we tested medical drone transport for Erasmus MC in collaboration with ANWB and PostNL. With about 8 test flights, we explored how blood and medication can be rapidly transported by drone from Erasmus MC and Sanquin to the Zeeland region in the future.

## Escaperoom

In 2021, we kicked off the search for new colleagues with a striking campaign: 'Working at Sanquin... as if life depends on it.'. Candidates were confronted with an unorthodox element in the application procedure: an escape room at Sanquin's head office. A tram drove around Amsterdam for weeks drawing attention to Sanquin's search for the greatest talent.

In Amsterdam, a special tram drove around for weeks, advertising Sanquin's search for the greatest talent.

## Circularity

Instead of throwing outdated desks and chairs in the trash, we returned our used office furniture to our partner for office supplies. They refurbish it or incorporate it into new furniture.

## Happy & healthy

We believe it is important that our employees are comfortable in their own skin. In 2021 we offered everyone a Preventive Medical Examination (PMO), with an online questionnaire, a health check (including a physical examination, eye test and blood test) and a consultation with a vitality coach to discuss the results. In this way employees can have their own health and vitality assessed and, if necessary, we can offer them tools to get started.



# OUR MISSION

Together with the donor,  
we ensure a better life  
for patients.

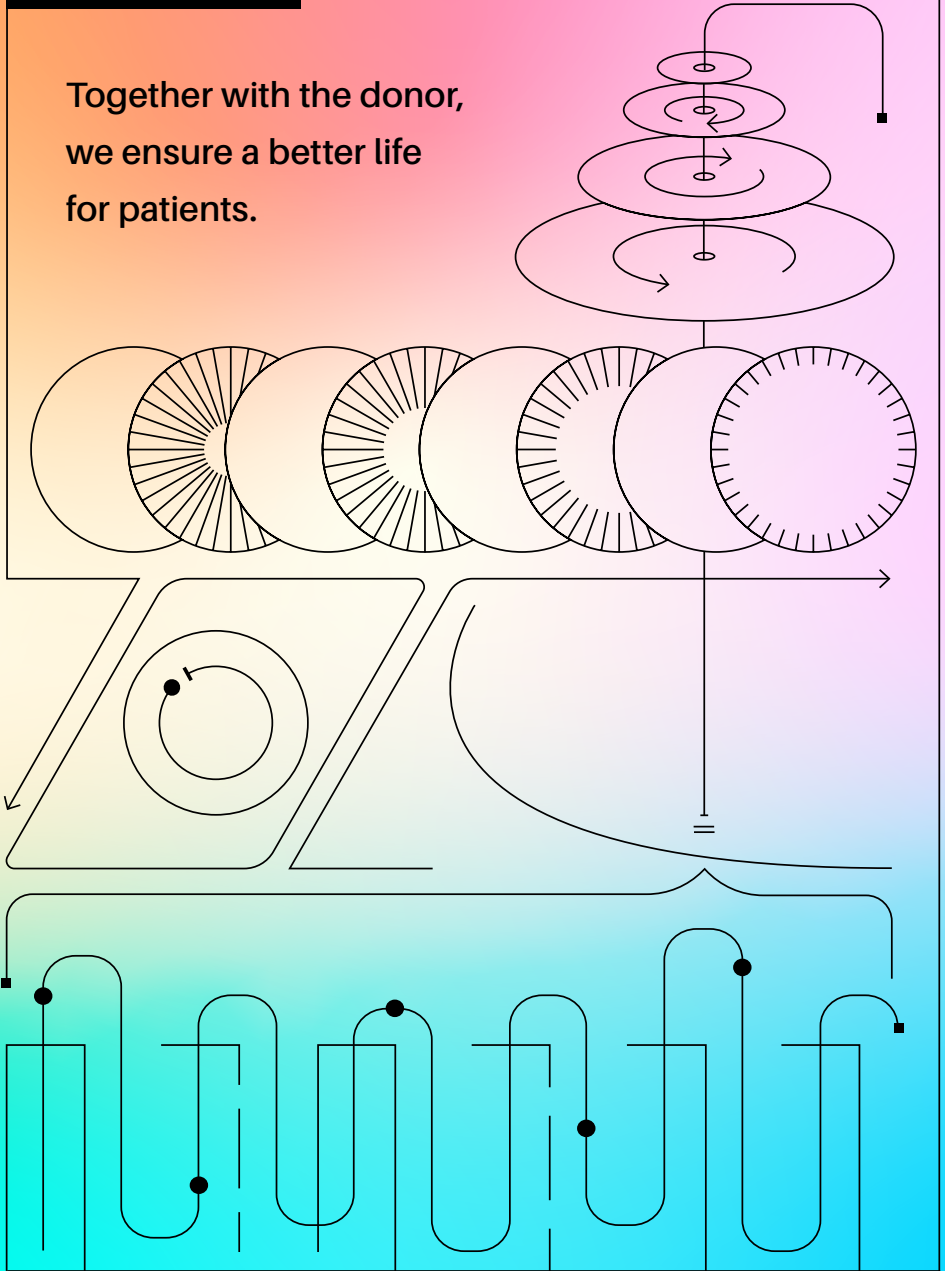




Image from the recruitment campaign 'Working at Sanquin... as if life depends on it.'