



Proud member of



WORLD PANCREATIC
CANCER COALITION

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ANNUAL REVIEW
2021



OUR MISSION

A world free from pancreatic and upper gastrointestinal cancers.

VISION 2030

Unite community.
Accelerate change.
Double survival rates.

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A MESSAGE FROM OUR FOUNDER

As we approach our 10th anniversary since our inception, I reflect on our journey with pride and enthusiasm for what lies ahead. From humble beginnings, Pancare has continued to evolve to meet the needs of patients and their families impacted by upper gastrointestinal (GI) cancers.

We have continued to increase awareness, fund world-class research and support patients and their families. We are a leading voice for increasing the profile of upper GI cancers, contributing to vital federal policy work underway through the development of the National Pancreatic Cancer Roadmap.

Despite the impact and ongoing challenges of COVID-19, we have not lost sight of our goal to improve survival and support those affected by these cancers. The Pancare community continues to expand. It is through uniting this passionate community through teamwork and collaboration that we have been able to accelerate progress. The survival rates for some of these cancers in Australia are better than anywhere else in the world, but we have a long way to go if we are to achieve a cure.

As such, our research strategy has a focused commitment on investing in projects that will help deliver breakthroughs in early detection and accelerate new treatments that enhance patient outcomes. Our PanSupport program – from the early beginnings through to the program it is today – is there to support families from the point of diagnosis, through to treatment and beyond. I'd like to acknowledge the support and contribution of those who have been on the journey in developing this vital service, particularly Professor Mei Krishnasamy and her team from University of Melbourne, who developed the initial PanSupport project and have now entrusted its growth to Pancare Foundation.

Ultimately, we exist to inspire hope and deeply care for those who trust us to walk their journey with them. I would like to take this opportunity to thank you for your continued support and acknowledge that it is only by working together, that we can rewrite the future of upper GI cancers.

Associate Professor Mehrdad Nikfarjam



CHAIRMAN'S REPORT

Navigating the pandemic presented a unique set of challenges for the Foundation during 2020/21. Financial sustainability, whilst maintaining our research and patient support programs, became the focal point for the board as we met more regularly and worked with the management team to ensure Pancare pivoted to the prevailing market. The curtailment of our normal fundraising activities and the introduction of Job Keeper meant more regular forecasting of expense levels and cashflow management. Some reduction in working hours occurred in the first and second quarters due the severity of the Victorian lockdown. Importantly, with inspired leadership from our CEO, and the dedication of our management team to transition our operations to a digitally agile model, we were able to continue to fundraise and deliver our programs.

Other highlights were the integration of PanSupport into our business, as well as the completion of our strategic plan, and expansion of research programs into additional upper GI cancers. The improvements to our financial reporting system and the establishment of ongoing KPIs provided the board with the necessary data to ensure governance and risk management systems were of a high standard. My thanks to our board, CEO and staff for their commitment, enthusiasm, and unbridled passion for the cause, as we look to exit the pandemic with a foundation that is poised to better meet the needs of all our stakeholders.

Clive Appleton



CEO'S REPORT

Despite the ongoing COVID-19 pandemic presenting us with additional challenges in all facets of our organisation, we remained deeply committed to ensuring that we were there when patients and their families needed us most.

Our ability to remain agile and adopt technology enabled us not only to remain available and accessible but also scale our operations and deliver additional support services and new initiatives. This year, new technologies have allowed us to revamp our website into a rich source of information for those diagnosed with upper GI cancers, deliver new educational webinars, support groups and provide access to our specialist nurse, patient support services and our newly developed counselling service.

As a Board and management group, we were determined to honour all of our research commitments despite the temporary impact to our core sources of revenue. This year, we were proud to fund six key research programs, each with a unique focus of which we hope will be significant contributors to the upper GI research space. In addition, we funded two new scholarships to two talented early-career researchers who have a deep interest in pancreatic cancer.

Thanks to the pro-bono support of leading management consultancy agency, Nous, we delivered our business strategy, outlining our promise for progress over the next five years. Our next milestone is the finalisation of our PanSupport strategy which will serve as our roadmap for transforming our ability to reach and support more Australians living with cancer, no matter where they live, in a way that supports them best.

This year we continued to break new ground to deliver scale and diversification across our operations and revenue portfolio. Our ground-breaking innovation program, RACE Innovation Lab, is designed to commercialise cutting edge ventures and uncover impact investment opportunities for the Foundation. Our first exciting output from this program will be in market in early 2022 and we look forward to announcing this shortly.

Strategic focus was given to embedding a unique corporate partnership model underpinned by strategic procurement that has redefined the corporate and NFP relationship. We know this will deliver higher impact and scale for investments into programs and give Pancare an exciting differentiation that bypasses the highly cluttered CSR space. This program has been very positively received within our corporate networks and already had delivered positive returns.

We continue to lead the charge for upper GI cancers to receive national attention and funding. We have commenced the development of a landmark report into the impact of upper GI cancers in Australia which we plan to deliver in 2022. The report will provide an in-depth analysis on the challenges and opportunities that influence all aspects of the cancer care continuum that affect survival outcomes and quality of life. In addition, the report will involve a broad-scale audit of upper GI cancer research in Australia over the past 20 years and will ultimately guide evidence-based research and best practice care to improve outcomes for people affected by these cancers. Importantly, the report will complement other vital policy work underway, including the development of Australia's first ever Australian Cancer Plan and National Pancreatic Cancer Roadmap.

For all of us at Pancare, our work is deeply personal, life-changing and most importantly a privilege to be trusted to share the journey with our patients, their families and support networks. I'd like to thank our Board and staff to adapting to another challenging year with passion and determination, whilst still delivering growth and diversification across the organisation. In addition, I'd also like to thank the various advisory groups and individual medical and research advisors providing rigor and accountability to our operations.

To our community of highly engaged donors and fundraisers, corporate and industry partners and Trusts and Foundations, thank you for your continued support and generosity which enables us to continue towards our mission.

There remains much to be achieved, but together, we can, and will, make a difference. We look forward to your continued support on the journey ahead.

Doug Hawkins



HOW WE HELP

Pancare Foundation is Australia's preeminent charity focused on upper gastrointestinal (GI) cancers – pancreatic, liver, stomach, biliary and oesophageal cancers. With some of the lowest survival rates out of all the major cancers, it's our mission to improve survival and support for Australians affected by upper GI cancers. We aim to inspire hope, raise awareness, support families and fund research into these insidious group of cancers.

We support patients and their families, from the point of diagnosis through to treatment and beyond.

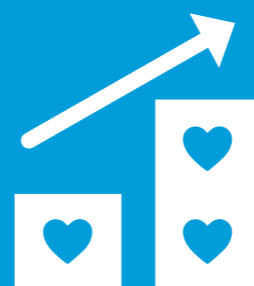
Our focus is on dedicated support and a comprehensive resource and information service provided through our complimentary PanSupport program. From coping with a diagnosis, understanding treatment options, managing symptoms to nurturing emotional health, our dedicated specialists offer practical ways to help support people living with upper GI cancers.

Investing in world-class research to advance our understanding of these cancers through early detection, new treatments, enhanced patient care, and clinical trials to improve outcomes is a prime objective of the foundation. We collaborate and work with some of Australia's most respected, world-renowned and innovative institutions. Our research program is overseen by our Medical Advisory Committee and underpinned by key focus areas that help achieve improved survival rates.

We advocate for better policies, greater access to support services and new treatment with the government and other cancer related organisations, shining a light on the importance of early detection and improved outcomes.

2020/21 HIGHLIGHTS

Thanks to the generosity of our community and donors, Pancare Foundation has been able to significantly expand services and investment into research during 2020/21.



An increase of 19% in patients and 123% in carers supported



Doubled the level of financial support to patients and their families in need



83,982 visits to the Pancare Foundation website (30% increase year-on-year)



Launched a dedicated carers support group



Expanded PanSupport services to include free counselling



Funded six new key research projects



Launched a new 'Living Well' webinar series with more than 420 participants



Updated our pancreatic cancer resource literature



Increased consumer submissions to improve access to medications, supportive services and research



Hope in Action - Tim McGahan

Respected Brisbane vascular surgeon Dr. Tim McGahan was well-known for the countless lives he saved during his career and his dedication to his patients. A devoted husband and family man, Tim tragically passed away from pancreatic cancer in April 2021. His family hosted an online fundraiser in memory of Tim, raising over \$70,000 thanks to the generosity of family, friends and Tim's professional and community connections. In honour of Tim's legacy, Pancare will utilise the funds to support an emerging pancreatic cancer researcher, with a focus on early detection and diagnosis, with a new scholarship established in Tim's name.

THE ROAD FORWARD

We launched our five-year strategy in January 2021, outlining our promise for progress over the next five years. It is our plan to ensure people living with upper gastrointestinal (GI) cancers are no longer forgotten, and as such, identified three main strategic priorities:

- Tell all Australians about the challenge facing upper gastrointestinal cancers
- Support more Australians diagnosed with upper gastrointestinal cancers, and
- Double the survival rate of Australians diagnosed with these cancers.

Improved research and patient support programs will continue to be built using engaged networks of clinical and allied health practitioners. Despite collectively representing one of the leading causes of cancer death, upper GI cancers continue to have low community awareness. Like pancreatic cancer, they receive far less funding than other major cancers. Pancare's mission is to mobilise its community and funding base to make a difference, and through a major research commitment into upper GI cancers, gain a greater understanding of the data behind them, to provide an important national forum for discussion and policy implementation.

Already our commitment to increased support has made a real difference to the lives of those people living with these cancers, along with their families and carers.

Pancare will conduct major research into upper GI cancers, ensuring we have a greater understanding of the data behind them to provide an important national forum for discussion and policy implementation at a state and national level.

These priorities will be achieved through the establishment of our RACE Innovation Lab, a highly efficient, digital-enabled ecosystem that services the organisation with a high-performance culture, that's accountable and focused on delivery-based outcomes displaying sound governance practices. Pancare will raise funds from a diverse range of sources to invest in the future, with the creation of an innovative partnership model. We will diversify our fundraising offering and grow our donor base, ultimately delivering a donor-centric culture that enhances retention and long-term gift giving.

We are humbled by the support of our community who help Pancare strive toward our mission. Pancreatic cancer advocate, Julian Jefferies, a leading consultant at Nous, together with the support of the firm's partners, was engaged pro bono to support the development of our five-year strategy. Julian sadly passed away in December 2020 before the strategy was launched and is survived by his wife Allie and son Percy. His rich legacy and passion will continue to live through our actions and commitment.



Living Well Webinars

Digital programs were created during the year to recognise the importance of emotional, practical, and physical support for those patients, families and carers living with these cancers. More than 420 participants accessed these webinars, both live and on-demand, during the year, generously funded by Dry July Foundation, and supported by technology partners NTT.

Online Support Groups

In response to the pandemic, all support groups pivoted to an online format, allowing for greater accessibility for regional and rural participants. A mix of peer-to-peer and expert presentations have been used with over 260 people attending these sessions during 20/21, including both patients and carers.



New Resources

In 2021, we delivered revised handbooks for pancreatic cancer, including *'A guide to understanding diagnosis and treatment'* (with thanks to funding from Medtronic and Viartis) and *'Diet and nutrition for people living with pancreatic cancer'* (with thanks to funding from Australian Chinese Events Committee).

OUR STRATEGIC PRIORITIES SUPPORTING AUSTRALIANS DIAGNOSED WITH UPPER GI CANCERS

PanSupport was developed in May 2019 by researchers from the University of Melbourne, led by Professor Mei Krishnasamy and Ms Catherine Devereux, in consultation with patients, their families, carers and clinicians.

Its role was to provide support for those impacted by pancreatic cancer and following discussions in August 2020, the ownership and management of the organisation transitioned to Pancare.

PanSupport aligns with Pancare's long term strategic goals and during the last ten months has made a successful transition into the foundation's activities. The PanSupport website was integrated into the new Pancare website in February 2021, with a new CRM Salesforce interface. Since that time, we've seen a 19% increase in patients supported and a 123% increase in carers, year-on-year.

Between our Upper GI Cancer Specialist Nurse Shannon, Patient and Carer Support Manager Sonia, and Patient Services Enablement Manager Sarah, the PanSupport team offers practical support and information to all those who come to Pancare for help and assistance. With new Counsellor Mira offering a tailored approach to support and coping strategies, we are well equipped to recognise and assist with emotional support demands that have increased during the pandemic.

Our ambitious PanSupport strategy is underpinned by the goal of delivering equitable access to our resources, tools, and services through digital platforms. We aim to broaden how and when people access care and support in a way that best suits them.

Easing the Financial Burden

This year, Pancare has doubled the financial support provided to families who experience financial hardship, funding provided to support access to medication, dietitian support, utilities and travel. Special thanks to Boston Scientific who provided funding for both regional and rural participants.

DOUBLE THE SURVIVAL RATE THROUGH RESEARCH

During the last financial year Pancare Foundation has supported a range of major research projects.

Targeting HCK in pancreatic ductal adenocarcinoma to restrict tumour growth and metastasis.

*Clinical investigator: Ashlee Poh
– Olivia Newton John Research Institute.*

The research seeks to interrogate the therapeutic benefit of targeting a protein known as Haematopoietic cell kinase (HCK) in pancreatic cancer. The investigator hypothesis is that the inhibition of HCK will reduce pancreatic cancer progression and spread by impairing the ability of tumour supporting cells, macrophages, to promote tumour growth.

Novel delivery system title Implantable drug-eluting device: Localised drug delivery for non-resectable pancreatic cancer.

*Clinical investigator: Dr. Kara Vine-Perrow
– University of Wollongong*

This research will test a novel drug delivery system that is capable of locally delivering two chemotherapeutic drugs directly to the site of tumours, with the overall goal of reducing tumour size so that patients can undergo life-saving or life-prolonging surgery.

Upper Gastrointestinal Cancer Registry – UGIC.

Prof. John Zalcborg – Monash University

This research aims to produce a quality clinical registry by collecting data on pancreatic and upper GI cancers to measure clinical practice in over 60 hospitals throughout Australia involving over 5,900 participants. This should result in driving quality improvements with benchmarking, and risk-adjusted reports identifying areas in which clinical practice can be improved.

2020/21 Scholarship Recipient

The Pancare Scholarships & Awards Program includes regular awarding of funds to emerging researchers with high quality projects that positively impact the lives of those who are affected by pancreatic, oesophageal, stomach, liver, and biliary cancers.

Dr. Michael Kuan-Ching Lee

A medical oncologist from the Peter MacCallum Cancer Centre and the University of Melbourne, Dr. Kuan-Ching Lee been awarded the 2021 *Onwards & Upwards Damian Woodruff Scholarship*, to continue his PhD studies on targeting alternative splicing as a new therapeutic strategy for pancreatic ductal adenocarcinoma.



*Dr. Michael Kuan-Ching Lee
2021 Onwards & Upwards Damian Woodruff Scholarship recipient*

The six key focus areas of Pancare Foundation's research program:

- Discover new treatments
- Early detection
- Personalised medicine strategies
- Optimal patient care
- Support of future industry leaders
- Support of clinical trials

2020/21 Scholarship Recipient

Ms Antonia Cadell

From the Garvan Institute of Medical Research in Sydney, Ms. Cadell has been awarded the 2021 *Phil Sly Research Scholarship*. Throughout her PhD research, Antonia aims to establish the significance of subcellular “JNK” activity in pancreatic cancer and determine whether the novel therapeutic agents capable of specifically targeting oncogenic JNK activity in triple negative breast cancer will also be relevant for the treatment of pancreatic cancer.



Ms. Antonia Cadell
2021 *Phil Sly Research Scholarship* recipient.

DOUBLE THE SURVIVAL RATE THROUGH RESEARCH

Familial Screening Program

Dr Alina Stoita – Lead institution: St Vincent’s Hospital Sydney. Other sites: Austin Hospital, Royal Brisbane & Women’s Hospital, Sir Charles Gairdner Hospital

The research was established to help understand the genetic links of pancreatic cancer. The study involves screening high risk individuals annually with endoscopic ultrasound, blood and urine testing aiming to detect the early development of pancreatic tumours or pre-cancerous lesions. Samples developed could help develop novel biomarkers for use in the broader community. The work has already produced favourable outputs including peer-reviewed publications in both national and international medical journals.

PURPLE Translational Registry

Dr Belinda Lee – WEHI

This unique registry integrates and consolidates clinical and research data on a unique data sharing platform for use by a variety of laboratories and cancer centres providing a comprehensive information database that is both efficient and scalable. Pancare’s financial support has helped fund a new model for the integration of radiomic capabilities that allows for the extraction of relevant data from radiographic medical images that are not detectable to the naked eye. This new feature opens the door to develop non-invasive clinical decision support tools that will complement patient treatment

AUSTRALISIAN GASTRO-INTESTINAL CANCER TRIALS GROUP (AGITG)

This project is a collaboration with the AGITG on investigator-initiated clinical trials and correlative research. Seven ideas were reviewed as part of program to improve outcomes for upper GI cancers, with Hepatobiliary surgeon, Daniel Crough, awarded the funding. Mr Crough’s study will investigate the usefulness of molecular profiling of tumour biopsies obtained through routine diagnostic procedures. This study will potentially provide evidence to support the benefits of routine comprehensive genetic and molecular testing of biliary cancer patients to identify specific targets that may respond to current, emerging and future therapies.

TELLING AUSTRALIANS OUR STORY

New-look Pancare website

The launch of a new Pancare website in February 2021 was a major milestone. Featuring the latest, trusted information to better support those diagnosed and living with upper GI cancers, the website embraced the PanSupport platform from the University of Melbourne and now provides critical information for Australians affected by upper GI cancers, healthcare professionals working with upper GI cancers, as well as highlighting greater opportunities for individuals to get involved and work with the Foundation. When paired with CRM software Salesforce, Pancare now has a comprehensive set of tools to manage its database and manage clinical data collected from PanSupport and research programs.

Upper GI Cancers - Finding out what we don't know

Independent and factual research on the scale and impact of upper GI cancers to help influence policy, supportive care and research focus has been sadly lacking. To provide a strategic framework and to complement Cancer Australia's Australian Cancer Plan and National Pancreatic Cancer Roadmap, a State of the Nation Report has been commissioned by Pancare with Insight Economics. Due for completion in mid-2022, the report aims to identify the challenges and opportunities that influence diagnosis, support, quality of life and survival for people living with upper gastrointestinal cancers.

Understanding the symptoms of upper GI cancers

Funding gained from our work with Dry July Foundation has allowed Pancare to create an animated series of six videos that present the signs and symptoms of each of the upper GI cancers. Set for release in late 2021 the plan is for these videos to be configured into community service announcements for television and for sharing on social media.

Our new website made it easier for Australians living with upper GI cancers to access dedicated information with 30% more visitors than the previous year.



TELLING AUSTRALIANS OUR STORY

A conversation about New Normal. Same Cancer

In partnership with other cancer organisations and AstraZenca, Pancare has added its support to a campaign that seeks to warn people to get unusual and persistent symptoms checked by their doctor immediately. The campaign urges people not to brush off or ignore symptoms such as unexplained weight loss, tiredness, unexplained aches or pains, or unusual lumps or swelling.

Taking it to the streets

Over the last year, Pancare has partnered with Adflex Marketing and Loyalty Promotions to raise awareness of pancreatic and upper GI cancers across the country with a Support, Save and Win promotion in shopping centres to raise funds for the foundation. Despite the pandemic, feedback and engagement in the campaign has been excellent, with tens of thousands of conversations had to greatly assist the public's education and understanding of pancreatic and upper GI cancers. Many supporters willingly shared their own stories, as well as contributing to our community fundraising efforts.

Grit and Determination

One of our PR highlights for the year was Paul Dear's appearance on the highly rated Channel Seven's *The Front Bar*. A Norm Smith Medallist and 1991 Hawthorn premiership player, Paul is fighting pancreatic cancer, and with his wife Cherie and family, have been strong advocates for the foundation and its work over the last twelve months. Paul and Cherie have also been active and successful fundraisers for our *Dry July* campaign and Pancare's *Unite for Hope*.



Left to right: Andy Maher, Mick Molloy, Paul Dear and Sam Pang on Channel Seven's *The Front Bar*.

#NewNormalSameCancer



New Normal Same Cancer Conversation Series

Featuring: John Leung, Oesophageal Cancer

Don't wait
Contact your doctor
Get checked



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Please contact your doctor for advice if you are at all worried about any symptoms (or your medication). AstraZeneca Pty. Ltd. ABN 54 009 682 311.
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AU-9539, December 2020.

Oesophageal cancer survivor, John, featured in the *New Normal, Same Cancer* campaign.

FUNDRAISING DURING THE PANDEMIC

The COVID-19 pandemic severely impacted our fundraising efforts, ending face-to-face events and forcing us to adapt a digital-first approach to fundraising programs and events to keep them alive. An extraordinary effort from the entire team saw a range of new initiatives engage our community who were only too eager to innovate, support and transition to the new market conditions.

Strategic fundraising

In March 2021, Pancare was able to hold an event at Melbourne's Athenaeum Club for key philanthropic and industry leaders. Professor Mei Krishnasamy from the University of Melbourne provided context to their board's decision to join Pancare Foundation, and the audience was told about the work of the group and the challenges faced. Pancreatic cancer advocate Alex Sparkes also shared the story of his wife's passing from pancreatic cancer at age 34. The event formed the developmental basis for several strategic conversations with key philanthropic groups that will help deepen and embed long-term strategic funding relationships in the years ahead. The Foundation is deeply indebted to Paul Wheelton AM KSJ and Angela Wheelton OAM DSJ who sponsored the event and helped make it an outstanding success.

Working with our Partners

The last financial year has seen us develop a range of strategic partnerships creating new revenue models, building our awareness and our networks, and providing meaningful social impact opportunities for participating companies. The opening round of the 2020/21 Hungry Jack's NBL Season saw the league donate \$10 from each jersey sold online, with the 'Change The Game' campaign generating over \$30,000. Melbourne United forward, David Barlow, whose family has been impacted by pancreatic cancer, and the entire league, promoted Pancare extensively for the opening game with the result of a combined television audience of over 800,000 viewers. Floorworld also worked with our marketing team to deliver an innovative promotion in November 2020 that activated their national store network, key suppliers, and customers, which was followed up in April 2021 with a campaign coinciding with Oesophageal Cancer Awareness Month. Combined, these campaigns raised over \$54,000, with special thanks to Floorworld CEO, Bob Crotty, and store owner, Helen Lazenkas, who have been long term supporters of Pancare.



Thanks to our inspiring community we are stronger together.

So many people rallied to the cause during the COVID-19 pandemic and our dedicated community of supporters continued to work tirelessly to raise money and build awareness of the foundation's activities. In memory of her mother who had pancreatic cancer, Perth doctor, Kate Jameson, hosted a long table luncheon in May 2021. In addition to raising awareness in local newspapers, mainstream media and on social media, \$22,000 was raised for the foundation's work at the event. Pancreatic cancer fighter, Keon Stevenson, undertook the Murray Bridge triathlon in late 2020. Not only did he complete the event (requiring an enormous dedication to training), but he also raised an incredible \$20,796 for Pancare.

Community fundraiser **Dr Kate Jameson** hosted a long lunch to raise awareness and funds.

Unite for Hope campaign begins

With the cancellation of the Walk for Hope fun run due to the COVID-19 pandemic, we undertook a digital transition in our fundraising efforts with the creation of the Unite for Hope event in May 2020. This new approach was a huge success, raising nearly \$222,000. With 1,487 registrations nationally, it provided a catalyst for increased awareness as well as peer-to-peer fundraising which surpassed all our expectations.

PANCARE FOUNDATION
UNITE for HOPE

TRANSFORMING OUR BUSINESS FOR A SUSTAINABLE FUTURE

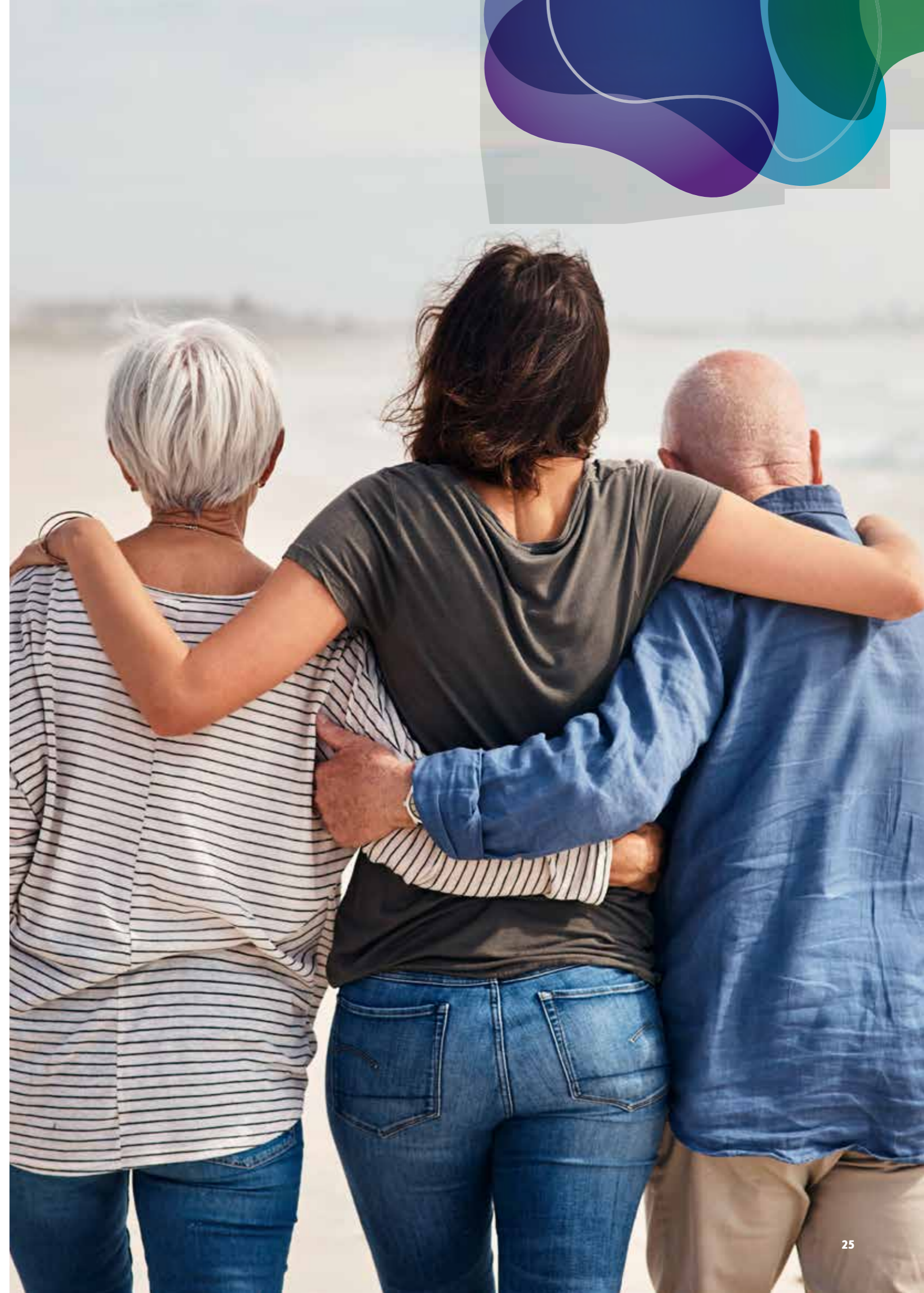
Strategic direction and innovation are key drivers in building a new vision for any business. The expansion and upskilling of our management team has been complemented with the appointment of new, experienced chairman in Clive Appleton. Clive brings drive, experience, and intellect to navigate a challenging NFP landscape. Working with CEO, Doug Hawkins, and the board, the foundation has undertaken a major strategic business review with an emphasis on ensuring the money we raise is invested in research and programs that make a difference. Pancreatic cancer advocate, Julian Jefferies, a leading consultant at Nous Management Consultancy, together with the support of the firm's partners, was engaged pro bono to support the development of a five-year strategy. This process, involving the entire Pancare management team, has created a transformation model that focusses on how we provide a contemporary service that is trusted, and which provides advice and support for patients and their families from the point of diagnosis, through to treatment and beyond. Pancare seeks to be agile with the ability to scale to meet the needs of its patients and stakeholders. The process is an ongoing one which will accelerate the diversification of our fundraising programs and provide long term stability to the Foundation. Sadly, Julian Jefferies was not able to see the legacy of his strategic advocacy, succumbing to pancreatic cancer in November 2020. The initiative he started will live on with his colleagues who have renewed, in his memory, their commitment to the transformation model.

A digital footprint for the future

2020/21 and the pandemic was a perfect backdrop for the Foundation to streamline and digitally enable its operations. Major milestones included the upgrade and expansion of the existing Pancare website to provide both more information and more support through a dedicated network of specialist care services. In addition, the implementation of the Salesforce CRM platform ensured a highly accountable delivery-based management model, with case management tools introduced to enable our support staff to better manage, support and communicate with both patients and carers. And of course, the acquisition and integration of the PanSupport website from the University of Melbourne into this new platform was substantial.

Creating opportunities through innovation

Incubator programs are an emerging trend within non-profit and medical research organisations around the world. Following this trend, Pancare established RACE Innovation Lab in October 2020 with the aim to diversify the Foundation's fundraising efforts through the development of innovative, commercial opportunities. The program strategy, currently under development, seeks to engage a global ecosystem to deliver a framework of ideation, selection and investment in the years to come.



OUR VOLUNTEERS ARE A VITAL PART OF THE PANCARE FAMILY

Many of the volunteers who work with Pancare have been impacted personally by pancreatic and upper GI cancers. Their contribution and support during COVID have been inspiring, as without their efforts our programs may have been drastically reduced. Passionate, results driven and energetic, they have been tireless in their efforts to support the Foundation.



Margo lost her husband to pancreatic cancer five years ago. Margo registered as a volunteer to offer her many skills including her extensive HR experience to support Pancare. Margo conducted an award and classification review for our current contracts with PanSupport team members and future positions within the PanSupport team. Margo will assist Pancare with implementing a 360-degree Performance Review program and provide ongoing HR consultancy.



Ellen joined Pancare as a volunteer from a role that was advertised through Boroondara Volunteering Skills Bank, one of our third-party volunteer providers. Ellen is reviewing our financial model and is scoping out the opportunity to rebuild our financial modelling in a PowerBI framework.



Andy is a consultant for Advent Security, one of our corporate partners. Andy is a member of Rotary and other community groups in Queensland. Andy is our first Community Advocate with six speaking engagements already booked. The Marketing team have developed a slide deck and collateral for Andy's public speaking engagements which will be used for other volunteers who join the Community Advocacy team.



Dan has joined the Volunteer Program as our resident editor after applying for the role advertised through Boroondara Skills Bank. Dan will be working on several projects including our patient and carer strategy. Recently retired, Dan was a print journalist with many senior writing and editing positions with News Limited, and also owned a corporate advertising and PR firm for over 20 years.



One story which exemplifies the spirit of our volunteers is **Kathy Kelly**.

"I help with administration at head office in the lead up to big events and I help with merchandise fulfilment. I am motivated by the memory of my beautiful husband Ian who had pancreatic cancer and passed away on the 19th of April 2018. I enjoy it, it makes me feel like I am doing something for Ian, and it helps me feel close to him. One of the many things I've loved about volunteering with Pancare is the friendship and sense of accomplishment that I feel. We are all working together to do our best to help raise awareness and much needed funds to help fight these devastating cancers."

CREATING A NATIONAL PANCREATIC CANCER ROADMAP

In March 2020, the Federal Minister for Health, the Honourable Greg Hunt MP, invited Cancer Australia to work with the Department of Health to develop a National Cancer Roadmap to support improved outcomes and survival for people with pancreatic cancer. Working with Cancer Australia, our founder, Associate Professor Mehrdad Nikfarjam, and CEO, Doug Hawkins, played key roles in the multidisciplinary Roadmap Steering Group set up by Cancer Australia.

We participated in the public consultations and submitted a report in November 2020 which covered all aspects of pancreatic cancer care from care pathways, service availability, clinical management, research, new treatments, finances, multicultural support through to bereavement and caring. The roadmap paper is expected to be developed and completed in the first quarter of 2022.

Our ambitious PanSupport strategy (currently in development) will be underpinned by the goal of delivering equitable access to our resources, tools, and services through digital platforms. We aim to broaden how and when people access care and support in a way that best suits them.

Driving Policy Change for Upper Gastrointestinal Cancers.

Recognising the important role that it should make in formulating policy on pancreatic and upper GI cancers, Pancare supported the following consultations during the financial year:

- **National Pancreatic Cancer Roadmap**
 - Consumer submission
 - Consumer focus group and interviews
 - Health professional focus group and interviews
 - Federation of Ethnic Communities Council of Australia (FECCA) culturally and linguistically diverse communities consumer and health professional consultation
 - Pharmaceutical Benefits Advisory Committee (PBAC).
- **Submission for reimbursement for nivolumab (OPDIVO) as a second-line treatment for oesophageal SCC who have not responded to chemotherapy. Including scientific review and Pancare consumer interviews**
- **Australian Cancer Research Audit**
- **Optimal Care Plan, Liver Cancer – consumer review**
- **Optimal Care Plan, Oesophagogastric Cancer – consumer review.**



BOARD & MANAGEMENT

Our new chair and CEO, in conjunction with the board, have overseen a review of our governance and risk management together with financial risk because of the pandemic. Financial budgeting and cash flow forecasts were regularly updated and a range of scenarios considered to ensure our objectives could be met. Service delivery under different scenarios was constantly reviewed to ensure that our research and patient support commitments could be met. Despite JobKeeper support, it was still necessary to reduce our staff hours for three months to meet the needs of our revised budget and operating plan. Productivity was more than maintained, and the board would like to express their gratitude for the support, understanding and co-operation of the entire Pancare management team.

Our Founder

Associate Professor Mehrdad Nikfarjam

Our Board of Directors

Clive Appleton, **Chairperson**

Rod Cairnduff, **Treasurer**

Doug Rowe

David Trussler

Paul McDonald

Angeline Nicholas

Associate Professor Mehrdad Nikfarjam

Medical Advisory Committee

Associate Professor Mehrdad Nikfarjam

Professor Niall Tebbutt

Professor Graham Baldwin

Associate Professor Lawrence Weinberg

Doug Hawkins

Management Team

Doug Hawkins, **Chief Executive Officer**

Elizabeth Andrew, **Head of Fundraising**

Peter Story, **Head of Finance and Technology**

James Stewart, **National Development**

Manager

Eve Jani, **Head of Innovation**

Bernie Muscat, **Head of Operations**



The individual, corporate and community funding support we have received over the last twelve months has been humbling.

We wish to express our sincere thanks to all our supporters and in particular to the following individuals and organisations.

Charitable & Family Foundations

- Annie Danks Trust
- BMS
- Boston Scientific
- Dry July Foundation
- GPA Andrew Ursini Charitable Fund
- Insurance Advisernet Foundation
- Lifestyle Communities Foundation
- Maughan Foundation
- Rawson Care Foundation
- Robert C Bulley Charitable Trust
- Santalum Foundation
- Smartgroup Foundation
- The Millar Foundation
- William Angliss Charitable Fund

Individual donors \$5,000 and over

- Alec King
- Andrew Branson
- Anne Box
- Bruce Sanderson
- Bruce and Jillian Mathieson
- Caroline Macleod
- Catherine McDonell
- James Hook
- Paul Freed
- Paul Kirk
- Penelope Cole
- Peter Murray
- Tom Coen

Gifts in Wills

- Estate of John Neville Stackpool

Community Fundraisers \$5,000 and over

- A Country Practice Accounting Group
- Anthony Baldwin
- Ben Mountford
- Dr Kate Jameson - Youth Lab
- Dwayne Austin - Manning Tennis Club
- Francesca Collections
- Georgia Love
- Heidelburger
- Heidi Butterworth
- Jefferies Family
- Keon Stevenson
- Maree Barletta
- McGahan Family
- Melbourne Racing Club
- Rachel Anstey
- Rhonda Linnell
- Stuart Patterson
- Support for Pancare
- Tom Madden

Corporate donors and partners

- Advent Security
- Bowls Victoria
- Cann Group Limited
- eCreators by Open LMS
- Floorworld
- Floorworld supplier partners: Feltex, Airstep, Imagine, Australian Select Timbers, Clever Choice, Beaulieu Australia, Godfrey Hirst
- FMD Financial
- Harcourts Property Centre
- Hungry Jack's Australia
- More
- NBL
- Nous
- PFD Food Services
- Ramsay Health Care
- Ramsay Pharmacy
- Recycal
- Sportsbet
- Tangerine
- Trade for Good



Corporate partners, Floorworld and supplier partners

Probono and in-kind supporters

- eCreators by Open LMS
- Faith
- Maddocks
- Nous

Vale

- Julian Jefferies
- Helen MacGregor

Pancare Foundation would like to acknowledge the valuable contribution, dedication and advocacy of Helen and Julian that has helped advance awareness for the cause.

FINANCIALS

REVENUE	FY21	FY20
Interest	11,535	15,900
Donations	625,960	1,591,315
Events	31,193	643,160
Community Fundraising	440,086	331,550
Corporate Partnerships & Major Donors	548,581	289,680
Trust, Foundations & Industry	219,737	418,005
Government Subsidies	254,400	172,000
Other	198,150	6,981
TOTAL	2,329,642	3,468,591
EXPENSES	FY21	FY20
PROGRAM EXPENSES		
PanSupport Programs	712,358	267,635
Research Programs	476,000	526,665
NON-PROGRAM EXPENSES		
Direct Fundraising	246,836	542,788
Resource Costs	912,276	739,844
Awareness & Advocacy	77,361	48,801
Governance & Compliance	88,983	100,255
Information Technology	35,891	24,231
Rent & Occupancy	90,468	140,909
Administration Support	30,059	29,601
TOTAL COSTS	2,670,232	2,420,729
Net Operating Surplus (Deficit)	(340,590)	1,047,862

STATEMENT OF FINANCIAL POSITION AS AT 30 JUNE 2021

	2021 \$	2020 \$
Current assets		
Cash and cash equivalents	2,119,468	2,498,078
Receivables	15,000	86,500
Inventories	8,996	-
Other financial assets	40,000	40,000
Other assets	136,012	19,127
Total current assets	2,319,476	2,643,705
Non-current assets		
Intangible assets	133,787	-
Lease assets	68,159	-
Property, plant and equipment	4,373	-
Total non-current assets	206,319	-
Total assets	2,525,795	2,643,705
Current liabilities		
Payables	268,508	185,447
Lease liabilities	71,891	-
Provisions	127,069	63,819
Contract liabilities	126,000	121,522
Total current liabilities	593,468	370,788
Total liabilities	593,468	370,788
Net assets	1,932,327	2,272,917
Equity		
Accumulated surplus	1,932,327	2,272,917
Total equity	1,932,327	2,272,917

