

**Sense International**  
**Annual Report and Financial Statements**  
**for the year ended 31 March 2020**

**Company registration number 3742986, Charity number 1076497**

# Sense International

## Annual Report and Financial Statements for the year ended 31 March 2020

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# Sense International

## Annual report and financial statements for the year ended 31 March 2020

### Chair's Introduction

Our 25th year was full of successes and I hope you will enjoy reading below some examples of what we achieved. Despite limited resources, we supported thousands of people with deafblindness, and their families, to learn and thrive. We raised awareness of deafblindness across the world and, alongside people with deafblindness, we pushed for change. Some projects completed, while others were begun, but we kept our focus on the four strategic and four enabling objectives in our strategy.

When COVID-19 hit, our staff went 'above and beyond' to ensure the people with deafblindness and their families we support knew how to stay safe, to get food and hygiene equipment to those in need, and to adapt their work.

We work with governments to demonstrate what a difference quality services can make. Thanks to our programmes, thousands of young children were screened for visual and hearing impairments, and those in need of sensory stimulation and therapy were offered early intervention support. Our inclusive education work continued to do what was needed to enable children to learn, whether providing equipment, training parents and teachers, adapting curricula and learning materials, advocating for new approaches or tackling stigma. We enabled young people to gain vocational skills, set up small businesses and contribute to their communities.

Our research on Congenital Rubella Syndrome together with years of advocacy contributed to the Government of Uganda deciding to run its first ever vaccination campaign against rubella. In October 2019, the Ministry of Health reached over 18 million children across the country. We also generated evidence related to bringing up a child with deafblindness, the effectiveness of teaching assistants, and how young people with disabilities are excluded.

Sense International continued to support people with deafblindness to speak out to local decision-makers, to register and vote in elections and to strengthen their representative organisations. We advocated with government decision-makers at all levels, for positive changes to policies, guidance and practice.

We raised awareness of deafblindness through television, print and social media, reaching thousands of people. Helen Keller Day, in June, and the International Day of Persons with Disabilities, in December, brought celebrations and events across all SI countries.

This year we worked to strengthen quality standards and monitoring, as well as keeping up the focus on our safeguarding systems and practice. We are grateful to all the Board members, in the UK and across the National Boards, for their expertise and support.

We continued our regular webinars to share learning across the SI family, along with targeted training for staff and partners. We are prioritising the safety of our staff in the face of coronavirus.

# Sense International

Annual report and financial statements for the year ended 31 March 2020

## Chair's Introduction (continued)

Our UK fundraising team exceeded their targets for the year and we were thrilled when our 'Chance To Shine' appeal for Kenya also raised more than expected. A particularly generous philanthropist enabled us to create our first ever project across all our countries of operation, focussed on inclusive education. We continued to value the support of the UK Department for International Development, Guernsey and Jersey Overseas Aid Commissions, companies such as Orange, various trusts and foundations, as well as our parent organisation Sense. We were also delighted to win support from new funders such as ENABEL and Comic Relief. We are immensely grateful to all our donors and supporters (see the list on pages 51-52).

I am proud of all that we achieved for, and with, people with deafblindness this year. Our Patron, HRH The Princess Royal, continues to take an active interest in and is hugely supportive of our work. As always, I am immensely grateful to her and the staff, partner organisations, Board members and supporters who make it possible for Sense International to include people who would otherwise be 'left behind'.

I reiterate my thanks to everyone who makes the work of Sense International possible and I look forward to another impactful year ahead.



Sunil Sheth

**Chair**

Date: 22 September 2020

# Sense International

Annual report and financial statements for the year ended 31 March 2020

## Trustees' report for the year ended 31 March 2020 (including the Director's report)

The Trustees of Sense International have pleasure in presenting their report, together with the audited financial statements of the company for the year ended 31 March 2020.

The financial statements have been prepared in accordance with the Statement of Recommended Practice 2015 (FRS102) - Accounting and Reporting by Charities issued by the Charity Commissioners.

Sense International is a registered charity and a company limited by guarantee which was incorporated on 29 March 1999. It is governed by its Memorandum and Articles of Association.

Our vision is of a world in which all persons with deafblindness/multi-sensory impairments (MSI) in developing countries are empowered to be equal and active members of society. We work in partnership with others across the globe – people with deafblindness/MSI, their families, carers and other professionals – to ensure anyone facing challenges because of deafblindness/MSI has access to advice, guidance and support. We are a rights-based organisation and our values underpin our vision and purpose, guiding us in all that we do.

- **Respect for diversity** - we embrace diversity, and promote fairness and respect for all.
- **Individual worth** - we recognise the intrinsic value and potential of each individual.
- **Participation and inclusion** - we promote opportunities for the most marginalised people to have their voices heard.
- **Equality** - we actively seek recognition of the rights of all people, and challenge prejudice and discrimination.
- **Sustainability** - we work with others to ensure that support for people with deafblindness and their families can be sustained into the future.

To ensure that these values and principles are truly embedded across the organisation, Sense International has a set of I-Statements which personalise these values for each member of the Sense International team:

- **I will listen to others:** However something is communicated to me – whether that be by gesture, facial expression, body tension or posture, sign language, objects of reference, in writing or by voice – I actively listen.
- **I will understand and respond:** I try to the best of my ability to understand what is being communicated to me and I always respond in a timely and respectful way.
- **I will respect others:** I respect and treat others as I would wish to be respected and treated myself.
- **I will be honest and open:** I am open about the reasons for my actions and give my honest opinion knowing that it will be respected.

## Sense International

Annual report and financial statements for the year ended 31 March 2020

### Trustees' report for the year ended 31 March 2020 (continued)

- **I will participate and contribute:** I participate to the best of my ability and contribute willingly and freely.
- **I will take informed risk:** I consider the benefits of taking a risk, as well as what might happen if things go wrong. Where possible I seek to manage risk rather than avoid it.
- **I will find things to celebrate:** I recognise that all achievements, no matter how small they might seem to me, are cause for celebration.
- **No decision about me, without me:** I always seek to involve individuals in coming to decisions that affect them.

Sense International works through its programme offices in Kenya, Peru, Romania, Tanzania and Uganda and through lead partners in Bangladesh, India and Nepal.

#### Volunteers

Sense International's work is supported by volunteers. Our Board members in the UK and on the national Board of each country programme are volunteers, and five volunteers have worked as interns in our offices in Kenya and Uganda during the course of the year. Together we estimate that volunteers have worked for 6,500 hours supporting Sense International. No monetary value has been placed on this support in the Statement of Financial Activities. Sense International is also supported by people raising funds for Sense International as volunteers and by volunteers in the charity shops that Sense manages for the benefit of Sense International.

#### Fundraising and engagement

We would like to thank all our incredible supporters who have helped Sense International in 2019/20. In the last year Sense International has invested in fundraising and we are already seeing returns with growth in Trusts and Foundations income and we look forward to further growth in this area and in Philanthropy and Corporate income in the future. There have been many highlights in 2019/20 including celebrating our 25th anniversary and our UK Aid Match appeal – Chance To Shine - which was very successful. The appeal raised over £350,000 and the matched funding from DFID will go towards a screening and early intervention project in rural Kenya.

We continue to build long-term relationships with all of our supporters and partners, ensuring we value the contribution every individual, group or organisation makes to Sense International – whether that be their time, their voice, their energy, or their financial support.

## **Sense International**

Annual report and financial statements for the year ended 31 March 2020

### **Trustees' report for the year ended 31 March 2020 (continued)**

#### **Our commitment to fundraise responsibly**

Our fundraising is carried out in line with Sense International's values which means that honesty and transparency are central to everything we do. Ensuring that our supporters trust us is critical to all our fundraising efforts. We continue to comply with all legislative and regulatory requirements, and ensure that our policies, guidelines and processes are reviewed and updated regularly. We have guidelines in place for fundraising from vulnerable people and never put pressure on anyone to donate.

Sense International is registered with the Fundraising Regulator and works in a way that is compliant with the Code of Fundraising Practice.

Suppliers and those fundraising on our behalf are closely monitored through regular meetings, and in the event of contracts not being adhered to they are brought to an end.

In 2019/20 we worked with 5 professional fundraisers and no commercial participators to support our fundraising.

Last year we did not receive any complaints about Sense International's fundraising. We respond quickly to requests to change the way in which we contact people and always ensure that we manage our supporters' personal details in a respectful and secure manner. We also review our data management procedures on a regular basis.

No complaints were made to the Fundraising Regulator during this period.

From 1st April 2019 to 31 March 2020, the team received one request from Sense International supporters through the Fundraising Preference Service asking us to stop sending fundraising communications to them.

Fundraising is overseen by the Director of Engagement for Sense and the Sense International Fundraising Advisory Committee (a sub-committee of the Board).

# Sense International

Annual report and financial statements for the year ended 31 March 2020

## Trustees' report for the year ended 31 March 2020 (continued)

### Governance

There were between ten and eleven Trustees on the Board during the year as detailed below:

Maria Arce-Moreira  
Richard Cooper  
Nicholas Corby  
Dean Lumer  
Robin Heber Percy (stepped down at end of term 4 September 2019)  
Lucy Roberts (appointed 4 September 2019)  
Pankaj Shah (Treasurer) (stepped down at end of term 4 September 2019)  
Rex Shah (appointed 4 September 2019)  
Sunil Shah (appointed Treasurer 4 September 2019)  
Sunil Sheth (Chair)  
Verity Stiff  
Susan Turner  
Lauren Watters (appointed 4 September 2019)

The Trustees are elected at the Annual General Meeting (AGM) for a term of three years. The Board may appoint members by co-option who will hold office until the following AGM and shall be eligible for re-election by the Board or election at the AGM. The Board meets four times a year and the Trustees are expected to attend all Board meetings.

The Programme Advisory Committee is appointed by the Board and has six Trustees who meet with the Director and the Senior Programme team to discuss strategic and operational programmatic issues as well as Safeguarding. It meets four times a year and reports to the Board.

The Fundraising Advisory Committee meets regularly between Board meetings to discuss progress against the Fundraising Strategy and to support events and approaches to individuals, companies and Trusts / Foundations.

The Nominations sub-committee is convened when needed to oversee the recruitment of new Trustees.

## **Sense International**

Annual report and financial statements for the year ended 31 March 2020

### **Trustees' report for the year ended 31 March 2020 (continued)**

#### **Recruitment of new Trustees**

Prospective candidates to be Trustees for Sense International are interviewed by at least two members of the Board and the Director following responses to an advert, or through recommendation. They also meet the Chair of the Board. The appointment of new Trustees is recommended to the Board of Trustees and on acceptance by the Board they are co-opted, until standing for election at the following AGM.

There is a comprehensive induction for new Trustees. The induction plan involves meetings with senior staff and internal and external training as necessary, along with an information pack and signing of appropriate policies e.g. Conflict of Interest and Safeguarding.

#### **Relationship with related parties**

Sense International is an independently registered charity and company, wholly owned by Sense, the National Deafblind and Rubella Association ("Sense"). The Chief Executive of Sense International also holds the post of Chief Executive of Sense. The Board of Trustees reports once a year, at the AGM, to Sense, the sole member of Sense International. Sense provides support through sharing common facilities such as office space and IT, accounting and human resources support.

#### **Delegated authority**

The Board has delegated the day-to-day operational management of the organisation to the Chief Executive. The broad areas of delegation, for which the Chief Executive is accountable, are set out in the Sense governance handbook and are similar for Sense International.

To ensure these responsibilities are discharged effectively, the Chief Executive delegates responsibility to the Director of Sense International. The Director of Sense International is also a member of the Sense Executive Team.

#### **Statement of trustees' responsibilities**

The trustees (who are also directors of Sense International for the purposes of company law) are responsible for preparing the Trustees' Annual Report (including the Strategic Report) and the financial statements in accordance with applicable law and regulation.

### Trustees' report for the year ended 31 March 2020 (continued)

#### Statement of trustees' responsibilities (continued)

Company law requires the trustees to prepare financial statements for each financial year. Under that law the trustees have prepared the financial statements in accordance with United Kingdom Accounting Standards, comprising FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland", and applicable law (United Kingdom Generally Accepted Accounting Practice). Under company law the trustees must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of the affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period.

In preparing these financial statements, the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Statement of Recommended Practice: Accounting and Reporting by Charities (2015);
- make judgments and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards, comprising FRS 102, have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.

The trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the charitable company's transactions and disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The trustees are responsible for the maintenance and integrity of the charitable company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

In the case of each trustee in office at the date the Trustees' report is approved:

(a) so far as the trustee is aware, there is no relevant audit information of which the company's auditors are unaware; and

(b) the trustee has taken all the steps that he or she ought to have taken as a trustee in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

# Sense International

Annual report and financial statements for the year ended 31 March 2020

## Trustees' report for the year ended 31 March 2020 (continued)

### Public Benefit

Trustees have referred to the information contained in the Charity Commission's guidance on public benefit when reviewing aims and objectives, and planning future activities to implement the charity's objects.

The information given about our objectives give clear examples of how our work is beneficial and brings public benefit through a wide range of activities and will continue to provide public benefit in line with our objects.

### Charity Governance Code

The Board of Sense International discussed the Charity Governance Code at their meeting on 29th June 2020. The Trustees reviewed Sense International's rating against the principles and key outcomes. Trustees noted that the Code asks charities to publish a statement in their annual report explaining the use of the Code, including three principles specifically.

- Principle 4 recommends that the Board 'describe the charity's approach to risk'. An updated version of the Sense International risk register is reviewed at each Board meeting. In addition, each national Board reviews the risk register for that country at each Board meeting.
- Principle 5 recommends that 'The board explains how the charity reviews or evaluates the board.'
- Principle 6 recommends that 'The board publishes an annual description of what it has done to address the diversity of the board and the charity's leadership and its performance against its diversity objectives, with an explanation of where they have not been met.'

The Board currently has a good mixture of professional skills. In terms of gender balance during most of the year there were six male and five female Trustees. Among the Trustees there is experience of South Asia, East Africa and Latin America as well as a parent of children with deafblindness. When discussing new recruitment, the Nominations Committee keep diversity in mind. Age is an aspect of diversity kept under review by the Board.

## **Sense International**

Annual report and financial statements for the year ended 31 March 2020

### **Trustees' report for the year ended 31 March 2020 (continued)**

#### **Charity Governance Code (continued)**

Gender balance of management roles:

- the CEO was male.
- The Deputy Chief Executive of Sense with special responsibility for Sense International was male, with an Asian background and experience of working in Africa and Asia.
- The Head of Finance for Sense International was male with international experience.
- The Director of Fundraising for Sense and Sense International was male.
- The Director of Sense International was female with extensive experience of international development.

#### **Safeguarding**

Following a review of safeguarding policies, practices and procedures across the organisation Sense International created a comprehensive action plan and during 2019/20 work continued on implementation. Key activities included updating core policies and creating new policies, strengthening procedures for reporting concerns, working with partners and project participants to uphold sectoral standards, training and widely embedding a positive safeguarding culture. A group of staff safeguarding focal points from across the countries where we work collaborated to take this work forward.

During the year new or updated policies were formally adopted by the national Boards including the Child & Vulnerable Adult Protection Policy, Safer Recruitment Policy, Equality and Diversity Policy, Compliments and Complaints Policy and the Whistleblowing Policy. Four policies were approved by the UK Board between December 2018 and June 2019 and the updated version of the Whistleblowing Policy was approved at the UK Board meeting on 26th November 2019. Policies adopted were shared with staff through a mixture of staff meetings, training / awareness sessions and were stored in an accessible manner.

### Trustees' report for the year ended 31 March 2020 (continued)

#### Safeguarding (continued)

In addition to this policy update work, focus has been given to staff training. All staff complete an online training module during their probation which serves as an introduction to child and vulnerable adult protection and safeguarding considerations. Face-to-face training opportunities are actively sought for those staff whose roles require further input. Safeguarding Focal Points lead on safeguarding issues in each of the country programmes. Following clear terms of reference, these individuals take responsibility for championing good safeguarding practice at local level, meet regularly to share experience and feed into wider organisational work to strengthen systems and procedures. This network has proved valuable in fostering greater understanding and embedding a positive safeguarding culture.

Furthermore, additional training and discussion with local trustees has ensured that safeguarding is addressed at national Board level and that Board Focal Points have been identified in each country.

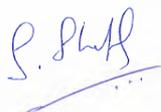
Clear and well understood reporting procedures are very important to ensure that staff, volunteers and others in contact with the organisation know how they can raise a concern. The [report@senseinternational.org.uk](mailto:report@senseinternational.org.uk) mailbox means reports should feed through to the UK, regardless of where they occur. This means that cases can be assessed and management support provided, as appropriate. During 2019/20 we received 7 reports to the global mailbox. All were followed up and none were considered so serious as to warrant escalation.

For further information on Sense International's Safeguarding System and related work, please visit our website: [www.senseinternational.org.uk/about-us/our-safeguarding-statement](http://www.senseinternational.org.uk/about-us/our-safeguarding-statement)

#### Reappointment of auditors

A resolution to reappoint PricewaterhouseCoopers LLP as auditors to the company will be proposed at the annual general meeting.

By Order of Trustees



Sunil Sheth

Chair

Date: 22 September 2020

# **Sense International**

Annual report and financial statements for the year ended 31 March 2020

## **Strategic report for the year ended 31 March 2020**

Sense International is a global charity supporting people with deafblindness in Bangladesh, India, Kenya, Nepal, Tanzania, Peru, Romania and Uganda. Children and adults with deafblindness in these countries struggle to access the healthcare, education, vocational training and opportunities to participate in their community which they have a right to.

We provide expertise, training and support to local organisations, to enable children and adults with deafblindness to communicate, develop self-care, study at home or at school and learn skills to generate an income. We also persuade governments to make changes to laws, policies and practices so people with deafblindness can thrive.

### **COVID-19**

The COVID pandemic began to disrupt our activities in some countries in February 2020 and by March all country teams had to cancel or postpone events, stop advocacy meetings and home-visits to children with deafblindness, and re-think, re-plan and re-budget.

Sense International swiftly advised all staff of safety precautions and mobilised staff and partners to contact the people with deafblindness we support, and their families, with information on how to stay safe.

As well as promoting accessible information, Sense International teams worked to get food parcels and hygiene equipment to families. We have tried to connect families to local support schemes where these exist and have been advocating to governments for people with deafblindness to be included in national response plans. We have also fed into government guidance to make it more disability inclusive, for example, plans to re-open schools.

### **Four strategic objectives**

Sense International has four strategic objectives:

- To ensure quality services.
- Improved knowledge and understanding of deafblindness.
- The voice of people with deafblindness is heard.
- Rights are recognised and realised.

This has been another successful year for Sense International, with strong progress being made across all strategic objectives and countries.

### **Strategic objective 1 - Ensure quality services**

Across Sense International we strive to demonstrate the benefits of increasing access to high quality services for people with deafblindness, including working with government ministries to encourage learning and sustainability. We work across three themes: screening and early intervention, inclusive education and vocational skills and livelihoods.

### Strategic report for the year ended 31 March 2020 (continued)

#### Vision and hearing screening and Early Intervention

The sooner any baby with visual and/or hearing impairment is identified, and given the support they need, the more likely they are to develop to their full potential.

We demonstrate to Ministries of Health how screening can identify impairment at an early stage, and the huge difference that professional early years support and therapy can make. We train health workers and enable parents to understand and communicate with their child, as well as working with them at home to boost their child's progress towards developmental milestones.

#### **Key achievements**

**India:** 3,596 babies (1,849 male / 1,747 female) were screened this year and 573 (313 male / 260 female) are enrolled in early intervention services.

This year SI India expanded into a new state, Sikkim, with a day care centre, alongside home-based support provided through a local partner. SI India is working in 23 states in partnership with 60 organisations.

**Nepal:** our team enabled 46 people (29 male / 17 female) to have hearing tests and 47 (33 male / 14 female) to have sight tests: 26 people (17 male / 9 female) were found to have both hearing and vision loss and we ensured they got the right support.

**Romania:** the SI team continues to monitor the quality of service delivery by the Government and to support specialists in their work of providing sensory stimulation therapy to young children.

**Tanzania:** community health workers received referrals for over 8,400 children as a result of screening in four early intervention units based in government health centres.

**Uganda:** we continued to work with four government health facilities in Wakiso District. So far 19,627 children have been screened and 157 are receiving therapy services at the facility or at home.

#### **Looking ahead**

- We want all babies who may have hearing or vision impairments to be screened early in their life, so that they and their families can get the support they need as soon as possible.
- We want health workers to refer people with sensory impairments for clinical assessment and for Ministries of Health to build on our demonstration projects to provide nationwide access to screening and therapy.

### Strategic report for the year ended 31 March 2020 (continued)

#### Inclusive Education

Every child has the right to an education. We work with families, schools, colleges, partner organisations, government institutions and Ministries of Education, to enable learners with deafblindness to fulfil their potential, by getting the educational support that they need.

This may be home-based, centre-based or in a mainstream school where the child receives support from a learning support assistant. We do what is needed to enable children with deafblindness to learn – from training parents and teachers, to providing specialist technology and adapting school facilities, curricula and learning materials.

#### **Key achievements**

**Bangladesh:** we worked with ten partner organisations across the country to provide education and livelihood support to 804 (430 male / 374 female) children and young adults 171 (86 male / 85 female) children with deafblindness received education in mainstream schools near their home.

Some of them are really proving themselves, gaining marks and moving up to the next class. For example, Tusin, a learner with deafblindness, successfully completed the junior school certificate examination and was promoted to class nine. Children were also supported with clinical assessments of their vision, hearing and other medical conditions, as well as with assistive devices such as glasses and hearing aids.

**Kenya:** we are creating a new curriculum for the training of Learning Support / Teaching Assistants, so that they are better able to support learners with deafblindness in the classroom. We are also working with county governments to identify new learners with complex disabilities and have identified 100 so far, as well as 30 new Learning Support Assistants.

**Nepal:** working with four partner organisations in different parts of the country we supported 16 (10 male / 6 female) children and young adults in local centres, 11 (7 male / 4 female) at home, and 8 (5 male / 3 female) people with deafblindness with a tailored combination of home-based and centre-based support which is best for them.

**Peru:** SI Peru supported two early years' schools (children up to 3 years old) with sensory stimulation packs. Substantial training was provided to teachers. For example, in October, 55 teachers from mainstream schools which include students with disabilities learned about "Intellectual disability, autism, audio and visual impairment". In November, 65 professionals attended a course on "Transition to Independent Life" while 72 learned about "Curriculum adaptation and planning learning sessions". A five-day workshop was also delivered for 57 professionals in Quito, Ecuador with the support of the Ministry of Education there, providing training on "Deafblindness approaches and good practices", including both conceptual and practical topics.

## **Sense International**

Annual report and financial statements for the year ended 31 March 2020

### **Strategic report for the year ended 31 March 2020 (continued)**

**Romania:** to mark the International Day of Persons with Disabilities on 3 December, we supported 15 schools from different parts of Romania to enable students, teachers and parents to express themselves through clay modelling, sculpture, pottery, pantomime, experiential theatre, painting, drawing, candle making, and glass painting. Their theme was the inspiring life of Professor Vasile Adamescu, a man with deafblindness who was a teacher, author, sculptor and so much more. 86 children with deafblindness / multi-sensory impairment took part, alongside 406 children from mainstream schools, joined by 266 parents and teachers.

Under a new project called “e-Sense” which is funded by the Orange Foundation we are working with IT specialists and special schools to develop educational software for the education of children with deafblindness.

**Tanzania:** we raised awareness of the need for inclusive education of learners with deafblindness with local government leaders and discussed adoption of the “Orbit reader” technology for learners with visual impairment with the Ministry of Education and Tanzanian Institute of Education.

We contributed to a revision of the syllabus at Patandi Teachers’ Training College of Special Needs Education, so it now includes a section on how to work with teaching assistants in mainstream classrooms.

**Uganda:** in partnership with the Kilimanjaro Blind Trust, we worked with 144 schools across the country to support the use of braille machines and to pilot the “Orbit Reader”, a relatively simple piece of technology which enhances literacy for learners with visual impairment, including those with deafblindness.

We completed the Inclusive Education project funded by Porticus. During this two-year project, 200 children were supported to learn at home using the community-based education curriculum; 14 were children enrolled in schools and supported by teaching assistants; and 193 teachers were up-skilled in deafblindness – including 40 teachers who participated in the online teacher training course at Kyambogo University.

#### **Looking ahead:**

We want more learners with deafblindness to get the individual educational support they need to realise their potential - whether at home, in the community or at school.

We want more schools to be disability-friendly and more teachers to feel confident teaching learners with different needs. In Peru for example, we plan to expand our education work into three new regions, as well as to deliver training in neighbouring Bolivia.

### Strategic report for the year ended 31 March 2020 (continued)

#### Vocational training and livelihoods

Young people with deafblindness want to be as independent as possible. They want to learn vocational skills and earn a living or contribute to the household income. We support them through the different stages of this process, enabling them to join a vocational training centre, become an apprentice, or make a plan and start up their own business. We provide links to advisers and local business support schemes.

#### Key achievements

**Bangladesh:** 21 (8 male / 13 female) young adults and their families received support to set up income generating activities such as working in a motor garage or grocery shop, tailoring with a sewing machine, printing, shoe repair and poultry-rearing.

**Kenya:** through the Inclusive Future “InBusiness” project 12 micro-entrepreneurs (5 male / 7 female) and their families were trained and linked to an advisor and lead business partner.

**Peru:** on the National Day of Persons with Disabilities in October young people with deafblindness sold their popular bread and pastries from their bakery businesses at local fairs. Their goods were much appreciated and SI Peru also used the opportunity to raise awareness with the public. During a Christmas fair, ten people with deafblindness sold 350 very popular Peruvian panettoni!

SI Peru also ran “Skills for Life” workshops for young people. Their feedback through satisfaction surveys showed that 100% found the workshop “very good”. They also reported that their self-esteem, confidence, technical skills and family relations had improved as a result of attending the course. Most participants sold products as a result of the project and said that it has contributed to their autonomy and independence

SI Peru also runs social inclusion activities. In February, young people with deafblindness, along with family members, guide interpreters and volunteers, enjoyed a day of outdoor games which helped them develop skills of sharing and empathy as well promoting a sense of being part of a group.

**Romania:** we worked with 25 vocational skills teachers to explore how digital technology can best support their students. We also continued to support a group of young people with deafblindness to develop their confidence and “soft skills” for example by travelling to the mountains and trying out skiing for the first time.

**Tanzania:** on the International Day of Persons with Disabilities, the young people we support to make and sell detergents and handbags, impressed the Deputy Minister and she called for everyone to support youth with complex disabilities to learn and thrive.

### Strategic report for the year ended 31 March 2020 (continued)

**Uganda:** we developed instructors' manuals to support vocational training in basketry and weaving, knitting and crocheting, poultry keeping, horticulture and basic ceramics and are awaiting approval by the National Curriculum Development Centre.

We are identifying new young people for potential enrolment in training and vocational skills colleges, and we are working with the government to adapt the curriculum to suit learners with complex disabilities.

#### Looking ahead:

- We want more vocational colleges to be more accessible for learners with deafblindness and to support more young people to establish and run thriving small businesses or get paid work.
- We won funding for a joint programme spanning **Kenya, Tanzania and Uganda** which will promote vocational training and support for youth with deafblindness and complex disabilities to find work. In Uganda, we aim to support 100 young people into employment, in Kenya we have identified 163 young people for potential enrolment in training and vocational skills colleges, and we will work with the government to adapt the curriculum to suit learners with complex disabilities.

### Strategic Objective 2: Improved knowledge and understanding of deafblindness

We are always seeking to understand more about the challenges facing people with deafblindness and the effectiveness of our interventions. Research provides us with valuable evidence which we use to advocate to governments for improvements in their implementation of the UN Convention on the Rights of Persons with Disabilities.

#### Key achievements

**India:** research on the inclusion of children with deafblindness in the government's Sarva Shiksha Abhiyan (Education for All) initiative continued.

**Kenya:** research was undertaken to examine the extent of the social, economic and political inclusion of young people with disabilities in Nairobi County. Using participatory action research to collect primary data, in addition to a systematic literature review, the study showed that many programmes that aim to increase employment levels among youth with disabilities are ineffective and do not result in economic independence. The study also demonstrated that most youth with disabilities are unaware of existing social protection mechanisms and financial resources for start-ups are lacking.

## Strategic report for the year ended 31 March 2020 (continued)

Young women with disabilities are doubly discriminated against, due to their gender and their disability. Young people involved in the study identified the risk of sexual and gender-based violence as a barrier to equality and inclusion. Young people with disabilities identified numerous barriers linked to pursuing romantic or sexual relationships due to the prevalence of negative socio-cultural beliefs and myths.

This research demonstrated that the barriers facing young people are multi-faceted, so solutions must also be inter-disciplinary and inter-connected. This research supports advocacy by SI Kenya with government authorities in order to ensure more support for people with disabilities in line with the Sustainable Development Goals and the UN Convention on the Rights of Persons with Disabilities.

**Tanzania:** research showed that our Teaching Assistant model is effective. Our inclusive education project sought to demonstrate to the Government of Tanzania that children with deafblindness/multi-sensory impairment (MSI) can successfully be included in mainstream schools in Tanzania.

The project used a two-step approach: 1) based on a specialist curriculum, children prepare for school through home-based education provided by parents and supported by teachers; 2) Children with deafblindness/MSI are included in mainstream classrooms with the support of teaching assistants.

Parents, teachers and teaching assistants are trained on inclusive education and techniques for teaching children with deafblindness/MSI. Findings of the research into this approach showed that teaching assistants played an important and effective role. Recommendations included: strengthening policy to incorporate teaching assistants into the national education system; scaling up the model across the country and increased financial commitment from the government; making school buildings accessible; and community awareness raising to combat stigma around disability.

**Uganda:** we commissioned research into the cost to the family of caring for a child with deafblindness/multi-sensory impairment (MSI). Data was collected from five districts and 62 participants through interviews and focus group discussions. The findings demonstrated that the cost of caring for a child with deafblindness/MSI is comparatively higher than caring for a child without a disability for many reasons including the costs of specialized medical and educational support.

The research found that many households with a child with deafblindness/MSI are also more financially vulnerable because they are headed by a single-parent. Many caregivers have no time to carry out any form of income-generating activity or to maintain steady employment.

## Strategic report for the year ended 31 March 2020 (continued)

Also, caregivers of children with disabilities are discriminated against as a result of local beliefs, resulting in marginalisation. The research underpins advocacy to the government of Uganda, by SI Uganda and the Ugandan Parents of Deafblind Children Association, for increased social protection for families with children with deafblindness.

### Looking ahead:

- We want to conduct further research, connected to our programme work on early intervention, inclusive education and livelihoods, as well as cross-cutting themes like gender, to provide a strong evidence-base so that we can advocate with governments nationally and internationally.
- We are working with Deafblind International on the first Africa Regional Conference to be held in October 2021, hopefully in conjunction with a World Federation of the Deafblind meeting. These gatherings will enable exchange between people working in different countries and sharing of research and knowledge.

## Strategic Objective 3: Voice of people with deafblindness is heard

Disability activists say “nothing about us without us” and it is right that people living with deafblindness should be the ones speaking out about the challenges they face and the changes they want to see.

We support people with deafblindness to speak out through training, networking and providing opportunities to meet with decision-makers. We also support groups of parents of children with deafblindness. While caregivers cannot speak on behalf of their children, they appreciate support to advocate to the government for social protection, access to services and educational opportunities for their children.

### Key achievements

**Bangladesh:** our involvement of persons with deafblindness in local level advocacy meetings (for example with schools and officials) has increased their confidence to speak out to the local authorities, for example about their right to social protection.

Due to our awareness raising and training of local level officials in Bogura District, more people with deafblindness have been issued with disability identity cards and included in social services’ interest-free loan schemes.

**India:** we continued to provide training to adults with deafblindness to support them to speak out. Parent and adult deafblind network members were encouraged to actively participate in the state elections of Maharashtra and Haryana and 13 adults with deafblindness exercised their right to vote.

**Nepal:** we provided training for the Board of the Deafblind Association of Nepal and supported the establishment of networks of people with deafblindness and parents of children with

## Sense International

### Annual report and financial statements for the year ended 31 March 2020

deafblindness in Morang and Rupandehi.

## Strategic report for the year ended 31 March 2020 (continued)

**Peru:** we supported the establishment of a new association of persons with deafblindness - Asociación de Sordociegos Unidos del Perú (ASCUP) - the Peruvian Association of United Deafblind people.

**Tanzania:** we supported the Tanzanian Association of the Deafblind (TASODEB) with a constitutional review and capacity building training.

**Uganda:** we continued to support the National Association of the Deafblind Uganda (NADBU) and the Ugandan Parents of Deafblind Children Association to implement their advocacy plans

**UK:** we continued to work with the World Federation of the Deafblind.

### Looking ahead:

- We want more people with deafblindness speaking out, so we will continue to strengthen the groups and networks which support this.

## Strategic objective 4: Rights are recognised and realised

We advocate for change based on the UN Convention of the Rights of Persons with Disabilities (UNCRPD) and other UN Conventions such as the Convention on the Rights of the Child. We raise awareness among people with deafblindness, their families and communities to increase understanding that everyone has rights to health care, education, decent work, social protection, inclusion and participation. We advocate with governments for progressive realisation of these rights, pushing for better implementation of the UNCRPD at all levels, so that people with deafblindness can live, learn and thrive.

### Key achievements

**Bangladesh:** we held numerous 'sensitization meetings' with those in positions of authority to increase their understanding of deafblindness and to push for change. Although deafblindness was incorporated in the Rights and Protection Act for Persons with Disabilities 2013, there is still a lack of knowledge among officials.

We met with School Management Committees, Union Parishad members and government officials at district and ministry level in different departments e.g. Department of Education, Department for Youth and Sports about enrolment in vocational training, and Social Services about enrolment of persons with deafblindness in social safety net schemes. People with deafblindness talked about their challenges and hopes for inclusion.

**India:** we worked with the Census Office on identification of persons with deafblindness and data requests. Sense International India represents the category of "multiple disability" on the

## **Sense International**

### **Annual report and financial statements for the year ended 31 March 2020**

advisory committee formed by State Commissioner for Persons with Disability. Two important orders made by the Commissioner in Delhi State addressed the need for certification of people with deafblindness and for special educators.

### **Strategic report for the year ended 31 March 2020 (continued)**

**Kenya:** working with Community Monitoring Committees, we have been collecting data to reveal how well the Competency Based Curriculum is being implemented by schools / teachers, so that we can advocate for improvements for learners with disabilities.

**Nepal:** we met with Ministries and local government and prepared a draft definition of deafblindness in the Nepali language.

**Peru:** we continued to contribute to the Disability and Human Rights working group / coalition. In February the Director fed into the new National Disability Policy 2020 – 2030.

**Romania:** we inputted to the new national Strategy for People with Disabilities 2021-27 led by the National Authority for People with Disabilities.

**Tanzania:** we met with local Government leaders to promote the role of Teaching Assistants in inclusive education and advocated with district officials, alongside the Tanzanian Association for the Deafblind, for young people with deafblindness to be given loans for their small businesses.

**Uganda:** after years of advocacy by SI Uganda, the Government of Uganda finally began vaccinating children against Rubella (a cause of deafblindness). This is hugely significant. The country-wide immunization campaign against Measles, Rubella and Polio was launched in October 2019. The Ministry of Health reached 18,770,706 children, representing pretty much all those in the target age-group.

**UK:** presentations on the Global Report on Deafblindness were made by Maria Arce Moreira, Trustee, at the 3<sup>rd</sup> World Optometry Conference in Florida, and by the Director of Sense International at the London School of Hygiene and Tropical Medicine Annual International Disability Conference, the Deafblind International Conference on the Gold Coast, and at the International Council for the Education of the Visually Impaired regional conference in Kathmandu.

#### **Looking ahead:**

- Together with people with deafblindness, we will continue to push duty bearers (such as schools, local authorities and governments) to implement the UNCRPD, in order to reduce the barriers faced by people with deafblindness at all stages of their lives.

# Sense International

Annual report and financial statements for the year ended 31 March 2020

## Strategic report for the year ended 31 March 2020 (continued)

### Enabling Objectives

- Strengthen SI / Sense group brand and reputation as a leading global body supporting people with deafblindness / MSI to live, learnt and thrive.
- Strengthened governance and management to best support Sense International to achieve its objectives.
- Strengthened Human Resource capacity to best support Sense International to achieve its objectives.
- Strengthen and grow funding and financial management to best support Sense International to achieve its objectives.

#### **Enabling Objective 1: Strengthen SI/Sense group brand and reputation as a leading global body supporting people with deafblindness/MSI to live, learn and thrive.**

Helen Keller Day in June was celebrated through diverse activities across all SI countries, including through events, traditional and social media. Some countries produced national annual reports (India, Peru, Romania). Most countries were active on social media, especially Facebook and Twitter to promote their work and particular campaigns or events.

In Peru the number of people opening posts has continued to increase through the year. The post about “Young adults with deafblindness sell ‘panettonis’ at Entrepreneurship fair” was viewed by 3,386 people. In November, the film “My name is Gennet” about an Ethiopian woman with deafblindness who earned a university degree in Europe, premiered in Lima. SI Peru organised for young adults with deafblindness, guide interpreters, volunteers and staff to attend the event and extensive press coverage of SI Peru’s work followed. In December, our photograph of Isabela who has multiple-disabilities, learning with her teacher in the multi-sensory stimulation room created by SI Peru within a partner school, won the Australian Ministry of Foreign Affairs of Australia’s “Disability Inclusion Award” for 2019 and gained widespread coverage on social media.

On December 3rd, International Day of People with Disabilities, SI **Romania** took part in the 10th ‘Diversity Week’ organized by the British Council in Romania by setting up a ‘sensory tent’ in the British Council Library, as well as running a workshop on deafblindness for British Council teaching staff. Around 120 people used touch and smell to identify household objects in the tent while wearing eye masks and ear-defenders.

In **Nepal** we raised awareness nationwide, with a public service announcement video on deafblindness, broadcast across national primetime television and on three local television stations for two months daily. The video was also watched multiple times on Facebook. Also we secured coverage in on-line news of the training for people with deafblindness on the Samsung ‘Good vibes’ Morse code communication app.

## Sense International

Annual report and financial statements for the year ended 31 March 2020

### Strategic report for the year ended 31 March 2020 (continued)

SI **Uganda** trained 12 media groups on deafblindness resulting in the airing of programmes on deafblindness and rubella and SI **Tanzania** secured newspaper coverage for training at Patandi Teacher Training College.

Between January and the end of March, the **UK**, we ran the 'Chance To Shine' UK Aid Match fundraising appeal for a screening and early intervention project in Kenya. This involved significant communications outreach through our social media and that of our media partners. Earlier in the year we took UK influencers to Kenya to meet children and families who had benefited from our previous early intervention project in Nairobi. Strong case studies and photos were key to our success during the three-month appeal window.

When the COVID-19 pandemic started several country teams created accessible videos to explain the virus and how to stay safe, in some cases signed by people with deafblindness themselves (e.g. Romania, India).

We are grateful to the Interns who have supported teams with communications over the year.

**Looking ahead**, we recognise the on-going challenge of limited staff resource to work on communications.

#### **Enabling Objective 2: Strengthened governance and management to best support Sense International to achieve its objectives**

Project evaluations and annual reviews continued. A menu of Quality Standards was agreed following input from all country teams. Teams worked to create monitoring plans for each project and we hosted a number of donor visits to review the work they are funding.

Our safeguarding systems were discussed with the Charity Commission and our processes and work on the ground in **Tanzania** and **Uganda** were also reviewed by consultants from the National Lottery Community Fund. No 'red flags' were raised by either review which was reassuring.

The team in **Bangladesh** convened quarterly calls with partner organisations to review joint work and discuss progress holistically. We increased our understanding of effective consortium working, a member of various 'Task Orders' under the 'Inclusive Futures', disability inclusive development consortium.

We convened regular National level and UK Board meetings including sub-committee meetings. New Board members were appointed to strength the skills and diversity of the Boards. New Safeguarding policies were adopted by the Boards and other policies reviewed and updated. Updated constitutions and affiliation agreements were agreed with SI **Kenya**, SI **Tanzania** and SI **Uganda**. The Board of SI **Romania** adopted an updated Memorandum of Understanding and Affiliation Agreement with SI UK.

## Strategic report for the year ended 31 March 2020 (continued)

The COVID-19 pandemic prompted SI **India** to develop a monitoring system to track the support being provided to persons with deafblindness and also to build the capacity of project staff. We also increased the frequency of meetings of Country Directors to enable sharing of response ideas and adaptation plans. We undertook detailed financial scenario planning and re-forecasting to enable prudent budget management.

**Looking ahead**, we will continue to focus attention on safeguarding, quality standards and monitoring, along with building the governance experience of National Boards.

### **Enabling Objective 3: Strengthened Human Resource capacity to best support Sense International to achieve its objectives.**

We continued our webinar series focusing on sharing and learning across the SI family, picking topics suggested by staff. We covered a range of issues including the Convention on the Rights of the Child and the UN Convention on the Rights of Persons with Disabilities, quality standards, working with children with autism and research findings from East Africa.

Training for staff, including those in partner organisations, on deafblindness, safeguarding and project management skills continues. Two key staff from **Bangladesh** benefited from an 'exposure visit' to the work of SI **India**, in Bangalore and Delhi, including seeing schools and meeting partner organisations. Sense International **India** ran the newly accredited, on-line 'web-ed' course successfully, with a good number of participants learning all about deafblindness through a structured series of modules. Staff and 'beneficiaries' from **India, Bangladesh, Nepal** and the **UK** attended and presented at the International Council for Education of People with Visual Impairment regional conference in Kathmandu in mid-February 2020.

We were delighted that our Country Director from SI **Romania** and the Advocacy Manager from SI **India** won fully-funded places on a training course on the UN Convention on the Rights of Persons with Disabilities, in Geneva. Unfortunately, the training was cut short by the COVID outbreak.

We ran a salary benchmarking review across the staff roles in **Kenya, Tanzania** and **Uganda** which resulted in changes from 1st April 2020.

The COVID-19 outbreak meant creating and disseminating guidance to staff on how to stay safe and how to adapt working procedures, including working from home. Due to the impact on the budget, regrettably, we had to freeze planned recruitment for Programme Funding Managers in Peru, Tanzania and Romania. Staff have been working extra hard to cope with the demands of responding to COVID 'on top' of business as usual project management and reporting.

## Sense International

Annual report and financial statements for the year ended 31 March 2020

### Strategic report for the year ended 31 March 2020 (continued)

Looking ahead, we recognise that staff are stretched; we want to improve understanding of monitoring and evaluation across the SI family; and in some countries, we need to address a lack of technical skills in deafblindness and communication in tactile sign-language.

#### **Enabling Objective 4: Strengthen and grow funding and financial management to best support Sense International to achieve its objectives.**

We would like to thank all our incredible supporters who have helped Sense International in 2019/20. Over the past year Sense International has invested in fundraising and we are already seeing returns, with growth in Trusts and Foundations income. We also look forward to growth in Philanthropy income in the future. There have been many highlights in 2019/20 including celebrating our 25th anniversary and our UK Aid Match appeal – Chance To Shine.

We continue to build long-term relationships with all of our supporters and partners, ensuring we value the contribution every individual, group or organisation makes – whether that be their time, their voice, their energy, or their financial support.

We are immensely grateful for the generosity of the Nelumbo Stiftung Foundation for support for inclusive education across all eight Sense International countries for three years.

By the end of March 2020, we were delighted that Statutory, Trusts and Foundations, Philanthropy, Individual Giving and National Events targets for the **UK** team for the year had all been exceeded.

Our fundraisers in the Kenya, Uganda and Peru teams pursued local opportunities and collaborated with the UK team on development of new concepts and delivery of funding applications.

We were delighted to win funding for vocational training from the EU ENABEL / Belgium for **Kenya, Tanzania and Uganda**. In **Tanzania and Uganda**, we partnered with the Kilimanjaro Blind Trust Africa, to support school children with visual impairments with Braille devices.

Generous grants from the Maria Marina Foundation and Latin America Children's Trust support SI **Peru's** work on vocational training and education. Additionally, the Maria Marina Foundation enabled us to provide emergency food parcels to families struggling due to the COVID 'lockdown'. We also received local support for equipment for sensory stimulation rooms in schools.

SI **Romania** is grateful to the Orange Foundation for its support and has been delighted to engage staff from Orange in workshops about deafblindness and education. SI Romania held a successful 18th birthday event to thank supporters which was attended by the British Ambassador as well as representatives from companies and other allies.

## Sense International

Annual report and financial statements for the year ended 31 March 2020

### Strategic report for the year ended 31 March 2020 (continued)

SI **India** started new projects in Pune, South Goa and Ahmedabad thanks to support from new donors. SI India also engaged hundreds of employees through corporate engagement activities e.g. with Cisco, JP Morgan and DBS Bank. There is a strong focus on donor retention and core cost recovery, however, market conditions have made fundraising more difficult. In future the team want a full time communications and digital marketing team member to promote more digital engagement.

We delivered disability inclusive development work in **Kenya, Tanzania, Bangladesh** and **Nepal** thanks to projects funded by the Department for International Development through the 'Inclusive Futures' consortium.

We are grateful to the Department for International Development, Jersey Overseas Aid, Guernsey Overseas Aid Commission, the National Lottery Community Fund and many Trusts and Foundations for their generous support over the year.

In January 2020, we applied for a Comic Relief grant for Early Childhood Development (ECD) for children with complex disabilities in **Uganda** over three and a half years. We were thrilled to hear that we had been successful in June.

Sadly, events planned for March 2020, like the 'Chance To Shine' Ball at the Savoy had to be cancelled due to COVID-19. Nevertheless, we were bowled over by the generosity of the UK public which enabled us to raise £383,795 for the 'Chance To Shine' appeal, for screening and early intervention in **Kenya**, which will be matched pound for pound by the UK Government.

**Looking ahead** we will continue to prioritise work to secure unrestricted funding and to nurture the partnerships which enable us to support people with deafblindness across the world.

# **Sense International**

Annual report and financial statements for the year ended 31 March 2020

## **Strategic report for the year ended 31 March 2020 (continued)**

### **Objectives for 2020/21**

In 2020/21 we will continue to further the objectives set out in our strategy - 'Realising Rights: From Isolation to Inclusion':

- Strategic objective 1 - Ensure quality services with a focus on early years (screening and early intervention), inclusive education for school-age learners and vocational training and livelihoods for young people.
- Strategic Objective 2 - Improved knowledge & understanding of deafblindness
- Strategic Objective 3 - Voice of people with deafblindness is heard, including work to support national associations of people with deafblindness.
- Strategic Objective 4 - Rights are recognised and realised, including advocacy at all levels.
- Enabling Objective 1 - Strengthen brand and reputation
- Enabling Objective 2 - Strengthen governance and management systems
- Enabling Objective 3 - Strengthen Human Resource capacity
- Enabling Objective 4 - Strengthen funding and finance

## **Sense International**

Annual report and financial statements for the year ended 31 March 2020

### **Strategic report for the year ended 31 March 2020 (continued)**

#### **Internal Financial Control**

The systems of internal control are designed to provide reasonable assurance against material misstatement or loss. They include:

- An annual budget and operational plan approved by the Trustees. A number of matters are specifically reserved for the Trustees approval. There is a clear organisational structure with appropriate lines for reporting.
- Regular consideration by the Trustees of financial results, variances from budgets, and non-financial performance indicators.
- Policy documents covering major strategic and operational activities are developed and reviewed with appropriate regularity and consultation.
- Regular monitoring of budgets and financial activities by the Director of Sense International with the Management Team.

#### **Identification and management of risks**

The Trustees adopted a risk management policy in December 2018 which was updated on 26th November 2019. Trustees have delegated day-to-day responsibility for the management of risks to the Director of Sense International. An ongoing risk management process assesses business risks and implements risk management strategies. This involves identifying the types of risks the Charity faces, prioritising them in terms of potential impact and likelihood of occurrence, and regularly updating an action plan to allow satisfactory mitigation and management of likely risks.

This occurs as an intrinsic part of the annual operational planning process and is then reviewed in regular meetings of senior managers, reported to the Trustees each quarter and further overseen by the Sense audit committee. The Trustees have developed systems to respond quickly to evolving risks arising from factors within the Charity and to changes in the external environment, including procedures for reporting failings immediately to appropriate levels of management, the Trustees, and when required to other external authorities such as the Charity Commission, together with details of corrective action being undertaken.

The most significant risks are as follows:

- **Compliance:** In-country partners do not adhere to policies, systems, procedures and donor compliance requirements leading to a financial, reputational, compliance or quality risk. This risk is mitigated through ensuring partners sign Memoranda of Understanding committing to following Sense International policies in key areas, discussing compliance in these areas at the start of programmes, and through regular monitoring by SI staff.

# Sense International

Annual report and financial statements for the year ended 31 March 2020

## Strategic report for the year ended 31 March 2020 (continued)

### Identification and management of risks (continued)

- Financial management: Sense International in-country teams do not comply with financial procedures or national financial reporting requirements or do not have the necessary levels of skill and experience to ensure robust, transparent, timely and accurate management of finances. This risk is mitigated through a programme of review of in-country financial procedures, through training and monitoring by UK finance and programme staff.
- Fundraising: Sense International's fundraising team in the UK and the in-country teams fail to reach targets. This risk is mitigated by the adoption of a realistic fundraising strategy, by a focussed team of fundraisers concentrating on Sense International, and by the close involvement of Trustees in fundraising efforts. However the fundraising environment both in the UK and in-country has become more difficult as a result of the pandemic.
- Currency exchange: As Sense International receives income mainly in £Sterling and spend in a variety of currencies, its spending power is reduced if the £Sterling falls in value. The risk is mitigated through spreading exposure to currency fluctuation by holding part of Sense International's cash in various operating currencies and in Euros.

### Financial review for the year ended 31 March 2020

Income for the year was £2.48m (2019: £1.89m). The increase was mainly as a result of significant new grants and donations from trusts and philanthropists. Total expenditure was £2.29m (2019: £1.75m). The proportion of expenditure spent on charitable activities was up slightly at 89% (2019: 88%).

### Reserves

The Trustees agreed an aim to hold unrestricted reserves equivalent to six months' expenditure (based on expenditure in the year to 31 March 2020 this would equate to holding an unrestricted reserve amount of £1,147,486). The Trustees have set this target in order to ensure Sense International's reserves remain capable of providing sufficient working capital for budgeted operational commitments and funding responsive action in the event of a significant financial downturn.

Alongside this the Trustees take account of any risks that might impact on the level of reserves required. These include:

- Time needed to implement an effective operational response to any significant reductions in income streams.
- Dependence on and reliability of individual income streams.
- Robustness of the internal reporting and response methods.
- Potential for variation in cash flow forecasts.

## **Sense International**

Annual report and financial statements for the year ended 31 March 2020

### **Strategic report for the year ended 31 March 2020 (continued)**

#### **Reserves (continued)**

At 31 March 2020, restricted reserves totalled £1,199,606 and unrestricted reserves totalled £183,988 which is equivalent to four weeks' expenditure only. (2019: £733,404 and £468,961 respectively, the later equivalent to fourteen weeks' expenditure).

In 2019 Sense International adopted a three year fundraising strategy focussed on raising income and unrestricted income in particular. This is expected to result in an improvement in unrestricted fundraised income over the next two years. In addition, restricted funds at the end of the year are higher than usual as a result of the level of project funding secured in advance. This is expected to reduce the requirement to use unrestricted funds to meet the costs of programme offices over the next two years.

By Order of Trustees



Sunil Sheth

**Chair**

Date: 22 September 2020

## ***Independent auditors' report to the members of Sense International***

### **Report on the audit of the financial statements**

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#### **Opinion**

In our opinion, Sense International's financial statements (the "financial statements"):

- give a true and fair view of the state of the charitable company's affairs as at 31 March 2020 and of its incoming resources and application of resources, including its income and expenditure for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland", and applicable law); and
- have been prepared in accordance with the requirements of the Companies Act 2006.

We have audited the financial statements, included within the Annual Report and Financial Statements (the "Annual Report"), which comprise: the Balance sheet as at 31 March 2020; the Statement of Financial Activities (incorporating an income and expenditure account) for the year then ended, the Accounting policies; and the Notes to the financial statements.

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#### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and applicable law. Our responsibilities under ISAs (UK) are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### ***Independence***

We remained independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, which includes the FRC's Ethical Standard and we have fulfilled our other ethical responsibilities in accordance with these requirements.

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#### **Conclusions relating to going concern**

We have nothing to report in respect of the following matters in relation to which ISAs (UK) require us to report to you when:

- the trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the charitable company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

However, because not all future events or conditions can be predicted, this statement is not a guarantee as to the charitable company's ability to continue as a going concern.

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#### **Reporting on other information**

The other information comprises all of the information in the Annual Report other than the financial statements and our auditors' report thereon. The trustees are responsible for the other information. Our opinion on the financial statements does not cover the other information and, accordingly, we do not express an audit opinion on, except to the extent otherwise explicitly stated in this report, any form of assurance thereon.

## ***Independent auditors' report to the members of Sense International (continued)***

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If we identify an apparent material inconsistency or material misstatement, we are required to perform procedures to conclude whether there is a material misstatement of the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report based on these responsibilities.

Based on the responsibilities described above and our work undertaken in the course of the audit, ISAs (UK) require us also to report certain opinions and matters as described below.

### ***Strategic Report and Trustees' Report***

In our opinion, based on the work undertaken in the course of the audit the information given in the Trustees' Report, including the Strategic Report, for the financial year for which the financial statements are prepared is consistent with the financial statements; and the Strategic Report and the Trustees' Annual Report have been prepared in accordance with applicable legal requirements.

In addition, in light of the knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we are required to report if we have identified any material misstatements in the Strategic Report and the Trustees' Annual Report. We have nothing to report in this respect.

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### **Responsibilities for the financial statements and the audit**

#### ***Responsibilities of the trustees for the financial statements***

As explained more fully in the Statement of Trustees' responsibilities in respect of the financial statements set out on pages 9-10, the trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements in accordance with the applicable framework and for being satisfied that they give a true and fair view. The trustees are also responsible for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the trustees are responsible for assessing the charitable company's ability to continue as a going concern, disclosing as applicable, matters related to going concern and using the going concern basis of accounting unless the trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

#### ***Auditors' responsibilities for the audit of the financial statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditors' report.

#### ***Use of this report***

This report, including the opinions, has been prepared for and only for the charity's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

## Sense International

Annual report and financial statement for the year ended 31 March 2020

### ***Independent auditors' report to the members of Sense International (continued)***

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#### **Other required reporting**

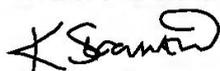
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##### **Companies Act 2006 exception reporting**

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- we have not received all the information and explanations we require for our audit; or
- adequate accounting records have not been kept by the charitable company or returns adequate for our audit have not been received from branches not visited by us; or
- certain disclosures of trustees' remuneration specified by law are not made; or
- the charitable company's financial statements are not in agreement with the accounting records and returns.

We have no exceptions to report arising from this responsibility.



*Kevin Strauther* (Senior Statutory Auditor)  
for and on behalf of PricewaterhouseCoopers LLP  
Chartered Accountants and Statutory Auditors  
*Birmingham*  
*22 September 2020*

## Sense International

Annual report and financial statement for the year ended 31 March 2020

### Statement of Financial Activities (incorporating an income and expenditure account) for the year ended 31 March 2020

	Note	Unrestricted Funds	Restricted Funds	Total 2020	Total 2019
		£	£	£	£
<b>Income from</b>					
Donations and legacies		586,192	1,091,064	<b>1,677,256</b>	1,349,688
Charitable activities	2	-	794,745	<b>794,745</b>	541,186
Investments		2,324	1,877	<b>4,201</b>	2,709
<b>Total</b>		<b>588,516</b>	<b>1,887,686</b>	<b>2,476,202</b>	<b>1,893,583</b>
<b>Expenditure on</b>					
Raising funds	4	232,698	14,324	<b>247,022</b>	215,136
Charitable activities	4	293,824	1,754,127	<b>2,047,951</b>	1,536,713
<b>Total</b>		<b>526,522</b>	<b>1,768,451</b>	<b>2,294,973</b>	<b>1,751,849</b>
<b>Net income</b>		61,994	119,235	<b>181,229</b>	141,734
Transfers from unrestricted to restricted funds	10	(346,967)	346,967	-	-
Fund balances brought forward at start of year		468,961	733,404	<b>1,202,365</b>	1,060,631
<b>Fund balances carried forward at end of year</b>		<b>183,988</b>	<b>1,199,606</b>	<b>1,383,594</b>	<b>1,202,365</b>

The notes on pages 41 to 50 form part of these financial statements.

All the results included in the statement of financial activities above relate to continuing activities. The Charity has no recognised gains and losses other than those included in the statement of financial activities above, and therefore no separate statement of other comprehensive income has been presented. There is no difference between the fund balances and the net incoming resources for the years stated above and their historical cost equivalents.

The breakdown by fund for the year ended 31 March 2019 is given in Note 1 - Statement of Financial Activities for that year.

# Sense International

Annual report and financial statement for the year ended 31 March 2020

Company registration number 3742986

## Balance Sheet as at 31 March 2020

	Note	2020	2019
		£	£
<b>Fixed assets:</b>			
Tangible assets	5	2,089	1,945
<b>Current assets:</b>			
Debtors	6	219,247	113,238
Cash at bank and in hand		1,410,220	1,306,106
Total current assets		1,629,467	1,419,344
<b>Liabilities:</b>			
Creditors falling due within one year	7	(207,962)	(218,924)
<b>Net current assets</b>		<b>1,421,505</b>	<b>1,200,420</b>
<b>Total assets less current liabilities</b>		<b>1,423,594</b>	
Creditors falling due after more than one year	8	(40,000)	-
<b>Total net assets</b>		<b>1,383,594</b>	<b>1,202,365</b>
<b>The funds of the Charity:</b>			
Restricted funds	10	1,199,606	733,404
Unrestricted funds	10	183,988	468,961
<b>Total charity funds</b>	11	<b>1,383,594</b>	<b>1,202,365</b>

The financial statements on pages 36 to 50 were approved by the Board on 22 September 2020



Sunil Sheth  
Chair

## **Accounting policies**

### **Statement of Compliance**

The financial statements have been prepared in compliance with United Kingdom Accounting Standards, including Accounting and Reporting for Charities: Statement of Recommended Practice applicable to charities preparing their financial statements in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2019) - (Charities SORP (FRS 102)), the Financial Reporting Standard applicable in the United Kingdom and the Republic of Ireland ("FRS 102") and the Companies Act 2006.

### **Basis of preparation**

The financial statements have been prepared under the historical cost convention as modified by the revaluation of investments at market value and in accordance with applicable UK accounting standards, FRS 102, the Companies Act 2006 and the Statement of Recommended Practice applicable to charities preparing their financial statements in accordance with FRS102 (SORP 2019) - "Accounting and Reporting by Charities".

The Trustees have reviewed the Company's forecasts and made appropriate enquiries of the wider Group's financial position and forecasts, including assessment of a severe but plausible downside scenario in relation to the impact of COVID19 in assessing the adoption of the going concern basis of accounting in preparing the annual financial statements. On this basis and considering the ongoing financial support confirmed by the parent company, Sense, The National Deafblind and Rubella Association, the financial statements have been prepared on the going concern basis.

The Charity has taken advantage of the exemption, under paragraph 1.12(b), from preparing a statement of cash flows, on the basis that it is a qualifying entity and its ultimate parent company, Sense, The National Deafblind and Rubella Association Group, includes the Charity's cash flows in its consolidated financial statements.

Particulars of the significant accounting policies of the Charity are given below.

### **Income from Charitable Activities**

This consists of income from grants and contracts, which is recognised and included in the Statement of Financial Activities when the Charity is legally entitled to the income and the amount can be quantified with reasonable accuracy. Grants received in advance but with donor imposed conditions that specify the time period in which the expenditure of resources can take place are accounted for as deferred income and recognised as a liability.

### **Voluntary income and legacies**

Legacy income is recognised on a receivable basis when it is probable that legacy income will be received and the value of the incoming resources can be measured with sufficient reliability. Voluntary income is accounted for when received.

Voluntary income includes donations from Sense International's parent company, Sense. Sense operates five shops for the benefit of Sense International and the profit from these shops is donated to Sense International and included in voluntary income and legacies.

## **Accounting policies (continued)**

### **Investment income**

Investment income consists of bank interest and is recognised on a receivable basis.

### **Resources expended**

All expenditure, including any irrecoverable VAT, is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to that category. Fundraising for Sense International is carried out by fundraisers employed by the parent charity Sense and all costs charged to Sense International for this work are direct costs. Accordingly, all support costs relate to charitable activities.

Cost incurred by country programmes are included within direct costs. Costs incurred in the UK are allocated to direct or support costs based on an estimate of the split by activity of staff time in each cost centre.

### **Governance costs**

Governance costs include external audit and Trustees' expenses.

### **Cash and cash equivalents**

Cash and cash equivalents includes cash in hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities.

### **Foreign currency**

#### **i. Functional and presentation currency**

The company's functional and presentation currency is the pound sterling.

#### **ii. Transactions and balances**

Foreign currency transactions are translated into the functional currency using the spot exchange rates at the dates of the transactions.

At each period end foreign currency monetary items are translated using the closing rate. Non-monetary items measured at historical cost are translated using the exchange rate at the date of the transaction and non-monetary items measured at fair value are measured using the exchange rate when fair value was determined.

### **Recognition of liabilities**

Liabilities are recognised when an obligation arises to transfer economic benefits as a result of past transactions or events.

### **Fixed assets and depreciation**

Depreciation is calculated so as to write off the cost of tangible assets over their estimated useful economic lives in equal annual instalments over 4 years.

Purchases of fixed assets valued at £500 and above are capitalised, otherwise they are expensed in the year the cost is incurred.

## **Accounting policies (continued)**

### **Pension costs**

The charity operates defined contribution schemes for staff. Contributions are charged to the Statement of Financial Activities in the period in which they are payable.

### **Taxation**

The company is recognised as a charity by Her Majesty's Revenue and Customs for the purposes of Section 505 of the Income and Corporation Taxes Act 1988 and is exempt from Corporation Tax.

### **Fund accounting**

Unrestricted funds, which have not been designated for other purposes, are available for use at the discretion of the Trustees in furtherance of the general objectives of the Charity.

Restricted funds are those which are to be used in accordance with specific instructions imposed by the donors or which have been raised by the charity for particular purposes.

Restricted fund expenditure is accounted for when the funds are expended. All expenditure made in the countries we work in outside the UK is accounted for as restricted fund expenditure and a transfer is made from unrestricted funds at the end of the year to cover any expenditure not covered by restricted income.

Investment income and gains are allocated to the appropriate fund.

### **Principal accounting estimates and judgements**

In the application of Sense International's accounting policies, management is required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. These estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. These estimates together with their underlying assumptions are continually reviewed. Actual results may differ from those estimates. The matters below are considered to be the most important in understanding the judgements that are involved in preparing the financial statements and the uncertainties that could impact the amounts reported:

Legacy income is recognised as detailed under income recognition above. In calculating the level of accrued legacy income, management is required to exercise estimation and judgement, particularly in determining the value and probability of receipt.

# Sense International

Annual report and financial statement for the year ended 31 March 2020

## Notes to the financial statements for the year ended 31 March 2020

### 1 Comparative Statement of Financial Activities for the year ending 31 March 2019

This note provides for comparison a breakdown by fund of the totals given for 2019 in the Statement of Financial Activities.

	<b>Unrestricted Funds</b>	<b>Restricted Funds</b>	<b>Total 2019</b>
	£	£	£
<b>Income from:</b>			
Donations and legacies	963,953	385,735	<b>1,349,688</b>
Charitable activities	-	541,186	<b>541,186</b>
Investments	1,312	1,397	<b>2,709</b>
<b>Total</b>	<b>965,265</b>	<b>928,318</b>	<b>1,893,583</b>
<b>Expenditure on:</b>			
Raising funds	211,215	3,921	<b>215,136</b>
Charitable activities	251,645	1,285,068	<b>1,536,713</b>
<b>Total</b>	<b>462,860</b>	<b>1,288,989</b>	<b>1,751,849</b>
<b>Net (expenditure)/income</b>	<b>502,405</b>	<b>(360,671)</b>	<b>141,734</b>
Transfers from unrestricted to restricted funds	(359,821)	359,821	-
Fund balances brought forward at start of year	326,377	734,254	<b>1,060,631</b>
<b>Fund balances carried forward at end of year</b>	<b>468,961</b>	<b>733,404</b>	<b>1,202,365</b>

## Sense International

Annual report and financial statement for the year ended 31 March 2020

### Notes to the financial statements for the year ended 31 March 2020 (continued)

#### 2 Incoming resources from charitable activities

	2020	2019
	£	£
<b>The National Lottery Community Fund</b> Improving livelihoods for people with deafblindness in Uganda.	143,981	136,968
<b>The Jersey Overseas Aid Commission (JOA)</b> Good health and well-being for all: establishing the first sensory screening and early intervention programme for children with deafblindness/multi-sensory impairments in Tanzania.	110,768	175,001
<b>The Jersey Overseas Aid Commission (JOA)</b> Healthy life for people with deafblindness in Nepal.	95,307	-
<b>Department for International Development (UK aid)</b> Increasing access to inclusive quality education and lifelong learning for children and young adults with deafblindness in Bangladesh.	71,756	57,400
<b>Department for International Development (UK aid)</b> Learning for all: inclusive education for learners with complex disabilities in Kenya.	62,618	-
<b>The Jersey Overseas Aid Commission (JOA)</b> Enhancing community-based services and effective education in Bangladesh.	51,032	48,793

## Sense International

Annual report and financial statement for the year ended 31 March 2020

### Notes to the financial statements for the year ended 31 March 2020 (continued)

#### 2 Incoming resources from charitable activities (continued)

	2020	2019
	£	£
<b>The National Lottery Community Fund</b> Improved livelihoods and participation in society for people with deafblindness/MSI in Tanzania	60,029	-
<b>Department for International Development (UK aid)</b> Disability inclusive development programme.	57,887	-
<b>The National Lottery Community Fund</b> Safeguarding/audit/MEL costs (Uganda).	47,570	-
<b>Guernsey Overseas Aid &amp; Development Commission</b> Early intervention for children with multisensory impairments in Wakiso, Uganda.	39,946	-
<b>Australian High Commission Direct Aid Programme (DAP)</b> Establishing 2 early intervention units for sensory screening and early intervention services for children with multisensory impairments (Tanzania).	33,042	-
<b>Department for International Development (UK aid)</b> Establishing early intervention services for infants with sensory impairments in Kenya and Uganda.	10,744	59,505

## Sense International

Annual report and financial statement for the year ended 31 March 2020

### Notes to the financial statements for the year ended 31 March 2020 (continued)

#### 2 Incoming resources from charitable activities (continued)

	2020	2019
	£	£
<b>The National Lottery Community Fund</b> Capacity assessment of the Tanzania Association of Deafblind People (TASODEB).	10,065	-
<b>Guernsey Overseas Aid &amp; Development Commission</b> Access to appropriate quality education and lifelong learning for people with deafblindness in Bangladesh.	-	40,000
<b>Jersey Overseas Aid</b> Improving quality of life and livelihoods for people with deafblindness and their families in Tanzania.	-	16,312
<b>The National Lottery Community Fund</b> Development grant Tanzania co-production workshop.	-	4,965
<b>European Union (Erasmus+ Programme)</b> Capacity building in the field of youth in Bangladesh and India.	-	(12,220)
<b>Total Grants and Contract Income</b>	<b>794,745</b>	<b>526,724</b>
<b>Other Income from Charitable Activities</b>	-	14,462
<b>Total Income from Charitable Activities</b>	<b>794,745</b>	<b>541,186</b>

## Sense International

Annual report and financial statement for the year ended 31 March 2020

### Notes to the financial statements for the year ended 31 March 2020 (continued)

#### 3 Donation from parent company

During the year, a donation of £40,777 (2019: £250,000) was received from the parent company, Sense. Sense also donated the proceeds of sales of donated items to its shops as part of the Chance to Shine Appeal for Sense International, amounting to £199,223 (2019: nil). In addition, £122,861 (2019: £82,499) was donated by Sense to Sense International representing the net profit on five shops that are run by Sense and designated as Sense International shops. These amounts are included in donations and legacies.

#### 4 Expenditure

	<b>Direct Costs</b>	<b>Support Costs</b>	<b>Total 2020</b>	<b>Total 2019</b>
	£	£	£	£
Raising funds	247,022	-	<b>247,022</b>	215,136
Charitable activities	1,871,656	176,295	<b>2,047,951</b>	1,536,713
	<b>2,118,678</b>	<b>176,295</b>	<b>2,294,973</b>	<b>1,751,849</b>

<b>Support Costs</b>	<b>Management</b>	<b>Governance</b>	<b>Total 2020</b>	<b>Total 2019</b>
	£	£	£	£
Charitable activities	159,920	16,375	<b>176,295</b>	166,827
	<b>159,920</b>	<b>16,375</b>	<b>176,295</b>	166,827

Governance costs included £5,600 (2019: £3,650) of external audit fees. No payments were made to Sense International's auditors in respect of non-audit services.

## Sense International

Annual report and financial statement for the year ended 31 March 2020

### Notes to the financial statements for the year ended 31 March 2020 (continued)

#### 5 Tangible assets

	Computers	Motor Vehicles	Fixtures & Fittings	Total
	£	£	£	£
<b>Cost</b>				
At 1 April 2019	20,969	42,569	1,820	65,358
Additions	465	-	1,210	1,675
<b>31 March 2020</b>	<b>21,434</b>	<b>42,569</b>	<b>3,030</b>	<b>67,033</b>
<b>Accumulated Depreciation</b>				
At 1 April 2019	20,138	41,455	1,820	63,413
Charge for the year	417	1,114	-	1,531
<b>At 31 March 2020</b>	<b>20,555</b>	<b>42,569</b>	<b>1,820</b>	<b>64,944</b>
<b>Net Book Value</b>				
<b>At 31 March 2020</b>	<b>879</b>	<b>-</b>	<b>1,210</b>	<b>2,089</b>
At 31 March 2019	831	1,114	-	1,945

All tangible fixed assets are used for charitable purposes. There were no capital commitments at the balance sheet date (2019: £nil).

#### 6 Debtors

	2020	2019
	£	£
Other debtors	115,063	34,307
Accrued income	95,646	72,657
Prepayments	8,538	6,274
	<b>219,247</b>	<b>113,238</b>

## Sense International

Annual report and financial statement for the year ended 31 March 2020

### Notes to the financial statements for the year ended 31 March 2020 (continued)

#### 7 Creditors falling due within one year

	2020	2019
	£	£
Amounts owed to Group undertakings	115,836	52,243
Deferred income	4,933	132,365
Other creditors and accruals	86,145	32,073
Trade creditors	1,048	2,243
	<b>207,962</b>	<b>218,924</b>

Amounts due to group undertakings are unsecured, interest free, have no fixed date of repayment and are repayable on demand.

#### 8 Creditors falling due after more than one year

The amount due after more than one year is in respect of a loan of £40,000 that is unsecured, interest free, and repayable in five equal annual instalments from March 2023.

#### 9 Capital

Sense International is registered in England (Company registration number 3742986) as a company limited by guarantee having no share capital. The liability of the member is limited by guarantee. The member has undertaken to contribute an amount not exceeding one pound as may be required in the event of the charity being wound up.

#### 10 Movement in funds

	Balance at 1 April 2019	Income and transfers in	Expenditure and transfers out	Balance at 31 March 2020
	£	£	£	£
Restricted funds	733,404	2,234,653	(1,768,451)	1,199,606
Unrestricted funds	468,961	588,516	(873,489)	183,988
	<b>1,202,365</b>	<b>2,823,169</b>	<b>(2,641,940)</b>	<b>1,383,594</b>

# Sense International

Annual report and financial statement for the year ended 31 March 2020

## Notes to the financial statements for the year ended 31 March 2020 (continued)

### 10 Movement in funds (continued)

The corresponding amounts for the previous year were as follows:

	Balance at 1 April 2018	Income and transfers in	Expenditure and transfers out	Balance at 31 March 2019
	£	£	£	£
Restricted funds	734,254	1,288,139	(1,288,989)	<b>733,404</b>
Unrestricted funds	326,377	965,265	(822,681)	<b>468,961</b>
	<b>1,060,631</b>	<b>2,253,404</b>	<b>(2,111,670)</b>	<b>1,202,365</b>

Restricted funds are funds held by the Charity for particular applications, specified by the donor and within the Charity's objectives, and can only be applied to those particular purposes. The restrictions may apply to income or capital or both. Many of the restricted funds are generated through Asset or Project targeted appeals.

#### Unrestricted funds

Unrestricted funds are held for the general purposes of the Charity.

### 11 Analysis of net assets between funds

	Unrestricted Funds	Restricted Funds	Total
	£	£	£
Fixed assets	2,089	-	<b>2,089</b>
Net current assets	181,899	1,199,606	<b>1,381,505</b>
	<b>183,988</b>	<b>1,199,606</b>	<b>1,383,594</b>

The corresponding amounts for the previous year were as follows:

	Unrestricted Funds	Restricted Funds	2019
	£	£	£
Fixed assets	1,945	-	<b>1,945</b>
Net current assets	467,016	733,404	<b>1,200,420</b>
	<b>468,961</b>	<b>733,404</b>	<b>1,202,365</b>

# Sense International

Annual report and financial statement for the year ended 31 March 2020

## Notes to the financial statements for the year ended 31 March 2020 (continued)

### 12 Employees' remuneration

	2020	2019
	£	£
Wages and Salaries	<b>620,849</b>	476,319
Social Security costs	<b>57,069</b>	45,177
Other pension costs	<b>78,052</b>	72,465
	<b>755,970</b>	593,961

The average monthly number of persons employed by the Charity was 47 (2019: 41).

No employees (2019: nil) earned over £60,000.

The Trustees of Sense International received no remuneration (2019: £nil).

### 13 Pensions

Sense International contributes to defined contribution pension schemes in the countries in which it operates. The pension charge for the year was £78,052 (2019: £72,465).

### 14 Capital commitments

Capital expenditure authorised and contracted for but not provided for at 31 March 2020 amounted to £nil (2019: £nil).

### 15 Related Parties

During the year the company entered into a loan of £40,000 which was received from Dandylion Consulting Limited, a company of which trustee Sunil Shah was also a Director in the year. The loan is unsecured, interest free, and repayable in five equal annual instalments from March 2023.

See Note 3 for donations from Sense International's parent charity Sense and Note 17 for disclosure of remuneration for key management personnel.

The company is exempt from disclosing other related party transactions with other companies that are of the Sense group.

## **Sense International**

Annual report and financial statement for the year ended 31 March 2020

### **Notes to the financial statements for the year ended 31 March 2020 (continued)**

#### **16 Parent undertaking and ultimate controlling party**

The charity's parent undertaking and ultimate controlling party is considered by the Trustees to be Sense, The National Deafblind and Rubella Association.

#### **17 Key Management Personnel**

The Trustees delegate day to day responsibility to the Chief Executive, Richard Kramer who is supported by Kris Murali (Deputy Chief Executive of Sense with special responsibility for Sense International from 27 July 2018 – 29 May 2020) and by Alison Marshall, the Director of Sense International. The Chief Executive and Deputy Chief Executive were remunerated by Sense and received no remuneration from Sense International. The Director of Sense International is remunerated by Sense International and her remuneration is included in the amounts disclosed in Note 12.

## **Sense International**

**Annual report and financial statement for the year ended 31 March 2020**

### **Major Supporters**

The Trustees are indebted to all the donors listed below for their support, both financial and otherwise. Without their support it would not have been possible for the Charity to operate.

Major grants from statutory authorities and substantial donations were received from the following supporters:

Australian High Commission Direct Aid Programme  
Department for International Development (UK Aid)  
Enabel, the Belgian Development Agency (funded by the European Union)  
European Union (Erasmus+ Programme)  
Eleanor Rathbone Charitable Trust  
Forefront Foundation Ltd  
Guernsey Overseas Aid and Development Commission  
Independent Franchise Partners  
Jersey Overseas Aid  
Kilimanjaro Blind Trust Africa (KBTA)  
Latin American Children's Trust  
Mr Pradip Dhamecha  
Mr Rupin and Mrs Madhavi Vadera  
Nelumbo Stiftung  
Old Mutual International Trust Company  
The Alchemy Foundation  
The Batchworth Trust  
The Beatrice Laing Trust  
The Bryan Guinness Charitable Trust  
The Coles-Medlock Foundation  
The Grace Trust  
The Hemraj Goyal Foundation  
The Henhurst Charitable Trust  
The Hugh Symons Charitable Trust  
The Ireland Roddan Trust  
The James Tudor Foundation  
The Lady More Charitable Trust  
The Lord Dolar Popat Foundation

## **Sense International**

Annual report and financial statement for the year ended 31 March 2020

### **Major Supporters (continued)**

The Lynn Foundation

The National Lottery Community Fund

The Open Society Initiative for East Africa

The Princess Anne's Charities

The Rhododendron Trust

The Saga Charitable Trust

The S M B Trust

The St Mary's Charity

The Shanta Foundation

The Souter Charitable Trust

The Spear Charitable Trust

The Tony and Audrey Watson Charitable Trust

The Tula Charitable Trust Limited

The Ulverscroft Foundation

The Walter Guinness Charitable Trust

The Worshipful Company of Spectacle Makers Charity

Voice Grant Facility

Ward Family Charitable Trust

# Sense International

## Annual report and financial statement for the year ended 31 March 2020

### Charity Information

<b>Charity name</b>	Sense International
<b>Governing instrument</b>	Memorandum and Articles of Association
<b>Registered charity number</b>	1076497
<b>Company registration number</b>	3742986
<b>Trustees</b>	Maria Arce-Moreira Richard Cooper Nicholas Corby Dean Lumer Robin Heber Percy (stepped down at end of term 4 September 2019) Lucy Roberts (appointed 4 September 2019) Pankaj Shah (Treasurer) (stepped down at end of term 4 September 2019) Rex Shah (appointed 4 September 2019) Sunil Shah (appointed Treasurer 4 September 2019) Sunil Sheth (Chair) Verity Stiff Susan Turner Lauren Watters (appointed 4 September 2019)
<b>Company secretary</b>	Kris Murali (resigned 29 May 2020) Richard Kramer (appointed 29 May 2020)
<b>Key management personnel</b>	
<b>Chief executive</b>	Richard Kramer
<b>Deputy chief executive</b>	Kris Murali (resigned 29 May 2020)
<b>Director</b>	Alison Marshall

# Sense International

Annual report and financial statement for the year ended 31 March 2020

## Charity information (continued)

<b>Registered office</b>	101 Pentonville Road London N1 9LG
<b>Bankers</b>	National Westminster Bank plc PO Box 83 Tavistock House Tavistock Square London WC1H 9JA
<b>Solicitors</b>	Anthony Collins Solicitors LLP 134 Edmund Street, Birmingham B3 2ES
<b>Independent Auditors</b>	PricewaterhouseCoopers LLP One Chamberlain Square Birmingham B3 3AX