

not your
average
touchy-
feely
annual
review

2006-2007



sense
International

Supported by



Foreword

It is difficult if not impossible for a person with sight and hearing to imagine living in a world without sight or hearing. But all around the world there are thousands of people who are both deaf and blind. This combination of vision and hearing loss makes it difficult for deafblind people to communicate or to learn about the world. The simplest things a sighted, hearing person takes for granted can become a significant challenge and a barrier for someone with deafblindness.

If we can understand the challenges here in Britain, can we also understand the difficulties that deafblind people and their families face in the developing world, particularly when you consider the additional problems of lack of knowledge of deafblindness and specialist services, and the impact of poverty and discrimination. The pressure and stigmatisation of having a deafblind child is often too much to bear for some poor families. As a result, children are neglected, abandoned or institutionalised.

I have been able to visit the work of Sense International in both India and Peru this year and I realise that there is cause for great optimism. With the right help and support, deafblind people and their families can lead happy fulfilled lives. With your continued support, Sense International can help ensure that more deafblind people become valued members of their communities and enjoy a brighter future.

HRH The Princess Royal, Patron

A handwritten signature in black ink, appearing to read 'Anne', with a long horizontal flourish underneath.

Chairman's Statement

Last year was an excellent year for Sense International – we now help to provide services to over 13,000 deafblind people and their families across the developing world.

Our advocacy work is an extremely important part of our activities, and as a result of efforts to influence governments, deafblindness was included in government policies on disability in three additional states in India, the Colombian Government is now providing financial support for deafblind people and in Uganda deafblind people are represented on a Government steering committee enabling them to influence policies on disability.

We are extremely grateful to our Patron, HRH The Princess Royal, who was able to host two royal receptions and make a project visit to a school for deafblind children in Peru. Her support not only bolsters our fundraising efforts but also raises awareness of both the organisation and of deafblindness.

We remain committed to the enormous challenge of changing the world for deafblind people. To do this we rely heavily on the many organisations and individuals who support us. Without them, it would be impossible for us to make the world a better place for deafblind people.

Ray Pierce, Chairman

Chief Executive's Statement

When I joined Sense International in March 2007, like many people, I struggled to understand how deafblind people are able to communicate and learn about the world. A visit to some of our projects in India opened my mind to different forms of communication and the importance of the sense of touch. I watched teachers work with their students, using tactile educational aids such as a Braille recipe card to make a sandwich and deflating balloons to explain the concept of 'air' in a science lesson.

The challenge for Sense International is that thousands of deafblind children are still not able to access any form of support at all and their families are often overwhelmed with the responsibility of looking after them.

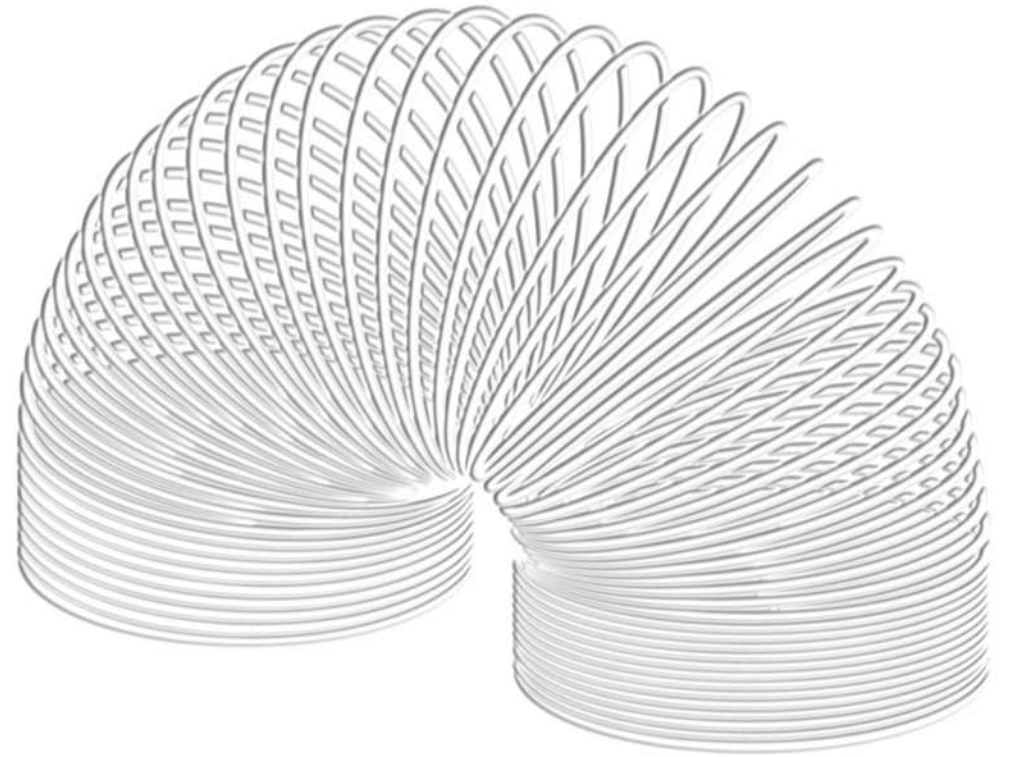
Over the years, we have made extraordinary progress by acting as a catalyst for services for deafblind people within the countries where we work. We keep our overhead costs low by equipping organisations with the skills they need to add deafblind services to the services they already provide to their local communities. Building networks and developing master trainers, we create a powerful ripple effect which reaches out to many thousands more people than we could ever reach on our own.

Moving forward, we will leverage increased services for deafblind people by encouraging governments to implement the provisions of the Education for All plan, by forming new partnerships with service providers and by creating more centres of excellence to act as expert training hubs across the countries where we are working.

We invite you to explore this tactile annual review and as you do so, ask you to continue to help us bring understanding, communication and involvement to some of the most isolated and marginalised people in the world.

Pamela Williams-Jones, Chief Executive

Playtime for Khurshida



India

In March 2007, Sense International (India) celebrated its tenth anniversary with a reception in Delhi attended by our Patron, HRH The Princess Royal.

The event was an opportunity to celebrate our achievements in developing services for deafblind people across the country and to thank local donors for their continued loyal support.

When we first started our work in India, there was only one programme supporting just twenty deafblind people across the whole of India. We now work with 37 partners across 19 states reaching out to around 8,500 deafblind people and their families.

Over the last year, our work in influencing governments has been very successful, representing the needs of deafblind people internationally at the United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP) and at state and district levels within India. Locally our success has seen the inclusion of deafblindness in the state disability policies of Uttar Pradesh, Chhattisgarh and Meghalaya. This will allow deafblind people to access state benefits alongside other disabled people in each region.

We have also developed new services in the remote North East of India, Agartala and Meghalaya. This means that 25 more deafblind



children can now access regular services through the newly developed centre based and community based programmes.

Over the course of its ten years, Sense International (India) has been working to develop its own independence as a thriving sustainable national charity and raises almost a third of its income from local sources. The strong Indian

Governing Council can now take a greater role in the strategic development of services for deafblind people internationally. In line with our policy of building skills in the countries where they are most needed and developing cost-effective programme initiatives, we are pleased that India is able to lend its expertise to other regions such as East Africa and Latin America.

Working together with the India team, we are developing pioneering new services for deafblind people in Bangladesh, working with a local partner to develop a National Resource Centre in Dhaka which will deliver training for service providers and begin to build a national infrastructure of services.

In the coming year, our focus will be to strengthen partnerships with non-governmental organisations to develop four regional learning centres to cover each area of India and help to provide appropriate services for deafblind people throughout India. These centres will provide training to professionals to identify, assess and teach deafblind people; provide teaching materials for deafblind children; co-ordinate local and regional network meetings for adult deafblind people, families and teachers; assist awareness-raising and campaigning activities in the region and provide support and information for deafblind people, their families and professionals. Beyond this, our aim is to continue to work with partners to develop services for deafblind people in every state of India so that no deafblind person needs to travel more than a day to access essential services.

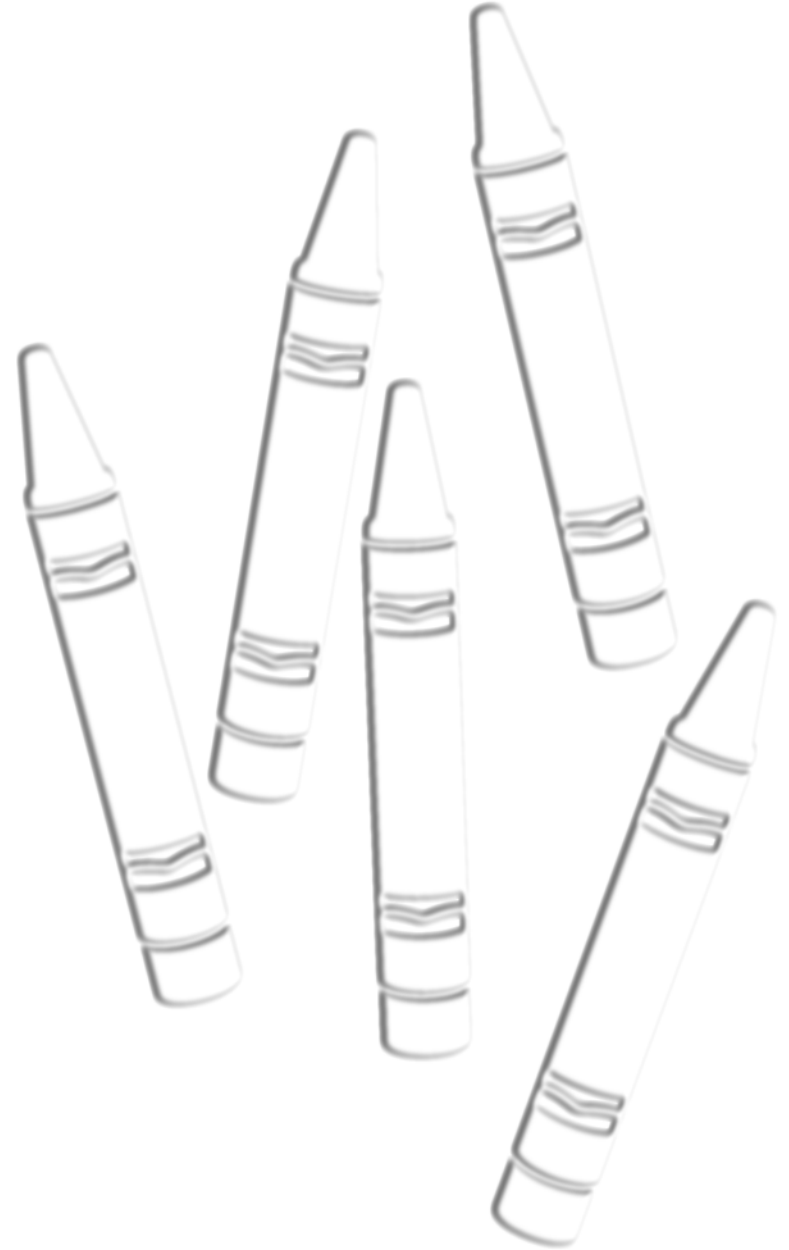


Khurshida was born deafblind in a tiny village called Umrapur. When Khurshida was identified by Sense International, she used to lie in a corner of her family's hut, her body was too stiff to sit up and she was totally dependent on her mother.

Her Sense International community worker, Satyabhama is teaching her daily living skills and uses toys to help to stimulate her sense of touch so that she can start to feel the world around her and eventually start to learn sign language.

Her favourite toy is a slinky that she loves to slither from one palm to another. Regular exercise has greatly helped her mobility and she can now sit up and walk. After being confined to the hut for so long, she loves to feel the gentle breeze against her face.

Jessenia pictures the world



Latin America

In Latin America, we have worked successfully over the last year to promote the inclusion of deafblind people into their communities not only by working directly with country governments but also working with our partners to strengthen the call for state funding and service provision for deafblind people.

It is a measure of our success with our advocacy activities, that the Parents' Association in Bolivia, Colombia and Brazil have all participated in local



committee meetings at government offices. In addition, in Brazil, Colombia and Peru, deafblind people sit on local committees of disabled people. We are also pleased to report that a representative of Sense International (Latin America) has been elected to the national committee of disabled people in Colombia.

The provision of quality services requires having appropriately trained people and we are especially pleased that our work with governments to include deafblindness in the teacher training curriculum has led to agreements between the Ministries of Education and our local partners in Brazil, Colombia and Peru. This means that we can establish a model for including education for deafblind children in specialist teacher training.

Our work has resulted in the recognition of deafblindness as a unique disability by the Ministry of Health in Bolivia. This is a massive step forward which will allow us to leverage greater provision of state-funded services to deafblind people in the future.

Central to our programme approach is developing the local capacity of partners so that services for deafblind people are sustainable. Sense International (Latin America) has introduced an innovative on-line fundraising course for our partner organisations to help them raise their own funds locally.



Jessenia is twelve and lives in Rincon, one of the poorest areas in Bogotá. She was born deaf and when she was just three months old, Jessenia lost her eyesight. She has hypoxic encephalopathy which has resulted in her having severe difficulties with mobility.

Up until she was three years old and identified as deafblind, she spent most of her time confined to bed. The deafblind unit in Bogotá worked with her to develop her mobility and at five she was finally able to walk. The teachers at the unit have taught Jessenia how to use her hands to communicate with her family. Surgery last year gave Jessenia limited vision and she can now see bright images.

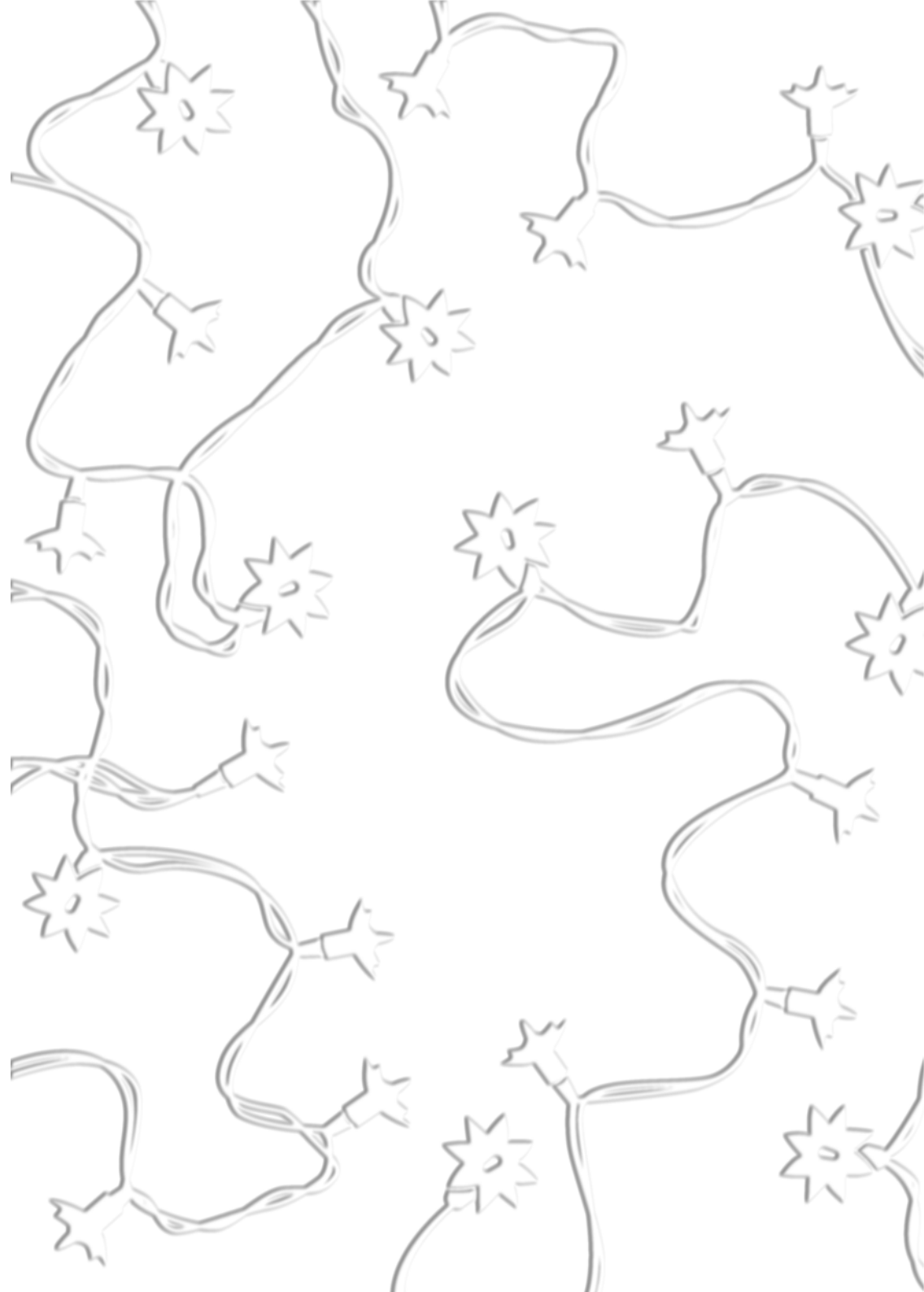
Jessenia really enjoys drawing and uses primary colours so that she can see the wonderful pictures she creates.

Funding from the Big Lottery Fund and the European Commission will allow us to significantly expand services for deafblind people throughout the region in the next few years. We will strengthen and expand service provision for deafblind children and young adults through day centres, schools and deafblind units, provide training to professionals, support the development and expansion of networks of deafblind people, parents and professionals and develop and expand a volunteer network.

We will work with our partners in the region to help to build local capacity as well as continue to work with governments to ensure long term sustainability and impact. In the longer term, our activities will help to benefit the entire population of deafblind people in the region.



A twinkle in Denisa's eye



Romania

In Romania our work with the Government has been fundamental to the development of services for deafblind people and their families.

More deafblind children are receiving an appropriate education this year than ever before due to the development of new teaching units and the training of specialist teachers. A team of eleven national trainers provided specialised post-training support to 25 newly-qualified teachers working with deafblind children in 15 deafblind units throughout the country. Six more schools have been offered specialist equipment to improve the quality of the education provided to the children. The Teachers' Peer Support Programme and the Teachers' Network continue to provide additional support and an opportunity to share learning and establish best practice.



A pioneering early intervention unit has been successfully piloted in Bucharest. The specially trained multi-disciplinary medical team help to identify and assess babies at risk of deafblindness. This has resulted in increased numbers of very young deafblind children being identified and supported at the earliest opportunity in their development. In the next few years we hope we can secure the much-needed funding required to be able to expand early intervention services to cover the entire population of Romania.

We continued our efforts to strengthen the Association of Deafblind Adults and the Parents' Association, by providing expertise in the fields of project management, implementation and campaigning activities. We have also been working to ensure their sustainability by building their capacity to raise local funding. The official recognition by the Government of the

Association of Deafblind Adults as a service provider means it will be able to access funds directly from the Government. The Association of Deafblind People and the Association of Parents of Deafblind People made great progress in increasing public awareness across the country, resulting in increased numbers of families with deafblind children and young adults being identified and offered services.

Moving forward, we plan to replicate the early intervention programme in Bucharest so that eventually we will be able to provide services for deafblind children throughout Romania. We will continue to work with the Government to ensure that there will be sustainable educational services available for all deafblind children throughout Romania. We will strengthen and expand our networks and member associations to increase general public awareness of deafblindness and maintain a strong representative voice to the Romanian Government.



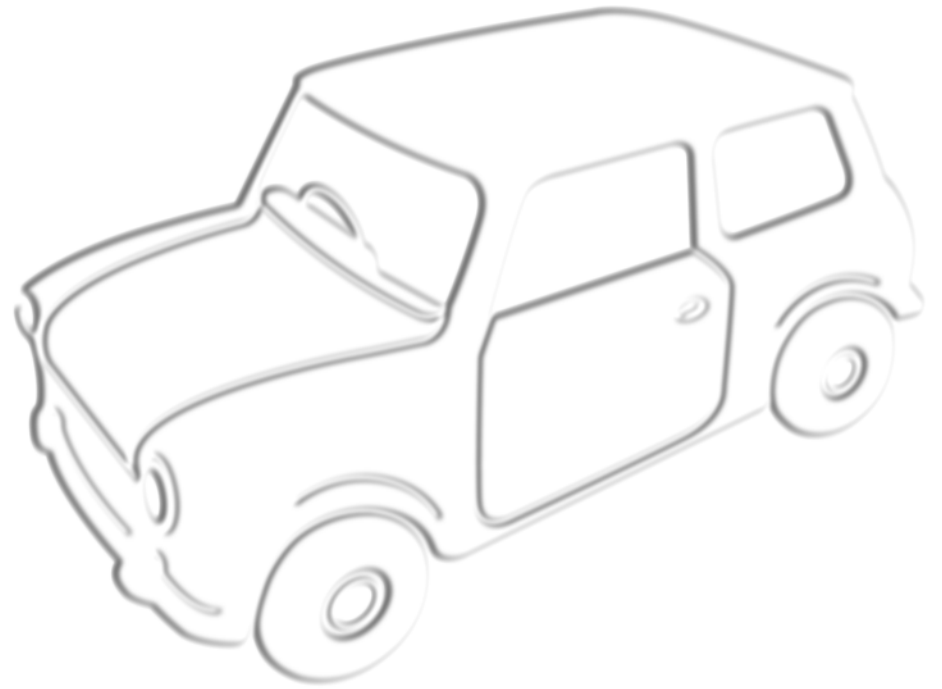
Denisa was born deafblind and has heart problems as a result of rubella during her mother's pregnancy. At first, doctors were extremely dismissive of Denisa and were pessimistic of her chances of survival.

Prior to receiving any support, Denisa was unable to communicate and used to bang her head to get her mother's attention. She is almost three years old and has recently been referred to a Sense International special educational centre in Oradea.

Since Denisa started at the school she has learnt to communicate by using signs with her mother. When she wants to have her face washed she rubs her palms on her cheeks.

Denisa has low residual vision which means her field of vision is severely limited. She loves playing with bright lights and loves to see the flashes of light close to her face. The teachers use Christmas lights to stimulate her vision and to encourage her to communicate through play.

Driving Kevin's learning



East Africa



In East Africa this year the focus of our work has been to establish more partnerships with local organisations and identify and provide services for more deafblind people across all three countries.

To date there are very few services for deafblind people in the region and lack of awareness of deafblindness, the stigma of disability and the geographical spread of communities make the identification of deafblind children and young adults extremely challenging. However, despite this, we have managed to identify 600 deafblind people. This has been achieved through training and awareness-raising activities of the newly formed National Association of Deafblind People in Uganda, through the training and outreach work of 14 Government social workers in the Kwala district of Kenya and through referrals to the Association of Parents of Deafblind People in Tanzania.

Currently, once deafblind children have been identified, the government of each country provides educational services in the deafblind units of schools, where they exist. We are now working with each government to ensure that teachers within these units receive appropriate specialist training. The Kenya Institute of Education (KISE) has started a two year training programme for ten teachers of deafblind children, based on the curriculum used in India. Unfortunately deafblind teaching units are few and often too distant from the homes of many deafblind children for them to attend. We are therefore developing home based services with eight partners in Uganda for more than 100 deafblind children.

We have also continued to work to influence major decision and policy makers throughout the region to encourage government support and implementation for appropriate community-based educational and vocational skills development for deafblind children and adults. The Ministry of Gender, Labour, and Social Development in Uganda recently nominated two deafblind people on the Community-Based Rehabilitation (CBR) National Steering Committee, providing for the first time the opportunity for deafblind people to directly influence national level policies.

In the next few years we would like to extend our community based educational and



vocational services throughout the three countries creating replicable models in the urban centres and then reaching across the rest of the region. We will also continue to use our networks of partners and representative associations to increase awareness of deafblindness and to help us to reach more deafblind children and young adults.



Kevin is nine years old and comes from a rural area outside Limuru in Kenya. He was born deaf and became blind due to glaucoma in infancy. During Kevin's early years, he was unable to communicate and had very little mobility.

Kevin's family felt isolated. The stigma of having a disabled son meant that the community and even some of the extended family shunned them and refused to offer any support. Kevin's mother had to give up work and it was extremely hard for the family to cope.

When Kevin was six, he was identified as deafblind and his mother was put in touch with Sense International's Parents' Association. Sense International has helped to send Kevin to the local school where he is supported by a specially-trained teacher. Kevin can now walk independently and has learnt how to communicate with his family. He has even made friends at school. He loves playing with his toy car. His mother uses it to show Kevin how a real car works, how the steering wheel controls the car's direction and how the wheels turn around propelling the car forward. He now dreams of a time when he might be able to own his own car.

Fundraising



This year we have raised our highest income total to date from a range of fundraising activities including trust and statutory fundraising, events, trading, overseas income and legacies.

We held challenge events for a total of 57 participants, leading treks and team challenges to Namibia, Romania (Transylvania) and Wales raising a total of almost £150,000. We are extremely grateful to all of the participants for this fantastic fundraising achievement but we would particularly like to thank Sense International Treasurer Jeremy Charles and ongoing supporters Daryl Roxburgh and Hash Shah for championing trips and encouraging others to support our work. We raised a further £26,000 from running events this year, including the Flora London Marathon, British 10K and New York City Marathon.

A reception hosted by our Patron, Her Royal Highness The Princess Royal, was held in September 2006. Sponsored by Minerva Financial Services Ltd, it gave Sense International the opportunity to thank existing supporters and introduce new individuals to our work. We continue to be grateful for Her Royal Highness' commitment to Sense International.

We are proud that we were able to secure significant funding from the Department for International Development and the Big Lottery Fund. This will help support the development of services in India and help Sense International (Latin America) build networks and develop advocacy activities to combat social exclusion in the region. It will also assist Sense International (East Africa) to raise awareness of deafblindness and strengthen representative associations.

Successes in trust fundraising included continued support from Comic Relief to help fund the development of sustainable services for deafblind people in East Africa, while the Medicor Foundation gave a generous donation to support Sense International's work in Romania and in Latin America.

Sense International remains committed to supporting overseas offices in raising local funds with a view to developing financial independence and achieving sustainability in the long term. Income from overseas teams increased by 58% on last year, with India raising its highest income to date.

To find out how you, your organisation or club can support Sense International and make a difference to the lives of deafblind people, please contact us on +44 (0) 20 7922 7910 or info@senseinternational.org.

Financial Information

Summarised statement of financial activities for the year ended 31 March 2006

Opening fund balances at 1 April 2006 £68,235

Funds received

Donations	£408,813
Legacies	£149,900
Grants	£978,988
Other income	£35,000
Total	£1,572,701

Funds used

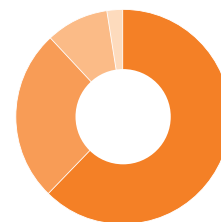
Charitable expenditure	£1,091,888
Cost of generating funds	£353,208
Governance	£2,137
Total	£1,447,233

Closing fund balances at 31 March 2007 £193,703

Summarised balance sheet as at 31 March 2007

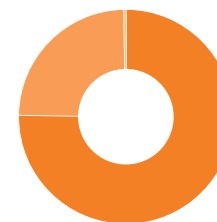
Fixed assets	£45,985
Cash at bank	£283,485
Other current assets	£128,623
Total	£458,093

Creditors	£264,390
Net assets	£193,703
Net funds balance	£193,703



Funds received

Grants	62%
Donations	26%
Legacies	10%
Other income	2%



Funds used

Charitable expenditure	76%
Cost of generating funds	24%
Governance	<1%

Finance statement

For further information about the finances of Sense International, please consult the full annual accounts, the auditor's report on those accounts and the Trustees' annual report. Copies of these can be obtained from Sense International, 32-36 Loman Street, London SE1 0EH.

Jeremy Charles, On behalf of the Trustees

Independent auditors' statement to the members of Sense International

We have examined the summary financial statement which comprises the Summary Statement of Financial Activities and the Balance Sheet.

Respective responsibilities of Trustees and auditors
The Trustees are responsible for preparing the summarised annual report in accordance with United Kingdom law. Our responsibility is to report to you our opinion on the consistency of the summary financial statement within the summarised annual report with the full annual financial statements and its compliance with the relevant requirements of section 251 of the Companies Act 1985 and the regulations made thereunder. We also read the other information contained in the summarised annual report and consider the implications for our statement if we become aware of any apparent misstatements or material inconsistencies with the summary financial statement. This statement, including the opinion, has been prepared for and only for the company's members as a body in accordance with section 251 of the Companies Act 1985 and for no other purpose. We do not, in giving this opinion, accept or assume responsibility for any other purpose or to any other person to whom this statement is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

Basis of opinion

We conducted our work in accordance with Bulletin 1999/6, 'The auditors' statement on the summary financial statement' issued by the Auditing Practices Board. Our report on the company's full annual financial statements describes the basis of our audit opinion on those financial statements.

Opinion

In our opinion the summary financial statement is consistent with the full annual financial statements of Sense International for the year ended 31 March 2007 and complies with the applicable requirements of section 251 of the Companies Act 1985, and the regulations made thereunder. We have not considered the effects of any events between the date on which we signed our report on the full annual financial statements and the date of this statement.

PricewaterhouseCoopers LLP, Chartered Accounts and Registered Auditors, Hull, 14 September 2007

Thank You

Sense International relies on the support of voluntary donations for the majority of our work.

We would like to thank the following donors for their support:

- Allan and Nesta Ferguson Charitable Trust
- Beatrice Laing Trust
- Big Lottery Fund
- Bowling & Co
- Clothworkers Foundation
- Comic Relief
- Erach and Roshan Sadri Foundation
- European Commission
- Gartmore Investment Management Ltd
- Give India
- GP Supplies
- HDFC Ltd
- HSBC Ltd
- Isle of Man Overseas Aid Committee
- Jersey Overseas Aid Commission
- London Seven Kings Lions Club
- Lubbock Fine Chartered Accountants
- Medicor Foundation
- Methodist Research and Development Fund
- Minerva Financial Services Ltd
- Rangoonwala Foundation
- Richard Lawes Foundation
- Rotary International in Great Britain and Ireland
- Rowan Charitable Trust
- Sense
- ShareGift, The Orr Mackintosh Foundation
- Sterling Trust
- Sylvia Adams Charitable Trust
- The Australian High Commission
- The Canadian High Commission
- The Department for International Development
- The estate of the late Sir Michael Cobham
- Zurich Community Trust



A special thank you to the following individuals for their ongoing support and for their extraordinary contribution to the organisation this year:

- Anant Shah
- Andrew Georgiou
- Daryl Roxburgh
- Dinesh Raja
- Hash Shah
- Jeremy Charles
- Leena Sheth
- Mrs C G Dodhia
- Paul Feeney
- Pradip Dhamecha
- Richard Cooper
- Rupin Vadera
- Shekhar Asthana
- Sunil Shah
- Sunil Sheth
- Vipin Shah

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