

**Sense International**  
**Annual Report and Financial Statements**  
**for the year ended 31 March 2018**

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

# Sense International

## Annual Report and Financial Statements for the year ended 31 March 2018

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# Sense International

Annual report and financial statements for the year ended 31 March 2018

## Legal and administrative 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>	Sunil Sheth (Chair) Paul Feeney Leona Forsyth (resigned 6 June 2017) Dean Lumer Robin Heber Percy Pankaj Shah (Treasurer) Verity Stiff Susan Turner Nicholas Corby (appointed 5 December 2017) Maria Arce-Moreira (appointed 5 December 2017) Sunil Shah (appointed 5 December 2017) Richard Cooper (appointed 5 December 2017)
<b>Company Secretary</b>	Gill Morbey OBE (resigned 23 July 2018) Kris Murali (appointed 23 July 2018)
<b>Key management personnel</b>	Gill Morbey OBE (Chief Executive) (resigned 27 July 2018) Richard Kramer (Chief Executive) (appointed 27 July 2018) Kris Murali (Deputy Chief Executive of Sense with special responsibility for Sense International) (appointed 23 July 2018) Alison Marshall (Director)
<b>Registered office</b>	101 Pentonville Road London N1 9LG

# **Sense International**

**Annual report and financial statements for the year ended 31 March 2018**

## **Legal and administrative information (continued)**

### **Bankers**

National Westminster Bank plc  
PO Box 83  
Tavistock House  
Tavistock Square  
London WC1H 9JA

### **Solicitors**

Anthony Collins Solicitors LLP  
134 Edmund Street,  
Birmingham  
B3 2ES

### **Independent Auditors**

PricewaterhouseCoopers LLP  
Cornwall Court  
19 Cornwall St  
Birmingham B3 2DT



# Sense International

Annual report and financial statements for the year ended 31 March 2018

## Chair's Introduction

2017-18 was a positive and busy year for Sense International. As usual we had programmes at all stages: some new programmes starting up; others consolidating; and still others coming to an end and being evaluated.

The first-ever screening and early intervention programmes in East Africa demonstrated to national Ministries of Health the need for young children to be checked for sensory impairments and the importance of timely therapy and sensory stimulation.

Our work to realise every child's right to an education continued, with programmes to support parents with home-based learning, inclusion of learners with deafblindness in mainstream classrooms supported by teaching assistants, as well as advocacy around adapted and specialised curricula.

Support for young people to learn vocational skills and to establish income generating activities continued through specialist training, inclusion in vocational training centres and backing for small business start-ups.

An innovative exchange visit saw young people with deafblindness involved in our economic empowerment programme in Bangladesh, along with government officials, visit counter-parts in India. This was an eye-opening experience for all involved. The young people returned home fired up with new determination to follow their dreams and the government officials were energised by new ideas.

We continued to support National Associations of people with deafblindness, alongside Parents Associations, assisting them to grow, support their members and make their voice heard. Our advocacy with governments remains a crucial aspect of our work, whether in relation to the establishment of quality services, adaptation of curricula, or recognition of the challenges faced by people with deafblindness.

This year saw some very effective awareness raising initiatives – such as the video created in Romania, where a rock star was challenged to perform various tasks in a computer game format, while blindfolded and wearing ear defenders.

In December 2017 we initiated a review of our safeguarding systems across the Sense International family, alongside a webinar to discuss safeguarding responses, due diligence work with partners and the piloting of a checklist for vocational training institutions. The work to embed a safeguarding culture continues.

Between October 2017 and January 2018 we ran the 'My turn to learn' appeal for funds to support children and young people in Bangladesh with inclusive education and opportunities to work. The appeal was launched with a ball at Banqueting House attended by our Patron, Her Royal Highness the Princess Royal. We were delighted with the generosity of the public which was matched pound for pound by the UK Government through the UK Aid Match scheme. We also hired new in-country fundraising staff to boost fundraising in East Africa.

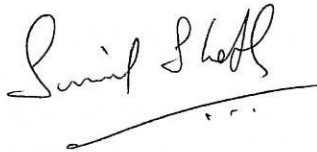
## **Sense International**

**Annual report and financial statements for the year ended 31 March 2018**

### **Chair's Introduction (continued)**

As always, my thanks go to the staff across the Sense International family and in our partner organisations who worked tirelessly in support of people with deafblindness. I would also like to thank our Trustees who ensured good governance. I am immensely proud of the difference we continue to make across the world in the lives of people with deafblindness, their families and communities.

During 2017-18 Sense International was led with vision and skill by our CEO Gill Morbey. At the time of writing she is stepping down after eight years in the role as Chief Executive of Sense and Sense International, to be succeeded by Richard Kramer, who has been her deputy. Gill was Chair of the East Africa national Boards, and served on the Board of Sense International India, in addition to her role as President of Deafblind International. We are immensely grateful to Gill for her inspiring leadership and passionate dedication to the cause of deafblindness internationally. We wish her well, and we will strive to uphold the values she stood for in all our work.

A handwritten signature in black ink, reading 'Sunil Sheth', with a horizontal line underneath.

**Sunil Sheth**  
**Chair**

Date: 18 September 2018

### Trustees' report for the year ended 31 March 2018

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 2018.

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. Our values underpin our vision and purpose and guide 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 and in all our dealings, Sense International also 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.
- **I will participate and contribute:** I participate to the best of my ability and contribute willingly and freely.

## Sense International

Annual report and financial statements for the year ended 31 March 2018

### Trustees' report for the year ended 31 March 2018 (continued)

- **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

#### Grants and Donations

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

Big Lottery Fund  
Department for International Development (UK Aid)  
European Union  
Guernsey Overseas Aid  
Human Development Innovation Fund  
International Franchise Partners  
Jersey Overseas Aid  
Mr Sunil & Mrs Leena Sheth  
Mr Rupin & Mrs Madhavi Vadera  
Mr Pradip Dhamecha  
The Allan & Nesta Ferguson Trust  
The Batchworth Trust  
The Christina Goodall Trust  
The James Tudor Foundation  
The Latin American Children's Trust  
The Saga Charitable Trust  
The Souter Charitable Trust

The Trustees are indebted to all donors for their support, both financial and otherwise, without whom it would not have been possible to achieve all that we did.

## **Trustees' report for the year ended 31 March 2018 (continued)**

### **Governance**

There are currently eleven Trustees on the Board. 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 five Trustees who meet with the Director and the Senior Programme team to discuss strategic and operational programmatic issues. It meets four times a year and reports to the Board.

### **Recruitment of new Trustees**

Prospective candidates to be Trustees for Sense International are interviewed by at least one member of the Board and the Director following responses to an advert, or through recommendation. The appointment of new Trustees is recommended to the Board of Trustees. With the agreement of the Board they are co-opted, until standing for election at the following AGM.

There is a comprehensive induction for new Trustees. An appropriate induction plan is put in place, which involves meetings with senior staff and internal and external training as necessary along with an information pack.

### **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 Sense International 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, IT support, financial services support and human resources support.

### **Delegated authority**

The Sense International Board delegates day-to-day operational management of the organisation to the Chief Executive of Sense International. 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 is responsible for appointing and managing the Director of Sense International who is also a member of the Sense Executive Team.

## **Strategic report for the year ended 31 March 2018**

Sense International has worked for over 20 years with partners to promote and realise the rights of people with deafblindness worldwide, so that they can live, learn and thrive. With an estimated 35 million<sup>1</sup> people worldwide with deafblindness, our strategy '(Realising Rights: From Isolation to Inclusion') builds on this strong foundation and aims to grow our sphere of influence; ensure quality services, advocate nationally and internationally, and support the voice of people with deafblindness and their families. We will continue to build local capacity and lobby for government commitment to ensuring that every person with deafblindness can realise their rights and participate fully in society.

We employ local staff in a number of locations around the world. We recognise these staff as our most valuable resource and we are fully committed to ensuring positive working practices, training and staff development. We collaborate with a wide range of local partner organisations and work to ensure that these partners have the technical and material resources they need. We aim to deliver a high quality of support from the UK in as cost-effective a way as possible.

### **Our Principles:**

- **People with deafblindness** – and their families, are at the heart of Sense International's work and vision.
- **Rights-Based** – all people with deafblindness are entitled to have their rights recognised, realised and protected.
- **Partnerships** – we work with civil society organisations, governments, and local, national, and international institutions and organisations to ensure the rights of people with deafblindness and their families. Our partnerships are based on mutual benefit and collaboration.

Our strategy outlines four Strategic Objectives and four Enabling Objectives. The specific objectives that were set for 2017/18, both globally and in the areas where we work, are grouped together according to the objectives set out in the strategy, and our performance against those specific objectives is detailed below.

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<sup>1</sup> Based on an estimated figure extrapolated from the UK figure of 350 thousand people with deafblindness/MSI



## Strategic report for the year ended 31 March 2018 (continued)

### Performance against Objectives for 2017/18

Our specific objectives for 2017/18 are set out according to the strategic and enabling objectives that they relate to in our strategy - 'Realising Rights: From Isolation to Inclusion'.

#### Strategic objective 1 - Ensure quality services

**Objective:** To increase access to quality services with a focus on screening and early intervention, inclusive education and livelihoods / vocational training.

Across the Sense International family we continued to work to increase access to high quality services for people with deafblindness, and in some places new programmes were started.

#### Early intervention

For babies and young children we worked with the Ministries of Health in **Kenya and Uganda** to run screening and early intervention programmes, demonstrating the importance of these services.

Evidence on the prevalence of Congenital Rubella Syndrome was collected, through the taking of blood samples in **Kenya and Uganda**, and used to inform the planning of national Ministries of Health. The model and evidence from our experience enabled us to secure new funding to establish the first screening and Early Intervention programme in **Tanzania** (programme due to start 1<sup>st</sup> April 2018).

We won funding to set up a screening and early intervention programme in **Tanzania** from April 2019 and laid the groundwork for this.

In **Peru** we began work to equip special classrooms with sensory, play and mobility equipment for young children.

Sense International's Early Intervention model was formalised and shared across the Sense International family of countries and with interested parties.

#### Inclusive education

In **Bangladesh** we continued to support children with deafblindness to benefit from home-based education and to attend mainstream schools, working with ten partner organisations across the country.

## **Strategic report for the year ended 31 March 2018 (continued)**

### **Performance against Objectives for 2017/18 (continued)**

In **Tanzania** we supported inclusive education for 79 children with deafblindness / multi-sensory impairment in eight districts of Dar es Salaam and Kilimanjaro. We demonstrated the benefit of teaching assistants, who support learners with deafblindness one-to-one, in mainstream classes.

In **Uganda** we worked on video training, so parents can help their children get school ready. Additionally, ten children with deafblindness were enrolled in inclusive mainstream classrooms: they will be supported by teaching assistants.

In **Peru** we promoted on-line teacher training to equip teachers to support learners with deafblindness.

In **Kenya** we engaged with the curriculum reforms being undertaken by the Kenya Institute of Curriculum Development to ensure that the new curriculum will be inclusive for learners with disabilities.

### **Vocational opportunities**

In **Romania**, as well as continuing to support students with vocational skills training, we brought young people together from different cities for workshops on 'soft skills' like leadership and team building.

Sense International **India** worked with **Bangladesh** on a successful exchange visit which enabled young people with deafblindness and government staff involved with vocational training to visit India. In India they met counterparts, exchanged ideas and learnings and returned home with renewed determination and aspirations. Sense International India not only supported young adults to establish income generating activities but also organised a national consultation and workshop on development of a curriculum for vocational training.

In **Tanzania** 18 young people with deafblindness were supported to establish livelihood activities while in **Uganda**, we worked with selected vocational training centres to train staff, share specialised curricula and strengthen their ability to train students with deafblindness.

This also enabled us to consolidate our **Nepal** programme where we brought together five local partner organisations to work on deafblindness under the umbrella of the National Resource Centre. Our lead partner is the National Deaf Federation of Nepal. Other partners include the Deafblind Adults Network, the Association of Parents of children with deafblindness and the National Association of the Blind. Staff were trained by Sense International **India** and a day care centre established in Kathmandu. Staff also travelled out to homes to support families. Advocacy and media work put deafblindness on the government's radar.



## **Strategic report for the year ended 31 March 2018 (continued)**

### **Performance against Objectives for 2017/18 (continued)**

A scoping study on the feasibility of establishing a screening and early intervention programme in **Malawi** was completed and the search for donors to support this work started.

#### **Strategic Objective 2 - Improved knowledge and understanding of deafblindness**

**Objective:** To increase research (e.g. on prevalence of Congenital Rubella Syndrome in East Africa).

Blood sampling of 0-3 years olds with visual and hearing impairments, throughout screening programmes in **Kenya** and **Uganda**, has yielded valuable data on the prevalence of Congenital Rubella Syndrome.

SI **Uganda** has surveyed modes of communication among people with deafblindness in order to develop a standardised Uganda tactile sign language.

SI **Peru** published a research report into the barriers and challenges facing people with disabilities, including people with deafblindness, when they seek formal employment. The report and its recommendations were launched at an event with decision-makers including civil servants from government ministries.

Sense International contributed survey data and cases studies to the first ever Global Report on deafblindness and worked with the World Federation of the Deafblind, the International Disability Alliance and the London School of Hygiene and Tropical Medicine on the draft text and launch plans.

#### **Strategic Objective 3 - Voice of people with deafblindness is heard**

**Objective:** To increase partnerships and work with organisations of people with deafblindness and Parents' Associations.

We continued to support the work of organisations of people with deafblindness and their families in Uganda, Tanzania, Nepal and Peru.

For example, in **Peru** we facilitated a meeting of the President of the Peruvian Deafblind Association with the Ministry of Health and supported the development of a small baking business by the Deafblind People's Parents Association in Peru.

## **Strategic report for the year ended 31 March 2018 (continued)**

### **Performance against Objectives for 2017/18 (continued)**

In **Nepal**, **Tanzania** and **Uganda** we supported meetings of parents of children with deafblindness. We also worked on a capacity assessment tool to help strengthen national associations of people with deafblindness e.g. the National Association of the Deafblind in Uganda (NADBU).

#### **Strategic Objective 4 - Rights are recognised and realised**

**Objective:** To deliver on global and national advocacy plans in Tanzania, Uganda, Kenya, Romania, and Peru

Advocacy work with governments continued to advance the rights of people with deafblindness. For example, in **Kenya** we pushed for curriculum reform to make education inclusive for learners with disabilities. In **Uganda** we contributed to drafting the National Inclusive Education Policy. In **Tanzania** we advocated to the Ministry of Education.

#### **Enabling Objective 1 - Strengthen brand and reputation**

**Objective:** To develop Sense International communications, including upgrading the website.

We were unable to upgrade the Sense International website but we updated content and increased the number of posts, and news items. The annual Helen Keller Day (27 June) provided a great opportunity to raise awareness about deafblindness and the work of Sense International.

In **Romania**, a rock star recorded an innovative video about deafblindness. This was widely aired and generated lots of interest. Watch it here:  
<https://www.youtube.com/watch?v=KDr60y2tZEo>

For the third year in row, Sense International **India** organised 'Messengers on Cycles', a charity ride to create awareness about deafblindness. Over 100 cyclists pedalled 12kms to "celebrate the inclusion of deafblindness under the Rights of Persons with Disabilities Bill 2016".

In **Nepal**, a television programme was developed highlighting the situation of persons with deafblindness. Called "Hamro Awaj Hamro Aviyan" (My voice, My Campaign) the programme was broadcast on News 24 and national Nepali television on 6th and 7th June.

The SI **Peru** team organised a photographic exhibition "images of deafblindness" for Helen Keller day. The photos showed how people with deafblindness overcome challenges of day-to-day living. Fifty people from educational institutions, professionals and other public institutions attended the launch.

## **Strategic report for the year ended 31 March 2018 (continued)**

### **Performance against Objectives for 2017/18 (continued)**

In May, an article about screening children for sensory impairments was featured in the **Ugandan** Health Sector newsletter which reaches health professionals across the country.

#### **Enabling Objective 2 - Strengthen governance and management systems**

**Objective:** Improve monitoring, evaluation, accountability and learning (MEAL) systems and review gender equality and safeguarding processes.

We worked with consultants to review our safeguarding processes and took their recommendations to the Board of Trustees. We ran a webinar discussion with staff across the Sense International family looking at examples of safeguarding responses and good practice. We also piloted a safeguarding checklist for vocational training institutions. We convened a cross-organisational meeting on gender equality and discussed strategies with the Programmes Advisory Committee. National teams worked on strengthening MEAL plans with the support of UK colleagues.

#### **Enabling Objective 3 - Strengthen Human Resource capacity**

**Objective:** Enhance sharing of learning between countries.

We organised several webinars to share learning and continued to bring together Regional Directors through quarterly Skype meetings to reflect on progress and lessons learned. We initiated monthly calls between the in-country fundraisers in East Africa to share ideas. We conducted several evaluations of projects and programmes that were ending, and sought to take on board lessons from these, as well as feedback from unsuccessful funding applications.

Sense International Romania staff member Ramona Antonie received the Romanian Social Worker of the Year 2017 award in the field of Disabilities.

#### **Enabling Objective 4 - Strengthen funding and finance**

**Objective:** To continue strong financial management and increase 'in-country' fundraising.

We strengthened financial management capacity in country programmes through remote coaching and visits by finance staff based in the UK and in Nairobi. We gained assurance from external audits of country programme's financial statements.

**Strategic report for the year ended 31 March 2018 (continued)**

**Performance against Objectives for 2017/18 (continued)**

Between mid October and mid January we ran the 'My turn to learn' appeal for funds to support inclusive education and opportunities to work for children and young people with deafblindness in Bangladesh. Our Patron Her Royal Highness the Princess Royal and the Trustees supported a ball at Banqueting House in London to launch the appeal. Throughout the three months Sense shops received generous stock donations of books and women's clothing and raised a significant amount for the appeal. We were delighted with the generosity of the public which was matched pound for pound by the UK Government through the UK Aid Match scheme.

We now have fundraising staff in all the Sense International countries. Sense International **India** has the largest fundraising team. Programme Funding Managers in East Africa have monthly calls supported by the UK to share ideas and have been developing an increasing number of contacts and proposals. In **Romania** the fundraiser has been working to diversify the funding base by working with companies and encouraging community fundraising such as the sponsored 'Swimathon'.

**Objectives for 2018/19**

In 2018/19 we will continue to further the objectives set out in our strategy - 'Realising Rights: From Isolation to Inclusion':

- Strategic objective 1 - Ensure quality services
- Strategic Objective 2 - Improved knowledge & understanding of deafblindness
- Strategic Objective 3 - Voice of people with deafblindness is heard
- Strategic Objective 4 - Rights are recognised and realised
- 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

## **Strategic report for the year ended 31 March 2018 (continued)**

### **Statement of Trustees' responsibilities in respect of the financial statements**

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

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 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). 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 affairs of the charitable company and of 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.
- State whether applicable United Kingdom Accounting Standards, comprising FRS 102, have been followed, subject to any material departures disclosed and explained in the financial statements.
- Observe the methods and principles in the Charities SORP.
- Make judgments and estimates that are reasonable and prudent.
- 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 proper 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. The Trustees 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.

In so far as each of the Trustees in office at the date of the Trustees' report is aware:

- there is no relevant audit information of which the charitable company's auditors are unaware; and
- they have each taken all the steps that they ought to have taken as a Trustee to make themselves aware of any relevant audit information and to establish that the charitable company's auditors are aware of that information.



## **Strategic report for the year ended 31 March 2018 (continued)**

### **Public Benefit**

The Trustees have referred to the guidance contained in the Charity Commission's general guidance on public benefit, when reviewing their aims and objectives and in planning future activities. In particular, the Trustees have considered how planned activities will contribute to the aims and objectives that they have set.

### **Charity Governance Code**

The Board of Sense International discussed the Charity Governance Code at their meeting on 6 March 2018. The Trustees reviewed all 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.

Trustees self-assessed against all the sections of the Code, ranking sections as green, orange or red, and discussed what actions needed to be taken to move towards green. For example, in relation to section 5 on Board effectiveness, the Board plans to appoint a Vice Chair at the forthcoming AGM.

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, a risk policy is currently being drafted.

Principle 5 recommends that 'The board explains how the charity reviews or evaluates the board.' The Board agreed to a process of evaluation and intends to undertake a self-evaluation exercise led by one of the Trustees. The first step will be a questionnaire survey, followed by a reflection on the results and then agreement of actions.

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.'

Board: recruitment of four new Trustees in November 2017 contributed to the strong mixture of relevant professional skills among the Trustees including experience of: human resources, policy advocacy, technical expertise in eye health, business, high-net-worth networking, finance, law, international NGOs and being a parent of children with deafblindness. The Board currently has seven male and four female Trustees. Among the Trustees there is experience of from South Asia, East Africa and Latin America.

## **Strategic report for the year ended 31 March 2018 (continued)**

Leadership: the CEO during the year 2017-18 was female, with extensive experience in the field of deafblindness. She was also President of Deafblind International, a global network of people working for and with people with deafblindness. The Director of Finance and Resources during the year was male, with an Asian background and experience of working in Africa and Asia. The Director was female with extensive experience of international development.

The Board intends to review the Charity Governance Code during the year 2018-19.

### **Safeguarding**

In November 2017 a decision was taken to review Sense International policies and procedures. Consultants were contracted in December 2017 and started work in January 2018. Teams across the Sense International family were interviewed, documents were reviewed and recommendations agreed. The policies were found to be appropriate in the main, with just the need for some updating here and there. The main recommendation was that more needed to be done to embed a culture of safeguarding across the organisation. The recommendations were shared with the Board. A member of the Board was chosen as Safeguarding lead and it was agreed that Safeguarding would be a standing agenda item at future Board meetings.

In January 2018, staff across the Sense International family joined a webinar to discuss safeguarding and subsequently workshops have been held with some country teams. In June 2018, Trustees received safeguarding training from the Consultants who had led the review. By the end of July 2018, online e-training had been completed by the majority of Sense International staff. The work to update the safeguarding system, train staff and clarify procedures continues.

### **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, variance from budgets, non-financial performance indicators and benchmarking reviews.
- Policy documents covering major strategic and operational activities which have been developed and are reviewed with appropriate regularity and consultation.
- Budgets and financial activities which are monitored by the Director of Sense International with the Management Team.

## **Strategic report for the year ended 31 March 2018 (continued)**

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

The 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 identifying means of mitigating the 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 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 and the Trustees, together with details of corrective action being undertaken.

The most significant risks are as follows:

- That the Sense International fundraising team fails to achieve budget in both the short and long term. New in-country fundraisers have been recruited and they have begun to develop proposals for local fundraising opportunities.
- That Sense International in-country teams do not comply with Sense International financial procedures, or national financial reporting requirements and do not have the necessary levels of skill and experience to ensure robust, transparent and accurate management of finances. UK finance staff provide oversight, monitoring and support from the UK as well as visiting country programmes to undertake checks and train country teams.
- That the introduction of the new legislative and legal changes in-countries of operation and the UK, including in donor requirements, may prevent Sense International from operating in some countries or put added pressure onto Sense International's income therefore rendering the strategy undeliverable. In response, Sense International monitors all proposed and new legislation related to NGO operations in its countries of operation (and for new countries in the scoping phase) and changes in policy, as well as requirements from donors.

### **Reserves**

The Trustees have agreed that we should aim to have unrestricted reserves equivalent to six months' expenditure (which based on expenditure in the year to 31 March 2018 would amount to £879,436) and we continue with this aim. We have set this target in order to ensure our reserves remain capable of providing sufficient working capital for budgeted operational commitments and funding responsive action in the event of a significant financial downturn.



**Strategic report for the year ended 31 March 2018 (continued)**

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

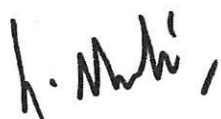
- Time needed to implement operational response to any significant reductions in income.
- Dependence on and reliability of individual income streams.
- Robustness of the internal reporting and response methods.
- Potential for variation in cash flow forecasts.

At 31 March 2018, restricted funds totalled £734,254 and unrestricted funds totalled £326,377 (equivalent to ten weeks' expenditure).

**Independent auditors**

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

By Order of Trustees



Kris Murali

**Company Secretary**

Date: 18 September 2018

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

### **Report on the financial statements**

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#### **Our 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 2018 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; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

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#### **What we have audited**

The financial statements, included within the [insert exact name of the document that contains the financial statements] (the "Annual Report"), comprise:

- the balance sheet as at 31 March 2018;
- the statement of financial activities (incorporating and income and expenditure account) for the year then ended; the accounting policies; and
- the notes to the financial statements, which include a summary of significant accounting policies and other explanatory information.

The financial reporting framework that has been applied in the preparation of the financial statements is 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).

In applying the financial reporting framework, the trustees have made a number of subjective judgements, for example in respect of significant accounting estimates. In making such estimates, they have made assumptions and considered future events.

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### **Opinion on other matter prescribed by the Companies Act 2006**

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' Report have been prepared in accordance with applicable legal requirements.

In addition, in light of the knowledge and understanding of the 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.

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

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### **Other matters on which we are required to report by exception**

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#### **Adequacy of accounting records and information and explanations received**

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, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns.

We have no exceptions to report arising from this responsibility.

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#### **Trustees' remuneration**

Under the Companies Act 2006 we are required to report to you if, in our opinion, certain disclosures of Trustees' remuneration specified by law are not made. We have no exceptions to report arising from this responsibility.

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

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#### **Our responsibilities and those of the trustees**

As explained more fully in the Statement of Trustees' responsibilities set out on page 17, the trustees are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view.

Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland) ("ISAs (UK & Ireland)"). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

This report, including the opinions, has been prepared for and only for the charity's members and trustees 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.



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

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### **What an audit of financial statements involves**

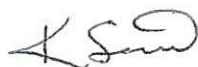
We conducted our audit in accordance with ISAs (UK & Ireland). An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of:

- whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed;
- the reasonableness of significant accounting estimates made by the trustees; and
- the overall presentation of the financial statements.

We primarily focus our work in these areas by assessing the trustees' judgements against available evidence, forming our own judgements, and evaluating the disclosures in the financial statements.

We test and examine information, using sampling and other auditing techniques, to the extent we consider necessary to provide a reasonable basis for us to draw conclusions. We obtain audit evidence through testing the effectiveness of controls, substantive procedures or a combination of both.

In addition, we read all the financial and non-financial information in the Annual Report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report. With respect to the Strategic Report and Directors' Report, we consider whether those reports include the disclosures required by applicable legal requirements.



Kevin Strauther (Senior Statutory Auditor)  
for and on behalf of PricewaterhouseCoopers LLP  
Chartered Accountants and Statutory Auditors  
Birmingham  
7 November 2018

- a) The maintenance and integrity of the Sense website is the responsibility of the trustees; the work carried out by the auditors does not involve consideration of these matters and, accordingly, the auditors accept no responsibility for any changes that may have occurred to the financial statements since they were initially presented on the website.
- b) Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

**Statement of financial activities (incorporating an income & expenditure account) for the year ended 31 March 2018**

	Note	Unrestricted Funds £	Restricted Funds £	Total 2018 £	Total 2017 £
<b>Income from</b>					
Donations and legacies		442,369	736,839	1,179,208	1,016,391
Charitable activities	2	-	506,607	506,607	712,921
Investments		473	1,185	1,658	3,981
<b>Total</b>		<b>442,842</b>	<b>1,244,631</b>	<b>1,687,473</b>	<b>1,733,293</b>
<b>Expenditure on</b>					
Raising funds	4	157,594	-	157,594	93,999
Charitable activities	4	403,839	1,197,439	1,601,278	1,634,820
<b>Total</b>		<b>561,433</b>	<b>1,197,439</b>	<b>1,758,872</b>	<b>1,728,819</b>
<b>Net (expenditure)/income</b>		<b>(118,591)</b>	<b>47,192</b>	<b>(71,399)</b>	<b>4,474</b>
Transfers from unrestricted to restricted funds		(262,113)	262,113	-	-
Fund balances brought forward at start of year		707,081	424,949	1,132,030	1,127,556
<b>Fund balances carried forward at end of year</b>		<b>326,377</b>	<b>734,254</b>	<b>1,060,631</b>	<b>1,132,030</b>

The notes on pages 30 to 37 form part of these financial statements.

All the results included in the statement of financial activities above relate to continuing activities. The company 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 of comparatives for the year ended 31 March 2017 is given in Note 1.

Sense owns and operates four shops that are designated as Sense International shops and the net profit from these shops of £87,897 (2017: £85,132) are donated to Sense International. This donation is included within Donations and Legacies. In the financial statements for the year ended 31 March 2017 this donation was classified as trading income. The comparative information has been restated to show the donation in the year ended 31 March 2017 within Donations and Legacies for comparability.

# Sense International

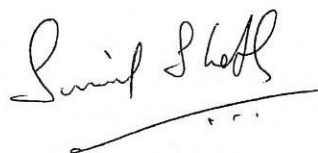
Annual report and financial statements for the year ended 31 March 2018

Company registration number 3742986

## Balance sheet as at 31 March 2018

	Note	2018	2017
		£	£
<b>Fixed assets:</b>			
Tangible assets	5	4,050	6,865
<b>Current assets:</b>			
Debtors	6	201,914	218,377
Cash at bank and in hand		1,109,720	1,153,362
Total current assets		1,311,634	1,371,739
<b>Liabilities:</b>			
Creditors falling due within one year	7	(255,053)	(246,574)
<b>Net current assets</b>		<b>1,056,581</b>	<b>1,125,165</b>
<b>Total net assets</b>		<b>1,060,631</b>	<b>1,132,030</b>
<b>The funds of the charity:</b>			
Restricted Funds	9,10	734,254	424,949
Unrestricted Funds	9,10	326,377	707,081
<b>Total charity funds</b>		<b>1,060,631</b>	<b>1,132,030</b>

The financial statements on pages 25 to 37 were approved by the Board on 18 September 2018



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 2015) - (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 2015), "Accounting and Reporting by Charities".

Preparation of the financial statements on a going concern basis - The Trustees consider that there are no material uncertainties about the Charities ability to continue as a going concern.

The charity has taken advantage of the exemption from the requirement to prepare a cash flow statement under Financial Reporting Standard 1 (revised), as it is a wholly owned subsidiary undertaking and is included in the ultimate parent undertaking's consolidated cash flow statement.

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

#### Basis of recognition for grants receivable

Grants are 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 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 four 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.

## **Sense International**

Annual report and financial statements for the year ended 31 March 2018

### **Accounting policies (continued)**

#### **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 parent charity Sense and all costs charged to Sense International for this work are direct costs. Accordingly all support costs relate to charitable activities.

#### **Governance costs**

Governance costs include external audit, and Trustees' expenses.

#### **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 written off in the Statement of Financial Activities.

#### **Company 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 are available for use at the discretion of the Trustees in furtherance of the general objectives of the charity and which have not been designated for other purposes.

Designated funds comprise unrestricted funds that have been set aside by the Trustees for particular purposes.

Restricted funds are funds 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.

Investment income and gains are allocated to the appropriate fund.



## **Accounting policies (continued)**

### **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. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from the those estimates and the estimates, along with their underlying assumptions, are continually reviewed. 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.

## Notes to the financial statements for the year ended 31 March 2018

### 1 Comparative Statement of Financial Activities for the year ending 31 March 2017

This note provides for comparison a breakdown by fund of the totals given for 2017 in the Statement of Financial Activities.

	Unrestricted Funds £	Restricted Funds £	Total 2017 £
<b>Income from:</b>			
Donations and legacies	727,501	288,890	1,016,391
Charitable Activities	-	712,921	712,921
Investments	341	3,640	3,981
<b>Total</b>	<b>727,842</b>	<b>1,005,451</b>	<b>1,733,293</b>
<b>Expenditure on:</b>			
Raising funds	93,999	-	93,999
Charitable Activities	259,028	1,375,792	1,634,820
<b>Total</b>	<b>353,027</b>	<b>1,375,792</b>	<b>1,728,819</b>
<b>Net income/(expenditure)</b>	<b>374,815</b>	<b>(370,341)</b>	<b>4,474</b>
Transfers between funds	(148,412)	148,412	-
Fund balances at 1 April 2016	480,678	646,878	1,127,556
<b>Fund balances at 31 March 2017</b>	<b>707,081</b>	<b>424,949</b>	<b>1,132,030</b>

**Notes to the financial statements for the year ended 31 March 2018  
(continued)**

**2 Incoming resources from charitable activities**

<b>Grants receivable from Statutory Authorities</b>	<b>2018</b>	<b>2017</b>
	<b>£</b>	<b>£</b>
<b>Big Lottery Fund Grant</b>	<b>114,793</b>	138,996
Improving Opportunities for deafblind people (Peru) Project ID: ICB/2/010469406		
<b>Big Lottery Fund Grant</b>	<b>113,141</b>	-
Improved livelihoods for people with deafblindness in Uganda Project ID: 10305741		
<b>Jersey Overseas Aid</b>	<b>72,746</b>	13,804
Enhancing community-based services and effective education in Bangladesh		
<b>Jersey Overseas Aid</b>	<b>65,247</b>	-
Improving quality of life and livelihoods for people with deafblindness and their families in Tanzania		
<b>Department for International Development (UK aid)</b>	<b>59,359</b>	92,832
Establishing Early Intervention services for infants with sensory impairments in Kenya and Uganda		
<b>European Union (Erasmus+ Programme)</b>	<b>41,321</b>	39,552
Capacity building in the field of youth in Bangladesh and India		
<b>Guernsey Overseas Aid Commission</b>	<b>40,000</b>	-
Inclusion of children with deafblindness and multi-sensory impairments in mainstream education in Bangladesh		
<b>Big Lottery Fund Grant</b>	-	181,911
Improved education for deafblind people (East Africa) Project ID: 0010103727		

## Notes to the financial statements for the year ended 31 March 2018 (continued)

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

	2018 £	2017 £
<b>Scottish Government</b>	-	95,208
Improving education and health for deafblind people in Bangladesh (Consortium with Sense Scotland)		
<b>Jersey Overseas Aid</b>	-	56,692
Establishing Early Intervention services for infants with sensory impairments in Kenya		
<b>Jersey Overseas Aid</b>	-	49,185
Establishing Early Intervention services for infants with sensory impairments in Uganda		
<b>Jersey Overseas Aid</b>	-	44,741
Piloting a community based approach to effective education for deafblind children in Kenya		
	<u><u>506,607</u></u>	<u><u>712,921</u></u>

### 3 Donation from parent company

During the year, a donation of £250,000 (2017: £300,000) was received from the parent company, Sense, The National Deafblind and Rubella Association. This is included in donations and legacies. £154,877 (2017: £nil) of the donation was restricted to the UK Aid Match Bangladesh 'My Turn To Learn' project and represents funds raised for this appeal by Sense shops. In addition £87,897 (2017: £75,260) was donated by Sense to Sense International representing the net profit on four shops that are owned and run by Sense and designated as Sense International shops.

## Notes to the financial statements for the year ended 31 March 2018 (continued)

### 4 Expenditure

	Direct Costs £	Support Costs £	Total 2018 £	Total 2017 £
Raising Funds	157,594	-	<b>157,594</b>	93,999
Charitable Activities	1,456,367	144,911	<b>1,601,278</b>	1,634,820
	<b>1,613,961</b>	<b>144,911</b>	<b>1,758,872</b>	<b>1,728,819</b>

Support Costs	Management £	Governance £	Total 2018 £	Total 2017 £
Charitable Activities	141,723	3,188	<b>144,911</b>	127,450
	<b>141,723</b>	<b>3,188</b>	<b>144,911</b>	<b>127,450</b>

Governance costs included £3,160 (2016: £3,160) of external audit fees.

### 5 Tangible assets

	Computers £	Motor Vehicles £	Fixtures & Fittings £	Total £
<b>Cost</b>				
At 1 April 2017	20,378	42,569	1,820	64,767
<b>31 March 2018</b>	<b>20,378</b>	<b>42,569</b>	<b>1,820</b>	<b>64,767</b>

<b>Accumulated Depreciation</b>				
At 1 April 2017	19,087	36,995	1,820	57,902
Charge for the year	585	2,230	-	2,815
<b>At 31 March 2018</b>	<b>19,672</b>	<b>39,225</b>	<b>1,820</b>	<b>60,717</b>

<b>Net Book Value</b>				
<b>At 31 March 2018</b>	<b>706</b>	<b>3,344</b>	<b>-</b>	<b>4,050</b>
At 31 March 2017	1,291	5,574	-	6,865

All tangible fixed assets are used for charitable purposes. There were no (2017: £nil) capital commitments at the balance sheet date.

**Notes to the financial statements for the year ended 31 March 2018  
(continued)****6 Debtors**

	2018 £	2017 £
Amounts owed by Group undertakings	94,199	149,113
Other Debtors	34,275	25,205
Accrued Income	65,203	33,862
Prepayments	8,237	10,197
	<b>201,914</b>	<b>218,377</b>

**7 Creditors falling due within one year**

	2018 £	2017 £
Deferred Income	197,946	188,663
Other Creditors and Accruals	51,376	56,594
Trade Creditors	5,731	1,317
	<b>255,053</b>	<b>246,574</b>

**8 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.

## Notes to the financial statements for the year ended 31 March 2018 (continued)

### 9 Movement in funds

	Balance at 1 April 2017	Income and transfers in	Expenditure and transfers out	Balance at 31 March 2018
	£	£	£	£
<b>Restricted Funds</b>	424,949	1,565,772	(1,256,467)	<b>734,254</b>
<b>Unrestricted Funds</b>	707,081	501,870	(882,574)	<b>326,377</b>
	<b>1,132,030</b>	<b>2,067,642</b>	<b>(2,139,041)</b>	<b>1,060,631</b>

#### Restricted funds

Restricted funds are funds held by the charity for particular applications, specified by the donor, 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. 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.

#### Unrestricted funds

Unrestricted funds are held for the general purposes of the charity and include designated funds that have been set aside by the Trustees for particular purposes. The charity has one designated fund which is set aside for organisational development.

## **Sense International**

Annual report and financial statements for the year ended 31 March 2018

### **Notes to the financial statements for the year ended 31 March 2018 (continued)**

#### **10 Analysis of net assets between funds**

	Unrestricted Funds £	Restricted Funds £	Total £
<b>Fixed Assets</b>	4,050	-	<b>4,050</b>
<b>Net Current Assets</b>	322,327	734,254	<b>1,056,581</b>
	<b>326,377</b>	<b>734,254</b>	<b>1,060,631</b>

#### **11 Employees' remuneration**

	2018 £	2017 £
Wages and Salaries	<b>590,136</b>	547,355
Social Security costs	<b>54,127</b>	45,426
Other pension costs	<b>34,119</b>	28,797
	<b>678,382</b>	621,578

The average monthly number of persons employed by the charity was 35 (2017: 28). One employees (2017: nil) earned between £60,001 and £70,000.

#### **12 Remuneration of Trustees**

The Trustees of Sense International received no remuneration (2017: £2017).

#### **13 Pensions**

Sense International contributes to defined contribution pension schemes in the countries in which it operates. The pension charge for the year for Sense International was £34,119 (2017: £28,797).

#### **14 Capital commitments**

Capital expenditure authorised and contracted for but not provided for at 31 March 2018 amounted to £nil (2017: £nil).



**Notes to the financial statements for the year ended 31 March 2018  
(continued)**

**15 Parent undertaking and ultimate controlling party**

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

**16 Key Management Personnel**

The Trustees delegate day to day responsibility to the Chief Executive, Gill Morbey (Richard Kramer from 27 July 2018) who is supported (from 27 July 2018) by Kris Murali (Deputy Chief Executive of Sense with special responsibility for Sense International) and Alison Marshall, the Director of Sense International.

