

Sense International  
Annual Report and Financial Statements  
for the year ended 31 March 2019

Company registration number 3742986, Charity number 1076497

# Sense International

## **Annual Report and Financial Statements for the year ended 31 March 2019**

### **Contents**

Chair's introduction.....	3
Trustees' report for the year ended 31 March 2019 .....	5
Strategic Report for the year ended 31 March 2019 .....	9
Independent auditors' report to the Trustees of Sense International .....	22
Statement of financial activities (incorporating an income and expenditure account) for the year ended 31 March 2019 .....	25
Balance sheet as at 31 March 2019 .....	26
Accounting policies .....	27
Notes to the financial statements for the year ended 31 March 2019 .....	30
Major supporters .....	37
Charity Information .....	38

### Chair's Introduction

We celebrate our 25<sup>th</sup> anniversary year in 2019-20, having completed another year of inspiring achievement across the Sense International family. Looking back across 2018-19, I am amazed by how much our staff and partners achieve for people with deafblindness despite constrained resources. Their commitment and passion for their work never ceases to impress me, and is a constant source of inspiration to me.

As usual, some programmes ended, others started up, and yet others consolidated. Across the world, we continued to demonstrate clearly the benefits of increasing access to high quality services for people with deafblindness, to bring forward evidence of impact, to support people with deafblindness to speak out, and to advocate for change.

Our innovative screening and early intervention programme with the Ministries of Health in Kenya and Uganda made a difference to thousands of families, with over 90,000 babies screened since the start of the work. In Tanzania, we set up the first ever screening and early intervention programme based on learning, from Kenya and Uganda. Sense International India continues to support screening across the country through partner organisations.

Every child has the right to a quality education, and this year we increased our work on inclusive education with training for teachers, more home-based education, inclusive sports events, awareness raising, and advocacy. In Tanzania, we enabled 100 children with multi-sensory impairment to join 78 local schools supported by specially trained teaching assistants.

Young people with deafblindness and multi-sensory impairment want to earn a living to support themselves and their families. In Bangladesh, over 30 young adults and their families received support to generate an income from work such as motor repairs, selling groceries, sewing, printing, shoe repair, and poultry rearing. Our training workshops focussed on business planning, and a bakery was opened in Peru, and a typography business was established in Romania. In Uganda, we supported young people to attend government-run vocational training institutions to learn skills such as carpentry, hairdressing, knitting and baking.

Evidence of impact helps encourage decision-makers to back our work and change policies and systems to benefit people with deafblindness. We conducted research on the prevalence of Congenital Rubella Syndrome in babies, the effectiveness of inclusive education, barriers to economic participation of youth with disabilities, and the costs of caring for a child with deafblindness. One highlight was the publication of the first ever global report on deafblindness with the World Federation of the Deafblind. This data rich report was launched at the UN in New York, and in the House of Lords in London.

'Nothing about us without us' is an important principle in our sector. We continued to support national organisations of people with deafblindness and parents' associations to speak out about their challenges, to participate in elections and to raise awareness at local as well as national levels.

### Chair's Introduction (continued)


National governments which have ratified the UN Convention on the Rights of Persons with Disabilities are responsible for ensuring these rights are realised. We contributed to various civil society coalitions and reports aimed at influencing positive change, and succeeded in winning recognition of the need for change. In Kenya, we played a leading role in the National Education Sector Strategic Plan. In Tanzania, as a result of our advocacy, the Ministry of Education recognised the role that teaching assistants can play in the education of children with deafblindness. In Nepal, we raised awareness with the Department of Education. In Romania, our work was selected by the European Association of Service Providers for People with Disabilities as one of ten best practice examples of early intervention for children with disabilities. Our Director in Peru contributed to several new plans and decrees, while in the UK we took part in the Global Disability Summit hosted by the Department for International Development (DFID) in London, where DFID minister Lord Bates mentioned our work in his plenary remarks.

We continued to reach thousands of people through our social media outreach and gained coverage in regional and national television, radio and newspapers. India organised its annual 'cyclathon,' and Romania ran an awareness campaign featuring videos of 22 famous Romanian sports champions.

We worked across the Sense International family to strengthen governance, to upgrade our safeguarding system, and to improve our monitoring of impact. Throughout the year, we ran webinars on a range of topics to share learning and build understanding among staff. Sense International Tanzania hosted the East Africa annual regional meeting which enabled twenty staff to learn from experiences across the region.

Our fundraisers in the UK and across the country teams did a great job to secure funds from institutional donors, trusts, foundations and individuals. In the UK, highlights included fundraising by London Marathon runners; a supporters' lunch attended by our Patron HRH The Princess Royal and our country Directors in September 2018; a Trustee-led golf day; and a sponsored trek to Annapurna Base Camp in Nepal, also led by Trustees. We aim to diversify our funding base and have embarked on a new three year fundraising strategy.

As always, my thanks go to staff and partners across the Sense International family for their tireless work for people with deafblindness. I am also indebted to our Trustees in the UK and internationally, for their oversight, commitment, and good governance work. I am extremely proud of the difference we make to some of the most marginalised people and those most likely to be 'left behind' in the implementation of the global 'Sustainable Development Goals'.



Sunil Sheth  
**Chair**

Date: 7<sup>th</sup> September 2019



### Trustees' report for the year ended 31 March 2019

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 2019.

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.

### Trustees' report for the year ended 31 March 2019 (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.

#### Volunteers

Sense International's work is supported by volunteers. Our Trustees are volunteers, and four volunteers have worked as interns in our offices in Tanzania and Uganda during the course of the year. Together we estimate that volunteers have worked for 5,000 hours supporting Sense International. No monetary value has been placed on this support in the Statement of Financial Activities. Sense International is also supported by people raising funds for Sense International as volunteers and by volunteers in the charity shops that Sense manages for the benefit of Sense International.

#### Fundraising and engagement

We are extremely grateful to our fantastic supporters who helped Sense International to raise over a million pounds in 2018/19.

The Sense Supporter Engagement team raises funds for both Sense and Sense International. We know that when we work together we can achieve more, which is why as the year closed Sense and Sense International embarked on a new Engagement approach - which in 2019/20 will direct our fundraising, campaigning and volunteering activities. This means that we will be prioritising building long-term relationships with all of our supporters and partners, ensuring we value the contribution every individual, group or organisation makes to Sense and Sense International – whether that be their time, their voice, their energy, or their financial support.

#### Our commitment to fundraise responsibly

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

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

## **Trustees' report for the year ended 31 March 2019 (continued)**

### **Our commitment to fundraise responsibly (continued)**

In 2018/19 we worked with four professional fundraisers and one commercial participator to support our fundraising.

We don't always get it right and last year the Supporter Services Team working for Sense and Sense International received a number of complaints, however none of these related to Sense International. We respond quickly to requests to change the way in which we contact people and always ensure that we manage our supporters' personal details in a respectful and secure manner. We also review our data management procedures on a regular basis.

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

From 1st April 2018 to 31 March 2019, the team received three requests from Sense International supporters through the Fundraising Preference Service (a very small proportion of our supporters) asking us to stop sending fundraising communications to them.

Sense's Director of Supporter Engagement manages our day-to-day fundraising strategy and targets.

### **Governance**

There were between ten and eleven Trustees on the Board during the year as detailed on page 38. 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 and on acceptance by the Board they are co-opted, until standing for election at the following AGM.

There is a comprehensive induction for new Trustees and the induction plan involves meetings with senior staff and internal and external training as necessary, along with an information pack.

## **Sense International**

Annual report and financial statements for the year ended 31 March 2019

### **Trustees' report for the year ended 31 March 2019 (continued)**

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

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

#### **Delegated authority**

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

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

By Order of Trustees



Kris Murali

**Company Secretary**

Date: <sup>PM</sup> September 2019



### Strategic report for the year ended 31 March 2019

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. An estimated 0.2% of the world's population lives with severe deafblindness and 2% with milder forms of deafblindness<sup>1</sup>. 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 2018/19, 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> Global Report on Deafblindness, 'At risk of exclusion from CRPD and SDGs implementation: Inequality and Persons with Deafblindness' <https://www.senseinternational.org.uk/about-deafblindness/first-global-report-deafblindness>

## **Strategic report for the year ended 31 March 2019 (continued)**

### **Performance against Objectives for 2018/19**

Our objectives covering the period 2018/19, as set in the 2017/18 Financial statements and in our strategy 'Realising Rights: From Isolation to inclusion' are shown below, together with details of our progress against those objectives:

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

Across Sense International we continue to demonstrate the benefits of increasing access to high quality services for people with deafblindness. We aim to work with government ministries to encourage learning and sustainability.

#### **Screening and Early Intervention**

We worked with the Ministries of Health in **Kenya** and **Uganda** to train staff and screen thousands of babies, referring those with visual and / or hearing impairments for early intervention therapy (total screened to 31 March 2019 in Kenya: 50,060 and 39,488 in Uganda). In Tanzania we set up the first ever screening and early intervention programme to demonstrate to the Ministry of Health the difference this makes for infants with disabilities. This involved training staff including 35 Community Health Workers and Occupational Therapists. Sense International **India** enables screening of infants and support to their parents across the country through partner organisations. In **Romania** the Sense International team continue to support professionals and to advocate for the government to include early intervention as part of Ministry of Health services.

#### **Inclusive Education**

In **Peru** we continued to support Ministry of Education schools with teacher training around assessment, sensory stimulation and provision of sensory equipment. In **Bangladesh** we enabled children with multi-sensory impairments to learn at home, supported by visits from specially trained staff, or to join 'mainstream' schools supported one-to-one by learning assistants (57 children); and over 400 children with various disabilities, including deafblindness, joined inclusive sports activities. Since establishing our National Resource Centre, we have impacted the lives of over 900 children and young adults. In **Nepal**, working with partners, we continued to run the National Resource Centre for deafblindness, providing support to learners and raising awareness of deafblindness with the government. In **Tanzania**, we enabled 100 children with multi-sensory impairment to join 78 local schools, across the regions of Kilimanjaro and Dar es Salaam, supported by specially trained teaching assistants. In **Uganda**, we launched a one-year on-line training course on deafblindness for teachers and other practitioners hosted by Kyambogo University, 45 students enrolled in the first cohort. The **Romania** team ran a consultation around inclusive education with partner schools from twelve towns across Romania as well as a representative from the Ministry of Education.

## **Strategic report for the year ended 31 March 2019 (continued)**

### **Vocational training and livelihoods.**

In **Bangladesh**, over 30 young adults and their families received support to set-up Income Generation Activities, which included work involving a motor garage, a grocery shop, sewing, printing, shoe repair, poultry rearing among others. In **Tanzania**, we worked with a cohort of young people to design a new vocational training project. In **Peru**, working with local partners in Lima, Cusco and Arequipa we organised training workshops for young people to learn skills such as business planning and bakery. In **Uganda**, we continued to support young people to attend government-run vocational training institutions, to learn skills such as carpentry, hairdressing, knitting and baking. The **Kenya** team distributed vocational training videos to support learners with deafblindness and their families with income generating projects. Young people with multi-sensory impairment across **Romania** worked hard to hone their skills, for example in typography, ahead of important end-of-course exams.

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

Sense International **India** progressed with a research project on inclusion of children with deafblindness in Sarva Shiksha Abhiyan (the Government's Education for All initiative) also initiated a study on "Perception of Disaster among Adults with Deafblindness". In **Kenya** we launched a study on barriers facing youth with disabilities in social, political and economic spheres of life, in Nairobi County. In **Tanzania**, to support our advocacy with the Government, we commissioned independent research into the effectiveness of teaching assistants supporting children with deafblindness to learn in mainstream schools.. The **Uganda** team established research on the economic impact of caring for a child with deafblindness aimed at influencing the Government's social protection scheme. They also worked on a 'Policy road-map' on vocational opportunities and livelihoods for people with deafblindness. The Uganda Virus Institute finalised its research on the prevalence of Congenital Rubella Syndrome based on the data collected through our screening programme aimed at motivating the Government to roll out a national rubella immunisation campaign. **Internationally** we worked with the World Federation of the Deafblind and other partners to publish the first ever global report on deafblindness. This was launched at the UN in New York, and at the House of Lords, in London. Workshops on the report for national leaders with deafblindness were held in Uganda, Peru and Nepal.

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

We continued to support national organisations of people with deafblindness and parents' associations in **India**, **Nepal**, **Tanzania**, and **Uganda**. In **India**, adults with deafblindness and their family members were encouraged to participate in the state and national elections. In **Uganda** we ran training for women and girls with deafblindness on sexual and reproductive health and rights which empowered them to speak out against inappropriate behaviour. In **Kenya**, and **Romania** we worked with partner organisations to raise awareness of deafblindness on the international day for persons with disabilities, as well as Helen Keller day.

## **Strategic report for the year ended 31 March 2019 (continued)**

**Internationally**, our work on the global Report on Deafblindness enabled the President of the World Federation of the Deafblind to speak to raise awareness of how far people with deafblindness are being left behind in the implementation of the Sustainable Development Goals.

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

Sense International **India** made an important contribution to the Indian civil society 'shadow' report to the UN Committee on the Rights of Persons with Disabilities, which resulted in the Committee raising a question about deafblindness with the Government of India. The team also gained meetings with various state government officials to push inclusion of deafblindness in state rules for implementation of the Rights of Persons with Disabilities Act, 2016 and state disability policies. Effective advocacy led to the Election Commission of India asking all State commissions to visit a Deafblind Centre on Helen Keller day, to learn about the needs of deafblind voters. Sense International India is also a resource partner with the Election Commission of India in order to ensure accessible elections.

In **Kenya** and **Uganda**, we won recognition of the importance of screening and early intervention from Ministries of Health and District decision-makers.

In **Kenya**, we played a leading role in developing the National Education Sector Strategic Plan 2018-2022, working to influence the Ministry of Education to consider teaching assistants, differentiated funding for learners with disabilities and improvements to the capacity of teachers. In **Tanzania**, the Ministry of Education recognised the critical role that teaching assistants can play in the education of children with deafblindness and multi-sensory impairment thanks to our advocacy, and Sense International was hailed for championing the concept in the Education Sector Development plans. The Parliament of **Uganda** approved the Persons with Disabilities Bill that recognises deafblindness as a distinct and unique disability: the Bill now awaits the President's approval to become law. Also the team contributed to a consultation on the draft National Inclusive Education Policy.

In **Nepal** meetings with various government offices continued, including raising the awareness of the Department of Education and Curriculum Development of the challenges facing persons with deafblindness and discussions with Kathmandu metropolitan city authority.

Our work in **Romania** was selected by the European Association of Service Providers for People with Disabilities as one of ten best practice examples practice of early intervention for children with disabilities, and the team presented this work at a conference in Bucharest.

The Director of Sense International **Peru** has been involved in monitoring the implementation of the disability section of the National Plan of Human Rights 2018-2021, specifically the disability section. He also raised awareness of the vocational training needs of people with deafblindness with the Ministry of Production and contributed to Peru's first National Accessibility Plan, a legislative decree recognising the legal capacity of persons with disabilities, and another decree promoting the inclusion of persons with disabilities.



### Strategic report for the year ended 31 March 2019 (continued)

In the **UK** we contributed to the Global Disability Summit hosted by the Department for International Development (DFID) in London, where DFID minister Lord Bates mentioned our work in Bangladesh in his plenary remarks.

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

The Executive Director of the Centre for Disability in Development, our partner organisation in **Bangladesh**, was presented with an award by the Prime Minister for his work with persons with disabilities. **India** continued to reach thousands of people through social media and organised its annual 'cyclathon'. We gained coverage for deafblindness in the renowned daily newspaper in **Nepal**. In December 2018, **Romania** ran an awareness campaign featuring videos of 22 famous Romanian sports champions and celebrated its 18<sup>th</sup> birthday in February. **Kenya** gained media coverage on how sports can promote inclusion and for work with parents using videos was covered by Citizen TV in Kwale County. The Director of Sense International **Peru** was interviewed on the radio about the challenges facing people with deafblindness. Awareness raising activities were held around the world for Helen Keller day in June and for the International Day of People with Disabilities in December. **Tanzania** gained significant coverage on East African regional television and radio for the work on inclusive education of children with deafblindness. In the **UK** we gained coverage for the global report on deafblindness and for the visit of Lord Bates (Minister at the Department for International Development) to Sense's TouchBase South-East centre, to announce match funding for the 'My Turn to Learn' appeal, for our work on inclusive education in Bangladesh. Lord Bates was also chosen as Sense's Parliamentarian of the Year. We also increased Facebook engagement significantly.

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

Board meetings were held quarterly in the **UK** with an additional 'away day' to review progress in January 2019. New members were interviewed for the Boards in **Tanzania** and **Uganda**. In **Kenya**, our new constitution, and name change to 'Sense International Kenya', were accepted by the NGO Co-ordination Board. One of the UK Trustees and the Director of Sense International applied to join the Board of Sense International Peru.

In December 2018 we were saddened by the death of Professor Vasile Adamescu, Board member of Sense International **Romania**. He was a remarkable man with deafblindness who was an author, sculptor and champion for the rights of people with deafblindness.

We worked across the Sense International family to upgrade our safeguarding system (see more below), including agreeing team focal points and holding discussions with national Board members. In the **UK** we reviewed grant management roles and responsibilities. We continued to strengthen our monitoring and commissioned a 'workability' study on the Early Intervention project in **Kenya** and **Uganda**.

Romania is the only programme which operates within the European Union.

### Strategic report for the year ended 31 March 2019 (continued)

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

In July 2018 we welcomed the arrival of our new UK Head of Sense International fundraising, Caroline Crowther, and Alex Mindel, UK Programme Funding Officer. We have updated our staff handbook and ran webinars through the year for staff across the Sense International family, to share learning and build understanding, covering topics such as early childhood development, ageing and disability, advocacy, inclusive education, monitoring, and sexual and reproductive health and rights. Across the country teams capacity building for staff and partners is an on-going process. In October 2018 Sense International Tanzania hosted the **East Africa** annual regional meeting in Dar es Salaam which enabled twenty staff to learn from experiences across the region and to visit inclusive education and livelihood projects. In March we selected a successor for the Country Director of Tanzania who retires at the end of June 2019.

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

Our fundraisers in the UK and across the country teams did a great job to secure funds from institutional donors, trusts, foundations and individuals. In the **UK** highlights included fundraising by London Marathon runners in April; a supporters' lunch attended by our Patron HRH The Princess Royal and our country Directors in September 2018; a Trustee-led golf day; and a sponsored trek to Annapurna Base Camp, in Nepal, led by Trustees, in November. We aim to diversify our funding base and a new three year fundraising strategy was signed off by the Board in February 2019. The statutory donors which helped make the programmes possible include new grants secured from the Department for International Development (UK Aid), Guernsey Overseas Aid and Development Commission, Jersey Overseas Aid and the National Lottery Community Fund.

**Internationally** the country teams secured funds from new donors as well as repeat grants from long-standing funders. **Romania** ran a successful '20% campaign', to benefit from the system whereby companies can redirect part of the tax on their annual profit to a charity of their choice. In **Uganda**, the team secured the organisation's first grant from the Canada Fund for Local Initiatives to train women and girls with deafblindness on sexual and reproductive health and rights. **India** raised awareness and funds from engaging with around 500 company employees, while **Kenya** developed partnerships with other organisations such as Nairobi Family Support Services and the Kilimanjaro Blind Trust, in anticipation of future joint applications. **Tanzania** were awarded funding from the Australian High Commission for the construction of screening and early intervention units and **Peru** secured grants from the Maria Marina Foundation and the Fundacion Once America Latina for livelihoods training. We are grateful to everyone who has supported our work.

We gained assurance from annual external audits of country financial statements. The UK Management Accountant spent time in East Africa working with staff on financial management in October 2018 and other UK staff visiting country offices performed spot checks on the physical financial files.

**Strategic report for the year ended 31 March 2019 (continued)**

**Objectives for 2019/20**

In 2019/20 we will continue to further the objectives set out in our strategy - 'Realising Rights: From Isolation to Inclusion':

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

**Strategic report for the year ended 31 March 2019 (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 Trustees' Annual Report (including the Strategic 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 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 the affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing these financial statements, the Trustees are required to:

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

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

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

## **Strategic report for the year ended 31 March 2019 (continued)**

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

In the case of each director in office at the date the Trustees' report is approved, that:

- (a) so far as the Trustees are aware, there is no relevant audit information of which the company's auditors are unaware; and
- (b) they have taken all the steps that he or she ought to have taken as a Trustee in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

### **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 27<sup>th</sup> February 2019. The Trustees reviewed Sense International's rating against the principles and key outcomes. Trustees noted that the Code asks charities to publish a statement in their annual report explaining the use of the Code, including three principles specifically.

- Principle 4 recommends that the Board 'describe the charity's approach to risk'. An updated version of the Sense International risk register is reviewed at each Board meeting. In addition, a risk management policy was adopted at the Board meeting on 4<sup>th</sup> December 2018.
- Principle 5 recommends that 'The board explains how the charity reviews or evaluates the board.' The Board undertook a process of self-evaluation led by a Trustee. Responses to a questionnaire survey were analysed and discussed at a Board meeting and during a Board away day, leading to a list of agreed 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.'

### **Strategic report for the year ended 31 March 2019 (continued)**

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

The Board currently has a good mixture of professional skills. In terms of gender balance during most of the year there were seven male and four female Trustees. Among the Trustees there is experience of from South Asia, East Africa and Latin America. When discussing new recruitment the Nominations Committee agreed to keep diversity in mind.

Gender balance of management roles:

- the CEO during most of 2018/19 was male.
- The Deputy Chief Executive of Sense with special responsibility for Sense International was male, with an Asian background and experience of working in Africa and Asia.
- The Head of Finance for Sense International was male with international experience.
- The Director of Fundraising for Sense and Sense International was male.
- The Director of Sense International was female with extensive experience of international development.

#### **Safeguarding**

Following a review of safeguarding policies, practices and procedures across the organisation initiated in November 2017, independent consultants delivered a set of recommendations in May 2018. Sense International responded by creating a comprehensive action plan which addresses each of the recommendations according to clear timelines. Key activities include updating core policies, strengthening procedures for reporting concerns, working with partners and project participants to uphold sectoral standards, and widely embedding a positive safeguarding culture.

Whilst addressing the specific recommendations, the action plan seeks to build a Safeguarding System – namely a suite of policies, procedures, tools and resources to guide good practice in all aspects of the organisation's work. Four policies have been fully reviewed and updated so as to reflect developments in the sector and to include up-to-date information and good practice guidance. These include the Child & Vulnerable Adult Protection Policy, Safer Recruitment Policy, Equality & Diversity Policy and Compliments & Complaints Policy. A Safeguarding Statement has also been developed to articulate Sense International's commitment to safeguarding and the ways in which we work to ensure the safety and well-being of everyone who comes into contact with the organisation. The statement and the four policies were approved by the Board between December 2018 and June 2019.



### Strategic report for the year ended 31 March 2019 (continued)

#### Safeguarding (continued)

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

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

A final area of focus has been the strengthening of reporting procedures to ensure that staff, volunteers and others in contact with the organisation understand how they can raise a concern. Development of the [report@senseinternational.org.uk](mailto:report@senseinternational.org.uk) mailbox means reports feed through to the UK, regardless of where they occur. This means that cases can be assessed and management support provided, as appropriate. To date, there have been no reports to the mailbox; however, this new system has been embedded into updated policy and procedural guidance. Use of the new reporting protocols continues to be carefully monitored so as to ensure that it is effective and fit for purpose.

In the coming months, focus will be given to further strengthening case management protocols and supporting staff, volunteers, partners, project beneficiaries, and others to understand and implement our updated policies and procedures. For further information on Sense International's Safeguarding System and related work, please visit our website: [www.senseinternational.org.uk/about-us/our-safeguarding-statement](http://www.senseinternational.org.uk/about-us/our-safeguarding-statement)

#### 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.

## **Strategic report for the year ended 31 March 2019 (continued)**

### **Internal Financial Control (continued)**

- Budgets and financial activities which are monitored by the Director of Sense International with the Management Team.

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

The Trustees adopted a risk management policy in December 2018 and 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:

- In-country partners do not adhere to policies, systems, procedures and donor compliance requirements leading to financial, reputational, compliance and quality risks. This risk is mitigated through ensuring partners sign Memoranda of Understanding committing to following Sense International policies in key areas, discussing compliance in these areas at the start of programmes, and through regular monitoring by SI staff.
- Financial management: Sense International in-country teams do not comply with financial procedures, or national financial reporting requirements and do not have the necessary levels of skill and experience to ensure robust, transparent, timely and accurate management of finances. This risk is mitigated through a programme of review of in-country financial procedures, through training, and through monitoring by UK finance and programme staff.
- Fundraising in the UK and in-country fails to reach targets. This risk is mitigated by the adoption of a new fundraising strategy, by a focussed team of fundraisers concentrating on Sense International, and by the close involvement of trustees in fundraising efforts.
- As we receive income mainly in pounds and spend in a variety of currencies, our spending power is reduced if the pound falls in value. Our risk is mitigated by holding part of our cash in operating currencies and in Euros.



## **Strategic report for the year ended 31 March 2019 (continued)**

### **Financial review for the year ended 31 March 2019**

Income for the year was £1.89m (2018: £1.69m). The success of the Annapurna Trek contributed significantly to this increase in income. Total expenditure was in line with the previous year at £1.75m (2018: £1.76m). The proportion of expenditure spent on charitable activities was down slightly at 88% (2018: 91%). The additional spend on fundraising activities was associated with the increased income in the year, part of which will be spent on charitable activities in future years.

### **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 2019 would amount to £875,925) 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.

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 2019, restricted funds totalled £733,404 and unrestricted funds totalled £468,961 (equivalent to fourteen weeks' expenditure). (As at 31 March 2018: £734,254 and £326,377 (equivalent to ten weeks' expenditure) respectively.)

### **Reappointment of auditors**

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

By Order of Trustees



Kris Murali

**Company Secretary**

Date: <sup>17th</sup> September 2019

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

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

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#### **Opinion**

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

- give a true and fair view of the state of the charitable company's affairs as at 31 March 2019 and of its incoming resources and application of resources, including its income and expenditure for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland", and applicable law); and
- have been prepared in accordance with the requirements of the Companies Act 2006.

We have audited the financial statements, included within the Annual report and financial statements (the "Annual Report"), which comprise: the Balance sheet as at 31 March 2019; the Statement of financial activities (incorporating an income and expenditure account), the Accounting policies; and the Notes to the financial statements.

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#### **Basis for opinion**

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

#### **Independence**

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

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

ISAs (UK) require us to report to you when:

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

We have nothing to report in respect of the above matters.

However, because not all future events or conditions can be predicted, this statement is not a guarantee as to the company's ability to continue as a going concern. For example, the terms on which the United Kingdom may withdraw from the European Union are not clear, and it is difficult to evaluate all of the potential implications on the charity's activities, beneficiaries, suppliers and the wider economy.

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

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



# Sense International

## Annual report and financial statements for the year ended 31 March 2019

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

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

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

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

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

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

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

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

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

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

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

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

### *Use of this report*

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

## Sense International

Annual report and financial statements for the year ended 31 March 2019

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### Other required reporting

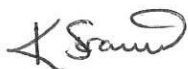
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#### **Companies Act 2006 exception reporting**

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

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

We have no exceptions to report arising from this responsibility.



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

18 September 2019

**Statement of Financial Activities (incorporating an income & expenditure account) for the year ended 31 March 2019**

	Note	Unrestricted Funds £	Restricted Funds £	Total 2019 £	Total 2018 £
<b>Income from</b>					
Donations and legacies		963,953	385,735	<b>1,349,688</b>	1,179,208
Charitable activities	2	-	541,186	<b>541,186</b>	506,607
Investments		1,312	1,397	<b>2,709</b>	1,658
<b>Total</b>		<b>965,265</b>	<b>928,318</b>	<b>1,893,583</b>	<b>1,687,473</b>
<b>Expenditure on</b>					
Raising funds	4	211,215	3,921	<b>215,136</b>	157,594
Charitable activities	4	251,645	1,285,068	<b>1,536,713</b>	1,601,278
<b>Total</b>		<b>462,860</b>	<b>1,288,989</b>	<b>1,751,849</b>	<b>1,758,872</b>
<b>Net income/(expenditure)</b>		502,405	(360,671)	<b>141,734</b>	(71,399)
Transfers from unrestricted to restricted funds	9	(359,821)	359,821	-	-
Fund balances brought forward at start of year		326,377	734,254	<b>1,060,631</b>	1,132,030
<b>Fund balances carried forward at end of year</b>		<b>468,961</b>	<b>733,404</b>	<b>1,202,365</b>	<b>1,060,631</b>

The notes on pages 30 to 36 form part of these financial statements.

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

The breakdown by fund for the year ended 31 March 2018 is given in the Statement of Financial Activities for that year in Note 1.

# Sense International

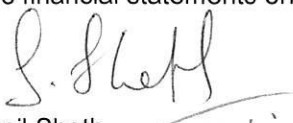
Annual report and financial statements for the year ended 31 March 2019

Company registration number 3742986

## Balance sheet as at 31 March 2019

	Note	2019 £	2018 £
<b>Fixed assets:</b>			
Tangible assets	5	1,945	4,050
<b>Current assets:</b>			
Debtors	6	113,238	201,914
Cash at bank and in hand		1,306,106	1,109,720
Total current assets		1,419,344	1,311,834
<b>Liabilities:</b>			
Creditors falling due within one year	7	(218,924)	(255,053)
<b>Net current assets</b>		<b>1,200,420</b>	<b>1,056,581</b>
<b>Total net assets</b>		<b>1,202,365</b>	<b>1,060,631</b>
<b>The funds of the charity:</b>			
Restricted Funds	9,10	733,404	734,254
Unrestricted Funds	9,10	468,961	326,377
<b>Total charity funds</b>		<b>1,202,365</b>	<b>1,060,631</b>

The financial statements on pages 25 to 36 were approved by the Board on 17<sup>th</sup> September 2019

  
 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".

The financial statements have been prepared on a going concern basis on the basis that the Trustees consider that there are no material uncertainties about the Charity's 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 2019

## 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.

### 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 2019

### 1 Comparative Statement of Financial Activities for the year ending 31 March 2018

This note provides for comparison a breakdown by fund of the totals given for 2018 in the Statement of Financial Activities.

	Unrestricted Funds	Restricted Funds	Total 2018
	£	£	£
<b>Income from:</b>			
Donations and legacies	442,369	736,839	<b>1,179,208</b>
Charitable Activities	-	506,607	<b>506,607</b>
Investments	473	1,185	<b>1,658</b>
<b>Total</b>	<b>442,842</b>	<b>1,244,631</b>	<b>1,687,473</b>
<b>Expenditure on:</b>			
Raising funds	157,594	-	<b>157,594</b>
Charitable Activities	403,839	1,197,439	<b>1,601,278</b>
<b>Total</b>	<b>561,433</b>	<b>1,197,439</b>	<b>1,758,872</b>
<b>Net (expenditure)/income</b>	<b>(118,591)</b>	<b>47,192</b>	<b>(71,399)</b>
Transfers from unrestricted to restricted funds	(262,113)	262,113	-
Fund balances brought forward at start of year	707,081	424,949	<b>1,132,030</b>
<b>Fund balances carried forward at end of year</b>	<b>326,377</b>	<b>734,254</b>	<b>1,060,631</b>

**Notes to the financial statements for the year ended 31 March 2019  
(continued)**

**2 Incoming resources from charitable activities**

<b>Grants receivable from Statutory Authorities</b>	<b>2019</b>	<b>2018</b>
	<b>£</b>	<b>£</b>
<b>Jersey Overseas Aid</b> Good health and well-being for all: Establishing the first sensory screening and Early intervention programme for children with deafblindness/multi-sensory impairments.	<b>175,001</b>	-
<b>The National Lottery Community Fund</b> Improved livelihoods for people with deafblindness in Uganda Project ID: 10305741	<b>136,968</b>	113,141
<b>Department for International Development (UK Aid)</b> Establishing Early Intervention services for infants with sensory impairments in Kenya and Uganda	<b>59,505</b>	59,359
<b>Department for International Development (UK Aid)</b> Increasing access to inclusive quality education and lifelong learning for children and young adults with deafblindness in Bangladesh	<b>57,400</b>	-
<b>Jersey Overseas Aid</b> Enhancing community-based services and effective education in Bangladesh	<b>48,793</b>	72,746
<b>Guernsey Overseas Aid and Development Commission</b> Access to appropriate quality education and lifelong learning for people with deafblindness in Bangladesh	<b>40,000</b>	-
<b>Jersey Overseas Aid</b> Improving quality of life and livelihoods for people with deafblindness and their families in Tanzania	<b>16,312</b>	65,247
<b>The National Lottery Community Fund</b> Development Grant Coproduction Workshop	<b>4,965</b>	-

Continued on next page

## **Notes to the financial statements for the year ended 31 March 2019 (continued)**

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

<b>Grants receivable from Statutory Authorities</b>	<b>2019</b>	<b>2018</b>
	<b>£</b>	<b>£</b>
<b>The National Lottery Community Fund</b>	-	114,793
Improving Opportunities for deafblind people (Peru) Project ID: ICB/2/010469406		
<b>Guernsey Overseas Aid and Development Commission</b>	-	40,000
Inclusion of children with deafblindness and multi-sensory impairments in mainstream education in Bangladesh		
<b>European Union (Erasmus+ Programme)</b>	<b>(12,220)</b>	41,321
Capacity building in the field of youth in Bangladesh and India		
<b>Total Grants</b>	<b>526,724</b>	<b>506,607</b>
<b>Other income from Charitable Activities</b>	<b>14,462</b>	-
<b>Total Income from Charitable Activities</b>	<b>541,186</b>	<b>506,607</b>

### **3 Donation from parent company**

During the year, a donation of £250,000 (2018: £250,000) was received from the parent company, Sense, The National Deafblind and Rubella Association. This is included in donations and legacies. In addition £82,499 (2018: £87,897) 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 2019 (continued)

### 4 Expenditure

	<b>Direct Costs</b>	<b>Support Costs</b>	<b>Total 2019</b>	<b>Total 2018</b>
	£	£	£	£
Raising Funds	215,136	-	<b>215,136</b>	157,594
Charitable Activities	1,369,886	166,827	<b>1,536,713</b>	1,601,278
	<b>1,585,022</b>	<b>166,827</b>	<b>1,751,849</b>	<b>1,758,872</b>

<b>Support Costs</b>	<b>Management</b>	<b>Governance</b>	<b>Total 2019</b>	<b>Total 2018</b>
	£	£	£	£
Charitable Activities	152,555	14,272	<b>166,827</b>	152,289
	<b>152,555</b>	<b>14,272</b>	<b>166,827</b>	<b>152,289</b>

Governance costs included £3,650 (2018: £3,160) of external audit fees. No payments were made to Sense International's auditors in respect of non-audit services.

### 5 Tangible assets

	<b>Computers</b>	<b>Motor Vehicles</b>	<b>Fixtures &amp; Fittings</b>	<b>Total</b>
	£	£	£	£
<b>Cost</b>				
At 1 April 2018	20,378	42,569	1,820	64,767
Additions	591	-	-	591
<b>31 March 2019</b>	<b>20,969</b>	<b>42,569</b>	<b>1,820</b>	<b>65,358</b>
<b>Accumulated Depreciation</b>				
At 1 April 2018	19,672	39,225	1,820	60,717
Charge for the year	466	2,230	-	2,696
<b>At 31 March 2019</b>	<b>20,138</b>	<b>41,455</b>	<b>1,820</b>	<b>63,413</b>
<b>Net Book Value</b>				
<b>At 31 March 2019</b>	<b>831</b>	<b>1,114</b>	<b>-</b>	<b>1,945</b>
At 31 March 2018	706	3,344	-	4,050

All tangible fixed assets are used for charitable purposes. There were no (2018: £nil) capital commitments at the balance sheet date.

## **Notes to the financial statements for the year ended 31 March 2019 (continued)**

### **6 Debtors**

	2019 £	2018 £
Amounts owed by Group undertakings	-	94,199
Other Debtors	34,307	34,275
Accrued Income	72,657	65,203
Prepayments	6,274	8,237
	<b>113,238</b>	<b>201,914</b>

### **7 Creditors falling due within one year**

	2019 £	2018 £
Amounts owed to Group undertakings	52,243	-
Deferred Income	132,365	197,946
Other Creditors and Accruals	32,073	51,376
Trade Creditors	2,243	5,731
	<b>218,924</b>	<b>255,053</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 2019 (continued)

### 9 Movement in funds

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

#### Restricted funds

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. The balance at 31 March 2019 was £284,114 (2018: £352,123).

### 10 Analysis of net assets between funds

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

**Notes to the financial statements for the year ended 31 March 2019  
(continued)****11 Employees' remuneration**

	2019 £	2018 £
Wages and Salaries	<b>476,319</b>	590,136
Social Security costs	<b>45,177</b>	54,127
Other pension costs	<b>72,465</b>	34,119
	<b>593,961</b>	678,382

The average monthly number of persons employed by the Charity was 41 (2018: 35).

No employees earned over £60,000. In 2018 one employee earned between £60,000 and £70,000.

The Trustees of Sense International received no remuneration (2018: nil).

**12 Pensions**

Sense International contributes to defined contribution pension schemes in the countries in which it operates. The pension charge for the year was £72,465 (2018: £34,119).

**13 Capital commitments**

Capital expenditure authorised and contracted for but not provided for at 31 March 2019 amounted to £nil (2018: £nil).

**14 Parent undertaking and ultimate controlling party**

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

**15 Key Management Personnel**

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



## **Sense International**

Annual report and financial statements for the year ended 31 March 2019

### **Major Supporters**

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

Department for International Development (UK Aid)

European Union (Erasmus+ Programme)

Forefront Foundation Ltd

Guernsey Overseas Aid and Development Commission

Independent Franchise Partners

Jersey Overseas Aid

Latin American Children's Trust

Mr Pradip Dhamecha

Mr Rupin and Mrs Madhavi Vadera

Old Mutual International Trust Company

The Alchemy Foundation

The Beatrice Laing Trust

The Coles-Medlock Foundation

The Henhurst Charitable Trust

The Hugh Symons Charitable Trust

The James Tudor Foundation

The Lady More Charitable Trust

The National Lottery Community Fund

The Rhododendron Trust

The Saga Charitable Trust

The Tony and Audrey Watson Charitable Trust

The Tula Charitable Trust Limited

The Walter Guinness 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.

# Sense International

Annual report and financial statements for the year ended 31 March 2019

## Charity Information

<b>Charity Name</b>	Sense International
<b>Governing instrument</b>	Memorandum and Articles of Association
<b>Registered charity number</b>	1076497
<b>Company registration number</b>	3742986
<b>Trustees</b>	<p>Sunil Sheth (Chair)</p> <p>Paul Feeney (resigned 15<sup>th</sup> January 2019)</p> <p>Dean Lumer</p> <p>Robin Heber Percy</p> <p>Pankaj Shah (Treasurer)</p> <p>Verity Stiff</p> <p>Susan Turner</p> <p>Nicholas Corby (appointed 5 December 2017, elected 11 September 2018)</p> <p>Maria Arce-Moreira (appointed 5 December 2017, elected 11 September 2018)</p> <p>Sunil Shah (appointed 5 December 2017, elected 11 September 2018)</p> <p>Richard Cooper (appointed 5 December 2017, elected 11 September 2018)</p>
<b>Company Secretary</b>	<p>Kris Murali (appointed 23 July 2018)</p> <p>Gill Morbey OBE (resigned 23 July 2018)</p>
<b>Key management personnel</b>	
<b>Chief Executive</b>	<p>Richard Kramer</p> <p>(appointed 27 July 2018)</p> <p>Gill Morbey OBE</p> <p>(resigned 27 July 2018)</p>
<b>Deputy Chief Executive</b>	<p>Kris Murali</p> <p>(appointed 23 July 2018)</p>
<b>Director</b>	Alison Marshall

# Sense International

Annual report and financial statements for the year ended 31 March 2019

## Charity information (continued)

<b>Registered office</b>	101 Pentonville Road London N1 9LG
<b>Bankers</b>	National Westminster Bank plc PO Box 83 Tavistock House Tavistock Square London WC1H 9JA
<b>Solicitors</b>	Anthony Collins Solicitors LLP 134 Edmund Street, Birmingham B3 2ES
<b>Independent Auditors</b>	PricewaterhouseCoopers LLP Cornwall Court 19 Cornwall St Birmingham B3 2DT

