Deafblindness is a unique disability that combines hearing and visual impairment, making mobility, learning, and communication extremely difficult for about 500,000 people in India.

Since Sense India started in 1997, we have been supporting and advocating for better care through early intervention, customised education and livelihood opportunities for children and adults with deafblindness across India and neighbouring countries.

Currently, our programmes in 199 blocks of 94 districts in 22 states provide direct quality services through a network of 59 partner NGOs in India assisting 14,594 children and adults with deafblindness. Furthermore, in collaboration with government’s Sarva Shiksha Abhiyan (Education for All) programme a further 63,500+ children are being included into regular local schools.

We identify children with deafblindness and then work with the child and family towards the most appropriate model of education. Every child under our care is learning through an Individualised Education Plan (IEP) to learn according to their abilities and needs.
2
New teacher training centres established in Ujjain, Madhya Pradesh and Kakinada, Andhra Pradesh to train teachers on deafblindness

2
New centres for deafblind children established in Ajmer, Rajasthan and Kuppam, Andhra Pradesh

3900
Special educators, community workers, care givers, government teachers, aanganwadi workers, therapists and other associated professionals trained on deafblindness through local, state, national and international level training programmes

142
Monitoring, evaluation, onsite and mentoring visits done to evaluate and support our programmes

Richard Hawkes, CEO - British Asian Trust launching India’s first ‘Handbook on Curriculum Adaptation for Inclusive Education of Students with Deafblindness’ that enables teachers to adapt classroom curriculum as per the needs and abilities of children with deafblindness

Introduced India’s first ever ‘Online Teacher Training Course on deafblindness’ to train individuals to work with persons with deafblindness
Person with deafblindness have proved that like each one of us, they too have the ability and the potential to earn an independent living. All they need is the opportunity.

As a child grows, we plan the pre-vocational and vocational training in consultation with the parents and family. We identify the skills based on the ability and interest of the young adult with deafblindness, and also assess income earning opportunities for the particular skill.

Currently, we offer a range of vocational skills such as making paper plates, bowls, artificial jewelry, tie-and-dye materials, envelopes, diyas (oil lamps), book binding, home caring, cooking, baking, weaving baskets, gardening and even managing canteens.

Vocational training by itself is not enough therefore we identify and support livelihood opportunities for deafblind people who have learned vocational skills and are capable of working – either by starting their own enterprise or as an employee. Independent enterprises are usually run with families help. Our livelihood programme enables deafblind people to live with dignity.
454
Young adults are being trained in over 20 different vocational skills

88
Adults with deafblindness are now earning members contributing to their family income

2288
Members are connected through our national networks for deafblind adults, teachers and parents

Income Generation Initiatives

50% Services
Photography, Selling Fish, Photocopying, Mobile Accessory Shop, Ironing, Garment Business, Massage Parlour, Canteen and Tiffin Services, Book Selling, Banner Making, Petty Shops

30% Animal Husbandry
Cattle Rearing, Feeding, Poultry

20% Small Scale Industries
Making Paper Plates, Bowls, Bags, Incense Sticks, Stitching and Tailoring, Flour Grinding

Sense India is working closely with the task force formed by National Skill Development Corporation (NSDC). We are a member of the Ministry of Social Justice and Empowerment (MSJE) subcommittee formed to identify jobs for persons with disabilities and Ministry of Human Resource Development (MHRD) consultations on developing inclusive education guidelines.
Our Amazing Supporters

“If we could change ourselves, the tendencies in the world would also change. We need not wait to see what others do.” - Mahatma Gandhi

A big thank you to all our supporters who donate funds for our programmes, volunteer at events, contribute to our staff salaries and operating costs to help us do what we do. We wouldn’t exist without you.

Individuals:
Anupam G Gupta
Austin Clement Pereira
Dr. Niru Prasad
Eileen Rodrigues
Harold Antony Gomez
Harsh Vardhan Thakur
Harsha H R
Hasmukh Buch
K Shiva Rao
Madhavi Vadera
Mary Miranda
Marzban Noshirwan Parekh
Mitul & Dipali Kotecha
Mr. & Mrs. B. Lashkari
Padma Krishnakant Basrur
Preetham Solomon
Pritesh Natubhai Patel
Priya Vasudevan
Rachelle Anne Rego
Rajiv Manohar Sakhardande
Roopak V Vaidya
Sunil Khimchand Gandhi
Sunil Sheth
Sushil Golcha
Ton Visser
Tushar Arvind Mavani
Urmila Shiva Rao
Vasant Deokule
Veena Kulkarni
Vijeeesh Raman

Institutional:
ABIL Infraprojects Ltd.
Adobe Systems India Pvt. Ltd.
Airports Authority of India
Alkyl Amines Chemicals Ltd.
Australian High Commission
Azim Premji Philanthropic Initiatives
Azim Premji Univeristy
Bahar Infoscons Pvt. Ltd.
Bombay Community Public Trust
Chellaram Mills Pvt. Ltd.
Citrin Cooperman India LLP
CLSA India Pvt. Ltd.
Charities Aid Foundation (CAF) India
European Union
Federal Republic of Germany
Foundation Standup4talent
Global Giving
GRUH Finance Ltd.
Hemendra Kothari Foundation
Heart Foundation and Research Institute
India Cares Foundation
Indus Capital Partners
K Pravinchandra & Associates
Kamla Foundation
KHS Machinery Pvt. Ltd.
Mastek Foundation
Microsoft Research & Lab India Pvt. Ltd.
Ozone Properties Pvt. Ltd.
Parbhudas Kishordas Tobacco Products Pvt. Ltd.
Paul Hamlyn Foundation
Rangoonwala Foundation (India) Trust
Rotary Club of Bombay Pier Charities Trust
Rajendra Prasad Ramesh Kumar
Simulations Public Affair Management Services Pvt. Ltd.
Shashbindu Construction Pvt. Ltd.
Sathi Enterprise LLP
Sense International
Sonata Information Technology Ltd.
The British Asian Trust
The Hans Foundation
U.K. Paints India Ltd.
United Way of Mumbai
VCARE Foundation (Vatika Group)
Velankani Information Systems Ltd.

Note: Random names of donors who have contributed Rs 10,000 or above. We are delighted to record that we now have more than 16,900 donors.

“Over the years, your persistent support to Sense India has enabled us to assist deafblind children and adults live a life of dignity – through education, care and livelihood. Words cannot express how much your generous contribution means to the people we work with. Thank you all.”

- Akhil Paul
Director
### Financials and Legal Matters

#### Balance Sheet

<table>
<thead>
<tr>
<th>Source of Funds</th>
<th>2018 %</th>
<th>2017 %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corpus Fund</td>
<td>18.03</td>
<td>19.17</td>
</tr>
<tr>
<td>Endowment Fund</td>
<td>29.29</td>
<td>26.92</td>
</tr>
<tr>
<td>Trust Fund</td>
<td>161.66</td>
<td>171.19</td>
</tr>
<tr>
<td>Grants received in advance</td>
<td>148.91</td>
<td>190.88</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>372.79</td>
<td>461.06</td>
</tr>
</tbody>
</table>

#### Incomes and Expenditure

<table>
<thead>
<tr>
<th>Year ended March 31</th>
<th>2018 %</th>
<th>2017 %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest</td>
<td>5.00%</td>
<td>7.35%</td>
</tr>
<tr>
<td>Donations</td>
<td>56.77</td>
<td>53.67</td>
</tr>
<tr>
<td>Programme Grants</td>
<td>32.00</td>
<td>29.06</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>87.77</td>
<td>89.08</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenditure</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Expenditure in Respect of Properties</td>
<td>0.07%</td>
<td>0.08%</td>
</tr>
<tr>
<td>Establishment Expenses</td>
<td>9.10%</td>
<td>9.08%</td>
</tr>
<tr>
<td>Audit Fees</td>
<td>4.21%</td>
<td>4.26%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>4.92%</td>
<td>4.72%</td>
</tr>
<tr>
<td>Assistance Earned for Programme Development</td>
<td>5.05</td>
<td>3.80%</td>
</tr>
<tr>
<td>Expenditure on Objects of the Trust</td>
<td>79.89</td>
<td>80.32%</td>
</tr>
<tr>
<td><strong>Total Expenditure</strong></td>
<td>80.02</td>
<td>80.88%</td>
</tr>
</tbody>
</table>

#### Income and Expenditure Details on March 31

<table>
<thead>
<tr>
<th>Slab of monthly gross salary (in Rs.)</th>
<th>Male</th>
<th>Female</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than 5,000</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>5,000 - 10,000</td>
<td>7</td>
<td>7</td>
<td>14</td>
</tr>
<tr>
<td>10,000 - 25,000</td>
<td>11</td>
<td>17</td>
<td>28</td>
</tr>
<tr>
<td>25,000 - 50,000</td>
<td>7</td>
<td>13</td>
<td>19</td>
</tr>
<tr>
<td>More than 50,000</td>
<td>1</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>20</td>
<td>26</td>
<td>46</td>
</tr>
</tbody>
</table>

None of the board members are related to any other. A Board Rotation Policy exists and is practiced.

The Board met two times in the Financial Year 2017-18 on 22 November, 2017 and 24 February, 2018. Minutes of Board meetings were documented and circulated.

### Accountability and Transparency

No remuneration, sitting fees or any other form of compensation has been paid since the inception of the organisation, to any board member. Traveling and other expenses to attend board meetings have been: Rs. 53,571/-. 

#### Staff Remuneration - per month

CEO’s Remuneration: Rs. 1,36,215/-. Remuneration of next highest paid staff member: Rs 1,00,000/-. Remuneration of the lowest paid staff member (Full Time): Rs 6,532/-. 

### Travel Costs

National travel for staff to visit programmes and projects throughout India: Rs. 8,60,676/-. International Travel for staff sponsored through Sense International and other sources: 2,83,498/-. 

<table>
<thead>
<tr>
<th>No</th>
<th>Name</th>
<th>Designation</th>
<th>Destination</th>
<th>Purpose</th>
<th>Gross Expenses (Rs)</th>
<th>Sponsored by External Organisation (Yes/No)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Abid Paul</td>
<td>Director</td>
<td>Bangladesh</td>
<td>Monitoring</td>
<td>35,680/</td>
<td>Yes</td>
</tr>
<tr>
<td>2</td>
<td>Parag Namdeo</td>
<td>Head of Advocacy and Networks</td>
<td>Bangladesh</td>
<td>Evaluation</td>
<td>30,723/</td>
<td>Yes</td>
</tr>
<tr>
<td>3</td>
<td>Sachin Rijal</td>
<td>Sr Manager Training</td>
<td>Nepal, Bangladesh</td>
<td>Monitoring &amp; Training on cell disabilities</td>
<td>1,09,665/</td>
<td>Yes</td>
</tr>
<tr>
<td>4</td>
<td>Utsam Kumar</td>
<td>Head of Programme</td>
<td>Bangladesh, Sri Lanka</td>
<td>Training on Multiple Disability</td>
<td>10,173/</td>
<td>Yes</td>
</tr>
</tbody>
</table>
Money In 2017-18

- 3% Interest
- 7% Statutory
- 22% Individuals
- 68% Companies and Trusts & Foundations

Money Out 2017-18

- 18% Public Engagement
- 11% Management and Core Services
- 71% Programme and Advocacy

All donations enjoy 50% exemption from Income Tax u/s 80G of the Income Tax Act, 1961

To receive this report in another format such as Braille, Large Print, CD or Audiotape
Please contact us: Sense International India, 2nd Floor Andhjan Mandal Campus, Vastrapur, Ahmedabad 380 015
Phone: +91 79 26301282 Email: info@senseintindia.org Website: www.senseindia.org.in Deafblind Helpline: 1800 233 7913

Note:
- We at Sense India print our annual report in black and white. This helps us to partially understand and present our work from the perspective of people with deafblindness.
- Donors who contribute above Rs 5,000/- receive a printed Annual Report. This year we are sending out 3,900+ printed Annual Reports. For donors who contribute below Rs 5,000/-, we distribute a post card Annual Report. This year we are sending out 12,560+ post card Annual Reports.