



Learning

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

Highlights

Earning

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

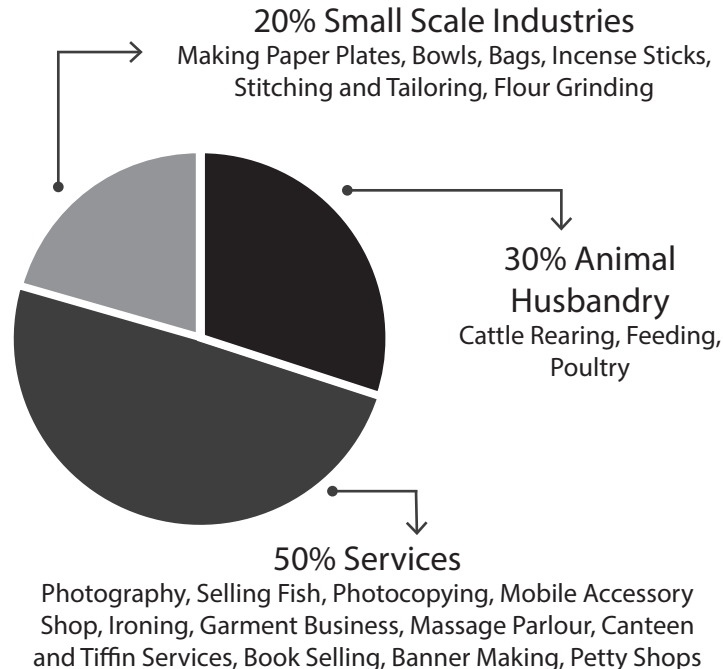
Adults with deafblindness are now earning members contributing to their family income

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

2288

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

Income Generation Initiatives



Highlights

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
Vijeesh 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 Infocons 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
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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.



"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*

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.

Financials and Legal Matters

All figures are in ₹ Lakh

Balance Sheet	As on March 31			
	2018	%	2017	%
Sources of Funds				
Corpus Fund	18.03	5%	17.97	4%
Endowment Funds	29.29	8%	29.29	7%
Trust Fund	161.66	45%	171.10	41%
Grants received in advance	148.81	42%	199.60	48%
Total	357.79	100%	417.96	100%
Application of Funds				
Fixed Assets	25.00	7%	18.23	4%
Investment	19.15	5%	26.35	6%
Current Assets	329.04	92%	379.06	91%
Less: Current Liabilities and Provisions	(15.40)	(4%)	(5.68)	(1%)
Total	357.79	100%	417.96	100%

Income and Expenditure	Year ended March 31			
	2018	%	2017	%
Income				
Interest	26.57	3%	20.99	3%
Donations	232.42	29%	321.62	42%
Programme Grants	552.58	68%	421.63	55%
Total Income	811.57	100%	764.24	100%
Expenditure				
Expenditure in Respect of Properties	9.07	1%	9.81	1%
Establishment Expenses	9.88	1%	9.09	1%
Audit Fees	4.26	1%	2.53	0%
Depreciation	4.92	1%	4.72	1%
Amount Earmarked for Programme Development	0.00	0%	28.16	4%
Expenditure on Objects of the Trust	779.89	97%	706.57	93%
Total Expenditure	808.02	100%	760.88	100%
Excess of Income over Expenditure	3.54		3.36	
Brought forward from previous financial year	0.60		-2.76	
Balance carried over to Balance Sheet	4.14		0.60	

Receipt and Payments					
Receipts	As on March 31		Payments	As on March 31	
	2018	2017		2018	2017
Opening Balance	361.54	280.50	Current Liabilities	4.72	3.72
Contribution towards General, Corpus & Endowment Fund	0.06	6.76	Acquisition of Fixed Assets	11.70	7.41
Grants & Donations	734.19	810.18	Spent on the Objects of the Trust	805.50	761.75
Interest Income	25.43	21.98	Closing Balance	305.97	361.54
Redemption of Investments	6.67	15.00	-	-	-
Total	1127.89	1134.42	Total	1,127.89	1,134.42

*Detailed audited accounts available on request

Credibility Alliance Disclosure Norms

Credibility Alliance is an independent organisation established by the NGO sector to promote good governance and the public accountability of NGOs. Sense India is a fully accredited member. Registration No. CA/79/2011 valid till 15.12.2021. For more information refer to: www.credibilityalliance.org

Identity

Legal Information: Sense International (India) is registered as a Public Charitable Trust under Bombay Public Trusts Act, 1950 Registration No. E/11279 dated 29 March 1997, with Public Trusts Registration Office, Ahmedabad, Gujarat. For general use we use the name 'Sense India'. Sense International (India) is registered u/s 12AA and u/s 80G of the Income Tax Act, 1961.

Contact Details: Visitors are welcome to the address given on the back page of this report; and on our website www.senseindia.org.in

Bankers: Bank of India, Panchvati Branch; ICICI Bank, Drive-In Branch; HDFC Bank, Vejalpur and Panchvati Branch; Central Bank of India, Ahmedabad Stock Exchange Branch; Axis Bank, Ashram Road Branch, Ahmedabad

Auditors: Statutory - CA Kalpen Shah, K Pravinchandra & Associates, 1 Harihar Park Society, Nr. Old High Court Underbridge, Navrangpura, Ahmedabad 380 009 and Internal Auditor - CA Jahir Mansuri, KCJM & Associates, 47/6 Bimanagar, Satellite Road, Ahmedabad 380 015

Governance

Details of Board Members as on 31 March, 2018

Name	Age	Gender	Position	Area of Competency	Meetings
Mr Murray Culshaw	78	M	Chairperson	Communications and Fundraising	2/2
Dr Bhushan Punani	64	M	Member	Management	2/2
Mr R Ramchandran	70	M	Member	Advocacy And Campaigning	2/2
Ms Gill Morbey	65	F	Member	Strategic Direction	0/2
Mr Amit Dholakia	53	M	Member	Corporate Relations	1/2
Ms Divya Bhalla	40	F	Member	Communications	1/2

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 1,86,297/- Remuneration of next highest paid staff member: Rs 1,00,000/-
Remuneration of the lowest paid staff member (Full time): Rs 8,523/-.

Slab of monthly gross salary (in Rs.) plus benefits paid to staff	Male	Female	Total
<5,000	0	0	0
5,000 - 10,000	0	7	7
10,000 - 25,000	6	11	17
25,000 - 50,000	6	7	13
50,000 - 100,000	7	1	8
100,000 >	1	0	1
Total	20	26	46

Gender	Paid (Full Time)	Paid (Part Time)	Paid (Consultants)	Unpaid (Volunteers)	Paid (Volunteers)
Male	20	0	1	50	0
Female	25	1	0	31	0

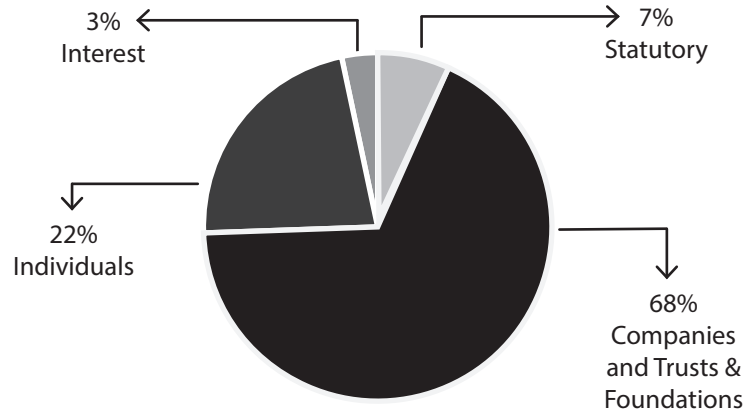
Travel Costs

National travel for staff to visit programmes and projects throughout India: Rs 8,68,076/-

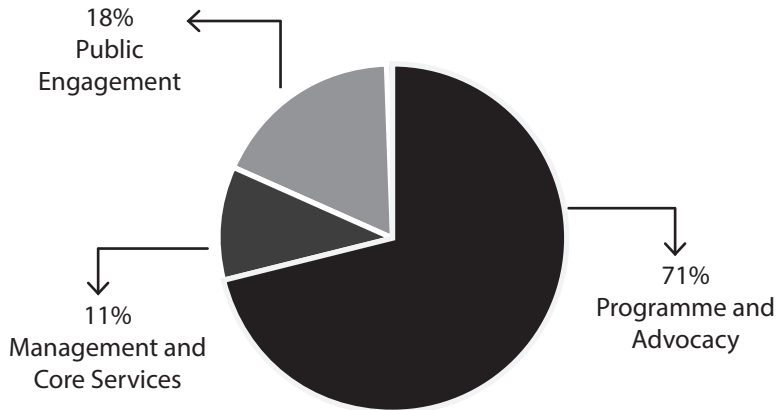
International Travel for staff sponsored through Sense International and other sources: 2,83,498/-

No	Name	Designation	Destination	Purpose	Gross Expense (Rs)	Sponsored by External Organisation (Yes/No)
1	Akhil Paul	Director	Bangladesh	Monitoring	35,888/-	Yes
2	Parag Namdeo	Head of Advocacy and Networks	Bangladesh	Evaluation	30,772/-	Yes
3	Sachin Rizal	Sr. Manager Training	Nepal, Bangladesh	Monitoring & Training on deafblindness	1,09,665/-	Yes
4	Uttam Kumar	Head of Programme	Bangladesh, Sri Lanka	Training on Multiple Disability	1,07,173/-	Yes

Money In 2017-18



Money Out 2017-18



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.