



2017

# ORBIS UK ANNUAL REPORT & FINANCIAL STATEMENTS



**ORBIS IS AN  
INTERNATIONAL CHARITY  
THAT TRANSFORMS  
LIVES THROUGH  
THE PREVENTION  
AND TREATMENT  
OF BLINDNESS**

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— Our Global —  
**REACH**

**ORBIS TRANSFORMS LIVES THROUGH THE PREVENTION AND TREATMENT OF BLINDNESS.**

THERE ARE  
**253**  
MILLION

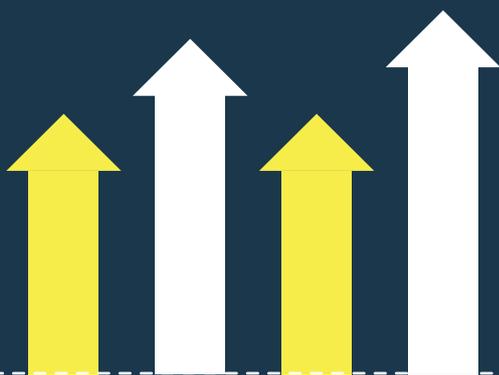
PEOPLE IN  
THE WORLD  
THAT ARE BLIND  
OR VISUALLY  
IMPAIRED.



**75%**

SUFFER  
UNNECESSARILY  
FROM CONDITIONS  
THAT ARE  
PREVENTABLE  
OR TREATABLE.

**THROUGH OUR PROJECTS AND FLYING EYE HOSPITAL WE HELP SAVE THE SIGHT OF MILLIONS OF PEOPLE AROUND THE WORLD.**



- **TRAINING** and equipping doctors, nurses and the wider eye care team to prevent and treat avoidable blindness.
- **EDUCATING** communities about eye health.
- **STRENGTHENING** and improving eye health systems by partnering with local hospitals, public health agencies, NGOs and governments.

**QUALITY EYE CARE INTERVENTIONS ARE AMONGST THE MOST COST-EFFECTIVE HEALTHCARE ACTIONS IN THE DRIVE TO END POVERTY.**

**WE HAVE 64 LONG-TERM PROJECTS IN 18 COUNTRIES  
ACROSS AFRICA, ASIA AND LATIN AMERICA.**

— *Chief Executive & Chair* —

# WELCOME



## *Dear Friends*

Welcome to the 2017 Orbis UK Annual Report. It has been an excellent year that has seen us take further significant steps towards eliminating avoidable blindness and visual impairment around the world. We are extremely proud to announce our most successful ever fundraising year, with income exceeding £8m for the first time. More importantly, our funds have supported 31 hospitals across Africa and Asia, which is more than twice the number in 2016.

Growing the number of projects we support is vital when so many people remain at risk of developing blinding eye conditions. Moreover, it is even more pleasing to see the impact our recent work has had. In 2017, seven more districts in Ethiopia fell below the threshold at which antibiotics are required to treat active trachoma, bringing the total to date to 23 districts. There remains much more work to do treating those with later stage trachoma, but our ongoing efforts are considerably buoyed by this substantial progress.

As always, we are enormously grateful to our volunteer ophthalmologists, anaesthetists, nurses, biomedical engineers

and orthoptists, whose expertise and generosity make our transformative work possible. This year, we have also been particularly struck by the enthusiasm and hard work of those in the wider communities we care for. Whether it has been local drama groups in Zambia raising awareness about eye health, or teacher and student 'Vision Guardians' in India helping ensure children wear their glasses, we have been indebted to a wonderful and diverse range of eye health enthusiasts.

It is the stories of individuals, however, that really bring home the importance of the work we do. Like young Fatima, whose recovery from cataract surgery stole the heart of Her Royal Highness, The Countess of Wessex on her visit to our projects in Bangladesh. Or Abazinab, from Ethiopia, who had trachoma but is now able once again to work and care for his paraplegic wife and their family. It is on behalf of Fatima, Abazinab, and all those whose lives we have touched, that we say thank you to our remarkable supporters and partners for making it possible.

With your support, we look forward to taking even greater steps in 2018.

REBECCA CRONIN, CHIEF EXECUTIVE

PETER HICKSON, CHAIR

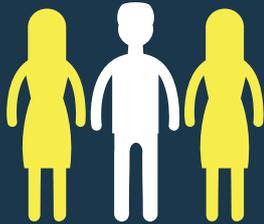
# 2017

*At A Glance*

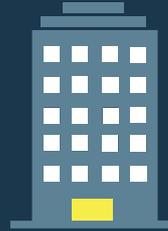
## OUR INCOME



**48%**  
FROM  
STATUTORY  
SOURCES



**18%**  
FROM  
INDIVIDUAL  
SUPPORTERS



**18%**  
FROM  
MAJOR DONORS,  
TRUSTS & CORPORATE  
PARTNERS



**16%**  
FROM  
LEGACIES

WE RECEIVED  
DONATIONS FROM

**10,398**

INDIVIDUAL DONORS



**6,585**

DONORS GAVE THROUGH  
A REGULAR GIVING SCHEME



SIXTY THREE  
**LEGACIES**  
WERE RECEIVED

AND THE VALUE OF  
THESE LEGACIES WAS  
**£1,292,533**

**THIRTY  
EIGHT**  
COMPANIES



SUPPORTED US  
AND THE VALUE OF  
THEIR SUPPORT WAS  
**£481,929**

## OUR IMPACT



WE PROVIDED  
**46,957**  
**TRAINING**  
**SESSIONS**

FOR DOCTORS, NURSES, COMMUNITY HEALTH WORKERS AND OTHERS



**273,516**

SURGERIES AND MEDICAL AND OPTICAL TREATMENTS WERE CARRIED OUT



**6,746,629**

DOSES OF ANTIBIOTICS WERE ADMINISTERED

**58%**  
ADULTS

**42%**  
CHILDREN

WE PROVIDED FUNDING FOR

**23**

PROJECTS AROUND THE WORLD

ETHIOPIA (6)

GHANA (1)

ZAMBIA (4)

BANGLADESH (3)

INDIA (8)

TANZANIA, MALAWI, RWANDA, UGANDA TOGETHER (1)

MEDICAL VOLUNTEERS FROM THE UK, IRELAND, FRANCE AND ITALY WERE DEPLOYED

**30** TIMES



SUPPORTING TRAINING PROGRAMMES IN

**FIVE**  
COUNTRIES



# — Comprehensive — EYE CARE



## Making sure everyone, everywhere, has access to the eye care they need.

Comprehensive eye care is about being there every step of the way. From specialist doctors and nurses in regional hospitals to staff in rural health centres. And, of course, the broader communities we care for. Across this network, we perform vital surgeries, distribute sight-saving antibiotics, and find compelling ways to raise all-important awareness. In 2017, our work focused on Ethiopia and Zambia.

### ETHIOPIA

We have been working hard to eliminate trachoma in Ethiopia for nearly 20 years. In 2017, we provided more than 6 million doses of antibiotics across the country. Repeated trachoma infection can lead to trichiasis, a painful condition in which the eyelids turn inwards so the lashes scrape the cornea. If left untreated, trichiasis can lead to permanent blindness.

This year also saw us continuing to implement the World Health Organization's SAFE strategy (Surgery, Antibiotics, Facial cleanliness, Environmental improvement) for the elimination of trachoma as a public health problem. We were delighted when survey results revealed significant progress towards achieving this aim. In fact, in seven of the 17 districts surveyed, it was confirmed that no further distribution of antibiotics was required. Which means hundreds of thousands of Ethiopians are no longer at risk of developing this devastating disease.

### ZAMBIA

Our work in the Kitwe district this year was, quite literally, all singing and all dancing. We delivered our message about the importance of preventing trachoma through the performances of local music artists and community-based drama groups – so we had a most receptive audience when it came to training local eye care workers and distributing medication. We were delighted to exceed our target, administering more than 720,000 doses of antibiotics. Across the Copperbelt Province, we shared information about the importance of eye health and where to seek care on local radio stations, reaching an audience of 3 million people. And our 57 community film screenings attracted a total audience of 1,553. With 209 health professional trained as well, we really did put eye health centre stage.

We also held community film screenings in the North-Western Province, where 2017 marked the end of a five-year project at Solwezi General Hospital. We were thrilled to have met all our targets at the Vision Centre there, leaving it financially sustainable for the future. Throughout the year, we managed 1,896 referrals from rural health centres to district hospitals, which in turn led to a further 368 from district hospitals to Solwezi. A wonderful example of comprehensive eye care working at every level to prevent and treat avoidable blindness.

## — CLOSE UP —

# *Abazinab's Story*



*“When I had severe pain, I found everything difficult and was obliged to stop my routine activities. Now, thanks to God and to the medical assistance I got, my hope is back and I can start my routine work and support my family.”*

**ABAZINAB, AGED 53, YEM SPECIAL WOREDA, ETHIOPIA**

**Abazinab's family depend on him; not least, because his wife is paraplegic and unable to leave the family home. Abazinab works hard, farming their small garden to provide for her and their three children. When he first started to experience pain in his eyes, he had no option but to endure it and keep working.**

Soon, however, the pain became too much. He was highly sensitive to light, and his eyelashes had started to turn inwards, scraping his cornea. He could no longer work, and the family were forced to rely on handouts from the local community to survive. Abazinab tried everything: he bought ointment from a local drug vendor, he even tried pulling out his eyelashes; but nothing worked. The future looked bleak.

Five years after the pain had begun, Abazinab's vision was irreversibly damaged. But then he met

a neighbour, who had recently been treated for a similar problem at the local health centre. There was a glimmer of hope. Abazinab travelled to the centre, where he was diagnosed with trichiasis. Plans were made to operate straight away.

The surgery was successful. Although Abazinab would never regain his vision entirely, the pain had gone, and he could return to working and supporting his family as he always had. The impact of this routine surgery was immeasurable.

# CHILDHOOD

## *Blindness*

### Ensuring children's healthy visual development in those crucial first few years.

A child's visual development begins from the moment she or he first opens their eyes. So it is imperative for us to identify any abnormalities early. Timely screenings for cataract, for example, can prevent childhood blindness, and help break the cycle of emotional trauma, social exclusion and economic hardship. Since 2015 we have been collaborating with the Qatar Fund for Development on 'Qatar Creating Vision', an initiative that will provide 5.6 million screenings and relevant treatments to children across India and Bangladesh by mid 2020. In 2017, we continued this work, conducting an incredible 2,086,394 child screenings.

In Africa, we were pleased to conduct 247,126 screenings, bringing our total number of child screenings for the year to 2,500,929. We also prescribed a total of 215,584 pairs of spectacles to children and performed 9,306 child surgeries. All of which, together, means more children with better chances of realising their hopes and dreams.

#### INDIA

In India this year, we were delighted to exceed our target by carrying out 1,767,113 child screenings through our 'School Sight Testing' programme. Based on what we had learned over the course of the programme, we took the decision to hold both primary and secondary screenings on the same day. With children receiving both diagnosis and prescription at the same time, fewer missed out through being absent for one of our

visits. It was also encouraging to see so many children wearing their new glasses. At the Netra Niramay Niketan Eye Hospital in West Bengal the number of children wearing their glasses was three times the normal rate. Which meant improved eyesight for more children, but also greater awareness in schools about the importance of eye health.

#### BANGLADESH

In 2017, we were proud to launch the new Retinopathy of Prematurity (ROP) centre at the Dr K Zaman BNSB Eye Hospital, which services the Mymensingh and Sherpur region of North Central Bangladesh. ROP, which affects prematurely born babies, can cause abnormal blood vessels to grow and spread throughout the retina; in some cases it can lead to retinal detachment. Thanks to hospital-led orientation sessions, around 1,000 health workers, medical assistants and community clinic doctors have been made aware of the service. In the centre's first three months it had already screened 43 babies.

This year also saw us working hard to decrease the number of missed appointments for our services. We wanted to make it as easy as possible for local communities to reach us. So, across five hospitals, we trialled a new outbound dialling software that leaves a voicemail reminder for patients in their local language. We were pleased to observe an increase in the number of patients who visited having received a message and we now look forward to implementing the service in 2018.

माध्या. विद्या. पाखरवार चित्रकूट सतना (म.प्र.)  
स्थापना वर्ष - 23-08-1977



## CLOSE UP

# Nitin's Story



*When a team from the Orbis partner H.V. Desai Eye Hospital in Maharashtra came to his school on a screening programme, Nitin's life began to change. After a clear diagnosis, of squint in both eyes, he went with his father to the hospital for corrective surgery.*



**Like many children do, Nitin found that his eye condition worsened as he got older. Initially, his squint was not too much trouble; he could see well enough to walk and play with his friends. Some of the other children teased him; but although he complained, none of the adults around him knew enough about eye health to be able to help.**

By the time Nitin was 13 though, he couldn't even see the letters his teacher had written on the blackboard. His ability to learn, along with his confidence and self-esteem, was rock bottom.

When a team from the Orbis partner H.V. Desai Eye Hospital in Maharashtra came to his school on a screening programme, Nitin's life began to change. After a clear diagnosis he went with his father to the hospital for corrective surgery. When Nitin removed his bandages, he could not have been happier.

At last, he could see clearly. Not only was he able to learn again, but he could go back into the community full of confidence about the way he looked.

The experience had a profound effect on someone else too: Nitin's father. He assured all the staff at the hospital that he would now encourage everyone in the community to go for a consultation as soon as they encounter problems with their eyes. The impact of Nitin's surgery will be felt by many.

# — *Specialist* — TRAINING

## Bringing the highest standards of clinical excellence to local eye health workers, and beyond.

Every year, we are overwhelmed by the efforts of our remarkable volunteer ophthalmologists, anaesthetists, nurses, biomedical engineers and orthoptists. It is thanks to their expertise and generosity that we can train thousands of medical professionals in countries where, all too often, avoidable eye conditions go untreated. They continue to drive training onboard the Flying Eye Hospital, on our online mentoring platform, Cybersight, and through our 'Human Resources for Eye Health' programme. But our work involves much more than expert clinical training; it also extends to educating wider audiences about the importance of good eye health. In 2017, our specialist training reached far and wide.

### FLYING EYE HOSPITAL

Our Flying Eye Hospital is the world's only ophthalmic teaching hospital onboard a customised MD-10 aircraft. In 2017, it was busy visiting health facilities across Africa and Asia. Over just one month in Vietnam, it hosted more than 200 medical professionals, who in turn helped screen, examine or treat 438 patients as part of their training programme. It is hard to overstate the impact of a Flying Eye Hospital visit in a country like Vietnam. In the Mekong Delta, approximately 300,000 children need treatment for conditions such as cataract and squint. By training local eye health workers on the plane, and instigating continued education and support networks through Cybersight,

we were able to help address the chronic shortage of skilled clinicians, particularly in the field of paediatric ophthalmology. Just as importantly, the awareness generated by the visit helped put avoidable blindness firmly on the public health agenda.

### TRAINING IN THE COMMUNITY

It wasn't just eye care professionals we trained. At the Little Flower Hospital in India's Eranakulam District, we trained more than 3,741 students, and 125 teachers to become 'Vision Guardians'. Educated and empowered, they helped support school screenings and ensure that children wore their glasses. In Western Uttar Pradesh, we trained Anganwadi workers, who usually work with mothers, newborns and children, to conduct screenings themselves.

In Ghana, it was important to build relationships with 'Queen Mothers', who are powerful local leaders; they have considerable influence, particularly regarding the health education of women and their children. This year, we trained 20 Queen Mothers in the Ashanti region, so that they could educate their communities about eye care and the importance of early treatment.

In Zambia, one of our priorities was mass distribution of antibiotics to treat trachoma. We were delighted to train more than 2,000 'Community Drug Distributors', achieving twice our target. Involving the community



in this way fills crucial support roles, provides value for money and helps raise awareness. We educated them about trachoma, dosage levels, communications and data collection. Like all our community training across Africa and Asia, it played a vital role in the prevention, treatment and awareness of avoidable eye conditions.





## — CLOSE UP —

# *Mariya & Fiona*



**You might not guess it to look at them, but Mariya and Fiona have something in common: they both love to teach. Fiona enjoys training local eye health workers, because of the difference it can make to so many more people in need. Mariya, who has just started school, always feels obliged to take over whenever the teacher leaves the classroom.**

The extraordinary thing about Mariya and Fiona though, is that if Fiona hadn't operated on Mariya's cataract, and trained the local ophthalmologist who oversaw her follow-up care, we may never have known about Mariya's natural talents.

Juliene, Mariya's mother, acted fast as soon as she noticed the white spot in her daughter's left eye. Mariya was just two years old at the time. Juliene took her to the local health facility, where she was successfully diagnosed and referred to the Magrabi ICO Eye Institute in Cameroon. From there, she was booked in for an operation with UK-based Orbis volunteer Miss Fiona Dean, a paediatric ophthalmologist, on board the Flying Eye Hospital.

Juliene explained: "When I first got the news I felt hurt that a child this small is going to be operated upon, so it was painful for me. But after all, the end of it is for her to have her sight back. So, I said that the will of God be done."

The surgery was a success, and, just as importantly, Mariya has made a special friend of her Orbis teddy, who now sleeps with her every night. It is little surprise, given the rapport local ophthalmologist (and Miss Dean's student) Dr Ted Afetane, has with the children he treats. The rapport Mariya has with her school friends is of a slightly different sort, however. As Juliene says, 'she likes giving orders!'

# — Our — INFLUENCE



## Getting eye health on the agenda for key decision makers.

We were delighted to enjoy the continued support and endorsement of Her Royal Highness, The Countess of Wessex in 2017. Her Royal Highness, The Countess of Wessex is the patron for the International Agency for the Prevention of Blindness (IAPB). In November, we welcomed her in Bangladesh to visit Orbis's work supported by Qatar Fund for Development. She met with premature babies, children and their parents at our partner hospitals. Bangladesh has one of the highest rates of prematurity in the world, so the Orbis supported Retinopathy of Prematurity centres meet a significant demand. Her Royal Highness was especially pleased to meet nurse Mammoth Adhikary, who took part in our first Flying Eye Hospital programme in Bangladesh back in 1985. But it was four-year-old Fatima who stole her heart; Fatima's sight-saving cataract surgery has left her with a brighter future than she ever imagined possible. Describing the urgency of our work,

Her Royal Highness explained: "Children are missing out on opportunities to learn, to play, to have big dreams and achieve them, simply because they don't have access to a pair of glasses or routine surgery".

Elsewhere, we used this year's World Health Assembly in May to help ensure universal eye health remained a priority for the World Health Organisation (WHO) beyond the current Global Action Plan, which comes to an end in 2019. We were one of the co-sponsors for a side-event which attracted ministers of health and senior government officials from more than 22 countries across Europe, Asia, Africa and Australasia. At this event, countries and NGO partners called for the WHO to develop the World Report on Vision. The report will consider the magnitude of vision loss globally, assess prevention, treatment and rehabilitation strategies, and make recommendations to reduce avoidable blindness and provide comprehensive eye health services for all.

— *Trust, Transparency &* —

# ACCOUNTABILITY

## FUNDRAISING STATEMENT

Once again, in 2017, we have been overwhelmed by the generosity of our remarkable supporters. Without their donations, we simply would not have been able to carry out our vital work in the prevention and treatment of avoidable blindness. We value the relationships we have with each and every one of our supporters; so it is essential that we carry out all our fundraising activity with the utmost care, transparency and accountability.

The vast majority of fundraising work we do is carried out by Orbis UK staff; however, on occasion, it has also been necessary to work with approved partners to support our efforts. In February this year, we undertook a small television advertising appeal, which was broadcast 300 times. A total of 297 people responded to the campaign and we partnered with a telemarketing company to manage calls, thanking donors and asking them to consider supporting Orbis on a regular basis. Senior fundraising staff undertook call-listening and site visits to ensure that all activity adhered to the Fundraising Regulator's code of conduct. Throughout the year, we also inserted 1,818,250 Orbis appeal letters into various publications, tested a series of online adverts on 911,615 Facebook users' web browsers, and sent 100,638 fundraising appeals to our existing supporters. All of this activity has been vital for sustaining and generating income for our projects; as a matter of course, we have taken steps to ensure it has also observed the Orbis values of Trust and Accountability.

This year, we received six fundraising complaints, which is one less than we received in 2016.

Every complaint we receive is treated seriously, properly investigated, and responded to in a timely and appropriate manner.

## Our Supporter Promise

We value our supporters' contributions enormously, but above all, we value their trust.

- We spend their money effectively
- We contact them only in ways which have been agreed
- We listen when they change their mind
- We respect the privacy of their data

As part of our ongoing commitment to the privacy of data, in 2018 we will be working to ensure that our privacy policy is compliant with the forthcoming data protection law changes (the General Data Protection Regulation). To find out more about our Supporter Promise and our policies on privacy and dealing with vulnerable supporters, please visit: [gbr.orbis.org/en/our-promise-1](http://gbr.orbis.org/en/our-promise-1)

## SAFEGUARDING

Just like our financial supporters, those we care for demand the very highest levels of trust and respect. This means protecting people from harm, providing safe and effective care, and ensuring all our staff, contractors and volunteers follow a strict ethical code of practice. Our partner organisations must commit to training their staff on our safeguarding policies before they can work with us.

## TRANSPARENCY

We are working to increase the transparency of our DFID grants by participating in the International Aid Transparency Initiative (IATI). To learn more, please visit: [gbr.orbis.org/en/about-us/transparency](http://gbr.orbis.org/en/about-us/transparency)

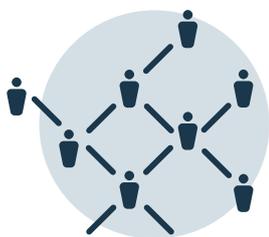
# HOW WE DID

*In 2017*

1

## EXPANDING OUR PROGRAMME REACH

*In 2017, we supported 31 hospitals across Africa and Asia, which is more than double the number we supported in 2016.*



- We carried out 46,957 training sessions, ranging from month-long specialist training for eye health professionals to instruction on identification and referral for community workers and teachers.
- We supported the delivery of 6,746,629 doses of antibiotics in Ethiopia and Zambia. The number was lower than expected in part due to the success of our trachoma programme, which led to fewer people needing preventative treatment in seven districts of Ethiopia.
- Our large-scale screening programmes saw us screen 2,894,913 adults and children.
- The screening programme in India revealed that the number of children requiring glasses was just half the expected total, so significantly fewer treatments were required. Across our projects globally, 273,516 children and adults received surgery or were prescribed with glasses to treat their visual impairment.

NB. From 2017 onwards, treatment figures include the number of optical and surgical treatments carried out in our programmes.

2

## RAISING OUR PROFILE

*2017 saw us deliver against our objectives to raise awareness among eye health professionals, governments and wider audiences across the globe.*



- The Flying Eye Hospital visited London, Dublin, Doha and Dubai, attracting more than 2,000 visitors.
- We generated 678 pieces of media coverage, including UK articles in The Guardian, Daily Mail, Independent and Daily Express.
- On World Sight Day, BBC News made a film about the Flying Eye Hospital in Cameroon. It aired on BBC Breakfast, all regional UK BBC news channels, BBC World and online.
- We built and launched a brand new Orbis UK website.
- We won 'Best Campaign' for our Vision for Zambia fundraising campaign at the 2017 Bond International Development Awards.

3

### GENERATING INCOME

*2017 was our most successful fundraising year yet. We generated £8,103k in income, which is ten per cent above our target of £7,334k.*

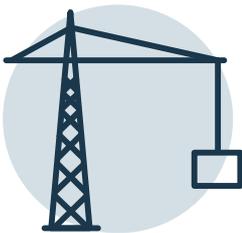


- We launched the ‘Operation Sight’ campaign in March, which will raise the funds we need to deliver our 2017 and 2018 programme goals.
- We applied, successfully, to the Department for International Development (DFID) for support to expand our trachoma elimination work in Ethiopia from 2018.
- We are thankful to every single one of the 10,398 remarkable individuals who donated their money, and to the 63 generous supporters who left us gifts in their wills.

4

### BUILD CAPACITY

*In 2017, we successfully built our organisational capacity to better support our programme development and implementation – so more people will be prevented from going blind, now and in the future.*



- Orbis UK staff visited our programme teams in India, Bangladesh, Ethiopia and Zambia to develop projects and to help strengthen their financial reporting, grant compliance and project implementation skills.
- We expanded our UK team to help generate more income to support our blindness prevention programmes around the world.

5

### EXCELLENT SERVICE

*We achieved our aim of providing excellent service to a wide range of partner organisations in the course of delivering our work.*



- As part of the ‘Qatar Creating Vision’ initiative in India and Bangladesh, we worked with local hospitals and three key partners: Sightsavers, the international vision and disability charity; BRAC, the world’s largest NGO; and Grameen Healthcare, the sustainable health delivery network.
- Over just four years, our partnership with Amref Health Africa UK in two districts of Ethiopia enabled us to substantially reduce the prevalence of active trachoma. No further mass treatment is required in one district and we are close to achieving a similar situation in the other.
- In November, we began work with the World Innovation Summit for Health (WISH) to showcase the importance of eye health at its 2018 summit.
- We have developed and implemented new policies and procedures, including an ‘Open Information’ policy and updated ‘Whistleblower’ and ‘Privacy’ Policies.

— Looking —

# AHEAD



**2018**

**2017**

## **BUILD CAPACITY**

We will develop a 2019 - 2021 organisational strategy around delivering transformative eye care programmes in Africa and Asia. We will work towards implementing the Charity Governance Code recommendations to ensure we are governed by the highest standards.

## **EXPANDING OUR PROGRAMME REACH**

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In 2018, we aim to support 32 hospitals and training institutions in Africa and Asia and deliver 60,000 training sessions for health and community workers. We also intend to distribute 8 million antibiotic doses to treat trachoma in Ethiopia and Zambia and provide 315,000 surgical or optical treatments.

## **RAISING OUR PROFILE**

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In 2018, we will continue to raise awareness of the importance of eye health and promote our work fighting avoidable blindness; we will reach new audiences through our media coverage and improved online presence. We will continue to contribute to global forums and conferences, such as the World Innovation Summit for Health in Qatar and the Commonwealth Heads of Government Meeting in the UK.

## **GENERATING INCOME**

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In 2018, we aim to raise £7,990k in the UK, Europe and Middle East.

## **EXCELLENT SERVICE**

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In 2018, we will continue to deliver 'Our Supporter Promise' to all Orbis UK supporters and provide robust management of all new and existing grants. We will also meet all regulatory standards and requirements set by the Charity Commission and Fundraising Regulator, and comply with the new General Data Protection Regulations, which come into force on 25<sup>th</sup> May.

# THANK YOU

OUR VITAL WORK IS MADE POSSIBLE THROUGH OUR PARTNERS,  
SUPPORTERS AND VOLUNTEERS

## **GENEROUS INDIVIDUALS, CHARITABLE TRUSTS AND FOUNDATIONS** (GIFTS OF £5,000 OR MORE)

---

Bruce and Elaine Buck

Pamela Dawswell

Julian and Pat Heslop

Peter and Rosemary Hickson

Huai Hoo Kee

Maurice and Charlotte Lawson

Paul Nicholas

Bim and Pardeep Sandhu

Peter Selfe

Diana Shamash

Peter Williams

Andrew House Trust

Donald Forrester Trust

Hilda Farr Charitable Trust

Linbury Charitable Trust

Qatar Charity

R.U.B. White Charitable Trust

The Beatrice Laing Trust

The Bliss Family Charity

The Carpenter Charitable Trust

The Edenbeg Charitable Trust

Valentine Charitable Trust

COFRA Foundation

Rogers Stirk Harbour and Partners Charitable  
Foundation Ltd.

Stanley Grundy Foundation

The Bhim Ruia Foundation

The Meyer Schwarting Foundation

*We also want to thank the high value donors who  
wished to remain anonymous. We are especially  
grateful to all supporters who generously made a  
gift in their will to Orbis during 2017.*

## **STATUTORY FUNDERS** (GRANTS OF £5,000 OR MORE)

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Department for International Development (DfID)

Jersey Overseas Aid

Qatar Fund For Development

## **GLOBAL CORPORATE PARTNERS**

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Alcon Foundation

FedEx

Jebsen

L'OCCITANE and the L'OCCITANE Foundation

OMEGA

Pfizer

Standard Chartered

UTC Aerospace Systems

## **CORPORATE PARTNERS, EUROPE & MIDDLE EAST (GIFTS OVER £1,000)**

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ACS International Schools Foundation

Aerospars 2000 Ltd

Airport Operators Association

Altomed Ltd

Blink Medical

Clyde & Co

Diamond Hangar

Doha English Speaking School

Dubai Airports

Euromoney Institutional Investor Plc

European Society of Retina Specialists

F&E Aerospace

Gulf Alliance Media Enterprises FZ LLE

Hamad International Airport

OCULUS Surgical

On Air Dining

Oryx Rotana, Doha  
Qatar Airways  
Qatar Aviation Services  
Qatar British Business Forum  
Qatar Executive  
Santander (Wembley High Road)  
Southampton International Airport  
TD Tom Davies  
The Aviation Club UK  
The BMJ  
The Creative Union  
Turner and Townsend  
London listed Victoria Oil & Gas Plc's wholly owned subsidiary Gaz du Cameroun S.A.  
XJet

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### **SPECIAL THANKS**

HRH The Countess of Wessex  
British Embassy, Doha  
Embassy of the State of Qatar, UK

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### **UK, IRELAND, FRANCE AND ITALY VOLUNTEERS 2017**

Ms Ann-Marie Ablett  
Miss Gillian Adams  
Dr Alessia Adduci - Italy  
Mr George Appasamy  
Dr Lawrence Azavedo  
Mr Larry Benjamin  
Mr John Brookes  
Dr Donal Brosnahan  
Dr David Celaschi  
Mrs Angeline Chaipa  
Miss Fiona Dean

Ms Mairead English  
Mrs Louise Garnham  
Ms Nadine Grant-McKenzie  
Dr Jason Ho  
Miss Emma Hollick  
Dr Michelle Le Cheminant  
Dr Sancy Low  
Dr Nurhayati Lubis  
Dr Ghalib Mukadam  
Mr Tony McAleer  
Dr Susan Milroy  
Dr Manish Raval  
Dr Laurent Velasque - France  
Ms Cherelyn Victor  
Dr Paul Youngs

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### **OFFICE VOLUNTEERS 2017**

Polly Holt

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### **UK AMBASSADORS 2017**

Ann-Marie Ablett  
Ian Fleming  
Mary Killen  
Brian Little  
Sunil Ruia  
Rob Pinchbeck  
Emad Turkman MBE  
Henry Wyndham  
Toby Young

# BOARD OF TRUSTEES

## **CHAIR:**

**PETER HICKSON MA FCA  
CHAIR, UK**

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Peter Hickson has been Chair since 2015, having joined the board in 2008. For three years he was also a board member and Treasurer of Orbis International in New York.

During an extensive international business career, he has been a director of over a dozen international public companies including the chair of four of them. Major roles included being Finance Director of Powergen from 1996 until 2002 and Chair of Anglian Water until 2009.

He is also a trustee of Sonoro Music.

## **TRUSTEES:**

**SIR MICHAEL ARTHUR**

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Sir Michael Arthur was a career diplomat until 2010, with roles including three years as British Ambassador to Germany, four years as High Commissioner in India and time in Washington, Paris, Kinshasa and Brussels. His time in India deepened his interest in development issues. He is now the President of Boeing, Europe, overseeing and running operations across the UK and the continent.

Michael joined the Orbis UK board in 2011.

**LARRY BENJAMIN FRCS (ED), FRCOPHTH, DO  
PROGRAMME COMMITTEE CHAIR, UK**

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Larry Benjamin is consultant ophthalmologist at Stoke Mandeville Hospital, Buckinghamshire and has been an Orbis medical volunteer since 2004. With special interests in cataract and diabetic retinopathy management, he has also served on the ophthalmic committee of the Royal Society of Medicine, published a number of scientific papers and two books. In March 2016, Larry received the Care Service Provider trophy at the Charity Staff and Volunteer Awards, for his work improving access to eye care services across the globe.

Larry joined the Orbis UK board in 2008.

**MICHAEL BOYD**

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Michael Boyd holds a degree in Commerce from University College Dublin and is a Barrister at Law. He has also studied at the Harvard and London Business Schools. Most of his working life has been spent providing economic advice to developing countries.

Michael joined the Orbis UK board in 2010 and also sits on the board of Orbis Ireland.

## **CHRISTOPHER (KIT) BRADEN**

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Kit Braden is a director of L'Occitane Groupe SA. Since starting his business career with De La Rue in the 1960s, he has developed a number of privately held manufacturing businesses with factories in Europe, Asia and USA. Kit has supported Orbis programmes, through the L'Occitane Foundation, for over 12 years.

Kit joined the Orbis UK board in 2013.

## **BRUCE BUCK**

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Bruce Buck is Chair of Chelsea FC plc and its wholly owned subsidiary Chelsea Football Club Limited. He is a Director of Petropavlovsk plc and Globalworth Real Estate Limited. Previously he was Managing Partner for Europe for the international law firm Skadden, Arps, Slate, Meagher & Flom and responsible for a broad array of transactions in the corporate and financial areas. He has been practicing law in Europe since 1983.

Bruce joined the Orbis UK board in 1997.

## **TONY COWLES**

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Tony Cowles has served in senior managerial positions for a number of airlines and travel services companies. He is a Freeman of the City of London and a Liveryman with the Worshipful Company of Marketors.

Tony joined the Orbis UK board in 2002.

## **YVETTE DUNNE MA FCA**

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Yvette Dunne graduated in Mathematics and Computation from St Hugh's College, Oxford and then trained and qualified as a Chartered Accountant with PricewaterhouseCoopers. After 15 years in financial management roles in the banking and recruitment industries,

Yvette spent 10 years as a CFO in the not-for-profit sector most recently at St John's School, an independent charity. She currently advises schools and charities on compliance and risk management and works as an inspector for the Independent Schools Inspectorate.

Yvette joined the Orbis UK board in December 2017.

## **NICOLA FLOYD**

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Nicola worked in investment banking in London, Hong Kong, Bangkok and New York for over 10 years. She currently works as a consultant to Operation Fistula. She also sits on the board of Water Harvest and the Edenbeg Charitable Trust. She has a degree in Economic History from Edinburgh University, is a CFA charter holder as well as holding other financial and regulatory qualifications.

Nicola joined the Orbis UK board in September 2017.

## **PATRICIA MOLLER**

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Patricia joined the State Department, following 10 years as an investment banker and tax shelter specialist with Smith Barney. Her first diplomatic assignment was to the consular section in Munich. After that she served in a number of different roles in Madras, Washington DC, Belgrade, Yerevan and Tbilisi.

Ambassador Moller served as the United States Ambassador to the Republic of Guinea from 2009 to 2012. She also served as United States Ambassador to the Republic of Burundi from 2006 to 2009 as well as Charge d'affaires at the U.S. Embassies for the Kingdom of Morocco and Romania.

Patricia joined the Orbis UK board in November 2017 and also sits on the board of Orbis International.

CONTINUED OVERLEAF

# BOARD OF TRUSTEES

## ROB PINCHBECK

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Rob has 40 years of international experience in the oil industry, principally in BP and Petrofac, where he founded and led the Operations Services division. He holds degrees in engineering and business and has lived and worked in UAE, Scotland, California, Australia, Texas and (finally) England. He is an advisor to Energy Growth Momentum, a private equity fund, and serves as a Trustee of RAFT, a UK medical research charity.

Rob joined the board of Orbis UK in July 2017.

## CHRISTINE TOMKINS BSC(HONS), MBCHB (HONS), DO, FRCS, FRCOPHTH, MBA, FFFLM, FRCP

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Christine Tomkins is the Chief Executive of the Medical Defence Union (MDU) and has been a registered medical practitioner for 38 years. She has a proven record of sustained leadership and achievement. Dr Tomkins was a trustee of the Worshipful Company of Spectacle Makers' Charity until 2010 and she was chair from 2004 to 2009.

Christine joined the Orbis UK board in 2011.

## CHARLES VYVYAN

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After Balliol College, Oxford Charles Vyvyan spent 35 years in the Army in a variety of operational command, and staff appointments throughout the world. Since he retired in 2000 he has worked as a strategic and geopolitical adviser to a number of government and commercial organisations.

Charles joined the Orbis UK Board in 2008. He also serves on the Orbis International Board.

### NOTE:

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Maurice Cox, James Forbes and Nag Rao resigned as Trustees in 2017.

## CATHARINA WALLER

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Catharina Waller is a Trade Mark and Patent Attorney at the law firm Bates Wells & Braithwaite and has over 12 years' experience working in the intellectual property (IP) law sector. She frequently works with both charities and commercial companies on IP matters. She has a degree in Chemical Engineering from Imperial College, as well as a degree in Intellectual Property Management.

Catharina joined the Orbis UK Board in July 2017.

## ROBERT F WALTERS FRCS, FRCS(ED), FRCOPHTH

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Rob Walters is a consultant ophthalmologist, working in the National Health Service (NHS) for over 30 years and an Orbis medical volunteer since 1994. Rob has played key roles in numerous UK and international eye health organisations and authored three books on the causes and treatment of blindness.

Rob joined the Orbis UK board in June 2003 and served as Chair from 2008 to 2015. In 2014, he was honoured with the title of Trustee of the Year at the Charity Staff and Volunteer Awards for his dedication to improving eye health globally. Rob also serves on the Orbis International Board (Chair 2010-2013, Emeritus from 2016), the Orbis Africa Board (Chair 2011-2017) and is the Orbis special envoy to the Middle East.

## NIGEL YOUNG AUDIT COMMITTEE CHAIR, UK

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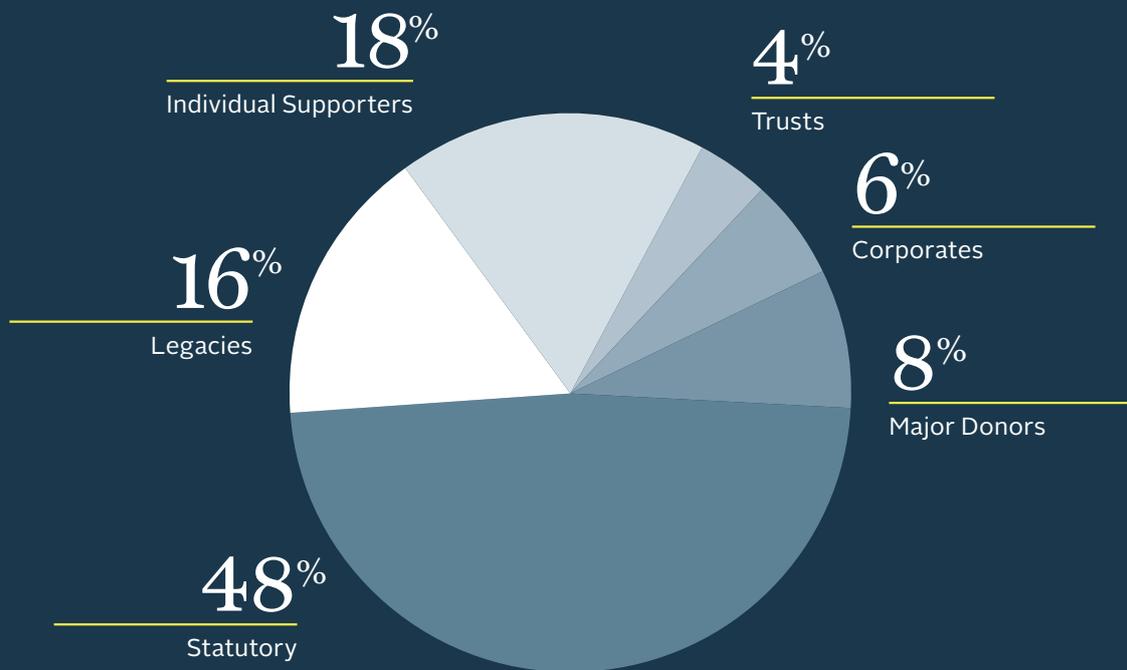
Nigel Young trained as a chartered accountant with KPMG in London and has been Finance Director of several UK public companies. In addition to a degree in Economics from the University of Birmingham, he also holds a Masters degree in Environmental Science. Nigel is also currently a non-executive director of Chemring Group PLC and Non-Executive Chair of P2i Limited.

Nigel joined the Orbis UK Board in 2012.

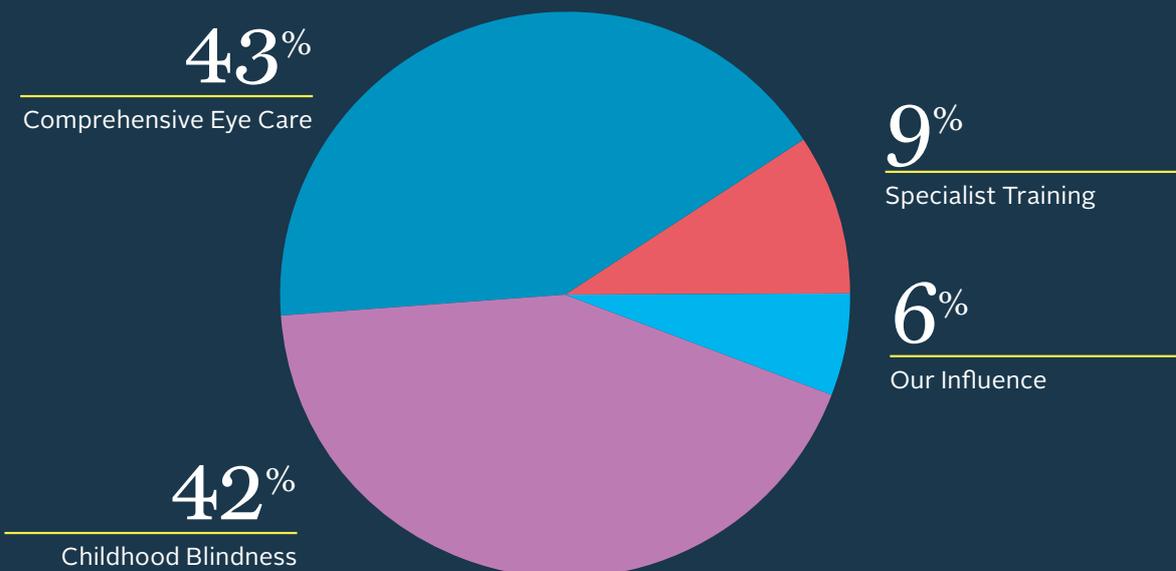
# **FINANCIAL STATEMENTS**

# 2017 FINANCIAL SUMMARY

## INCOME



## CHARITABLE ACTIVITIES



The cost of fundraising was 16.2 per cent of our income in 2017.

# 2017 FINANCIAL STATEMENTS

## REFERENCE AND ADMINISTRATIVE DETAILS

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Orbis Charitable Trust is a registered charity (No 1061352) and a company limited by guarantee (No 3303689). The Memorandum and Articles of Association provide that the liability of each member is limited to £1 in the event of the company being wound up. Orbis UK's address, the names of Trustees, the name of the Chief Executive and other senior management and information on advisers are detailed on the last page of the financial statements.

Orbis UK is an affiliate of Project Orbis International, a non-profit global development organisation established under the laws of the State of New York. This relationship and those with other affiliated organisations, Orbis Ireland and Orbis Africa, are described in further detail in note 21 (Related Parties).

## OBJECTIVES AND PRINCIPAL ACTIVITIES OF THE CHARITY

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Orbis UK's Memorandum of Association states that the objects for the public benefit for which it is established are:

- a) The relief of persons suffering from blindness and the prevention and cure of blindness by the provision of training, education and counselling
- b) The conduct of research into the causes and cure of blindness and sight deficiencies and the publication of the useful results of that research for the public benefit

The Trustees have had due regard to the Charity Commission's guidance on public benefit when considering Orbis UK's objectives and activities.

The overall aim of Orbis UK is to reduce the level of avoidable blindness in the countries and areas in the developing world where we work. Orbis UK provides funds to Orbis International and Orbis Africa to enable

project implementation by grants funding to partners, who include government, local non-governmental and community based organisations. When selecting the geographical project area we consider the level of commitment from government to eye care in order that our work is integrated in a sustainable manner in the national or provincial health system. More information on what Orbis UK does, our work, Orbis UK's five key aims for 2017, how we performed and Orbis UK's five key aims for 2018 can be found in the front section of this report.

## FINANCIAL REVIEW AND RESULTS FOR THE YEAR

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2017 was the most successful fundraising year in Orbis UK's history. It saw a consolidation in Orbis UK's growth in income in 2016. Income grew by 6.7% in 2017 compared to 2016. Income for the year ended 31 December was £8,103k. The diversity of income from different sources remained wide, with no reliance on one single source of income.

Income from donations and legacies was £6,485k, a growth of 14.5% compared to the previous year. The largest increase was in legacy income which grew by 49.8% compared to the prior year. Grant income increased by 16.7% and donation income grew by 2.2%. Income from contracts fell by 15.6%.

Other significant areas of income growth were major donors, trusts and corporate income. Statutory income remained stable compared to 2016. The one area of fundraising which saw a reduction in income was individual giving, which fell by 7.6%. This was due to not being able to cost-effectively recruit new donors at any significant scale to replace donors that have lapsed year on year.

Overall expenditure increased by £42k (0.6%) compared to 2016.

There was a budgeted increase in fundraising expenditure compared to 2016. The increase was due to the visit of the Flying Eye Hospital to Stansted in March 2017 and greater promotion of the work of Orbis to create awareness and generate funds. The cost of raising funds in 2017 was 16.2% of income (2016: 13.8%), which is well below the Trustees' target range of 25 – 30%.

Expenditure on charitable activities fell by £226k (3.5%) in 2017 compared to 2016. Budgeted expenditure on Comprehensive Eye Care was not required due to the success of the trachoma elimination programme in some of the areas of Ethiopia that Orbis works in. There was an increase in expenditure of £600k (29.8%) in Orbis UK's Childhood Blindness programme which reflected the first full year of funding from Qatar Fund for Development for the Qatar Creating Vision programme.

The increase in income from legacies, underspends in programme activities and a transfer of funds between unrestricted and restricted funds has led to unrestricted funds at the end of December 2017 being higher than the Trustees' reserves target. The Trustees agreed that the excess reserve funds would be directed toward programme expenditure in 2018.

We are extremely grateful to those who help prevent and treat blindness in the developing world through their generous donations.

## **STRUCTURE, GOVERNANCE AND MANAGEMENT**

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Orbis UK is governed by its Memorandum and Articles of Association amended on 29 September 1997 and also on 22 December 2005. The Board of Trustees is responsible for the overall governance of the Charity, makes decisions on the strategic direction and policies of Orbis UK and delegates day to day management and implementation of these decisions to the Chief Executive.

Orbis UK adheres to Orbis International's global policies relating to project selection

and approval, all other policies are approved by the Trustees to comply with UK legal requirements and good business practice. The Board of Trustees is authorised to appoint new Trustees as additions to the existing Board or to fill vacancies arising through resignation or death. The Trustees are members and directors for Companies Act purposes. Michael Boyd, Kit Braden, Tony Cowles, Rob Walters and Nigel Young have served in office for the longest period since their election and will retire at the next AGM. The retirees may offer themselves for re-election.

Patricia Moller and Charles Vyvyan also serve as Directors of Orbis International. Michael Boyd resigned from the Board of Orbis International on 17 March 2017. Robert Walters serves as a Director of Orbis Africa. Nigel Young resigned from the Board of Orbis Africa on 31 March 2017. Michael Boyd serves as a Director of Orbis Ireland.

On appointment to the Board, Trustees receive a Trustee handbook that includes the Memorandum and Articles of Association, Charity Commission and good governance information, Trustee job descriptions, terms of reference for sub-committees and programme information. They receive inductions from the Chief Executive and the senior management team. At Board meetings presentations are made on relevant topics to keep Trustees up to date with developments within the charity sector generally and Orbis specifically.

The Board normally meets four times a year and delegates the exercise of certain powers in connection with the management and administration of the Charity as set out below. There are two sub-committees reporting to the Board each with specific terms of reference and functions delegated by the Board, which meet four times a year.

## **AUDIT COMMITTEE**

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The Audit Committee comprises Trustees who are responsible for reviewing the management accounts throughout the year, monitoring Orbis UK's internal controls, recommending the appointment of the Auditors, reviewing the management letter submitted by the Auditors, risk assessment and management of the Charity.

## **PROGRAMME COMMITTEE**

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The Programme Committee comprises Trustees, many of whom have an ophthalmic background, who are responsible for ensuring that Orbis UK maintains a high standard in project selection, development, implementation and monitoring.

## **CHIEF EXECUTIVE AND SENIOR MANAGEMENT TEAM**

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The Chief Executive is responsible for the day-to-day management of Orbis UK's affairs and for implementing policies agreed by the Trustees. The Chief Executive is supported by the Senior Management Team.

The Senior Management Team comprises the key management personnel of the Charity in charge of directing, controlling and operating Orbis UK on a day to day basis.

## **REMUNERATION OF PERSONNEL**

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The pay of all staff, including the Senior Management Team, is reviewed annually and normally increased in accordance with the cost of living. A benchmarking exercise is carried out every three years for comparable roles within the public and not for profit sector in Central London, to set market pay levels for Orbis UK staff. No ex-gratia payments were made in the year.

## **RISK MANAGEMENT**

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The Trustees are committed to maintaining a strong risk management framework to manage risk appropriately. The Audit Committee considers Orbis UK's strategic and operational risks and the mitigations for risks at each meeting. Once a year the Board formally reviews the risk policy, the risk register and approach to risk management.

The principal risk that has been identified by the Trustees is that increased fundraising regulation, coupled with challenges in recruiting new supporters, could lead to a reduction in income with a risk that core costs may not be covered. In mitigation a fundraising and communications strategy has been developed and cost recovery is included appropriately. A further risk area is the capacity of in country programme teams to meet increased donor reporting requirements; this has been mitigated through the role of the UK Programme Support Team. In addition, there is the continuing risk that international incidents may have an impact on staff, volunteers, partners and beneficiaries.

## **RESERVES POLICY**

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The Trustees have examined Orbis UK's requirements for free reserves in the light of the main risks to the organisation. The risks that have been identified are: having insufficient working capital to meet outstanding commitments; that unbudgeted costs may arise; and that there may be an unexpected shortfall in income.

Having taken the risks into account, the Trustees consider that a reserves target of £1,200k +/- 10% is an appropriate level of general reserves for Orbis UK to hold. At 31 December 2017 the balance on general reserves was £2,079k which was £759k above the maximum reserves target set by the Trustees. This was due to several factors. The legacy income accrual was £200k higher than in previous years at the year-end. Programme expenditure was £500k lower than had been anticipated. The majority of this underspend was due to further rounds of antibiotics for trachoma not being required due to the success of previous rounds. The Trustees met in March 2018 and agreed that these additional funds should be directed to programme expenditure and the unrestricted reserves levels at the end of 2018 should be within target levels.

In addition to the general reserve, at 31 December 2017 designated funds stood at £16k.

Designated funds are those funds that have been allocated by the Trustees for particular purposes. Further details are shown in note 18.

## **GRANT MAKING POLICY**

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The decision to fund specific projects is approved by the Board of Trustees following recommendation by the Programme Committee, financial approval by the Audit Committee and selection criteria that includes:

- The size and/or priority of the targeted eye health problem
- Potential impact on preventable blindness
- Strategic alignment
- Value for money
- Fundability of the project in the UK
- The need to maintain a balanced portfolio of programme activity

The projects all fall within the Orbis International approved project portfolio. Funds are transferred to Orbis International and Orbis Africa on the basis of actual or forecast expenditure on the projects.

## **STATEMENT OF TRUSTEES' RESPONSIBILITIES**

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The Trustees (who are also directors of Orbis UK for the purposes of company law) are responsible for preparing the Trustees' Annual Report and the financial statements in accordance with applicable law and United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards).

Company law requires the Trustees to prepare financial statements for each financial year. Under company law the Trustees must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the charitable company and of the 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 Charities SORP/FRS 102;
- make judgments and estimates that are reasonable and prudent;
- state whether applicable UK accounting standards 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 Charity's transactions, disclose with reasonable accuracy at any time the financial position of the Charity and enable them to ensure that the financial statements comply with the Companies Act 2006 and the provisions of the Charity's constitution. The Trustees have applied the exemption available to small companies from preparing a strategic report. They are also responsible for safeguarding the assets of the Charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as each of the Trustees of Orbis UK at the date of approval of this report is aware, there is no relevant audit information of which Orbis UK's auditor is unaware. Each Trustee has taken all of the steps that he/she should have taken as a Trustee in order to make himself/herself aware of any relevant audit information and to establish that Orbis UK's auditor is aware of that information.

A large print version of this report is available via the Orbis website <https://gbr.orbis.org/en/about-us/financials>. This report has been prepared under the provisions of the Companies Act 2006 applicable to small companies.

## **APPROVAL**

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This report was approved by the Trustees on 19 June 2018 and signed on their behalf.

Trustee: \_\_\_\_\_  
PETER HICKSON

## **INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF ORBIS CHARITABLE TRUST**

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### **OPINION**

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We have audited the financial statements of Orbis Charitable Trust ('the company') for the year ended 31 December 2017 which comprise the Statement of Financial Activities, the Summary Income and Expenditure Account, the Balance Sheet, the Cash Flow Statement and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 'The Financial Reporting Standard Applicable in the UK and Ireland' (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the charitable company's affairs as at 31 December 2017 and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### **BASIS FOR OPINION**

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We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs(UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the audit of financial statements section of our report. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our

other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

This report is made solely to the charitable company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to any party other than the charitable company and charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.

### **CONCLUSIONS RELATING TO GOING CONCERN**

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We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- 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 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.

### **OTHER INFORMATION**

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The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. The Trustees are responsible for the other information. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

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 such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in 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 in this regard.

### **OPINIONS ON OTHER MATTERS PRESCRIBED BY THE COMPANIES ACT 2006**

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In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Trustees' annual report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Trustees' annual report has been prepared in accordance with applicable legal requirements.

### **MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY EXCEPTION**

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In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the Trustees' annual report.

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

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

- certain disclosures of Trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the Trustees were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies exemption in preparing the Trustees' Annual Report and from preparing a Strategic Report.

### **RESPONSIBILITIES OF TRUSTEES**

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As explained more fully in the Trustees' responsibilities statement set out on page 31, 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 and for being satisfied that they give a true and fair view, and for such internal control as the Trustees 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.

### **AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE FINANCIAL STATEMENTS**

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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 auditor's 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 aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs (UK) we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purposes of expressing an opinion on the effectiveness of the charitable company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Trustees.
- Conclude on the appropriateness of the Trustees' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the charitable company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify

our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the charitable company to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Signed: \_\_\_\_\_

Neil Finlayson (Senior Statutory Auditor) for and on behalf of Kingston Smith LLP, Statutory Auditor

Date: \_\_\_\_\_

Devonshire House, 60 Goswell Road, London, EC1M 7AD

**STATEMENT OF FINANCIAL ACTIVITIES**  
(INCORPORATING AN INCOME AND EXPENDITURE ACCOUNT)  
**YEAR ENDED 31 DECEMBER 2017**

	Note	Unrestricted funds 2017 (£)	Restricted funds 2017 (£)	Total 2017 (£)	Total 2016 (£)
<b>INCOME FROM</b>					
Donations and legacies	6	3,459,042	3,026,009	<b>6,485,051</b>	5,665,765
Charitable activities	8	-	1,610,611	<b>1,610,611</b>	1,908,675
Investments		7,821	-	<b>7,821</b>	23,475
<b>TOTAL INCOME</b>		<b>3,466,863</b>	<b>4,636,620</b>	<b>8,103,483</b>	<b>7,597,915</b>
<b>EXPENDITURE ON</b>					
Raising funds		1,312,110	-	<b>1,312,110</b>	1,044,944
Charitable activities:					
• Comprehensive Eye Care		588,179	2,094,911	<b>2,683,090</b>	3,288,486
• Childhood Blindness		482,786	2,130,172	<b>2,612,958</b>	2,012,867
• Specialist Training		341,037	240,033	<b>581,070</b>	783,013
• Our Influence		328,870	20,191	<b>349,061</b>	367,335
Total expenditure on charitable activities		1,740,872	4,485,307	<b>6,226,179</b>	6,451,701
<b>TOTAL EXPENDITURE</b>	11	<b>3,052,982</b>	<b>4,485,307</b>	<b>7,538,289</b>	<b>7,496,645</b>
Net gains/(losses) on investments		188	-	<b>188</b>	1,410
<b>NET INCOME/(EXPENDITURE)</b>		<b>414,069</b>	<b>151,313</b>	<b>565,382</b>	<b>102,680</b>
Transfers between funds	18	62,088	62,088	-	-
<b>NET MOVEMENT IN FUNDS</b>		<b>476,157</b>	<b>89,225</b>	<b>565,382</b>	<b>102,680</b>
<b>RECONCILIATION OF FUNDS</b>					
Total funds brought forward		1,602,423	1,572,627	<b>3,175,050</b>	3,072,370
<b>TOTAL FUNDS CARRIED FORWARD</b>		<b>2,078,580</b>	<b>1,661,852</b>	<b>3,740,432</b>	<b>3,175,050</b>

All operations of Orbis UK continued throughout both years. There were no gains or losses other than the surplus for the year.

## BALANCE SHEET AS AT 31 DECEMBER 2017

	Note	2017 (£)	2016 (£)
<b>FIXED ASSETS</b>			
Tangible assets	14	15,624	27,257
<b>TOTAL FIXED ASSETS</b>		<b>15,624</b>	27,257
<b>CURRENT ASSETS</b>			
Investments	15	-	23,348
Debtors	16	2,367,296	749,367
Short term deposits		-	2,849,594
Cash at bank and in hand		2,166,632	1,437,204
<b>TOTAL CURRENT ASSETS</b>		<b>4,533,928</b>	5,059,513
<b>LIABILITIES</b>			
Creditors: amounts falling due within one year	17	(809,120)	(1,911,720)
<b>NET CURRENT ASSETS</b>		<b>3,724,808</b>	3,147,793
<b>TOTAL NET ASSETS</b>		<b>3,740,432</b>	3,175,050
<b>FUNDS OF THE CHARITY</b>			
Restricted funds		1,661,852	1,572,627
<b>UNRESTRICTED FUNDS</b>			
General reserve		2,062,956	1,421,916
Designated funds		15,624	180,507
<b>TOTAL UNRESTRICTED FUNDS</b>		<b>2,078,580</b>	1,602,423
<b>TOTAL CHARITY FUNDS</b>	18	<b>3,740,432</b>	3,175,050

The financial statements were approved and authorised for issue by the Board on 19 June 2018.

Trustee: \_\_\_\_\_  
PETER HICKSON

Trustee: \_\_\_\_\_  
NIGEL YOUNG

## CASH FLOW STATEMENT YEAR ENDED 31 DECEMBER 2017

	Note	2017 (£)	2016 (£)
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Net cash provided by (used in) operating activities	A	(2,149,752)	806,314
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Interest and income from investments		7,821	23,475
Proceeds from sale of investments		50,104	36,834
Acquisition of investments		(26,568)	(21,938)
Purchase of property, plant and equipment		(1,771)	-
<b>NET CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES</b>		<b>29,586</b>	<b>38,371</b>
Change in cash and cash equivalents in the reporting period		(2,120,166)	844,685
Cash and cash equivalents at the beginning of the year	B	4,286,798	3,442,113
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR</b>	B	<b>2,166,632</b>	<b>4,286,798</b>

## NOTES TO THE CASH FLOW STATEMENT

### A. RECONCILIATION OF CASH FLOWS FROM OPERATING ACTIVITIES

	2017 (£)	2016 (£)
Net income/(expenditure) for the year	565,382	102,680
Depreciation charges	13,404	14,626
(Gains) from investments	(188)	(2,432)
Interest from investments	(7,821)	(23,475)
(Increase)/Decrease in debtors	(1,617,929)	183,427
(Decrease)/Increase in creditors	(1,102,600)	531,488
<b>NET CASH PROVIDED (USED IN) BY OPERATING ACTIVITIES</b>	<b>(2,149,752)</b>	<b>806,314</b>

### B. ANALYSIS OF CASH AND CASH EQUIVALENTS

	2017 (£)	2016 (£)
Short-term	-	2,849,594
Cash at bank and in hand	2,166,632	1,437,204
<b>TOTAL CASH AND CASH EQUIVALENTS</b>	<b>2,166,632</b>	<b>4,286,798</b>

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

### STATEMENTS YEAR ENDED 31 DECEMBER 2017

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#### 1. COMPANY INFORMATION

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Orbis Charitable Trust (Orbis UK) is a registered charity and as such is a non-profit making organisation, limited by guarantee and therefore with no share capital. The number of members at 31 December 2017 is 16 and their liability on a liquidation is limited to £1 each. Orbis UK is registered as a limited liability company in England and Wales under number 3303689 and its registered office is Fourth Floor, Fergusson House, 124-128 City Road, London, EC1V 2NJ. Orbis UK is a Public Benefit Entity registered with the Charity Commission under number 1061352.

The financial statements have been prepared under the historical cost convention in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102), the Companies Act 2006 and the Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102), effective 1 January 2015.

Orbis UK constitutes a public benefit entity as defined by FRS 102.

Orbis UK's key activities are the relief of persons suffering from blindness and the prevention and cure of blindness by the provision of training, education and counselling and the conduct of research into the causes and cure of blindness and sight deficiencies and the publication of the useful results of that research for the public benefit.

#### 2. KEY JUDGMENTS AND ASSUMPTIONS

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In the application of the Charity's accounting policies, which are described in note 4, Trustees are required to make judgments, estimates, assumptions about the carrying values of assets and liabilities that are not readily apparent from other sources. The estimates and underlying assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an on-going basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the

revision affects only that period, or in the period of the revision and future periods if the revision affects the current and future periods.

The key sources of estimation uncertainty that have a significant effect on the amounts recognised in the financial statements are described in the accounting policies and are summarised below:

Residuary legacies – The Charity recognises residuary legacies when Orbis UK has entitlement to the money, which is usually on grant of probate, when it is measurable and when there is probability of receipt. This therefore requires an estimation of the amount receivable.

#### 3. PRESENTATION CURRENCY

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The functional currency of Orbis UK is considered to be in pounds sterling because that is the currency of the primary economic environment in which the Charity operates. The financial statements are presented in pounds sterling.

#### 4. ACCOUNTING POLICIES

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The principal accounting policies adopted, judgments and key sources of estimation uncertainty in the preparation of the financial statements are as follows:

##### a) Basis of preparation

The financial statements have been prepared under the historical cost convention in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102), the Companies Act 2006 and the Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102), effective 1 January 2015.

Orbis UK constitutes a public benefit entity as defined by FRS 102.

Having reviewed the financial position the Trustees have a reasonable expectation that the Charity has adequate resources to continue its activities for the foreseeable future. Accordingly, they continue to adopt a going concern basis in preparing the financial statements.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

### STATEMENTS YEAR ENDED 31 DECEMBER 2017

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#### **b) Fund accounting**

Unrestricted funds are expendable at the discretion of the Trustees in furtherance of the objects of Orbis UK. The fund comprises the accumulated surpluses and deficits of unrestricted income and expenditure.

The Trustees have designated certain funds within unrestricted funds for specified purposes ('Designated Funds' – Note 18).

Restricted funds are funds subject to specific trusts, which may be declared by the donors or with their authority by the terms of an appeal, but still within the objects of Orbis UK.

#### **c) Income**

Donations are recognised in the financial statements when received. Legacies are recognised once the Charity becomes entitled to the legacy, is certain of receipt and can measure the amount of the legacy with reasonable accuracy. This is usually on grant of probate, when it is measurable and when there is probability of receipt. Grants are recognised when received or receivable.

#### **d) Gifts in kind and donated services**

Medical supplies and other items and services received are included as income at value to the Charity and as resources expended at the same value when distributed.

#### **e) Expenditure**

Expenditure is accounted for when incurred.

Cost of raising funds comprises fundraising costs associated with generating voluntary income.

Charitable activities comprises all expenditure on activities directly relating to the objects of Orbis UK, including the payments of grants, direct programme expenditure and the costs of supporting charitable activities.

Support costs comprise staff involvement with Orbis UK programmes and central costs (including management, finance, IT, governance and other support costs) and are allocated to activities on the basis of staff time or another basis consistent with the use of resources.

Governance costs are those expenses incurred in compliance with constitutional and statutory requirements.

Payments in foreign currency are translated at the actual rate on the date of the transaction.

#### **f) Tangible fixed assets and depreciation**

Tangible fixed assets are stated at cost including any incidental expenses of acquisition. Assets costing more than £1,500 are capitalised.

Depreciation is provided on all tangible fixed assets at rates calculated to write off the cost over their expected useful economic lives as follows:

- Computer equipment – 20 per cent straight line
- Office equipment – 20 per cent straight line
- Leasehold improvements – over the remaining length of the lease, which has been taken as the date of the break option of 4 August 2018 even though the lease expires on 3 August 2023.

#### **g) Debtors**

Trade and other debtors are recognised at transaction price. Prepayments are valued at the amount prepaid.

#### **h) Investments**

Listed investments are included in the Balance Sheet at market value. Donated investments are sold shortly after receipt and therefore included in current assets.

#### **i) Short term deposits**

Short term deposits and cash at bank are split on the basis of a working capital requirement of three months' expenditure.

#### **j) Cash at bank and in hand**

Cash at bank and cash in hand includes cash and short term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

#### **k) Creditors**

Creditors and provisions are recognised where the Charity has a present obligation resulting from a past event that will probably result in the transfer of funds to a third party and the amount due to

## **NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**

### **STATEMENTS YEAR ENDED 31 DECEMBER 2017**

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settle the obligation can be measured or estimated reliably. Short term trade creditors are measured at the transaction price.

#### **l) Pension costs**

During the year the Charity contributed to a defined contribution Group Personal Pension Plan. The contributions are charged to the Statement of Financial Activities when incurred.

#### **m) Operating leases**

Rentals under operating leases are charged on a straight line basis over the lease term.

#### **n) Liabilities**

Grants are recognised in the accounts once a legal or constructive obligation has been created.

#### **o) Financial instruments**

Orbis UK has financial assets and financial liabilities of a kind that qualify as basic financial instruments.

Basic financial instruments are initially recognised at transaction value and subsequently measured at amortised cost using the effective interest method. Financial assets held at amortised cost comprise cash at bank and in hand, together with trade and other debtors. Financial liabilities held at amortised cost comprise bank loans and overdrafts, trade and other creditors.

At the Balance Sheet date the Charity held financial assets at amortised cost of £4,369k (2016 £4,921k) and financial liabilities at amortised cost of £743k (2016 £1,842k).

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**  
**STATEMENTS YEAR ENDED 31 DECEMBER 2017**

**5. COMPARATIVE STATEMENT OF FINANCIAL ACTIVITIES**

	Unrestricted funds 2016 (£)	Restricted funds 2016 (£)	Total 2016 (£)
<b>INCOME FROM</b>			
Donations and legacies	3,053,582	2,612,183	5,665,765
Charitable activities	-	1,908,675	1,908,675
Investments	23,475	-	23,475
<b>TOTAL INCOME</b>	<b>3,077,057</b>	<b>4,520,858</b>	<b>7,597,915</b>
<b>EXPENDITURE ON</b>			
Raising funds	978,081	66,863	1,044,944
Charitable activities:			
• Comprehensive Eye Care	986,722	2,301,764	3,288,486
• Childhood Blindness	454,165	1,558,702	2,012,867
• Specialist Training	441,128	341,885	783,013
• Our Influence	294,938	72,397	367,335
Total expenditure on charitable activities	2,176,953	4,274,747	6,451,701
<b>TOTAL EXPENDITURE</b>	<b>3,155,034</b>	<b>4,341,611</b>	<b>7,496,645</b>
Net gains/(losses) on investments	1,410	-	1,410
<b>NET INCOME/(EXPENDITURE)</b>	<b>(76,568)</b>	<b>179,248</b>	<b>102,680</b>
Transfers between funds	84,595	(84,595)	-
<b>NET MOVEMENT IN FUNDS</b>	<b>8,028</b>	<b>94,652</b>	<b>102,680</b>
<b>RECONCILIATION OF FUNDS</b>			
Total funds brought forward	1,594,395	1,477,975	3,072,370
<b>TOTAL FUNDS CARRIED FORWARD</b>	<b>1,602,423</b>	<b>1,572,627</b>	<b>3,175,050</b>

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**  
**STATEMENTS YEAR ENDED 31 DECEMBER 2017**

**6. INCOME FROM DONATIONS AND LEGACIES**

	<b>Unrestricted funds 2017 (£)</b>	<b>Restricted funds 2017 (£)</b>	<b>Total 2017 (£)</b>	<b>Total 2016 (£)</b>
Donations	2,166,509	731,846	<b>2,898,355</b>	2,836,874
Legacies	1,292,533	-	<b>1,292,533</b>	862,708
Grants	-	2,294,163	<b>2,294,163</b>	1,966,183
<b>TOTAL INCOME FROM DONATIONS AND LEGACIES</b>	<b>3,459,042</b>	<b>3,026,009</b>	<b>6,485,051</b>	<b>5,665,765</b>

**7. INCOME FROM GRANTS**

		<b>Total 2017 (£)</b>	<b>Total 2016 (£)</b>
Qatar Fund for Development	Qatar Creating Vision	<b>1,538,659</b>	1,373,706
		<b>1,538,659</b>	1,373,706
UK Government: Department for International Development	Vision for Zambia	<b>295,099</b>	181,925
		<b>295,099</b>	181,925
Qatar Charity	Bangladesh	<b>239,435</b>	-
		<b>239,435</b>	-
Government of Jersey	Human Resources for Eye Health in Africa	<b>100,000</b>	99,760
	Ghana	<b>79,722</b>	99,550
	Zambia	-	83,453
	Ethiopia	<b>12,831</b>	49,518
		<b>192,553</b>	332,281
Government of Guernsey	Ethiopia	<b>16,663</b>	49,988
		<b>16,663</b>	<b>49,988</b>
Sightsavers	Ethiopia	<b>11,754</b>	28,283
		<b>11,754</b>	28,283
<b>TOTAL INCOME FROM GRANTS</b>		<b>2,294,163</b>	<b>1,966,183</b>

All income from grants is restricted income.

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**  
**STATEMENTS YEAR ENDED 31 DECEMBER 2017**

**8. INCOME FROM CONTRACTS**

	<b>2017</b> <b>(£)</b>	<b>2016</b> <b>(£)</b>
Sightsavers, DFID SAFE Trachoma elimination programme	<b>1,610,611</b>	1,908,675
<b>TOTAL CONTRACT INCOME</b>	<b>1,610,611</b>	1,908,675

**9. GIFTS IN KIND AND DONATED SERVICES**

The following gifts in kind and donated services were received:

	<b>2017</b> <b>(£)</b>	<b>2016</b> <b>(£)</b>
Support of the Flying Eye Hospital visit to Stansted March 2017	<b>56,455</b>	-
Flights	<b>37,990</b>	5,650
Programme support in the form of frames and medical equipment	<b>32,643</b>	-
Google grant advert	<b>4,150</b>	4,500
Qlikview training	-	1,500
<b>TOTAL GIFTS IN KIND AND DONATED SERVICES</b>	<b>131,238</b>	11,650

**10. NET INCOMING RESOURCES IS STATED AFTER CHARGING:**

	<b>2017</b> <b>(£)</b>	<b>2016</b> <b>(£)</b>
Payments under operating leases	<b>50,000</b>	50,000
Depreciation	<b>13,404</b>	14,626
Fees paid to the auditor:		
• Audit fees	<b>11,950</b>	17,200
• Tax advisory services	<b>850</b>	-

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**  
**STATEMENTS YEAR ENDED 31 DECEMBER 2017**

**11. TOTAL RESOURCES EXPENDED**

	Activities Undertaken Directly (£)	Grant Funding (£)	Support Costs (£)	2017 Total (£)	2016 Total (£)
<b>COST OF RAISING FUNDS</b>					
Raising funds	1,193,536	-	118,574	<b>1,312,110</b>	1,044,944
<b>CHARITABLE ACTIVITIES</b>					
• Comprehensive Eye Care	464,572	2,074,714	143,804	<b>2,683,090</b>	3,288,486
• Childhood Blindness	376,006	2,141,083	95,869	<b>2,612,958</b>	2,012,867
• Specialist Training	165,714	367,421	47,935	<b>581,070</b>	783,013
• Our Influence	151,111	181,972	15,978	<b>349,061</b>	367,335
	1,157,403	4,765,190	303,586	<b>6,226,179</b>	6,451,701
<b>TOTAL RESOURCES EXPENDED</b>	<b>2,350,939</b>	<b>4,765,190</b>	<b>422,160</b>	<b>7,538,289</b>	<b>7,496,645</b>

**GRANTS PAYABLE** Grants of £4,776,527 (2016: £5,252,663) were made during the year for projects managed by Orbis International and Orbis Africa. £4,267,187 (2016: £4,330,118) represents the expenditure of restricted donations received from donors for specific projects, details of these projects are given in note 18 under Restricted Funds. The balance of £509,340 (2016: £922,545) was directed to programmes in Ethiopia, Southern and Western Africa, Bangladesh and India and the Flying Eye Hospital on specific projects identified by the Trustees. Support costs allocated to grant making activities totalled £303,586 (2016: £233,746).

**12. ANALYSIS OF SUPPORT COSTS**

	Support Staff Costs (£)	Facilities and Depreciation (£)	Governance (£)	2017 Total (£)	2016 Total (£)
<b>COST OF RAISING FUNDS</b>					
Cost of raising funds	-	111,453	7,121	<b>118,574</b>	97,558
<b>CHARITABLE ACTIVITIES</b>					
• Comprehensive Eye Care	53,285	85,083	5,436	<b>143,804</b>	90,482
• Childhood Blindness	35,523	56,722	3,624	<b>95,869</b>	75,402
• Specialist Training	17,180	28,943	1,812	<b>47,935</b>	41,471
• Our Influence	5,920	9,454	604	<b>15,978</b>	26,391
	111,908	180,202	11,476	<b>303,586</b>	233,746
<b>TOTAL RESOURCES EXPENDED</b>	<b>111,908</b>	<b>291,655</b>	<b>18,597</b>	<b>422,160</b>	<b>331,303</b>

Support staff costs have been apportioned on the basis of staff time in each area of charitable activity. Facilities and depreciation and governance costs have been allocated on the basis of staff time in each area across fundraising and charitable activities.

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**  
**STATEMENTS YEAR ENDED 31 DECEMBER 2017**

**13. STAFF COSTS**

	<b>2017 Total (£)</b>	<b>2016 Total (£)</b>
Wages and salaries	<b>1,383,987</b>	1,266,410
Social security costs	<b>144,452</b>	130,355
Pension costs	<b>82,844</b>	69,823
<b>TOTAL</b>	<b>1,611,282</b>	1,466,588

Number of full time equivalent employees whose emoluments exceeded £60,000:

£60,000 - £70,000	<b>1</b>	-
£70,001 - £80,000	<b>1</b>	1
£80,001 - £90,000	<b>2</b>	1
£100,001 - £110,000	<b>1</b>	1

Contributions in the year to pension schemes for these employees was £36,468 (2016: £21,658).

Remuneration in respect of key management personnel in the year was £439,880 (2016: £414,347).

The average headcount number of employees and full-time equivalent (FTE), analysed by function, for the year was:

	<b>2017 Headcount</b>	<b>2017 FTE</b>	<b>2016 Headcount</b>	<b>2016 FTE</b>
Fundraising	<b>19</b>	<b>18</b>	17	16
Finance and Administration	<b>9</b>	<b>8</b>	8	7
Programme Support	<b>5</b>	<b>5</b>	4	4
<b>TOTAL</b>	<b>33</b>	<b>31</b>	29	27

Orbis UK provides life assurance cover at four times annual gross salary for qualifying staff, the cost is approximately £198 (2016: £160) per person per annum.

No members of staff were made redundant in 2017 (2016:nil).

Expenses reimbursed to 2 Trustees amounted to £4,461 (2016: 5 Trustees totalling £10,440) in respect of travel, accommodation, and entertainment. Neither the Trustees nor any person connected with them have received any remuneration.

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**  
**STATEMENTS YEAR ENDED 31 DECEMBER 2017**

**14. TANGIBLE FIXED ASSETS**

	Computer Equipment (£)	Office Equipment (£)	Leasehold Improvements (£)	Total (£)
<b>COST</b>				
At 1 January 2017	85,679	102,665	100,583	288,927
Additions	-	1,771	-	1,771
Disposals	(3,737)	(68,548)	-	(72,285)
<b>AT 31 DECEMBER 2017</b>	<b>81,942</b>	<b>35,888</b>	<b>100,583</b>	<b>218,413</b>
<b>DEPRECIATION</b>				
At 1 January 2017	78,968	93,797	88,905	261,670
Charge for year	3,294	1,975	8,135	13,404
Disposals	(3,737)	(68,548)	-	(72,285)
<b>AT 31 DECEMBER 2017</b>	<b>78,525</b>	<b>27,224</b>	<b>97,040</b>	<b>202,789</b>
<b>NET BOOK VALUE AT 31 DECEMBER 2017</b>	<b>3,417</b>	<b>8,664</b>	<b>3,543</b>	<b>15,624</b>
At 31 December 2016	6,711	8,868	11,678	27,257

**15. INVESTMENTS**

	2017 (£)	2016 (£)
Listed investments	-	23,348

A donation of shares was received in December 2016 and sold in January 2017. A further donation of shares was received in August 2017 and sold in October 2017.

**16. DEBTORS**

	2017 (£)	2016 (£)
Other debtors	1,500,771	79,092
Accrued income	701,550	554,956
Prepayments	85,465	67,572
Gift Aid	79,510	47,747
<b>TOTAL</b>	<b>2,367,296</b>	<b>749,367</b>

Other debtors includes cash transferred to Orbis International where Qatar Fund for Development and Sightsavers have provided funding in advance of programme expenditure for projects. These amounts totalled £1,253,512.

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**  
**STATEMENTS YEAR ENDED 31 DECEMBER 2017**

**17. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR**

	<b>2017</b>	<b>2016</b>
	<b>(£)</b>	<b>(£)</b>
Grants payable	<b>569,220</b>	1,687,832
Trade creditors	<b>67,461</b>	48,170
Tax and social security	<b>65,648</b>	81,623
Other creditors	<b>61,052</b>	60,634
Accruals	<b>45,139</b>	33,461
<b>TOTAL</b>	<b>809,120</b>	1,911,720

Movement in recognised provisions and funding commitments during the year.

	<b>Grant commitments accrued (£)</b>
Grant commitments recognised as at 1 January 2016	1,687,832
New grant commitments charged to the Statement of Financial Activities in year	4,765,190
Grants paid during the year	(5,883,802)
<b>Amount of grant commitments recognised as at 31 December 2017</b>	<b>569,220</b>

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**  
**STATEMENTS YEAR ENDED 31 DECEMBER 2017**

**18. STATEMENT OF FUNDS**

	Balance 1 Jan 2017 restated (£)	Income (£)	Expenditure (£)	Transfers (£)	Gains and Losses (£)	Balance 31 Dec 17 (£)
<b>UNRESTRICTED FUNDS</b>						
General Reserves	1,421,916	3,466,864	(2,933,562)	107,551	188	<b>2,062,956</b>
<b>DESIGNATED FUNDS</b>						
Orbis International global initiatives	153,250	-	(107,787)	(45,463)	-	-
Fixed assets	27,257	-	(11,633)	-	-	<b>15,624</b>
<b>TOTAL DESIGNATED FUNDS</b>	<b>180,507</b>	<b>-</b>	<b>(119,420)</b>	<b>(45,463)</b>	<b>-</b>	<b>15,624</b>
<b>TOTAL UNRESTRICTED FUNDS</b>	<b>1,602,423</b>	<b>3,466,864</b>	<b>(3,052,982)</b>	<b>62,088</b>	<b>188</b>	<b>2,078,580</b>
<b>RESTRICTED FUNDS</b>						
Grant funding:						
• Comprehensive Eye Care	102,441	2,524,176	(2,094,911)	(96,598)	-	<b>435,108</b>
• Childhood Blindness	1,274,931	1,947,877	(2,130,172)	137,660	-	<b>1,230,295</b>
• Specialist Training	194,073	145,559	(240,033)	(103,150)	-	<b>(3,551)</b>
• Our Influence	1,182	19,009	(20,191)	-	-	-
<b>TOTAL RESTRICTED FUNDS</b>	<b>1,572,627</b>	<b>4,636,620</b>	<b>(4,485,307)</b>	<b>(62,088)</b>	<b>-</b>	<b>1,661,852</b>
<b>TOTAL FUNDS</b>	<b>3,175,050</b>	<b>8,103,483</b>	<b>(7,538,289)</b>	<b>-</b>	<b>188</b>	<b>3,740,432</b>

In the 2016 Annual Report and Accounts, the allocation of funds between general and designated funds was misstated in the statement of funds note. The amounts on the balance sheet for 2016 were correct. The opening balances for 2017 shown above are the correct amounts.

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**  
**STATEMENTS YEAR ENDED 31 DECEMBER 2017**

**18. STATEMENT OF FUNDS (CONTINUED)**

**UNRESTRICTED FUNDS**

Designated funds are held for the following purposes:

**ORBIS INTERNATIONAL GLOBAL INITIATIVES** – nil – this fund is to ensure that the MD10 launch and goodwill tours within the EMEA region during 2017 are supported. Unused funds were transferred to unrestricted funds at the year end.

**FIXED ASSETS** – £15,624 – this fund is the value of assets held as fixed assets which are not readily accessible as free reserves.

**RESTRICTED FUNDS**

Restricted funds are held for the following purposes:

**COMPREHENSIVE EYE CARE** – £435,108 – Orbis projects focussing on adult eye health or both adult & child eye health, including rural eye care and Trachoma elimination.

**CHILDHOOD BLINDNESS** – £1,230,295 – Orbis projects focussing on child eye health.

**SPECIALIST TRAINING** – (£3,551) – Orbis projects focussing on strengthening health systems.

**OUR INFLUENCE** – nil – Orbis projects focussing on promoting eye health.

**TRANSFERS FROM RESTRICTED FUNDS** – The transfer of funds represents funds expended in 2016 for which restricted funds were received in 2017.

**TRANSFERS BETWEEN RESTRICTED FUNDS** – The transfer of funds between restricted funds represents restricted funds donated for work in Zambia in general. The transfers, which are between different Zambian projects, are at the discretion of the charity.

**19. ANALYSIS OF NET ASSETS BETWEEN FUNDS**

	Unrestricted Funds (£)	Restricted Funds (£)	Total Funds (£)
Tangible fixed assets	15,624	-	15,624
Current assets	2,351,085	2,182,843	4,533,928
Grants payable	(48,228)	(520,992)	(569,220)
Other current liabilities	(239,900)	-	(239,900)
<b>TOTAL NET ASSETS</b>	<b>2,078,581</b>	<b>1,661,851</b>	<b>3,740,432</b>

**20. FINANCIAL COMMITMENTS**

At 31 December Orbis UK had annual commitments under an operating lease expiring in August 2018 as follows:

	2017 Total (£)	2016 Total (£)
Within one year	<b>33,858</b>	50,000
Between one to five years	<b>1,353</b>	29,166
	<b>35,211</b>	79,166

In 2017 £50,000 (2016: £50,000) was paid under an operating lease. Orbis UK had no capital commitments at the end of the year (2016: none).

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**  
**STATEMENTS YEAR ENDED 31 DECEMBER 2017**

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**21. RELATED PARTIES**

- a.** Orbis UK is an affiliate of and has a memorandum of understanding (MoU) with Project Orbis International Inc, a not for profit organisation registered in New York. The MoU includes the use of the trademark and how the two organisations will work together. Patricia Moller, Charles Vyvyan, Michael Boyd (resigned 17th March 2017) and James Forbes served as Directors of Orbis International.

The expenditure incurred during 2017, with respect to Orbis International projects amounted to £3,502,744 (2016: £3,946,370) and covers grants payable for programmatic work in Bangladesh, Ethiopia, India, the Flying Eye Hospital and telemedicine. The outstanding balance due from Orbis International at 31st December 2017 was £694,863 (2016: £1,683,265, due to Orbis International).

- b.** Orbis Africa, a non profit company with public benefit organisation status was registered in South Africa in April 2012. Robert Walters and Nigel Young (resigned 31st March 2017) are Directors and Rebecca Cronin (resigned 13th March 2017) and Lene Øverland are ex-officio Directors of Orbis Africa. Orbis UK provides funding for projects in Zambia, Ghana, Cameroon, Kenya, Uganda, Tanzania, Malawi and Rwanda and towards the running costs of the organisation. The total expenditure funded by Orbis UK in the year was £1,185,335 (2016: £1,174,330). The outstanding balance due from Orbis Africa at 31st December 2017 was £161,814 (2016: £7,766, due to Orbis Africa).
- c.** Orbis Ireland is a company limited by guarantee, registered in Ireland in 2005, Michael Boyd and Maurice Cox are Directors of Orbis Ireland and Orbis UK (Maurice Cox resigned from Orbis UK, 6 June 2017). No financial transactions have taken place between the two organisations in 2017.
- d.** Donations were received from six Trustees amounting to £33,443 (2016: three Trustees totalling £5,550). Trustee Nicola Floyd is also a Trustee of The Edenbeg Charitable Trust which kindly donated £38,654 in 2017.

## **TRUSTEES AND OFFICERS YEAR ENDED 31 DECEMBER 2017**

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Listed below are the current and past Trustees who served during the year, together with the names of the Chief Executive, Senior Management Team and external advisers.

### **TRUSTEES**

Peter Hickson (Chairman)

Sir Michael Arthur

Larry Benjamin

Michael Boyd

Kit Braden

Bruce Buck

Anthony Cowles

Maurice Cox  
(resigned 6 June 2017)

Yvette Dunne  
(appointed 13 December 2017)

Nicola Floyd  
(appointed 19 September 2017)

James Forbes  
(resigned 15 November 2017)

Patricia Moller  
(appointed 15 November 2017)

Robin Pinchbeck  
(appointed 25 July 2017)

Nag Rao  
(resigned 2 June 2017)

Melanie Richards  
(resigned 1 March 2017)

Christine Tomkins

Charles Vyvyan

Catharina Waller  
(appointed 4 July 2017)

Robert Walters

Nigel Young

### **CHIEF EXECUTIVE**

Rebecca Cronin

### **SENIOR MANAGEMENT**

Kath Backhouse

David Bennett

Jennifer Sheils

Allan Thompson

### **REGISTERED OFFICE**

6th Floor,  
10 Lower Thames Street,  
London,  
EC3R 6EN

### **AUDITORS**

Kingston Smith LLP,  
Devonshire House,  
60 Goswell Road, London,  
EC1M 7AD

### **BANKERS**

Barclays Bank PLC  
Hatton Garden, London,  
EC1N 8DN

### **SOLICITORS**

Bates, Wells & Braithwaite  
10 Queen Street Place,  
London,  
EC4R 1BE

श्री लक्ष्मी सतना (म.प्र.)  
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