

QUARTER 2

APRIL TO JUNE 2023

The Dalai Lama met with the VisionSpring Foundation team and board in Dharamshala. Pictured: His Holiness blessing Anshu Taneja, India General Manager

Executive Summary

VisionSpring had an exciting Q2, building on momentum from earlier in the year and expanding existing programs into new geographies. Year to date, VisionSpring has screened 1.2M people through our Vision Access Program (VAP) and dispensed a total of 840k eyeglasses across all channels. Although we have achieved 89% of our YTD eyeglasses targets, which puts us 13% ahead of where we were in 2022, we are still working to fully meet our goals.

Our *Reading Glasses for Improved Livelihoods* (RGIL) program has exceeded 133% of its target, thanks to a strong performance in Bangladesh and new partnerships in Zambia and Uganda. We have secured initial funds to develop the *Livelihoods in Focus* initiative which is now growing with new partners in India, Kenya, and Ghana. We have fomented cross-

organizational learning through workshops, site visits and conference participation with team members convening in each other's markets.

To catch-up on our targets, we've developed plans to address key challenges, particularly those associated with recruiting VAP implementation teams. Looking at our program and sales pipeline we are optimistic about reaching our goal of empowering 1.9M people with clear vision by the end of 2023.

Onward,



Ella Gudwin

Ella Gudwin | CEO



Q2 HIGHLIGHTS



Launch of *See to be Safe* Nigeria and Zambia (see Page 5)



Bounce-back of government tenders business in India

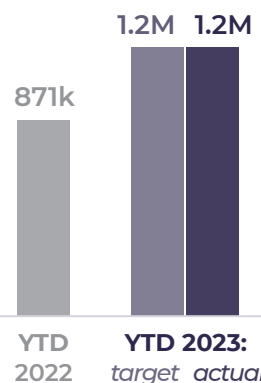


Blessings from His Holiness the Dalai Lama!

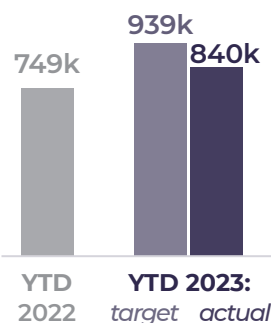
Q2 YEAR-TO-DATE RESULTS



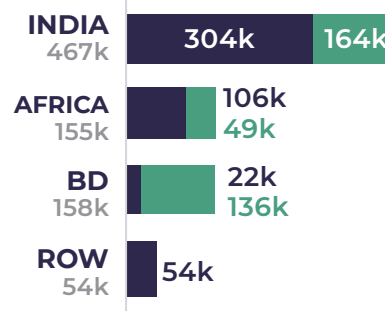
1.2M
PEOPLE
SCREENED



840k
EYEGLASSES
SOLD



GLASSES BY
REGION

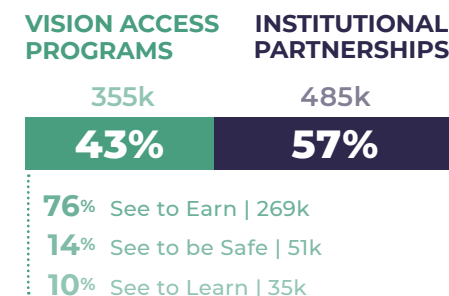


BD: Bangladesh
Row: Rest of the World

■ Vision Access Programs
■ Institutional Partnerships



BY CHANNEL



Vision Access Programs

Round-up: Bangladesh Shines, Africa Launches New Programs, India is Behind

Vision Access Programs (VAP) - (*See to Earn*, *See to Learn*, and *See to be Safe*) collectively screened 574k people and dispensed 157k eyeglasses in Q2 - 76% of goal. Bangladesh has been a standout at 138% of goal, and additional highlights included the launch of new *See to Earn* and *See to be Safe* programs in Zambia and Nigeria (more on Page 5). The *Clear Vision Workplaces* (CVW) program is on target to reach its annual goal and completed 40k screenings in 21 factories across Bangladesh, Vietnam, and India. India is behind goal (68% of YTD) due to program and staffing delays in Q2. In India, we are behind our *See to Earn* screening targets, but expect to close the gap by expanding recruitment capacity and with a strong pipeline of new CSR contracts.

Livelihoods in Focus: Rolls-out India and Launches in Kenya and Ghana

Q2 was a big quarter for *Livelihoods in Focus* (LIF), the 5-year, multi-country initiative we announced last year to preserve earning potential among people in economically important, near-vision-intensive occupations – specifically, tea, coffee, cocoa, and vanilla workers, as well as their neighboring artisans and micro-entrepreneurs in India and Sub-Saharan Africa.

Since its January kick-off, LIF has made significant headway in Assam, India, a key contributor to global tea production. Partnering with local NGOs and corporate partners, we've assigned six of the eight planned teams to advance our focus on enhancing productivity among tea pickers through corrective eyewear, as demonstrated by the PROSPER trial's 22-32% lift. As we recruit local personnel, our immediate priorities are to meet YTD targets for 2023 and secure additional partners to expand our impact in Assam. By the end of the year, we expect to screen the vision of 125k tea pickers, artisans, and their family members.

We are excited to be expanding *Livelihoods in Focus* in both Ghana and Kenya. In Ghana, we are concentrating our efforts in the cocoa growing regions, starting with Ashanti. We've recruited a 5-person vision access program team, on-boarded 3 implementing partners, and deepened partnerships with the national farmers association and Fludor, a leading agribusiness supply chain company in Ghana. These collaborations have resulted in the screening of the vision of 36k farmers as of June. In Kenya, our focus is on enhancing productivity among factory and agricultural workers. Collaborating with farmer agencies, cooperatives, and various industries, we've screened over 33k individuals, with 35% receiving reading glasses. We anticipate screening 60k individuals in the tea, coffee, flower, garment sectors, and more by year-end.



While based at The Goneshbari Tea Estate I have worked in the field as well as the factory. Early on in my career at the tea estate, I noticed that I was struggling to see at both short and long range but did not think much of it.

It was not until I had a check-up at VisionSpring's eye camp that I realised the impact of my poor vision on my day-to-day life. Since wearing glasses, I have been able to perform my job to my best ability and I feel empowered to grow and try out new roles on the estate."

ARSHAD KHAN, TEA GARDEN WORKER

Institutional Partnerships

India, Africa, and Bangladesh Expand to New Partnerships

In the recent quarter, Institutional Partnerships posted significant achievements. India led with a 94% target achievement from 304k pairs sold, driven by a 69% year-on-year rise in government partnerships. Africa reported a 23% YoY growth from key markets in Ghana, Kenya, and Nigeria, and a new partnership with Uganda Red Cross Society. Bangladesh pursued new eye care hospital partnerships, and the ROW segment secured orders for 36k pairs. By Q2, we hit 91% of our annual target with 486k pairs sold. Performance-wise, India and Africa exceeded or neared their goals at 94% and 92%, while Bangladesh and the ROW, including Vietnam, faced challenges, achieving 43% and 82% due to staff changes, now resolved. Our next steps focus on solidifying gains and addressing challenges.

VisionSpring Renews Mission with Telangana's Eye Care Initiative

In 2018, the government of Telangana, India launched Kanti Velugu, a statewide screening program with the goal of eliminating preventable blindness and fulfilling eyeglasses to all citizens in need. VisionSpring played an integral role in the program, providing more than 100k pairs of glasses directly from our lens labs. Now five years later, we are proud to partner again with the Telangana government as it restarts the Kanti Velugu program. Through a tender process, we have been awarded a contract to provide 50k pairs of eyeglasses to cover the needs of adults in Narayanpet and Wanaparthy districts.

Scentia Approaches Quarter-Million Milestone in Central America

VisionSpring is proud to mark half a decade of impactful partnership with Scentia! Scentia, with its Avon-style business model, employs a predominantly female workforce that goes door-to-door across Guatemala, Honduras, El Salvador, and Nicaragua. Our collaboration began in 2018 when VisionSpring worked with Scentia to introduce reading glasses into their product offering for the first time and facilitated a training-of-trainers approach, empowering sales managers to train laypeople in identifying presbyopia and dispensing the appropriate reading glasses. Additionally, we added a presbyopia chart to Scentia's catalogue and customized their packaging and branding to suit their supply chain. To date, our combined endeavors have facilitated the sale of 237k corrective eyeglasses.



Pharmacy Program Wins Award from Ghana Pharmacy Association

Team VisionSpring-Ghana earned recognition by the Ghana Pharmacy Association for “outstanding contribution to the community practice” and helping to drive sustainable growth and development for pharmacies in the Ashanti region. These groundbreaking pharmacies have established convenient, affordable access to sight tests, clear near vision, and referral for higher level eye care. They are strategically located in communities with high requirements for clear near vision such as kente cloth weaving cooperatives, cocoa farms, large marketplaces, and auto repair clusters. The program began a little over a year ago and we are now rapidly approaching the milestone of having 200 pharmacies carrying reading glasses - with plans for expansion!



See to Be Safe Spotlight

See to be Safe Launches in Nigeria and Zambia

Thanks to funding from Latter-Day Saints Charities, VisionSpring has established a See to be Safe program in Nigeria where road safety has become a priority for the government. We initiated the program in Lagos, through which 60% of Nigeria's trucks transit and which hosts the busiest port in the country. Working with Petroleum Tanker Drivers Union and the Port Authority, we secured permission to hold a weekly vision outreach service in the Apapa port in Lagos. Our initial goal for 2023 is to screen the vision of 10k drivers and transportation workers and correct the vision of 3,500.

See to be Safe has also expanded to Zambia. We announced an official partnership with the Zambia Road Safety Trust to establish vision care as a critical component in national road safety interventions. We launched the program in Q2 following training activities for implementing partners, which included instruction on how to conduct screenings, interpret results, and report data and outcomes. Additional topics included education, awareness, and standardization. VisionSpring also held a workshop with essential stakeholders from the Bus and Taxi Drivers Association, the Commuters Rights Association, and the National Road Safety Ambassadors. They revealed insights on Zambia's deadliest roads; shared ideas for reaching drivers through social media networks; and advised techniques to influence policy change and encourage government support.



DRIVES RCT Now in Motion

VisionSpring is preparing to conduct a randomized controlled trial (RCT) in early 2024 to understand the impact of distance vision correction for truck drivers on the risk of a crash. Called DRIVES, the RCT will measure risky driving behaviors before and after drivers get glasses, including harsh braking, harsh cornering and harsh acceleration. We have secured funds, assembled the research team, and submitted the study protocol for ethical review. The DRIVES research team hails from the All India Institute of Medical Science (AIIMS), India Institute

of Technology Transportation Research and Injury Prevention (TRIP) Centre, and Queen's University Belfast; and Chetak Logistics has generously invited the study to be conducted in their fleet of trucks and drivers.



**BBC
WORLD
SERVICE**

I felt that no one will give me work if I wear specs. Everyone is worried about their jobs... who would employ you if you can't see anything?"

ANKIT SHARMA, 27-year-old truck driver

 **Hear Ankit in the BBC World Service story about VisionSpring**

What We Are Learning

- Pop-ins™ can fulfill 75%* of distance vision prescriptions on-the-spot for drivers on-the-move
- Drivers have unique fears and common misconceptions about blurry vision and eyeglasses
- The importance of securing adequate space and permissions to provide vision outreach services in strategic locations such as ports, transportation hubs, break-bulk centers, and border crossings

*VisionSpring India Pop-in Assessment Survey (2022)

Media Highlights

- How wearing glasses can improve the economy, **BBC**, Apr 11
- Garment worker vision – the problem hiding in plain sight, **JustStyle**, Apr 12
- Bringing Millions of People Around the World Access to Eyecare - Dr. Jordan Kassalow, **Disruptors for GOOD**, Apr 17
- Viewpoint, Ella Gudwin: Seeing clearly, **The Optician**, Apr 28
- How VisionSpring Fixes a Garment Worker 'Problem Hiding in Plain Sight', **Sourcing Journal**, Jun 24
- New Vision Program Will Test the Sight of Nearly 50,000 Rural Zambians, **INVISION**, Jun 30

Awards

- VisionSpring awarded the Gold at the 6th Annual Grow Care India CSR Awards
- Recognized with the Ghana Pharma Award for “outstanding contribution to the community practice” by the Ghana Pharmacy Association

Events

- Dr. Jordan Kassalow joined a panel in Oxford at the 20th annual **Skoll World Forum** entitled “This Isn’t Easy: A Dialogue on Exercising Moral Courage”
- At the **BSG Sustainability Conclave** in New Delhi, Anshu Taneja spoke on the keynote panel, “Goals to Action: Through Sustainable Behaviour”

- Ella Gudwin guest lectured at **Stanford University Graduate School of Business** which released a new case study about VisionSpring's scaling journey as a social enterprise.
- During **Catalyst 2030's Catalysing Change Week**, Anshu Taneja led a virtual session, "Making Roads Safer through Clear Vision"
- In Nigeria, VisionSpring was recognized as an outstanding road safety organization by Greatpen Global Media Limited and the Lagos State Ministry of Transportation during **United Nations Global Road Safety Week**

His Holiness the Dalai Lama Blesses VisionSpring's Mission



In June, VisionSpring provided the first-ever vision screenings for the Dalai Lama's community. We screened the eyesight of 681 monks at the Gyato, Kirti, and Namgyal monasteries; traditional Tibetan artists at the Norbulingka Institute; and students in schools run by His Holiness. In total, 385 community members now have clear vision through VisionSpring eyeglasses.

The opportunity to receive blessings from His Holiness for our global mission was a deeply moving experience for our team members and the VisionSpring India board of directors.

 *I know from personal experience how a pair of eyeglasses can change someone's life for the better. I am pleased to know about the good work being done by VisionSpring to correct the vision of underprivileged people, young and old, in Dharamshala recently and in other places as well."*

HIS HOLINESS THE DALAI LAMA

TRAVEL WITH US!

VisionSpring invites our partners to travel with us to India between March 2-10, 2024. This is a great opportunity to meet our customers, teams, partners and see our work in community! For more information, email Erica DeKranes at erica.dekranes@visionspring.org.

Countries of operation

Bangladesh | Ghana | India | Kenya
Nigeria | Uganda | Vietnam | Zambia
USA support office

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See well.
Do well.