



**VisionSpring**

See well. Do well.

# QUARTER 2 Report

APR-JUN 2022



# Executive Summary

VisionSpring continued our momentum throughout Q2 (April to June 2022). We achieved 52% of our annual eyeglasses delivery goal, screening the vision of 871k of people and providing 749k eyeglasses year to date (YTD) through both our vision access programs (B2C) and institutional partnerships (B2B)! In addition to programmatic achievements, we launched our exclusive made-in-India eyeglasses line (more on pg 5). And, we were encouraged that member states of the United Nations adopted a resolution on road safety (SDG 3.6) which includes vision impairment for the first time, thanks to the collective effort of the UN Friends of Vision group, of which we are a founding member. Looking ahead to the next quarter, we are excited to convene an Africa Team Summit and host our board of directors in Ghana, and maintain momentum as we build up to correcting the vision of 1.4 million people by year-end.

Warmly,



Ella Gudwin

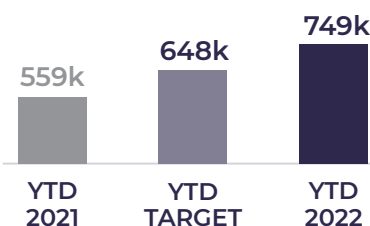
## Q2 HIGHLIGHTS

1. Achieved 116% of eyeglasses sales target Q2 YTD, overachieving in both Vision Access Programs and Institutional Partnerships
2. Launched proprietary Dare to Matter line of VisionSpring eyeglasses, "Made in India. Made for the World."
3. Navigated global supply chain issues, including port shut-downs in China and rising costs

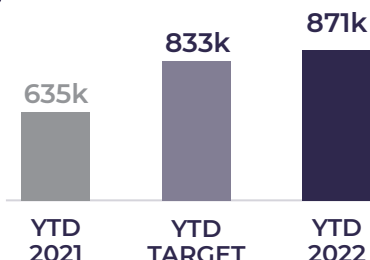
## Q2 YEAR-TO-DATE RESULTS



### 749k EYEGLASSES SOLD



### 871k PEOPLE SCREENED



## Q2 YTD BY CHANNEL

VISION ACCESS PROGRAMS

315k

INSTITUTIONAL PARTNERSHIPS

434k

42%

58%

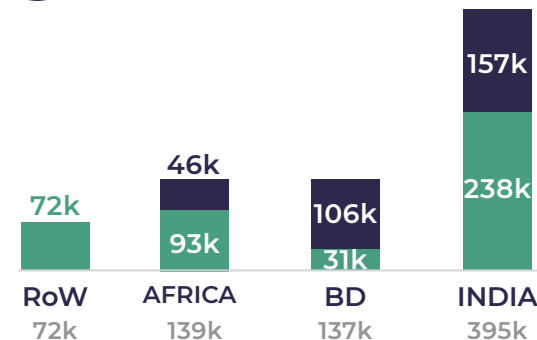
85% See to Earn | 266k

9% See to be Safe | 30k

6% See to Learn | 18k



## Q2 YTD GLASSES BY REGION



Row: Rest of the World

BD: Bangladesh



# Vision Access Programs

## Vision Access Programs Achieve 135% of Eyeglasses Target

VisionSpring's Vision Access Programs (VAP) – *See to Earn, See to Learn, See to be Safe* – collectively overachieved on Q2 targets, screening 437k people and providing 140k eyeglasses. This brought the year-to-date VAP performance through Q2 to 135% of target. Screenings through our Clear Vision Workplaces program (CVW, part of *See to Earn*) and *See to be Learn* are still catching up from COVID-related factory and school shutdowns in Q1. We expect both programs to continue to pick up momentum in the second half of the year.

## Clear Vision Workplaces Resumes in India and Vietnam!

This year we are working towards screening the vision of 135k garment, textile and apparel workers in factories in Bangladesh, India and Vietnam which, represents a 20% growth rate over 2021.

In Q2 we restarted Clear Vision Workplaces (CVW) screenings in factories in India and Vietnam following COVID-related holds. In addition, we leveraged a grant from USAID to secure matching-fund contracts with 10 manufacturing groups who are introducing workplace sight tests for the first time to a

total workforce of 70,000 people across the three countries.

By year end, Bangladesh will account for more than 50% of glasses distributed through the CVW program to workers, and we expect the program in Bangladesh to break even financially for the first time in Q3! Through CVW we are tracking to screen a cumulative 400k workers by the end of 2022, since we started in 2018.

## Key statistics

Based on screening data from approx. 25-30k workers in three countries (India, Bangladesh, and Vietnam) we have found the following generalizable insights:



On average **30% of workers in garment factories** have uncorrected blurry vision.



**Women** with refractive errors are at greater risk of losing their jobs in the absence of eyeglasses as they **occupy 80% of visually intensive roles** such as sewing and embroidery.



**Now, not only can I read things better, but also I can drive more safely."**



## CUSTOMER STORY

**Nguyen Thi Kieu Hanh**, 49, has worked with Thuan Phuong Factory for 4.5 years as a custodian. Last year, Hanh bought her first pair of eyeglasses after struggling to read and write clearly; however, she did not receive an eye exam. At VisionSpring's CVW factory screening, she was diagnosed with refractive error and prescribed both reading and distance vision eyeglasses. Hanh commented, "Now, not only can I read things better, but also I can drive more safely." She also shared that she will encourage her colleagues to attend the vision screenings, many of whom are concerned that there might be some kind of negative consequence if they are found to have a vision problem.



Eyeglasses coverage rates are **lower among workers (22%) than managers (42%)** indicating eye health to be an equity issue which inhibits workers potential promotion and advancement.

# Institutional Partnerships

## India Partnerships and a Big Win for Uganda!

In Q2 the VisionSpring Institutional Partnerships teams reached 105% of our YTD goal, selling 241k pairs of eyeglasses (readers, prescription glasses, and frames). This amounts to 144% growth over the same COVID-impacted period in 2021.

In India, our partnerships with hospitals, vision centers, clinics, and mission-aligned institutions are back in full force thanks to eye health providers restarting vision outreach and patient footfall rebounding after the pandemic. So far this year, we have retained 48% of institutional partners from 2021 and onboarded 76 new partners. Unfortunately, government tenders in India are lagging significantly behind and that channel is unlikely to catch-up by year end.

VisionSpring's Africa teams had strong sales and pipeline development, but were hampered by supply-chain issues stemming from COVID related shutdowns in China. As a result we achieved only 60% of target. However, we are optimistic that we will cover lost ground in Q3 given the strength of the pipeline and the nimble response of our supply chain team to replenish stockouts. When it comes to

wins, team Uganda took the prize with the sale of more than 30k eyeglasses to Joint Medical Stores which serves more than 600 mission health facilities throughout the country. This was a relationship 18 months in the making.



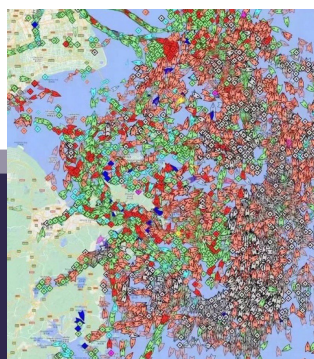
**109%** ACHIEVEMENT AGAINST TARGET Q2 YTD



**144%** GROWTH OVER 2021 YTD



**76** NEW PARTNERS ONBOARDED



*Photo: Boats Waiting for Shanghai Port to Open | April 2022*

## Pharmacies

We are continuing to develop our pharmacy model in Bangladesh and initiated replication this year in Ghana. Our goal is to create durable, demedicalized points of commercial sale for affordable reading glasses that help sustain glasses coverage rates over the long-term. As of the end of Q2, we were selling readers through a network of 451 pharmacies, with a year-end goal of 600. YTD these pharmacies have sold 17k pairs in Bangladesh and 5k pairs in Ghana. In Bangladesh we are seeing a 75% average first time wearer (FTW) rate, and in Ghana this rate is 64%, demonstrating that we are reaching underserved communities. Over time, we expect the FTW rate to level out as people become repeat customers.

## Supply Chain Challenges

We faced several supply chain issues in Q2, including the continued closure of a key Shanghai port and our warehouse. The shutdown resulted in the suspension of shipments from China to until the end of April and subsequent stock-outs meant we could not fulfill orders in a timely manner for Africa and Rest of World (ROW) customers. In Bangladesh VisionSpring's growth outpaced our local suppliers. All of our markets have been impacted by inflationary pressure on freight and the cost of living. We anticipate overcoming some of these challenges in Q3, particularly with the reopening of the Shanghai port.

# Dare to Matter collection launches in India

In May, VisionSpring launched our first-ever Made-in-India range of eyeglasses, “Dare to Matter.” The collection takes its name from founder Jordan Kassalow’s book and it manifests his vision to offer the dignity of choice to low-income customers and bring manufacturing closer to them.



**DARE to  
MATTER**  
Be the **Change Maker**

The Dare to Matter line consists of 88 frame styles and colors, and was designed with feedback from those who have been wearing our eyeglasses for years – such as factory workers, students, drivers, artisans, and microentrepreneurs. Their input helped shape the molds that we are using to manufacture these frames.

The product roll-out was executed through four regional live in-person/virtual events featuring VIP guest speakers (such as Union Minister of State for Social Justice & Empowerment, Ramdas Athawale) and attended by 260 partner organizations.

This line serves as an investment in the Indian economy and reduces supply chain frictions and costs associated with importing from China, and diversifies our risks. Going forward, we will work to match procurement volumes with emerging demand for the line.



**“ I am glad to support VisionSpring’s mission of providing eyeglasses for all. The work that VisionSpring does is noble – providing eyeglasses to those who need them the most and giving them better vision. Thank you for this opportunity to inaugurate VisionSpring’s first-ever ‘Made in India’ eyeglasses.”**

RAMDAS ATHAWALE  
Union Minister of State for  
Social Justice & Empowerment  
Government of India





# Team & Leadership

## Diversity, Equity, Inclusion & Belonging

VisionSpring's work is rooted in principles of social justice and a commitment to reduce social and economic inequalities. We have worked to build global inclusiveness through distributed senior leadership roles placed outside the U.S., women's leadership programs, making our supply chain center more accessible for people with disabilities, and acting on feedback through our employee engagement survey among other initiatives. We have also implemented a single global Human Resource Management System (HRMS) to track Diversity, Equity, and Inclusion (DEI) analytics. We continue to work on improving on being more diverse, equitable and inclusive through talent acquisition, learning and development, organizational development, and continued updates to policy.



### LOCALLY LED

**100%** locally led in market countries, and **96%** of the global team is located in market



### TEAM BY LOCATION (number of team members per country)

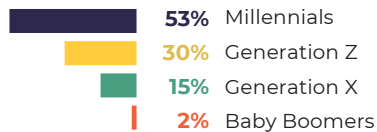
|           |           |               |
|-----------|-----------|---------------|
| 1 Kenya   | 3 Uganda  | 19 Bangladesh |
| 2 Zambia  | 5 Nigeria | 197 India     |
| 2 Vietnam | 11 USA    |               |



### EXECUTIVE & SENIOR MANAGEMENT, SELF-IDENTIFIED (n=18)

50:50 Female to Male Ratio

### TEAM GENERATIONS



SAKSHI POST

THE HINDU

FINANCIAL EXPRESS

indiaCSR

ThePrint

YOURSTORY

## News

Interview with Ella Gudwin, CEO, in *Financial Express* on demedicalizing access to eyeglasses

Op-Ed by Ella Gudwin, CEO, and Anshu Taneja, India Country Director, in *Express Healthcare* on the importance of eyeglasses in making India's roads safer

VisionSpring's partnership with Fair Trade Forum – India to provide Clear Vision to 50,000 artisans picked up by more than 20 platforms, including *Express Healthcare*, *Sakshi Post*, *APN News*, *CSR Mandate*, and *India CSR*

## Awards

### Pravasi Odia Ratna Award

– Mr. Nilamadhab Prusty, Board Member, India, VisionSpring was honored with the prestigious Pravasi Odia Ratna Award by the Pravasi Odia Vikash Samiti (POVS) for his four decades of wide-ranging and deeply impactful work improving lives.



Anshu Taneja, Country Director, India, spoke at the Rotary Conference and accepted a special **Rotary Presidential Award** on behalf of VisionSpring.



# See well. Do well.



## PUT VISIONSPRING IN YOUR TRAVEL PLANS!

As you begin resuming site visits we welcome you to come visit our programs. Join us in Bangladesh the week of January 23, 2023 or let us know if you will be visiting any of our countries and we'd be delighted to host you. To join us and plan a site visit email **Erica DeKranes** at [erica.dekranes@visionspring.org](mailto:erica.dekranes@visionspring.org).

## Countries of operation

Bangladesh | Ghana | India | Kenya  
Nigeria | Uganda | Vietnam | Zambia

## Support office

USA

[visionspring.org](https://visionspring.org)

