

Annual Report

Ein Dollar Brille e. V.

2015



One Dollar Glasses





What would happen, if suddenly there were no more glasses anymore?
Martin Aufmuth, Founder and first Chairperson of the One Dollar Glasses Association

Foreword

Martin Aufmuth – First Chairperson

The Value of a pair of Glasses?

What influence can a pair of glasses have on the life of a person? Let us conduct the experiment and put our glasses away for a day? What happens? Many of us could only read this annual report tomorrow. Working without glasses? Not possible. How many of us would not have managed school without glasses and would not have been able to study or pursue an apprenticeship or other training? If by magic, all glasses in our country disappeared, the economic performance would deteriorate. Additionally, good sight means zest for life!

It is these at first glance seemingly nondescript barriers to development that, when observed more closely, are serious barriers to development, which make life very difficult for people in developing countries: Daily power outages, lack of internet, long searches for fire wood, carrying water home and also missing corrective eyewear.

This fact also reveals a large opportunity: Particularly through small, strategic projects, such as OneDollarGlasses (ODG: German EDB), we can significantly improve the quality of life for hundreds of millions of people. I thank all of those who are supporting us with this!

Our Projects in 2015

Currently ODG is active in 8 different countries in Africa and South America. In Burkina Faso, one of the poorest countries, around 25 partially physically handicapped people live from the production and sale of OneDollarGlasses. Our team

there is selling around 1,000 glasses monthly. In October 2015 we celebrated the sale of our 10,000th pair of glasses.

In Bolivia, the first "Unidad Optica Movil", a mobile optical unit is on the move in very remote and poor rural areas conducting free sight tests and selling OneDollarGlasses

Those are just two examples. We also made good progress in other projects in 2015 and gathered many valuable experiences which will help us to work even more effectively in the future.

International Attention

ODG was awarded the world renowned Tech Award on 12th November 2015 in San Jose, California. Along with the first price of the Siemens Foundation empowering people award in 2014, ODG has now already received two major international awards.

On 20th January 2015, I had the honour of presenting OneDollarGlasses to the large assembly of the UNESCO in Paris. Around one thousand scientists and governmental representatives from around the world had gathered there for the launch event for the Year of Light. The welcome address was held by the UN General Secretary Ban Ki-moon.

Strong Partners

"Making an entire country see". This is the declared objective of the

strategic partnership between ODG and the Else Kröner-Fresenius-Foundation which was agreed in November 2015. As a first step, a pilot project is planned in the southern part of Malawi and later the entire African county will be supplied with glasses.

Burkina Faso: Together with the Siemens Foundation, a second team will be established in 2016 in the town of Kaya. The French foundation L'Occitane is supporting us in Burkina Faso particularly with the setting up of further sales points in the capital city of Ouagadougou.

A further highlight of the year was the establishment of our first western sister organization. On the 13th December, OneDollarGlasses Switzerland was founded.

Valuable Commitment

Again in 2015, a large portion of our work was borne by the huge commitment of our team. At year end the number of our volunteers rose to over 150. At the moment round 80 people are working for OneDollarGlasses in our project countries.

I would like to thank very much all of those who supported OneDollarGlasses: both via active contribution and donations.

And now, I hope all of you will enjoy reading our Annual Report.

**In December 2015,
our first sister organization
One Dollar Glasses Switzer-
land was founded.**



Martin Aufmuth in Malawi



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See – read – learn! One Dollar Glasses provide better Educational and Life Opportunities for Children.

One Dollar Glasses – the Idea

A global Emergency

According to a WHO study, there are approximately 150 million people on this earth, who suffer from short sightedness and 544 million people who need glasses. Many of these people live on less than 1 USD a day and either have no money to buy glasses or have no access to ophthalmic care.

The estimated financial loss which arises due to the fact that people cannot or can no longer work and that young people cannot learn amounts to around 120 billion US-Dollars per year for the 158 million people globally who suffer from short sightedness alone. This roughly corresponds to the amount of the entire global development aid annually.

One Dollar Glasses

One Dollar Glasses consist of an extremely lightweight, flexible and stable springsteel wire frame. Coloured beads give an individual, unique design. They can be produced by people locally without requiring access to electricity. The cost of material for a pair of glasses is around 1 USD (including wire, lenses, shrinkable tubing and costs for transport, administration, spare parts etc.). One Dollar Glasses were invented by Martin Aufmuth.

Bending Machine

The bending machine fits into a wooden box around 30 x 30 x 30 cm. The box contains the necessary



Work at the Bending Machine (Rwanda)

installation and tools for the manufacture of the glasses.

Six people can work simultaneously on a bending machine. The production capacity of the machine is around 50,000 glasses annually. Glasses in different sizes and for different interpupillary distances can be manufactured: the yellow marks are for children's glasses, the red for medium sizes and the blue ones for people with a large interpupillary distance.

Lenses

The pre-ground lenses consist of polycarbonate with a hardened surface. They are break and scratch resistant.

The basic assortment consists of 25 spherical lenses with strengths ranging from -6.0 to +6.0 diopters in intervals of 0.5 diopters. The system can be extended at any point with further lenses of 0.25 intervals and strengths of more and less than +/-6.0 diopters.

The pre-made lenses can be clicked into the finished frame by hand. Expensive milling machine and electricity to grind the lenses are not needed with this system.

Training

In the frame of a 14 day training men and women are trained locally on the bending machines. Upon completion, the best trainees are selected who continue to practice further on the machine.

After four to six weeks, a further intermediate course takes place. At the end of this training the trainees can recognise mistakes themselves and produce perfect, high quality glasses frames. Trained quality testers ensure a consistently high frame quality.

After their certification as OneDollarGlasses technicians, the technicians are able to train further people how to produce glasses.

Sales Concept

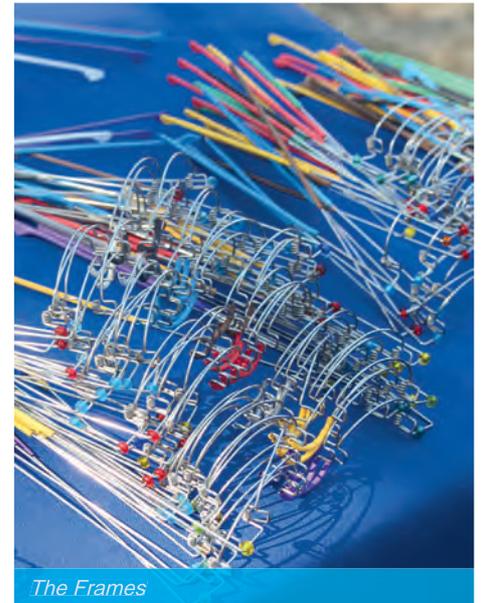
Many people do not have the money to go into a town or to travel to the next clinic to buy a pair of glasses. That is why the optician comes to people in their villages. In his luggage he has glasses and frames in different sizes and a box with pre-ground lenses. The patients are eye tested on site and receive the right glasses directly afterwards.

Through this system costs are reduced. (1) Firstly, it is not necessary to visit patients twice – first time for the eye testing and a second time to fit the glasses and (2) it is easy and cost effective to replace scratched glasses with new ones.

Sustainable Business Model

The sales price for a pair of glasses varies from country to country and amounts to around 2–3 times local daily wages. In this way, the glasses are affordable for everyone and the ODG technician earns enough to provide for him/herself and family.

The OneDollarGlasses association finances training cost, bending machines and basic starting equipment from donations. Later the producers can buy further materials themselves. The goal is the establishment of a financially independent level of basic ophthalmic care for the population.



The Frames



Children playing Opticians



Girl in Burkina Faso

Project Countries

One Dollar Glasses in 8 countries

In Rwanda, we officially trained the first One Dollar Glasses technicians in March 2013. 16 trainees were trained for two weeks in glasses production. At the end of the course, we selected the best performers and handed over bending machines, tools and materials to them in order to perfect their capabilities.

In the same year, trainings took place in Burkina Faso and Bolivia. Projects started in Nicaragua and Malawi in January 2014. Ethiopia, Brazil, Benin and Bangladesh followed. Around the same time, the first sales of glasses commenced in Burkina Faso.

In 2015 we concentrated on our existing project countries, stabilising

established structures and expanding our activities within the country. While our activities in Nicaragua and Bangladesh were suspended, we achieved record sales numbers in Bolivia of over 6,000 glasses. In Burkina Faso the 10,000th pair of glasses was sold.

Again in 2016 we rely on long term strong partnerships with international entities and local in-country organizations. We continue to work on multi-layered sales and distribution structures to provide people with glasses via shops but also with the help of mobile sales teams. In order to ensure that this is achieved, it is planned to keep the number of countries stable, in order to focus all energies on the stabilization



and expansion of activities in already existing project countries and to gather the necessary experiences, which will later help to expand to further new countries.





ODG Team in Burkina Faso

Milestones in Burkina Faso **Burkina Faso**

2013
Project Launch
First Training in July

2014
Intermediate Training in April
Partner Organization AMPO
11 employees
2,875 glasses sold

2015
Headquarters and shop in
Ouagadougou
Mobile Sales Team
International NGO
24 employees
Turnover of 9,000 glasses

The “land of the honest” lies in West Africa. Over 18 Million people live in this flat interior country which is regularly afflicted by periods of drought. It is highly indebted and counts as one of the poorest and least developed countries in the world. Nearly two thirds of the population have to survive with less than 1 USD per day.

Increase in Production

The year 2015 for ODG Burkina Faso was focused on the sales of glasses. Since the beginning of the project in the summer of 2013 our attention has been focused on building up a local supply of affordable glasses. A major challenge! However at the end of 2014 it was clear that the

hard work had paid off! Our production team had mastered the art of “bending glasses”. We were able to produce several thousands pairs of glasses a month.

Sustainable Sales and Distribution Model

However, as is often the case, seldom is a challenge mastered, the next challenge appears. The questions to be answered were the following: How can a sustainable sales model be established that makes our hand produced One Dollar Glasses accessible to our customers?

This question in their heads, Jakob Schillinger, Ludger Hannemann and

Mathilde Iweins flew to Burkina Faso in 2015. They trained new employees and increased the team to 24 people in total, 9 in production, 13 in sales and 2 in management. Soon the prerequisites for successful sales were achieved and there were a lot of ideas for implementation. And so they continued to try out things. The approach: a combination of stationary sales points and mobile sales team.

we go to them. A “Sales Organizer” prepares our mobile sales tours. They visit schools, companies, markets and town administrations, present our project and organize one to multi day sales campaigns with the responsible people locally. When the very last inhabitant in the region knows about the “sales event”, then the sales team arrives, tests those in need and provides them with the frequently long awaited glasses.

One Dollar Glasses Shop

The most important sales point is with our long team parent AMPO (L'Association Managre Nooma pour la Protection des Orphelins.) The founder Katrin Rohde und the entire AMPO teams have been heavily supporting us since the beginning of our project. Now we have opened a OneDollarGlasses shop on their grounds, put up signs, distributed flyers and advertised the good quality and affordable prices of our glasses in newspapers and via radio stations.

The 10,000th Glasses Threshold

The sales model proved to be very effective. In April ODG Burkina Faso moved into its new headquarters in the capital city of Ouagadougou. Our team did great work in production and sales. In June time had come: for the first time we sold 1,000 glasses a month; one third via our shops and two thirds via our mobile sales teams.

In September, one month before the planned democratic elections, the first in 19 years, a military coup took place.



Critical quality control of the production



Can't be missed!

Mobile Sales Team

The second sales pillar is our mobile sales team. Instead of waiting for the customers to come to us,

The land descended into turmoil, protests, curfews and a postponement of the planned elections. Our team did not let this impact them and we achieved a further milestone



Entrepreneurial Thinking



Entrepreneurial Behavior

Foundation Partners

With the Siemens and the L'Occitane Foundations we have secured two important partners on our journey to supply the inhabitants of Burkina Faso with glasses.

The Siemens Foundation helps us in particular with the expansion in rural areas, outside of Ouagadougou. The L'Occitane Foundation helps us to optimize and extend the sales structures in Ouagadougou.

Both are forward-looking partnerships in our vision for Burkina Faso and we would like to express our thanks for the valuable cooperation and financial support!

Strong Partners

Together with the Siemens Foundation, we are planning our expansion into rural areas.

The L'Occitane Foundation supports us with the setting up of sales structures.

International NGO

A decisive step in the further development of OneDollarGlasses Burkina Faso was the registration as an

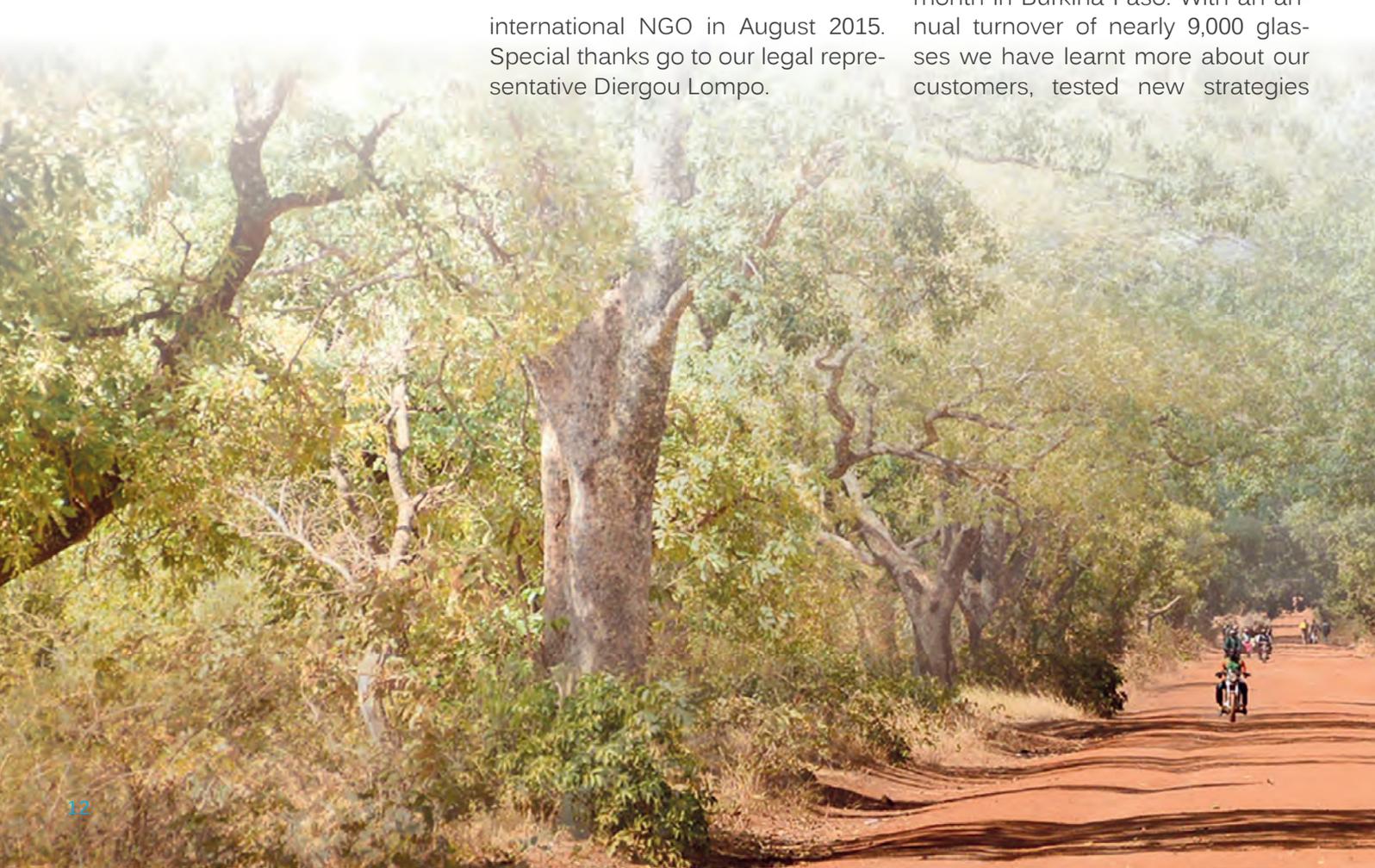


One Dollar Glasses with sun filter

international NGO in August 2015. Special thanks go to our legal representative Diergou Lompo.

Proof of Concept

In hindsight we learned a lot in 2015. The implementation of a new sales strategy led us to understand, what the critical factors are to be able to sell several hundreds and hopefully several thousands glasses a month in Burkina Faso. With an annual turnover of nearly 9,000 glasses we have learnt more about our customers, tested new strategies

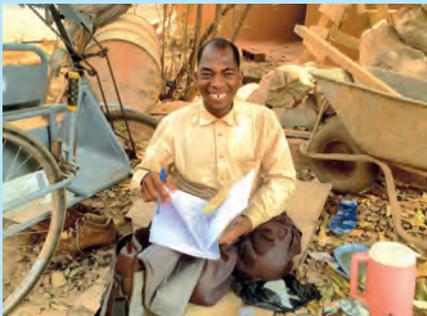


and experienced many big and small things, which brought us forward as an organization.

The most meaningful experience however was that OneDollarGlasses in Burkina Faso proved that the concept of sustainable development,

Souleymane from Burkina Faso – Life with a Handicap

As a child, Souleymane suffered from polio. He cannot walk. In a sitting position, he moves his legs with his hands. While still young he moved on his own into the city – for a handicapped person in a country like Burkina Faso a significant challenge, a challenge for which many other people would have paid for with their life.



Somehow he managed to complete two degrees there: architecture and book-keeping. He worked for 2 full years as a book-keeper in a company and did not

receive any wages ever during his time there. Then he left – this was his only “paid” job he had.

Before he came to OneDollarGlasses, he was despairing of life. With OneDollarGlasses, he discovered a new zest for life – he says. He is very proud not just to earn money but also to do something for other people with a handicap in his home country. Every week he sends a perfectly prepared Excel table with all of the sales figures and statistics to Germany.

For the first two years, Souleymane got up every morning at 4 a.m. and travelled around 1.5 hours with his bicycle through heat, dust and traffic chaos to work with OneDollarGlasses. In the evening, he came back. If he worked late, he slept on the floor of the One Dollar Glasses workshop.



His dream: a motorized tricycle. For this he saved his money for 20 years. OneDollarGlasses was able to buy a motorised bike for him as a business vehicle. Hence he can use his savings to provide for himself and his family – accommodation, food, clothes etc.



Our Glasses: functional, affordable and chic!

the idea on which One Dollar Glasses is based, works. In 2015 we succeeded in covering all operational costs from income of the sales of glasses. As a result of this, One Dollar Glasses Burkina Faso advanced to a profitable and socially sustainable company. Development aid on a market basis. The cornerstone for a system that will help every person in Burkina Faso have permanent access to affordable glasses on an ongoing basis.

Outlook

For 2016 we also have several plans. We want to further train and expand our sales team, open further shops in Ouagadougou, improve our marketing and most importantly, provide other people in the country with One Dollar Glasses.



At the Point of Sale



Campaign - Marketing



The Mango Tree

Sow the seeds today to harvest the fruits of his work tomorrow. That was the thought we wanted to illustrate for our team. But so far we hadn't been very successful.

Then Souleymane piped up. He had an idea. He made a long pause, gathered himself and started to speak loudly and clearly in his native language.

All team members nodded in agreement. The spark was transmitted, the thought planted in their heads.



Twenty of us had been sitting in a circle for nearly one hour, trying to explain to the team in an understandable way how the project OneDollarGlasses works: that their work today will be rewarded with the success in future years. Long term thinking.

The language barrier was between us and our goal. We had arrived at the limits of our ability to express ourselves.

The team should imagine that the OneDollarGlasses project is a mango tree. Now, at the beginning of the project, the team is small. However, over time and with the support of their work, which is akin to watering and tending to the tree, it will grow. In a few years, it will be big enough to carry fruit. These fruits, said Souleymane, can be harvested by all of those who watered and tended to the tree. Juicy Mangos for all.

Two weeks later we moved into our new headquarters in the capital city of Ouagadougou. As a symbol of our common understanding for the work on the project we bought a small mango tree and planted it in the garden. Each one of us will water and tend to the mango tree in the next years. It will grow and carry fruits in the not too distant future.





Malawi

It was a stony path to the establishment of "One Dollar Glasses Ltd." and the registration of One Dollar Glasses as a non-profit organization in Malawi. This was achieved at the beginning of 2015!

The first steps on this journey were undertaken by Wolfgang Krell and Dietmar Gans. In 2014 they conducted two trainings for ODG opticians in Malawi, made contacts with the Ministry for health, ophthalmologists and partner organizations and finally on the 30th of May secured the signing of the Memorandum of Understanding. A milestone on the journey to supply the people of Malawi with One Dollar Glasses.



Milestones in Malawi

2014

- Project launch in January
- Training of ODG Opticians
- MoU with the Health Ministry
- Stern TV Report
- Pilot sales

2015

- Establishment of One Dollar Glasses Ltd
- Renting of Good Vision Camp
- Training of Good Vision Agents
- Opening of the Good Vision Store
- Else Kröner-Fresenius-Foundation

Training

At the beginning of the year Wolfram Cüppers took over the task of country coordinator. One of the first topics he addressed was the training of specialist personnel. Before this around 100 state approved opticians had tried to supply all 18 million inhabitants. Uta Baumsteiger and Dieter Jahr travelled to Malawi and trained the personnel in the district hospital in refractive testing. In total around

16 ophthalmic clinic officers from seven hospitals in the area of Zomba received training in refractive testing and supply of One Dollar Glasses.

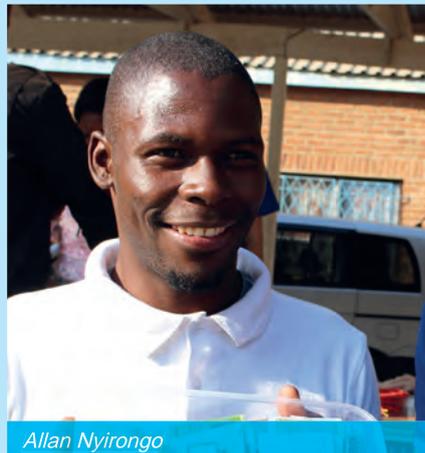
The One Dollar Glasses concept and product convinced the Medical Council of Malawi. Finally they approved the training of their own Good Vision Agents in "Best

Sales Talent

We have ambitious plans for Malawi! Our team members also!

Allan Nyirongo for example is 29 years old and has the proverbially "hits it off" with customers. Previously, he worked as a gardener. Today he is a Good Vision Agent and sells around 150 pairs of glasses a month.

As well as being a sales talent, he also has strong organizational



Allan Nyirongo

capabilities. That is why he also has the post of Outreach Co-ordinator.

He organises the Outreaches in schools and churches in the countryside. In particular, he takes care the people know when and where they can get their eyes tested and purchase One Dollar Glasses.

We hope very much to find more "Allans".



Finally able to see clearly and precisely

Spherical Correction". A significant milestone on the way to comprehensive coverage!

In May the German volunteer opticians began the training of the first 10 GoodVisionAgents. Practical trainings in schools and churches followed.

Marketing

In February 2015 a marketing campaign for OneDollarGlasses in Malawi was started. Posters in the wider Zomba area informed about the high quality and affordable glasses. A Malawian website was established as well as a Facebook presence. With the support of a journalist, the programme was communicated country-wide. Interviews with radio and daily newspapers as well as TV appearances followed.

GoodVision Camp

The GoodVisionCamp was opened. It serves as headquarters for OneDollarGlasses in Malawi and is located in Zomba. The rented property offers enough space for production, warehousing, offices and even training and accommodation possibilities for volunteers.

Business and Outreaches

In April the first GoodVisionStore was opened amid celebration and radio advertising! From then on people could come at regular times to a fixed location in order to buy their glasses.

Besides the store an outreach concept was prepared. People in the countryside should also be provided with glasses. However, outreaches

Make an entire country see

In November we started a strategic partnership with the Else Kröner-Fresenius-Stiftung for our work in Malawi.

The big aim: to provide all people of Malawi with glasses.

are expensive and high effort. Nonetheless, the concept worked. The GoodVisionAgents optimized their strategy and sold the glasses in school and churches.

The "Matandani School" was the first full supply of a primary school: 922 school children were tested in 4 days, 166 school children (18%) received glasses.

In September the first large outreaches in the churches of Blantyre, the second biggest city in Malawi, were conducted. On one Sunday alone 215 glasses were sold. The campaign to provide free glasses to school children in state primary (5-14 years) was very popular.

without an income and employment opportunity, who receive allocations from the KfW.

To our great joy the Else Kröner-Fresenius-Foundation entered a strategic partnership with OneDollarGlasses and from November on became the main supporter of the OneDollarGlasses project in Malawi. In the frame of a pilot project, first the south of the country and later the whole country of Malawi should be provided with glasses.

Supporters and Cooperations

On the 3rd of October we presented our project in front of 300 prominent guests of the German embassy in Lilongwe and accepted donations for 295 glasses for extremely poor people. This was on the occasion of the 25th anniversary of reunification. After rigorous preparation we distributed the 295 glasses to "Social Cash Transfer Beneficiaries" – people

Salomy's Wish

Salomy was 12 years old when I met her in September 2015 at an outreach in Blantyre. She has arisen at 4 in the morning to come to the church on time. No not the church service but the sales point of OneDollarGlasses! She has heard from her grandmother that affordable glasses would be available that day.

Salomy sits in the first row in school. Nonetheless, she cannot recognise what the teacher writes on the board. The letters are blurred in an illegible cloud. She



can only keep up by looking at the sheet of this neighbor. It is difficult for her to follow the lesson. The teacher already sent her to the optician a long time ago. She had -3 diopters in both eyes. A pair of glasses costs at least 17,000

Kwachas (over 30€). Her parents don't have that much money.

Today, however, Salomy has sufficient money. I adjusted the frames of her OneDollarGlasses! Finished!

With a radiant look, she stares at us. How clear she can see through her first glasses. I asked her what she wants to be, when she grows up. She answered: "Lawyer and mother of two children!"

Martin Aufmuth



Success and Challenges

By the end of the year 2015, ODG Malawi supplied around 4,000 people with glasses.

Around 5,000 school children were tested and around 1,100 pairs of glasses were handed out to school children.

It shows that around 20%, that is around one million Malawian school children need glasses and have no access to them.

In total, we estimate a need of around one million glasses for the entire country.

So there is still some work for us to do in 2016 ...





Matandani School – a Day in Outreach.

5.30 a.m. – the alarm rings. Outside, the day is dawning and within a few minutes, there is a hustle and bustle in the Good Vision Camp in Zomba, Malawi. We packed the materials on the previous evening. After a quick breakfast, we jump into our Minivan and collect the full team on the way.

Today is the fourth and final day on which we visit the Matandani School. Again the car is full with 7 Good Vision employees. At 7 o'clock in the morning we reach

the school and we are immediately surrounded by children. They know us by now and trust us. For many of them, it was the first time, that they have seen a “Muzungu”. That is what the Malawians call us white people. One of “our” pupils is already wearing her brand new OneDollarGlasses and are looking forward to seeing us.

The Matandani School is around 30km outside of Zomba on a dusty side street. With 1,184 pupils in 8 classes it represents a

typical school size. What is unusual for us is that each class only has a single room and that the children sit on the floor – there is no room for stools and there are no tables. The first class has 222 children – all in one room and when they begin to sing, our hearts open.

It is a particularly poor region of Malawi and we give away the glasses for free as an exception.

We want to give people an profound understanding of the big



advantages of the glasses. Because in many cases, the parents do not even know that their child cannot keep up in school due to a sight deficiency. Often, they are not aware of the extensive negative consequences for the future of their child. We want to raise awareness and explain to them how a simple pair of glasses can improve the opportunities for their child.

We are happy that the headmaster of the school and his staff are supporting us in this task as the

little ones speak the local dialect "Chichewa".

11 a.m. – it will be hot in the 8th class classroom, where we are conducting our eye tests. We have nearly screened all pupils and where necessary immediately provided with glasses. Now we allow ourselves a small break with snacks and water.

Now only the children of the 5th and 6th class are missing. They are patiently waiting their turn.

4 p.m. – finished! We pack up and play a round of football with the older children, who are still here. During that time we are doing the calculation and we are looking forward to the result.

We screened 922 pupils. 166 children needed a pair of glasses and have received them. 166 children, who can learn better now. For the first time in their life, they can clearly see what is on the black board.

Wolfram Cüppers



Mexico

Project Launch in Mexico

In Mexico there are around 120 million people. As an estimate, around 48 million people need a pair of glasses. The vast majority of people have neither access to ophthalmic care nor the possibility or financial means to secure the urgently needed glasses.

With Strong Partners

To change that, we established ODG Mexico. "Lentes al Instante" became the Mexican brand name for One Dollar Glasses. The cooperation with three strong partners is the basis of the engagement. Daniel Gomez and Daniela Velasco from the Social Business Consultant Firm (SBCF) convinced not only the independent

Investor Finaccess but also the DEVLYN group, the largest optical company in Mexico of the concept and product of One Dollar Glasses.

Therefore, the socially committed companies decided to start a common pilot project and "embark on a wonderful adventure to make a contribution to resolve some of the inequities in the supply situation for glasses in Mexico", said Daniela Velasco.

Aim of the pilot project was to test the concept of refraction, production and sales and distribution. In the first phase a team should be trained in the manufacture of One Dollar Glasses. In a subsequent second phase the team was supposed to get a

Milestones in Mexico

2015
Establishment of ODG Mexico
Brand name "Lentes al Instante"
Cooperation with SBCF,
Finaccess and Devlyn
Implementation of a pilot project

training in successfully conducting eye tests, fitting the glasses to the customer and selling them.

Support by ODG Bolivia

Who could accompany the startup phase of ODG Mexico better than the experienced team members of ODG Bolivia? Therefore, on the 7 September Nicolas Reboledo, the ODG coordinator of our partner Hostelling International Bolivia, travelled to Mexico City.

One week long he trained a local team in the production and fitting of OneDollarGlasses. He trained them in the use of the bending machine and tooling, how to work with the special spring steel wire and polycarbonate lenses and last but not least the measures for quality control and the enormous importance of this step. Also particularly valuable were the experiences from the Bolivian OneDollarGlasses campaigns which Nicolas Reboledo passed on.

To successfully implement the OneDollarGlasses concept, a lot of explanation was required with school directors, local authorities and other decision makers. Because experience had shown: Only when



Presenting the One Dollar Glasses to opticians and ophthalmologists of the Devlin-Group.

the key decision makers are convinced can the blanket provision of the inhabitants be successful.

Lentes al Instante or Glasses "to go "

The Mexican team was impressed how quick and simple it was to produce OneDollarGlasses and that neither electricity nor water was needed. The fact, that the glasses are ready "al instante" or immediately after the eye testing of the customer and can then be fitted to and handed over to the customer is seen as a decisive sales criterion. A

Mexico

Mexico is the 15th biggest economy on earth. As a progressive threshold and export country, it produces and sells mineral fuels as well as numerous industrial products (particularly cars, car and aircraft components and machines, electric and electronic devices) in around 45 countries of this world. Despite this, there is still tremendous poverty in Mexico.

3.7% of Mexicans lived on less than 1,25 USD a day. According



to the multi-dimensional poverty index of the Mexican government

which considers disposable income as well as the access to basic social rights such as health, education, lodging etc., 46.2% (55.3 million of Mexicans) count as poor and 9.5% (11.4 million Mexicans) are seen as extremely poor.

There is huge disparity in the distribution of income. Particularly the population of rural regions suffer from the regional disparities and the insufficient access to basic services.

high quality, individually customized “Glasses to go” product like One Dollar Glasses did not exist in Mexico. This was recognized as a valuable advantage especially for the under-supplied rural population. The customers only have to undertake the long journey to the optician once and not twice, as was the case in the past. That saves time, money and effort for them. Over and above that, it puts ODG Mexico in the position that it can reach more people and supply them with glasses.

The students were enthusiastic about the glasses and the fact that they received their glasses immediately after the eye test. The problem of their eye sight deficiency was solved on the same day and at price that they could afford.

The low income region of Coyotepec is a two hours car journey away from Mexico City. This was where on the second day of the campaign ODG Mexico tested children, teenagers, adults and older people.

Instituto Politécnico Nacional

The second phase of the pilot project brought ODG Mexico and a highly motivated team of eye doctors and opticians of the Devlyn Company to the Instituto Politenico Nacional, a public high school in Mexico City.

Nicolas Reboledo explained and demonstrated One Dollar Glasses up front. Afterwards, all students of disadvantaged families who suffered from an eyesight deficiency which had not been treated were greeted and registered. After the measurement with the refractometer, the test result of the patient was recorded. Directly after that, he could get “his” One Dollar Glasses for around 5.50€. Lenses and frame are individually fitted. Finished!



Refraction

Like on the previous day, the patients were provided with their urgently needed glasses directly after the diagnosis. On the third day, the poor region of Chimalhuacan was tackled.



Nicolas from Bolivia helps to start the ODG Project in Mexico

This time the diagnosis, fitting and sales of the glasses were done by the Catholic Church. The result was just the same; the people were very enthusiastic about OneDollarGlasses. They were thankful, that the glasses were affordable and immediately available.

In total, ODG Mexico sold 150 pairs of glasses during the first 3 day pilot. This is an encouraging result and motivating push to supply the people in Mexico with One Dollar Glasses.

Outlook

“The successful pilot project is just the beginning!” The heads of ODG Mexico Daniela Velasco and Daniel Gomez agreed on this. They were burning to tackle the next challenge. On top of the two longer outreaches in other Mexican states, they also want to start a country wide media campaign. Key messages will be: the affordable price, the high quality and the immediate availability of the One Dollar Glasses.

“We firmly believe that we will reach our targets”, said Daniel Gomez. “Because we want to achieve our dream to make the world a little better by making a contribution to improving the health care provided to the poorest regions of Mexico.”



Nicolas Reboledo with mexican boy



Daniel Gomez

7 year old Mexican Girl

One of the most moving experiences during the pilot project was my meeting with a 7 year old Mexican girl.

Her eye test revealed 6+ diopters for both eyes.

Her parents have never had enough money to buy her a pair of glasses. As a result, the little one can hardly believe it as she gets “her” One Dollar Glasses and can

see the face of her mother clearly in front of her for the first time in her life.

For the first time the letters in her book are not blurred. Every contour is clear. Reading is easy.

The girl has a broad smile on her face.

Daniela Velasco



Attentive listeners at outreach campaign

Benin

Doing Business in Benin

Benin is one of the poorest countries in the world: The balance of trade is negative and the inefficient administration, insufficient infrastructure and the unsatisfactory legal situation lead to the fact that Benin is ranked in the "Doing Business" Ranking of the World bank in 174th place (out of 183 countries).

The rate of literacy was at 28.7% in 2014, the pro capital income at 620€, in rural regions around half of the people are living under the poverty line, the average age is around 18 years. And we want to sell glasses to the inhabitants of Benin!

A crazy undertaking! But nonetheless we are totally convinced that we can succeed in this undertaking and

make an important contribution to the development of the country.

Partner, Production and Bureaucracy

We are not alone in this conviction. Marianne Dötzer and the WEMA Home organization share this conviction as well as the NGO Horizon d'Espoir. Both organizations have been working for several years to improve living conditions in Benin. They know the disastrous effects of the insufficient local health care and want to help us to provide the people with glasses.

That is why we conducted two multi-week trainings in Benin in 2014 with

Milestones in Benin

2014

**Cooperation with WEMA Home and Horizon D'Espoir
Training of ODG Technicians
Training for Quality control**

2015

**Brand name "Afri Vision"
Appointment of a Country Manager
Sales start in February 2015
Pharmacies and Outreaches
Shop in Porto Novo**

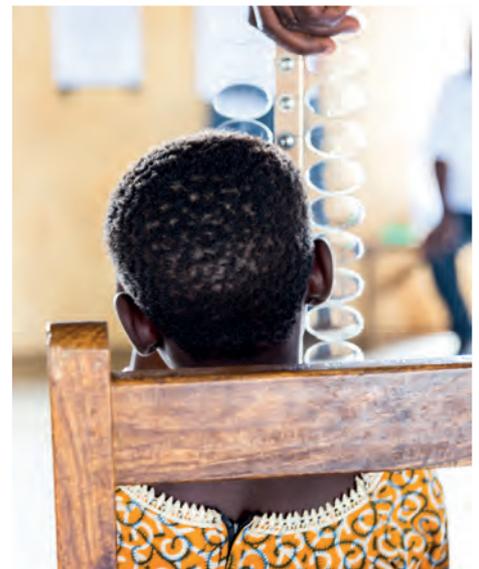
the support of WEMA Home and Horizont d'Espoir. Fired by the great progress in the production of One DollarGlasses we worked intensively to obtain the official sales authorization from the Ministry for health.

Our month long persistence slowly wears away the stone of Beninese bureaucracy. However, we are still waiting for the official authorization of the Ministry for Health.

let us provide the first Beninese costumers with One DollarGlasses. An example which other village inhabitants followed. Enticed by a Gongoleur and a market crier, they allowed themselves to be tested. However the Beninese are frequently reserved and often do not have any money in their pockets. As a result, numerous campaigns and a lot of information and explanation were needed on this day and on other days and in other locations to create awareness



Refractive testing in rural Benin



Beninese girl gets visual aid

Sales Start with Village Heads and Town Criers

A first sales campaign was conducted in February 2015 in a village near the Nigerian border. The Beninese team of OneDollarGlasses was well prepared. Country Manager Gabaki organized everything: The three production team members have produced enough glasses and prepared them for individual fitting, an ophthalmic nurse was prepared to run the refractive testing and Gildas, who is responsible for outreaches planned and announced the event in good time.

We greeted the village chiefs and asked for their permission to conduct eye testing for the village inhabitants and where needed to provide them with glasses. They granted this and

for the topic of defective vision and the sustainable opportunities that come from a simple pair of glasses.

Through the Eye of the Needle

In our last Outreach campaign in November a seamstress told me that she always had to ask her neighbor to thread her sewing machine for her. She had her

eyes tested and purchased a pair of reading glasses with her savings. She was radiant. Now she should finally thread the machine herself!



Later at the church service I saw her again. She was sitting proudly on the bench. Deeply absorbed in her hymn book, she sang every song until the end.

Christine Siegmund



The ODG Team of Benin

Outlook

We succeeded in selling 700 OneDollarGlasses in 2015 in Benin. In 2016 we will continue to build on this positive development based on experience made and with a high level of commitment.

Over and above this, we plan the sale of OneDollarGlasses in our own shop. Particularly in large towns such as Porto Novo and Cotonou it is critical to be permanently present and to continuously publicise OneDollarGlasses.

Sales and Marketing

Our target is the country-wide supply of the population with glasses. We can only achieve this through a multi-layered distribution network. That is why we test the potential with established pharmacies, the military and carefully planned outreaches linked with church events like baptisms, communions or weddings as distribution channels. Sales point is a simple stand. It consists of a table, bench, banner and an umbrella and it is of course filled with posters, flyers and a large selection of glasses.



Planning the AfriVision Shop in Porto Novo

Point of Sale: One Dollar Glasses and Condoms directly at the cash register!

In Benin pharmacies are an important potential distribution channel for OneDollarGlasses. Being included in the pharmacy offering is an important step. However our trade partners are not fully happy with that. At the end of the day, the clever positioning of the product ultimately determines the sales success.

Deniz Ispaylar reported on his visit to a Beninese pharmacy: "We started test sales in the chemist of



Cotonou and Calavi. When visiting

the pharmacy, I looked for the display area for our OneDollarGlasses. My glance rested on a packet of condoms, which were directly beside the cash register. I was a little surprised at the prominent display of this product. After looking more carefully, I discovered our OneDollarGlasses – right beside them.

Clearly – the most important products are always near the cash register!"



Rwanda

Finally the day had arrived! After months of long negotiations the Rwandan Ministry for Health had signed the Memorandum of Understanding on 21 January 2015 and thereby granted our self – founded subsidiary NGO ODG Rwanda the long awaited sales authorization. The sale of OneDollarGlasses could begin!

Organization and Structures

While the Rwanda production team was already advanced in the production and quality control of OneDollarGlasses, efficient organizational and sales structures had to be established to supply OneDollarGlasses to the inhabitants.

Abbas Kayibando, the consistent

“engine” of ODG Rwanda since the first day was elected as president. The functions of marketing, sales, production and logistics, quality management and accounting were introduced. Every team member took over clear responsibilities in one of the functions. Health centres and outreaches were identified as distribution channels in rural regions but also insurance companies, large events, schools and universities.

From the Auxiliary to the Grand Mufti

In Germany contacts were established with the church community of St. Martin in Kaiserslautern. This led to an invitation to Franz Weller to a round table of the Auxiliary Bishop Otto Georgens in Speyer to present

Milestones in Rwanda

2013

**Training of ODG Technicians
Establishment of ODG Rwanda
Certification by the Rwandan
Board of Standards (RDS)**

2014

**Long negotiations for
the sales authorization
Production inventory in the stores**



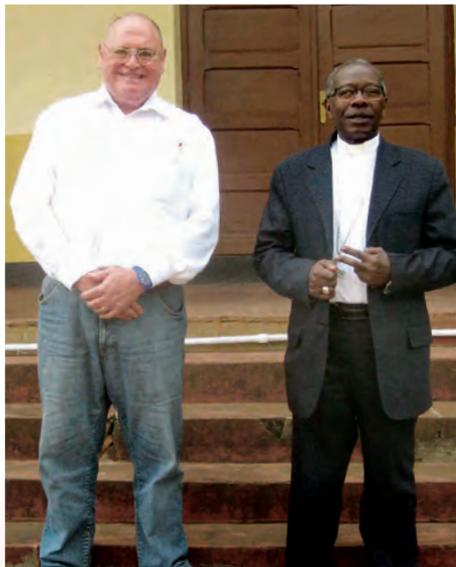
One Dollar Glasses with over 80 years!

the One Dollar Glasses project. At the round table, Jean Demascene Bimemyiamana (Diocese of Cyangugu) and Dr. Calliope (Director of the district hospital in Mibilizi and member of the Ministry for Health) from Rwanda were present. Both were impressed by the idea and concept of One Dollar Glasses and declared their support for the project.

A further milestone was a conversation with Shaykh Salih Habimana, the Grand Mufti (Head of the Muslim Community) of Rwanda. He also wanted to support the One Dollar Glasses project in this country.

Cooperation Discussions

Similar to One Dollar Glasses the American organization OneSight has the objective to provide people worldwide with glasses. A first sounding discussion led to the common view that the Rwanda population would benefit from a cooperation between both parties. OneSight already had opened a shop for selling glasses in a Rwandan hospital. In the case of being successful, they could imagine offering One Dollar Glasses as an affordable economy model for low-income customers.



Franz Peter Weller and Bishop Bimemyiamana

Work Force Authority

In August 2015 ODG Rwanda received financial support from the government via the Work Force Authority/WDA. This is recognition of the training quality of the ODG technicians. The financial support is meant to contribute to further train the local population, who could subsequently improve their chances of being placed in the employment market.

Key Role: Ministry for Health

In bureaucratic Rwanda the Ministry for Health plays a key role in the



realisation of our vision. As a non-profit organization within the responsibility area of the Ministry of Health, we have succeeded in securing the acceptance of ODG Rwanda in the so-called Technical Team of the Ministry of Health. Many decisions were discussed and made in the technical team, which we as ODG Rwanda can steer in the direction of our vision and values.

Outlook

In 2015 we sold around 400 pairs of glasses in Rwanda – a modest number in the context of the huge needs. Nevertheless a start. Building on the comprehensive structural measures implemented the comprehensive networking and the intensive cooperation with the Ministry for Health we will continue to work in 2016 on extending our presence in Rwanda.



Production of Glasses in Kigali

One Year of One Dollar Glasses

“Welcome to OneDollarGlasses! I will set up a OneDollarGlasses Account for you“ was the greeting from Alex Armbruster, Managing Director of the OneDollarGlasses association. That was the starting point of my one year voluntary period!

Following on from that, I represented the association at the Erlanger “Fernweh” Festival (Wanderlust Festival) and at continuous speed was further involved in responsible organizational and personnel topics, the creation of an onboarding guideline for new joiners, a concept for test or initial trainings and lots more.

During my entire time at OneDollarGlasses I have the great fortune to work with many very different people. The variety of characters and the huge potential of knowledge, capabilities and experiences continued to fascinate me again and again. The mix of young, highly committed students thirsty for knowledge together with volunteers of an older vintage that had deep experience and a lot of patience resulted in the team work being consistently exciting, challenging and interesting.

My biggest adventure was in the last four months in Rwanda. At the end of January 2015 ODG

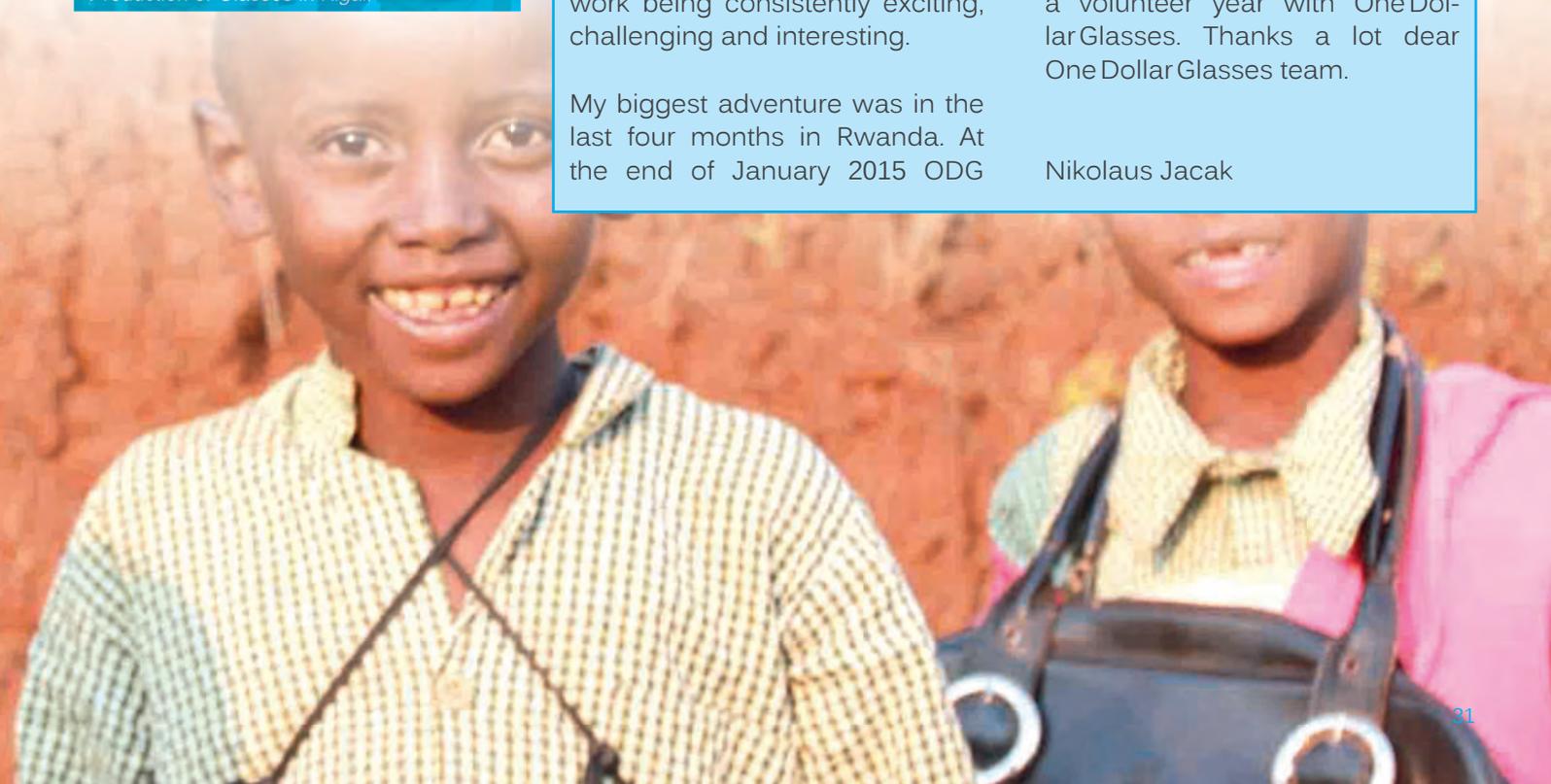
Rwanda received the sales authorization from the Ministry for Health. Building on this and other previous achievements I placed emphasis on establishing transparency and implementing structures and processes so that ODG Rwanda could work more independently and without daily support from Germany going forward.

Of course, other multi-faceted tasks also arose: salary negotiations, drafting of employment contracts, financial and book-keeping topics, expansion of marketing efforts etc. In the intensive weeks of work, I also took the time to get to know the people and the country.



Looking back I am happy again and again that I decided to do a volunteer year with OneDollarGlasses. Thanks a lot dear One DollarGlasses team.

Nikolaus Jacak





Bolivian students with perspective!

lentes para todos 

Bolivia

Milestones in Bolivia

2013

**Hostelling International Bolivia
Training of ODG Technicians**

2014

**Production sites in
Santa Cruz and El Villar
Campaigns in schools and
social institutions**

2015

**Outreaches with
"Unidad Optical Movil"
Sale of 6,200 glasses**

Despite successful efforts to combat poverty, this Andean country is still one of the poorest countries of South America. According to the National Statistic Institute (INE 2011) around 61% of the regional population live in poverty.

Bolivia has a land area which is three times bigger than Germany and extends from the lofty mountains of the Andes to the highlands of eastern Bolivian and then to the tropical and hot lowlands with savannahs and rain forest areas. Around 85% of the entire goods and people traffic is transported on the road network of Bolivia, of which around two thirds is dirt tracks. Particularly the indigenous rural populations suffers from lack of access to ophthalmic care due to the poorly developed infrastructure.

HIB: Committed Partner

OneDollarGlasses has been active in Bolivia together with our partner Hostelling International Bolivia (HIB) since 2013. Max Steiner, Director of the HIG Foundation and ODG Country Coordinator for Bolivia has been driving the project since day one with unflagging commitment. Again in 2015 he successfully provided numerous Bolivians with OneDollarGlasses.

Production

Through continuous training, as well as the training of new staff, by 2015 we achieved high quality experienced staff who consistently produce about 750 glasses per month.

Four to six ODG Technicians make the glasses at two locations: one in the city of Santa Cruz and the other approximately 500 kilometres away in the remote Southwest rural town El Villar. With this support and 4,000 frames in stock, ODG Mexico could be started.

roof with eyeglass frames, tools, posters etc. So it brought man and material about the most adventurous „streets“ to the poor outer neighbourhoods of the cities to the most remote rural communities.

Annual Sales of 6,200 Glasses!

In Bolivia, the eye test of patients can only be carried out by trained optometrists and opticians. Therefore, each campaign is run in close cooperation with the relevant Health authorities.



Campaign-ads Lentes para Todos

The campaign „Lentes al instante“ in particular brought OneDollarGlasses into schools and social institutions of the subtropical lowlands from Santa Cruz up to the Brazilian Border. This year we recorded the successful sale of 6,200 Glasses! In addition to this, we had also given away over 2,500 OneDollarGlasses to needy Children.

Unidad Optica Movil

Thanks to the persistent efforts of Max Steiner, the much-needed 4-wheel drive was purchased. Transformed into the „Unidad Optica Movil“, the car was packed up to the



Reaching the most remote regions by 4-Wheel Drive

Outlook

The campaign in the remote areas of Bolivia involved high transport and personnel costs. It will be a challenge in future to offer affordable glasses that remain below cost.

However, the success over the large number of people that we could provide with glasses by 2015, inspires us further. Among others, we plan the purchase of a second, mobile 4-wheel drive car. It will be used up to 4,500 m above sea level on the Altiplano to provide glasses to the Aymara natives.



Individual adjustment



Diopter determination



Mengistu in the diagnosis of eye disease

Milestones in Ethiopia

2013
Cooperation with „Partnerschaft mit Alem Katema e. V.“
First bending training in the ENAT-Hospital

2014
Sales start in May

2015
Cooperation with „(Kinder)Brillen für Äthiopien“
Training for quality assurance
Brand name Good Vision Glasses

Ethiopia

23,000 people live in the Ethiopian Mountain village of Alem Katema. Jo Neunert, country coordinator of One Dollar Glasses Ethiopia, and the cooperation with our project partners "Partnerschaft mit Alem Katema e. V." One Dollar Glasses was brought to ENAT-Hospital in 2013.

The village is located about 180 km north of Addis Ababa at an altitude of 2,300 metres. The town is growing rapidly. The infrastructure is little developed. As in many parts of the country, there is also poverty there.

100 Birr for a Pair of Glasses

So far only 220 people in Alem Katema purchased One Dollar Glasses. Far too few for the needs that can be expected in the catchment

area, with approximately 150,000 inhabitants. In particular, the reason is that many people still do not understand how a pair of glasses can improve their lives and fear being considered „disabled“ by wearing a pair of glasses.

Glasses can be made quickly at the ENAT-Hospital for those with defective vision.

Mengistu, the 26-year-old trained eye nurse in the clinic, and Zewge, the 44-year old Health Manager, make One Dollar Glasses directly in a dedicated room at the clinic. They customize them to the needs of customers and sell them for 100 birr (approximately 4.50 €). A very good price, also for Ethiopian conditions because the journey to the optometrist in the capital is far and arduous and glasses will cost at least

1,000 birr. The question remains: How can we bring more glasses to the people?

Quality and Sales Promotion

OneDollarGlasses should be affordable for people living on 1 USD a day. At the same time OneDollarGlasses stand for high quality! So during their visit in November 2015 Theresa Günzel and Jo Neunert worked first to ensure the product quality. They eliminated bending errors which had crept in, introduced new tools and fabric bags to protect the polycarbonate lenses.

In addition, they developed incentives for the production and the sale of One Dollar Glasses. Together with the hospital they decided on advertising campaigns to educate the population about AIDS, screening in the kindergartens of the partnership Association and the use of the popular, local library for exhibitions and demonstrations.



Highlights and Outlook

The planned awareness and screening campaigns are important, as they are new highlights. In addition to the professional training, Mengistu and his improved technical equipment for the diagnosis of eye problems, should help to equip more people with glasses.





Crystal clear – best friends!

Dr. Ayele will also continue to support us from his new position in the Ministry of Health. In addition, we will explore possibilities of cooperation in initial talks with „Menschen für Menschen“. The Karl-Heinz Böhm Charity promotes numerous Health Care Centres in the country.

A collaboration would be a big step here on the way to the national care for Ethiopian people with One Dollar Glasses, in the future under the brand name „Good Vision Glasses“.



„(Kinder)Brillen für Äthiopien“ – (Children)Glasses for Ethiopia

Caritas Vorarlberg has been active in Ethiopia since 1982. With her help, Susanne and Hans Je-

luggage. 2,000 pre-made glasses were directly sent by ODG Malawi to Ethiopia.

Students, teachers and project partners were enthusiastic. A doctor and two nurses were trained. They can now carry out eye tests and customize the glasses.



In the end, the team agreed: "It was not only very labour intensive weeks, there have been many wonderful moments where we could see the joyous reaction by children, and also adults, when they realised that they suddenly could see much better."

In cooperation with Caritas Vorarlberg and with the help of sponsors like the company Getzner

newein and Michael Zündel started in 2014 the „(Kinder)Brillen für Äthiopien“-project in Meki and Awassa. By 2015 they made contact with One Dollar Glasses and the cooperation began.

In the summer, a team of Austrian Optician masters were trained on making One Dollar Glasses. During their stay in Ethiopia they want to train Ethiopians to customize the glasses individually for the customers and to be able to carry out any necessary corrections independently.

In October, the team flew to Ethiopia with One Dollar Glasses in their



In less than three weeks 3,463 eye tests were performed and 330 eyeglasses were adapted.

„(Kinder)Brillen für Äthiopien“ wants to promote the distribution of One Dollar Glasses in the future.





One Dollar Glasses Outreach in the streets of Brazil

Brazil

Milestones in Brazil

2014

**First bending training
Renovatio is founded**

2015

**Start of production of
One Dollar Glasses Brazil
Government authorized sales
campaigns in the favela Rocinha**

Over 200 million people live in the largest country in South America; wealth and poverty are close together. According to the Brazilian Government, currently 16.2 million people are affected by extreme poverty. 87% of the young population of the country are to be found in the large cities near the coast. Here are the huge poverty areas known as favelas.

team forwarded samples for quality control to Germany.

Convinced by the quality of One Dollar Glasses Brazil received approval for the production and distribution of One Dollar Glasses. In the summer of 2015 the team increased its production even more and produced up to 400 glasses per month.

Renovatio and ODG Brazil

In 2014, our student partner Enactus won over fellow students of the University of Sao Paulo for the idea of One Dollar Glasses. After the first Bending training some of the students were so enthusiastic that they established the RENOVATIO charity. At the same time they perfected their One Dollar Glasses technical skills in glass manufacturing. By 2015, the

Government and Companies

In October 2015, the Brazilian Government authorized the sale of One Dollar Glasses. Companies such as eÓtica, the Bank of America and Banco Santander helped to set up an internet platform, with start-up capital and providing a container as a production centre.



Optimal adjustment



Good vision for independence and quality of life in old age

The first One Dollar Glasses–Bus

Thanks to a donation by Atento a former public transport bus could be used in Sao Paolo. With much student help this bus is converted to become a mobile consultation room: our first One Dollar Glasses–Bus!

Hundreds of people were tested and if necessary supplied directly with glasses. „The demand is huge“, told Ralf Toenis, co-founder of One Dollar Glasses Brazil. After only two months, 700 glasses were individually adapted and issued!

Favela Rocinha

The first One Dollar Glasses campaign in Brazil was performed in the favela of Rocinha in November. A hired bus driver drove physician, optician, ophthalmic equipment and optician shop through the middle of the largest slum area of South America.

Outlook

With the bus as a mobile consultation room, we are now able to bring One Dollar Glasses to people, who so far had no access to eyeglasses. In the future, the One Dollar Glasses–Bus will be used even more intensively, also in distant neighbourhoods of Sao Paolo and Rio de Janeiro.



Ein Dollar Brille e.V.

On June 21, 2012

Ein Dollar Brille e.V. founded.

In 2010 Martin Aufmuth created EinDollarBrille. 2012 was their first trial by fire in Africa. But the invention of the product was only the beginning; the next important step was to implement the underlying social business concept. To do this it

needed contributors: so in 2012 the Association EinDollarBrille e.V. was launched as a recognised charity. The stated goal: to allow permanent access to customized, affordable and high-quality glasses to people in developing countries.



Active Members

At the end of 2015, the Association had a total of 49 members, some 150 volunteers and three full-time employees. Until then around 80 people worked in ODG project countries.

The General Assembly is the highest body of the Association. The Assembly meets at least once a year,

selects and relieves the Board and decides, if necessary, amendments to the Statute.

The Chairman and founder, Martin Aufmuth and his Deputy, Alex Armbruster were at the top of the Board in 2015. The Treasurer was Brigitte Weis. Claus Güllich and Bernd Schwamb held the office of the auditor.





Maria Künzel tells the Beuth Hochschule in Berlin about her work for ODG Malawi

Bending Training and more...

Glasses, made of material that will cost about 1 USD? Bent from spring steel wire, with lenses made of polycarbonate snapping in with a single click, and the whole thing still of good quality and customisable? Many people want to „understand“ that with their own hands. And so they come to our bending training sometime and become a One DollarGlasses enthusiast.



At the bending machine

Crowding at Bending Training

In January nearly 40 interested people travelled to Erlangen, to get to know about One DollarGlasses. Under the guidance of six experienced One DollarGlasses technicians the participants could try making a pair of glasses themselves. As with each of our bending trainings also on offer is the opportunity to learn more about the concept of One DollarGlasses and to speak with dedicated staff. Anyone who has been

bending glasses even once, is infected with the One DollarGlasses virus, and contributes to the success of the idea in their own personal way.

In 2014 we offered bending trainings for beginners in a 3-month cycle, later even monthly. With 40 participants, the training in January 2015 was the largest introductory training until then and brought us to the capacity limit of our Erlangen premises. However, the number of participants was still increasing. That is why we introduced regional groups in 2015.

Introduction of Regional Groups

The regional groups support the establishment of regional group volunteers. They organize introductory training, lectures, events and more. To promote a lively exchange among the volunteers, the regional leaders also invite them to regular meetings.



Regional group Cologne in action

In addition to the regional group in Erlangen, two more Groups in Munich and Berlin were founded. In Munich there was a large proportion of volunteers established from the successful Enactus student group in 2013 by Jakob Schillinger.

And now also in Switzerland!

In 2015 Luciano Cestonato brought the OneDollarGlasses Switzerland group to life. On his initiative, the first taster training in Zurich was carried out.



Bending training of regional group Hannover



Foundation of ODG Switzerland



First bending training in Switzerland

In Berlin, thanks to Elke Kaufmann, a very active group with many optometry students of Beuth College was built. In both regions regular taster training were offered. The regional groups in Cologne, Hannover, Stuttgart/Heidelberg, and since December also in Hamburg, were progressing!

There was great interest and they quickly found themselves engaged in creating a regional group in Zurich.

We are very happy about this and still hope to inspire many Swiss people.

Regional Group Berlin

After bending training in Berlin, the many inquiries convinced me to build a regional group in Berlin. We quickly found rooms and set dates, both for three regional group meetings, as well as for introductory training.

For four days we trained those interested in manufacturing a pair of OneDollarGlasses. This training brought them close to the product and concept and helped those that wanted to be part of the big One Dollar Glasses idea, to find fields of commitment.

We are very happy that we were able to welcome many new helpers and expand our contact to the Beuth University for technology.

Maria Künzel held a colloquium at the Beuth Hochschule about her



experiences with One Dollar Glasses Malawi, combined with an introductory training. We are particularly proud of the fact that two students have made One Dollar Glasses the content of their master's thesis.

In retrospect I would like to thank all the hard working helpers that contributed to bringing the One Dollar Glasses from Berlin many little steps forward.

Elke Kaufmann



One Dollar Glasses at the Fernwehfestival in Erlangen

Activities in Germany

Fernwehfestival – Wanderlust Festival 2015

Wanderlust is probably the most beautiful disease in the world! Every year to the new it attracts One Dollar Glasses-fellows to the Wanderlust Festival of Erlangen. And not just

them: about 11,000 visitors came to the festival in 2015 – and many of them could be infected with the enthusiasm for One Dollar Glasses!



ODG Team at optics fair in Wels

Fundraising Campaign in Canada!

The pupil Helen Pörtner is, according to her own words, a fan of One Dollar Glasses for quite some time. She spent the school year 2014/15 in Canada and held a great Fundraising

event for our association. Together with Canadian and German friends she achieved the overwhelming result of 1,800€!



Contribution from Canada

Optics Fair in Wels

Our Austrian colleagues introduced One Dollar Glasses at the trade show for optics in Wels. Our team informed

the interested audience and handed out donation boxes to opticians, who want to support us.



Mädchenrealschule Heilig Blut

School Events for One Dollar Glasses

Also in 2015 again many pupils and teachers organized fundraising events for One Dollar Glasses at their schools. They spread the idea of One Dollar Glasses and collect

donations from fund raising races, lectures, raffles and more. Such an event was also put on its feet in 2015 by Realschule Erding.

Online Wine Tasting

A very special online wine tasting for One Dollar Glasses held by the Rotary E-Club of D-1950 along with the Uffenheim and Rothenburg Rotary Club was organized in November 2015. At one virtual wine tasting event, the 150 participants learnt

interesting things about Frankonian wine, and also about One Dollar Glasses. A creative idea, which supported our work with 6,000€.



Rotarians for One Dollar Glasses

100 Baht

A very special donation came to us in 2015 from Thailand. Dhiarn sent us a letter, which contained a contribution of 100 Baht (about 2.60€),

to help buy a pair of glasses. A touching post that encourages and inspires us in our work!

Siemens Healthcare Insights

In the electronic edition of the November Siemens staff magazine, Healthcare INSIGHTS, there was an article about Gerhard Reck, an employee at Siemens Healthcare.

hands. „I can help people all over the world – and this out of Erlangen“, Gerhard Reck enthusiastically explained his motivation.



100 Bath from Dhiarn of Thailand

Healthcare Insights

He has been engaged for a year as a volunteer coach teaching the bending of OneDollarGlasses. He is guiding, in so-called taster training, those who want to try to produce OneDollarGlasses with their own

The article about Gerhard's engagement, spread the idea of OneDollarGlasses and was visible to more than 40,000 Siemens employees. It was published in German, English, Spanish and Chinese.

About Donation Boxes, Dessert and Beer

Many opticians, doctors, pharmacies, hotels and restaurants make an important contribution to our donation boxes. They collect money, increase the visibility of OneDollarGlasses and gain more supporters.

Pfaffenhofen. A restaurant owner created a special dessert and the owner of a brewery museum, while

In 2015, OneDollarGlasses employees, through contacts at the Fair Opti, through cooperation with Rotary clubs and through personal commitment, distributed 266 donation boxes.



One student alone has dispersed 10 collection boxes in his town

trialling a specially brewed beer, asked for donations in the ODG donation box.





First graduates in „Best Spherical Correction“ in Malawi

Ophthalmic Optics

A cornerstone of our work is the eye-optical expertise. The development of OneDollarGlasses is based on relevant physical, medical and technical knowledge, as well as the education of our OneDollarGlasses technicians in Africa, Asia or South America. To ensure an always up to date and targeted knowledge exchange, the eye doctor Wolfgang Krell brought the AOT (Auge-Optik-Team) to life.

assurance mechanisms and brings across the need for optical basic services to Governments and other stakeholders.

Member of IAPB

In March 2015, OneDollarGlasses became a member of the International Agency for the prevention of blindness (IAPB). The IAPB's aim is to „draft action plan for the prevention of avoidable blindness and visual impairment 2014–2019,“ which the World Health Organization with the 66th World Health Assembly decides to implement.

According to WHO studies, about 285 million people around the world are visually impaired with 39 million blind. 80% of these impaired (including blindness) are preventable. Non-corrected calculation error (42%) were identified as global main causes as well as cataracts (33%).



Training by German opticians



Eye-optical training

The AOT creates training material for internal staff and for the refractionists in the project countries, develops new screening and quality

The distinct goal of the action plan of the 66th WHA is to reduce (compared to 2010) the avoidable blindness and vision by 25% by 2019. A critical point is the lack of eye-optical specialists, especially in African countries. WHO and IAPB therefore attach special importance to train more skilled workers in their respective countries. And we do just that! Lately even with an especially developed training procedure.

Training in „Best Spherical Correction“

The availability of glasses, the low price, the consistently high quality and the individual, cost-effective refractive testing of clients is crucial for supplying optical eye care to the masses.

One Dollar Glasses meets all the criteria. It is cheap, durable, lightweight, customisable and is made by locals. When the way to the capital, to the nearest optometrist is too far, we even bring the glasses to the people via Outreaches. When the refractive testing is limited by country-specific regulations often our hands are tied. But now, a significant step forward on the way to the low-cost refraction is achieved: the education concept of „Best Spherical Correction“.

The training qualifies, in a short time, the reliable, individual refraction on site. A theoretical part under the guidance of eye specialists followed by a multi-week practical phase overlooked by an experienced refractionist. The refraction is cost effective through focusing on the essentials.

We ignore the compensation of the curvature of the cornea (astigmatism) and also quarter diopter steps. So about 80% of the people with defective vision can be helped. All others, as well as obvious eye patients, will be identified and referred to the nearest eye doctor.

This training concept convinced the German ophthalmological society – it recommends it as an appropriate method to spread a basic visual supply – and also the Medical Council of Malawi.



Theoretical ...

So the first Malawians were trained and tested to conduct refractive testing in „Best Spherical Correction“ in June 2015. Eight of the highly motivated young students are now refractioning up to 30 clients every day. They do excellent work, during which they were supported by a German student in the first few months.



... and practical training in Best Spherical Correction



The new building of the Altmühltal Workshops in Treuchtlingen

Relocating our Central Warehouse

Since June 2014, the Altmühltal workshops in Pappenheim store and send thousands of OneDollarGlasses lenses, wire, flyers, and more. In 2016 all storage facilities – including the central warehouse of the OneDollarGlasses – will be moved to Treuchtlingen.



Teammeeting in Pappenheim

In the laundry room of his house, Martin Aufmuth designed and built the first OneDollarGlasses with specially designed hand bending machine in 2010. The idea of OneDollarGlasses was developing very dynamically, and with it the amount of needed storage space was growing at breakneck speed.



Tour through the main warehouse

In 2014 when the cellars, office and storage rooms of neighbours and friends were threatening to burst, Friedrich Weickmann provided the long-awaited rescue. Inspired by the OneDollarGlasses project, he provided workshops and self-storage in

the Altmühltal workshops, an institution for people with mental and physical disabilities in Pappenheim.

Since then, Friedrich Weickmann and his colleagues care for the storage, packing and sending out of over 100 different OneDollarGlasses articles, of which there are more than 100,000 lenses and 80,000 pieces of wire. The employees of the shops sort shrink sleeves, beads and glass, cut wire, pack tools and materials, assemble the pallets according to the orders of countries of destination and send them out with all necessary papers.

Currently, the Altmühltal workshops build a new building in Treuchtlingen. A new warehouse with 135 pallet spaces will be created at the new location. The move is planned in September 2016. The central warehouse of OneDollarGlasses will be there as well!

One Dollar Glasses – the Lenses

The history of OneDollarGlasses lenses started in 2010 with the brilliant idea of a teacher. Martin Aufmuth introduced the idea to his, at this time, student Jonas after a physics class. Jonas was excited and wanted to help.

At home, Jonas told his parents about it and heard of a contact of

his father to a Chinese producer of glasses. Due to this connection the first sample of lenses and machines arose, and finally the actual lens of One Dollar Glasses.

Jonas Chen, who now is a student, traveled to China in spring 2015. His job: quality assurance of locally produced lenses.



Jonas Chen with Herrn Zhang

„The Managing Director of the glasses company, Mr Zhang is an acquaintance and friend. He is a very focused, friendly and honest businessperson. When I arrived in China, he picked me up personally at the airport. During the 5-hour drive, he told me much about his past. He began his professional career very early as a teenager after his middle school. At that time, few people graduated from middle school or even qualified for university. The living conditions of the Chinese population were bad with a low level of education. Only with the economic opening of the country, China began to rise. Initially, Mr. Zhang was an employee in a mounting company and earned less than 10 Yuan per month, representing today approximately 15€. With much hard work and sweat, in 1998 he founded his own glasses company and now employs about 70 employees aged between 18 and 60 years.

Currently four members of our staff are working for our project for 5 days and a maximum 40 hours a week in China. They mill, grind, pack our lenses, and send them to Germany. They are familiar with our values that we convey with our project. With earnings between 3,000 and 4,000



RMB per month, about the average income, they ensure a living for themselves and their families. Some are still with us since the initial founding period, such as



Mr Cao. He is responsible for the grinding of lenses, among others for our OneDollarGlasses lens.

I have been onsite and have witnessed up close the production. I was surprised when the machine, with correct measures, produced faulty lenses. Only after

cumbersome adjustments, the correct measures of the lenses, with a „Trial & Error“ approach, were met by 0.2 mm. The paradox: wrong measures add up to the right product in the end.

Mr. Cao is now over 30 years old and very happy with his life. He met his wife in the glasses factory; they have a 7-year-old daughter. „A not entirely atypical story for this company. For our growing demand of lenses, Mr. Zhang has invested in a new machine, for a

few thousand Euros, to improve the manufacturing process for the employees and to speed up production. So we achieve together – hand in hand – the vision of One Dollar Glasses.“

Jonas Chen



Martin Aufmuth, guest at Kurt Aeschbacher

Media Echo 2015

Radio

In the year 2015, Martin Aufmuth was much sought after as an interview partner, again. He got the opportunity to present his project OneDollarGlasses in numerous media,

Right at the beginning of the year he was on the German radio stations Radio Culture (02.01.2015) and HR Info (01.03.2015) presenting himself.

In November (25.11.2015) he was the sole guest of Margarita Wolf in the one-hour talk show „have the honour“, that was broadcasted in the Bayerischer Rundfunk.

Television

Again the largest response from the public was achieved by television appearances: exciting impressions of our project in Malawi captured by a camera crew, which Martin Aufmuth accompanied for the show „Galileo“. The contribution was aired in the magazine „Galileo“ on Pro7 (19.10.2015).

On 19.11.2015, Martin Aufmuth was the guest of the most prominent Talk show on Swiss television, with Kurt „Aeschbacher“. The „Aeschbacher“ Show gave OneDollarGlasses an enormous amount of attention.

As a result, our first foreign dependence „Ein Dollar Brille – Switzerland“ was founded in December.

Shortly before Christmas the Bayerischer Rundfunk again had a report about the OneDollarGlasses in the Abendschau (10.12.2015).

Printed Media and more

Already in January the Main Post (Würzburg) reported about the project and a great article in the Neue Zürcher Zeitung appeared in spring, under the title: „Some other development aid – one dollar glasses for millions“ (06.04.2015).

In autumn, the Taunus newspaper (30.10.2015) and the Frankfurter Rundschau (10.11.2015) reported on the cooperation with the Else Körner-Fresenius-Stiftung.

In addition, many local newspapers wrote about OneDollarGlasses, often about the activities of our regional groups, charity events or donations at schools.

In November 2015 OneDollarGlasses was awarded with the prestigious Tech Award in the United States. You can watch a very beautiful film about the project, on YouTube: <https://www.youtube.com/watch?v=vxRnuPCxIwg>





Martin Aufmuth as guest speaker at the UNESCO

In front of the UNESCO

One Dollar Glasses was topic at the opening event of the „International Year of Light and light-based Technologies 2015“, which took place in Paris on 19 and 20 January. Martin Aufmuth was invited as a guest speaker of the UNESCO and introduced One Dollar Glasses to the international audience.

John Dudley, Chairman of the international year of light Steering Committee, wanted to work with UNESCO and the United Nations 2015 to show what central role light plays in our lives and what light, optics and photonics can make for the world.

In addition to renowned scientists from around the world, international diplomats and decision makers also inventors and entrepreneurs got a chance to be heard. They showed how their practical ideas offer

solutions that can change the world. One of them is One Dollar Glasses.

„We are very pleased about the recognition of our work and the privilege to introduce One Dollar Glasses here“, explained Martin Aufmuth. „This gives us the opportunity to show how innovation, commitment, and a simple visual aid can improve the lives of millions of people.“



M. Aufmuth with Brian Wilson and John Dudley





Martin Aufmuth (1st row, 3rd from left) and Mathilde Iweins (1st row, 1st from right) at the price-giving of the Tech Award 2015

Winning the Tech Award

On November 12, 2015 OneDollarGlasses was awarded with the prestigious Tech Award in San Jose, California (United States).

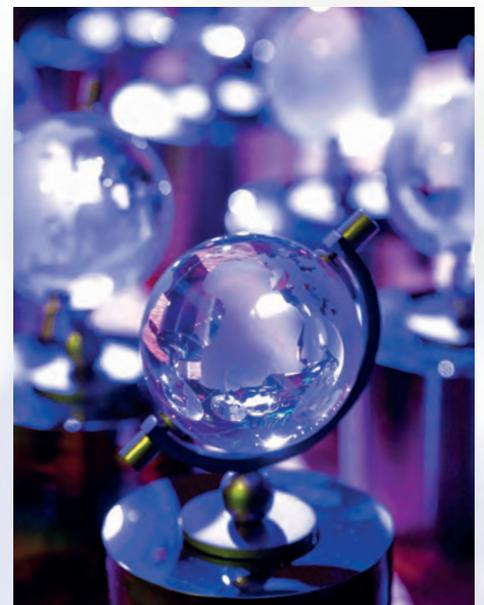
With this award the Californian „Tech Museum of innovation“ honours every year visionaries from all over the world for their pioneering inventions to improve human living conditions in developing countries.

OneDollarGlasses received the international recognition in the category „Economic development“. It was recognised as an outstanding concept for sustainable optical eye care in developing countries.

Martin Aufmuth and Mathilde Iweins were delighted to be able to accept the prize personally. „We thank the jury for this great international recognition of our work“, said Martin Aufmuth. “ It casts a spotlight on the

problem of hundreds of millions of people who cannot learn or work, just because they have no access to a pair of glasses. In addition, we are feeling encouraged by technology experts in our „help to help themselves“ approach through training of local professionals and independent supply structure reinforcement.“

Films on this topic can be found on www.EinDollarBrille.de.



Partners and Supporters

Our many, tireless staff, donors and supporters are the pillars of our work. The numerous partnerships and cooperation with other helping organizations, with representatives from teaching and science and with business connections are also supporting pillars.

We would like to thank all our partners and supporters for their dedication and their contribution to the success of One Dollar Glasses. As an example, the following are mentioned:



A.M.P.O.

We have worked together with the charity A.M.P.O. (Association Managré Nooma for the protection of orphans) since summer 2013 in Burkina Faso. The founder, Katrin Rohde, together with A.M.P.O and the Sahel e.V., has brought to life several social institutions such as orphanages, infirmaries, disabled school projects.

A.M.P.O. supports the work of One Dollar Glasses in Burkina Faso and is a very valuable partner that accompanies us in particular in sales on their site, as well as with assistance in the implementation and organization of the project locally.



Breitfeld & Schliekert

The company equips opticians and at the same time helps to make One Dollar Glasses better known to opticians in Germany.



Brille24

Since October 2014, the online retailer for eyeglasses supports One Dollar Glasses generously financially and with expertise and the energetic help of some staff.



Caritas

The Caritas Austria supports One Dollar Glasses in Ethiopia.



Else Kröner–Fresenius–Stiftung

The Else Kröner–Fresenius–Stiftung awarded One Dollar Glasses their medical humanitarian award in September 2014. Since autumn 2015, the EKFS supports One Dollar Glasses in setting up a pilot project in the South of Malawi. The long-term goal is a coverage of the whole country.



Enactus München

Enactus is an international student organization, which aims to improve the standard of living and the quality of life of other people. Enactus' headquarters is located in Springfield in the State of Missouri; worldwide, the Organization has 66,500 members. 37 different national companies have been established to date. They all work as independent organizations, but are part of the international Enactus network. They are all linked with the basic idea to improve the world in little by little by entrepreneurial projects.

Students of Enactus Munich picked up One Dollar Glasses in early 2013 as a project. In July 2013 they introduced successfully One Dollar Glasses in Burkina Faso, then in Bolivia in September 2013. In October, they won with their project presentation in Cancun, Mexico, the Enactus World Cup. Enactus is an important and valuable partner in the further development of the concept and the project implementation on site. We thank all those involved for their passionate commitment and look forward to further cooperation.

FASE

The financing agency for social entrepreneurship supports One Dollar Glasses with comprehensive expertise, free scholarship in the further development of the business model and business plan to the funding stage for external investors.



IAPB

The International Agency for the prevention of blindness (IAPB) is an Association of organizations of civil society, businesses and professional associations to promote the health of the eyes. Since March 2015, One Dollar Glasses is a member of IAPB.



Kinderhilfswerk Dritte Welt e. V.

Kinderhilfswerk Dritte Welt accompanies and supports projects that ensure the health, care and education of children and young people in the third world since 1975.



Since April 2013, it also supports One Dollar Glasses. The children's charity helped us with their many years of experience in Rwanda, to bring the project on its way.

L'Occitane

The L'Occitane Foundation supports One Dollar Glasses in Burkina Faso. Its objectives are the economic emancipation of women in Burkina Faso and help for the visually impaired.



McDermott Will&Emery

The Munich Office of the internationally active law firm McDermott Will & Emery is among the major supporters of One Dollar Glasses (worldwide over 1,100 lawyers). Carsten Böhm, Gero Burwitz, Maximilian Baur and the team of lawyers help in drawing up contracts, agreements with ministries and authorities, and questions of labour law.



Partnerschaft mit Alem Katema e. V.

The club based in Baldham in Alem Katema supports aid projects in the Highlands of Ethiopia. They are our partner in Ethiopia since November 2013.



Rotary E-Club of D-1950

Many Rotarians support One Dollar Glasses in various ways. The Rotary E-Club of D-1950 is engaging after a first fundraising project by 2015 for a strategic cooperation.

Siemens Stiftung

The Siemens Foundation is a non-profit corporate foundation of Siemens AG. The focus of the work of the Foundation are the expansion of primary care in developing and emerging markets, and the promotion of education and culture.

Since the awarding of One Dollar Glasses by the Siemens Foundation 2013 with the first prize of the empowering people.award, it is assisting us with its large network. In Burkina Faso, they are supporting us since November 2015 in the further development of the project in Ouagadougou and in expanding our outreach activities in the country.



Stiftung Hostelling International Bolivia (HI-Bolivia)

For 15 years, the Foundation every year coordinates social missions of over 75 volunteers from Germany, Switzerland, Austria, France and Canada in the education and health sector of Bolivia. Focal points are hospital operations, dental campaigns, and the usage of One Dollar Glasses. Since 2013 HI-Bolivia is a partner of One Dollar Glasses, producing the glasses and therefore supplying the Bolivian population.

The children's Advisory Board of Piratoplast has, in coordination with the Association of Children for a better world, supported the eye tests and the supply with glasses for 1,000 children in the rural, indigenous Bolivia.

Stiftung Oliver Herbrich Kinderfonds

With the Foundation he founded, Oliver Herbrich supports our project in Malawi in the training of young producers of glasses.

Posters

Every year our partners and supporters come up with different promotions and awesome fundraising events, in order to support One Dollar Glasses. Since summer 2015, we provide eye-catching posters on

request to help communicate our key messages, draw attention to events, encourage talks with interested customers, invite to presentations, indicate donations runs and much more.



„Mehr als eine Brille!“, „Afrika, Asien, Südamerika“ and a poster with free space for an individual message can be requested.



Outlook 2016

Also the year 2016 is in no doubt going to be another very exciting year in our young start up.

As our organization has grown extremely fast in the last three years, an important task is to create effective structures and a clear order. A company with now approximately 250 people around the world needs an effective organization with clear decision-making processes. For example in the areas of finance, organizational structure and internal communication, exchange of experience between projects, material logistics and technical development.

Also in 2016, we will learn a lot again. The central questions will be: How can we reach as many people as possible with our glasses? And in

some rough, very poor areas where people often do not even know that glasses exist. How can this distribution channel be built on cost? Here, we keep trying again and again to learn from organizations in other areas.

We only can reach our big goal, to provide millions of people with glasses permanently, if we continue to grow. Therefore, it is a key objective to attract new donors, partners and committed employees, who actively support us in our mission.

Financial Overview

The following is an overview of the revenue and expenditure of One Dollar Glasses for the year 2015. The mid-2012 based Association has developed by 2015 very well also.

The donations once again strongly increased compared to the previous year and a continuous extension of ongoing projects and enhanced cooperation with partner organizations in South America enabled above-average commitment of the volunteer staff.

The Association orients itself in the preparation of the annual accounts to the specifications of the DZI (German Central Institute for social issues) and the criteria for the DZI donation seal. A tax firm carries out the accounting of the Association based on a revenue-surplus calculation. The accounting follows the calendar year.

Revenue 2015

Total revenue rose by 2015 to 1,168,623€ (previous year: 709,877€). The donations increased to 1,148,965€ and represent, with over 98%, the main source of income for the association. Our sponsors provided about 20% of our donations (224,247€). In particular, renowned foundations, such as, for example, the Else

Kröner-Fresenius-Foundation, the Siemens Foundation and L'Occitane Fondation d'Entreprise have, with the assignment of designated funds for the further development of our projects in Malawi and Burkina Faso, made a significant contribution.

In 2015, these grants have only become revenue-effective to a part. Those amounts, still undrawn by us, will be made available to the association in 2016 and respectively in 2017 according to the continued conduction of the project.

With usage lists and project reports, we demonstrate the proper use of the finance resources. The promotion through third party finances gives us planning security in 2016 for our ongoing projects.

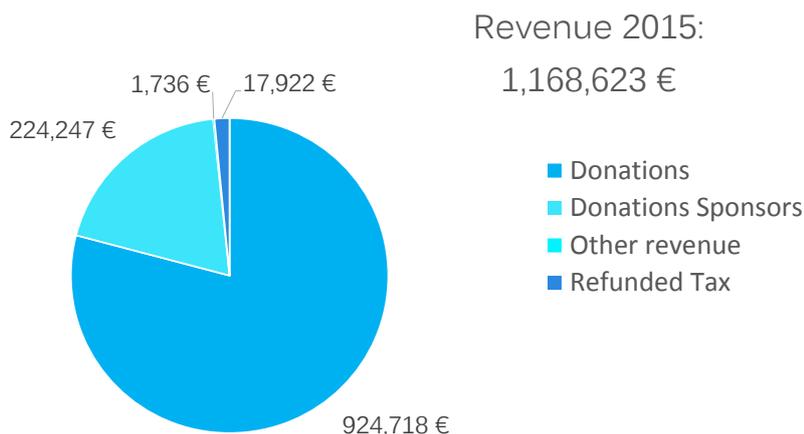
Following the empowering people.award in 2013 by the Siemens Foundation and the renowned Medical-Humanitarian Award of the Else Kröner-Fresenius-Stiftung, remunerated with 50,000€ (2014) One Dollar Glasses has won a major, international prize in 2015, with the Tech Award of the Tech Museums of Innovation (United States). The non-designated money is 50,000 USD.

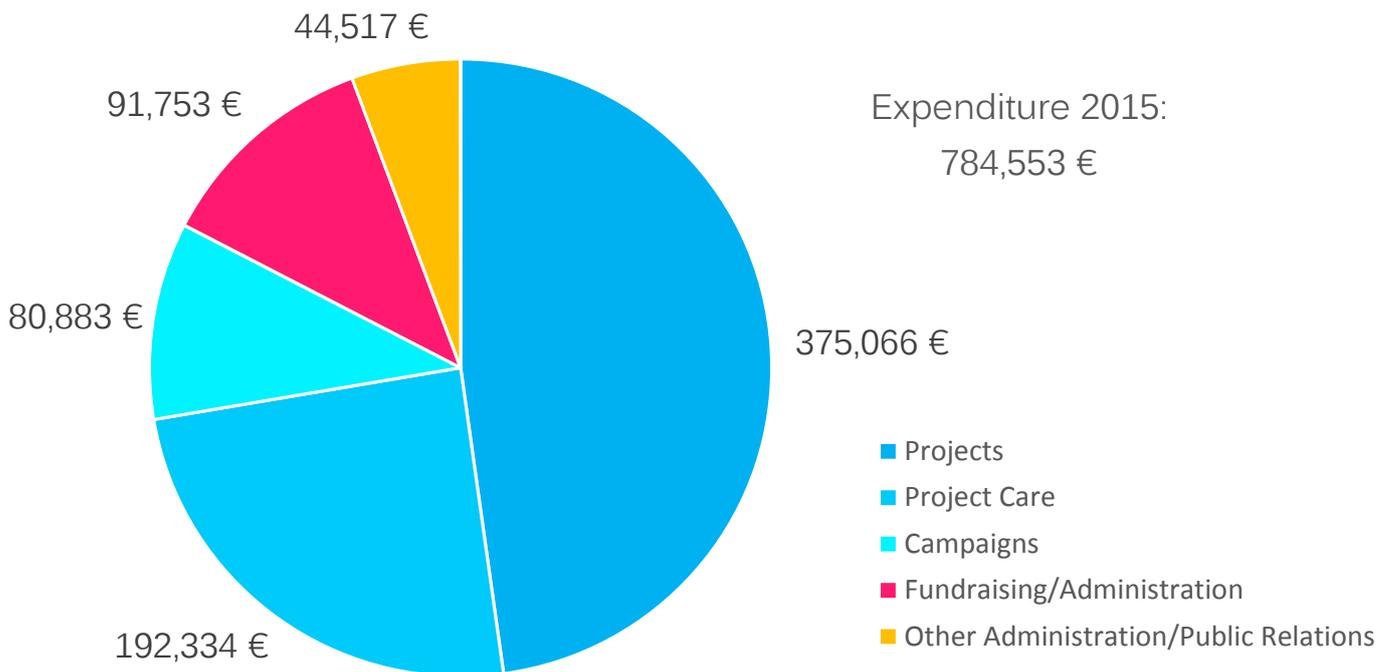
The remaining revenue are mainly tax refunds from 2014 (17,922€) and interest income (1,557€).

Thanks to the generous support of our donors and supporters, our donations were in the current year, for the first time, above the one million mark; the donations are therefore once again increased almost 62% compared to the previous year.

Expenditure 2015

Against the afore mentioned income in 2015 expenditures summing up to 784,553€ are shown. For the direct





implementation of our projects in the target countries, we have used 375,066€. The accompanying project support from Germany totalled to 192,333€. Total incurred material costs are 102,599€, which breaks down to the production of glasses (51,045€), tools and equipment for the further development of the bending machines (11,589€) and for tools, needed for the manufacture of eyewear (39,965€). We have invested 183,881€ in the training of OneDollarGlasses producers and opticians in the project countries and in the continuous operations onsite. For our mostly volunteer trainers, incurred travel expenses total to the amount of 83,550€.

We expect a refund in 2016 from the IRS for the income tax paid in 2015 (6,647€).

Much of the personnel costs went to the support and the development of our projects (169,641€). In addition to the President and CEO and his Deputy, whose work focus primarily lies in the project management, by 2015 the Association hired the

country director for Malawi full-time. He supports and directs the project on site.

The voluntary commitment and the financial support of our partners is not visible in the expenditures.

In 2015 the student organization Enactus Munich also engaged intensively in the area of training, both in the countries of destination as well as in the training of trainers in Germany. Partner organizations like for example, Hostelling International Bolivia headed by Max Steiner, Renovatio in Brazil or Finacess, Develyn Foundation in Mexico take over cost of project work and training in the country.

For the successful implementation of our work, we are dependent on any amount of donations. Donations, whose effect multiplies after a short period of time. After initial funding, the concept of One Dollar Glasses maintains itself.

The local OneDollarGlasses employees in the project countries

The tireless work, carried out voluntarily for One Dollar Glasses, is priceless and does not show up in any statistics.

Financial overview for Ein Dollar Brille e. V. 2015

Allocation of income and expenses by function

		Income	Projects & Project Staff	Project Support	Campaigns	Fund management and Advertising	Management and General PR
Donations and Funds							
Donations	992,928 €	992,928 €					
Else Kröner-Fresenius-Foundation	15,000 €	15,000 €					
Siemens Foundation	60,000 €	60,000 €					
L'Occitane Foundation	34,664 €	34,664 €					
TechAward	46,374 €	46,374 €					
Other Operating Income							
Other Revenue	179 €	179 €					
Refunded Tax	17,922 €	17,922 €					
Interest	1,557 €	1,557 €					
Total Revenue	1,168,623 €						
Project Expenses							
Material for Glasses	51,045 €		51,045 €				
Bending Machines	11,589 €		11,589 €				
Tools	39,965 €		31,820 €	8,145 €			
Training, Building Projects	183,881 €		178,226 €	5,655 €			
Personnel Expenses	228,501 €			169,641 €	15,526 €	19,883 €	23,452 €
Other Expenses							
Travel Costs	99,154 €		83,550 €	4,157 €	5,198 €	5,310 €	937 €
Postage, Shipping, Phone	24,170 €		12,189 €	3,432 €	2,124 €	5,780 €	645 €
Information and Advertising	114,823 €				57,412 €	57,412 €	
Office Expenses	2,507 €						2,507 €
Deductible Taxes	6,647 €		6,647 €				
Other	22,271 €			1,304 €	624 €	3,368 €	16,976 €
Total Costs	784,553 €		375,066 €	192,333 €	80,883 €	91,753 €	44,517 €
Profit for the Year	384,071 €						

generate income, from which they can feed themselves and their families and can provide hundreds of their compatriots with glasses every year.

Also, in 2015, the Association has further expanded its informational work, in wealthy countries such as, for example, Germany and

Switzerland to point out to the issue of global vision and sometimes dramatic consequences for the person concerned. We have used 80,883€ for our campaign work.

91,753€ were spent for the donation advertising and management. 87,244€, advertisements in various newspapers in the run-up to

Christmas have the largest share of those costs, it however resulted in donations that exceeded the „usage“ to the multiple. 19,883€ accrued personnel costs for the proper donor management and processing of gift certificates.

44,571€ were required for administrative activities, including 23,452€ for personnel costs. 16,976€ under miscellaneous are mainly for external accounting and tax consulting. In summary, the proportion between advertising and administrative expenditure compared to total expenditures was 17.4%. We are proud that we have achieved this good result despite the increased requirements.

The activities of OneDollarGlasses were also in 2015 carried out almost exclusively on a voluntary basis. Many supporters have brought free of charge, and with great idealism, their knowledge and experience to the association.

The increased requirements for project management or the maintenance of proper business operations in Germany have led to more employment of trainees, mini-jobbers, or part-timers in addition to the already mentioned full-time employees.

Annual Financial Statements

The selected auditors Claus Güllich and Bernd Schwamb controlled the accounts created by the external tax firm. Based on their positive test result, the General Assembly approved the Board of Directors at the annual general meeting in March 2015.

Financial Circumstances

At the beginning of the year 2015, the association had a cash position total of 410,317€. At the end of the year,

the credit balance has grown to 815,020.€ We are very pleased with the total number of donations, most of them in the month of December that, to a considerable extent, ensure our work and give us the necessary financial backing to concentrate fully on our long term and sustainable-oriented project work for 2016.

With a very good result for 2015 and the designated commitments, we have created the economic conditions for 2016 to continue to develop projects.

For the first time, we have set up a strategic planning process for 2016. Starting from the top down, we target that spending in total does not exceed the funds already available to us at the beginning of the year. We, among other things for our major project countries and our future intended strategic focus, have set up a detailed bottom-up planning that allows within certain parameters to respond to changed conditions. Based on this design we will again achieve an administrative quota of less than 18% in the year 2016.

The generous donations during the Christmas season make the designated commitments of our patrons secure the following year.



Thank you very much!

We want to thank, you, and all those who support our work: through active participation or donations, by actions, as a partner.

Our work depends on the contributions of many.

We are pleased about the numerous new donors that we could inspire for our project of OneDollarGlasses and about all those who remain loyal to us and support us regularly. Thank you for your trust!

We also want to say „thank you“ ...

... to the many opticians, doctors, association members, entrepreneurs and individuals who tell their customers, patients and friends about us and initiate collections.

... the many charities and representatives from industry and academia, with advice and assistance to aid us.

... the countless students, sponsor races and actions, to support us.

... and especially the many, tireless, honorary employees.

We continue to work with full commitment on the implementation of our vision and hope that you will still help us in the future.

Because only in this way we can achieve our goal: to provide 150 million people worldwide with permanent access to eyeglasses. Thank you!

Yours OneDollarGlasses–Team

**One Dollar Glasses depends
on the support of many.**

Many thanks to all involved!



Legal Notice

Address: Ein Dollar Brille e. V.
 Böhmlach 22
 91058 Erlangen

Telephone: +49 9131 9232803

Email: info@One Dollar Glasses.org

Internet: www.Ein Dollar Brille.de
 www.facebook.com/One Dollar Glasses

Represented by:

1. Chairman: Martin Aufmuth
2. Chairman: Alex Armbruster

Treasurer: Brigitte Weiß

Registration entry: Ein Dollar Brille e. V.

Place of Registration: Amtsgericht Fürth

Registration Number: VR 200672

VAT Number.: DE286412852

Charitable status: Die Satzung des Ein Dollar Brille e. V. in der Fassung vom 21.02.2012 erfüllt die Voraussetzungen nach den §§ 51, 59, 60 und 61 der Abgabenordnung. Der Ein Dollar Brille e. V. ist damit steuerbegünstigt und berechtigt, Zuwendungsbestätigungen nach amtlich vorgeschriebenem Vordruck auszustellen.

Responsible for content: Martin Aufmuth
 (§ 55 Abs. 2 RStV) Böhmlach 22
 91058 Erlangen

Editorial: Martin Aufmuth, Alex Armbruster, Jonas Chen, Wolfram Cüppers, Julia Demel, Theresa Günzel, Anja Haverkock, Deniz Ispaylar, Nikolaus Jacak, Susanne Jenewein, Elke Kaufmann, Florian Knobloch, Wolfgang Krell, Monika Kuhn, Jo Neunert, Jakob Schillinger, Christine Siegmund, Max Steiner, Markus Urf, Daniela Velasco, Friedrich Weickmann, Brigitte Weiß, Franz Peter Weller, Claudia Wittwer u.a.

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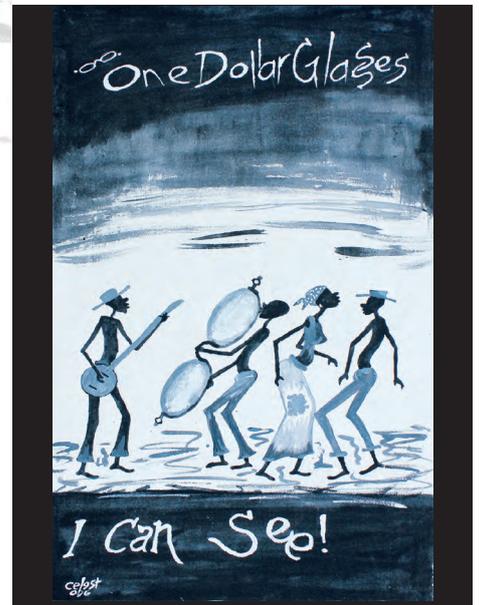
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Proofreading: Christine Beil, Claudia Wittwer

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Donation Bank Account

Sparkasse Erlangen
 IBAN: DE56 7635 0000 0060 0444 15
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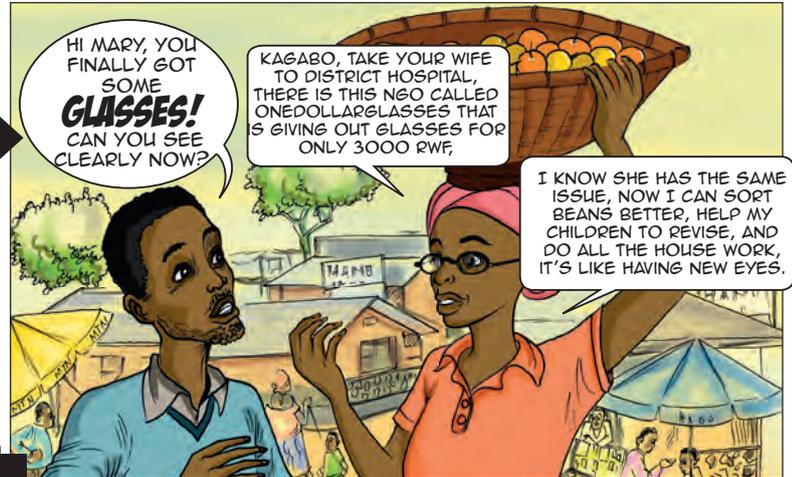


MARY HAS BEEN SUFFERING FROM SIGHT ISSUE SINCE VERY LONG TIME, BUT SHE COULD NOT AFFORD A PAIR OF GLASSES DURING ALL THOSE YEARS BECAUSE THEY WERE OUT OF REACH; JANE IS A MODEST FARMER, SHE COULD NOT GATHER ENOUGH MONEY TO BUY A PAIR EVEN IF AFTER MANY YEARS OF SAVING.



RECENTLY SHE GOT LUCKY; THERE IS A RWANDAN NGO THAT IS PROVIDING GLASSES FOR A SYMBOLIC PRICE OF ONLY 3000 RWF. MARY COULD NOT MISS THE OPPORTUNITY.

TODAY MARY IS MEETING HER NEIGHBOUR KAGABO.



TODAY KAGABO HAS BROUGHT HIS WIFE TO THE HEALTH CENTRE, WITH THEIR MUTUELLE THEY HAVE BEEN ABLE TO GET TESTED,



THESE GLASSES ARE PRODUCED IN RWANDA WITH A GERMAN TECHNOLOGY, WITH THE PRESCRIPTION, YOU CAN GET THE GLASSES IN A MATTER OF MINUTES ON OUR SALES DAYS" MAKE SURE YOU DON'T PUT THE GLASSES IN TOUCH WITH ANYTHING THAT MAY SCRATCH THEM AND YOU WILL HAVE THEM FOR MANY YEARS TO COME.

OneDollarGlasses Comic from Rwanda