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On the cover: Six-year-old Armenian Safaryan was given her first pair of hearing aids two years ago. At the time, she could only say a few words, but with the help of speech and music therapy as well as of the hearing aids donated by Hear the World, her speech improved and she now attends school. Safaryan is a very friendly girl who loves to dance.

Project: Pediatric partnership between the University Children's Hospital in Zurich and Arabkir Hospital in Yerevan.To find out more about this project, **see page 10.**

Cover: Ehrin Macksey, Vietnam Photographer

TOGFTHFR

FOR BETTER HEARING



Dear reader.

32 million children worldwide are affected by disabling hearing loss. The majority of them live in low- to middle-income countries and often lack access to any audiological or medical care. The consequences are severe as hearing is key to everyday

interactions and an irreplaceable part of our social life.

For children, a life without hearing has an even stronger impact, as it means that they do not have access to spoken language and education, leading to fewer employment opportunities. As a result, early identification of hearing loss is key. Through our support of various projects, for example in Armenia, we give children the chance to start life at their full potential and develop at an appropriate rate for their age. Such is the case for David, two years old today, who received his first hearing aid thanks to the support of the Hear the World Foundation at the age of ten months (page 10).

Hearing loss has many root causes. Numbers show that 60 percent of childhood hearing loss is preventable. The challenges of prevention vary in different countries and we tackle these individually through customized programs.

In low- to middle-income countries, such as Cambodia, the figure is even higher, revealing that three out of four cases of hearing loss in children could have been prevented. The causes of hearing loss are predominantly associated with either incorrect treatment of middle ear infections, malaria drugs overdose or acoustic trauma caused by landmines. Our partner organization All Ears Cambodia has been founded over ten years ago and has

built five clinics in this medically underserved country. All Ears Cambodia has helped ten-year-old Daneth, who had a polyp in her ear (page 17).

In high-income countries, the challenges are completely different, and the main cause for hearing loss is noise. This is why we decided to become a partner with a leading Swiss concert promoter in order to promote prevention and to provide fans with free noise protection earplugs at concerts.

All of our projects have one key thing in common: sustainability. With the help of our Sonova employees, we can pass on knowledge and train local experts which is vital in achieving sustainable support. I am delighted to announce that 510 Sonova employees have selflessly contributed to our projects as volunteers for the past year alone.

We can look back with immense pride on a successful year where the Hear the World Foundation has supported 23 projects in 18 countries. This incredible effort will improve the lives of countless people. 2016 marks our 10-year-anniversary and we start this year nicely with our first donation of Cochlear Implants in Panama.

There is still a lot more to be done if we are to achieve our ambitious vision of a world where everyone has the chance to enjoy good hearing. I am proud of what we have already achieved and I am looking forward to another busy year. We are delighted to count on you to help us work towards our vision!

Best wishes,

Lukas Braunschweiler

President Hear the World Foundation

OUR FOCUS



Providing audiological care for children is a focal area of the Hear the World Foundation's activities.

A particular emphasis is placed on low-income countries, where children with undiagnosed hearing loss have very limited future prospects. This is because children who cannot hear very well have difficulty learning to speak, which restricts their chance of social integration, of receiving an education and of developing at an appropriate rate for their age. Therefore, providing support in this area can change lives. Our focus:

- Projects designed to increase newborn hearing screenings
- Deployment of mobile teams of experts to diagnose hearing loss in children
- Professional training for local staff and provision of adequate tools to ensure children are diagnosed accurately
- Providing support for projects that supply children with appropriately fitted hearing aids, along with continuous provision of batteries, care and additional speech therapy

>32 M

MORE THAN 32 MILLION CHILDREN
WORLDWIDE ARE AFFECTED BY SEVERE TO
PROFOUND HEARING LOSS 1



The younger the children with hearing loss are, the more important the role played by their parents becomes.

Hearing aids need to be checked regularly, speech development exercises need to be practiced and parents must provide emotional support in everyday life. In the case of projects in low-income countries, it is also essential to provide parents with basic information about hearing loss. Hear the World supports projects that run various programs to help parents:

- Guides, newsletters and brochures
- Workshops, conferences and special consultation sessions for parents
- Opportunities to share experiences with other parents of children with hearing loss

93%

OF ALL PARENTS OF CHILDREN WITH HEARING LOSS
SAY THAT INTERACTION WITH OTHER PARENTS IS
PARTICULARLY HELPFUL TO THEM.²



It is essential to take any opportunity to prevent hearing loss from occurring.

The risks vary greatly between countries with high income levels and those with lower incomes, and the foundation's projects are therefore equally wide-ranging. In high-income countries, noise is the primary cause of hearing loss and cases of this are rising rapidly. The focus here is on projects designed to raise awareness of the risks of noise-induced hearing loss. In countries with low incomes, however, viral diseases (e.g. rubella, cytomegaly), chronic otitis media or incorrect dosages of medication are the main factors behind the development of hearing impairments. These two completely different challenges require specifically tailored approaches when it comes to finding solutions:

- Measures for improving the audiological care provided in low-income countries
- Campaigns for young people in high-income countries with the aim of raising awareness of the risks posed by listening to music at excessively loud volumes

75%

OF HEARING LOSS IN CHILDREN

IN LOW- TO MIDDLE-INCOME COUNTRIES IS PREVENTABLE, COMPARED TO 49% IN HIGH-INCOME COUNTRIES.³



Building a local audiological care network.

Medical aid and audiological care cannot be provided on a long-term basis if the local population is reliant on foreign specialists who are not on hand to help all the time. The only way to build up a stable network, so that knowledge can be passed on and put into practice and the local people can receive good, long-term audiological care, is to train local audiologists. This also has the beneficial side effect of creating skilled jobs with promising future prospects in the country concerned. The Hear the World Foundation supports projects in the following areas:

- Iraining local audiologists
- Providing further training for clinic staff and teachers who deal with children with hearing loss
- Providing support for research projects and awarding grants

5.2%

OF LOW-INCOME COUNTRIES HAVE MORE THAN
ONE AUDIOLOGIST PER MILLION POPULATION.
IN HIGH-INCOME COUNTRIES, THIS IS THE
CASE FOR 87 5% 4





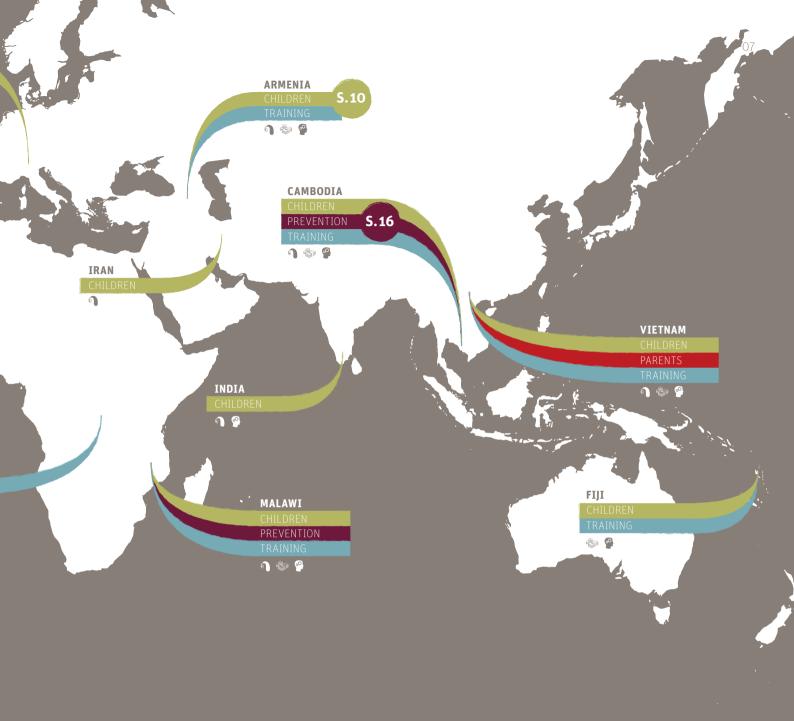












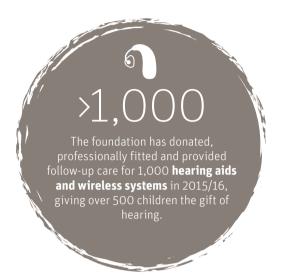


www.hear-the-world.com/projects





SPOTLIGHTS 2015/16



NEW HEARING AIDS FOR DAWOOD

Six years ago, Dawood from Iraq became the first child to receive hearing aids as part of our "52 Children" scheme. Dawood is now in the fourth grade at school and thanks to his hearing aids, he has no problems keeping up with lessons. This year, he has been given new hearing aids to replace his old broken ones.





PROTECT YOUR HEARING!

"Der Graf", singer of the band Unheilig and a Hear the World ambassador, calls on his fans to protect their hearing throughout his concert tour.





MSC IN AUDIOLOGY

Thanks to Hear the World's support, two Malawian students commenced their Audiology Master's degree in England. Equipped with this first-class training, these students will be able to take over the management of Malawi's first audiology clinic in 2017.





HOW THE WORLD HEARS

Our "How the World Hears" study revealed gaps in knowledge about hearing and hearing loss as well as the potential consequences. More information is available on our blog hear-the-world.com/soundsgood.

500,000

Hear the World has handed out 500,000 earplugs to concertgoers in Switzerland to help protect their hearing.





510 EMPLOYEES

610

510 Sonova employees have supported Hear the World during 610 days

NEW AUDIOLOGY CLINIC

Thanks to our support, our partner project in the Dominican Republic has opened a new audiology clinic to provide access to high-quality but affordable medical care. Thanks to this expanded capacity, newborn hearing screenings is now offered in the Dominican Republic for the first time.





THE SOUND OF CHILDREN SINGING IN YEREVAN

For six years now, the Hear the World Foundation has been supporting the partnership between the University Children's Hospital in Zurich, Switzerland, and Arabkir Hospital in Yerevan, Armenia. Countless children could already been helped through the project.

Things did not look good for David, a young Armenian. Born in September 2013 – two months before his due date –, David spent 50 days in the intensive care unit. Finally, when David was able to leave, it became apparent he had very limited hearing in both ears. In addition to this, there were other setbacks in aspects of David's development, such as his motor skills. "Without outside help, David would probably never have learned to speak. This would have affected his mental development, too, and he would have become an invalid. In Armenian society, disabled children are seen as something to be ashamed of. It is highly likely that David would have been more or less kept hidden away at home," says Dr. Dorothe Veraguth, Head of (Pediatric) Audiology at the University Hospital in Zurich.



IT ALL STARTED WITH AN EARTHQUAKE

The Swiss clinic has maintained close links with Arabkir Hospital in Yerevan for decades. This relationship goes back to the devastating earthquake in Armenia in 1988, which left more than 25,000 people dead. Even at the time, medical professionals from Zurich flew to Yerevan to provide help and medical support. The program has since put down deeper roots, resulting in the establishment of an official partnership between the two institutions in 2005. Dorothe Veraguth has been paying regular visits to Yerevan since then, and this is where she met young David. "As we were able to diagnose him with severe bilateral hearing loss so soon after his birth, we had the chance to intervene at an early stage," the audiologist from Switzerland recalls, "so David received his first hearing aid thanks to the Hear the World Foundation at the age of ten months." Today, thanks to the early intervention, David develops at an appropriate rate for his age. The Hear the World Foundation has been supporting

"Under excellent guidance, the team provides outstanding care for children with hearing loss and their families in spite of difficult circumstances.

They all strive to make further improvements."

Prof. Dr. John Bamford, Member of the Hear the World Advisory Board the partnership with Arabkir hospital since 2010. In practical terms, this means that audiologists fly out to Yerevan once a year, taking around 80 hearing aids with them. Veraguth reports: "Getting the devices through customs is not always an easy task. Last time, we had to spend hours negotiating with the officials, but in the end the hospital director managed to convince them that they had been donated." When they arrive in Yerevan, the Sonova audiologists show their Armenian colleagues the best way to fit the hearing aids. However, the support provided by the Hear the World Foundation goes even further. Diagnostic equipment has also been supplied, and most importantly, young Armenian doctors are given the opportunity to spend three weeks in Switzerland on a practical training program involving the very latest techniques. "We have two selection criteria for this scheme," says Dr. Veraguth. "Firstly, the audiologists must be able to speak English, otherwise it would be difficult to teach them the knowledge that they need. Secondly, however, they must intend to stay in Armenia afterward, as it wouldn't make any sense to train up staff only for them to emigrate to the west."



"The friendliness of the Armenian people never fails to fascinate me. The team is very keen to learn. It's a great pleasure to work with my colleagues here."

Dr. Dorothe Veraguth, Head of Audiology at the University Hospital in Zurich, Switzerland



Before fitting a hearing aid, it is essential to clean the ear canal

SPEECH THERAPY AT A VERY HIGH STANDARD

In Yerevan, Dr. Veraguth liaises primarily with Tamara Manukyan, Head of Audiology at Arabkir Hospital, who has nothing but good things to say about this partnership. "The annual income in Armenia is around 800 dollars. Without help from the Hear the World Foundation, we would not have been able to provide the children with hearing aids," says Manukyan. She is also greatly encouraged by the fact that the support scheme enables children with severe hearing loss to be provided with high-performance wireless microphone systems, making it much easier for them to follow what is being taught at school. "Teachers are given a kind of microphone and everything they say is transferred straight to the hearing aids via a small transmitter," Manukyan explains. She is particularly proud of the fact that another five treatment centers have been set up in the country within the last few years: "It's a great relief for families in provincial areas not to have to come to Yerevan for every single check-up anymore." As far as Manukyan is concerned, there is another factor that is equally important: "Of course, the difficult economic situation means we are reliant on technical and financial support, but we do have something to offer too the speech therapy and pedagogical services available in Armenia are by now at a very high standard." As a result, and thanks to the support of the Hear the World Foundation, a sustainable audiological care on site can be ensured. Young David has been one of the beneficiaries of this. He attends weekly speech therapy sessions and has been making great progress. He was quick to learn how to distinguish between sounds and understand speech and soon began speaking himself. In parallel with this, his parents have been undergoing training to learn how to support him even more effectively. "When you see him now, you really don't notice any delays in his development anymore," says Dorothe Veraguth. He is a very happy little boy - and one who is particularly fond of music and singing.



"The additional treatment centers are a great relief for families in provincial areas, as they no longer have to come to Yerevan for every single check-up."

Tamara Manukyan, Head of Audiology at Arabkir Hospital



Partner: University Children's Hospital in Zurich **Location, timeframe:** Yerevan, Armenia, since 2010

Our support:







>2,000

AUDIOLOGICAL EXAMINATIONS
OF CHILDREN HAVE BEEN CARRIED
OUT IN 2015

PRACTICAL TRAINING FOR THE NEXT GENERATION OF AUDIOLOGISTS

Dr. Judith Gravel played a key role in advancing the diagnosis of hearing loss and promoting screenings for newborns. A fellowship set up in her name and financed by the Hear the World Foundation ensures that this initiative lives on.

Reminiscing about getting her hearing aids fitted for the first time, Lauren Charles still gets goosebumps to this day. "Before then, I didn't realize what was missing in my life," says the 26-year-old American. Lauren was born with a moderate form of hearing loss. Normally, this would have gone undetected, as hearing screenings for

newborns have only been implemented across the USA for around 15 years. "But my mother also has congenital hearing loss," she explains, "so I was checked as well when I was two years old." As there was nothing wrong with her development, the medical experts decided not to do anything at first. "That was standard practice back then," points out Patricia Roush, Director of Pediatric Audiology at the University of North Carolina in the US. "My mother simply sat me in the first row at school and told me to listen carefully," recalls Lauren Charles. The strategy worked, she achieved good grades – in fact, she did not even notice that her hearing was restricted.



Fellow Lauren Charles is already gaining practical experience as part of her studies

STRESS SHE DIDN'T REALIZE SHE HAD BEEN UNDER

Things changed rapidly when Lauren went to university to study medicine. "All of a sudden, I found myself in huge classrooms," she says. "And many of the professors weren't native speakers, which made it even more difficult for me to follow what they were saying." She went to an audiologist, who fitted her with a hearing aid. That was a moment she still remembers with emotion. "Suddenly, I became aware of how hard I had to concentrate all the time to understand. I realized how much stress I had been under the whole time. And it just disappeared. It was incredible," she says. This "eureka" moment made such a strong impression on Lauren that she decided to study audiology. Last year, she was awarded the Judith Gravel Fellowship at the University of North Carolina, which is funded by the Hear the World Foundation. The aim of this program, which was set up in 2010, is to provide training with a very practical focus for up-and-coming pediatric audiologists.



The fellows receive training in using the very latest diagnostic methods and fitting high-performance hearing aids. In addition, they acquire knowledge on all processes designed to support children with hearing loss and their parents. The fellowship was named in honor of the legendary audiologist Dr. Judith Gravel, who died in 2008. "To this day, Judy's work still means an awful lot to many people all over the world," explains Patricia Roush, who initiated the Judith Gravel Fellowship. "She played an instrumental role in making newborn hearing screenings standard practice. She published a lot of training material that today's would-be audiologists still turn to for guidance." With its strong emphasis on the practical elements of



"The aim of this fellowship is to provide comprehensive clinical experience."

Prof. Dr. Richard Seewald, Member of the Hear the World Advisory Board

training, the Judith Gravel Fellowship has proven to be a great success – so much so that it was also honored by the Hear the World Foundation this year with the Richard Seewald Award. The aim of the program is to promote the next generation of professional specialists, just as Judith Gravel herself would have wanted.

Lauren Charles has nothing but praise for this exceptional training opportunity: "Much of my studies are very theory-based, but this fellowship gives me the chance to do a lot of work with children and their parents, and I am learning precisely the kind of skills I will be putting into practice later on. I get to see the fruits of my work too: that look on the children's faces when they hear their parents' voices for the first time – it's indescribable." Having experienced it herself, Lauren knows exactly what she is talking about.



Partner: UNC Chapel Hill
Location, timeframe: North Carolina, USA, since 2010

Our support:



AUDIOLOGY STUDENTS HAVE
ALREADY BEEN TRAINED THANKS TO
THE SUPPORT OF HEAR THE WORLD



FOCUS **PREVENTION** 17

HEARING LOSS CAN BE **AVOIDED** – EVEN HERE

Cambodia has one of the worst health care systems in the world. British audiologist Glyn Vaughan is doing something to change this, thus giving, with the support of the Hear the World Foundation, several thousand people the chance to enjoy a better life.

Glyn Vaughan prefers not to highlight any specific case. "We help 24,000 people a year here," says the British audiologist. Vaughan has been living in Cambodia since 2003 and is the man behind setting up and managing the All Ears Cambodia clinics. "Every single one of our patients is equally important to us." Admittedly, there are some individual stories that make a particularly strong impression on this experienced audiology expert. "There was Daneth, for example," he recalls. "She suffered from chronic otitis media, a problem that is so widespread here that many people assume it is normal and don't seek any help." Ten-year-old Daneth had some other problems, too: "She had a polyp in her ear as a result of the chronic infection. Her eardrum was already perforated and there was secretion coming out of it. She was in pain, which was getting worse, and her hearing was also steadily deteriorating," says Vaughan. Since she lived in a small village in the middle of the jungle, her parents had not yet done anything about the problem.

ONE TUNING FORK FOR AN ENTIRE COUNTRY

Glyn Vaughan studied audiology in London before going on to work as an audiologist at the city's prestigious Imperial College. He was able to help people while he was there, yet he always felt like sitting in an ivory tower. When he visited Cambodia for the first time in 1998, it soon became clear to him that his skills were needed there so much more urgently than they were in England. "The equipment at the only place to go for audiology in the country consisted of a single rusty tuning fork. I'm not kidding," he says. There was a reason why it was in such an appalling state. In the 1990s, Cambodia was still reeling from the effects of the Khmer Rouge terror regime, during which 90 percent of medical professionals – and all academics – were either executed, killed by

extreme hardship or fled the country. The medical system, which has since been painstakingly rebuilt, had other priorities to begin with. "The politicians weren't interested in audiology, the needed equipment was in drastically short supply – and of course there were nowhere near enough specialist medical practitioners either," says Vaughan. "I quickly came to the decision that I had to and wanted to stay here and help. I had to realize my dream, because no one else was going to do so!"



"All Ears Cambodia uses all possible means to protect the hearing of as many people in Cambodia as possible – with great success."

Glyn Vaughan, Founder and Director of All Ears Cambodia In 2003, Vaughan opened his first outpatient clinic in Phnom Penh. Now there are five sites run by All Ears Cambodia across the country. "Our aim is to ensure that everyone in Cambodia has access to medical care for their hearing within a reachable distance," says Vaughan. This is urgently needed. Ear diseases, whether caused by infections, the impact of noise, external trauma, or exposure to toxic substances, are alarmingly common in the southeast Asian country. The situation is made even worse by the very basic conditions in which most Cambodians live. "Something we come across all the time," says Vaughan, "is the catastrophic effects of incorrect treatment due to superstition. The people here go to 'healers,' who treat ear infections with chicken feathers or fluid from millipedes. We've seen ears that have had gasoline drizzled into them. I remember an awful case where a mother used superglue to seal up her child's ear canal, which was secreting a foul-smelling substance." In many cases, ears subjected to such disastrous maltreatment cannot be saved. The most prominent strategy that can help combat all this: increasing medical awareness. The Hear the World Foundation is supporting the program in various ways, with prevention being the primary goal. As many cases of severe hearing loss are caused by untreated middle ear infections, it is essential to develop ways of carrying out diagnoses and providing treatment. With the help of the Hear the World Foundation, important examination instruments and laboratory materials have been procured for the clinics.

THE ONLY WAY TO HELP IS TO RAISE **AWARENESS**

One of the beneficiaries of all this is 10-year-old Daneth. "Her mother found out about our clinic in Siem Reap, which is 65 kilometers from her village," says Vaughan, "and she heard that it could offer more effective support for her child than any dubious hocus pocus." She put Daneth on a motorbike and drove along the unpaved

"Our aim is to ensure that everyone in Cambodia has access to medical care for their hearing within a reachable distance."

Glyn Vaughan, Founder and Director of All Ears Cambodia

roads to the All Ears Cambodia clinic. "We were able to provide rapid aid for Daneth. The infection responded well to treatment and the polyp subsided. She is now living back in her village again, going to school and developing normally," says Vaughan. Many cases, of course, are not as quick and straightforward to resolve. In some instances, the hearing loss is so substantial that a hearing aid is required. "The problem is that most Cambodians can't afford them. Without help from the Hear the World Foundation, we wouldn't have been able to do anything in this regard," says Vaughan. Hear the World has already donated 380 hearing aids and thus supported 200 children. Naturally, hearing aid fittings require specialists – and they are trained at the All Ears Cambodia clinics themselves. This is something Vaughan considers important: "On the one hand, we need staff from the local area. We're constantly growing, and we can only do so if we have the right employees. On the other hand, of course, this is a wonderful opportunity to offer young people career prospects." Some All Ears Cambodia staff have already undergone further training at Sonova in Singapore, and volunteers from Sonova visited Cambodia to pass on their knowledge of dealing with hearing aids. Thanks to the effective partnership between All Ears Cambodia and the Hear the World Foundation, the audiological care has sustainably been improved in Cambodia.



MOTHERS KNOW WHAT PARENTS NEED

The best way to provide support is by sharing information: Thanks to the financial support of the Hear the World Foundation, the Hands & Voices network helps parents all over the world whose children have hearing loss.

Nine years ago, when Kenyan mother Jackie Oduor discovered her daughter had hearing loss, it hit her hard. "I felt so alone," she recalls, "I simply didn't have anyone I could talk to. After a few weeks, I found some other parents of affected children, but I realized that hardly anybody was seeking professional help. I went to a lot of effort to obtain information myself."

HELPING PEOPLE TO HELP THEMSELVES

Jackie Oduor is now one of dozens of mothers worldwide who, through the Hands & Voices network, help other parents of children with hearing loss, come to terms with their situation. Hands & Voices was founded in 1996 by American Janet DesGeorges and two fellow campaigners. "My son was born with moderate hearing loss, and even though he received the best medical care right from the start, it was a problem that still very often left me feeling helpless," she says. "I soon realized that the most important information I had was what I got from other parents, and I wanted to pass it on." Consequently, Oduor decided to set up Hands & Voices in her home country Kenya, an organization aimed at what are referred to as multipliers: "affected parents with a large network. We provide them with concrete information material, but most of all, it is about creating a new sense of self-confidence. We say to parents: Come together, share your thoughts and

experiences, help one another. You can do it!" This has proven to be a highly effective tool, 93 percent of parents whose children have hearing loss found sharing information with other parents extremely helpful.

AN EXPANDING PROGRAM

Building on its success, the program is expanding internationally, supported by the Hear the World Foundation. "To begin with, we naturally concentrated on developing networks in other US cities, but now we have a total of 40 associations not just in the USA, but in Canada and Kenya too," says DesGeorges. Now, the main focus of the team is on traveling abroad to do development work. "We may have been on the other side of the world, but mothers understand and help one another wherever they are."





Partner: Hands & Voices, Inc **Location, timeframe:** USA, since 2013



FAMILIES HAVE BEEN

OUR **GOALS**, OUR **COMMITMENT**,

ABOUT THE HEAR THE WORLD FOUNDATION

The Hear the World Foundation was established in 2006 as an initiative of the Sonova Group, the leading manufacturer of hearing care solutions. The foundation advocates for equal opportunities and improved quality of life for people with hearing loss around the world.

The vision of the Hear the World Foundation is a world in which:

- EACH PERSON HAS THE **CHANCE TO EXPERIENCE GOOD HEARING,**
- WEARING A HEARING AID IS NO LONGER A TABOO,
- HEARING IS CHERISHED AND PROTECTED, AND
- PEOPLE WITH IMPAIRED HEARING ENJOY **EQUAL OPPORTUNITIES.**

Since 2006, the foundation has been involved in over 70 projects on all five continents and has given thousands of people with hearing loss the chance to enjoy a better life.

HEARING LOSS – A NEGLECTED ISSUE

Hearing loss is still a neglected issue, even though the figures speak volumes: more than 15% of the adult population is affected by hearing loss¹, 32 million children worldwide have a profound to severe hearing loss and 60% of childhood hearing loss could be avoided through prevention measures². One of the biggest challenges is that 80% of people with hearing loss live in low- to middleincome countries and often do not have access to any audiological or medical care³. In low-income countries, for example, only one in 40 people with hearing loss wears a hearing aid⁴. This has serious consequences: children with untreated hearing loss, particularly those living in these regions, have hardly any future prospects. After all, children who cannot hear very well have difficulty learning to speak, which reduces their chances of receiving an education and developing at an appropriate rate for their age.

FOUNDATION GOALS

Against this backdrop, the Hear the World Foundation's goal is to actively support and promote projects that provide help for people with hearing loss to enable them to enjoy a better quality of life. The foundation also aims to draw attention to and raise awareness of the issue of hearing loss by carrying out studies and campaigns. Support is provided via financial resources, the provision of hearing systems and the deployment of an own team. Sonova bears all of the foundation's administration costs to ensure that 100% of all donations go directly to the projects.

OUR SUPPORT IS BASED ON THREE PILLARS



Technology

Provision of hearing aids, wireless microphone systems, cochlear implants



Funding

Support through funds



Professional support Training of project partners

OUR BASIC PRINCIPLES

FOUNDATION GOVERNANCE

The Hear the World Foundation is an independent charitable foundation. Comprehensive foundation governance is essential for us. This involves ensuring transparency with regard to our strategy, goals and support activities as well as professionalism in terms of organization and management. To avoid conflicts of interest, an organized procedure for applying for support and selection criteria for projects are

clearly defined. As a member of Swiss Foundations, we operate in line with the basic principles of the Swiss Foundation Code. We see it as our duty to use the funds entrusted to us in accordance with the aims of the foundation and in the most effective and sustainable way possible.



Dr. Mwamba is the only audiologist in Zambia. With support from the Hear the World Foundation, he is both providing audiological care and training

HELP US TO HELP!

You can help people to hear again! The Hear the World Foundation is a recognized Swiss foundation and, thanks to its precisely defined goal and transparent processes, it guarantees that 100 percent of your support goes directly to our projects. Sonova bears all of the administrative costs. Donations to the Hear the World Foundation are tax-deductible in Switzerland.

Bank details for donations:

UBS AG, Zurich

Account: Hear the World Foundation Account number: 230-477384.01U IBAN: CH12 0023 0230 4773 8401 U SWIFT: UBSWCHZH80A

SUSTAINABLE SUPPORT: A KEY PRIORITY

The aim of the Hear the World Foundation is to enable people all over the world to enjoy better hearing. Every year, we receive a large number of applications for support. An essential criterion in terms of selecting and implementing projects is sustainability, which is why the Hear the World Foundation primarily supports projects that can make a lasting positive impact. The quality of the audiological care provided is a crucial element, and with this in mind, particular attention is paid to the following four aspects:

1.) APPLYING THE AUDIOLOGY GOLD STANDARD FOR EVERYONE

Fitting children with amplification is a challenge and a big responsibility. Over the years, a validated protocol for pediatric fittings has been developed and adopted. We strongly believe that children in low-income countries have the right to receive the same quality of audiological care as those in countries with higher incomes. We therefore make sure that our project partners have the right training and equipment to diagnose hearing loss, fit hearing aids and verify fitting in accordance with international standards. We always provide our project partners with the latest hearing aid technology, so they can offer their patients the best possible solution – no matter where they live or how much they earn.

2.) BUILDING UP LOCAL SKILLS AND EXPERTISE

In all the projects we support worldwide, we are committed to establishing and cultivating the expertise needed on site. This way, we can guarantee the provision of long-term audiological care on site and create local jobs too – which is a key part of the sustainable work of any foundation. Expert knowledge is passed on from teams of volunteers of qualified Sonova employees and, wherever necessary, other specialists.

3.) ENSURING PROFESSIONAL FOLLOW-UP

To help guarantee a lasting positive impact, we only provide hearing aids if we can ensure that the recipients will also receive regular support from locally based specialists after their hearing aids have been fitted. Audiological care alone is often not enough, especially in the case of children with hearing loss. Supplementary measures such as speech therapy or parental training and involvement are required to help children realize their full potential and to support their language acquisition.



Supplementary measures, such as speech therapy, are required after the fitting of hearing aids

4.) LONG-TERMSUPPORT AND MONITORING SUCCESS

We work in long-term partnerships with our project partners across the globe. Our experts help them develop the next logical steps of their projects – such as training sessions or buying a new piece of equipment. In doing so, we lay an important foundation to further professionalize the

audiological care. Each of our project partners is obliged to provide a detailed report twice a year containing precise details about the progress of their project and their use of funds.



For a long-term sustainable hearing health care, it is key to ensure that there are local experts on hand

SONOVA

EMPLOYEE COMMITMENT

Alongside financial and technological project support, the commitment of Sonova employees forms the important third pillar of the foundation's activities. From volunteering activities to fundraising programs – each and every contribution counts and is highly appreciated.



ENTIRE COMMITMENT IN NUMBERS:







VOLUNTEERING SPOTLIGHTS

August 2015, Appalachia, USA RED BIRD

During their visit, the Sonova volunteers tested the hearing of around 100 patients.



FUNDRAISING

Thanks to the fundraising activities of Sonova employees worldwide, the foundation donated 50 new hearing aids to children in Iran.



November 2015, Dominican Republic CENTRO CRISTIANO

Audiologist Olga trained local experts in how to fit hearing aids to the highest standard.



Fifteen Sonova volunteers fitted hearing aids, helped with repairs and trained local experts.





Malawi

ABC CLINIC

A team of nine Sonova employees in Canada produced bone conduction hearing aids for the project in Malawi, making it possible to help children with middle ear infections.





November 2015, Fiji CARABEZ ALLIANCE

Audiologist Timothy spent five days supporting the project through hearing screenings and fittings, and repainting the clinic too!



IN A MAGICAL PLACE

Sonova audiologists Anna Biggins and Crystal Variava traveled to southern India on a voluntary mission to visit the Rangammal Memorial School, an institution for children with hearing loss that has been supported by Hear the World since 2014. The aim of the volunteering mission was to provide follow-up care for children who have just received new hearing aids as well as to train local experts so that they can carry out the care themselves in the near future.

Ms. Biggins, Ms. Variava, what was your first impression?

Variava: The children seem very happy, and the thirty teachers work with an impressive degree of passion. In fact, they're not just educators – they're also foster parents, as the children's families mostly live far away and can only afford to travel to the school once a month.

What did you have planned for your visit?

Biggins: On the first day, we started off by taking a look at the work processes and analyzing them, looking at things like how hearing screenings are carried out and what skills the teachers have. The goal was to get a precise understanding on which aspects to put a focus on during our training.

What conclusions did you reach?

Biggins: One of the fundamental problems is repairing and testing all the hearing aids, which can stop working because of the humidity of the local climate. Up to now, this repair work has mainly been done by four teachers who have some additional audiological training. We ran a course for the other teachers at the school to show them how to perform the essential check-ups – checking the

February 2016, India RANGAMMAL SCHOOL

Training teachers who also specialize in audiology

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"I'm impressed by how much Anna and Crystal have achieved in such a short time – with their support, the teachers have made huge progress."

Dianne Ward, Project Manager, Rangammal Memorial School

hearing tube or the microphone covers, for example. Through this, we can ensure a sustainable care. The better the children hear, the more they express themselves with their voice, this is our goal! We want to help them develop their spoken language and to give them the best chance possible to contribute to society.

Variava: Another focus of the training was the exact, to the hearing loss adapted fitting of the hearing aids.

What impressions did you take with you from your visit to the school?

Variava: The school is a magical place where children who had hardly any prospects in life are given all kinds of opportunities. I'm planning to improve the infrastructure even further over the next few years so that all the children receive suitable hearing aids from a very early age. At the moment, that's not always the case, but it is crucial for speech development.

Biggins: The children now have a place in my heart. I'll definitely be going back to the school.



The Hear the World Foundation has been supporting the organization Fundación pro Integración (Funproi) in Panama since 2013. The project has now had the honor of welcoming a celebrity guest to Panama. British singer and Hear the World ambassador Joss Stone spent a day visiting Funproi, where she was given a whole new insight into the world of hearing.

As a passionate musician, Joss sees hearing as an essential part of her life. "Being able to hear means experiencing the sounds of the world," she says. Yet during her visit, Joss had the chance to see at first hand just how complex our sense of hearing is when she watched young Alice receive new hearing aids thanks to the support of the Hear the World Foundation. Little Alice's initial shyness quickly disappeared as she has been introduced into the world of sounds while singing with Joss.

OUR

AMBASSADORS

Hear the World is now supported by more than ninety celebrity ambassadors. They all contribute towards raising public awareness for the importance of good hearing as well as the consequences of hearing loss.

Photographer and musician Bryan Adams captured them all in the Hear the World pose for conscious hearing, with their hands cupped behind their ears. Sting, Annie Lennox, Diana Krall, Christoph Waltz and Kate Moss are just some of the many celebrities featured in these impressive photos. They all support the mission of the Hear the World Foundation and contribute toward raising public awareness of the importance of good hearing and the consequences of hearing loss.

Thanks to this unparalleled commitment, the Hear the World Foundation has been awarded the Guinness World Record for the world's largest photographic awareness campaign.

Gilberto Gil



Wim Wenders



Tina Turner



Anastacia

"I can't imagine living a single day without music, without hearing the voices of all those I love to hear. Yet there are countless people who suffer from hearing loss. It is important to help them and promote scientific advancements in this area, especially for the sake of the poorest of the poor."

Eros Ramazzotti, musician



www.hear-the-world.com/ambassadors

OUR PARTNERS

The Hear the World Foundation is dedicated to ensuring that children in low-income countries have access to the same standard of audiological care as those from higher socioeconomic areas. That is why we not only provide our project partners with cutting-edge hearing aid technology, but we also make sure that they have the right equipment and devices for fitting and validating hearing aids in accordance with international standards. These devices are expensive and local staff need to be trained in how to handle them correctly. To achieve this, the foundation relies on strong partnerships with those who supply the products on preferential terms and provide on-site training for our employees. Thanks to this reliable network, we can offer our patients the best possible care – regardless of geography and income.



Insta-Molds are instant silicones that can be used to create earmolds for hearing aids or hearing protection for both swimming and noise in under two hours. This is particularly useful where earmold laboratories are not available – a situation some of our project partners are faced with. "On our last visit to Kiribati, the Insta-Mold material enabled us to provide children who were new to the school with hearing aids straight away," explains an enthusiastic Oriole Wilson, Project Manager School and Centre for Children with Special Needs. "The gift of hearing is one of the greatest joys in life. Working with the Hear the World Foundation to enable more children to enjoy this gift is something that makes us very proud and gives us great pleasure," adds Hollyn Keller, Director of Operations of 2pluxx.



Precise equipment is absolutely essential for accurately diagnosing hearing loss and providing professional hearing aid fitting services. GN Otometrics is one of the world's leading manufacturers of instruments for hearing and balance assessments. One device has been in use as part of Hear the World's partner project in Armenia (page 10) since 2015: "We are very grateful to be able to work with the new device. The personal training provided by staff from GN Otometrics was extremely helpful and has given us confidence in our day-to-day work," explains Tamara Manukyan, Head of Audiology at Arabkir Hospital in Yerevan. "We are very proud of our partnership with the Hear the World Foundation," says Kim Lehmann, President and CEO of Otometrics. "One of our goals at Otometrics is to bring professional equipment and training to remote and disadvantaged regions. Together with the Hear the World Foundation, we can do exactly that – and thus make our own contribution toward improving the situation for people with hearing loss who are in need of aid."



"Making a lasting difference is important to us at Audioscan and we believe in the approach the Hear the World Foundation takes in meeting that challenge," explains Jim Jonkman, President of Audioscan. Audioscan systems are used to objectively verify hearing aid fittings, ensuring they have been fitted precisely and are providing the required degree of amplification. This is an important process as it confirms hearing aids donated by the Hear the World Foundation provide the maximum benefit. Audioscan is a leading manufacturer of hearing simulation technology and specializes in pediatric audiology. "Verifying a hearing aid fitting is an absolute must in pediatric audiology. There is nothing more valuable to us than knowing whether a hearing aid is amplifying a child's hearing loss to within the audible speech range." explains Beatriz Alvarado, Au.D., Audiology Advisor at Fundación Pro Integración

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Even the best hearing aid is of no use without functioning batteries and these need to be replaced on a regular base. However, many people in low-income countries cannot afford hearing aid batteries, and the batteries are very often hard to find locally. VARTA Microbattery, one of the world's leading battery manufacturers, has been supporting the Hear the World Foundation since 2010 by supplying power one hearing aid batteries. "Our goal is to fill every hearing aid with energy and life, giving people the gift of hearing day after day," explains Torsten Schmerer from VARTA Microbattery. Thanks to this partnership, the Hear the World Foundation can provide hearing aid batteries free of charge for every hearing aid it donates. "The donated batteries enable us to ensure that patients receive even better care and gain the maximum benefit from their hearing aids," explains Nicole Hunter-Diaz, Head of Administration at the Centro Cristiano de Servicios Médicos, Hear the World's partner project in Santo Domingo, the Dominican Republic.

"Our goal is to fill every hearing aid with energy and life, giving people the gift of hearing day after day."

Torsten Schmerer, General Manager Marketing & Sales VARTA Microbattery



Thanks to VARTA Microbattery the Hear the World Foundation can provide hearing aid batteries free of charge for every hearing aid donated

ANNUAL FINANCIAL STATEMENT

NOTES TO THE ANNUAL FINANCIAL STATEMENTS AS OF MARCH 31, 2016

GENERAL INFORMATION ABOUT THE FOUNDATION

The objective of the Foundation is to provide global education on hearing, with the aim of helping to prevent hearing loss. The Foundation also provides technological, financial and professional support to groups, public facilities and private individuals to prevent hearing loss or to improve the lives of those with hearing loss.

According to the Foundation charter, the initial paid-up capital of CHF 500,000 does not have to be maintained. All capital is available to the Foundation Board for grants.

The Foundation Board consists of the following persons:

- LUKAS BRAUNSCHWEILER
- ORA BÜRKLI-HALEVY
- DAWN BURTON KOCH

- SARAH KRETENBÜHL
- JEAN ANNE SCHNITTKER

The business operations of the Foundation comply with the statutes dated December 4, 2006, and the Foundation's rules of procedure dated December 4, 2006. The PricewaterhouseCoopers AG served as auditors for the fiscal year. Their selection for the following year has been confirmed. Their mandate is based on legal regulations and generally accepted accounting principles.

2 ACCOUNTING AND REPORTING PRINCIPLES

The annual financial statements are prepared in accordance with the accounting principles under the Swiss GAAP FER Framework, core FER and Swiss GAAP FER 21 in order to provide as reliable an assessment as possible of the Foundation's financial position, results of operations and cash flows. The financial statements contain comparatives and have also been prepared in accordance with Swiss Law. There are no employees.

VALUATION PRINCIPLES GOVERNING INDIVIDUAL ITEMS IN THE ANNUAL FINANCIAL STATEMENTS

Cash and cash equivalents include cash in an account held with UBS in Zurich.

Other receivables relate to withholding tax that has not yet been reimbursed. Accrued liabilities contain the audit fees.

4 FINANCIAL ASSETS AND EXPLANATIONS REGARDING ASSETS AND LIABILITIES

The Foundation does not have any fixed assets. Its assets comprise the Foundation's capital, which is deposited in a current account. The capital was invested with UBS AG at an average interest rate of 0.00% and is available on a daily basis.

5 GRATUITOUS (FREE) SERVICES

All resources required for the governance, management and administration of the Foundation and all of the Foundation's communication activities were provided by Sonova and its group companies free of charge and funded by them where necessary. This included, for example, resources in communications and administration amounting to the value of around CHF 365,000. To quantify the investment, annual expenses are calculated times the annual salaries including social security benefits. Additional resources were provided in accounting and logistics services. These amounts were not recorded in the operating statement.

6 TRANSACTIONS WITH RELATED PARTIES

Technological support was provided mostly by Sonova AG and Unitron Hearing GmbH. Technological devices are charged to the Foundation at production cost but are reported in the income statement at the list price for Swiss audiologists. The difference between production cost and list price is reported as a donation.

In total, Sonova Group provided non-cash benefits worth CHF 1,212,748 (previous year CHF 1,601,702).

7 PROFESSIONAL SUPPORT

By training project partners, Sonova employees conduct professional support for the Foundation. The service hours are multiplied with the median salary of Sonova HQ Stäfa and accounted for as donations, as the foundation is not charged for them by Sonova Group. These amounts were not separately recorded and disclosed in the 2014/15 financial statements.

8 EVENTS AFTER THE BALANCE SHEET DATE

No material events occurred after the balance sheet date.

9 ACTIVITIES OF THE FOUNDATION DURING THE FISCAL YEAR

The Foundation Board determines the resources to be awarded and their allocation during budgeting. These resources were distributed as follows during the financial year:

	2015/2016	2014/2015		
	CHF	in %	CHF	in %
Technological support for projects abroad	1,105,884	59%	1,614,977	75 %
Financial support for projects abroad	456,874	24 %	397,402	18 %
Professional Support for projects abroad	83,009	4 %	0	0 %
Technological support for projects in Switzerland	186,295	10 %	101,872	5 %
Financial support for projects in Switzerland	23,117	1%	29,932	1%
Professional Support for projects in Switzerland	3,953	0%	0	0 %
Administrative expenditures	10,170	1%	10,859	1%
Other operating expenditures	459	0 %	585	0 %
	1,869,761	100%	2,155,627	100 %

As of the balance sheet date, technological support amounting to CHF 159,900 for the project Funproi Panama was outstanding.

10 PERFORMANCE REPORT

The performance report, containing information on the purpose, governing bodies and work of the Foundation, forms part of the Foundation's annual Activity Report. The most recent Activity Report was published in May 2015.

BALANCE SHEET AS OF MARCH 31 (in Swiss francs)

	2015/2016	2014/2015
Assets		
Current assets:		
Cash and cash equivalents	185,088	201,675
Other receivables – from third parties	0	14
	185,088	201,689
Total assets	185,088	201,689
Liabilities		
Current liabilities:		
Other current liabilities – from third parties	8,783	0
Accrued liabilities	7,000	7,000
	15,783	7,000
Capital of the organization:		
Paid-in capital	500,000	500,000
Acquired capital	(330,695)	(305,311)
	169,305	194,689
Total liabilities	185,088	201,689

OPERATION STATEMENT FOR THE PERIOD APRIL 1 TO MARCH 31 (in Swiss francs)

	2015/2016	2014/2015
Income		
Income from donations	1,844,658	2,120,306
Total income	1,844,658	2,120,306
Expense		
Technological support for projects abroad	(1,105,884)	(1,614,977)
Financial support for projects abroad	(456,874)	(397,402)
Professional support for projects abroad	(83,009)	0
Technological support for projects in Switzerland	(186,295)	(101,872)
Financial support for projects in Switzerland	(23,117)	(29,932)
Professional support for projects in Switzerland	(3,953)	0
Administrative expenditure	(10,170)	(10,859)
Other operating expenditure	(459)	(585)
Total expense	(1,869,761)	(2,155,627)
Interim result	(25,103)	(35,321)
Financial income	0	22
Realized gain/(loss) on exchange rate differences	(281)	0
Profit/(loss) for the year before allocation to the capit	al of	
the organization	(25,384)	(35,299)

STATEMENT OF CHANGES IN CAPITAL (in Swiss francs)

Total capital of the organization	194,689	0	(25,384)	169,305
Acquired capital	(305,311)	0	(25,384)	(330,695)
Paid-in capital	500,000			500,000
Capital of the organization				
	As of 04/01/2015	Allocation	Change	As of 03/31/16



Report of the statutory auditors on the limited statutory examination to the Board of Hear the World Foundation Zug

As statutory auditors, we have examined the financial statements of Hear the World Foundation, which comprise the balance sheet, operation statement, statement of changes in equity and notes, for the year ended 31 March 2016. As permitted by Swiss GAAP FER 21 the information in the performance report is not required to be subject to the statutory auditors' examination.

These financial statements in accordance with Swiss GAAP FER are the responsibility of the Board. Our responsibility is to perform a limited statutory examination on these financial statements. We confirm that we meet the licensing and independence requirements as stipulated by Swiss law.

We conducted our examination in accordance with the Swiss Standard on Limited Statutory Examination. This standard requires that we plan and perform a limited statutory examination to identify material misstatements in the financial statements. A limited statutory examination consists primarily of inquiries of foundation personnel and analytical procedures as well as detailed tests of foundation documents as considered appropriate in the circumstances. However, the testing of the operational processes and the internal control system, as well as inquiries and further testing procedures to detect fraud or other legal violations, are not within the scope of this examination.

Based on our limited statutory examination, nothing has come to our attention that causes us to believe that the financial statements do not give a true and fair view of the financial position, the results of operations and the cash flows in accordance with Swiss GAAP FER. Furthermore, nothing has come to our attention that causes us to believe that the financial statements do not comply with Swiss law and the foundation's deed and internal regulations.

PricewaterhouseCoopers AG

Sandra Böhm

Audit expert Auditor in charge Kai Mauden

Zürich, 25 April 2016

Enclosure:

 Financial statements (balance sheet, operation statement, statement of changes in equity and notes)

PricewaterhouseCoopers AG, Birchstrasse 160, Postfach, CH-8050 Zürich, Switzerland Telefon: +41 58 792 44 00, Telefax: +41 58 792 44 10, www.pwc.ch

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OUR ORGANIZATION

The Foundation Board comprises those personalities in the Sonova Group who are associated with the foundation's purpose, due to their commitment to date. The foundation's independence is assured by the external Advisory Board, made up of experts in audiology, which is responsible for evaluating suitable projects proposed to the Foundation

Board for the allocation of foundation funds. The Advisory Board members are all employed in an honorary capacity. Incidental expenses are reimbursed as and when they occur. In addition, three Sonova employees are given the opportunity to liaise with the Advisory Board and serve as employee representatives for a two-year term.

FOUNDATION BOARD MEMBERS

LUKAS BRAUNSCHWEILER (PRESIDENT)

CEO Sonova

SARAH KREIENBÜHL

Group Vice President Corporate HRM and Communications Sonova

ORA BÜRKLI-HALEVY

Vice President Global Audiology Sonova

JEAN ANNE SCHNITTKER

Audiologist Research & Development Sonova

DAWN BURTON KOCH

Director Collaborative Research Advanced Bionics

OFFICE

ELENA TORRESANI

Head of Hear the World Initiative

MICHÈLE MEIER

Communication and Corporate Social Responsibility Manager

DARIA TAMAGNI

Corporate Communications and Corporate Social Responsibility Professional

ADVISORY BOARD MEMBERS

PROF. DR. RICHARD SEEWALD

Distinguished Professor Emeritus at the National Centre for Audiology, The University of Western Ontario (CAN)

PROF. DR. JOHN BAMFORD

Honorary Professor of Audiology, University of Manchester (GBR)

PROF. DR. OROZIMBO A. COSTA

Senior Professor in ENT medicine at the Audiological Research Center HRAC at the University of São Paulo (BRA)

PROF. DR. BEATRIZ NOVAES

Professor of the Department of Human and Health Science at the Pontifical Catholic University of São Paulo (BRA)

ANDREA BOHNERT

Senior Medical Technician at the Department of Otolaryngology, Head & Neck Surgery and Communication Disorders at Mainz University Medical Center (GER)

DR. JERRY L. NORTHERN

Professor Emeritus at the University of Colorado School of Medicine

EMPLOYEE REPRESENTATIVES IN THE ADVISORY BOARD:

STACEY RICH

Phonak Global Pediatric Audiology Manager

ANNEMARIE BERNSMANN

Audiologist Phonak Australia

PAUL DARKES

Program Manager Research & Development Unitron Canada



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CONCEPT AND TEXT

Hear the World Foundation

DESIGN

Equipe AG CH-8005 Zürich www.equipe.agency

MAILING ADDRESS

Laubisrütistrasse 28 CH-8712 Stäfa

Email: info@hear-the-world.com www.hear-the-world.com



ABOUT THE HEAR THE WORLD FOUNDATION

By supporting the charitable Hear the World Foundation, Sonova is campaigning for equal opportunities and a better quality of life for people with hearing loss. As a leading manufacturer of hearing care solutions, the company feels socially responsible for contributing towards a world where everyone has the chance to enjoy good hearing. For instance, the Hear the World Foundation supports disadvantaged people with hearing loss around the world and gets involved in prevention and providing information. It focuses particularly on projects for children with hearing loss, to enable them to develop at the appropriate rate for their age. More than 90 famous ambassadors, including celebrities such as Bryan Adams, Annie Lennox, Sting and Joss Stone, champion the Hear the World Foundation.

www.hear-the-world.com

