



hearX Group

**ANNUAL IMPACT REPORT**  
**MARCH 2017 – FEBRUARY 2018**



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## LETTER FROM THE CEO

Dear Reader,

I invite you to join me on this journey – reflecting on the year that has passed, taking a moment to pause at a point of gratitude and getting excited about the year ahead.

The hearX Group was established in 2015 with our core passion and vision being 'healthy hearing for everyone, everywhere'.

We have been dedicated to this 'calling' and strive to achieve it by creating affordable access to hearing health using connected solutions that anyone can use, anywhere.

Our initial focus was to develop, pilot, validate and establish our core hearing health solutions. During the past year (March 2017 – February 2018) we focused on embedding these solutions into innovative service delivery models and scaling it to underserved communities in South Africa. Although the contextual challenges remain real, the satisfaction and joy of creatively overcoming these are priceless.



The growth and impact we have achieved over the past year would not have been possible without the dedication of our board; our 'Xtraordinary' team; our committed partners and of course – our funders, who helped us to bring our projects to life! Grateful indeed.

I am incredibly excited about the year ahead – we are shifting gears and preparing to grow our reach and impact beyond our borders, always remaining true to our values: quality innovation, people-first and trust.

- Nic Klopper  
CEO, hearX Group

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# 1

## 2017 - 2018 ACHIEVEMENTS

### 1.1 | Our global reach

hearX products are used in **25 countries globally**

### 1.2 | Projects overview

#### HEARX MANAGED PROJECTS

People reached

**11 571** **56%**  
**44%**

hearing screening

combined sensory screening  
(hearing & vision)

People trained to use our technology

**>300**

school health nurses  
lay persons  
community health workers

Facilities reached

**651**

schools  
early childhood development centres  
community clinics

Jobs created

**7**

## SECTORS REACHED

health  
education  
early childhood development



## 3RD PARTY PROJECTS SUPPORTED BY HEARX



**Philippines** | Children's Hospital Colorado



**Australia** | Deadly ears



**Haiti** | Vanderbilt University & Hear the World Foundation



**Kenya** | Vanderbilt University & Hear the World Foundation



**America** | Harvard Medical School



**Ethiopia** | RTI READ

### 1.3 | Our community partners and & teams

During the reporting period we formed partnerships with two fantastic organisations that act as implementation partners in our projects. They ensure that the projects are locally-developed and locally-responsible. We have been able to employ seven community members (who had no previous knowledge about hearing or hearing screening) through these partnerships, who now serve their communities through their new skills and knowledge.



## 2

## PROJECTS

## 2.1 | Driving local impact

Building on the outcomes of our 2016-2017 community-based projects, our 2017-2018 focus was to scale our local impact in South Africa. We strive to scale our projects in a sustainable and locally-responsive manner and customise it according to the unique context of the community.

**This year, our projects reached 11 571 people through:**

- Innovative service delivery models
- Strong local partnerships
- Affordable and easy-to-use mHealth technology
- Empowerment of community members

**TIRELO BOSHA,  
TSHWANE (GAUTENG)**

## 2017 - 2018 results

- 6 485 adults & children reached (hearing screening)
- 6.2% referral rate
- >300 people trained in hearing screening



hearX Group in partnership with UP Enterprises and City of Tshwane aims to screen 20 000 (children and adults) in Tshwane over a period of 18 months (ending August 2018). 24 school health nurses and 80 ward based outreach teams are involved with the screenings. Our hearScreen application has been loaded onto the teams' existing mobile devices and hearing screening is now offered as part of school health services and community-based home visits. The secondary objectives are to establish referral pathways and build relationships with the local audiologists so as to provide access to and improve existing hearing healthcare services, specifically in underserved communities in Tshwane.

"The hearX group has been very supportive throughout the duration of the project. They have always assisted us to develop solutions to the challenges that we face, which makes it easier for us to implement the hearing screening. I think that this project is a great initiative as it is bringing the services to the people. This project allows the services to reach people in the comfort of their homes and avoid the queues and long waiting times at their local hospitals and clinics. It will be great to see these services expand to other regions and even Nationally!"

- Sister Olga Seane, School Health Nurse

## DIAGEO, TEMBISA (GAUTENG)

hearX Group in partnership  
with PHEME Consulting

Group (implementation partner)

aim to advocate for the children living in Tembisa by improving access to healthcare services. The project aims to screen the hearing and vision of 5 000 children in Early Childhood Development Centres (ECDs) and primary schools over a 24 month period (ending July 2019). Children who 'refer' the screening are linked to local clinics for diagnostic tests and intervention services. The screening team also creates awareness regarding the importance of healthy hearing and vision for healthy learning amongst teachers and parents.

- 1 714 children reached (hearing & vision screening)
- 6.7% referral rate
- 3 people employed & trained as screeners



## HEAR THE WORLD, KHAYELITSHA (WESTERN CAPE)

In this project, the hearX Group is partnering with the Carel du Toit Centre & Trust (implementation partner) and the University of Pretoria (research partner). They are joining forces to provide 10 000 pre-school children (5-6 yrs) with access to sensory screening (hearing and vision) over a period of 24 months (ending June 2019). The services are offered at Early Childhood Development (ECD) facilities in underserved communities in Cape Town by screening staff, recruited from the community, utilising mHealth solutions. The team works in close collaboration with various NGO's that are active in the early childhood development sector within in the targeted communities (i.e. Ikamva Labantu). Children requiring diagnostic and intervention services are referred to existing governmental services in the area.

## 2017 - 2018 results

- 3 372 children reached (hearing & vision screening)
- 7.4% referral rate
- 4 people employed & trained as screeners



"The project not only has a huge impact on many children and their families, but also on the community: it creates jobs, imparts knowledge and opens up new perspectives."

- Stefan Launer, VP Science & Technology, Sonova

## 2.2 | Introducing new models to increase awareness and access to hearing healthcare

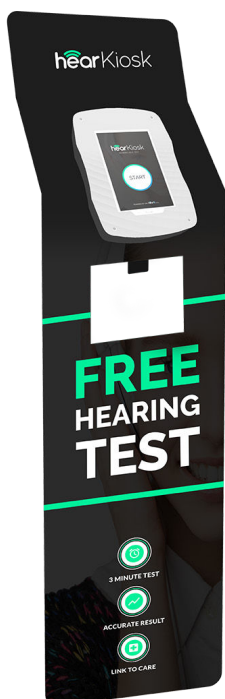
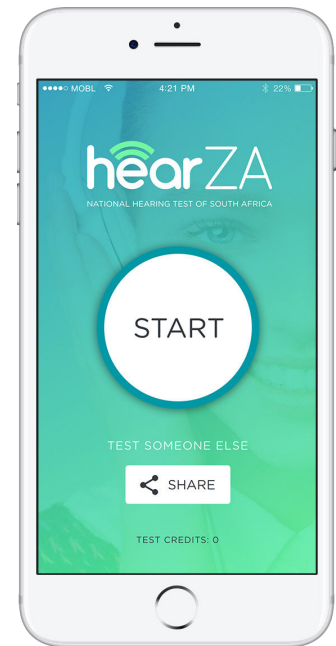
In addition to our community-based projects, we continue to explore and introduce innovative models focused on increasing public awareness as well as increasing access to hearing healthcare.



### NATIONAL HEARING TEST OF SOUTH AFRICA

- FREE application on iOS & Android platforms
- Accurate detection of hearing loss
- Linking to hearing health providers
- Personalised hearing health tracking

**35 640** tests to date



### A SELF-TEST KIOSK TO SCREEN FOR HEARING LOSS

- Creates access and awareness in new alternative settings (i.e. pharmacies, waiting rooms, etc.)
- Accurate identification of potential hearing loss
- Linking to hearing health providers

**6 112** tests to date



## 3

## FINANCIALS

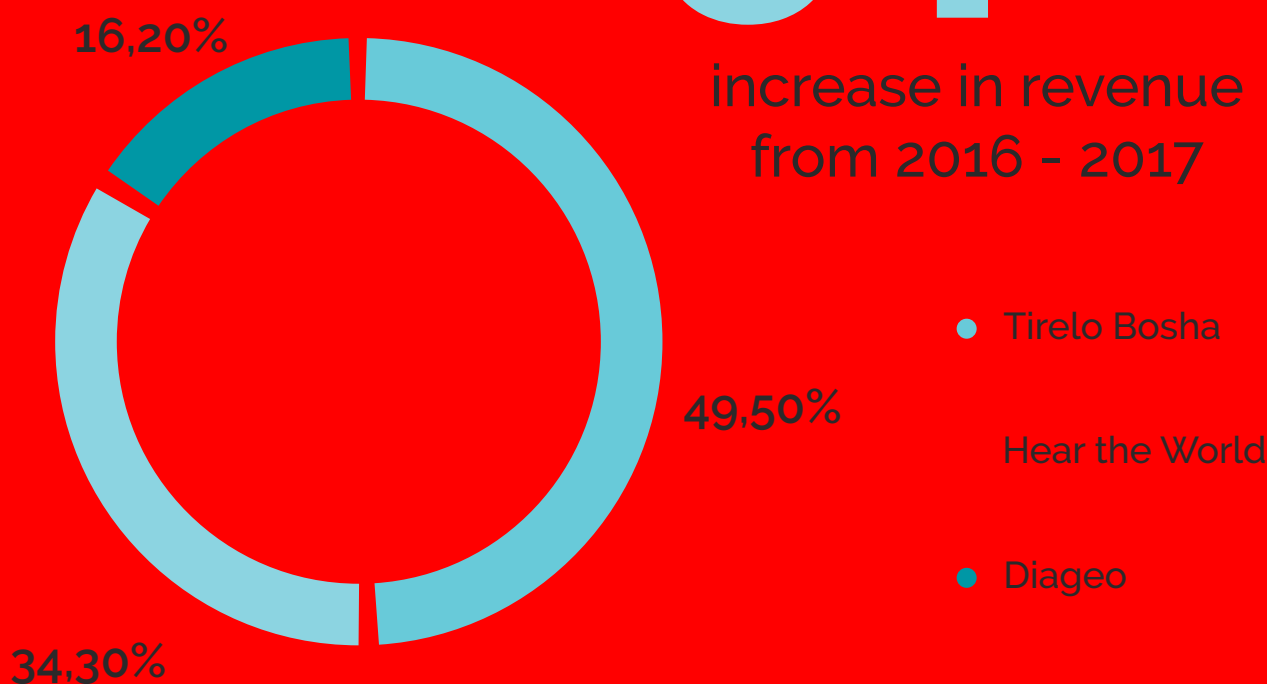
## Financial Overview

During the reporting period (March 2017-February 2018), revenue was secured through three new grant funded projects. A 54% increase in grant funding revenue was achieved compared to the previous period (March 2016-February 2017).

Revenue is used against pre-approved project budgets and covers technology, development, human resources as well as implementation costs.

54%

increase in revenue  
from 2016 - 2017



### Figures in Dollars

Tirelo Bosha	75 892.00
Hear the World Foundation	52 574.00
Diageo SA Empowerment Trust	24 750.00
<b>Total Revenue</b>	<b>153 216.00</b>

# 4

## LOOKING AHEAD

Learning from our experiences over the past year, we are ready to embrace the opportunities and challenges of the year ahead! We believe that our innovative solutions and service delivery models can bring about cost-effective and sustainable change to those who need it most.

Exciting developments are in process, one of these being the newly established hearX Foundation. The hearX Foundation will shed light on hearing loss and ear disease and will assist in driving our vision of 'healthy hearing for everyone, everywhere'.



We will also focus on expanding our reach and impact outside of South Africa and look forward to the new partnerships, projects and team members that will join us on this journey.

Last but definitely not least – we will remain committed to tracking and measuring impact. Our goal is to build and develop our products, projects and platforms in a way that will facilitate and integrate the core metrics and tools necessary to ease this process.

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## ACKNOWLEDGEMENTS

The hearX Group would like to acknowledge and sincerely thank the following individuals and organisations:

- Our board and advisors
- Our funders: Hear the World Foundation, Diageo South Africa Development Trust, Tirelo Bosha & DPSA
- Our implementation partners: Carel du Toit Centre & Trust, PHEME Consulting Group, UP Enterprises
- Our community-based partners: The various NPO/NGO's that support and guide our projects
- Our research partner: University of Pretoria
- Our National and provincial government departments involved in our projects
- Our vision screening solution partner: Peek
- Our hearX team – especially our project managers that were responsible for the projects reported herein

- hearX Group

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To learn more about us,  
please visit [www.hearXgroup.com](http://www.hearXgroup.com) or  
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