

ANNUAL REPORT 2018



**“WE BELIEVE THAT MOBILITY
IS A RIGHT FOR ALL PEOPLE
EVERYWHERE!”**



SWISSLIMBS, THE GROWTH OF A VISION



Image by skeeze from Pixabay

“WE BELIEVE THAT MOBILITY IS A RIGHT FOR ALL PEOPLE EVERYWHERE!”

We at SwissLimbs believe that all people – even those who are financially vulnerable – should have access to the best rehabilitation available to them. Whether they are missing a leg, an arm or are in need of an assistive device, we want to offer them a solution.

SwissLimbs mission is to provide physical rehabilitation to the neediest places in the world. We bring technical training, prostheses and assistive devices, as well as all the machines and materials needed for a comprehensive service to the disabled. Our beneficiary patients are victims of war, trauma and diseases who live in places that do not have access to such services.

It is with a great sense of mission and responsibility that we do our work and we count on the support of likeminded sponsors and donors. Together we are changing how the world views disability.

Thank you to all.

The SwissLimbs Team

Dear donors, supporters and friends,

One day as I stood at the window admiring the small forest of chestnut and aspen trees in front of my home, I was inspired by what I saw in nature as I compared it to our journey thus far in SwissLimbs.

Each one of these tall trees was at some point a modest, fragile seed covered by heavy and humid soil, needing incredible determination to erupt through to the light before its upward growth could begin. Throughout the seasons each tree continued its simple but dynamic development of a solid root system to ground it as its branches became mature enough to bear fruit. What a wonderful miracle. SwissLimbs too had a challenging start 2½ years ago yet we found 2018 to be our 'season of growth' in many areas.

We recently added Mozambique to our growing list of countries where we run regular projects. On our first mission in the capitol Maputo, we had the opportunity to train Orthopaedic Technicians who had gathered from across the nation for an annual training event.

Our cooperation and development effort dramatically increased, up to this point **we have delivered 2,952 hours of orthopaedic training**. We built a fully equipped orthopaedic workshop in Mwanza, Tanzania that will provide relief for many disabled people in the coming years.

On our product line we have increased our range of CE certified prosthetic components as well as adding mobility devices to patients that frequent our projects in the field.

On the home front we established new cooperation agreements, specifically with Roll-Star OrthoRehab, a rehabilitation and orthopaedic excellence hub based in Ticino.

Thanks to your generosity another **114 people have had their lives significantly changed for the better this year**.

We were able to restore their mobility with a prosthesis or orthosis device that restored their smiles and increased our motivation to continue.

Like any small seed, together we have the potential to make a significant difference in our patient's lives.

Yours truly,



FILIPPO NISHINO

SwissLimbs President



**THANKS TO YOUR GENEROSITY
ANOTHER 114 PEOPLE HAVE HAD
THEIR LIVES SIGNIFICANTLY CHANGED
FOR THE BETTER THIS YEAR.**

GROWTH IS A BEAUTIFUL, NATURAL PHENOMENON AND THE OBSERVATION OF ITS STAGES LEAVES ONE IN AWE. "HOW IS IT POSSIBLE - WE ASK - THAT SO MUCH FRUIT CAN COME FROM SUCH A SMALL SEED?" WHEN THE ELEMENTS ARE RIGHT, GROWTH COMES NATURAL. FOR A PLANT TO GROW IT NEEDS GOOD SOIL, WATER AND SUNLIGHT.

2018 was a wonderful year of growth for SwissLimbs. Our network of committed people provided the soil for us to grow in, our generous donors supplied us with the 'water' we needed and we had the sunshine - the people we serve. This allowed us to grow organically in the number of people involved, the number of projects executed, the number of patients assisted and in the funding entrusted to us to make it all happen.

SwissLimbs grew from one prosthetic leg solution in one nation, to a complete range of Orthopedic and Prosthetic solutions in 4 nations and more are planned for next year. Furthermore, we established a collaboration with RollStar OrthoRehab, a Swiss company that specializes in assistance to the disabled with whom we are sharing our offices, giving SwissLimbs invaluable support in logistics, know-how and products.

SWISSLIMBS WORK:

Today we offer training in 4 nations with training and have started a comprehensive service center in one of them. We work in: Jordan, Uganda and Mozambique, with a resource center in the city of Mwanza in Tanzania.

In these nations, like in all developing countries the greatest need can be reduced into 3 key areas:

- 1) the lack of skilled ortho-prosthetic professionals,
- 2) the lack of manufacturing materials, and
- 3) the lack of infrastructure.

We are proud to be able to respond to all three of these challenges.

In our missions abroad we start by bringing training to orthopedic professionals and introduce them to new technologies which are of the highest quality but cheaper

and better suited for the needs of their climate and environment. Then, we mobilize all of our resources to provide materials and the equipment necessary to become a well equipped and sustainable ortho-prosthetic provider.

The different modules of the SwissLimbs training provide a wide range of services:

- The Below Knee prosthesis: Monolimb and Modular technology
- The Above Knee prosthesis: with a selection of knees designed for the developing world.
- The Myoelectric hand
- Patient assistance, data base management, and follow up training
- Orthopedic Workshop Management Training

I believe that we have found an effective working model that brings rehabilitation to the most vulnerable while creating a sustainable structure for long-term development.



ROBERTO AGOSTA

Executive Director

SWISSLIMBS SERVICES AND PRODUCTS

SERVICES

- Technological transfer to local Ortho-Prosthetic Technicians in advanced technologies.
- Training local personnel in patient management, logistics and workshop administration.
- Establishing of orthopedic centers complete with materials, machines and know-how in the latest low-cost technologies.

SWISSLIMBS PROSTHESES



Below knee prosthesis,
Monolimb and Modular



Above knee prosthesis

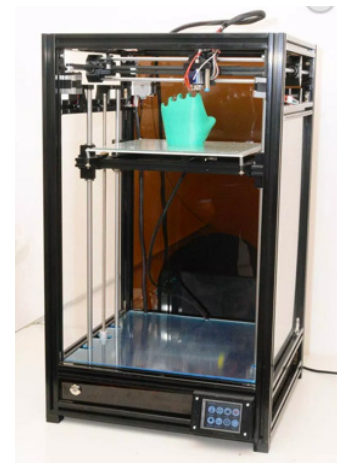


3D printed Myoelectric hand

SWISSLIMBS PROSTHETIC COMPONENTS



SWISSLIMBS' 3D PRINTER



DANIELE KLÄY

SwissLimbs Technical Director



For me 2018 has been a great year of reaping the fruit from the previous years of training done on the field as well as here in Switzerland. Although we didn't introduce any additional new manufacturing techniques or components we saw a great number of orthotist and prosthetists that implemented the learned techniques thus far. It was a great joy for me to see the technicians I trained gain more experience and proficiency in their work and I continue to give them assistance where needed to improve their skills and ensuring the continuity of their work.

The technicians operating in the field, often under circumstances that would discourage most people, are the true value of our organisation. Finances, although being crucial to any humanitarian intervention, are not sufficient for our work. Without people able to turn it into a functional orthotic device it would be of little use. After all, even with the best technological advancement, it still comes down to the man or woman to implement it, making him or her the most precious tool available and greatest resource.

We are thankful that a great number of people share our vision and help us in this endeavour.

Although I was not myself active in the field in 2018, Mr. Kalanzi whom I trained here in Switzerland in 2017, has headed our team of trainers and has proven himself time and time again to be up for the task. I owe him and the whole team of technicians great respect and I am grateful for their work and commitment.

CLAUDE MUSHI

Manager Mwanza Orthopedic Center



I am humbled and privileged to have discovered the innovative technology of the organization, SwissLimbs. Their outstanding work and effort to provide me with a stable working environment in Africa has enabled me to

provide greatly needed services to the population with the minimum of costs.

It was always my dream to start my own Ortho-Prosthetic workshop in Tanzania so as to be able to supply for the needs of the disabled around me. SwissLimbs made it possible in establishing a workshop in my city of Mwanza, in the Lake Region of Tanzania of which I am the manager. I enjoy working with a good and motivated team that apply the latest technologies and provide affordable solutions to my patients is my dream come true.

Because of SwissLimbs technology, we are able to provide the best possible Ortho-Prosthetic services available locally. With the introduction of the myoelectric-hand technology in combination with 3D printing equipment and expertise we are able to provide a service offered by no one else in the country.

I am delighted that I could partner with SwissLimbs in this project. We can truly bring sustainable solutions to the most pressing problems in rehabilitation in Tanzania and Africa in general, in providing a constant flow of supplies, adequate technical skills and custom made devices for our beneficiaries.

EMMANUEL KALANZI

SwissLimbs Ambassador for Africa



2018 was a milestone for me as I celebrated my 70th Birthday. I have been SwissLimbs' trainer since 2016 and have traveled throughout Africa on all SwissLimbs' training missions. After 40 years experience as a Certified Prosthetist and Orthotist I love to be able to pass on my passion and commitment for this profession. This year I was awarded the honour to become the "SwissLimbs' Ambassador for Africa". I believe this is certainly due to my long experience as a CPO but not only that. I think that my passion and commitment in teaching the younger generation of technicians, not only good skills, but also a patient-based approach to dealing with amputees has played a major role. A good technician should persevere with its work until the patient is perfectly satisfied with their fit. I enjoy giving advice to the youth, passing on what I have learned in my life so that they can impact Uganda and the rest of Africa".

SwissLimbs products benefit those in need, especially in countries that do not yet have such high safety standards as Europe or America.

Nevertheless, or precisely because of this, the products must meet a high or even higher standard. A defect that leads to an accident, no matter how minor, can have serious consequences. The need for assistance can range from a lack of basic first aid through to the repair of a prosthetic limb. One small accident can lead to increased damage. Fulfilling guarantees and warranties is almost impossible. So SwissLimbs products must be robust and absolutely safe.

Countries with few standards often adopt the European ones and trust, for example, the CE marking. SwissLimbs has decided to comply with the high standards of the CE marking, even if the products are not sold in Europe today. Here I was able to benefit from my knowledge gained from my daily work at TANNER AG in Lindau / Germany and help to mark the SwissLimbs products CE-compliant irrespective of its end product, i.e. a part of a prosthesis, or a production machine.

The CE marking process is always standard with regards to:

- The directives it applies to. In the case of prosthesis modules, it is the Medical Devices Directive and the product falls into Class I. On the other hand, the 3D printer is classified under the Machinery Directive for the production of components on site.
- Which conformity assessment procedure is used. This is primarily a matter of identifying and assessing the risks and implementing the avoidance of these risks. The NSBIV from Lucerne / Switzerland has developed a simple but strict procedure for this purpose.

- Safety documentation. In the case of the prosthesis modules, these were tested statically and dynamically. Together with the residual risks from the assessment, technical documents are prepared, instructions written and a declaration of conformity is issued.
- Product report. The prosthesis modules were reported to Swissmedic together with the documentation, which had issued the Notification No.: CH-201811-0007. SwissLimbs can now manufacture its products and machines and affix the CE mark.

SwissLimbs demands that "mobility is a fundamental human right that should be accessible to all people everywhere". Thus, the European Standard and its implementation by SwissLimbs helps people in the most remote areas to enforce this right.



TOMISLAV MATIEVIĆ
CE – Specialist



**SWISSLIMBS HAS DECIDED TO COMPLY WITH
THE HIGH STANDARDS OF THE CE MARKING,
EVEN IF THE PRODUCTS ARE NOT SOLD IN
EUROPE TODAY.**

SWISSLIMBS' VISION IS NOT ONLY TO BRING SOLUTIONS, BUT ALSO TO CHANGE HOW THE WORLD VIEWS DISABILITY: WITHOUT STIGMA OR PREJUDICE AND LOOKING AHEAD TOWARDS A HOPE AND A FUTURE.



Without a doubt, losing a limb is a tragic event for anybody. Losing it in the West, however does not necessarily mean the end of one's activities. Not so in the developing nations where in most cases, disability and poverty go hand in hand.

Losing a limb in Africa, or Asia means that all life's existence is at peril. One cannot go to work, and cannot do everyday tasks like going to the store, fetching water, gathering wood, tending your animals, and one is lucky if you are not thrown out of the house. Such is the case of many women in Africa, because they have now become "useless".

The majority of amputees live in developing countries (80%). Less than 5% are fitted with an artificial limb. This means that there are over 20 million amputees in the world without adequate solutions to recover their mobility.

Current technologies are simply too expensive or inadequate. The need for affordable, high quality, and comfortable prostheses is very great, and so is the need for the technical know-how to deliver such services.

SwissLimbs offers a viable solution to mobility needs in the developing nations with ortho-prosthetic services and skill training in affordable innovative technologies especially suited for the developing world. This training is fundamental if we want to see sustainable, locally run orthopedic clinics where the needs are the greatest. The World Report on Disability published by the WHO states that 180 000 professionals need to be functioning in the developing world in order to meet the needs of all of its disabled people. In 2005, there were only 24 prosthetic schools graduating 400 trainees annually.

JORDAN

Seven years have passed and the devastating war in Syria continues to reap victims and decimate entire families. Death tolls continue to rise reaching over 550,000 victims at the end 2018. The challenge now is to reach people within Syria as Jordan has closed its borders to new refugees. Over one million people are maimed and permanently injured and 5 million people have fled, seeking refuge in neighbouring countries.

The work of SwissLimbs in Jordan continues in the nation's capital Amman. Assistance for lower limbs is given by the government hospital Al-Bashir. Upper limbs are given in collaboration with our partner Mand.ro with the myoelectric hand innovation, which is the only affordable solution in the country.

Patients from Syria, Egypt, Iraq and Jordan who have no means to pay for their own rehabilitation are assisted there which makes the Ministry of Health ever so grateful for our work.

SwissLimbs has worked in Jordan since 2013



TANZANIA

Our work in Tanzania started in 2016, commissioned by the Swiss non-profit Association Kammea. The goal was to provide the local Hospital in Ikonda, with a new Orthopedic wing, equipped with machines and materials to be able to provide a full range of services to amputees and the disabled in general.

The word that prostheses were now available in rural Tanzania spread rapidly. Furthermore, a new low-cost technology for prostheses was introduced. The Tanzanian Center for Orthopedic Technologists and various other hospitals in the country asked SwissLimbs for assistance and training.

In the previous years SwissLimbs provided training in Tanzania to 5 locations. In 2018 SwissLimbs fulfilled 3 additional missions training 18 technicians for a total of 828 training hours, delivering 54 devices to 52 patients, in 3 hospitals in the four corners of the country.

LOCATIONS WITH SWISSLIMBS IN TANZANIA:

- Njombe – Ikonda Hospital
- Moshi – Tanzanian Training Center for Orthopedic Technologist (TATCOT)
- Dar es Salaam - Muhimbili Orthopedic Institute (MOI)
- Zanzibar - Mnazi Mmoja Hospital.
- Dodoma - Dodoma Regional Referral Hospital
- Bukoba - St. Joseph's Hospital Kagondo
- Mbeya - Referral Hospital



SPECIAL FOCUS: "MWANZA"

THE CREATION OF A NEW MODEL!

In 2018 SwissLimbs created a social business model in the City of Mwanza, in the Victoria Lake region of Tanzania. In collaboration with a young skilled technician, Claude Mushi a partnership was created seeing the birth of the M.O.C., the Mwanza Orthopedic Center.

The model is designed to create a modern center for rehabilitation to provide services in a city where the population of over 2 million people has no nearby access to rehabilitation.

Machineries, materials and tools – everything needed for the production of legs, orthoses and more, down to the smallest screw - were shipped from Switzerland on a container to its destination via Dar es Salaam port. After a long and complicated journey the container finally arrived at its final destination and the workshop ready to be installed. It was up and running by the end of the year.

THE MWANZA ORTHOPEDIC CENTER

The workshop is designed as a social business model where the M.O.C. has benefitted from sponsoring to be able to cover all startup costs. Patients who will be able to pay will do so, and patients who cannot, will benefit of a partial or total subsidy. The workshop will become independent and self-supported within a period of three years.



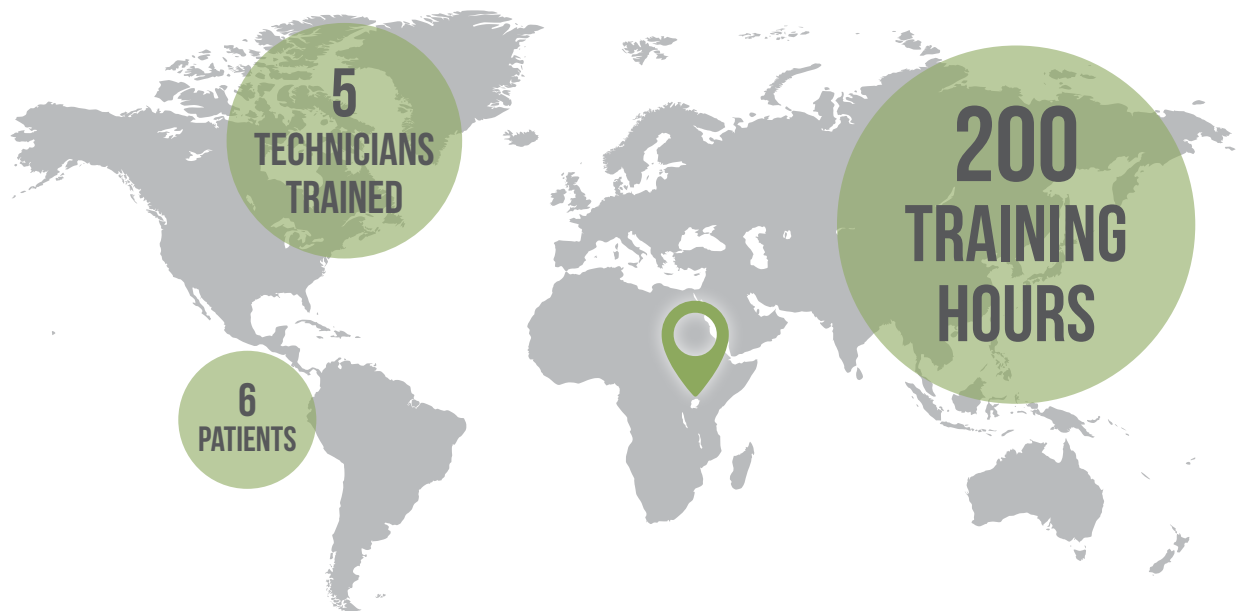
The Mwanza Team: Rehema Kabaiza at patient reception - Phinias Hatari, bench worker/bandagist - Deborah Henry, CPO - Claude Mushi CPO and workshop manager.



UGANDA

For the third consecutive year, SwissLimbs brought training to the Gulu Orthopedic Workshop (GROW) thanks to the collaboration with AVSI Foundation Uganda.

This time, the innovation was the long awaited upper limb prosthesis: the myoelectric hand. It was a great success and after the first successful mission in September 2016 the SwissLimbs team was invited back to Gulu on a yearly basis. The first mission brought the Training Module Nr.1 – the affordable technology for the manufacturing of the innovative SwissLeg Monolimb below knee leg. This second mission brought Module Nr. 2, with a focus on innovation in two areas: 1) the Modular adaptation for Transtibial prostheses for a higher mobility and changeable alignment system, and 2) the Trans-Femoral adaptation with 2 different types of knees especially designed for the developing nations and perfectly adaptable to the African terrain and climate.



MOZAMBIQUE A NEW PROJECT

SwissLimbs partnered with the **Mozambican Ministry of Health (MOH)** in a training mission for the department of Rehabilitative Medicine in the Maputo hospital. This project offered prosthetic legs and hands to amputees while it trained technicians from all over the country in SwissLimbs' innovative technologies.

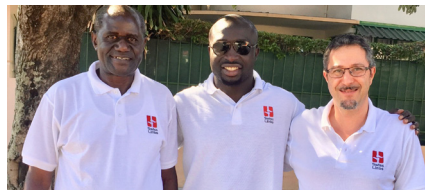
The **Maputo Central Hospital** is the largest hospital in the country and a reference point for training in all medical disciplines. Months of preparation with the MoH resulted a week-long training in SwissLimbs technologies to 31 technicians from all 11 Provinces in the nation. This was our largest and most intense training workshop to date. Most of the technicians knew only one outdated type of technology and had much to learn in 5 short days: the Below Knee "Monolimb", the Modular, the Above Knee and a first for all, the myoelectric hand.

While training 31 Prosthetic technicians from all Mozambican provinces we fitted a total number of 10 beneficiaries; 3 Monolimbs, 2 modulares, 3 Above knees and 2 hands. The reasons for amputations varied from land mines which were residues from the civil war, traffic accidents, and gunshot wounds. Implementing SwissLimbs technology the technicians said they can cut down their production time from 1 month, to 1 day, which will make a big difference in the lives of amputees who come from afar provinces.

Next year SwissLimbs will establish a new Orthopedic center in Mozambique with the same model used in Tanzania, with the aim of creating an independent, self-supported rehabilitation center.



Training Moments at the Maputo central hospital in Mozambique



Trainers Mr. Kalanzi with Bernardo Gomes and Roberto Agosta



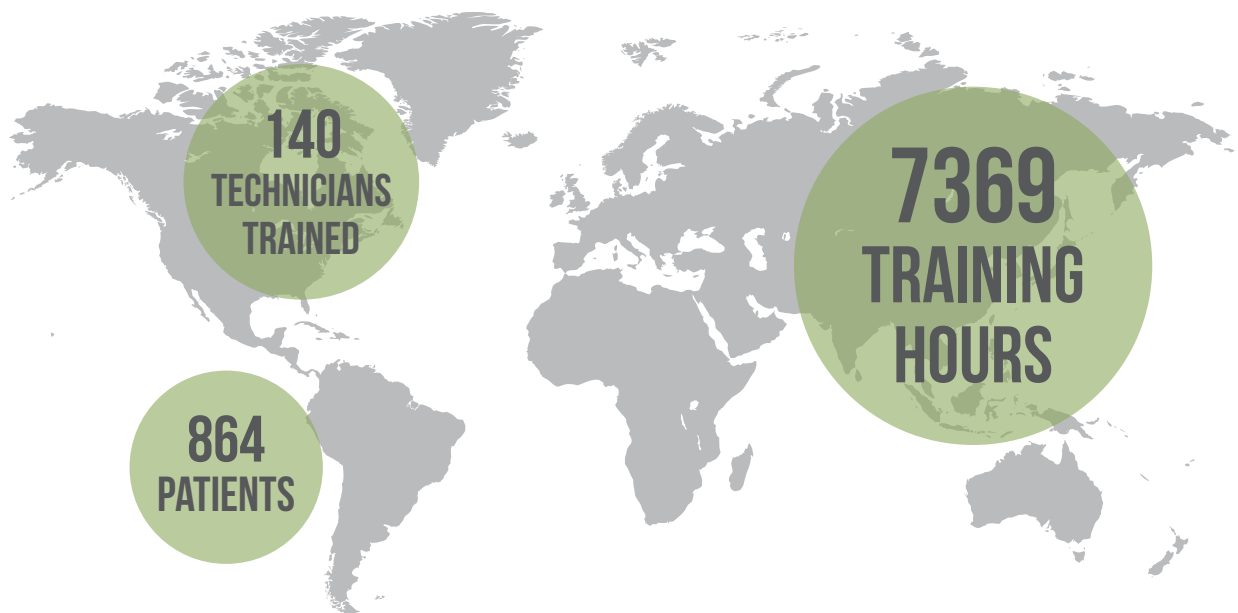


STATISTICS

2018



OVERALL



TESTIMONIAL

ELIA OMODO - 12 YEARS OLD FROM MOROTO DISTRICT, UGANDA

February 2018 marked a tragic change in the life of 12-year-old Elia.

Like most children his age, he was a playful and curious boy who enjoyed playing hide and seek and other chasing games with his friends. Life for Elia and his friends was not just about play. For boys his age, chores and family responsibilities are also a necessity to survival and it was his job each afternoon to take the goats grazing in nearby fields.

On one such day Elia and his 3 buddies found an unfamiliar metal object. They started playing with it, curiously passing from one to another and it wasn't long until it, an unexploded mortar shell, detonated amongst them.

His three friends died instantly, Elia, in total shock was struck numb by the total silence. As reality slowly dawned he saw there was blood everywhere and his friend's limbs were scattered about him. When his voice did return it was to let out an inconsolable scream alerting others to come to the rescue. It was only when help arrived that he realised that both of his legs where been blown away too.

Elia's parents passed away 2 years apart when he was much younger and he's being raised by his 20 year old brother Simon, who has also taken responsibility for his other 5 siblings.

SwissLimbs was able to donate Elia's first prosthetic in June 2018, a below knee fitting. A month later his wounds had healed enough to allow for his other leg to be fitted with an above knee prosthesis.

The last time Elia stood unsupported, it was with his buddies as they examined an unfamiliar metal object. Thanks to SwissLimbs and its generous donors, he is now able to stand and walk on his own again. The change for him remains traumatic but because of a simple yet profoundly impacting prosthetic technology Elia can face the future with the dignity and equal opportunity of other boys his age.



FINANCIAL REPORT

Balance Sheet	2018	2017	Δ
Cash & equivalents	169'933	81'887	88'046
Accruals and prepaid expenses	24'448	0	24'448
Tangible assets	3'000	5'000	-2'000
Total assets	197'381	86'887	110'494
Third parties capital - short term	2'550	1'592	958
Third parties capital - long term B	160'000	60'000	100'000
Third parties capital	162'550	61'592	100'958
Own capital	25'295	23'944	1'351
Earnings/(losses) C	9'535	1'351	8'184
Equity	34'830	25'295	9'535
Total liabilities and equity	197'380	86'887	110'494
Profit & Loss	2018	2017	Δ
Revenues from ortho-prosthetic materials	76'994	120'796	-43'802
Revenues from ortho-prosthetic services	0	18'431	-18'431
Donations for Mozambican Projects	84'212	0	84'212
Donations for Jordan Projects	0	20'000	-20'000
Donations for Ugandan Projects	20'000	0	20'000
Donations for Tanzanian Projects	130'000	55'000	75'000
Other donations	101'350	22'121	79'229
Total revenues and donations	412'555	236'347	176'208
Cost of goods donated and sold	-314'950	-191'465	-123'485
Contribution Margin	97'605	44'883	52'722
Personnel A	-19'023	-6'124	-12'899
Consultancies and services	-25'851	-6'000	-19'851
Value added	52'732	32'759	19'973
Rentals	-3'250	-2'500	-750
Administrative and IT expenditures	-6'813	-8'624	1'811
Advertising & representation costs	-31'084	-18'228	-12'855
EBITDA	11'585	3'406	8'179
Depreciations and amortizations	-2'050	-2'055	5
EBIT	9'535	1'351	8'184
Net result	9'535	1'351	8'184
Growth rate 2018 vs. 2017	75%		
Growth rate 2017 vs. 2016		196%	

NOTES TO THE FINANCIAL STATEMENT

- Only the cost of our hired profession staff are included. The significant contribution made by volunteers is not factored into this expense.
- Third parties' capital – long term: refers mainly to SwissLimbs' open project commitments in Tanzania and Mozambique.
- Net earning is fully allocated to SwissLimbs' own capital as per the general assembly held the 26th of March 2019.

SwissLimbs' financial statements are audited by an independent external auditor on a voluntary basis.

SwissLimbs

Mobility now.

SWISSLIMBS

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BANK DETAILS

Bank: Postfinance SA – Switzerland
Account Name: Associazione SwissLimbs
Account Number: 69-204392-9
IBAN: CH27 0900 0000 6920 4392 9
BIC: POFICHBEXXX
Currency: Swiss Francs

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THANK YOU TO ALL OUR PARTNERS AND DONORS:



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A special thanks goes also to those important donors who have made a huge difference in our work and prefer to remain anonymous.