



ANNUAL REPORT 2015

Leadership Message

FIND closed 2015 with much to be proud of, including programmatic growth, advancement in test development, expansion in access to diagnostic tools, strong partnerships and secure funding portfolio.

Guided by a new strategy, in 2015 FIND built up a new hepatitis C programme and established work streams in three cross-cutting areas: connectivity, outbreak preparedness and fever diagnostics. FIND continued to play an important role in Ebola diagnostics by generating data that informed WHO decision-making on test selection and by implementing the best available Ebola test in three affected countries in West Africa—this helped strengthen diagnostics capacity and ongoing surveillance of the virus.

Other programmatic achievements included: the evaluation of a second-generation rapid diagnostic test for sleeping sickness; the professionalization of the Support for Success (S4S) programme and clinical trial platforms; the pilot launch of Reseq TB, a data-sharing platform for genotypic information; initial evaluation of Xpert Ultra on the new, portable Omni diagnostic platform; the establishment of a malaria specimen bank for elimination; and a positive reception for FIND's proposed two-pronged strategy for HIV incidence testing.

FIND saw continued growth in partnerships in 2015. FIND established numerous important new industry partnerships and built on several existing, including with Arkray, BD, Cepheid, Fuji, Janssen, Philipps, Qiagen, Roche and Sysmex. In addition, key research partnerships were established or expanded, including with the Burnet Institute, Institut Pasteur and the Research Institute of the McGill University Health Centre.

FIND also achieved ambitious resource mobilization targets that will allow us to continue to work towards the targets outlined in the Strategy for 2015-2020.



Dr Catharina
Boehme
Chief Executive
Officer



Mark
Kessel
Chair of the Board
of Directors

Overview and key achievements in 2015

Supporting R&D, validation and the endorsement pathway for new diagnostics:

Tests endorsed by WHO based on FIND-generated data:

- TB LAMP (Eiken) as an alternative molecular test TB detection in countries with low MDR prevalence.
- Line probe assay for first-line MDR-TB drugs (Nipro, Japan), which ends the diagnostic technology monopoly in this area.
- The first ever urine-based rapid diagnostic test for TB (Alere Inc.) recommended for use in HIV-positive patients. Data show that the use of this test is already saving lives in this particularly vulnerable patient group.

Test development and validation:

- Two near-patient molecular platforms for Ebola virus disease were validated in field trials and analytical studies in BSL-4 facilities (Cepheid GX Ebola, Alere q pan-Ebola).
- Cepheid Xpert Ultra was evaluated in studies and shown to be highly sensitive in smear-positive TB (>98%) and smear-negative TB (80%), with a 10-fold improvement in limit of detection (from 200 to 10 CFU/mL), an unprecedented level of sensitivity for near-patient TB and DR-TB testing.
- Clinical evaluation of the second-generation HAT rapid diagnostic test that uses recombinant proteins showed that it has a better performance than current screening tests.

Resources to support prioritized diagnostics development:

- Consensus-based target product profiles (TPPs) were finalized for TB drug susceptibility testing and point-of-care HCV tests.
- The malaria specimen bank, critical for developing ultra-sensitive tests for elimination programmes, was set up and has 40,000 samples available for researchers and developers.
- Technology landscapes and needs assessments were concluded for: antimicrobial resistance (AMR) and methods to combat AMR in LMICs; biomarkers of acute febrile illness (non-malarial fever); near-patient molecular platforms for clinical diagnosis of febrile illness and surveillance of pathogens with outbreak potential; and rapid test technologies for hepatitis C screening and confirmation and HCV treatment monitoring.



Introducing new tools, building capacity for roll-out and sustained implementation.

Diagnostics roll-out:

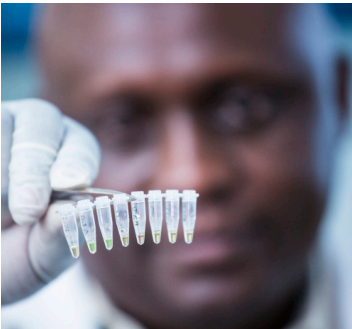
As the main implementation partner, FIND enabled the use of Cepheid GX Ebola in >20 sites in Guinea, Liberia and Sierra Leone, with over 3,000 tests performed in 2015 as the primary surveillance tool and confirmatory test where there were resurgent cases, and as a rule-out test prior to surgery and deliveries. The pilot phase of the FIND India paediatric TB programme in 4 cities ended, and its success has resulted in its extension to 5 additional cities (27,000 children were screened, 2,128 TB cases were identified and enrolled in care, of whom 195 had MDR-TB (9.2%).

The 1st generation HAT RDT was implemented in >950 health centres in 13 of 14 endemic countries; in Uganda alone, intensified screening using the HAT RDT was rolled out across 200 health facilities in endemic provinces, supporting elimination plans to reduce Uganda HAT cases to zero by 2020. The 27-country EXPAND TB project came to an end in 2015; final data showed that this project was the largest contributor to the tripling of global MDR-TB case detection since 2009.

Key updates on FIND's organization & activities

- **Governance strengthening:** Significant changes to FIND's Board have seen the naming of five new Board members to enhance representation from high-burden regions, notably sub-Saharan Africa and South Asia, and to diversify the Board's strategic capacity and enhance FIND's reach in the media; two founding Board members retired at the end of 2015.
- **Organizationally,** FIND added a Chief Medical Officer to oversee technical programmes. We also established baseline measures for organizational efficiency based on data from 2013-2014. FIND also formally established its presence in Vietnam and South Africa.
- FIND formalized its policy on working with industry and streamlined policies and procedures for technology selection, independent review and industry engagement.





Impact of FIND's work in 2015

- **Scientific knowledge:** FIND authored or co-authored 48 peer-reviewed publications in 2015 across all aspects of the portfolio and concluded four important technology landscapes and needs assessments in AMR, HCV, acute febrile illness and surveillance of pathogens of outbreak importance
- **Policy change:** The HAT rapid diagnostic test was made the mainstay of HAT screening in four countries: Chad, DR Congo, South Sudan and Uganda, and WHO introduced the HAT RDT for sentinel surveillance in 14 countries
- **New Links:** FIND's emerging connectivity programme showed its importance in the Ebola response, where instrumented diagnostic platforms were linked to central health information systems, enabling early case detection (3,619 results uploaded in Guinea and Sierra Leone; time to result availability <1 day, mostly real time reporting), prompt contact tracing and remote supply chain management (zero stock-outs in 2015)
- **Increased Access:** 6 million Xpert MTB/RIF cartridges were distributed, the steepest increase in uptake seen yet; 130 million FIND-developed blood transfer devices were distributed globally in 2015, ensuring accurate blood volumes in rapid tests and increasing blood safety
- **Capacity built:** FIND trained 1,786 laboratorians, clinicians and other health-care workers in 2015 in the use of diagnostics for malaria, TB, HAT, HIV, leishmaniasis and Ebola and/or quality assurance processes for diagnostics

Key external opportunities and challenges in 2015

Opportunities

- FIND was confirmed as an NGO in special relations with WHO; CEO Catharina Boehme was appointed as a member to WHO's Strategic and Technical Advisory Group for TB.
- Prompted by the Ebola and the Zika outbreaks, FIND is seeking to elaborate a strategic approach to diagnostic outbreak preparedness in partnership with WHO and Institut Pasteur.
- Enhanced partnerships with other PDPs: DNDi's new business plan, which covers areas including AMR, HCV and HAT, will enable FIND to enhance our close working relationship with DNDi across multiple diseases.
- New Australian funding opened the door to opportunities to build fresh partnerships with Australian researchers, including through attendance at the Ministry of Federal Trade & Investment's Northern Australia Investment Forum held in Darwin, 8-10 Nov. 2015.
- Uganda HAT partnership programme detected only four cases of *T. gambiense* HAT in 2015, which meets elimination criteria and opens the way for a broadened FIND role in HAT elimination efforts through intensive case detection.

Challenges

- Even with a clearly proposed way forward to establish diagnostic outbreak preparedness, FIND has not yet found funding to support this important work, despite widespread buy-in for this approach and the ongoing outbreak threat of Zika.
- On the pathway to uptake of new diagnostics, there is a critical funding gap with respect to preparing for and introducing new tests, while the phases on either side are funded. Mechanisms such as the Global Fund have a lengthy time lag and country funding has delays, so there is a gap between completion of R&D and scale-up.
- We continue not to see new NTD funding in the wake of the London Declaration.





FIND

Report of the Statutory Auditor on the Consolidated Financial Statements to the Board of the Foundation

Consolidated Financial Statements 31 December 2015



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Report of the Statutory Auditor to the Board of the Foundation of
Foundation for Innovative New Diagnostics (FIND), Geneva

Report of the Statutory Auditor on the Consolidated Financial Statements

As statutory auditor, we have audited the accompanying consolidated financial statements of the Foundation for Innovative New Diagnostics (FIND), which comprise the balance sheet, statement of revenue and expenditure, cash flow statement and notes for the year ended 31 December 2015.

Board of the Foundation's Responsibility

The board of the Foundation is responsible for the preparation of the consolidated financial statements in accordance with the requirements of Swiss law and the Charter of the Foundation. This responsibility includes designing, implementing and maintaining an internal control system relevant to the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error. The board of the Foundation is further responsible for selecting and applying appropriate accounting policies and making accounting estimates that are reasonable in the circumstances.

Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Swiss law and Swiss Auditing Standards. Those standards require that we plan and perform the audit to obtain reasonable assurance whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers the internal control system relevant to the entity's preparation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control system. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of accounting estimates made, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements for the year ended 31 December 2015 comply with Swiss law and the Charter of the Foundation.

Report on Other Legal Requirements

We confirm that we meet the legal requirements on licensing according to the Auditor Oversight Act (AOA) and independence (article 728 CO and article 11 AOA) and that there are no circumstances incompatible with our independence.

In accordance with article 728a paragraph 1 item 3 CO and Swiss Auditing Standard 890, we confirm that an internal control system exists, which has been designed for the preparation of consolidated financial statements according to the instructions of the board of the Foundation.

We recommend that the consolidated financial statements submitted to you be approved.

KPMG SA



Pierre-Henri Pingeon
*Licensed Audit Expert
Auditor in Charge*



Henri Mwaniki

Geneva, 13 April 2016

Enclosure:

- Consolidated financial statements (balance sheet, statement of revenue and expenditure, cash flow statement and notes)

STATEMENT OF REVENUE AND EXPENDITURE FOR THE YEAR ENDED 31 DECEMBER 2015

(all amounts in US dollars)

	Note	2015	2014
REVENUE			
Grant revenue	3	33,926,140	31,232,265
Other operating income		357,759	179,461
Total operating revenue		34,283,899	31,411,726
EXPENDITURE			
Programme services			
Tuberculosis		13,639,710	16,214,188
Fever & outbreaks		4,088,190	93,601
Neglected tropical diseases		3,866,242	4,196,586
Malaria		3,718,324	3,548,947
Sexually transmitted infections		3,875,736	566,259
Other/cross disease		1,798,786	3,117,151
Total programme services		30,986,988	27,736,732
Supporting Services			
Information & communication		134,510	98,326
Governing & advisory bodies		56,287	66,312
General administration		2,563,846	2,913,590
Depreciation & amortization		-	36,684
Total supporting services		2,754,643	3,114,912
Total operating expenditure	5	33,741,631	30,851,644
Excess of operating revenue over expenditure for year		542,268	560,082
Financial income		278,617	13,535
Financial expenses		32,151	283,339
Excess of revenue over expenditure for year		788,734	290,278
Accumulated surplus brought forward		984,495	694,217
Accumulated surplus carried forward		1,773,229	984,495

The accompanying notes form an integral part of these financial statements.

BALANCE SHEET AS AT 31 DECEMBER 2015

(all amounts in US dollars)

	Note	2015	2014
ASSETS			
Current assets			
Cash and cash equivalents	7	21,052,872	24,766,869
Accounts receivable		2,260,708	1,452,659
Prepayments		131,621	208,522
Total current assets		23,445,201	26,428,050
Non-current assets			
Rental guarantee deposit		218,095	392,165
Total non-current assets		218,095	392,165
Total assets		23,663,296	26,820,215
LIABILITIES AND CAPITAL			
Current liabilities			
Accounts payable and accrued expenses		4,242,162	3,181,785
Deferred revenue	8	17,287,486	22,201,463
Unrealized exchange gains		319,989	412,042
Total current liabilities		21,849,637	25,795,290
Capital and reserves			
Foundation capital	12	40,430	40,430
Accumulated surplus		1,773,229	984,495
Total liabilities, capital and reserves		23,663,296	26,820,215

The accompanying notes form an integral part of these financial statements.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

(all amounts in US dollars)

1. General information

1.1 Legal aspects

The Foundation for Innovative New Diagnostics (FIND) is an independent Swiss Foundation established as a not-for-profit legal entity created under Article 80 of the Swiss Civil Code and registered in the Geneva Register of Commerce on 29 July 2003.

FIND's mission is to drive the development and early implementation of innovative diagnostic tests that have a high impact on patient care and disease control in low-resource settings.

FIND is monitored by the Swiss Federal Supervisory Board for Foundations.

1.2 Tax exemption

On 9 December 2010, FIND and the Swiss Federal Council signed an agreement granting FIND certain privileges and immunities under the revised Host State Act, which came into force on 1 January 2008. In accordance with this agreement, FIND has been granted exemption from all federal, cantonal and communal taxes, from Value-Added Tax, and from regulations governing the employment of foreign nationals in Switzerland. This agreement came into effect on 1 January 2011.

1.3 Regional offices

FIND is headquartered in Geneva, Switzerland and has regional offices in New Delhi, India; Cape Town, South Africa; Kampala, Uganda; Hanoi, Vietnam

Since 2007, FIND India has played a key role in demonstrating the effectiveness of new diagnostics in country settings, and scaling up the delivery of strong programmatic management of drug-resistant Tuberculosis in India and South-East Asia. FIND India was established as a liaison office through a Collaborative Agreement with Ministry of Health & Family Welfare of the Indian Government. In addition, the Foundation for Innovative New Diagnostics India was incorporated under section 8 of the Companies Act as a non-profit company, limited by guarantee, in July 2015; this entity will become operational in 2016.

FIND Uganda was established in 2008 and provides support for FIND's research and field activities for Tuberculosis, Malaria and Human African Trypanosomiasis in Uganda. It is established as a non-governmental organization on the basis of a Memorandum of Understanding with the republic of Uganda.

FIND Dx in South Africa was registered as a non-profit company in December 2014 and will become FIND's principal representative office in Africa with a main focus on access-related work. This company has no share capital and is not limited by guarantee.

FIND's operations as a non-governmental organization in Vietnam were registered with the People's Aid Coordinating Committee in August 2015. FIND's work in Vietnam aims to support research and treatment of infectious diseases, primarily tuberculosis, supporting the National TB Program, Pham Ngoc Thach Hospital and the National Institute of Malariology, Parasitology and Entomology.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

(all amounts in US dollars)

2. Significant accounting policies

2.1 Basis of presentation

These financial statements have been prepared in accordance with the principles of the Swiss law on accounting and financial reporting (title 32 of the Swiss Code of Obligations) and incorporate the changes prescribed by the new Swiss law. Significant items are accounted for as follows:

2.2 Fixed assets

Fixed assets are recorded at cost and are depreciated under the straight-line method at 20% annually for office furniture and fittings, electrical installations, fax machine and telephones and 33.3% annually for computers and printers.

2.3 Cash and cash equivalents

Cash and cash equivalents comprise cash balances and short-term money market deposits with original maturities of 3 months or less.

2.4 Rental guarantee deposit

The deposits relate to the rental of FIND office premises in Geneva and India and are recoverable in accordance with the rental contract upon vacation of the premises.

2.5 Foreign currency

Accounting records are maintained in US dollars (USD). Revenue and expenditures in other currencies are recorded in USD approximating actual rates in effect at the time of the transaction. Year-end balances for assets and liabilities in other currencies are translated into US dollars at rates of exchange prevailing at balance sheet date. At 31 December 2015, the rate of exchange used for the Swiss franc, the main foreign currency for 2015, was USD/CHF = 1.00 (2014 – 0.994). Realized exchange gains as well as realized and unrealized exchange losses are included in the determination of surplus (deficit) for the year. Unrealized exchange gains are deferred.

2.6 Recognition of revenue

Revenue on grants is recognized in the period to the extent that the related project expenses and recoverable overheads are incurred. Interest income is recognized on an accrual basis and other operating income is recognized when earned. Grants received relating to activities in future years are recorded in the balance sheet as deferred revenue.

2.7 Donations in-kind

Donations in-kind are not recorded but disclosed in the notes to the financial statements based on information provided by partners. They are valued at the price FIND would have had to pay if the goods or services were to be provided in exchange for payment under usual contractual terms. Services rendered or goods transferred to FIND must exclude any monetary transfer and must be clearly identifiable to a FIND project.

2.8 Consolidation

The following entities' results have been included in the consolidated financial statements:

FIND India, FIND Dx in South Africa

The foundation's financial statements are consolidated according to the full consolidation method. All inter-company investments, balances and transactions have been eliminated.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

(all amounts in US dollars)

3. Donations received

During 2015, the following donations were received from donors (*other currency amounts are converted to USD at exchange rates on date of receipt*):

	2015	2014
UNITAID	4,788,175	2,962,091
Government of the United States	3,788,677	3,268,557
Federal Ministry of Education And Research (BMBF) through KfW, Germany	3,523,586	3,621,542
The Bill & Melinda Gates Foundation	3,443,725	12,352,958
Department for International Development (DFID), United Kingdom	3,055,770	3,872,787
Department of Foreign Affairs and Trade, Australia	2,499,508	-
Paul G. Allen Family Foundation	2,349,750	-
The Global Fund to Fight AIDS, Tuberculosis and Malaria	1,765,681	2,716,476
World Health Organization	859,701	404,581
Swiss State Secretariat for Education, Research and Innovation (SERI), Switzerland	837,446	-
Swiss Agency for Development and Cooperation (SDC), Switzerland	809,846	879,388
JSI Research & Training	187,500	100,000
Republic and Canton of Geneva, Switzerland	157,233	-
UBS Optimus Foundation, Switzerland	126,263	168,539
Becton Dickinson and Co	100,000	-
Global Health Innovative Technology Fund (GHIT), Japan	88,501	-
European Union	55,719	-
Other	81,774	168,187
Dutch Ministry of Foreign Affairs (DGIS), Netherlands	-	3,253,535
Total contributions received	28,518,855	33,768,641

Donor agreements in effect as at 31 December 2015 provide for a total of USD 44 million to be paid to FINN between January 2016 and December 2019.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

(all amounts in US dollars)

4. Donations in-kind

FIND operations are funded through financial contributions and donations. In addition to financial contributions, generous partners, private companies and academic groups provide FIND with goods and services at no cost as donations in-kind. The analysis of goods and services received is as follows:

	2015	2014
Tuberculosis	1,251,892	248,336
Neglected Tropical Diseases	415,211	376,824
Malaria	381,821	648,557
Sexually transmitted infections	-	3,739,769
Total donations in-kind	2,048,924	5,013,486

The above amounts include 35% for personnel and consultants, 64% for infrastructure and supplies plus 1% for travel, (2014 – 62% for personnel and consultants, 26% for infrastructure and supplies, 1% for travel and 11% for partners).

5. Expenditure by cost type

The breakdown of programme and supporting services by expense type is shown below:

	2015	2014
Project partners	11,919,455	8,582,710
Personnel	7,829,089	7,129,527
Consultants	6,017,550	6,665,609
Travel	2,500,969	2,620,559
Equipment	2,199,390	3,048,894
Supplies and other expenses	3,275,178	2,804,345
Total expenditure	33,741,631	30,851,644

Commitments at 31 December 2015 for future payments to partners under contracts signed up until 31 December 2015 total USD 4,875,183 (2014 – USD 4,253,359).

The annual average number of full-time personnel equivalents for the reporting year, as well as the previous year, did not exceed 250.

6. Audit fees

Fees for auditing services totalled USD 107,778 for 2015 (2014 – USD 148,906) and fees paid to the auditors for other services totalled USD 1,548 in 2015 (2014 – USD 1,493).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

(all amounts in US dollars)

7. Cash and cash equivalents

Cash and cash equivalents as at 31 December 2015 were as follows:

	2015	2014
Petty cash	1,277	39,581
Bank current accounts	13,051,147	11,726,584
Short term deposits	8,000,448	13,000,704
Total cash and cash equivalents	21,052,872	24,766,869

8. Deferred revenue

Deferred revenue represents donor contributions received in advance. These funds are expected to be utilized in the following financial year. The following table shows the breakdown of these funds by disease area.

	2015	2014
Tuberculosis	9,942,462	14,404,077
Fever & outbreaks	1,884,402	561,690
Neglected tropical diseases	2,104,062	2,620,093
Malaria	2,901,618	1,869,915
Sexually transmitted infections	318,193	2,483,441
Other/cross disease	136,749	262,247
Total deferred revenue	17,287,486	22,201,463

9. Pension fund liabilities

USD 34,068 was due to the pension fund as at 31 December 2015 (2014 – USD 14,687).

10. Rent commitments

At 31 December 2015, FINN had future rent commitments totalling USD 1,782,577 up to 31 May 2019 (2014 – USD 2,275,336 up to 31 May 2019). Of this amount, USD 525,515 is due within 12 months (2014 – USD 510,947).

11. Operating lease commitments

At 31 December 2015, FINN had future rent commitments on operating leases totalling USD 67,829 up to 30 September 2018 (2014 – USD 93,184 up to 30 September 2018), USD 24,665 of which is due within 12 months (2014 – USD 24,849).

12. Foundation capital

The Endowment Capital of CHF 50,000 is fully subscribed and equates to USD 40,430 at the rate of exchange on the date of payment.

13. Events subsequent to 31 December 2015

No events occurred subsequent to 31 December 2015 which could have a material impact on the understanding of these financial statements.

