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2011

### APOPO Annual Report 2011

APOPO

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# ANNUAL REPORT 2011

[www.apopo.org](http://www.apopo.org)





Hearing about APOPO's HeroRATs is one thing, but actually witnessing their work firsthand was astonishing. During my visit to Tanzania and Mozambique, I discovered a lot more about the rats from the people who work closely with them every day. The endearing and valiant nature of these clever rodents became obvious to me.

Their detection skills are remarkable. With proper training, they hold immense value to communities afflicted by the problems of landmines and tuberculosis. This initiative has the potential to save so many people from being injured or killed, as well as ensuring a safe environment to live in. I encourage everyone to support the work of APOPO and the HeroRATs."



Her Royal Highness, Princess Astrid of Belgium

Mozambique  
june 2011



# ANNUAL REPORT

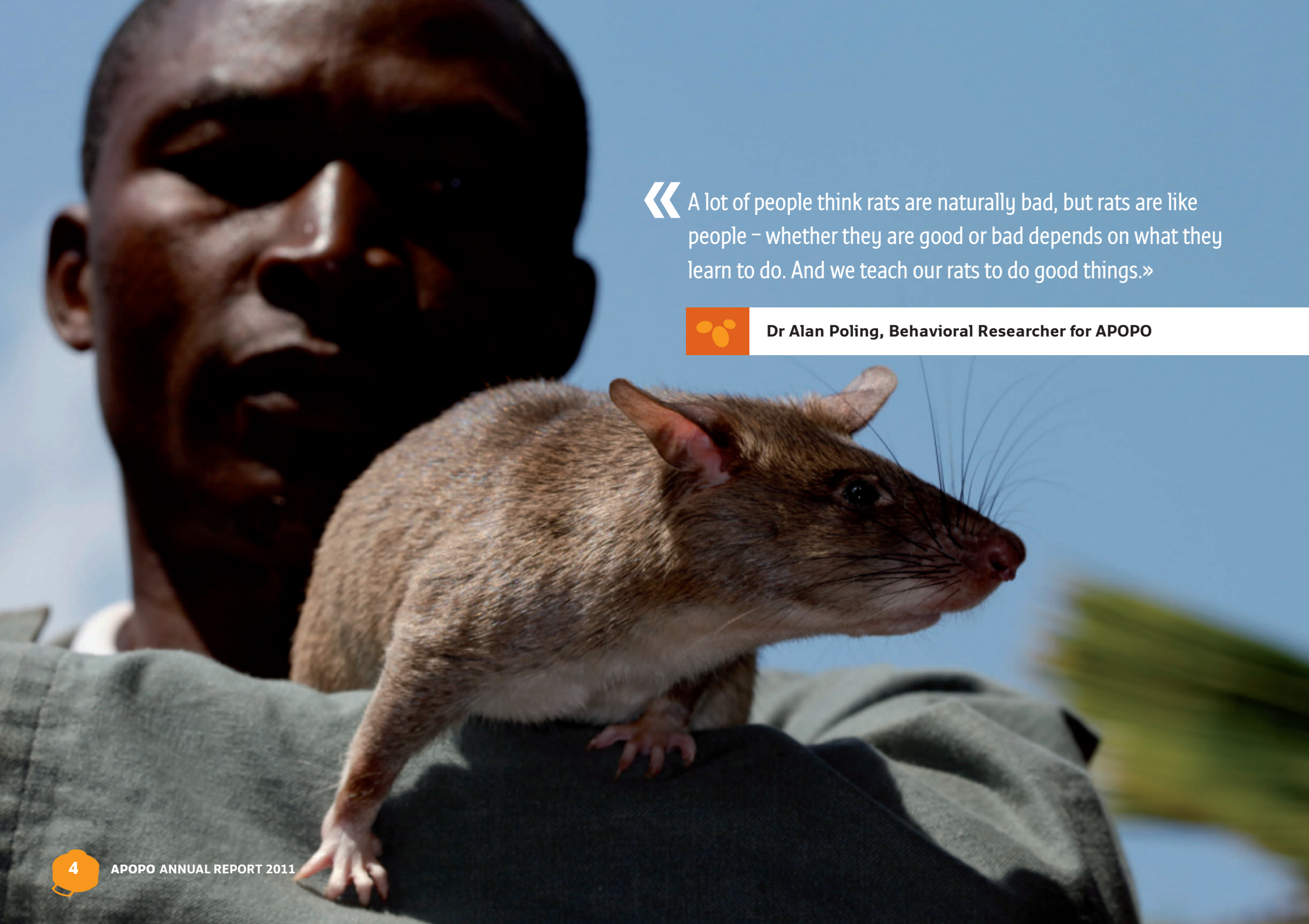
2011

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« A lot of people think rats are naturally bad, but rats are like people – whether they are good or bad depends on what they learn to do. And we teach our rats to do good things.»



**Dr Alan Poling, Behavioral Researcher for APOPO**



## MESSAGE

FROM THE EXECUTIVE TEAM  
CEO, SECRETARY GENERAL & FOUNDER

# DEAR FRIENDS,

A landmine survivor recently said of APOPO's work in Mozambique: *"There is happiness our land has been returned to us, freedom of grazing for livestock, no restrictions on where we walk. The mines have been a serious problem but we have already seen a reduction in people losing their lives. We are very happy."*

This, in a nutshell, is why we do the work we do. Hearing the feedback of villagers in affected regions – whose lives have changed for the better as a result of our humanitarian actions – verifies how immensely important our mission is.

### AS A TEAM WE HAVE ACHIEVED A LOT:



- Gaza Province in Mozambique is almost completely free of landmines, two years ahead of schedule.
- In Thailand, survey efforts initiated by APOPO covered more than 50 million square meters of land along the Thai-Cambodian border; destroying 476 landmines and 876 explosive remnants of war.
- The Tuberculosis Detection Program in Tanzania has helped to diagnose 2,400 patients missed by microscopes, and will soon be replicated in Mozambique.
- With the rapid growth of the organization and expansion of our programs, APOPO focused on improved financial transparency and accountability for donors.

The success of our programs is a shared success – not only for APOPO's team but also for our partners, funders and supporters across the globe: thank you for playing such an important role in helping us to realize these accomplishments.

We have worked hard to expand the reach of our humanitarian actions and while we have made good progress in 2011, there is always more to do. The added value of our programs is a strong belief in social transformation, one of our core values. APOPO aims to empower vulnerable communities to solve the problems they face more independently. We do this by developing skills, building local capacities, creating jobs, and improving socio-economic and environmental conditions – through releasing safe land for development, and combating public health issues.

You can help to ensure more rats are trained to sniff out these global problems. We invite you to visit our website to learn more about our work, connect with us on Facebook or Twitter, bring up our work in conversations, or adopt a HeroRAT and support its training journey. Together, we can save more lives and limbs.

With gratitude,

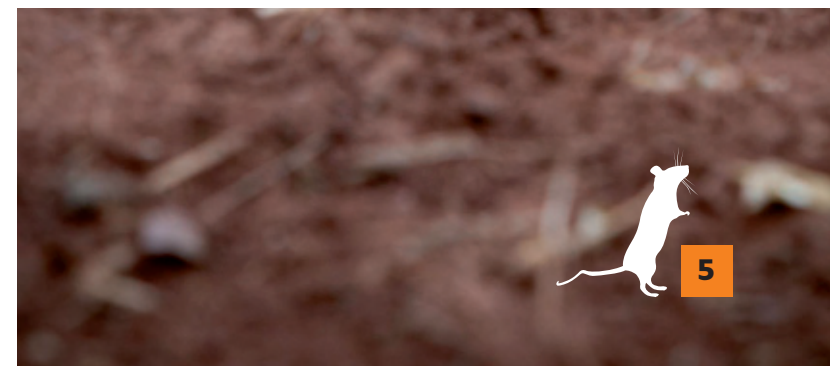
**Christophe Cox**, CEO

**Inge Weber**, Secretary General

**Bart Weetjens**, Founder



« You can help to ensure more rats are trained to sniff out these global problems. [...] Together, we can save more lives and limbs.





# » WHERE WE WORK







Imagine raising your children in an area surrounded by landmines.

Living with the constant fear of letting your child out of sight, even for one split second. Sadly, this is the reality for millions of people in more than 60 countries around the world. Mines, sub-munitions and other Explosive Remnants of War kill and maim people indiscriminately. Fear of landmines causes major socio-economic problems. These killers impede development and prevent communities from returning to normal life after war. Once laid, landmines wait patiently for their victims. They never tire and their mission never ends. But there is hope. The Anti-Personnel Mine Ban Convention has been successful in ensuring that anti-personnel landmines are no longer produced, sold and used. APOPO and other mine action organizations are fighting a battle against landmines and ERW that is moving towards victory.



Håvard Bach, Head of Mine Action and her Royal Highness, Princess Astrid of Belgium

## MINE ACTION OVERVIEW

In 2011, APOPO's Mine Action Program grew and took on several new mine action challenges. While rats are excellent clearance tools, effective use of them depends on a number of coherent factors and activities. APOPO has made good progress towards becoming a fully-fledged mine action organization that can handle multiple concurrent challenges in mine-affected countries.

Real mined areas are typically less than 10% of the perceived mined areas. Without a proper framework for how to make decisions on where to deploy demining resources, much of APOPO's work would be in vain. APOPO has invested considerably into developing state-of-the-art land release methodology.

APOPO's first large-scale survey program was implemented in Thailand in 2011, in collaboration with the national mine action authorities and the military. We trained and deployed a combined non-technical and technical survey capacity that now conducts a survey along the Thai-Cambodian border. There has been considerable success on the ground but equally important is that APOPO has developed and streamlined this methodology for use in other mine-affected countries. The program aims to address the mine problem on both sides of the Thai-Cambodian border as one composite problem. APOPO is further streamlining land release principles into its other mine action programs.

In 2011, we established a partnership with Norwegian People's Aid in Angola and 40 fully trained Mine Detection Rats will soon be deployed to work within the framework of NPA's Mine Action Program. Given the magnitude of the problem in Angola, APOPO hopes to expand further. It would be ideal to use 80 fully trained rats to help Angola rid itself of the landmine plague.



In Mozambique, APOPO has achieved its goal of releasing all mine suspected areas Confirmed Hazardous Areas in the province of Gaza, well in advance of the agreed timeframe of December 2013. The team is now looking to take on survey and clearance along the Zimbabwean border in Mozambique's Manica Province. The minefields in these areas are among the biggest and most challenging in the country and APOPO expects to spend all of 2012 surveying and clearing mines in this area. The program expanded significantly in 2011 and it is likely that more land will be released in 2012 than in any of the previous years.

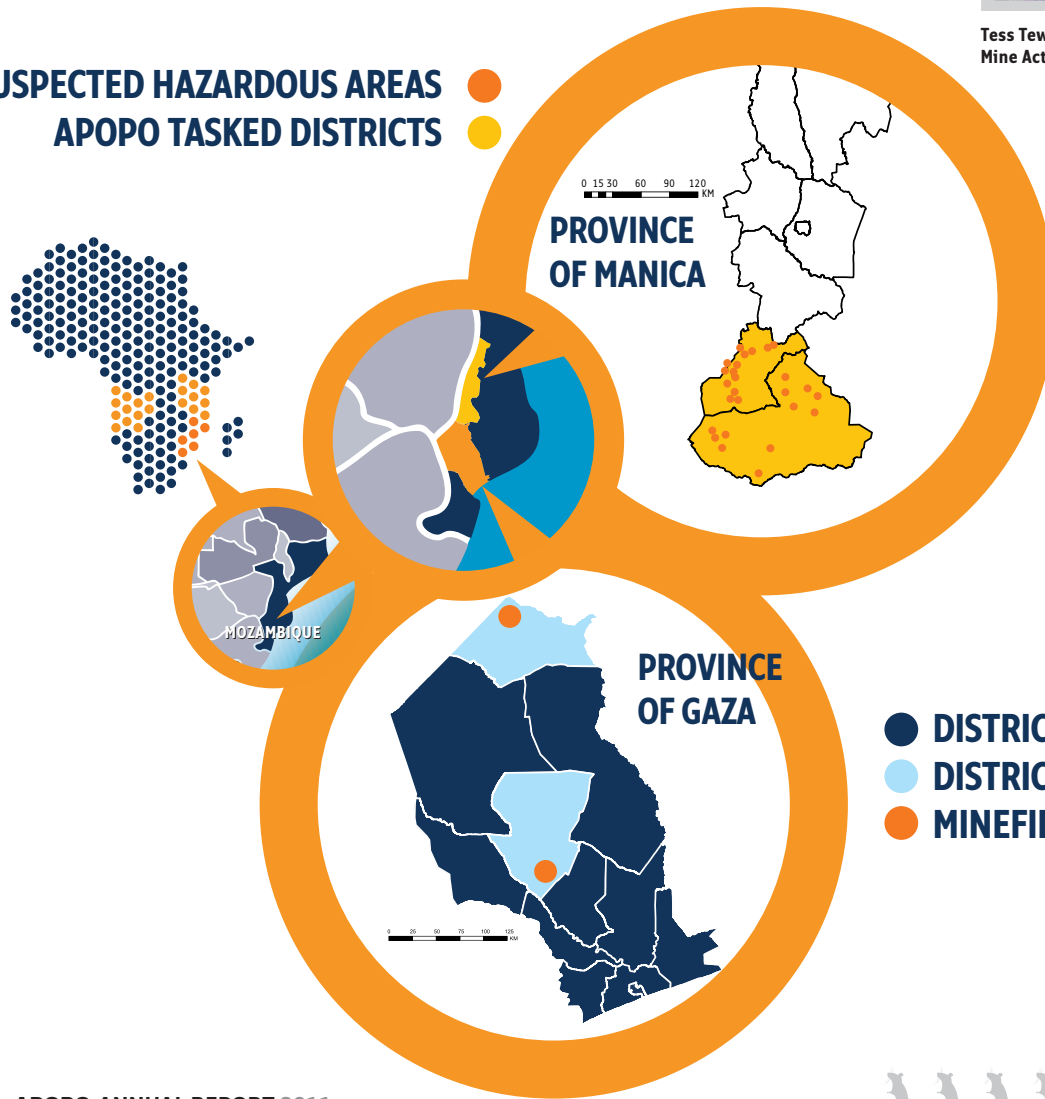
APOPO has successfully made use of many of its Mine Detection Rats but there are still more than 100 rats that could be deployed in mine-affected countries. One potential obstacle to overcome, in order to see more widespread use of rats, is that people are unaware of the high quality of the rats. In response, APOPO has initiated a series of trials where the aim is to prove that rats are reliable and efficient mine detectors. Some of these trials have been completed and the results have been positive. APOPO has further made a few training changes to provide for a more versatile use of rats by one or two handlers and to prolong the working hours for rats in the field. A rat can now clear four times more per day than it could at the beginning of 2011.



# MOZAMBIQUE

## MINE ACTION PROGRAMME

**SUSPECTED HAZARDOUS AREAS** ●  
**APOPO TASKED DISTRICTS** ●



Tess Tewelde, Mozambique Mine Action Program Manager

The Mozambique Mine Action Program made tremendous progress in 2011 and met the demand and expectations of the national demining authority. APOPO significantly increased its productivity through further expansion of its unique and effective capacity. APOPO surpassed the expected productivity target by completing clearance of Gaza Province almost two years ahead of the initial schedule. To date, APOPO has released over 4.4 million square meters of land in the province, through a combination of survey and clearance efforts.

In 2011, APOPO cleared 753,932 square meters of Confirmed Hazardous Areas, with the destruction of 792 landmines, 227 explosive remnants of war and 2,683 small arms and ammunitions. The release of this land has enabled a safe environment for the people living in Gaza, safe access to water sources, agriculture, cattle grazing, transport, and general development of previously mine suspected areas.

The focus in 2011 was to finish all known Suspected or Confirmed Hazardous Areas in the province of Gaza and return this land to the communities. APOPO is on the verge of releasing the biggest minefield in Mozambique, the Pfukwe Corridor, in Mabalane district.

Following the completion of Gaza Province, APOPO has been tasked to work in Manica Province. The team will start to work in the southern part of the province where more than two million square meters of land will require release by survey and clearance activities. By applying an efficient land release methodology when conducting a new survey of all the currently suspected areas, APOPO believes that as much as half of all the currently suspected areas can be released by survey, leaving much smaller areas to clear.

After the successful expansion of its capacity, the Mine Action Program now plans to enhance the efficiency of survey, clearance and land release methodology in neighboring Manica Province. With further efforts to streamline operations, a significant increase in operational output is anticipated for 2012. In collaboration with the National Institute of Demining and the Government of Mozambique, APOPO is a dedicated partner in helping Mozambique to meet the Ottawa Treaty deadline and become a mine-free country by 2014. In order to achieve this goal, APOPO will continue to expand and enhance the efficiency of its program, as well as offering support to other demining organizations to help them reach their targets in the remaining provinces.



# KEY INDICATORS

## LAND RELEASED IN 2011

**2,632,608** square meters

**753,932** square meters by full clearance

**1,878,676** square meters by technical & non technical survey

## ITEMS FOUND & DESTROYED IN 2011

**792**  
LANDMINES



**227**  
ERW  
EXPLOSIVE REMNANTS OF WAR



**2,683**  
SAA  
SMALL ARMS AND AMMUNITION



## TOTALS SO FAR IN GAZA PROVINCE

### TOTAL AREA RETURNED TO POPULATION

**4,282,359** square meters

**2,063,701** square meters by full clearance

**2,218,658** square meters by technical & non technical survey

### TOTAL ITEMS FOUND AND DESTROYED IN 2011

**1,866**  
LANDMINES



**783**  
ERW  
EXPLOSIVE REMNANTS OF WAR



**12,817**  
SAA  
SMALL ARMS AND AMMUNITION




Azarias Baloi

In 1981, Azarias Baloi lost his right leg when he stepped on an anti-personnel mine in the Pfukwe Corridor, the largest minefield in Mozambique. During the years that followed, he saw the loss of lives of his brother, uncle and cousin, who were all killed by landmines.

Once a healthy young man, with his disability Azarias found that he was unable to do his daily chores as a farmer. He struggled to make a living even though his family still relied on him for their basic needs. His main source of income, livestock, was also at risk because of the landmines.

When asked about the work of APOPO in the Pfukwe Corridor, Azarias spoke of a better future for his children and his community. He said APOPO has helped remove the fear and for the first time in his life he feels freedom.

« There is happiness our land has been returned to us, freedom of grazing for livestock, no restrictions on where we walk. The mines have been a serious problem but we have already seen a reduction in people losing their lives. We are very happy.



## MOZAMBIQUE

### 125 Staff

- 2 Survey Teams
- 4 Manual Demining Teams
- 6 MDR Teams working with 47 Mine Detection Rats
- 3 Mechanical Teams

### Machines

- 2 Caterpillar Machines
- 1 Komatsu Machine
- 1 Casspir Machine
- 3 Lorries fitted with fork lift
- 2 Trucks

### Vehicles

- 4 Ambulances
- 10 Support Cars
- 6 Trailers





# ANGOLA

## NEW PARTNERSHIP WORKING TOWARDS A MINE-FREE ANGOLA

In 2012, APOPO will partner with fellow humanitarian demining organization Norwegian People's Aid (NPA) in Angola, to further the reach of Mine Detection Rats as efficient and cost-effective detectors. APOPO will commence work in Cuanza Norte and Malanje provinces, and may extend into other provinces in the future.

The long-term objective of NPA in Angola is that mines and explosive remnants of war are no longer an obstacle to social and economic recovery. In 2012-13 NPA will apply and further improve its unique Land Release Concept in the Provinces of Malanje, Cuanza Norte, Uige and Zaire.



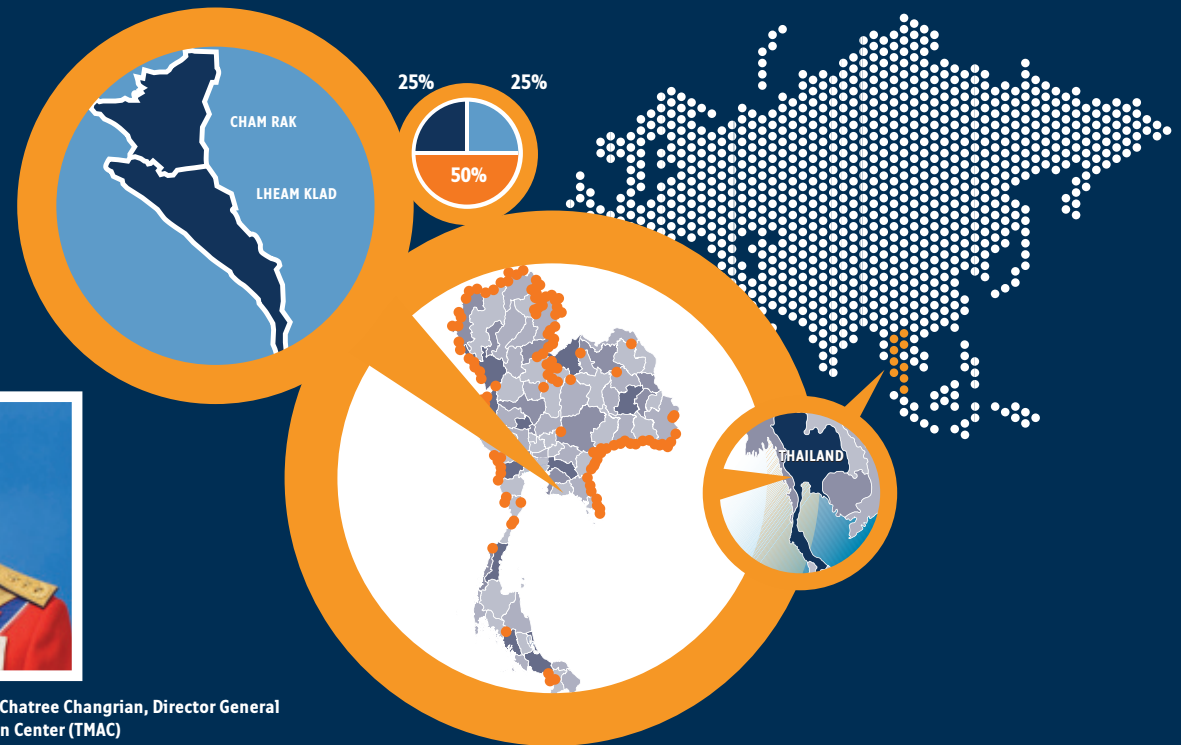
NPA has focused less on large-scale clearance and more on using methods that enable the release of land by non-technical and technical survey. Up until now this process has been largely successful with the use of machines and manual

demining teams for technical survey, however most of the target areas for 2012 and 2013 are heavily contaminated with scrap metal, bullets and fragments, which will slow down the speed of manual clearance.

By deploying Mine Detection Rats behind machines, the technical survey will be considerably more effective and overall land release rates will significantly increase. NPA, by strengthening its capacity with the help of APOPO's rats, expects to increase land release rates from technical survey and clearance by 40-60%.

# THAILAND

## MINE ACTION PROGRAMME



« APOPO has made a substantial contribution, and has become one of the most important partners of TMAC in developing Thailand's National Mine Action Standards on Land Release Methodology. TMAC also appreciates the way APOPO has trained and integrated survey staff from HMAU 2 into its own survey teams, which help create better understanding and confidence among implementing units as well as the local communities. We believe that APOPO's efforts can contribute to a much more efficient survey to facilitate the land release process, which will bring Thailand as well as other countries in this region many steps closer to full compliance with the Anti-Personnel Mines Ban Convention.

# MINE ACTION

## KEY INDICATORS

### TOTAL AREA OF LAND COVERED IN 2011

**50,270,759** square meters

- 25% Confirmed Hazardous Area
- 50% Cancelled Land/Area With Restriction
- 25% Undergoing Further Assessment.

### ITEMS FOUND & DESTROYED IN 2011

**476**  
LANDMINES



- 424 anti-personnel mines,
- 9 anti-vehicle mines
- 43 improvised explosive devices (IED)

**876**  
ERW  
EXPLOSIVE REMNANTS  
OF WAR



## THAILAND

### 25 staff

- 3 Non-Technical Survey teams, each with three APOPO-PRO staff and two Humanitarian Mine Action Unit2 staff
- 2 Technical Survey teams, made up entirely of APOPO-PRO staff but with HMAU2 observers



Andrew Sully, Program Manager

APOPO's Mine Action Program got off to an excellent start in Thailand this year, after months of careful planning, preparation and training. During the first quarter, preliminary agreements and frameworks for partnership were set up between APOPO and the Thailand Mine Action Centre (TMAC), the National Mine Action Authority in

Thailand. In addition, a partnership was set up with the local Thai demining NGO, Peace Road Organisation (PRO).

Employment and training of staff soon followed, and by July staff were deployed in the TMAC designated area of operations, in the Trat Province bordering Cambodia, where they began work alongside HMAU 2, the local Humanitarian Mine Action Unit (HMAU). Military personnel, who are arranged into these Mine Action Units, comprising of between 50 – 100 staff, currently do all demining in Thailand. There are four HMAUs in Thailand, and clearance work focuses mainly along the border with Cambodia, and also with Laos.

As part of the contribution to building national capacity, APOPO's program sought to include members of the local HMAU unit within the Survey Teams, so that they would gain firsthand knowledge of the methodology. This strategy proved very effective in terms of both dissemination of information from APOPO-PRO to TMAC, and also for the establishment of a close working relationship between APOPO-PRO and HMAU2.

Approximately 50 million square meters of Suspected Hazardous Areas (SHA) were detailed during the seven operational months. As a result, approximately 25% of land could be reclassified as Confirmed Hazardous Areas (CHA), with a further 50% proposed as either Cancelled or AWR. The remaining 25% of land needs final assessment and is still in discussion with TMAC.

Alongside the four non-technical survey (NTS) teams, APOPO-PRO had two small technical survey (TS) teams, whose role was to verify information being collected. Through this verification process 476 mines were found (including 424 anti-personnel mines), as well as 876 items of explosive remnants of war. These finds confirmed that the NTS methodology was correctly identifying the areas containing mines.

With such a promising start for the program in 2011, APOPO hopes to secure further funding in 2012 to ensure we can continue to play a significant role in helping TMAC achieve their goal of a mine-free Thailand.





Land classification	SHA*	CHA*	AWR*	Cancelled Land	Released Land
Target area for evidence based survey.	■				
SHA – Desk assessment. Every effort made to identify mined areas and no more mine action required.				■	
SHA – NTS/TS. Every effort made to identify mined areas and no more mine action required.				■	
SHA – NTS/TS. Every effort made to identify mined or suspected areas. Evidence of mines in specific areas.		■			
SHA – NTS/TS. Every effort made to identify mined areas and no evidence of mines in any particular area. No or limited information available during the survey.			■		
CHA where suspicion of mines have been removed through NTS.					■
CHA where suspicion of mines have been removed through TS.					■
CHA where suspicion of mines have been removed through clearance.					■

\* SHA: Suspected Hazardous Area, CHA: Confirmed Hazardous Area, AWR: Area with Restriction.

## LAND CLASSIFICATION PRINCIPLES

The broader land release process involves applying every effort to identify Confirmed Hazardous Areas (CHAs) and subsequently release them using an evidence-based approach comprising of Non-Technical Survey (NTS), Technical Survey (TS) and clearance. When identifying CHAs, all or parts of the former Suspected Hazardous Areas (SHA) may be cancelled or classified as Areas With Restriction (AWR). While it is important to apply efficient principles of releasing land it is equally important to identify which areas will actually need to be released. The latter has been a problem in many mine-affected countries.

AWR are typically large uninhabited areas where every effort has been made to undertake evidence-based survey that revealed no evidence of mines in any specific part of a wider area. The survey cannot confidently cancel the area because of a lack of information about the mine situation in the area. While the area should certainly not be classified as CHA, it may be appropriate to maintain certain temporary or semi-permanent



restrictions in terms of how and when this land can be used. AWR could alternatively remain as SHA, but SHA implies that a survey is required while every effort has already been made to conduct the survey.

The residual risk may be slightly higher in AWR than in cancelled areas. Classification as SHA is failure to record this risk and propose how to manage it. During a baseline survey it is appropriate to re-classify all SHAs to reflect the completion of the survey. Only when all SHAs have been re-classified to either cancelled land, AWR or CHA should the survey process be considered completed from a treaty point of view. Examples of restriction types

that may be applied in AWR include:

- Several CHAs have been identified in an area and polygons have been prepared. The nature of the survey compelled certain restrictions on the use of land that surround the CHAs, including restricted use of certain land until all the CHAs in the area have been released, at which time a new assessment of the situation is required.
- A large uninhabited area is located in a former combat zone. Every effort has been made to survey the area and the survey revealed no evidence of mines. More information is not likely to be obtained because there are no inhabitants with knowledge about a potential mine threat. Habitation of the area is unlikely in the next 25 years. Restrictions may include clearance of all construction sites when the area is populated in the future or restrictions with regard to how land can be cultivated. The fact that mines, if present, cause little current impact has nothing to do with the classification of land as AWR. Land should always be classified as CHA if the survey





process reveals evidence of mines in specific areas, regardless of impact.

The concept of AWR is essentially applied in many European countries that still struggle with a residual mine/ERW risk from World War II. A pre-condition for managing any residual risk from landmines is to develop a standby capacity that can respond swiftly if mines should occur in the future.

*There is an ongoing international debate about the globalization of the concept of AWR. APOPO has developed this concept for use in South East Asia in 2011 and discussed it with partners in other countries. The concept promotes more accurate identification of CHAs and improved planning of follow-on mine action support requirements. It remains to be seen if the planned revision of the International Mine Action Standards (IMAS) in 2012 will address this opportunity for improved land classification.*

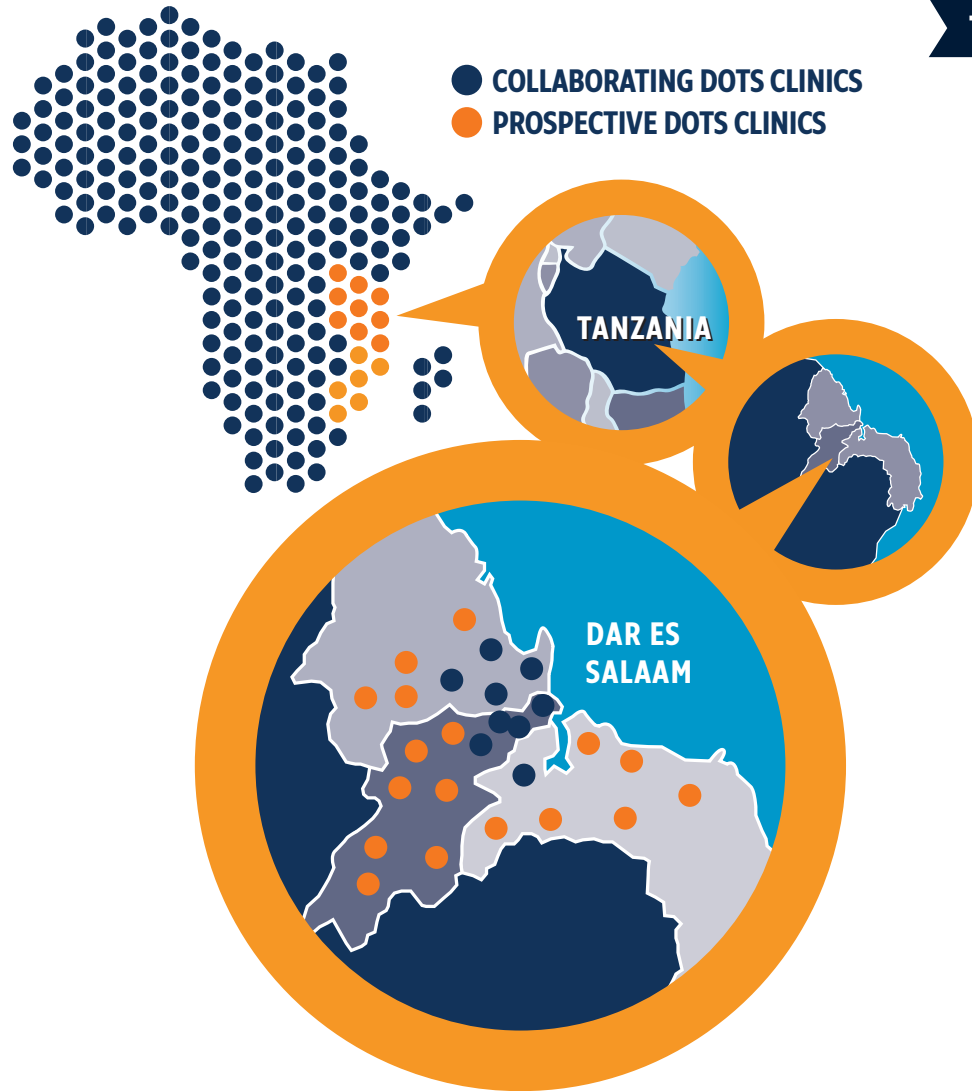
## CAMERATS

### Training CameRATs for life-saving missions

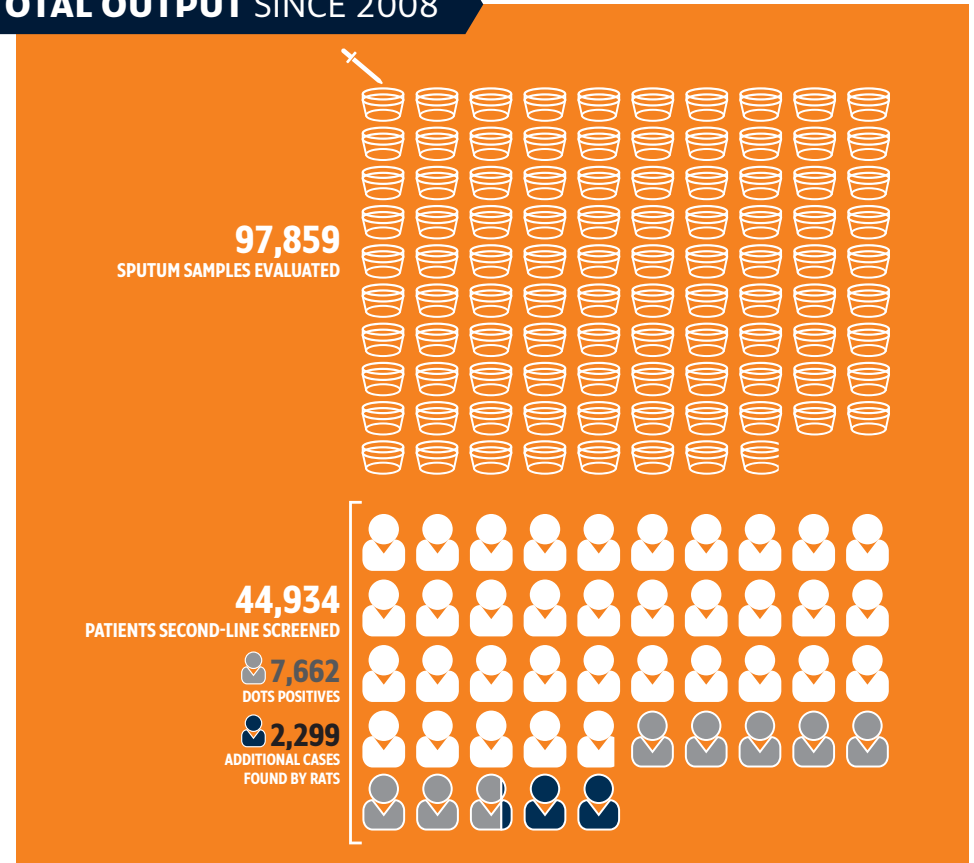


In 2011, APOPO began preliminary research exploring the training of “CameRATs” for search and rescue missions. This project involves training six young rats to search for human targets, with proximity to people as a conditioned reinforcer. The rats are learning to respond to a command (a beep sound) by returning to the site where they were released. If they return to their starting point at the sound of the beep, they receive a food reward from their trainer. In the future, a tiny camera will be attached to the rat’s harness, in order to transmit images of the area where the rat is searching. This experiment has the potential for further development into an application that assists search and rescue teams in locating survivors after natural disasters such as earthquakes.

# TUBERCULOSIS DETECTION PROGRAM



## TOTAL OUTPUT SINCE 2008



« For every single TB patient that is diagnosed and treated, it is estimated that 10-15 new infections are prevented annually.»



In 2011, APOPO's TB Detection Rats evaluated 25,819 sputum samples from 13,082 patients, initially screened by smear microscopy at Direct Observation of Treatment, Short Course (DOTS) Centers in Tanzania. The DOTS Centers identified 1,666 of these patients (12.6% of the total) as TB-positive. Analysis of these sputum samples by the rats, followed by confirmatory FM microscopy conducted at APOPO, identified an additional 386 patients as TB-positive that were initially missed by the DOTS centers. Thus, the use of rats in simulated second-line screening increased the new case detection rate by approximately 23%. The 2010 results of our TB Detection Program were published in the Pan-African Medical Journal in July 2011, in an article titled "Using giant African pouched rats to detect tuberculosis in human sputum samples: 2010 findings".

APOPO also conducted baseline study in which the rats' performance was compared to culture and Polymerase Chain Reaction (PCR) techniques. (See following page for an overview of the TB Baseline Study). The bacteriological and molecular biology part of this study was completed as part of a Masters thesis for a Tanzanian graduate student, George Makingi, who recently completed his research in collaboration with APOPO.



**Georgies Mgode**, a Tanzanian PhD student sponsored by APOPO through the UBS Optimus Foundation, successfully completed his PhD studies in 2011 at the Max Planck Institute for Infection Biology in Berlin, Germany. As part of his dissertation he addressed the question of which Volatile Organic Compound is identified by the rats, and his work has now been published in the *Journal of Clinical Microbiology* ("Diagnosis of tuberculosis by trained African giant pouched rats and confounding impact of pathogens and microflora of the respiratory tract") and the journal *Tuberculosis* ("Ability of *Cricetomys* rats to detect *Mycobacterium tuberculosis* and discriminate it from other microorganisms").

APOPO has been working productively with Sokoine University of Agriculture SUA (Tanzania), the Tanzania National Institute for Medical Research, the Tanzanian National Tuberculosis and Leprosy Program, the Ifakara Health Institute (Tanzania), the Swiss Tropical and Public Health Institute, the Institute for Tropical Medicine (Belgium) and the Max Planck Institute of Infection Biology (Germany). APOPO is grateful to all of our stakeholders for the contributions they made to the TB Detection Program in 2011.






## TUBERCULOSIS DETECTION



« It was amazing, and I didn't believe it until I saw it with my own eyes. If one rat can detect a large number of specimens in 5 to 10 minutes, firstly it can reduce the workload. Secondly, it can increase the notification rate of patients that are TB positive, by not missing even the scanty results that are missed in our DOTS clinics. If cases are missed, this can lead to improper management of our patients. I thought – is it possible to supply these rats in all our DOTS clinics?

I have a number of patients who were mismanaged after being diagnosed negative in our DOTS clinic. But after APOPO's results, we called them back and they got proper management and were so happy after they were told.

**Dr. Maliwaza Mganga, District TB & Leprosy Coordinator (DTLC)**



In 2011 the TB automated cage was introduced, which has optical sensors in the sniffer hole that register the rat response and activate a click and food reward automatically, sending data directly to our database. This lowers the possibility for human bias and further standardizes APOPO's technology.



# TB BASELINE STUDY

## COMPARISON ON RATS PERFORMANCE TO CULTURE WITH PCR

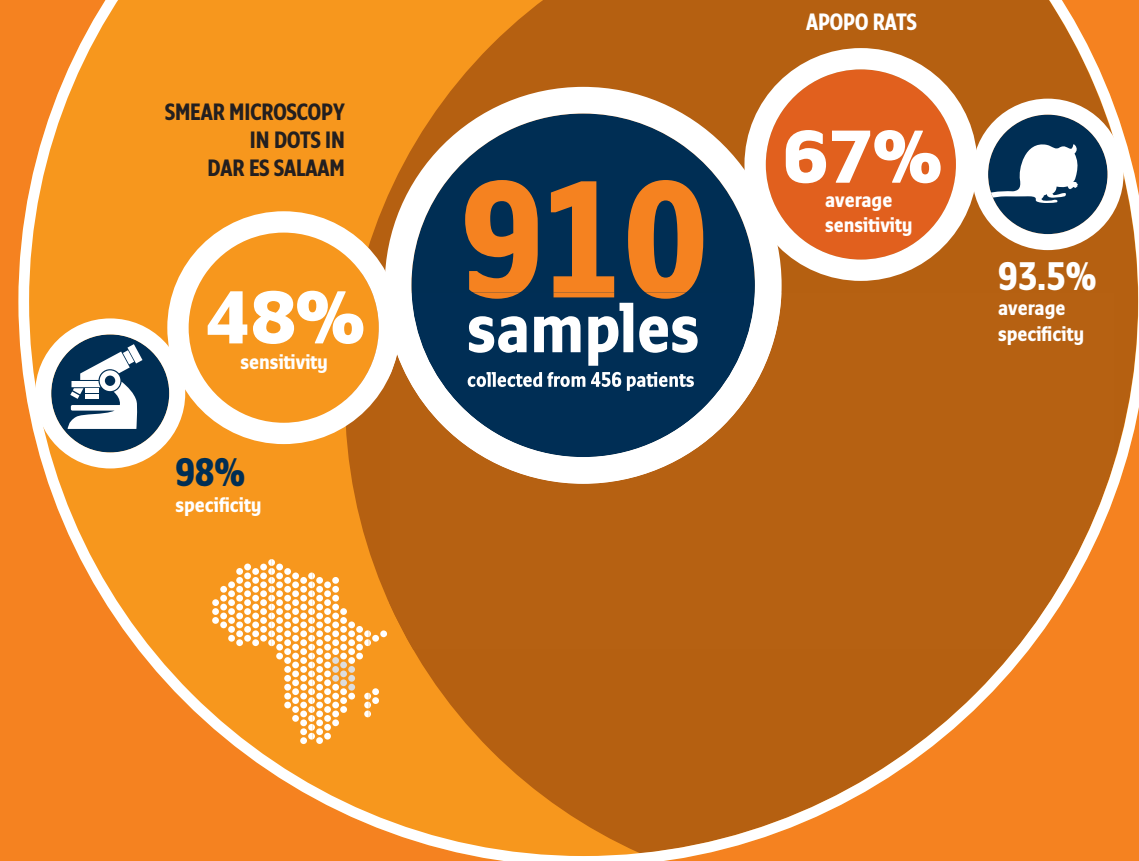
In the first quarter of 2011, APOPO conducted a study that compared microscopy conducted at DOTS Centers to our pouched rats as detectors of M. Tuberculosis. 910 samples, collected from 456 patients, were first evaluated by smear microscopy and then by the rats. All samples were also evaluated through culturing confirmed by PCR, and some batches were also evaluated by the Cepheid GeneXpert®.

Relative to these diagnostic standards, the DOTS Centers found 48% of the positive patients while 10 individual rats, on average, found 67%. A high specificity was recorded for both diagnostic methods; the DOTS Centers were at 98% while the average specificity of APOPO's rats was 93.5%. Notably, using just a single rat increased new patient findings above that of the DOTS Centers by about 40%. When used as a group of four rats, the rats detected 79% of patients. In this study, the rats were more sensitive and faster than smear microscopy.

These results suggest that combining the rats with a confirmative tool more sensitive than microscopy, such as the Cepheid GeneXpert®, could potentially yield an increase in new TB case findings of about 65%. This study will also act as a baseline for future planned studies designed to optimize rat performance and identify those contexts within which the rats are most suitable.



### MICROSCOPY VS RATS



Sensitivity of smear microscopy versus TB Detection Rats in a baseline study conducted in Tanzania, involving more than 450 patients.

# HERORAT CAMPAIGN & PUBLIC AWARENESS



## OUR SUPPORTERS

2011 was a significant year for the HeroRAT campaign, with € 290,000 being raised through HeroRAT adoptions and public donations.

The growth of our supporter community was propelled forward with the help of considerable media coverage throughout year. Some of the more notable coverage on APOPO and the HeroRATs in 2011 included CNN, New York Times, Discovery Canada, The Huffington Post, Radio Netherlands Worldwide, RTL TV and Trouw.

To our amazing community of supporters: thank you. Your efforts to raise both awareness and funding educates others on the innovative solutions we are striving to apply to global issues.

« Why do we continue to support APOPO? Our motivation is not only because we believe in their work, but that our volunteers and supporters appreciate that all of the funds raised are used transparently by APOPO; the acquisition of the Bushcutter, and the training of the rats and their trainers. We feel like we have a direct impact and the gained results in Mozambique are very convincing.

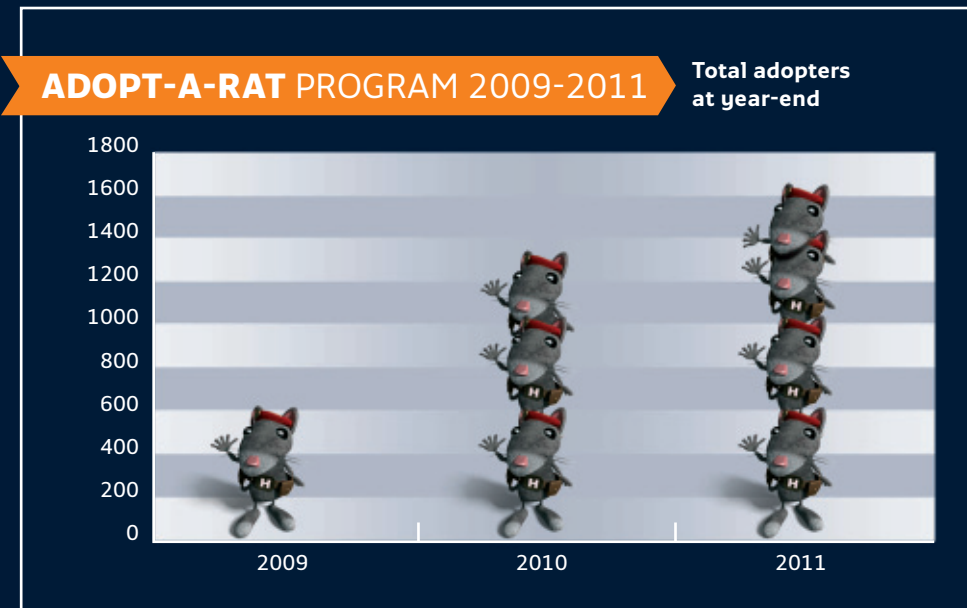
Bert De Bruyne on behalf of the 'Poppies for Peace' fundraising team

## KEY INDICATORS

- **1,296 new adopters** joined our Adopt-a-Rat Program
- **13 HeroRATs** had their training costs covered by Corporate Sponsors
- **290,000 EUR** was raised through public fundraising efforts
- **71,659** unique website visitors

**5,170**  
fans

**1,155**  
followers





## APOPO extends our sincere gratitude to our supporters of 2011

### MAJOR DONORS

- Belgian Ministry of Foreign Affairs
- Belgian Ministry for Health and Environment
- Flemish Government
- Flora Family Foundation
- Foundation for Humanitarian Assistance
- Imperial
- Lien Foundation
- Norwegian Embassy and Norwegian Ministry of Foreign Affairs
- 'Poppies for Peace' campaign 'Klaprozen voor Vrede'
- Province of Antwerp
- Roviralta Foundation
- Skoll Foundation
- Credit Suisse - Symphysis Foundation
- Swift Foundation
- UBS Optimus Foundation
- United Nations Development Programme

### HERORAT CORPORATE SPONSORS

- Rotary Antwerpen OOST
- Tom Kindermans and Petra Faltysova
- Kriegskindernothilfe
- TIB Milbiol
- Jen Nathan



UBS Optimus Foundation



### SUPPORT NETWORKS



Fonds 'Vrienden van APOPO'  
via Koning Boudewijn stichting





# FINANCIAL UPDATE

## BALANCE SHEET (EUROS)

ASSETS	2011	2010
<b>Fixed Assets</b>	<b>1,120,919</b>	<b>1,064,691</b>
Land and buildings SUA-APOPO	188,215	198,393
Furniture, vehicles and equipment APOPO	776,343	363,616
Furniture, vehicles and equipment SUA-APOPO	156,361	197,949
Prepaid fixed assets	•	304,734
<b>Current assets</b>	<b>1,706,012</b>	<b>1,482,016</b>
Current receivables	424,753	483,764
Other assets	4,388	-14,272
Cash and equivalents	1,276,871	1,012,524
<b>TOTAL ASSETS</b>	<b>2,826,931</b>	<b>2,546,708</b>
LIABILITIES		
<b>Net capital</b>	<b>1,019,704</b>	<b>1,210,856</b>
Funds of the organization	328,046	328,046
Other reserves	272,574	390,950
Retained Earnings	419,084	491,860
<b>Long term liabilities</b>	<b>1,829,501</b>	<b>1,227,234</b>
Deferred Income (Grants)	1,829,501	1,227,234
<b>Current liabilities</b>	<b>-22,274</b>	<b>108,617</b>
Current payables	-22,274	108,617
<b>TOTAL LIABILITIES</b>	<b>2,826,931</b>	<b>2,546,708</b>



## PROFIT & LOSS STATEMENT (EUROS)

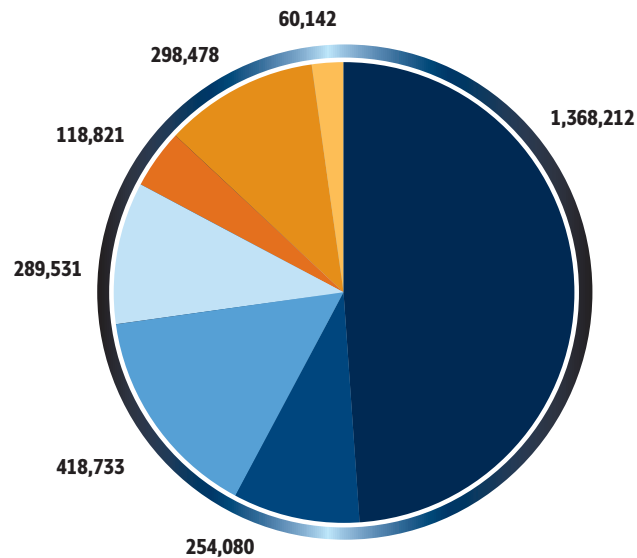
	2011	2010
Total Income	2,560,291	2,110,215
Total Operational Expenses	1,227,929	924,330
Total Personnel Expenses	1,206,639	860,667
Depreciation	332,642	199,387
Other costs	3,847	533
<b>Operating Result</b>	<b>-210,765</b>	<b>125,298</b>
Financial Result	19,614	-2,356
Extraordinary Result	118,377	122,277
<b>Net Income</b>	<b>-72,775</b>	<b>245,219</b>





# FINANCIAL UPDATE

## DONATIONS & SUBSIDIES 2011\* IN EURO

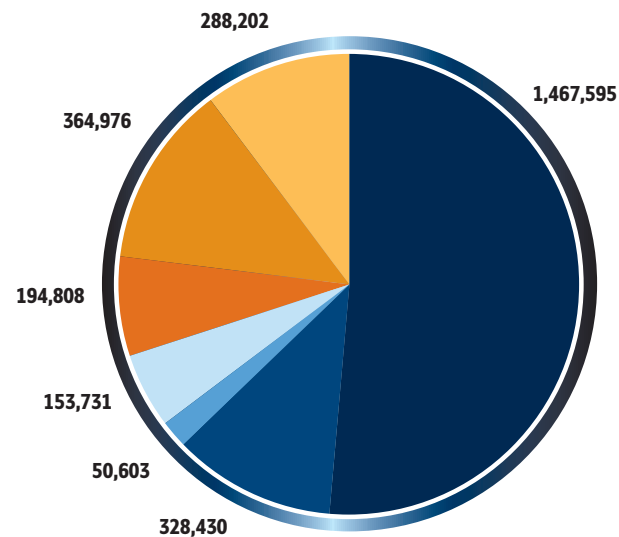


**TOTAL 2,807,997 (Euros)**

- Government grants (49%)
- UN Organization (9%)
- Foundations (15%)
- HeroRAT-Apopo public campaign (10%)
- Other unrestricted income APOPO (4%)
- Research grants (11%)
- Corporate gifts (2%)

\* cash based

## EXPENSES AND INVESTMENTS 2011\* PER ACTIVITY IN EURO



**TOTAL 2,848,345 (Euros)**

- Mine Action Mozambique (52%)
- Mine Action Thailand (12%)
- Mine Action Angola (2%)
- Training Mine detection rats (5%)
- Research and Development (7%)
- TB operations research Tanzania (13%)
- Administrative costs (10%)

\* cash based



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Secretary-General

### **HEADQUARTERS & TRAINING FACILITY SUA-APOPO**

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### **Media & Communications**

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### **HeroRAT Adoption Program**

herorats@apopo.org

### **SUPPORT OUR WORK Bank Details**

A/C No 001-3870650-38  
BNP Paribas Fortis Bank  
Rucaplein 572  
2610 wilrijk, Belgium  
Swift code: GEBABEBB  
IBAN: BE24 0013 8706 5038

### **Tax Deductible Gifts (Belgium Citizens)**

King Baudouin Foundation  
Fund Friends of APOPO  
Brederodestraat 21, 1000 Brussels  
Account number: 000-0000004-04  
(IBAN: BE 10 0000 0000 0404)  
Reference: 197/0220/00038

### **APOPO Board**

- Her Royal Highness Princess Astrid of Belgium, Honorary President
- Diane Verstraeten, Chairperson and Honorary Secretary-General of the Flanders International Department
- Josse Van Steenberge, Vice-Chairperson and Honorary Rector of University of Antwerp
- Professor Mic Billet, Pro-Chairperson and Co-Founder of the Department of Product Development at University of Antwerp
- Christophe Cox, CEO
- Bart Weetjens, Founder
- Inge Weber, Secretary-General
- Rudy Van Eysendeyk, Former General Manager of the Royal Zoological Society of Antwerp
- Piet Van Hove, Head of International Relations, University of Antwerp
- Xavier Deleval, Director of MobileXpense and Vice-President of ETM-KDW
- Frank Braeken, Executive Vice President of North Africa, Middle East and Central Africa Division, Unilever
- Gerrit Ruiting, CEO of Q8 for Northern and Western Europe



For a full list of APOPO's Partner Foundations and details on how to make a tax-exempt donation from France, Germany, Italy, Netherlands, Switzerland, United Kingdom and United States, please visit our website.

[www.apopo.org](http://www.apopo.org)

Photos: Lieve Blancquaert, Yasuyoshi Chiba / AFP, Sylvain Piraux, Stuart Franklin / Magnum Photos, Alvaro Laiz and David Rengel



# OUR KEY IMPACT AREAS

1

## PEACE & SECURITY

Reclaiming the land around post-war communities to ensure human safety.

2

## PUBLIC HEALTH

Increasing TB case findings by providing an efficient screening tool that benefits the poor in urban populations.

3

## ECONOMIC DEVELOPMENT

Providing the pre-conditions, through mine clearance, for any economic development.

4

## SOCIAL TRANSFORMATION

Developing Detection Rat Technology to provide innovative solutions for global problems.

5

## LOCAL EMPOWERMENT

Creating jobs, developing skills and building local capacity, which enables communities to tackle their own challenges.

