



الجمعية الخيرية الصحية لرعاية المرضى
Charitable Health Society For Patients Care

عناية .. علاج ووقاية

Social Impact

Measurement Report

Social Return on Investment

Methodology

1440 - 2019

Committed To Excellence





Enayah

It is not just... cure and prevention

But makes an impact to change the life of a community

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➤ Executive Summary

What the association is seeking here is the measurement of the social impact on which the investment is made; where it measures the Social Return on Investment- SROI, to get the best indicator of the results and the changes that the beneficiaries experienced, as this impact can be represented as a tangible monetary value. This measurement is of great importance so that the association improves and develops its implementation and programs according to the highest impact aspired, make sound decisions about investments when resources are limited, publicizing the association's work and the social value of its programs, specially to its supporters, showing synergy when working with partners, and finally to take responsibility before those stakeholders and be accountable for the results and the impact it has created through implementing its projects and programs.



➤ About the Report

Enayah is pleased to present a report on measuring the social return on investment (SROI), that aims to measure the impact of the Project on Cardiac Surgeries ("Pulse") and the changes brought about by the project on the beneficiaries (stakeholders) while determining the value of the impact and estimating its financial value. In this report, we have been committed to the seven principles of measuring social investment through analyzing the value of social impact, cost, and return, and this will be evident in the segments of the report.

This report is a natural consequence of the association's direction in showing the social impact of its programs and projects. To achieve this trend, a team from the association has been assigned to receive courses in this framework. The team has benefited from the courses in which it participated in whether inside and outside the Kingdom.

Enayah's commitment to issue the first report on measuring the social return on investment comes as an extension and continuation of the journey of governance, transparency and lucidity and in support of the Kingdom's 2030 vision, and based on the approach that its board of directors and executive management are committed to. For this we are committed to completing the impact measurement system for all the projects of the association so that it is adopted as an approach to evaluate our projects, for the purpose of improvement and comparison between them. The most prominent advantages that distinguish this report from other similar reports are the following:

1

The uniqueness of this report is in publishing the definition of social investment, which was approved at the first Forum for Social Investment held in the Dutch capital, Amsterdam.

2

Designing the impact map for health-related projects

3

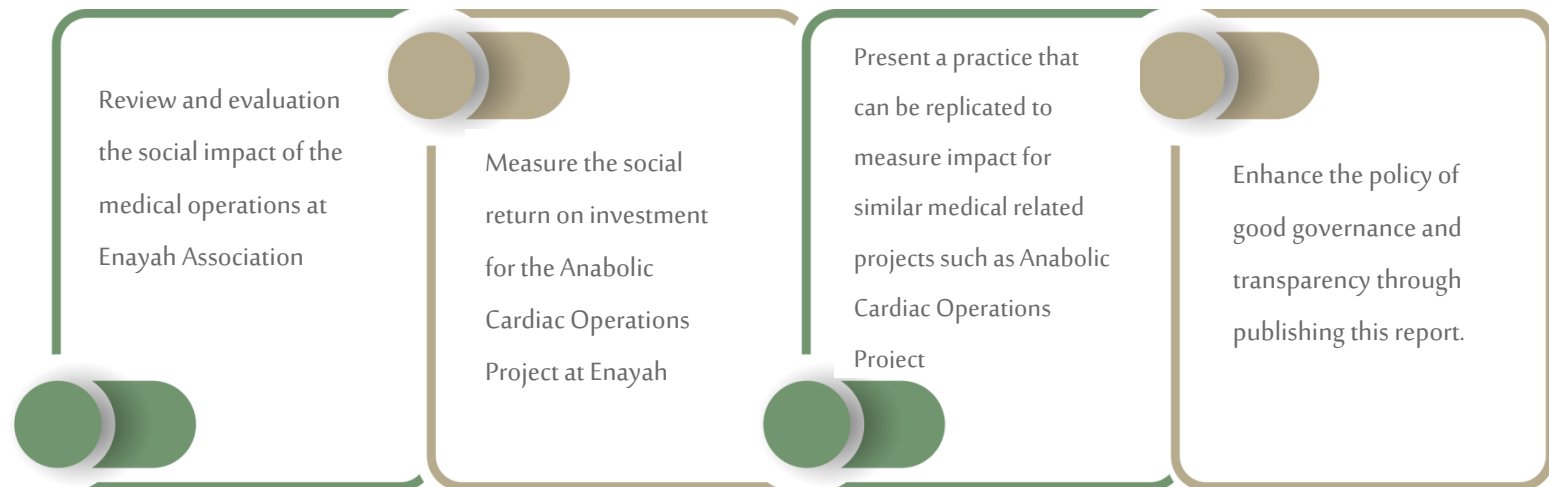
Analyzing the impact value for both beneficiaries and

Enayah Association invites all parties concerned to study the report and share any views.

We are delighted to receive any suggestion that contributes to developing the society's social impact measurement methodology, through contacting the association's official mail: INFO@ENAYAH.ORG.SA or through the means of communication mentioned at the end of the report.

➤ Summary of Activities

This report was prepared to study the social return on investment for the Anabolic Cardiac Operations Project at Enayah, covering the period from 01/01/2018 to 31/12/2018. This study has been prepared to achieve the following goals:



This study was planned and implemented in all its phases through the internal working team of Enayah, where the team used some external volunteers as a neutral side in collecting, extracting and analyzing the results of the questionnaires for the beneficiaries from the stakeholders participating in the project. Enayah has also borne all the expenses and costs necessary to complete this study in its intent to ensure the proper evaluation and utilization of its resources and increase the value of the social impact resulting from the project.

In this study, we have relied on an analysis of the internal database of cardiac patients who were treated during the year 2018, being 154 patients of adults and young people heart surgeries, according to the records of the beneficiaries during the year 2018. The working team that conducted the study confirms that the numbers and statistics contained in this report rises to a high level of confidence, objectivity, and reliability for sound decision-making.

The study included all beneficiaries and stakeholders, however, some of them, such as the Ministry of Health and competitor health service providers, were excluded after examining the impact of the project through the results map, where it was found that the impact of the project on them was weak compared to the volume of work assigned to them in this scope.

The project team relied on the methodology of social return on investment in studying the social impact of the project in accordance with the principles and guidelines of Social Value International Organization (SVI).

According to this study, the rate of social return on investment in the Surgical Cardiac Operations Project for each Saudi riyal is 3.79 riyals (which is considered to be a very high rate and an advanced investment because it equals to 379% of the amount invested socially, according to a measurement of social return on investment).

➤ Glossary of Terms

Board of Directors Chairman	Chairman of the Board of Directors of the Health Charitable Society for Patient Care (Enayah)
The Secretary General	Secretary General of the Health Charitable Society for Patient Care (Care).
Stakeholders	Everyone affected by the project, negatively or positively, or involved in it.
Impact	Any change happening for the stakeholders for which the project is fully or partially involved.
Database	Database of the Charitable Society for Patient Care (Enayah).
Social Return on Investment	The current financial value of the returns for each riyal spent on the project.
Principles of Social Investment	The seven principles mentioned in the guideline of measuring the social return on investment issued by Social Value International
Methodology for Social Return on Investment Measurement	A methodology concerned with measuring the financial value of the social impact in accordance with social accounting and the principle of cost and benefit
"Pulse" Project	It is Enayah's project for Cardiac Surgeries in 2018, in cooperation with health service providers and volunteer teams
Service Provider	An authorized person providing medical and therapeutic services and/or equipment to the association's programs and activities
Volunteers	A person who exerts effort and time to help the association achieve its goals free of charge
Supporters	An external party strategically chosen by the association to work with in order to support the association's programs and activities
Beneficiary's Family	Relatives and family who reside with the beneficiary either permanently or semi-permanently

Chapter Two

“Pulse” Project’s Impact Measurement Scope of Work

➤ Purpose of the Analysis

Statistics in the Kingdom of Saudi Arabia indicate that 61.8% of non-profit organizations receive support from donor institutions that do not cover their needs, and this is not limited to the Arab region only, as some statistics in the US and Canada indicate that 20% of organizations decreased their funding during 2017. Other statistics indicate that we will be globally facing unlimited societal challenges with limited resources to tackle those challenges (*3^d Edition - Social Impact Trends - Sabr Magazine*).


Enayah Association is also affected by this global situation, therefore it seeks to strengthen its relations with the funding agencies and donors to gain their trust by applying the principle of good governance and transparency that explicates how donor money was exploited and the impact and social change brought about by their support for the beneficiaries.

From the foregoing, Enayah Association realized that all the costs resulting from its interventions must be calculated against the expected impact, in order to make optimal use of its resources, and for this reason, Enayah embarked on to measure the impact of the Cardiac Surgical Operations Project marking the start of a series of evaluation reports for all of the association’s projects


➤ Analysis Framework

Among the many methodologies for measuring social impact and the size of change, such as the logical framework and theory of change and other methodologies, we have chosen the methodology for social return on investment; a methodology developed by a group of British and Scottish practitioners, where it quantifies in monetary value the impact resulting from a project’s inputs and outputs, consisting of six main stages. This methodology aims to measure the changes resulting from the project in a financial evaluation method like any other investment, such as the rate of return on investment, recovery period and the present value of future returns. This method can also determine the monetary measurement of

behavioral, well-being and social concepts such as trust, health and satisfaction, which were previously viewed as not subject to quantifying and monetary measurement. taking into account the involved stakeholders and the amount of impact on for each of them separately.




We adopted the Manual on Measuring Return on Social Investment after its update in 2012, which was officially published by the British government and translated into Arabic by it as a basis for our analytical framework in this report.




➤ Study Assumptions and Limitations

Enayah's surveys with beneficiaries and its partners from health service providers indicate that surgeries have contributed to supporting beneficiaries by increasing their income through increasing their ability to work, in addition to improving their physical and emotional health. Moreover, Enayah's partners have also benefited economically through their supervision and treatment of cases of cardiac operations.

Enayah Association confirms that the results of this report, shown next, were through studying the internal database of the beneficiaries of the Cardiac Surgical Operations Project for the year 2018, according to the goals and plans of the project and its implementation mechanism. These results and the impact of this project are not necessarily matching with the results and impact of a similar health-related project with different goals or implementation mechanism or internal and external environment.



We hereby confirm that the results presented in this report can be relied upon for involved stakeholders in sound decision-making within the scope of work of the project and its implementation, through specific data and reliable information.



Chapter Three

Project Analysis

➤ Project Information

The World Health Organization- WHO announced that about 17.7 million people died from cardiovascular diseases during 2015, which represents 31% of all deaths in the world during the same year, out of those, 7.4 million cases died due to coronary heart diseases, specifically (*WHO Report dated 17 May 2017 on cardiovascular disease*).

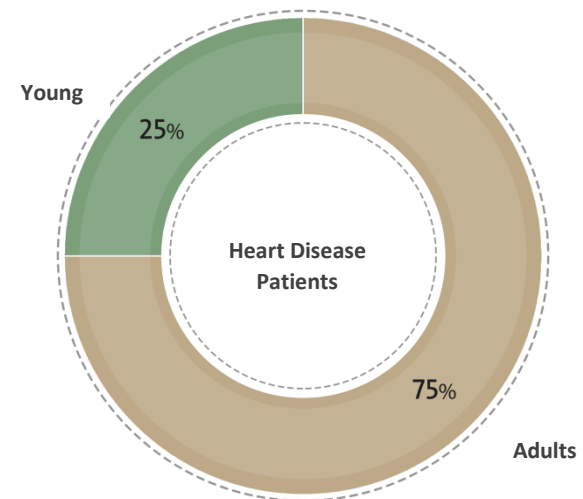
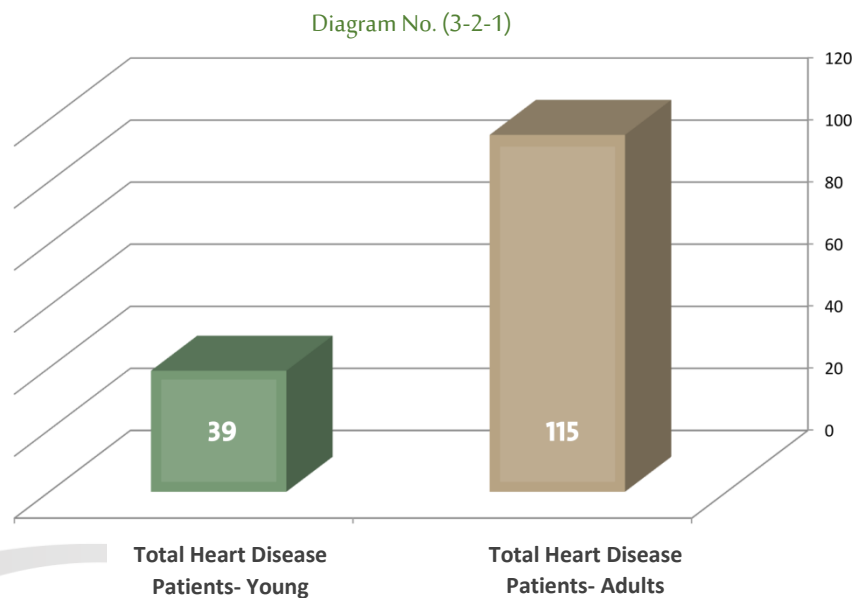
According to the report of the Ministry of Health in the Kingdom of Saudi Arabia for the year 2017, the number of cases transferred by the medical authorities to government and specialized hospitals for heart diseases during the year 2017 were 8,421 cases, or 11% of the total cases transferred and the total of 76,555 cases (*Table No. 4-59 from the report of the Ministry of Health for the year (2017)*), which called on Enayah to adopt "Pulse" Project for heart treatment as a contribution to diminishing the severity of this disease and reducing the long waiting lists that increase the suffering of patients with heart diseases, such as low-income-patients in need who cannot afford surgery or treatment, in collaboration with hospitals and specialized medical centers, particularly, King Khaled Hospital and Prince Sultan Center for Heart Disease in Al-Qassim, in addition to other specialized centers.

The association was able to attract many supporters and donors and signed partnership agreements with them, consequently, the "Salim Fund" for heart patients was inaugurated, to result in managing to acquire an estimated support of SR 1,704,550 in 2018, which benefited 154 patients who underwent surgeries.

➤ Database Analysis

To measure the impact of the project, the 154 patients who undergone heart surgeries in 2018 was identified. Next, the team collected data and analyzed it to gain an understanding of the results and impact of the project and its importance, hence, this database analysis and observation of changes that the project aims to, whether intended or unintended, are important steps towards measuring the impact of the project. Knowing that good analysis of the database contributes to identifying the appropriate samples for surveys, in addition to collecting the expectations of the results on one hand, and on the other hand, it helps improve the quality of the implementation of the project activities, consequently improving its results, to better execution or expansion in the future. This analysis also presents mechanisms to maximize impact, the following are the main findings of the project database analysis:

1- Diagram No. (3-2-1) showing the number and percentages of adult and young cardiac patients benefiting from project in 2018:

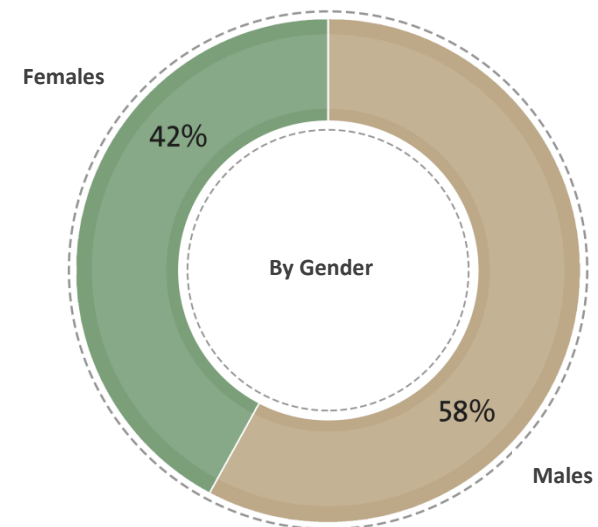
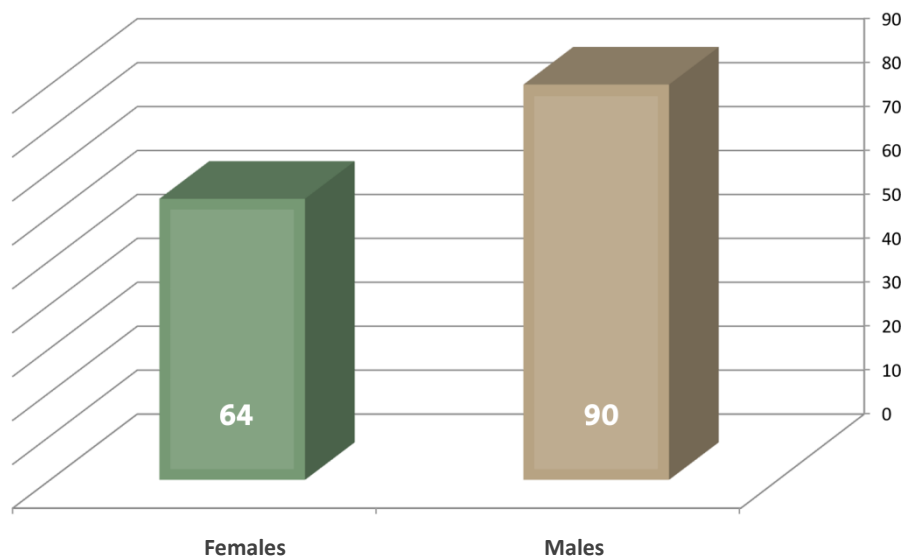


It is noted from the graph (3-2-1) that the percentage of children benefiting from the project exceeds 25% of the total number of beneficiaries. It is also worth noting that cardiac operations require very special equipment and techniques that may not be available in most hospitals, therefore, the association has made it a point to secure a partnership with the Prince Sultan Center for Cardiology, the center that is considered the most prominent and one of the best service providers in the this field, for this purpose.

2- Diagram No. (3-2-2) showing the number and percentages of females and males cardiac patients benefiting from project in 2018:

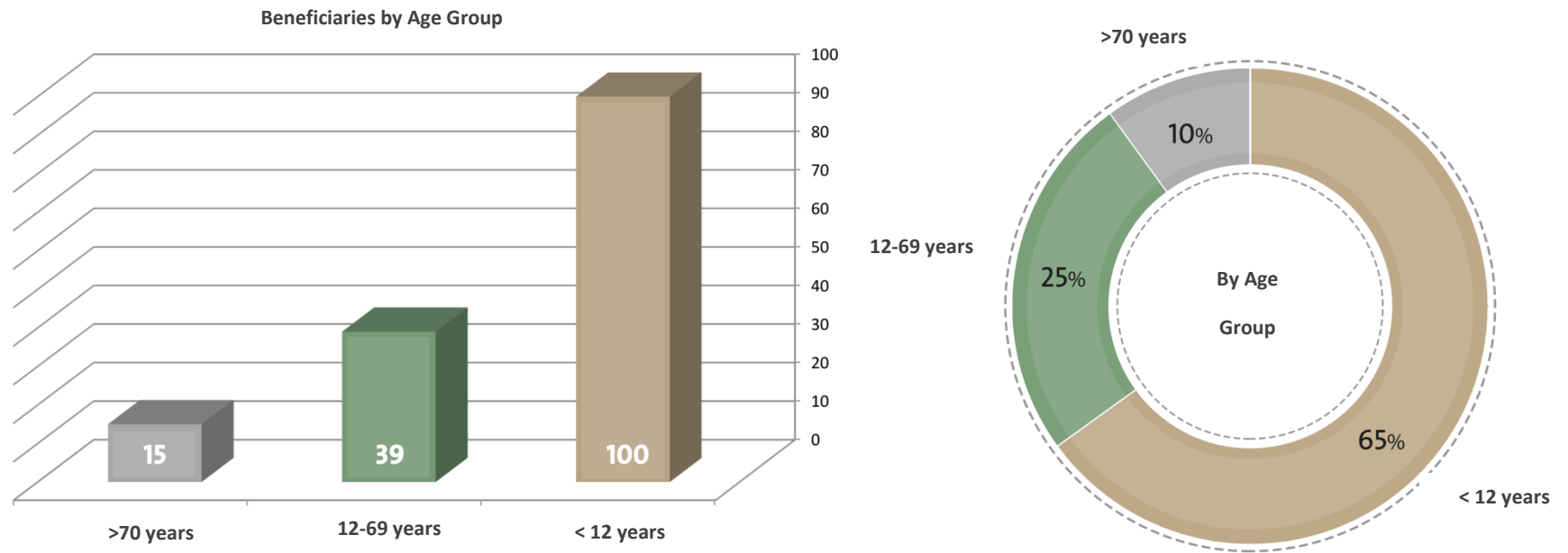
Diagram No. (3-2-2)

Beneficiaries by Gender



It is noticed from the graph (2-3-2) that the ratio between the number of patients with heart diseases, females and males, is close, which shows that the disease is not gender restricted.

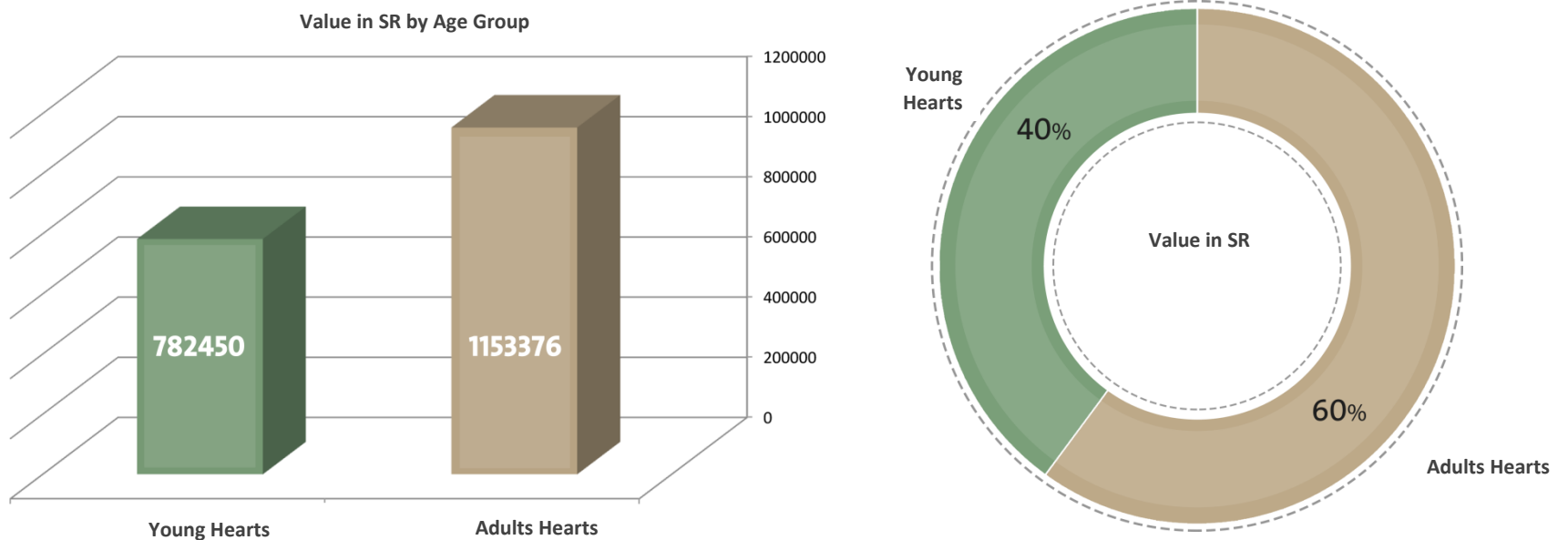
3- Diagram No. (3-2-3) showing the distribution of the age groups of cardiac patients benefiting from project in 2018:



Graph (3-2-3) illustrates the different age groups benefiting from the project, as it indirectly shows the quality of the impact of the project, as the impact of the project on each age group differs; ranging from self-reliance to increased income to family relations, etc.

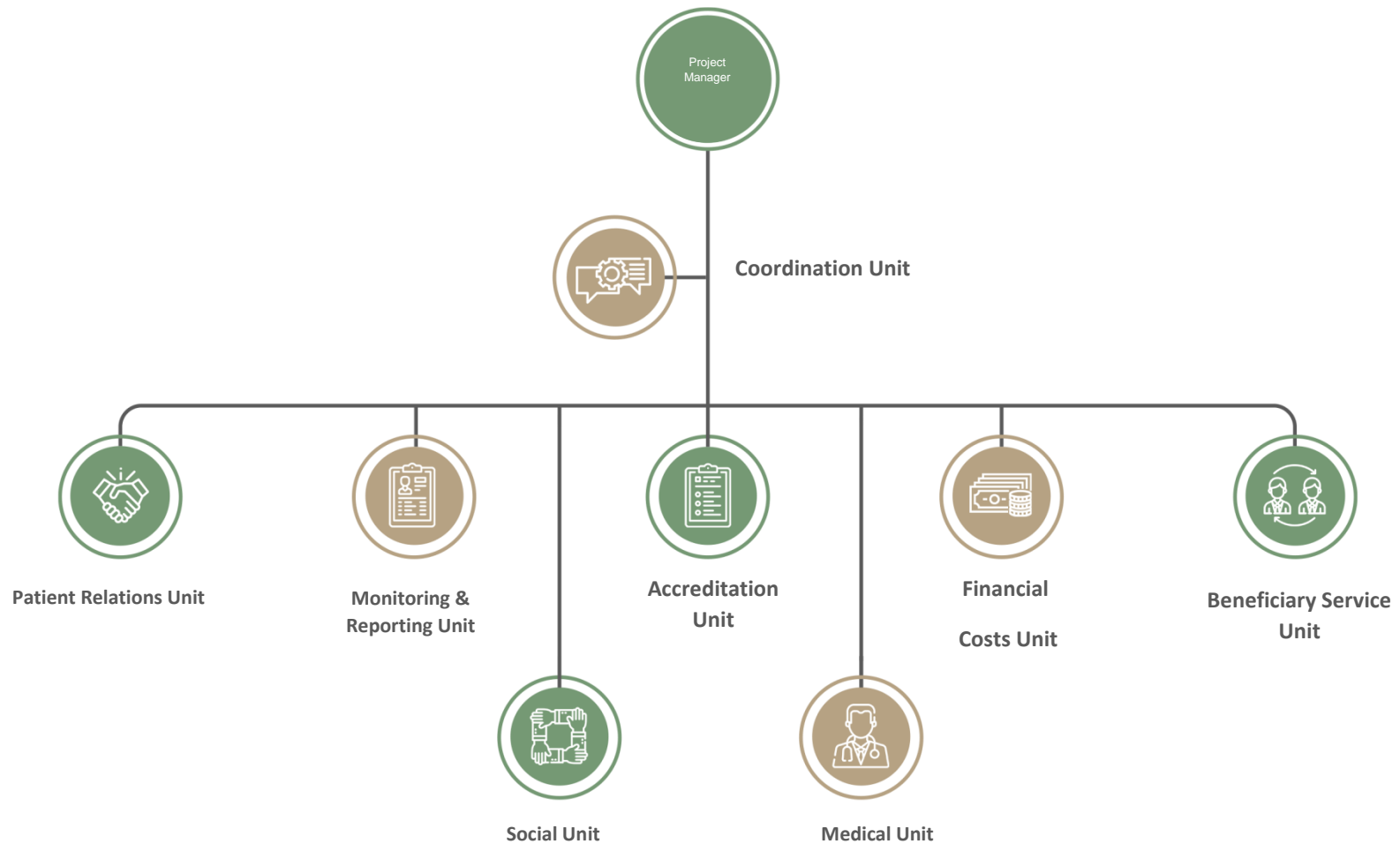
- 4- Diagram No. (3-1-4) showing the value of the treatment according to the age groups of cardiac patients benefiting from project in 2018:

Diagram No. (3-1-4)

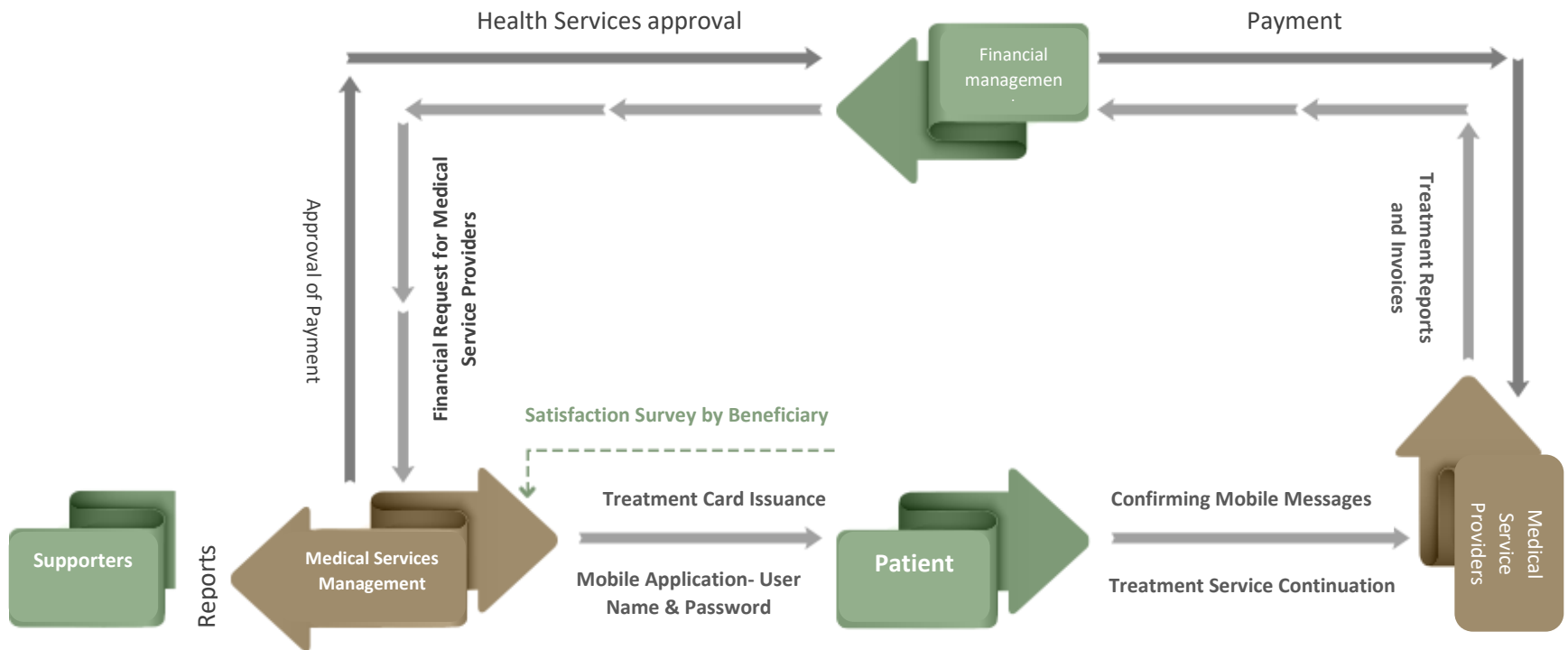


➤ Project Methodology

a) Project Organizational Structure



b) Project Lifecycle



Chapter Four

Stages of Implementing Social Impact Measurement- according to the methodology of SROI

➤ Stages of Implementation

After you have been previously presented with in the first and second chapters of the report, you have become familiar with all the data and information that helps in commencing the measurement process of the social impact of the project, which follows through six main stages as follows:

First Stage	Second Stage	Third Stage	Fourth Stage	Fifth Stage	Sixth Stage
Scoping	Results Map	Evidence and Evaluating Results	Determine Impact	Calculating SROI	Reporting

➤ Determine the Social Impact Scope of the Cardiac Surgical Operations Project

A. Why measure the impact of the Cardiac Operations Project?

- Reviewing and evaluating the social impact of the Surgical Operations Project at Enayah.
- Calculating the social return on investment for the Enayah Cardiac Surgery Project.
- Provide a replicable practice to measure other health projects similar to the Cardiac Surgical Project.
- Support good governance and transparency policy by publishing the report in all its details to all concerned stakeholders.

A. Duration of the project

The evaluation measurement starts from January 1st, 2018 till December 31st, 2018, for one year.

B. Measurement Type

Evaluative measurement of cardiac surgical activity during 2018.

C. Activity Type

Performing surgeries for adult and young cardiac patients who are unable to partially or fully cover the expenses of treatment through community partnerships with health service providers and voluntary health teams.

> Stakeholders

#	Stakeholders	How stakeholders are affected or affecting by the activity	Results - <i>What has been changed</i> What happened to them, is it positive or negative, intended or unintended?
1	Beneficiaries	Improved patient's sense of health and ability to lead a normal life	Improved health condition, decreased tension, lack of fatigue, improved physical condition and ability to work (positive / intended effect)
2	Beneficiaries Families	Increased family cohesion, income rate and reduce the burden on the family for providing health care	Improved income level / increased work hours and increased academic achievement / increased available time (positive / unintended effect)
3	Supporters	Granted opportunity to participate in the community and support charitable projects	Increased donation volume / Increased supporter satisfaction (positive / intended effect)

#	Stakeholders	How stakeholders are affected or affecting by the activity	Results - <i>What has been changed</i> What happened to them, is it positive or negative, intended or unintended?
4	Service Providers	Increased community participation and improved image in the community	Increased number of operations, and marketing the name of the service provider to the community (positive / intended effect)
5	Competitor Hospitals	Decreases fees of heart operations due to decreased number of patients on waiting lists/ demand	Decreased fees for operations / decreased revenue / decreased investment (negative / unintended effect)
6	Ministry of Health	Reduced treatment budget at the MoH	Decreased number of patients on waiting lists/ decreased treatment costs (positive / intended effect)
7	Medical Volunteers	Increased ability to participate in the community and created new voluntary opportunities	Increased numbers of volunteers (positive / intended effect)
8	Enayah Association	Highlight the association's role in community participation	Increased the association's external support and better marketing (positive / intended effect)
9	Enayah Employees	Enhanced self-confidence and pride for giving back to the community even if doing their job	Reduced job turnover/ improved staff capacity development (positive / unintended effect)

> Engagement of Stakeholders

#	Stakeholders	Included / Excluded	Reason for Exclusion	Engagement Method	Number engaged
1	Beneficiaries	Included	-	Survey	154
2	Beneficiaries Families	Included	-	Survey	154
3	Supporters	Included	-	Survey/ Database	5
4	Service Providers	Included	-	Database	3
5	Competitor Hospitals	Excluded	The percentage of cases treated within the project is not considerable on country level	-	-
6	Ministry of Health	Excluded	The percentage of cases treated within the project is not considerable on country level	-	-
7	Medical Volunteers	Included	-	Survey	5
8	Enayah Association	Included	-	Database	1
9	Enayah Employees	Excluded	Low project effect compared to other projects	-	-

➤ Results Map

Identification and evaluation of inputs:

We have analyzed the project's inputs and outputs, while limiting the effects on these outputs, and we have held several workshops to try to link these effects and find a correlation between those effects to help us understand the nature of the impact and the sequence of its verification, which resulted in this map. This map is the basis for calculating the social impact of the association for all its health projects, with its continuous updating to reach a comprehensive general map of the impact of health projects, according to the type of project and the nature of its outputs.

➤ General Map of Social Map for Enayah

Inputs and Outputs Map

Stakeholders	Intended/ Unintended Results	Input		Outputs (Brief in numbers)	Results Description
	What is the change for them?	What have we invested in to make change?	Monetary Value of Input		How the stakeholder describes the change?
Patient	Improved health condition	The value of patient contributions (the patient's contribution of the total surgical expense)	231,276	154 surgeries	The feeling of the patient of improvement in health
	Improved sleep patterns				Reduced stress of patient and less insomnia
	Improved self- reliance				Improved patient life stability after the operation without needed help

Stakeholders	Intended/ Unintended Results	Input		Outputs (Brief in numbers)	Results Description
	What is the change for them?	What have we invested in to make change?	Monetary Value of Input		How the stakeholder describes the change?
Patient	Decreased number of medicine intake				Less spending on treatment
	Improved self confidence				Improved personality and community engagement
	Increased life expectancy				Higher life expectancy
	Increased productivity				Shifting the patient from the need to the produce circle
	Capacity development				Improved capacities of the patient
	Better income				The ability for the patient to work after the operation
	Depression prevention				The ability of the patient to better engage in relationships
	Lower death rate				Better general health
Patient's Family	More free time available	No Investment	0	154 surgeries	More free time available for activities
	Better emotional state				Lower stress level in family
	Increase working hours				More time available for increased working hours
	Improved family bonds				Increased family cohesion
	Better educational level				Improved level of students among the family
	Better income				Better income for the family in general

Stakeholders	Intended/ Unintended Results	Input		Outputs (Brief in numbers)	Results Description
	What is the change for them?	What have we invested in to make change?	Monetary Value of Input		How the stakeholder describes the change?
Supporters	Increase in rate of satisfaction	Financial support (donations)	1,704,550	154 surgeries	Increase in satisfaction rate of supporters
	Improve association's image				Improved community impressions and opinions in Enayah
	Improve trust in association				Increasing the support of supporters to fund the projects of the association
Medical Service Providers	Better community engagement	Earned discount from health service provider	1,153,376	154 surgeries	The project has led to an increase in the number of volunteer cardiologists, which has led to an increase in the number of beneficiaries in the medical center and hospital
	Improve association's image				Improved community impressions and opinions in Enayah
	Reduce costs of surgeries				Changing the structure of surgery pricing at service provider

Stakeholders	Intended/ Unintended Results	Input		Outputs (Brief in numbers)	Results Description
	What is the change for them?	What have we invested in to make change?	Monetary Value of Input		How the stakeholder describes the change?
Medical Volunteers	Increased self-esteem and pride	Volunteering hours	30,800	77 volunteering hours	Honoring volunteers contributes to their pride in themselves
	Improved image				Improved image of volunteers in the community
	Increased desire to volunteer				Increased number of volunteering hours for the association than of 2017
	Increasing social initiatives				Increased number of community events and activities
Enayah Association	Highlighted the association's role in community engagement	Association's contribution to the medical examinations before surgeries	170,455	154 surgeries	Highlighted the association's role in community engagement

From the previous table, it is noted that the total value of the project inputs totaled SR 3,290,457 (only three million two hundred and ninety-eight thousand, one hundred and fifty-seven Saudi Riyals) and this amount is the total investment of the project from which we will calculate the revenue gained from it.

➤ Summary of Inputs and Outputs

#	Stakeholders	Input Financial Value	Output Number of Beneficiaries	Output Statement
1	Patient	231,276	154	Surgeries
2	Patient's Family	0		
3	Supporters	1,704,550		
4	Medical Service Providers	1,153,376		
5	Volunteers	30,800	77	Volunteering Hours
6	Association	170,455	154	Examinations and Medical Tests
	Total inputs	3,290,457		

➤ Measurement of Results

Stakeholders	Intended/ Unintended Results	Indicator	Source	Amount of Change	Duration of Change/ Year	Start of Change
Patient	Improved health condition	Number of successful surgeries	Service Provider	152	5	End of Project
	Improved sleep patterns	All cardiac patients over the age of 20	Database	30	5	End of Project
	Improved self- reliance	Number of patients who do not need help or a servant	Patient Survey	142	5	End of Project
	Decreased number of medicine intake	Difference between the patient's average medicine dispensation before and after the operation	Service Provider	50	5	End of Project
	Improved self confidence	Number of people who participated in the community	Patient Survey	148	5	End of Project
	Increased productivity	Number of patients with increased working hours	Patient Survey	7	5	End of Project
	Better income	Number of patients who continued or enrolled in work	Database	30	5	End of Project
	Improved community engagement	Number of patients who participated in public activities and events	Patient Survey	148	5	End of Project

Stakeholders	Intended/ Unintended Results	Indicator	Source	Amount of Change	Duration of Change/ Year	Start of Change
Patient's Family	More free time available	Number of hours of entertainment	Patient's Family Survey	152	5	End of Project
	Increase working hours	Number of additional work hours after the operation for the patient's family	Patient's Family Survey	30	5	End of Project
	Improved family bonds	Decrease in number of family disputes	Patient's Family Survey	142	5	End of Project
	Better educational level	Reduced attendance of tutoring groups	Patient's Family Survey	50	5	End of Project
	Better income	Increase in total household income other than the patient's income	Patient Survey	148	5	End of Project
Supporters	Increase in rate of satisfaction	Supporters satisfaction rate	Stakeholder Mapping Report & Supporters Satisfaction Survey- 2018	1	1	End of Project
	Improve association's image	Increased volume of electronic donations	Electronic Donation Reports	1	1	End of Project
	Improve trust in association	Total direct support for 2018 from supporters	Financial Resource Management	1	1	Start of Project

Stakeholders	Intended/ Unintended Results	Indicator	Source	Amount of Change	Duration of Change/ Year	Start of Change
Medical Service Providers	Better community engagement	Percentage of increase in the number of beneficiaries for 2019	Enayah Database	10	1	Start of Project
	Improve association's image	Satisfaction rate of the beneficiaries of the hospital service	Service Provider Database	1	1	Start of Project
	Improved desire to volunteer	Increase in the number of volunteering hours in the association than for 2017	Volunteer Database	19449	1	Start of Project
	Increased number of community initiatives	Increase in the number of volunteering events/ activities for 2018	Volunteer Database	53	1	Start of Project

➤ Determine Impact

Stakeholders	Intended/ Unintended Results	Indicator	Financial Approximation	Value in SR	Source of Information	Value of Impact- after deduction of overload and displacement and the percentage of change attributable to the organization
Patient	Improved health condition	Number of successful surgeries	Average cost of a medical examination for a cardiac patient annually	3,000	Enayah Medical Clinics Complex	350 ,892
	Improved sleep patterns	All cardiac patients over the age of 20	Average spending on sedatives and depression medication annually	600	Enayah Medical Clinics Complex	9,072
	Improved self- reliance	Number of patients who do not need help or a servant	Average annual salary of a helper/ servant in the KSA	18,000	Employment Company	1,748,304
	Decreased number of medicine intake	Difference between the patient's average medicine dispensation before and after the operation	Average value of medication savings annually resulting from the procedure performed	1,200	Enayah Medical Clinics Complex	41,040
	Improved self confidence	Number of people who participated in the community	Average hourly rate of 4 hours per month for a year	2,088	General Authority for Statistics	211,372
	Increased productivity	Number of patients with increased working hours	Average hourly rate of the work for 4 hours per week for one year	816	General Authority for Statistics	463
	Better income	Number of patients who continued or enrolled in work	Average annual income	32,774	General Authority for Statistics	326,925
	Improved community engagement	Number of patients who participated in public activities and events	Average value of volunteering	816	Volunteer Management	76,295

Stakeholders	Intended/ Unintended Results	Indicator	Financial Approximation	Value in SR	Source of Information	Value of Impact- after deduction of overload and displacement and the percentage of change attributable to the organization
Patient's Family	More free time available	Number of hours of entertainment	Average spending on entertainment	4,012	General Authority for Statistics	216,648
	Increase working hours	Number of additional work hours after the operation for the patient's family	Average overtime value	816	General Authority for Statistics	9,400
	Improved family bonds	Decrease in number of family disputes	Cost of a family consultant annually	1,050	A Psychological Consulting Firm	43,848
	Better educational level	Reduced attendance of tutoring groups	Cost of tutoring annually	9,600	Educational School	12,902
	Better income	Increase in total household income other than the patient's income	Average annual income	32,774	General Authority for Statistics	221,227

Stakeholders	Intended/ Unintended Results	Indicator	Financial Approximation	Value in SR	Source of Information	Value of Impact- after deduction of overload and displacement and the percentage of change attributable to the organization
Supporters	Increase in rate of satisfaction	Supporters satisfaction rate	Average cost of raising funds with a third party	255,683	Financial Center- 2018	51,137
	Improve association's image	Increased volume of electronic donations	Cost of electronic fundraising campaigns for a year	200,000	Financial Center- 2018	16,200
	Improve trust in association	Total direct support for 2018 from supporters	Cost of a loan at the current interest rate for support	56,953	SAIBOR Bank Index- Riyadh	56,953
Medical Service Providers	Better community engagement	Percentage of increase in the number of beneficiaries for 2019	Value of the cardiac surgery according to the agreement	15,000	Agreement with King Khalid Hospital	150,000
	Improve association's image	Satisfaction rate of the beneficiaries of the hospital service	Cost of a marketing campaign for a year	255,683	Digital Marketing Companies	61,364
	Improved desire to volunteer	Increase in the number of volunteering hours in the association than for 2017	Value of volunteering hour	44	Enayah Outputs Report- 2018 and 2017	120,559
	Increased number of community initiatives	Increase in the number of volunteering events/ activities for 2018	Cost of setting up a volunteering event	5,000	Volunteer Management Budget- 2018	37,763

➤ Impact Calculation Summary Table

#	Stakeholders	Future Value of Impact (SR)	Current Value of Impact (SR)	Percentage of Current Value of the Impact
1	Patient	10,766,862	9,810,751	%79
2	Patient's Family	1,916,800	1,748,126	%14
3	Supporters	181,243	177,040	%1
4	Medical Service Providers	422,728	415,580	%3
5	Volunteers	316,644	311,290	%2
	Total	13,604,277	12,462,787	%100

➤ Calculating Social Return on Investment- SROI

First: Net present value after deduction of the investment amount:

Current Value of Impact --	Total Investment- <i>Project Inputs</i> =	Net Present Value of Social Investment
SR 12,462,787 --	SR 3,290,457 =	SR 9,172,330

Second: Social return on investment:

Current Value of Impact /	Total Investment (SR)- <i>Project Inputs</i> =	SROI
SR 12,462,787 /	SR 3,290,457 =	SR 3.79 / 1 SR

Third: Redemption period:

The redemption period for the project's investment costs was calculated to be **nine and a half months** of the first year.

➤ Sensitivity Analysis

This aims to test the assumptions that have the greatest effect on the project.

Increase in Return 20%	Increase in Return 10%	Average SROI	Decrease in Return 10%	Decrease in Return 20%
SR 4.55	SR 4.17	SR 3.79	SR 3.41	SR 3.03

➤ Recommendations

Through studying the project, the working team found the following:

- The working team recommends the continuation of the project for the high rate of social return on investment of implementation
- The working team recommends targeting the patient's family, volunteers and service providers through specific initiatives aimed at maximizing the impact on them, as it was found that the impact on the direct beneficiary was 79% of the total impact value and 21% for the rest of the project stakeholders.
- The working team recommends activating the slogan of "Transformation of the patient from the need to the produce circle" to maximize the impact on the patient.
- The working team recommends targeting patients and their family with campaigns and awareness sessions that contribute to prolonging the impact period.
- The working team recommends focusing on younger patients whenever possible as the social return on investment and impact is higher.

> References

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- Social Return on Investment Guidelines
 - Social Return on Investment Concept, Use, Maan Altnjy
 - Calculating Social Return on Investment- SROI
 - Annual Report of Ministry of Health in KSA
 - Official Website of the World Health Organization- WHO
 - The fourth Edition for Social Impact Trends SABR magazine
 - A series of articles published on the internet by Mr. Abdul Salam Al-Khatib on Social Investment Forum

➤ Conclusion

By this, we have completed the project and we hope from God Almighty that we have provided sufficient clarification for all stages of the project, including inputs, activities and outputs.

We thank all those who collaborated with us and contributed their time and effort for the success of this project. We also thank our colleagues, directors of departments, communication officials, and His Excellency Consultant Abdul Salam Al-Khatib, a member of Social Value International Network, who has been generous in extending a helping hand.

Finally, we extend our sincere thanks and appreciation to His Excellency Dr. Salman bin Abdullah Al-Mutairi, Secretary-General of the Association, who provided us with all means possible to make this project a success and was in close follow up on the progress.

In conclusion, we extend thank to our readers and we look forward to receiving any comments or feedback for development and improvements through all our available communication channels.

Team Leader
Sayyed Mohammad Sayyed



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