



# ANNUAL REPORT 2019 & 2020



# TABLE OF CONTENTS

## ABOUT US - 2

- CEO's Message - 3
- What is Our Vision & Mission? - 4
- DID's Concept - 5
- What We Do? - 6
- Founder of Dialogue SE Germany - 7

## OVERVIEW OF DID - 8

- Who Are Our Directors & Panel of Advisors? - 9
- Our Projects - 10
- Under Our Wings - 13

## HIGHLIGHTS & ACHIEVEMENTS - 14

- 2019 & 2020 Awards & Recognition - 15
- 2019 & 2020 Event Highlights - 18
- 2019 & 2020 News Feature - 22

## THE LIFE CHANGING EXPERIENCE - 26

- Visitors & Corporate Client's Testimony - 27
- Our Guide's Testimony - 28
- Our Collective Impact - 30

## WHAT'S NEXT - 37

- Plans for 2021 - 2022 - 38

## FINANCIAL REPORT - 39

- 2019 Financial Snapshot - 40
- 2019 Financial Position Statement - 41





德国黑暗中对话体验馆

# DIALOGUE IN THE DARK

THE WELD • KUALA LUMPUR



## About Us



# CEO'S MESSAGE

October 2020 will mark the 8th anniversary of DID MY. I can still remember the excitement we had then when we started the trainings for our very 1st batch of visually impaired trainees in my friend's workshop space in downtown KL.

She had kindly agreed to allow us to use her workshop space to conduct our week long training for the VIP team to facilitate and moderate the Dialogue in the Dark Corporate Team Building Workshops. The team was trained by a team of Dialogue SE trainers coming from Germany and the UK.

It was certainly a moment of sheer joy for me and my wife, Kaye to see DID coming into reality after our 4 years of community work in fighting unnecessary blindness and in serving the eye patients in our nation. As a former entrepreneur, I knew that we cannot depend on just donations to sustain our community works. Knowing and being able to use DID as our Social Enterprise vehicle to continue sustaining our community works was for me then the perfect solution for my ultimate mission to stop as many people as possible from being visually impaired be it among the sighted or the visually impaired themselves !

And what a journey it has been for the past 8 colorful years! Moving from venues to venues starting from Petrosains KLCC to now at the Weld in downtown KL. From Philanthropists to Corporate Foundations to Government Agencies to Public Donors, DID is ever thankful for this show of empathetic kindness to keep us moving and pressing on forward towards our Vision. Pivot after Pivot we had to keep on transforming to keep us alive.

From just running DID as an Experiential Learning Center to using DID as an academy for the disabled and to now our current goal to start and operate the 1st Dialogue Theme Park after Hamburg and Tokyo in ASEAN that will showcase all the Dialogue Experiences built around the theme of empathy and resilience; important values that are so lacking among our youths today especially so now after Covid-19.



Covid-19, a test for not only us but all of the other DID partners globally to find innovative ways to survive through this pandemic.

Over the past months of being lock down and with stringent health preventive measures to flatten the curve, DID was forced to close down its operations and even when we were allowed to reopen it was not easy for us to adhere and comply to the health measures due to the very nature of our experiences. I often wonder how can we do social distancing in the dark ?

We are simply not built for social distancing! Thank GOD we have always been equipping our impaired team with the skills needed to operate a call service, a café and kitchen, online tutoring and coaching and to sell and market products on most of the e-commerce platforms. And so I told the team its time now for Dialogue Out of the Dark, its time for the world to see more of your capabilities rather than your disabilities.

Since July 2020, our team has been hard at work to promote different types of online seminars and conferences thanks to our partner, ITD World, selling coffee and food takeaways on Grab and FoodPanda, continue tutoring and coaching some 10 visually impaired students to learn even during lock down remotely and finally share their stories of resilience to gain support for their dedicated Instant coffee business to earn an income digitally without depending on handouts.

As we strive to sustain we are also working hard to attract new Investors to help us build the 1st ever DIA Experience Theme Park that will asides from showcasing all the 4 Internationally renown experiences offered by our principal Dialogue SE, it will also showcase and house our different Enterprise Programmes operated and managed by this team of trained Impaired trainees built in collaborations with our partners from the social, private, public and education sectors.

I pray with hope that DIA will be our cornerstone to fighting blindness among the sighted and open the eyes of the visually impaired and the other impaired communities to see their capabilities ! May GOD Bless us All !



新加坡盲人对话体验馆

# DIALOGUE IN THE DARK

WORLD LA LUMPUR



## WHAT IS OUR VISION & MISSION?

### Our Vision :

Yielding more educated and economically empowered PWDs

### Our Missions :

- **Equality in opportunities**

Collaborate and work with partners from the social, private, public and education sectors to renovate their existing digital and non-digital commerce and learning platforms to be inclusive and accessible for the PWDs to navigate and operate for their learning and earning.

- **Quality Education**

Provide sponsored online tutoring and coaching aid to the impaired students ages from 10-24 to attain quality learning that can improve their academic performances.

- **Economic equipping and enabling**

Providing job and entrepreneur skills training in partnerships with the relevant stakeholders from the social, private, public and education sectors

- **Empowering**

Providing job and entrepreneurship towards economic self sufficiency

- Meeting four (4) of UN Sustainable Development Goals of equalities in quality education and economic enabling opportunities that can lead to zero (0) Poverty thru partnerships



# DID'S CONCEPT

Dialogue in the Dark comes with a meek yet exciting concept.

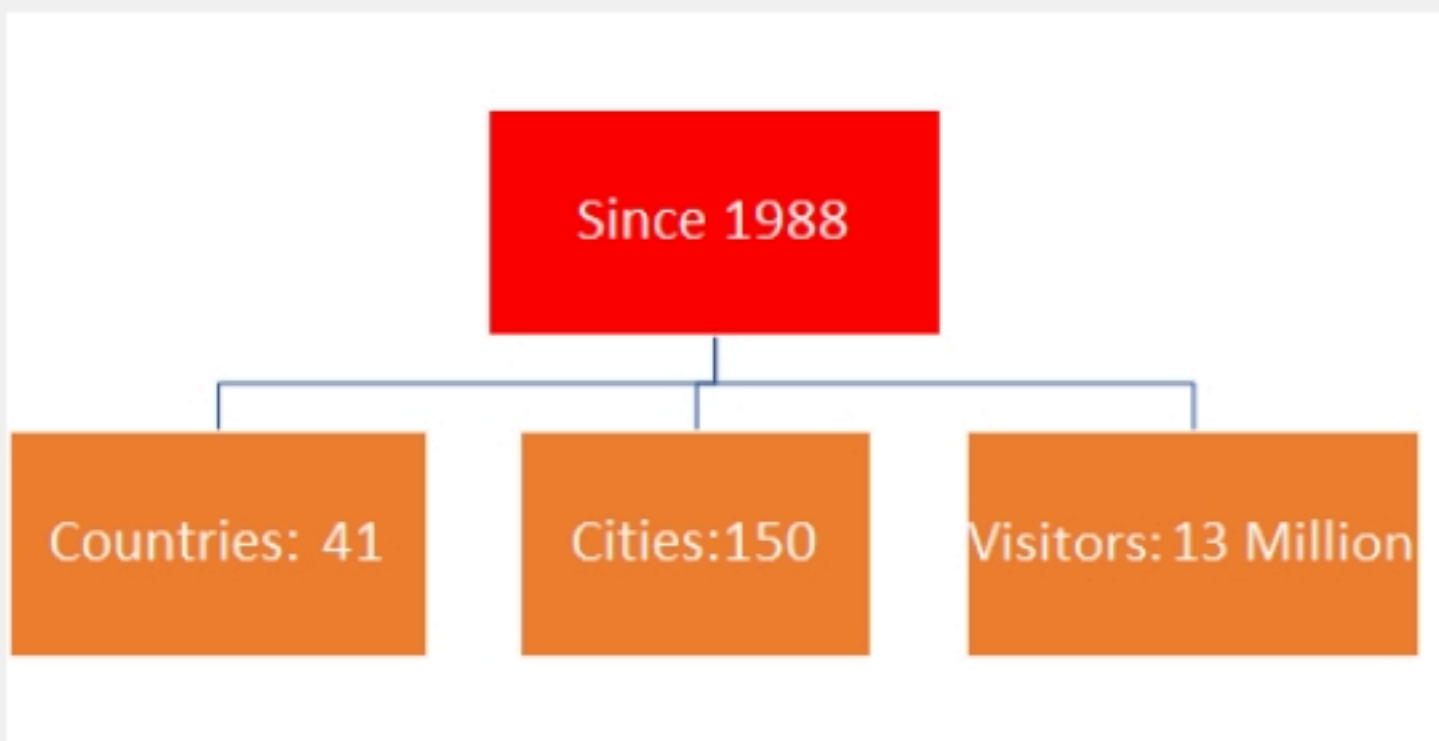
Visitors are guided by the Visually Impaired guides in groups through specially designed dark rooms for which the features of our everyday surrounding are being conveyed via the scents, sounds, wind, temperatures and textures for instance a park, town, food market, a café, just to name a couple.

The specialty of our concept is the daily routines that we implemented had become a new experience for many.

Not only that, there is also a reversion of roles in our concept.

The people with seeing abilities are taken out of their comfort zone whereas the visually impaired people assure them with sense of security and direction by demonstrating a world without pictures.

Though the tour lasts only for 45 minutes but the impact it leaves is for a lifetime.







## WHAT DO WE DO?

Dialogue in the Dark Malaysia (DID) was established on 19 September 2012 and operated by DID MY Academy Sdn Bhd with a global mission to promote the social inclusion of marginalized people.

As for the business model, DID organizes exhibitions and business workshops as a way of generating a viable source of revenue.

In order to achieve DID's mission, we employ visually impaired (VI) guides and trainers to create job opportunities for them and give them the opportunity to live a fulfilling life.

Each and every ringgit earned from the business workshops and DID exhibition ticket sales is recouped to training facilitations and provide even more VI job opportunities.

The Academy began when DID won the 2016 DIGI Challenge for Change competition which gave us the seed fund to start the nation 1st virtual call center to be operated and managed by both the visually and physically impaired trainees.

Since then DID MY has collaborated with even more partners from the social, private, public and education sectors with the ultimate aim of empowering this often left behind vulnerable communities to be given equalities in education and economic enabling opportunities that can elevate them from poverty.

Among some of DID Partners are Dialogue SE Germany, Sasbadi, Dankoff, Twilio USA, Microsoft for Good, SenseGrass India, City & Guilds UK, HAVVA, ASEAN School of Baristas, Yayasan Hasanah and MAGIC just to name a few.

We pray and hope that in the coming future more collaborations will be forged to empower this PWD communities be a Contributor to Society and the nation.



# FOUNDER OF DIALOGUE SE GERMANY

Dr. Andreas Heinecke is, together with Orna Cohen, founder of Dialogue Social Enterprise.

Long before DSE was founded, in 1982, Andreas was a journalist at a German radio station where he developed the first work re-integration training for visually impaired people.

This project was directly inspired by Andreas' colleague and friend who lost his eyesight and had to be accustomed to work again.

In 1988, Andreas became deputy director of the Foundation for the Blind in Frankfurt. It was here where he presented the Dialogue in the Dark for the first time (1988).

Andreas was inspired. He furthermore created the first electronic newspaper for visually impaired readers (1990) and published electronic books (1992-1994).

The very first permanent Dialogue in the Dark exhibition in Hamburg was opened in 2000. Over the years, this venue deservingly received its name as "Dialoghaus", which in English means "house of dialogue".

Today, Dialoghaus offers most of the exhibitions & programs designed by DSE. Dialoghaus is also the home office of DSE.



Throughout decades of committed work, Andreas has won various international awards for his contributions.

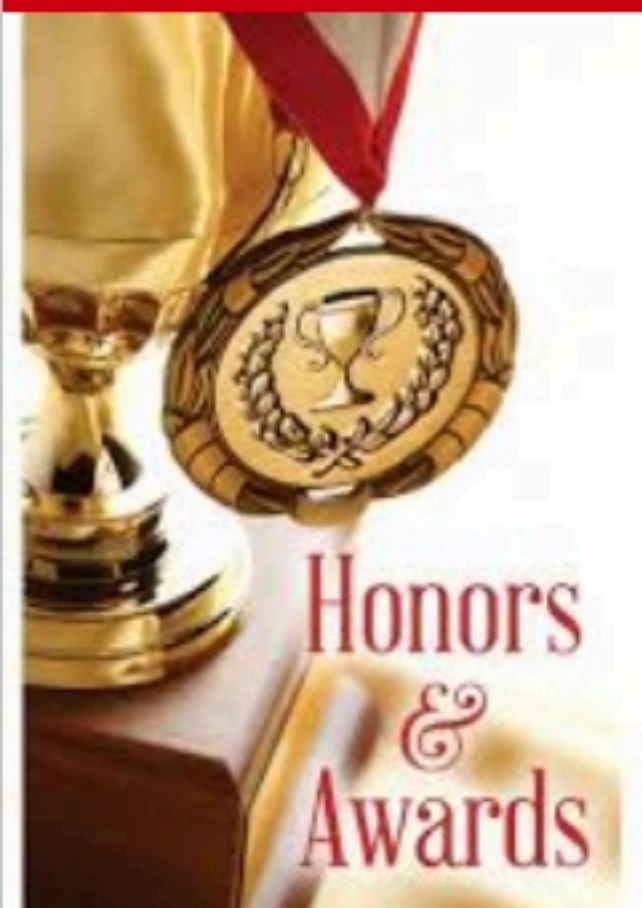
He is the first Ashoka Fellow in Europe (2005) and a Global Fellow of the Schwab Foundation of the WEF (2007). Andreas has, with Orna Cohen, co-created Dialogue in Silence (2000) and Dialogue with Time (2014).

He is an active speaker and publisher (TED, WEF, GSBS) and holds a professorship at the European Business School, where he teaches Social Business course, since 2011.

He is teaching abroad, and serves as a board member and advisor on several international boards.

Transferring his know-how and mission to the incubator of Dialogue Social Enterprise,

Andreas Heinecke today still remains the driving innovator for new concepts and exhibitions aimed at overcoming stereotype mindsets by breaking communication barriers.



1998: Stevie Wonder Vision Award in New York

2004: Best Practice in Universal Design in Tokyo

2005: First Ashoka Fellow in Western Europe

2006: Deutscher Unternehmerpreis (Category Sustainable Entrepreneurship)

2007: Outstanding Global Social Entrepreneur by the Schwab Foundation, Geneva

2008: Member of the World Economic Forum's Global Agenda Council on Social Entrepreneurship

2009: Global Award Winner for the best Innovative and out-of-comfort-zone event by the YPO  
: Dragon Award for the category "Business with Conscience", Dalian

2011: Deutscher Gründerpreis in Berlin

2012: Zero-Project, Essl Foundation for a World without Borders, Vienna  
: German Award for Civic Engagement, Berlin





# verview



# WHO ARE OUR DIRECTORS & PANEL OF ADVISORS?

## DIRECTORS



Stevens Chan, Founder & CEO

Mr. Stevens was a professional and successful businessman until 2007 when he lost all his vision caused by Glaucoma, an eye disorder that causes blindness.

Subsequently, he founded two non-profit organizations, Malaysia Glaucoma Society and Save Ones Sight Missions Bhd with God's grace and the support of his wife, Kaye Wong.

These two organizations aim to educate the public on the prevention of unnecessary blindness as well as encouraging people with various eye disorders to deal with the changes that arise with the disease.



Kaye Wong, Co-Founder & Director

Before standing by as a pillar for her husband's non-profit foundations and social entrepreneurship, Kaye Wong had years and years of experience in the beauty and sales line.

Her expertise, experience and involvement have been invaluable in the formation and growth in SOS Missions Bhd, DID MY Academy Sdn Bhd and DID MY Innovations Sdn Bhd. She also serves as the Project Director of Dialogue in the Dark Malaysia.

## PANEL OF ADVISORS



Assoc Prof Dr. Foo Yin-Fah

Dr. Foo Yin Fah is the Head of the School of Social Sciences at Heriot-Watt University University with more than twenty years of experience in accounting line, working in a number of international accounting firms, large public corporations and academic institutions.

Dr. Foo is a Chartered Accountant of the Malaysian Institute of Accountants and a Fellow of CPA Australia with a PhD in Accounting from Victoria University, Australia. He has always been passionate about cultivating more entrepreneurial and socially responsible future business leaders.



Debbie Wang Choon Hui

Debbie is a highly experienced and skilled HR and People Development expert with more than 20 years' extensive hands-on experience in numerous HR functions. Debbie holds a MSc in Human Resource Management from Portsmouth University, UK and is a Certified Workplace & Business Coach.

In 2010, Debbie had also co-founded an IT Enterprise Media Channel on modern technologies, solutions, and trends for the enterprise market. Her passion is to make life transformation through coaching.



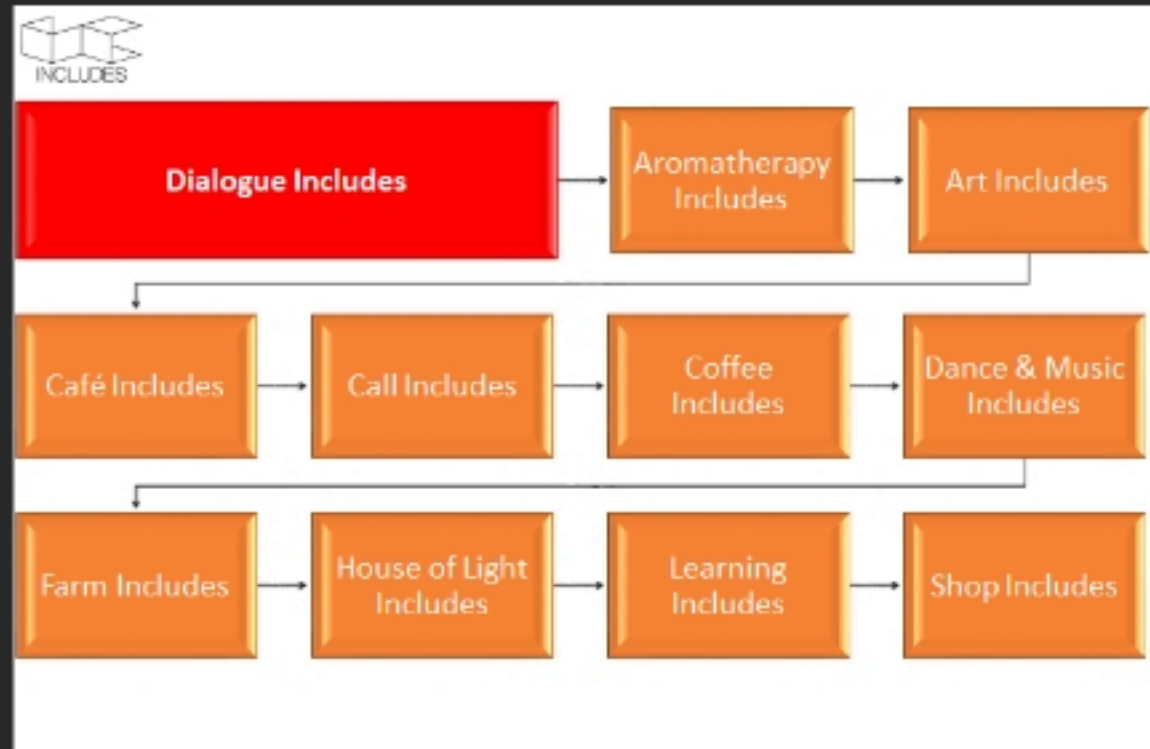
# OUR PROJECTS

- Dialogue Includes:

Our empowering programs for our impaired trainees positioned and marketed under the trademark brand of Includes this Programmes are built in collaborations with various Partners from the social, private, public and education sectors.

Our SE works with this partners to renovate their existing digital and non digital commerce and learning platforms be inclusive and accessible for our Impaired beneficiaries to navigate and operate for their learning and earning.

This Projects are enlisted as below and we pray that more Programmes will be developed in future to aid this targeted beneficiaries



- Art Includes:

We organize various art events such as Installation and Experiential Arts thru Arts Beyond Sight, Music and Comedy thru Concert in the Dark and the Culinary Arts thru Cuisine in the Dark at Art Includes. Visitors experience these events without using their "Sight".

These experiences allow the visitors to engage with the artists who are mostly disabled thru dialogues.

- Café Includes

A Café Kiosk operated by a mix team of PWDs beneficiaries i.e low vision, physically challenged, deaf, autistic selling gourmet coffee and tea plus assortment of pastries i.e muffins, curry puff, sandwiches.



- Aromatherapy Includes:

Our Visually Impaired staffs are trained by aromatherapy trainers from Taiwan and US to upskill their massage service and allow them to gain extra set of revenue.

The customers are given first class service and given a chance to understand them better by having dialogue with them.



# OUR PROJECTS

- Call Includes:

Call Includes serves as a call centre and customer care management services to organizations, governments, and businesses in Malaysia and beyond.

The virtual call centre is operated by visually impaired people (VIP) and people with disabilities (PWD), who have been trained to use computer systems, answer calls and provide calling services for companies and organizations worldwide.



- Coffee Includes:

Our own in-house coffee powders which is formulated using only prime coffee beans, freshly brewed for its premium taste.

By buying Coffee Includes, you're helping our team of visually, physically, mental and hearing impaired beneficiaries realize their personal goals and dreams to be seen as a contributor rather than a burden to the society and their families.



- Dance & Music Includes:

Dance & Music Includes is an initiative that we came up to ensure that visually impaired and disabled children and youth are given a chance to participate in dance n music classes .

Dance can improve their movement, coordination, independence and can also help them increase their orientation and mobility skills.

Meanwhile, music activities can provide them the opportunity to develop a mode of self-expression, listening skills, awareness of rhythm and increase their language skills.



- Farm Includes:

Farm Includes is an initiative developed in collaboration with Havva and Sensegrass international by DID MY Academy Sdn Bhd and DID MY Innovations Sdn Bhd to inspire PWD/OKU trainees upon them graduating from DID MY Academy.

Our partner trains the PWD/OKU and other beneficiaries with medical challenges to operate Aquaphonics or Hydroponics farms.



# OUR PROJECTS

- House of Light Includes:

House of Light is an initiative by DID MY Innovations Sdn Bhd (DID MY ACADEMY) and SOS Missions Bhd. with the purpose of helping and empowering PWD/ Visually Impaired on their journey towards independence.

House of Light serves multiple roles in which there will also be Café Includes, Home School Includes using Learning Includes syllabus as well as Massage Therapy Includes operated by a team of PWD/ Visually Impaired.

HOL Includes was created with the sole purpose of helping and empowering these individuals on their journey towards independence.

HOL is committed to assist and help disabled or underprivileged children and youths to be contributors to the society and their families.



- Learning Includes:

Learning Includes is a digital learning platform on 2016 in partnership with Sasbadi Holdings in order to make their online education or tuition accessible for the VI and PWD students.

Learning contents are 100% compatible with Ministry of Education's latest approved syllabus.

We believe that no one should be left behind in this exciting times of Digital Age which is transforming every aspects of life

Previously Visually Impaired students have to often depend on the availabilities of Braille Books and the kindness of volunteers to read text books to them which is more often than not a barrier to their interest to achieve higher academic qualifications that can enhance their employability opportunities.

- Shop Includes:

Shop Includes is our initiative to promote and sell our products such as Gourmet Coffee Beans or Powder as well as Deliciously Prepared Pre-Baked Pastries from to a few online platforms such as Otomailer.com, Shopee, Lazada, Foodpanda, Orders.my and Otomate.co.

These digital stores are co-operated and managed by our trained impaired guides and facilitators. It enables them to continue earning remotely even during lockdown times.





# UNDER OUR WINGS

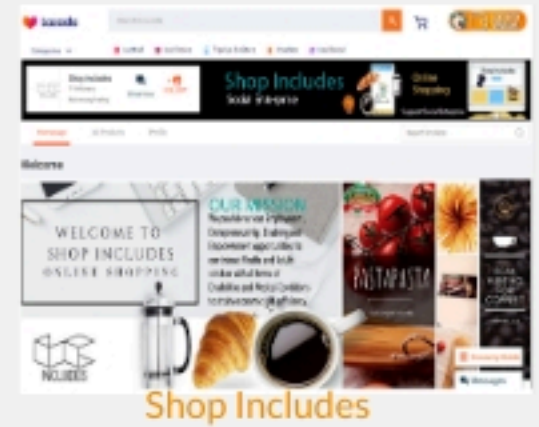


## DID MY Innovations Sdn Bhd

Basic Accredited SE formed since 2016 with the main objective to operate and manage all the commercialization works under the Includes trademark.

We plan to register DID MY Innovations as a Franchisor for the trademark brand of Includes in the coming future.

These images represent some of the Includes enterprises managed by DID MY Innovations.



Shop Includes



Learning Includes



Coffee Includes



Café Includes



Call Includes



Aromatherapy Includes



Farm Includes

## Malaysia Eye Patients Society

Formerly known as Malaysia Glaucoma Society, a Non-government organisation registered under registrar of societies and will have its first AGM under this new identity in Jan 2021 to elect the new office bearers.

We are a community programme that is continuously fighting to prevent unnecessary blindness in Malaysia.



## Dogs for Sight

A movement that advocates to allow barrier-free access to all places for the visually impaired and guide dogs in Malaysia.

Our long-term goal is starting the 1st Guide Dog School for the visually impaired here in Malaysia.







**HIGHLIGHTS  
&  
ACHIEVEMENTS**

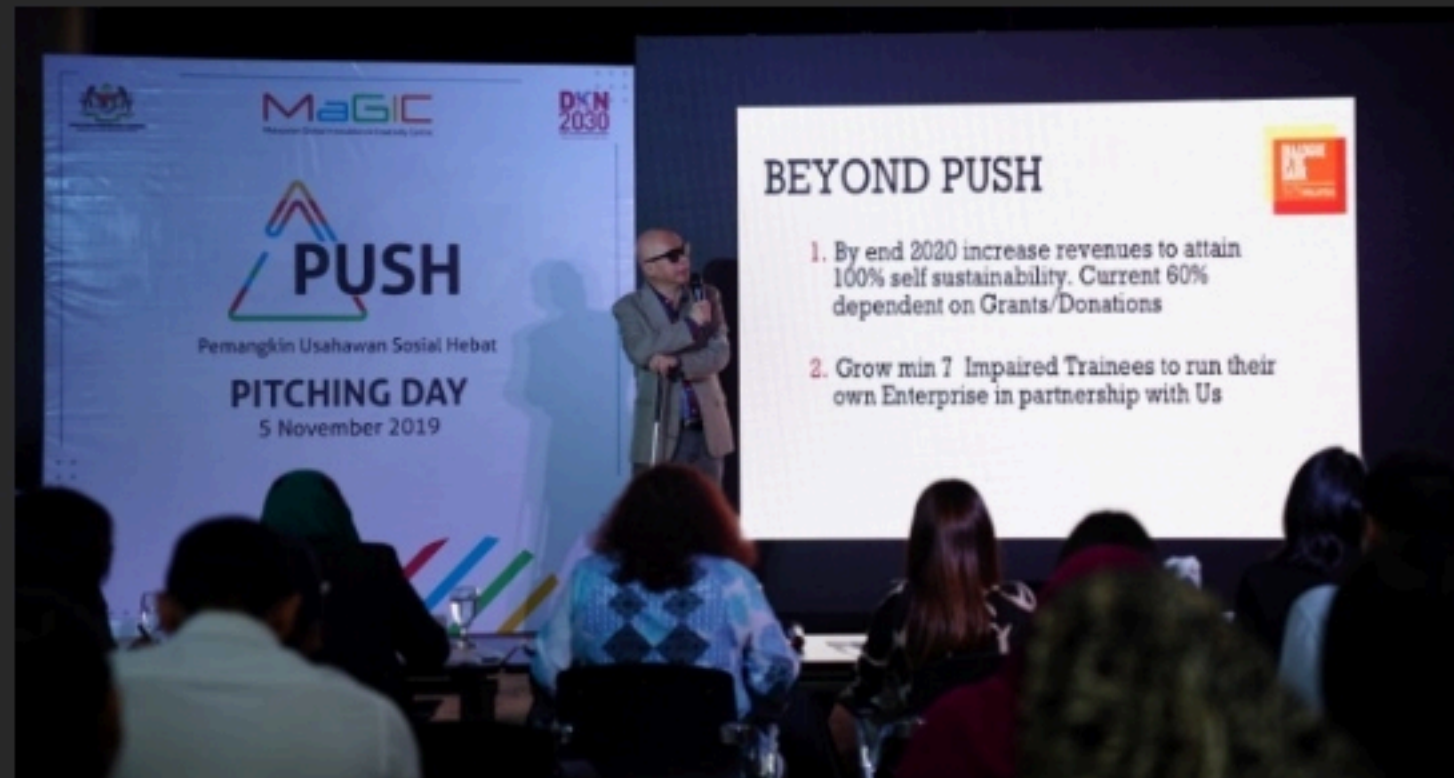


# 2019 AWARDS & RECOGNITION



## Star Golden Hearts Award

## MAGIC PUSH Award recipient



## Social Enterprise Accreditation (SE.A) by Ministry of Entrepreneurship Development



# 2020 AWARDS & RECOGNITION

## SE.A Plus Accreditation (with Tax Exempt Status)



## HSG - Hasanah Special Grant Recipient

## SOCAP20 Virtual Scholarship Recipient





# 2020 AWARDS & RECOGNITION



## Social Enterprise Training Hub Cohort 2: Transformational Business Network Asia

Social Enterprise Training Hub Cohort 2. Transformational Business Network Asia.  
Stevens Chan DID MY Academy Sdn Bhd

## Rotary SEE-Frank Devlyn Excellence Awards 2020



Reviews from  
millions of TripAdvisor  
travellers place this  
Attraction in the top  
10% worldwide.

## Tripadvisor Travellers' Choice 2020

Dialogue in the  
Dark  
Experiential  
Learning Centre



## Trip Advisor Travellers Choice Award 2020



# 2019 EVENT HIGHLIGHTS

## ART INCLUDES FEST 2019



## CONCERT & DINING IN THE DARK 2019





# 2019 EVENT HIGHLIGHTS

## MAGIC E-NATION 2019




**Shaping an Entrepreneurial Nation**  
 30 October - 2 November 2019  
 MaGIC, Cyberjaya


**Dialogue in the Dark**  
 MALAYSIA

**Black Box Experience**  
 1 - 2 November 2019  
 Vietnam Room, MaGIC Cyberjaya

Find details and tickets at  
[enation.mymagic.my](http://enation.mymagic.my)

Powered by  Organized by 

## JOURNEY OF SIGHT 2019



Journey of Sight is an exhibition initiated by the Malaysian Glaucoma Society (MGS) and SOS Nelayan Bhd that aim to create awareness on glaucoma. Curated by Design Academy of Art and with the artworks created by their students and graduates from the departments of Digital Media, Fine Art, Graphic Design and Illustration, the exhibition takes the viewers through a journey unfolding the diagnosis, causes and facts of glaucoma.



**DATE**  
 11 - 16 March 2019

**TIME**  
 10am - 6pm

**WHERE**  
 Concourse  
 The MAC Shopping Centre



## TASTE OF DARKNESS AT MURFEST 2019



## EDU AND FAMILY DAY CHARITY CARNIVAL 2019



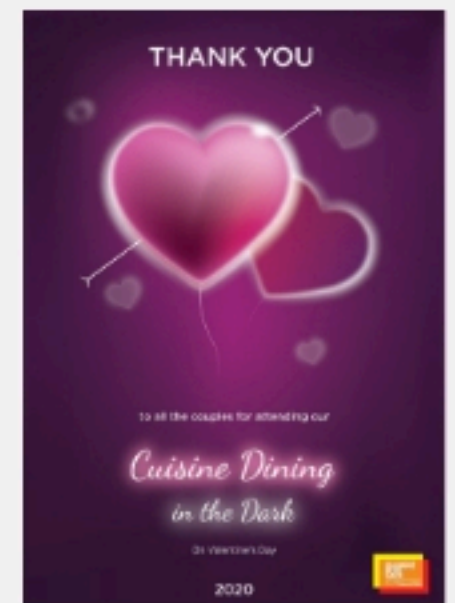


# 2020 EVENT HIGHLIGHTS

## SIDE BY SIGHT CAMPAIGN 2020



## VALENTINE IN THE DARK 2020



## CUISINE DINING IN THE DARK WITH L'OCCITANE FOUNDATION 2020



## GLAUCOMA - THE SILENT THIEF OF SIGHT IN COLLABORATION WITH VISTA EYE SPECIALIST 2020





# 2020 EVENT HIGHLIGHTS

## BUY4IMPACT SHOWCASE - REXKL 2020

## INTERNATIONAL EDUCATION E-SUMMIT 2020



## CIMB COOLER EARTH SUSTAINABILITY SUMMIT 2020

## ARTS AND DISABILITY FORUM 2020

Rotary Malaysia SEEC 2020 10th Seeing Eye to Eye Conference October 10, 2020

**PRESS RELEASE**

**Rotary SEE-Frank Devlyn Excellence Award For Supporting Blindness Prevention Award Ceremony, October 1, 2020**

Rotary Malaysia's prestigious blindness prevention award.

October 1, 2020. In honoring and recognizing those who have contributed significantly towards blindness prevention in our community, Rotary Malaysia presented the Rotary SEE-Frank Devlyn Excellence Award.

The Award is in conjunction with World Sight Day (WSD) on October 6, 2020 and the 10th Seeing Eye to Eye Conference (SEEC) 2020, a virtual conference to be held on October 10, 2020.

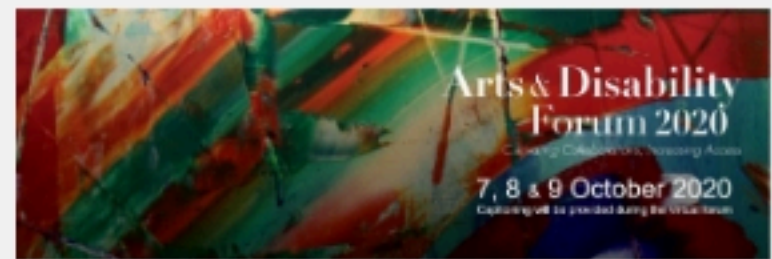
The Seeing Eye to Eye Conference (SEEC) is the largest in the series which made its debut in 2014, a joint project of the District Action Group on Blindness Prevention of District 3900, Malaysia and the Committee of Blindness Prevention of District 3900 (Malaysia, Sarawak, Sabah, Labuan, Brunei and Singapore) respectively. This year's SEEC 2020 Focus on Children's Vision Care & Eye Health for the 25th, will be addressed by several speakers from WHO, the World Association of Eye Healthists, Eye Surgeons from Singapore, Nepal, Indonesia, among others.

Frank Devlyn, Past Rotary International President who formed the Rotary Action Group on Blindness Prevention passed away on 27 May 2020. Frank, an entrepreneur, was Past President of Malaysia National Association of Opticians and Optometrists. He led and grew the country's peak group which was founded by his father from a single outlet to the largest chain of optical shops in Latin America with over 400 outlets.

The award, Rotary SEE-Frank Devlyn Excellence Award for Supporting Blindness Prevention, is open to anyone named in his honor as a tribute to our visionary Rotary leader who had championed the cause of vision impairment and setting a global and never-ending legacy. Rotary clubs worldwide in every continent have also projects on blindness prevention.

This is the first award presented by Rotary Malaysia to three recipients both of the organization, two outstanding individuals who share the same passion and purpose and an organization that has supported preventable blindness in a most practical and meaningful way, said the Action Group Chairman, Past Assistant Governor Dato' S. Subramaniam.

## ROTARY SEE-FRANK DEVLIN EXCELLENCE AWARDS 2020



### Panel Discussion Speakers



**Stevens Chan**  
 Founder, SOS Missions Berhad (Malaysia)

Stevens Chan, an entrepreneur, lost his eyesight to glaucoma at the age of 45 in 2007. He found a new calling in life and founded SOS Missions Berhad (a non-profit organisation) in 2011 with his wife, to stop unnecessary blindness and encourage others, like him, who have lost their eyesight. Stevens is also a social activist advocating for inclusive and equality rights for the disabled, and a social entrepreneur with the internationally renowned Dialogue is the Dark, a franchise with presence in more than 50 countries championing access for the blind or visually impaired persons.



# 2019 NEWS FEATURES

## On a mission to empower the blind

NATION

Wednesday, 02 Oct 2019

By FATIMAH ZAINAL



The Star Golden Hearts Award 2019: Finding light with Dialogue in the Dark



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HOME NEWS BERITA OPINION WORLD LIFESTYLE OHSEM! GALLERY



## Grasping through the dark

S. Sarita - October 14, 2019 7:00 AM

14 Shares



Stevens Chan Kum Fai is the founder of Dialogue in the Dark Malaysia.

KUALA LUMPUR: Intense darkness, not even a tinge of light to act as a guide, only bare hands to sweep the inky, sorrowful air as a means of finding a way.

This darkness embodies the chilling reality of the struggle faced by the visually impaired with the rich imaginings of establishing awareness.

Stevens Chan Kum Fai, founded Dialogue in the Dark Malaysia (DID) in the year 2012, as a way of illuminating the conundrum of the visually impaired to the sighted community.

DID simulates everyday activities in the dark, which provokes the audience into having enlightening experiences and profound gratitude for their sight.

KUALA LUMPUR: It's like doing a bungee jump that never stops.

That was how social worker, activist and social entrepreneur Stevens Chan described going blind at the age of 45, just five years after first being diagnosed with glaucoma.

Chan, who was once a businessman, found himself plunged into a world of darkness after losing his vision in 2007 despite undergoing nine surgeries since his 2002 diagnosis.

"I was not prepared for it. I never thought I'd lose my eyesight. It was like the end of the world for me.



"However, how you climb back up is a choice. You have to choose whether you want to be a burden or a blessing," said Chan, who is now 57.

Determined to prevent others from having to go through the same experience, he founded the Malaysia Glaucoma Society in 2009 and another non-profit organisation in 2011 called Save Ones Sight Missions Bhd.

In a bid to continue raising awareness, Chan started joining conferences and events.

It was at one of those conferences that he first came upon the concept of Dialogue in the Dark.

Dialogue in the Dark started as an organisation in Germany in 1989. It has since grown internationally but had no presence in Malaysia until Chan set it up in 2012.

Now located at The Weld in Kuala Lumpur, Dialogue in the Dark Malaysia is an experiential tour where visitors are led by blind guides in groups through specially constructed dark rooms.



# 2019 NEWS FEATURES

TOPICS | [BellLokal](#) | [Covid-19 Watch](#) | [In 500 Words](#) | [SOBA 2020](#) | [Political Crisis](#) | [True or Not](#) | [Do You Know](#)

## Eye-opening insights focus of exhibition

METRO NEWS

Saturday, 16 Mar 2019

12:00 AM MYT

By KATHLEEN MICHAEL



(From left): Dasein Arts Academy academics head Ben Chan, Lee and Stevens at the launch of the exhibition.

"NEVER take your eyesight for granted."

HOME ABOUT ME CONTACT ME CATEGORIES MY PALM CIVET STORY BAHAS



Art & Culture Lifestyle

## Celebrate Specially-Abled Creators at "Art Includes 2019"

August 29, 2019 | Bella Enveus | 0 Comments | Art Includes 2019, People With Disabilities Malaysia, RUANG By Think Cl Event

It is not the regular Art Fest, because this art fest will showcase specially-abled (as well as abled) artists, speakers and other personalities in the aim to raise funds to help the children and youths from Dialogue Includes Academy (DIA).



HOME LIFE

## Blind since 2007, 'Dialogue in the Dark' founder Stevens Chan brings Malaysia's first arts festival for people with disabilities

Wednesday, 28 Aug 2019 02:10 PM MYT  
BY MELANIE CHALIL



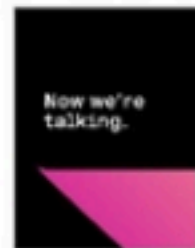
Chan with his loyal guide dog, LeShawn. — Pictures by Mera Zuliana

PETALING JAYA, Aug 28 — Can a blind photographer capture the perfect shot? How does a visually impaired chef whip up a meal in the kitchen?

Some of the most interesting personalities with physical challenges will make their way to Kuala Lumpur next month for Art Includes 2019, an arts festival for persons with disabilities (PWDs).

They include blind MasterChef US winner Christine Ha, hearing-impaired Singaporean piano virtuoso Azariah Tan, veteran Malaysian radio presenter and actor Patrick Teoh, autistic teen painter Wan Jamila Wan Shaiful Bahri from Shah Alam, visually impaired photographer Jamaliah Mohd Yasin and Sabahan singer-songwriter Rosella.

A first in Malaysia, Art Includes is the brainchild of Stevens Chan, a visually impaired former entrepreneur who founded the social enterprise Dialogue in the Dark Malaysia.



IN LIFE

JUST IN POPULAR

US prison guards in hot water forcing inmates to listen to 'B Shark' on loop while handcuffed

Figure-hugging RM80 turtle-neck dress sells out after sup Kate Moss' younger sister see

This Halloween, Kellie's Castle is venue for Spooky Toon V2 + promote local comics, cartoon

Why Hong Kong's revamped 7 hotels' are about more than j

Damien Hirst remembers '80s with new show

Home > Lifestyle > Knocking down barriers

## KNOCKING DOWN BARRIERS

09/05/2019



**HEARING** loss did not silence a piano virtuoso, neither did vision impairment stop master chef or autism hold back the natural talent of a painting savant.

It is true that a disability is no obstacle to the passionate artist, or a stumbling block the talented. This month, Art Includes 2019 will celebrate these extraordinary people.

Hailed as the first festival in Malaysia to showcase the artistic side – as well as entrepreneurship – of those with disabilities, the festival will feature such personalities as celebrated Singaporean pianist with bilateral sensorineural hearing loss Dr Azariah Tan, *MasterChef's* first visually-impaired champion American-Vietnamese Christine H and two Malaysians – 16-year-old autistic savant Wan Jamila Wan Shaiful Bahri, as well as blind photographer Jamaliah Mohd Yasin.

Others appearing at the festival include disabled professional dancer from Nepal Sri K.C.; Lim Chia-Chien, one of the first visually-impaired female baristas from Taiwan; as well as no less than three differently-abled entrepreneurs from Malaysia.



## Grants for 50 projects in aid of needy

Foundation enables rapid mobilisation of resources to benefit vulnerable communities

Stories by TRIONA LAW  
metro@thestar.com.my

THE Hasanah Special Grant (HSG) from Hasanah Foundation will help 40,000 people with 50 projects approved nationwide that offer assistance to vulnerable communities struggling with the effects of the Covid-19 pandemic.

Foundation managing director Shahira Ahmed Bazari said the grant was unique from previous ones as it allowed for the private and public sectors to work together in rapid mobilisation of resources that would directly benefit needy communities.

"Working with experienced civil society organisations, non-governmental organisations and social enterprises also enables us to reach out to many vulnerable communities that government agencies may not have access to.

"This unprecedented private, public and people partnership model has worked well to deliver rapid, efficient distribution of aid to a wider group," she said during an interview held at the foundation's office in Shah Alam.

She believes the model has also created more trust, with the government now more open to working with the private sector to tackle the large-scale efforts needed to alle-



(From left) Hyde, Shahira, Chan and Kalithasan at the presentation of the special grants at Hasanah Foundation in Shah Alam.

one project helping to feed 43 sun bears in Sandakan, Sabah.

Dialogue in the Dark Academy founder Stevens Chan said their project's aim was to provide skills training and education to over 60 disabled youths, particularly those visually impaired or wheelchair-bound.

"We conduct various training workshops, such as virtual education to enable them to become tutors, digital e-commerce skills or cooking and barista skills to enable them to break the cycle of poverty," he said.

Another recipient of the Hasanah Special Grant is Global Environment Centre (GEC), which focuses on empowering over 2,000 Orang Asli from four villages in Ulu Kinta, Perak, by getting them steady jobs while they protect the forests and rivers.

"The Orang Asli's involvement in every step is vital in ensuring these ecotourism attractions allow them to achieve financial independence," said GEC manager K. Kalithasan.

Another key community not to be overlooked are island folk in Sabah, such as Reef Check Malaysia's (RCM) ongoing project to help a fishing village in Pulau Mantanani by providing new job opportunities that are not dependent on tourism.

"We are trying to develop some stable livelihoods, including setting up a virgin

### 暖势力

一个人孤单

4. 5. 2020 | 星期一 | 星洲日报

在困难你身边值得表扬的好人好事，与星洲日报一起塑造温暖人间。  
编辑：newsroom@sincere.com.my；电话：03-7965 8866（新闻主任）



陈锦祥工作时，Lashawn就这样一直陪伴守护着主人。

馬首隻導盲犬病逝



↑2015年海外華文書市“你是我的眼”分享會，現場人山人海，大家都想親睹Lashawn的风采。  
→Lashawn鞠躬告別，至此仍無法在馬來西亞被“正名”為一只工作犬，令愛狗人士惋惜。

## 別了Lashawn 謝謝你

(吉隆坡3日訊)馬來西亞第一只導盲犬Lashawn，因生疾在善醫診所治療第五天，在寂靜的夜裏孤單的離開人世。許多愛護牠的人士知道消息後都為之哀悼。

Lashawn不僅是失明人士陳錦祥的“拐杖”與生活伙伴，更是許多小孩和視障人士上的“好朋友”。陳錦祥帶著Lashawn在這些年不斷學為視障人士上有关的福利及培訓課程，深入人心。

### 曾登上海外華文書市舞台

數年前，陳錦祥帶著Lashawn在星洲日報的安排下，在商場管理層爭取良久，才排解萬難得以登上上海外華文書市主舞台和更多人見面。當時座無虛席，書展觀眾，導盲犬Lashawn受禮禮的禮度可見一斑。

跟Lashawn的主人，失明人士陳錦祥表示，Lashawn在上月27日明眼不止，28日看醫生和注射藥物，29日送進診所留院治療。

“當時仍在行醫空期間，好不容易才把Lashawn送到在善醫診所留院治療。這幾天，由于診所晚上不方便讓主人陪伴，所以Lashawn便在診所內休息。它一直很健康，除了嘔吐，沒別的問題。”

### 感染尿管菌嘔吐腹瀉

陳錦祥表示，他太太黃佩兒是唯一一見到Lashawn最後一面的家人。她在30日去診所探望Lashawn，當時Lashawn還有知覺回應了主人的呼喚。隔天，Lashawn嘔吐及腹瀉問題減輕了，以為情況好轉，也料想這樣就離開我們了。

消息傳出後，很多關心Lashawn的朋友都表示哀悼。Lashawn是因為感染尿管菌（狗碗變裝病，Leptospirosis），在善醫診所救治5天後仍沒效不回。



### 千辛萬苦引進導盲犬 常被拒入商場辦公樓

陳錦祥從2002年因為失明而失明，導盲犬Lashawn是陳錦祥在失明後千辛萬苦才從國外帶進馬來西亞的導盲犬。轉時馬來西亞很多商場辦公樓都拒絕他承認導盲犬是工作犬，并把陳錦祥和Lashawn拒于商場門外，不得進入；此事被媒體報導後引起社會關注。

### 爭取列“工作犬”不果 Lashawn未獲“正名”

陳錦祥是在2014年把導盲犬Lashawn帶進馬來西亞，也成為了馬來西亞首只導盲犬。在兩年，陳錦祥和一群朋友也發揚愛護運動，希望透過群眾的力量寫第10萬個簽名提案呈給時任副首相阿都亞茲，要求修改2008年殘疾法令，並且承認導盲犬為“工作犬”，让它们能够在自由進出公共場所和交通工具。

### 外出遇百般刁難

雖然當時只獲得4萬多人的簽名，但陳錦祥依然向政府提交這個請願和簽名簿。陳錦祥說：“自從有了導盲犬後，生

活從此改變，就像是重新賦予我的一雙“眼睛”。簡單來說，至少有了Lashawn在的時候我不會受傷，我的生活變得更加獨立，不需要時時依賴別人。

然而，有時在帶著Lashawn外出的時候同樣遇上了百般刁難，被人驅趕的情況更如家常便飯。或許，導盲犬這個概念對於馬來西亞人來說是一個新鮮事物，再加上本地政府并不承認導盲犬為合法的“工作犬”，視察導盲犬出行不太順利。

只可惜至今依然無法爭取成功，所以，Lashawn鞠躬告別，至此仍無法在馬來西亞被“正名”為一只工作犬。

## Student-led campaign

EDUCATION

Sunday, 19 Jan 2020



Prof Lee (fourth left) launches the event with (from left) Chan, Chia, Poh, Foo and Shubashini.

STUDENTS from Tunku Abdul Rahman University College (TAR UC) organised a vision-impairment awareness campaign titled "Side By Sight" with an emphasis on empathy, equality and experience.

It was held in collaboration with Dialogue in the Dark Malaysia at the TAR UC Setapak main campus and managed to raise RM12,000 for SOS Missions advocating social inclusion for all disabled groups.

The student-organisers strived to shed light on issues faced by the vision impaired community in Malaysia, such as types of blindness, facilities needed to assist them and their daily struggles, through experiential activities, exhibitions and also personally walking the streets of KL in blindfolds and guiding







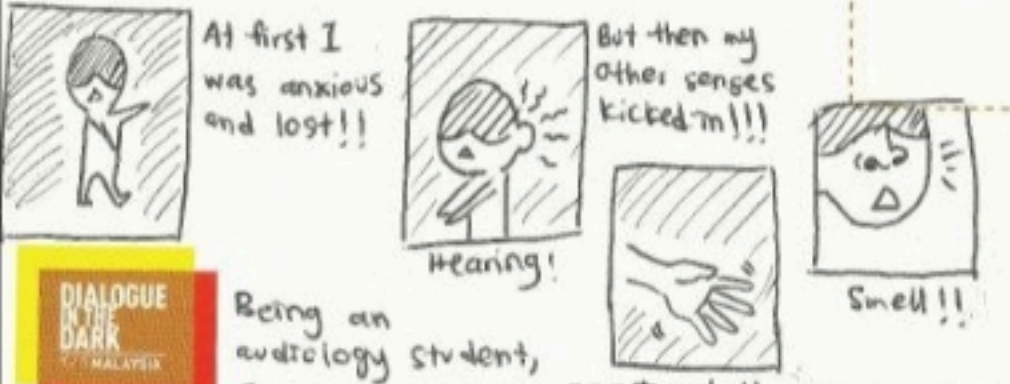


“...A life  
changing  
experience...”



# VISITORS & CORPORATE CLIENT'S TESTIMONY

Discover, experience and encounter the uniqueness of Dialogue in the Dark exhibition.



At first I was anxious and lost!!

Hearing!

But then my other senses kicked in!!!

Touch!!

Smell!!

Being an audiology student, I get to actually experience binocular processing in person!!

At first it was difficult... but then it was amazing!!

**DIALOGUE IN THE DARK MALAYSIA**

For any inquiry, please call us at: +603 5891 6212  
Dialogue In The Dark Sdn Bhd ( 1017528-U)  
Level 11, West Wing, Sunway University  
SA, Jalan Universiti, 47500  
Bandar Sunway, Selangor  
Email: connect@did.my

**I DID IT!**  
Discover, experience and encounter the uniqueness of Dialogue in the Dark exhibition.

A very inspiring and fun moments spending our time to experience how it is like to live in the dark where everyone is equally challenged. No matter who you are or what are you - hope to empower these people in future to be successful entrepreneurs with uniqueness in themselves to inspire the people out there.

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Bandar Sunway, Selangor  
Email: connect@did.my

SunwayTES ACCA student,  
MindAppz entrepreneur,  
Amin Kuan  
016 321 2133

**I DID IT!**  
Discover, experience and encounter the uniqueness of Dialogue in the Dark exhibition.

Shafira, I am so amazed that you are brightly shined shore in the dark that you are able to give a help to all of us who are all equipped with our physical abilities. When we lose our sight, we definitely in a total lost which we could imagine just now. I am so touched with yr attitude, continue with yr good work helping those-needs-yr help. You can do something we cannot do! God bless you.

**DIALOGUE IN THE DARK MALAYSIA**  
www.did.my

ter the uniqueness of

This has been an unbelievably eye-opening and new experience I wouldn't mind going through again. New-found respect for the differently abled. I wish all of you the absolute best in everything. Lots of love! ♥

This was really humbling. Recognizing the need for all other team members....Great fun way to encourage effective teamwork... Loved it, very innovative

Strategy Director, World Vision Malaysia

It is by far the most effective program for self-screening and realization I have ever attended so far

Group GM, Media Prima Berhad

It gives us an experience which cannot be described in words. Literally an eye opener.

Vice President, Risk Management, AIG Malaysia

An enriching experience

Chief HR Officer, Kenanga Investment Bank Berhad Malaysia



# OUR GUIDE'S TESTIMONY

*The highlight of my experience in DID was when I was invited to join an international dialogue with other facilitators from all around the world in Hamburg, Germany. Partially sighted people from countries like Mexico, Korea, Japan, Italy and Russia had inspired and motivated me. I realized that actually there are so many kindred spirits out there who know and understand what I've been through and felt.*



Lisa Chee

*It's been 10 years now since I became totally blind and I am thankful for all the ups and downs I went through. The training and experience in DID have helped me to realize that I am not a burden to society anymore but a contributor. Although I am unable to see any light now, I want to be the light for others.*

**Lisa Chee**

Kuala Lumpur, Malaysia

DiD guide and facilitator from 2013 to 2018

*There aren't any words that could portray my journey of working with DiD as it is unique and one-of-a-kind. The work culture, the people that I interacted with, the guide dog, everything is interesting. Also, the majority of my fellow colleagues are either partially sighted or sighted individuals who know how to care for the partially sighted. This gave me a sense of acceptancy. One of the things that I enjoyed most during my time in DiD Malaysia was becoming an exhibition tour guide. Not only was I able to educate people about the life of a partially sighted individual, I was also able to be an audience to the different reactions of people when they ventured into total darkness. Moreover, becoming an experiential tour guide has helped with my communication skills as well as it exposed me to countless numbers of people.*



**Chun Pang**

Kuala Lumpur, Malaysia

DiD guide and facilitator from 2016 to 2019



# OUR GUIDE'S TESTIMONY

## Steven Looi

Kuala Lumpur, Malaysia

DiD guide from 2018 to date

*Would like to express my thanks to DiD, that I am able to impact all the able people. By showing them that we also can enjoy all the things (IM-POSSIBLE = I'm POSSIBLE): similar as them only without sight.*



## Athirah binti Ahmad

Kuala Lumpur, Malaysia

*DiD guide and facilitator from 2016 to date I joined DiD in 2016. I have attended the guide training and facilitator training. What I have learnt during this time, would be, first, communicating with visitors: such as talking to them, making them comfortable, happy and safe during the tour in the dark. I experienced guiding visitors from different countries, different characters and a lot of kids. As facilitator, I have learnt how to facilitate those participants from corporate companies for business workshops. For myself, after joining DiD, I experienced a change for the better such as more confidence to speak with everybody and also learning to appreciate people around me. I learned to accept that we are all the same.*



# OUR COLLECTIVE IMPACT

## COLLABORATIONS



# DIVERSECITY

KL INTERNATIONAL ARTS FESTIVAL 2019



**Pertubuhan Kelainan  
Upaya Pembelajaran**  
Association of Learning Disabilities



**thinkCITY**  
REJUVENATING THE CITY TOGETHER

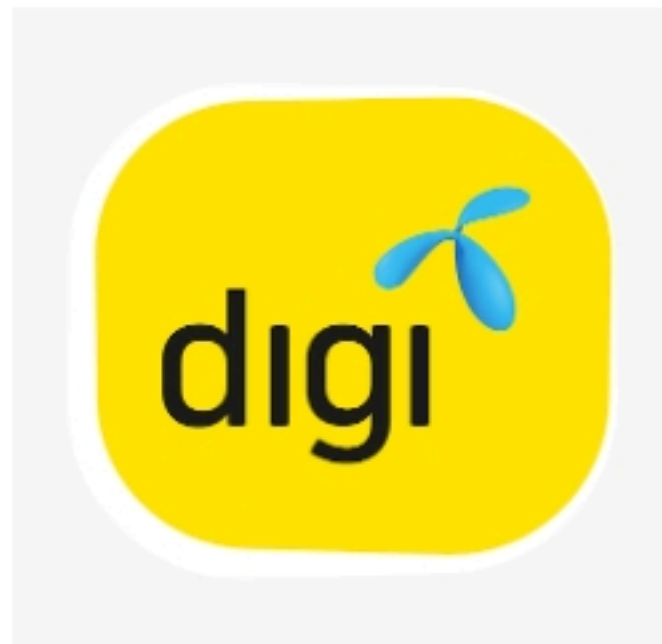


# OUR COLLECTIVE IMPACT

## PRIVATE PARTNERS



**SenseGrass**





# OUR COLLECTIVE IMPACT

## PUBLIC PARTNERS

YAYASAN  
HASANAH



A foundation of Khazanah Nasional

**MAGIC**

Malaysian Global Innovation & Creativity Centre



**AGENCI  
INOVASI  
MALAYSIA**





# OUR COLLECTIVE IMPACT

## EDUCATION PARTNERS



**ASEAN  
SCHOOL  
OF  
BARISTA**

## FOUNDATION PARTNERS



**YAYASAN**

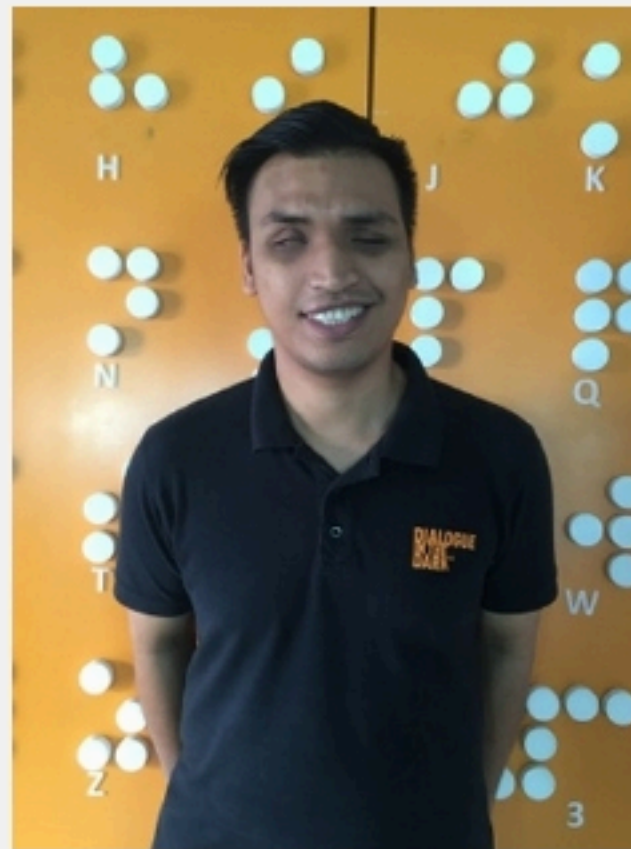




# OUR COLLECTIVE IMPACT

## SPONSORSHIP

Provided sponsored online tuition and coaching aid to more than 200 visually impaired and hearing impaired students studying in 11 Special and mix schools nationwide with the tuition and coaching aid provided online by 3 visually impaired coaches





# OUR COLLECTIVE IMPACT



Provided sponsored music and dance accessible classes to more than 20 multiple disabled children and adults from 2 special schools





# OUR COLLECTIVE IMPACT



Provided jobs and entrepreneurship training to 110 visually, physically and mentally challenged youths and adults









# PLANS FOR 2021 - 2022

We plan to raise the needed investments to build the Dialogue Includes All Experience Centre by 2022.

DIA, an experience centre of empathy and resilience will house the four (4) renowned Dialogue experiences by Dialogue SE Germany namely Dialogue in the Dark, Dialogue in Silence, Dialogue Games and Dialogue with Time.



The experience centre will be the 1st in ASEAN and 3rd globally after Hamburg and Tokyo.

In addition to these fun-filled impactful experiences DIA will also showcase all of the Dialogue Includes programmes built-in and collaborations with relevant partners from the social, private, public and education sectors.



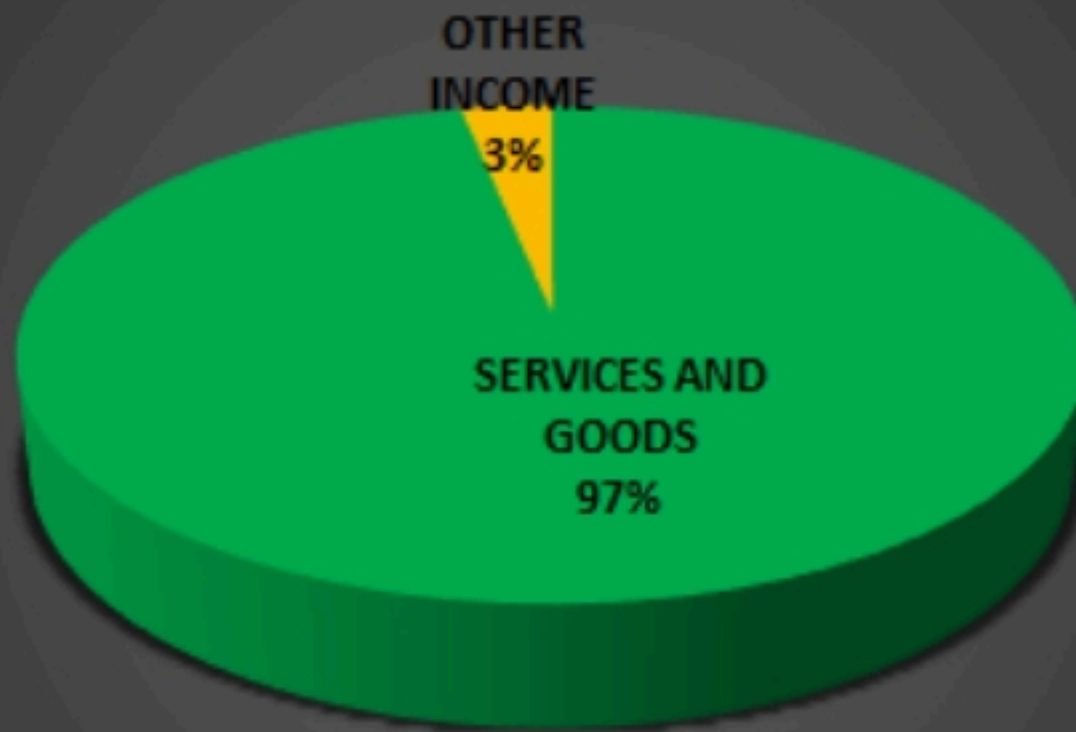


# FINANCIAL REPORTS



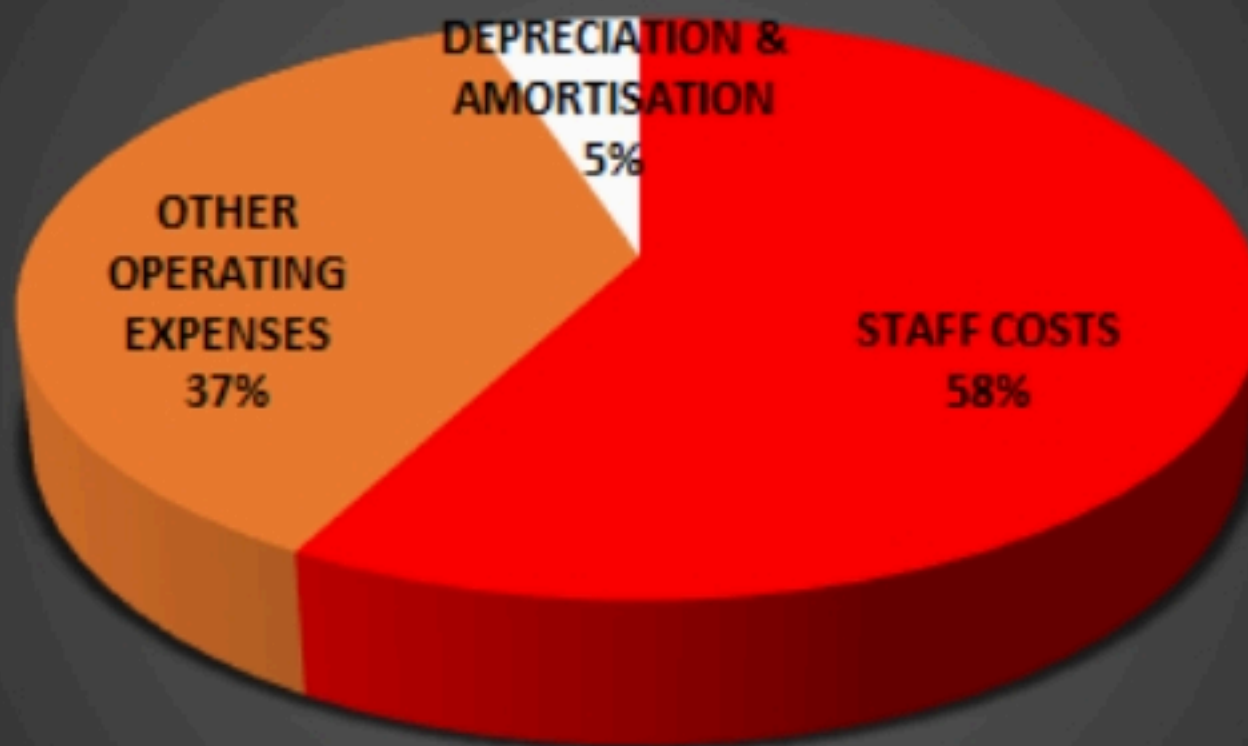
# 2019 FINANCIAL SNAPSHOT

## OUR REVENUE FOR 2019



■ SERVICES AND GOODS ■ OTHER INCOME

## OUR EXPENSES FOR 2019



■ STAFF COSTS ■ OTHER OPERATING EXPENSES ■ DEPRECIATION & AMORTISATION



# 2019 FINANCIAL POSITION STATEMENT

## FINANCIAL SNAPSHOT

Source: 2019 Audited Financial Statements

REVENUE	
SERVICES AND GOODS	97%
OTHER INCOME	3%
OPERATING EXPENSES	
STAFF COSTS	58%
OTHER OPERATING EXPENSES	37%
DEPRECIATION & AMORTISATIC	5%

## STATEMENT OF ACTIVITIES

REVENUE	2019	2018
SERVICES AND GOODS	195,533	326,081
OTHER INCOME	6,504	51,757
<b>TOTAL REVENUE</b>	<b>202,037</b>	<b>377,838</b>
EXPENSES		
COST OF SALES	7,979	12,358
DEPRECIATION & AMORTISATIC	14,484	105,289
STAFF COSTS	166,783	148,580
OTHER OPERATING EXPENSES	99,212	292,168
<b>TOTAL EXPENSES</b>	<b>288,458</b>	<b>558,395</b>
<b>INCREASE IN LOSS</b>	<b>- 86,421</b>	<b>- 180,557</b>
<b>ACCUMULATED LOSSES AT BEG</b>	<b>- 978,047</b>	<b>- 797,490</b>
<b>ACUUMULATED LOSSES AT ENC</b>	<b>- 1,064,468</b>	<b>- 978,047</b>

## STATEMENT OF FINANCIAL POSITION

ASSETS	2019	2018
PROPERTY AND EQUIPMENT	928	3,279
FRANCHISE FEE	19,140	31,273
TRADE RECEIVABLES	1,300	10,226
OTHER RECEIVABLES	4,250	-
CASH AND BANK	50,580	20,188
<b>TOTAL ASSETS</b>	<b>76,198</b>	<b>64,966</b>
LIABILITIES		
OTHER PAYABLES	60,744	631,922
ACCRUALS	23,677	7,768
AMOUNT DUE TO DIRECTORS	33,323	3,323
<b>TOTAL LIABILITIES</b>	<b>117,744</b>	<b>643,013</b>
NET LIABILITIES		
SHARE CAPITAL	1,022,922	400,000
ACCUMULATED LOSSES	- 1,064,468	- 978,047
<b>TOTAL NET LIABILITIES</b>	<b>- 41,546</b>	<b>- 578,047</b>
<b>TOTAL LIABILITIES AND NET LIA</b>	<b>76,198</b>	<b>64,966</b>



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