DKT International Annual Report 2013

Changing Lives through Social Marketing
In 2012, DKT programs delivered 25 million Couple Years of Protection (the amount of contraceptive protection needed for one couple for one year) through the social marketing and franchising of family planning products and services. Our efforts prevented 8.2 million unwanted pregnancies, 14,000 maternal deaths, and 2.6 million unsafe abortions.

The cost to donors, including DKT’s own discretionary funds, was less than $3 for each couple for the year. This is possible because our program clients pay for a significant portion of the contraceptives they buy from us. In some countries customers pay 100% (an average of $6 per year); in poor countries like Ethiopia customers pay about $1, with donors picking up the rest. All together, our customers chipped in 70% of the product and distribution costs of their contraceptives.

These numbers also reflect the improved lives of millions of people who are now making choices about how and when to have children. We believe that having this choice is a fundamental right, with positive repercussions for families and communities.

In 2012, we established new programs in Pakistan and Nigeria, the sixth and seventh largest countries in the world. Those two countries also hold a significant portion of the world’s women with unmet need for family planning. Our Pakistan program managed to produce 25,000 CYPs in just two months of sales in 2012. DKT Nigeria is gearing up.

We are providing safe abortion on an increasing scale, especially medical abortion. In 2012, our sales of misoprostol increased to more than 16 million tablets and the mifepristone/misoprostol combination kits to more than 700,000 which, together, resulted in 1.7 million safe abortions.

Many of our programs use social media, including Mozambique (which uses Facebook to reach women), and Ghana and India (which use Twitter to promote their products). Brazil has a website where people use GPS to share their condom experiences and locations as part of a contest. Ethiopia marked the first anniversary of a website which provides university students with information on reproductive health. By April 2013, it had 49,000 members.

These results would not have been possible without the dedication and hard work of our 1,800 employees, our many partners and our donors. We thank them and look forward to collaborating again to bring good health to even more people in 2013.

Sincerely,

Philip D. Harvey
President, DKT International
Provided
25 MILLION+
COUPLE YEARS OF
PROTECTION IN
18 COUNTRIES

Sold
600 MILLION+
Male & Female Condoms

Delivered
18 MILLION+
Long-Lasting Contraceptive
Methods (IUDs, Injectables,
Implants, Sterilizations)

Most Couple Years of Protection:
INDONESIA (6.8 million+)

Most IUDs Sold:
EGYPT (348,260)

Highest
Contribution
to Total CPR
in Country:
ETHIOPIA (39%)

Poorest Country:
DR CONGO ($320 per capita)

Sold
78 MILLION+
Oral & Emergency
Contraceptives

Prevented
8.2 MILLION+
Unwanted Pregnancies

Prevented
2.6 MILLION
Unsafe Abortions

Prevented
14,000+
Maternal Deaths

Prevented
77,000+
Child Deaths

Most Clinics with Clients
Generated from Facebook:
MOZAMBIQUE (12 clinics)

Newest Programs:
PAKISTAN & NIGERIA (2012)

Newest Facebook Product Page:
GHANA (Fiesta Condoms)

DKT gratefully acknowledges the work of MSI and the
Impact 2 Model in the analysis of our impact data.

DKT Board:

Philip D. Harvey, Founder and President, DKT International
Tim Black, Founder, Marie Stopes International
Robert Cizewski, Former Executive Director, Population Services International
Dana Hovig, Chief Executive, Marie Stopes International
Christopher Purdy, Executive Vice President, DKT International
Julie Stewart, Founder and President, Families Against Mandatory Minimums

DKT Senior Leadership:

Brazil, Daniel Marun
China (Shanghai), Jimmy Cai
China (Beijing), Neil Schmid
DR Congo, Sandra Gass
Egypt, Ashraf Fouad
Ethiopia, Andrew Piller
Ghana, Mary Aikenhead
India (Janani), Don Douglas
India (Mumbai), Collin Dick
Indonesia, Todd Callahan
Malaysia, R. Thetchanamoorthy
Mexico, Karina de la Vega
Morocco, Maurice Kupfer
Mozambique, Ambrose K. Alagiri
Nigeria, Dimos Sakellaridis
Pakistan, Juan Enrique Garcia
Philippines, Patrick Louvel
Sudan, Rory Harrington
Thailand, Robert Padua
Turkey, Yakup Aydogan
Vietnam, Michael Evans
## DKT INTERNATIONAL, INC. COMBINED STATEMENTS OF ACTIVITIES
### Year Ended December 31, 2011

### Revenue, Gains and Other Support

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions (individuals, foundation and corporations)</td>
<td>$19,812,837</td>
</tr>
<tr>
<td>Grant and contract revenue</td>
<td>$18,868,021</td>
</tr>
<tr>
<td>Gross receipts program revenue (contraceptive sales and related services)</td>
<td>$93,060,633</td>
</tr>
<tr>
<td>Interest income</td>
<td>$756,554</td>
</tr>
<tr>
<td>Dividend income</td>
<td>$1,203,293</td>
</tr>
<tr>
<td>Royalty income</td>
<td>$122,618</td>
</tr>
<tr>
<td>Foreign currency translation gain</td>
<td>$232,682</td>
</tr>
<tr>
<td>Realized gain on sale of investments</td>
<td>$248,693</td>
</tr>
<tr>
<td>Gain on sale of assets</td>
<td>$78,589</td>
</tr>
<tr>
<td>Unrealized gain on investments</td>
<td>$2,329,040</td>
</tr>
<tr>
<td>Other income</td>
<td>$718,269</td>
</tr>
<tr>
<td><strong>TOTAL, REVENUE, GAINS AND OTHER SUPPORT</strong></td>
<td><strong>$137,431,229</strong></td>
</tr>
</tbody>
</table>

### Expenses and Losses

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td></td>
</tr>
<tr>
<td>Cost of sales and expenses (sale of contraceptives)</td>
<td>$54,176,553</td>
</tr>
<tr>
<td>Other program expenses</td>
<td>$73,600,721</td>
</tr>
<tr>
<td>Supporting services</td>
<td></td>
</tr>
<tr>
<td>Management and general</td>
<td>$1,953,373</td>
</tr>
<tr>
<td>Fund-raising</td>
<td>$463,382</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$130,194,029</strong></td>
</tr>
<tr>
<td>Loss on disposition of assets</td>
<td>$25,131</td>
</tr>
<tr>
<td>Foreign currency translation loss</td>
<td>$2,435,769</td>
</tr>
<tr>
<td>Realized loss on sale of investments</td>
<td>$1,044,010</td>
</tr>
<tr>
<td>Unrealized loss on valuation of inventory</td>
<td>$3,499,538</td>
</tr>
<tr>
<td>Unrealized loss on investments</td>
<td>$1,067,651</td>
</tr>
<tr>
<td><strong>TOTAL LOSSES</strong></td>
<td><strong>$8,072,099</strong></td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES AND LOSSES</strong></td>
<td><strong>$138,266,128</strong></td>
</tr>
</tbody>
</table>

### CHANGE IN NET ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>NET ASSETS AT BEGINNING OF YEAR</td>
<td>$109,347,841</td>
</tr>
<tr>
<td><strong>NET ASSETS AT END OF YEAR</strong></td>
<td><strong>$108,512,942</strong></td>
</tr>
</tbody>
</table>

DKT International gratefully acknowledges the generous support of the following organizations, foundations, and governments. DKT pledges to be worthy of their trust.

- Department for International Development (DFID) Britain [www.dfid.gov.uk](http://www.dfid.gov.uk)
- Irish Aid [www.irishaid.gov.ie](http://www.irishaid.gov.ie)
- KfW (German Development Bank) [www.kfw.de](http://www.kfw.de)
- Marie Stopes International [www.mariestopes.org.uk](http://www.mariestopes.org.uk)
- National AIDS Commission, Indonesia [www.aidsindonesia.or.id](http://www.aidsindonesia.or.id)
- National AIDS Control Organization (India) [www.nacoonline.org/NACO](http://www.nacoonline.org/NACO)
- Population Council [www.popcouncil.org](http://www.popcouncil.org)
- The Bill and Melinda Gates Foundation [www.gatesfoundation.org](http://www.gatesfoundation.org)
- The David and Lucile Packard Foundation [www.packard.org](http://www.packard.org)
- Ministry of Foreign Affairs of the Netherlands [www.minbuza.nl](http://www.minbuza.nl)
- The William and Flora Hewlett Foundation [www.hewlett.org](http://www.hewlett.org)

Donations to DKT may be mailed or made online at [www.dktinternational.org](http://www.dktinternational.org)