



ETHIOPIA • SUDAN • DR CONGO • VIETNAM • MEXICO  
BRAZIL • THAILAND • CHINA • PHILIPPINES • INDIA • INDONESIA  
MALAYSIA • EGYPT • TURKEY • GHANA • MOROCCO  
MOZAMBIQUE • PAKISTAN • NIGERIA

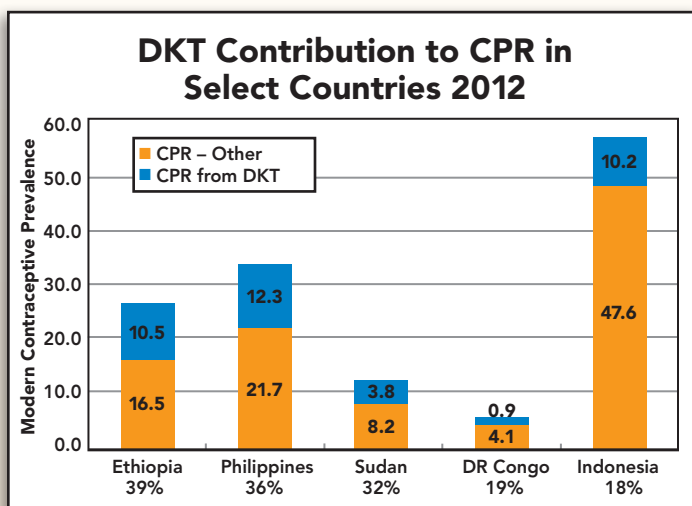
# DKT International Annual Report **2013**

*Changing Lives through  
Social Marketing*

# Letter from Phil Harvey

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)



*Philippines*

- 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)



*Ghana*



*Pakistan*

## DKT Board:

**Philip D. Harvey**, Founder and President, DKT International  
**Tim Black**, Founder, Marie Stopes International  
**Robert Cizsewski**, 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  
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**Turkey**, Yakup Aydogan  
**Vietnam**, Michael Evans



## **DKT INTERNATIONAL, INC. COMBINED STATEMENTS OF ACTIVITIES** **Year Ended December 31, 2011**

### **Revenue, Gains and Other Support**

Contributions (individuals, foundation and corporations)	\$19,812,837
Contributed goods and services	---
Grant and contract revenue	18,868,021
Gross receipts program revenue (contraceptive sales and related services)	93,060,633
Interest income	756,554
Dividend income	1,203,293
Royalty income	122,618
Foreign currency translation gain	232,682
Realized gain on sale of investments	248,693
Gain on sale of assets	78,589
Unrealized gain on investments	2,329,040
Other income	718,269

### **TOTAL, REVENUE, GAINS AND OTHER SUPPORT**

**137,431,229**

### **Expenses and Losses**

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

### **TOTAL EXPENSES AND LOSSES**

**138,266,128**

### **CHANGE IN NET ASSETS**

**(834,899)**

### **NET ASSETS AT BEGINNING OF YEAR**

**109,347,841**

### **NET ASSETS AT END OF YEAR**

**108,512,942**

## Donors

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

- **AusAID** [www.ausaid.gov.au](http://www.ausaid.gov.au)
- **Department for International Development (DFID)**
- **Britain** [www.dfid.gov.uk](http://www.dfid.gov.uk)
- **Government of India** [india.gov.in/govt.php](http://india.gov.in/govt.php)
- **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)
- **United Nations Population Fund**  
[www.unfpa.org](http://www.unfpa.org)
- **US Agency for International Development**  
[www.usaid.gov](http://www.usaid.gov)

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



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