

2014 DKT International Annual Report



Brazil, China, DR Congo, Egypt, Ethiopia, Ghana, India, Indonesia, Mexico, Mozambique, Myanmar, Nigeria, Pakistan, Philippines, Sudan, Tanzania, Thailand, Turkey and Vietnam

Social Marketing for a Better Life

dkt
INTERNATIONAL

Letter from Christopher Purdy

2013 was another excellent year for DKT.

We provided some 23.6 million couple years of protection, preventing an estimated 8 million unwanted pregnancies. We started new programs in Myanmar and Tanzania and now work in 19 countries that account for 60% of the world's population.

DKT continues to run a highly cost-efficient organization. With only seven employees in our DC offices, our headquarters cost is less

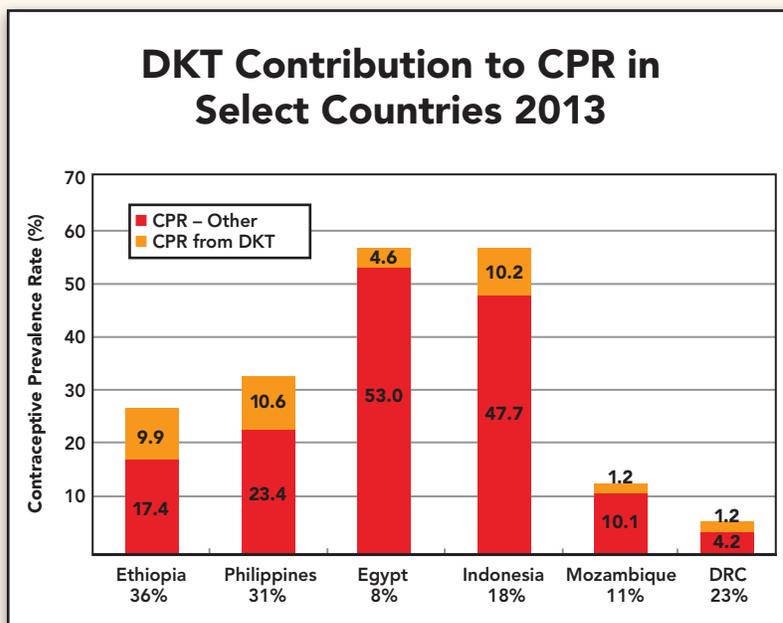
than 2% of our total operating budget. Even less (.2%) is spent on fundraising. Our decentralized structure means that valuable donor resources are put to work where they have the greatest impact — in our field operations.

It was my privilege and honor to take over the presidency of DKT on January 1, 2014 from Phil Harvey. I look forward to building on the strong foundations laid by Phil and to continuing his tradition of employing unorthodox approaches, taking risks on ideas and people, and focusing unrelentingly on results and performance.

I joined DKT in 1996, motivated by its mission to provide family planning products and services to people who need and want them. That mission continues to inspire me. But what makes DKT so unique and special is our culture — an ethos that is results-oriented, non-bureaucratic, adventurous and fun. It is this culture that has been instrumental to our success and will serve us well as we seek even greater health impact.

Our work would not be possible without the extraordinary talent of DKT's 1,800 employees worldwide, the generosity of our donors, and the trust of thoughtful partners in both the private and public sectors. We thank you for your support of and interest in DKT International.


Christopher Purdy
President



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DKT's 2013 Health Impact

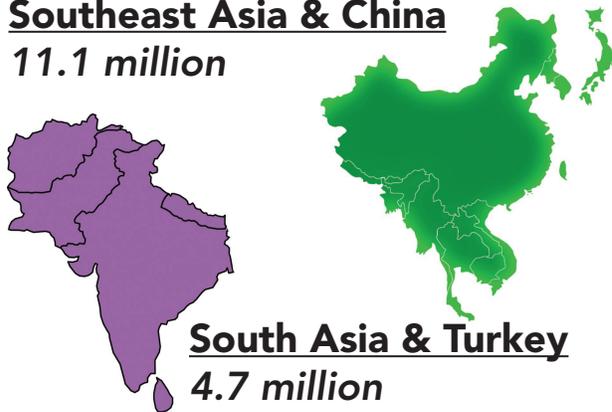
- **8.4 million** unwanted pregnancies averted
- **12,400** maternal deaths averted
- **68,700** child deaths averted
- **1.8 million** abortions averted



DKT's sales manager promotes Sutra condoms to a drugstore in Indonesia.

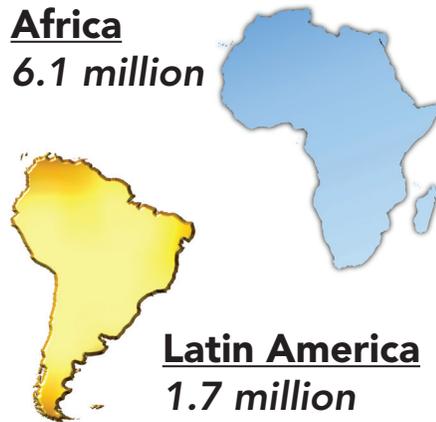
In 2013, DKT produced 23.6 million couple years of protection

Southeast Asia & China
11.1 million



South Asia & Turkey
4.7 million

Africa
6.1 million



Latin America
1.7 million

DKT Board:

Philip D. Harvey (Chairman),
Founder, DKT International

Tim Black, Founder,
Marie Stopes International

Robert Cizsewski,
Former Executive Director, PSI

Carlos Garcia, President,
Eng-Garcia Properties

Christopher Purdy,
President, DKT International

Julie Stewart, Founder and
President, Families Against
Mandatory Minimums

DKT Country Leadership:

Brazil, Dan Marun

China (Beijing),
Neil Schmid

China (Shanghai),
Jimmy Cai

DR Congo, Sandra Gass

Egypt, Ashraf Fouad

Ethiopia, Andrew Piller

Ghana, Kevin Hudson

India (Janani),
Don Douglas

India (Mumbai),
Collin Dick

Indonesia, Todd Callahan

Mexico, Karina de la Vega

Mozambique,
Marie Alix-Valensi

Myanmar, Hyam Bolande

Nigeria, Dimos Sakellaridis

Pakistan, Juan Enrique Garcia

Philippines, Patrick Louvel

Sudan, Rory Harrington

Tanzania, Raphael da Silva

Thailand, Robert Padua

Turkey, Yakup Aydogan

Vietnam, Michael Evans

DKT gratefully acknowledges the work of Marie Stopes International in the analysis of this impact data.

DKT's Audited Financial Statement

DKT INTERNATIONAL, INC. COMBINED STATEMENTS OF ACTIVITIES — Year Ended December 31, 2012

Revenue, Gains and Other Support

Contributions (individuals, foundations and corporations)	\$22,942,658
Contributed goods and services	---
Grant and contract revenue	21,984,188
Gross receipts program revenue (contraceptive sales and related services)	105,210,177
Interest income	777,161
Dividend income	1,269,920
Royalty income	70,578
Foreign currency translation gain	1,090,039
Realized gain on sale of investments	620,526
Gain on sale of assets	11,034
Unrealized gain on investments	5,713,640
Other income	1,591,683
TOTAL, REVENUE, GAINS AND OTHER SUPPORT	161,281,604

Expenses and Losses

Program services	
Cost of sales and expenses (sale of contraceptives)	55,095,313
Other program expenses	72,280,237
Supporting services	
Management and general	2,227,687
Fund-raising	260,157
TOTAL EXPENSES	129,863,394
Loss on disposition of assets	171,040
Foreign currency translation loss	11,485,347
Loss on worthless business venture	1,350,471
Realized loss on sale of investments	363,616
Unrealized loss on valuation of inventory	3,265,002
Unrealized loss on investments	306,906
TOTAL LOSSES	16,942,382
TOTAL EXPENSES AND LOSSES	146,805,776
CHANGE IN NET ASSETS	(14,475,828)
NET ASSETS AT BEGINNING OF YEAR	108,512,942
NET ASSETS AT END OF YEAR	122,988,770



Promoting Sensation condoms
in Ethiopia.



A trainer holds up an IUD in Ghana.

Donors

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

- **Bill & Melinda Gates Foundation**
www.gatesfoundation.org
- **David and Lucile Packard Foundation**
www.packard.org
- **Department for International Development (DFID)** www.dfid.gov.uk
- **Embassy of the Kingdom of the Netherlands**
www.minbuza.nl
- **Government of India** india.gov.in
- **Open Road Alliance** www.openroadalliance.org
- **United Nations Population Fund**
www.unfpa.org
- **U.S. Agency for International Development (USAID)** www.usaid.gov
- **U.S. Department of Defense (PEPFAR)**
www.pepfar.gov
- **William and Flora Hewlett Foundation**
www.hewlett.org

Donations to DKT may be mailed or made online at www.dktinternational.org



1701 K Street, NW, Suite 900, Washington, DC 20006 • Tel: 202-223-8780
Fax: 202-223-8786 • info@dktinternational.org • www.dktinternational.org

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