

# Combined Financial Statements and Supplementary Information

For The Year Ended December 31, 2019
(With Summarized Financial Information for the Year Ended December 31, 2018)

and
Report Thereon

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#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors of DKT International, Inc. and Affiliates

#### **Report on the Financial Statements**

We have audited the accompanying combined financial statements of DKT International, Inc. and Affiliates (collectively referred to as DKT), which comprise the combined statement of financial position as of December 31, 2019, and the related combined statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the combined financial statements.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these combined financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the combined financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditors' Responsibility

Our responsibility is to express an opinion on these combined financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the combined financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the combined financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the combined financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the combined financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the combined financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Continued



#### **Opinion**

In our opinion, the 2019 combined financial statements referred to above present fairly, in all material respects, the financial position of DKT International, Inc. and Affiliates as of December 31, 2019 and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

#### **Other Matters**

#### Report on the Summarized Financial Statements

We have previously audited DKT International, Inc. and Affiliates' 2018 financial statements, and in our report dated September 30, 2019, we expressed an unmodified audit opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2018, is consistent, in all material respects, with the audited combined financial statements from which it has been derived.

#### Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the combined financial statements as a whole. The supplementary combining schedules of financial position and activities are presented for purposes of additional analysis and are not a required part of the combined financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the combined financial statements. The information has been subjected to the auditing procedures applied in the audit of the combined financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the combined financial statements or to the combined financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the combined financial statements as a whole.

Washington, DC

September 21, 2020

Marcun LLP

### COMBINED STATEMENT OF FINANCIAL POSITION December 31, 2019

(With Summarized Financial Information as of December 31, 2018)

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|                                       | 2019           | 2018           |
|---------------------------------------|----------------|----------------|
| ASSETS                                |                |                |
| Cash and cash equivalents             | \$ 45,975,472  | \$ 39,778,174  |
| Grants and contributions receivable   | 23,686,830     | 31,868,746     |
| Trade receivables, net of allowance   | 52,099,645     | 45,583,880     |
| Inventory, net of allowance           | 41,833,503     | 34,035,049     |
| Prepaid expenses                      | 3,846,701      | 4,310,706      |
| Deferred tax asset                    | 2,036,416      | 2,080,398      |
| Investments                           | 108,910,236    | 91,359,555     |
| Other assets                          | 2,270,138      | 1,719,820      |
| Property and equipment, net           | 11,174,570     | 9,810,972      |
| TOTAL ASSETS                          | \$ 291,833,511 | \$ 260,547,300 |
| LIABILITIES AND NET ASSETS            |                |                |
| Liabilities                           |                |                |
| Accounts payable and accrued expenses | \$ 58,329,099  | \$ 46,364,430  |
| Refundable advances                   | 8,047,011      | 6,158,589      |
| Contract liabilities                  | 148,775        | 432,272        |
| Lines of credit and loans payable     | 14,517,125     | 14,087,248     |
| TOTAL LIABILITIES                     | 81,042,010     | 67,042,539     |
| Net Assets                            |                |                |
| Without donor restrictions            |                |                |
| Undesignated                          | 160,785,656    | 130,689,409    |
| Board-designated                      | 21,000,000     | 21,000,000     |
| board-designated                      | 21,000,000     | 21,000,000     |
| Total Without Donor Restrictions      | 181,785,656    | 151,689,409    |
| With donor restrictions               | 29,005,845     | 41,815,352     |
| TOTAL NET ASSETS                      | 210,791,501    | 193,504,761    |
| TOTAL LIABILITIES AND NET ASSETS      | \$ 291,833,511 | \$ 260,547,300 |

#### **COMBINED STATEMENT OF ACTIVITIES**

For the Year Ended December 31, 2019

(With Summarized Financial Information for the Year Ended December 31, 2018)

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|  |                               | 2019                       |                          | 2018   |
|--|-------------------------------|----------------------------|--------------------------|--|
|  | Without Donor<br>Restrictions | With Donor<br>Restrictions | Total                    | Total  |
| REVENUE AND SUPPORT  | <b>*</b>                      | •                          | <b>*</b>                 | <b>*</b> * * * * * * * * * * * * * * * * * * |
| Sales, net of discounts  | \$ 162,657,141                | \$ -                       | \$ 162,657,141           | \$ 144,903,304                               |
| Grants and contributions Investment income (loss)                        | 39,671,437<br>23,717,413      | 21,071,753                 | 60,743,190<br>23,717,413 | 54,771,608<br>(4,096,384)                    |
| Other income   | 942,756                       | _                          | 942,756                  | (4,090,384)<br>775,404                       |
| Net assets released from restriction:                                    | 542,750                       |                            | 342,730                  | 770,404                                      |
| Satisfaction of program restrictions                                     | 31,969,977                    | (31,969,977)               | _                        | _  |
| Satisfaction of time restrictions  | 1,911,283                     | (1,911,283)                | -                        | -  |
|  |                               |                            |                          |  |
| TOTAL REVENUE  |                               |                            |                          |  |
| AND SUPPORT  | 260,870,007                   | (12,809,507)               | 248,060,500              | 196,353,932                                  |
| EXPENSES AND LOSSES Program Services:                                    |                               |                            |                          |  |
| Education and reproductive health  | 225,990,440                   | -                          | 225,990,440              | 212,134,147                                  |
| ·  | · · · ·                       |                            |                          |  |
| Total Program Services   | 225,990,440                   |                            | 225,990,440              | 212,134,147                                  |
| Supporting Services:   | 4 000 000                     |                            | 4 000 000                | 0.040.744                                    |
| Management and general   | 4,060,063                     | -                          | 4,060,063                | 3,240,744                                    |
| Development and fundraising  | 540,618                       |                            | 540,618                  | 501,772                                      |
| Total Supporting Services  | 4,600,681                     |                            | 4,600,681                | 3,742,516                                    |
| TOTAL EXPENSES   | 230,591,121                   |                            | 230,591,121              | 215,876,663                                  |
| Foreign currency exchange (gains) losses<br>Loss from close of affiliate | (680,015)                     | -                          | (680,015)                | 5,033,515<br>8,090,574                       |
| TOTAL EXPENSES AND LOSSES  | 229,911,106                   |                            | 229,911,106              | 229,000,752                                  |
| Change in net assets before foreign currency translation                 | 30,958,901                    | (12,809,507)               | 18,149,394               | (32,646,820)                                 |
| Foreign currency translation (loss) gain                                 | (862,654)                     |                            | (862,654)                | 2,719,355                                    |
| CHANGE IN NET ASSETS   | 30,096,247                    | (12,809,507)               | 17,286,740               | (29,927,465)                                 |
| NET ASSETS, BEGINNING OF YEAR  | 151,689,409                   | 41,815,352                 | 193,504,761              | 223,432,226                                  |
| NET ASSETS, END OF YEAR  | \$ 181,785,656                | \$ 29,005,845              | \$ 210,791,501           | \$ 193,504,761                               |

#### **COMBINED STATEMENT OF FUNCTIONAL EXPENSES**

For the Year Ended December 31, 2019

(With Summarized Financial Information for the Year Ended December 31, 2018)

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|   | Program<br>Services               | Supporting Services          |                                   |                           |                |                |
|---|-----------------------------------|------------------------------|-----------------------------------|---------------------------|----------------|----------------|
|   | Education and Reproductive Health | Management<br>and<br>General | Development<br>and<br>Fundraising | Total Supporting Services | 2019<br>Total  | 2018<br>Total  |
| Cost of goods sold – products                 | \$ 95,475,219                     | \$ -                         | \$ -                              | \$ -                      | \$ 95,475,219  | \$ 84,612,085  |
| Salaries and fringe benefits                  | 43,006,020                        | 2,679,540                    | 536,244                           | 3,215,784                 | 46,221,804     | 40,122,977     |
| Advertising and promotion                     | 36,036,250                        | -                            | -                                 | -                         | 36,036,250     | 42,209,501     |
| Professional fees                             | 11,525,238                        | 926,350                      | 4,374                             | 930,724                   | 12,455,962     | 11,335,473     |
| Travel and related expenses                   | 10,625,712                        | 99,314                       | -                                 | 99,314                    | 10,725,026     | 10,023,180     |
| Rent  | 6,404,448                         | 87,414                       | -                                 | 87,414                    | 6,491,862      | 5,099,717      |
| Trainings, meetings and conferences           | 4,060,038                         | 22,019                       | -                                 | 22,019                    | 4,082,057      | 3,357,480      |
| Contribution, outreach and grants to partners | 3,051,953                         | -                            | -                                 | -                         | 3,051,953      | 2,233,327      |
| Depreciation and amortization                 | 2,890,279                         | 5,365                        | -                                 | 5,365                     | 2,895,644      | 2,608,223      |
| Office expenses                               | 2,243,657                         | 210,403                      | -                                 | 210,403                   | 2,454,060      | 2,279,053      |
| Licenses and taxes                            | 2,035,480                         | 7,864                        | -                                 | 7,864                     | 2,043,344      | 1,431,477      |
| Product development                           | 1,901,882                         | -                            | -                                 | -                         | 1,901,882      | 1,475,023      |
| Income tax provision                          | 1,897,760                         | -                            | -                                 | -                         | 1,897,760      | 561,082        |
| Telephone, facsimile and utilities            | 1,427,075                         | 18,336                       | -                                 | 18,336                    | 1,445,411      | 1,290,885      |
| Interest                                      | 1,359,743                         | 121                          | -                                 | 121                       | 1,359,864      | 1,077,964      |
| Repairs and maintenance                       | 591,083                           | -                            | -                                 | -                         | 591,083        | 638,456        |
| Bank charges                                  | 496,496                           | 3,237                        | -                                 | 3,237                     | 499,733        | 495,616        |
| Obsolete inventory expense                    | 411,246                           | -                            | -                                 | -                         | 411,246        | 641,801        |
| Bad debt                                      | 387,554                           | -                            | -                                 | -                         | 387,554        | 1,293,989      |
| Other   | 163,307                           | 100                          |                                   | 100                       | 163,407        | 3,089,354      |
| TOTAL FUNCTIONAL EXPENSES                     | \$ 225,990,440                    | \$ 4,060,063                 | \$ 540,618                        | \$ 4,600,681              | \$ 230,591,121 | \$ 215,876,663 |

#### **COMBINED STATEMENT OF CASH FLOWS**

#### For the Year Ended December 31, 2019

(With Summarized Financial Information for the Year Ended December 31, 2018)

|   | 2019          | 2018            |
|---|---------------|-----------------|
| CASH FLOWS FROM OPERATING ACTIVITIES  |               |                 |
| Change in net assets  | \$ 17,286,740 | \$ (29,927,465) |
| Adjustments to reconcile change in net assets to net cash                   |               |                 |
| (used in) provided by operating activities:                                 |               |                 |
| Change in provision for doubtful trade receivables                          | (1,002,667)   | 778,961         |
| Bad debt  | 387,554       | 1,293,989       |
| Change in discount for present value of grants and contributions receivable | (110,723)     | 53,129          |
| Change in allowance for obsolete inventory                                  | 26,856        | 51,805          |
| Realized gains on sales of investments                                      | (5,682,946)   | (7,187,441)     |
| Unrealized (gains) losses on investments                                    | (15,520,252)  | 14,621,865      |
| Depreciation and amortization   | 2,895,644     | 2,608,223       |
| Change in discount for present value of loan payable                        | 511,283       | 486,399         |
| Changes in assets and liabilities:  |               |                 |
| Grants and contributions receivable   | 8,292,639     | 6,522,355       |
| Trade receivables   | (5,900,652)   | (7,572,311)     |
| Inventory   | (7,825,310)   | (3,647,937)     |
| Prepaid expenses  | 464,005       | (382,002)       |
| Deferred tax asset (liability)  | 43,982        | (324,838)       |
| Other assets  | (550,318)     | (329,121)       |
| Accounts payable and accrued expenses                                       | 11,964,669    | 6,161,404       |
| Refundable advances   | 1,888,422     | (2,595,411)     |
| Contract liabilities  | (283,497)     | 432,272         |
| NET CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES                         | 6,885,429     | (18,956,124)    |
| CASH FLOWS FROM INVESTING ACTIVITIES  |               |                 |
| Purchases of investments  | (19,697,865)  | (28,866,723)    |
| Proceeds from sales of investments  | 23,350,382    | 33,027,523      |
| Purchases of property and equipment   | (4,259,242)   | (3,329,303)     |
| Proceeds from sales of property and equipment                               |               | 219,920         |
| NET CASH (USED IN) PROVIDED BY INVESTING ACTIVITIES                         | (606,725)     | 1,051,417       |
| CASH FLOWS FROM FINANCING ACTIVITIES  |               |                 |
| Proceeds from lines of credit and loans payable                             | 1,112,114     | 1,834,526       |
| Repayments of lines of credit and loans payable                             | (1,193,520)   | (477,680)       |
| NET CASH (USED IN) PROVIDED BY FINANCING ACTIVITIES                         | (81,406)      | 1,356,846       |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS                        | 6,197,298     | (16,547,861)    |

The accompanying notes are an integral part of these combined financial statements.

39,778,174

848,579

1,221,882

\$ 45,975,472

56,326,035

591,564

925,791

\$ 39,778,174

\$

\$

CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR

CASH AND CASH EQUIVALENTS, END OF YEAR

SUPPLEMENTAL CASH FLOW INFORMATION

Interest paid

Income taxes paid

#### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

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1. Organization and Summary of Significant Accounting Policies

#### **Organization**

DKT International, Inc. is a nonprofit corporation organized in 1984 in the United States for the purpose of designing and implementing family planning projects in developing countries. DKT International, Inc. and its affiliates (collectively referred to as DKT) direct social marketing programs mainly in developing countries but have also expanded to sell products in developed countries. DKT is one of the world's largest providers of family planning, HIV/AIDS prevention and safe abortion products and services. All activities of DKT are funded primarily from product sales and from grants and contributions.

#### **Basis of Accounting and Presentation**

The accompanying combined financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (GAAP).

#### **Principles of Combination**

The combined financial statements include the accounts of DKT International, Inc. and its affiliates and related parties as follows:

| Country                            | Full Name  | Short Name   |
|------------------------------------|--|--|
| Argentina                          | DKT Argentina S.A.                                 | South America Group                                      |
| Bolivia                            | DKT Bolivia S.A.                                   | South America Group                                      |
| Brazil                             | DKT DO Brasil Produtos De Uso<br>Pessoal Ltda.     | South America Group                                      |
| Chile                              | DKT Chile  | South America Group                                      |
| Colombia                           | DKT Colombia S.A.S.                                | South America Group                                      |
| Ecuador                            | DKT Ecuador S.A.                                   | South America Group                                      |
| Paraguay                           | DKT Paraguay                                       | South America Group                                      |
| Panama                             | DKT South America Holding Inc.                     | South America Group                                      |
| Peru                               | DKT Peru   | South America Group                                      |
| Uruguay                            | SYB Salud y Belleza<br>Internacional S.A.          | South America Group                                      |
| Uruguay                            | DKT Uruguay S.A.                                   | South America Group                                      |
| Democratic<br>Republic<br>of Congo | DKT DR Congo                                       | DR Congo   |
| Egypt                              | DKT Egypt  | Egypt Group  |
| Egypt                              | DKT Limited Liability Company                      | Egypt Group  |
| Ethiopia                           | Dink Kistet Letena                                 | Ethiopia   |
| Ghana                              | DKT International Inc. Ghana                       | Ghana/Anglophone<br>West Africa Group<br>(AWA Group)     |
| Liberia<br>Sierra Leone<br>India   | DKT International Inc. Liberia Sierra Leone Janani | Ghana/AWA Group<br>Ghana/AWA Group<br>India Janani Group |
| India<br>India                     | Janani Family Care Private Limited<br>DKT India    | India Janani Group<br>India Mumbai Group                 |

#### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

1. Organization and Summary of Significant Accounting Policies (continued)

#### **Principles of Combination (continued)**

| Country        | Full Name  | Short Name           |
|----------------|--|----------------------|
| India          | DKT Healthcare India Private Ltd                         | India Mumbai Group   |
| Indonesia      | Yayasan DKT Indonesia                                    | Indonesia Group      |
| Indonesia      | PT DKT International                                     | Indonesia Group      |
| Indonesia      | PT. Dharmendra Kumar Tiyagi                              | Indonesia Group      |
|                | Indonesia  | •                    |
| Mexico         | DKT de Mexico S.A. de C.V.                               | Mexico               |
| Mozambique     | DKT Mozambique, Limitada                                 | Mozambique           |
| Myanmar        | DKT International Inc. Myanmar Branch                    | Myanmar Group        |
| Myanmar        | Modern Choice Experts Co. Ltd.                           | Myanmar Group        |
| Nigeria        | Deep K. Tyagi Foundation Nigeria                         | Nigeria              |
| Pakistan       | DKT Pakistan (Private) Limited                           | Pakistan             |
| Philippines    | DKT Philippines, Inc                                     | Philippines Group    |
| Philippines    | DKT Reproductive Health, Inc.                            | Philippines Group    |
| Philippines    | HealthSense, Inc.  | Philippines Group    |
| Philippines    | DKT Health, Inc.   | Philippines Group    |
| Philippines    | DKT Regional Operating Headquarters                      | Philippines Group    |
| Singapore      | Asia Reproductive Health Supply PTE. Ltd *               | Phliippines Group    |
| Tanzania       | DKT International Tanzania Limited                       | Tanzania Group       |
| Tanzania       | DKT International Tanzania                               | Tanzania Group       |
| Iran           | DKT International Segal Company                          | Turkey Group         |
| Turkey         | DKT International Istanbul Saglik                        | Turkey Group         |
|                | Urunleri Ithalat Ticaret Ltd. Sirketi                    |                      |
| Cameroon       | DKT International Cameroon SUARL                         | West and Central     |
|                |  | Africa Group         |
| Cote D'Ivoire  | DKT International Cote D'Ivoire                          | West and Central     |
|                | SUARL  | Africa Group         |
| Senegal        | DKT International Senegal SUARL                          | West and Central     |
| -              | -  | Africa Group         |
| Vietnam        | Representative Office of DKT International Inc. in Hanoi | Vietnam Group        |
| Viotnom        |  | Viotnam Craun        |
| Vietnam        | DKT International – Vietnam Office                       | Vietnam Group        |
| Kenya          | DKT Healthcare International Limited                     | Kenya & Uganda Group |
| Uganda         | DKT Healthcare International Uganda Limited              | Kenya & Uganda Group |
| United Kingdom | WomanCare Global Trading CIC                             | United Kingdom Group |
| France         | DKT WomanCare Global Services                            | United Kingdom Group |
| United Kingdom | DKT International Foundation UK                          | United Kingdom Group |
| United States  | FemHealth USA Inc.                                       | United States        |

<sup>\*</sup> Asia Reproductive Health Supply PET. LTD is a new legal entity established in Singapore in July 2019.

#### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

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1. Organization and Summary of Significant Accounting Policies (continued)

#### **Principles of Combination (continued)**

Such combined reporting most accurately reflects the common charitable activities of DKT International, Inc. and its affiliates and related parties. All intercompany accounts between DKT International Inc. and its affiliates and related parties have been eliminated in combination.

#### **Cash and Cash Equivalents**

DKT considers all cash and other highly liquid investments with initial maturities of three months or less to be cash and cash equivalents. Cash and cash equivalents that are specifically held for investment purposes are reported as investments.

#### Receivables

DKT uses the allowance method to record potentially uncollectible receivables. The allowance for doubtful accounts is determined based upon a periodic review of receivable balances, including the age of the balance and the historical experience with the debtor.

#### **Inventory**

Inventory consists primarily of condoms and contraceptives held for distribution or resale and is valued at the lower of cost and net realizable value. Inventory also includes goods in transit free on board (FOB) shipping point. Inventories are primarily maintained on the first-in, first-out method.

#### **Investments**

Investments consist of mutual funds, equities, exchange-traded and closed-end funds, money market funds, unit investment trusts and certificates of deposit and are recorded in the accompanying combined statement of financial position at fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

#### **Fair Value Measurement**

In accordance with the accounting standards for fair value measurement for those assets and liabilities that are measured at fair value on a recurring basis, DKT has categorized its applicable financial instruments into a required fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the financial instruments fall within different levels of the hierarchy, the categorization is based on the lowest-level input that is significant to the fair value measurement of the instrument.

Applicable financial assets and liabilities are categorized based on the inputs to the valuation techniques as follows:

Level 1 – Financial assets and liabilities whose values are based on unadjusted quoted prices in an active market that DKT has the ability to access.

Level 2 – Financial assets and liabilities whose values are based on quoted prices in markets that are not active or model inputs that are observable, either directly or indirectly, for substantially the full term of the asset or liability.

#### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

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1. Organization and Summary of Significant Accounting Policies (continued)

#### **Fair Value Measurement (continued)**

Level 3 – Financial assets and liabilities whose values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement. These inputs reflect management's own assumptions about the assumptions a market participant would use in pricing the asset or liability.

#### **Property and Equipment and Related Depreciation and Amortization**

Property and equipment are stated at cost. Capitalized items must have a cost basis of greater than \$5,000 and an economic life in excess of one year. Depreciation and amortization are provided on a straight-line basis over the estimated useful lives of the assets. The estimated useful lives for property and equipment are as follows:

Vehicles3 to 5 yearsOffice furnishings and equipment3 to 5 yearsSoftware3 yearsBuilding20 years

Leasehold improvements

Shorter of remaining term of lease or useful life

Expenditures for major additions, renewals and improvements are capitalized; expenditures for repairs and maintenance are expensed when incurred. Upon the retirement or disposal of assets, the cost and accumulated depreciation and amortization are eliminated from the accounts and the resulting gain or loss is reflected in the accompanying combined statement of activities.

#### **Impairment of Long-Lived Assets**

DKT reviews its property for impairment whenever events or changes in circumstances indicate that the carrying value of an asset may not be recoverable. If the fair value is less than the carrying amount of the asset, an impairment loss is recognized for the difference. As of December 31, 2019, DKT has not recognized an impairment loss.

#### **Classification of Net Assets**

DKT's net assets are reported as follows:

Net assets without donor restrictions represent the portion of expendable funds that are
available for any purpose in performing the primary objectives of DKT at the discretion
of DKT's management and the Board of Directors (the Board). From time to time, the
Board designates a portion of these net assets for specific purposes, which makes them
unavailable for use at management's discretion. The Board has designated \$21,000,000
of net assets without donor restrictions to serve as a working capital reserve to secure
DKT's long-term financial viability.

#### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

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1. Organization and Summary of Significant Accounting Policies (continued)

#### **Classification of Net Assets (continued)**

 Net assets with donor restrictions represent funds that are specifically restricted by donors for use in various programs and/or for a specific period of time. These donor restrictions can be temporary in nature in that they will be met by actions of DKT or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated that the funds be maintained in perpetuity. As of December 31, 2019, DKT had no net assets with donor restrictions that are required to be maintained in perpetuity.

#### Revenue and Support Recognition

DKT reports unconditional gifts of cash and other assets as having donor restrictions if they are received with donor stipulations that limit the use of the donated assets. When a stipulated time restriction ends or purpose of a restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the combined statement of activities as net assets released from restrictions.

Unconditional grants and contributions are recognized as revenue and support when the donor has made an unconditional promise to contribute funds to DKT in future periods. Unconditional grants and contributions are recorded at their net realizable value, if expected to be collected in one year, or at their present value if expected to be collected in more than one year. DKT provides for probable uncollectible amounts through a provision for bad debt and an adjustment to an allowance based on its assessment on the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off. Conditional promises to give – that is, those with a measurable performance or other barrier and a right of return – are not recognized until the conditions on which they depend have been met. As of December 31, 2019, contributions approximating \$38,751,000 have not been recognized in the accompanying combined statement of activities because the condition(s) on which they depend have not yet been met.

A portion of DKT's revenue and support is derived from cost-reimbursable contracts and grants with government agencies and other organizations, which are conditioned upon certain performance requirements and/or the incurrence of allowable qualifying expenses. Amounts received are recognized as revenue and support when DKT has incurred expenditures in compliance with specific contract or grant provisions. Amounts received prior to incurring qualifying expenditures are reported as refundable advances in the accompanying combined statement of financial position. As of December 31, 2019, DKT has been awarded cost-reimbursable grants of \$52,484,684 that have not yet been recognized as revenue. As of December 31, 2019, DKT has yet to collect \$2,375,243 recognized under such cost-reimbursable grants which is included in grants and contributions receivable in the accompanying combined statement of financial position. Additionally, DKT has received advance payments of \$8,047,011 reported in the accompanying combined statement of financial position as refundable advances.

#### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

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Organization and Summary of Significant Accounting Policies (continued)

#### **Revenue and Support Recognition (continued)**

Sales revenue includes a single performance obligation related to the fulfillment of customer orders for the purchase of DKT's products including condoms, other contraceptives, medical equipment and other family planning products. The performance obligation is satisfied at the point in time when title to the product, ownership and risk of loss transfers to the customer, at which time DKT recognizes sales revenue. Sales, net of discounts, reflect transaction prices based on the selling list prices reduced by discounts including costs for trade promotional programs, consumer incentives and allowances, discounts associated with aged or potentially unsaleable products and net of taxes collected on behalf of governmental authorities. A provision for discount is recorded as a reduction of sales in the same period in which the revenue is recognized. Sales revenue received in advance of the fulfillment of customer orders are recorded as contract liabilities.

Other income includes profit from the sale of fixed assets, refunds of foreign exchange difference from banks, interest income and medical research income for certain services provided to other organizations. Revenue is recognized in the period in which the underlying activities occur.

#### **Translation of Foreign Currencies**

Foreign currency transactions and financial statements are translated into U.S. dollars at current exchange rates, except revenue and expenses that are translated at average exchange rates during each reporting period. Exchange gains and losses resulting from foreign currency transactions are included in the accompanying combined statement of activities, whereas adjustments resulting from translations of financial statements are reflected as a separate component of net assets.

#### **Functional Allocation of Expenses**

The costs of providing the various programs and other activities have been summarized on a functional basis in the accompanying statement of functional expenses. Expenses directly attributed to a specific functional area are reported as expenses of those functional areas, while shared costs that benefit multiple functional areas have been allocated among the various functional areas based on estimates determined by management to be equitable. Shared costs are allocated based on labor costs.

#### **Estimates**

The preparation of the combined financial statements in conformity with GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

#### **Recent Accounting Pronouncements**

In May 2014, Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers (Topic 606)*, which requires an entity to recognize revenue to depict the transfer of promised goods and services to customers in an

#### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

#### Organization and Summary of Significant Accounting Policies (continued)

#### **Recent Accounting Pronouncements (continued)**

amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods and services. DKT adopted ASU 2014-09 and related amendments on January 1, 2019, using the modified retrospective method and elected to apply the standard only to program service contracts that were not completed as of that date. The adoption of the standard did not impact DKT's results of operations or change in net assets.

In June 2018, FASB issued ASU 2018-08, *Not-for-Profit Entities (Topic 958)*, to clarify and improve the scope and the accounting guidance for contributions received and contributions made. ASU 2018-08 assists entities in evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) or as exchange (reciprocal) transactions, subject to other guidance, and determining whether a contribution is conditional. DKT adopted ASU 2018-08 on January 1, 2019, using the modified prospective basis and the adoption of the standard did not result in a material change to the financial statements or the timing of revenue recognition for DKT's grants.

In February 2016, FASB issued ASU 2016-02, *Leases (Topic 842)*, which is effective for fiscal years beginning after December 15, 2021. This standard requires lessees to record lease assets and liabilities on the statement of financial position for leases with terms of twelve months or more. DKT's management is evaluating the impact this will have on the financial statements beginning in fiscal year 2022.

#### 2. Grants and Contributions Receivable

Grants and contributions receivable as of December 31, 2019, were due as follows:

In less than one year \$19,041,775
In one to five years \$19,045,055

Total Grants and Contributions Receivable \$23,686,830

A discount in the amount of \$97,643 was recorded for multi-year pledges receivable for the year ended December 31, 2019. The discount rate used for the year ended December 31, 2019, was 1.58%. All amounts are deemed fully collectible.

#### 3. Trade Receivables

Trade receivables primarily consist of product sales and are reported net of a \$361,627 allowance for doubtful accounts as of December 31, 2019. As of December 31, 2019, South America Group's trade receivables of \$6,809,723 were used as collateral to the lines of credit disclosed in Note 7

#### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

#### 4. Inventory

DKT's inventory consisted of the following as of December 31, 2019:

| Condoms                                    | \$20,837,809        |
|--|---------------------|
| Other contraceptives                       | 14,816,650          |
| Medical equipment (MVA business)           | 3,614,680           |
| Other items                                | 2,566,758           |
| Goods in transit                           | <u>877,113</u>      |
| Total Inventory                            | 42,713,010          |
| Less: Allowance for Inventory Obsolescence | (879,507)           |
| Inventory, Net                             | <u>\$41,833,503</u> |

#### 5. Investments

Investments consisted of the following at December 31, 2019:

| Mutual funds                         | \$62,710,529         |
|--------------------------------------|----------------------|
| Equities                             | 26,830,799           |
| Exchange-traded and closed-end funds | 15,804,205           |
| Money market funds                   | 2,502,620            |
| Unit investment trusts               | 438,187              |
| Certificates of deposit              | 320,627              |
| Cash                                 | 303,269              |
| Total Investments                    | <u>\$108,910,236</u> |

Investment income is summarized as follows for the year ended December 31, 2019:

| Unrealized gains, net  | \$ 15,522,006       |
|------------------------|---------------------|
| Realized gains, net    | 5,696,366           |
| Interest and dividends | 2,499,176           |
| Investment fees        | <u>(135</u> )       |
| Investment Income, Net | <u>\$23,717,413</u> |

### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

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#### 6. Property and Equipment and Accumulated Depreciation and Amortization

Property and equipment consisted of the following as of December 31, 2019:

| Vehicles  | \$ 9,899,953         |
|---|----------------------|
| Office furnishings and equipment                | 6,075,218            |
| Land  | 3,195,172            |
| Leasehold improvements                          | 1,532,498            |
| Software  | 1,499,114            |
| Building  | 494,460              |
| Total Property and Equipment                    | 22,696,415           |
| Less: Accumulated Depreciation and Amortization | <u>(11,521,845</u> ) |
| Property and Equipment, Net                     | <u>\$11,174,570</u>  |

Depreciation and amortization expense totaled \$2,895,644 for the year ended December 31, 2019.

#### 7. Lines of Credit and Loans Payable

#### DKT International, Inc.:

On August 23, 2016, DKT International, Inc. obtained an unsecured loan from the Bill & Melinda Gates Foundation (the Foundation), a charitable trust that is a tax-exempt private foundation organized in the state of Washington. The purpose of the loan is to increase access and availability of quality, affordable and modern methods of contraception for those in need in developing countries, in furtherance of the exempt purposes of the Foundation. Interest on the loan accrues at a rate of 5% per annum and does not begin accruing until the fifth anniversary of the first disbursement. The loan will mature on December 31, 2025. As of December 31, 2019, the fair value of the loan at amortized cost using a discount rate of 5%, was \$9,604,722, net of the cumulative accretion of \$895,278 and principal payments totaling \$900,000 through December 31, 2019. The accretion of the loan using the effective interest method was \$511,283 and is included in interest expense on the accompanying combined statement of functional expenses.

#### South America Group:

South America Group has the following nine revolving lines of credit with four banks:

A line of credit was obtained on September 3, 2013, and matured on April 9, 2020. The line of credit totaled \$1,736,671, bore interest at 11.57% per annum and was secured by South America Group's trade receivables. As of December 31, 2019, the outstanding balance against this line of credit totaled \$745,529. This line of credit was renewed upon maturity and is now set to expire on December 7, 2020 with an interest rate of 9.08% per annum.

#### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

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#### 7. Lines of Credit and Loans Payable (continued)

South America Group (continued):

A second line of credit was obtained on August 22, 2016, with an automatic renewal. The total available under the line totaled \$595,430. Amounts drawn on the line bear interest at 22.42% per annum and are secured by South America Group's trade receivables. As of December 31, 2019, there was no outstanding balance on this line of credit. This line of credit automatically renewed at maturity and is now set to expire on September 21, 2020, under the same terms.

The third line of credit was obtained on December 11, 2018, and matured on June 9, 2020. The line of credit totaled \$744,288, bore interest at 8.33% per annum and was secured by South America Group's trade receivables. As of December 31, 2019, the outstanding balance against this line of credit totaled \$744,288. This line of credit renewed at maturity and is now set to expire on November 16, 2020, with an interest rate of 9.72% per annum.

The fourth line of credit was obtained on August 1, 2019, and matured on July 31, 2020. The line of credit totaled \$496,192, bore interest at 9.62% per annum and was secured by South America Group's cash and cash equivalents. As of December 31, 2019, the outstanding balance against this line of credit totaled \$198,477. The balance on this line of credit was paid, and it was not renewed after July 31, 2020.

The fifth line of credit was obtained on January 24, 2018, and matured on January 14, 2020. The line of credit totaled \$496,192, bore interest at 11.32% per annum and was secured by South America Group's cash and cash equivalents. As of December 31, 2019, the outstanding balance against this line of credit totaled \$62,909. The balance on this line of credit was paid, and it was not renewed after January 14, 2020.

The sixth line of credit was obtained on November 26, 2018, and matured on February 27, 2020. The line of credit totaled \$496,192, bore interest at 10.08% per annum and was secured by South America Group's cash and cash equivalents. As of December 31, 2019, the outstanding balance against this line of credit totaled \$175,028. The balance on this line of credit was paid, and it not renewed after February 27, 2020.

The seventh line of credit was obtained on October 15, 2019, and matured on April 7, 2020. The line of credit totaled \$700,000, bore interest at 5.37% per annum. Seventy percent and thirty percent of the loan balance was secured by South America Group's trade receivables and cash and cash equivalents, respectively. As of December 31, 2019, the outstanding balance against this line of credit totaled \$698,640. This line of credit was renewed at maturity and is now set to expire on October 2, 2020, with an interest rate of 8.95% per annum.

The eighth line of credit was obtained on December 20, 2019, and matured on June 22, 2020. The line of credit totaled \$1,100,000, bore interest at 3.88% per annum and was secured by the South America Group's trade receivables. As of December 31, 2019, the outstanding balance against this line of credit totaled \$1,100,000. The balance on this line of credit was paid, and it was not renewed after June 22, 2020.

#### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

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#### 7. Lines of Credit and Loans Payable (continued)

#### South America Group (continued):

The ninth line of credit was obtained on July 3, 2020, and will mature on June 28, 2021. The line of credit totals \$5,765,572, bears interest at 7.48% per annum and was secured by the DKT International's cash and cash equivalents. As of December 31, 2019, there was no outstanding balance against this line of credit.

South America Group has a business checking account credit limit obtained on December 6, 2019, and matured on February 4, 2020. As of December 31, 2019, the total credit limit was \$161,162 and bore interest at 123.95% per annum. As of December 31, 2019, there was no outstanding balance on this credit limit. This business checking account credit limit was unused and is scheduled to expire on October 4, 2020.

#### Philippines Group:

Philippines Group obtained a bank loan on December 28, 2015, that matures on December 28, 2020, totaling \$1,860,960, the proceeds of which were used to fund the purchase of land and a building for use as its office space. The loan is secured by the related office space, is payable in monthly installments and had an effective interest rate of 4.2% in 2019 subject to repricing every 30-180 days. As of December 31, 2019, the outstanding balance against this loan totaled \$1,187,532.

As of December 31, 2019, the outstanding balances on DKT's lines of credit and loans were scheduled to be paid as follows:

| For the Year Endi | ng<br>—                                    |                           |
|-------------------|--|---------------------------|
| 2020<br>2021      |  | \$ 7,119,511<br>1,643,126 |
| 2022              |  | 1,893,126                 |
| 2023<br>2024      |  | 1,843,126<br>1,393,126    |
| Thereafter        |  | 1,520,388                 |
| Total             | Payments                                   | 15,412,403                |
| Less              | Discount for Present Value of Loan Payable | (895,278)                 |
| Total             | Lines of Credit and Loans Payable          | <u>\$14,517,125</u>       |

Interest expense related to these agreements totaled \$1,359,864 for the year ended December 31, 2019. Of this amount, \$511,283 is related to the in-kind interest expense on the loan described under DKT International, Inc. above.

### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

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#### 8. Commitments, Risks and Concentrations

#### **Operating Lease**

DKT provides lodging for certain overseas project managers. Certain leases with terms greater than one year require that the total rent be paid upon the execution of the lease. In 20 foreign countries, DKT has rental commitments for lodging, furniture, warehouse space and office space, with terms generally ranging from three to 60 months. Two of the leases have terms of more than five years.

As of December 31, 2018, DKT leased its then headquarters office space in Washington, D.C., under a noncancelable operating lease, which was contracted to expire on August 31, 2020. The lease required monthly payments of \$11,356 through April 2018, with annual increases thereafter equal to 2.75% of the previous year's payment for the remainder of the lease. DKT was also responsible for its proportionate share of real estate taxes and operating and maintenance costs of the landlord.

On September 11, 2018, DKT signed a lease agreement for new headquarters office space effective March 15, 2019, which is set to expire on July 31, 2024. The agreement is with the same landlord as its prior headquarters office space. The landlord allowed DKT to end its prior lease agreement effective March 14, 2019, and no penalty fees were assessed for the early termination. Monthly rent under the new agreement is \$19,728 per month with annual escalations of 2.75%. DKT is also responsible for its proportionate share of real estate taxes and operating and maintenance costs of the landlord.

Future minimum lease payments under all leases are as follows:

| For the Year Ending  December 31,   |                 |
|-------------------------------------|-----------------|
| 2020                                | \$<br>3,865,775 |
| 2021                                | 1,886,966       |
| 2022                                | 850,574         |
| 2023                                | 523,237         |
| 2024                                | 463,489         |
| Thereafter                          | <br>924,013     |
| Total Future Minimum Lease Payments | \$<br>8.514.054 |

Rent expense for the year ended December 31, 2019, totaled \$6,491,862.

#### **Credit Risk**

DKT maintains its cash and cash equivalents at a number of financial institutions, where its aggregate balance may exceed, at times, the Federal Deposit Insurance Corporation (FDIC) insured limit of \$250,000 per depositor per institution. As of December 31, 2019, DKT had approximately \$13,480,000 composed of demand deposits, which exceeded the maximum limit insured by the FDIC by approximately \$13,125,000. DKT monitors the creditworthiness of these institutions and has not experienced any historical credit losses on its cash and cash equivalents.

#### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

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#### 8. Commitments, Risks and Concentrations (continued)

#### **Credit Risk (continued)**

DKT has offices in Asia, South America and Africa and maintains cash accounts in those offices. The future of these programs may be adversely affected by a number of potential factors, such as currency devaluations, terrorist activity or changes in the political climate. As of December 31, 2019, DKT had approximately \$32,495,000 of cash in its foreign offices.

#### **Major Donor**

For the year ended December 31, 2019, approximately 65% of DKT's grants and contributions were promised or received from three donors. Additionally, as of December 31, 2019, approximately 86% of grants and contributions receivable were due from three donors. Management of DKT has no reason to believe that its relationship with these donors will be discontinued in the foreseeable future.

#### Other

DKT is party to various legal actions and claims arising in the ordinary course of its business. DKT's management believes that their ultimate disposition will not have a material adverse effect on DKT's financial position or change in net assets.

#### 9. Availability and Liquidity

DKT regularly monitors liquidity required to meet its annual operating needs and other contractual commitments, while also striving to preserve the principal and return on the investment of its funds. DKT's financial assets available within one year of the combined statement of financial position date for general expenditures at December 31, 2019, were as follows:

| Cash and cash equivalents Grants and contributions receivable  | \$ 45,975,472<br>23,686,830 |
|--|-----------------------------|
| Trade receivables, net of allowance Investments  | 52,099,645<br>108,910,236   |
| Total Financial Assets Available Within One Year   | 230,672,183                 |
| Less:  |                             |
| Amounts unavailable for general expenditures within one year due to donor's restrictions               | (29,005,845)                |
| Trade receivables and cash equivalents restricted as collateral under line of credit agreements        | (5,094,042)                 |
| Amounts unavailable to management without Board approval: Board-designated for working capital reserve | (21,000,000)                |
| Financial Assets Available to Meet<br>General Expenditures Within One Year                             | <u>\$175,572,296</u>        |

#### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

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#### 9. Availability and Liquidity (continued)

DKT has various sources of liquidity at its disposal, including cash and cash equivalents, receivables and investments, which are available for general expenditures, liabilities and other obligations as they come due. Management is focused on sustaining the financial liquidity of DKT throughout the year. This is done through monitoring and reviewing DKT's cash flow needs on a weekly basis. As a result, management is aware of the cyclical nature of DKT's cash flow related to DKT's various funding sources and is therefore, able to ensure that there is cash available to meet current liquidity needs. As part of its liquidity plan, excess cash is invested in publicly traded investment vehicles, including mutual funds and equity securities. DKT can liquidate its investments anytime, and therefore the investments are available to meet current cash flow needs. Additionally, DKT has board-designated net assets that could be available for current operations with Board approval, if necessary.

#### 10. Net Assets

#### **Net Assets Without Donor Restrictions**

DKT's net assets without donor restrictions are composed of undesignated amounts and board-designated amounts for a working capital reserve. As of December 31, 2019, DKT's net assets without donor restrictions were as follows:

| Undesignated                                | \$ 160,785,656 |
|---|----------------|
| Board-designated                            | 21,000,000     |
| Total Net Assets Without Donor Restrictions | \$ 181 785 656 |

The board-designated net assets for a working capital reserve were instituted to provide funding for various strategic initiatives of DKT.

#### **Net Assets With Donor Restrictions**

As of December 31, 2019, net assets with donor restrictions were restricted for the following purposes or periods:

Subject to expenditure for specified purpose:

| Education and Reproductive Health: |                 |
|------------------------------------|-----------------|
| Global Increasing Contraceptives*  | \$<br>9,200,000 |
| DR Congo                           | 5,285,864       |
| Safe Choice Global                 | 5,003,405       |
| FP 2020 Global**                   | 3,771,650       |
| United Kingdom Group               | 1,989,124       |
| United States                      | 1,000,000       |
| Nigeria                            | 929,925         |
| India Mumbai Group                 | 428,116         |
| West & Central Africa Group        | 194,707         |

#### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

#### 10. Net Assets (continued)

#### **Net Assets With Donor Restrictions (continued)**

Subject to expenditure for specified purpose (continued):

Education and Reproductive Health (continued):

Ethiopia \$ 189,313

Myanmar Group 93,568

Headquarters – Liberty Project 24,895

Total Education and Reproductive Health 28,110,567

Total Subject to Expenditure for Specified Purpose 28,110,567

Subject to occurrence of specified events/passage of time:

Restricted for 2020-2021 895.278

Total Subject to Occurrence of Specified Events/

Passage of Time 895,278

Total Net Assets With Donor Restrictions \$29,005,845

- \* The Global Increasing Contraceptives funding is restricted for DR Congo, Ghana/AWA Group, Indonesia Group, India Janani Group, India Mumbai Group, Mozambique, Pakistan, Tanzania Group and West & Central Africa Group.
- \*\* The Family Planning (FP) 2020 Global funding is restricted for South America Group, DR Congo, Egypt Group, Ethiopia, India Janani Group, India Mumbai Group, Mexico, Mozambique, Myanmar Group, Nigeria, Pakistan, Philippines Group, Tanzania Group, West & Central Africa Group and Kenya & Uganda Group.

#### 11. Retirement Plan

DKT maintains a tax-sheltered annuity plan according to the terms of Internal Revenue Code (IRC) Section 403(b). All eligible U.S. employees may contribute a portion of their annual compensation to the plan in accordance with plan provisions. These contributions are made on a tax-deferred basis under a salary-reduction agreement. In addition, DKT contributes up to a maximum of 10% of each participant's salary to the plan. DKT's contribution to this plan totaled \$195,059 for the year ended December 31, 2019. Certain management-level international employees are given an equivalent percentage of compensation to use for funding their retirement.

#### 12. Related Party

During the year ended December 31, 2019, DKT received \$1,000,240 in contributions from a board member. There were no amounts due from this related party at December 31, 2019.

#### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

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#### 13. Fair Value Measurement

The following table summarizes DKT's investments measured at fair value on a recurring basis as of December 31, 2019, aggregated by the fair value hierarchy level with which those measurements were made:

|                         | Fair Value           | Quoted Prices<br>in Active<br>Markets for<br>Identical<br>Assets<br>(Level 1) | Significant<br>Other<br>Observable<br>Inputs<br>(Level 2) | Significant<br>Unobservable<br>Inputs<br>(Level 3) |
|-------------------------|----------------------|---|---|--|
| Mutual funds:           |                      |   |   |  |
| Large blend             | \$ 20,432,373        | \$ 20,432,373   | \$ -  | \$ -   |
| Large growth            | 26,076,632           | 26,076,632  | -   | -  |
| Large value             | 5,696,656            | 5,696,656   | -   | -  |
| Emerging markets        | 1,951,470            | 1,951,470   | -   | -  |
| Medium blend            | 4,484,783            | 4,484,783   | -   | -  |
| Small blend             | 321,525              | 321,525   | -   | -  |
| Small value             | 3,747,090            | <u>3,747,090</u>  |   |  |
| Total Mutual Funds      | 62,710,529           | 62,710,529  |   |  |
| Equities:               |                      |   |   |  |
| Communication           | 870,350              | 870,350   | -   | -  |
| Consumer                |                      |   |   |  |
| discretionary           | 1,858,606            | 1,858,606   | -   | -  |
| Consumer staples        | 307,254              | 307,254   | -   | -  |
| Energy                  | 1,063,253            | 1,063,253   | -   | -  |
| Financial               | 10,489,033           | 10,489,033  | -   | -  |
| Healthcare              | 2,158,619            | 2,158,619   | -   | -  |
| Industrial goods        | 6,488,236            | 6,488,236   | -   | -  |
| Information             |                      |   |   |  |
| technology              | 3,344,690            | 3,344,690   | -   | -  |
| Materials               | 250,758              | 250,758   |   | <u> </u>   |
| Total Equities          | 26,830,799           | 26,830,799  |   |  |
| Exchange-traded and     |                      |   |   |  |
| closed-end funds        | 15,804,205           | 15,804,205  | -   | -  |
| Certificates of deposit | 320,627              |   | 320,627   |  |
| Total Investments       |                      |   |   |  |
| Held at Fair Value      | 105,666,160          | <u>\$ 105,345,533</u>   | \$ 320,627  | <u> </u>   |
| Cash                    | 303,269              |   |   |  |
| Money market funds      | 2,502,620            |   |   |  |
| Unit investment         | , ,                  |   |   |  |
| trusts <sup>(a)</sup>   | 438,187              |   |   |  |
| Total                   | · ·                  |   |   |  |
| Investments             | \$ 108,910,236       |   |   |  |
| HIVOSHIICHIS            | <u>Ψ 100,010,200</u> |   |   |  |

#### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

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#### 13. Fair Value Measurement (continued)

(a) This investment is measured at net asset value or its equivalent as a practical expedient and has not been classified in the fair value hierarchy. The fair value amounts presented in this table are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the statement of financial position.

DKT used the following methods and significant assumptions to estimate fair value for assets recorded at fair value:

Mutual funds, equities, exchange-traded and closed-end funds – Measured using quoted market prices for identical assets in active markets.

Certificates of deposit – Value estimated using a yield-based metric.

#### 14. Income Tax Status

DKT is exempt from the payment of taxes on income other than net unrelated business income under IRC Section 501(c)(3). No provision for income taxes is required as of December 31, 2019, as DKT had no net unrelated business income.

DKT adopted the authoritative guidance relating to accounting for uncertainty in income taxes. These provisions provide consistent guidance for the accounting for uncertainty in income taxes recognized in an entity's financial statements and prescribe a threshold of "more likely than not" for recognition and derecognition of tax positions taken or expected to be taken in a tax return. DKT evaluated its uncertainty in income taxes for the year ended December 31, 2019, and determined that there are no matters that would require recognition in the combined financial statements or which might have any effect on DKT's tax-exempt status. As of December 31, 2019, the statute of limitations for certain tax years remained open in the major U.S. jurisdictions in which DKT is subject to taxation however, currently there are no examinations pending or in progress. DKT's policy is to recognize interest and/or penalties related to uncertainty in income taxes, if any, in income tax or interest expense. As of December 31, 2019, DKT had no accrual for interest and/or penalties.

Several of DKT's affiliates are for-profit entities that are subject to income tax in their country of operation. Income tax expense for the affiliates is calculated using the tax rates and tax law applicable to the fiscal periods to which the tax relates, based on taxable profit for the year. Income tax expense for the year ended December 31, 2019, for such affiliates totaled approximately \$1,897,760. The net deferred tax asset recognized by such affiliates for the year ended December 31, 2019, totaled \$2,036,416.

#### 15. Reclassifications

Certain 2018 amounts have been reclassified to conform to the 2019 presentation.

#### NOTES TO COMBINED FINANCIAL STATEMENTS For the Year Ended December 31, 2019

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#### 16. Prior Year Summarized Financial Information

The accompanying combined financial statements include certain prior year summarized comparative information. Such information does not include sufficient detail to constitute a presentation in conformity with GAAP. Accordingly, such information should be read in conjunction with DKT's combined financial statements for the year ended December 31, 2018, from which the summarized information was derived.

#### 17. Subsequent Events

In preparing these combined financial statements, DKT has evaluated events and transactions for potential recognition or disclosure through September 21, 2020, the date the combined financial statements were available to be issued.

The COVID-19 outbreak in the United States and international communities has caused business disruption through mandated and voluntary closings of businesses across the globe for non-essential services. While the disruption is currently expected to be temporary, there is considerable uncertainty about the duration of closings. DKT has been able to continue operations in a remote environment; however, at this point, the extent to which COVID-19 will impact DKT's financial condition or results of operations is uncertain and being evaluated by management and the Board.

On April 13, 2020, DKT's Small Business Administration loan application under the Paycheck Protection Program (PPP) for the amount of \$473,591 was approved by a financial institution. The loan will mature in April 2022 with a fixed interest rate of 1% per annum. The payments of principal and interest are deferred during the first six months of the loan, with the first monthly installment due in November 2020, through maturity. The loan amount may be eligible for forgiveness pursuant to the PPP, which established minimum amounts of the loan to be used to cover payroll costs and the remainder used for rent and utility costs over a specified period of time after the loan is made, assuming the number of employees and compensation levels are maintained.

Except for the matters discussed above and in Note 7, there were no other subsequent events that require recognition or disclosure in the combined financial statements.



## COMBINING SCHEDULE OF FINANCIAL POSITION December 31, 2019

|                                       | DKT<br>International, Inc. | South America<br>Group | DR<br>Congo  | Egypt<br>Group | Ethiopia     | Ghana/<br>AWA Group | India Janani<br>Group | India Mumbai<br>Group | Indonesia<br>Group | Mexico        | Mozambique   | Myanmar<br>Group |
|---------------------------------------|----------------------------|------------------------|--------------|----------------|--------------|---------------------|-----------------------|-----------------------|--------------------|---------------|--------------|------------------|
| ASSETS                                |                            |                        |              |                |              |                     |                       |                       |                    |               |              |                  |
| Cash and cash equivalents             | \$ 12,745,381              | \$ 1,847,609           | \$ 679,834   | \$ 315,556     | \$ 3,190,537 | \$ 1,679,351        | \$ 416,330            | \$ 3,691,279          | \$ 957,045         | \$ 912,453    | \$ 324,419   | \$ 483,859       |
| Grants and contributions receivable   | 22,686,830                 | -                      | -            | -              | -            | -                   | -                     | -                     | -                  | -             | -            | -                |
| Trade receivables, net of allowance   | 43,632                     | 6,809,723              | 491,011      | 384,901        | 280,152      | 1,125,001           | 2,144,111             | 852,252               | 14,031,458         | 7,994,885     | 663,753      | 124,530          |
| Due from affiliates                   | 42,279,593                 | -                      | -            | -              | -            | -                   | -                     | -                     | -                  | -             | -            | -                |
| Inventory, net of allowance           | -                          | 5,312,478              | 1,838,099    | 753,238        | 4,456,953    | 2,049,054           | 395,274               | 1,003,393             | 2,943,271          | 3,764,374     | 414,181      | 696,540          |
| Prepaid expenses                      | 223,465                    | 99,373                 | -            | 5,073          | 332,109      | 188,382             | -                     | 114,089               | 1,201,614          | 15,462        | 11,827       | 142,290          |
| Deferred tax asset                    | -                          | 136,678                | -            | 7,342          | -            | -                   | -                     | 760,633               | 643,782            | 66,381        | -            | -                |
| Investments                           | 108,586,965                | -                      | -            | -              | -            | -                   | -                     | -                     | -                  | 2,644         | -            | -                |
| Investment in affiliates              | 49,813,080                 | -                      | -            | -              | -            | -                   | -                     | -                     | -                  | -             | -            | -                |
| Other assets                          | 630,697                    | 114,938                | 102,586      | 37,174         | -            | -                   | 314,643               | 135,165               | 21,615             | 49,390        | 452          | 4,681            |
| Property and equipment, net           | 150,885                    | 620,545                | 917,937      | 134,857        | 502,085      | 691,784             | 707,872               | 121,478               | 287,287            | 69,525        | 330,708      | 60,616           |
| TOTAL ASSETS                          | \$ 237,160,528             | \$ 14,941,344          | \$ 4,029,467 | \$ 1,638,141   | \$ 8,761,836 | \$ 5,733,572        | \$ 3,978,230          | \$ 6,678,289          | \$ 20,086,072      | \$ 12,875,114 | \$ 1,745,340 | \$ 1,512,516     |
| LIABILITIES AND NET ASSETS            |                            |                        |              |                |              |                     |                       |                       |                    |               |              |                  |
| Liabilities                           |                            |                        |              |                |              |                     |                       |                       |                    |               |              |                  |
| Accounts payable and accrued expenses | \$ 5,612,872               | \$ 4,723,494           | \$ 1,131,550 | \$ 655,581     | \$ 5,464,345 | \$ 1,430,784        | \$ 1,944,052          | \$ 1,675,846          | \$ 9,226,619       | \$ 9,076,012  | \$ 57,900    | \$ 139,560       |
| Refundable advances                   | 5,640,833                  | -                      | 693,214      | -              | -            | 26,341              | -                     | -                     | -                  | -             | -            | -                |
| Contract liabilities                  | -                          | -                      | -            | -              | -            | -                   | -                     | -                     | -                  | -             | -            | -                |
| Due to affiliates                     | 56,150                     | 6,250,000              | 500,000      | 3,827,388      | -            | 2,968               | -                     | -                     | 1,115,372          | 3,197,484     | -            | 1,017,811        |
| Lines of credit and loans payable     | 9,604,722                  | 3,724,871              |              |                |              |                     |                       |                       |                    |               |              |                  |
| TOTAL LIABILITIES                     | 20,914,577                 | 14,698,365             | 2,324,764    | 4,482,969      | 5,464,345    | 1,460,093           | 1,944,052             | 1,675,846             | 10,341,991         | 12,273,496    | 57,900       | 1,157,371        |
| Net Assets                            |                            |                        |              |                |              |                     |                       |                       |                    |               |              |                  |
| Without donor restrictions            |                            |                        |              |                |              |                     |                       |                       |                    |               |              |                  |
| Undesignated (deficit)                | 167,434,813                | 242,979                | 1,704,703    | (2,844,828)    | 3,297,491    | 4,273,479           | 2,034,178             | 5,002,443             | 9,744,081          | 601,618       | 1,687,440    | 355,145          |
| Board-designated                      | 21,000,000                 |                        |              | <u> </u>       |              |                     |                       |                       |                    |               |              |                  |
| Total Without Donor Restrictions      | 188,434,813                | 242,979                | 1,704,703    | (2,844,828)    | 3,297,491    | 4,273,479           | 2,034,178             | 5,002,443             | 9,744,081          | 601,618       | 1,687,440    | 355,145          |
| With donor restrictions               | 27,811,138                 |                        |              |                |              |                     |                       |                       |                    |               |              |                  |
| TOTAL NET ASSETS                      | 216,245,951                | 242,979                | 1,704,703    | (2,844,828)    | 3,297,491    | 4,273,479           | 2,034,178             | 5,002,443             | 9,744,081          | 601,618       | 1,687,440    | 355,145          |
| TOTAL LIABILITIES AND NET ASSETS      | \$ 237,160,528             | \$ 14,941,344          | \$ 4,029,467 | \$ 1,638,141   | \$ 8,761,836 | \$ 5,733,572        | \$ 3,978,230          | \$ 6,678,289          | \$ 20,086,072      | \$ 12,875,114 | \$ 1,745,340 | \$ 1,512,516     |

## COMBINING SCHEDULE OF FINANCIAL POSITION December 31, 2019

(continued)

|                                       |               |                  | Philippines      | Tanzania       | Turkey         | West & Central | Vietnam        | Kenya & Uganda | United Kingdom   |               |               | Eliminating     | Combined       |
|---------------------------------------|---------------|------------------|------------------|----------------|----------------|----------------|----------------|----------------|------------------|---------------|---------------|-----------------|----------------|
|                                       | Nigeria       | Pakistan         | Group            | Group          | Group          | Africa Group   | Group          | Group          | Group            | United States | Subtotal      | Entries         | Total          |
| 400570                                |               |                  |                  |                |                |                |                |                |                  |               |               |                 |                |
| ASSETS Cash and cash equivalents      | \$ 472,355    | \$ 1,442,499     | \$ 7,954,415     | \$ 747,971     | \$ 297,032     | \$ 808,803     | \$ 711,536     | \$ 291,648     | \$ 5,918,984     | \$ 86,576     | \$ 45,975,472 | \$ -            | \$ 45,975,472  |
| Grants and contributions receivable   | φ 472,300     | φ 1,442,499<br>- | φ 7,954,415<br>- | φ 141,911<br>- | φ 291,032<br>- | φ 606,603<br>- | φ /11,550<br>- | φ 291,040<br>- | φ 5,916,964<br>- | 1,000,000     | 23,686,830    | φ -<br>-        | 23,686,830     |
| Trade receivables, net of allowance   | 6,551,124     | 206,280          | 5,306,857        | 145,416        | 1,085,708      | 1,063,688      | 503,277        | 603,610        | 2,375,563        | 296,396       | 53,083,328    | (983,683)       | 52,099,645     |
| Due from affiliates                   | 0,331,124     | 200,200          | 56,150           | 143,410        | 1,000,700      | 1,003,000      | 505,211        | -              | 2,373,303        | 230,330       | 42,335,743    | (42,335,743)    | 52,099,045     |
| Inventory, net of allowance           | 5,026,175     | 3,403,865        | 4,996,966        | 811,642        | 463,869        | 869,886        | 207,205        | 818,734        | 2,000,852        | 52,886        | 42,278,935    | (445,432)       | 41,833,503     |
| Prepaid expenses                      | 96,788        | 45,668           | 575,820          | 44,083         | 275,311        | 52,508         | 26,064         | 317,017        | 4,692            | 75,066        | 3,846,701     | (440,402)       | 3,846,701      |
| Deferred tax asset                    | -             |                  | 85,940           | 16,672         | -              | -              | 20,004         | 318,988        | -,002            | -             | 2,036,416     | -               | 2,036,416      |
| Investments                           | _             | _                | -                | 10,072         | 320,627        | _              | _              | -              | _                | _             | 108,910,236   | _               | 108,910,236    |
| Investment in affiliates              | _             | _                | _                | _              | -              | _              | _              | _              | _                | _             | 49,813,080    | (49,813,080)    | -              |
| Other assets                          | _             | 60,981           | 25,925           | 351,192        | 14,250         | 88,375         | 10,142         | 29,885         | 256,768          | 21,279        | 2,270,138     | (40,010,000)    | 2,270,138      |
| Property and equipment, net           | 653,131       | 1,307,698        | 2,718,857        | 234,461        | 69,775         | 973,188        | 37,930         | 132,115        | 23,658           | 428,178       | 11,174,570    | -               | 11,174,570     |
| 1 Toporty and equipment, not          |               | 1,007,000        | 2,7 10,007       | 201,101        |                | 070,100        | 01,000         | 102,110        | 20,000           | 120,170       | 11,171,070    |                 | 11,174,070     |
| TOTAL ASSETS                          | \$ 12,799,573 | \$ 6,466,991     | \$ 21,720,930    | \$ 2,351,437   | \$ 2,526,572   | \$ 3,856,448   | \$ 1,496,154   | \$ 2,511,997   | \$ 10,580,517    | \$ 1,960,381  | \$385,411,449 | \$ (93,577,938) | \$ 291,833,511 |
| LIABILITIES AND NET ASSETS            |               |                  |                  |                |                |                |                |                |                  |               |               |                 |                |
| Liabilities                           |               |                  |                  |                |                |                |                |                |                  |               |               |                 |                |
| Accounts payable and accrued expenses | \$ 2,899,080  | \$ 1,896,530     | \$ 4,009,895     | \$ 274,071     | \$ 281,880     | \$ 2,105,522   | \$ 273,725     | \$ 489,758     | \$ 5,512,267     | \$ 441,335    | \$ 59,322,678 | \$ (993,579)    | \$ 58,329,099  |
| Refundable advances                   | -             | 1,258,880        | 119,928          | 427,743        | -              | -              | -              | -              | -                | -             | 8,166,939     | (119,928)       | 8,047,011      |
| Contract liabilities                  | -             | -                | -                | -              | -              | 113,914        | -              | -              | -                | 34,861        | 148,775       | -               | 148,775        |
| Due to affiliates                     | -             | -                | 3,250,000        | 3,086,921      | 2,391,626      | 14,148,776     | 651,741        | 450,000        | 2,171,327        | 86,000        | 42,203,564    | (42,203,564)    | -              |
| Lines of credit and loans payable     | -             |                  | 1,187,532        |                |                |                |                |                |                  |               | 14,517,125    |                 | 14,517,125     |
| TOTAL LIABILITIES                     | 2,899,080     | 3,155,410        | 8,567,355        | 3,788,735      | 2,673,506      | 16,368,212     | 925,466        | 939,758        | 7,683,594        | 562,196       | 124,359,081   | (43,317,071)    | 81,042,010     |
|                                       |               |                  |                  |                |                |                |                |                |                  |               |               |                 |                |
| Net Assets                            |               |                  |                  |                |                |                |                |                |                  |               |               |                 |                |
| Without donor restrictions            | 0.000.400     | 0.044.504        | 10 150 575       | (4.407.000)    | (4.40.004)     | (40.700.474)   | 570.000        | 4 570 000      | 0.000.000        | 222.425       | 044 040 500   | (50,000,007)    |                |
| Undesignated (deficit)                | 9,900,493     | 3,311,581        | 13,153,575       | (1,437,298)    | (146,934)      | (12,706,471)   | 570,688        | 1,572,239      | 2,896,923        | 398,185       | 211,046,523   | (50,260,867)    | 160,785,656    |
| Board-designated                      | -             |                  | -                |                |                | <del>-</del>   | -              |                |                  |               | 21,000,000    |                 | 21,000,000     |
| Total Without Donor Restrictions      | 9,900,493     | 3,311,581        | 13,153,575       | (1,437,298)    | (146,934)      | (12,706,471)   | 570,688        | 1,572,239      | 2,896,923        | 398,185       | 232,046,523   | (50,260,867)    | 181,785,656    |
| With donor restrictions               |               |                  |                  |                |                | 194,707        |                |                |                  | 1,000,000     | 29,005,845    |                 | 29,005,845     |
| TOTAL NET ACCETS                      | 0.000.400     | 2 244 504        | 10 150 575       | (4 427 200)    | (4.46.00.4)    | (10 514 704)   | E70 000        | 4 570 000      | 2 200 022        | 4 200 405     | 264 052 202   | (FO 260 207)    | 240 704 504    |
| TOTAL NET ASSETS                      | 9,900,493     | 3,311,581        | 13,153,575       | (1,437,298)    | (146,934)      | (12,511,764)   | 570,688        | 1,572,239      | 2,896,923        | 1,398,185     | 261,052,368   | (50,260,867)    | 210,791,501    |
| TOTAL LIABILITIES                     |               |                  |                  |                |                |                |                |                |                  |               |               |                 |                |
| AND NET ASSETS                        | \$ 12,799,573 | \$ 6,466,991     | \$ 21,720,930    | \$ 2,351,437   | \$ 2,526,572   | \$ 3,856,448   | \$ 1,496,154   | \$ 2,511,997   | \$ 10,580,517    | \$ 1,960,381  | \$385,411,449 | \$ (93,577,938) | \$ 291,833,511 |

## COMBINING SCHEDULE OF ACTIVITIES For the Year Ended December 31, 2019

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|   | DKT<br>International, Inc. | South America<br>Group | DR<br>Congo  | Egypt<br>Group | Ethiopia           | Ghana/<br>AWA Group | India Janani<br>Group | India Mumbai<br>Group | Indonesia<br>Group | Mexico           | Mozambique   | Myanmar<br>Group |
|---|----------------------------|------------------------|--------------|----------------|--------------------|---------------------|-----------------------|-----------------------|--------------------|------------------|--------------|------------------|
|   | (*)                        |                        |              |                |                    |                     |                       |                       |                    |                  |              |                  |
| REVENUE AND SUPPORT   |                            |                        |              |                |                    |                     |                       |                       |                    |                  |              |                  |
| Sales, net of discounts   | \$ -                       | \$ 22,152,461          | \$ 2,535,614 | \$ 1,312,735   | \$ 6,485,131       | \$ 3,481,450        | \$ 5,025,063          | \$ 7,214,781          | \$ 28,194,279      | \$ 16,396,241    | \$ 649,962   | \$ 1,590,900     |
| Grants and contributions  | 47,284,866                 | -                      | 3,873,294    | -              | 6,700,938          | -                   | -                     | -                     | -                  | -                | 414,805      | 564,911          |
| Grants from affiliates  | -                          | -                      | 8,728,252    | 275,446        | 635,226            | 4,011,334           | 3,324,594             | 3,516,983             | -                  | -                | 2,882,210    | 1,225,608        |
| Investment income (loss)  | 23,029,325                 | -                      | -            | -              | -                  | 109,465             | 22,845                | 27,756                | 347,080            | 26,815           | 35,503       | 1,078            |
| Service fees from affiliates  | 7,011,027                  | -                      | -            | -              | -                  | -                   | -                     | -                     | -                  | -                | -            | - ,              |
| Other income  | 191,000                    | 106,826                | 120,000      | 23,351         | 312,868            |                     | 2,790                 | 49,500                |                    |                  | 12,275       | 4                |
| TOTAL REVENUE AND SUPPORT   | 77,516,218                 | 22,259,287             | 15,257,160   | 1,611,532      | 14,134,163         | 7,602,249           | 8,375,292             | 10,809,020            | 28,541,359         | 16,423,056       | 3,994,755    | 3,382,501        |
| EXPENSES AND LOSSES   |                            |                        |              |                |                    |                     |                       |                       |                    |                  |              |                  |
| Cost of goods sold – products   | -                          | 8,575,445              | 3,695,136    | 699,626        | 8,216,545          | 2,939,311           | 1,622,578             | 3,390,736             | 18,982,642         | 6,689,666        | 1,039,124    | 1,286,230        |
| Salaries and fringe benefits  | 7,432,705                  | 4,845,132              | 3,036,104    | 1,111,495      | 2,634,511          | 976,018             | 3,321,950             | 2,891,582             | 2,203,275          | 3,405,725        | 1,864,125    | 483,069          |
| Advertising and promotion   | -                          | 3,695,476              | 1,518,310    | 291,305        | 2,607,089          | 1,139,695           | 701,358               | 1,351,164             | 4,528,478          | 3,237,337        | 496,561      | 572,998          |
| Professional fees   | 2,317,941                  | 2,014,203              | 1,017,619    | 109,871        | 168,007            | 522,175             | 276,796               | 79,948                | 243,363            | 417,672          | 67,445       | 43,820           |
| Travel and related expenses   | 212,360                    | 382,742                | 1,892,325    | 104,906        | 686,083            | 630,347             | 865,710               | 1,070,127             | 432,144            | 819,179          | 351,963      | 125,089          |
| Rent  | 93,930                     | 1,101,821              | 392,065      | 85,892         | 321,638            | 229,208             | 329,300               | 114,518               | 250,835            | 1,169,004        | 132,304      | 102,851          |
| Trainings, meetings and conferences  Contributions, outreach and grants to partners                               | 33,437<br>782,049          | 58,635<br>-            | 1,761,045    | 5,569          | 270,046<br>139,845 | 876,222             | 170,556<br>1,545,096  | 17,441<br>526,497     | 141,928<br>-       | 57,163<br>50,050 | 115,696<br>- | 106,522          |
| Depreciation and amortization   | 5,365                      | 30,924                 | -<br>242,975 | -<br>86,934    | 71,621             | -<br>185,822        | 137,669               | 24,996                | -<br>88,771        | 19,458           | 185,743      | -<br>25,796      |
| Office expenses   | 253,774                    | 102,013                | 693,157      | 30,279         | 175,544            | 142,799             | 35,619                | 66,007                | 51,237             | 71,744           | 82,199       | 16,232           |
| Licenses and taxes  | 594,524                    | 128,440                | 431,336      | -              | -                  | 142,733             | -                     | 450,925               | 46,341             | 57,722           | 40,495       | (440)            |
| Product development   | -                          | 404,920                | 399,845      | 30,518         | 95,830             | 68,062              | 92,586                |                       | 109,246            | 209,089          | 46,359       | 30,245           |
| Income tax (benefit) provision  | (30,200)                   | (70,842)               | -            | -              | -                  | -                   | -                     | (76,178)              | (116,388)          | 36,579           | -            | -                |
| Telephone, facsimile and utilities  | 49,012                     | 97,229                 | 386,369      | 6,843          | 26,871             | 150,818             | 83,387                | 14,682                | 55,633             | 43,267           | 39,901       | 10,370           |
| Interest  | 511,404                    | 318,398                | -            | -              | -                  | -                   | 1,490                 | -                     | 320,394            | 17,692           | 6,150        | ,<br>-           |
| Repairs and maintenance   | -                          | 12,296                 | 138,982      | 6,065          | 33,807             | 43,065              | 14,027                | -                     | 13,342             | 6,941            | 50,549       | 2,823            |
| Bank charges  | 3,439                      | 106,241                | 118,357      | 4,783          | 679                | 26,183              | 6,870                 | 4,615                 | 5,782              | 15,675           | 16,449       | 7,284            |
| Obsolete inventory expense  | -                          | 40,547                 | -            | -              | 206,948            | -                   | 2,945                 | 7,858                 | -                  | 88,361           | 515          | -                |
| Bad debt  | -                          | 60,202                 | -            | -              | -                  | -                   | -                     | 5,733                 | -                  | -                | 5            | 554              |
| Other   | 109,470                    | 516,958                | 64,254       | 4,471          | -                  | 77,172              | -                     | 74,075                | 9,621              | 133,157          | 262          | -                |
| Program transfers to affiliates   | 42,632,767                 | -                      | -            | -              | -                  | -                   | -                     | -                     | -                  | 400,000          | -            | -                |
| Service fees to affiliates  |                            |                        |              |                | 183,180            |                     |                       |                       | 4,795,692          |                  |              | 32,155           |
| TOTAL EXPENSES  | 55,001,977                 | 22,420,780             | 15,787,879   | 2,578,557      | 15,838,244         | 8,006,897           | 9,207,937             | 10,014,726            | 32,162,336         | 16,945,481       | 4,535,845    | 2,845,598        |
| Foreign currency exchange losses (gains)  |                            | 358,343                | 27,209       | (357,214)      | (150,880)          | (169,500)           | 26,709                | 12,592                | (125,138)          | 56,496           | 1,258        | 1,816            |
| TOTAL EXPENSES AND LOSSES   | 55,001,977                 | 22,779,123             | 15,815,088   | 2,221,343      | 15,687,364         | 7,837,397           | 9,234,646             | 10,027,318            | 32,037,198         | 17,001,977       | 4,537,103    | 2,847,414        |
| Change in net assets before foreign currency translation, equity converted to loan and additional paid in capital | 22,514,241                 | (519,836)              | (557,928)    | (609,811)      | (1,553,201)        | (235,148)           | (859,354)             | 781,702               | (3,495,839)        | (578,921)        | (542,348)    | 535,087          |
| Foreign currency translation gain (loss)  | -                          | 284,024                | -            | (267,080)      | (539,831)          | (868,721)           | (67,475)              | (121,354)             | 441,597            | 253,569          | (18,460)     | 22,764           |
| Loan converted to equity  | -                          | -                      | -            | -              | -                  | -                   | -                     | -                     | -                  | (3,000,000)      | -            | -                |
| Additional paid-in capital  |                            | 270,844                |              |                |                    |                     |                       |                       | <u> </u>           | 104,709          | 600,000      |                  |
| CHANGE IN NET ASSETS  | 22,514,241                 | 35,032                 | (557,928)    | (876,891)      | (2,093,032)        | (1,103,869)         | (926,829)             | 660,348               | (3,054,242)        | (3,220,643)      | 39,192       | 557,851          |
| NET ASSETS (DEFICIT), BEGINNING OF YEAR   | 193,731,710                | 207,947                | 2,262,631    | (1,967,937)    | 5,390,523          | 5,377,348           | 2,961,007             | 4,342,095             | 12,798,323         | 3,822,261        | 1,648,248    | (202,706)        |
| NET ASSETS (DEFICIT), END OF YEAR   | \$ 216,245,951             | \$ 242,979             | \$ 1,704,703 | \$ (2,844,828) | \$ 3,297,491       | \$ 4,273,479        | \$ 2,034,178          | \$ 5,002,443          | \$ 9,744,081       | \$ 601,618       | \$ 1,687,440 | \$ 355,145       |

<sup>\*</sup>DKT International, Inc.'s expenses include grants provided to and expenses paid on behalf of its affiliates or related parties. For more information, see the accompanying combined statement of functional expenses on page 5.

## COMBINING SCHEDULE OF ACTIVITIES For the Year Ended December 31, 2019

(continued)

| REVENUE AND SUPPORT           Sales, net of discounts         \$ 8,740,170           Grants and contributions         10,546           Grants from affiliates         5,069,160           Investment income (loss)         3           Service fees from affiliates         -           Other income         24,545           TOTAL REVENUE AND SUPPORT         13,844,424           EXPENSES AND LOSSES         5,019,641           Cost of goods sold – products         6,019,641           Salaries and fringe benefits         1,103,248           Advertising and promotion         1,078,232           Professional fees         129,730           Travel and related expenses         306,331           Rent         265,228           Trainings, meetings and conferences         44,087           Contributions, outreach and grants to partners         -           Depreciation and amortization         227,969   | Pakistan  \$ 2,746,697 - 6,763,318 - | Philippines Group  \$ 29,489,524 75,000 - | Tanzania<br>Group<br>\$ 1,095,979<br>70,813 | Turkey<br>Group<br>\$ 2,640,171 | West & Central Africa Group  \$ 2,427,181 | Vietnam<br>Group<br>\$ 3,915,480 | Kenya & Uganda Group  \$ 884,310 | Group \$ 14,544,290 | United States \$ 3,280,862 | Subtotal                  | Eliminating Entries  | CombinedTotal             |
|--|--------------------------------------|---|---|---------------------------------|---|----------------------------------|----------------------------------|---------------------|----------------------------|---------------------------|----------------------|---------------------------|
| Sales, net of discounts       \$ 8,740,170         Grants and contributions       10,546         Grants from affiliates       5,069,160         Investment income (loss)       3         Service fees from affiliates       -         Other income       24,545         TOTAL REVENUE AND SUPPORT         EXPENSES AND LOSSES       5,019,641         Cost of goods sold – products       6,019,641         Salaries and fringe benefits       1,103,248         Advertising and promotion       1,078,232         Professional fees       129,730         Travel and related expenses       306,331         Rent       265,228         Trainings, meetings and conferences       44,087         Contributions, outreach and grants to partners       -  | -                                    | 75,000                                    | . , ,                                       |                                 | \$ 2,427,181                              | \$ 3,915,480                     | \$ 884.310                       | \$ 14 544 290       | \$ 3.280.862               | Ф 464 902 204             | <b>1</b> (0.440.440) |                           |
| Sales, net of discounts       \$ 8,740,170         Grants and contributions       10,546         Grants from affiliates       5,069,160         Investment income (loss)       3         Service fees from affiliates       -         Other income       24,545         TOTAL REVENUE AND SUPPORT         EXPENSES AND LOSSES       5,019,641         Cost of goods sold – products       6,019,641         Salaries and fringe benefits       1,103,248         Advertising and promotion       1,078,232         Professional fees       129,730         Travel and related expenses       306,331         Rent       265,228         Trainings, meetings and conferences       44,087         Contributions, outreach and grants to partners       -  | -                                    | 75,000                                    | . , ,                                       |                                 | \$ 2,427,181                              | \$ 3,915,480                     | \$ 884.310                       | \$ 14 544 290       | ¢ 3.280.862                | Ф 464 002 204             | Φ (0.440.440)        |                           |
| Grants and contributions       10,546         Grants from affiliates       5,069,160         Investment income (loss)       3         Service fees from affiliates       -         Other income       24,545         TOTAL REVENUE AND SUPPORT         EXPENSES AND LOSSES       5,019,641         Cost of goods sold – products       6,019,641         Salaries and fringe benefits       1,103,248         Advertising and promotion       1,078,232         Professional fees       129,730         Travel and related expenses       306,331         Rent       265,228         Trainings, meetings and conferences       44,087         Contributions, outreach and grants to partners       -   | -                                    | 75,000                                    | . , ,                                       |                                 | \$ 2,427,181                              | \$ 3,915,480                     | \$ 884.310                       | \$ 14 544 290       | \$ 3.280.862               | Ф 4C4 000 004             | Φ (0.440.440)        |                           |
| Grants from affiliates       5,069,160         Investment income (loss)       3         Service fees from affiliates       -         Other income       24,545         TOTAL REVENUE AND SUPPORT       13,844,424         EXPENSES AND LOSSES       5,019,641         Cost of goods sold – products       6,019,641         Salaries and fringe benefits       1,103,248         Advertising and promotion       1,078,232         Professional fees       129,730         Travel and related expenses       306,331         Rent       265,228         Trainings, meetings and conferences       44,087         Contributions, outreach and grants to partners       -  | -<br>6,763,318<br>-<br>-             |   | 70,813                                      |                                 |   |                                  | <b>T</b>                         | Ψ 11,011,200        | Ψ 3,200,002                | \$ 164,803,281            | \$ (2,146,140)       | \$ 162,657,141            |
| Investment income (loss)         3           Service fees from affiliates         -           Other income         24,545           TOTAL REVENUE AND SUPPORT         13,844,424           EXPENSES AND LOSSES         Variable of the products of goods sold – products of goods of goods of goods of goods of goods of goods of go   | 6,763,318<br>-<br>-                  | -   |   | -                               | 210,225                                   | -                                | -                                | -                   | 1,612,792                  | 60,818,190                | (75,000)             | 60,743,190                |
| Service fees from affiliates Other income  TOTAL REVENUE AND SUPPORT  TOTAL REVENUE AND SUPPORT  EXPENSES AND LOSSES Cost of goods sold – products Salaries and fringe benefits Advertising and promotion 1,078,232 Professional fees 129,730 Travel and related expenses Rent Trainings, meetings and conferences Contributions, outreach and grants to partners  -   | -                                    |   | 1,149,623                                   | -                               | 1,874,033                                 | -                                | 2,154,335                        | 1,600,000           | 750,000                    | 43,960,122                | (43,960,122)         | -                         |
| Other income24,545TOTAL REVENUE AND SUPPORT13,844,424EXPENSES AND LOSSESCost of goods sold – products6,019,641Salaries and fringe benefits1,103,248Advertising and promotion1,078,232Professional fees129,730Travel and related expenses306,331Rent265,228Trainings, meetings and conferences44,087Contributions, outreach and grants to partners-   | -                                    | (1,162)                                   | -   | 65,284                          | -   | 21,998                           | 31,354                           | -                   | 69                         | 23,717,413                | -                    | 23,717,413                |
| TOTAL REVENUE AND SUPPORT  EXPENSES AND LOSSES  Cost of goods sold – products Salaries and fringe benefits Advertising and promotion Professional fees 1,103,248 1,103 |                                      | -   | -   | -                               | -   | -                                | -                                | -                   | -                          | 7,011,027                 | (7,011,027)          | -                         |
| EXPENSES AND LOSSES  Cost of goods sold – products Salaries and fringe benefits Advertising and promotion 1,078,232 Professional fees 129,730 Travel and related expenses Rent Trainings, meetings and conferences Contributions, outreach and grants to partners  6,019,641 1,103,248 1,103,248 1,078,232 1,078,2 | 3,507                                | 6,718                                     | 11,000                                      | 7,444                           | 29,772                                    | 3                                | 121,296                          | 5,644               | 26,213                     | 1,054,756                 | (112,000)            | 942,756                   |
| Cost of goods sold – products6,019,641Salaries and fringe benefits1,103,248Advertising and promotion1,078,232Professional fees129,730Travel and related expenses306,331Rent265,228Trainings, meetings and conferences44,087Contributions, outreach and grants to partners-   | 9,513,522                            | 29,570,080                                | 2,327,415                                   | 2,712,899                       | 4,541,211                                 | 3,937,481                        | 3,191,295                        | 16,149,934          | 5,669,936                  | 301,364,789               | (53,304,289)         | 248,060,500               |
| Salaries and fringe benefits 1,103,248 Advertising and promotion 1,078,232 Professional fees 129,730 Travel and related expenses 306,331 Rent 265,228 Trainings, meetings and conferences 44,087 Contributions, outreach and grants to partners -  |                                      |   |   |                                 |   |                                  |                                  |                     |                            |                           |                      |                           |
| Advertising and promotion 1,078,232 Professional fees 129,730 Travel and related expenses 306,331 Rent 265,228 Trainings, meetings and conferences 44,087 Contributions, outreach and grants to partners -   | 2,364,352                            | 11,026,393                                | 1,163,203                                   | 1,242,597                       | 1,947,229                                 | 2,885,748                        | 1,057,639                        | 11,216,061          | 1,116,025                  | 97,175,927                | (1,700,708)          | 95,475,219                |
| Professional fees 129,730 Travel and related expenses 306,331 Rent 265,228 Trainings, meetings and conferences 44,087 Contributions, outreach and grants to partners -   | 1,152,633                            | 1,695,358                                 | 788,502                                     | 269,500                         | 2,710,756                                 | 484,857                          | 781,657                          | 1,133,145           | 1,896,457                  | 46,221,804                | -                    | 46,221,804                |
| Travel and related expenses 306,331 Rent 265,228 Trainings, meetings and conferences 44,087 Contributions, outreach and grants to partners -   | 1,875,487                            | 7,391,044                                 | 199,627                                     | 796,238                         | 2,810,941                                 | 231,838                          | 259,461                          | 312,221             | 941,390                    | 36,036,250                | -                    | 36,036,250                |
| Rent 265,228 Trainings, meetings and conferences 44,087 Contributions, outreach and grants to partners -   | 136,069                              | 141,614                                   | 90,379                                      | 96,475                          | 1,525,764                                 | 114,001                          | 55,507                           | 1,983,211           | 904,352                    | 12,455,962                | -                    | 12,455,962                |
| Trainings, meetings and conferences 44,087  Contributions, outreach and grants to partners -   | 542,697                              | 497,971                                   | 141,286                                     | 27,782                          | 1,007,824                                 | 43,697                           | 100,603                          | 375,333             | 108,527                    | 10,725,026                | -                    | 10,725,026                |
| Contributions, outreach and grants to partners -   | 217,673                              | 424,454                                   | 174,618                                     | 47,175                          | 202,196                                   | 72,408                           | 144,111                          | 220,303             | 400,330                    | 6,491,862                 | -                    | 6,491,862                 |
|  | 68,579                               | 191,203                                   | 863   | 29,483                          | 17,133                                    | 664                              | 93,847                           | 18,363              | 3,575                      | 4,082,057                 | -                    | 4,082,057                 |
| Depreciation and amortization 227 969  | -                                    | -   | -   | -                               | -   | 8,416                            | -                                | -                   | -                          | 3,051,953                 | -                    | 3,051,953                 |
| Depresiation and amortization 221,000  | 81,029                               | 262,576                                   | 106,799                                     | 20,152                          | 847,580                                   | 8,728                            | 54,040                           | -                   | 180,697                    | 2,895,644                 | -                    | 2,895,644                 |
| Office expenses 80,970   | 98,338                               | 35,468                                    | 78,032                                      | 6,048                           | 168,677                                   | 31,751                           | 98,735                           | 30,620              | 104,817                    | 2,454,060                 | -                    | 2,454,060                 |
| Licenses and taxes 19,011  | -                                    | 144,712                                   | 15,166                                      | 1,881                           | 69,632                                    | 43,264                           | -                                | -                   | 335                        | 2,043,344                 | -                    | 2,043,344                 |
| Product development 42,813   | 45,832                               | 10,784                                    | -   | -                               | -   | -                                | -                                | 315,753             | -                          | 1,901,882                 | -                    | 1,901,882                 |
| Income tax (benefit) provision -   | 41,200                               | 2,508,748                                 | 8,759                                       | 34,849                          | 62,998                                    | -                                | (318,483)                        | (183,282)           | -                          | 1,897,760                 | -                    | 1,897,760                 |
| Telephone, facsimile and utilities 77,766  | 15,534                               | 73,161                                    | 36,854                                      | 6,638                           | 218,636                                   | 2,308                            | -                                | 4,260               | 45,872                     | 1,445,411                 | -                    | 1,445,411                 |
| Interest -   | -                                    | 106,695                                   | 43,994                                      | 2,552                           | -   | 2,276                            | 28,819                           | -                   | -                          | 1,359,864                 | -                    | 1,359,864                 |
| Repairs and maintenance 140,433  | 15,502                               | 41,429                                    | 2,377                                       | 163                             | 54,827                                    | -                                | -                                | 270                 | 14,185                     | 591,083                   | -                    | 591,083                   |
| Bank charges 52,735  | 9,292                                | 3,561                                     | 4,314                                       | -                               | 78,896                                    | 1,759                            | 9,471                            | 17,067              | 6,281                      | 499,733                   | -                    | 499,733                   |
| Obsolete inventory expense -   | -                                    | 13,824                                    | 48,851                                      | 1,397                           | -   | -                                | -                                | -                   | -                          | 411,246                   | -                    | 411,246                   |
| Bad debt 267,918   | -                                    | -   | 18,983                                      | -                               | 19,482                                    | -                                | 756                              | 7,109               | 6,812                      | 387,554                   | -                    | 387,554                   |
| Other 24,982   | -                                    | 813,467                                   | 97,425                                      | 31,096                          | 144,113                                   | 730                              | -                                | 59,493              | 2,661                      | 2,163,407                 | (2,000,000)          | 163,407                   |
| Program transfers to affiliates -  | -                                    | -   | -   | -                               | -   | -                                | -                                | 1,000,000           | -                          | 44,032,767                | (44,032,767)         | -                         |
| Service fees to affiliates   |                                      |   |   |                                 |   |                                  |                                  |                     | 112,000                    | 5,123,027                 | (5,123,027)          |                           |
| TOTAL EXPENSES 9,881,094   | 6,664,217                            | 25,382,462                                | 3,020,032                                   | 2,614,026                       | 11,886,684                                | 3,932,445                        | 2,366,163                        | 16,509,927          | 5,844,316                  | 283,447,623               | (52,856,502)         | 230,591,121               |
| Foreign currency exchange losses (gains) 25,721  | 80,425                               | (156,976)                                 | (1,376)                                     | (65,784)                        | (302,867)                                 | 81                               | 18,324                           | 40,746              |                            | (680,015)                 |                      | (680,015)                 |
| TOTAL EXPENSES AND LOSSES 9,906,815  | 6,744,642                            | 25,225,486                                | 3,018,656                                   | 2,548,242                       | 11,583,817                                | 3,932,526                        | 2,384,487                        | 16,550,673          | 5,844,316                  | 282,767,608               | (52,856,502)         | 229,911,106               |
| Change in net assets before foreign currency   | 2.700.000                            | 4 244 504                                 | (004.044)                                   | 404.057                         | (7.049.000)                               | 4.055                            | 000 000                          | (400.720)           | (474 200)                  | 40 507 404                | (447.707)            | 40 440 204                |
| translation, equity converted to and additional paid in capital 3,937,609  | 2,768,880                            | 4,344,594                                 | (691,241)                                   | 164,657                         | (7,042,606)                               | 4,955                            | 806,808                          | (400,739)           | (174,380)                  | 18,597,181                | (447,787)            | 18,149,394                |
| Foreign currency translation gain (loss) (4,880)   | (159,890)                            | 480,189                                   | (423,183)                                   | (163,250)                       | (211,092)                                 | (4,379)                          | (29,913)                         | 15,605              | -                          | (1,381,760)               | 519,106              | (862,654)                 |
| Equity converted to loan -   | -                                    | -   | -   | -                               | -   | -                                | -                                | -                   | -                          | (3,000,000)               | 3,000,000            | -                         |
| Additional paid-in capital   |                                      |   |   |                                 | 2,056,795                                 |                                  |                                  |                     |                            | 3,032,348                 | (3,032,348)          |                           |
| CHANGE IN NET ASSETS 3,932,729   |                                      |   |   |                                 |   |                                  |                                  |                     |                            |                           |                      |                           |
| NET ASSETS (DEFICIT), BEGINNING OF YEAR 5,967,764  | 2,608,990                            | 4,824,783                                 | (1,114,424)                                 | 1,407                           | (5,196,903)                               | 576                              | 776,895                          | (385,134)           | (174,380)                  | 17,247,769                | 38,971               | 17,286,740                |
| NET ASSETS (DEFICIT), END OF YEAR \$ 9,900,493   | 2,608,990<br>702,591                 | 4,824,783<br>8,328,792                    | (1,114,424)                                 | 1,407<br>(148,341)              | (5,196,903)                               | 576<br>570,112                   | 776,895<br>795,344               | (385,134)           | (174,380)<br>1,572,565     | 17,247,769<br>243,804,599 | 38,971 (50,299,838)  | 17,286,740<br>193,504,761 |