

Annual Report 2021

UPSTREAM: Supporting manufacturers to expand access globally
DKT represents the makers of Levoplant to distribute and market in more than 30 countries.



MIDSTREAM: Registering, importing, warehousing, distributing, marketing, educating, training
DKT Liberia delivers contraceptive products to a sales outlet.



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DOWNSTREAM: Helping women directly access contraceptives and information
A DKT health worker administers an injectable contraceptive in the Democratic Republic of Congo.



Social
Marketing
for a
Better Life

Letter from Christopher Purdy

During one of the most challenging years in our history, DKT International demonstrated grit, creativity and passion.

The COVID-19 pandemic introduced a myriad of hurdles to DKT operations. To address these, we first worked to secure the health and well-being of DKT employees and partners so that they could continue providing services. Faced with major disruptions and delays throughout the supply chain, DKT increased procurements, accelerated shipments and extended credit to partners facing cash crunches. When many health providers, clinics and pharmacies shuttered their doors, DKT provided training and education to overcome concerns, establish service delivery protocols and provide equipment and supplies to get these operations working again. And as customers stayed home or changed their health-seeking behavior, we reached out to them with information, new services and technology.

In short, DKT teams went above and beyond to ensure that contraceptives and safe abortion products, services and technologies continued to be available to the women and men who need them — all while dealing with COVID.

Despite the pandemic, we are proud that 2020 was another record-breaking year for DKT. We delivered a total of 48.6 million couple years of protection (CYPs) across more than 90 countries and trained and detailed an estimated 250,000 health providers. Our work helped prevent 11.3 million unintended pregnancies, 49,000 maternal deaths and 12.8 million unsafe abortions. Details on products and services and our health impact are broken down by country and available [on this page](#) of our website under “Resources” and “Results.”

As DKT evolves, we imagine the journey that a typical contraceptive makes during its lifetime. It starts at the manufacturer and ends when the contraceptive is used by the consumer. Historically, DKT has straddled the middle part of that journey — registering, importing, warehousing, distributing, marketing, selling, educating and training. With the changing nature of the reproductive health landscape, we see DKT stretching itself further into the upstream and downstream legs of the contraceptive’s journey — while also strengthening those areas where we already work. Upstream, we will continue leveraging DKT’s manufacturing partnerships to expand access to high quality products across more countries. Downstream, we will capitalize on technology that is empowering consumers to care for themselves and reduce the distance between DKT, health providers and clients. This journey is shown on the next page.

DKT’s position as a social enterprise continues to strengthen. We see ourselves as an integral part of the economies and societies in which we operate, relying on local knowledge and expertise, and investing in long-term strategies for growth. Some 70% of our operating budget is now covered by sales revenues, providing a unique and powerful platform for long-term sustainability. Nevertheless, [donor support](#) remains critical to grow, reach vulnerable populations and ensure distribution to the Last Mile in hard-to-reach areas. We are incredibly grateful to our donors and supporters. We simply could not do the work without you.

As always, we welcome questions and suggestions. You can reach me at chris@dktinternational.org



Christopher Purdy
President and CEO

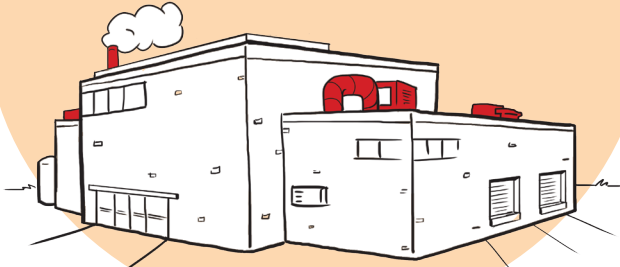


The Life Cycle of a Contraceptive

Upstream

Manufacture, Regulatory Oversight, Quality Assurance, Shipping

DKT works hand-in-hand with manufacturers to expand market access for contraceptives.



Midstream

Importation, Warehousing, Distribution, Marketing, Sales, Education, Training, Service Provision

DKT does the hard work of making sure that our products are available and accessible in a variety of outlets.



Downstream

Quality of Care, Counseling and Understanding, Product Use, Client Satisfaction

Technology is reshaping the consumer experience.



Historically, DKT has focused a majority of its efforts in the midstream of this work. Going forward, we see DKT stretching both into the upstream and the downstream segments of this journey while continuing to excel in those areas where we have long worked.

DKT Impact in 2020

DKT results translated into the following health impact in 2020:

- **11.3 million** pregnancies averted
- **12.8 million** unsafe abortions averted
- **49,000** maternal deaths averted
- **48.6 million couple years of protection delivered**



DKT promotes Prudence condoms on Copacabana beach in Rio de Janeiro, Brazil pre-COVID.

48.6 Million Couple Years of Protection

DKT derives these CYPs from the following products:

- **825 million** condoms
- **103.5 million** oral contraceptives
- **15.9 million** emergency contraceptives
- **16.6 million** injectable contraceptives
- **4 million** IUDs
- **2.5 million** hormonal implants
- **3.2 million** contraceptive suppositories
- **5 million** medical abortion combination packs
- **19.3 million** misoprostol pills
- **251,000** manual vacuum aspiration kits
- **1.5 million** cannulae
- **52,000** tubal ligations and vasectomies



A DKT medical detailer promotes a rapid HIV test kit in a Nigerian pharmacy.

WomanCare GLOBAL | A COMPANY OF dkt INTERNATIONAL

2020 DKT WomanCare Sales

- **MVA Kits: 251,622**
- **Implants: 2.1 million**
- **Cannulae: 1.5 million**
- **CYPs: 1.6 million**

Note: These WomanCare sales figures are included in the overall DKT sales listed above. DKT WomanCare partners with manufacturers to market and distribute health products across 90 countries, including to ministries of health, UNFPA, USAID, NGOs and the private sector.

The Digital Health Revolution: Increasing Opportunities for Impact

DKT is leveraging the digital revolution to increase women's access to and understanding of contraception and safe abortion.

Telemedicine

When COVID-19 limited in-person gatherings, DKT launched telehealth to support clients. In the **Democratic Republic of Congo** and **Nigeria**, DKT established telemedicine centers to answer questions about contraception, post-abortion care and more. In **Indonesia**, DKT introduced "[Halo DKT](#)," a service to connect doctors and midwives with clients who want information on sexual and reproductive health by telephone, WhatsApp, Facebook, Instagram and Twitter.



In 2020, DKT Democratic Republic of Congo launched a telemedicine center to answer questions about contraception and post-abortion care without the risk of physical consultations.

Chatbots and Crowdsourced Information

Women First Digital, a key online partner of DKT, introduced [Ally](#), a chatbot that helps women with questions on abortion. They also unveiled a crowdsourced [Find My Method forum](#) to bring women together to create a supportive space for discussing family planning. Questions are categorized by country so that users in **Nigeria**, for example, can learn about which clinics in Lagos are youth-friendly and users in **Mexico** can converse in Spanish about side effects of various methods.

Virtual Training

DKT conducted online training for thousands of health providers after in-person meetings were cancelled or cut back. In the **Philippines**, DKT hosted virtual training to educate providers on the benefits of contraceptive products and technology for miscarriage management while in **Egypt**, DKT recorded training videos about emergency contraception. **DKT WomanCare** inaugurated a [training academy](#) that offers educational modules on family planning, safe abortion and miscarriage management. Women First Digital developed [trainings](#) on safe abortion for medical students, pharmacists and humanitarian workers.

E-Commerce

COVID accelerated the trend to buy and sell through e-commerce platforms. In **Nigeria**, DKT established [DKT e-shop](#), a business-to-business platform for health providers, health facilities and retail outlets. The platform, which is available as a website and a mobile phone application, is considered DKT's fourth distribution arm (after retail, wholesale and hospitals). DKT **Egypt** and DKT **India** have online stores ([DKT-Shop](#) and [DoctorStore](#)) where doctors, pharmacists and wholesalers can access products without requiring a physical visit. And in **Pakistan**, DKT has partnered with [Daraz](#), the country's largest e-commerce site, to offer Josh condoms and lubricants.

DKT Board

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Matthew Reeves, M.D.
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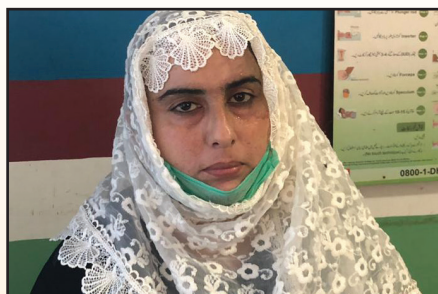
Julie Stewart, Founder, Families
Against Mandatory Minimums

DKT Country Leadership

For a full list of DKT's global leadership, please visit [this page](#) of our website.



Pakistan: Zulekha Baloch Overcomes Opposition to Become Midwife



Since she was a child, Zulekha Baloch, 30, has nurtured the idea of working in health despite almost universal opposition to the idea — from her husband, her family and her community.

The first hurdle was getting married at 16 and quickly having three children. Her husband initially opposed her two-hour daily commute to midwifery school but finally agreed. Even after getting her diploma and scraping together the resources to establish a clinic, pretty much everyone opposed the idea.

"I was questioned by my husband and my family about the need," she says. "How much would I earn? How many clients would I have? Who did I think I was? A doctor? Why would anyone trust me over qualified doctors?"

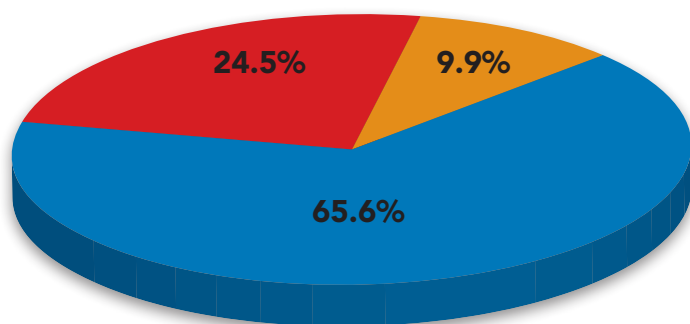
"People in my community also had a negative image regarding family planning," says Zulekha. "They thought it was a sin." But Zulekha persisted, and now is marking five years running her own clinic.

She did it with the help of DKT Pakistan, which gave her the training and financial and logistical support to start a Dhanak clinic, the first in her district. Community support was underwhelming at first but eventually she convinced people that family planning was a positive thing and not against Islam.

Zulekha lost her husband in 2019. But thanks to the clinic, she has been able to support and educate her children and build a new house. Zulekha proved everyone wrong, and her community is better off as a result.

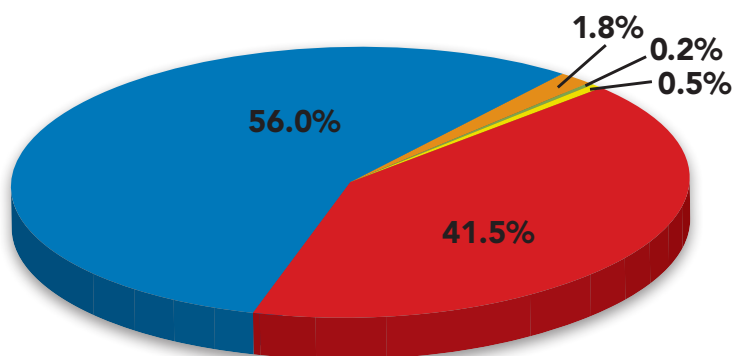
Financial Highlights 2019

Total Revenue and Support: \$248.1 Million



- Contraceptive Sales & Related Services
- Investment & Other Income
- Grants & Contributions

Total Expenses: \$229.9 Million



- Program Costs
- Cost of Contraceptives
- Fundraising
- Other Expenses
- Headquarters Expense

While DKT employees globally number more than 3,000, the headquarters team has stayed lean and mean with 13 employees. We rely on local knowledge and experience to drive in-country strategy and growth.

DONORS: DKT International gratefully acknowledges the generous support of donor organizations, foundations and governments. We pledge to be worthy of their trust. [A list of major donors](#) is available on our website. Donations to DKT may be mailed or [made online](#) at www.dktinternational.org



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