



**2012**  
DKT International  
Annual Report

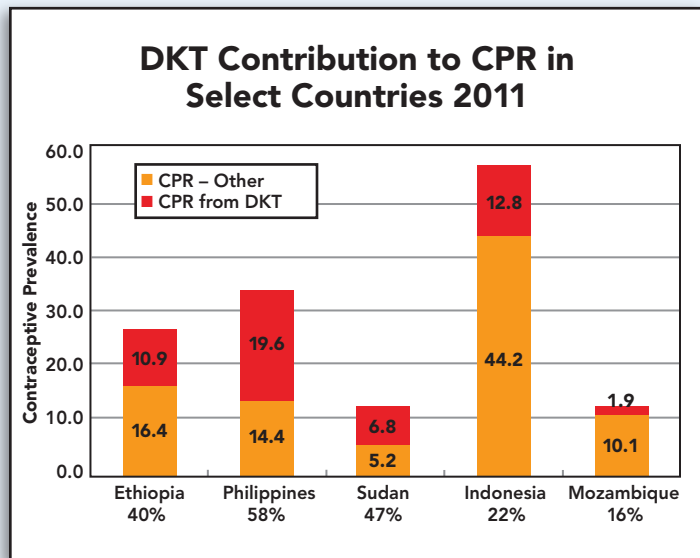
**dk**t  
INTERNATIONAL  
*Changing Lives  
through Social  
Marketing*

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

## Letter from Phil Harvey

In 2011, we provided 24.5 million couple years of protection, resulting in significant health impact. DKT programs prevented an estimated 7 million unwanted pregnancies, 1.4 million abortions, and more than 11,000 maternal deaths. The couples we serve represent some 6% of all couples using family planning in the developing world (excluding China).

Our cost per couple year of protection (the amount of contraceptive protection needed for one couple over one year), continued to be around \$2 per couple — remarkably low.



In 2011, DKT established new programs in Ghana and Morocco. In Ghana, DKT is in the process of registering three brands and more than ten products for family planning. In Morocco, DKT has already started providing couples with contraceptives. In both countries, the goal is to increase the affordable options for family planning and to help make contraceptive use more equal between rich and poor, urban and rural consumers.

The Ghana program was started through a unique model of innovative financing — the DKT Indonesia program provided \$1 million in seed money generated from the sale of condoms and pills. We have similarly received and deployed funds from Brazil and the Philippines.

Another highlight of 2011 was the inauguration of our fifth social franchising program in Mozambique. Social franchising is a network of health/family planning workers that aims to increase the number of providers and health services offered, to provide services at an equal or lower cost than other delivery options, to provide services that adhere to quality standards and serve all population groups. Social franchising provides a small but growing share of our health impact.

Our success has been possible only with the dedication and hard work of our 1,800 employees and our many partners in 18 countries, plus the donors who support our work financially and morally. We thank them all and look forward to collaborating to bring family planning and safe abortion to more and more couples in 2012.

Sincerely,

Philip D. Harvey  
President, DKT International

- Distributed **650 MILLION+** Male & Female Condoms
- Delivered **17 MILLION+** Long-Lasting Contraceptive Methods (*IUDs, Injectables, Implants*)
- Prevented **1.4 MILLION+** Abortions
- Most Couple Years of Protection: **INDONESIA** (6.6 million)  
Newest Program: **GHANA** (2011)  
Most Sterilizations Since 2000: **INDIA**
- Prevented more than **11,000** Maternal Deaths



- Provided **24.5 MILLION COUPLE YEARS OF PROTECTION IN 18 COUNTRIES** representing some 6% of all couples using family planning in the developing world (*excluding China*)
- Prevented **7 MILLION** Unwanted Pregnancies
- Provided **74 MILLION+** Oral & Emergency Contraceptives
- Most Misoprostol Pills Sold: **EGYPT** (11 million)  
Poorest Country: **DR CONGO** (\$320 per capita)  
Most Condom Website Hits: **BRAZIL** (2.2 million)



## DKT Board:

**Philip D. Harvey**, President and Founder, DKT International  
**Tim Black**, Founder, Marie Stopes International  
**Robert Cizsewski**, Former Executive Director, Population Services International  
**Dana Hovig**, Chief Executive, Marie Stopes International  
**Christopher Purdy**, Executive Vice President, DKT International

## DKT Senior Leadership:

**Brazil**, Daniel Marun; **China (Shanghai)**, Jimmy Cai; **China (Ürümqi)**, Neil Schmid;  
**DRC**, Sandra Gass; **Egypt**, Ashraf Fouad; **Ethiopia**, Andrew Piller; **Ghana**, Mary Aikenhead;  
**India (Janani)**, Don Douglas; **India (Mumbai)**, Patrick Louvel; **Indonesia**, Todd Callahan;  
**Malaysia**, R. Thetchanamoorthy; **Mexico**, Karina de la Vega; **Morocco**, Maurice Kupfer;  
**Mozambique**, Jeff Seed; **Pakistan**, Juan Garcia; **Philippines**, Terry Scott; **Sudan**, Ambrose Alagiri;  
**Thailand**, Robert Padua; **Turkey**, Yakup Aydogan; **Vietnam**, AC Bushnell



## DKT INTERNATIONAL, INC. COMBINED STATEMENT OF ACTIVITY Year Ended December 31, 2010

	Total
<b>REVENUE, GAINS, AND OTHER SUPPORT</b>	
Contributions - individuals, foundations and corporations	\$ 15,810,892
Contributed goods and services	409,769
Grant and contract revenue	12,225,944
Gross receipts program revenue - contraceptive sales and related services	76,497,857
Interest income	721,961
Dividend income	1,083,210
Royalty income	256,408
Foreign currency translation gain	2,312,345
Realized gain on sale of investments	758,125
Gain on sale of assets	38,672
Unrealized gain on investments	6,147,795
Other income	314,615
<b>TOTAL REVENUE, GAINS, AND OTHER SUPPORT</b>	<b>116,577,593</b>
<b>EXPENSES AND LOSSES</b>	
Program services	
Cost of sales and expenses - sale of contraceptives	47,418,452
Other program expenses	65,000,471
Supporting services	
Management and general	1,562,069
Fund-raising	345,105
<b>TOTAL EXPENSES</b>	<b>114,326,097</b>
Loss on disposition of assets	150,587
Foreign currency translation loss	2,040,264
Realized loss on sale of investments	466,510
Unrealized loss on valuation of inventory	554,783
Unrealized loss on investments	652,822
<b>TOTAL LOSSES</b>	<b>3,864,966</b>
<b>TOTAL EXPENSES AND LOSSES</b>	<b>118,191,063</b>
<b>CHANGE IN NET ASSETS</b>	<b>(1,613,470)</b>
<b>NET ASSETS AT BEGINNING OF YEAR</b>	<b>110,961,311</b>
<b>NET ASSETS AT END OF YEAR</b>	<b>\$ 109,347,841</b>

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

- **AusAID** <http://www.ausaid.gov.au>
- **Department for International Development (DFID) Britain** <http://www.dfid.gov.uk>
- **Government of India** <http://india.gov.in/govt.php>
- **Irish Aid** <http://www.irishaid.gov.ie>
- **KfW (German Development Bank)** <http://www.kfw.de>
- **Marie Stopes International** <http://www.mariestopes.org.uk>
- **National AIDS Commission, Indonesia** <http://www.aidsindonesia.or.id>
- **National AIDS Control Organization (India)** <http://www.nacoonline.org/NACO>
- **Population Council** <http://www.popcouncil.org>
- **The Bill and Melinda Gates Foundation** <http://www.gatesfoundation.org>
- **The David and Lucile Packard Foundation** <http://www.packard.org>
- **Ministry of Foreign Affairs of the Netherlands** <http://www.minbuza.nl>
- **The William and Flora Hewlett Foundation** <http://www.hewlett.org>
- **UNDP** <http://www.undp.org>
- **United Nations Population Fund** <http://www.unfpa.org>
- **US Agency for International Development** <http://www.usaid.gov>



1701 K Street, NW, Suite 900, Washington, DC 20006 • Tel: 202-223-8780 • Fax: 202-223-8786

Info@dktinternational.org • Website: [www.dktinternational.org](http://www.dktinternational.org) <http://on.fb.me/Hjvk6r>

<http://bit.ly/yTxLCp> <http://linkd.in/Hl6i0k> <https://twitter.com/DKTchangeslives>