





## Letter from **CHRISTOPHER PURDY**

The world is facing three macro trends that are forcing us to change the way we interact: the acceleration of technology, globalization, and a changing planet. While we must grapple in new ways with these multifaceted challenges, many of the solutions are well understood.

As the late Hans Rosling noted in his book, *Factfulness*, “unlike with climate change, we don’t need predictions and scenarios. We know that 800 million people are suffering right now. We also know the solutions: peace, schooling, universal health care, electricity, clean water, toilets, contraceptives, and microcredits. There’s no innovation needed to end poverty.”



**A pharmacy customer receives a visit from the DKT Nigeria team.**

Of all the solutions needed to make the world a better place, increasing access to contraception is one of the most achievable. Best of all, we don’t need to re-imagine the steps to get there. The requisite technology, accompanying behavior change, and training of medical professionals is generally effective and well understood. High quality contraception is safe, inexpensive, and easy to use.

At DKT, we believe it is a global imperative to make contraception and safe abortion available to every person who wants them. Doing so provides individuals with life-shaping choices and has reverberating impact on the communities and societies in which they live.

In 2018, DKT delivered 44.6 million couple years of protection (CYPs), making us one of the largest providers of contraception and safe abortion technology, products, and services in the world. We have simultaneously maintained a focus on cost efficiency; our latest financials put DKT’s cost per CYP at \$1.73, one of the lowest in the family planning world.

We expanded geographically, nearly doubling our sales presence to 55 countries at the end of 2018. Much of this growth came through regional platforms in Francophone West Africa, Anglophone West Africa, Latin America, and the Middle East/North Africa. We are especially proud of our entry into Afghanistan and Syria, both especially challenging environments.

In 2018, we consolidated *DKT WomanCare*, a global enterprise that markets and sells manual vacuum aspirators for early surgical abortion, and Levoplant, a new, inexpensive contraceptive implant. Other products will be added. *DKT WomanCare*’s footprint covers 95 countries, including developed markets. See more information on Page 5.

2019 marks DKT’s 30th anniversary. We’ve come a long way from 1989 but our mission remains steadfast. We are witnessing unprecedented acceleration of societal changes in the world around us, and DKT is meeting these changing landscapes with equally powerful responses to ensure that women and men maintain the right to determine their own reproductive destinies.

Thank you for being a friend and supporter.

Christopher Purdy  
President and CEO

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INTERNATIONAL

# DKT IMPACT IN 2018

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DKT sales translated into the following health impact in 2018:

- **12.7 million** pregnancies averted
  - **9.8 million** unsafe abortions averted
  - **90,000** infant deaths averted
  - **31,000** maternal deaths averted
  - **44.6 million couple years of protection (CYPs) delivered**
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## 44.6 Million CYPs

DKT derives these CYPs from the following products:

- **721 million** male condoms
- **101 million** oral contraceptives
- **29.6 million** injectable contraceptives
- **10.6 million** emergency contraceptives
- **5.5 million** IUDs
- **1 million** female condoms
- **684,000** hormonal implants
- **36,000** tubal ligations and vasectomies
- **15.5 million** misoprostol pills
- **3.5 million** mifepristone/misoprostol combi packs
- **180,000** manual vacuum aspirators
- **1.7 million** cannulae



A small shop owner stocks up on Prudence condoms in Mozambique.



A DKT Egypt trainer explains how to insert an IUD.



A pharmacist in Turkey offers DKT's emergency contraception.

## DKT Board

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Minimums

## DKT Country Leadership

**Brazil/South America,** Dan Marun

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**Egypt/Middle East,** Ashraf Fouad

**Ethiopia,** Michael Evans

**Ghana/Anglophone West Africa,**  
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**Tanzania,** Kevin Hudson

**Turkey,** Yakup Aydogan

**Vietnam,** Rory Harrington

**WomanCare,**  
Jacques-Antoine Martin

**WomenFirst Project,**  
Tisha Gopalakrishnan



## Tech INNOVATIONS & IMPACT

Technology is rapidly transforming the world around us and DKT is leveraging this power to ensure that women and men have a better understanding of and access to the products and services they need. DKT uses digital and mobile resources to transcend social and physical barriers and increase contraceptive access and availability. Where DKT programs can't reach directly, DKT's online presence often does.

**LeapFrogging Infrastructural Constraints:** DKT is increasingly utilizing technology to overcome issues around inventory, sales, and financial reporting. Many DKT sales teams now use tablets with geo-tagging technology to map out sales outlets, provide accurate information to providers and control financial exchanges. Information is collected in real-time so inefficiencies can be addressed quickly.

**Online Resources:** DKT's WomenFirst Project partners with websites that provide accurate information about contraception and safe abortion. For example, DKT partners with [www.findmymethod.org](http://www.findmymethod.org) to help women learn about contraceptive options and their side effects. Some of our websites also provide virtual counseling via Skype. In addition, most DKT programs use social media pages (Facebook, YouTube, and Instagram) to educate women and provide referrals.

**Quick Quality Assurance:**  
DKT Pakistan installed Express Pods at Dhanak Clinics. These wireless computerized portals let customers provide feedback to DKT instantly.

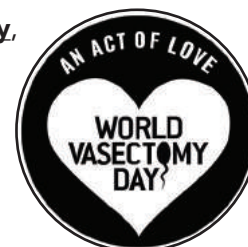


**In Pakistan, a woman at a Dhanak Clinic uses an Express Pod to indicate her level of satisfaction with the services received.**

**Digitizing Doctors:** DKT India's **Doctor Store** sells a comprehensive product portfolio, ranging from IUDs to surgical abortion kits.

The e-commerce site requires a medical ID, ensuring all products end up in qualified hands.

In 2018, DKT co-hosted **World Vasectomy Day**, a borderless online and in-person movement that encourages men to take responsibility for family planning and access vasectomy services.



## A New Marketing and Distribution Platform Takes Off

**D**KT WomanCare is a new marketing and distribution platform that advances DKT's mission of providing people around the world with reproductive health options. In close partnership with manufacturers, DKT WomanCare provides global integrated supply chain and marketing support to serve some 95 countries. We sell a range of reproductive health products to multilateral bodies, ministries of health, commercial agencies, and social marketing and family planning organizations. We then support product launch and sales with world class marketing and training of health providers.



**DKT Brazil staff show a doctor how to use an MVA kit at a medical conference in Rio de Janeiro.**

In 2018, DKT WomanCare made important progress, establishing a new head office in Paris, adding team members to better serve our customers, registering and launching our products in numerous new markets, and laying the groundwork for a stronger 2019.

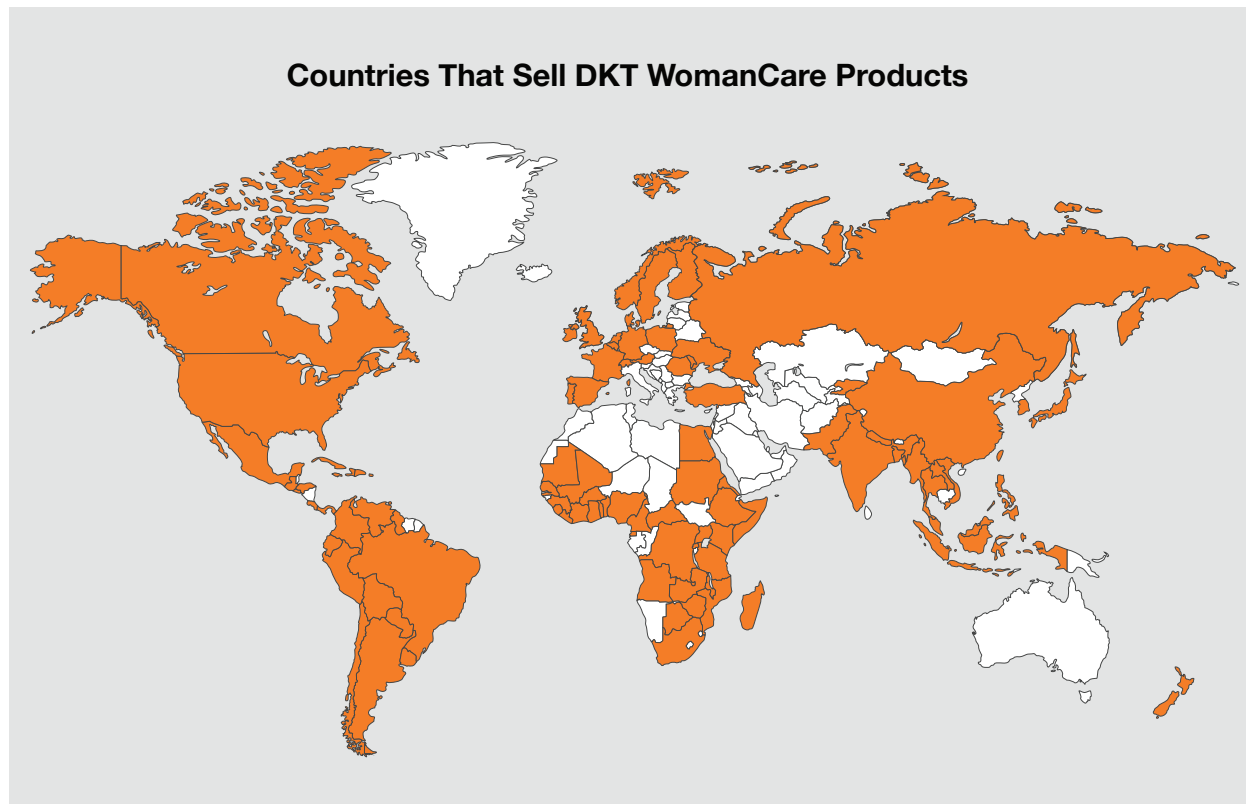
### **2018 WomanCare Sales**

- **Ipas MVA Kits: 191,000**
- **Cannulae: 1.6 million**
- **Levonplant: 420,000**
- **CYPs: 1 million**

DKT WomanCare is the global distributor of the Ipas Manual Vacuum Aspiration (MVA) technology, the world's most utilized, safe, and effective product for surgical abortion. We also sell Levonplant, a WHO approved contraceptive implant.

The map below shows the 95+ countries where DKT WomanCare sells products. To learn more about DKT WomanCare, please visit our website at [dktwomancare.org](http://dktwomancare.org) or contact us at [womancare@dktinternational.org](mailto:womancare@dktinternational.org).

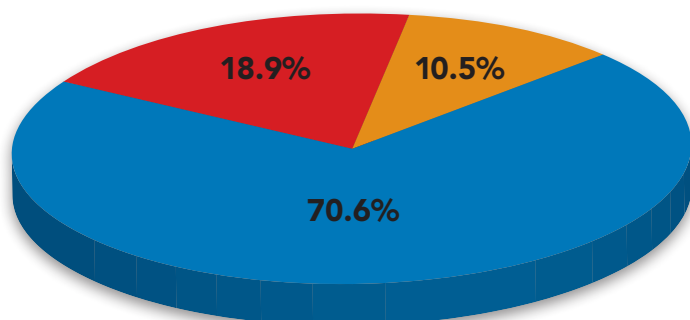
### **Countries That Sell DKT WomanCare Products**





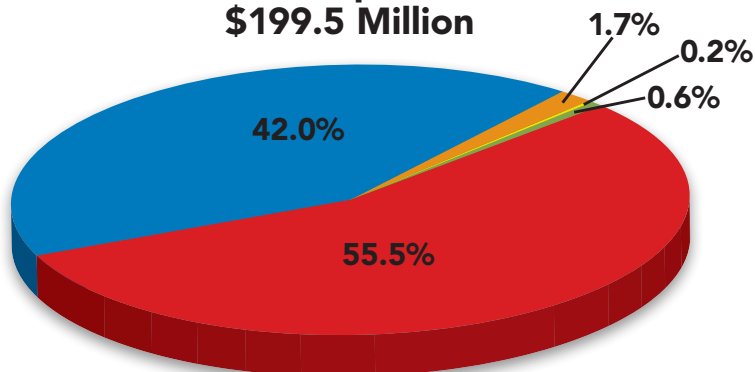
# 2017 FINANCIAL HIGHLIGHTS

## Total Revenue and Support: \$206.3 Million



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

## Total Expenses: \$199.5 Million



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

## Ethiopian husband on family planning: "Now it's my turn to use contraception"



**A couple being interviewed on radio for a DKT campaign.**

In order to encourage male involvement in family planning, DKT Ethiopia launched a four-month radio campaign called "I Am the Best Husband." During one episode, a husband called in

to share that he was taking charge of contraception in his family.

**"Now it is my turn to use contraception, and you don't have to anymore,"** he told his wife. He said he would use condoms for the foreseeable future.



**DKT Brazil promotes condoms to young people.**



**A DKT partner doctor in the Philippines gives family planning information to prospective mothers.**

**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](http://www.dktinternational.org)



1001 Connecticut Ave, NW, Suite 800, Washington, DC 20036 • Tel: 202-223-8780

Fax: 202-223-8786 • [info@dktinternational.org](mailto:info@dktinternational.org) • [www.dktinternational.org](http://www.dktinternational.org)

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