

ANNUAL REPORT 2022

This version of
the annual report
includes some of
DKT's best videos from
around the world.



Kenya



Philippines



Brazil



DR Congo



Social Marketing
for a Better Life

Best DKT Videos of 2021

DKT is known for producing some of the most creative and hard-hitting videos motivating behavior change in Africa, Asia and Latin America. Here is a sampling of 2021 videos that are disseminated by DKT programs through TV and social media. You can see more on the [DKT YouTube Channel](#), or on the YouTube channels of specific DKT programs, like [Brazil](#), [Ethiopia](#), [French-speaking West and Central Africa](#), [Ghana](#), [India](#), [Indonesia](#), [Mexico](#), [Mozambique](#), [Nigeria](#), [Pakistan](#), [Philippines](#) and [Vietnam](#).

Click on the icons below to view some of the best DKT videos of 2021.



Family Planning



Condoms



IUDs



**Oral
Contraceptives**



Safe Abortion

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Letter from Christopher Purdy

DKT International is one of the largest providers of contraception and safe abortion products, services and technology in the world. Every day in more than 90 countries, DKT teams and programs work to ensure that women and men are able to exercise their fundamental human rights by determining when, if and how they choose to have children. In a world that is rapidly changing around us, the agency and power that these choices provide to couples makes all the difference.

In short, DKT's work turns the concepts of reproductive rights into concrete action. Our work matters deeply.

We delivered a record-breaking 54.2 million couple years of protection (CYPs) in 2021, a testament to the perseverance and creativity of DKT team members operating in challenging circumstances and during a pandemic. We estimate that these results averted 10.5 million unintended pregnancies, 8.3 million unsafe abortions and 28,500 maternal deaths.

The investment you made to support this impact is cost effective. Our global cost per CYP in 2020 was \$1.65 and our Washington headquarters overhead costs were less than 2% of total operating expenses. Fundraising costs were only 0.3%. Worldwide, around 67% of our revenues come from income generated from the sale of contraceptives. The remaining 33% is paid for with much needed donor funds and other income.

I could not close out this letter without reflecting on the passing of DKT founder and longtime president Phil Harvey in December 2021. His loss is deeply felt at DKT and throughout the many organizations that he influenced. His work and life impacted millions of people around the world – and will continue to do so.

We now look to the future and formidable goals. Our aim is to double our health impact to 100 million CYPs by 2030 and to achieve 90% sustainability. We aim to do this all while maintaining and building on the cultural values that Phil Harvey established: entrepreneurial spirit, focus on health impact and a nimble, decentralized organizational structure that places deep trust in our teams around the world.



Christopher Purdy
President and CEO



Chris Purdy (right) meets with staff on a visit to Uganda in 2021.



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DKT Impact in 2021

DKT results translated into the following health impact in 2021:

- **10.5 million** unintended pregnancies averted
- **8.3 million** unsafe abortions averted
- **28,500** maternal deaths averted
- **54.2 million couple years of protection delivered**



A DKT Lydia midwife shows IUD educational materials in Cameroon.

54.2 Million Couple Years of Protection

DKT derives these 54.2 million CYPs from the following products (this list includes major DKT products marketed in 2021 but is not comprehensive):

- **901 million** condoms
- **111 million** cycles of oral contraceptives
- **20 million** doses of emergency contraceptive
- **26.5 million** injectables
- **4.7 million** IUDs
- **1.9 million** hormonal implants
- **3.7 million** contraceptive suppositories
- **67,000** tubal ligations and vasectomies
- **5 million** medical abortion combination packs
- **25.5 million** misoprostol pills
- **300,000** manual vacuum aspiration kits
- **1.3 million** cannulae



Patients waiting for tubal ligation at a Surya clinic in Bihar, India.

The total number of health providers trained or detailed in 2021 was 494,256.

WomanCare GLOBAL | **dkd** INTERNATIONAL

2021 DKT WomanCare Sales

- **1.7 million** hormonal implants
- **1.5 million** cannulae
- **253,000** manual vacuum aspiration kits
- **12,000** medical abortion combination packs
- **83,000** misoprostol tablets
- **20,000** injectables
- **CYPs: 2 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.

Tribute to Phil Harvey (1938-2021)



Our founder was an iconoclast trailblazer who profoundly shaped the field of social marketing and public health.

An entrepreneur, author, serial founder, philanthropist and ardent defender of freedom, Phil cared deeply about people and wanted everyone to live life with dignity. He devoted his professional life and personal fortune to making that goal a reality around the world and fought for individuals in ways both grand and direct.

Phil founded DKT International and served as its president for nearly 25 years. He also co-founded Population Services International

and Marie Stopes International (now called MSI Reproductive Choices), all organizations dedicated to ensuring people could freely choose family size.

Among his friends and colleagues, Phil was known for a paucity of words. He was a “quiet giant,” a humble and loyal leader who engendered deep trust and wide admiration among those whom he knew and mentored. He will be sorely missed by his family, friends and colleagues, but will be celebrated as a hero whose actions left the world a decidedly better place.

DKT Board

Christopher H. Purdy,
Chairman and CEO,
DKT International

Robert L. Ciszewski,
Former Executive Director,
PSI

Carlos Garcia, President,
Eng-Garcia Properties

Matthew Reeves, M.D.
Executive Director,
Dupont Clinic

Julie Stewart, Founder, Families
Against Mandatory Minimums

DKT Country Leadership

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



DKT Expands Its Field of Play

For much of our 33 years, DKT has focused our efforts in the midstream of the process described on this page. Over the last few years, however, we have seen DKT moving both into the **upstream** and **downstream** while we continue to improve ourselves in our familiar stomping ground in the **midstream**.

UPSTREAM:

Manufacture, Regulatory Oversight,
Quality Assurance and Shipping



Levoplant is manufactured at a factory in China.

MIDSTREAM:

Registration, Importation,
Warehousing, Distribution, Marketing,
Sales, Education and Training



Products are delivered to a drug store in Bihar, India.

DOWNSTREAM:

Counseling, Quality of Care, Product Use,
Service Provision and Client Satisfaction



A nurse prepares to insert a contraceptive implant for a client in Mozambique.

Nigeria: Aspiring Tailor Uses Contraception to Achieve Her Dream

Temitope Adebayo, a young single mother living in the densely populated Makoko slums of Lagos, Nigeria, has found a strategy for dealing with the shady men she encounters.

"I have not seen a good man," she says. "But I am still young; it is not possible for me not to be dating. But even the guy I am dating behaves like a madman sometimes. No one should quickly get pregnant with such a man. That's the reason I am taking family planning."

Temitope, 27 years old, is raising a seven-year-old daughter in a two-room shanty in Makoko where she shares a bathroom and toilet with a neighbor. She is a tailor's apprentice and hopes to eventually work as a tailor and fashion designer. She loves everything about clothing. "I love to wash cloth," she says. "If I start washing now, I can do it from morning to night."

"For my daughter, I want her to have an education



because I came out with a secondary school certificate. I want her to pass me in her education."

One of Temitope's most potent tools is the subcutaneous contraceptive injection marketed by DKT Nigeria. She heard about it from a friend who gets injections from a DKT community health worker. Before learning about the contraceptive injection, Temitope was relying on abortions to manage her fertility. She has been using the injection since 2018, and finds it to be effective, with no side effects.

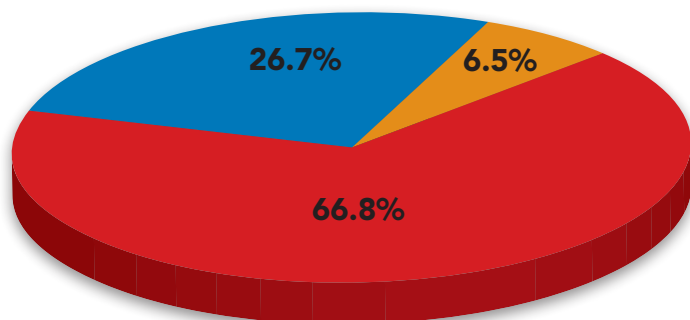
Temitope says family planning has changed her life.

"Before, I used to get pregnant quickly but now it is nothing like that. I already have a focus that fashion design is what I want to do, and there is nothing that can disturb me now. What it (contraception) has done is that all those useless pregnancies that I used to have are finished. I am free now. That is the only problem I had, and it is no more."

[For Temitope's full story, click here.](#)

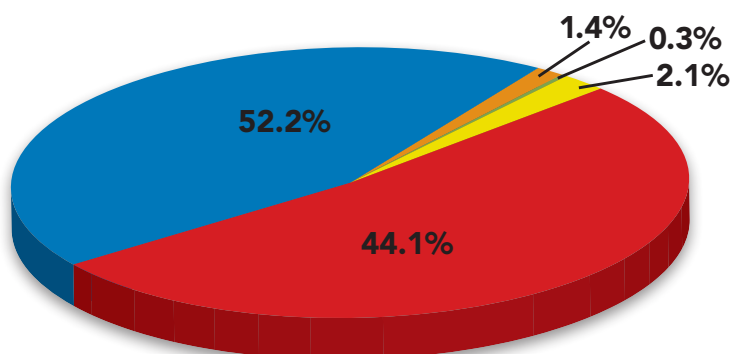
Financial Highlights 2020

Total Revenue and Support: \$250.9 Million



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

Total Expenses: \$230.4 Million



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

While DKT employees globally number more than 3,000, the headquarters team has stayed lean and mean with less than 15 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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