



# Annual Report 2023



# Letter from Christopher Purdy

Dear Friend of DKT,

Deciding whether to have children, or the timing and number of those children, is a deeply personal decision with far-reaching repercussions. At a time when the world is navigating political, economic, and social uncertainty, the ability of all individuals to determine their reproductive destinies has never been more important. These decisions are best left to the people they most immediately impact – and not governments, politicians, or institutions.

In over 100 countries in 2022, DKT provided an estimated 61.6 million couple years of protection (CYPs), making us one of the largest and most impactful providers of contraception and safe abortion products, services, and technology in the world. A breakdown of our results by country and product category is provided on our website. Using third party impact calculators, we estimate that DKT efforts averted more than 10.8 million unintended pregnancies, 9.3 million unsafe abortions, and 33,000 maternal deaths. These numbers are a testament to the hard work of DKT teams everywhere.

DKT has evolved significantly over the last decade. Consider the following:

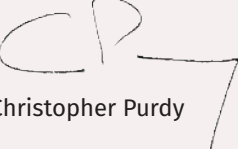
- DKT has expanded geographically. We have offices and ‘boots on the ground’ in some 60+ countries, including Afghanistan, Bolivia, and Chad. Through partners in the private and public sector, we bring products and services to an additional 40+ countries.
- We continue to build the capacity of health providers in both the private and public sector, deeply shaping the markets that we serve. In 2022, DKT directly trained or detailed more than 455,000 doctors, midwives, nurses, and pharmacists.
- Through DKT WomanCare, we have assumed a critical upstream role in supporting manufacturing partners to expand product distribution and marketing while solving issues around contraceptive security.

As we grow, we continue to focus on financial and operational sustainability, developing an innovative financing model that serves low-income markets through cost-recovery, cross-subsidization, and commercial efficiencies. This means that much-valued donor investments go that much further when invested with DKT. In 2021, the cost to donors for meeting a couple’s annual contraceptive needs was only \$1.49 and DKT covered 75% of operational expenses with self-generated sales revenue.

We spent much of 2022 articulating the critical values that have brought us this far: treating people the right way, supporting an entrepreneurial spirit, focusing on results, reducing unnecessary bureaucracy, building deep trust across the organization, and having fun along the way. These values support our corporate structure, which places autonomy, authority, and responsibility in the hands of more than 3,500 people from DKT’s locally-based teams. Our headquarters remains ‘lean and mean’ at 14 strong – tasked with supporting and serving the field offices.

Our 2030 goals remain ambitious – to reach 100 million CYPs and achieve 90% financial sustainability. Partnerships and financial support remain critical to enabling and catalyzing this vision. I invite you to join DKT in whatever ways you can. We welcome your support in shaping our future.

With thanks,

  
Christopher Purdy



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# 61.6 million CYPs

generated  
in 2022

**10.8M**

pregnancies  
averted

**33K**

maternal deaths  
averted

**9.3M**

unsafe abortions  
averted



**24+** international  
offices



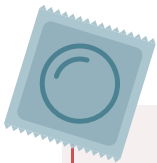
**455,000+** providers  
trained



**100+** countries  
served



**75%** sustainability  
ratio



**1 billion**  
condoms

**24.6 million**  
emergency  
contraceptives



**4 million**  
IUDs

**34.3 million**  
injectables

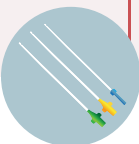
**6.1 million**  
mifepristone/misoprostol  
combination packs

**23.6 million**  
misoprostol tablets

**1.6 million**  
implants

**2.2 million**  
manual vacuum  
aspirator (MVA)  
cannulae

**315,000K**  
manual vacuum  
aspirators  
(MVAs)





## Upstream

**Manufacturing, Regulatory Oversight, Quality Assurance, Supply Chain**



*Watch this video for more context on how DKT International works around the world*

## Midstream

**Importation, Warehousing, Distribution, Marketing, Sales, Behavior Change Campaigns, Provider Trainings, Detailing**



## Downstream

**Reaching the Hard to Reach, Outreach and Clinical Services, e-Commerce, Digital and Virtual Counseling, and Telemedicine**



DKT International works hand-in-hand with manufacturing partners to register and market contraceptive and safe abortion products in more than 100 countries around the world and the work of DKT WomanCare allows us to serve geographies beyond our established offices. DKT WomanCare rigorously assesses and inspects supply partners to ensure the quality and integrity of the products we market and works with DKT International to ensure the facilities, ingredients, and processes used to make our products adhere to international best practices. This work often results in lower prices and leads to greater impact in the countries we serve.

DKT ensures high-quality contraceptives and safe abortion products are available as consumers want them. Our teams shape and support the sexual and reproductive health ecosystem by:

- **Registering products.** We take pride in bringing critically-needed products to previously restricted markets.
- **Training health practitioners to safely and confidently use our products.** DKT trained more than 450,000 practitioners around the world in 2022.
- **Distributing to hundreds of thousands of pharmacies, clinics, and supermarkets.** We make products accessible with localized packaging and advertising, and widely available – in urban retail chains and small rural pharmacies.
- **Developing educational campaigns that empower consumers.** We generate demand that keeps consumers coming back for more and shift behavior using interpersonal campaigns that educate and empower consumers.

What is the experience of a DKT client and how do they access our products and services? In markets where access to contraception is limited, DKT operates mobile or stand-alone clinics, providing a safe space to access high-quality contraceptive products without stigma or fear. Outreach programs reach youth, LGBTQ+, rural clients, and low-income groups so they can safely access what they need – either at a pharmacy or a nearby clinic.

Around the world, our affiliate Women First Digital leverages technology to support clients in their reproductive decision making. They manage several websites, social media platforms, and chatbots and provide online training and certifications for health providers. In the United States, our affiliate carafem provides reproductive health care at four, brick-and-mortar facilities and in 16 states utilizing telehealth technology. Clients can also access Cara – a mobile text support system that answers questions in real time.

# Multi-Platform Engagement



Eye-catching, sexy and often humorous ads have always been DKT's secret sauce, but in 2022 our global teams went full digital – extending DKT's signature style to the internet and meeting the consumer where they were: on social media. Our ads, talk shows and marketing campaigns are locally-produced and continue to shatter stigma with sex-positive and youthful behavior change campaigns.

Teams used TikTok to connect with Gen Z, with fun “**challenges**” and leveraged Instagram, working with **local influencers**. Facebook also continues to be a popular source of media in certain markets, such as **Nigeria, Myanmar, Liberia, the Philippines**, and **Egypt**. Click below to view the many ways DKT influenced the global contraceptive market in 2022.

## Sex-Positive Social Marketing



## Provider Trainings and Capacity Building



## Education and Community Outreach



## Leveraging Global Influencers



## Behavior Change Campaigns



## Events and Promotions



## One year on: DKT's Ukraine distributor mitigates risk in a war zone

It was a few days into the war in Ukraine and Roman Gladkyi's warehouse full of pharmaceutical products was five kilometers from the front lines. As the shelling started, Gladkyi was in shock and worried about his inventory, his country, his family, his employees and his friends. "One moment, you want to close your eyes and say, 'It's not happening to me – it's a dream,'" Gladkyi said. "You want to wake up and say, 'Okay, it's a dream.' But unfortunately, it's not a dream. And after you realize that, you have to continue to live and you have no choice."

*You want to close your eyes and say, 'It's not happening to me – it's a dream'*

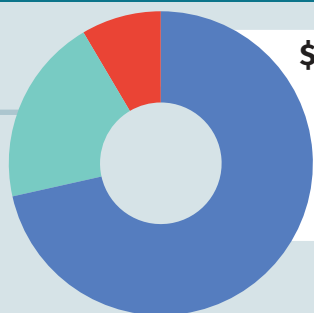


Gladkyi is an obstetrician/gynecologist by training, but is also the owner of Kleemed, a distribution company that serves as DKT International's partner in Ukraine. Supply chain and inventory interruptions brought on by the conflict shifted the IUD market and provided an opening for DKT to partner with Kleemed via its affiliate, DKT WomanCare. "Our insistence at DKT is to find a way to get these items from Point A to Point B," DKT WomanCare's True Overholt said. "Other people would be claiming - this is an incidence of war and we no longer have to honor the terms of the contract. And DKT's response was, 'What more can I do?'"

It has been one year since the conflict began, but Gladkyi is resolute in his vision for Kleemed and his belief in the ability of the Ukrainian people to endure and overcome. "You just have to move. If you stop, you're out of life, out of normal life," Gladkyi said.

[See the full story here](#)

## 2021 Key Financials



**\$270.2 Million** in  
Total Revenue and Support

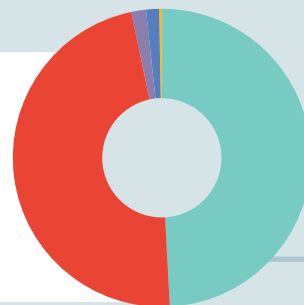
- 71.5% contraceptive sales & related services
- 20% grants & contributions
- 8.5% investment & other income

Revenue

Expenses

**\$243.3 Million** in Total Expenses

- 49.1% program costs
- 47.5% cost of contraceptives
- 1.7% other expenses
- 1.4% headquarter expenses
- 0.3% fundraising



**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)



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