



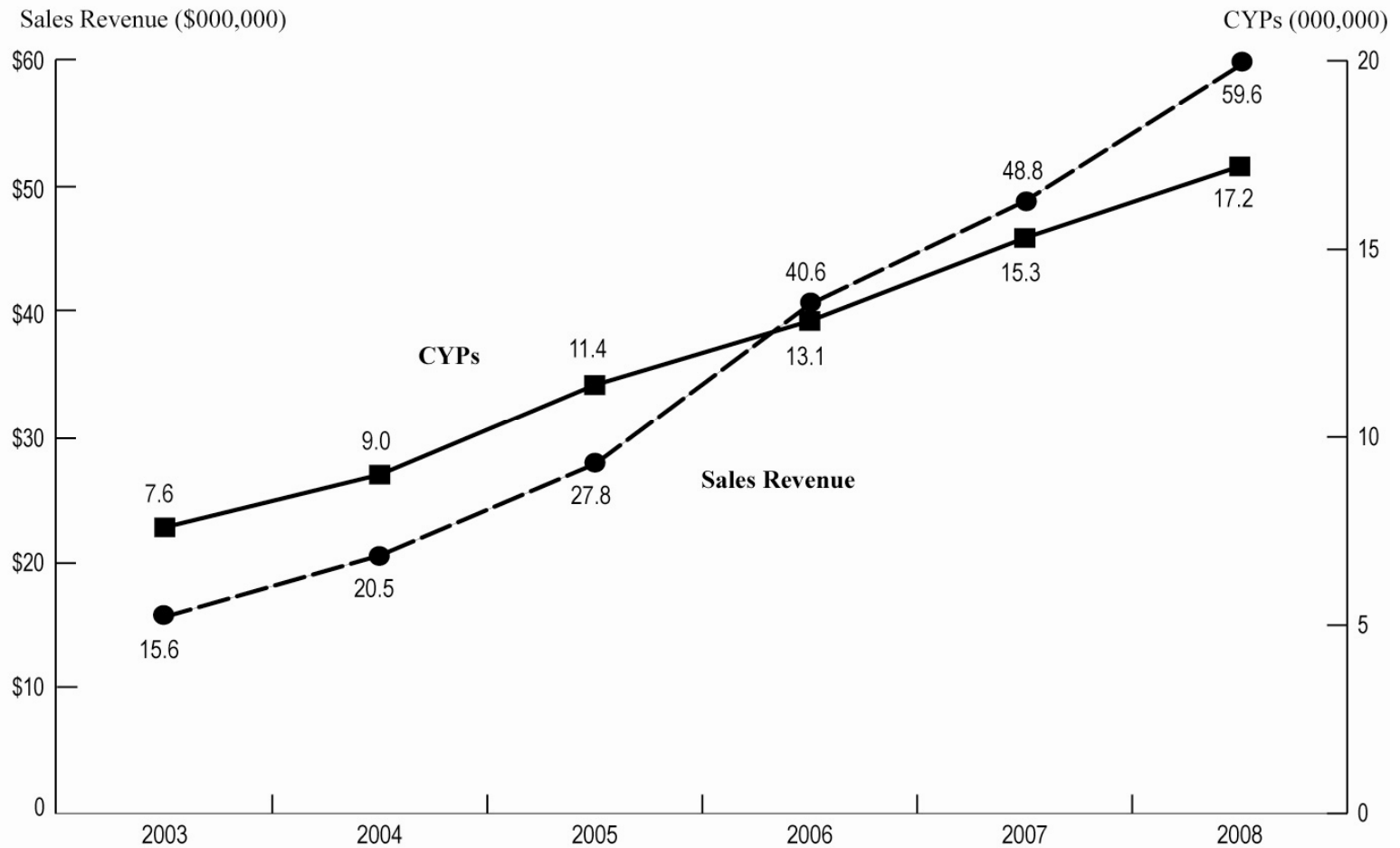
DKT INTERNATIONAL

FINANCING FAMILY  
PLANNING

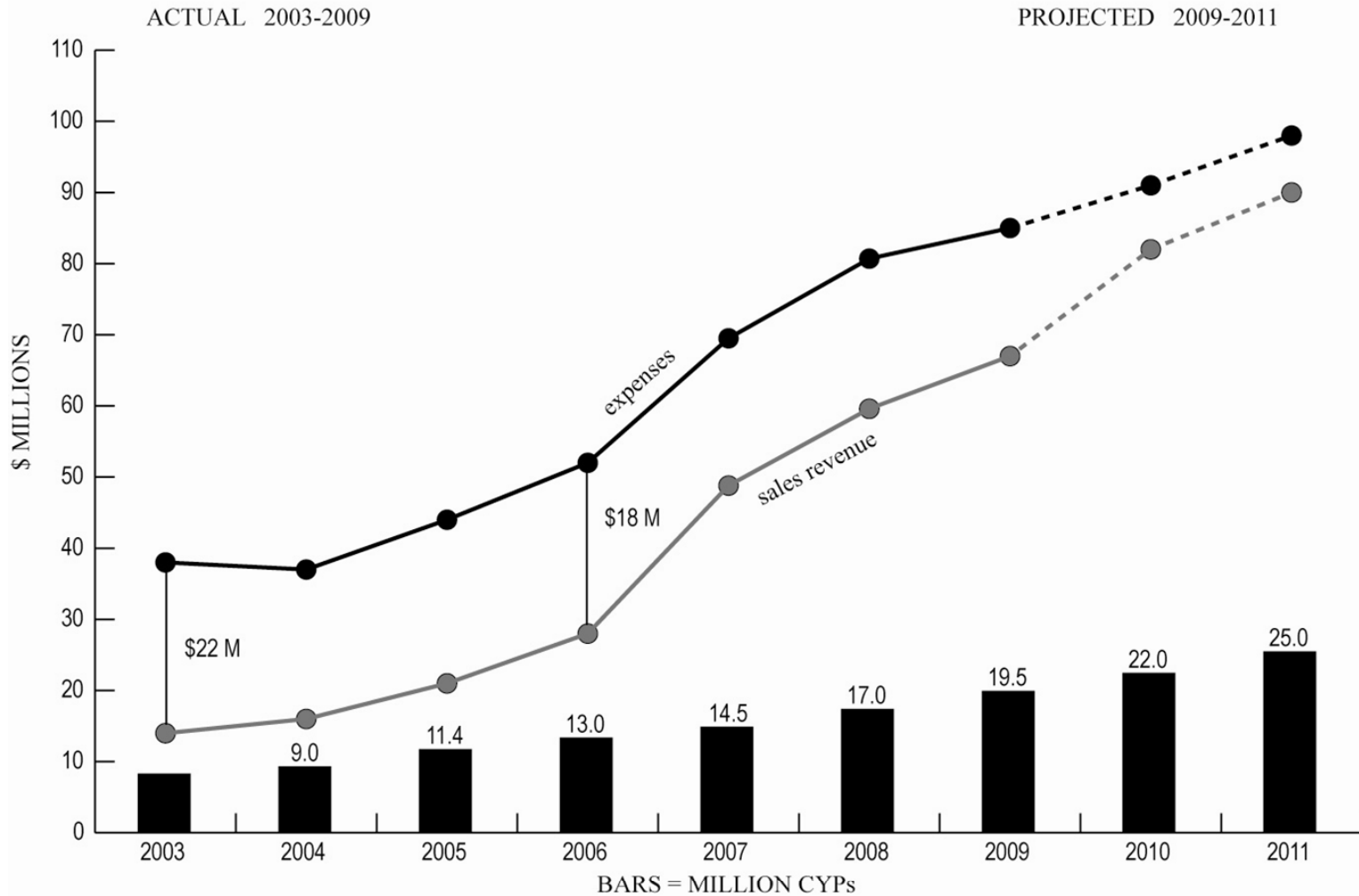
THROUGH SALES REVENUE

# DKT International

## CYPs (Millions) and Sales Income by Year (\$ Million)

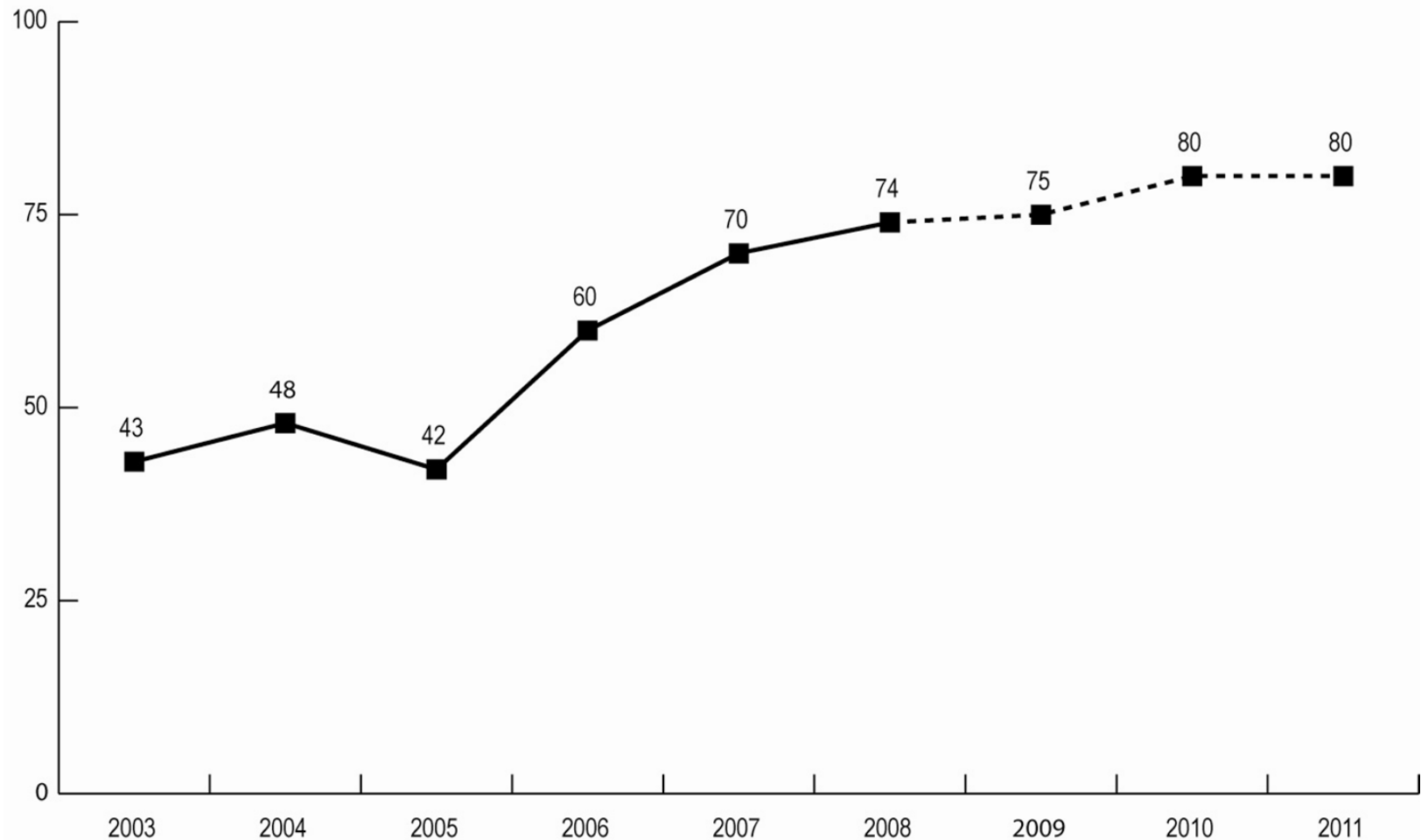


# Expenses/Revenue 2000-2011

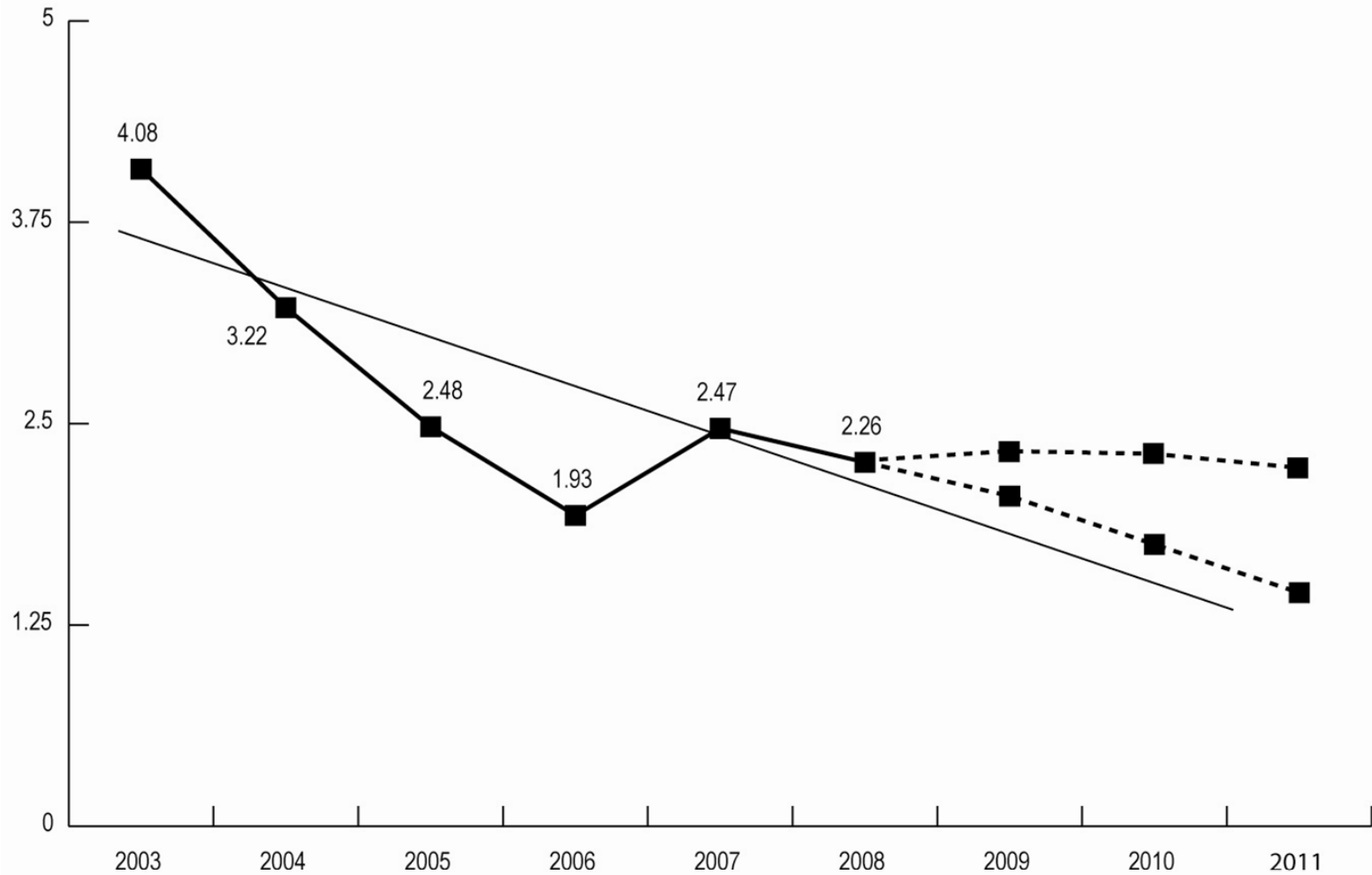


# DKT International

## Percent of Total Costs Paid from Sales Revenue



# Donor Cost/CYP

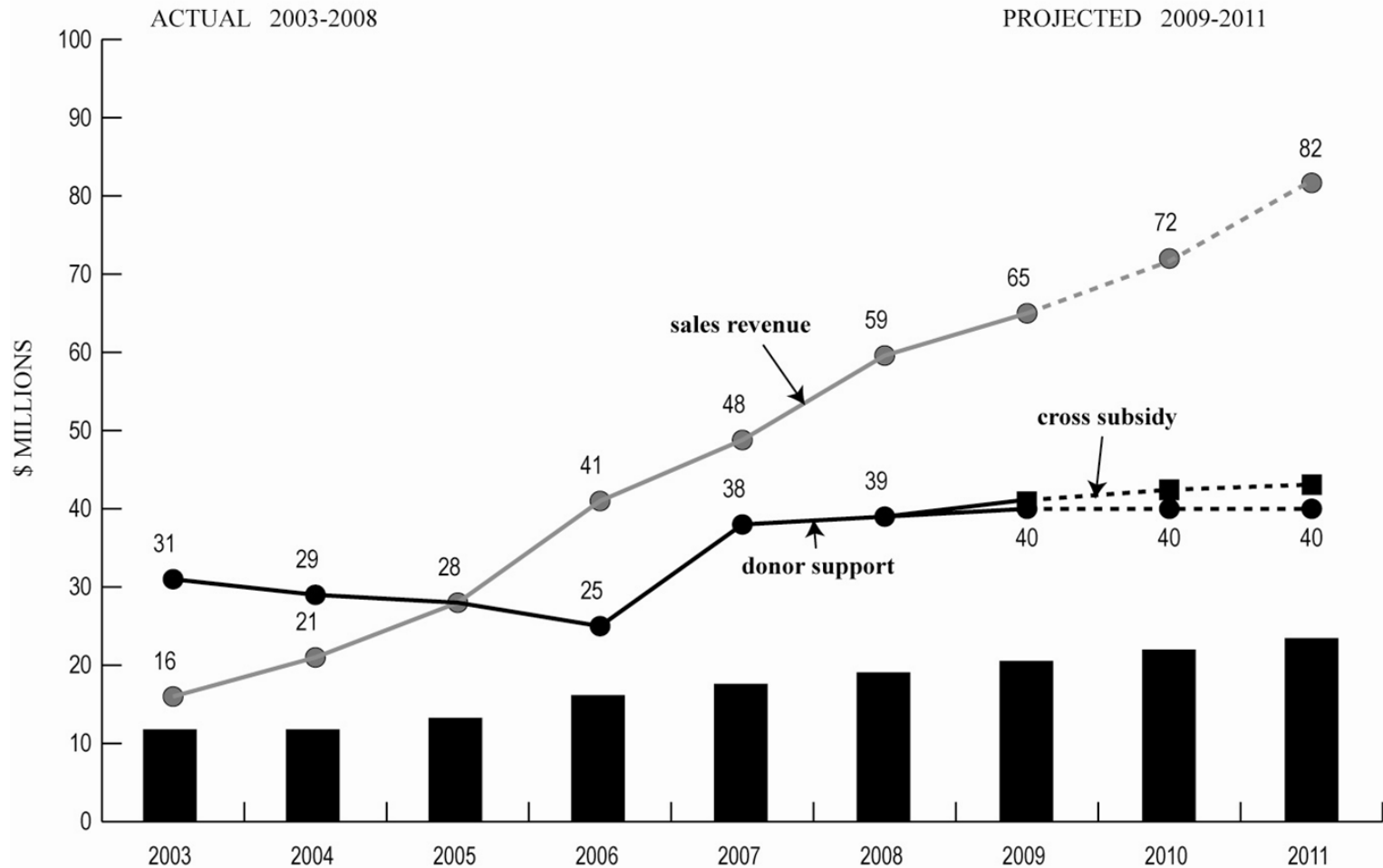


# Cross-subsidy brands are introduced, even in low-income countries

## Ethiopia Condoms

	Units	Cost	Selling Price	Margin	Income	Profit (Loss)
Core Brand (HIWOT Trust)	47.3	.04	.005	<0.395>	\$238,000	<\$1,605,000>
Higher Priced Brand 1	18.9	.04	.013	<0.027>	\$238,000	<\$556,000>
Higher Priced Brand 2	1.4	.05	.067	0.017	\$91,000	\$27,000
Total					\$567,000	<2,134,000>

# Donor Support, Sales Revenue, CYPs 2003-2011



## What About the Poor?

- Greatest donor needs are in poorest countries
- Programs have greatest impact in poorest countries
- Affordability guideline:
  - The cost of one year of contraception should not exceed 0.25% of PPP adjusted gross national income