



**YOUR
SUPPORT
& HOW IT
WAS USED**

Direct Relief



FISCAL YEAR 2023 ANNUAL REPORT

6100 Wallace Becknell Rd, Santa Barbara, CA 93117
T: 805-964-4767 | TOLL-FREE: 800-676-1638
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Cover photo: Heba, a midwife at a hospital run by Syria Relief and Development in Jindires, NW Syria, unpacks a Direct Relief kit. (Boraq Albsha for Syria Relief and Development)

Wahiawa Center for Community Health, located in Oahu, Hawaii, provides quality healthcare to the underserved population of Wahiawa. The clinic is an awardee of Direct Relief's Health Equity Program. The clinic offers primary care services, pediatrics, behavioral health, and podiatry services. (Courtesy photo)



**IMPROVING
THE HEALTH AND
LIVES OF PEOPLE
AFFECTED BY
POVERTY OR
EMERGENCIES**

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Direct Relief
GLOBAL DISTRIBUTION CENTER
SPONSORED BY FedEx

An 80-ton airlift of aid prepped for pick-up from Direct Relief's global distribution center on March 23, 2023. It arrived in Turkey shortly thereafter to bolster health facilities in communities recovering from devastating earthquakes.
(Lara Cooper/Direct Relief)

STANLEY C. HATCH

1934 - 2023

THIS REPORT is dedicated to former board chair Stanley ‘Stan’ Hatch, who exemplified the best of Direct Relief. Stan led Direct Relief during a time of substantial growth and investment in its critical technology infrastructure, which resulted in more expansive capacity to help more people. His extraordinary encouragement, guidance, and generosity has bettered the organization and the lives of those that it serves. He will be deeply missed.

BOARD OF DIRECTORS
2003-2007

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2007-2009

CHAIR EMERITUS
2011-2023

BOARD COMMITTEE MEMBER
2003-2023



EXPANDING ACCESS TO **QUALITY** **HEALTHCARE** FOR PEOPLE **AROUND** **THE WORLD**

[FISCAL YEAR 2023 IN REVIEW]

LOCAL HEALTHCARE PROVIDERS in disadvantaged and medically underserved communities around the world rely on Direct Relief on an ongoing basis, during emergencies, and long after the immediate effects of disasters subside. In each circumstance, Direct Relief delivers requested resources to bolster stocks of medicines and supplies to solidify the healthcare infrastructure needed to receive and manage inventory and improve access to care for medically vulnerable populations.

In Fiscal Year 2023 (July 1, 2022, through June 30, 2023), Direct Relief distributed more than \$1.8 billion (wholesale value) of medicines and supplies to more health workers providing services to more people in more communities around the world than ever before in its 74-year history.

Direct Relief once again demonstrated the effectiveness of its flexible approach across all of its programmatic priorities, simultaneously sustaining existing programs—such as pre-positioning emergency preparedness materials ahead of hurricane season as it does every year—while mobilizing large-scale responses to the war in Ukraine, earthquakes in Turkey and Syria, and economic crisis in Sri Lanka.

This report provides an overview of how Direct Relief leveraged contributions from generous individuals, companies, foundations, and organizations to improve the health and lives of people affected by poverty and emergencies in Fiscal Year 2023.





The Direct Relief-funded battery and solar power system at the Family Health Center in Arroyo, Puerto Rico. Direct Relief's Power for Health program prioritizes clinics with the highest risk of power outages and high dependency among vulnerable patients – where loss of power has the most severe consequences. (Courtesy photo)

FY 2023 MATERIAL ASSISTANCE

\$1,807,342,938

in specifically requested medicines and medical supplies

534,921,496

in Defined Daily Doses of medicine

4,629

tons of pharmaceuticals, medical supplies, and medical equipment delivered

21,488

deliveries to healthcare providers

88

countries

50

U.S. states

4

U.S. territories



FINANCIAL SCALE

\$1.8 BILLION
IN TOTAL AID
PROVIDED

Pharmacist Robyn Hong at the Direct Relief-supported North East Medical Services in San Jose, California. (Ben Bishop for Direct Relief)



FINANCIAL SCALE

\$71 MILLION IN GRANTS DISTRIBUTED

Charity Fund TAPS in Lviv, Ukraine used funds from Direct Relief to purchase a surgical X-ray transparent electro hydraulic table—the only one in the city. State-of-the-art arterial implantations have been carried out, and lives and limbs have been saved. During the first week of having the table, 100 operations were performed. (Courtesy photo)



GEOGRAPHIC SCALE

88 COUNTRIES, 54 U.S. STATES & TERRITORIES

The Direct Relief in support of the Vallarta Community program distributed 2,400 food kits to the communities of Cabo Corrientes, Jalisco, Mexico to support vulnerable families during the 2022 hurricane season. (Direct Relief)



HUMAN SCALE

534 MILLION DEFINED
DAILY DOSES DISTRIBUTED

500+ NEW HEALTHCARE
PROVIDERS SUPPORTED

A community health worker with Health Equity International administers a vaccine to a child in southern Haiti during medical outreach. The organization operates a health facility in Haiti that has been responding to cholera outbreaks, of particular concern in young children. (Photo courtesy of HEI)

4,629 TONS OF MEDICAL AID PROVIDED

OPERATIONAL SCALE



Xavier Garcia for Direct Relief



FedEx



Direct Relief



Direct Relief



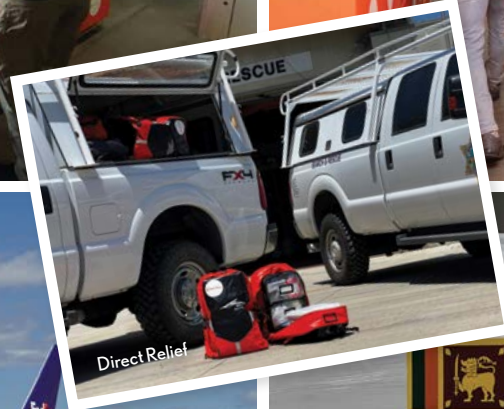
Direct Relief



Paul Barcena for Direct Relief



Lara Cooper/Direct Relief



Direct Relief



Brea Burkholz/Direct Relief



Yevgen Pyvovarov's Charity Fund



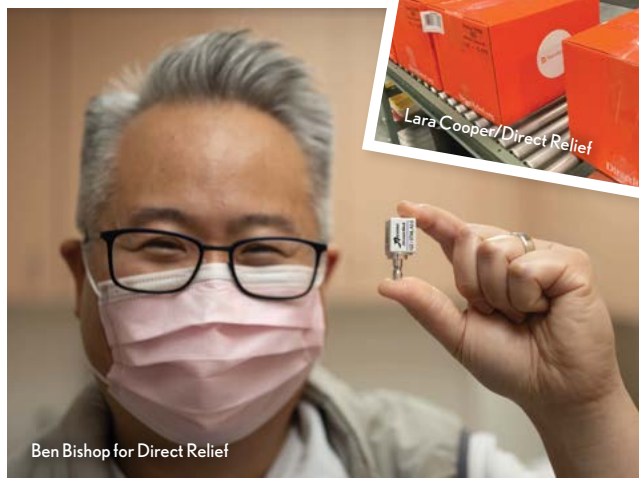
Direct Relief



David Uttley for Direct Relief



Direct Relief



Ben Bishop for Direct Relief



Lara Cooper/Direct Relief



Ukrainian Soul/Hospitable Hut



Direct Relief



Direct Relief



Waiaua Center for Community Health



Salud Para La Gente



Francesca Volpi for Direct Relief



+ \$33.2
MILLION
IN GRANTS
DISTRIBUTED

\$1 BILLION IN TOTAL AID TO UKRAINE SINCE THE WAR BEGAN

A delivery of a Direct Relief field hospital with 50 beds was inspected by Charity Fund TAPS in Lviv, Ukraine. (Courtesy photo)

UKRAINE RELIEF

THE LARGEST EMERGENCY RESPONSE IN DIRECT RELIEF'S 75-YEAR HISTORY

RUSSIA'S INVASION of Ukraine on Feb. 24, 2022, unleashed a level of suffering upon the Ukrainian people that few thought would ever be seen again in Europe. Eight million people fled Ukraine, and an estimated 5 million more were internally displaced. Over one year later, the humanitarian crisis and human tragedy deepened as ongoing Russian attacks on civilian electricity infrastructure, homes, and health facilities continued to kill and injure people and cause widespread, enormous psychological trauma.

The onset of war fundamentally altered the status quo in Ukrainian society, creating an immediate gap in essential health services on which Direct Relief focuses. The need for health services spiked at the same moment the capacity to provide services was diminished as hospitals and other health facilities were targeted, millions of people fled their homes, and available resources were redirected from health services to defending Ukraine's territory and people.

Direct Relief responded immediately and has continued an extensive, high-tempo, high-volume operation. The organization's assistance to Ukraine has been the largest response in its 75-year history – all with private resources, made possible by the extraordinary participation of individuals, organizations, and businesses globally.

People from more than 83 countries – including Russia and Belarus – and all 50 U.S. states and five U.S. territories have contributed to Direct Relief's humanitarian response in support of the Ukrainian people.

As the first and only U.S. nonprofit to become accredited to distribute prescription drugs in all 50 states that also works internationally, Direct Relief engages closely with the healthcare industry, encouraging companies to contribute the medicine and supplies they manufacture to people who cannot buy them. More than 69 companies have stepped up with contributions of their products that are needed by people in Ukraine.

The medical material provided has included hundreds of millions of defined daily doses of prescription medications and therapies for a broad range of common conditions and also specialized care, such as for cancers. Huge quantities of medical supplies ranging from battlefield tourniquets and body bags to prenatal vitamins also have been furnished.

Direct Relief also has committed millions in financial support to local healthcare organizations providing care in Ukraine and others in countries, including Poland and Slovakia, that have opened their doors to Ukrainian refugees.

That funding has covered medication costs for

hundreds of thousands of Ukrainian refugees in Poland, provided mental health care for Ukrainian refugees in Slovakia, and funded rehabilitation programs focused on working with amputees, occupational therapy, speech therapy, and psychosocial support. Direct Relief has also provided funding to support Ukraine's national system for distributing medicine around the country to the people who need it.

Despite unavoidable uncertainty about how future events will unfold, the long-term health consequences of the war are very clear. People who have sustained disabling injuries will require lifetime care, including children who have lost limbs and will require new prosthetic devices as they grow up. That's why, among other things, Direct Relief is putting money, as well as material aid, into rehabilitation services, which is a priority for the Ukrainian government and health leaders.

As this tragic moment in history unfolds in Ukraine, Direct Relief will continue to serve the people whose lives have been upended, with deepest thanks to each person and organization that is part of this effort.

Thomas Tighe
President & CEO
Direct Relief



Photo courtesy of FedEx



FY 2023 UKRAINE RELIEF

\$574,549,529

in specifically requested medicines and medical supplies

148,001,083

in Defined Daily Doses of medicine

534

tons of pharmaceuticals, medical supplies, and medical equipment delivered

139

emergency shipments

\$20,760,000

in cash assistance

400

hospitals and clinics



THE APPROACH

IN ITS UKRAINE RESPONSE, Direct Relief continues offering two types of support: medicine and supplies to address disruptions in the medical supply chain, and financial assistance to increase access to health services, improve the supply of medications, and improve the health and well-being of the population.

Direct Relief has built within Ukraine an extensive and constantly expanding network of medical provider partners that include the Ministry of Health, the World Health Organization, regional health departments, public hospitals and clinics, select private hospitals providing services without charge, and local humanitarian foundations and associations.

Millions of units of prescription medications (e.g., bottles, vials, pre-filled syringes) have been provided, along with millions of units of non-pharmaceutical products such as pen needles, oxygen concentrators, generators, ambulances, medical consumables, and other healthcare technology.

“Whenever we are considering an impending donation in the most difficult of conditions and the question is raised internally ‘Who might be able to handle such a formidable task?’ –the answer is always clear. For that reason, we feel proud and humbled to be working so closely with Direct Relief.”

– AMALIA ADLER-WAXMAN, SVP, GLOBAL HEAD, ESG AND HEAD OF CORPORATE AFFAIRS OF INTERNATIONAL MARKETS, TEVA PHARMACEUTICALS



HERE
ARE
5
WAYS
DIRECT RELIEF IS
RESPONDING TO THE
HUMANITARIAN CRISIS
IN UKRAINE >>



Charity Fund Yevgen Pywvovarov purchased an ambulance with Direct Relief funding. (Courtesy photo); An ophthalmologist examines a child with the help of some distracting props at a mobile clinic in Velyke Sevastyanivka. (Photo courtesy of CFMVT)

1

BROADENING ACCESS TO HEALTH SERVICES

DIRECT RELIEF is engaged in several different lines of activity to bolster primary health care in Ukraine. In areas where rural geography and the impact of war have curtailed access, support for mobile health care units expands capacity for early diagnosis, treatment, and prevention of disease. Where healthcare facilities have seen reduced ability to provide services due to loss of power, the installation of generators and fuel tanks ensures continuous electricity. At the same time, access to medicines is being ensured through a vetted network of non-governmental partners capable of providing regular distribution to primary health facilities and community pharmacies.

In many cases, primary health care can be an excellent place to provide rehabilitation services for those injured by war. Direct Relief is assessing the possibility that an expanded landscape of rehabilitation services can be developed through primary care networks. Likewise, primary care services are linked in Ukraine to the provision of emergency care. Direct Relief continues to support emergency services through provision of funding, ambulances, medicines, and supplies.

CANCER CARE

Ukraine has approximately 160,000 new cancer patients each year, with more than 1.3 million patients with cancer living in the country. At the start of the war, roughly 80 percent of oncologists in Ukraine fled the country. Cancer was the second leading cause of death behind cardiovascular disease. Up to 1,200 children were receiving cancer treatment.

Direct Relief has donated over four tons of oncology medicines worth over \$25.5 million to Mission Kharkiv, which is coordinating requests for medicine from oncologists and patients in Kharkiv. Mission Kharkiv has had enough rituximab, for example, to treat all cancer patients in need of that therapy in Kharkiv.

Direct Relief's cancer related donations have supported the national Ministry of Health, and groups including the International Union for Cancer Control, the European Cancer Organization, and the American Society of Clinical Oncology, to assess the chemotherapy and adjunctive cancer medicine needs of Ukraine's hospitals.

Kateryna, a cancer patient at the Direct Relief-supported Mission Kharkiv. (Courtesy photo)





A Direct Relief shipment of medicines was distributed by Kharkiv Renovation Fund to healthcare providers. (Courtesy photo)



Direct Relief emergency medical backpacks were delivered to First Volunteer Mobile Hospital, which has been operating since 2014 in conflict zones in Ukraine. (Photo courtesy of TAPS Ukraine)

2

SUPPLYING MEDICAL MATERIAL

WHEN THE WAR BEGAN, Direct Relief had existing relationships with Ukrainian health providers and the Ukrainian Ministry of Health, but it quickly established a far more robust pipeline working closely with European pharmaceutical companies, warehouses, and logistics companies. Direct Relief has increased its agility and flexibility while deepening its relationships and capacity in Europe.

SUPPORTING THE HUMANITARIAN MEDICAL SUPPLY CHAIN

In a country with a government-led healthcare system, Ukraine's Ministry of Health has played a central role in the medical supply chain, both pre-war and during the war. As humanitarian donations of medical supplies poured into Ukraine from around the world, the capacity of the MoH to handle the flow was strained.

Direct Relief stepped in to shore up Ukraine's medical supply chain, ensuring that humanitarian medical supplies reached the people that needed them most.

DEPLOYING FROM EUROPE

While Direct Relief's Santa Barbara, California, warehouse remains its global distribution hub, the outbreak of war drove Direct Relief to establish a very strong medical supply chain within Europe. More than 40% of pallets of product delivered to Ukraine in FY 2023 were fulfilled within Europe. Direct Relief more than doubled the number of healthcare companies donating medicine to the organization from within Europe.

Direct Relief achieved this significant increase in part by establishing exceptional pharmaceutical warehousing capacity in the Netherlands – fully

licensed, professionally staffed, with space for thousands of pallets, and experience in complex humanitarian product imports, exports, and customs clearance. Direct Relief also arranged large medicine donations drop-shipped directly from donor manufacturer facilities within Ukraine and elsewhere in Europe to its Ukrainian partner organizations.

COLD-CHAIN REQUIREMENTS

Many of the most important pharmaceutical products needed in Ukraine – such as insulins, cancer therapies, antibiotics, and immunotherapies – require cold-chain logistics (maintaining temperatures between 2° C and 8° C from factory to patient). Direct Relief has developed a very robust capacity for global cold-chain medicine delivery, using modern software to validate shipping lanes and properly pack the shipments, as well as extensively monitoring temperatures in real-time during the delivery process.

Direct Relief has delivered over 2.1 million units (vials/cartridges/prefilled syringes) of various types of insulin to its many partner organizations in Ukraine that treat diabetic patients, as well as over

320,000 additional units of cold-chain medicines to treat cancer, infections, immune conditions, blood disorders, and other serious conditions. Included in these figures were shipments to the WHO of donated insulin. Direct Relief also provided 40-foot refrigeration containers to help Ukraine address cold-chain storage capacity issues at key facilities such as the Ukrainian National Cancer Institute in Kyiv.

GENERIC INDUSTRY PROVIDES VITAL ESSENTIAL MEDICINES

With important coordination and support from the Association of Accessible Medicines (AAM), Medicines for Europe, and the International Generic and Biomedical Association (IGBA), Direct Relief worked closely with its generic pharmaceutical company donors to provide over 130 million defined daily doses of generic medicines to the impacted population of Ukraine.

The companies providing these prescription medicines, which fulfilled them to Direct Relief from both Europe and the United States, include Accord Healthcare, Ajanta Pharma, Alvogen, Apotex, Baxter, Edenbridge, Hikma, ICU Medical, Meitheal Pharmaceuticals, Perrigo, Teva, and Viatrix. Their products have been vital to the success of Direct Relief's humanitarian response in Ukraine. The medicines address therapeutic areas including infections, diabetes, cardiovascular disease, respiratory illness, mental health conditions, ulcers, pain, cancer, and other serious conditions.

Support from Pharmaceutical & Medical Technology Companies

3M

Abbott

AbbVie

Accord Healthcare

Ajanta Pharma USA

Alvogen

AmerisourceBergen

Amgen

Apotex

AstraZeneca

Baxter Europe

Baxter International

Bayer AG

Bayer USA

BD

BD Europe

Belmora

Biogen

Boehringer Ingelheim

Cal OES

Carlsbad Technology

Covidien

CVS

DeVilbiss Healthcare

GmbH

Dragerwerk AG

Drive Medical GmbH

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Ethicon

Genentech

Grifols US

Grifols Worldwide

GSK

GSMS Incorporated

Henry Schein

Hikma Pharmaceuticals

ICU Health

ICU Medical

Inogen

Integra LifeSciences

Janssen Pharmaceuticals

Jazz Pharmaceuticals

Kate Farms

Kenvue

Kirk Humanitarian

LifeScan

Liquid IV

McKesson Medical Surgical

Medline Industries

Medtronic

Merck & Co.

Merck KGaA

Meitheal Pharmaceuticals

MSD

Novo Nordisk A/S

Organon

Perrigo Pharmaceuticals

Pfizer

Purdue Pharma

Sanofi

Takeda Pharmaceuticals

USA

Teva Pharmaceuticals

Europe

Teva Pharmaceuticals USA

Unilever

Unite to Light

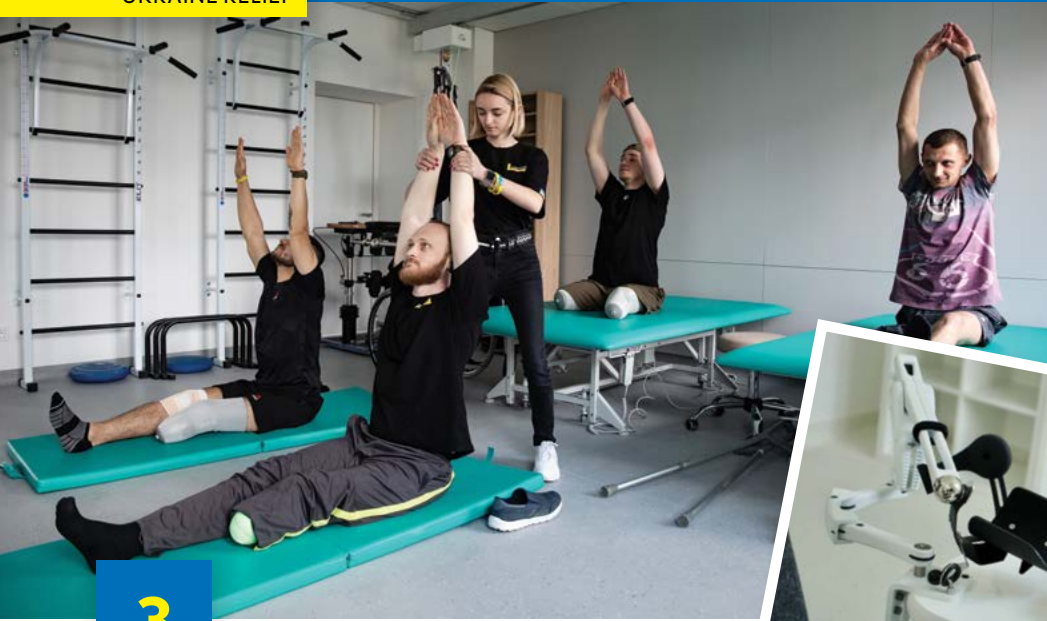
Vitaris Europe

Vitaris USA

ViiV Healthcare



Lara Cooper/Direct Relief



3

BOLSTERING REHABILITATIVE SERVICES

ACCORDING TO THE United Nations High Commissioner for Human Rights (UNHCR), Ukrainian civilians have suffered nearly 12,000 injuries since the start of the war, and Ukrainian soldiers many more. Many of these individuals require significant medical interventions to repair trauma and physically rehabilitate. Supporting rehabilitation and recovery from war injuries, both physical and psychological, has been a central tenet of Direct Relief's financial support strategy in Ukraine since the war's start.

(L-R) Team sports and regular exercise sessions at the gymnasium are part of life at Unbroken. (Courtesy photo); Rehabilitative equipment at the Direct Relief-supported Unbroken National Rehabilitation Center. (Alexey Shvirin/Direct Relief)



UNBROKEN

As the war raged in eastern Ukraine, it created a steady flow of wounded people needing complex surgeries, long-term rehabilitation, and prosthetics. Many of these patients arrived by evacuation trains and ambulances at the Unbroken National Rehabilitation Center in Lviv.

Direct Relief granted \$1 million to Unbroken to procure rehabilitation equipment, develop treatment protocols, and train rehabilitation personnel. The rehabilitation programs focus on amputation recovery, occupational therapy, speech therapy, and psychosocial support.

Unbroken is part of the First Medical Union of Lviv, an umbrella association of multi-specialty clinics that has provided care to 80,000 internally displaced persons since the beginning of the war.

4

SUPPORT FOR REFUGEES

MORE THAN 18.5 MILLION Ukrainians have fled their country since the war began, and more than 8 million of them remain outside Ukraine as refugees, according to the Centre for Research & Analysis of Migration. An estimated 90% of the refugees from Ukraine are women and children. Most have fled to Poland, but significant numbers have sought safety in Hungary, the Republic of Moldova, Romania, Slovakia, and other countries in the region.

Immediately following the invasion, Direct Relief offered support to Ministries of Health of the neighboring countries and has since established strong partnerships with nonprofit health organizations in Poland and Slovakia, working to increase access to health care for Ukrainian refugees abroad.

In Poland, to help meet the needs for medications and other health goods, Direct Relief teamed up with the Polish healthcare company Pelion and its fintech subsidiary, Epruf, to provide \$15 million in funding to create and sustain the Health4Ukraine program. Through Health4Ukraine, over 266,000 Ukrainian refugees have received digital cash payment cards that cover 100% of prescription medication co-payments and 85% of non-prescription drug costs at pharmacies located in every region of Poland. These cards have been used in 57% of all nationwide pharmacies.

The partnership with Pelion has been a lifeline for hundreds of thousands, while reducing the burden of healthcare costs on the Polish government and leveraging the core expertise, resources, and systems of the private sector to move quickly and accurately to meet the specific and evolving health needs of Ukrainian refugees.

5

INCREASING ACCESS TO MENTAL HEALTH SERVICES

THE WORLD HEALTH ORGANIZATION estimates that more than 20% of individuals who directly experience war develop or have increased effects from mental health disorders, including depression and anxiety, PTSD (Post Traumatic Stress Disorder), schizophrenia, and many other issues. Based on these estimates, WHO places the number of Ukrainians needing mental health care for one or more conditions at nearly 10 million people.

Mental health is an integral part of Direct Relief's Ukraine response, cutting across many categories of work: medicine donations, primary care, rehabilitation aid, care for refugees, and more.

Razom provides psychological help to war-impacted individuals, including children, at two centers in Lviv and Ivano-Frankivsk, where 10 experienced psychologists work with different age groups and specialize in different types of psychological trauma. In addition to individual therapy sessions, the specialists conduct group sessions at centers for displaced persons, hospitals, rehab facilities, geriatric institutions, and orphanages.

Direct Relief has provided \$550,000 in funding to Razom for this program. Razom seeks to open eight additional counseling centers and begin offering online counseling, focusing on the people in de-occupied regions and those returning to their homes.

"The unprecedented support by Direct Relief is truly appreciated. In our experience, this is an exceptional case where support was provided when it was most needed and on a scale that can make a difference." – ANDREJ VRSANSKY, CEO OF LEAGUE FOR MENTAL HEALTH SLOVAKIA

A Ukrainian psychologist works with children at Gabčíkovo, a refugee center in Slovakia. (Photo Courtesy of the League for Mental Health)



Beata Zawrzel/NurPhoto via Getty Images



Direct Relief President and CEO Thomas Tighe (right) and Jacek Sz wajcowski, President of the Management Board of Pelion S.A. (left), announce an expansion of the Health4Ukraine initiative at the Economic Forum in Poland. (Photo: Pelion S.A.)





THE WORLD'S LARGEST PROVIDER OF MEDICAL AID TO TURKEY & SYRIA FOLLOWING THE EARTHQUAKES

ON FEBRUARY 6, 2023, a 7.8-magnitude earthquake in Turkey and Syria left 100,000 people injured and destroyed hospitals and health clinics. Within 48 hours, Direct Relief began shipping requested supplies to help establish temporary medical facilities. In its continuing response to the disaster, Direct Relief has delivered \$87.6 million (wholesale) in material assistance and granted \$4.5 million in cash assistance.

Earthquake destruction in Antakya, Turkey. (Francesca Volpi for Direct Relief)



**FY 2023 TURKEY & SYRIA
EARTHQUAKE RELIEF**

\$87,304,546

**in specifically requested medicines and
medical supplies**

61,852,506

in Defined Daily Doses of medicine

438

**tons of pharmaceuticals, medical supplies,
and medical equipment delivered**

40

emergency shipments

\$4,505,000

in cash assistance



MOBILIZING MEDICAL AID FOR TURKEY & SYRIA

Direct Relief medical aid being delivered at the Hatay Medical Chamber in the destroyed city-center of Antakya, Turkey, on May 4, 2023. (Francesca Volpi for Direct Relief); FedEx loads an emergency airlift of Direct Relief medical aid bound for Turkey on April 4, 2023. (FedEx)

Immediate support for search and rescue, health needs

MORE THAN 50,000 PEOPLE were confirmed killed, with the earthquake occurring in the middle of the night and impacting highly populated areas.

To help meet the urgent needs on the ground, Direct Relief immediately deployed medical supplies from its facilities in the U.S. and Europe for Turkey and Syria. Items included medication to treat people with injuries and pre-existing medical conditions, such as field medic packs, antibiotics, and other essential medicines, as well as oral rehydration solutions and hygiene items for those displaced from their homes.

The organization has also committed \$100,000 of financial support to AKUT, the leading search and rescue team in Turkey, and \$1.6 million to the Syrian American Medical Society, which operates health facilities in northwest Syria treating patients impacted by the quake.

AKUT has over 400 staff and volunteers and deployed its teams to the earthquake zone to begin search and rescue efforts. Southern Turkey is home to 3.6 million refugees, many of whom live in camps, at risk of the elements.

The Syrian American Medical Society, which has based its Syria and Turkey operations out of Gaziantep, near the epicenter, operates health facilities in northwest Syria, and immediately began receiving patients impacted by the earthquake. The region contains a large population of internally displaced people and refugees at particular risk of disaster and impacts from interrupted power, health services, food and water access, and limited shelter.



(T-B): Dr. Yusuf Cekmece, whose medical studio was destroyed in the earthquake, receives an emergency medical backpack at the Adana Medical Chamber in Adana, Turkey. (Francesca Volpi for Direct Relief); A Direct Relief-supported Akut search and rescue team moves rubble looking for earthquake survivors. (Courtesy photo); A newborn patient of the Syrian American Medical Society receiving oxygen at Dana Maternity Hospital in northern Syria. (Courtesy photo)

Health risks of earthquakes

WHEN EARTHQUAKES of large magnitude strike, Direct Relief staffers immediately go to work, contacting partner organizations and government agencies in affected areas to assess needs and ensure any hurdles to providing aid are quickly cleared. In some cases, the organization leverages existing stocks of supplies to help with the first earthquake relief efforts, such as the emergency modules that are pre-positioned in vulnerable areas.

Once Direct Relief assesses initial needs, medications, medical supplies, and equipment are quickly assembled, and are trucked or airlifted to healthcare providers in affected areas. Direct Relief frequently coordinates with companies and organizations, including FedEx, the World Food Programme, the U.N. Humanitarian Air Service, and other services, to provide airlift capabilities and logistical support.

Beyond the immediate trauma and acute injuries, earthquakes pose particular risks to those who have been displaced and are living outdoors or in congregant areas. Waterborne illnesses like cholera are a concern, particularly in Syria, where many cases have been reported. Exposure to cold temperatures also puts displaced people at health risk. Syria has also endured years of civil conflict and a strained health system. Lack of power also results in health risks for health facilities unable to operate without electricity and for those dependent on medical devices like ventilators.

Direct Relief has also been monitoring the health risks around evacuation and displacement, and providing information to policymakers and response organizations.



Looking ahead

DIRECT RELIEF is working to mobilize medical aid deliveries to help address immediate and near-term medical needs in coordination with local officials and agencies to ensure efficiency and avoid bottlenecks that can occur when efforts to bring in personnel and material assistance converge in an area with damaged infrastructure.

The organization is focused on strengthening the health system as the recovery phase continues.

(T-B): Direct Relief arrived for the Istanbul Metropolitan Municipality (IBB) field hospital's voluntary personnel in Iskenderun, Turkey, on May 6, 2023. (Francesca Volpi for Direct Relief); Direct Relief's Dr. Hande Arpat delivering hygiene kits and emergency medical bags in Iskenderun, Turkey, on May 6, 2023. (Francesca Volpi for Direct Relief)

STRENGTHENING HEALTH SYSTEMS

DIRECT RELIEF WORKS TO IMPROVE the health of people living in high-need areas by strengthening fragile health systems and increasing access to quality health care. The organization's medical assistance programs equip health professionals who serve vulnerable populations, and increase access to medicine for patients who would otherwise go without.

BROADENING ACCESS TO COLD CHAIN MEDICINES

Increasingly, new vaccines and medications for cancer, genetic diseases, diabetes, and other medical conditions require consistent cold temperatures (cold chain medicines) from the point of manufacture until dispensed to a patient. Communities that lack the infrastructure, power, and systems required to handle such medications properly, often go without these therapies.

Direct Relief improves cold chain infrastructure by providing cash grants, donations of refrigeration equipment, and expertise. In FY 2023 the organization delivered pharmaceutical-grade cold storage equipment to 72 healthcare facilities in low-resource communities. With this support, health workers can store and administer important temperature sensitive medicines for a range of conditions. In FY 2023 Direct Relief delivered:

- ▶ **72 deliveries** containing an estimated **\$193 million** (wholesale) of cancer treatments to **30 healthcare facilities** in **22 countries**
- ▶ **Insulin to manage diabetes** for more than **47,300 children and young people** with type 1 diabetes in **35 countries** – a **54% increase** in the number served since the previous fiscal year
- ▶ **Critical rare disease therapies** to treat an estimated **600 patients** in **17 countries**



1 Direct Relief-donated fridges for temperature sensitive-medication storage in Sri Lanka. (Diabetes Association of Sri Lanka); **2** Jamaican Speaker of the House of Representatives and Member of Parliament Juliet Holness inspects Direct Relief-donated medical-grade refrigerators at a Jamaican clinic. (Photo courtesy of the National Health Fund)

INCREASING ACCESS TO RESILIENT POWER

Modern healthcare relies on continuous power. Increasingly, record-setting emergencies result in extended power shut-offs. With healthcare systems' growing dependence on power to provide treatment and maintain patient records, thousands of patients go without care when the power goes out.

Direct Relief's Power for Health initiative promotes health equity by providing site-specific, reliable power to nonprofit community clinics and health centers serving the most vulnerable communities throughout the U.S. The initiative has already launched projects to provide energy solutions to 41 healthcare facilities in California, Florida, Louisiana, and North Carolina, benefitting 1.3 million low-income patients. These projects have created an estimated \$4.3 million in annual cost savings for the participating health facilities.



3 **4** The Direct Relief-funded battery and solar power system at Family Health Center in Arroyo, Puerto Rico. (Courtesy photo)



IMPROVING CARE FOR MOTHERS & BABIES

COMPLICATIONS ARISING FROM PREGNANCY are significant causes of death and disability among mothers and babies in low-resource communities. Access to a trained, equipped midwife is one of the most effective ways to ensure healthy pregnancies and safe births.

This year, Direct Relief extended the range of resources available to midwives and health workers to provide care for mothers and babies in medically vulnerable communities. The organization began distribution of its newly-developed Perinatal Health Kit, designed to treat the most common causes of death and disability during and after pregnancy.

In FY 2023, Direct Relief's Perinatal Health Kits were delivered to maternal healthcare facilities in Bangladesh, Malawi, and Somaliland to support care for 3,750 mothers and babies.

▣ A Direct Relief Midwife Kit is delivered to the Uganda Nurses and Midwife Union in Kampala, Uganda. (David Uttley for Direct Relief)



Pharmacist Julie Valdes shows a patient how to use a glucometer at The Zufall Wellness Center medical clinic in Morristown, New Jersey. (Erica Lee for Direct Relief)



DELIVERING LIFESAVING MEDICATIONS TO CHILDREN WITH CANCER

Direct Relief is the principal logistics provider for Global HOPE, a collaborative initiative to improve the survival rates of children with cancer and blood disorders in Sub-Saharan Africa to bring them in line with those of wealthy countries. Currently, only 10 to 20 percent of these children survive the disease.

Since 2019, Global HOPE has treated 13,000 children and trained more than 5,600 healthcare professionals in cancer care protocols.

EXPANDING ACCESS TO CANCER CARE FOR CHILDREN IN MEXICO

In Mexico, specialized pediatric cancer care is available only in large cities. For low-income families who live in remote rural areas, the cost of transportation puts cancer care out of reach. Direct Relief and Casa de la Amistad (CDLA) ensure that hundreds of children from the country's most resource-poor areas have access to cancer treatment in urban centers.

In FY 2023, CDLA supported the oncological treatment of 619 children.

(Above, L-R): Joyna Paul, a young cancer patient with her mother, Rehema Mganule, at Muhimbili National Hospital in Dar es Salaam, Tanzania. (Courtesy photo); A young patient receiving cancer care at Casa de la Amistad in Mexico City. (William Vazquez for Baxter International Foundation)

BOLSTERING CARE FOR CANCER, DIABETES, & CARDIOVASCULAR HEALTH

CANCER, CARDIOVASCULAR DISEASE, AND DIABETES have become responsible for the highest shares of death and disability globally. Cancer alone has become the leading cause of death worldwide, and approximately 70 percent of cancer deaths occur in low- and middle-income countries. Direct Relief has responded by increasing its delivery of medical products and financial assistance to bolster the treatment of these conditions.

Across the U.S., more than 30 million people who are uninsured or underinsured rely on nonprofit health centers and clinics. More than 60 percent of the patients served by these healthcare providers are members of racial or ethnic minority communities. The disproportionate disease burden shouldered by minority populations is the modern-day effect of a long history of discriminatory practices and policies. Direct Relief is working with local healthcare facilities deeply embedded in their communities to advance health equity and improve access to healthcare for underserved patients.

IN THE UNITED STATES...

Hispanic adults are 70% more likely to be diagnosed with diabetes*

In FY23, Direct Relief distributed medicines to treat Type 1 and Type 2 diabetes to 579 healthcare facilities in 472 U.S. cities

*Source: U.S. Department of Health & Human Services

African American adults are 40% more likely to have high blood pressure and less likely to have their blood pressure under control*

In FY23, Direct Relief distributed medicines to treat cardiovascular diseases to 569 healthcare facilities in 470 U.S. cities

DIRECT RELIEF CONVENES 15 CARIBBEAN NATIONS TO DISCUSS CLIMATE CHANGE & IMPACTS ON HEALTH

ON JUNE 14, 2023, Direct Relief met with top health officials from 15 Caribbean nations to discuss increased collaboration of emergency response activities and risk mitigation due to an increase in the frequency and intensity of disasters and emergencies across the region.

The summit brought more than 40 leaders from across the Caribbean together to hear from medical and industry experts on the increased risk of disasters and the threats such events pose to health infrastructure in hurricane-prone areas around the region.

As ocean temperatures continue to rise due to climate change, so has the severity of the hurricanes that batter the Caribbean region year after year. The Caribbean experienced 70 named tropical storms across 19 countries between 1980 and 2019.

In response, Direct Relief has provided support to Caribbean health initiatives, including medical refrigeration, solar power, and requested medical supplies. By providing aid and logistical assistance before, during, and after hurricanes and tropical storms, Direct Relief has responded in the contiguous U.S. and Puerto Rico, Haiti, the Dominican Republic, Dominica, St. Vincent and the Grenadines, Grenada, Barbados, Cuba, St. Maarten, the U.S. and British Virgin Islands, Anguilla, Turks and Caicos, Antigua, and Jamaica.

“We deeply appreciate these leaders being here to share their perspectives on how private philanthropy can assist them to better prepare and respond to disasters in the Caribbean.” -

THOMAS TIGHE, DIRECT RELIEF PRESIDENT & CEO



Since establishing the Puerto Rico office in 2017 to support Hurricane Maria response, Direct Relief has facilitated the implementation of over 400 projects to strengthen Puerto Rico’s healthcare system through its health center network and other local nonprofit organizations. With an investment of more than \$120 million, including grant funding and requested medical aid, the organization has expanded healthcare services for vulnerable communities across the island and bolstered emergency preparedness capacity at health facilities.

Now, Direct Relief has unveiled Puerto Rico as a hub for Caribbean emergency response, with over 25 tons of emergency medical supplies staged on the island and ready for deployment to neighboring Caribbean islands facing impacts from disasters and emergencies.

As part of Direct Relief’s efforts to support disaster response in the region, the Hurricane Preparedness Program features the deployment of large caches of the medical items most needed in the wake of a disaster, including trauma supplies, antibiotics, and wound care

supplies, as well as medications for diabetes, hypertension, and respiratory, psychological, and gastrointestinal ailments. The Hurricane Preparedness Packs weigh 1,470 lbs. and are designed to provide enough medical supplies to care for 1,000 people for 30 days.

In FY 2023, 18 countries in the Northern Hemisphere, including Anguilla, Bahamas, Barbados, British Virgin Islands, Cuba, Dominica, Dominican Republic, El Salvador, Haiti, Honduras, Panama, and St. Lucia received Hurricane Preparedness Packs from Direct Relief.

1 Direct Relief CEO Thomas Tighe speaks with Mr. Félix Lizasuáin, Deputy Secretary of the Puerto Rico State Department at the Caribbean Resilient Summit in Puerto Rico. (Xavier Garcia/Direct Relief); 2 Direct Relief CEO Thomas Tighe (center) speaks with healthcare officials and representatives of Caribbean nations at the Caribbean Resilient Summit in Puerto Rico. (Xavier Garcia/Direct Relief); 3 Ivonne Rodríguez-Wiewall, Direct Relief’s Executive Advisor for Puerto Rico, and Thomas Tighe, Direct Relief President and CEO, talk with Dr. Carlos Mellado, Secretary of Health, Government of Puerto Rico, and Most Honourable Mrs. Juliet Holness, First Lady and Member of Parliament, Government of Jamaica. (Xavier Garcia/Direct Relief)

\$45 MILLION TO 145 ORGANIZATIONS SINCE 2021

DIRECT RELIEF established its Fund for Health Equity to mobilize financial resources for community health centers, free and charitable clinics, and other nonprofit organizations focused on non-clinical interventions that affect health. Commonly known as the social determinants of health, these factors include a person’s physical, social, cultural, and economic environments.

Awardees received support for a wide range of initiatives, including a campaign to overcome anti-Asian hostility and its effects on wellbeing; an initiative to develop more active lifestyles among members of the Yurok Tribe; a center supporting Black women’s wellness; and an organization focused on improving birth outcomes for refugee populations, primarily from African and Asian countries.

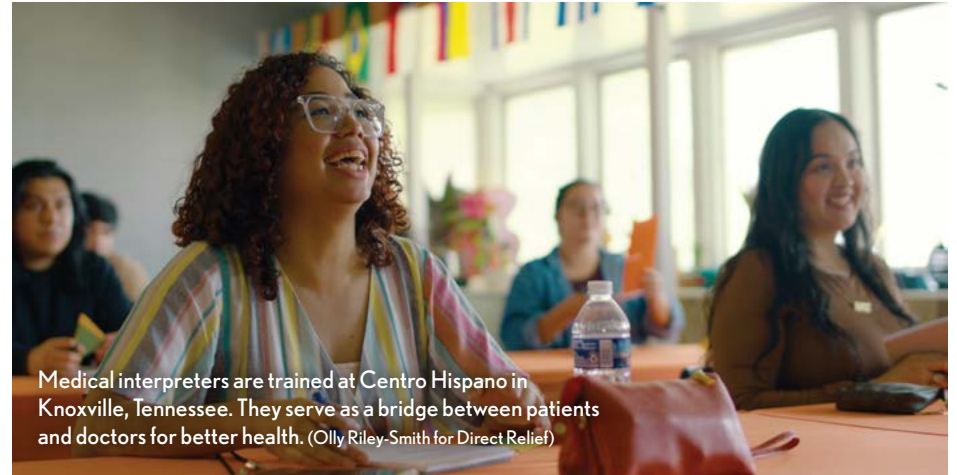
“This round of funding honors organizations on the front lines of their communities that are already working tirelessly to eliminate health disparities,” said Byron Scott, MD, MBA, co-chair of the Fund for Health Equity and board director of Direct Relief and chair of its Medical Advisory Council. “These funds will allow these exemplary organizations to continue innovation as they improve health outcomes for vulnerable populations across various communities in our country.”

Lilly seeded the fund with a \$5 million donation as a part of its Racial Justice Commitment, an endeavor to deliver resources like education, health care, economic stability and jobs within the communities where Lilly operates. Funding from Lilly will directly support four of the forty-nine organizations listed below.

“Lilly applauds Direct Relief’s efforts to identify and contribute to worthy organizations that are working to enhance health equity,” said Leigh Ann Pusey, senior vice president of corporate affairs and communications at Lilly. “Lilly is committed to advancing racial justice and doing what we can to enhance access to quality, affordable health care.”

“This round of funding honors organizations on the front lines of their communities that are already working tirelessly to eliminate health disparities.”

- BYRON SCOTT, MD, MBA, CO-CHAIR OF THE FUND FOR HEALTH EQUITY AND BOARD DIRECTOR OF DIRECT RELIEF AND CHAIR OF ITS MEDICAL ADVISORY COUNCIL



Medical interpreters are trained at Centro Hispano in Knoxville, Tennessee. They serve as a bridge between patients and doctors for better health. (Olly Riley-Smith for Direct Relief)



People celebrate World Refugee Day in Fargo, North Dakota. The area’s health center expanded to meet the health needs of those who have recently arrived from other countries. (Olly Riley Smith for Direct Relief)



Demetric Burrage, nurse at Aaron E. Henry Health Center in Clarksdale, Mississippi, meets with patient Natalie Goodlow. (Oliver Riley-Smith for Direct Relief)



**2.5 MILLION
DOSES**

of Narcan nasal spray to 1,200 organizations in 53 states to combat the opioid epidemic since 2017

Narcan nasal spray can reverse an opioid overdose. Direct Relief has offered naloxone, free-of-charge, to health centers and free clinics, community organizations, harm reduction groups, and now schools in the U.S. (Lara Cooper/Direct Relief)



**88,000 FREE
PRESCRIPTIONS
PROVIDED**

to 23,000 patients across the nation through Direct Relief's predictable medication supply program, ReplenishRx

A pharmacist prepares prescriptions at North East Medical Services, a non-profit community health center serving the San Francisco Bay Area. (Ben Bishop for Direct Relief)

LAUNCHED
**"COMMUNITY ROUTES"
ACCESS TO MENTAL
HEALTH CARE**

Direct Relief's first funding and donation program, along with Teva and the National Association of Free & Charitable Clinics, aimed at improving mental health care



**SEARCH &
RESCUE FUND**

rallies support for volunteer-based Santa Barbara County Search and Rescue

Santa Barbara County Sheriff Bill Brown and members of the Santa Barbara County Search and Rescue Team unveil the new search and rescue truck at Direct Relief headquarters. The truck was purchased through the support of Direct Relief's Search and Rescue Fund. (Lara Cooper/Direct Relief)



The **Pfizer
Foundation**

**\$5 MILLION
TO 11 U.S.
HEALTH CENTERS**

through the Direct Relief and Pfizer Foundation's Innovation Awards in Community Health—addressing infectious disease in underserved communities

A young patient is treated by Innovation Awards in Community Health-recipient Chiricahua Health Center. (Courtesy photo)

OTHER
**FY 2023
HIGHLIGHTS**
FROM THE U.S.

A midwife with the Uganda Nurses and Midwife Union in Kampala, Uganda, with a Direct Relief Midwife Kit. (David Uttley for Direct Relief)



HOW DIRECT RELIEF WAS FUNDED

[FY 2023]

Nongovernmental, nonsectarian, and not-for-profit, Direct Relief provides assistance to people and communities without regard to politics, religious beliefs, or ethnic identities.

Direct Relief relies entirely on private contributions.

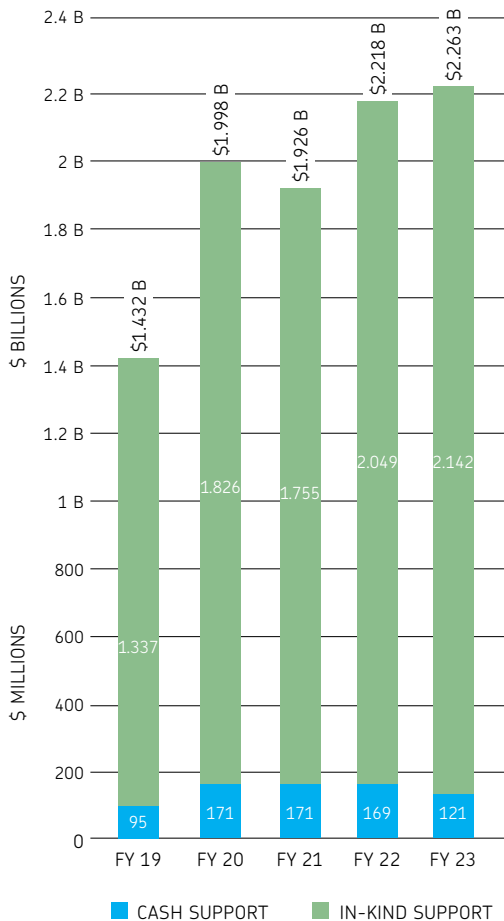
In Fiscal Year 2023 (July 1, 2022, through June 30, 2023), individuals, companies, and foundations gave in-kind and cash contributions to Direct Relief. Businesses and organizations provided products and expertise needed and leveraged for humanitarian purposes, and generous cash donations helped keep Direct Relief independent from external interests, maintaining the flexibility of its work. >>

CASH AND IN-KIND CONTRIBUTIONS

To fulfill its mission and program objectives, Direct Relief has long sought partnerships with, participation of, and contributions of in-kind goods and services from



FY 2023 CONTRIBUTED SUPPORT:
\$2.263B



businesses and organizations with particular expertise that is needed and can be leveraged for humanitarian activities. In-kind contributions typically represent more than 90 percent of the organization's total annual revenue and also entail other significant benefits.

Direct Relief's core activities revolve around its functional role of medical distributor. It was the first nonprofit organization in the U.S. to obtain the highest accreditation and licensing in all 50 states to distribute Rx medications. Consistent with this role, the majority of in-kind contributions typically include substantial inventories of prescription medications, vaccines, and medical supplies from manufacturers that Direct Relief, in turn, provides at no charge to qualified healthcare organizations for patients who need and cannot afford them and during emergencies.

Other in-kind contributions include extensive transportation and logistics services, a broad array of software applications and technology platforms, and expertise in numerous specific functional areas inherent in managing a global medical supply chain that must meet stringent regulatory standards, which exist even in emergency situations to which Direct Relief frequently is asked to respond and does.

The longstanding approach of inviting direct support for needed goods and services has benefits far beyond merely receiving donated goods and services. It has allowed broader public participation in humanitarian efforts by commercial businesses in many industries and both far more and higher quality goods and services than could be achieved by seeking only financial support from

the public to purchase them.

In addition, the extensive contribution of goods and services allows for financial contributions entrusted to Direct Relief to be leveraged significantly.

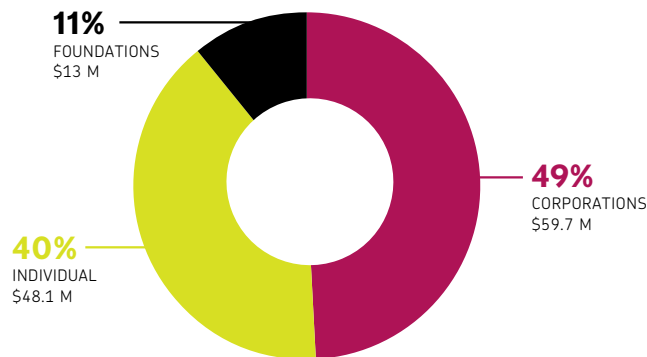
Direct Relief also seeks and receives cash contributions, which are used to cover internal costs and for goods and services that cannot be obtained through in-kind donations and are needed to advance the organization's mission.

Direct Relief's financial statements must account for both cash and in-kind contributions that are entrusted to the organization to fulfill its humanitarian mission. In Fiscal Year 2023, over 95 percent of its total public support of nearly \$2.3 billion was received in the form of in-kind medical products and certain other donated goods and services (such as transportation services from FedEx, online advertising from Google)..

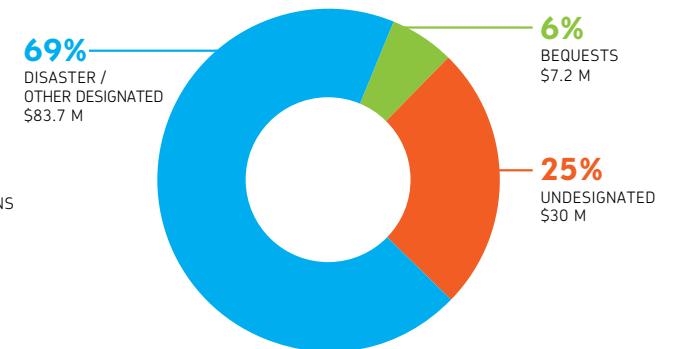
Merging cash and in-kind contributions in accordance with Generally Accepted Accounting Principles (GAAP) can be confusing to non-accountants. These notes, in addition to the financial statements on page 23, are to assist you in understanding how Direct Relief's program model is financed and works, to explain the state of the organization's financial health, and to inform you about how the money generously donated to Direct Relief in FY 2023 by individuals, businesses, organizations, and foundations was spent.

Direct Relief's activities are planned and executed on an operating (or cash) budget that is approved by the Board of Directors prior to the onset of the fiscal **CONT'D** ▶

SOURCES OF CASH REVENUE: \$121M



CATEGORIES OF CASH SUPPORT: \$121M



year. The cash budget is not directly affected by the value of in-kind medical product contributions. Cash support—as distinct from the value of contributed products—is used to pay for the logistics, warehousing, transportation, program oversight, program and administrative staff salaries, purchasing of essential medical products, acquisition of donated medical products, and all other program expenses.

TIMING OF REVENUE RECOGNITION & EXPENSES

When taking an annual snapshot at the end of a fiscal year, several factors can distort a realistic picture of Direct Relief’s (or any nonprofit organization’s) financial health and activities. One is the timing of donations being received and the expenditure of those donations, whether in the form of cash or in-kind medical products.

Donations—including those received to conduct specific activities—are recorded as revenue when they are received or promised, even if the activities are to be conducted in a future year. The in-kind product donations are also recorded in inventory upon receipt. Direct Relief’s policy is to distribute products at the earliest practicable date, consistent with sound programmatic principles. While the distribution often occurs in the same fiscal year of receipt, it may occur in the following fiscal year. An expense is recorded and inventory is reduced when the products are shipped to partners.

In FY 2023, Direct Relief received more in contributions and earnings than was used to support its partner network and run operations. When the fiscal year ended, the Organization reported an increase in net assets (or net operating “surplus”). In FY 2022, the opposite was true, and the Organization recorded a decrease in net assets (or net operating “deficit”).

In FY 2023, Direct Relief received public support and revenue of \$2.1 billion in product donations, \$121 million in cash donations. The Organization had an unrealized gain (fair market value increase) on investments of \$3 million and \$9.6 million in interest and investment income. During the same period, Direct Relief incurred program service costs including pharmaceuticals, medical supplies, equipment and related expenses of \$2.1 billion, administrative support services of \$9.5 million and

fundraising costs of \$3 million. For FY 2023, the change in net assets was a \$206 million net operating “surplus.” A fiscal year end net operating “surplus or “deficit” is often due to the timing difference of when public support is received and recorded (current fiscal year) compared to when humanitarian aid or cash is granted (subsequent fiscal years).

POLICY ON DESIGNATED CONTRIBUTIONS

Direct Relief has adopted a strict policy to ensure that 100 percent of all designated contributions for a specific program or emergency response are used only on expenses related to supporting that program or response. This includes earnings that may accrue on restricted contributions. By longstanding internal policy and practice, any such earnings are deemed to retain the same restriction as the contribution. This is not required under Generally Accepted Accounting Principles but Direct Relief believes it right and proper to do so to ensure that the intended purpose of a donor’s restricted fund is honored. Direct Relief has used similar policies for all disaster responses in the last few years, including responses to the crisis in Ukraine, Covid19 pandemic, wildfires in the U.S., and Turkey/Syria earthquake.

This approach is appropriate for honoring precisely the clear intent of generous donors who responded to these tragedies and to preserve the maximum benefit for the survivors for whose benefit the funds were entrusted to Direct Relief.

VALUATION OF IN-KIND RESOURCES

Direct Relief was the first nonprofit organization in the United States to receive accreditation from the National Association of Boards of Pharmacy as an Accredited Drug Distributor (formerly known as Verified-Accredited Wholesale Distributor or VAWD) licensed to distribute pharmaceutical products in all 50 U.S. states and is among the largest-volume providers of medical donations to its partners worldwide. Direct Relief’s programs involve a wide range of functions, several of which require specialized expertise and licensing. Among these functions are identifying key local providers of health services in such areas; working to identify the unmet needs of people

in the areas; mobilizing essential medicines, supplies, and equipment that are requested and appropriate for the circumstances; and managing the many details inherent in storing, transporting, and distributing such goods to the partner organizations in the most efficient manner possible.

When Direct Relief receives an in-kind donation, accounting standards require a “fair market value” to be assigned to the donation. Donations of medicines, medical equipment, and medical supplies have long been an integral part of Direct Relief’s humanitarian assistance programs. In assigning a fair market value to the in-kind medical donations received, Direct Relief uses a careful, conservative approach that complies with the relevant accounting standards, and the spirit and purpose of disclosure, transparency, and accountability to the public.

Direct Relief uses the following methodology in determining the fair market value of in-kind medical donations: U.S. Food and Drug Administration approved pharmaceuticals, branded and generic, are recorded at estimated wholesale value, which approximates fair value, on the date received, based on the Wholesale Acquisition Cost (WAC) as in the RED BOOK™ published by Truven Health Analytics/IBM Watson Health. The RED BOOK® is an industry recognized drug and pricing reference guide for pharmaceuticals in the United States. The organization uses monthly pricing information available from the RED BOOK™ online service provided by Truven Health Analytics, to ensure the most accurate and current valuation of pharmaceuticals donated to the organization.

WAC is the standard used by many U.S. states as the Federal Upper Limit pricing for drugs purchased under the Medicaid program. Alternative methods of valuing a drug donation would result in a higher valuation. For example, the commonly cited Average Wholesale Price (AWP), which also is published in the RED BOOK®, is approximately twenty-five percent higher than WAC for a particular product according to the RED BOOK®. Direct Relief determined that WAC is the more appropriate measure. Because pricing differences exist for generic and branded products, it is important to note Direct Relief applies WAC value to each specific product’s National Drug Code, which relates to the specific manufacturer **CONT'D ▶**



In Ukraine, sculptor and prosthetics trainee Lyubomyr measures a plaster mold of a limb stump prior to pouring a plastic socket attachment. (Nick Allen/Direct Relief)

and formulation of a drug. This distinction is significant because it reflects, for example, the lower price (and fair market value) of a generic product received through

donation, compared to higher-priced branded product.

For non-FDA-approved pharmaceuticals, for example, products manufactured for use in non-U.S. markets, the organization uses independent pricing guides to determine the fair market value of the particular manufacturer's specific formulation. As is the case with FDA-approved formulations, the value relates to the specific product from the specific manufacturer. The sources of such pricing information vary, but relevant information may include the price paid by wholesalers or other third-party buyers, a favorable price negotiated by an organization for a particular drug, or other such reasonable bases.

For medical supplies and equipment, the organization determines wholesale value by reviewing the pricing information on the specific item listed for sale in trade publications, through online pricing, and through its own procurement history when purchasing. Such valuations are lower typically than published retail prices.

Different prices for similar products or services in different geographic areas can cause confusion. The specifics of Direct Relief's valuation methodology are noted here in recognition of the confusion that can arise with the value of contributed goods and services.

One source of confusion stems from the significant pricing (and therefore valuation) differences that exist in different parts of the world for similar products. With regard to pharmaceuticals, significant differences exist between a branded drug and a generic equivalent formulation even within the same market, including the U.S. Because Direct Relief operates on a global scale, such differences must be considered and reflected in the accounting and reporting of contributions.

Of course, similar pricing and valuation differences also exist for other commodities and services beyond pharmaceuticals. In the U.S., for example, 12 ounces of water is free from a public tap but can be several dollars if it comes in a branded bottle.

Similar pricing differences exist for services as well. The outsourcing and off-shoring phenomena reflect

that even highly skilled services—surgery, computer programming, research conducted by Ph.Ds.— are done at vastly different prices in different countries.

Direct Relief's internal processes, information systems, and public disclosures ensure that these distinctions are clearly documented, and that the organization's financial reporting precisely and accurately reflects the fair market value of the specific items received through donation.

If a low-cost generic medication is received through donation, its value is properly recorded as that of the generic medication. Similarly, if a more expensive branded product is received through donation, its value is registered as that of a branded product.

As noted above, Direct Relief has long sought the contribution of needed goods and services to use for humanitarian purposes because of the efficiencies and other benefits that result. The organization, and (more importantly) the people it serves, benefit from the lowest-cost, most efficient use of resources. Financial contributors benefit also, since their financial contributions are not being used to purchase goods or services that can be obtained directly through donations. Therefore, when it comes to accounting for, documenting, and reporting any contributions it is very important to get it right.

A strong incentive exists to use higher valuation sources, such as retail prices, or use branded product values for generic donations. However, a conservative approach provides the most accurate, easy-to-understand basis and is best to instill public confidence in Direct Relief's financial reporting.

DIRECT RELIEF FOUNDATION AND THE BOARD-RESTRICTED INVESTMENT FUND

In 1998, Direct Relief's Board of Directors established a Board-Restricted Investment Fund ("BRIF") to help secure the organization's financial future and provide a reserve for future operations. The BRIF, established with assets valued at \$774 thousand, draws resources from Board-designated unrestricted bequests and gifts, and returns on portfolio assets.

In October 2006, the Direct Relief Foundation was formed and incorporated in the State of California as a separate, wholly controlled, supporting organization of Direct Relief. Effective April 1, 2007, assets in the BRIF

were transferred to the Foundation. The Foundation's investments are managed by SEI Private Trust Company, an investment firm under the direction of the Foundation's Investment Committee, which meets quarterly and oversees investment policy and performance.

The Board has adopted investment and spending policies for the BRIF assets that attempt to provide a predictable stream of funding to Direct Relief while seeking to maintain the purchasing power of these assets. Under this policy, as approved by the Trustees of the Foundation, the BRIF assets are invested in a manner that is intended to produce results that provide a reasonable balance between the quest for growth and the need to protect principal. The Foundation expects its BRIF funds, over time, to provide an average rate of return of approximately five percent annually. Actual returns in any given year may vary from this amount.

The Foundation, to satisfy its long-term rate-of-return objectives, relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The organization targets a diversified asset allocation balanced between equity and fixed income investments to achieve its short-term spending needs as well as long-term objectives within prudent risk constraints.

The Foundation has a policy of appropriating for distribution each year an amount up to five percent of the assets of the BRIF. In some instances, the Board may decide to appropriate an amount greater than its stated policy if it is specifically deemed prudent to do so. The BRIF is authorized to distribute its portfolio assets to pay for Direct Relief's fundraising expenses and the salary of the President and CEO as well as advance emergency relief funding as determined by the President and CEO.

For the Fiscal Year 2022, the Foundation Trustees approved a distribution of \$3.6 million to pay for Direct Relief's fundraising expenses and the salary of the President and CEO. The Foundation also distributed \$3.2 million to Direct Relief that had been approved in prior years for the same purpose. Upon a majority vote by the Board, the BRIF may also be utilized to meet other general operational costs and extraordinary capital expenses.

HOW YOUR SUPPORT WAS USED

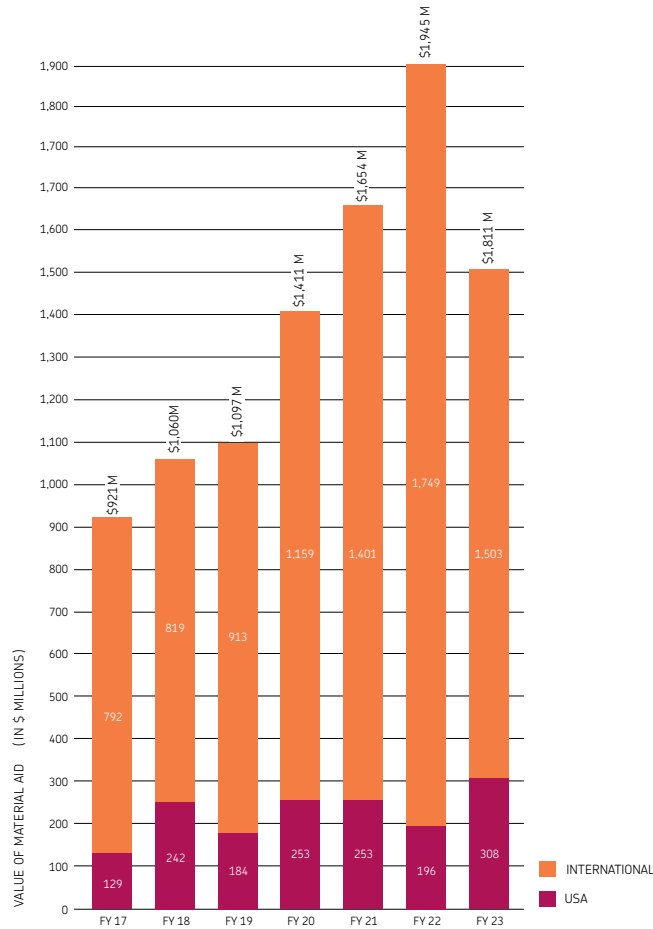
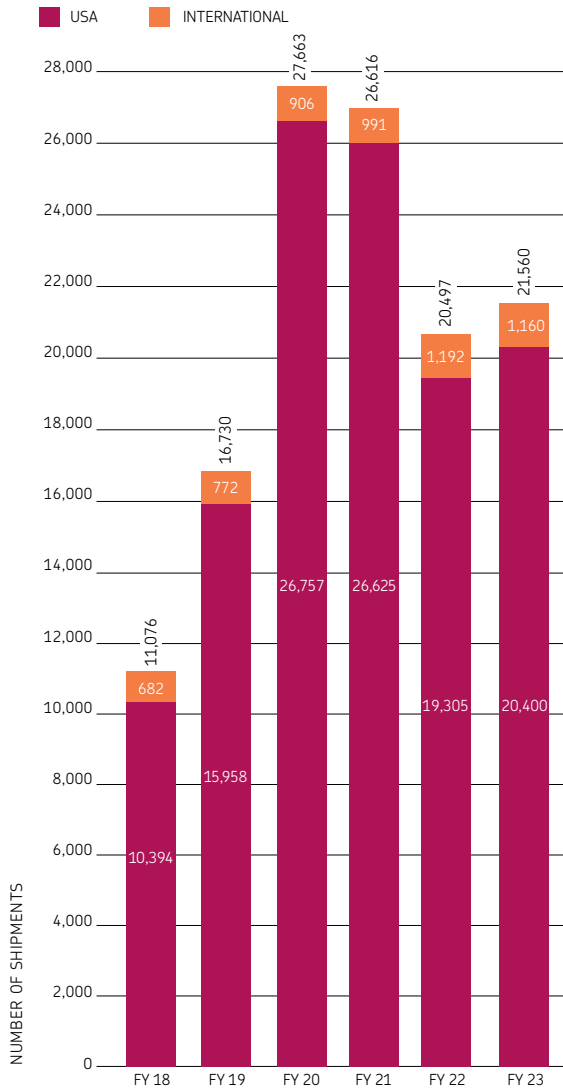
[FY 2023]

Thanks to your participation, Direct Relief helped more people in more places than ever before in its 74-year history in FY 2023.

The organization received \$2.38 billion in public support and provided \$2.1 billion in assistance around the world (including \$77.1 million in financial assistance). >>

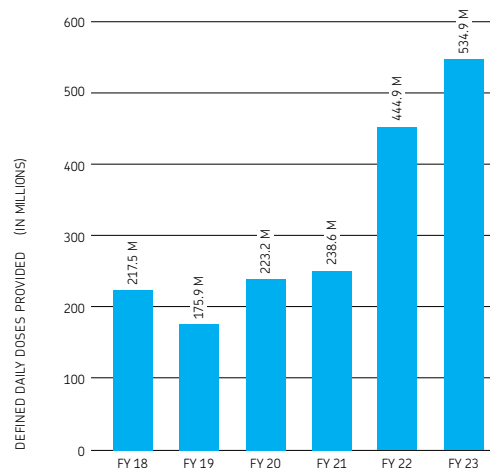
MATERIAL ASSISTANCE

Advancing its mission to improve the health and lives of people affected by poverty or emergencies—without regard to politics, religious beliefs, or ethnic identities—Direct Relief delivered 21,560 shipments of humanitarian material aid in FY 2023 to 88 countries and all 50 U.S. states and 5 U.S. territories.



The medical aid contained in these shipments was sufficient to provide **534.9 million Defined Daily Doses (DDD)** for people who may have otherwise lacked access to quality health care.

The **2,800 tons** (over 5.8 million pounds) of pharmaceuticals, medical supplies, and medical equipment that were furnished to local health programs had a combined wholesale value of **\$1.8 billion**.



DDD is a measure of drug utilization developed by the World Health Organization (WHO) and maintained by the WHO Collaborating Center for Drug Statistics methodology at the University of Norway in Oslo. Direct Relief uses this as a measure of pharmaceutical aid provided.



As part of a medical mission to Orafite, Nigeria, VOOM Foundation medical volunteers performed 25 open heart procedures (14 pediatric/11 adult), for patients who had structural heart disease. (Courtesy photo)

FINANCIAL ASSISTANCE

In addition to providing more essential medical material resources than ever before, Direct Relief furnished \$77.1 million in critically needed funding in FY 2023 to support the efforts of locally-run, non-governmental health facilities in the U.S. and internationally as they responded to crises, rebuilt damaged facilities, trained frontline health workers, and extended care to more patients.

Grant recipients included community-based groups responding to or recovering from emergencies, including the crisis in Ukraine (\$21.5m),,, Covid19 Pandemic (\$7.4m), Turkey/Syria Earthquake (\$3.1m), Hurricane Ian (\$1.5m), the earthquake in Haiti (\$461k), Australian wildfires (\$300k), and Hurricane Fiona (\$160k).

Additional funding supported the innovative care and treatment programs of community health centers, free clinics, and charitable pharmacies in the U.S. (11.6m), and the on-going efforts of numerous other partners to address the chronic health needs of vulnerable people in their communities.

STAFFING & EXECUTIVE COMPENSATION

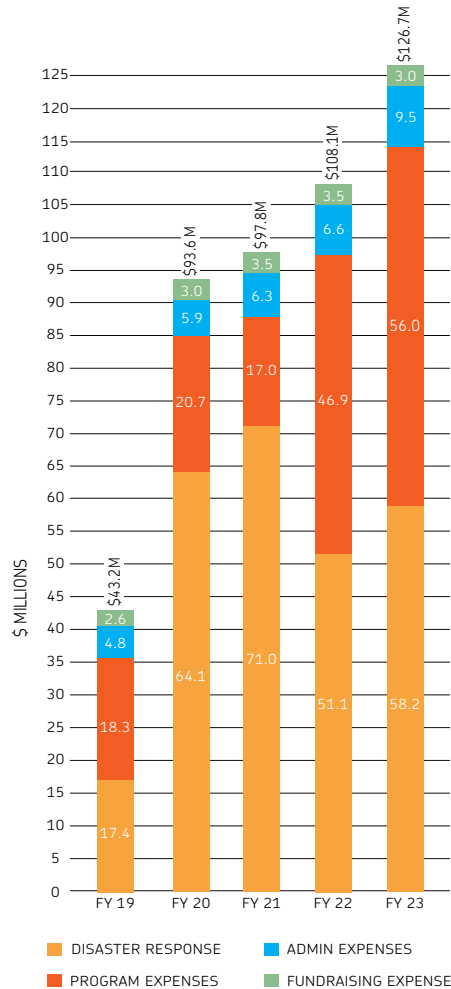
The \$2.1 billion in humanitarian assistance Direct Relief provided in FY 2023 across the U.S. and around the world was done with a staff which, as of June 30, 2023, comprised 128 positions (121 full-time, 7 part-time). Measured on a full-time equivalent (FTE) basis, the total staffing over the course of the year was . This figure is derived by dividing the total hours worked by 2,080, the number of work hours of a full-time employee in one year. Two persons each working half-time, for example, would count as one FTE.

In general, staff functions relate to three basic business functions: programmatic activity, fundraising, and general administration. The following sections describe the financial cost Direct Relief's activities and how resources are spent to provide assistance to people in need throughout the world.

The President and CEO's compensation is paid from funds provided by Direct Relief Foundation. His compensation is allocated 50 percent to administration and 50 percent to fundraising.

TOTAL CASH EXPENSES

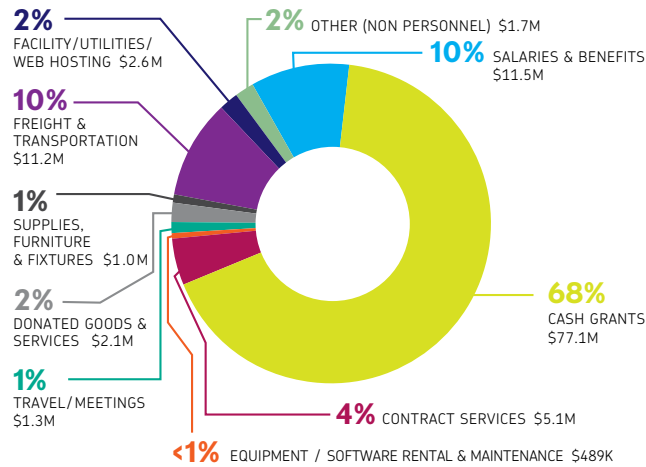
TOTAL CASH EXPENSES: \$126.7M



PROGRAM EXPENSES

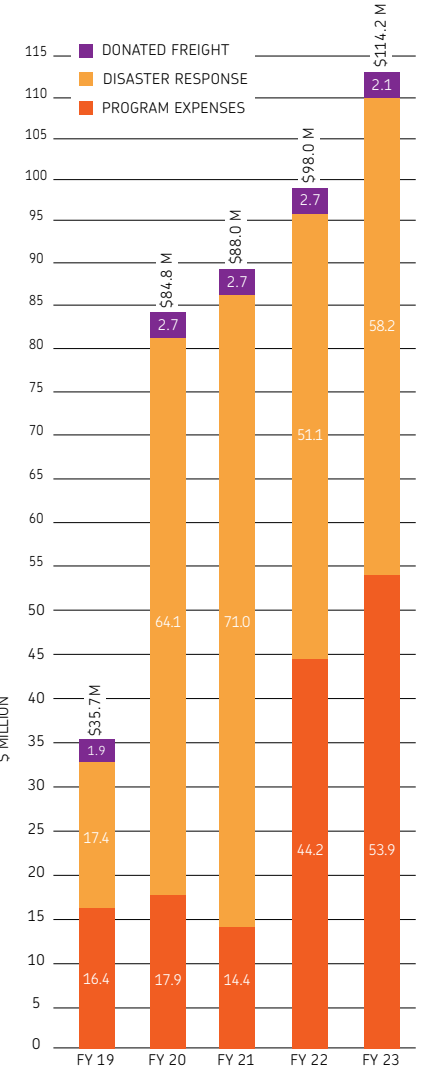
To implement its humanitarian programs (\$1.8 billion in medical material aid), Direct Relief spent \$37.1 million (excluding \$77.1 million in cash grants) in FY 2023, \$11.5 million of which paid for salaries, related benefits (health, dental, long-term disability insurance, and retirement-plan matching contributions), and mandatory employer paid taxes (Social Security, Medicare, workers' compensation, and state unemployment insurance) for XX full-time and XXX part-time employees engaged in programmatic functions.

PROGRAM EXPENSES BY FUNCTION: \$114.2M



PROGRAM EXPENSES ALSO INCLUDE >>

- ▶ Ocean/air freight and trucking for outbound shipments to partners, in-country transportation and inbound product donations (\$13.3 million total, of which \$2.1 million was donated)
- ▶ Travel for oversight and evaluation (\$1.3 million); contract services (\$5.1 million); packing materials and supplies (\$1 million) and disposal costs for expired pharmaceuticals (\$658 thousand)
- ▶ The value of expired products disposed of (\$131.3 million)
- ▶ A pro-rata portion of other allocable costs (see page 35)





A nurse examines a patient at CoRSU Rehabilitation Hospital, Kisubi, Uganda.
(David Uttley for Direct Relief)

FUNDRAISING EXPENSES

Direct Relief's FY 2023 fundraising expenses totaled \$2.9 million, of which \$237,000 (or 8 percent) was the value of donated goods and services (such as donated advertising from Google) that were noncash expenditures. Such donated goods and services of an equal amount are also reported as revenue, as explained on page 24.

FY 2023 cash expenditures for fundraising totaled \$2.7 million, which were paid by the Direct Relief Foundation – not from donors' contributions – as explained on page 27. The majority of these cash expenditures, \$1.7 million or 57 percent of the total \$2.9 million, were used to pay the salaries, related benefits, and payroll taxes for 11 full-time employees. The other cash expenditures for fundraising activities are detailed in the list and chart below by type of activity, amount, and percentage of total expenditures for fundraising.

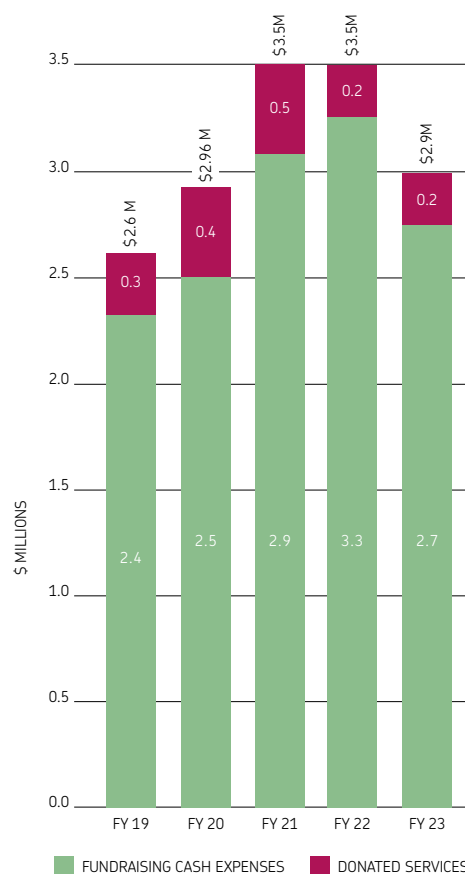
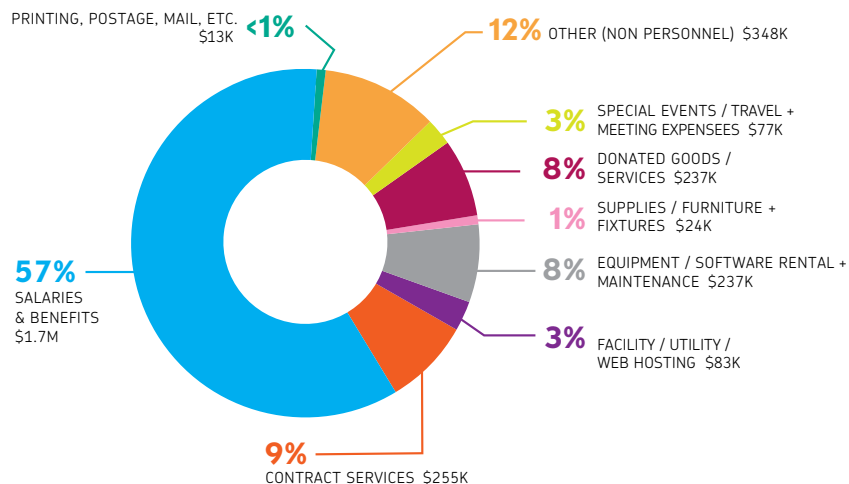
Direct Relief's longstanding emphasis on efficiency extends to its fundraising efforts. Although not paid with donor funds, Direct Relief notes for comparative purposes that its total fundraising expenses for FY 2023 of \$2.9 million (which includes noncash expenditures) equals 2.44 percent of the \$120.8 million of the cash support the organization received; cash expenditures for fundraising of \$2.7 million equals 2.24 percent of cash received.

Direct Relief believes that this ratio of cash expended on fundraising to charitable cash donations received is the most appropriate measure to consider because it is most common and allows for a fair comparison with other charitable organizations that rely on charitable support.

Also, unlike Direct Relief, most charitable organizations do not receive the majority of their contributions in the form of noncash donations, which represented 95 percent of the \$2.3 billion in total revenue received by Direct Relief in FY 2023. Presenting fundraising expenses as a percentage of total revenue that includes extensive in-kind contributions provides a misleading picture of how much of its or its donors' money is being spent on fundraising.

In Direct Relief's case, the already exceptionally low ratio of 2.24 percent of cash received being devoted to fundraising would become statistically zero (less than two-tenths of one percent) with the inclusion of the substantial amount of in-kind contributions reflected in the total \$2.3 billion revenue figure for FY 2023.

FUNDRAISING EXPENSES BY FUNCTION: \$2.9M



FUNDRAISING EXPENSES ALSO INCLUDE >>

- ▶ \$13 thousand for the production, printing, and mailing of the annual report, tax-receipt letters to contributors, fundraising solicitations, and informational materials
- ▶ \$169 thousand in advertising and marketing costs
- ▶ \$492 thousand in contract services (\$237 thousand in donated services)
- ▶ \$24 thousand in supplies and furniture in support of the fundraising staff
- ▶ A pro-rata portion of other allocable costs (see page 35)



Direct Relief provided Emergency Medical Backpacks for first responders in Michoacán, Mexico, as they responded to the impacts of the 7.6-magnitude earthquake that rattled the area on September 19, 2022. FedEx provided transportation for the shipment, free of charge. (Direct Relief)

MANAGEMENT & GENERAL EXPENSES

Direct Relief spent \$9.5 million on administration in FY 2023. Administration expenses are those that relate to financial and human resource management, information technology, communications, public relations, and general office management. A total of \$4 million was for salaries, related benefits, and taxes for 25 full-time employees and two part-time employees engaged in administration and financial management.

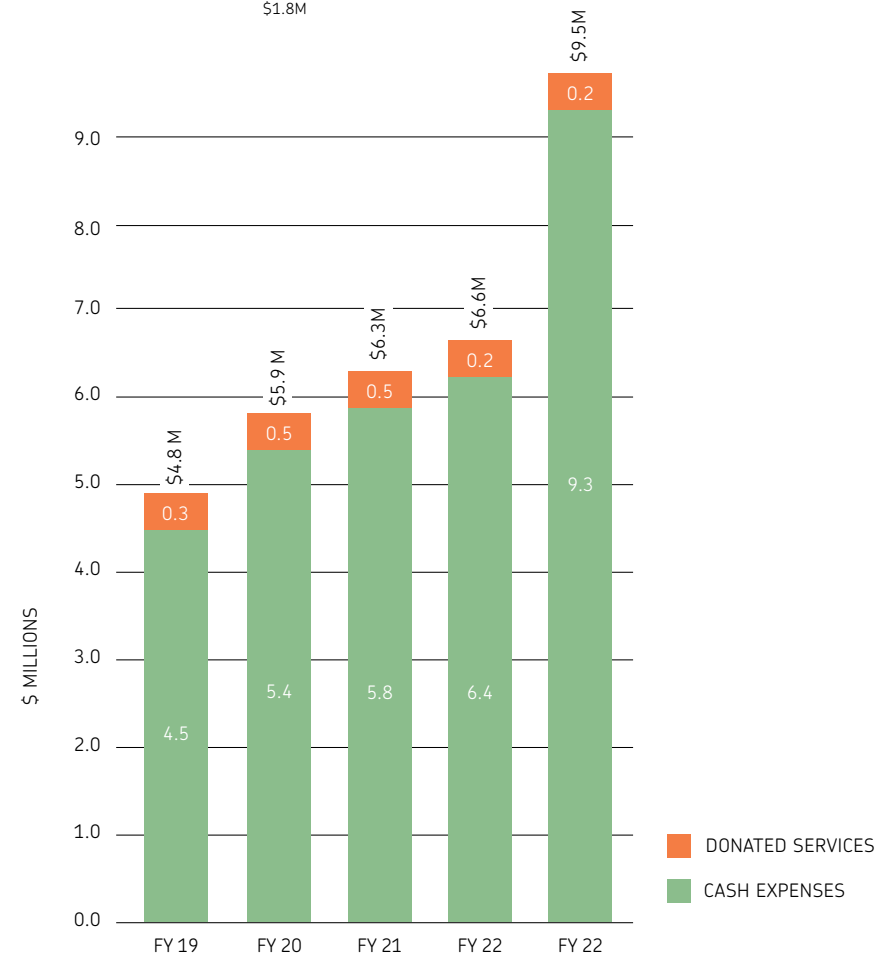
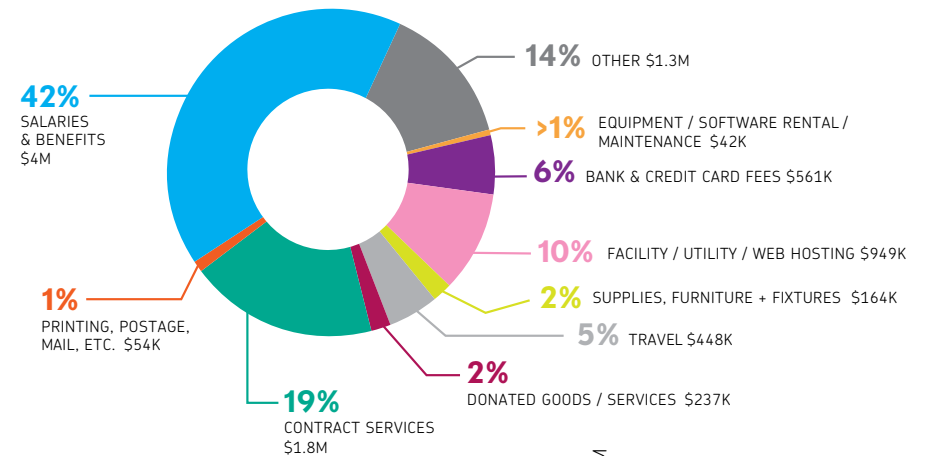
MANAGEMENT & GENERAL EXPENSES ALSO INCLUDE >>

- ▶ \$561 thousand in credit card and banking fees
- ▶ \$448 thousand for travel, meetings and conferences
- ▶ \$1.8 million in contract services (\$237 thousand of which were donated services)
- ▶ \$237 thousand in accounting fees for the annual CPA audit, payroll processing and reporting, and other financial services
- ▶ \$194 thousand in legal fees
- ▶ \$102 thousand in press releases and online advertising
- ▶ \$70 thousand in taxes, licenses, and permits (Direct Relief is registered as an exempt organization in each U.S. state requiring such registration)
- ▶ A pro-rata portion of other allocable costs (see below)

OTHER ALLOCABLE COSTS

Direct Relief owns and operates a 155,000-square-foot warehouse facility that serves as its headquarters. Costs to maintain this facility includes interest on a line of credit, depreciation, utilities, insurance, maintenance, and supplies. These costs are allocated based on the square footage devoted to respective functions (e.g., fundraising expenses described earlier include the proportional share of these costs associated with the space occupied by fundraising staff). The cost of information technology services is primarily related to the activities of the respective functions described above. These costs are allocated based on the headcount devoted to the respective functions.

MANAGEMENT + GENERAL EXPENSES BY FUNCTION: \$9.5M





A patient is shown diagnostic information at Asian Health Services in Oakland, California.
(Ben Bishop for Direct Relief)

COMBINED STATEMENT OF FINANCIAL POSITION

For the fiscal year ended
June 30, 2023 with summarized
totals for FY 2022. Amounts are
presented in the thousands.

	FY 2023						FY 2022	
	Direct Relief	Direct Relief Foundation	Direct Relief Mexico*	Direct Relief South Africa**	Direct Relief Property 1, LLC	Inter-Organization Transaction Eliminations	Consolidated Total	Consolidated Total
\$ IN THOUSANDS								
ASSETS								
Cash and cash equivalents	\$ 63,317	\$ 279	\$ 471	\$ 12	\$ -	\$ -	\$ 64,078	\$ 235,533
Investments	175,235	73,291	-	-	-	-	248,526	65,901
Contributions and other receivables, net	21,138	3,606	-	-	-	(5,944)	18,800	13,605
Inventories, net	864,423	-	164	-	-	-	864,587	656,509
Prepaid expenses	7,371	-	-	-	-	-	7,371	8,385
Property and equipment, net	1,544	-	-	-	37,185	-	38,729	39,580
Investment in subsidiary	41,816	-	-	-	-	(41,816)	-	-
Other assets	315	-	14	-	-	-	329	229
Total assets	\$ 1,175,159	\$ 77,176	\$ 649	\$ 12	\$ 37,185	\$ (47,760)	\$ 1,242,420	\$ 1,019,742
LIABILITIES								
Accounts payable	\$ 8,327	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,327	\$ 6,314
Accrued liabilities	25,154	5,130	45	1	-	(5,944)	24,385	9,936
Long-term debt	-	-	-	-	-	-	-	-
Total liabilities	33,480	5,130	45	1	-	(5,944)	32,712	16,250
NET ASSETS								
Without donor restrictions	976,211	68,976	132	11	37,185	(41,816)	1,040,700	815,980
With donor restrictions	165,467	3,070	471	-	-	-	169,008	187,512
Total net assets	1,141,678	72,046	603	11	37,185	(41,816)	1,209,708	1,003,492
Total liabilities and net assets	\$ 1,175,159	\$ 77,176	\$ 649	\$ 12	\$ 37,185	\$ (47,760)	\$ 1,242,420	\$ 1,019,742

* Direct Relief Mexico is a wholly owned subsidiary of Direct Relief and commenced operations in Mexico on August 1, 2014.
Direct Relief-Mexico was registered in Mexico as a public benefit corporation in July 2014.

** Direct Relief-South Africa is a wholly owned subsidiary of Direct Relief and commenced operations in the Republic of South Africa on July 1, 2009.
Direct Relief South Africa was registered in South Africa as a public benefit corporation in October 2007.

COMBINED STATEMENT OF ACTIVITIES

For the fiscal year ended June 30, 2023 with summarized totals for FY 2022. Amounts are presented in the thousands.

	FY 2023						FY 2022	
	Direct Relief	Direct Relief Foundation	Direct Relief Mexico*	Direct Relief South Africa**	Direct Relief Property 1, LLC	Inter-Organization Transaction Eliminations	Consolidated Total	Consolidated Total
\$ IN THOUSANDS								
PUBLIC SUPPORT AND REVENUE								
In cash and securities:								
Contributions	\$ 46,793	\$ 7,300	\$ 1,211	\$ 53	-	-	\$ 43,942	\$ 69,716
Business and foundation grants	70,962	-	21	-	-	-	70,982	92,360
Workplace giving campaigns	5,940	-	-	-	-	-	5,940	6,694
Special events	-	-	-	-	-	-	-	-
Total public support from cash + securities	123,695	7,300	1,231	53	-	-	120,864	168,770
From contributed goods and services:								
Pharmaceuticals, medical supplies and equipment	2,136,751	-	2,661	-	-	-	2,139,412	2,045,970
Contributed freight	2,074	-	-	-	-	-	2,074	2,726
Contributed goods - other	3	-	-	-	-	-	3	5
Professional services received	474	-	-	-	-	-	474	399
Total from contributed goods and services	2,139,302	-	2,661	-	-	-	2,141,963	2,049,101
Total public support	2,262,997	7,300	3,892	53	-	-	2,262,827	2,217,871
REVENUE								
Investment income	6,318	1,848	-	-	-	-	8,166	1,753
Realized gain on sale of investments	-	1,507	-	-	-	-	1,507	4,703
Unrealized (loss) gain on investments	1,871	1,153	-	-	-	-	3,024	-
Realized gain on other assets	-	-	-	-	-	-	-	-
Total revenue	8,189	4,508	-	-	-	-	12,697	-
Net assets released from restrictions	-	-	-	-	-	-	-	-
Total public support and revenue	2,271,185	11,809	3,892	53	-	-	2,275,524	2,214,348
PROGRAM SERVICES								
Program related expenses	2,061,023	3,032	3,311	53	806	-	2,056,810	2,243,248
SUPPORTING SERVICES:								
Administration	8,914	363	244	-	26	-	9,548	6,615
Fundraising	2,927	-	-	-	23	-	2,950	3,464
Total supporting services	11,841	363	244	-	49	-	12,498	10,080
Total expenses	2,072,864	3,396	3,555	53	855	-	2,069,307	2,253,327
Change in net assets	198,322	8,413	337	0	-	-	206,217	-

COMBINED STATEMENT OF FUNCTIONAL EXPENSES

For the fiscal year ended June 30, 2022
with summarized totals for FY 2021.
Amounts are presented in the thousands.

	FY 2023			FY 2023		FY 2022
	PROGRAM SERVICES: Pharmaceuticals, Medical Supplies, Equipment & Related Expenses			SUPPORTING SERVICES		TOTAL PROGRAM & SUPPORTING SERVICES
	USA	International	Total	Administration	Fundraising	TOTAL PROGRAM & SUPPORTING SERVICES
\$ IN THOUSANDS						
COMPENSATION AND RELATED BENEFITS						
Cash and cash equivalents	\$ 1,745	\$ 7,630	\$ 9,374	\$ 3,061	\$ 1,325	\$ 13,761
Investments	120	527	647	220	128	996
Contributions and other receivables, net	285	1,177	1,462	707	224	2,393
Total compensation and related benefits	2,150	9,334	11,483	3,989	1,677	17,149
OTHER EXPENSES						
Pharmaceuticals, medical equipment and supplies distributed - donated	305,713	1,496,989	1,802,703	-	-	1,802,703
Pharmaceuticals, medical equipment and supplies distributed - procured	2,538	6,062	8,600	-	-	8,600
Inventory adjustment (expired pharmaceuticals)	7,420	123,905	131,324	-	-	131,324
Accounting and legal fees	6	69	75	431	0	506
Advertising	502	0	502	102	169	773
Bank charges	0	2	2	561	-	563
Contract services	2,212	2,848	5,060	1,769	255	7,085
Contributed services	-	-	-	237	237	474
Contributed freight	117	1,958	2,074	-	-	2,074
Contributed goods	-	-	-	-	-	-
Disposal costs (expired pharmaceuticals)	422	236	658	-	-	658
Dues and subscriptions	122	228	349	149	161	659
Duplicating and printing	21	50	72	27	9	107
Equipment and software maintenance	62	291	352	36	235	624
Equipment rental	18	119	137	6	1	144
Freight and transportation	2,144	9,080	11,224	-	-	11,224
Grants and stipends	37,919	39,176	77,094	-	-	77,094
Insurance	11	77	88	802	10	901
Interest	1	14	15	1	0	16
Meetings, conferences, special events	259	74	333	168	21	522
Miscellaneous	13	11	24	547	11	582
Outside computer services	-	-	-	-	-	-
Postage and mailing services	18	13	32	27	4	63
Rent and other occupancy	46	387	433	12	10	456
Supplies, furniture and fixtures	135	856	991	164	24	1,178
Taxes, licenses and fees	7	55	62	70	0	133
Training and education	3	30	33	36	7	76
Travel and automobile	250	761	1,012	279	56	1,347
Utilities and telephone	34	351	385	18	16	420
Web hosting	116	359	475	87	22	584
Total expenses before depreciation	360,109	1,684,001	2,044,110	5,530	1,248	2,050,888
Depreciation and amortization	75	1,142	1,217	29	24	1,270
Total functional expenses June 30, 2022	\$ 362,333	\$ 1,694,477	\$ 2,056,810	\$ 9,548	\$ 2,950	\$ 2,069,307
Total functional expenses June 30, 2021	\$ 253,529	\$ 1,989,719	\$ 2,243,248	\$ 6,615	\$ 3,464	

CORPORATE PARTNERSHIPS

MATERIAL DONATIONS AND IN-KIND SUPPORT

[FY 2023]

To fulfill its mission, Direct Relief has long sought partnerships with businesses and organizations with particular expertise that is needed and can be leveraged for humanitarian purposes. This approach has led to 200+ healthcare manufacturers and other corporations, in sectors ranging from technology to transportation, providing in-kind contributions in the form of needed goods (primarily medical products) and services that would otherwise have to be purchased. >>

CORPORATE PARTNERSHIPS

MATERIAL DONATIONS AND IN-KIND SUPPORT

MANUFACTURERS & DISTRIBUTORS PROVIDING MEDICAL MATERIAL DONATIONS

3M	Carlsbad Technology	Kaleo	Row Pharma
Abbott	Chartwell Pharmaceuticals	Kenvue	Sandoz
AbbVie	Coherus Bioscience	Kirk Humanitarian	Sanofi
Accord Healthcare	Edenbridge Pharmaceuticals	LifeScan	Siegfried Rhein S.A.
Alvogen	Edwards Lifesciences	Liquid IV	Takeda Pharmaceuticals
Amgen	Eli Lilly & Company	McKesson Medical-Surgical	Teva Pharmaceuticals
Apotex	Embecta	Medicines360	The Clorox Company
Ascensia	Emergent BioSolutions	Medline Industries	Trifecta Pharmaceuticals
AstraZeneca	Genentech	Meitheal Pharmaceuticals	Unilever
Baxter International	Genomma Lab Internacional	Merck & Co. / MSD	Unite to Light
Bayer	Grifols	Merck KGaA	Vertex
BD	GSK	Neptune Medical Supply	Vesync
Belmora	GSMS	Nikkiso America	Viatrix
Biogen	Haleon	Novartis Farmacéutica	ViiV Healthcare
Bionime	Henry Schein	Novo Nordisk	Westminster Pharmaceuticals
Boehringer Ingelheim	Hikma Pharmaceuticals	Organon	Zydus Pharmaceuticals
Boston Scientific de México	ICU Medical	Perrigo Pharmaceuticals	
CAIRE	Johnson & Johnson	Pfizer	

COMPANIES PROVIDING SERVICES, VISIBILITY, AND OTHER IN-KIND SUPPORT

Balcony Lab, Inc.	Ezoic	Media Matters Worldwide	Sonos
Convergence Point Media	FedEx	Meta Platforms	TikTok
Cuebiq Inc.	Google	Narrative Sciences	Twitch.tv
Dataminr	Lavin Media	Qlik Technologies Inc.	Veynovich Holdings
Esri	Mapbox	SAP	VidMob

STRATEGIC FOUNDATION PARTNERSHIPS

[FY 2023]

Direct Relief was able to provide more help to more people than ever before this fiscal year due in part to coordinated efforts with these leading foundations that share commitments to improve health and lives across the U.S. and around the world. >>

STRATEGIC FOUNDATION PARTNERSHIPS

Anonymous (2)
The Aall Foundation
Adams Legacy Foundation
The Adrian Family Foundation
Adventures for the Mind Foundation
The Ahlsten Foundation
Alberini Family Fund
All Within My Hands Foundation
The Alonso Foundation
Anam Foundation
The Anderson Fund Foundation
Aratani Foundation
Micky and Madeleine Arison Family Foundation
The Arvey Foundation
The Auslander Family Foundation
The Ayudar Foundation
The Bachmann Strauss Family Fund, Inc.
Elliott Badgley Foundation
Hom & Suzie Bahmanyar Family Foundation
The Barba Family Foundation
The George and Dorothy Barbare Family Foundation
The Beane Family Foundation
Bear Sontz Family Foundation
Beaver Family Foundation
The Becket Family Foundation
The Arnold and Jill Bellowe Family Foundation
S. C. Benjamin Foundation
Berger Family Foundation, Inc.
Berman Field Foundation
Bewley Motluk Charitable Foundation
Biella Foundation
Bluebird Legacy, Inc.
Dr. Maxwell L. and Florence C. Blumenreich Foundation, Inc.
BRD Foundation
Brillo-Sonnino Family Foundation
Milton and Fannie Brown Family Foundation
Charles E. and Dorothy K. Brown Foundation
David W. Buck Family Foundation, Inc.
Building Futures Foundation
Ralph Burnham Charitable Lead Trust
California Fire Foundation
Joseph Camhi Foundation, Inc.
Johnny Carson Foundation

Ceres Foundation
Cole-Crone Family Foundation, Inc.
Pat Covelli Foundation
The Crown Family
Roy E. Crummer Foundation
Cuero Community Foundation
The Daphne Seybolt Culpeper Foundation, Inc.
The Lawrence & Susan Daniels Family Foundation
D'Augustine Foundation
John R. & M. Margrite Davis Foundation
Della Calce Private Foundation
The Corwin D. Denney Foundation
The Rosemary DePetris Foundation
The Doehring Foundation
Gaylord Donnelley Charitable Trust
Dreman Foundation
Michael Dunitz Crisis Foundation, Inc.
Dyer Family Foundation, Inc.
The Eagle Rock Charitable Foundation
EB Hulac Charitable Foundation
The Echlin Foundation
Tom and Nancy Elsaesser Foundation
Envision Foundation
The EQ Foundation
Familia Robinson Foundation
Farvue Foundation, Inc.
Roger S. Firestone Foundation
The Susan C. Firestone Foundation
First Dollar Foundation
The Errett Fisher Foundation
The James A. Folger and Jane C. Folger Foundation
Forney Family Foundation
Franklin Philanthropic Foundation
Fredman Family Foundation
Teaumen & Grace Fuite Foundation
Edward and Verna Gerbic Family Foundation
Glad To Be Here Foundation
GlobalGiving
The Goodman Family Foundation
Goodwin Family Memorial Trust
Gorlitz Foundation Ltd.
Gratis Foundation
The Green Foundation

The Grey Rocks Foundation, Inc.
Haddock Stanton Foundation
The Hagani Foundation, Inc.
The Hailey Family Foundation
The Hale Foundation
Janet L. Handtmann Family Foundation
Hargreaves Family Charitable Foundation
Hartford Foundation For Public Giving
Harvey Family Charitable Foundation
Head Family Charitable Foundation
The Hearst Foundations
The Hexberg Family Foundation
Hickey Family Foundation
Hildebrandt Family Foundation, Inc.
Hilltop Foundation
Conrad N. Hilton Foundation
Michael S. Hollins Foundation
James R. and Karen Huesing Family Foundation
Hundreth Monkey Foundation
The Ilsababy Foundation
The Ira and Eileen Ingerman Family Foundation
Ingram Family Foundation
Irfan Foundation
Isaac Family Foundation Corp.
George Isaac Foundation
The Kimiko M. Ishida Trust
Issa Family Foundation
Jamestown Ukraine Relief Project
The Jana Foundation, Inc.
Jerome Foundation
The Debard Johnson Foundation
The Jorgensen Foundation
Burton & Rose Kahn Family Foundation
The Kauffmann Foundation
Kaufman Family Foundation
KAVE Family Foundation
Kay Family Foundation
Ezra Jack Keats Foundation
The Kemmerer Family Foundation
The Khachaturian Foundation
The Kind World Foundation
Carolyn Ann King Family Trust
Kinnie Family Foundation
Knowledge Freedom Foundation
Peter and Anna Kolchinsky Foundation, Inc.

Jeannette and H. Peter Kriendler Charitable Trust
The Lamb Family Foundation
The Laughlin-Beers Foundation
The LEF Foundation
The Levine Family Foundation
The Hyman Levine Family Foundation: L'Dor V'Dor
Lightbridge Foundation
The Linden Family Foundation
The Longhill Charitable Foundation, Inc.
The Looker Foundation
Lopker Family Foundation
Lurieland Foundation
Manitou Fund
The Page and Otto Marx, Jr. Foundation
McAllister Foundation, Inc.
Keith & Mary Kay McCaw Family Foundation
Vaughan McKee Family Trust
McKee Foundation
The Messenger Foundation, Inc.
The Mikita Foundation
The Gerrish H. Milliken Foundation
Mirapaul Foundation
The Cynthia and George Mitchell Foundation
MKM Foundation
Molitor Family Foundation
Charles Stewart Mott Foundation
Mr. Owl Foundation
The Neel Foundation
Nespolo Charitable Foundation
Network for Good
Neupert Family Foundation
Nevonen Family Foundation
The Jesse H. Oppenheimer & Susan Oppenheimer Foundation
The Pearl and Glen Foundation
Susan Kay Pederson Foundation
Charles and Anna M. Pedrazzini Private Charitable Foundation
Lewis M. and Esther Perlstein Family Foundation
Peters Family Foundation
The Peterson Family Foundation
Pietro Foundation
Pirzada Family Foundation
Point of View Foundation



A diabetes patient gets their blood tested with Direct Relief-donated LifeScan products in Mexico. (Direct Relief)

FY 2023 STRATEGIC FOUNDATION PARTNERSHIPS CONT.

- Polevoy Family Foundation
- Lucile & Maurice Pollak Fund
- Lester Poretsky Family Foundation
- Anthony & Jeanne Pritzker Family Foundation
- The Progress Family Foundation
- Raintree Foundation
- The Raynie Foundation
- Reed Family Foundation
- The Harold and Kate Reed Family Foundation
- The Reuter Foundation
- Michael T. Riordan Family Foundation
- The Rivard Foundation
- The Rivendell Foundation
- RJA Foundation
- Rock Paper Scissors Foundation
- Rostro Foundation
- James & Mayme Rowland Foundation
- The Fred and Maxine Rumack Family Foundation
- Sacajawea Charitable Foundation
- Santa Barbara Vintners Foundation
- Santa Ynez Band of Chumash Indians Foundation
- Paul J. Santana & Laura M. Santana Charitable Foundation
- Ethel Josephine Scantland Foundation, Inc.
- The Schleyer Foundation
- The Kevin G. Schoeler Foundation
- Schoellkopf Family Foundation
- The Scoob Trust Foundation
- Sence Foundation
- Shea Family Charitable Trust
- James H. and Amy G. Shimberg Foundation, Inc.
- Shomos Family Foundation
- Shores Foundation
- The George & Catherine Shortle Foundation Trust
- The Sidgmore Family Foundation
- The Sikand Foundation
- Silton Family Foundation
- Single Step Foundation
- The Skatepark Project
- Alan B. Slifka Foundation
- John F. Smiel Foundation
- Smith Family Foundation
- Sojourner Fund
- Maurice J. Spagnoletti Foundation
- Spaulding Family Foundation
- The Florence and Laurence Spungen Family Foundation
- Steiner King Foundation
- Dola Hamilton Stemberg Charitable Foundation
- Arthur and Edith Stern Family Foundation
- The Stern Family Foundation
- The Jean & Alvin Sternlieb Foundation Inc.
- The James M. and Margaret V. Stine Foundation
- The Stone Family Foundation
- STS Foundation
- Sulentic Family Foundation
- Alice I. Sullivan Charitable Foundation
- Sun Family Foundation
- Dennis Swartzlander & Terry Blanken Charitable Foundation
- Symonds Foundation
- The Taheri Foundation
- Tarsadia Foundation
- The Ten Fingers Foundation
- Thomsen Trust W
- Walter J. and Holly O. Thomson Foundation
- TIF Foundation Fund
- Together Rising
- The Tolkien Trust
- The Trautschold Family Foundation, Inc.
- KP and Phoebe Tsolainos Foundation, Inc.
- Twig Foundation, Inc
- The David Vickter Foundation
- Albert and Bessie Warner Fund
- The Wasily Family Foundation
- WCK Irrevocable Business Trust II
- WCR/Economy Data Foundation
- Bernard Weinstein Charitable Lead Trust
- The Weissman Family Foundation
- The Wenden Foundation
- The Wenger Foundation
- Williamson Family Foundation
- Winky Foundation
- The Wiss Foundation
- The Woods and Gil Family Foundation
- Zamichow Jabs Foundation
- Zegar Family Foundation
- Zisson Foundation, Inc.



JOSE PEREZ, LMFT

Jose Perez (left), a licensed marriage and family therapist at Samaritan Free Clinic in San Mateo, California, speaks to Dr. Lu Echeverria. (Ben Bishop for Direct Relief)

LEGACY SOCIETY

[FY 2023]

The Legacy Society exclusively recognizes those caring individuals who have included Direct Relief in their estate plans. Their commitment and dedication are shining examples of generosity that will help Direct Relief continue its efforts to improve the health and lives of people affected by poverty or emergency situations by mobilizing and providing essential medical resources needed for their care. >>

LEGACY SOCIETY

Anonymous (40)
 Dotsy and Jack Adams
 George M. Adams
 Peter and Rebecca Adams
 Jane H. Alexander
 Michael T. Alexander
 Robert and Debra Allian
 Ms. Rose A. Ament
 Marilyn E. Amling
 Jane Anderson
 George and Cynthia Anner
 Romuald and Barbara R. Anthony
 Shirley Appleton
 Rhea Applewhite
 Dr. Steven W. Arle and Mrs. Kathleen B. Arle
 Dr. and Mrs. Gilbert L. Ashor
 Ms. Judith Babcock
 Bitsy Becton Bacon
 Miriam and William Bailey
 Jane E. Ballard
 Virginia Barnes
 Barbara J. Barr
 Stephen Barrett
 Tom Beck
 Michael Behles
 Charles H. Bell
 Harry Bennett III
 Laurie M. Berg
 William L. Berry
 Virginia B. Bertram
 Elizabeth Bertucelli Family
 Merle Betz, Jr.
 Barbara Beynon
 Leslie Sweem Bhutani
 D. Craig Bigelow
 Marian E. Bilvar
 Frank S. Black, Jr.
 Mr. Joseph F. Bleckel
 Terence M. R. Bluge
 Patricia Boardman
 Lester E. Bower, Jr.
 Stephen M. and Susan C. Boyesen
 Hannah Bradley
 Mr. and Ms. Phillip Brant
 Jayne Brechwald and Gary Elkins
 Martin Breslauer
 Mr. and Mrs. Herbert Brody
 Mrs. Helen J. Brown
 Kathy Brunkhurst
 Scott A. Bruss
 George E. Buker
 Gilbert Buker
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LEGACY SOCIETY

LET YOUR LEGACY BE ONE OF **HOPE,** **HEALING,** & **HUMANITY**

DIRECT RELIEF'S LEGACY SOCIETY is more than a commitment; it's a testament to the profound belief that together, we can forge a healthier, better world for generations to come.

The Legacy Society honors that ideal by sustaining Direct Relief's mission of delivering humanitarian aid to under-resourced communities worldwide, helping ensure more people—now and long into the future—can experience a healthy, productive life with all the wonders it affords.

A baby is held by a midwife in Dadu, Pakistan. (Janet Jarman)





HOW YOUR LEGACY CAN EMPOWER FUTURE GENERATIONS

THE LEGACY SOCIETY is instrumental in enabling Direct Relief to continue its mission and preserve its ability to deliver urgent humanitarian relief and emergency aid to those most in need—in the U.S. and internationally.

Diverse avenues of planned giving, including bequests, beneficiary designations in investment or retirement accounts, and gifts of real estate or life insurance, offer flexibility in creating a meaningful and lasting legacy, ensuring Direct Relief stays agile and responsive to global health crises, disasters, and the needs of people and communities throughout the U.S. and world.

A LASTING LEGACY

INCLUDING DIRECT RELIEF in estate planning or exploring other planned giving options creates a ripple effect in the countless lives of people Direct Relief serves.

For those who have already made such a commitment, Direct Relief is humbled and would be honored to recognize your meaningful contribution through the Legacy Society. Your commitment shows the transformative power of collective action and compassion in creating a better future for all.

A STORY OF COURAGE & COMPASSION



SUZANNE CLOUTIER, 1957 - 2021 LEGACY SOCIETY MEMBER

RAISED IN A MIDDLE-CLASS blue-collar suburb of Detroit, Suzanne dreamed of becoming a doctor. Upon graduating college and then working as a data analyst in her early 30s, she received a devastating diagnosis of a rare bone marrow cancer. Suzanne would undergo a stem-cell transplant in 2015 and eventually succumb to cancer in 2021—precisely 30 years after receiving the diagnosis.

When Suzanne passed the fifth anniversary of her diagnosis, she took stock of her life and decided she was tired of waiting to get sick and die, and was determined to live a meaningful life. She went back to school and earned a Master of Public Health with a concentration in epidemiology; as an epidemiologist, she worked on projects related to capacity building with ministries of health, always with a connection to maternal and child health.

Suzanne was adventurous and fearless. Over her lifetime, she would try skydiving, walking on hot coals, riding elephants and camels, petting cheetahs, and swimming with sharks. She traveled extensively throughout Africa, Mexico, South America, and Alaska. She truly embraced life at every opportunity.

Throughout her life, she gave generously to over forty charitable organizations. When preparing for her death, she carefully selected fourteen charities as beneficiaries of her estate based on where she felt her money would make the most significant difference. Direct Relief was near and dear to her heart and among the first charities she chose. She was drawn to the global nature of the work and the programs addressing health equity—one of her professional interests.

As extraordinary as Suzanne was, at the end of her life she still wondered if there was more she could have done and hoped that the money she left would continue to improve the lives of those in need and inspire others to join the Legacy Society.

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[FY 2023]

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A patient receives free medication at Neighborhood Health Center in Naples, Florida.
(Zack Wittman for Direct Relief)

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Shipments of essential medical aid for Sri Lanka are packed and labeled at Direct Relief's warehouse on Sept. 6, 2022. The aid supported the country's medical system in the wake of shortages. (Brea Burkholz/Direct Relief)

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Medical staff inspect a new Direct Relief Emergency Medical Backpack on October 7, 2022, at the Virginia B. Andes Volunteer Health Clinic in Port Charlotte, Florida.
(Zack Wittman for Direct Relief)

IN MEMORIAM

For their extraordinary generosity, personal kindness, passionate guidance, and bountiful energy, and for their dedication to the health and welfare of people everywhere. They will be greatly missed.

Shirley Appleton

Maurine Bagwell

Margaret A. Baker

Peter Beck

Augusta Benjamin

Joy A. Best

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Lloyd L. Wells

Michael D. Wilson

William Wood

Ann M. Yanover

Clare Zens

GUIDING PRINCIPLES

SERVE PEOPLE

Improve the health of people living in high-need areas by strengthening fragile health systems and increasing access to quality health care.

LIFT FROM THE BOTTOM, PULL FROM THE TOP

Focus on serving the most medically underserved communities in the U.S. and abroad, working with the world's leading companies, greatest thinkers, and best institutions.

BUILD UPON WHAT EXISTS

Identify, qualify, and support existing healthcare providers over the long-term and serve as a catalyst for other resources.

REMOVE BARRIERS

Create transparent, reliable, and cost-effective channels to enable medically underserved communities access to essential medical resources (particularly medicines, supplies, and equipment).

PLAY TO STRENGTHS, PARTNER FOR OTHER NEEDS

Engage in activities that address a compelling need and align with our core competencies and areas of excellence. Ally with an expanded network of strategic partners who are working on related causes and complementary interventions to leverage resources.

ENSURE VALUE FOR MONEY

Generate efficiencies, leverage resources, and maximize health improvement for people with every dollar spent. Maintain modest fundraising and administrative expenses.

BE A GOOD PARTNER & ADVOCATE

Give credit where due, listen carefully, and respect those served and those contributing resources.

RESPOND FAST WHILE LOOKING AHEAD

Support the immediate needs of survivors by working with local partners best situated to assess, respond, and prepare for the long-term recovery.

DO NOT DISCRIMINATE

Deliver aid without regard to race, ethnicity, political or religious affiliation, gender, sexual orientation, or ability to pay.

AIM HIGH

Combine the best of business, technology, and public policy approaches for the benefit of people in need.

