2017 ANNUAL REPORT

CATALYZE

FHI360.ORG/ANNUAL-REPORT-2017
In science, a catalyst ignites a chemical reaction. When applied to human development, a catalyst is the spark that transforms an idea into a solution.

In this year’s annual report, we share some of the many ways FHI 360 is working with partners to catalyze positive change in the United States and around the world.

I invite you to explore the full report to discover in depth how we are overcoming challenges and charting new paths that accelerate results and expand opportunities.

When a catalyst is added, something special happens.
cat・a・lyze

To cause an action to accelerate at a faster rate or proceed under different conditions than otherwise possible.
Research and evidence

- Demonstrated that a long-acting, injectable antiretroviral could provide an easier, more practical alternative to a daily oral dose for global HIV prevention.
- Supported the Government of Tanzania and its partners to scale up nutrition programming and develop an evidence-based, multisectoral nutrition action plan.

Education, employment and engagement

- Strengthened the capacity of entrepreneurs in Jordan to grow their small, home-based businesses into formal, revenue-generating enterprises.
- Established Afghanistan’s first bachelor degree program in food technology at the Herat University Faculty of Agriculture, helping to build a more qualified, professional workforce.
- Helped to build civil society and media capacity in Myanmar in support of the country’s democratic transition.

Health access and services

- Expanded detection of tuberculosis in Mozambique using CB-DOTS — from 12 percent to 36 percent in four provinces that account for 49 percent of the national TB burden, between 2015 and 2017.
- Empowered women and men to plan their families by increasing access to high-quality, affordable hormonal contraceptive implants. Levoplant was prequalified in 2017 by the World Health Organization.
Technology and innovation

- Provided customized support and tools to generate data and research to improve education and career readiness in the United States.
- Transformed the way school and health workers are paid in Liberia. In 2017, more than 3,000 school staff and 800 health care workers were paid via mobile money.
- Enabled real-time data collection to more effectively monitor early-grade reading programs in Ghana. Tablets allow data to be entered with or without an internet connection.
REVENUE BY SOURCE

- 41.39% HIV/AIDS Programs
- 15.23% Education
- 12.87% Other Health
- 9.10% Social, Environmental and Economic Development
- 8.93% HIV/AIDS Research
- 6.33% Nutrition
- 5.88% Reproductive Health
- 0.20% Gender
- 0.07% Other

EXPENSES

- Operational Expenses and Programs $659,792,875
- General and Administrative $93,397,372
- Business Development $12,103,559
- Total $765,293,806

FINANCIAL SUMMARY

Twelve months ending September 30, 2017 (Unaudited)

REVENUE

<table>
<thead>
<tr>
<th>Source</th>
<th>US Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Government</td>
<td>$667,041,239</td>
</tr>
<tr>
<td>Foundations/Individuals</td>
<td>$49,303,078</td>
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<tr>
<td>Multilateral Agencies</td>
<td>$19,020,938</td>
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<tr>
<td>Corporations</td>
<td>$17,047,958</td>
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<tr>
<td>Other Governments</td>
<td>$9,707,654</td>
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<tr>
<td>Other</td>
<td>$7,357,249</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$769,478,116</strong></td>
</tr>
</tbody>
</table>

WORK BY AREA

- 41.39% HIV/AIDS Programs
- 15.23% Education
- 12.87% Other Health
- 9.10% Social, Environmental and Economic Development
- 8.93% HIV/AIDS Research
- 6.33% Nutrition
- 5.88% Reproductive Health
- 0.20% Gender
- 0.07% Other

Crosscutting areas, such as technology, gender and youth, are integrated into many of our programs.
**FUNDERS**

**PRIVATE SECTOR**
- Applied Engineering Management Corporation
- Bassett Healthcare Network
- Bayer U.S., LLC
- Colgate-Palmolive Company
- Converge Ltd.
- DAI Global, LLC
- Dimagi, Inc.
- Essity North America
- Hess Corporation
- Johnson & Johnson
- Kosmos/Trident Energy
- Medentech
- Noble Energy, Inc.
- Novo Nordisk
- Pfizer, Inc.
- Procter & Gamble
- Qualcomm® Wireless Reach™
- Shell Nigeria Exploration and Production Company, Ltd.
- Tan Tock Seng Hospital
- Unilever
- ViiV Healthcare

**FOUNDATIONS**
- Baylor College of Medicine
- Children’s Foundation
- Bill & Melinda Gates Foundation
- Bush Foundation
- The Children’s Investment Fund Foundation
- The Community Foundation
- The David and Lucile Packard Foundation
- Drosos Foundation
- Educate A Child, a programme of the Education Above All Foundation
- FHI Foundation
- Ford Foundation
- GE Foundation
- GHR Foundation
- Gordon and Betty Moore Foundation
- Henry E. Niles Foundation, Inc.
- The JPB Foundation
- Margaret A. Cargill Philanthropies
- National Science Foundation
- Novartis Foundation
- The Philadelphia Foundation
- The Pfizer Foundation
- Robert Wood Johnson Foundation
- The Rockefeller Foundation

**EDUCATIONAL INSTITUTIONS**
- Fayetteville State University
- Liverpool School of Tropical Medicine
- University of Nebraska-Lincoln

**MULTILATERAL ORGANIZATIONS**
- The Global Fund to Fight AIDS, Tuberculosis and Malaria
- UNFPA
- UNHCR
- UNICEF
- UNOPS
- World Bank/IFC
- World Health Organization

**U.S. FEDERAL AND LOCAL GOVERNMENT AGENCIES**
- Millennium Challenge Corporation
- New York City Department of Education
- Open World Leadership Center
- U.S. Agency for International Development
- U.S. Department of Agriculture
- U.S. Department of Defense
- U.S. Department of the Navy
- HIV/AIDS Prevention Program

**NONPROFIT ORGANIZATIONS**
- 3ie, Inc.
- Avenir Health
- Boys and Girls Club
- Brookings Institution
- Burnet Institute
- GAVI Alliance
- Girl Scouts of Greater New York
- Medicines for Malaria Ventures
- PAI
- Population Services International
- Vital Strategies
- World Vision International

**PARTNER COUNTRY GOVERNMENTS AND BILATERAL AGENCIES**
- Australian Government
- Government of Equatorial Guinea
- International Development Research Centre (Canada)
- Kenya Medical Research Institute
- U.K. Department for International Development

We express our gratitude to the individuals who support FHI 360 programs. These gifts enable us to expand our reach while deepening our search for solutions to today’s most challenging issues in human development.

Originating funders for calendar year 2017.
Mission
To improve lives in lasting ways by advancing integrated, locally driven solutions for human development.

Integrated approach
Our 360-degree perspective enables us to work across a broad set of disciplines to deepen our understanding of complex issues and develop customized responses that address multiple aspects of people’s lives.

Expertise
- Health
- Education
- Nutrition
- Environment
- Economic Development
- Gender
- Youth
- Civil Society
- Research
- Technology
- Communication and Social Marketing

96% of our personnel in countries or regional offices are from the country or region in which they work.

182 peer-reviewed journal articles were authored or co-authored by FHI 360 staff in 2017.

Read the full report: fhi360.org/annual-report-2017