8 BILLION REASONS
With the global population expected to reach 8 billion by 2023, today’s human development challenges cry out for **URGENT, BOLD AND NOVEL SOLUTIONS.**

Our 2018 annual report highlights just a few of the ways we, hand-in-hand with our partners, are using cutting-edge research, technology and entrepreneurship to build resilient institutions and equip people to shape their own destinies.

Our experience over the last year reinforces a simple truth: When people have the chance to improve their lives and build their communities, they will seize the opportunity and contribute to a better future for everyone.

Patrick C. Fine
Chief Executive Officer
FHI 360

READ THE FULL ANNUAL REPORT: www.fhi360.org/8billionreasons
2018 Highlights

21st-Century Work and Learning

- Equipped postsecondary students in MOROCCO with skills to get jobs in high-growth sectors through six pilot career centers on campuses in three cities, plus a virtual center. This cutting-edge model uses data and industry-specific analyses from private-sector employment trends to offer information on local job opportunities, work readiness training, internships and networking that links students and employers.

- Prepared young people in eight U.S. cities to transition successfully from correctional facilities back into the community. Youth choose to pursue education, vocational skills or jobs. They also receive support for housing, food and other basic needs.

Health Access and Services

- Improved the care and treatment of multidrug-resistant tuberculosis patients in ZAMBIA by setting up a state-of-the-art TB ward at the University Teaching Hospital, where trained nurses provide care using the latest infection-control equipment. The hospital improved TB screening and outpatient care with the creation of an open-air shelter where doctors determine individual levels of care for patients.

- Partnered with VIETNAM’S government in developing — and implementing — a plan to independently manage its HIV care and treatment services and to finance the full cost of lifesaving antiretroviral therapy by 2020, using social health insurance and provincial budgets.
Crisis Response

- Restored access to critical primary health care services in communities near the front lines of the conflict in **Yemen**. Using an integrated approach, we worked with local partners to ensure the availability of qualified health workers; build the technical capacity of health staff; provide essential medicines; and improve water supply, sanitation and waste management systems.

Research and Evidence

- Advanced the development and evaluation of game-changing innovations that offer safe, effective, low-cost, easy-to-use and appealing contraceptives to women around the **World**.
- Generated complex geospatial models for data visualization to show policymakers in **Ethiopia** and **Mozambique** actions that could curb maternal and newborn mortality.

Technology and Innovation

- Empowered schools — with or without an internet connection — to collect, analyze and report on attendance, school performance and more. With the m360 School Information System (SIS) — our customizable, open-source, Android-based mobile platform — data appears in dynamic, interactive dashboards and can be captured daily. During 2018, the use of the m360 SIS increased from 4,000 to 8,000 schools in **Tanzania**, serving nearly 4 million students.
- Launched **FHI Ventures**, a for-profit impact-investing FHI 360 subsidiary that accelerates the growth of early-stage social enterprises working to solve pressing human development challenges. By investing capital in select companies, while providing mentoring, training and access to FHI 360’s global platform, FHI Ventures helps early-stage businesses attract further funding and deliver high social impact.
When people have the chance to improve their lives and build their communities, **they will seize the opportunity and contribute to a better future for everyone.**
Financial Summary

Twelve months to September 30, 2018 (Unaudited)

**REVENUE**

<table>
<thead>
<tr>
<th>Source</th>
<th>US Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Government</td>
<td>$730,709,659</td>
</tr>
<tr>
<td>Foundations/Individuals</td>
<td>$45,235,911</td>
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<tr>
<td>Multilateral Agencies</td>
<td>$24,537,892</td>
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<tr>
<td>Corporations</td>
<td>$16,290,035</td>
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<tr>
<td>Other</td>
<td>$9,754,792</td>
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<tr>
<td>Other Governments</td>
<td>$2,564,026</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$829,092,315</strong></td>
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**EXPENSES**

<table>
<thead>
<tr>
<th>Expenses</th>
<th>US Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Expenses</td>
<td>$711,700,823</td>
</tr>
<tr>
<td>General and Administrative</td>
<td>$100,698,490</td>
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<tr>
<td>Business Development</td>
<td>$16,129,109</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$828,528,422</strong></td>
</tr>
</tbody>
</table>

**WORK BY AREA**

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

**REVENUE BY SOURCE**

- 66.76% USAID
- 12.44% NIH/DHHS
- 5.46% Foundations
- 4.93% US State Department
- 2.96% Multilaterals
- 2.11% Other US Government
- 1.96% Corporations
- 1.89% CDC
- 1.18% Other
- 0.31% Non-US Government
Funders

**Private Sector**
- Bassett Healthcare Network
- Bayer U.S., LLC
- Colgate-Palmolive Company
- Converge
- Essity
- GlaxoSmithKline plc
- Johnson & Johnson
- Kosmos/Trident Energy
- Mona Lisa N.V.
- Noble Energy, Inc.
- Novo Nordisk
- Pfizer, Inc.
- Procter & Gamble
- Qualcomm® Wireless Reach™
- Sanaria, Inc.
- Shell Nigeria Exploration and Production Company, Ltd.
- SK Bioscience Co., Ltd.
- Tan Tock Seng Hospital
- Unilever
- ViViV Healthcare

**Foundations**
- Bill & Melinda Gates Foundation
- Bush Foundation
- The Children’s Investment Fund Foundation
- The Community Foundation

**Nonprofit Organizations**
- Avenir Health
- Burnet Institute
- CONRAD
- Girl Scouts of Greater New York
- Minnesota Comeback PATH
- Save the Children
- WaterAid
- World Vision International

**Educational Institutions**
- Bernard Nocht Institute for Tropical Medicine
- Cornell Cooperative Extension of Oneida County
- Hemptead Union Free School District
- Northeast Education Services Cooperative

**Multilateral Organizations**
- The Global Fund to Fight AIDS, Tuberculosis and Malaria
- UNFPA
- UNHCR
- UNICEF
- UNOPS/Water Supply & Sanitation Collaborative Council
- The World Bank/IFC

**U.S. Federal and Local Government Agencies**
- Millennium Challenge Corporation
- National Science Foundation
- Open World Leadership Center
- U.S. Agency for International Development
- U.S. Department of Defense
- U.S. Department of the Navy HIV/AIDS Prevention Program
- U.S. Department of Education
- U.S. Department of Health and Human Services

**Partner Country Governments and Bilateral Agencies**
- Australian Government
- Department for International Development (U.K.)
- European Space Agency
- Government of Brazil
- Government of Equatorial Guinea
- Government of the Netherlands
- International Development Research Centre (Canada)
- National Cancer Centre Singapore
- Secretary of State for Health and Social Care (U.K.)

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 2018.
At a Glance

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
- Civil Society
- Crisis Response
- Gender
- Youth
- Research
- Technology
- Communication and Social Marketing

95% of our personnel in countries or regional offices are from the country or region in which they work.

206 peer-reviewed journal articles were authored or co-authored by FHI 360 staff in 2018.

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