



# 2016

ANNUAL REPORT

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St. Töniser Straße 21 | 47918 Tönisvorst | Germany

Responsible for the content: Bernd Pastors (CEO),  
Christoph Bonsmann (Executive Committee Member)

Managing editors & concept: Dr. Angela Zeithammer, Laura Bräuning

Design, layout & setting: Christine Holzmann

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The Cover shows a student in the project of our Haitian partner  
Fondation Enfent Jésus



Medical aid



Humanitarian aid



Development cooperation



Pharmaceutical advisory services





# Dear friends and supporters of action medeor,

Months ago several aid organizations and the UN expressed grave concerns over the ramifications of the unusually persistent drought conditions in regions of East Africa, caused mainly by the El Niño weather phenomenon. Those fears have now become a devastating reality: Today, up to 20 million people are in the grip of an acute hunger crisis. As well as the climate change, the people here face violence, war and displacement. This is compounded by serious and chronic underfunding of humanitarian assistance by the international community.

Monitoring the escalating humanitarian crisis closely in 2016, action medeor set in motion relief efforts to deliver special food, painkillers, antibiotics and diarrhea medication to this region. Earlier this year, an action medeor representative visited South Sudan to get a better idea of the situation on the ground and to coordinate further urgently needed aid with our partners.

Focus at action medeor was also given to alleviating the effects of armed conflicts in Northern Iraq and in Syria over the past year. Both countries report desperate shortages in the health sector. The violence and terror in some areas make it all but impossible to provide even the most basic medical care. Working with local partners action medeor was able to supply lifesaving aid in the form of medicines, medical supplies, x-ray and ultrasound machines from our base in Tönisvorst.

Meanwhile, the people of Haiti were yet again dealt a devastating blow last year as hurricane Matthew ravaged the

country. Traditionally weak state structures meant that over half of the population had already been living in poverty before disaster struck once more. The emergency relief provided by action medeor therefore centered on rebuilding and disaster reduction.

Looking back on the previous year, it seems that humanitarian crises have become increasingly complex and more persistent. Causes and solutions of political conflicts, climate policies, sustainable development and the fight against poverty are inextricably linked. At the same time, access to adequate healthcare is at once the goal and the prerequisite of sustainable development. This makes it all the more urgent that we strive to pursue full implementation of the right to health for disadvantaged populations worldwide. To achieve this end, action medeor will continue to work closely with stakeholders and partners in the field, not least with our subsidiaries in Tanzania and Malawi.

Solutions for global challenges can only be achieved through solidarity. Your support of action medeor is instrumental in this effort, and for this we thank you most sincerely!

  
Bernd Pastors  
CEO

  
Christoph Bonsmann  
Executive Committee Member

Tönisvorst, June 2017

# The global emergency dispensary in 2016



Receipt of **7.7** million euros of restricted & unrestricted monetary donations  
**2.5** million euros of in kind donations  
**2.7** million euros of third-party funding

Know-how of **77** full-time employees and **40** volunteers.

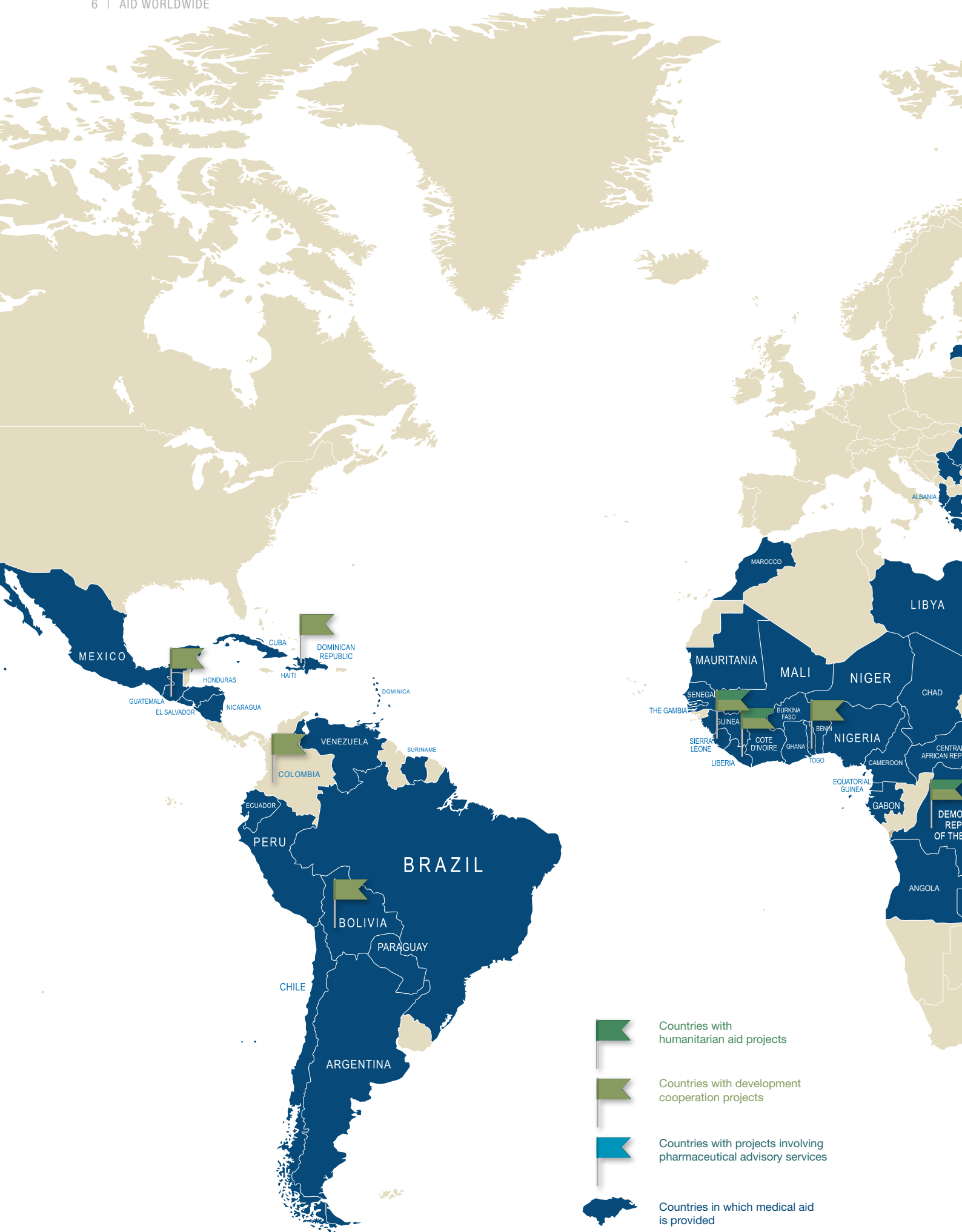
A warehouse of **4,000 m<sup>2</sup>** stores **143** different medicines  
and **521** medical supply items.

**11,391** packages weighing **260 t** in total  
were sent to **93** different countries.

More than **377,400** people benefited from emergency aid and reconstruction projects.

Our projects reached around **1.8** million people.









» The biggest tragedy of all is when patients die for lack of proper antibiotics or dressing material. Whatever action medeor sends us, we need it! <<

Dr. Tom Catena | Doctor at the Mother of Mercy Hospital in the Nuba Mountains, Sudan



# Medical aid

Health systems in developing countries are often ill-equipped to provide people with the help they need. Given that services are largely located in urban areas, many rural communities lack access even to the most basic care, meaning that easily treatable conditions and injuries can quickly become fatal. Any natural disaster or humanitarian crisis on top of that puts the fragile health system on the brink of a complete breakdown. Aside from working to strengthen these health systems, first and foremost through sustainable projects and the training of qualified staff, action medeor primarily addresses itself to the urgent need for essential medicines.

With this in mind, action medeor supplies 143 types of medicine considered by the World Health Organization (WHO) to be essential for primary healthcare to national and international aid organizations and health centers worldwide. This is in addition to 521 different medical supply items and medical equipment. In emergencies like natural disasters, medical aid is delivered within 24 hours. All medicines and medical supplies are provided at cost or are financed, fully or in part, through donations. Prices of medicines are kept low by favouring the use of generics, which contain the same active ingredients as the original brand product, but are no longer covered under patent protection.

All our manufacturers are regularly inspected by pharmacists working for action medeor, who carry out a full product analysis in collaboration with independent, paid or volunteering, experts to maintain strict international quality standards. This is in addition to the compliance audits supervised by the Düsseldorf District Council to verify conformity to the “Good Manufacturing Practices”, the “Good Distribution Practice” and the German

Medicines Act. Our comprehensive quality assurance program fulfils the strict criteria established by the Department of the European Commission for Humanitarian Aid (ECHO), which led to action medeor being accredited as a Central Procurement Center for Humanitarian Aid, authorized to provide relief supplies to European Union project partners.



# Hurricane Matthew – Haiti tragedy repeats itself

On October 4, 2016, the hurricane roared across the Caribbean with maximum sustained wind speeds of 220 km/h. Of the countries hit by the category-four storm, Haiti was the worst affected. According to the UN, almost 1.4 million people were in need of immediate humanitarian assistance. Working with local partners, action medeor shipped over 35 tons of medicines to this area.

Hurricane Matthew left a broad swath of destruction across Haiti, laying waste, or blocking access, to numerous health facilities and preventing many from receiving the medical care they desperately needed. In response to this, action medeor and its long-standing partner nph deutschland dispatched initial relief supplies from the Tönisvorst base. The shipment included an “action medeor emergency health kit” providing primary medical care for 10,000 people over a period of three months, along with medicines and hygiene products to prevent the spread of cholera.

A second batch of essential aid – initiated by nph deutschland and supported by Deutsche Bahn Stiftung and DB Schenker – was sent to Haiti by airmail. This shipment additionally contained relief supplies of other organizations in the Aktion Deutschland Hilft (ADH) alliance. The donations included by action medeor were used to supply various medical facilities such as cholera wards in hospitals around Port-au-Prince,

small health centers in the hardest hit areas in the south-west of Haiti and mobile clinics with essential medicines. Diseases like cholera, which are caused by poor sanitation and unsafe drinking water, have put the health of the Haitian population at risk for years. Our joint initiative was intended to prevent a further outbreak of cholera.

More than anything, Haiti requires long-term and sustained help to foster stability in the country and to build a future for its people. Since the serious earthquake in Haiti in 2010 this has included close cooperation with Fondation Enfant Jésus (FEJ), a non-profit organization based in Haiti, with the aim to provide access to preventative and curative health-care and nutritional support for children.

The wall protecting the hospital has also been destroyed.




# Not forgotten: Crises outside the public eye

Major natural disasters or armed conflicts draw media attention, at least for a while, with resulting appeals for fund to help aid efforts and implement crucial projects. Yet so many tragedies happen that remain out of the public eye. These “forgotten” crises have our attention.

One example is the fate of more than 250,000 Burundians, who fled to the neighboring Democratic Republic of Congo and Tanzania to escape the political violence between government forces and suspected opposition activists. Back in 2015 action medeor had extended its aid efforts in the Congo, launching an emergency assistance program for Burundian refugees to ensure their survival. The hygiene conditions in the temporary shelters were deplorable, access to safe drinking water, sanitary facilities and food was inadequate at best. The resulting outbreaks of communicable diseases were dire and affected particularly pregnant women, small children and the elderly. action medeor understood the seriousness of this situation and set up a mobile clinic in the refugee camp, ensuring medical care for 180 patients a day and providing effective support to needy families and children.

Parts of South Sudan and Somalia face similar issues, with violence, war, corruption and poverty being the order of the day. This has led to acute malnutrition and a high death rate in early childhood. action medeor joined with its partners here to supply various health facilities with much needed essential medicines and medical supplies.

Continued support is also given to the people in Syria and Northern Iraq who, affected by terror and war, depend on humanitarian aid. The focus here is on providing access to health facilities including mobile units, and to supply needed medicines. In all, action medeor has sent aid weighing a total of 270 tons to these two countries over the last few years.



Among all the victims, children suffer the most from the consequences of famine, as here in South Sudan.



# In kind donations are valued contributions

Whereas the medicines and medical supplies which action medeor sends to health posts across the world are largely financed through monetary donations, pharmaceutical companies support action medeor with life-saving donations in kind.

As an aid organization, the need for large quantities of essential medicines and medical supplies is particularly pressing in an emergency or disaster. In kind donations are often an essential element in helping to care for those in need. Moreover, regular product donations allow recipients to build up and maintain stocks of medicines and medical supplies without having to use already limited resources, which instead can go toward hiring and training medical staff or upgrading their facilities.

Strict yet necessary selection criteria are in place to ensure that in kind donations can be used immediately and sensibly as needed. action medeor screens all contributions for compliance with the Guidelines for Drug Donations issued by the WHO. Close dialog between the recipients, action medeor and the donor companies promotes a transparent and responsible use of all in kind donations.

action medeor works with a global network of reliable partners made up of large hospitals, small health posts and other aid organizations, and for the past three years has been a partner in the EURMED in kind donations network that serves the European healthcare industry by matching product donations to the needs of vulnerable and underserved communities around the world. To ensure continued efficient and effective use of donated medicines and medical supplies on a global scale, action medeor also joined the international in kind donations network PQMD (Partnership for Quality Medical Donations) at the end of 2016.

In the last year action medeor received medicines and consumables worth more than 2.5 million euros. The majority of these donations was channelled through EURMED.

© G. Spagnoli-Onus

Dr. Carlo Spagnoli welcomes the donation in kind from action medeor for the Luisa Guidotti Hospital in Zimbabwe.



# Support of health systems in Tanzania and Malawi

Headquartered in Germany, action medeor operates overseas procurement centers in Tanzania and Malawi that supply public and private health charities on the frontlines.

Malawi is one of the poorest and least developed countries in the world. Half of Malawians live on less than a dollar a day. Food security and primary healthcare services are the most pressing challenges. This is made worse by drought-induced disruptions in food supply as a result of the El Niño weather system and of intense rainfall and floods destroying the crops. Poverty promotes a lack of balance in nutrition. Meanwhile, unsafe water and poor hygiene cause diarrhea and make people more susceptible to infectious diseases. Front-line health services are inadequate and suffer from lack of drugs. In response to the supply gap and to improve access to quality-assured and affordable medical supplies, action medeor set up a subsidiary in the capital Lilongwe in 2015, which is modeled on the local medicines and supplies distribution center in Dar es Salaam, Tanzania, that has been in operation since 2005.

In 2013 a second distribution base was added in Masasi, a district struggling just as badly to plug the supply gap which is particularly pronounced in rural areas. This means that treatable diseases such as malaria can become life-threatening. At the same time, action medeor seeks to strengthen the local health structures by providing basic and advanced training to pharmaceutical professionals in cooperation with the Muhimbili University in Dar es Salaam.

Reliable supplies of inexpensive and quality-assured essential medicines are instrumental in improving the medical care in many rural health centers in Tanzania and Malawi. The work is funded through contributions to the cost of relief supplies in order to cover expenses, and by donations through action medeor.

## action medeor International Healthcare gGmbH – 2016

Locations in Tanzania: Dar es Salaam and Masasi

Number of health posts supplied: 400/300

Number of staff: 13/4

Location in Malawi: Lilongwe

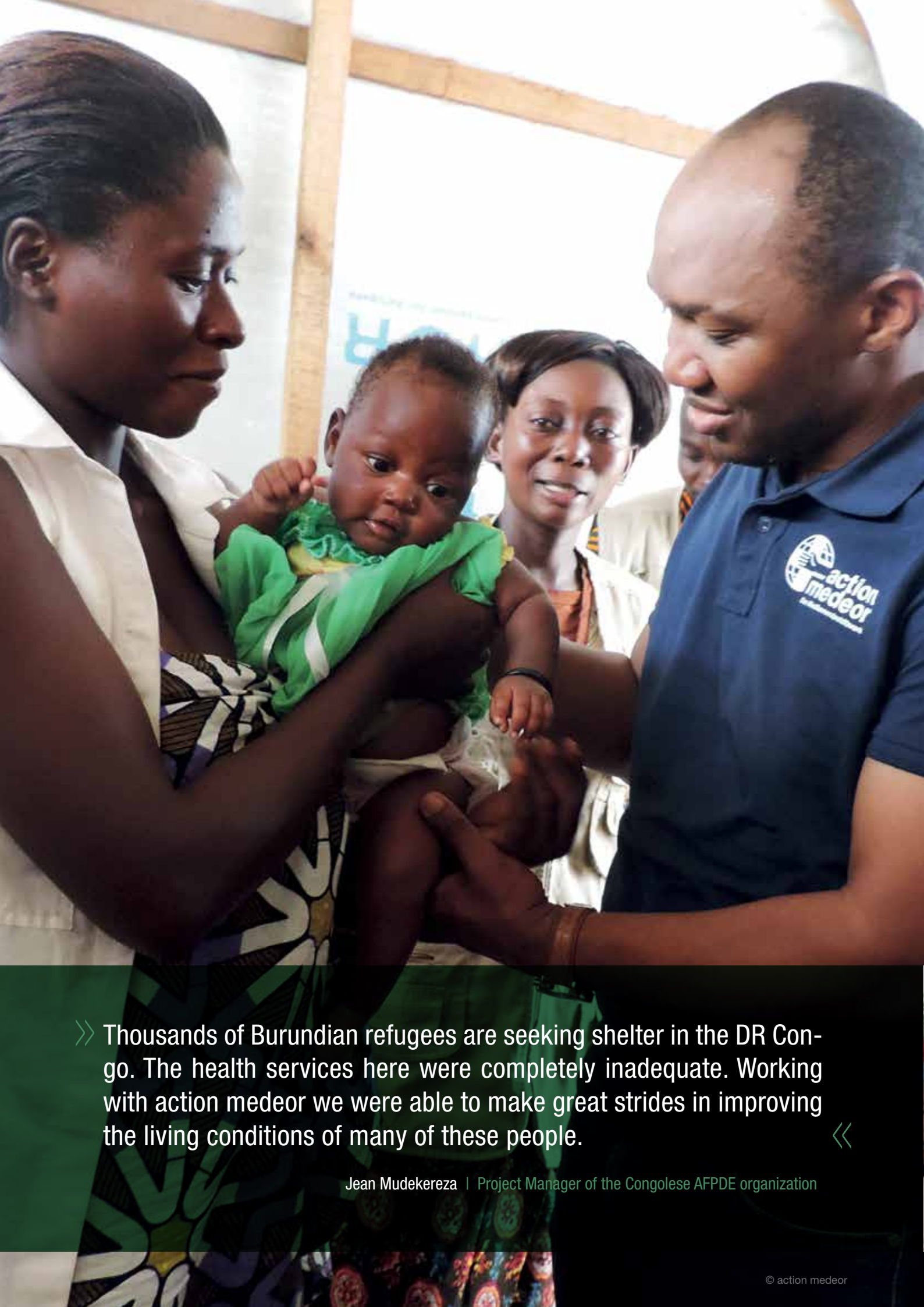
Number of health posts supplied: 70

Number of staff: 6

Pharmacist Gerald Masuki is the new Country Director of action medeor in Tanzania.







» Thousands of Burundian refugees are seeking shelter in the DR Congo. The health services here were completely inadequate. Working with action medeor we were able to make great strides in improving the living conditions of many of these people. «

Jean Mudekereza | Project Manager of the Congolese AFPDE organization



# Humanitarian aid

At the core of humanitarian aid is always the desire to alleviate suffering, save lives and provide emergency relief to people in the aftermath of a crisis situation, be it a natural disaster or man-made conflicts. The principles of impartiality, independence and neutrality are paramount to action medeor. This means that all humanitarian aid is provided regardless of origin, language, religion, political views, or gender. action medeor is committed to complying with recognized international standards, including the Code of Conduct for international emergency aid organizations, the Humanitarian Charter and the Core Humanitarian Standards (the Sphere Project).

With expertise in pharmaceuticals, humanitarian logistics and project work, and backed by a huge network of long-time local partners, action medeor is able, within no time, to determine and address the requirements in any given emergency. Depending on the needs of those affected and the scale of the disaster, action medeor coordinates and, together with local partner organizations, implements measures to provide urgent relief, mobilize transitional aid focused on strengthening the structures, begin redeveloping healthy infrastructures or set up disaster risk reduction programs. Qualified project partners are provided with the funds necessary to carry out these measures in close liaison with, and monitored by, action medeor. All projects are evaluated internally with the target group or by an external reviewer to advance and refine our approaches to providing aid.

In 2016 action medeor supported 21 humanitarian aid projects worth 1.5 million euros in the DR Congo, Somalia, the Philippines, Nepal, Pakistan, Liberia and Sierra Leone. These projects encompass a broad range of emergency relief, transitional aid, disaster risk reduction, and reconstruction measures. The complex conflicts in the Middle East and Burundi and the ramifications of the drought in large parts of Africa will be significant challenges to action medeor in 2017.

All humanitarian aid provided by action medeor is financed through donations, endowments, the Ministry of Foreign Affairs and membership in the Aktion Deutschland Hilft alliance.



# Humanitarian aid – for people in crisis situations

Below is an overview of the number of people that benefited from the various forms of humanitarian assistance provided by action medeor in 2016.

## EMERGENCY RELIEF/ASSISTANCE

responds promptly to meet the most urgent needs



**50** tons of medicines  
and medical equipment



Medical care for  
**70,000** people



Relief supplies for more than  
**4,000** people

## TRANSITIONAL AID & RECONSTRUCTION

to strengthen basic infrastructures and improve the standard of living



Strengthening and  
reconstruction of  
**45** health facilities



Water, sanitation  
and hygiene for  
**28,800** people



Support of  
**155,000** of the most  
vulnerable people

## FOOD SECURITY & DISASTER RISK REDUCTION

by building resilience and coping capacities of communities



Training of **260**  
first responders and  
rescue workers



Education and implementation of  
disaster risk reduction measure  
of **22,500** people



Projects focused on  
stabilizing food security for  
**2.000** families

# Emergency relief for Burundian refugees

The Great Lakes region in Central Africa has been beset by civil war and violent conflict for more than two decades. In 2015 the nation was plunged into bloodshed between government forces and armed opposition groups after the Burundian President Nkurunziza announced he was seeking an unconstitutional third term in office.

Since April 2015 an estimated 33,700 Burundians have taken refuge in the Democratic Republic of Congo. The UN refugee agency (UNHCR) believes that this figure may rise to as many as 50,000. Nearly all refugees are located in the South Kivu province in eastern DR Congo, most of them living in the UNHCR camp. Initially designed for only 12,000 people, the camp now houses around 26,000 refugees. With no sign of an end to the conflict and a return of the Burundians to their homeland, the huge influx of refugees placed a heavy strain on the communities in the reception area, with the result that the local population now relies on outside assistance to the same degree as the refugees.

As a consequence, action medeor continued its emergency relief program for Burundian refugees and their host communities in 2016. Minor construction work was carried out to improve the capacity of four health facilities, including restoration of treatment and delivery rooms and providing with medicines and medical equipment. The number of health workers was increased, and they received further training in mother and child health, family planning and the prevention of mother-to-child transmission of HIV.

## Key project data:

Project region:	Lusenda, Nundu, Mboko, Kaboke (Fizi), South Kivu/DR Congo
Project period:	June 2015 – February 2017
Follow-up project:	March 2017 – December 2018
Total funding:	1,524,505 euros

As well as this, activities focused on improving hygiene and the drinking water conditions for Burundian refugees and host families. In this context, four water sources were established or restored, two water tanks were built and more than 30 water faucets were repaired. Next to various hygiene and health information events, 3,125 hygiene kits were distributed to refugees outside the camp and to their host families.

The hygiene kits include soap, tooth-paste, towels, laundry and dishwashing detergents, and water canisters.



DR Congo



# Health and hope for indigent women in Kathmandu

To this day, Nepal is reeling from the aftermath of the massive earthquake that hit the country in 2015, leaving especially women and children in a vulnerable position. A new clinic now provides them with medical care, psychosocial and other vital support services.

Many of those hit by the earthquake now live in the slums of Kathmandu, where they fled when their villages were destroyed. Most are impoverished, from marginalized castes, and lack proper education, literacy and access to healthcare. Unable to generate income, they have very little chance of escaping the poverty trap. Worst affected by this tragedy are women and children.

Working with the local organization Partnership Nepal, action medeor took action in September 2015 opening a medical and outreach clinic in the Dallu area of Kathmandu and, in September 2016, another right in the Jadibuti slum, where the affected families were relocated. Using an integrative approach, the clinic's interdisciplinary team works in the first instance to meet the most urgent needs of women, such as health, protection, education and income.

Patients here get free medical and gynecological care from medical and nursing staff, and can call on the services of a social worker whenever needed, as many of the women suffer a tremendous amount of physical and psychological trauma as a result

## Key project data:

Project region:	Kathmandu, Nepal
Project period:	September 2015 – July 2017
Total funding:	170,000 euros

of rape and human trafficking. This also makes them more vulnerable to HIV/Aids infection and other sexually transmitted diseases. Events organized for these women aim to educate them about key issues such as mother and child health, hygiene and HIV/Aids, and through counseling they learn how to build capacity enabling them to fight against poverty, discrimination and violence. Often, this population group has no access to legal counsel.

Handcraft and literacy courses are particularly popular among the women, as these skills increase their chances of finding work and so help them build an independent life.

The clinic provides women with free medical care and counseling.



# Rescue training and swimming courses in the Philippines

With a 36,300 km coastline and more than 20 typhoons a year, the Philippines is one of the most vulnerable countries in the world to disaster. Conscious that remote locations such as the island chain Islas de Gigantes may not get immediate relief supplies in an emergency, action medeor teamed up with the Philippine Lifesaving Society (PLS) to train and establish a local rescue team.

18 volunteers were trained as lifesavers to administer first aid and perform rescue operations on land and sea. Equipped with appropriate gear and radio sets, these individuals have been working regular shifts at four locations since April 2016 and as first responders have been able to help people on numerous occasions. They were on the spot, for instance, when two boats capsized, saving 33 lives. Working closely with the emergency management agency on the main island, they form part of the national disaster and rescue services. From 2017 all operations will be funded by the community. This additional income basis will help to maintain and develop the local rescue team over the long term. To strengthen its capabilities, the team will have its own base station with office and storage facilities in 2017, and be equipped with two outrigger boats for emer-

## Key project data:

Project region:	Islas de Gigantes, Iloilo, Philippines
Project period:	January 2015 – April 2017
Total funding:	160,000 euros

gency responses. Despite the proximity to water, many of the locals cannot swim. Children especially are at great risk of drowning. With this in mind, teachers from four elementary schools were trained by PLS to become swimming instructors. In 2016 the first 400 children successfully learned to swim and were taught safety measures around water. It is envisaged that swimming lessons will become part of the school curriculum in 2017.

Joreleen passed the swimming test!  
She lives with her family on one of the 2,000 inhabited islands.



Philippines





» action medeor appreciates that we know the needs and realities of the local community better than anyone, and we value the competent advice and expertise offered in direct dialog with us. Our relationship is built on trust, and on this basis, we are able to accomplish much good. «

Gina F. Duncan | Director of the Haitian partner organization Fondation Enfant Jesus



# Development cooperation

Every aspect of our development cooperation efforts is driven by the desire to improve the health-care for all people. Our projects are based on concepts developed in collaboration with local partners, to set in motion a coordinated action plan that is implemented on the ground, with action medeor remaining active in the background supporting our partners both in the project phase and in evaluating the outcome and effects of the work. The concepts take a holistic approach to health, integrating not only aspects of the various levels of healthcare (e.g. education and prevention, medical treatment and the supply of medicines), but also overarching measures to ensure adequate water supply and sanitation or food and income security.

Each project, at its core, centers on people who are in burdensome conditions of poverty or social and financial hardship, who belong to ethnic minorities or who live in conflict regions. The projects are designed to address their specific needs and involve the relevant target group from the planning through to implementation and the final evaluation of outcomes. For our efforts to pay lasting and sustainable dividends, ensuring long-term cooperation with local partner organizations, our initiatives must be informed by solid local and regional expertise. Therefore, action medeor focuses its support efforts on the core countries Pakistan, Haiti, Colombia, Guatemala, Sierra Leone, Togo, the Democratic Republic of Congo, Malawi, Tanzania, Kenya and Somalia. Our selection is based on carefully considered criteria and is reviewed regularly.

Our cooperation efforts in 2016 point once more to increasingly complex conditions in our partner countries, with a growing array of problems that need to be considered alongside the chronic poverty of large parts of the population, such as recurrent extreme weather events, a lack of public structures and violent conflicts. This type of environment will continue to pose a serious and growing challenge to our development work in the future.

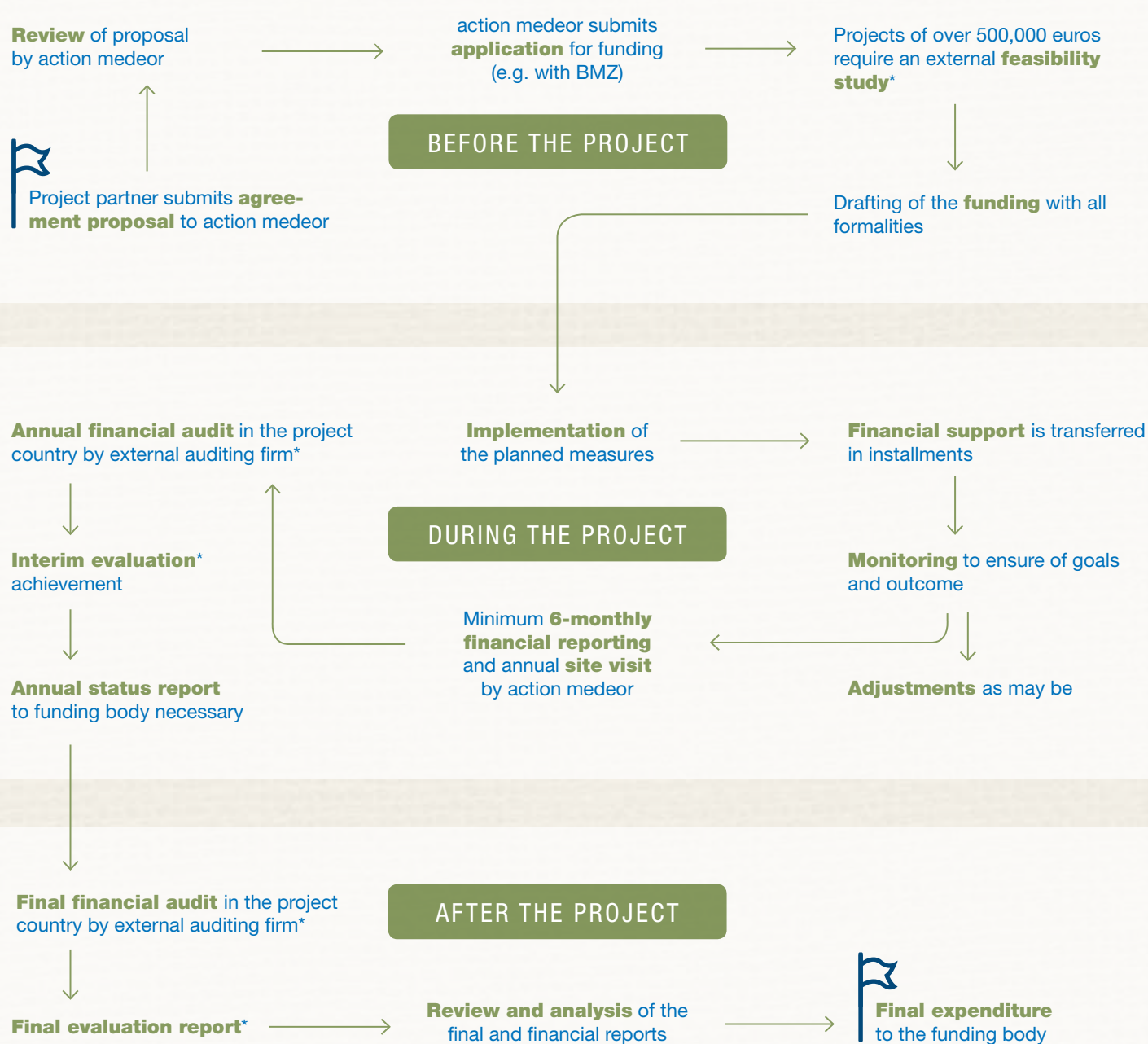


© action medeor/R. Castera

In 2016 action medeor supported 26 healthcare projects in Asia, Africa and Latin America, worth around 2.7 million euros. Next to donations and endowments, 1.6 million euros of the project costs were funded by the German Federal Ministry for Economic Cooperation and Development (BMZ) and almost 175,000 euros by the German Society for International Cooperation (GIZ).

# Successful project delivery

Given the diversity of initiatives organized across the various continents, action medeor follows meticulously coordinated structures and processes to ensure effective planning and implementation. This allows us at the end to review each project in terms of goal achievement and overall outcome.



\* only in certain cases

# Mother and child health in remote parts of Northern Kenya

The majority of people in Northern Kenya has no access to primary medical care. More often than not, health facilities in this region are understaffed and lack resources. The effects are devastating particularly for mothers and children.

Northern Kenya has a maternal death rate due to complications from pregnancy and childbirth of 1,500 per 100,000 births (compared to the national average of 488). Most of the women in the region still give birth at home, in poor hygienic conditions and without a skilled birth attendant present. In an effort to improve access for women and girls in Northern Kenya to family planning services, prenatal care and safe childbirth, action medeor launched a 3-year project in Turkana County in April 2015, which is implemented in collaboration with our local partner organization African Inland Church Health Ministries (AICHM).

The project centers on improving the infrastructure and providing equipment for eleven health facilities. Lopur and Lotubae, for instance, are getting new maternity units, while the district hospital in Lodwar will soon have a new operating room for Caesarean sections. Other components of the project focus on further training for healthcare professionals

## Key project data:

Project region:	Turkana County, Kenya
Project period:	April 2015 – March 2018
Total funding:	666,667 euros

alongside an intensive mentoring program to ensure lasting improvement of the quality of services provided. This is backed by awareness raising measures among the communities as well as a mobile clinic. As a strategy to motivate childbirth in a hospital setting, all mothers who give birth in a clinic are given a mother and child kit with hygiene products and baby clothing. These kits have contributed significantly to increasing hospital births. Just a year after launching the project, the number of childbirth in the clinic rose from 220 before the project to more than 350 per month.

Patients often have far to travel from their home to the next health facility.





# Food security for ten villages in South Central Somalia

Somalia has suffered through more than two decades of armed conflict and chronic humanitarian need. Coupled with recurrent natural disasters, the situation of the largely agricultural, livestock farming and fishing communities in the Beledweyn District is consistently tense.

Working in partnership with the local organization WARDI Relief and Development Initiatives, action medeor set up a food security project that will run for the next several years. It involves a plurality of measures designed to ensure effective improvement of food security in ten riverine villages in the Hiran region to help combat malnutrition particularly in women and children.

Designed as a comprehensive concept, its initiatives range from capacity building measures for small farmers by way of training in sustainable agriculture through to the procurement and distribution of production resources and goats, and the rehabilitation of irrigation channels by the residents. As well as this, demonstration fields planted in the project communities are used as a means to share the knowledge of better cropping practices, e.g. away from monocultures, with the wider community. Literacy courses, meanwhile, seek to build skills and foster in people a sense of confidence in their ability to engage successfully in the local marketplace.

## Key project data:

Project region:	Somalia, Hiran region, Beledweyn District
Project period:	January 2016 – June 2019
Total funding:	888,500 euros

Despite the devastating floods in May 2016, the above measures were implemented as planned in three villages (321 households), and proved a resounding success. A further 349 households in seven villages will be added in 2017. Whether or not these activities are ultimately sustainable remains to be seen over the next few months and depends largely on the climatic conditions. With the threat of drought looming large over Somalia and the resulting famine predicted for East Africa in 2017, action medeor is bracing itself for potential emergency situations. This requires additional funding.

The project aims to give small farmers the tools they need to grow better crops for food security, to build better lives for their families.



# Building sustainable health systems in Haiti

The people of Haiti have been repeatedly affected by devastating natural disasters and political instability. A recent political stalemate left the country without a president for more than a year. In October 2016 Hurricane Matthew claimed more than 1,000 lives, causing widespread destruction. Building a sustainable infrastructure, therefore, poses a significant challenge.

In order to provide the people with access to health services, action medeor supported the organization Fondation Enfant Jésus (FEJ) when it opened a health center in Lamardelle in 2011. Central components of the current project include the construction of a maternity unit, pre- and post-natal care for pregnant women, the procurement of an ambulance for emergency transportation, and regular events to help educate and instruct various patient groups in aspects of health, hygiene and nutrition. What is more, a food program has been set up to provide around 600 children a year with special nutrition designed to treat acute and severe malnutrition and deliver school meals for 500 pupils in FEJ centers.

The overriding aim here is to ensure that the clinic can support itself financially once the project finishes. To that end, a variety of income generating activities are being established, including specialist services at the clinic and cooperation with other stakeholders in the health sector. Over

## Key project data:

Project region:	Munizipium Lamardelle, Departement Ouest, Haiti
Project period:	December 2015 – November 2018
Total funding:	666,644 euros

the course of the project, there will also be a number of local fundraising initiatives, such as events with the Haitian diaspora in other countries. Ensuring self-sufficiency in the future is vital if the current health services are to continue beyond the project.

In October 2016 aid for our project partner FEJ was temporarily increased to help Haiti in the wake of Hurricane Matthew.

Health services in the clinic include medical care provided by doctors, midwives, nurses and trained health workers, and the availability of safe medicines.







» The minilab allows us now to screen suspicious medicines in the field so as to identify counterfeit or substandard products. It is an invaluable tool in our work, more so in rural regions. «

Nadine Neugebauer | Pharmacist and course participant at Tübingen University



# Pharmaceutical advisory services

For medical staff to give patients the best level of care they need access to safe medicines. Assuring the safety, quality, and availability of medicines is the responsibility of pharmacist worldwide, regardless of country or situation.

All medicines donated to action medeor are carefully reviewed by professional action medeor pharmacists to ensure good quality. As well as a visual inspection of the pharmaceutical products and comparing the pertinent analytical records against various pharmacopeial reference standards, this also involves inspections and annual assessments of manufacturers and suppliers. New manufacturers are rigorously vetted and put through their paces before they are considered as a supplier for action medeor.

Besides quality assurance, the role of a pharmacist involves the development of pharmaceutical country profiles. A thorough review of previous deliveries and requests from each country gives an indication of the medicines and equipment generally required. This information is never more critical than in a humanitarian crisis or disaster when the right medicines must be available on the spot.

Equally as important is the provision of qualified pharmaceutical advice. As a medical aid organization action medeor has built up a wealth of experience and expertise that is hugely helpful in providing humanitarian aid after a natural disaster, for instance, and in our development cooperation. It is a strategic aim of action medeor, through training events held in Germany and beyond, to share this expertise widely for the benefit of greater numbers of pharmaceutical professionals. In 2016 action medeor trained emergency teams to provide medical aid after

a disaster and engaged in an active dialog with staff from various universities and the Federal Armed Forces. To prepare pharmacy students and pharmacists for development work and emergency assistance, the University of Tübingen launched a new “Pharmacy development cooperation and disaster relief” course in 2016, supported by action medeor. In a two-week classroom course, 27 participants were introduced to the various facets of pharmaceutical work in a humanitarian aid setting.



# Pilot project in Kenya: Medicine security label

Falsified or counterfeit medicines can be found in every country across the world and pose a serious threat to public health, especially in developing countries. The WHO estimates that in some regions – with rural areas bearing the brunt of the problem – up to a third of the medicines supplied to patients is counterfeit.

In developing countries, medicines with the wrong ingredients, with insufficient or without active ingredients, or with fake packaging emerge not only in local markets but also in registered pharmacies. This poses a serious threat to public health and to each patient. Under the Falsified Medicines Directive the European Union has put in place a rather costly and complex product authentication and traceability system aimed at preventing falsified medicinal products from entering into the legal supply chain.

The REAL project set up by action medeor offers an affordable alternative designed as a user-friendly system. REAL stands for Rapid Electronic Authentication Label and gives patients and pharmacists a straightforward method to verify the authenticity of a given medicinal product. The label is applied at the manufacturer and contains a QR code with a unique serial number. All relevant data are stored in a cen-

tral database. The code on the packaging is simply scanned using a smartphone or computer with Internet access, and checked against the database to guarantee that the medicine is genuine and safe.

The system was tested in the greater Nairobi area in Kenya from March through May 2016, with Kenya's drug regulatory authority, the Pharmacy and Poison Board (PPB), involved in evaluating this pilot project. As a center of excellence in pharmaceutical drug safety, the PPB is keenly interested in hearing about innovative ideas that help to improve patient safety.

## Key project data:

Project region:	Greater Nairobi area, Kenya
Project period:	December 2015 – June 2016
Total funding:	43,360 euros

© action medeor



A pharmacy assistant in Kenya scans the security code with a smartphone.

Kenya

# Setup and support of a hospital dispensary in Sierra Leone

In 2014 and 2015 Sierra Leone was one of the three countries worst hit by Ebola in West Africa. The outbreak compounded an already desperate health situation in the country, and today, even though the epidemic is over, much still needs to be done to improve healthcare for a vulnerable population.

Since its opening in 2011, Gila's Children and Community Hospital in Bo has played an important role in the improvement of healthcare in the region, providing patients with various diseases, such as malaria, typhus, respiratory or gastrointestinal infections, with the treatment they need. The hospital also runs a maternity clinic.

Making adequate amounts of quality medicines available is a particular challenge, certainly when it comes to the hospital outpatients. Because of unreliable public sector supplies, action medeor ships extra medicines to the hospital. In a further move, action medeor worked with its partner Direkt Hilfe SL last year to establish an independent on-site pharmacy for the hospital. As well as supporting the alterations, action medeor equipped the pharmacy with a base stock of medicines and medical supplies delivered from the Tönisvorst warehouse.

Gila's Hospital has a reputation for issuing high-quality medicines to patients, including products supplied by action medeor. That and the fact that many of the medical staff are doctors and volunteers from Germany explains why Gila's Hospital is also called the "German hospital".

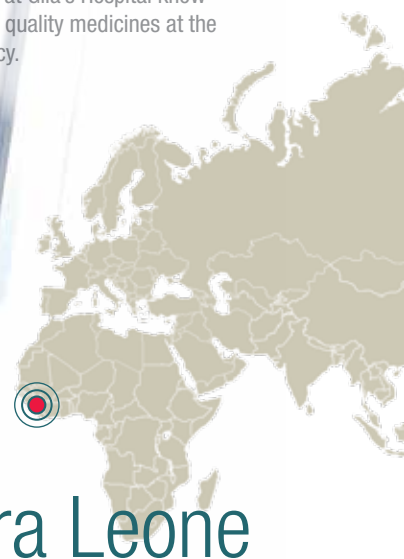
The new pharmacy not only ensures greater availability of essentials medicines, it also generates some income for the hospital from the sale of medication to non-residential patients.

## Key project data:

Project region:	Bo, district capital in the southeast of Sierra Leone
Project period:	April – December 2016
Total funding:	32,000 euros



Patients at Gila's Hospital know they get quality medicines at the pharmacy.



Sierra Leone



# Selection of projects in 2016

	Continent	Country	Project focus
Humanitarian Aid	Africa	DR Congo	Emergency relief for Burundian refugees
		DR Congo	Healthcare and drinking water supply for Burundian refugees and host families
		Liberia	Sasstown Health Center
		Liberia	Supply and transportation of laboratory equipment
		Liberia	Setup of a solar power system for the Dr. Domo Nimene maternity hospital in Sasstown
		Sierra Leone	Further training of primary healthcare providers and general health education in Bo
		Somalia	Reconstruction of health infrastructure and improvement of healthcare in the Banadir region
	Asia	Nepal	Reconstruction and equipment of health facilities
		Nepal	Improvement of SRGR and the rights of elderly persons in Kathmandu
		Nepal	Setup of WASH (water, sanitation and hygiene) facilities in schools
		Nepal	Medical clinic, counselling, training of marginalized women in Kathmandu
		Pakistan	Restoration and promotion of resilient livelihoods through community-based disaster reduction
		Philippines	Reconstruction of maternity clinics in Leyte, Philippines
		Philippines	Training of lifesavers
		Philippines	HIV/Aids education of young people
		Philippines	Partner Conference Philippines #BePrepared: Learning from each other's experiences
		Philippines	Distribution of relief supplies after taiphoons Nock-ten and Haima
Development Cooperation	Africa	DR Congo	Medical and psychosocial care for HIV patients
		DR Congo	Malaria and HIV/AIDS awareness and distribution of mosquito nets
		DR Congo	Malaria and HIV/AIDS awareness and distribution of mosquito nets
		DR Congo	Mother and child health (prevention and medical treatment of malaria)
		Kenya	Improvement of access to sexual and reproductive health and rights
		Liberia	Educational program on infectious diseases and support of the clinic
		Sierra Leone	Support of Gila's hospital in Bo
		Somalia	Improvement of food security and strengthening the resilience of women and children
		Tanzania	Setup of a pediatric ward at the St Elisabeth hospital
		Tanzania	Menstruation hygiene
		Tanzania	Construction of personnel quarters at Endulen hospital
		Togo	Empowering at-risk youths
		Togo	Prevention of teenage pregnancies and sexual violence at schools
		Togo	Malaria education, prevention and therapy in 30 villages
	America	Bolivia	Improvement of the sexual and reproductive health and rights of young people
		Colombia	Reduction of vulnerability of internally displaced persons and returnees
		Guatemala	Improvement of the sexual and reproductive health and rights of indigenous communities
		Guatemala	Improvement of the health of mothers and newborn babies: Awareness and further training for midwives
		Guatemala	Sexual and reproductive health and rights, and prevention of teenage pregnancies and early marriage
		Guatemala	Improvement of primary healthcare
		Haiti	Primary healthcare and sexual and reproductive health and rights
		Haiti	Trade school training with health focus
		Haiti	Special nutrition for malnourished children
	Asia	Pakistan	Improvement of food security in the Thar desert
		Philippines	Improvement of local healthcare and disaster reduction capacities
Pharmaceutical Advisory Services	Africa	Kenya	Tamperproof labels
		Tanzania	Pharmaceutical training support at four schools
		Tanzania	Pharmaceutical training

Period	Project partners	Co-funding/funding providers	Total funding* 2016 (EUR)
June 2015 – February 2017	AFPDE	FBS / Lappe / ADH	282,805
October 2016 – February 2017	AFPDE	AA	203,305
July 2015 – June 2016	GerLib Clinic	EKFS / Quandt	147,058
October 2015 – June 2016	GerLib Clinic	ADH	7,698
August 2016 – June 2017	GerLib Clinic	ADH / Quandt	36,042
August – December 2016	Caritas Bo	ADH	52,036
August 2014 – July 2017	WARDI	ESÜH / BMZ	217,737
July 2015 – March 2016	SWAN, AoG	ADH	23,935
August 2016 – July 2017	PHECT	ADH	31,600
July 2015 – February 2017	ECCA	ADH	127,970
September 2015 – July 2017	Partnership Nepal	ADH	85,364
September 2013 – August 2016	PVDP	BMZ / ESÜH / RTL	135,696
December 2013 – May 2016	KAKAK	ADH	1,818
January 2015 – April 2017	PLS	ADH / HDL	84,644
March 2015 – December 2016	PAFPI	ADH	98,953
September 2016 – December 2016	CDRC	ADH	21,215
October 2016 – January 2017	CDRC	Own funds	10,000
January 2010 – December 2017	Pharmakina	Own funds	29,000
November 2013 – November 2016	APED	BMZ	143,418
December 2015 – December 2018	AFPDE	BMZ	249,286
August 2016 – July 2017	AEO/CNA	Own funds	36,445
April 2015 – March 2018	AICHM	BMZ	249,263
October 2015 – August 2017	GerLib Clinic	GIZ	90,337
November 2015 – August 2017	Gila's Klinik	GIZ	84,878
January 2016 – June 2019	WARDI	SEWOH / BMZ	247,265
June 2015 – March 2016	Catholic Archdiocese of Arusha	FedEx / Ecovis / Schütte	12,197
June 2015 – March 2016	Catholic Archdiocese of Arusha	BMZ / Ecovis	15,987
October 2015 – March 2017	Catholic Archdiocese of Arusha	Own funds / private donation	89,541
March 2016 – December 2019	PSAS	BMZ	162,730
August 2016 – August 2017	PAFED	Own funds	15,000
January 2016 – February 2017	2AD	Stiftung RTL	77,331
August 2013 – May 2016	CSRA	BMZ	35,895
April 2015 – December 2018	Taller Abierto	BMZ	167,041
January 2014 – November 2017	PIES de Occidente	BMZ / Lappe Stiftung	177,662
October 2013 – March 2016	Ak'tenamit	BMZ	20,686
January 2017 – February 2017	ASOGEN		42,633
October 2016 – September 2019	ASECSA, UCIIS	BMZ	100,101
December 2015 – November 2018	FEJ	BMZ	256,302
September 2016 – August 2017	FEJ	UWW	33,697
October – December 2016	FEJ	Ein Herz für Kinder	10,461
September 2016 – August 2018	PVDP, arche noVa	BMZ	56,831
October 2015 – December 2016	CDRC, PCDR, CPRS, STPRC	ADH	254,033
November 2015 – May 2016	EPN	GIZ	38,771
April 2014 – December 2016	KSP	GIZ / Bayer / Boehringer / Merck	103,310
September 2015 – December 2017	KSP, RUHI, PC	ALRA	51,178

\* includes own resources





» We have been a team, action medeor & I, since 2003, and I feel very privileged to be invited on so many trips visiting projects. I get to witness first hand the amazing work and, especially, how the donations are actually used to help improve lives. They really make a difference. «

Anke Engelke | action medeor ambassador since 2003

# Attracting support

The aid initiatives organized by action medeor all across the world are supported by public funds and endowments, but also, to a substantial degree, by private and corporate donations. In order for us to carry on our work and expand the support we receive, we need to keep raising our profile, report to existing supporters about our projects and attract new donors. This requires extensive publicity in media such as TV, radio, magazines and newspapers. Primary focus in the last year was given to our relief operations in Syria and Northern Iraq, and to the emergency work in Haiti as well as to action medeor events and the initiatives of our supporters. As well as this, action medeor uses various other channels for promotion, including direct mailing campaigns, social media and conventional advertising. Where possible and appropriate, pro bono work is gratefully received, and all spending on fundraising and public relations is kept to a cost-effective minimum.

Committed as always to transparent reporting and responsible stewardship of donations, action medeor subjects itself to the scrutiny of external institutions in a spirit of voluntary self-regulation. This includes annual audits conducted by independent auditors, publishing the financial statements of the organization, the Foundation and the gGmbH on its website. Over and above this, action medeor is a member of the Transparent Civil Society (Transparente Zivilgesellschaft) initiative in Germany and of the German Donations Council (Deutscher Spendenrat), an umbrella association of charitable donation organizations. action medeor was one of the first organizations to seek, and receive, the recently introduced certification from the German Donations Council. As a founding member of VENRO, the umbrella organization of development and humanitarian aid non-governmental organizations (NGOs) in Germany, action medeor maintains strict compliance with the organization's Code of Conduct, which sets out standards of organizational management, corporate governance, impact orientation and communication ethics.

Relative to the total budget, expenditures for communications, fundraising and educational activities made up a share of 13.19 percent (2015: 13.03 percent). The share of spending on administration came to 10.57 percent (2015: 10.04 percent).





# Taking an active role: Every donation counts

There are many ways to support the work of action medeor. The passion shown by individuals, schools, sports clubs, communities and businesses for a good cause is infectious and spurs friends, family and business partners into action.

For action medeor to help change the lives of people in need and to implement effective and sustainable health projects, we need a strong support network. There are practical ways to help us raise funds: school classes baking cakes, musicians organizing concerts or businesses and their employees putting on customer events. A community run can have just as big an impact. Take, for example, the 'Apple Blossom Run' in Tönisvorst, with its route leading through the local apple orchards. Started in 2015, all entry fees have since been donated to action medeor.

Birthdays, weddings or anniversaries are also great opportunities to help make a healthy difference. Increasingly, people ask for donations in lieu of gifts as a thoughtful way to celebrate a special occasion while reaching out to those in need. Many others create a memorial fund in honor of a deceased loved one, requesting that contributions to it be made instead of sending flowers or wreaths. action medeor will be pleased to offer guidance on special occasion donations and can provide appropriate material and information.

Another very practical way to help is paying a visit to the action medeor donation shop: Found on our website under the banner of "Better giving", the shop offers a choice of relief supplies such as medicines for a mobile clinic, a midwife's bag or medical emergency kits. Along with every purchase, patrons can print out a personal gift certificate.

Every form of support is greatly appreciated and helps to raise the profile of action medeor. Regular donations are always especially welcome, demonstrating the ongoing commitment to our cause and enabling us to plan projects with a long-term view.



If you would like to organize a private fundraising event please visit [www.medeor.de](http://www.medeor.de).

More than 1,000 runners took part in the annual 'Apple Blossom Run' in Tönisvorst, raising an impressive 9,445.81 euros in 2016.





# The impact of corporate involvement

Corporate citizenship is more than a key strategic factor in demonstrating corporate social responsibility (CSR) – it impacts directly on the quality of life of patients receiving proper medical care.

The number of businesses supporting action medeor keeps growing, and the diversity of creative ideas to show their commitment is reflected in their communities. Their reports about activities raises our profile among corporate stakeholders. “Donations in lieu of gifts” is an increasingly popular route taken in the corporate world, and once again last year, many businesses opted to make a donation rather than sending gifts to customers and business partners. PricewaterhouseCoopers GmbH Wirtschaftsprüfungsgesellschaft, Sartorius AG and Laufenberg GmbH, for instance, supported global healthcare with very generous cash donations – a meaningful gift with lasting impact.

As a long-standing partner, Jungheinrich AG continued to support action medeor in 2016 with project funding and the initiative of its employees donating all cent amounts of their monthly salaries. Trainees, meanwhile, raised a substantial amount of money in pedestrian zones and through an online fundraiser. This is in addition to the backing from the company's founding family through Hanni von Kameke in aid of health facilities in Tanzania.

FedEx Express Europe and United Way Worldwide are equally faithful supporters of our mission and vision, and in 2016 helped train young people in Haiti in vocational skills – providing them with a sound basis on which to build a healthy life for their future families. Our new partner Zentiva Pharma GmbH enabled the improvement of mother and child health in Haiti and promptly sprang into action with extra supplies after Hurricane Matthew.

At heart, the work of action medeor is about making real, lasting changes for the better in the lives of those who need our help. We cannot do this without the continued support from companies such as Cho-Time GmbH, APCOA PARKING Deutschland GmbH and numerous others driven by strong values and a mindset of social responsibility.

In the last year, Zentiva Pharma GmbH executed various creative online promotions for its customers. A donation was made for each participant.



# Sustainable development – focus of educational work

Guiding our actions by embracing a global perspective does not come naturally. Empathizing with others and treating them with respect must be learned from a young age. In response to this, action medeor organizes changing exhibitions, talks and information booths to address issues in their global context and to teach intercultural understanding.

“Hunger makes you sick” was an exhibition organized by action medeor to raise awareness of the causes and consequences of malnutrition in people living in poor areas of the world. Where does our daily food come from and what is the weekly shopping of a family in China, Ecuador or Chad? Visitors at the exhibition had the opportunity to learn more about these and other aspects and to reflect on their own consumer behavior. The experience of pounding maize and how much strength and stamina is involved gave them a taste of the daily routine of many people in countries of the Global South. That the need is great for food security programs – a central element of numerous action medeor projects – became clear to visitors when they realized how vicious the cycle of poverty, hunger and disease really is.

Things carelessly discarded in Germany are transformed with great creativity into enjoyable and useful items in other areas of the world: footballs made of waste fabric, elephants made of plastic bags, toy cars made of scrap metal or wood – these and many other objects were on display at the “Make do and mend” exhibition. Exhibits included examples such as the action medeor pillbox, which was repurposed by its recipients for other uses. Next to crafty ideas to try at home, visitors were encouraged to reflect on their own waste disposal habits.

The educational work of action medeor is motivated by the desire to give visitors an understanding of sustainable development, to sensitize them to the issues of power structures and discrimination, and to encourage them to take responsibility. In 2016 action medeor was able to reach around 3,000 people just through groups of visitors.

The children are fascinated by the toys made by children in other parts of the world.





# Legacies and endowments – for the world of tomorrow

Despite low interest rates, donors often consider endowments a worthwhile complement to their support of our organization. They are indeed, as they carry the effects of our projects far into the future.

Since its inception in 2011 the action medeor Foundation has been able to achieve much, thanks to our many donors and benefactors. Once again, Foundation assets in the last year continued to rise, up from 1.8 million euros in 2015 to now 1.9 million euros. The interest generated is channeled into the projects designed to build up primary healthcare services and train pharmaceutical personnel, and used to fund the supply of essential medicines.

Under the umbrella of the action medeor Foundation benefactors also have the option at any time to create their own endowment fund earmarked for a specified purpose. One such fund enables the presentation of annual cash awards to three pharmacy students at the University of Dar es Salaam in recognition of special achievements. Benefactor loans, which are repaid in full at the end of the loan period, are equally as important, as the interest raised goes toward

helping those in need. In all, the action medeor Foundation has, to date, received loans to the amount of 385,000 euros.

“Knowing your affairs are in order” while leaving a gift that lasts longer than a lifetime is a desire shared by many of our donors. Their legacies carry on the support given throughout their lifetimes. As charitable organizations are exempt from legacy tax, each legacy is used in full to support the work of action medeor.



For any queries on the Foundation or legacies, please contact:

**Linda Drasba**

Telephone: 02156 / 9788-173

Email: [linda.drasba@medeor.de](mailto:linda.drasba@medeor.de)

Tanzanian pharmacy students Mbwambo Zihirwa Nampenda and Calvin Andrew were delighted to receive the Felix Wiemens Memorial Award from the foundation fund of the same name, running under the umbrella of the action medeor Foundation.





# 2016: Snapshots of the year



In January, the North Rhine Chamber of Pharmacists (AKNR) once again hosted its annual **New Year's reception**. Under the banner of “Partnering together as an emergency dispensary”, its members had managed by the end of 2016 to raise as much as 23,692.41 euros toward supplies for pharmacies in Tanzania.

© action medeor



The **Endulen hospital in Tanzania** has been a partner of action medeor for many years. Thanks to the financial support from Jungheinrich shareholder Hanni von Kameke, the hospital now has new staff accommodation that help to improve the working conditions still further.



After the successful start of the “**Emergency Kits for People**” fundraiser initiated by the NRW Krefeld-Kempfen-Viersen trade association, retailers all throughout North Rhine-Westphalia were now given the opportunity to set up donation boxes. Exchanging plastic bags for a donation was a particularly nice idea, implemented by Michael Eichstädt at the Blumeninsel in Viersen.

At the 150<sup>th</sup> anniversary of North Rhine-Westphalia, musicians from the **Düsseldorf Symphony Orchestra** performed a comical walking act. The role of conductor was played by Mathias Huppenbauer of machart. With support from a highly enthusiastic audience passing by, he gave his best to “bring everyone together”. The message: Together we can create a masterpiece for action medeor. The performance was filmed by Martin Hochbruck of Stoker Media.





The [Lower Rhine Business Owners Initiative](#) welcomed alliance members to the 3rd Rhenish Evening with an entertaining reading by Arnold Küsters. New members included A&O Spedition, bjw+p, CGW, Dekra Media, Hendrix Dekorationen & Events. RP Sportmanagement contributes with its football school "Fußballschule Grenzland".

[Fortuna Düsseldorf](#) visited its social partner action medeor: Under the banner of "1:0 against malaria", the over 60s club was able to learn more about the work of our medical aid organization. Among the visitors were Kevin Akpoguma and honorary team captain Gerd Zewe.



Im November [Dr. Ernst Boekels](#) was awarded the Order of Merit of the State of North Rhine Westphalia. Minister-President Hannelore Kraft paid tribute to Dr. Boekels for his lifetime achievement as founder and long-time chairman of action medeor. A trained general practitioner, Dr. Boekels started in 1967 to produce much-needed generic drugs for demand-based distribution. He continues to play an active role at action medeor to this day.

Supporters and benefactors of action medeor were treated to a wonderful third advent at the [18th Christmas Benefit Gala](#). Entertainment was provided by the "Cellissimo" ensemble, the wind section of Philharmonische Gesellschaft Düsseldorf e.V., soprano Lisa Katharina Zimmermann and tenor James Park. Magician Schmitz Backes, meanwhile, had some clever tricks up his sleeve. A big thank you goes to car dealer Hülsemann as the main sponsor and to Sparkasse Krefeld, Volksbank Krefeld and Alexianer Krefeld as co-sponsors. Almost 42,000 euros were raised for emergency and disaster relief operations.





# Overview of relief provided, donations and third-party funding

## Expenditures for medicines

100% / Total:

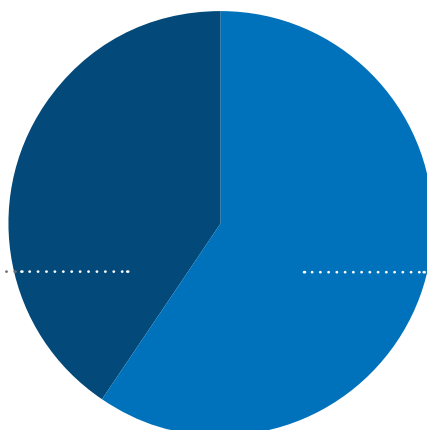
7,532,542.90 €

40.47 % Supply at cost price

3,048,656.29 €

59.53 % Donation-funded supply

4,483,886.61 €



## Relief efforts:

### Projects by department

100% / Total:

4,547,845.33 €

58.85 % Development cooperation projects

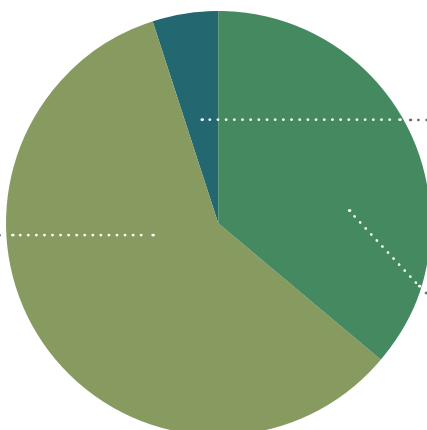
2,676,334.03 €

4.82 % Pharmaceutical advisory services

219,153.00 €

36.33 % Humanitarian aid projects

1,652,358.30 €



## Total relief efforts

100% / Total:

15,772,675.37 €

13.19 % Expenditures for communications, fundraising and education

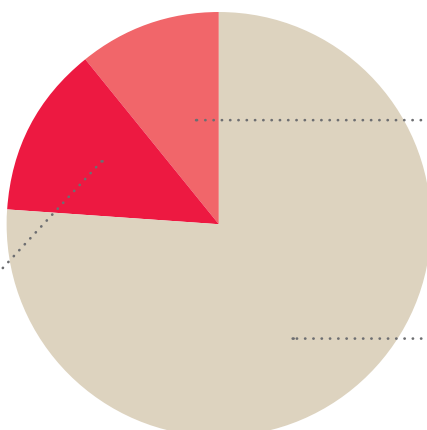
2,079,659.62 €

10.58 % Administrative costs

1,668,438.66 €

76.24 % Project expenditures

12,024,577.09 €





## Use of donations

100% / Total:

**8,459,401.18 €**

22.80 % Staff costs,  
charitable purposes

1,928,941.25 €

18.19 % Operating expenses

1,538,388.80 €

16.59 % Medical supplies

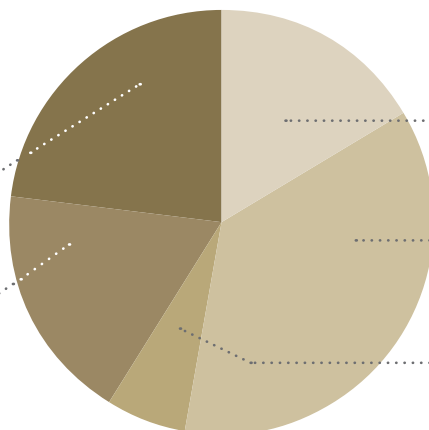
1,403,581.01 €

36.41 % In-kind supplies

3,080,305.60 €

6.01 % Project expenses

508,184.52 €



## Use of donations and funding for projects

100% / Total:

**4,228,397.72 €**

42.38 % Humanitarian aid

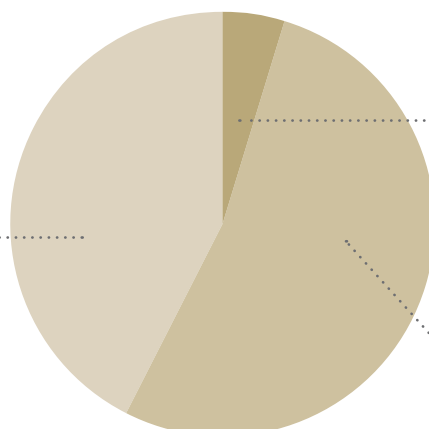
1,792,164.30 €

4.95 % Pharmaceutical advisory services

209,251.06 €

52.67 % Development cooperation

2,226,982.36 €



## Use of third-party donations and funding for projects

100% / Total: **4,621,223.66 €**

1.87 % Clubs and associations: 86,190.21 €

1.58 % Other: 72,906.09 €

3.61 % Companies: 166,847.83 €

28.80 % Aktion Deutschland Hilft (ADH):

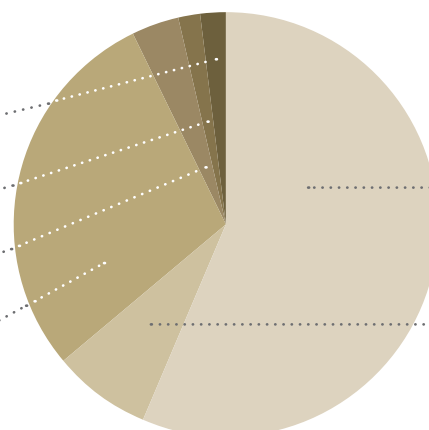
1,330,754.74 €

56.53 % Public funds\*:

2,612,524.79 €

7.61 % Foundations:

352,000.00 €



\* Funding providers: BMZ, AA, GIZ, State Chancellery of North Rhine-Westphalia

# Balance sheet as of December 31, 2016

## Deutsches Medikamenten-Hilfswerk action medeor e.V.

ASSETS (in EUR)	2016	2016	2015
<b>A Fixed assets</b>			
I. Intangible assets	60,163.93		67,836.16
II. Tangible assets	2,686,302.09		2,872,312.56
III. Financial assets	169,905.13	<b>2,916,371.15</b>	168,672.31
<b>B Current assets</b>			
I. Stocks			
1. Raw materials and supplies	3,248,262.34		3,411,148.18
2. Advance payments	0.00	<b>3,248,262.34</b>	0.00
II. Accounts receivable and other assets			
1. Accounts receivable	313,185.97		233,645.21
2. Due from affiliated companies	1,008,430.65		885,327.00
3. Other assets	147,291.22	<b>1,468,907.84</b>	359,789.62
III. Receivables from large projects		0.00	0.00
IV. Cash in hand and at bank			
1. Cash in hand	2,297.79		2,641.33
2. Cash at bank	5,046,215.30	<b>5,048,513.09</b>	4,690,381.60
<b>C Prepayments and accrued income</b>		2,814.14	9,234.59
		<b>12,684,868.56</b>	<b>12,700,988.56</b>
<b>LIABILITIES (in EUR)</b>	<b>2016</b>	<b>2016</b>	<b>2015</b>
<b>A Net assets as of 1/1/2016</b>	<b>9,478,755.84</b>		<b>9,560,990.89</b>
Change in reserves:			
Legacy funds	1.00		0.00
Reversal of reserves for charitable purposes	-200,000.00		-200,000.00
Profit from objective-related operations	16,986.59		109,472.43
Profit from business operations	30,635.21		0.00
Profit from asset management	10,277.57		8,292.52
as of 12/31/2016		<b>9,336,656.21</b>	<b>9,478,755.84</b>
<b>B Special item—Donations for fixed assets</b>		<b>31,949.00</b>	<b>35,239.00</b>
<b>C Accrued liabilities</b>			
Other provisions	207,195.53		150,946.28
Provisions for taxation	2,816.12	<b>210,011.65</b>	0.00
<b>D Unused donations / project funds</b>		<b>2,370,881.80</b>	<b>2,422,142.29</b>
<b>E Liabilities</b>			
1. Advances received	200,574.54		0.00
2. Accounts payable	88,676.34		85,972.89
3. Other liabilities	443,786.02	<b>733,036.90</b>	525,599.26
<b>F Deferred income</b>		<b>2,333.00</b>	<b>2,333.00</b>
		<b>12,684,868.56</b>	<b>12,700,988.56</b>

## Accounting and valuation methods

As a registered charitable organization, Deutsches Medikamenten-Hilfswerk “action medeor” e.V. in Tönisvorst is entered in the Register of Associations at Krefeld Local Court under the number VR 3516. The annual financial statements comprising the balance sheet and the profit and loss statement of our registered organization were drawn up in compliance with the generally accepted accounting principles with due regard to the legal provisions applicable to all commercial traders as laid down in Sections 242 ff and Sections 264 ff of the German Commercial Code (HGB).

The balance sheet is presented in account form and structured as prescribed in Section 266 HGB. It takes account of the particularities of the organization as a charitable donation entity in accordance with Section 265 HGB. The profit and loss statement is structured using the total cost method under Section 275 (1) HGB.

The annual financial statements have been audited by an independent auditor in accordance with the requirements of Sections 316 ff HGB. The audit was conducted as a voluntary audit under Section 12 (3)a of the action medeor Articles of Association applying the accounting standards for the “Audit of Societies” (IDW PS 750) and the IDW accounting practice statements for societies (IDW RS HFA 14) and for charitable donation organizations (IDW RS HFA 21).

Intangible assets are capitalized at acquisition cost and amortized on a straight-line basis over their expected useful life, typically three years, in accordance with Section 253 (3) HGB and Section 7 (1) sentence 1 of the German Income Tax Act (EStG).

Based on Section 255 (1) HGB, tangible assets are stated at acquisition cost less planned depreciation on a straight-line basis in consideration of their average expected useful life. The depreciation rate for the building is 2 percent and 4 percent, respectively, and for the paved courtyard and grounds, between 5.26 percent and 10 percent per year. Low-value assets worth more than 150.00 euros but less than 1,000.00 euros were combined in a collective item in the reporting year in line with Section 6 (2)a EStG and depreciated at an annual rate of 20 percent.

Financial assets of the organization primarily include a 100 percent share in the non-profit action medeor International Healthcare gGmbH at 150,000.00 euros and a 100 percent share in the non-profit action medeor Medical Aid Organization Ltd. at 1,000 euros as well as shares in the Ökumenische Entwicklungsgenossenschaft e.V. to the amount of 11,988.13 euros. Stocks of current assets are all stated at acquisition cost applying the lower of cost or market principle under Section 253 (4) HGB and divide into medicines, equipment, packaging material and handcraft.

Accounts receivable and other assets are reported at their nominal value and itemized.

Investments held as fixed assets and current assets are carried at acquisition cost applying the lower of cost or market principle under Section 253 (3) HGB. Cash in hand and at banks is stated at its nominal value.

In accordance with Section 250 (1) HGB, prepayments and accrued income include amounts paid before the balance sheet date to cover costs that will be charged against income after the balance sheet date.

Under Section 253 (1) sentence 2 HGB, accrued liabilities are stated at their expected settlement amount based on the principles of sound business judgment and take account of all recognizable risks and contingent liabilities.

Unused donations/project funds concern liabilities arising from unrestricted monetary or in kind donations not yet disbursed. In accordance with Section 253 (1) sentence 2 HGB, the monetary liabilities (unrestricted and restricted donations) are carried as liabilities at their repayment amounts at the balance sheet date. In kind donations not yet disbursed are stated at their fair value. Unrestricted monetary and in kind donations are donations not restricted to a specified purpose. Unrestricted donations include donations from greeting cards to the amount of 1,359.45 euros and incoming resources from legacies. Restricted donations are gifts for a specified purpose and contributions arising from “sponsorship campaigns”.

In bookkeeping terms, restricted donations are treated as used once the amounts are credited to the relevant receivables account of the recipient. These are shown at the balance sheet date as customer credit balance under other liabilities where not yet used in full for medicines and equipment supplies as of December 31, 2016.

Based on Section 250 (2) HGB, deferred income includes payments received for work performed only after the balance sheet date.

Wages and salaries include the salaries of the governing bodies (two Executive Committee members and three department heads) to the amount of 477,873.93 euros.

First-time application of the German Accounting Directive Implementation Act (BilRUG) required the disclosure of income from rent and the sale of handcraft in revenues, amounting to 18,693.37 euros. The corresponding prior-year amount, included in other income in fiscal 2015, was 14,223.57 euros.



# Profit and loss statement

for the year ended December 31, 2016

Deutsches Medikamenten-Hilfswerk action medeor e.V.

(in EUR)	2016	2016	2015
1. Sales revenues	3,067,349.66		3,500,611.66
2. Income from the use of donations	8,519,401.18		8,891,193.79
3. Income from third-party grants for projects	4,168,397.72		3,826,955.40
4. Other income	79,157.48	<b>15,834,306.04</b>	104,813.11
5. Cost of raw materials and supplies		-5,694,697.60	-6,449,422.69
<b>6. Gross profit/loss</b>		<b>10,139,608.44</b>	<b>9,874,151.27</b>
7. Staff costs			
a. Wages and salaries	-2,642,864.82		-2,295,671.95
b. Social security and other pension costs	-525,808.76		-455,319.71
c. Voluntary social security costs	-29,904.12	<b>-3,198,577.70</b>	-38,136.76
8. Depreciation of intangible assets and tangible assets		-306,316.22	-306,208.25
9. Other operating expenses		-6,573,083.96	-6,624,938.41
<b>10. Operating income</b>		<b>61,630.56</b>	<b>153,876.19</b>
11. Other interest and similar income		10,788.60	8,986.44
12. Interest and similar expenses		-12,207.77	-45,097.68
13. Financial result		-1,419.17	<b>-36,111.24</b>
14. Taxes on income		-2,312.12	0.00
<b>15. Earnings after taxes</b>		<b>57,899.27</b>	<b>117,764.95</b>
16. Transfer from reserves		200,000.00	200,000.00
17. Profit from objective-related operations		16,986.59	109,472.43
18. Profit from business operations		30,635.21	0.00
19. Profit from asset management		10,277.57	8,292.52

## Explanatory notes to the profit and loss statement

The profit and loss statement was prepared with due regard to the legal provisions applicable to all commercial traders as laid down in Sections 238 ff and Sections 264 ff of the German Commercial Code (HGB).

It is structured using the total cost method under Section 275 (1) HGB.

Sales revenues comprise the supply of medicines and equipment and the provision of pharmaceutical advisory services at cost price.

Income from the use of donations is generated when costs financed by donations are treated as a reduction of "unused donations". These costs include the dispensing of medicines and equipment, the cost of public relations, project execution, pharmaceutical advisory services, and the management of donations. Other operating expenses include administrative costs and expenses related to the execution

of development cooperation and humanitarian aid projects, pharmaceutical advisory services, and educational and public relations activities. The costs for the transportation of medicines and equipment to the destination countries amounted to 464,813.66 euros. The expenses for supplements and information material for fundraising campaigns totalled 686,015.26 euros. Based on preliminary calculations for the 2016 calendar year, the share of expenditures for administration and marketing will range at 23.76 percent (2015: 23.07 percent).

Interest and similar income primarily result from asset management operations.

Further information on our 2016 financial reporting:  
[www.medeor.de/Service/Jahresberichte](http://www.medeor.de/Service/Jahresberichte)

## Audit certificate

Our audit has not led to any objections.

In our opinion, based on the findings of our audit, the financial accounting complies with the legal requirements and the supplementary provisions of the Statute and gives a true and fair view of the net assets, financial position and results of operations of the association in accordance with German principles of proper accounting. The management report is consistent with the financial statements, complies with the legal requirements and as a whole provides a suitable view of the position of the Verein Deutsches Medikamenten-Hilfswerk "action medeor" e.V. and suitably presents the opportunities and risks of future development.

Krefeld, May 15, 2017



RSM Verhülsdonk GmbH  
 Wirtschaftsprüfungsgesellschaft  
 Steuerberatungsgesellschaft

*Dieckmann*  
 Dieckmann  
 Wirtschaftsprüfer

*Kinalzik*  
 ppa. Kinalzik  
 Wirtschaftsprüfer

# Balance sheet as of December 31, 2016

## action medeor Foundation

ASSETS (in EUR)	2016	2016	2015
<b>A Long-term restricted assets</b>			
1. Financial assets		800.00	800.00
2. Securities		1,774,318.76	1,734,637.93
<b>B Short-term restricted assets</b>			
1. Cash at banks	713,982.38		616,445.70
2. Other receivables	19,383.33	733,365.71	20,287.12
		<b>2,508,484.47</b>	<b>2,372,170.75</b>
<b>LIABILITIES (in euro)</b>	<b>2016</b>	<b>2016</b>	<b>2015</b>
<b>A Net assets</b>			
1. Endowment			
Basic assets	457,583.16		457,583.16
Endowment contributions	1,478,149.82	1,935,732.98	1,376,574.82
2. Funds carried forward			
from basic assets	84,315.41		88,462.14
from endowment contributions	89,582.47	173,897.88	65,903.69
<b>B Accrued liabilities</b>		4,998.00	2,499.00
<b>C Other liabilities</b>		393,855.61	381,147.94
		<b>2,508,484.47</b>	<b>2,372,170.75</b>

## Explanatory notes

In the 2016 fiscal year, the action medeor Foundation received endowment contributions worth 101,575 euros, bringing the total of endowment contributions to 1,478,149.82 euros.

In 2016 one lender loaned a further 10,000 euros to the Foundation, so that total loans now stand at 385,000 euros. The annual result for fiscal 2016 amounted to 19,532.05 euros and was posted to the relevant endowment contribution funds carried forward.



Further information on our 2016 financial reporting:  
[www.medeor.de/Service/Jahresberichte](http://www.medeor.de/Service/Jahresberichte)



# Profit and loss statement

for the year ended December 31, 2016

action medeor Foundation

(in EUR)	2016	2016	2015
1. Donations	900.00		0.00
2. Interest and similar income	48,627.44		53,823.73
3. Capital gains	0.00	<b>49,527.44</b>	17,507.13
4. Bank charges	-452.05		-175.44
5. Losses from disposals	-3,461.43		-6,712.79
6. Audit costs	-2,499.00		-2,499.00
7. Other expenses	-4,225.17		-455.00
8. Statutory expenditures	-18,462.14		-20,132.87
9. Other taxes	-895.60	<b>-29,995.39</b>	-658.08
10. Profit / loss for the year		<b>19,532.05</b>	40,697.68
11. Transfer to revenue reserves		<b>-19,532.05</b>	-40,697.68
		<b>0.00</b>	<b>0.00</b>

## Explanatory notes

The annual result of the action medeor Foundation for fiscal 2016 decreased by 21,165.60 euros on 2015. New investment strategies and renegotiations ensured a permanent reduction of bank charges by more than 5,000 euros.

Statutory expenditures, i.e. aid provided from the income of the Foundation, reduced by 1,670.70 euros on the previous year. The President of the Foundation, Bernd Pastors, performs his duties on a voluntary basis, as do the other members of the board.



Introducing the Foundation's new Executive Committee (l to r): Bernd Pastors (CEO), Dr. Ulrich Viefers and Dr. Thomas Menn, Elisabeth Bienbeck Ketelhohn, Siegfried Thomaßen (Chairman) and Gregor Kathstede.

# Balance sheet as of December 31, 2016

## action medeor International Healthcare gGmbH

ASSETS (in EUR)	2016	2016	2015
<b>A Fixed assets</b>			
I. Intangible assets	4,078.49		4,690.06
II. Tangible assets	174,154.53	<b>178,233.02</b>	168,672.16
<b>B Current assets</b>			
I. Stocks		323,853.00	514,363.96
II. Accounts receivable and other assets			
1. Accounts receivable	353,124.40		652,977.46
2. Other assets	47,968.88	<b>401,093.28</b>	24,084.02
III. Cash in hand and at banks		93,892.75	53,529.87
<b>C Prepayments and accrued income</b>		23,623.96	18,398.91
		<b>1,020,696.01</b>	<b>1,436,716.44</b>

LIABILITIES (in EUR)	2016	2016	2015
<b>A Capital stock</b>			
I. Subscribed capital	150,000.00		100,000.00
II. Capital reserve	0.00		50,000.00
III. Profit / loss carried forward	24,271.58		6,400.58
VI. Net income for the year	-8,048.82	<b>166,222.76</b>	17,871.00
<b>B Special item – Donations for fixed assets</b>		6,970.61	8,287.74
<b>C Accrued liabilities</b>			
I. Provisions for taxation	1,659.06		1,242.60
II. Other provisions	11,121.31	<b>12,780.37</b>	21,367.35
<b>D Unused donations / project funds</b>		19,508.98	153,605.32
<b>E Liabilities</b>			
I. Advances received	43,736.84		0.00
II. Accounts payable	246,029.13		688,415.20
III. Due to shareholders	485,569.83		379,792.94
IV. Other liabilities	39,877.49	<b>815,213.29</b>	9,733.71
		<b>1,020,696.01</b>	<b>1,436,716.44</b>

## Explanatory notes

action medeor International Healthcare gGmbH employed 13 staff in Dar es Salaam and a further four staff in Masasi (South Tanzania). In addition, action medeor International Healthcare gGmbH is supported locally by an AGEH development worker from the Association for Development Co-operation.

Once again in fiscal 2016, winning the tender meant that action medeor International Healthcare gGmbH was able to provide Zanzibar with a significant volume of business.

# Profit and loss statement

for the year ended December 31, 2016

action medeor international Healthcare gGmbH

(in EUR)	2016	2016	2015
1. Sales revenues	1,618,197.65		1,980,907.70
2. Income from the use of donations	158,379.76		51,088.12
3. Increase / decrease in stocks	0.00		216,627.76
4. Other operating income	71,960.30	<b>1,848,537.71</b>	96,804.40
5. Cost of materials			
a. Cost of purchased materials	-1,276,787.56		-1,645,865.33
b. Cost of purchased services	-2,512.17	<b>-1,279,299.73</b>	-14,876.46
6. Staff costs			
a. Wages and salaries	-228,240.26		-168,081.49
b. Social security and other pension costs	-81,289.82	<b>-309,530.08</b>	-88,481.28
7. Depreciation		-13,764.11	-15,238.48
8. Other operating expenses		-237,306.98	-370,457.27
9. Other interest and similar income		1,954.63	1,669.64
10. Interest and similar expenses		-8,965.69	-5,190.35
11. Result from ordinary activities		1,625.75	38,906.96
12. Taxes on income		-9,674.57	-21,035.96
<b>13. Net income for the year</b>		<b>-8,048.82</b>	<b>17,871.00</b>

## Explanatory notes

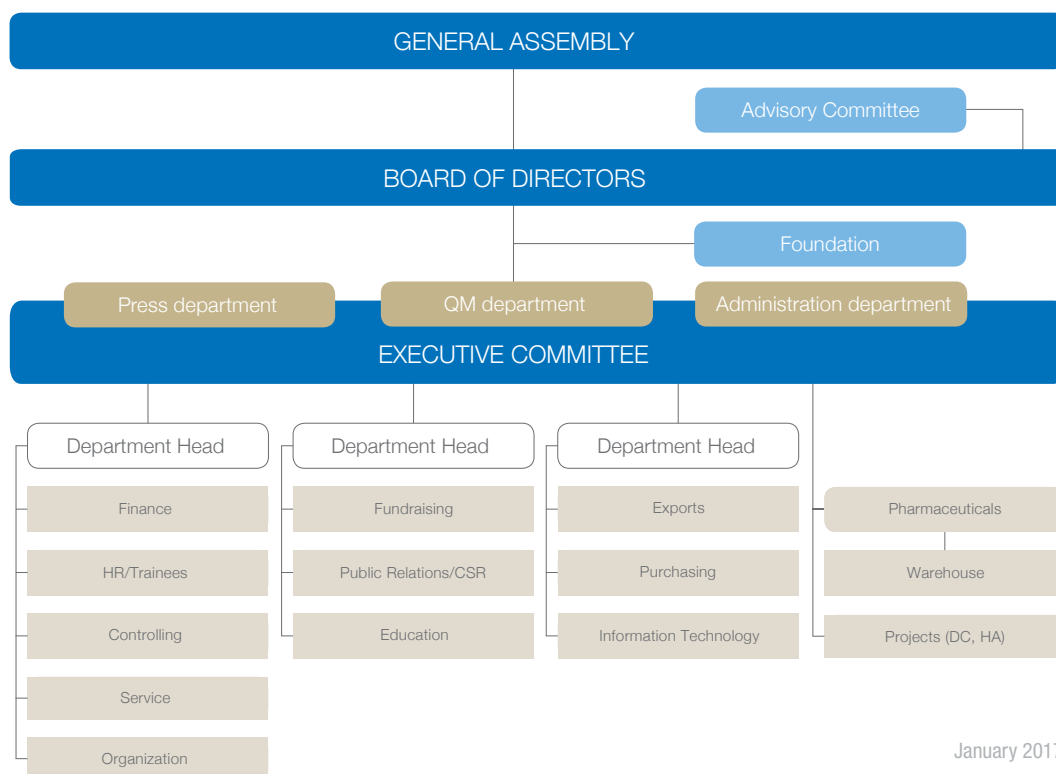
In 2016, action medeor International Healthcare gGmbH reported total revenue of 1.8 million euros, which was down by 11 percent on the previous year, but up by 40,000 euros on 2014. Positive factors influencing the strong revenue growth in 2015 primarily include the Zanzibar bid award, with an annual volume of almost 1,000,000 euros. In the 2016 fiscal year, action medeor International Healthcare gGmbH therefore reported pre-tax profit of 1,625.75 euros.



Further information on our 2016 financial reporting:  
[www.medeor.de/Service/Jahresberichte](http://www.medeor.de/Service/Jahresberichte)



# Organization and personnel



## The General Assembly

The General Assembly is the supreme organ of the organization and is responsible for aspects such as adoption of the annual accounts, discharge of the Board of Directors, the Advisory Committee and the Executive Committee, and election of the Board of Directors and the Advisory Committee. As of December 31, 2016, the General Assembly comprised 105 persons.

## The Board of Directors

Duties of the voluntary Board of Directors include approval of the budget and the annual accounts. The Board of Directors meets every two months. There are three committees appointed by the Board of Directors, focused on human resources, finance and controlling, and medicines and pharmaceuticals. These committees act in an advisory capacity to the Board of Directors.

## The Advisory Committee

The voluntary Advisory Committee is elected by the Board of Directors. It is made up of at least five and at most twelve members. Members are elected for a period of three years and appoint the chairman/woman from among their number. The Advisory Committee advises the Board of Directors in

the execution of its duties and responsibilities. Members of the Advisory Committee include: Stefan Glimm (Chairman), Dr. Manfred Körber (Deputy Chairman), Dietmar Brockes, Heinz-Joachim Kersting, Dr. Ullrich Kindling, Dr. Bärbel Kofler, Dr. Marcus Optendrenk, Udo Schiefner, Uwe Schummer and Dr. Werner Weinholt.

## The Executive Committee

Acting in a full-time capacity, the Executive Committee manages the organization on its own authority. It is appointed and dismissed by the Board of Directors and reports to the Board of Directors on all important matters. The CEO of the Executive Committee is Bernd Pastors (Human Resources, Organization, Finance, Controlling, Marketing and Communications, Purchasing and Export), who is joined on the board by Christoph Bonsmann (Pharmaceuticals, Development Cooperation, Humanitarian Aid and Warehouse).

## The staff

In 2016, action medeor employed 77 full-time staff, with 40 volunteers supporting the work of the aid organization in speaking engagements and as pharmaceutical experts.

# Report of the Board of Directors

Focusing on issues that will benefit our organization in the years ahead, it became clear to us at our annual retreat in 2016 that the action medeor subsidiaries in Tanzania und Malawi must be synchronized more fully with action medeor in Germany. In April 2017, we therefore hosted the first international action medeor conference in Tönisvorst involving our Tanzanian and Malawian colleagues. The aim was to strengthen our subsidiaries in Tanzania and Malawi and to maintain our efforts to harmonize our processes, specifically with respect to quality assurance, finance and IT. Challenges, risks and opportunities were discussed in an open and constructive dialog. Overall, the conference elicited a most positive response from everyone, and the decision was made, and welcomed by all, to establish the conference as a regular platform for exchange and debate. The Board of Directors will be intensively involved in the synchronization process in an advisory and supervisory capacity.

In the last year, the newly elected action medeor Advisory Committee took up its work as scheduled. The statutory meeting in May 2016 was followed in fall by a second session that, for the first time, was held in Berlin. In the interest of becoming more broadly based through networking, action medeor decided to establish a permanent representative office in Berlin, headed by action medeor Vice President Dr. Thomas Menn working in an honorary capacity medeor since April 2017.

Given our ongoing growth, and the challenges this brings, volunteer work is, and always will be, an indispensable part of action medeor. This applies to the duties performed in an honorary capacity by our governing bodies as much as to the work carried out at operational level by now 40 volunteers. Dedicated personal commitment in both voluntary and paid roles comes together here in the most exemplary fashion.

On behalf of the Board of Directors, may I therefore say a big thank you to all our members, to the Advisory Committee and the Executive Committee, and to all voluntary staff of action medeor for your outstanding spirit of cooperation and all your hard work with and for those in need.



Siegfried Thomaßen

President

Tönisvorst, June 2017



The Board of Directors, the members, the Advisory Committee, the Executive Committee and the staff of action medeor mourn the passing of Richard Beckers, who died on August 6, 2016 at the age of 87. Richard Beckers was CEO of action medeor from 1974 through early 1989. A businessman by trade, it was he who, together with the honorary Executive Committee headed by Dr. Ernst Boekels, organized the development of action medeor into an international aid organization with global reach. Following his retirement, Richard Beckers served as an honorary member of the Executive Committee from 1989 through 1998, where he continued to support the work of action medeor. We are very grateful to Richard Beckers and will always keep him in good memory.

The Board of Directors (l to r): Dr. Stefan Derix (member), Prof. Dr. Marlis Hochbruck (member), Siegfried Thomaßen (President), Dr. Ulrich Viefers (member), Dr. Thomas Menn (Vice President).

# Status report: Business and the general environment

Once more in the past year, the work of action medeor focused heavily on medical aid for refugees in the Middle East. Additional relief was supplied to the victims of Hurricane Matthew in Haiti and medical care extended to the thousands of Burundian refugees in the Congo and in Tanzania. Thanks to our large medicines warehouse in Tönisvorst, but also to our subsidiary in Dar es Salaam, Tanzania, and many competent local partners, the organization was able to provide effective relief quickly and reliably.

Next to this, action medeor continues to act as a non-profit supplier of medicines and medical equipment for many small project partners in Africa, Asia and Latin America, meaning that around two thirds of all relief packages in 2016 each had a value of less than 2,000 euros.

At 7.61 million euros, medical relief and equipment supplies in 2016 remained at a decent level despite the fact that many of our partners in the south now source the necessary medicines locally. This is a welcome development that needs to be encouraged. Specifically, we must continue to foster a mindset of quality and availability of medicines in our partner countries. To that end, the procurement of medicines through local structures in Tanzania and Malawi will be given even greater priority. In Tanzania, action medeor has been a reliable partner in this area for more than a decade now. Yet the challenge remains to extend the care to rural areas. With this in mind, a further distribution base was set up in Masasi in the south of Tanzania over the last three years, with the aim to further improve the supply of medicines to health facilities in these rural regions. The Masasi center was exceptionally well-received, to the point that it was decided to open yet another base in the rural southwest in 2017.

Similar developments in Malawi are still in their infancy, with action medeor closing its first full fiscal year in 2016. Even greater poverty, compared to Tanzania, and the shortage of public and health charity funding mean that medicine deliveries in this region still lag far behind the need. action medeor will continue over the long term to help set up and support proper structures here for the benefit of the local communities.

Institutional support for action medeor projects once again improved and diversified. Funds from the German Federal Ministry for Economic Cooperation and Development (BMZ) for “private sector projects” and special initiatives totaled around 1,580,000 euros, thus increasing by more than 30 percent on the prior year figure. Other fund providers in 2016 were the Ministry of Foreign Affairs (AA) at around 275,000

euros and the BMZ instrument “Development-oriented Emergency and Transitional Aid”, at around 302,000 euros. At around 7.74 million euros, restricted and unrestricted donations remained at a high level in 2016. Along with many unrestricted individual donations, action medeor continues to receive project-specific donations through the German relief coalition Aktion Deutschland Hilft, the RTL-Stiftung – Wir helfen Kindern e.V., the German Lions aid organization “Hilfswerk der Deutschen Lions” and the German Welfare and Education Foundation “Fürsorge- und Bildungsstiftung”.

Donations in kind totaled 2.55 million euros and were used specifically to provide medical aid to refugees in Syria and Northern Iraq.

## Economic situation

At around 15.8 million euros, total revenue was down by around 0.5 million euros on the previous year. Operating profit through objective-related operations allowing for departmental costing amounted to 58,000 euros in 2016 and was added to equity. Net assets decreased by 142,000 euros in total through a reversal of reserves of 200,000 euros for charitable purposes.

## Opportunities, risks and forecast

The development of our objective-related operations continues to be challenging. Local medicines and pharmaceutical products are steadily growing in range and, thankfully, are also improving in quality, enabling our subsidiaries in Tanzania and Malawi to extend their aid activities here.

The age-related decrease in regular donors remains a constant challenge. Through a diverse set of measures, including social media and direct mail, we are seeking to attract a new generation of donors.



# Outlook for 2017

## Medical relief

Next to regular supplies to partners, the medical aid we provide from our base in Tönisvorst offers relief particularly in emergency and disaster situations. As always, this makes it vital that we maintain a good stock of relief supplies at our 4,000 m<sup>2</sup> warehouse at all times. The setup of our own local procurement centers in Tanzania and Malawi, the qualification of medicines regulatory authorities, and the training and development of pharmaceutical staff help to strengthen our local partners. This will mean a further increase in local procurement. Due to a significant amount of red tape, the land purchased in Kibaha, 40km outside of Dar es Salaam, Tanzania, in 2015 for a new medicines warehouse has yet to be entered in the land register. As a central base for East Africa, the warehouse will ensure proper storage of the medicines and increase our capacities significantly.

## Health projects

The volume of projects run by action medeor has risen quite significantly in recent years, and continues to rise, due in the main to the increase in humanitarian crises as a result of political conflicts and natural disasters. The Humanitarian Aid and Development Cooperation project teams of action medeor are closely dovetailed, enabling us to respond quickly and professionally to the challenges we may face. Effectiveness and efficiency along with sustainability aspects are increasingly important issues and therefore are given due consideration in the planning of new projects.

## Pharmaceutical advisory services

The pharmaceutical advisory services sector will focus increasingly on the aspects of local production and quality assurance in 2017. As well as this, it will partner with the German Society for International Cooperation (GIZ) to help implement pharmaceutical projects and is involved in a multiple stakeholder partnership designed to develop, test and expand pharmaceutical training concepts in Tanzania.

## Communications and fundraising

Raising the profile of action medeor remains important, and so we continue to build on our cooperation with companies and work to integrate action medeor more broadly in vari-

ous networks. The Lower Rhine Business Owners Initiative for action medeor has grown steadily and provides action medeor with valuable support. The improvements made to individual support services for premium donors and contributors have now begun to bear fruit.

### ECONOMIC PLAN for 2017

in Euro

Monetary and in kind donations	9,765,000.00
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Unused donations in 2016	2,370,000.00
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<b>Total</b>	<b>12,135,000.00</b>
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Cost of aid shipments	4,025,000.00
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Projects	4,450,000.00
----------	--------------

Pharmaceutical advisory services	380,000.00
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Marketing, communications, and education	1,680,000.00
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Administration	1,600,000.00
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<b>Total</b>	<b>12,135,000.00</b>
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# Thank you!

The work of action medeor would not be possible without our many different sponsors and donors. On behalf of our team and all our local project partners, we at action medeor extend our deepest gratitude to you for your invaluable support in the last year!

A heartfelt thank you also to the following foundations, charitable organizations and public investors:



... and to the network partners of action medeor:



# Our Guidelines

## Mission. medeor – I help, I heal

As a non-governmental medical aid organization and part of civil society, our foundation is our donors, volunteers, full-time staff, and our global partners.

### We provide ...

people in need with access to medicines and ensure continuous medical care.

### ... support and promote

local health care structures.

### ... enable

our partners and local people to improve medical care for themselves and those around them and so help to build stronger local communities and stable structures.

### ... fight

worldwide against diseases due to poverty, HIV/Aids, malaria and tuberculosis, as well as neglected tropical diseases.

### ... help

in emergency and disaster situations, both promptly and over the long term.

### ... educate

and raise awareness of health issues to prevent diseases.

### ... qualify

professional staff and help through transfer of knowledge to equip local partners with pharmaceutical and medical skills.

### ... campaign

for solidarity and support from the public highlighting the link between poverty and disease.

### ... change

opinions by educating people and by informing and sensitizing the public to health issues, but also with regard to common development objectives and sustainable living.

### ... pool

our resources with those of other organizations and networks in an effort to influence local, European and international policies on health and development issues.

## Values. Our principles

Solidarity and charity are our driving force. We work to secure human rights and the right to health.

### Independence and responsibility

We help others to help themselves and act responsibly both within our organization and outside.

### Neutrality

We provide help and support, regardless of age, gender, ethnic origin, sexual orientation or political and religious views.

### Respectful cooperation as equals

We respect the dignity and culture of our partners.

### Transparency

We work on the basis of transparency and open communication in our organization and on the outside, and regularly give an account of our work.

### Participation

We exemplify and promote participative cooperation both in our work with local partners and in our own organization. We believe that everyone stands to benefit.

### Effectiveness and efficiency

Our actions and operational processes are focused on maximum effect at minimum cost.

### Protecting resources

Our structures and processes are constantly adapted in a continual improvement process to ensure sustainable operations. Our aim is to leave as small a carbon footprint as possible.

### Staff

We believe in staff development to ensure our team is able to deal with the human and professional demands. We expect from them that they continuously improve their knowledge and skills.



Contact us –  
we are here to help.

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47918 Tönisvorst | Germany  
Telephone: 0049 / (0) 21 56 / 97 88-100  
Fax: 0049 / (0) 21 56 / 97 88-88  
Email: [info@medeor.de](mailto:info@medeor.de)

An der Steig 12 | 97334 Sommerach | Germany  
Telephone: 0049 / (0) 93 81 / 7 16 97 87  
Fax: 0049 / (0) 93 81 / 4 8 44  
Email: [medeor-wuerzburg@medeor.de](mailto:medeor-wuerzburg@medeor.de)

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Medical Aid Organization Limited**

Area 4, Plot 150 off Paul Kagame Road  
P.O. Box 1656 | Lilongwe, Malawi  
Telephone: 00256 / (0) 175 02 80  
Fax: 00256 / (0) 175 02 81  
Email: [director@medeor.mw.org](mailto:director@medeor.mw.org)

**action medeor  
Berlin Repräsentanz**

Sterndamm 66 C  
12487 Berlin | Germany  
Telephone: 0049 / (0) 30 / 639 028 07  
Fax: 0049 / (0) 30 / 639 028 09  
Email: [thomas.menn@medeor.de](mailto:thomas.menn@medeor.de)

**action medeor  
International Healthcare Tanzania**

P.O. Box 72305  
Dar es Salaam, Tanzania  
Telephone: 00255 / (0) 22 286 31 36  
Fax: 00255 / (0) 22 286 30 07  
Email: [medeortz@medeortz.co.tz](mailto:medeortz@medeortz.co.tz)

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