



2013

ANNUAL REPORT



**action
medeor**

German Medical Aid Organization

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St. Töniser Straße 21 | 47918 Tönisvorst | Germany
Responsible for the content: Bernd Pastors (CEO),
Christoph Bonsmann (Executive Committee Member)
Managing editor, concept & design: Dr. Sylvia Koban
Design, layout & setting: Christine Holzmann
Translation: Kerstin Watson
Print: Frick Kreativbüro & Onlinedruckerei e.K.



Medical aid



Humanitarian aid



Development cooperation



Pharmaceutical advisory services



Dear friends and supporters of action medeor,

the civil war that has ravaged Syria since 2011 has already cost more than 150,000 lives. Over eight million Syrians are in dire need of humanitarian aid, half of them are children. These figures only hint at the incredible personal suffering of the people in this country. Since the start of the conflict, action medeor has been sending urgently needed medicines to medical personnel tending to the wounded and sick. In 2013, our aid organization had sent more than 152 tons of medicines to Syria and the bordering refugee camp, facing enormous logistical challenges.

In the Philippines, meanwhile, people battle with a catastrophe of a different nature. In only a few short hours in November 2013, Typhoon Haiyan destroyed the livelihoods of hundreds of thousands of people and claimed some six thousand lives. The compassion and generosity of our supporters along with donations in kind allowed action medeor to react quickly, supplying vital medical aid to the disaster zone.

Since then, action medeor has applied itself in every way possible to helping people in these regions rebuild their lives: Three years after the massive earthquake in Haiti, we are still very much active here in key projects focused on aspects such as combating malnutrition in children. In Pakistan, our measures help not only to mitigate the consequences of recent disasters, but also to better cope with, if not prevent, future catastrophes.

Development cooperation is a vital aspect of the work of action medeor. Preventive measures to fight diseases such

as malaria are just as much part of our efforts as is the strengthening of basic healthcare structures in the countries and improving the health situation of mothers and children. A key aim of our work is to enable partners in the various countries to provide the necessary medical and pharmaceutical aid independently. This we do, for instance, by providing qualified pharmaceutical advisory services.

We would like to thank you, our friends and supporters, for your commitment and compassion in the past year. Alongside our many private supporters there are also a great number of companies that have aligned themselves with our mission. To all we are deeply indebted. We welcome the North-Rhine Chamber of Pharmacists as a new partner. Thank you also to Anke Engelke, who has supported action medeor's initiatives with great dedication for more than ten years now. In 2014, action medeor will have been in existence for 50 years—thank you to all our full-time staff and volunteers whose invaluable support over all these years has got us to where we are today. We would greatly value your continued support in our ongoing efforts to advancing the human right to health worldwide.

Sincerely,

Bernd Pastors
CEO

Christoph Bonsmann
Executive Committee Member

Tönisvorst, June 2014

Together for health – 50 years of medical aid

In 2014, action medeor celebrates 50 years. It all began with an idea: Collecting pharmaceutical samples for missions in developing countries.

In 1963, led by Dr. Ernst Boekels, dedicated citizens from around Krefeld and Vorst began collecting and sorting medicines. As the news spread, many people were keen to help. Truckloads of donations soon arrived in Vorst from all over Germany. Their cargo: medicines.

1964 With relief efforts rapidly growing, the action medeor organization (medeor: “I heal, I help”) was born on August 13.

1967 When it became apparent that the medicines donated often failed to meet the needs of health posts, action medeor decided to start manufacturing its own generic medicines customized to the requirements of people in the developing countries.

1974 The first large warehouse was built: Krefeld’s rail operator provided premises on which action medeor built offices

to house its administration alongside a large warehouse with an area of 2,000 m².

1998 A generous bequest by Ms. Else Eberle from Stuttgart allowed action medeor to enlarge its warehouse and erect a new administration building.

2001 action medeor established its own foundation to ensure long-term financial stability for ongoing medical aid.

2005 action medeor set up a subsidiary in Tanzania. Health posts in the country have since been supplied with medicines from Dar es Salaam. In 2013, the organization opened a second subsidiary in Masasi in the south of Tanzania.

Today action medeor is the largest medical aid organization in Europe celebrating its 50th anniversary with 61 full-time

1963

Dedicated citizens
collect and sort
medicines

1964 action medeor e.V.
is born

1967 Manufacture of own
generic medicines

1974 The first large ware-
house and administration
offices are built

1998



staff, 25 volunteers and more than 24,000 donors.

“medeor” is Latin and means “I help, I heal”. It represents how we see ourselves as an organization and defines action medeor’s mission statement. No human being should have to suffer or die from treatable or preventable diseases—this has been our vision from the start. In the event of emergencies or disasters, our aid organization offers help quickly and in an unbureaucratic manner. Focus is always given to providing those in need with medicines and medical supplies. In development cooperation projects, action medeor sets up basic medical services, organizes awareness campaigns, and fights diseases of poverty such as malaria, tuberculosis and HIV/AIDS. Furthermore, action medeor advises on pharmaceutical matters and qualifies pharmaceutical personnel. Our aim is to support local partners in providing healthcare for their own people and permanently improve their healthcare infrastructure.

As an integral component of civil society, action medeor also campaigns for solidarity and support from the public. Through talks, exhibitions and special events, action me-

deor shows how poverty and disease are related and makes people aware of the importance of maintaining a sustainable lifestyle.

In order to achieve its end, action medeor cooperates with other organizations and networks to positively influence domestic, European and international politics in health and development matters.

Solidarity and charity are what drive action medeor. For action medeor, acting responsibly means working proactively with local partners as well as with our own employees and treating them as equals. action medeor endeavors to work openly and transparently both within its own organization and in the public eye, and regularly reports on its activities.

2001 Establishment of the action medeor Foundation

The warehouse is
extended to 4,000 m²

2005 Formation of action medeor International Healthcare gGmbH in Tanzania

2014

action medeor e.V.
celebrates
50 years



© action medeor kreuer

action medeor – the global emergency dispensary in 2013



“The global emergency dispensary” is the slogan we use to explain in a nutshell what action medeor is all about. The motif of a dispensing window sums up our mission of supplying vital medicines to people in emergency and disaster situations. It also represents the thousands of health posts in the most remote areas which action medeor provides with medicines and medical supplies.



Receipt of **7.9 million euro** in monetary and in kind donations

Know-how of **61** full-time employees and **25** volunteers

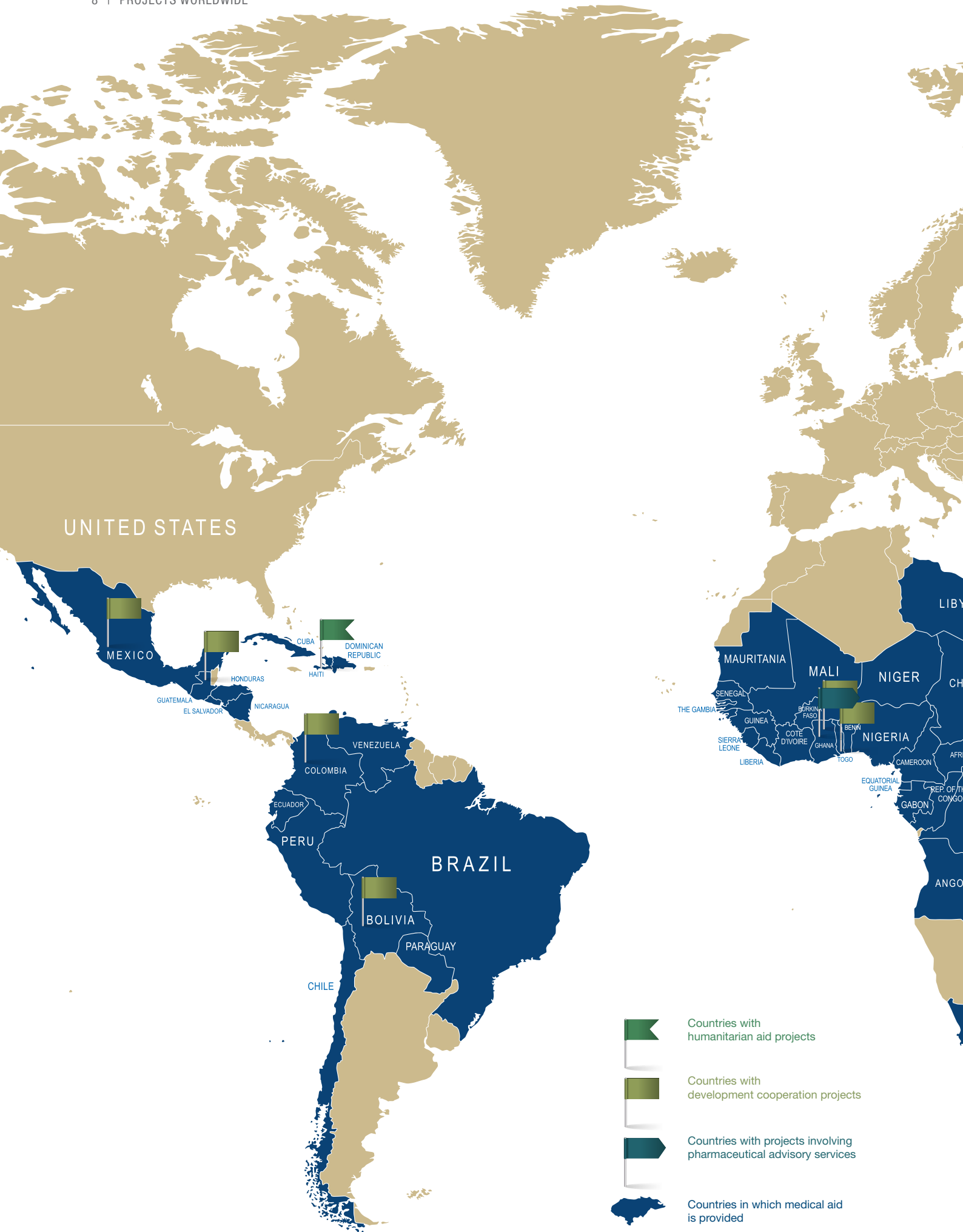
A warehouse of **4,000 m²** stores **170** different medicines
and **450** medical supply items.

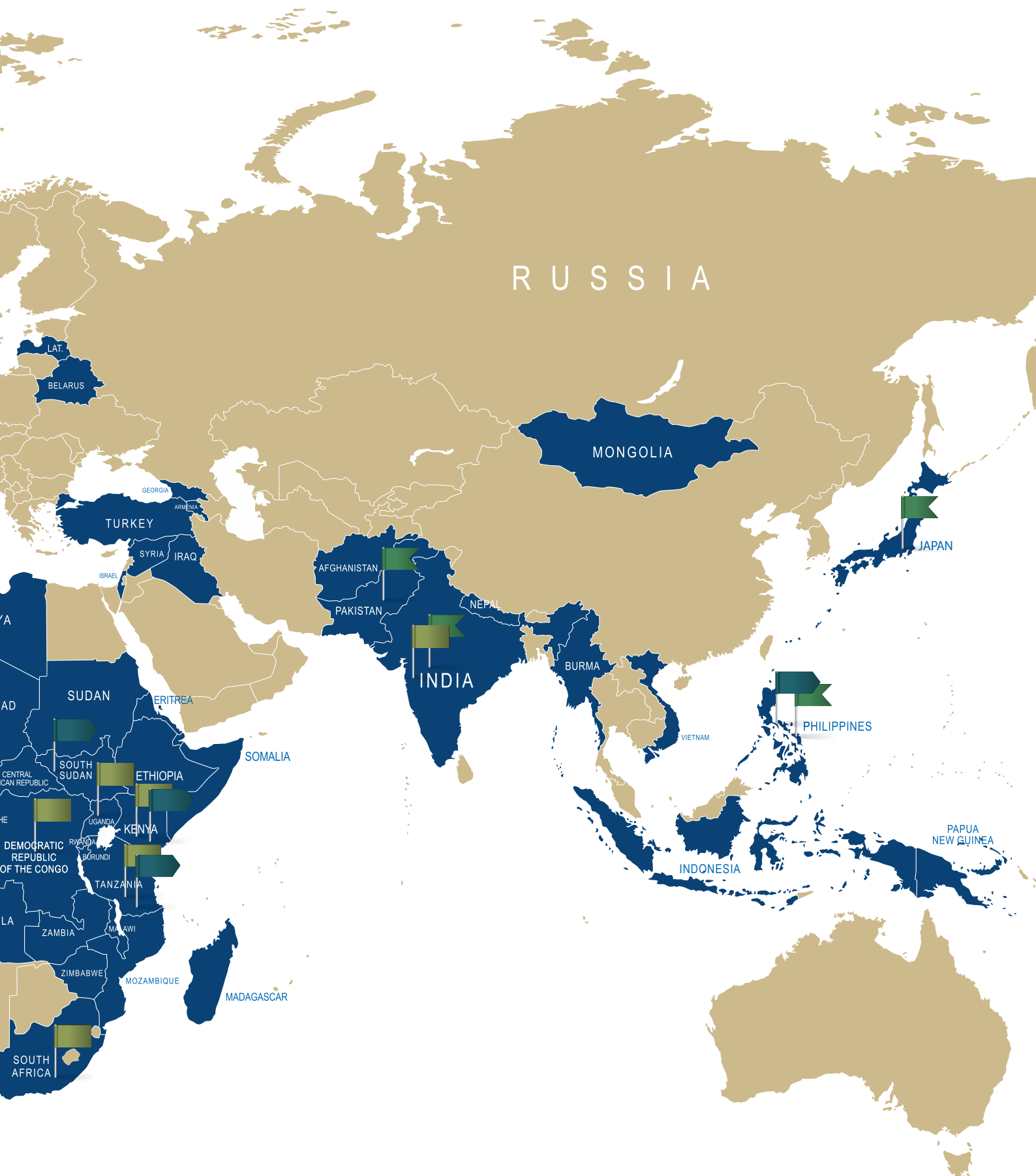
18,637 packages weighing **500 t** in total
were sent to **100** different countries.

143,154 people benefited from emergency aid
and reconstruction projects.

1,299,090 people were provided with
access to basic healthcare.

Celebrating 50 years of living our mission, action medeor has chosen this motif to draw the attention of many to the work we do and to appeal for donations. This photo was taken on the outskirts of a mobile health post in Haiti. In the aftermath of the devastating earthquake, action medeor was quick to provide assistance and has since campaigned for better healthcare and the rebuilding of health posts.





Aid worldwide



Further information is available at
www.medeor.de/map



An estimated one third of the global population does not have access to basic healthcare. The main reason for this is that especially in developing countries vital medicines are either not available, of poor quality, or unaffordable. As a result, millions of people in 2013 once again died from illnesses that could have been prevented or would have been easy to treat.

action medeor provides aid worldwide

Medical aid

In 2013, action medeor sent 18,637 packages of medicines and medical supplies to 101 countries. These aid packages had a total weight of almost 500 tons. The generics for action medeor are produced by pharmaceutical manufacturers now also found increasingly in Asian countries. Applying strict international quality standards, action medeor pharmacists carry out regular inspections to ensure the medicines are of high quality.

The pharmaceuticals are stored and stockpiled at action medeor's main base in Tönisvorst located in the Lower Rhine region of Germany. In an area of 4,000 m², action medeor keeps a stock of 160 different medicines which the World Health Organization (WHO) considers essential for the provision of basic healthcare. The organization's own customs warehouse allows action medeor to obtain medicines even from non-EU countries.

action medeor provides medical aid in emergency and disaster situations. In 2013, the organization was quick to respond after Typhoon Haiyan struck the Philippines and provide relief for people affected by the Syrian civil war. Medical aid is also provided, however, to ensure that people in developing countries receive high-quality medicines and medical supplies at an affordable price.

To this end, action medeor works closely with healthcare organizations in the recipient countries. Since its founding, the aid organization has established approximately 10,000 points of contact with partners in 140 nations worldwide. The minimum order volume is low enough that even the needs of smaller health posts can be satisfied through ac-

tion medeor. Medicines and medical supplies are provided at cost or are financed through donations.

In addition, action medeor makes medicines available at cost to other national and international aid organizations and to religious and non-religious institutions. The medicines must, however, strictly be used for statutory purposes.



"The humanitarian catastrophe in Syria concerns me greatly. I am glad that our medical supplies help at least to a degree to alleviate the suffering of these people."

Dirk Angemeer

Employee responsible for medical aid

Needs-based products – high quality at low cost

Efficient quality assurance ensures a consistently high quality of action medeor products. All manufacturers adhere to the GMP standard (“Good Manufacturing Practices”) of the World Health Organization (WHO) and are regularly inspected.

Medicines are produced in compliance with international quality standards and the current requirements of the British (BP), European (Ph.Eur.) and/or American (USP) Pharmacopoeia. All potential manufacturers undergo a prequalification process before they are considered as a supplier for action medeor. Pharmacists at action medeor examine quality-relevant documentation such as manufacturing licenses, specific company information (Site Master File) and audit reports. Where action medeor invites bids for specific products, each manufacturer is required to complete a product questionnaire which is reviewed by the organization’s own Pharmaceuticals department. Alongside production within the specifications (usually BP, Ph.Eur., USP) focus here is given to obtaining a wealth of other details. All suppliers are regularly inspected by the responsible state boards. In addition, action medeor conducts its own audits at contract manufacturers together with international pharmaceutical experts.

action medeor enjoys the status of a pharmaceutical company and is an authorized wholesale distributor under Sec-

tion 52a of the German Pharmaceutical Products Act (AMG). Product information labels are produced in up to four languages (English, French, Spanish, Portuguese) and affixed to the medicine containers at the contract manufacturers. All processes at action medeor which affect the quality and safety of medicines are governed by standard operating procedures, which are regularly reviewed and updated by the organization’s Quality Assurance department.

action medeor is under the oversight of the responsible state authority, the Düsseldorf District Council, which conducts inspections to ensure compliance with official pharmaceutical guidelines. Calls for bids for all new supplies are issued on international platforms based on the strict guidelines of the Humanitarian Aid & Civil Protection department of the European Commission (ECHO) to ensure vital transparency in the work of action medeor.



Quick medical aid in emergency and disaster situations

action medeor stores 170 different medicines and 450 different medical supply items in its warehouse—including ready emergency kits.

Each weighing almost one ton, the Emergency Health Kits contain supplies such as pain medication, bandages, surgical tools and anything else typically needed for disaster relief. A single kit can provide medical care to an average of 10,000 people for three whole months. Stockpiling of critical medicines, professional logistics management and cooperation with international organizations enable action medeor to act quickly and within 24 hours send these kits to countries around the world.

In November 2013, the Philippines were hit by a tropical storm that claimed the lives of more than 6,000 people and caused great damage to buildings and the environment. The dramatic images of destruction generated widespread compassion and caused many to support action medeor's Philippines Emergency Relief fund with donations. Twelve tons

of action medeor medicines and 18 portable water filters (PAUL) were shipped to the Philippine islands in the aftermath of the destructive Typhoon Haiyan and distributed to 53 health posts: emergency kits which included items such as antibiotics, pain medication and medicine against worm infections. To supply health posts in the affected regions with medicines, action medeor set up a separate medical supply distribution base in Cebu City.

The people in Syria affected by the civil war also urgently need medicines to provide the required healthcare. More than 150,000 lives have already been lost since conflicts began three years ago. Thousands have been injured to date and often cannot be adequately treated for lack of medical supplies in the hospitals. There is no safe passage for aid shipments into the besieged areas. But even as transportation proves difficult, reliable partners enabled action medeor in 2013 to get more than 152 tons of medicines into the crisis area.



action medeor pharmacist
Shushan Tedla in the stockroom
of the medical supply distribution
base in Cebu City on the Philippines

Syria &
Philippines

Help for health posts – fast routes in Tanzania

Medical aid and supplies for health posts is at the heart of the work of action medeor. In Tanzania, the charitable subsidiary action medeor International Healthcare gGmbH is a local partner with fast routes.

action medeor International Healthcare gGmbH

Value of supplied medicines:	1,216,612.73 euro
– of which donation-funded:	199,493.58 euro
Number of health posts supplied:	282
Number of staff:	15

In many African countries, healthcare especially in the rural regions is grossly inadequate. Very often, vital medicines are simply not available. In order to improve access to medical supplies here, action medeor decided in 2005 to set up action medeor International Healthcare gGmbH as a charitable subsidiary in Dar es Salaam in the east of Tanzania.

Aiming to strengthen local healthcare structures and improving the access to medicines, the subsidiary follows the same objectives as action medeor e.V. in Germany. Its work is focused on supplying locals with basic medicines and medical equipment. To this end, a transportation and distribution network was set up in order to reach not only the hospitals in the cities, but also small, remote health posts. Deliveries to all healthcare facilities in Tanzania that were previously supplied from Tönisvorst are now made directly from Dar es Salaam using either a trucking company or by bus.

Building a warehouse in Dar es Salaam has allowed action medeor to fill a critical gap in the supply of medicines. For an even faster route to medical supplies at many health posts in the south of Tanzania, action medeor subsequently went about in August 2013 and set up a second distribution base 600 km away in Masasi. The building for it was pro-

vided by the Bishop of Tunduru, Castor Paul Msemwa, on land in his diocese in Masasi. Valuable support in its fitout was provided by Hamburg-based intralogistics specialist Jungheinrich, a firm that for many years now has been a cooperation partner and supporter of action medeor and on this occasion again financed the storage equipment including small industrial trucks and shelving for the rooms.

The two local distribution centers are responsible not only for quality assurance, the entire supply chain and the storage of supplies; thanks to a team of now 15 highly qualified staff, they also offer competent advice on the type of medicines required. An increasing number of hospitals and health posts value and appreciate their reliable service and the deliveries even into the most remote places. In 2013, these two bases supplied 282 health posts with medicines and medical aid worth 1.2 million euro.

Staff at the medical supply
distribution base in Masasi

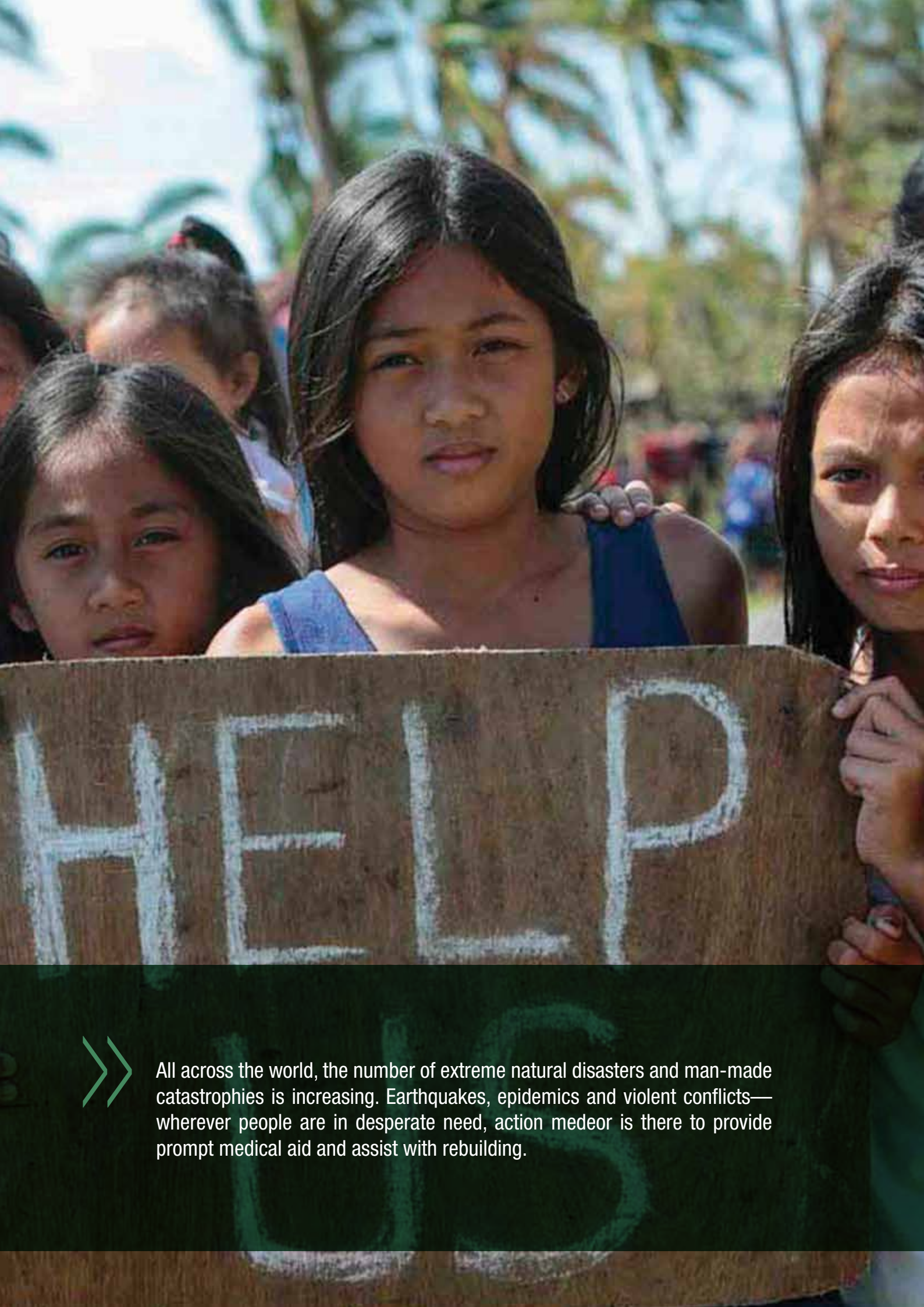
Tanzania



All medicines are provided at cost or—where health posts cannot afford to pay—are financed through donations from action medeor e.V. In 2013, 16 percent of the supplies were financed through donations.

The gGmbH is managed by voluntary directors Christoph Bonsmann and Bernd Pastors, who both also head action medeor e.V. in Tönisvorst. Fritz Steinhausen acts as the country director in Dar es Salaam.





All across the world, the number of extreme natural disasters and man-made catastrophies is increasing. Earthquakes, epidemics and violent conflicts—wherever people are in desperate need, action medeor is there to provide prompt medical aid and assist with rebuilding.

action medeor helps people in desperate need

Humanitarian aid projects

At the core of providing humanitarian aid is the desire to alleviate the suffering of people in urgent humanitarian need and to preserve the dignity of those affected—regardless of their origin, language, religion, political views, or gender. action medeor is committed to the humanitarian principles of humanity, neutrality, impartiality and independence. Once acute survival is ensured, it is vital to rebuild, and preferably improve, the destroyed healthcare structures and to help those affected to better cope with future crises. In 2013, action medeor implemented 20 humanitarian aid projects providing relief worth approximately 1.8 million euro. The humanitarian aid is financed through donations, foundations, and the Ministry of Foreign Affairs.

In order to provide emergency relief efficiently, transparently and in the best way possible, action medeor adheres to recognized international standards, including the Code of Conduct for international emergency aid organizations and the Sphere Project (Humanitarian Charter and Minimum Standards in Disaster Response). Emergency situations present great challenges, whether in the form of safety risks or badly damaged infrastructure. This makes local points of contact all the more important in order to assess the type of aid needed and its degree of urgency. Partner organizations in the affected countries, international and national alliance and network partners join with action medeor to ensure that the aid arrives safely and is utilized as quickly as possible on the ground. The specific nature of action medeor's involvement is agreed with national and international coordination agencies.

As a member of Aktion Deutschland Hilft (ADH), an alliance of twelve renowned German aid organizations, action medeor benefits from the pooling of resources of these member organizations. Where needed, Aktion Deutschland Hilft calls for donations, which it then prorates to the individual member organizations. In 2013, action medeor was allotted funds of 904,950 euro.



“I am extremely happy to see the progress that has been made at our projects in Haiti, Pakistan and Kenya. While there is still a lot to be done, the long-term improvements in the lives of the families there are already apparent for all to see. This is what encourages us.”

Alexandra Geiser

Employee responsible for humanitarian aid

Distribution of relief supplies and emergency care

Geography makes the Philippines highly vulnerable to regular natural disasters such as earthquakes, volcanic eruptions, flooding and typhoons. On November 7, 2013, Typhoon Haiyan hit the islands in the Pacific Ocean with speeds of up to 350 km/h leaving behind a trail of destruction stretching for hundreds of kilometers.

Vast sections of coastline were almost entirely wiped out; buildings and farmland suffered severe damage. Thousands of people had no access to clean drinking water and food for days after the typhoon hit. Flooding in coastal areas destroyed most of their livelihoods. People throughout the

land were in dire need for food. Medical care in the region was equally impacted by the destruction: almost 3,000 healthcare facilities were seriously damaged and could no longer be kept open. The health situation of those affected was precarious to say the least in view of the many injuries,



the lack of sanitary facilities and the devastation of health-care facilities. action medeor sprang into action only hours after the storm, supporting its local partner organizations Community-based Health Programme Tandag (CBHP) and Panay Center for Disaster Response (PCDR) in the distribution of relief packages and providing medical treatment in the disaster area.

More than 10,000 families could be provided with urgently needed supplies. Food (rice, pasta, beans, eggs, dried fish, sugar, and cooking oil) and hygiene products were sent to 7,700 families. In an effort to help people regain their livelihoods as quickly as possible and to help rebuild their lives, building materials and tool sets were added to the relief packages to repair homes, along with seeds for 3,000 families to plant their own vegetable gardens and for their fields. In addition, 18 portable water filters (Portable Aqua Unit for Lifesaving, or PAUL for short) were set up in communities lacking drinking water. These were installed in areas of particularly poor water quality and regions with exceptionally high levels of diarrhea, and handed over to the people after introductory training.

Helped by teams of doctors and other volunteers, almost 4,000 sick and injured people could be provided with medical care and medicines supplied by action medeor. As the typhoon had destroyed drinking water and sewage lines, and polluted wells, the risk of diseases caused by unsanitary water was great. Children especially were at risk. Thanks to action medeor many children could be treated successfully for diarrhea.

The children in Leyte and Samar, two areas particularly badly hit by the typhoon, received small toys as a Christmas present. Volunteers of CBHP organized group games for the children to let them forget their tragedy if but for a while.

Key project data:

Project region:	Leyte, East Samar and Antique (Philippines)
Project period:	November 2013 – February 2014
Total funding:	115,000 euro



action medeor employee Katharina Wilkin helps to unload the medical supplies

Philippines

Improving health, nutrition and hygiene

Over half of the population in Haiti is malnourished; the supply of clean drinking water is limited, and more than three quarters of the people have no access to sanitary facilities. Children are often the worst affected by this plight—their immune system is weaker compared to adults making them more susceptible to illnesses.

Together with its local partner organization Organizasyon Sante Popile (OSAPO) action medeor continues, three years after the massive earthquake, to be actively involved in rebuilding and improving healthcare services in the region. Its partner organization runs a health post with a catchment area of 52,000 people. action medeor supports OSAPPO by supplying medicines and technical equipment for solar power systems along with training workshops for medical personnel.

Three hundred malnourished children in the project are treated with personalized nutrition programs. Plans are underway to build a special center that will allow the necessary clinical procedures to diagnose and treat these patients. The Nutrition Center will also be used as a venue for educational events on healthy nutrition and will be geared to the needs of children. To help people permanently improve nutrition on their own, action medeor is currently assisting with the planting of 100 vegetable gardens. At the same time, people are given support in starting their own poultry farming.

Key project data:

Project region:	Montrouix, Rousseau (Haiti)
Project period:	February 2013 – January 2015
Total funding:	820,565 euro

As a starter pack, families are provided with gardening tools, seeds, poultry and animal feed. In workshops, they are equipped with the necessary knowledge so that many children can enjoy better nutrition, but also to ensure that their families are guaranteed a steady income. To improve the at times disastrous sanitary and hygiene situation of the people here, 300 households will receive help in building latrines.



Haiti

Children involved in a successful three-month nutrition program



Community-based disaster prevention

As numerous floodings over the last years have shown, Pakistan is highly prone to natural disasters. More than 25 million people have been affected since the flood of the century in 2010. In a disaster, however, the largely destitute population is often left to its own devices.

In September 2013, action medeor initiated a three-year disaster prevention project funded by the German Federal Ministry for Economic Cooperation and Development (BMZ). Together with its local partner organization, Participatory Village Development Programme (PVDP), it is helping 29 particularly vulnerable village communities in the Mirpurkhas district put in place appropriate preventive and preparatory measures. Flood-proof housing and evacuation centers are constructed in the hope to minimize losses caused by any future flooding.

In addition, action medeor is helping to train animal health workers and provide workshops for small farmers focused on smart agriculture and animal husbandry. The women are taught how to plant vegetable gardens and preserve food. These measures will help to stabilize the food situation in the long term and especially in disasters.

In order to incorporate these measures firmly enough to carry on beyond the project, local authorities are involved in these activities to increase their awareness of disaster prevention methods.

Key project data:

Project region:	Nankot, Mirpurkhas (Pakistan)
Project period:	September 2013 – August 2016
Total funding:	608,080 euro

A key component of all measures are education and training events. The project is designed to improve the self-help capacities of the people. To this end, village committees are set up at the start of the project to take over the organization and responsibility for all project activities in the long run. The aim is to enable them to help people in the future get themselves to safety before a flooding and to reduce potential damage to their livelihoods. Each village will also have a trained and equipped paramedic to provide any first aid required in the event of a disaster.



Family in front of their new and flood-proof home

Pakistan





Health is a human right. Yet many people worldwide are denied this right. Poor access to healthcare puts infants, pregnant women and mothers along with social and ethnic minorities most at risk.

Working alongside locals for permanent improvement

Development cooperation

Development cooperation projects are implemented with the aim to effect a permanent improvement in healthcare provided in poor countries and to fight diseases of poverty such as HIV/Aids, malaria and tuberculosis. Equally as important is the goal to set up basic healthcare services. In 2013, action medeor supported 23 healthcare projects in Asia, Africa and Latin America worth 1,221,431 euro. Almost 41 percent were funded by the German Federal Ministry for Economic Cooperation and Development (BMZ). The development cooperation projects are long-term and complex. They include prevention and awareness measures, but also medical treatment and advice for patients, along with basic and advanced training for local health personnel who will then relay what they have learned to their communities. In all healthcare projects action medeor relies on the cooperation of competent local partners. These local partner organizations know the needs and the realities in their own regions better than anyone.

A key aspect of this cooperation is to enhance the self-organization of the local project partners and to support them in the implementation of development activities which they have identified. Success is fostered through a constant dialog as equals based on clear criteria. Special focus is given to regular impact monitoring. The results achieved are checked against predefined target indicators, and all aspects of the project are documented on completion.

To ensure sustainability of the health projects, it is as important to provide training for project staff as it is to involve the local community actively in all aspects. The people in the projects not only benefit from improved medical services,

they themselves become important disseminators. Through awareness raising events, training measures and consulting services they acquire relevant health knowledge which they can then pass on to other people in their social environment to ensure continuous and effective change.



“It is utterly shocking to think that there are still hundreds of thousands of women dying during pregnancy and labor. I am glad that our projects help to educate and empower women.”

Andrea Eller

Employee responsible for development cooperation

Supporting health posts

People in the north of Kenya face many problems. It rarely rains, often not for months, with long droughts constantly causing a shortage of food supplies. Healthcare in the region is inadequate at best.

Health posts in the north of Kenya are few and far between. The roads are rarely paved and public transportation is very limited. People here often travel for hours to see a doctor. Generally, pregnant women therefore have no option but to give birth at home, without a skilled attendant present. As a result, the mortality rate for mothers and infants is very high.

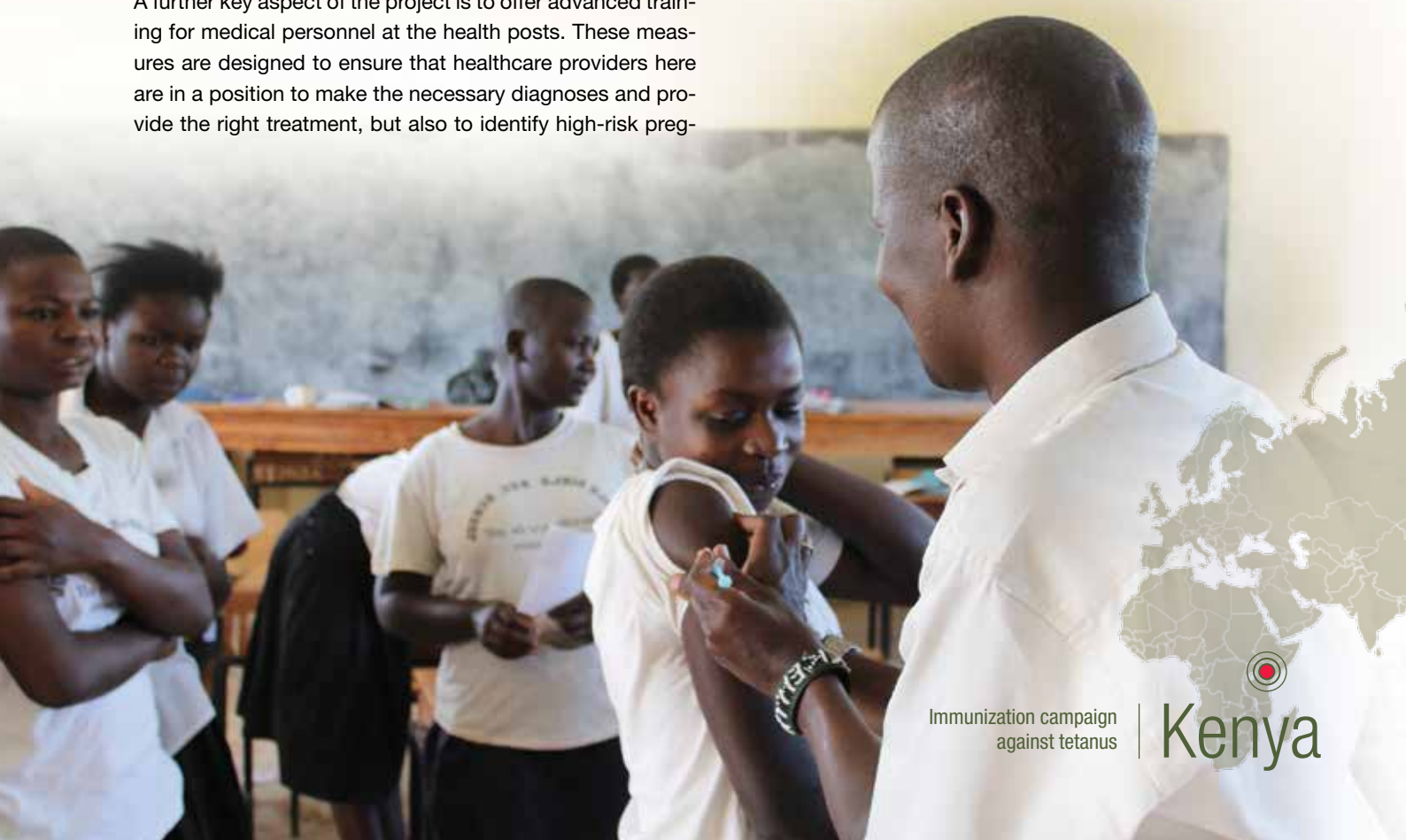
In order to improve healthcare in this area, action medeor supports seven health posts with a catchment area of 198,000 people—many of them nomads—in the regions of West Pokot, Turkana and Marsabit. In cooperation with the German Institute for Medical Missions (Difäm) and the African Inland Church (AIC), action medeor is providing existing health posts with the necessary equipment and undertakes vital renovations. Building work includes extensions for delivery rooms and in-patient treatment of expectant mothers, but also toilets and washrooms.

A further key aspect of the project is to offer advanced training for medical personnel at the health posts. These measures are designed to ensure that healthcare providers here are in a position to make the necessary diagnoses and provide the right treatment, but also to identify high-risk preg-

Key project data:

Project region:	Marsabit, Turkana and West-Pokot (Kenya)
Project period:	May 2012 – December 2014
Total funding:	618,000 euro

nancies early on. Many people come to the health posts with avoidable and actually simple illnesses; these, however, can easily become very serious because of malnutrition and poor hygiene. It is all the more important, therefore, to treat these people at an early stage and to ensure that they receive the right medication.



Fighting malaria and HIV/Aids

In Togo, malaria is one of the primary causes of death among children under five years. The country lacks funds and resources, with less than one doctor, pharmacist or nurse per 1,000 inhabitants.

In order to promote malaria awareness effectively, action medeor partnered up with Amitié et Action pour le Développement (2AD) to train three people in each of 50 villages to act as disseminators in malaria prevention. Their role is to teach the villagers about preventive measures to reduce malaria infections. This primarily includes the elimination in and near the home of potential breeding grounds of the Anopheles mosquito which transmits the disease, and the use of mosquito nets at night.

7,500 impregnated mosquito nets are distributed at a heavily subsidized price. At interactive events and in discussion sessions, the 2AD staff show residents how to use and look after their nets properly. Almost 70 percent of the villagers now sleep under mosquito nets. The drama group which is part of the project primarily raises awareness of HIV transmission routes and appropriate preventive measures, and is very popular with the people. A movie with subsequent discussion rounds out the HIV/Aids education package.

Key project data:

Project region:	Maritime, Plateaux, Central and Kara (Togo)
Project period:	January 2013 – December 2015
Total funding:	194,000 euro

In twelve health centers, around 30,000 children and adults receive treatment against malaria at no cost. People now visit the health centers at the first signs of malaria to be tested. This helps significantly to reduce spreading of the disease. The number of serious malaria cases in the project villages has already started to go down.



Awareness event to fight malaria and HIV/Aids

Togo

Basic healthcare

The farming and indigenous population in the far south of Mexico has insufficient access to healthcare. The mortality rate of mothers and newborns is exceptionally high. The number of children dying is worrying, often from illnesses that could easily be treated and cured with basic care.

The rural population in general has very few ways of obtaining information on healthcare, and specifically, on sexual and reproductive health. The nearest public hospital is in Tapachula, a three-hour drive from the project site. For many people it is impossible to get there for financial, social and cultural reasons. The majority of women deliver their babies at home. Some have the help of traditional midwives who also provide pre- and postnatal care and support, and advise the families. These midwives, however, have mostly acquired their knowledge through “learning by doing”. A very common problem here in this region is also teenage pregnancies, making it all the more important to raise awareness of sexual and reproductive health and rights.

The project, which is run in cooperation with the grassroots organization Madre Tierra México, aims to improve basic healthcare in rural areas, and specifically, to provide medical care for pregnant women. To this end, a health post with a maternity unit was set up which can look after up to 250 pa-

Key project data:

Project region:	Union Jamayca community, El Triunfo, Chiapas (Mexico)
Project period:	October 2011 – September 2014
Total funding:	470,060 euro

tients per month. In addition, traditional midwives who enjoy trust in the community are given further training. Another key aspect of the work in this region is raising healthcare awareness through campaigns, and specifically, addressing the issue of sexual and reproductive healthcare.



Team at the new health center

Mother and child health

The mortality rate for mothers in Guatemala is among the highest in Latin America. In 2011, 153 in 100,000 women died during or as a result of pregnancy, comparing to seven in 100,000 in Germany.

In the project region of Izabal in the east of the country, the mortality among women is significantly higher than in any other region of Guatemala. The healthcare which pregnant women receive through the public health system here is exceptionally poor. More often than not, there is no prenatal care available for these women, the next doctor is usually too far away. Traditional midwives often are inadequately trained and do not have the proper tools they need. Less than half of all women in the Izabal department give birth with a doctor or a nurse present.

In order to improve the situation for women in Guatemala, eight instructors will be given responsibility after proper teaching to deliver basic and further training to 60 traditional midwives. Through internships in a hospital, they will gain additional understanding of modern, conventional medicine. The midwives are also provided with appropriate equipment for their work.

A further component of the project focuses on educating schoolchildren to be disseminators among their peers to raise awareness in their schools of issues such as teenage pregnancy in an effort to reduce the high numbers of cases here.

Key project data:

Project region:	Livingston, Izabal (Guatemala)
Project period:	October 2013 – March 2016
Total funding:	152,412 euro



Guatemala

Participants in the further training as midwives with action medeor employee Christina Padilla





Building competencies is central in the work of action medeor. The pharmaceutical advisory services we provide are designed to help promote local production of medicines. Our aim is to transfer knowledge to local professionals and enable them to deliver the required pharmaceutical and medical aid by themselves.

Building competencies through knowledge transfer

Pharmaceutical advisory services

Millions of people do not have access to affordable, high-quality medicines. This is due in part to a lack of proper medical infrastructure and qualified personnel. By providing pharmaceutical advisory services, action medeor aims to achieve effective and lasting improvements to the quality of healthcare in poor countries. This includes the local production of medicines based on satisfactory quality standards. Funds for research and development in developing countries, however, are insufficient at best. Yet it is here that the need for research into preventive measures, diagnosis and therapy options for malaria, HIV/Aids and other diseases of poverty is greatest. One of the key focal points of action medeor therefore is to train professional pharmaceutical personnel in order to help promote the local development and production of medicines.

To enable the development of medicines and to increase their availability, action medeor also supports the pharmaceutical learning and development laboratory at the Muhimbili University of Health and Allied Sciences (MUHAS) in Dar es Salaam (Tanzania). Focus in the development here is given specifically to medicines against HIV/AIDS and malaria. Next to its own research activities, the learning and development laboratory called Pharm R&D Lab also takes on the task of supporting regional pharmaceutical suppliers in the manufacture of generics and providing practical training to pharmacy students.

Through the training of professional pharmaceutical personnel action medeor is able to help the local workforce break the cycle of diseases and poverty. Supported by the German Society for International Cooperation (GIZ), action

medeor runs workshops and training courses on the topic of good manufacturing practices (GMP) for employees in pharmaceutical companies. The workshops aim not only to educate the participants on the main aspects of basic GMP, but also to introduce changes to international guidelines and the prequalification program of the WHO. The training measures focused on the development and quality control of generics also address specific challenges and difficulties in a local context.



“action medeor is in regular contact with non-European pharmaceutical manufacturers. I am pleased to see that progress has been made here in the manufacture of medicines based on GMP standards.”

Dr. Irmgard Buchkremer-Ratzmann

Employee responsible for pharmaceutical advisory services

Basic pharmaceutical training

South Sudan is the world's youngest state. Since its independence from Sudan in July 2011, after more than 30 years of civil war, South Sudan is now a nation in need of reconstruction. Despite peace agreement and independence, the state continues to be plagued by conflicts.

Key project data:

Project region:	Eastern Equatoria State (South Sudan)
Project period:	January 2013 – September 2013
Total funding:	55,500 euro

The state, still much in its infancy, lacks trained pharmaceutical personnel. Medicines at the health posts are dosed, dispensed and stored by staff largely without proper pharmaceutical qualification. The lack is particularly acute at health facilities in rural regions.

In order to improve "Medicine Management und Rational Drug Use" skills, action medeor joined its local partner or-

ganization Ecumenical Pharmaceutical Network (EPN) to provide basic pharmaceutical training for 23 employees at health centers in Eastern Equatoria. Teaching the two modules "Rational drug use" and "Pharmacy practice for health posts", content included aspects such as essential medicines, ordering and stockkeeping, pharmaceutical advice on issues like optimal dosages and instructions on proper use.

The training was complemented by supervisory visits to the workplace. It aims to improve the quality of medical care and, with it, the safety of all recipients. Training local personnel ensures that the improvements made can be carried into the future. Five health posts were also fitted with proper shelving for medicine storage.



Participants of the basic pharmaceutical training course with action medeor pharmacist Shushan Tedla

South Sudan

Further training of professionals

The analytical laboratory at the Faculty of Pharmacy and Pharmaceutical Sciences is part of the Kwame Nkrumah University of Science and Technology (KNUST) in Ghana. It is a key center for pharmaceutical analysis that examines and assesses the quality of medicines.

Staff at the faculty are significantly involved in ensuring the safety of pharmaceutical products and help to identify counterfeit medicines. action medeor supports their work by supplying laboratory equipment, active pharmaceutical ingredients, and basic materials such as membrane filters and disposable syringes.

In addition, action medeor funded a study here on the stability and optimal storage of antibiotics. In the study, students conducted a survey on the use of antibiotics in hospital wards and public drugstores, and compiled information on optimal storage and administration of medicines.

In order to improve qualifications and the supply of medicines, action medeor assists the university in its efforts to provide further training for pharmaceutical professionals in public institutions and the pharmaceutical industry in Ghana. In workshops over several days, the participants are trained alongside a team of international and local experts and assistants both in theoretical classes and practical

laboratory work. The program includes lectures on alternative test methods for medicines and the analysis of pharmaceutical ingredients, but also practical lab work on analysis equipment used for the quantification of substances.

Key project data:

Project region:	Kumasi (Ghana)
Project period:	April 2012 – March 2013
Total funding:	30,396 euro



Student at the Faculty of Pharmacy and Pharmaceutical Sciences analyzing different antibiotics



Ghana

The projects at a glance

	Continent	Country	Project focus
Humanitarian Aid	America	Haiti	Healthcare and nutritional therapy for children and their families affected by the 2010 earthquake
		Haiti	Healthcare and education for children and their families affected by the 2010 earthquake
		Haiti	Medical relief and food security for Hurricane Sandy survivors
		Haiti	Health improvement for children through access to medical care, food security and sanitary facilities
		Haiti	Renovation and equipment of the St Joseph primary school and mobile clinics
		Haiti	Healthcare and nutritional therapy for children and their families affected by the 2010 earthquake
		Haiti	Student sponsorships
	Asia	India	Improvement of access to the health system and food security for Yanadi families
		India	Medical relief and food security for Cyclone Phailin survivors
		Japan	Psychosocial care
		Japan	Distribution of relief packages to the disabled
		Japan	Construction of a memorial site and a meeting center for tsunami victims
		Japan	Acquisition of a disabled-friendly vehicle for the Japan Disability Forum
		Pakistan	Improvement of preventive healthcare and information
		Pakistan	Improvement of the drinking water quality and of hygiene awareness
		Pakistan	Restoration and promotion of resilient livelihoods through community-based disaster prevention
		Pakistan	Distribution of relief packages
		Pakistan	Disaster prevention through construction of flood-proof housing
		Philippines	Distribution of relief packages and medical care for typhoon survivors
		Philippines	Distribution of relief packages for typhoon survivors
Development Cooperation	Africa	Ghana	Improvement of mother and child health in 20 villages
		Kenya	Improvement of the healthcare situation
		DR Congo	Medical and psychosocial care for HIV patients
		DR Congo	Malaria and HIV/Aids awareness and distribution of mosquito nets
		DR Congo	HIV/AIDS awareness and tests, and setup of test centers
		South Africa	Training courses for healthcare personnel to improve the services in an HIV/Aids clinic
		South Africa	Construction of a larger HIV/Aids therapy and advice center
		South Africa	Training of home-based caregivers of HIV/Aids patients
		Tanzania	Fighting malaria: Construction of a children's ward, renovation of a hospital, awareness
		Tanzania	Medical equipment for maternity units
		Togo	Income-producing measures and setup of a medicine solidarity fund for HIV/Aids patients
		Togo	Improvement of the sexual and reproductive health and rights of young trainees and sex workers
		Togo	Fighting malaria and HIV/Aids
		Uganda	Improvement of healthcare for grandmothers
		Uganda	Improvement of healthcare for pregnant women with HIV
	America	Bolivia	Improvement of the sexual and reproductive health and rights of young people
		Guatemala	Improvement of the health of mothers in indigenous communities and further training for traditional midwives
		Guatemala	Improvement of basic healthcare through training of health promoters and use of traditional medicinal plants
		Guatemala	Further education of teachers with focus on sexual and reproductive health and rights
		Guatemala	Improvement of the health of mothers and newborn babies: Awareness and further training for midwives
Pharmaceutical Advisory Services		Colombia	Prevention of gender-based violence and sexually transmitted diseases
		Mexico	Construction of a health center with maternity unit, training of promoters and midwives
	Asia	India	Provision of medical equipment for the treatment of leprosy patients
	Africa	Ghana	Support of the analytical laboratory at the University of Science and Technology, further training of professionals
		Ghana	Feasibility study for an analytics and bioequivalence laboratory
		Kenya	Training for the state boards of the East African Community: "Good Manufacturing Practices" and "Good Regulatory"
		South Sudan	Basic pharmaceutical training for health post employees
		Tanzania	Product development of HIV/Aids medicines
		Tanzania	Support of the development of secondary reference substances
		Tanzania	Technology transfer, local production of antiretroviral drugs
	Asia	Philippines	Setup and operation of an emergency dispensary in Cebu

	Period	Project partners	Funding providers	Total funding 2013 (euro)
	February 2012 – February 2015	FEJ	Stiftung RTL	122,171
	March 2012 – May 2014	CSDI, Sofonias	Stiftung RTL	183,124
	December 2012 – January 2013	FEJ, NPH, OSAPO	ADH, Stiftung RTL	9,903
	February 2013 – January 2015	OSAP0	Stiftung RTL	543,679
	May 2013 – February 2014	CSDI	Rhein-Zeitung/HELFT UNS LEBEN	50,185
	October 2013 – August 2014	FEJ	Rhein-Zeitung/HELFT UNS LEBEN	11,846
	January 2012 – December 2014	Don Bosco Mondo	Stiftung RTL	18,266
	May 2012 – May 2014	GARDS	Oedt-Stiftung	6,018
	December 2013 – December 2013	GARDS		7,814
	June 2012 – March 2013	NICCO	ADH	9,828
	June 2012 – January 2013	AAR Japan	ADH	24,758
	September 2012 – March 2013	NICCO	ADH	1,003
	September 2012 – January 2013	AAR Japan	ADH	5,407
	July 2011 – February 2014	PVDP	ADH	74,511
	June 2013 – January 2014	PVDP, University of Hyderabad	ADH, Hilfswerk der Deutschen Lions	34,323
	September 2013 – August 2016	PVDP	BMZ, ESÜH	45,829
	October 2010 – October 2013	PVDP	AA	63,938
	March 2013 – September 2013	PVDP, arche noVa	ADH	124,109
	November 2013 – January 2014	CBHP	ADH	42,438
	November 2013 – February 2014	CDRC, PDRC	ADH	42,782
	October 2013 – December 2013	ATBAWA		7,718
	May 2012 – December 2014	AIC, Difäm	ADH, Difäm	240,260
	January 2010 – December 2013	Pharmakina		45,736
	November 2012 – October 2015	AFPDE	BMZ	90,679
	November 2013 – October 2016	APED	BMZ	89,567
	July 2013 – March 2014	Thabang Society	Lappe-Stiftung	25,038
	December 2011 – June 2014	Thabang Society	BMZ	146,264
	July 2012 – September 2013	ELIM		1,342
	November 2007 – March 2013	Diocese of Mbinga	Stiftung RTL	30,014
	August 2012 – May 2014	Catholic Archdiocese of Arusha	FedEx Express	87,063
	October 2010 – October 2013	ARBES II		287
	November 2012 – October 2015	PSAS	BMZ	95,693
	January 2013 – December 2015	2 AD	Stiftung RTL, Lappe-Stiftung	91,760
	December 2013 – November 2014	PEFO		7,306
	December 2011 – December 2013	ACCOD Better Care		9,945
	August 2013 – April 2017	CSRA	BMZ	118,022
	January 2009 – March 2013	PIES de Occidente	BMZ	22,170
	January 2013 – December 2014	Menachor		31,774
	March 2013 – October 2013	PIES de Occidente		17,430
	October 2013 – March 2016	Ak'tenamit	BMZ	14,937
	July 2010 – February 2014	Taller Abierto	BMZ	60,651
	October 2011 – September 2014	Madre Tierra Mexico	BMZ	101,566
	February 2012 – January 2013	Dr. Rousselot		3,505
	April 2012 – March 2013	KNUST	FedEx Express	30,427
	November 2013 – Februar 2014		GIZ	3,033
Practices"	November 2013 – April 2014		GIZ	1,924
	January 2013 – September 2013	EPN	ADH	68,677
	April 2011 – April 2015	MUHAS		4,639
	June 2013 – December 2014	MUHAS, TFDA	Lappe-Stiftung	3,288
	December 2006 – June 2014	TPI	EU	122,468
	November 2013 – February 2014	Don Bosco Mondo	ADH, Hilfswerk der Deutschen Lions, Stiftung RTL	26,943

2013: The year in review



January: Anke Engelke in Togo

That a child dies for lack of treatment which costs as little as one euro is an unacceptable tragedy to Anke Engelke. "This is unthinkable here in Germany. In Africa, it's all too common." As an ambassador of action medeor, she therefore dedicated 125,000 euro, which she had won in the German celebrity quiz "Who wants to be a millionaire" with Günther Jauch, to a malaria project in Togo. Visiting the project, she saw for herself how people in the villages are educated on malaria protection and are given life-saving medicines for the illness.

February: Pharmaceutical Conference

In cooperation with the German Society for International Cooperation (GIZ), action medeor had invited attendance at the Gustav Stresemann Institute in Bonn. The focus of the conference was on local production as an opportunity to improve the healthcare situation in developing countries. Its aim is to make quality medicines available at affordable prices



March: CSR conference in Tönisvorst

Corporate social responsibility is now firmly anchored in business practice. But is CSR also a success factor for small and medium sized companies? In cooperation with Machart and IMB, action medeor invited interested businesses to an exchange of experiences.



April: Parliamentary panel with Anke Engelke

"No child should die from malaria!" In order to mobilize even more people to help fight malaria, action medeor participated in a parliamentary discussion panel at the German Bundestag in Berlin, ahead of the World Malaria Day on April 25. Anke Engelke reported on her project trip to Togo.

May: Evangelical Church Assembly

Water, hygiene and basic medical supplies were the topics of action medeor at the 34th German Evangelical Church Assembly in Hamburg. Our partner organization Help e.V. in Bonn also informed delegates about the most urgent types of help required after a disaster.



action medeor at the German Development Day

At the 1st German Development Day in Bonn, young people in particular were keen to hear more about aid options and direct involvement on the ground.

July: International Lions Convention in Hamburg

The Portable Aqua Unit for Lifesaving (PAUL) was a key component of joint aid delivered by the German Lions aid organization (HDL) and action medeor. As a portable water filter, it enables water to be supplied even to remote areas. action medeor provided relevant information to an international audience at the Lions Convention in Hamburg. A welcome visitor to the action medeor booth was HDL Council Chair Professor Dr. Jörg-Michael Kimmig (left).



Season starts with Family Day at Fortuna Düsseldorf

Attending the day with the slogan "1:0 against malaria", action medeor joined Fortuna Düsseldorf for the start of the season. It was an opportunity for the organization to debut its white and red charity mug, which the soccer players had designed in support of action medeor. One euro of every mug sold is donated to the fight against malaria.



September: Volunteer Day in St. Tönis

The 1st Volunteer Day was organized to introduce the activities of all clubs and organizations. Its aim was to highlight the diversity involved in this unpaid yet invaluable work. The work of action medeor has been supported for many years now by a good number of volunteers.



Water Exhibition at action medeor

Water means life. It is our most important resource. Dirty water, however, causes diseases such as diarrhea, cholera or typhoid. The exhibition focused also on "virtual water", i.e. the amount of water that is needed to produce a product, including water that is not necessarily visible in the final product.



November: Visit from Sr. Dr. Raphaela Händler OSB

Sr. Dr. Raphaela Händler OSB was scheduled to come anyway, but when Typhoon Haiyan struck, her visit took on a different meaning. Her fellow nuns work at the Divine Word Hospital in Tacloban in the Philippines. As the only functioning hospital in the wake of the disaster, action medeor shipped off medicines within 24 hours.

December: Christmas Gala in Krefeld

With the scent of cookies in the halls, Krefeld's Seidenweberhaus was packed to the last seat. The guests were treated to musical delights by the Brass Band Düren with amateur musicians, music students and professional musicians. The African Gospels beautifully performed by the Kinduku choir from Ghana had virtually everyone on their feet, while the Ass-Dur duet with Dominik Wagner and Benedikt Zeitner incited great fits of laughter. The evening was moderated by WDR 2 radio presenter Steffi Neu.



Support through campaigns and initiatives

For the past 50 years, many people have supported the work of action medeor. Regularly or for a time, for a specified purpose or unrestricted in nature—a good many actively engage to help those in need.

The wide support was generated not least through national media coverage reporting especially on disaster relief for people in the Philippines. Many different fundraising campaigns were featured and acknowledged particularly in the regional press. action medeor is delighted about the numerous fundraising initiatives organized by kindergartens, school classes, parishes, and many dedicated campaigners. Here are a few representative examples of these activities.

Kids make music to aid kids

Vincent (violin), Philipp (cornet) and Frederic (saxophone) are good friends. The three of them teamed up to make music in a pedestrian mall—in front of a sign made by Philipp's sister Hanna which announced, "All money you give will be donated to action medeor. You can save a child's life for only 1 euro. That's the cost of medicine for malaria." Rightly proud of their efforts, the kids raised a total of 52.32 euro. The money was presented to action medeor—with a complimentary musical performance.

Campaigning with bunny ears

Pierrick, Philipp, Bastian, Katharina and Hanna joined the fight against malaria with bunny ears and collection tins: Raising 239.49 euro on Easter Saturday by selling hand-made craft, the funds went to malaria projects run by action medeor.

Kindergarten kids sell for Syria

Knowing of the dire situation of people in Syria was not enough for the kids at the Lobberich kindergarten—they wanted to help. Kindergarten nanny Hayfa Kassas from Aleppo had told them about the plight of people in the civil war stricken country. Head of the kindergarten Andreas Zorn and his team consequently organized a flea market in the kindergarten. "We raised 800 euro," said Andreas Zorn, "all the kids and many of the parents were involved." Assya, Amani, Eva, Rike, Zaynab, Richala, Tarik, Amina, Mila and Gianna presented the donation to action medeor on June 30

Sponsored school run

Many schools, communities or groups get active not "just" once but on a regular basis—such as the Realschule Leonardo da Vinci in Tönisvorst. Every year, the students and teachers at this secondary school do a sponsored run before the summer break, and every time, action medeor receives half of the sponsored money.

Involved: Princess, Punch and Crocodile

The Punch and Judy show Zipfelmütze from Tönisvorst gave several performances for kindergarten kids and their parents during the fall. The youngsters paid admission, the parents were asked for a donation. Sabine Gnad, Claudia Keller und Claudia Ludwig presented action medeor with a check for 150 euro.





Help for the typhoon victims

The shock over the damage caused by Typhoon Haiyan on the Philippine islands left many people with one thought: "We must help these people!" The students at the Michael Ende grammar school in Tönisvorst translated it into action by baking cookies and making jam. Along with handcrafted stars, the goodies were sold in support of the typhoon victims. Candles for sale at the parent teacher conference were offered at a marked up price. In total, the school raised 3,320 euro, which it presented to action medeor just before Christmas.

Spontaneous idea with consequences

The St Martinus parish church in Rheurdt was due to be renovated and needed to be cleared out. With so much space now available, Vicar Norbert Derrix and Sexton Ulli Bodden had an idea: "We organized a benefit concert for our friends in the Philippines. Quite a few clubs and musicians got involved in the event, some even joined spontaneously on the day; we sold coffee and cake and took a number of collections." Adding up donations at the end of the day, the organizers could hardly believe their eyes: they had raised more than 6,000 euro.

Donating for health

A big thank you also to all who contributed to the action medeor endowment. Their commitment and generosity made it possible for the action medeor Foundation set up in 2001 to keep growing. In 2013, foundation assets rose to around 1.11 million euro—providing a solid basis for the work of action medeor. The interest generated from these assets is dispersed each year to address the needs and opportunities of the various action medeor projects.

The benefactor loan introduced in 2012 offers an option of support whereby the loan itself remains intact and is repaid in full at the end of the loan period. Funds made available in

this way work for a good cause, as the interest received on it is used to support the work of action medeor. In 2013, the total loan amount rose by a further 50,000 euro to 155,000 euro.

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. The Felix Wiemes Foundation Fund set up on August 3, 2013, for instance, is committed to improving pharmaceutical training at the School of Pharmacy, which is part of the Muhimbili University in Dar es Salaam. From 2014, the interest generated from this fund will make it possible to present annual awards to at least three outstanding students.

Legacies left to action medeor

Special thanks, however, are reserved particularly for all those who have left a part of their life's work to action medeor. Sadly, action medeor cannot express its deep gratitude to them in person. Their legacies help realizing the vision of providing health for all, worldwide. In 2013, action medeor e.V. received 283,149.93 euro from several legacies. 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: +49 2156 9788-173

Email: linda.drasba@medeor.de

Companies get involved – at regional and national level

Companies today increasingly engage in corporate social responsibility. For many, it has become a standard component of their operating practice.

Be it a donation, a collection box at the reception, or a sponsored run in aid of a project—the support which action medeor receives from companies originates from a variety of creative ideas. To all, action medeor would like to express its most sincere gratitude! “Cake for a cause” organized by staff at C&A in Düsseldorf, for instance, raised a “calorific” 1,046.27 euro for action medeor.

From 2011 on, action medeor has been receiving invaluable support from Jungheinrich AG in Hamburg. Since 2012, more than 1,200 employees of the intralogistics specialist have donated the amount after the decimal point on their pay slips to action medeor. The total raised is doubled by Jungheinrich at the end of each year and donated to our organization, together with the tax relief which the company receives on its donation. In all, this charity drive alone generated 25,054.17 euro in 2013. A further key aspect of our cooperation is support in the form of intralogistics know-how and storage technology. In 2013, Jungheinrich donated high racks for our enlarged warehouse in Tönisvorst. Our second pharmaceutical warehouse in Masasi in the south of Tanzania also benefited from our long-term cooperation with this company. Jungheinrich financed the equipment of this warehouse including industrial trucks and shelving units.

In equal manner, our partnership with FedEx Express since 2012 has provided action medeor with invaluable support, helping to improve the health of mothers and children in the north of Tanzania through United Way Worldwide. Thanks to the donation of around 45,710 euro, we were able to supply a hospital and a new maternity unit in the Endulen region with medicines and medical equipment.

A very special thanks also to the businesses located in the Lower Rhine region. At its 120th anniversary, agricultural machinery supplier Moerschein in Tönisvorst, for example, asked for a donation to action medeor instead of gifts, raising the tidy sum of 4,575 euro in aid of our work. Car dealer Hülsemann, a further long-standing cooperation partner of ours, donated one euro for every guest that came to a corporate event, rounding up the total to an even 1,500 euro. Hülsemann is also the main sponsor of our annual Christmas gala—with further support for many years now from the Volksbank Krefeld and Sparkasse Krefeld.





In kind donations for “extra” relief

The relief which action medeor provides through medicines and medical supplies is largely financed through donations. In kind donations from pharmaceutical companies enable action medeor to offer aid on an even bigger scale.

In emergencies and disasters, our aid organization has an acute need for large quantities of essential medicines, medical equipment and supplies. Relief supplies financed through donations are shipped out as quickly as possible. Many German companies are among those that desire to play their part and provide products as in kind donations. Just how invaluable these contributions are to people in need is more than obvious from the loyal commitment of the many in kind donors of action medeor.

Be it pain medication, antibiotics, anesthetics, bandages and respirators for the many Syrians affected by the civil war since 2011 or medicines and medical equipment for people in the Philippines thrown into a desperate situation by Typhoon Haiyan. Thanks to a large number of in kind donations, action medeor was able to get large relief packages to these crisis areas in the quickest time possible. In 2013, a total of 34 companies in the pharmaceutical industry provided action medeor with in kind donations. Products worth around 1.45 million euro were donated and sent all over the world. Health posts and hospitals in many countries benefited from this aid.

One such company that has supported action medeor in the past and will continue to cooperate with us is STADApHarm. The pharmaceutical supplier from Bad Vilbel has donated medicines on numerous occasions since 2010. In the preceding year, STADApHarm once again joined with action medeor in close partnership, as Managing Director Lothar

Guske reports: “As a pharmaceutical company, we obviously foster great social awareness and want to provide help where it’s needed most. action medeor is a reliable partner that lives up to our aspirations. Thanks to close dialog with its committed team we always know in which projects our medicines are used. This is why we will continue in the future to support the relief efforts of this organization.”

Although urgently needed, action medeor can only accept in kind donations that meet stringent quality criteria. These include that medicines and medical products qualify for use in developing countries. One or several action medeor partners with specific need and applications must be identified. The medicines must also be on the “List of Essential Medicines” of the recipient country, meet the quality criteria of the donor and recipient countries, and come from a reliable source.

In kind donations enable action medeor to provide more aid than would be possible with monetary donations alone. Our aid organization welcomes every opportunity to consider relevant offers from pharmaceutical companies.

Overview of relief provided, donations and third-party funding

Expenditures for medicines

100% / Total:

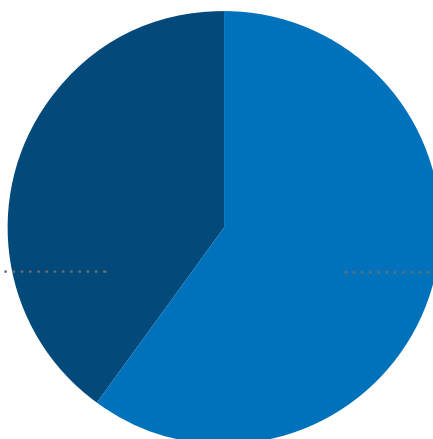
7,091,381.95 euro

40% Donation-funded supply

2,836,420.22 euro

60% Supply at cost price

4,254,961.73 euro



Expenditures for aid projects by department

100% / Total:

3,166,125.21 euro

58.64% Humanitarian aid projects

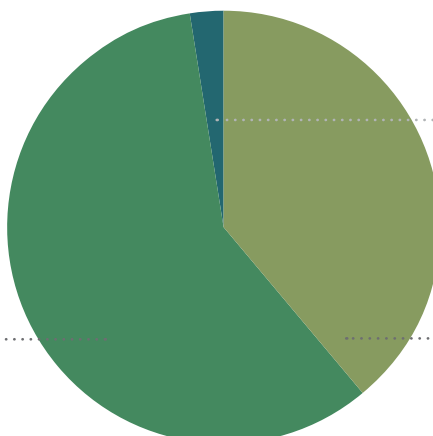
1,856,709.72 euro

2.43% Pharmaceutical advisory services

76,878.97 euro

38.93% Development cooperation projects

1,232,536.52 euro



Total expenditures*

100% / Total:

12,689,415.48 euro

13.76% Expenditures for communications, fundraising and education

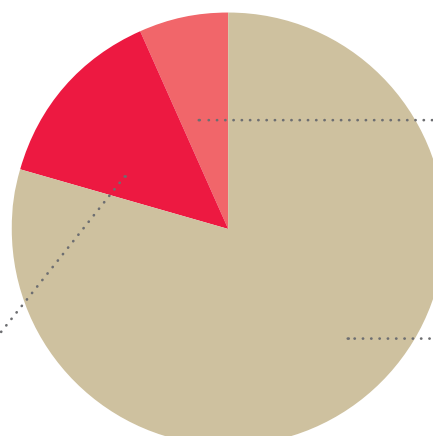
1,745,751.23 euro

6.60% Administrative costs

837,932.60 euro

79.64% Project expenditures**

10,105,731.65 euro



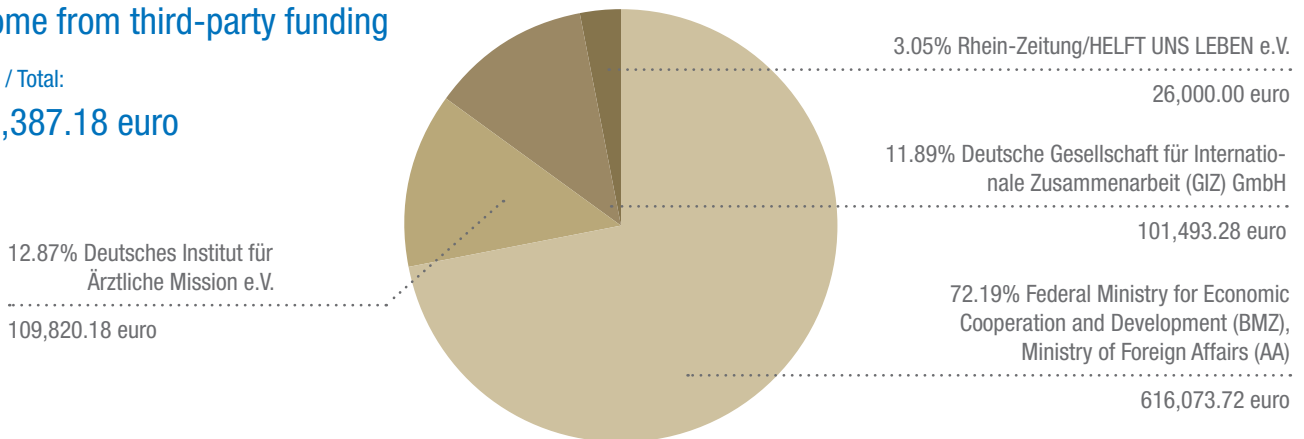
* including staff costs

** includes project funding (9,432,798.49 euro) and project oversight (103,836.72 euro)

Income from third-party funding

100% / Total:

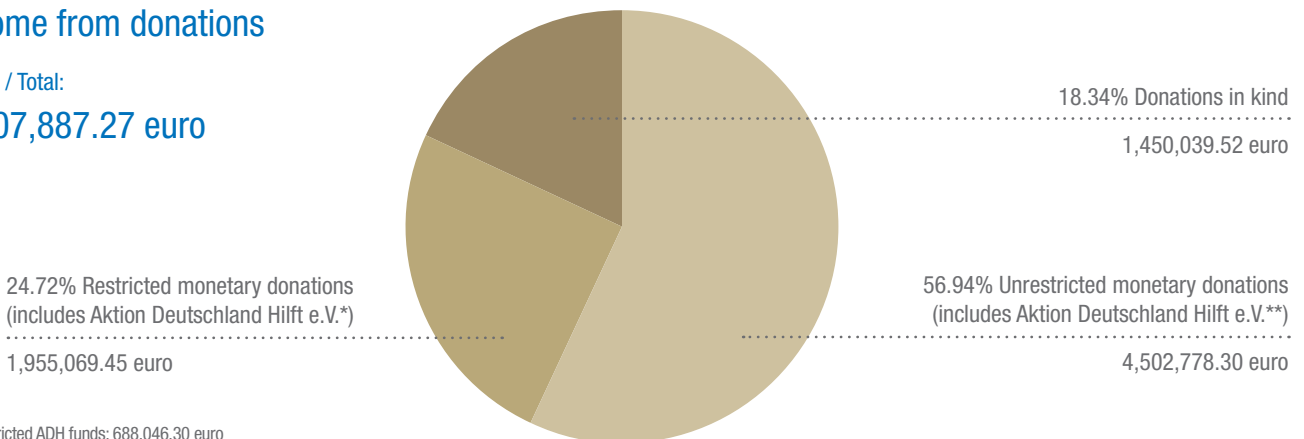
853,387.18 euro



Income from donations

100% / Total:

7,907,887.27 euro



* Restricted ADH funds: 688,046.30 euro

** Unrestricted donations from ADH funds: 216,906.70 euro

action medeor places great emphasis on the transparent and responsible utilization of donations. Relative to the total budget, expenditures for communications, fundraising and educational activities made up a share of 13.76 percent. In this context, action medeor uses a diversity of information carriers and media including press releases, advertising, fundraising letters, brochures and flyer, website and social media, but also personal approach through street campaigns, information stands and talks in schools. Every action is taken in the most cost-effective manner. Where possible, advertising is done at no cost or on exceptionally favorable terms. Please refer to the action medeor website for a detailed list of service providers that cooperate with action medeor.



The German Central Institute for Social Issues (DZI) regularly audits charity organizations such as action medeor with respect to their legitimate and cost-effective use of donated funds. action medeor has received the DZI donation seal of approval every year of its existence.

In addition, action medeor is a member of the German Donations Council (Deutscher Spendenrat), an umbrella association of charitable donation organizations.



Balance sheet as of December 31, 2013

Deutsches Medikamenten-Hilfswerk action medeor e.V.

ASSETS (in euro)	2013	2013	2012
A Fixed assets			
I. Intangible assets	62,928.58		55,026.67
II. Tangible assets	3,162,776.78		3,304,145.30
III. Financial assets	116,743.14	3,342,448.50	116,523.62
B Current assets			
I. Stocks			
1. Raw materials and supplies	2,380,652.52		2,673,292.79
2. Advance payments	36,108.04	2,416,760.56	0.00
II. Accounts receivable and other assets			
1. Accounts receivable	392,224.11		159,814.30
2. Due from affiliated companies	289,263.99		198,665.67
3. Other assets	440,203.21	1,121,691.31	86,778.69
III. Receivables from large projects		547,191.01	526,998.00
IV. Investments		56,599.00	57,940.00
V. Cash in hand and at bank			
1. Cash in hand	4,226.60		5,116.29
2. Cash at bank	3,990,912.93	3,995,139.53	4,105,223.11
C Prepayments and accrued income		9,360.46	11,016.40
		11,489,190.37	11,300,540.84
LIABILITIES (in euro)	2013	2013	2012
A Net assets			
as of 1/1/2013	9,731,008.55		10,444,799.19
Legacy funds	225,000.00		-170,250.26
Reversal of reserves for charitable purposes	-200,000.00		-601,744.33
Profit from objective-related operations	101,662.35		37,864.61
Profit from asset management	20,090.58		20,339.34
as of 12/31/2013		9,877,761.48	9,731,008.55
B Special item – Donations for fixed assets		15,168.00	0.00
C Accrued liabilities			
Other provisions		131,758.86	42,871.00
D Unused donations / project funds		954,772.74	1,080,714.55
E Unused funds from large projects		0.00	25,450.25
F Liabilities			
1. Due to banks	0.00		109.65
2. Accounts payable	134,794.32		66,608.43
3. Due to affiliated companies	0.00		791.40
4. Other liabilities	374,934.97	509,729.29	352,987.01
		11,489,190.37	11,300,540.84

Accounting and valuation methods

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 Germany 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 euro but less than 1,000.00 euro 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 GmbH at 100,000.00 euro and shares in the Ökumenische Entwicklungsgenossenschaft e. V. to the amount of 11,303.14 euro. Stocks of current assets are all stated at acquisition cost applying the lower of cost or market principle under Section 254 (3) HGB and divide into medicines, equipment, packaging material and handcraft.

Accounts receivable and other assets are reported at their nominal value and itemized. As of April 11, 2014, 167,695.88 euro of the accounts receivable had not yet been settled.

Investments held as current assets are carried at acquisition cost applying the lower of cost or market principle under Section 254 (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 1 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 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 12,396.95 euro 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, 2013.

Payment of staff is based on the pay scale for the civil service sector (TVöD) and for wholesale and foreign trade. Pharmacists are paid in line with the pay scale for pharmaceutical employees. Wages and salaries include the salaries of the governing bodies (two Executive Committee members and two department heads) to the amount of 379,236.73 euro.

Profit and loss statement

for the year ended December 31, 2013

Deutsches Medikamenten-Hilfswerk action medeor e.V.

(in euro)	2013	2013	2012
1. Sales revenues	4,254,961.73		2,854,937.59
2. Income from the use of donations	5,724,125.79		5,853,465.96
3. Income from third-party grants for projects	2,554,941.63		2,809,535.65
4. Other income	72,678.01	12,606,707.16	77,641.97
5. Cost of raw materials and supplies		-4,963,568.62	-4,453,019.40
6. Gross profit/loss		7,642,138.54	7,142,561.77
7. Staff costs			
a. Wages and salaries	-2,015,006.35		-1,927,655.58
b. Social security and other pension costs	-410,235.15		-404,435.34
c. Voluntary social security costs	-34,281.79	-2,459,523.29	-27,836.96
8. Depreciation of intangible assets and tangible assets		-284,299.53	-304,114.65
9. Other operating expenses		-4,982,024.05	-5,042,371.96
10. Operating income		-82,708.33	-563,879.72
11. Other interest and similar income		38,552.07	50,939.73
12. Interest and similar expenses		-34,090.80	-30,600.39
13. Net income		-78,247.06	-543,540.38
14. Withdrawal from reserves		200,000.00	601,744.33
15. Profit from objective-related operations		101,662.35	37,864.61
16. Profit from asset management		20,090.58	20,339.34

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 535,472.64 euro. The expenses for supplements and information material for fundraising campaigns totaled 484,507.64 euro. Based on the preliminary calculations for the 2013 calendar year, the share of expenditures for communications, fundraising and education and for administration will range at 20.36 percent (2012: 20.29 percent).

Interest and similar income primarily result from asset management operations.



Further information on our financial reporting is available at www.medeor.de/rechnungslegung

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 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, April 22, 2014
Kr/Va



thp treuhandpartner gmbh

Wirtschaftsprüfungsgesellschaft · Steuerberatungsgesellschaft

Steinborn

Manfred Steinborn
Wirtschaftsprüfer

Dieckmann

Annette Dieckmann
Wirtschaftsprüfer

Balance sheet as of December 31, 2013

action medeor Stiftung (Foundation)

ASSETS (in euro)	2013	2013	2012
I. Long-term restricted assets			
Financial assets		800.00	800.00
II. Short-term restricted assets			
1. Securities	1,000,011.91		982,232.67
2. Cash at banks	343,587.32		276,543.23
3. Other receivables	22,504.28	1,366,103.51	23,057.28
		1,366,903.51	1,282,633.18
LIABILITIES (in euro)	2013	2013	2012
I. Net assets			
1. Endowment			
Basic assets	457,583.16		457,583.16
Endowment contributions	647,794.74	1,105,377.90	624,144.74
2. Funds carried forward			
from basic assets	73,383.18		61,389.25
from endowment contributions	21,182.73	94,565.91	26,370.48
II. Accrued liabilities		2,499.00	2,499.00
III. Due to banks		0.00	0.00
IV. Other liabilities		164,460.51	110,646.55
		1,366,903.51	1,282,633.18

Explanatory notes

The securities portfolio of the foundation increased marginally by 17,779.24 euro in consequence of the write-up of a number of securities. The increase in cash at banks is due to two new endowment contributions and the addition of four new benefactor loans. Other liabilities include the four new loans to the amount of 50,000 euro.

The option of making a loan to the foundation has existed since mid 2012. To date, the foundation has received benefactor loans to the amount of 155,000 euro.

The annual result for fiscal 2013 totaled 6,806.16 euro and was posted to the relevant endowment contribution funds carried forward.

Profit and loss statement

for the year ended December 31, 2013

action medeor Stiftung (Foundation)

(in euro)	2013	2013	2012
1. Donations	297.50		50.00
2. Interest and similar income	36,536.18		39,331.27
3. Income from write-ups	7,308.61		290.00
4. Capital gains	11,022.21	55,164.50	23,929.99
5. Writedown of securities	-10,513.77		-2,509.06
6. Bank charges	-5,894.57		-5,674.78
7. Losses from disposals	-3,713.55		-5,851.88
8. Audit costs	-2,499.00		-2,499.00
9. Legal and consulting costs	-3,370.68		0.00
10. Public relations and printed material	-1,412.01		-8,761.32
11. Other expenses	-243.34		-513.54
12. Interest and similar expenses	-289.52		0.00
13. Statutory expenditures	-20,200.00		-16,000.00
14. Other taxes	-221.88	-48,358.32	-163.59
15. Profit / loss for the year		6,806.18	21,628.09
16. Transfer to revenue reserves		-6,806.18	-21,628.09
		0.00	0.00

Explanatory notes

The annual result for fiscal 2013 decreased by 14,821.91 euro on 2012. This decrease is due primarily to the reduction in capital gains by 12,907.80 euro. The statutory expenditures, meaning the aid provided through the proceeds of the foundation, improved by 4,200 euro 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.



Further information on our financial reporting is available at www.medeor.de/rechnungslegung

Balance sheet as of December 31, 2013

action medeor international Healthcare gGmbH

ASSETS (in euro)	2013	2013	2012
A Fixed assets			
I. Intangible assets	7,740.68		11,335.44
II. Tangible assets	42,700.24	50,440.92	16,359.58
B Current assets			
I. Stocks		359,839.47	256,516.11
II. Accounts receivable and other assets			
1. Accounts receivable	226,547.39		169,802.15
2. Due from shareholders	0.00		791.40
3. Other assets	22,523.85	249,071.24	8,299.87
III. Cash in hand and at banks		133,424.19	177,493.42
C Prepayments and accrued income		10,672.56	7,809.56
		803,448.38	648,407.43
LIABILITIES (in euro)	2013	2013	2012
A Capital stock			
I. Subscribed capital	100,000.00		100,000.00
II. Profit / loss carried forward	52,068.96		40,191.57
III. Net income for the year	-15,032.95	137,036.01	11,877.39
B Special item – Donations for fixed assets		10,922.00	0.00
C Accrued liabilities			
I. Provisions for taxation	5,000.00		4,800.00
II. Other provisions	18,575.11	23,575.11	31,337.48
D Unused donations / project funds		37,622.27	85,859.84
E Liabilities			
I. Accounts payable	392,095.91		204,295.69
II. Due to shareholders	170,355.52		147,925.56
III. Other liabilities	31,841.56	594,292.99	22,119.90
		803,448.38	648,407.43

Explanatory notes

A warehouse for the storage of medicines and medical equipment was built for our charity branch in Masasi in the reporting year. As a result, current assets increased by more than 100,000 euro on the previous year. The special item 'donations for fixed assets' relates to the in kind donation of the storage rack system from Jungheinrich.

The special item is written back in accordance with the depreciation of storage rack systems over their expected useful life. The in kind donation adds 11,608.64 euro to fixed assets.

Profit and loss statement

for the year ended December 31, 2013

action medeor international Healthcare gGmbH

(in euro)	2013	2013	2012
1. Sales revenues	1,216,612.73		1,231,969.99
2. Income from the use of donations	91,692.83		99,810.35
3. Increase / decrease in stocks	103,323.36		-29,883.25
4. Other operating income	17,310.26	1,428,939.18	38,576.78
5. Cost of materials			
a. Cost of purchased materials	-1,000,057.14		-885,205.43
b. Cost of purchased services	-5,581.75	-1,005,638.89	-12,073.62
6. Staff costs			
a. Wages and salaries	-158,371.60		-167,988.68
b. Social security and other pension costs	-49,159.38	-207,530.98	-51,675.83
7. Depreciation		-14,166.97	-12,733.54
8. Other operating expenses		-177,730.33	-179,627.92
9. Other interest and similar income		213.74	1,194.12
10. Interest and similar expenses		-7,294.31	-8,232.46
11. Result from ordinary activities		16,791.44	24,130.51
12. Taxes on income		-31,824.39	-12,253.12
13. Net income for the year		-15,032.95	11,877.39

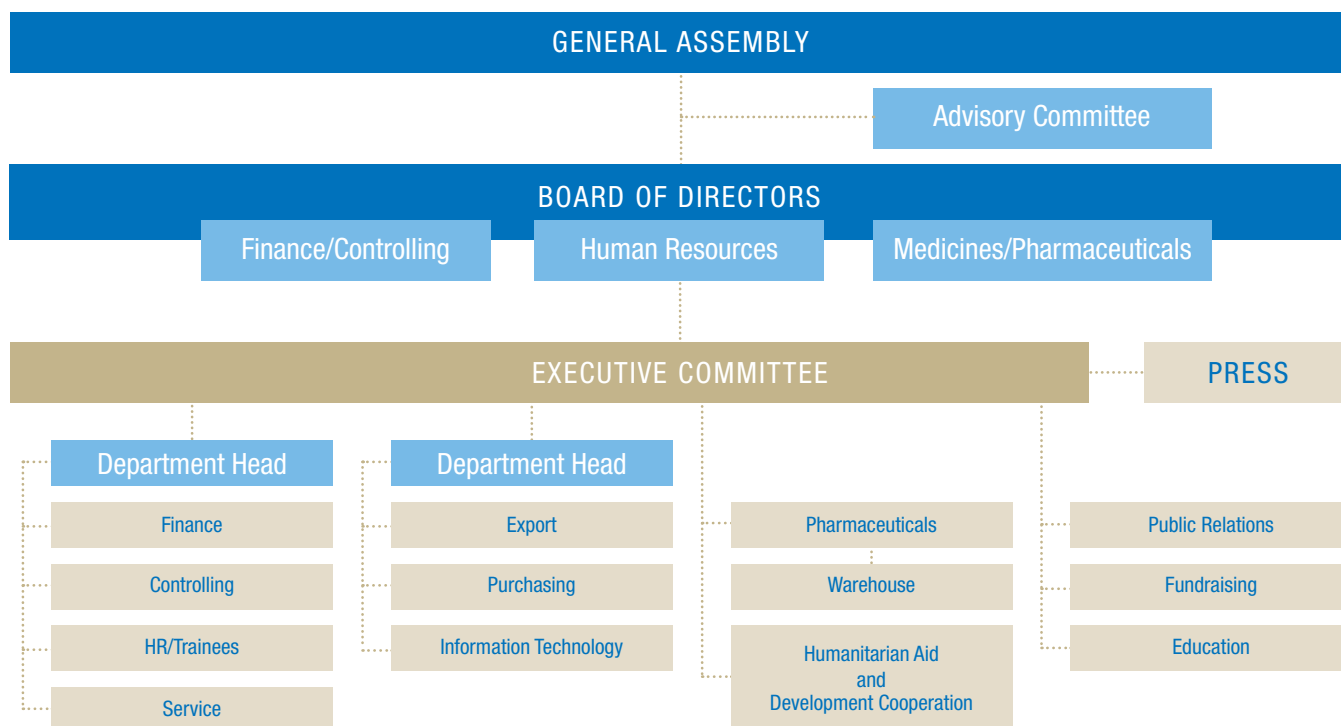
Explanatory notes

In the 2013 fiscal year, action medeor International Healthcare gGmbH reported a loss of 15,032.95 euro. Primary factors were the considerable tax burden of 26,824.39 euro from previous years and the taxes on income for the preceding fiscal year, totaling 31,824.39 euro. Further costs were incurred as a result of the setup of the new distribution center in the south of Tanzania. Bernd Pastors and Christoph Bonsmann, the directors of the gGmbH, perform their duties as volunteers.



Further information on our financial reporting is available at www.medeor.de/rechnungslegung

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, 2013, the General Assembly comprised 54 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, but reviews the key figures on a monthly basis. 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 Board of Directors is made up of: Heinz Gommans (President), Dr. med. Thomas Menn (Vice President), Dr. Stefan Derix (member), Prof. Dr. Marlis Hochbruck (member) und Siegfried Thomaßen (member).

The Advisory Committee

The voluntary members of the Advisory Committee are elected by the General Assembly on the recommendation

of the Board of Directors for a period of three years. The Advisory Committee advises the Board of Directors in the execution of its duties, expresses an opinion on motions to be presented by the Board of Directors to the General Assembly, and makes recommendations. Members of the Advisory Committee are: Weihbischof Karl Borsch (Chairman), Walter Schöler (Deputy Chairman), Christine Busch (member of the state church council), Otto Fricke, Uwe Schummer (MdB—member of the German Parliament), and Dr. Gisela Schneider (Deutsches Institut für Ärztliche Mission).

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, who is joined on the board by Christoph Bonsmann.

The staff

In 2013, action medeor employed 61 full-time staff, with 25 volunteers supporting the work of the aid organization in speaking engagements and as pharmaceutical experts.



Further information on action medeor
is available at www.medeor.de/uberuns

Report of the Board of Directors

Fiscal 2013 was defined by further efforts to implement the strategic goals set by the Board of Directors in 2011.

Part of our focus was on increasing the work of action medeor in Tanzania. More than 10 years ago, action medeor International Healthcare gGmbH was set up as a charitable subsidiary in Dar es Salaam. Medicines and supplies of the distribution center have since been sourced locally by authorized suppliers. In the last year, a second distribution center was opened in Masasi in the south of Tanzania with the aim to further improve the supply of medicines to health facilities in rural regions in the south of Tanzania and the north of Mozambique.

Further progress was made last year in our objective to focus more strongly on working with local partners in the relevant countries for the supply and distribution of medicines. We are currently in the process of investigating the possibility of setting up a local medicine distribution center in Malawi, similar to the one in Tanzania. As in Tanzania, plans also involve the offer of training courses as part of our pharmaceutical advisory services and quality assurance.

Regardless of our efforts to advance the local supply and distribution of medicines, medical supplies and the emergency and disaster relief will continue to be organized from Tönisvorst unless the need in the relevant region can be met by the gGmbH in Tanzania.

This year, in 2014, we will be celebrating a significant anniversary—the fact that action medeor has been able over

the past 50 years to grow to its current size and take on so many diverse tasks was made possible only through the close cooperation of both full-time and honorary staff. Since the foundation of our organization, the role of our honorary officers has changed from an operational one to strategic support and guidance and a supervisory function for our full-time workers—in the form of governing bodies that include our General Assembly, the Board of Directors and the Advisory Committee. A structure that proves invaluable especially in light of the increasing requirements of our organization.

The dedicated collaboration of members, Advisory Committee and the Board of Directors and the professional and excellent cooperation of all full-time staff and volunteers enabled a successful implementation of projects in the past year. This includes such special challenges as emergency relief for people in the Philippines.

On behalf of the Board of Directors, I thank you all for your excellent work.

Heinz Gommans
President

Tönisvorst, June 2014



Status report: Business and the general environment

The activities of action medeor in the past year were dominated by medical relief primarily for Syria and Zimbabwe. Thanks to the large medicine warehouse in Tönisvorst and a great number of competent local partners, the organization was able to provide effective relief quickly and reliably. In addition to immediate emergency and disaster relief, action medeor continues to act as a non-profit supplier of medicines and medical equipment for many small project partners. Around two thirds of all relief packages each had a value of less than 2,000 euro.

After two years of steady decline in medicine deliveries, medical relief in 2013 rose by around 10 percent despite the fact that many of our partners can now source the necessary medicines locally. Local pharmaceutical infrastructures could be improved as part of our pharmaceutical advisory services especially through our activities in Tanzania. Medical supplies for Tanzania are now handled directly by action medeor International Healthcare instead of our medicine warehouse in Tönisvorst. In the preceding year, medical relief sourced, stocked and supplied locally totaled more than 1.2 million euro.

Institutional support for action medeor aid projects once again stood at a high level of around 850,000 euro. Third-party funders such as the German Federal Ministry for Economic Cooperation and Development (BMZ), the Ministry of Foreign Affairs (AA), the European Union (EU) and the German Society for International Cooperation (GIZ) trusted action medeor to provide competent relief.

Monetary donations remained at a high level in part, once again, because of special funding received from the German relief coalition Aktion Deutschland Hilft, the RTL-Stiftung, the Hilfswerk der Deutschen Lions, and the Hilfswerk der Bayerischen Apotheker.

Economic situation

1. Profit and net asset position

At around 12.6 million euro, total revenue was up by 1.0 million euro on the previous year. Operating profit through objective-related operations amounted to 102,000 euro in 2013 and was added to equity. Further income of 20,000 euro was generated through asset management. The new cost center accounting ensures an exact allocation of costs

enabling us to differentiate between objective-related operations and charitable purposes. Net assets improved by 146,700 euro in total through a reversal of reserves of 200,000 euro for charitable purposes and incoming resources from legacies of 225,000 euro to the reserve.

2. Events after the reporting date

No events of particular significance occurred since the conclusion of the fiscal year up until the signing of this report.

Opportunities, risks and forecast

Along with the trend of costs for warehousing, quality assurance and order processing, the development of our objective-related operations will continue in the future to depend significantly on the general import situation in our partner countries. An increasing number of countries now require medicines to be registered with their national authorities.

action medeor takes account of this development and for the first time has applied for its own licenses in an African country. In Malawi, four medicines were registered under the action medeor name, a further four will follow shortly. Next to our own licenses, medicines are sourced from manufacturers that have registered them in as many countries as possible.

Our aim for Malawi is to set up a local distribution center similar to the one in Tanzania. It will stock at least 140 different basic medicines to enable a prompt and direct supply of local health posts. The existing structure in Tanzania was widened by adding a further distribution center in the south of the country. A small medicine warehouse in the township of Masasi reduces delivery times to health facilities in this area by a day or two compared to orders placed with Dar es Salaam. In the first year of its existence, the branch was very well received, with primarily smaller health posts utilizing its services.

Outlook for 2014

Medical relief

Over the next few years, action medeor anticipates an ever increasing regulation and regionalization of pharmaceutical markets in our partner countries. Respecting the requirement of registration and qualifying pharmaceutical suppliers, but also national and regional distribution centers will be inevitable for the medical relief which action medeor supplies. The diversity of countries and the plethora of medicines requiring registration pose a significant challenge. As a consequence, action medeor will need to focus initially on a few countries to gain experience. The increase in expenditure will reflect in our costs, as staff expenses will steadily rise along with direct costs for quality assurance, inspections and registrations.

Health projects

As the transition from acute disaster relief to reconstruction projects and, ultimately, to development cooperation projects is a fluent process, we have merged Humanitarian Aid and Development Cooperation as previously separate departments. Dovetailing the more short-term humanitarian aid and the fairly long-term development cooperation ensures greater efficiency in action medeor projects and allows the relevant project managers in the future to address the needs of partners more effectively and provide a holistic perspective beyond acute relief.

In the acute phase of providing relief after Typhoon Haiyan, for instance, action medeor initially shipped large quantities of basic medicines to the Philippines. In the reconstruction phase that now follows, focus will be given to setting up “small drugstores” of a charitable local partner in regions worst affected by the typhoon. Our aim is to encourage effective medicine procurement management to ensure better medical supplies for the poor population well into the future.

Pharmaceutical advisory services

In all its endeavors, action medeor seeks to strengthen the local pharmaceutical structures and to provide basic and advanced training to pharmaceutical professionals. Our efforts in this department will therefore be gradually increased for the purpose of sustainable development.

Communications and fundraising

In order to secure ongoing financing for the diversity of activities in which action medeor engages, we will need to keep adding to our list of regulars that donate at least once a year. In 2014, we will initiate a process which will promote further corporate cooperation through the setup of a company network to support action medeor projects and get our strategic cooperation with the North Rhine Chamber of Pharmacists off the ground.

ECONOMIC PLAN for 2014

in euro

Monetary and in kind donations	8,100,000.00
Unused donations in 2013	950,000.00
Total	9,050,000.00

Medical aid	4,200,000.00
Humanitarian aid projects	1,080,000.00
Development cooperation projects	570,000.00
Pharmaceutical advisory services	100,000.00
Communications, fundraising and education	1,600,000.00
Administration	1,500,000.00
Total	9,050,000.00

Thank you!

Our work would not be possible without your help. We at action medeor—and in behalf of all staff at our partner organizations in project countries—extend our deepest gratitude to you, our donors, sponsors and supporters, for your generosity!

A heartfelt thank you also to all our third-party funders



... humanitarian aid and development cooperation partners



... pharmaceutical partners





Contact us—
we are here to help.

If you are interested in our work or have questions about your donation, please contact us.

We can also help you plan a private or corporate fundraising campaign and provide relevant information material.

Deutsches Medikamenten-
Hilfswerk action medeor e. V.

St. Töniser Straße 21
47918 Tönisvorst
Germany

Tel: +49 / (0) 21 56 / 97 88-0
Email: info@medeor.de

www.medeor.de



Make a difference!

Volksbank Krefeld

Account: 555 555 555

Bank routing number: 320 603 62

BIC: GEN ODE D1H TK

IBAN: DE12 3206 0362 0555 5555 55

Sparkasse Krefeld

Account: 9993

Bank routing number: 320 500 00

BIC: SPKRDE33

IBAN: DE78 3205 0000 0000 0099 93



Online donations

www.medeor.de/spenden

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Deutsches Medikamenten-Hilfswerk action medeor e.V.

St. Töniser Straße 21
47918 Tönisvorst | Germany
Telephone: 0049 / (0) 21 56 / 97 88-0
Fax: 0049 / (0) 21 56 / 97 88-88
Email: info@medeor.de
www.medeor.de

Other offices:

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

Port-au-Prince, Haiti
Email: miriam.speh@medeor.org

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