





ANNUAL REPORT 2019

Our Purpose

MedShare is a humanitarian aid organization that sources surplus, essential medical supplies and equipment and directly delivers them, with training, to medical facilities around the world, to help build capacity and improve the quality of life of people, communities, and our planet.

MISSION

MedShare is dedicated to improving the quality of life of people, communities and our planet by sourcing and directly delivering surplus medical supplies and equipment to communities in need around the world.







Our Commitment

MedShare is committed to providing assistance to all healthcare organizations and medical professionals regardless of religion, political affiliation, or race.

MedShare is steadfast in our obligation to provide high-quality medical supplies and equipment to hospitals and clinics in need.

Our Community

MedShare relies solely on the generosity of individuals, foundations, corporations, and organizations to carry out our mission.

LETTER FROM CEO & BOARD CHAIR





Dear Friends,

As we embark on our third decade, MedShare's commitment and care for the environment and improving the quality of life of people could not be stronger. Thank you for making our 20th Anniversary year an incredible year for MedShare and the communities we serve. We are indeed thankful for our founders and the founding board members for their vision and dedication to building a solid foundation for the organization.

Our progress on improving global health outcomes continued in 2019. As part of our 2 Million Mothers campaign, which is designed to improve the survival rate of both mother and child in resource-strained areas, we delivered our 20,000th Clean Birthing Kit.

Additionally, in partnership with The Coca-Cola West Africa Business Unit and the Minister of Health, we continued our programmatic interventions in a number of countries, spearheaded by our Safe Birth Initiative (SBI) in Nigeria. To date, we have provided \$1.2 million of high quality biomedical equipment and supplies to 6 of 15 public hospitals in Nigeria in support of the Safe Birth Initiative, part of our Maternal & Child Health Program. This program ensures that more mothers and their infants will make it home alive.

During our disaster relief efforts, your generosity allowed us to respond in an impactful and compassionate way, by airlifting consumable medical supplies in response to historic flooding in Kerala State, India and providing care for over 100,000 people in Mozambique, Malawi and Zimbabwe in response to Cyclone Idai.

Our biomedical equipment training and repair services continue to be essential to our focus on driving long-term sustainability in the regions we serve. In Cameroon, Malawi, Ethiopia and Nigeria, more than 380 technicians, engineers and end-users were trained on how to properly diagnose, repair and maintain equipment that is critical to successful patient outcomes.

Our efforts in the U.S. focused on partnering with safety-net clinics that deliver health services to low-income, uninsured, and underinsured individuals and families. In 2019, we supported 50 safety-net clinics and organizations by providing medical supplies valued at \$580,000.

We are forever grateful for the countless donors, healthcare partners, volunteers, staff and supporters that worked together to provide over \$17 million of critical medical supplies and equipment to 1.7 million patients in 71 different countries, including the U.S.

We invite you to read more about the accomplishments and powerful partnerships we were able to achieve and invite new supporters to join us as we work tirelessly to improve the quality of life of people and our planet.

Sincerely,

Charles Redding

CEO & President, MedShare

Anguine Fife

Chair, MedShare Board of Trustees

GLOBAL IMPACT





71

Touched 71 countries including U.S.

20K

Over 20,000 volunteers helped to advance our mission

389

Provided \$1.1 million in medical supply donations to 389 medical mission teams 382

Trained 382 engineers, technicians and end-users to repair and maintain biomedical equipment

170

\$580,000 of medical supplies donated via 170 U.S. safety-net clinics visits



Quadruple Impact

MedShare's Maternal & Child Health Program works to improve the quality of healthcare for mothers and children in medically underserved communities; thereby reducing the number of deaths associated with childbirth.

A mother at National Hospital Abuja benefits from the Safe Birth Initiative Project WABU: Coca-Cola and MedShare Partnership. Four medical equipment and durable medical supply shipments were donated by MedShare to the Federal Government of Nigeria to support the Safe Birth Initiative. Using equipment provided through the program, Dr. Jafaru Momoh, Chief Medical Director at the National Hospital Abuja, safely delivered four baby girls to Miss Tope Amodu via a cesarean section.

Miss Tope Amodu expressed her immense gratitude for the Safe Birth initiative and the equipment that aided in the delivery of her four healthy little girls. The equipment and supplies used came from MedShare's Safe Birth Initiative, deploying donations totaling \$1.2 million.

MedShare assisted with the installation of a full Surgical Suite and more than 120 additional pieces of equipment. We also provided training on maintenance and troubleshooting techniques for 12 biomedical engineers, including two newly hired engineers from Federal Hospital Ebute-Metta, Lagos who were invited to attend. Special emphasis was placed on Planned Preventive Maintenance for each piece of equipment installed.

Following the installations, 38 end-users (doctors and nurses) were trained on the operations of the equipment and how to avoid equipment downtimes by detecting and repairing common faults.



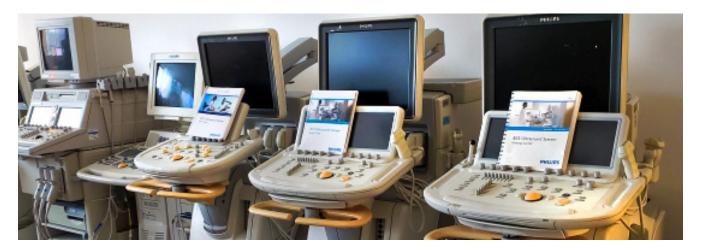
\$1.8 Million

Maternal & Child Health Program provided \$1.8 million in donated supplies and services 162,500
Mothers and babies served by Maternal & Child Health Program

31 Maternal & Child Health Program served 31 countries



PARTNER SPOTLIGHT







"New" Partnership Launch and touring the Atlanta warehouse

Philips

Powerful Partnerships. Incredible Impact.

The foundation of every MedShare partnership begins with valuing combined strength, collaborative efforts and reciprocity. Working together we can improve healthcare in medically underserved communities and expand access to quality medical care for those in need. Every partnership helps to serve countless patients and healthcare providers around the world.

When the "new" MedShare/Philips Partnership launched in March 2019, it represented mission and focus alignment between the organizations. The collaboration to deliver lifesaving biomedical equipment and technology addresses two major challenges to improving and sustaining access to adequate care for medically underserved patients around the world. The partnership is about getting biomedical equipment into regions of the world where it remains scarce and keeping it in good working order.

"Increasing access to care is core to Philips mission of improving lives," said Stefano Folli, Senior Vice President, Customer Services, for Philips North America. "Not only are we providing advanced technology to those who don't have it, this partnership with MedShare allows us to provide application training, service and

remote monitoring, ensuring our equipment is part of a sustainable solution for tens of thousands of people."

Beyond the scarcity of equipment and technology in the poorest nations is that an estimated 40% of biomedical equipment is inoperable (source: The Lancet). No group is more adversely affected than mothers and their babies. The partnership is already delivering state of the art maternal and neonatal medical equipment primarily through our Maternal & Child Health Program.

This collaboration will sustainably strengthen healthcare in medically underserved communities for years to come. Each piece of equipment donated by Philips will serve patients and equip healthcare providers with the tools they need to save lives.



MedShare's Disaster Relief Program equips first responders in the aftermath of natural disasters and partners with local institutions to support long-term, sustainable recovery for vulnerable communities. Our focus is on disaster readiness and preparedness.

MedShare Responds

Cyclone Idai made landfall near Beira City, Mozambique on March 14, 2019 with heavy rains and strong winds that led to flash flooding, immediate destruction, and water contamination. Survivors were left vulnerable to water-borne and vector-borne diseases, and cases of cholera, malaria,

and acute diarrhea began to climb. Idai was one of the worst tropical cyclones on record to affect Africa and the Southern Hemisphere. The long-lived storm caused catastrophic damage, leaving more than 1,300

In the aftermath of a disaster, every second counts.

people dead along with massive destruction of property and crops. Reports estimated that almost 3 million people were impacted across Mozambique, Malawi, and Zimbabwe.

MedShare's initial emergency response provided critical medical supplies and equipment to support wound care, first aid, and personal hygiene. Our first supply shipment was transported via AirLink within two weeks of Idai making landfall. By the end of June 2019, MedShare had equipped eight healthcare facilities with supplies needed to aid those affected by the cyclone. Zomba Central Hospital and Harare Children's Hospital are among the organizations that received aid, including crutches, gloves, Clean Birthing Kits, and other critical supplies.



201K Patients served

7
Countries and territories served

\$1.6 Million
In disaster relief aid

"We are honored to support MedShare's response to Cyclone Idai. With disease prevention and medical care for survivors being among the major humanitarian needs, we know the supplies we transported for the organization (World Relief Mozambique) will provide their teams the tools they need to save and improve lives."

— Steven J. Smith, CEO, Airlink







80%

Approximately 80% of all delivered medical supplies & equipment were supported by our Primary Care Program

Impact

The March 2019 Annual Impact Trip afforded MedShare Board members, donors, staff, and supporters the opportunity to visit medical facilities and communities in Ethiopia that have been served by the MedShare Mission. Having suffered one of the worst droughts and famines ever in East Africa, the country's health systems struggled to treat patients in rural medically underserved communities.

12 members of the MedShare Board of Trustees and other supporters traveled to Ethiopia. The visit focused on assessing the impact of MedShare's ongoing partnership with the Ethiopian Ministry of Health.

Beyond the countless lives that have been made better, the partnership has delivered:

\$11.5M In total medical supplies and equipment to the region 34,100
Healthcare
professionals
equipped with
lifesaving tools

PRIMARY CARE PROGRAM











The Dikembe Mutombo Foundation

Serving the Democratic Republic of Congo (DRC) and Beyond

MedShare's Primary Care Program strives to build healthy communities and strengthen health systems both locally and abroad by providing communities with the essential supplies and equipment necessary for general care.

Primary Care

- MedShare's largest patient serving program
- 1.4 million patients served
- 66 countries served
- \$13.6 million in donated supplies and services

In 2013, biomedical engineers from MedShare and the Washington Hospital Center arrived at the Biamba Marie Mutombo Hospital (BMMH) to make critical repairs to its medical equipment. While onsite, the engineers provided extensive biomedical equipment training for BMMH technicians. More recently, MedShare supplies have supported The Dikembe Mutombo Foundation's efforts to treat 3,000 patients with new hearing aids, addressing arthritis and degenerative joint disease in Congolese women, providing knee replacements, and launching the Congo's first cervical cancer screening program. This past June, a shipment of medical supplies and equipment to Angola provided relief to victims of a severe drought that impacted 2.3 million people, including thousands of children being treated for malnutrition.

Mutombo's partnership with internationally renowned Namibian ophthalmologist and humanitarian, Dr. Helen Ndume, has supported free sight-restoring surgeries for 35,000 Namibians. A sight restoration expedition by the two was the genesis of SEE Clinics, where 700 people throughout Namibia and other southern African nations have regained their sight and independence.

PRIMARY CARE PROGRAM



Provided \$1.1 million in medical supply donations to 389 medical mission teams

Safety-net clinic visits to our Primary Care Supply Centers

Delta Airlines **Caring Crew** Volunteer Partnership

Caring Crew is a small nonprofit organization made up entirely of Delta employees. They work with MedShare and our partners around the world to hand-deliver supplies needed by our partners. As Delta employees, they are able to fly for free and will carry up to 100 lbs of supplies per person on a given trip.

We identify our most critical needs around the world and then as our partners place orders, Caring Crew members will pick them up and fly them abroad. They raise funds to cover the donations they make to MedShare for each bundle of supplies they transport. To date, Caring Crew has delivered over 10,000 lbs of supplies on more than 30 flights to 10 countries.

When a portable ultrasound was donated for a hospital in Ghana, Caring Crew stepped in to help MedShare by flying the machine to Ghana where Caring Crew members hand delivered it to the hospital. Dr. Abass, the recipient, was overjoyed and grateful as the equipment would help to improve the quality of care for expectant mothers.

Safety Net & Free Clinics and Medical Mission Teams



Uganda Keeps Diabetes in Check

The Uganda Diabetes Association reports that in Uganda, merely half of adults who have diabetes go undiagnosed. What's more, only 65% of diagnosed individuals receive health education about their condition, resulting in one person with the disease dying every six seconds.

In January 2019, the E'Kubo Program, in partnership with Operation One Project, hosted National University at Uganda's Bulogo Hospital. The program offers study / medical camps for students to expand their global health awareness of medically underserved communities. The Bulogo Hospital camp made its focus diabetes awareness. MedShare's Medical Mission Program provided Accu Chek machines and test strips for the program.

"The experience involves learning for patients and professionals in training."

— Jacent Tamale, Project Manager, E'Kubo Program



Ethne Clinic

Clarkston, Georgia has been a refugee resettlement community for over two decades. Since opening in 2018, Ethne has already become a pillar of the small, diverse city. While many of MedShare's clinic partners serve the underinsured or uninsured, the majority of Ethne's patients face an additional hurdle as refugees. Their plight often means that food, shelter, and safety overshadow their health needs.

The Ethne team works to educate, create awareness, and treat many who are receiving medical attention for the first time. The partnership with MedShare has allowed Ethne to meet a critical community need. As Ethne makes plans to expand, MedShare will be working to help outfit a second location intended to serve additional members of the refugee population in metro Atlanta as they begin a new life in the U.S.

INFECTIOUS DISEASE AND PREVENTION PROGRAM



\$1.8 Million

Donated to support Infectious Disease Control & Prevention

216,000
Patients served in 67 countries

10,000 Ebola survivors need continued care

Emory Eye Care
United Methodist Church
Global Ministries
Sustaining Quality Healthcare

MedShare's Infectious Disease Control & Prevention Program strives to prevent the spread of infectious disease, prepare communities for outbreaks, and protect healthcare professionals on the front lines, which is why MedShare includes Personal Protective Equipment (PPE) in nearly every one of our donations.

Six years ago at the height of the Ebola outbreak in West Africa, the impact of our partnerships with manufacturers and hospital systems was on full display. In-kind contributions were key to our ability to supply nearly 157,000 pounds of medical and surgical supplies with an estimated value of \$2 million. Today, the media attention has faded but new outbreaks and lingering health challenges continue to diminish quality of life in West Africa.

At the Center for Excellence in Vision Care at the Lowell and Ruth Gess United Methodist Eye Hospital in Sierra Leone, we're still supporting efforts focused on addressing ocular complications associated with Ebola survivors. About 30% of survivors develop uveitis, which can lead to severe vision loss and blindness.

Doctors from Emory continue to travel to West Africa providing care for survivors while investigating the long-term effect of the virus on the eyes.

Our goal is sustained improvement in healthcare delivery and services for people who have already survived the trauma of one of the world's deadliest viruses.



BIOMEDICAL EQUIPMENT TRAINING & REPAIR SERVICES







Asset acquisition expanded our capacity to serve

4,000 Shipped over 4,000 pieces of biomed equipment

12 Conducted 12 international hospital assessments

4 Conducted biomedical training in Cameroon Malawi, Ethiopia, and Nigeria

Ensuring & Sustaining Care

It is vital for healthcare facilities to have functioning medical equipment. To provide adequate healthcare, providers need medical equipment that is safe, reliable and available for diagnostic procedures, therapy, treatment and monitoring of patients.

We invest significant time and resources to not only provide state of the art equipment, but make sure that with training and support, adequate healthcare can be sustained. Pre and post assessments ensure that donated medical equipment does not sit idle in medical facilities. Intensive skills-based training readies end users to provide repairs, maintenance, service, troubleshooting and equipment management.

FINANCIAL STATEMENTS

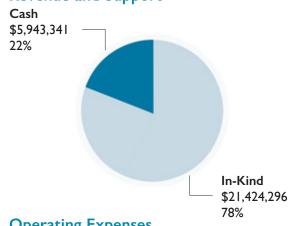
MedShare International, Inc. Summary Statement of Activities for the Year Ended June 30, 2019

	Without Donor Restrictions		With Donor Restrictions		Total	
Revenue and Support						
Grants and contributions	\$	2,711,334	\$	-	\$	2,711,334
Contributions for specific projects		-		2,761,824		2,761,824
Special events, net		413,726		-		413,726
In-kind contributions						
Equipment and supplies		18,703,355		-		18,703,355
Contributions received in IMEC acquisition		2,591,737		-		2,591,737
Professional services		129,204		-		129,204
Earnings on investments, net		-		51,935		51,935
Other income		4,522		-		4,522
Net assets released from restrictions		2,888,850		(2,888,850)		_
Total revenue and support		27,442,728		(75,091)		27,367,637
Expenses						
Program expenses		21,595,296		-		21,595,296
Fundraising expenses		1,125,291		-		1,125,291
Management and general expenses		754,029		-		754,029
Total expenses		23,474,616		-		23,474,616
Increase (decrease) in net assets		3,968,112		(75,091)		3,893,021
Net assets, beginning of year		15,348,688		3,093,651		18,442,339
Net assets, end of year	\$	19,316,800	\$	3,018,560	\$	22,335,360

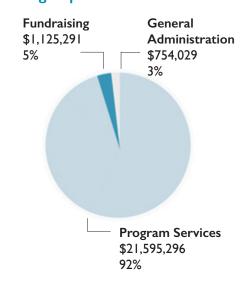
Summary Balance Sheet

Assets Cash and cash equivalents \$ 1,489,084 Receivables 938,912 Inventory 17,124,354 316,256 Other assets Property and equipment (net) 1,694,351 1,234,954 **Endowment Total assets** 22,797,911 **Liabilities and Net Assets** 409,001 Accounts payable and accrued expenses \$ Deferred revenue 53,550 Without donor restrictions 19,316,800 With donor restrictions 3,018,560 Total liabilities and net assets 22,797,911

Revenue and Support



Operating Expenses



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Susan Sprunk Artistry of Poland LLC

Serena Zhou Google

Volunteer Impact (30+ Hours)

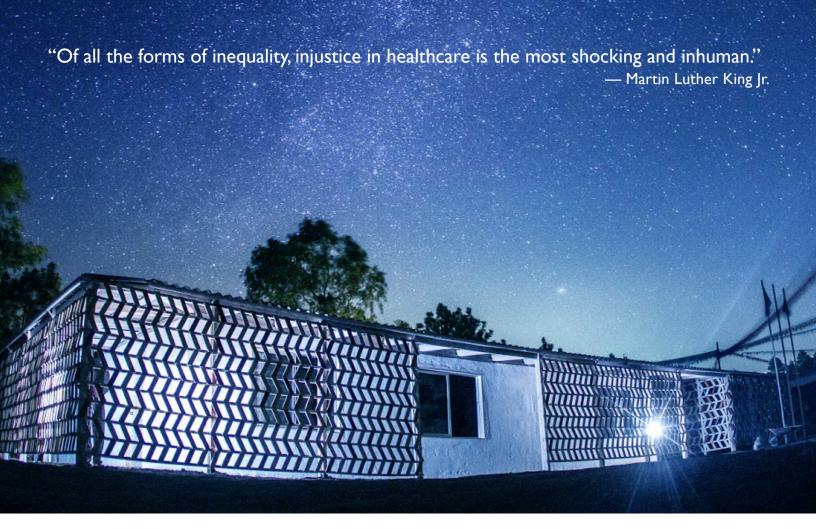
At every opportunity our CEO shares, "volunteers are the driving force behind the work we do at MedShare." The 20,000 dedicated humanitarians who shared their time through individual and organization service were critical to our ability to provide lifesaving medical supplies and equipment to those in need around the world.

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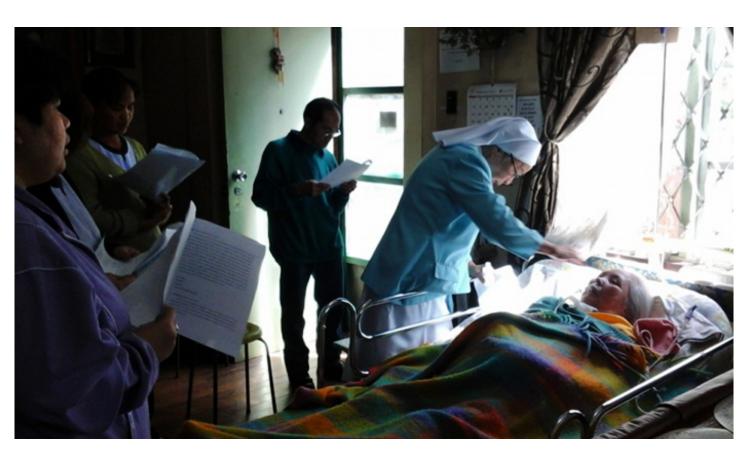
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"MedShare and Standard Textile share a common drive: To improve the quality of life of people around the world. MedShare's Clean Birthing Kits initiative is a meaningful demonstration of their compassion, good will, and caring spirit. They have the ability to unite, focus, and mobilize to provide mothers and newborns in underserved countries with essentials to ensure a healthier beginning for newborns. We're appreciative of MedShare's drive to improve the healthcare of mothers and newborns, and there is no greater feeling than to know that we have contributed towards improving a newborn's life."

> — Judy Sroufe Vice President Brand Marketing & Communication Standard Textile



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