

Q4
2023

QUARTERLY
IMPACT
REPORT

A smiling man with short, dark, curly hair and a goatee, wearing a dark blue work shirt with a light-colored horizontal stripe across the chest. He has his arms crossed and is standing in a rustic, wooden structure, possibly a workshop or kitchen, with large windows in the background showing green foliage. The lighting is warm and natural.

The logo for dōTERRA healing hands, featuring a stylized hand icon above the word "healing" in a cursive font, followed by "hands" in a smaller font and a registered trademark symbol. The word "dōTERRA" is in a sans-serif font above "healing".
dōTERRA
healing hands®

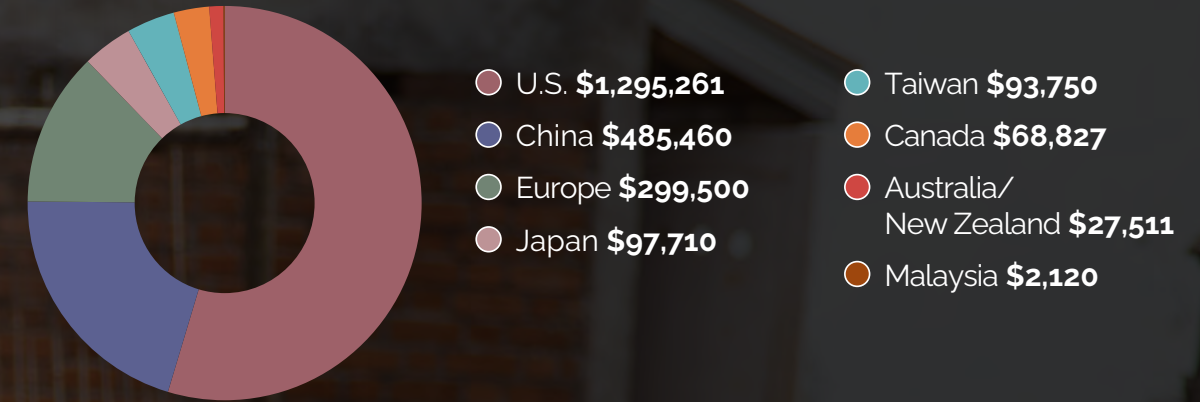
Empowering people
worldwide to be healthy,
safe, and self-reliant.

Thank You for Making Our Impact Possible

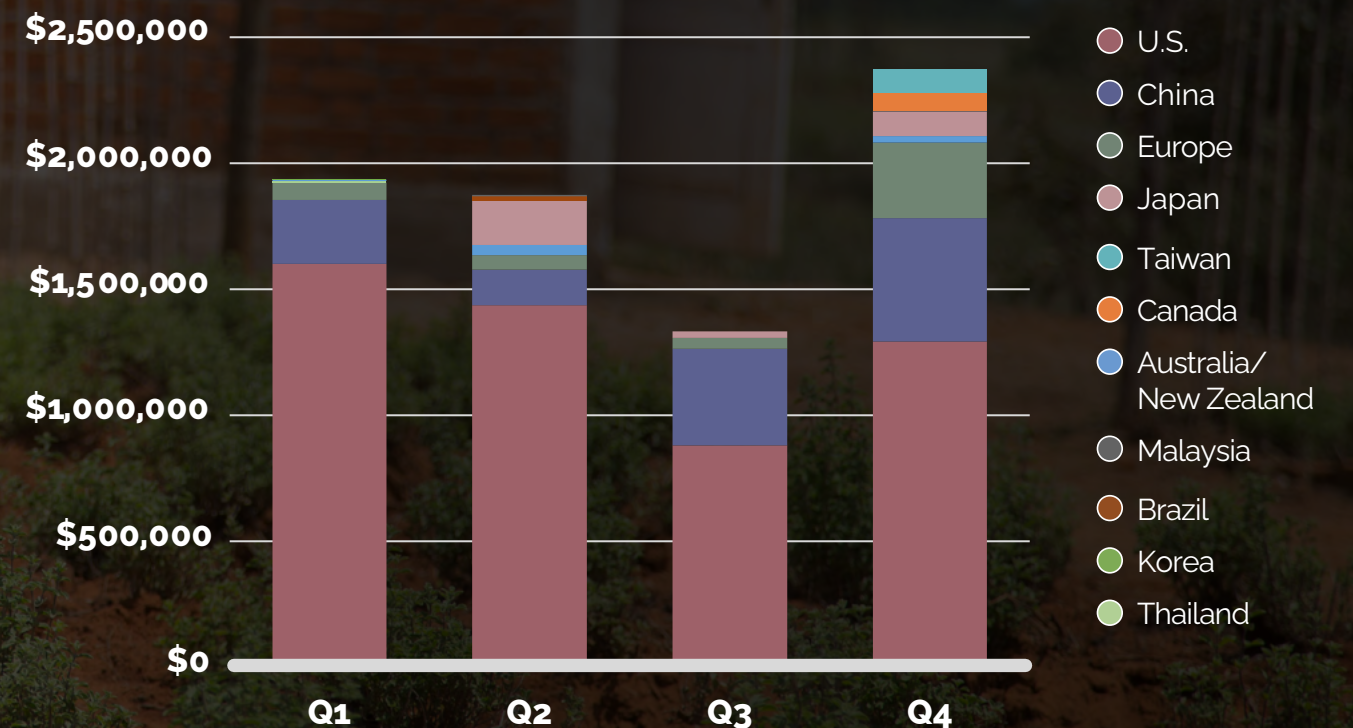
2023 was an amazing year for dōTERRA Healing Hands. Because of your support, students in Nepal received educational scholarships, farmers in Honduras took steps out of poverty, communities in India received expanded medical care, and many other humanitarian projects improved lives for people worldwide.

Thank you for making 2023 a memorable year of impact!

Q4 Total Donations



2023 Annual Outgoing Donations*



*2023 figures are estimated and unaudited at the time of this report.



Through your donations,
10,000 trees
will be planted to help
with Maui recovery efforts.

Did you know the full \$20 purchase price of dōTERRA spa Rose Hand Lotion goes to the dōTERRA Healing Hands Foundation®? That means every bottle you use to hydrate your skin also helps empower people worldwide.

Buy a bottle today!

Giving Tuesday Replanting Trees in Maui

Recognized worldwide as a movement of radical generosity, Giving Tuesday is a time for people to come together and make a difference. In 2023, the dōTERRA Healing Hands Foundation® used Giving Tuesday to kickstart a fundraiser to support reforestation efforts on Maui.

With help from generous donors, locals, and the Kealahou Mountain Reserve (KMR), the dōTERRA Healing Hands Foundation donated \$100,000 toward replanting native trees on Maui following the wildfires. These trees

are essential to Maui's ecosystem, which means the 10,000 trees made possible by this project are key to the island's recovery efforts.

The reforestation journey will start soon, allowing time for site preparation, seedling growth, and community readiness. Green is returning to the island, but this project is about more than planting trees. It's about cultivating hope, resilience, and a brighter future for Maui.



The Power of Clean Water

Meet Javier, a young farmer from San Pedro, El Salvador, who's working to provide for his family. As a subsistence farmer, Javier spends most of his time growing food. He's also responsible for collecting water for drinking, cooking, and cleaning.

Until recently, collecting water required Javier to carry a large barrel 15 minutes downhill to a nearby spring and

then back uphill to his home. He had to make this trip five or six times a day to meet his family's needs.

Because of a dōTERRA Healing Hands® Match Program project, Javier no longer needs to make the daily trek!

Wellness Advocate Dee Nance has been visiting San Pedro since 2010. Working with the San Pedro Sister

Community, she's contributed to many projects geared toward helping this community. Aware of the need for clean, dependable water, Dee completed a Match Program project.

The funds—matched by the dōTERRA Healing Hands Foundation—provided rain gutters and water storage tanks for 15 families. 30 families also received water filters for their homes, making their water suitable for consumption.

Javier was one of the recipients of a water storage system. Now he and his family have quick, easy access

to water. His hikes to get water are a thing of the past, and Javier couldn't be happier.

According to a 2020 joint report by the World Health Organization (WHO) and UNICEF, two billion people lack access to safely managed water. Of these two billion people, 80% live in rural areas. Dee's efforts reduced this statistic by 45 families.



Match Q4 Impact

\$489,480

Paid to Match Program projects

26,993

Total lives impacted

20

Projects completed

22

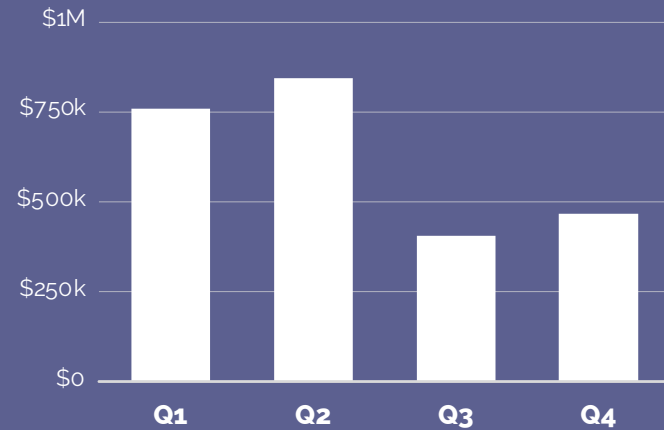
Projects funded

39

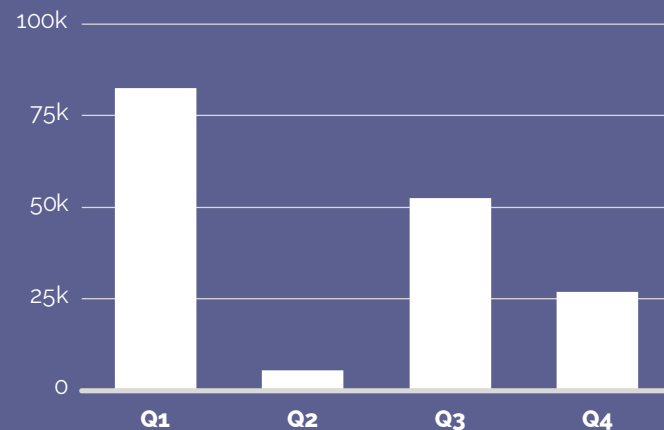
Projects approved

Because of your support, **107** Match Program projects were completed in **18** American states and **40** countries in 2023.

Match Donations in 2023



Lives Impacted by the Match Program in 2023



GIVE • 25 • REPEAT
#impactadvocate

As of August 2023, the Magnitry Health Clinic in Nosy Be, Madagascar, has served **36,827** patients.

Expanding Medical Care in Madagascar

In Madagascar, dependable and affordable healthcare is difficult to access. The closest hospital is often miles away with difficult roads. Many families lack a car or the funds to pay for public transportation, if it's even available.

Knowing these difficulties, dōTERRA Healing Hands® and Cō-Impact Sourcing® teams worked with on-the-ground partners to start the Magnitry Health Clinic in Nosy Be. Since 2016, this clinic has served members of the Ylang Ylang cooperative and their families.

However, the clinic has become increasingly busy over the years, making additional funding critical. Thanks in part to customer donations, the dōTERRA Healing Hands Foundation and Cō-Impact Sourcing increased access to medical care for the hardworking Madagascans who source dōTERRA Ylang Ylang essential oil.

In December, 25 Collective members learned more about this hospital and its impact as part of an exclusive impact call. The Cō-Impact Sourcing team and some of their on-the-ground partners in Madagascar shared insights about the hospital and how it's benefitting the Ylang Ylang sourcing community.

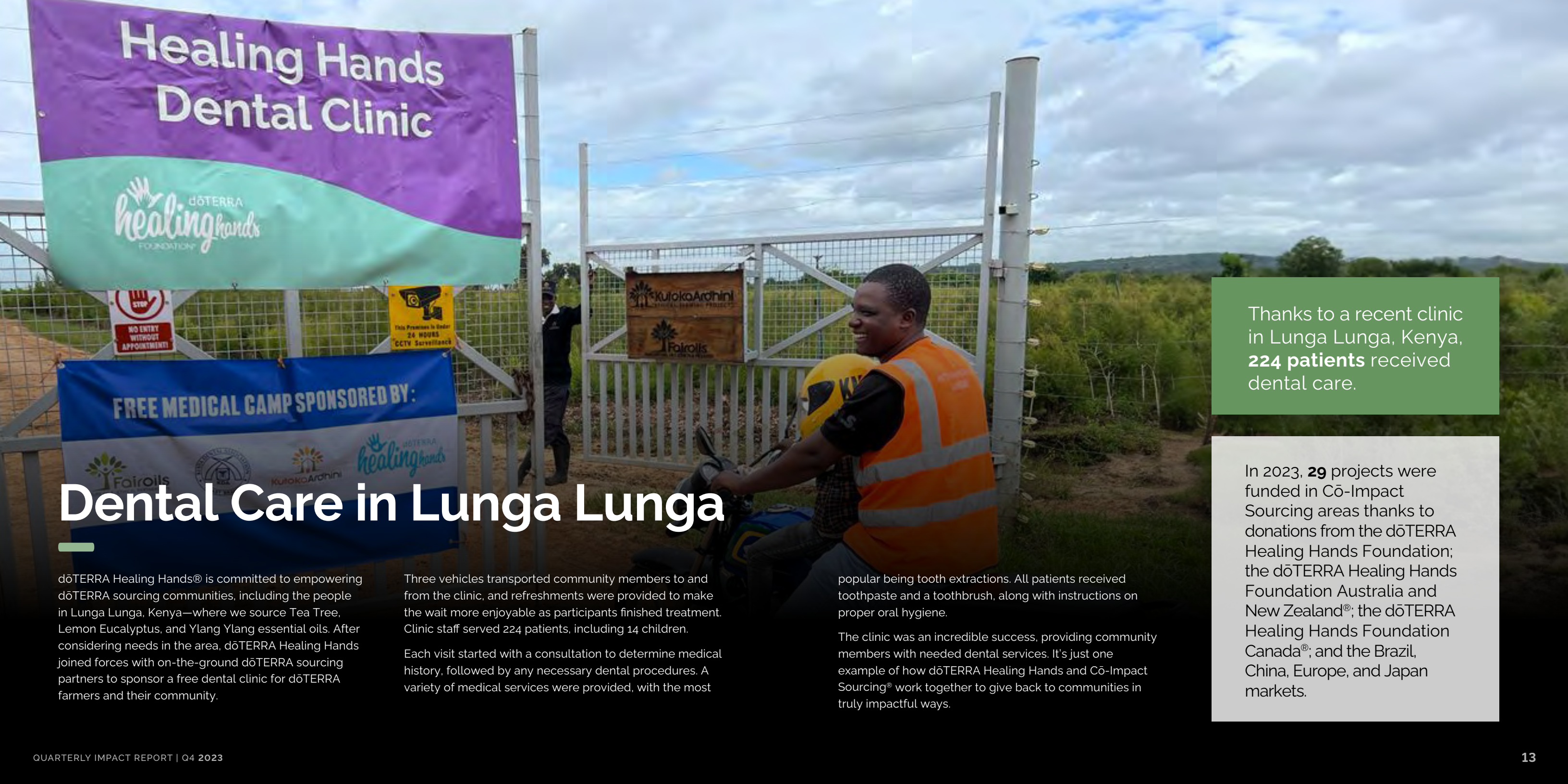


International Impact: Helping a School for the Blind in Thailand

The dōTERRA Thailand market recently visited a school for the blind in the Cha-Am district. 18 dōTERRA staff members met with 40 blind children, donating dōTERRA products like Peppermint Beadlets and dōTERRA On Guard® Natural Whitening Toothpaste, as well as \$145 USD (5,000 THB) in cash.

Despite having only opened April 2021, the dōTERRA Thailand market is already empowering people worldwide to be healthy, safe, and self-reliant by giving back to those in need.





Thanks to a recent clinic in Lunga Lunga, Kenya, **224 patients** received dental care.

In 2023, **29** projects were funded in Cō-Impact Sourcing areas thanks to donations from the dōTERRA Healing Hands Foundation; the dōTERRA Healing Hands Foundation Australia and New Zealand®; the dōTERRA Healing Hands Foundation Canada®; and the Brazil, China, Europe, and Japan markets.

Dental Care in Lunga Lunga

dōTERRA Healing Hands® is committed to empowering dōTERRA sourcing communities, including the people in Lunga Lunga, Kenya—where we source Tea Tree, Lemon Eucalyptus, and Ylang Ylang essential oils. After considering needs in the area, dōTERRA Healing Hands joined forces with on-the-ground dōTERRA sourcing partners to sponsor a free dental clinic for dōTERRA farmers and their community.

Three vehicles transported community members to and from the clinic, and refreshments were provided to make the wait more enjoyable as participants finished treatment. Clinic staff served 224 patients, including 14 children.

Each visit started with a consultation to determine medical history, followed by any necessary dental procedures. A variety of medical services were provided, with the most

popular being tooth extractions. All patients received toothpaste and a toothbrush, along with instructions on proper oral hygiene.

The clinic was an incredible success, providing community members with needed dental services. It's just one example of how dōTERRA Healing Hands and Cō-Impact Sourcing® work together to give back to communities in truly impactful ways.



Kits for Impoverished Youth in Utah

Think back to the struggles and challenges you faced as a teenager. Chances are your list included getting good grades and maintaining a healthy social life. For a growing number of young people in Utah, that list also includes basic necessities such as food, water, and hygiene supplies.

According to a report by Crossroads Urban Center, 22% of people who experienced homelessness in Utah in 2022 were under 18. Those who may have a home but not much else aren't included in that statistic.

Learning of this struggle, dōTERRA Healing Hands® donated 1,500 72-Hour Emergency Relief Hygiene Kits to the East High School Family Support Center in Salt Lake City, Utah, for distribution to in-need youth.



Q4 Disaster Relief Overview

In 2023, **44,600 72-Hour Emergency Relief Hygiene Kits** were distributed with help from other nonprofits and over **72 Wellness Advocates**.





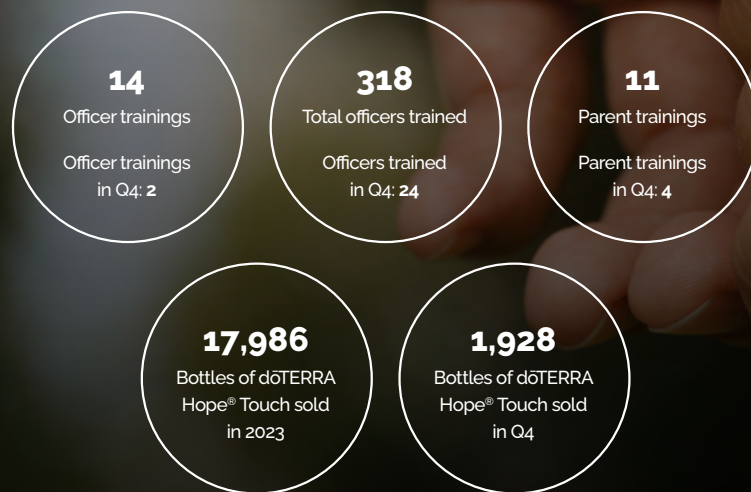
Training Law Enforcement Officers through the Hope Action Plan

dōTERRA Healing Hands® funded two law enforcement trainings through the Hope action plan. 24 officers from eight agencies were empowered to better combat trafficking in their areas. Here are just a few of the amazing things officers had to say about these trainings:

- "The techniques presented will directly improve my ability to protect children as an investigator."
—Homeland Security investigations officer
- "[This training] will allow for proactive investigations on child predators in our local community. [It] definitely opened my eyes as to how advanced these child predators are when chatting."
—Homeland Security investigations officer
- "This training allowed me to gain knowledge on the evidence that can be obtained. I already had an understanding and a willingness to help children. This is the type of case I believe matters the most."
—Detective with the Yuma, Arizona, Police Department



Hope Action Plan Annual Overview



Make more law enforcement trainings possible! \$10 from every dōTERRA Hope Touch purchase is donated to the dōTERRA Healing Hands Foundation to fight human trafficking and victimization. [Buy your bottle today.](#)



Sanaag Specialty Hospital Impact

- > **449** Babies delivered
- > **501** Surgical procedures performed
- > **21,155** Patients attended to
- > **55,273** Diagnostic tests performed
- > **6,306** Outreach patients cared for

Stats are measured since SSH opened in 2021.

World Diabetes Day at Sanaag Specialty Hospital

According to the International Diabetes Federation, one in 10 adults worldwide has diabetes. That means 10% of the global population struggles with this metabolic disease.

Since its opening in 2021, the Sanaag Specialty Hospital (SSH) has served 291 patients with diabetes. To raise awareness about diabetes, SSH participated in World Diabetes Day on November 14, 2023.

The day started with a diabetes awareness 5K walk from the hospital into Erigavo City. This walk was followed

by free diabetes screenings, including a blood pressure check, weight and height measurement, body mass index (BMI) measurement, a blood glucose test, a predictable risk assessment, and health education.

SSH staff screened 201 people. Of these people, 75 were high-risk patients and directed to visit SSH for further evaluation and treatment.

Donation and Solicitation Disclosure

Florida A COPY OF THE OFFICIAL REGISTRATION AND FINANCIAL INFORMATION MAY BE OBTAINED FROM THE DIVISION OF CONSUMER SERVICES BY CALLING TOLL-FREE (800-435-7352) WITHIN THE STATE [of Florida]. REGISTRATION DOES NOT IMPLY ENDORSEMENT, APPROVAL, OR RECOMMENDATION BY THE STATE. Registration #: CH48280.

ILLINOIS CONTRACTS AND REPORTS REGARDING THE CHARITY ARE ON FILE WITH THE ILLINOIS ATTORNEY GENERAL.

Maryland A copy of the current financial statement of the dōTERRA Healing Hands Foundation is available by writing 389 S 1300 W, Pleasant Grove UT 84062, or by calling (801) 437-7918. Documents and information submitted under the Maryland Solicitations Act are also available, for the cost of postage and copies, from the Maryland Secretary of State, State House, Annapolis MD 21401, (410) 974-5534.

Michigan Registration # 55179

NEW JERSEY INFORMATION FILED WITH THE ATTORNEY GENERAL CONCERNING THIS CHARITABLE SOLICITATION AND THE PERCENTAGE OF CONTRIBUTIONS RECEIVED BY THE CHARITY DURING THE LAST REPORTING PERIOD THAT WERE DEDICATED TO THE CHARITABLE PURPOSE MAY BE OBTAINED FROM THE ATTORNEY GENERAL OF THE STATE OF NEW JERSEY BY CALLING 973-504-6215 AND IS AVAILABLE ON THE INTERNET AT [HTTP://WWW.NJCONSUMERAFFAIRS.GOV/](http://www.njconsumeraffairs.gov/). REGISTRATION WITH THE ATTORNEY GENERAL DOES NOT IMPLY ENDORSEMENT.

North Carolina Financial information about this organization and a copy of its license are available from the State Solicitation Licensing Branch at 919-814-5400. The license is not an endorsement by the State.

Virginia A Financial Statement is available upon request from the Office of Charitable and Regulatory Programs P.O. Box 1163, Richmond, Virginia 23218 Phone 804-786-1343.

Washington dōTERRA Healing Hands Foundation, a Utah Non-Profit Corporation, is registered with the State of Washington Secretary of State Corporations and Charities Division. For further information please contact the Secretary of State at 360-725-0378 or www.sos.wa.gov/charities.

Power of One 100% of donations to the dōTERRA Healing Hands Foundation® are always given to aid because dōTERRA International covers the operating costs of the foundation. Of the donations used to support a Power of One project, 100% is used to empower the individuals in Cō-Impact Sourcing® supply chain areas for the current project. Once the fundraising goal for a Power of One project has been met, dōTERRA Healing Hands® will distribute additional donations raised among other projects in need of funding until the following quarter when next Power of One fundraiser launches and fundraising for that project begins.

