LETTER FROM THE CEO

The last quarter has been the most operationally challenging in our history.

For the entire quarter, a blockade along the Indian border that has created a fuel and supplies crisis. As a result, we’ve been unable to move any building supplies into the country and could barely move goods already in Nepal to where they needed to be.

However, we are a team that embraces challenge with grit. And grit and ingenuity have led to some incredible results in spite of these challenges: We broke ground on the first clinic in an earthquake-impacted region, nearly finished phase I of our hospital housing expansion, launched an openERP software product to digitize our supply chain, and built out our Finance and People Operations teams to prepare for the rapid expansion required once the blockade lifts.

If you have questions after seeing what we’ve accomplished over the last quarter, please write me: mark@possiblehealth.org.

Warmly,

Mark
IMPACT

TOTAL PATIENTS TREATED:

- 20,833 total patients treated Q1
- 3% inpatient care includes deliveries
- 6% emergency care
- 91% outpatient care includes HIV care patients

20,833 patients treated year to date

296,485 total patients treated since 2008

$36.01 cost per patient treated in Q1

KEY PERFORMANCE INDICATOR RESULTS:

Review our fully defined KPIs click here.

1.9 OUTPATIENT UTILIZATION target: 1.3
On average, each person in our catchment area visited one of our healthcare facilities nearly two times.

1.5 EQUITY target: 1.0
Marginalized patients* accessed our hospital 50% more frequently than non-marginalized patients.

70% CHRONIC ILLNESS FOLLOW-UP* target: 90%
This means 70% of our total chronic disease patients had a follow-up interaction with a provider.

100% SURGICAL ACCESS target: 95%
The full set of resources and people to perform surgeries were available every day.

76% SAFE BIRTH† target: 95%
76% of women gave birth in a healthcare facility with a trained clinician in the past year.

34% FAMILY PLANNING† target: 75%
34% of reproductive aged women who delivered in the past two years are using contraceptive methods.

*BMarginalized defined as dalit (low-caste) or janajati (indigenous) according to MoHP classification.
†Now measured through our EHR.
††Indicator measured annually.
MILESTONES

Our team identified five high-level milestones for Q1 at the start of FY 2016.

![Complete](image.png)

**COMPLETE THE TRANSITION INTO AN openERP SYSTEM:** We aimed to implement a new openERP platform to digitize all procurement and supply functions by end of Q3. This was accomplished two quarters early.

**BUILD OUR FIRST PEOPLE OPERATIONS TEAM TO SUPPORT SCALING:** We aimed to build a team of 4 people by the end of Q2 and this was accomplished one quarter early.

**ADD 3 PEOPLE TO THE FINANCE TEAM:** This was partially accomplished. We aimed to hire and onboard a CFO, Finance Director, and Finance Manager. We are still seeking the right CFO.

**EXECUTE LEASE AGREEMENTS FOR FACILITIES TRANSFERS OF TWO PRIMARY HEALTH CENTERS TO INDEPENDENT POSSIBLE MANAGEMENT.** This target shifted early in Q1, as the entire government of Nepal changed when a new constitution was developed and announced. We had to delay efforts until Q2.

**COMPLETE CONSTRUCTION OF THE FIRST 5 OF 21 CLINIC FACILITIES IN THE EARTHQUAKE IMPACTED REGION.** This target shifted midway through Q1 when an economic blockade prevented construction materials and fuel from entering the country for over 75 days. Ongoing efforts remain delayed.

![ACCOMPLISHED INSIGHT](image.png)  ![MISSED INSIGHT](image.png)  ![SHIFTED INSIGHT](image.png)

ADDITIONAL INSIGHT: IMPACT & MILESTONES

Dive into our complete set of quarterly data, published openly.

Signed an agreement with District Health Office to pilot the IDEO.org supported Group Pediatric care model in 6 VDCs.

NEW IN-KIND PARTNERSHIPS:

The 2nd class of Merck Fellows completed their time in Nepal, effectively rolling out a new openERP system to digitize our supply chain and procurement processes.
**REVENUE**

REVENUE BY QUARTER:

<table>
<thead>
<tr>
<th>Quarter</th>
<th>LAST YEAR FY 2015</th>
<th>THIS YEAR FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>$616,171</td>
<td>$1,840,298</td>
</tr>
<tr>
<td>Q2</td>
<td>$391,215</td>
<td>$1,057,737</td>
</tr>
<tr>
<td>Q3</td>
<td>$500K</td>
<td>$1,985,749</td>
</tr>
<tr>
<td>Q4</td>
<td>$500K</td>
<td>$0</td>
</tr>
</tbody>
</table>

TOTAL Q1 IN-KIND VALUE: $65,038

TOTAL $ APPLIED FOR Q1: $1,530,000

**ADDITIONAL INSIGHT: REVENUE**

Our commitment to rebuild Nepal’s healthcare system was highlighted by President Clinton at the Clinton Global Initiative.

Possible joined the Big Bang Philanthropy group after being funded by at least three members of the funding collaborative.

**EXPENSES**

EXPENSES BY QUARTER:

<table>
<thead>
<tr>
<th>Quarter</th>
<th>LAST YEAR FY 2015</th>
<th>THIS YEAR FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>$587,545</td>
<td>$750,238</td>
</tr>
<tr>
<td>Q2</td>
<td>$353,699</td>
<td>$648,426</td>
</tr>
<tr>
<td>Q3</td>
<td>$500K</td>
<td>$795,316</td>
</tr>
<tr>
<td>Q4</td>
<td>$500K</td>
<td>$0</td>
</tr>
</tbody>
</table>

TOTAL Q1 EXPENSES: $750,238

% OF EXPECTED Q1 BUDGET SPENT: 50%

**ADDITIONAL INSIGHT: EXPENSES**

- View our 501c3 Quarterly Expense Summary and full line-by-line detail.
- View our NGO Quarterly Expense Summary and full line-by-line detail.
PEOPLE OPERATIONS

314 total (FT + PT)

13 501c3

301 NGO

12 FT +1 FT additions, -0 FT terminations

1 PT +1 PT additions, -0 PT terminations

137 FT +19 FT additions, -10 FT terminations

164 PT +1 PT additions, -0 PT terminations

PEOPLE OPERATIONS SPOTLIGHT:

KEVIN SINHA (bio)
Chief Development Officer

UDDIP GAJUREL (bio)
Deputy Director of People Operations

PRATISHTA THAPA (bio)
Kathmandu Operations Manager

ADDITIONAL INSIGHT: PEOPLE OPERATIONS

View our updated organizational chart.

We’re hiring! Learn more, share, and apply today.

Follow us on LinkedIn!

ADDITIONAL INSIGHT: AUDIENCE

WEBSITE:
32,752 vs. 33,147 visits (1% decrease)

FACEBOOK:
24,935 Likes vs. 1,521 donation page views (26% decrease)

Increase in growth vs. last quarter

TWITTER:
3,141 Followers vs. 33,147 visits (1% decrease)

Increase in growth vs. last quarter

AUDIENCE

Our Chief Strategy Officer, Duncan Maru, wrote a piece in Stanford Social Innovation Review on Public-Private Partnerships and their critical importance across all industries.

We launched our partnership with Cathay Pacific Airways. Now our team can travel back and forth from Nepal free of cost, which allows us to use the money saved on airfare directly for patient care.

A video of our rebuilding work was featured on stage at The Clinton Global Initiative Annual Meeting. Watch how we’re rebuilding and strengthening healthcare systems.
Amkhara has suffered from epilepsy for many years. The frequent, unpredictable attacks defined her life; she was unable to go to school, couldn’t do her daily chores, and was excluded from meaningful social interactions. The community saw her as either mentally challenged or possessed.

After getting married, she traveled to our hospital hub with her husband. Our medical team was quick to dismiss the unfair diagnosis that society created for her. She had a chronic illness, and with proper care it could be managed.

Her journey to recovery began with explicit instructions on how to take her medication, and to visit our healthcare facilities regularly for exams and counseling. Then, Amkhara had another epilepsy attack. She fell on the kitchen floor and tipped over a pot of boiling water, which left third-degree burns on her hands. She once again came to our hospital, but this time to treat her burn wounds.

With the epilepsy still persistent, we knew she was prone to further accidents. So for over two years, our team worked with Amkhara to ensure she visited the hospital every month. A community health worker from her village also came to Amkhara’s home to counsel her family on how to safely manage the chronic disease.

Fast forward one year, and Amkhara is pregnant. We continue to see her regularly, but this time it’s because she’s attending our community health antenatal care sessions to ensure she has a safe pregnancy.

Her baby is healthy and the epilepsy is under control, thanks to three years of continuous follow-up care, compassionate counseling, and a healthcare system that constantly strives to put the patient first. “In many ways, my life is coming back to normal,” she says.