



Q1
2023

QUARTERLY
IMPACT
REPORT

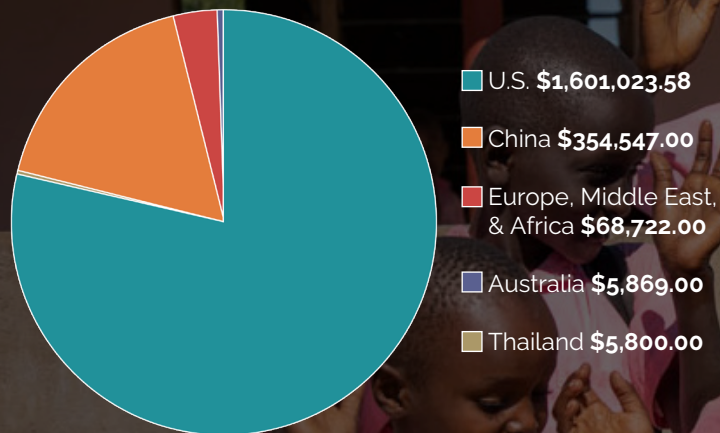


Empowering people
worldwide to be healthy,
safe and self-reliant.

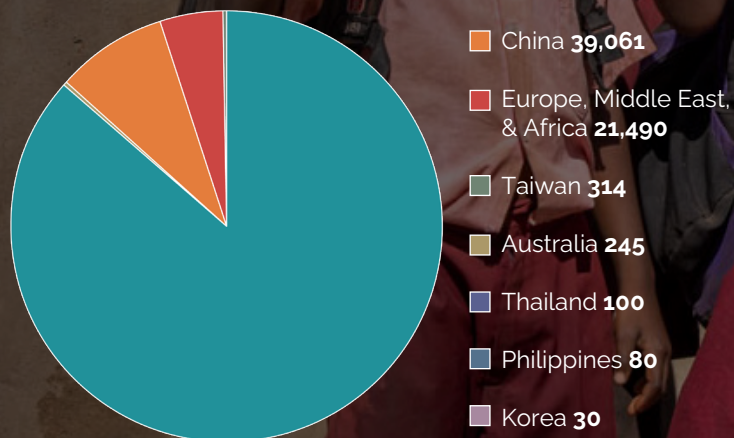
dōTERRA Global Impact

dōTERRA Healing Hands® began shortly after dōTERRA® to create a culture of giving. Today, it's a global platform focused on humanitarian projects, which includes supporting sourcing communities, empowering service opportunities, and fighting human trafficking and victimization in 111 countries and throughout the United States.

Total Donations in Q1



Lives Impacted in Q1







International Impact: Empowering Women in China

dōTERRA markets are working to empower people worldwide to be healthy, safe, and self-reliant. One example is the Go! Mulan women's entrepreneurship project in China. Since 2018, this project has supported women entrepreneurs in rural areas of China by partnering with dōTERRA Helping Hands (the dōTERRA® China equivalent of dōTERRA Healing Hands) and the China Women's Development Fund. It supports women by subsidizing the purchase of production facilities, providing skills training, and setting up childcare centers so women can focus on their work.

As of 2022, Go! Mulan directly helped 3,470 women become more self-reliant and improved their standard of living. During the first quarter of 2023, the dōTERRA Helping Hands Foundation® funded three additional Go! Mulan projects geared toward empowering women.



Fruit Growers Cooperative

In Yiyang, Huanan province, funds were used to reclaim a mountain and grow fruit trees. This project is located an hour away from the dōTERRA Litsea sourcing area and will provide **60 jobs for women**.



Herbal Plant Farming

In Yanji, Jilin province, **150 women will receive training** from Yanji University in growing herbal plants. Following the training, they'll receive seedlings and support to cultivate and sell their products.



Bed and Breakfast Business Training

In Baishan, Jilin province, the Go! Mulan Project—in conjunction with the Women's Federation—will teach women how to run their own bed and breakfasts. This province sits on the border of North Korea is one of the most economically disadvantaged regions of China.

Many farmers in the area started bed and breakfasts but lacked the knowledge and skills to manage these endeavors properly. With these trainings, **400 women will be trained** in housekeeping, kitchen hygiene, gardening, and compliance to help their bed and breakfasts succeed.

Totaling over **\$58,000 in donations**, these projects will have an incredible impact on many women and their families. It's amazing to see the impact made possible as dōTERRA markets #engageingood.



Hope: The Power of One at dōTERRA Leadership

Never underestimate the power of one person to make a difference!

When Gold leader Dr. Renata Bergfelt visited the dōTERRA Healing Hands® booth at dōTERRA Leadership Retreat 2023, she was intrigued by the Power of One service opportunity. She was already involved in the fight against human trafficking with the Hope & Justice Foundation, an organization founded by fellow dōTERRA® team member and Wellness Advocate Anna Alves-Lazaro. But she wanted to do more.

The Hope & Justice Foundation works to “end human trafficking, human smuggling, domestic violence, and children sexual exploitation” in Florida. Florida has the third highest number of human trafficking cases in the United

States.¹ Half of these victims are minors, with most being trafficked for the first time between the ages of 12 and 14.²

Before Leadership Retreat, Renata had been pondering how to connect her work with trafficking survivors to her love of dōTERRA. The dōTERRA Healing Hands® service project provided her with the perfect opportunity!

With Renata's introduction, dōTERRA Healing Hands donated 300 Hope Kits she helped assemble at Leadership Retreat to the Hope & Justice Foundation, contributing to the fight against human trafficking in Florida. On the Monday after the event, the dōTERRA Healing Hands team joined Renata and Anna at the Hope & Justice Foundation to tour the facility and meet the amazing people who support survivors daily.





hope

» dōTERRA Healing Hands supports the Hope action plan in training officers. In the first quarter of **2023, 39 officers were trained** to stop predators on the Internet.

» In February, Hope collaborated with Homeland Security Investigations and other partner law enforcement and victim-support agencies to combat human trafficking during the NBA All-Star festivities in Salt Lake City. During the operation, **10 women accepted rescue efforts** and are currently receiving aftercare assistance. This intervention led to the arrest of a longtime violent trafficker and the identification of additional victims. The case has evolved into a federal investigation.



All Hands on Deck: Providing Relief in Turkey

Wellness Advocates and dōTERRA® Employees Helped Earthquake Victims

On February 6, 2023, a 7.8-magnitude earthquake struck Turkey and Syria, heavily impacting communities in the area. More earthquakes followed, with a 6.4-magnitude aftershock hitting on February 20. At the first sign of disaster, Wellness Advocates and dōTERRA employees sprang into action to provide relief.

HOPE
HUMANITARIAN

Match Projects for Turkey

Wellness Advocates worldwide rallied to show their support for Turkey. Through five Match Program projects, Wellness Advocates raised over \$58,000 to help the Turkish people. These funds will go toward food, shelter, and medical supplies to help survivors in their efforts to rebuild in the wake of this natural disaster.

Emergency Relief Hygiene Kit Distribution

Several Wellness Advocates with ties to Turkey traveled to impacted areas to help with relief efforts. These Wellness Advocates distributed 4,400 72-Hour Emergency Relief Hygiene Kits. These kits provided needed supplies such as toothbrushes and bandages to lift survivors and provide relief in simple but important ways.

dōTERRA Campus Service Project

dōTERRA employees wanted to join relief efforts and held a quilt tying service project on dōTERRA campus. They opened the project to community members, inviting local Wellness Advocates and members of the Arab Student Associations (ASAs) of two universities to join in the effort.

In one day, 70 volunteers tied 37 quilts for earthquake survivors in Turkey. The quilts were donated to Hope Humanitarian, who will deliver them to those in need on the ground. These quilts will provide comfort for the people of Turkey as they continue rebuilding after such a devastating disaster.





Cō-Impact Sourcing®

dōTERRA Impact in Kenya through Cō-Impact Sourcing Trips

Spring 2023 saw the return of Cō-Impact Sourcing Trips! Two Wellness Advocate groups—one from the US and another from Europe—had the opportunity to visit dōTERRA sourcing areas in Kenya.

During these trips, participants visited farmers who benefited from a drip irrigation system funded by the dōTERRA Healing Hands Foundation®. These Wellness Advocates also experienced firsthand the work needed to produce essential oils as they laid down mulch, harvested tea tree, and planted seedlings.

Each group visited one of two schools in the area where they were welcomed with speeches and dancing. The US group visited the Mwamose Primary School, which has been the recipient of funding from the dōTERRA Healing Hands Foundation for multiple projects, including a school library, water storage tanks, new staff room, restrooms, teacher

living quarters, and student veranda. The European group visited the Marenje Primary School, where the dōTERRA Healing Hands Foundation funded bathrooms, a solar clean drinking water system, and school supplies.

Before going on the trip to Kenya, European Gold leader Natalia Gomes started a Match Program project to fundraise money for scholarships for children in the Kenya sourcing area. By the end of the trip, Natalia raised over **\$10,000**, exceeding her initial fundraising goal. These funds primarily came from other trip participants as they connected with the people in Kenya who would benefit from their donations. In meeting the children in the area, these Wellness Advocates could visualize the impact of their donations in a personal way.

Thank you to everyone who made these dōTERRA Healing Hands® projects in Kenya possible!



Since 2016, dōTERRA has funded
34 community projects and
impacted 82,000 lives in Kenya.

In Kenya, children often drop out of school when family finances are low. Though primary education is free, secondary education (high school and above) isn't. Over the years, the dōTERRA Healing Hands Foundation has **funded 93 scholarships** in Kenya.

**Highlights pulled from dōTERRA efforts in Kenya.
They aren't reflective of all dōTERRA sourcing efforts.*





Emergency Medicine Saving Lives at Sanaag Specialty Hospital

Hamse Mohamed Mire, a 27-year-old in Somaliland, developed abdominal pain three weeks prior to his visit to the Sanaag Specialty Hospital (SSH). When his pain began, his parents contacted a medicine man from Erigavo to do a procedure known as therapeutic scarring, where hot rods and traditional herbs are administered to the body to try and cure the ailment.

Hamse's condition rapidly deteriorated. He was admitted in critical condition into the Team Bybee Worldwide Accident and Emergency Room. He was diagnosed with infection, peritonitis, and appendicitis.

With help from antibiotics and emergency surgery from SSH doctors, Hamse's life was saved. He's now on the mend and excited to eat solid food again!



1,523
Patients
attended

5,425
Diagnostic tests
performed

48
Total
deliveries

27
Surgical
procedures
performed



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 <https://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 Co-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.



#EngageInGood

©2022 dōTERRA Holdings, LLC, 389 South 1300 West,
Pleasant Grove, UT 84062 USA • [doterra.com](https://www.doterra.com)