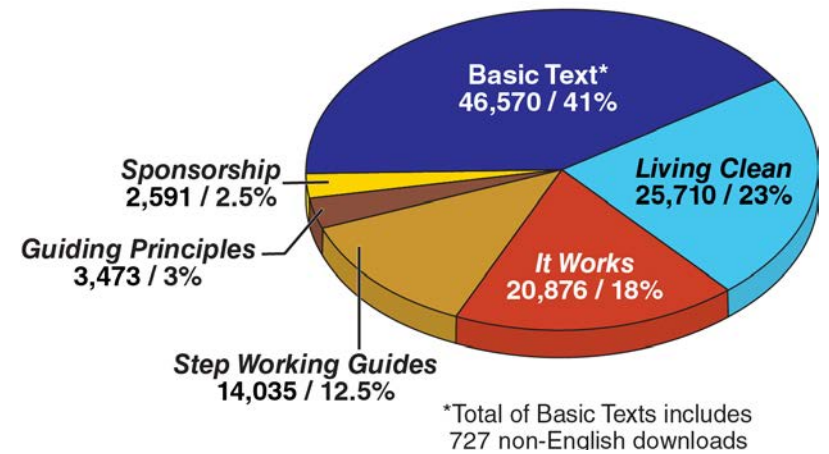


Although NA World Services has posted IPs and booklets for free access on na.org since 2005, many NA members first became aware of this service in 2020, when in-person meetings around the world closed down. At the onset of the pandemic, NA World Services made a concerted effort to post all translated IPs and booklets as well. This is in addition to audio versions of the Basic Text, as they become available.

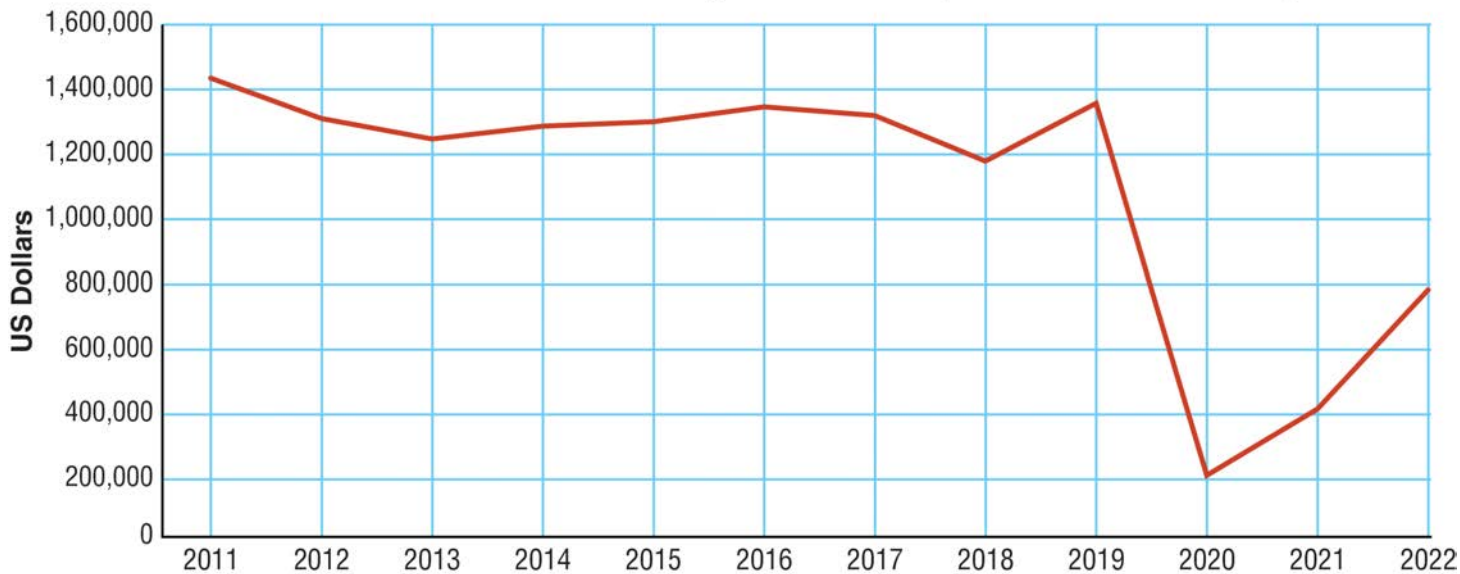
Posting free literature is a service that our members seem to embrace and appreciate, and it has had an effect on literature sales. All literature sales decreased in 2020 and 2021, but the decrease in IPs and booklets was most severe. The overall decrease was 15–25% annually, and income from IPs and booklets decreased 70–84% in those same years. If the trend persists, income will continue to be reduced by more than \$700,000 per year.

Fortunately, Fellowship contributions have offset that income loss. It is our hope that the mission-driven decision to provide free access to IPs and booklets will continue to be supported by the Fellowship.

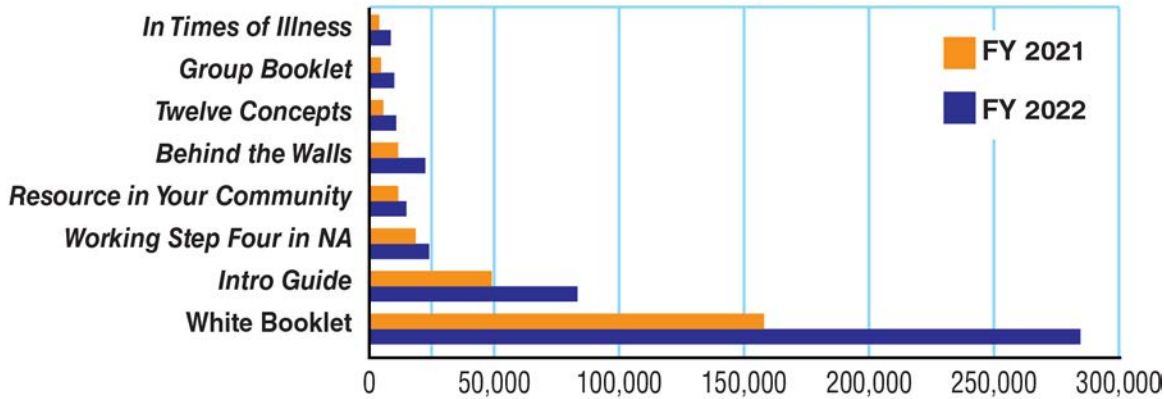
Electronic Book Sales 2012–2022



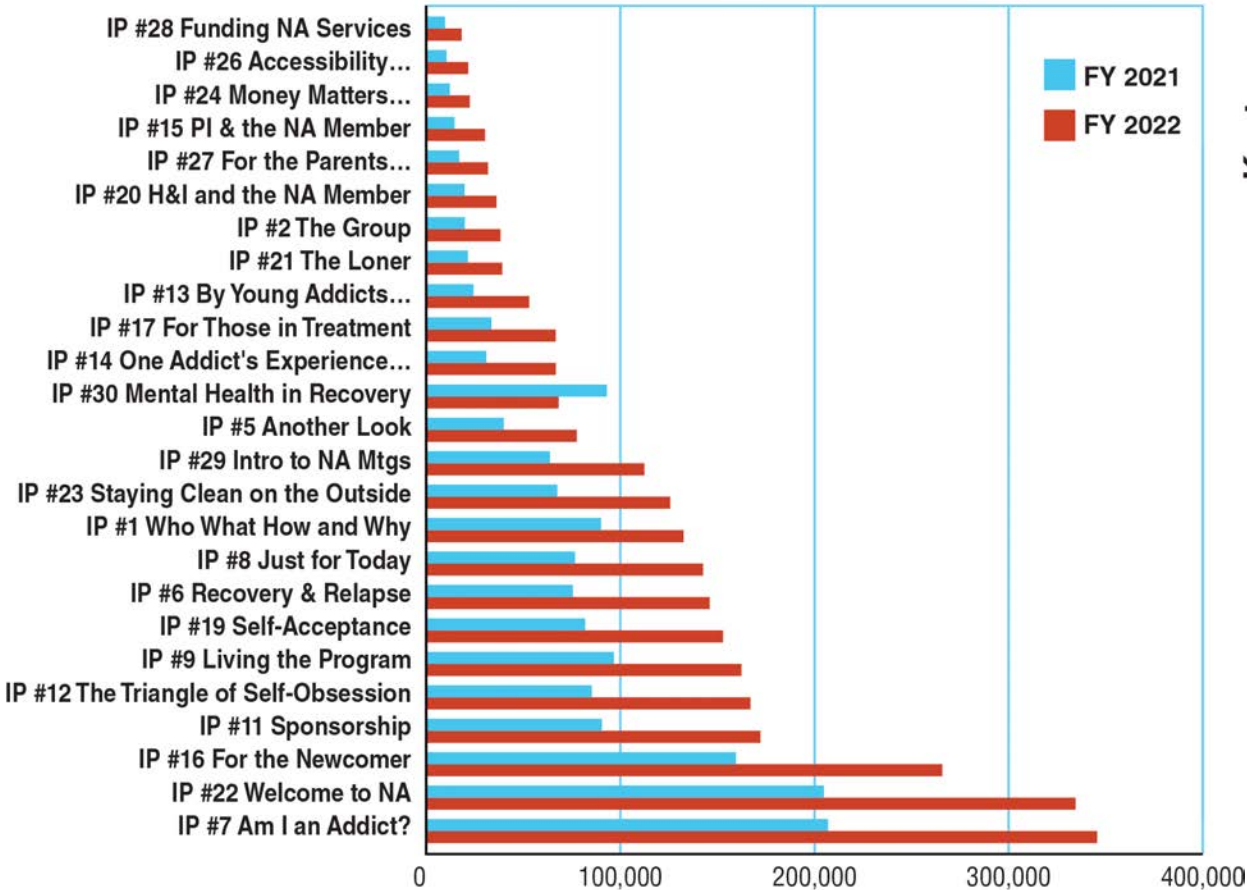
Income from Other Recovery Literature (IPs and Booklets)



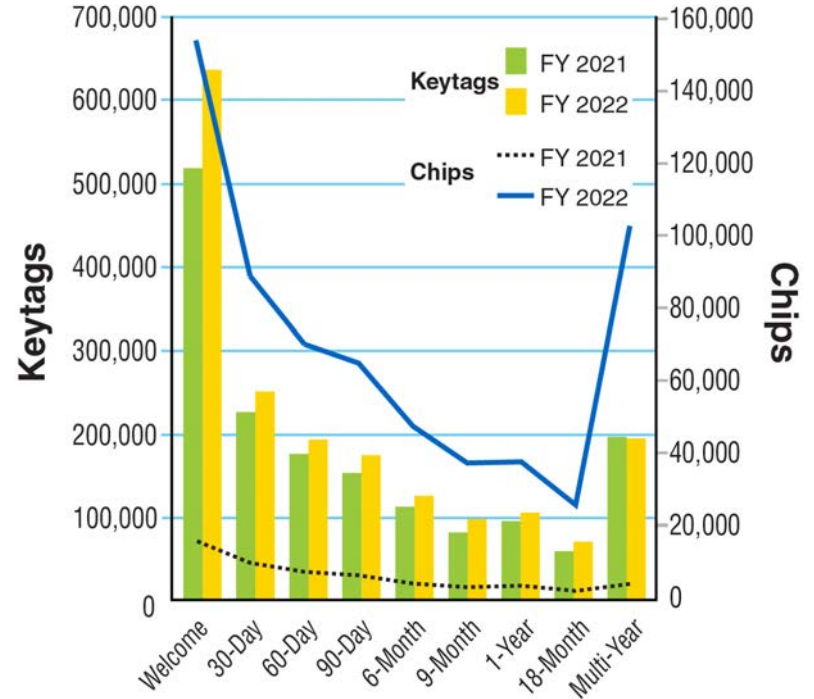
Printed Booklets Distributed in FY 2022



Informational Pamphlets Distributed in Print FY 2022



Keytags & Chips



The large increase in chip distribution is due to Iran switching from keytags to chips because of supply chain issues.