



In collaboration
with:



BCG

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africa

Home Grown Solutions Accelerator for Pandemic Resilience in Africa

Introduction to the initiative

June 2022

HGS Accelerator

1 Context & project origins

Successes to date

2 Our 2021 East Africa Pilot

Current activities

3 Ongoing 2022 Pan-African cohort

Long-term plan & potential

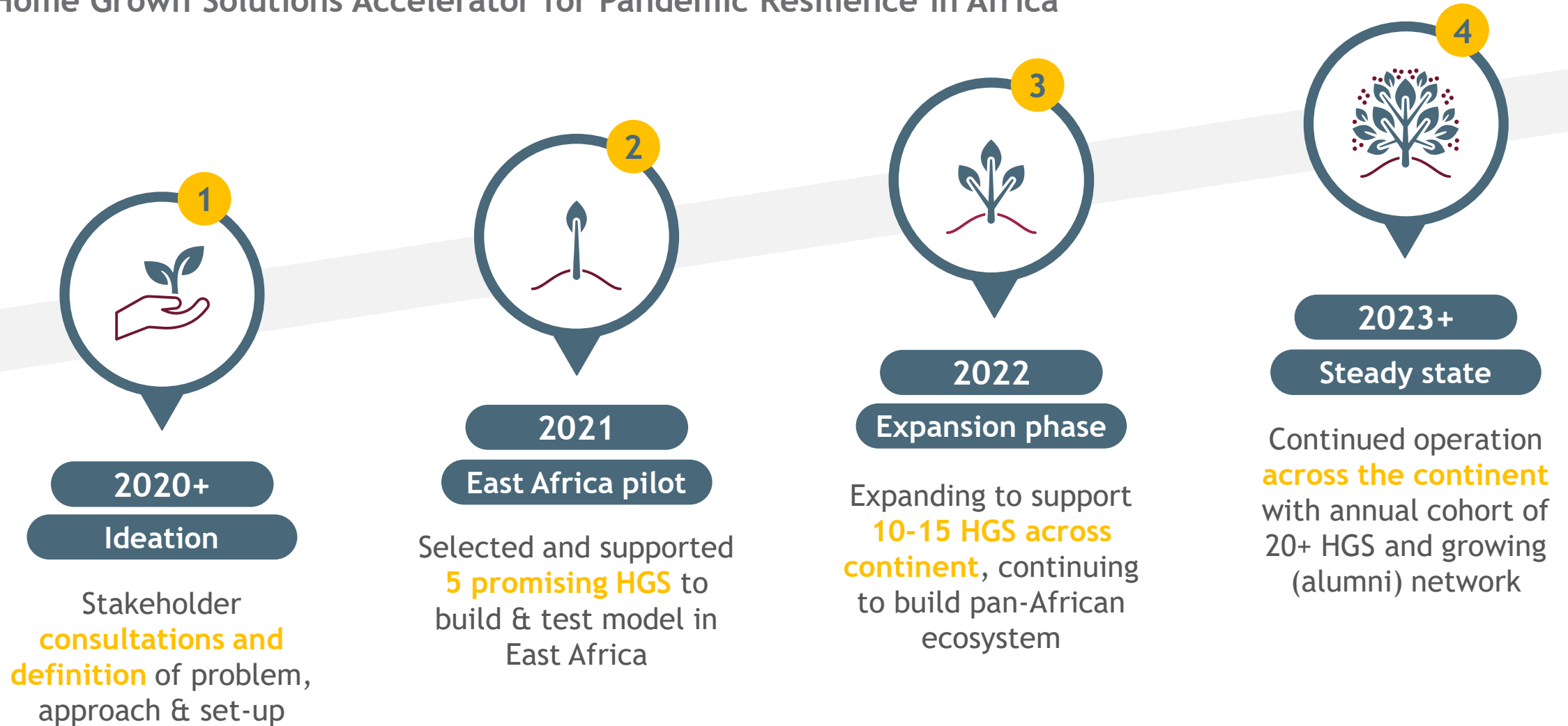
4 Room for collaboration

4

topics in this
document

Our journey going forward

Home Grown Solutions Accelerator for Pandemic Resilience in Africa



① HGS Accelerator context & project origins

... and how is this Accelerator different to other private sector Accelerator programs

How the Accelerator started

From COVID response to pandemic resilience to long-term systems strengthening, by supporting Africa's entrepreneurs



Early 2020
COVID-19 highlighted Africa's dependency on other continents on healthcare delivery



Mid 2020
Multiple Home Grown, innovative African solutions are coming up, showing promise to deliver healthcare impact



Late 2020
With support from JICA, AUDA-NEPAD launched the Home Grown Solutions Accelerator to support entrepreneurs and strengthen the continent's pandemic resilience



2021 onwards
Continued commitment by all parties to continue the initiative for longer-term healthcare systems strengthening

The problem

In stark contrast to more mature sectors like fintech or energy, a strong support ecosystem for healthcare venturing is still lacking across the continent



Hard to find the right partners

Limited networking and peer-learning opportunities for healthcare players limits options for meaningful introductions across private and social sectors, with right public sector players often hard to engage



Difficulties accessing capital

Limited number of investors considering healthcare, traditional debt providers inadequate and missed opportunities in providing grants to build sustainable & scalable business models



Limited access to technical advice

Few local business or technical experts available that know local context and charge affordable rates at the level of engagement required to update business or manufacture a new product



Regulatory, procurement & trade

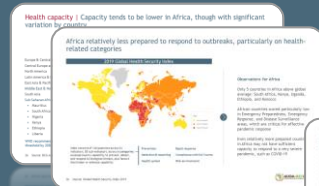
Fractured and highly dynamic environments introduce additional cost and time requirements to gain market access, especially when expanding business across borders

See also our joint AUDA-BCG publication [*Breaking Barriers for Africa's Healthcare Entrepreneurs*](#)

Unique and evidence-based design

Based on extensive assessment of health systems, needs of healthcare companies and other programs, AUDA-NEPAD positions the HGS Accelerator for the specific task at hand

50+ countries health system assessment



60+ stakeholder engagements

Stakeholder Category	Engagement Details
AUDA-NEPAD	100 stakeholders engaged across AUDA-NEPAD, JICA, healthcare providers, innovators, investors, and technical experts.
JICA	40 stakeholders engaged across AUDA-NEPAD, JICA, healthcare providers, innovators, investors, and technical experts.
Healthcare providers	100 stakeholders engaged across AUDA-NEPAD, JICA, healthcare providers, innovators, investors, and technical experts.
Innovators	100 stakeholders engaged across AUDA-NEPAD, JICA, healthcare providers, innovators, investors, and technical experts.
Investors	100 stakeholders engaged across AUDA-NEPAD, JICA, healthcare providers, innovators, investors, and technical experts.
Technical experts	100 stakeholders engaged across AUDA-NEPAD, JICA, healthcare providers, innovators, investors, and technical experts.

40+ accelerator benchmarks



Important to strengthen health systems for **resilience** vs. short-term pandemic response



Start-ups want more **tailored support** than vast bulk of private-sector accelerators provide



No publicly funded accelerators focus on **growth- to mature- stage** companies and avoid manufacturers



No **healthcare-specific** accelerators exist at scale in Africa, and none that link to public sector

Our focus companies

We are the only large-scale healthcare-specific Accelerator in Africa, and distinguish ourselves further by working both with growth as well as mature stage companies



Sector focus

Health-care sector



Priority solutions

Care capacity, increased digitization or manufacturing



Company stage

Growth and/or mature stage for-profit entities with market traction and ambition to scale



Home Grown

Africa-focused operations & employee base, preference for African leadership



Geography

Pan-African, with preference for companies with multi-country operations

What we offer

We offer each individual company in our cohorts tailored support across three areas, continually going up and above typical private or public-sector Accelerator programs



Context-specific advisory

Provide business model validation and advisory services

(For subset) Assign dedicated consultant during accelerator program, with potential for longer term engagement



We have a team of world class consultants to diagnose your business needs and deliver **tailor-made advisory services**



Investment readiness support

Match needs to funding options, prepare reach-out with coaching, thinking & supporting materials

Broker introductions to high potential *(equity, debt or concessional finance)* funders



We represent and understand the requirements of a **growing and diverse network of funders**, linking you to capital needed to scale



Matching to strategic partners

Identify the right partner needed to unlock scale or navigate trade or regulatory landscapes

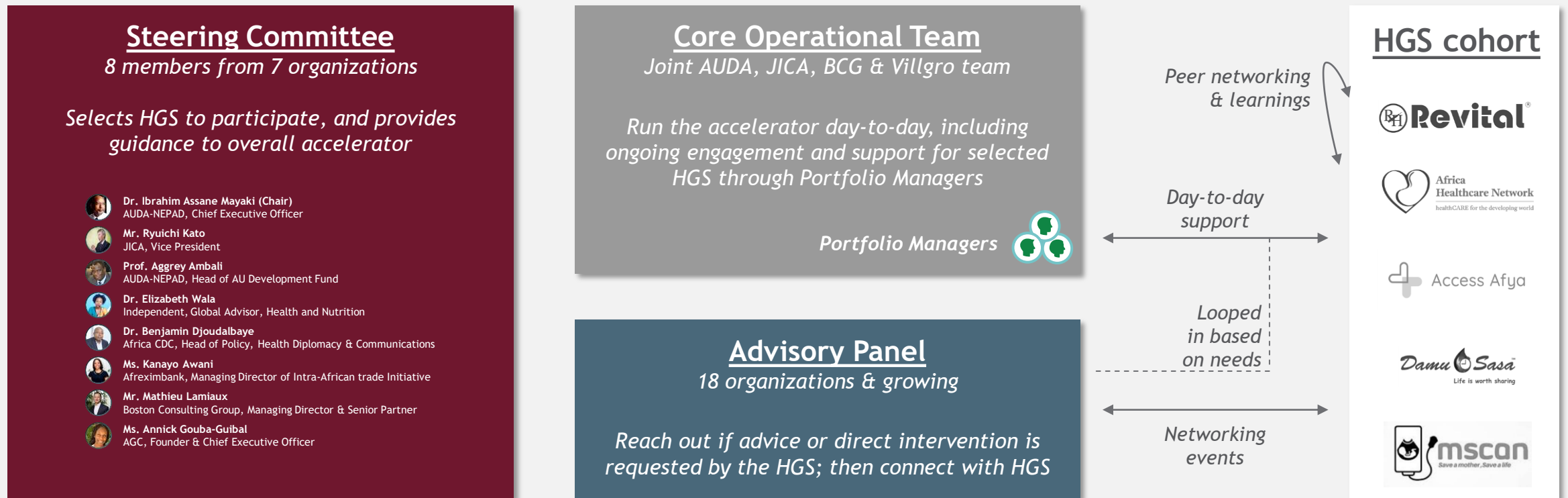
Broker introductions to potential partners across public, private, and social sectors



We will leverage our joint networks and **introduce you to leading organizations** to grow your business through partnership or advise

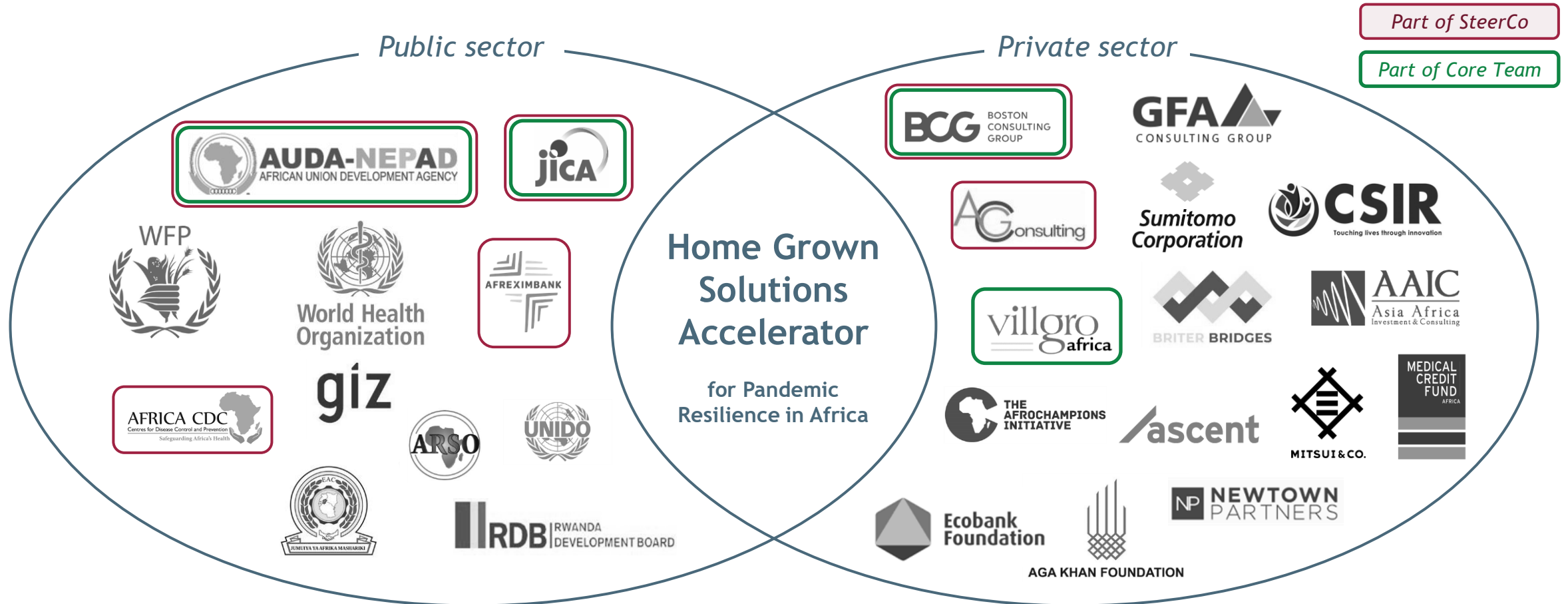
Our governance

We have set up a number bodies, including an independent Steering Committee for decision making and guidance and a growing Advisory Panel for the benefit of the Home Grown Solutions



Our growing network

In order to deliver against the offering, we are building a growing network of leading public- and private-sector organizations. Interested to join? Let us know!



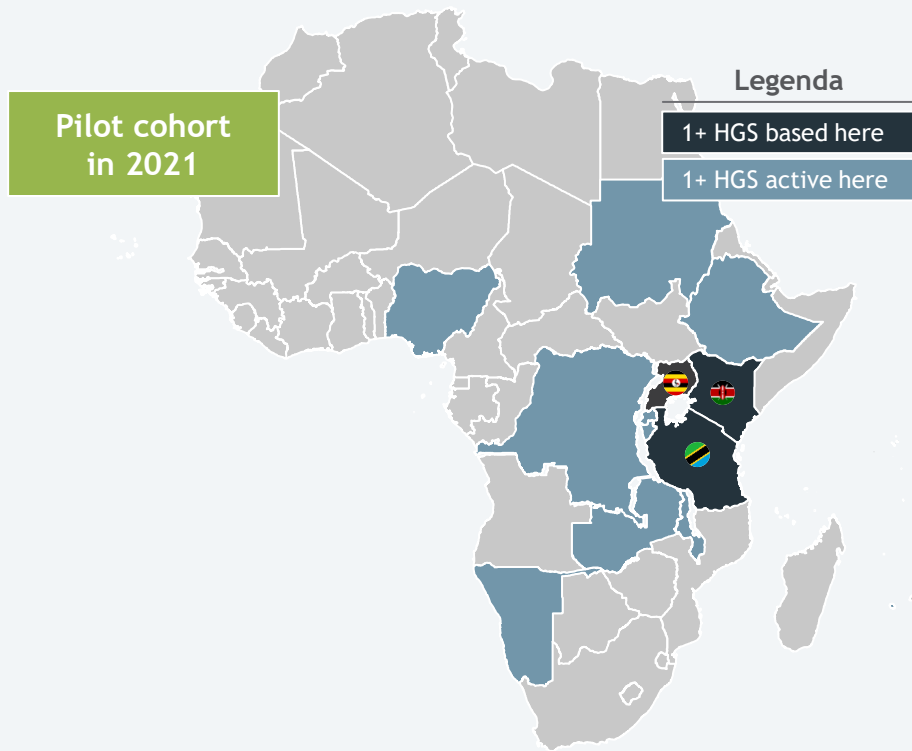


2 Our 2021 East Africa Pilot & joint successes





... including an overview of what a typical year for the initiative looks like

Overview of our Pilot

From 56 applications received, 39 were valid, 12 were shortlisted and detailed for the SteerCo who in March 2021 decided on this Pilot cohort of 5 outstanding Home Grown Solutions



Company stage ↑

	Manufacturer of essential medical supplies & consumables  (video intro)
	Provider of specialized renal care services at hospitals  (video intro)
	Primary healthcare clinics in low-income neighborhoods  (video intro)
	Technology enabled blood management system  (video intro)
	Producer of handheld ultrasound devices for low-resource settings 

Note that Damu Sasa & MSCAN are Pre-Seed, Access Afya Pre-Series A, AHN post Series A and Revital an established manufacturer. Click for links to AUDA-NEPAD's YouTube channel

Tailored acceleration plans

Over the course of April and 3-5 meetings for each HGS, we diagnosed their most pressing needs and matched them to the Accelerator offering to define these tailored support plans



Context-specific advisory

Articulate clear value proposition & refine 1-2 core business models

Solidify sales and marketing approach

Improve franchise offering; develop pricing & franchisee sourcing models

Design target operating model & growth enabling operating system

Support expansion into manufacturing of diagnostics & develop demand analysis model

Investment readiness support

Introduce MSCAN team to high potential funding partners

Validated financial model & refine pitch materials

Prepare pitch material & introduced to funding partners

Prepare Revital for product agnostic future funding needs

Matching to strategic partners

Introduce to entities that can support with Tanzania and Rwanda

Linking to local Telco partner and peers abroad

Connect with regulators & manufacturing partners

Positive feedback from our HGS



Positive feedback from our pilot cohort on the support provided shows the need and potential for programs like these to contribute to the continent's pandemic resilience

Quote by HGS





Innocent Menyo
Co-founder

Quality benchmarks and research by a professional team help us formalize our thinking and grow our business





Aaron Ogunde
Co-founder

You have been a great help in bringing clarity on our business, and your public sector network has been impressive



Daphne Ngunjiri
CEO

Not like other accelerators, where once you have seen one you have seen them all - such in-depth support!



Nikhil Pereira-Kamath
Co-founder & CEO

It would have otherwise been impossible for us to get this detailed support on a topic like IT and an easy-to-work with team



Krupali Shah
Technical Director

We are typically left out of these things, yet your expertise is highly complementary - a step change for us!

Our pilot cohort's successes

Continued growth by all 5 companies on metrics related to Accelerator's support

As per Dec '21 (8 months after start of Acceleration period)



From bootstrapped to investment ready

\$100k **1000+**

Grant from Afreximbank

pregnant women scanned to date



Franchising on the rise during Accelerator

x2 number of franchisees from 4 to 8 locations
88% of franchisees break even, from only 2/5 before
90%+ Afya score each month, indicating high quality care at franchises



Africa Healthcare Network
healthCARE for the developing world

Grown impact & operations in last 6 months

9 new clinics have opened to total of 25

\$5M Debt financing from DFC

+50% increase in staff employed, from 200 to 300 total



True global player in 2021

\$3M raised in equity already, more in pipeline

\$4M Grant from the Bill and Melinda Gates Foundation

1B consumables will be made in '21 vs. ~500M before

50M syringes not imported from but exported to India from African soil



Increased market traction & regional opportunities

\$150k Grant from Afreximbank
x4 number of paying hospital customers, currently at 12
x5 increase in committed annual revenues
+2 countries on the radar, Tanzania & Rwanda

Increased company scale and maturity level at start of Accelerator

Revital[®] as examples success story

With our help, Roneek and colleagues are rapidly responding to the global need for medical consumables to support testing and vaccination campaigns

First substantial equity raise of **\$3M with AAIC**,
"The pitch was remarkably improved"

Started sale and **distribution of bcPAP** for use in pediatric wards

Won UNICEF tender of **50M syringes to India** (instead of imported from)

Doubled capacity to **1B consumables per year** for 15+ countries



Started manufacturing of **C19 rapid tests**, KEMRI supported, producing 10,000s per month

Obtained a **\$4M grant by Gates Foundation** to increase auto-disabled vaccine production

Mentioned by **H.E. Hon. Uhuru Kenyatta** as developing 'resilience' in State of Nation Address

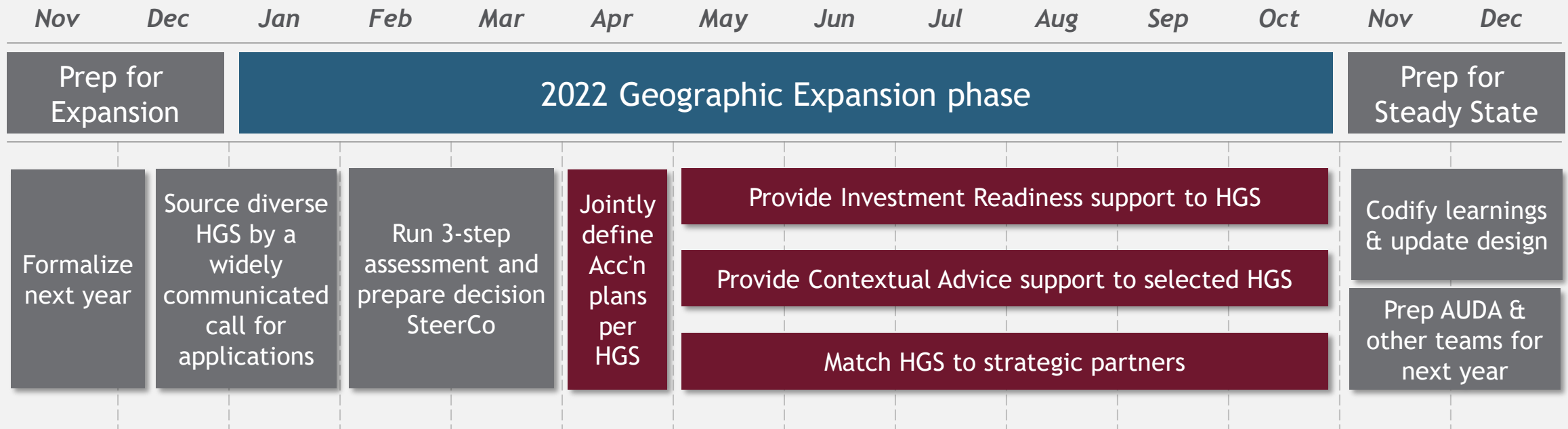
3 Ongoing 2022 Pan-African cohort

... including the cohort of 14 Home Grown Solutions we are supporting right now



What 2022 looks like for us

Our Steering Committee has picked the cohort of 14 companies which we started to support

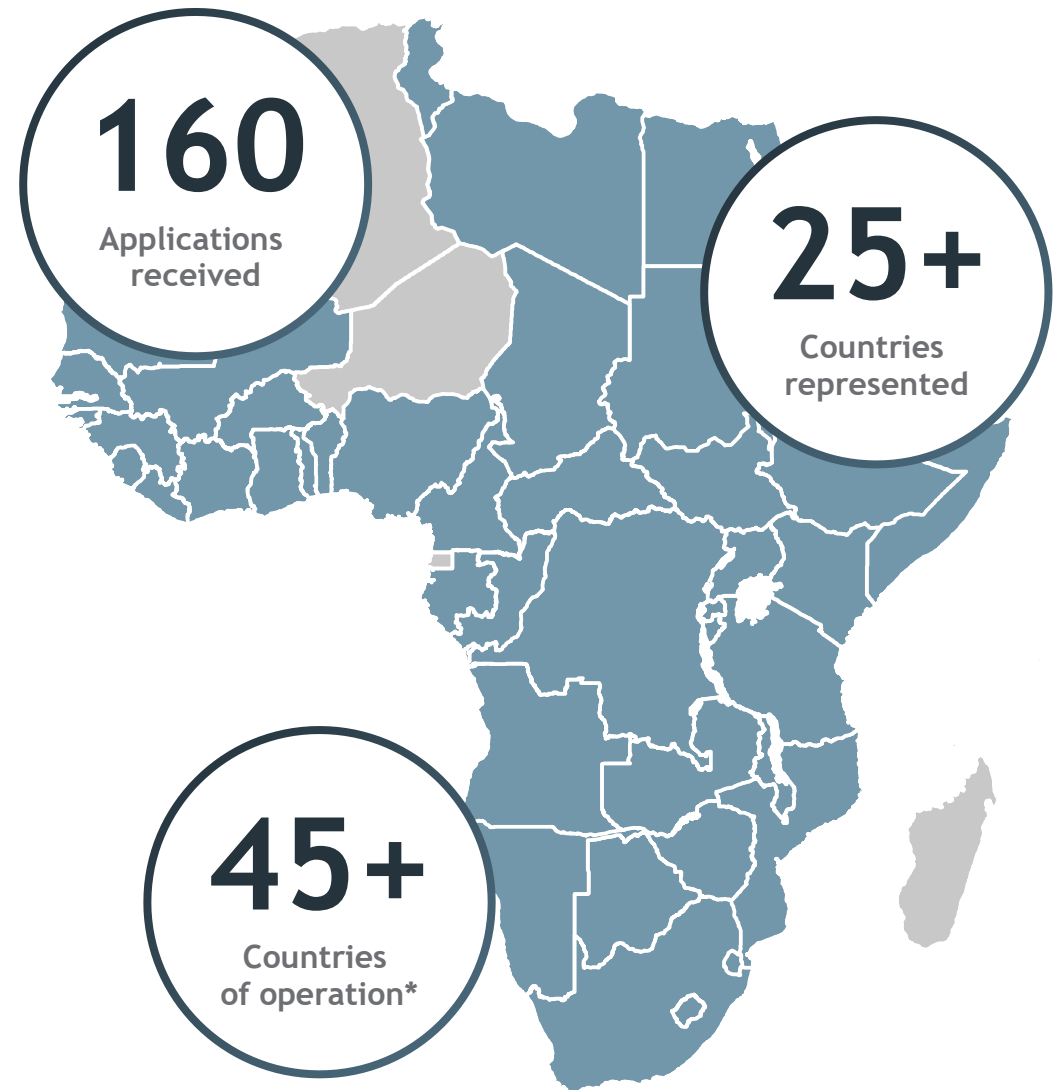


Applications received for our 2022 cohort

Despite being our first Pan-African call, great diversity in applications received by location, type of HGS and maturity level

Thanks to all networks that helped disseminate:

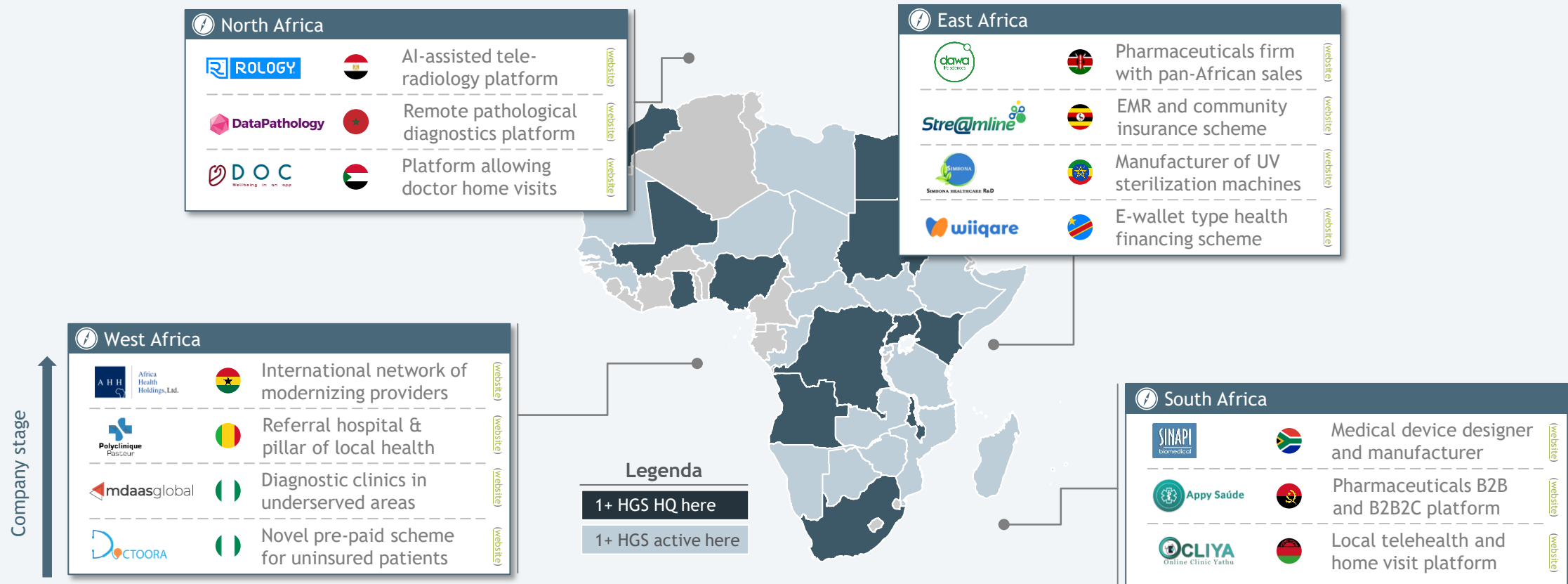
- *AUDA-NEPAD, JICA, BCG & Villgro Africa channels*
- *VC4A, Briter Bridges, DisruptAfrica, Afrilabs & more platforms for African entrepreneurship*
- *~30 investors & incubators active in Africa*
- *~15 industry associations across the continent*



**Map showing combined countries of operation*

Our 2022 Pan-African cohort

From 160 applications received and a shortlist of 28, our SteerCo decided in March 2022 on this Pan-African cohort of 14 outstanding Home Grown Solutions

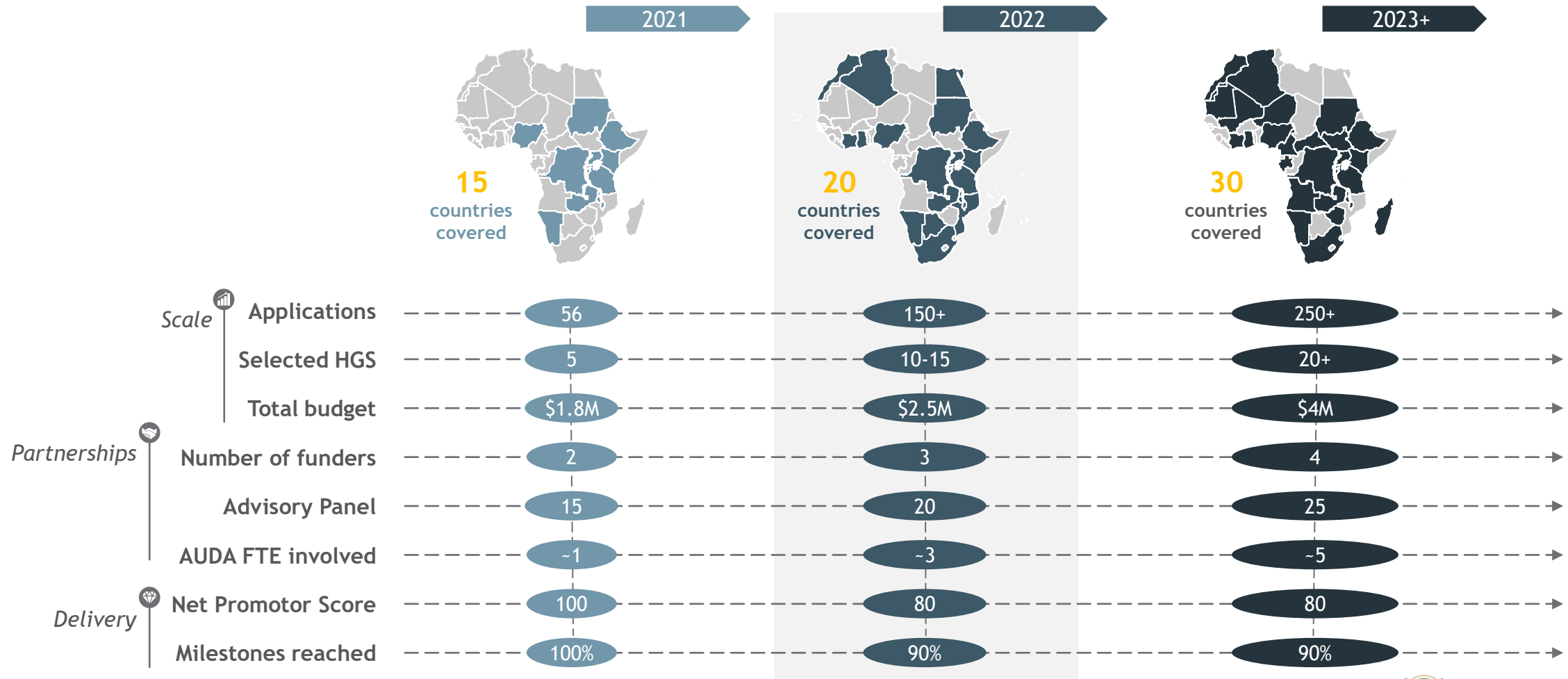


4 Long-term plan & room for collaboration

... including our targets, funding needs and how to become involved

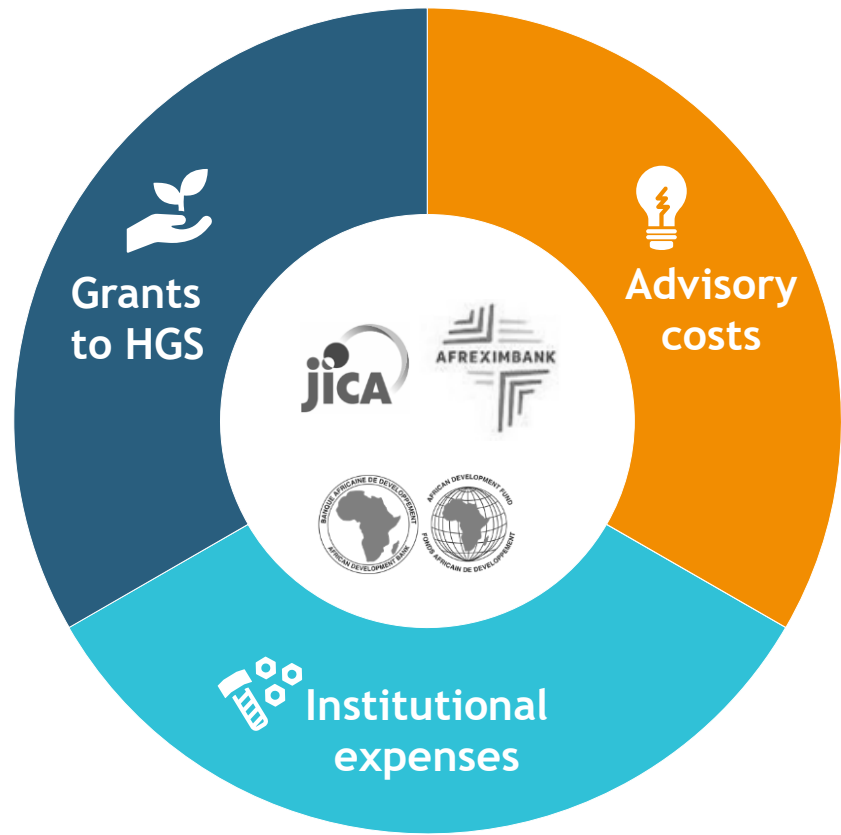
Our ambitions in numbers ...

To continuously grow in scale & partnerships whilst consistently delivering value to HGS



... whilst we grow our funding footprint

Three elements of funding required to continue to grow and sustain the initiative in the future



Grants to HGS

- Follows stringent assessment and SteerCo selection
- Target average of \$50k per successful applicant
- E.g., 20% up-front, 80% milestone dependent
- Allows HGS with incentive & means to allocate resources



Advisory costs

- Continue to bring in leading external expertise for contextual business advisory and investment readiness
- Potential to expand scope of services in future



Institutional expenses

- Ensure effective marketing and sourcing and other operational elements around events, travel
- Internal costs for AUDA-NEPAD to staff appropriately

Other ways to get involved

We appreciate introductions to promising African healthcare companies and invite you to join our growing Advisory Panel, if interested



Introductions to promising healthcare companies

What we are looking for?

- We are inviting promising African healthcare companies to join our annual cohorts, receiving applications typically in December and January

Where we need your help?

- In this time of year, introductions to or the forwarding of our call to promising healthcare companies that could benefit from the support provided by the accelerator



Invitation to join our Advisory Panel

What does it entail for you?

- You will receive regular updates on the accelerator
- You will receive invites to networking events
- We will ask you to support HGS companies, when applicable, either ad-hoc or following introductions

Why join?

- You will have the opportunity to widen your network
- You can help strengthening the continent's health system

Where to find us

Feel free to reach out to our team directly, and/or keep an eye out for updates on the project and our pilot cohort on our website or your preferred social media channel



... via Email (Project Manager George Murumba)

GeorgeM@nepad.org
PandemicResilience.Africa@gmail.com



... on our Website

<https://www.nepad.org/microsite/home-grown-solutions-hgs-accelerator-pandemic-resilience-africa>
<https://www.nepad.org/programme/home-grown-solutions-hgs-accelerator-pandemic-resilience-africa>



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