



AUDA-NEPAD
AFRICAN UNION DEVELOPMENT AGENCY

In collaboration
with:



Home Grown Solutions Accelerator for Pandemic Resilience in Africa

Information for prospective applicants

December 2021

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Why we are connecting with you

We believe your company contributes to strengthening Africa's health system, and welcome you to apply to our accelerator programme



We believe that your company exemplifies a **Home Grown Solution (HGS)** that is **strengthening Africa's health system**



We believe that **our offering may help your business** to achieve further growth and impact across the continent



We hope that you will **consider applying to participate in this unique acceleration programme**

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



What we are

We are an Accelerator for Home Grown Solutions (HGS) that is uniquely positioned to tackle these challenges and strengthen Africa's ability to respond through future shocks as we ...

Focus

... continuously identify and shortlist **promising African healthcare companies** each year

Offer

... provide **tailored and hands-on acceleration** support for 6 months and across 3 areas to meet each company's specific growth needs

Ecosys

... have assembled a consortium of **leading organizations** across public & private sector to deliver on that promise

Pilot

... have proven our approach in a **2021 East Africa pilot** with 5 Home Grown Solutions across sub-sectors



Our focus companies

Growth and mature stage companies are positioned for scale and agility, and many have already meaningfully contributed to Africa's COVID-19 response

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

Geographical focus
Pan-African scope for 2022, with preference for companies with multi-country operations

The above pictures indicate the wide range of activities of the EAC Pilot cohort companies, listed later in this deck. These companies were selected by our SteerCo, also listed hereafter



What we offer

We have listened to the needs of Home Grown Solutions and offer tailored support across 3 areas for 6 months, going up and above typical 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

Potential for direct funding by Accelerator to be confirmed



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



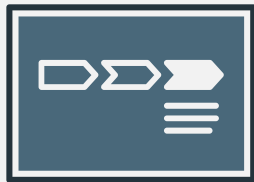
We will leverage our joint networks and **introduce you to leading organizations** to grow your business through partnership or advise



Timeline of our offer

If selected, we will work closely together across six months and stay connected beyond

Month 1



Create a tailored acceleration plan based on our 'menu' of support areas

Months 2-6 (*as needed*)



Help you achieve milestones that we agree to together during six months while jump starting longer-term goals

Post-programme



Welcome you as a part of our alumni community to have access to our growing networks



Our expanding ecosystem

The tailored and wide-ranging support to promising Home Grown Solutions is made possible through the involvement of a wide range of organizations

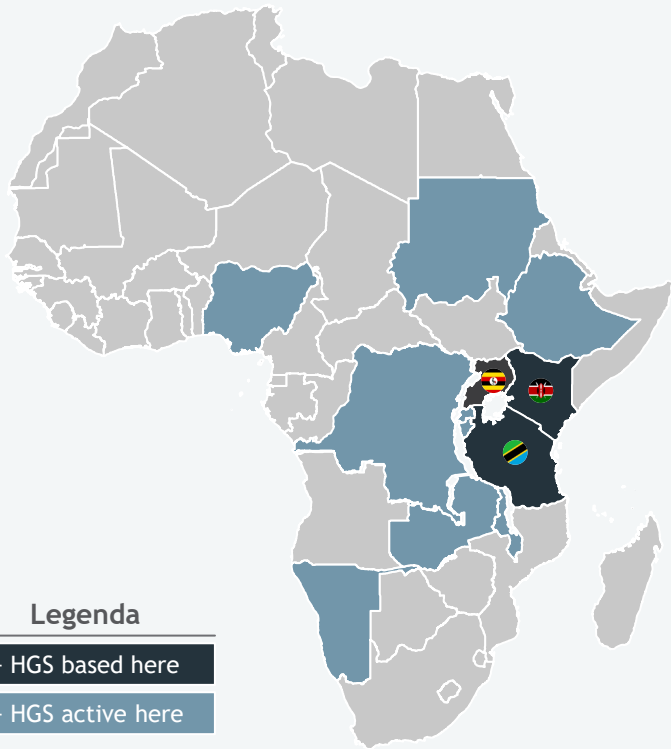


Note: Core Team running daily operations consists of AUDA-NEPAD, JICA, BCG and Villgro. Organizations shown but not highlighted as part of SteerCo form our Advisory Panel



Our pilot experience (I/II)

We tested the Acceleration model in 2021, supporting a variety of Home Grown Solutions across the East African Community, from early-stage start-ups to an established manufacturer



Company stage ↑

	Manufacturer of essential medical supplies & consumables
	Provider of specialized renal care services at hospitals
	Primary healthcare clinics in low-income neighborhoods
	Technology enabled blood management system
	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



Our pilot experience (II/II)

Clear achievements & positive feedback from our pilot cohort on the support provided shows the need and potential for programs like ours to contribute to the continent's pandemic resilience

Major support achievement

Quotes by HGS




Innocent Menyo
Co-founder

Refined value proposition and business model for additional funding

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




Aaron Ogunde
Co-founder

Supported growth in Kenya and set up to launch across 100s of hospitals in Tanzania

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




Daphne Ngunjiri
CEO

Formalized franchising model to grow towards 1M patients yearly

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

Prepared operating model and IT platforms to allow growth in clinics

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

First major equity deal supported & COVID antigen tests launched

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

Increased company scale and maturity level at start of Accelerator



Our pilot cohort's successes

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



From bootstrapped to investment ready

1000+

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

+60

patients treated in the dialysis clinics on any day

+25%

increase in staff employed at HQ and clinics, from 200 to 250 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

x4

number of paying hospital customers, currently at 12

x5

increase in committed annual revenues

+2

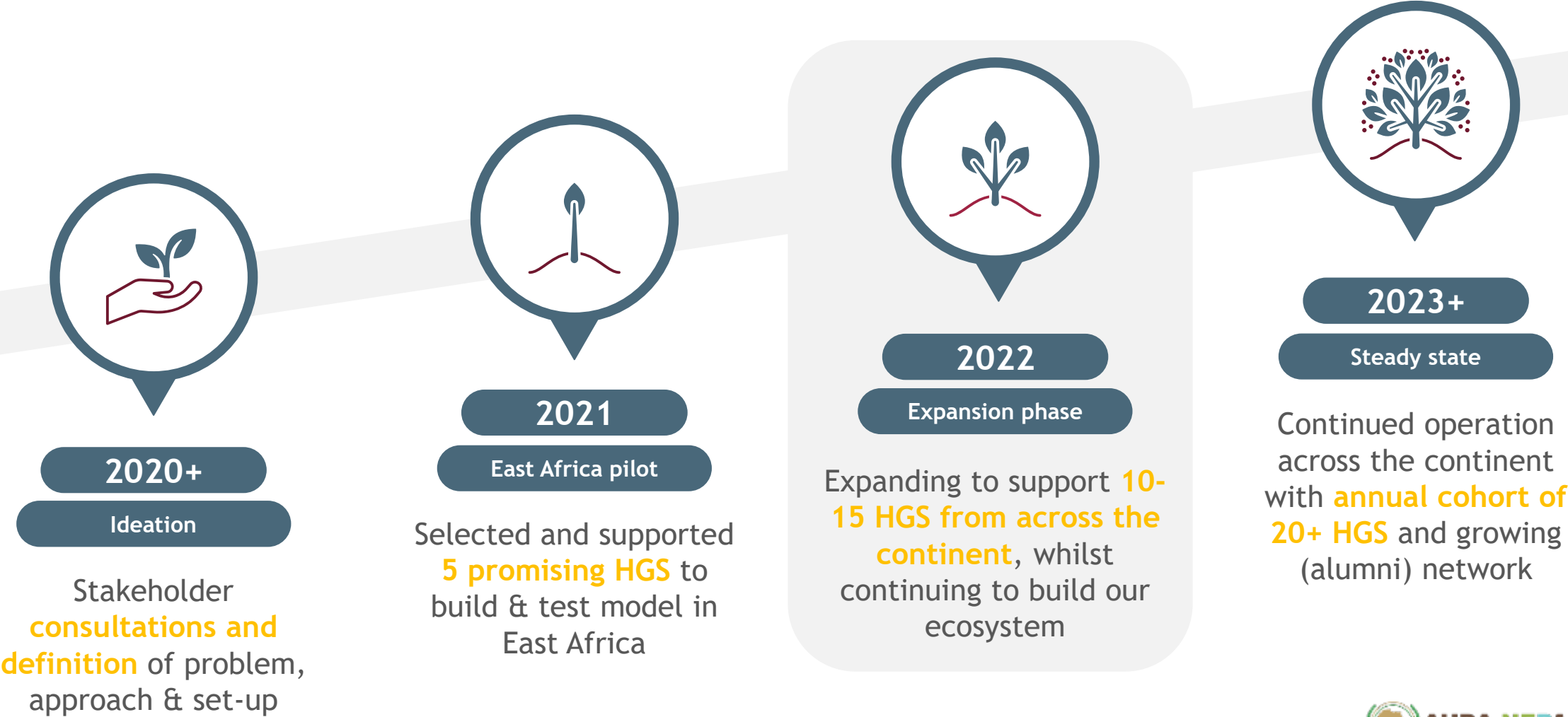
countries on the radar, Tanzania & Rwanda

Increased company scale and maturity level at start of Accelerator



Our journey going forward

2022 will see the Accelerator go pan-African and support another 10-15 Home Grown Solutions





Why apply: As part of our 2nd cohort, you will receive support to scale your business while paving the way for other African businesses

Benefits you will receive...

- Invaluable hands-on, tailored support from world class organizations
- Unique support from dedicated team members during your journey with us
- Relationships beyond the program to ensure your successful progression

Impact we can make together...

- Strengthen pandemic resilience across Africa, including reduced reliance on external supply chains and increased healthcare capacity
- Innovate on how healthcare products and services are delivered in the future
- Create jobs and contribute to the continent's inclusive development
- Build a strong and dynamic Africa, with successful companies at-scale



How to apply: Complete online application, and submit documents between 2nd December 2021 and 31st January 2022

2nd December
2021

- Application platform opens!
- Complete the online form ([English](#) or [French](#)) and submit required documents; link to be shared with you prior

31st January
2022

- Application platform closes
- Submissions are no longer accepted

February
2022

- Applications are screened
- Shortlisted companies are informed to submit additional financial info
- Due diligence conducted for shortlisted applicants

End March
2022

- Final companies selected and informed
- Relevant documentation signed and submitted

 Apply Here

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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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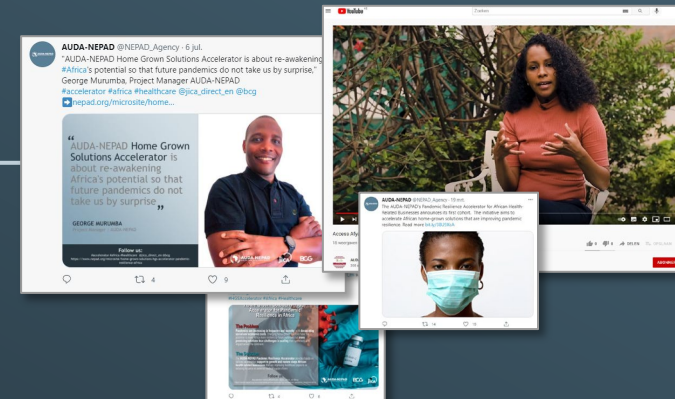
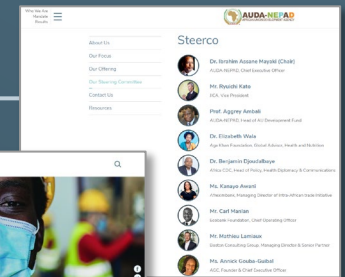
... on Facebook

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Thank you for reading. Let's connect!

