



2019 – 2023 IMPACT REPORT

Towards Accessible and Equitable Healthcare in Africa

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OUR APPROACH

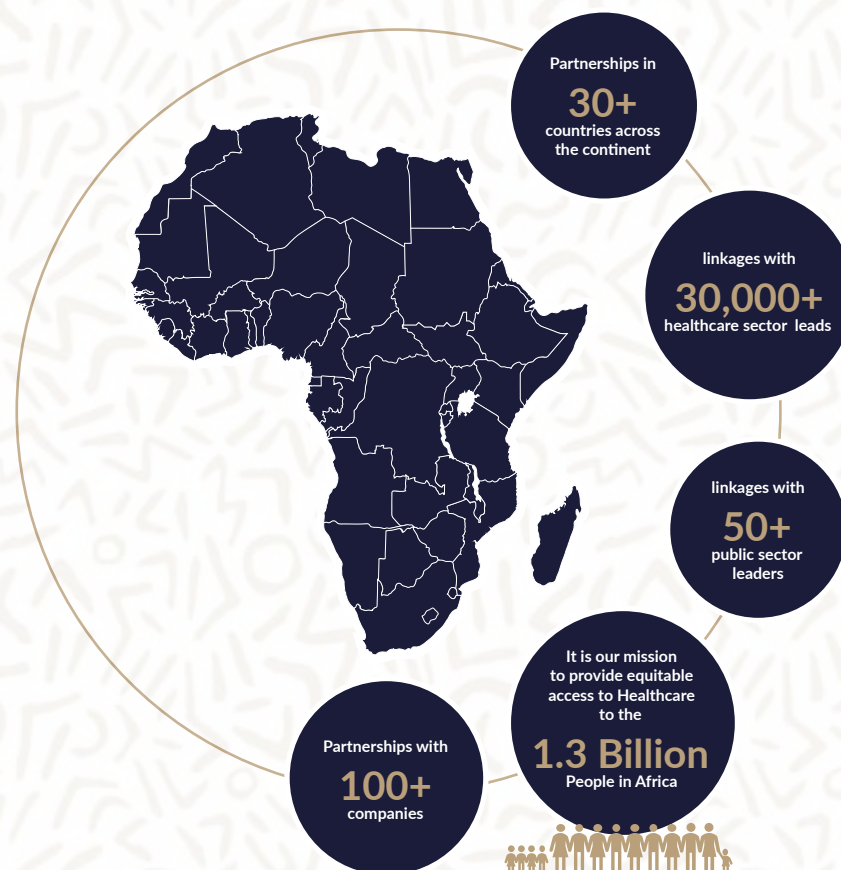
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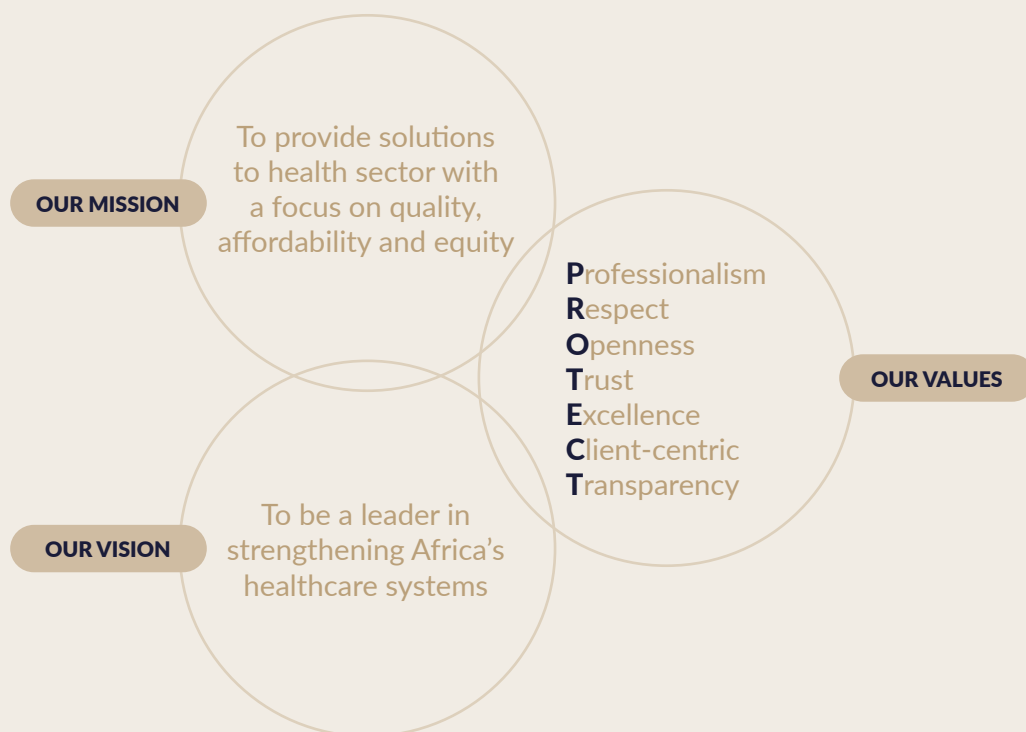
INTRODUCTION

Setting the Stage

This report sets out the achievements of AHB, as we endeavour towards accessible and equitable healthcare in Africa.

In the dynamic landscape of healthcare across Africa, every initiative, partnership, and innovation has the potential to bring about profound change. As we reflect on our journey over the past five years, we are proud to present our Impact Report, a testament to the collective efforts and unwavering dedication of our team and partners.

This report encapsulates more than just statistics and figures; it embodies the stories of resilience, innovation, and progress that define our shared mission. From collaboration to empowering communities, to driving advancements in healthcare access, each endeavour is a stepping stone towards a healthier, more equitable Africa.



About Africa Health Business

Registered in 2015, AHB is a Pan-African healthcare management consulting and advisory firm that provides customized expert advice, linkages and business insights focussed on three key pillars: Africa - Health - Business. The firm is headquartered in Nairobi, Kenya but has worked in over 39 countries on the continent. with the aim to improve access to equitable healthcare in Africa

WE ARE PAN AFRICAN

We advocate for a continental health approach – ‘in Africa, by Africa, for Africa.’ We actively advocate for the private sector inclusion in shaping health outcomes, through collaboration with governments. By leveraging strengths from both sectors, our collaborative model aims to drive transformative change, advancing regional health security and propelling Africa toward self-sufficiency.

WE ARE COMMITTED TO PRIVATE SECTOR STRENGTHENING

We are at the forefront of private sector strengthening in the African healthcare space. Through strategic interventions, we provide tailored solutions. Our approach encompasses capacity building, regulatory guidance, and active cultivation of public-private collaborations.

WE OFFER IN-DEPTH MARKET INSIGHTS

We specialize in delivering comprehensive market access and feasibility studies, offering valuable insights, and in-depth information on Africa's health market trends. Our support empower businesses to navigate the ever-evolving African health landscape with confidence.

WE FOSTER PRODUCTIVE STAKEHOLDER ENGAGEMENTS

We offer purposeful, objective-led, and value-driven engagement platforms for African health stakeholders. From conferences and health delegations to webinars, roundtables, and business-to-business meetings, we provide avenues for impactful dialogue and collaboration that drives positive change in the African health sector.

Message from Leadership

AHB was founded with a clear vision to be a leader in strengthening Africa's health systems with an approach that caters *for Africa, in Africa by Africans*.

Too often, advisory and consulting services regarding Africa's health systems, market development and growing health impact were (and are) not driven and owned by the African-based experts but by global health experts coming from outside the continent.

At AHB, we believe that the unique context of the African continent in relation to the complex health systems cannot have a one-size-fits all approach. It requires local tailor-made expertise to provide sustainable and tangible solutions to grow impact, reach and to improve overall health for the people on the continent.

Additionally, we believe that the private sector plays a crucial role in strengthening and promoting sustainable growth for nations, regions and continents. The private sector creates jobs, innovates and pays taxes to the public sector to strengthen public institutions which are key to prevent and reduce wastage of funds. Especially in Africa there is a high need for further private sector development in order to increase transparent fund management and reduce the high foreign donor-dependency.

With the establishment of AHB, we have focused on private sector engagement within the health sector, recognizing that good health is an essential basic need for a population to achieve greater wellbeing. Currently, many Africans do not have access to quality affordable healthcare and at AHB we aim to create a more enabling environment for the private healthcare sector.

When starting the company, we did not imagine that seven years later AHB would have organically grown to a fully fledged business headquartered in Nairobi, Kenya- that employs 25 full time employees and works with about a dozen associate consultants that are spread all over the continent. By driving healthcare advisory and consulting services with a private sector lens, we have and are continuing to improve sustainability, job-creation and quality healthcare in Africa.

It makes us more than proud to see the recognition that AHB is receiving in the global healthcare space, and to drive the acknowledgement that *in Africa, by Africa, for Africa* is the only way to move away from donorship to ownership.

Collaboration and partnerships with private, public and global development partners to make the vision of strong health systems in Africa a reality is a true honor and pleasure.

Significant achievements have been made, but we are not there yet. The private healthcare sector plays an instrumental role in supporting the growth of healthcare systems on the continent. As AHB, being an African based private entity, we do not only preach, we practice what we preach and we are looking forward to continuing to drive meaningful insights, advice, networks and recommendations to healthcare businesses, development projects and programs.

DR. AMIT N. THAKKER
EXECUTIVE CHAIRMAN
& CO-FOUNDER

MRS. MARLOES KIBACHA
MANAGING DIRECTOR
& CO-FOUNDER



Health Systems Strengthening

PRIVATE SECTOR AS A CATALYST FOR CHANGE

Africa's healthcare landscape stands at a pivotal crossroad, grappling with multifaceted challenges yet brimming with untapped potential. Amidst this backdrop, the private sector emerges not merely as a participant but as a potent catalyst for transformative change by driving innovation, expanding access, and fostering sustainability within Africa's healthcare ecosystem.

THE LANDSCAPE

Africa's healthcare challenges are diverse and complex, ranging from inadequate infrastructure and healthcare workforce shortages to disease burden and accessibility barriers. According to the World Health Organization (WHO), Africa carries approximately 25% of the global disease burden but only commands around 1% of global health expenditure.¹ This glaring imbalance underscores the urgent need for innovative approaches and collaborative efforts to address systemic deficiencies.

PRIVATE SECTOR DYNAMICS

The private sector encompasses a broad spectrum of entities, including pharmaceutical companies, healthcare providers, technology firms, and innovative startups. Unlike the public sector, private enterprises are driven by market dynamics, efficiency imperatives, and profit motives. While this can elicit skepticism regarding equity and accessibility, the private sector's agility, resourcefulness, and capacity for innovation position it as a formidable force for positive change.

EXPANDING ACCESS

One of the most compelling contributions of the private sector lies in its ability to expand access to healthcare services, particularly in underserved regions. Private healthcare providers often establish facilities in remote areas, filling critical gaps in infrastructure and service delivery. For instance, in Nigeria, where public healthcare infrastructure is strained, private hospitals and clinics play a pivotal role in meeting the population's healthcare needs. The private healthcare expenditure in Africa is projected to reach \$259 billion by 2030², underscoring the sector's growing significance in addressing access challenges.

DRIVING INNOVATION

Innovation is the lifeblood of progress in healthcare, and the private sector serves as a hotbed for groundbreaking ideas and technological advancements. From mobile health solutions that enable remote diagnosis and treatment to affordable medical devices tailored to resource-constrained settings, private sector innovation is reshaping the healthcare landscape. For example, Kenya's burgeoning health tech ecosystem has witnessed the rise of startups leveraging mobile platforms to provide telemedicine services and health information dissemination, revolutionizing healthcare delivery in the region.

STRENGTHENING HEALTH SYSTEMS

Robust health systems are essential for delivering quality care, preventing disease outbreaks, and achieving Universal Health Coverage (UHC). The private sector contributes not only through service provision but also by bolstering health system infrastructure and capacity. Public-Private Partnerships (PPPs) have emerged as a viable mechanism for leveraging the respective strengths of both sectors to address systemic challenges.

PROMOTING SUSTAINABILITY

Sustainability lies at the heart of effective healthcare interventions, ensuring that gains achieved today endure for future generations. The private sector's profit orientation aligns with the imperative for sustainability, incentivizing investments in long-term solutions rather than short-term fixes. Initiatives such as social impact investing, where investors allocate capital to projects with the dual objective of financial return and social impact, are gaining traction in the healthcare sector. By channeling resources into ventures that yield tangible social benefits, the private sector contributes to sustainable development outcomes while generating economic value.

CHALLENGES AND OPPORTUNITIES

Despite its myriad contributions, the private sector faces its share of challenges in navigating Africa's healthcare landscape. Regulatory hurdles, market fragmentation, and funding constraints can impede progress and hinder the scalability of innovative solutions. Moreover,

concerns regarding affordability, quality assurance, and ethical considerations necessitate robust governance frameworks and accountability mechanisms.

However, within these challenges lie opportunities for collaboration, innovation, and collective action. Stakeholders across sectors must foster an enabling environment that incentivizes private sector engagement while safeguarding public health interests. Governments play a pivotal role in setting clear regulatory guidelines, fostering PPPs, and ensuring equitable access to healthcare services.

CONCLUSION

The private sector's role as a catalyst for change in Africa's healthcare space cannot be overstated. Through innovation, investment, and collaboration, private enterprises are reshaping the narrative of healthcare delivery, expanding access, and driving sustainable development outcomes. As we navigate the complexities of the 21st-century healthcare landscape, leveraging the dynamism and ingenuity of the private sector is essential in realizing our collective vision of a healthier, more equitable Africa.

By harnessing the transformative potential of PPPs, embracing technological innovation, and prioritizing inclusivity and sustainability, we can unlock a future where healthcare is not merely a privilege but a fundamental human right for all Africans.

References:

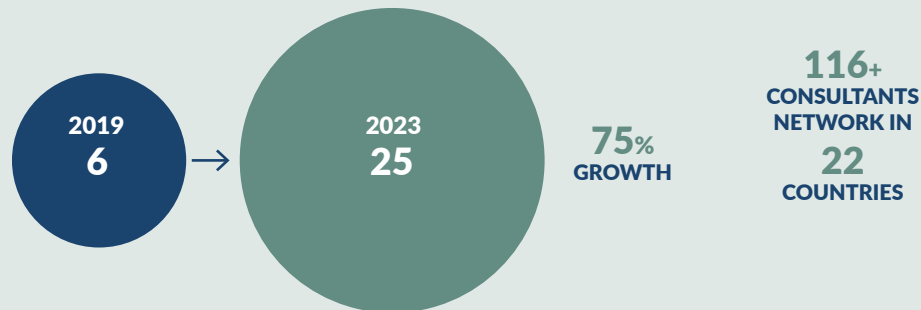
- ¹ <https://www.afro.who.int/publications/heavy-burden-productivity-cost-illness-africa>
- ² https://www.mckinsey.com/~media/mckinsey/featured%20insights/globalization/lions%20go%20global%20deepening%20africas%20ties%20to%20the%20united%20states/mgi%20lions_go_global%20deepening_africas_ties_to_the_united_states.pdf

INTRODUCTION

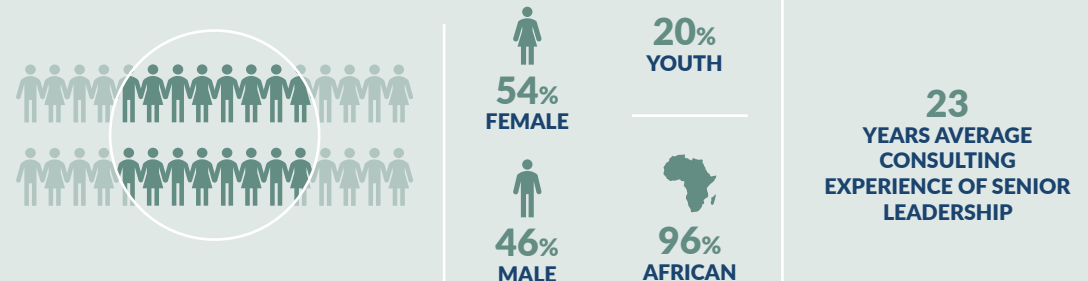
Our People

We are a team of highly skilled individuals who believe in our mission of providing solutions to the health sector with a focus on quality, affordability and equity, and striving to be leaders in strengthening Africa's health systems.

STAFF GROWTH



DIVERSITY



SKILLS DIVERSITY

MEDICINE • MIDWIFERY •
ENTREPRENUERSHIP • TROPICAL MEDICINE
• POPULATION HEALTH • PHARMACY
• GRAPHIC DESIGN • MARKETING
COMMUNICATION • ANTHROPOLOGY •
PROJECT MANAGEMENT • INFORMATION
TECHNOLOGY • FINANCE • ACCOUNTING
• BUSINESS ADMINISTRATION • BUSINESS
MANAGEMENT • PHARMACY • BANKING
• PUBLIC HEALTH • REGULATORY AFFAIRS
• QUALITY ASSURANCE • HEALTH
ECONOMICS • EPIDIMIOLOGY

WORDS FROM OUR PEOPLE

We greatly appreciate the dedication of our team in delivering quality services. Here is a glimpse of what it is like working at AHB, showcasing the passion, expertise, and commitment that drive our work forward.

Joining AHB in 2020 as a Management Intern and transitioning into the health-related field was a challenge, yet it was a pivotal moment in my career. Despite the initial steep learning curve, I found myself immersed in a dynamic environment where every task centered around health.

From the onset, the drive to set ambitious goals, adapt swiftly to the fast-paced nature of our work and learn quickly was instrumental in helping me navigate this new terrain. The support and guidance extended by my colleagues at AHB proved invaluable. Their mentorship not only facilitated my transition but also played a pivotal role in shaping my trajectory in project management.

At AHB, I have had the opportunity to acquire a wealth of both explicit and implicit knowledge. This collective learning experience has been transformative, enabling me to evolve into a more capable and confident professional.



VICTOR MWANZA
PROJECT MANAGER

I enjoy working at AHB and most of all enjoy the open office atmosphere. One of the standout aspects of the work environment is the unwavering spirit of collaboration. Each project feels like a collective journey, with colleagues willingly sharing insights, expertise, and perspectives.

The synergy and teamwork enhances the quality of deliverables and creates a vibrant atmosphere for innovation. The firm's commitment to fostering a culture of continuous learning is also a plus. Engaging with colleagues in knowledge exchange sessions, internal and external trainings, and collaborative problem-solving exercises have broadened my perspective and enriched my approach to the dynamic field of marketing.

JACOB MAGERO
SENIOR MARKETING EXECUTIVE



My journey with AHB over the past three years has been memorable. While working in the External Affairs department, I've had the privilege to collaborate with a wide array of stakeholders on projects, this has contributed to growth in my skills and experience.

The unparalleled teamwork, and vibrant organizational culture at AHB have consistently inspired and motivated me. Together, we remain steadfast in our commitment to strengthen the healthcare sector in Africa.

VALENTINE KAMAU
PROJECT MANAGER



Since AHB works on a project-by-project basis, we are not fixed to one type of project, to me, this is an unique opportunity to learn from a broad range of projects, people, problems, and organisations. We are able to provide professional services to help organisations perform up to the expected mark.

A positive culture, where empathy is front. We relate to one another. At AHB we have open communication, mutual respect and shared goals.

PUJA TANK
HEAD OF CORPORATE AFFAIRS



Impact Highlights



STAKEHOLDER CONVENING

58+

Engagements Reaching **3,500+** industry experts, across nearly **60 countries** in Africa and beyond

- ROUNDTABLES
- SYMPOSIUMS
- TRADE DELEGATIONS
- WEBINARS
- WORKSHOPS
- EDUCATIONAL EVENTS
- B2Bs/B2Gs

BUSINESS INTELLIGENCE

53+

Projects, working with **38+** organisations across nearly **60 countries** in Africa and beyond

- ADVISORY AND MARKET INSIGHTS
- HEALTH RESEARCH
- GOVERNMENT AFFAIRS
- ORGANISATIONAL STRATEGIC DEVELOPMENT
- MARKET ACCESS
- STAKEHOLDER MAPPING
- SITUATIONAL ANALYSIS
- BASELINE SURVEYS
- RAPID ASSESSMENTS
- FEASIBILITY STUDIES

INVESTMENTS IN HEALTH

2

Impactful projects, one of which lead to the sale of a private hospital in Kenya's most populous city, Nakuru.

- DUE DILIGENCE
- VIABILITY STUDIES
- ADVISORY
- INVESTMENT MEMORANDUM
- INVESTOR-INVESTEES MATCHMAKING

COALITION BUILDING & MANAGEMENT

2

Coalitions to address healthcare issues affecting women and girls, and blood in Africa

- COALITION INCUBATION
- SECRETARIAT SERVICES
- TECHNICAL ADVISORY
- GOOD GOVERNANCE
- TWG MANAGEMENT
- COMMUNICATION & AWARENESS CREATION & PARTNERSHIP
- MULTISTAKEHOLDER MANAGEMENT
- FINANCIAL SUSTAINABILITY

Stakeholder Convening

ROUNDTABLES & WEBINARS

AHB offers roundtables sessions to a selected group of key stakeholders. We also offer webinar solutions open to a wider general public on different topics. The sessions host different speakers who are subject matter experts in their fields to discuss pertinent issues in health and way forward.

Roundtable/Webinar discussions are vital as they bring together diverse stakeholders to share insights, foster collaboration, and develop comprehensive solutions to complex healthcare challenges.



WORKSHOPS

Workshops serve as a platform for discussing healthcare challenges and solutions, exchanging diverse perspectives, sharing knowledge among healthcare professionals, and fostering collaboration and networking opportunities.

AHB can co-curate and host half-day workshops with carefully selected stakeholders across the African continent to deepen collaboration and connectivity in the health eco-system.



BUSINESS TO BUSINESS (B2B)/BUSINESS TO GOVERNMENT (B2G) MEETINGS

AHB offers introductory business to business meetings to key decision makers across the different health sectors across the continent. These meetings could be in the private sector, CSOs, FBOs and even with Ministries of Health and other government bodies.



TRADE DELEGATIONS

AHB offers a business delegation package that includes hosting and advising high-level health business delegations seeking to learn more about business opportunities in the Africa healthcare market.

Our business delegation package includes seminars, field visits, roundtable sessions, and B2B meetings.

Stakeholder Convening

AHB SYMPOSIUM

The AHB Symposium is a pan-African conference that sits at the heart of the African healthcare scene.

The AHB Symposium acts as a platform that unites key healthcare stakeholders, including private sector representatives, government officials, and development partners. It provides an opportunity to network, discuss, explore, share insights, and develop practical solutions to enhance and advance healthcare on the continent. It also serves to create a more enabling environment for the private health sector to improve health outcomes for the African continent.

A BROAD SPECTRUM OF ORGANISATIONS ATTEND



PRESIDENTS

CEOs

COOs

CTOs

MANAGING DIRECTORS

MINISTRIES OF HEALTH

BUSINESS DEVELOPMENT EXECUTIVES

GLOBAL HEALTH SPECIALISTS

INTERNATIONAL TRADE ADVISORS

PORTFOLIO MANAGERS

GLOBAL PARTNERSHIP DIRECTORS

HEADS OF PUBLIC POLICY



GOVERNMENTS



PRIVATE FIRMS



GLOBAL HEALTH INSTITUTIONS



INVESTMENT & PRIVATE EQUITY FIRMS



DEVELOPMENT AGENCIES



NGOs, CSOs & FBOs

1200+
Delegates

30+
African
Countries

WIDE
REACH

65+
Countries

80+
Organisations

A TIMELINE OF THE SYMPOSIUM

2016

NAIROBI
KENYA

Growing the
business of
health in Africa

2017

DAKAR
SENEGAL

Transforming
PPPs for health
in Africa

2018

JOHANNESBURG
SOUTH AFRICA

Achieving UHC in
Africa: Stronger
together

2019

ADDIS ABABA
ETHIOPIA

Integrating Africa
bridging the
health gap

2020

WEBINAR
SERIES

Effective
partnerships for
health in Africa

2021

WEBINAR
SERIES

Towards Sustainable
Healthcare Systems
in Africa

2022

NAIROBI
KENYA

The role of the
private sector in
advancing women's
health in Africa

2022

NAIROBI
KENYA

The role of the
private sector in
advancing men's
health in Africa

2023

JOHANNESBURG
SOUTH AFRICA

The role of the
private sector in
Africa's New Public
Health Order

2024

ACCRA
GHANA

A new dawn of
partnerships for
women's health

Business Insights

TRANSITIONING INNOVATIONS IN MATERNAL AND NEONATAL CHILD HEALTH TO SCALE

One main challenge that innovations in healthcare face is that whilst the idea of the innovation is great and works, the transition to become a sustainable business in the African health setting can be a challenge. Between 2019-2022, AHB supported selection of Grand Challenges Canada (GCC) funded healthcare innovators in the Maternal and Neonatal Child Health (MNCH) sector in terms of sustainable business modelling, partnership creation and strategic planning. Over the years, we have supported 35+ innovators on the African continent with key insights, linkages and business strengthening support resulting into the creation of succesful PPPs, Public Private Dialogue (PPD) sessions and innovators that have moved from testing phase to succesful independent businesses, changing the lives and health of the people on the continent.

**35+ INNOVATORS**

**BUSINESS SUPPORT**

**PUBLIC PRIVATE PARTNERSHIPS**

➤ **HEALTHCARE INNOVATORS** ➤



ABOUT OUR PARTNER



GCC is a not-for-profit organization created, in part, with funding from the Government of Canada and other partners, it funds innovators in low- and middle-income countries and Canada. It has supported a pipeline of over 1,400 innovations in over 100 countries. The organisation estimates

that these innovations have the potential to save up to 1.78 million lives and improve up to 64 million lives by 2030. GCC supports the development and scale up of innovations in healthcare on the African continent and beyond. The African continent bares fertile ground for innovations in healthcare. Innovations that can significantly help improve lives, health impact and even prevent deaths.



Business Insights

INCUBATION, INSTITUTIONALIZATION AND SET UP OF GOOD GOVERNANCE SYSTEMS FOR AFRICA'S FIRST PUBLIC HEALTH FOUNDATION.

To ensure that African public health emergencies can access funding to combat urgent disasters, the concept of the Africa Public Health Foundation (APHF) was established. Under assignment of the Africa CDC, AHB drove the incubation and institutionalization of the APHF, Africa's first ever public health foundation, solely dedicated to providing support to urgent continental-wide public health emergencies that need dedicated action. AHB's team positioned APHF as a partnership organization and a key catalyst to mobilize resources to support critical public health initiatives across the entire continent, in service of the Africa CDC.

The team drove the registration process of the foundation, set up the good governance systems including the appointment of a governing council consisting of leading public health luminaries, and supported the appointment process of an interim director.

AHB's efforts led to the development of a strategic roadmap and implementation plan in addition to a strong accountability system which strategically positioned the APHF to receive its first grant of USD 1 Million from the Bill and Melinda Gates Foundation to facilitate its further operations and increase resource mobilization activities.



SINCE FORMATION IN 2020 APHF HAS BEEN ABLE TO

Attract
55
AU member states

Raise
34+
Million USD

Attract
19+
Partners

ABOUT OUR PARTNER



The Africa CDC is a continental autonomous health agency of the African Union established to support public health initiatives of Member States and strengthen the capacity of their public health institutions to detect, prevent, control and respond quickly and effectively to disease threats.

Business Insights

UNIFYING THE PRIVATE HEALTH SECTOR IN LIBERIA

The private health sector plays a key role in the provision of essential health products and services. Especially on the African continent, the private health sector plays an important role in supporting the government with achieving public health goals and reach.

Liberia has multiple active players in the private health sector who experience similar challenges in relation to the enabling environment of doing business in the country's healthcare sector. Government rules, regulations, policies, and strategies impact their businesses, albeit positively and/or negatively. With many players facing similar challenges and not having a unified voice to represent and link them to the Liberian Government via the Ministry of Health, there was a need to create a platform to enable these players to come together and their voices be heard.

Under Palladium, supported by USAID's Health Policy Plus Project and thereafter the NPI Expand project, AHB has been able to get the key private health players in Liberia to unite and federate via the incubation and institutionalization of the Healthcare Federation of Liberia (HFL). In addition, AHB developed the good governance processes and systems of which the HFL is now governed on, trained the newly elected board members on their roles and responsibilities, and developed their strategic plan.



Today, the HFL is a fully fledged non-state private health sector membership-based organization that advocates for an enabling environment for the private health sector in Liberia. In addition, the Federation promotes PPD, private-private networking and creates opportunities for its members to improve both quality as well as business growth.



**DEVELOPMENT OF
GOOD GOVERNANCE
PROCESSES AND SYSTEMS**



**TRAINED NEWLY
ELECTED BOARD
MEMBERS**



**PUBLIC
PRIVATE
DIALOGUE**

ABOUT OUR PARTNERS



United States Agency for International Development is the world's premier international development agency and a catalytic actor driving development results. USAID's work advances U.S. national security and economic prosperity, demonstrates American generosity, and promotes a path to recipient self-reliance and resilience.



Palladium is an organization that works with governments, businesses, and investors to solve the world's most pressing challenges, with nearly 60 years of experience creating strategies, building partnerships, mobilizing capital, and implementing programs that transform societies, economies, and lives.

Business Insights

LANDSCAPE ANALYSIS ON PATIENT ACCESSIBLE EMRs/EHRs IN EAST AND WEST AFRICA

There has been a growing interest in electronic medical records (EMRs) or electronic health records (EHRs) in many countries. This is due to recognition that a stronger health information technology is crucial to achieving higher quality care at lower cost and improving patients care. With the private sector accounting for a significant healthcare provision share, it has enabled the intensified introduction of new technologies into the healthcare industry. Aligned to this is the increased importance on patient-centred care and the need for transparency where a patient can have access to their medical data and consent on what, when and where they receive their treatment. In this regard, AHB undertook a study to better understand the East and West African markets with regards to EMRs and EHRs, specifically where patients have access to their own medical records.

The study provided an overview on the EMR/EHR markets in Tanzania, Kenya, Uganda, Ghana and Nigeria. It focused on policy and regulation in each of the countries, the EMR/EHR system suppliers and the challenges, gaps and opportunities available in this space for each country.

PharmAccess

PharmAccess is an organisation that has been working to leverage mobile technology and data to accelerate the journey towards making health markets work to achieve universal health coverage. PharmAccess works to make inclusive health systems in Sub-Saharan Africa (SSA) a reality by connecting patients and professionals, using data as currency of trust.

MARKET ENTRY STRATEGY TO SCALE UP THE ACCESS OF LIFE-SAVING NEW-BORN MEDICAL SOLUTIONS IN ETHIOPIA

A child born in Sub-Saharan Africa is ten times more likely to die in the first month than a child born in high income countries. There are several factors that contribute to new-born deaths like birth defects, babies being born pre-term, infections at birth, and lack of life saving technologies. Ensuring adequate equipment for newborns is crucial to increasing their chances of survival. In Ethiopia, one of Africa's largest countries, the newborn mortality rate remains high. To improve access to life-saving solutions, AHB conducted a market entry strategy for our partner, Hatch Technologies.

The study conducted gave our partners an overview of the newborn and neonate medical equipment market and size in Ethiopia, the regulatory environment, a competitor analysis and identified potential partners for Hatch Technologies.

Hatch Technologies is currently working with a local partner to distribute their life saving solution for newborns and neonates across Ethiopia. Due to the availability of life saving technologies newborns in Ethiopia now have a higher survival chance than before.



Hatch Technologies is a non-profit organization which developed from Nest 360, an initiative committed to ensuring that every hospital in Africa can deliver lifesaving care for small and sick newborns. Hatch Technologies is involved in the installation of the equipment, training of staff and evaluation and maintenance of the equipment.

Investments in Health

STRATEGIC ADVISORY AND INSIGHTS TO SPUR HEALTHCARE INVESTMENTS AND GROWTH ON THE CONTINENT

To ensure economic growth and development, it is essential to make the right investments, and this principle applies equally to African health systems. Investing in health systems on the continent not only boosts economic growth but also saves lives and prevents diseases and outbreaks. Over the years, there has been a significant increase in investments to strengthen Africa's healthcare systems.

Asia Africa Investing and Consulting (AAIC) is an investment fund that aims to invest in fast growing companies within the healthcare sector in Africa. The company's focus is to provide growth capital as well as long term value to assist companies in improving their performance and expansion. AAIC aims to synergize Japan's strength with developing country growth-combining people, funds, knowledge and information.

AHB has been supporting AAIC by offering health investment advisory services, identifying potential investment opportunities, connecting with key stakeholders, and providing comprehensive overviews and insights into various health markets of interest.



Coalition Building & Management

ENSURING ADEQUATE, SAFE AND SUSTAINABLE BLOOD ACCESS IN AFRICA

Access to safe, sustainable and sufficient blood is often neglected in healthcare discussions across Africa. With blood playing an integral part in health system strengthening, the availability of safe blood should not be a question but instead be actioned upon. It is with this backdrop that in 2020 the Coalition for Blood in Africa (CoBA) was formed.

Since its inception, AHB has served a strategic advisory role in the Coalition and, in 2023, assumed the position of secretariat for the Coalition. The Coalition has transitioned from being driven by a single member organization to becoming an inclusive, private sector membership-based organization with upto four (4) members signing up within a period of nine (9) months.

In addition, AHB has institutionalized good governance systems; appointed the Oversight Board and is strengthening the position of CoBA and blood in the general African healthcare discourse with the initiation of PPD platforms, PPPs, knowledge sharing and awareness creation.



CoBA is a platform of non-state actors that have unified towards adequate, safe, and sustainable blood in Africa. True to its' slogan "Uniting for Blood in Africa." CoBA is at the forefront of advocating for safe and sustainable blood across the African continent. It is the first private health sector driven platform that aims to include the issue of blood into the mainstream healthcare discussions and incorporate blood into health systems solutions.

Founding Member



Members



www.cobafrica.org



Coalition of Blood for Africa - CoBA

Coalition Building

ADVANCING WOMEN'S HEALTH IN AFRICA VIA A PRIVATE HEALTH SECTOR-COLLECTIVE ACTION PARTNERSHIP MODEL

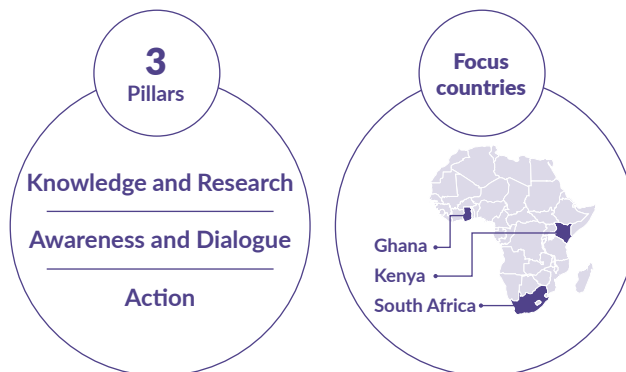
Before the formation of the Coalition for Women's Health In Africa (COWHA), there was no non-state private sector collective that focused solely on women's health in Africa. The voice of the private sector was often not unified with individual players acting in silo to influence and advocate for women's health.

Derived from the need to collectively advocate for an enabling environment that will improve women's health in Africa and expressed so during the Africa Health Business Symposium in 2022, AHB has been in the driver's seat to design, incubate and institutionalize the Coalition for Women's Health in Africa.

With immediate buy-in and support from private sector champions such as Organon, BD and Hologic, AHB serves as the secretariat and technical advisor of the Coalition focusing on key issues affecting women's health on the continent: Women cancers and Reproductive and Maternal Health.

AHB drives and upholds the mission and vision of COWHA by focusing on three pillars: Knowledge and Research, Awareness, Policy, Dialogue, and Action. These pillars drive tangible advancements based on the outcomes achieved through the initial two pillars.

The Coalition is governed via an Oversight Board and runs the thematic focus pillars via technical working groups consisting of members and strategic partners. Since its inception the membership base of the Coalition has expanded from three (3) to seven (7) and by the end of 2023 COWHA has signed partnership agreements with five (5) strategic partners.



 www.cowha.net  Coalition for Women's Health in Africa (COWHA)



COWHA is a unified platform of private and non-state organizations that works towards an Africa where women and girls have access to equitable healthcare and optimal well-being.

Members

Principal Founding Member



Founding Members



Regular Member



Associate Members



Affiliate Member



Strategic Partners



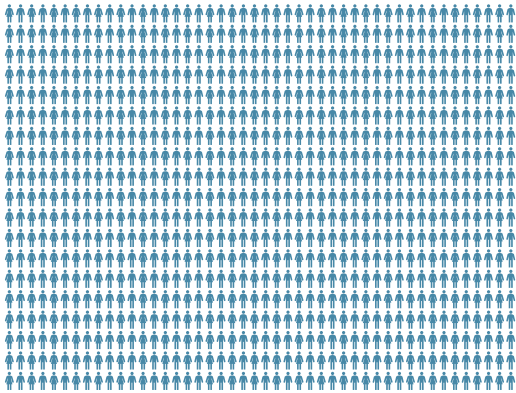
Affiliations



Select Partners & Clients



Reach



73.5%
AFRICA



9%
ASIA



6%
NORTH AMERICA



1.3%
OTHERS



9.4%
EUROPE



0.4%
OCEANIA



0.4%
SOUTH AMERICA

PROJECTS ACROSS AFRICA



2019



2020



2021



2022



2023

Partnerships

Partnerships are essential to driving progress and uniting diverse stakeholders towards a common goal. It also enables us to harness collective wisdom and resources to overcome challenges and provide innovative solutions. Over the past five years our partnerships have ensured that we deliver on AHB's mission.



Reports and Articles

Over the past years, AHB has developed and shared multiple African healthcare insights, reports and articles with key stakeholders and decision makers in the healthcare space. These reports encompass a wide range of topics impacting health and healthcare systems on the continent. What makes AHB's reports and insights unique is our integration of diverse sources, including key expert insights, industry trend analysis, public sector reporting such as policies and strategies and healthcare publications. This multifaceted approach ensures that AHB's reports provide comprehensive and holistic perspectives on the challenges and opportunities within the African healthcare space.

However, it is not just the variety of sources that distinguishes our reports—it is the depth of analysis and the actionable insights we offer. AHB goes beyond surface-level observations to explore the underlying factors shaping healthcare dynamics in Africa. By leveraging a team of experts and analysts with deep industry knowledge, AHB uncovers nuanced insights and trends that might otherwise go unnoticed.

AHB's reports are designed to empower stakeholders to take meaningful action. Whether identifying areas for policy reform, highlighting best practices from other regions, or showcasing innovative healthcare delivery approaches, AHB's reports provide practical recommendations that can help drive positive change for the African continent.

AHB SYMPOSIUM

INTEGRATING AFRICA: BRIDGING THE HEALTH GAP

2019



2ND WEBINAR SERIES

PARTNERSHIPS FOR RESILIENT HEALTH SYSTEMS IN AFRICA



1ST WEBINAR SERIES

PARTNERSHIPS FOR COVID-19 IN AFRICA

2020



HIGH LEVEL ROUNDTABLE: PROTECTING AFRICA - LIVES AND ECONOMIES DURING COVID-19

DIGITAL HEALTH SESSION

MANUFACTURING AND SUPPLY CHAIN SESSION

HIGH LEVEL ROUNDTABLE: PREPARING AFRICA - WHAT NEXT AFTER THE COVID-19 SURGE?

TESTING, TRACKING & TREATING SESSION

INFRASTRUCTURE & EQUIPMENT SESSION

FINANCING MODELS SESSION

DIGITAL HEALTH SESSION

HEALTHCARE FINANCING SESSION

MANUFACTURING AND SUPPLY CHAIN SESSION

MANAGING THE DISEASE BURDEN SESSION

HUMAN RESOURCES FOR HEALTH SESSION

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3RD WEBINAR SERIES

TOWARDS SUSTAINABLE HEALTHCARE SYSTEMS IN AFRICA

2021



**NCDS: AN URGENT CALL FOR PRIMARY
HEALTH CARE SYSTEM STRENGTHENING
IN SUB-SAHARAN AFRICA**

**HEALTHCARE POLICY HARMONISATION
AND COLLABORATION AMONGST
GOVERNMENTS-A STRATEGY TOWARDS
SUSTAINABLE DEVELOPMENT IN AFRICA**

**THE POWER OF PARTNERSHIPS:
DEVELOPMENT PARTNERS VALUE
CREATION IN THE HEALTHCARE SECTOR**

**THE FUTURE OF HEALTH: UNLOCKING THE
POTENTIAL OF ARTIFICIAL INTELLIGENCE
FOR HEALTHCARE IN AFRICA**

**AFRICA'S READINESS FOR THE
COVID-19 VACCINATION DRIVE**

**HEALTH BUSINESS
INVESTMENT IN AFRICA**

**ONE YEAR ON: WHAT HAVE WE LEARNED
SINCE NEWS OF COVID-19 FIRST BROKE?**

WOMEN'S HEALTH

**THE ROLE OF THE PRIVATE
SECTOR IN ADVANCING
WOMEN'S HEALTH IN AFRICA**

2022



MEN'S HEALTH

**THE ROLE OF THE PRIVATE
SECTOR IN ADVANCING
MEN'S HEALTH IN AFRICA**

2022



**AFRICA'S NEW PUBLIC
HEALTH ORDER**

2023



WOMEN'S HEALTH

**A NEW DAWN OF PARTNERSHIPS
FOR WOMEN'S HEALTH**

2024



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SELECT ARTICLES

**WHAT SHOULD AN IDEAL EMR/EHR SYSTEM
FOR SUB-SAHARAN AFRICA LOOK LIKE?**

**DEFINING THE PRIVATE SECTOR CASCADE
IN THE HEALTHCARE ECOSYSTEM**

**SAVING LIVES: REVOLUTIONIZING NEONATAL
HEALTH IN ETHIOPIA. COMBATING NEONATAL
MORTALITY WITH PRIVATE SECTOR SOLUTIONS**

**THE CRUCIAL ROLE OF THE PRIVATE SECTOR IN
STRENGTHENING MEDICINES REGULATION FOR
EFFECTIVE PUBLIC HEALTH RESPONSE IN AFRICA**

**BRIDGING THE HEALTHCARE DIVIDE: PRIVATE EQUITY'S
IMPACT ON CARDIOVASCULAR DIAGNOSTICS IN AFRICA**

**ADVANCING SICKLE CELL DISEASE MANAGEMENT
IN AFRICA: DRAWING LESSONS FROM THE UK'S NHS
INVESTMENT IN AUTOMATED RED BLOOD CELL
EXCHANGE TECHNOLOGY (SPECTRA OPTIA®)**

[CLICK TO READ ARTICLES](#)

Testimonials



DR. VINCE GATE
HATCH TECHNOLOGIES

Hatch Technologies contracted AHB to assist in developing an expansion strategy into Ethiopia in line with our strategic objectives. From the project's initiation, AHB exhibited a high level of professionalism, demonstrating a deep understanding of the complexities of strategic planning for regional expansion in sub-Saharan Africa.

AHB's collaborative approach was evident throughout the engagement. They worked seamlessly with our internal teams, fostering open communication, and ensuring the process was inclusive and reflected our organization's unique needs. Their ability to synthesize our input with their industry insights resulted in a comprehensive strategy that resonated well with our team and addressed our specific device distribution challenges.

AHB consistently displayed adaptability and responsiveness, adjusting their approach as our project requirements evolved. They met deadlines with precision and delivered high-quality work that surpassed our expectations. Their commitment to excellence was evident in every phase of the project, from the initial country preliminary visit to the implementation of actionable strategies in-country strategies in Ethiopia.

As a result of AHB's contributions, Hatch Technologies has experienced positive shifts in our organizational growth. The strategic framework they helped us develop has become an invaluable guide for our continued success.



STEPHEN MAINA
ROCHE KENYA LIMITED

On behalf of the entire Roche team, we would like to express our sincere GRATITUDE and CONGRATULATIONS on the excellent execution of the 2022 Africa Health Business Symposium.

The selection of the guest speakers, partners, sessions and delegates was really well done and very strategic to bring together the various stakeholders with the objective of a critical topic that needs to be discussed and addressed on Women's Health especially in our region Africa. This was definitely impactful.

Thank you for the wonderful collaboration we experienced throughout the process from initial engagement of our interest to partner all through till the actual symposium.



JERIOTH WACEKE
MHEALTH KENYA LTD

Thank you for the opportunity extended to us as mHealth Kenya. The meetings have been fruitful and there are areas of collaboration and opportunities to advance healthcare in the country that we can further our conversation.



DR. KGOATHATSO MOTUMI
ROCHE PHARMACEUTICALS

I was one of the speakers at AHB symposium this year (2024) it was such a lovely experience, the thing I most valued was being able to see the other industry leaders and have these important conversations on behalf of women.



CINDI CISEK
PALLADIUM

On PROPEL Health, we're working with Africa Health Business (AHB) to strengthen the enabling environment for innovative, cost-effective private sector solutions. In Zambia and Malawi, AHB is bringing their in-depth knowledge of health markets, relational capacity with high-level public and private stakeholders, and out-of-the box thinking to strengthen private sector engagement in supply chain solutions and outsourcing.



VUYOKAZI MJEKULA
MSD

I'm yet to meet or work with a company like Africa Health Business that has the convening power to bring such relevant and critical stakeholders to talk about some of the most important issues in the healthcare landscape in Africa.

Future Outlook

In the future, AHB will continue to lead in strengthening Africa's health systems with an approach that is uniquely tailored to the continent, by Africans, for Africans. The need for locally-driven expertise in addressing the complexities of African health systems will remain paramount, and AHB will be at the forefront of providing sustainable and tangible solutions through our commitment to local ownership and expertise.

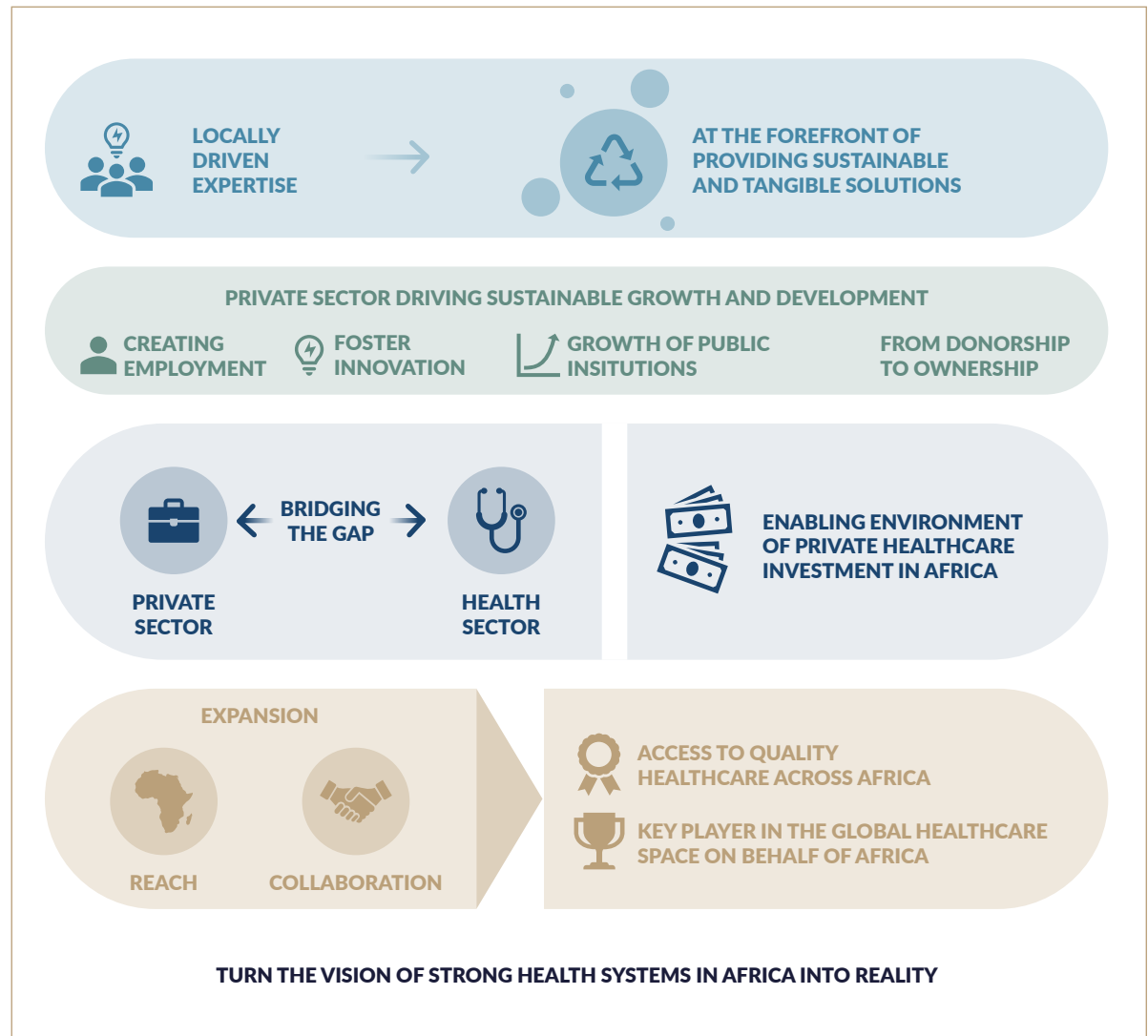
The vital role of the private sector in driving sustainable growth and development will continue to be recognized by AHB. As the private sector creates jobs, fosters innovation, and contributes to the growth of public institutions through tax revenues, AHB will advocate for further private sector development in Africa to enhance transparent fund management and reduce reliance on external aid.

Through our continued efforts, AHB will bridge the gap between private sector engagement and the health sector, creating an enabling environment for private healthcare investment in Africa. Our growth trajectory will see AHB expanding its reach and impact, building on our foundation as a thriving business headquartered in Nairobi, Kenya, and collaborating with a network of experts across the continent.

Our focus on healthcare advisory and consulting services through a private sector lens will yield even greater results in the future. We will continue to improve sustainability, facilitate job creation, and enhance access to quality healthcare across Africa. The recognition AHB receives in the global healthcare space will serve as validation of our commitment to driving change from within Africa, by Africa, for Africa.

As we celebrate our achievements, we acknowledge that there is still much work to be done. The private healthcare sector will remain instrumental in supporting the growth of healthcare systems on the continent. AHB, as an African-based entity, will continue to lead by example, providing meaningful insights, advice, and recommendations to healthcare businesses, development projects, and programs across Africa.

Looking ahead, we see endless possibilities for collaboration and partnership with private, public, and global development partners. Together, we will turn the vision of strong health systems in Africa into a reality. Our journey into the future is filled with excitement as we continue to drive positive change and innovation in the African healthcare space.





 +254 704 838 150

 info@ahricahb.com

 www.ahricahb.com

 [@AfricaHealthBiz](https://twitter.com/AfricaHealthBiz)

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