

# FIVE-YEAR IMPACT REPORT



**VILLGRO KENYA @5**

Celebrating Villgro Kenya's  
5 years of impact

Supporting global health  
innovation through social  
entrepreneurship

De-risking impact investments  
for global health innovations  
through early stage incubation

Promoting vibrant healthcare  
and life science innovation  
ecosystems in Africa

# Impact investment for global health innovation

**NOTE:** All images used in this report have been sourced from our partners, current and graduate portfolio companies, Jumpstory at <https://universe.jumpstory.com/>, and Unsplash at <https://unsplash.com>





## Table of Contents

---

<b>About Villgro</b>	06
<ul style="list-style-type: none"><li>• Our mission and vision</li><li>• Our approach</li><li>• Board of advisors</li><li>• Team management</li><li>• Our partners</li></ul>	
<b>A message from the CEO</b>	11
<b>Why investing in healthcare &amp; life sciences matters</b>	15
<ul style="list-style-type: none"><li>• State of healthcare in Kenya</li><li>• Villgro Kenya's role in solving the challenges that exist</li><li>• Ecosystem</li></ul>	
<b>Investment &amp; impact at a glance</b>	17
<ul style="list-style-type: none"><li>• Our investment, aggregated</li><li>• Our impact, aggregated</li></ul>	
<b>Our impact by company</b>	19
<b>New companies in our portfolio</b>	31
<b>Recent graduates from our portfolio</b>	32
<b>Our COVID-19 portfolio</b>	35
<b>Client testimonials</b>	37



“Universal Health Coverage (UHC) has often been a public sector goal. However, we know that private financing and disruptive innovation will be necessary to achieve UHC targets by 2030. The pandemic has disrupted all systems and made the private sector acutely aware that investment in health and healthcare solutions that work in low-resource settings, is a cornerstone of resilient economies. But Multi-National Corporations (MNCs) headquartered in the global north aren’t necessarily incentivized to invest in R&D and product development to address the needs of communities in East Africa, and are more apt to acquire a technology once market traction is demonstrated and the risk of failure has been largely mitigated.

At The Lemelson Foundation, we believe that invention-based, small, and growing businesses (SGBs) can fill that gap by advancing locally developed solutions to health, agricultural and environmental challenges. At the same time, they can have significant impact on local and regional economic development. But these companies have unique needs that require a robust supporting ecosystem, including capital, technical assistance, and other support. We invest in local partners like Villgro to address these needs and to play an integral role in strengthening this supporting ecosystem. We believe that they are among the enduring institutions needed to have a sustained mechanism for innovation that both addresses the needs of low-income communities and advances economies in LMICs.”

### **Carol Dahl**

Executive Director, The Lemelson Foundation



” We have partnered with Villgro Kenya since January 2018 to help them build their highly effective incubator for healthcare related businesses. We have been impressed by their dedication, professionalism, and grit in supporting a range of compelling businesses whilst at the same building their own brand and organization. It continues to be a pleasure working with them, especially the transparency with which they share their highs (and lows) and their engagement as always a learning organization.”

**Nicholas Colloff**

Director, Argidius Foundation



” Villgro Kenya was an important step in our early efforts to scale Villgro's impact in other eco-systems where grass-roots innovators need incubation assistance. We are excited, proud, and honoured to have been deeply involved in their growth and for our continued role in their future. We see this team as an important part in our strategy to expand our impact, through establishing many such incubators. Villgro Africa will be a critical hub in our global network of impact incubators.”

**Dr. Arun Venkatesan**

CEO, Villgro USA



## Introduction

# About us

### **Incubator and impact investor for early stage businesses**

We are an early stage business incubator and impact investor that seeks to support start-ups with a global health impact in the East African region. Working at the intersection of science and industry, Villgro Kenya is pioneering social entrepreneurship and impact investment in healthcare and life sciences in East Africa.

The challenge is not in the lack of technology or know-how to solve these problems, but the lack of a convincing business case to warrant the effort. We work with entrepreneurs to develop and deliver innovative solutions through a market-driven approach that targets Africa's mass market.

The Villgro Kenya team has over 85 years' experience in research and development (R&D), academia, and entrepreneurship in the region that is relevant to healthcare and life sciences technology commercialization. Our partnerships and networks span across the R&D, commercialization, and funding pipeline to leverage local and foreign investments for global health impact in the region.

---

# We are helping solve Africa's toughest health challenges through supporting social entrepreneurs.

## The collective focus

### Our Goals & Objectives

- ✓ To support global health innovation through social entrepreneurship
- ✓ To de-risk impact investments for global health innovations through early stage incubation
- ✓ To promote a vibrant healthcare and life science innovation ecosystem in Africa

### Our Vision

Driving sustainable, social, and market-based innovations across Africa

### Our Mission

We inspire, nurture, and scale innovation by offering customized technical assistance and investments to early stage social entrepreneurs in Africa.



Source: MamaOp

We believe that Africa's development problems will be sustainably resolved through for-profit, innovative products & business models that are demand-driven and scalable. Such enterprises deliver social impact by creating jobs for Africa's rural and urban poor or by meeting their needs as the target market.

Incubation, industry focus, quality of support

## Our approach

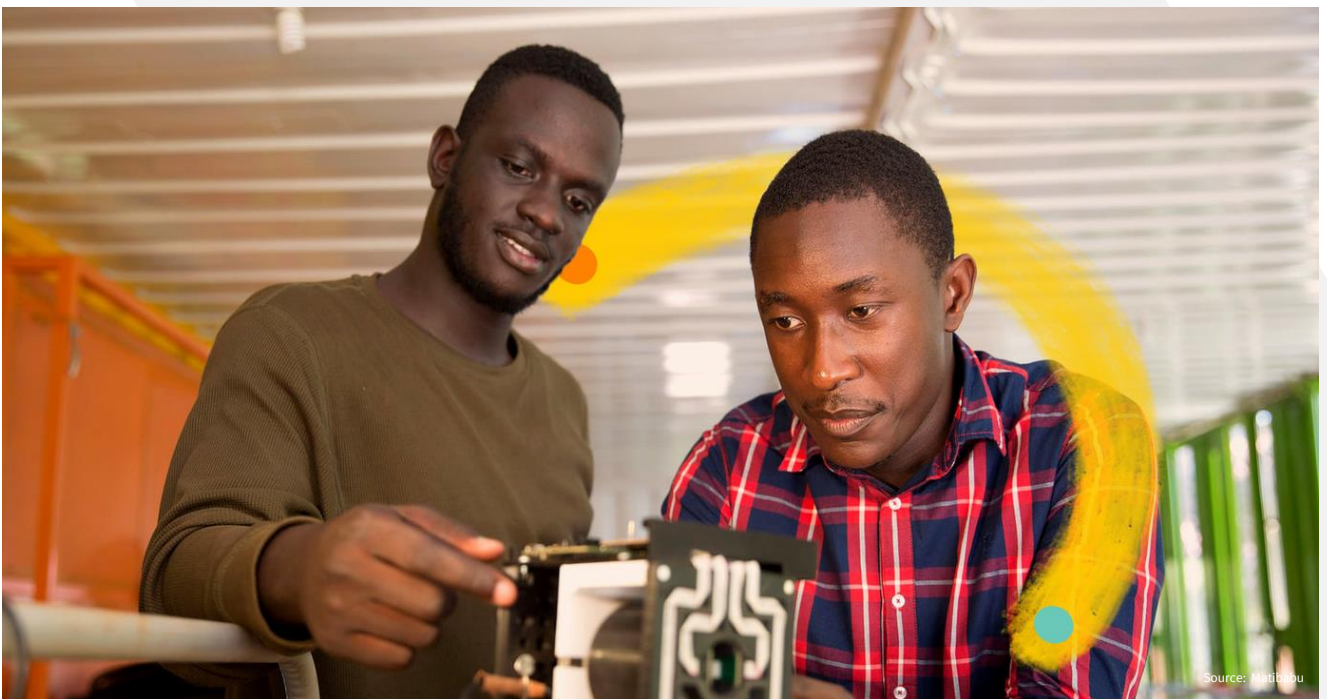
What we do differently

**We pride ourselves in being a pioneer health business incubator in East Africa.**

Our incubation plan is custom designed for each enterprise based on their needs at their current stage. We work with entrepreneurs to help them become ready for investment. We expect the investable enterprises to scale up their social impact as they grow after incubation.

Our strength is in healthcare and life sciences. This cuts across many sectors such as primary healthcare, mother and child health (MCH), non-communicable diseases (NCD), nutrition in agriculture, water and sanitation in environmental management, or safety and ergonomics in design of tools and products across various industries.

We provide high-touch mentorship by connecting incubatees with mentors who bring with them years of experience in the industry and entrepreneurship.



Source: [Muhimbi](#)



## Our Board of Advisors



**Paul Basil**

Member

Mr. Basil is Founder and CEO of Villgro Innovations Foundation. Over the last decade, Mr. Basil has incubated over 130 innovative enterprises, creating over 4000 jobs, touching around 5 million lives in villages across India. Mr. Basil also co-founded Menterra Venture Advisors, a seed stage, impact fund that makes venture investments in for-profit, impactful enterprises.



**Dr. Beatrice Murage**

Member

Dr. Beatrice Murage is an experienced, results-oriented leader in systems strengthening, healthcare management, entrepreneurship, intrapreneurship, digital innovation, and ventures. She has successfully built teams and led strategy, policy formulation, and project implementation in emerging and established markets.



**Nazeem Mohamed**

Member

Nazeem has over 40 years of experience in the pharmaceutical sector and currently advises different organisations as an International Pharmaceutical Consultant. Previously, he served as the head of the pharmaceutical sector for Industrial Promotion Services (IPS), the for-profit part of the Aga Khan Development Network and was the CEO of Kampala Pharmaceutical Industries (KPI) in Uganda.



**Dr. Abdi Mohamed**

Member

Dr. Abdi Mohamed is an award-winning serial entrepreneur who was voted as one of the Top 40 Under 40 men in Kenya. He is the co-founder and CEO of Ladnan which has been acquired by a PE Fund. Dr. Abdi has a strong entrepreneurial acumen with a leaning towards social enterprises.



**Daniel Ohonde**

Member

Daniel Ohonde is a dynamic, strategic, and visionary leader with more than 25 years of exceptional leadership experience in CEO / COO and investment stewardship roles managing high performance teams.



**John Masanda**

Member

John Masanda is an astute entrepreneur and business executive with experience and expertise to lead diverse teams with multiple skills and multicultural backgrounds.



**Wesley Ronoh**

Member

Wesley Ronoh is a seasoned Pharmaceutical Sector Development Expert who has worked and consulted for leading International Development Agencies within East Africa and beyond.



## Our leadership

# Executive team

Meet our amazingly talented leaders



**Wilfred Njagi**

Co-founder & Chief Executive Officer

Wilfred brings in diverse experience having lived and worked in Jordan, India, and East Africa. He is well plugged into the Kenyan entrepreneurial ecosystem. Following a short stint at the African Venture Capital Association, he was immersed into the start-ups and incubation world while pitching his idea to a Jordanian based incubator, OASIS500. He went on to do a one-year Villgro fellowship in India, after which he took up the challenge of scaling Villgro to Africa.



**Robert Karanja**

Co-founder & Chief Research & Innovation

Robert holds a PhD in Parasitology and Entomology from JKUAT and has 15 years of experience in global health and life sciences as a pioneer entrepreneurial scientist. At KEMRI, Robert initiated intrapreneurial ventures through partnerships with KIRDI and Strathmore Business School to develop nutraceuticals & phytomedicines products and to design and deliver a bio-entrepreneurship bootcamp, respectively. He co-founded a genome sequencing and bioinformatics start up in Nairobi, and later Villgro Kenya where he served as CEO in the formative years.



**Rob Beyer**

Co-founder & Executive Chairman

Rob brings a unique combination of seasoned experience in business and social entrepreneurship, education, and technology. Rob is a visionary leader who has lived in Kenya for the past 17 years and is aware of the unique challenges that Kenyans face seeking sustainable livelihoods within the East African context.

## Our partners



Message from the co-founder...

## A letter from our CEO

Putting healthcare back to where it belongs - in the hands of the people!

**To date we have deployed close to USD 1 million dollars in SEED capital to over 20 enterprises. Our companies have gone on to unlock over USD 10.4 million cumulatively in follow on funding, with total revenues of over USD 2.4 million, and touching about 2 million lives in East Africa.**

“Since 2015, Villgro Kenya has been replicating the Villgro Model and applying 20 years of learnings from Villgro India to a local context. A journey that started with an assignment to conduct rapid assessment on 50 grantees from the Grand Challenges Canada pipeline in 2014/15 led us looking at 500 additional health care innovations to date. The pipeline was a challenge in the formative years when we had limited funding and little brand visibility. This has changed over the years thanks to the patience by our team, partners, and funders.

Just like any start-up, we started out with challenges ranging from a small team to a weak pipeline to limited funding. I remember the first investment we did in the first incubatee company, Insurance for All, was from directors’ own savings which was a meagre USD 3,000. *To date we have deployed close to USD 1 million in SEED capital to over 20 enterprises.* Our companies have gone on to unlock over USD 8 million cumulatively in follow on funding, with total revenues of over USD 2.4 million touching about 2 million lives in East Africa. Part of the funding went to COVID response solutions early this year where *we supported 11 healthcare enterprises in the fight against the pandemic.*

This included a PPP sector initiative to help pregnant mothers to deliver their babies in hospital by providing access to free emergency transport, especially during dusk to dawn curfew hours. Health-E-Net, on the other hand has developed a telemedicine solution that does not require costly call centres or training, providing access to primary healthcare in 3 counties. Meanwhile Enzi Health has been offering last-mile medical care conveniently to homes or workplaces using a hail-a-clinic model at a cost that is less than that of a hamburger (USD 10).

As we look to the future, having gone through the startup phase ourselves, the tail winds are now on our side to scale our impact across the continent. In the next 5 years, *we will be scaling deep, scaling wide and scaling equitably.* To scale deeply, we will be working to help East African local founders package their stories better in order to get noticed and raise a proportionate amount of funding. Part of this will include helping them address the social cultural barriers that hinder them from raising capital, as well as legal due diligence risks that make it harder for investors to put money in local founders. To that effect, we have started a podcast series that seeks to unearth some of the underlying issues.



We want to welcome you all on journey that will put healthcare back into the hands of the people and increase equitable access to care, especially to the most vulnerable groups.

We invite you all to listen to it [here](#). We understand that this is an ecosystem issue and will thus require a concerted effort.

As part of scaling broad, Villgro Africa will be taking on a **bold initiative to collaborate with local and regional hubs in joint incubation initiatives**. While our strength has been in understanding the healthcare space and offering a high touch support model that ranges from clinical trials study design to helping start-ups navigate the complex health regulatory systems, we see importance of local context and local networks that hubs have to offer. In this approach we want to build bridges that will help start-ups, funders, and investors to scale their reach and impact more cost effectively.

As we scale wide, **we will also be deepening the level of support offered to enterprises** using an evidence-based approach to see which interventions are actually helping start-ups win.

On scaling equitability, COVID has taught us that healthcare starts and ends with an individual. We have all learnt to own our personal health by putting safety measures, taking care of ourselves and eating well. Many COVID deaths have been as a result of co-morbidities arising from lifestyle diseases.

Unfortunately, people living in low resource settings often do not have the means to be able to manage their health due to other competing basic needs like shelter and food.

As we scale, we want to welcome you all in journey that will put healthcare back to the hands of the people and increase equitable access to care especially to the most vulnerable groups. In the same vein, **we will be aiming to bridge the gender gap that has been widening over the years** as highlighted in the GALI report on gender financing gap\*.

We welcome you to enjoy reading the Villgro Kenya @5 impact report. Here is to 5 more years of touching lives.”

**Wilfred Njagi**  
CEO / Co-founder

## PREFACE

# Executive Chairman's thoughts...



We are grateful for the partnerships and funding opportunities from our donors that have enabled the incredible impact stories in this report.

“What an incredible journey! From the early days when I first met with the founder of Villgro Innovations Foundations - Paul Basil - I was drawn by both the passion and the belief in how the practical application of business solutions can improve the lives of the poor and underserved. To many, this combination can be considered mutually exclusive, but the Villgro Kenya team is proving that it is not only possible, but also points us towards a future where more African entrepreneurs can bring more innovations to more people under a market-based philosophy. When I reflect on journey of the last five years, three things standout:

**Who you journey with matters:** While having three co-founders can be considered many, it has proven to be key to the success of Villgro Kenya. Robert, Wilfred, and I bring different perspectives of looking at opportunities (and risks), enabling Villgro to “see” many blind spots that a sole founder may miss – and not to mention that we are good friends! As others have now joined the team, we are grateful for tremendous talent and continued growth. There is no doubt that we have a core team who are ready to embark on an expanded vision and journey.

**Actively seek out experienced guides:** When the journey of building Villgro Kenya started, we actively sought out the help and assistance of those who have travelled a similar path and sought their insights and wisdom. We are incredibly grateful for our board members and those mentors who believed in us enough to even place their name and networks behind it – thank you!

**Surround yourself with those who believe:** After being initially ‘bootstrapped’ by Grand Challenges Canada, The Lemelson Foundation was the first large funder who backed the dream of expanding Villgro to Kenya, followed by the Argidius Foundation and USAID. As a start-up, these partnerships and funding opportunities are incredibly invigorating to the team and it is the fuel that has enabled the incredible impact stories in this report - thank you!

As the organization looks to expand into the future under the helm of Wilfred Njagi, we are incredibly grateful for the leadership and guidance of Dr. Robert Karanja who successfully guided the team through the very uncertain early days. As you read this report, I challenge you to see beyond the names and numbers and see the real impact that these entrepreneurs are having in the lives of those people who benefit from their products and services.”

Let the journey continue!



**Rob Beyer**

Executive Chairman/Co-founder



# Why investing in healthcare and life sciences matters...

In the last six decades, the human race has experienced an era of unprecedented wealth ushered in by emergent economies such as China and the tiger economies of Asia, the BRIC economies and others that have tipped the scales to where more than half the world is now middle class or richer<sup>1</sup>. The unshackling of humanity from poverty has served to unleash the unlimited human potential in these economies, as individuals are empowered to embark on their journey towards self-actualization. Indeed, the power of human imagination is the key characteristic that describes these emergent economies, as demonstrated in the scientific and technological breakthroughs and their capacity for innovation<sup>2</sup>.



<sup>1</sup>Homi Kharas, Kristofer Mamel, and Martin Hofer, 2018, Brookings, <https://www.brookings.edu/blog/future-development/2018/12/13/rethinking-global-poverty-reduction-in-2019/>

<sup>2</sup>Viju Raghupathi & Wullianallur Raghupathi, 2019, SpringerLink, <https://link.springer.com/article/10.1186/s13731-018-0097-0>



## Why investing in healthcare and life sciences matters... (continued)

However, this seismic shift in humanity's welfare has not been equitable. The African continent or Sub-Saharan Africa has remained largely untouched. Africa's lion economies, though among the fastest growing economies in the world, are not lifting the masses out of poverty. To the contrary, their growth in GDP is creating some of the most unequal societies in the world<sup>3</sup>. Africa's economies are still largely based on the harvesting or extraction of natural resources where the economic value of human potential is measured in terms of cheap labour. Africa's efforts to emulate emerging economies by harnessing scientific and technological innovation as key drivers of the economy are too often foiled by the poverty trap of disease, where at least 11 percent of Africans<sup>4</sup> experience catastrophic spending for health care every year, while as many as 38 percent delay or forgo health care due to high costs<sup>5</sup>.

Unfortunately, the adage "a stitch in time saves nine" holds true and all too often the delayed health seeking behavior ultimately leads to health complications and further financial ruin for the poor, thus creating a vicious cycle of poverty and disease. It is estimated that by 2023, Africa's share of the world's poverty stricken will rise from 60% in 2016 to over 80%<sup>6</sup>. It is therefore important for governments and development actors to understand how we can "spring" the poverty-disease trap and reverse this social economic dynamic. Fortunately, addressing the challenges in Africa's health systems is not only an important mitigation, but it also has the capacity to create a template for sustainable economic development that will enjoin Africa's masses into the global success story of poverty elimination. This is because there is strategic alignment between the needs of the health system and the scientific/technological capacity for innovation against a backdrop of an industry that is ripe for disruption.

The development of successful solutions for Africa's resource constrained health sector requires a frugal innovation paradigm that does not compromise on quality while delivering at a fraction of the cost. In turn, this requires the ability to re-imagine the health sector – how healthcare is organized and delivered can be re-invented to take advantage of new technological breakthroughs. For example, it is a well-accepted norm that it costs approximately USD 100M and takes 10 years to develop and commercialize a new drug or vaccine. However, such a product would be prohibitively expensive as to be of little to no value to the African market. The harnessing of technological advances such as bioinformatics, synthetic biology and CRISPR can dramatically reduce the cost of developing new drugs, diagnostics, and vaccines. Similarly, new advances in 5G, biophysics, material sciences, robotics and artificial intelligence are presenting new ways of delivering healthcare through telemedicine and wearable technologies that was not possible a mere 5 years ago.

All these opportunities make the health and life sciences sector a strategic focus area that dovetails with Africa's unique investment case for cost-effective health technologies that do more for less. Leveraging Africa's strong health R&D capacity and emerging tech innovation hubs, Villgro brings 20 years of experience and expertise working at the interface of science and industry to catalyze market-driven solutions to transform the sector.

**Dr. Robert Karanja**

Chief Research & Innovation/Co-founder

<sup>3</sup><https://unesdoc.unesco.org/ark:/48223/pf0000245946>

<sup>4</sup><https://pubmed.ncbi.nlm.nih.gov/29248367/>

<sup>5</sup>[https://s3-eu-central-1.amazonaws.com/fsd-circle/wp-content/uploads/2015/08/30095843/14-08-08\\_Financial\\_Diaries\\_report.pdf](https://s3-eu-central-1.amazonaws.com/fsd-circle/wp-content/uploads/2015/08/30095843/14-08-08_Financial_Diaries_report.pdf)

<sup>6</sup><https://www.brookings.edu/blog/future-development/2018/12/13/rethinking-global-poverty-reduction-in-2019/>



## Snapshot of our key numbers

# Investment & Impact

at a glance

We approved **21 companies** for incubation, awarding grants/equity ranging from **USD 20,000-USD 50,000** over the period.



**USD 682K +**

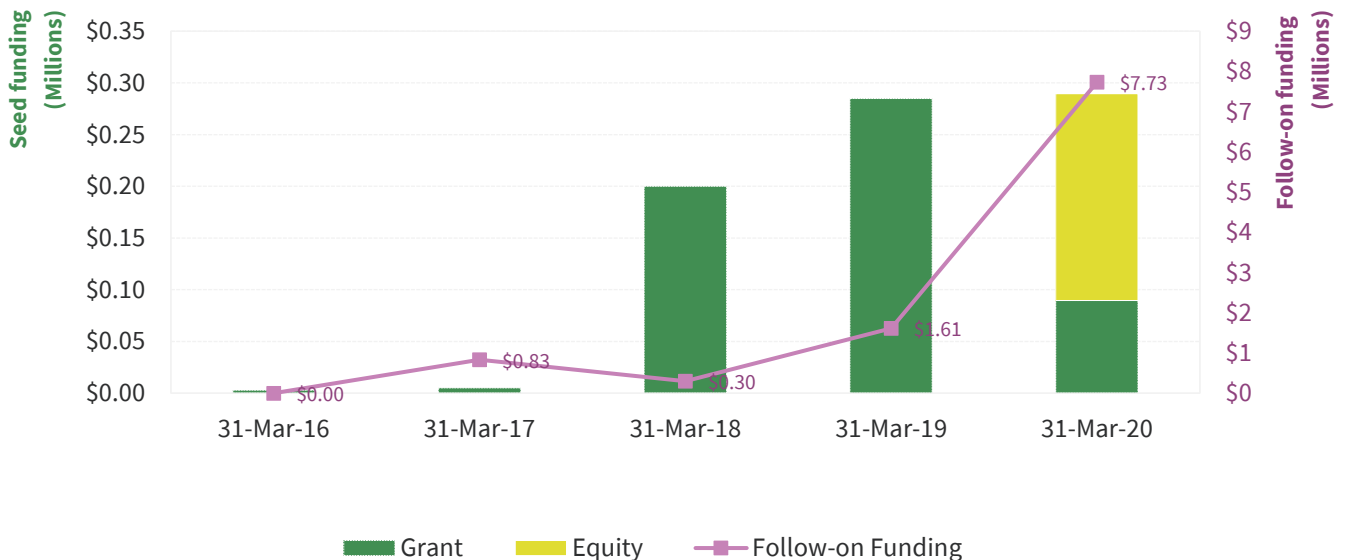
Villgro Kenya funding committed

**USD 10.4M+**

Follow-on funding raised by our portfolio companies

Initially, we started with one line of seed funding – grant funding. However, starting 2019, we have committed and disbursed equity funding. We have so far deployed equity to 4 companies in our portfolio.

## Five-year portfolio funding trend

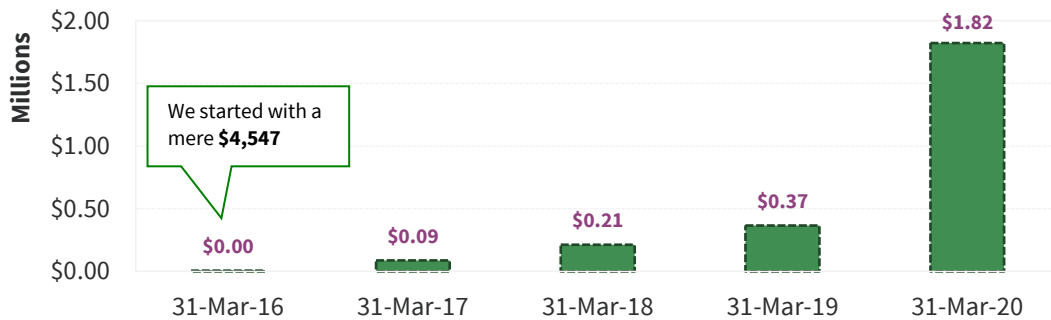




Source: clinicPesa

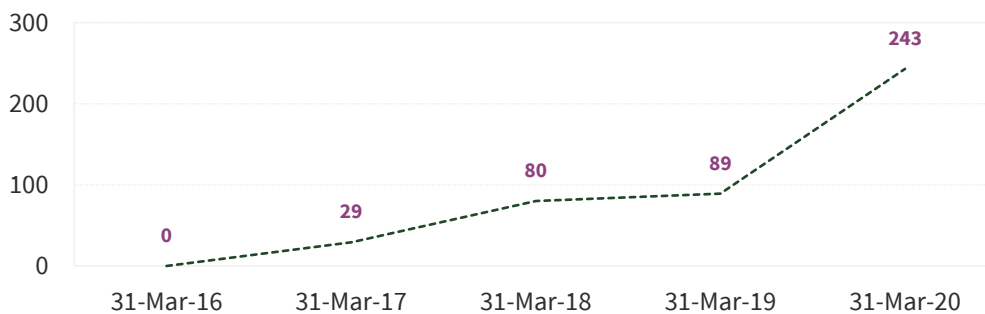
## USD 2.4M+ revenues generated

### Five-year revenue generation trend



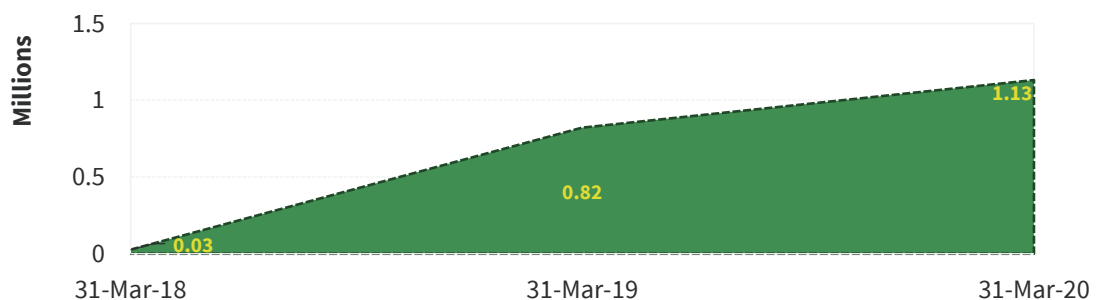
## 243 jobs created

### Five-year job creation trend



## 1.98M+ customers served

### Two-year customer trend



**NOTE:** For access to healthcare services, it could be that sometimes a customer is getting the same services several times throughout the year. These numbers include this group of customers.

Presents



Our impact by  
company:

**SERVICE COMPANIES**

## Our impact by company

# Enzi Health

Country Kenya

Product Service

Website [www.enzihealth.com](http://www.enzihealth.com)

Founder Male-led

### Company Description

Enzi Health Limited offers last-mile medical care conveniently to homes or workplaces. They use a Hail-A-Clinic model that offers free medical consultation, affordable rapid diagnostics, and medicine at home or workplaces. The company also makes medical records for patients accessible to them throughout via mobile phone. The aim is for a quality, affordable primary healthcare that effectively addresses health conditions at the onset and prevents morbidity and death arising from delayed health seeking behaviour.

### Challenges

With less than 15% health insurance penetration, primary healthcare remains a reserve of the rich, as the working poor mostly frequent public health facilities that are often understaffed, under equipped or simply too far out of reach. This leads to self-medication and delay in seeking care, which often causes adverse negative health outcomes. This vicious cycle eventually ends up in catastrophic out-of-pocket expenditures where family assets have to be sold to pay off medical bills.



### Solutions

Their Hail-A-Clinic model helps eliminate all transport costs and the time taken to wait for treatment or lab results on the side of the patient. They also offer a capitation model where organizations can prepay USD 4 per person per month for an unlimited number of primary care visits.

**USD 110,000+**

Total capital raised

**5,624+**

Customers served

**USD 90,000**

Villgro Kenya funding

**3,664+**

Women served

**USD 20,000+**

Follow-on funding raised

**624+**

Children served

**USD 31,800+**

Revenues generated

**12**

Jobs created

**Social Media** Facebook: [@EnziHealthLimited](https://www.facebook.com/EnziHealthLimited)

## Our impact by company

# Health-E-Net

Country	Kenya
Product	Service
Website	<a href="http://www.health-e-net.org">www.health-e-net.org</a>
Founder	Male-led

### Company Description

Health-E-Net is a digital health company that leverages a mobile platform to provide primary health care solutions for low resource settings.

It was registered in 2012 as a limited liability company in Kenya and has been incubated by Villgro Kenya since Apr 2017. HEN has developed 3 digital solutions:

1. Gabriel™ – telemedicine solution,
2. Sonomobile™ – a maternal and child health solution that integrates ultrasound and Gabriel telemedicine services, and
3. PaperEMR™ – a paper-based electronic medical record solution

### Challenges

Universal healthcare (UHC) is enshrined in Kenya’s constitution as a human right and UN sustainable development goals (SDG3). This requires leverage of ICT innovation for primary healthcare to ensure quality and affordable healthcare for the poor. Key challenges in providing healthcare include:

- Accelerating trend of task shifting from physicians (consultants and general practitioners) to diploma cadre clinicians (clinical officers and nurses) without compromising on quality of care
- Paper-based health system that makes health data inaccessible for patients’ referral and/or piloting, implementation research and monitoring and evaluation (M&E) of health programs delivery

**Social Media** [twitter: @healthEnet](https://twitter.com/healthEnet)



### Solutions

HEN’s suite of digital innovations addresses various aspects of UHC with Gabriel and Sonomobile enabling access to physician consultations and specialised investigations via telemedicine. On the other hand, PaperEMR provides a way of digitizing medical records that facilitates referrals and leverages big data for M&E and programmatic interventions. All 3 products are designed to require little to no CAPEX for infrastructure and training.

**USD 352,300+**

Total capital raised

**15,700+**

Customers served by PaperEMR™

**USD 53,500**

Villgro Kenya funding

**1,590+**

Customers served by Sonomobile™

**USD 312,300+**

Follow-on funding raised

**220+**

Customers served by Gabriel™

**USD 347,300**

Revenues generated

**8**

Jobs created

## Our impact by company

# Ilara Health

Country	Kenya
Product	Service
Website	<a href="http://www.ilarahealth.com">www.ilarahealth.com</a>
Founder	Male-led

### Company Description

Launched in 2019, Ilara Health is a company that is bringing affordable diagnostics to primary care settings across Kenya. The company uses AI and tech-powered diagnostic equipment that cost a fraction of what typical devices cost - doctors pay only 10-20% upfront with financing partners covering 80-90% via loans. Tests done using their devices are completed in the doctor’s office with results available in less than 10 minutes. Their software links diagnostic devices with an electronic medical record (EMR) system that records all patient data. It also sends customized health tips and reminders to patients based on their condition.

### Challenges

Legacy diagnostic tools are expensive, require significant specialist expertise to operate and, as a result, have struggled to penetrate primary care settings in Kenya. The result? Only a handful of the over 15,000 clinics across Kenya can offer life-saving diagnostics, with the vast majority referring patients away to larger, congested, and distant hospitals. This drastically reduces diagnostic coverage across the country, with millions of patients receiving the tests they need too late, if at all.

**Social Media** Facebook: @IlaraHealthLtd



Source: Ilara Health

### Solutions

Ilara Health leverages developments in point of care diagnostic technology, coupling next-generation, affordable and tech-enabled diagnostic tools with smart financing packages. Primary care centres can now sustainably offer diagnostic services ranging from ultrasound services all the way to diabetic screens directly to their communities.

**USD 1.5M+**

Total capital raised

**USD 50,000**

Villgro Kenya funding

**USD 1.4M+**

Follow-on funding raised

**USD 600,000+**

Revenues generated

**3,000+**

Customers served

**1,500+**

Women served

**60+**

Jobs created

## Our impact by company

# DawaPay

Country	Kenya
Product	Service
Website	<a href="http://www.dawapay.com">www.dawapay.com</a>
Founder	Male-led

### Company Description

DawaPay is a Kenyan based company offering a digital platform to promote convenience in the ordering, delivery, and payments for pharmaceutical supplies for pharmacies. This is achieved by signing up distributors and retailers on the platform as a linkage for the pharmaceutical supply chain, integration of the platform with MPESA to facilitate payments and partnership with care pay to offer business credit to facilitate business growth.

### Challenges

The high cost of medicines is a key driver to the increase in the cost of healthcare services and promotes increase of the number of cheap and low-quality generics in the market.

Increase in the cost of high-quality medication, which is highly priced from the limited number of distributors accessible to retailers, increases chances of drug resistance because of under-dosage and risk of fatalities arising from treatable cases.

**Social Media** [twitter: @dawapayofficial](https://twitter.com/dawapayofficial)



### Solution

DawaPay is a digital platform accessible through an android mobile application connecting retailers to a pool of drug distributors selling high quality and affordable drugs for ordering, payment, and delivery of drugs. This has been integrated with mobile money (MPESA) to facilitate remote payments and has been bundled with business credit to facilitate business growth.

**USD 3,250+**  
Revenues generated

**100+**  
Customers served

**3**  
Jobs created

## Our impact by company clinicPesa

Country	Uganda
Product	Service
Website	<a href="http://www.clinicpesa.com">www.clinicpesa.com</a>
Founder	Male-led

### Company Description

clinicPesa is a fintech company that leverages mobile money infrastructure to promote savings culture and access to micro-loan top-ups for healthcare for the uninsured population in Uganda. This is through a partnership with MTN which serves over 12 million mobile money users in Uganda, Equity Bank to facilitate collection and growth on the savings and healthcare service providers across Uganda for customer touchpoints to facilitate payments using clinicPesa wallet.

### Challenges

Uganda has a population of approximately 45 million people with less than 1% insurance penetration. In addition, the lack of a Nation Healthcare Insurance Fund (NHIF) increases the rate of self-diagnosis, misdiagnosis and drug resistance due to limited access to financing for quality health care services, high cost of medication and competition for priority for the limited resources to meet basic needs.

**Social Media** [twitter: @clinicPesa](https://twitter.com/clinicPesa)



Source: clinicPesa

### Solutions

clinicPesa is a mobile money-based wallet that facilitates saving and micro-loan top-ups to for the payments of medical bills. This is implemented through partnerships with MTN Uganda and Equity Bank Limited to facilitate the virtue transfer of funds from a patient’s wallet to Healthcare Merchant account on real-time for medical bill settlement. As a savings incentive, clinicPesa offers a 5% interest on savings unutilized by customers annually.

**USD 254,000+**

Total capital raised

**USD 99,500**

Villgro Kenya funding

**USD 155,000**

Follow-on funding raised

**390+**

Customers served

**33**

Jobs created



## Our impact by company

# IFA

Country Kenya

Product Service

Website [www.ifakenya.co.ke](http://www.ifakenya.co.ke)

Founder Male-led

### Company Description

Insurance for All (IFA) is a company that is focused on delivering relevant and affordable insurance products to workers in the informal sector (popularly known as juakali sector). The company also focuses on B2B aggregators.

It was registered in 2014 as a limited liability company and licensed by IRA as a corporate insurance agency in the same year.

### Challenges

The informal sector in Kenya consists of 7,399,347 micro and small enterprises operating informally across a wide range of sectors including retail, manufacturing, service, art & agriculture. This sector employs 70% of the Kenyan workforce who are mostly daily wage earners. There is loss of income if a worker falls sick or misses work even for a single day hence delays in seeking care. The health seeking behaviour is further affected by the fact that they would have to pay out of pocket due to low insurance penetration.



Source: Insurance for All

### Solutions

IFA offers an innovative health financing product that will enable workers in the informal sector manage healthcare related risks through flexible payment terms via mobile phone.

**USD 160,000**

Total capital raised

**3,000+**

Customers served

**USD 60,000**

Villgro Kenya funding

**800+**

Women served

**USD 100,000**

Follow-on funding raised

**1400+**

Children served

**USD 38,000+**

Revenues generated

**14+**

Jobs created

## Our impact by company

# The Pathology Network

Country Kenya

Product Service

Website [www.pathologynetwork.africa](http://www.pathologynetwork.africa)

Founder Male-led

### Company Description

The Pathology Network Limited is a Kenyan based company providing a cloud-based lab information system – ALIS-trn for lab referrals, diagnosis and reporting by way of leveraging digital pathology. This is achieved through partnerships with pathology labs, which act as the referral centres in the different regions for smaller labs across the country and partnerships with pathologists on the platform to facilitate diagnosis and reporting of the referred remotely.

### Challenges

In Kenya, Non-Communicable Diseases (NCDs) accounts for more than 50% of total hospital admissions and over 55% of hospital deaths. Cancer is the second leading NCD after cardiovascular diseases and accounts for 7% of total national mortality. With the trend witnessed in the growth of the disease burden i.e. 47,000 new cases and 33,000 deaths every year, there is limited access to pathology services due to the small number of pathologists in the country and concentration of the few cancer hospitals in Nairobi and leaving about 90% of the 47 counties without a single cancer treatment centre.



Source: JumpStory

### Solutions

The Pathology Network is a cloud-based lab information System-ALIS-trn, that facilitate a seamless referral process and access to pathologists signed up on the platform at an affordable rate, increasing the cost and time efficiency and promoting early diagnosis and treatment of cancer.

**USD 100,000**

Total capital raised

**USD 50,000**

Villgro Kenya funding

**USD 50,000**

Follow-on funding raised

**2,000+**

Customers served

**3**

Jobs created

## Our impact by company

# Turaco

Company	Turaco
Product	Service
Website	<a href="http://www.turaco.insure">www.turaco.insure</a>
Founder	Male-led

### Company Description

90% of people in Africa have no safety net if they get sick. Turaco is changing that. It offers micro-loans for primary healthcare, repayable at affordable rates over time. Turaco offers micro-loans for primary health care repayable at USD 7 for 4 weeks.

The loan is bundled with a 3-month life insurance cover and USD 100 inpatient hospital cash, which is used as an incentive for repayment.

The money will be locked to healthcare by partnering with health facilities having mobile money till numbers but left open for the patient to choose the facilities they want to get services from and automatically process the payment to the facility.

### Challenges

89% of Africans confront a catastrophic health challenge each year with 14.2 million pushed into poverty due to health expenditures. In Africa, private medical insurance coverage is at 1.76% of the population with less than 8% of healthcare expenditures being paid for from voluntary insurance.



Source: Turaco

### Solutions

Turaco is offering good, simple insurance products that are designed and offered at extremely affordable monthly premiums. Turaco partners with employers and other organizations who care about their staff and customers. The loans are bundled with a 3-month life insurance cover and USD 100 inpatient hospital cash, which is used as an incentive for repayment. The money will be locked to healthcare by partnering with health facilities having mobile money till numbers but left open for the patient to choose the facilities they want to get services from and automatically process the payment to the facility.

**48,490+**  
Customers served

**74**  
Jobs created



**Our impact by  
company:**

**DEVICE COMPANIES**

## Our impact by company

# MamaOpe

Country	Uganda
Product	Device
Website	<a href="http://www.mamaope.com">www.mamaope.com</a>
Founder	Female-led

### Company Description

MamaOpe is an AI health company that has designed a smart diagnostic aid to determine and interpret respiratory rate and lung sounds for the diagnosis of respiratory diseases. Lung sounds are detected using acoustic sensors placed over strategic lung fields. The signal is normalized to have a uniform scale of measurement for each recording and segmented for easy feature detection, extraction and interpretation using machine learning. The resultant model contains key features of a breath cycle and is compared with the input signal to identify occurrences of a breath cycle, which are aggregated over time to calculate the number of breaths per unit of time.

### Challenges

Diagnosis of pneumonia remains a challenge due to clinical skills deficit among health workers. Determination and correct interpretation of pneumonia signs such as lung sounds, and respiratory rate (RR) are complicated with many inaccuracies experienced among health workers. This is mainly from incorrect counting of RR, and failure to detect and interpret lung sounds, and results in misdiagnosis, delayed access to treatment, and other complications including death. MamaOpe smart device accurately determines RR, detects, and interprets lung sounds in combination with other clinically determined signs like temperature, heart rate, and chest in-drawing to improve the accuracy of pneumonia diagnosis.

**Social Media** [twitter: @mama\\_ope](https://twitter.com/mama_ope)



### Solutions

The automated pneumonia diagnostic aid is to determine and interpret common signs of pneumonia such as respiratory rate and lung sounds to improve the accuracy of pneumonia diagnosis and complement health worker assessment skills, improve accuracy of pneumonia diagnosis, facilitate early treatment initiation, and inform the design of implementation programs aimed at reducing global pneumonia and other respiratory attributable mortalities.

**USD 123,900+**  
Total capital raised

**USD 105,000**  
Villgro Kenya funding

**USD 18,900+**  
Follow-on funding raised

**3**  
Jobs created

## Our impact by company

# Wekebere

Country	Uganda
Product	Device
Website	<a href="http://www.wekebere.org">www.wekebere.org</a>
Founder	Male-led

### Company Description

Wekebere Limited is a Ugandan based company developing a medical device for maternal monitoring to provide access to timely, accurate, affordable, and effective antenatal monitoring healthcare services. The company has developed 4 generations of prototypes and is currently preparing to conduct clinical studies on the device with 200 mothers in Uganda. The partnership with Makerere University has facilitated approvals for the study which is targeted at testing the safety and efficacy of the device in the road map for commercialization.

### Challenges

According to WHO, 830 women die every day globally from preventable pregnancy complications and childbirth, with 99% of these deaths coming from low-resource settings. In Uganda, 18 mothers and 21 babies die every day because of delayed diagnosis and a lack of timely intervention caused by overcrowding at healthcare facilities, low staffing capacity and lack of sufficient medical equipment.

**Social Media** [twitter: @WekebereM](https://twitter.com/WekebereM)



Source: Wekebere

### The solution

Wekebere’s maternal monitoring device for expectant mothers uses sensors and data engine to monitor and analyse 3 vital parameters i.e. fetal heart rate, fetal movement, uterine contraction. This facilitates the provision of crucial information to doctors for early interventions leading to improve birth outcomes.

**USD 20,000+**  
Villgro Kenya funding

New companies in our portfolio

# Up and Coming



Source: Kijenzi

## Streamline

Country: **Uganda**

Streamline is an e-health platform that enables clinicians to deliver health care efficiently by providing key patient safety prompts across the entire patient journey. It incorporates demographics, triage, consultation, patient safety, investigation ordering and results, prescriptions, stock control of medicines, insurance, and finances with the ability to generate statistical data needed for monthly reports. More than 300,000 patients have been registered on the platform and more than 800 users, both clinical and administrative, use the software daily.

## Kijenzi

Country: **Kenya**

Kijenzi works with customers to create high quality products that meet their needs.

They aim to manufacture products locally so that they can deliver products to customers quickly and at the lowest cost.

Kijenzi Kenya is creating a network of local manufacturing hubs, disrupting the cost of typical supply chains. They use 3D technology with a distributed engineering team that aims to digitize 99% of the supply chain.

## A-Lite

Country: **Uganda**

A-Lite offers training and consultancy on the use of technology in healthcare.

They have developed a brand device, the vein locator, made to reduce the time of medication delivery to babies below the age of 5 years in low and middle-income countries.

They aim to contribute to Africa's socio-economic development by building affordable healthcare products grounded in the African context.



Source: A-Lite

# Recent graduates

from our portfolio



Source: Unsplash

## ThinkIT/Matibabu

**Country:** Uganda

**Product:** Device

ThinkIT was registered in 2013 as a limited liability company in Uganda and had been incubated by Villgro Kenya since December 2016. It is focused on digital health innovations and its flagship product is Matibabu – a hardware, AI-based malaria diagnostic device that uses biophysics (infrared and magnetism) to diagnose malaria. The company also focuses on digital innovations for surveillance and monitoring of malaria transmission. So far, the firm has developed its fourth iteration of the Matibabu device and is involved in pre-clinical evaluation prior to clinical validation with partners.

## Maisha Meds

**Country:** Kenya

**Product:** Service

Maisha Meds was registered as Miti Health in 2018 as a Private Limited company, as per the Kenya Company Act of 2015. It is a point of sale (POS) system for low resource setting pharmacies in Kenya with the following features:

- A reorder option for small pharmacies from distributors on the platform
- Inventory management system for stocks out and expired drugs management
- An option for business credit for the customers



Source: Unsplash



# Recent graduates

from our portfolio



Source: Rescue.co

## Rescue.co

Country: Kenya

Product: Service

Rescue.co is the largest network of first responders in Kenya. Memberships with them gives a customer access to their professional medical dispatchers who are available 24/7. In an emergency, rescue.co members only need to dial one number to reach the 24/7 dispatch centre, who will quickly dispatch the closest and most appropriate responders.

Rescue.co is powered by Flare technology. Flare's tracking and dispatch features helps them find and dispatch – within minutes – the closest ambulance to a customer in need.

## Hewatele

Country: Kenya

Product: Service

With a mission to provide regular supply of medical oxygen at affordable rates to reduce delays in access to emergency healthcare, Hewatele (together with its affiliates, CPHD and Mediquip Global) provides all round oxygen solutions to needy patients.

The company has 3 production plants in Siaya, Nakuru and Nairobi, with a total daily production capacity of over 100 cylinders.



Source: Hewatele

# Recent graduates

from our portfolio



Source: Micrive

## Micrive

Country: **Kenya**

Product: **Device**

Micrive Infinite was founded on the premise that, through enhanced planning, outcomes of patients undergoing reconstructive surgeries can be improved.

Their work so far has revolved around creating patient-specific, anatomically accurate 3D models for preoperative planning.

They are expanding the capabilities of 3D technologies and making them more accessible, useful, and beneficial to stakeholders in the treatment journey of the patient.

## Simbona

Country: **Ethiopia**

Product: **Device**

Simbona Africa is a healthcare research and development company focused on the design, innovation, development and production of medical equipment and health information and communications technology systems.



Source: Simbona

## COVID-19 Response

# Our COVID-19 Portfolio

We invested about USD 150,000 to 11 start-ups fighting COVID-19

**On April 1, 2020**, Villgro Kenya made a call for applications inviting African innovators with solutions that could contribute in the effort to fight COVID-19 to apply for funding.

Company name	Focus Area	VK Funding Committed (USD)	VK Funding Disbursed (USD)
Terra Firma Consulting	Ventilators	5,000	5,000
Insurance For All	COVID-19 cover	20,000	5,000
Neopenda	Remote Patient Monitoring	20,000	20,000
Enzi Health	Home-based care	20,000	5,000
Simbona	UV Light Disinfection	15,000	10,000
Kijenzi	3D Printing PPE	15,000	15,000
Flare/Rescue	Emergency Response	20,000	20,000
Xsense AI	Diagnose COVID-19 via Xray	20,000	20,000
Heath-E-Net	Mass Screening and Testing	13,500	13,500
Medixus	Case Management	10,000	10,000
Lishe Living	Nutrition Management	10,000	10,000

About 60 applications from 7 countries (Kenya, Uganda, Tanzania, Ethiopia, Nigeria, Zimbabwe, and South Africa) were submitted in response to the call, out of which the above 11 were selected for funding.

From our COVID-19 portfolio

# Focus on Simbona & Medixus

## Simbona

Country: **Ethiopia**

### About company

Simbona Africa is a healthcare research and development company focused on the design, innovation, development and production of medical equipment and health information and communications technology systems.

### COVID-19 Innovation:

Apparatus using UVC light to prevent spread of COVID-19 through sterilization of rooms and a UVC cabinet for sterilization of equipment.

### Customer need being addressed

- The COVID-19 virus can live outside the human body on surfaces, clothing, and other material. UVC can treat residual contamination left behind after normal cleaning in health facilities (hospitals and ambulances) that have served COVID patients and high human traffic areas
- The UVC cabinet allows health facilities to reuse PPE and sanitize tools

## Medixus

Country: **Kenya**

### About company

Medixus are a team of doctors, researchers and entrepreneurs who have set out to create a platform that allows medics to focus on what matters: patient care – while always having access to the latest medical information at the touch of a button.

### COVID-19 Innovation:

A communication, collaboration and learning platform for doctors aimed at improving case management and clinical practice.

### Customer need being addressed

- The pandemic has created great demand for information sharing across the health system and for health worker upskilling. Health workers also lack a peer network to discuss COVID-19 cases in real time, share knowledge and improve clinical decision making
- This currently takes place on social media networks like WhatsApp which does not offer security for patient data

## Client testimonials



From our client's voice

### Olivia Koburongo

-CEO MamaOpe Medicals Ltd, Uganda

"Our software and device company has been incubated by Villgro Kenya for close to three years. Despite this start-up journey being a roller coaster, Villgro Kenya has provided trusted advisors that have advanced our leadership because they are experts in their field and care deeply to see impact. As a result, they have helped us fundraise, redefine company offerings, provided a clearer road map to market, prepare for scale, and connected us to the right partners for product design and development. Working with the Villgro team on a weekly basis has enabled us to have deeper understanding of issues arising and allowed us to break things down into smaller, clearer actionable steps; this personal touch is invaluable."



From our client's voice

### Pratap Kumar MD, PhD

-CEO Health-E-Net Limited

"Villgro Kenya has supported the growth of Health-E-Net like no other accelerator/incubator that we have worked with. Their focus on health has allowed them to understand what we do, and tailor their support to our needs. They have been our champions, both with donors/investors and potential clients. Their understanding of and commitment to the health sector in Africa makes them a force multiplier for a small start-up like Health-E-Net. Their team has supported us in governance through their diagnostic panels, which acts like a board of directors without us having to make the significant effort into putting together such a board. They have channeled funding to us through different donors and pushed our solutions to potential clients whenever the opportunity has risen. This level of continuous support, without significant reporting or other burdens, makes Villgro Kenya one of Health-E-Net's most valued partners in our journey to scale."

## Client testimonials



From our client's voice

### Sharon Olago

- CEO Lishe Living

"Villgro Kenya has been instrumental in working with us to convert what was a free (add-on) service into a business. In addition to the USD 10,000 fund we received, Villgro worked with us to think through our business model, prioritize the revenue models, and explore various partnerships that could lead to growth. The best part of this engagement is the handholding; we have weekly meetings with our assigned mentor, a seasoned entrepreneur - Ankit Anwar, and Villgro's Senior Program Manager - Moses Waweru, and the discussion is always centred on steering Lishe Living into greater sustainability. We have found irreplaceable value in the engagement we have with Villgro Kenya."



From our client's voice

### Sona Shah

- CEO & Co-founder Neopenda

"I appreciate the efficiency of bringing the capital in. For a couple of other organizations, it takes a couple of months of diligence for a small amount of the funding to come in, which would inhibit a lot of entrepreneurs. I appreciate the process Villgro Kenya took because that capital is very instrumental to small and large organizations alike."

## Client testimonials



From our client's voice

### Chrispinus Onyancha

- CEO clinicPesa

"Working with Villgro Kenya over the years has been a wonderful experience, and a satisfactory one full of support in form of early investment, investment-ready preparedness, access to their investor networks, playing a very important role in our organization's capacity building as well as direct access to their team of experts in our different challenges faced. Together we have walked the journey and are proud to have received growth support from Villgro Kenya."



From our client's voice

### Emilian Popa

-Co-founder & CEO Ilara Health

"The Villgro Kenya team has been instrumental in helping us with healthcare specific contacts and advice, as well as operational support in Kenya, a market which they know extremely well. On top of this, Villgro Kenya has helped us structuring an advisory board, and thus bringing the needed governance support."



Get in touch in with us!

---



+254 20 2212061



admin@villgrokenya.or.ke  
[www.villgrokenya.or.ke](http://www.villgrokenya.or.ke)



**Bishop Magua Centre | UG Unit 6 | Off Ngong Road**

