



Sustainable Fundraising and Strategic Growth

ANDI Stakeholders Meeting

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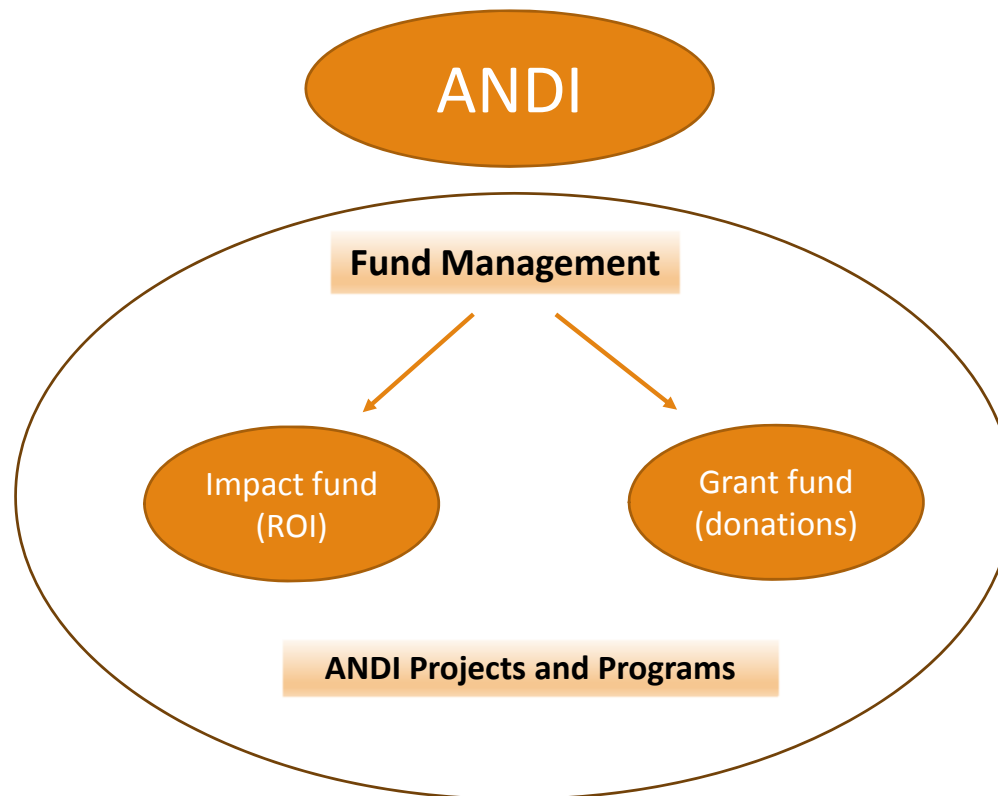
- Fundraising Plan Overview
- New Approaches: The Proposed ATDF Funds
- The ANDI Investment Thesis
- Future Directions

Fundraising Strategic Plan Review - Main Findings (Annex 1)



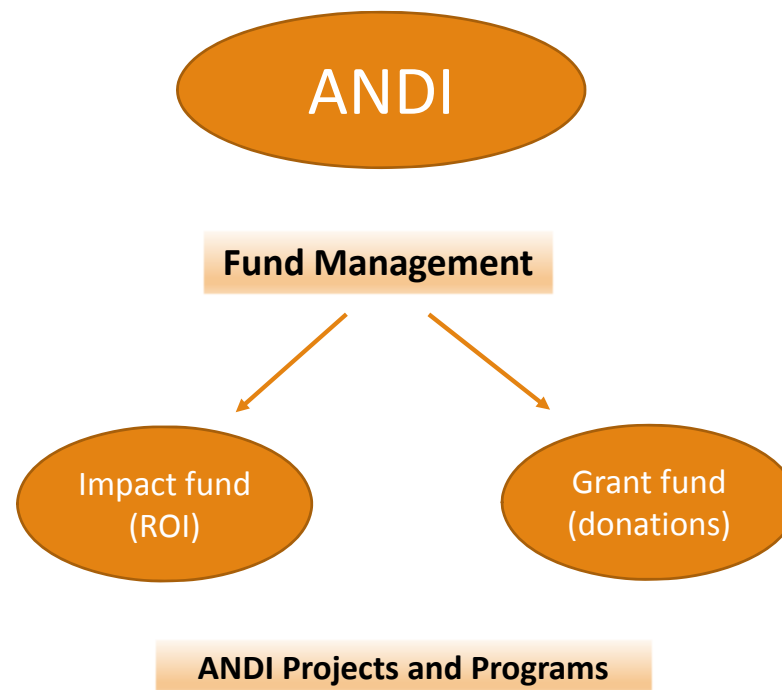
- Prior Strategic Plans and External Reviews positive but made fundraising suggestions around a more clearly defined focus and better strategic positioning
- Long-term programmatic support outside of the UN and WHO is limited
- Relatively low funding uptake amongst African governments, institutions, stakeholders and investors
- Fundraising needs a stronger focus, outcome and timeline driven with a better match between donor programs and funding of specific ANDi projects

ANDI Sustainable Fundraising: ATDF Fund Overview



**Africa
Technology
Development
Fund**

ANDI Sustainable Fundraising: ATDF Fund Overview



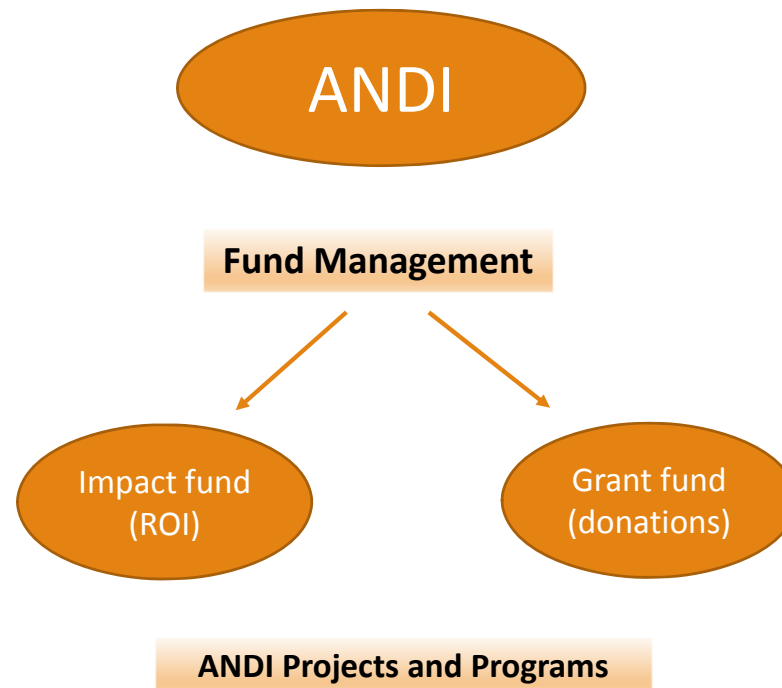
ANDI “traditional” funding

- Short-term
- Bilateral grant programs
- E.g. WHO Demonstration Project

ANDI Sustainable Fundraising: ATDF Fund Overview



- ANDI “non-traditional” funding**
- Longer-term
 - Investment programs
 - Bridge ‘pioneer gap’
 - Support new startup companies
 - Brings new money into African R&D



ANDI Can Build a Better African-based Approach to Innovation

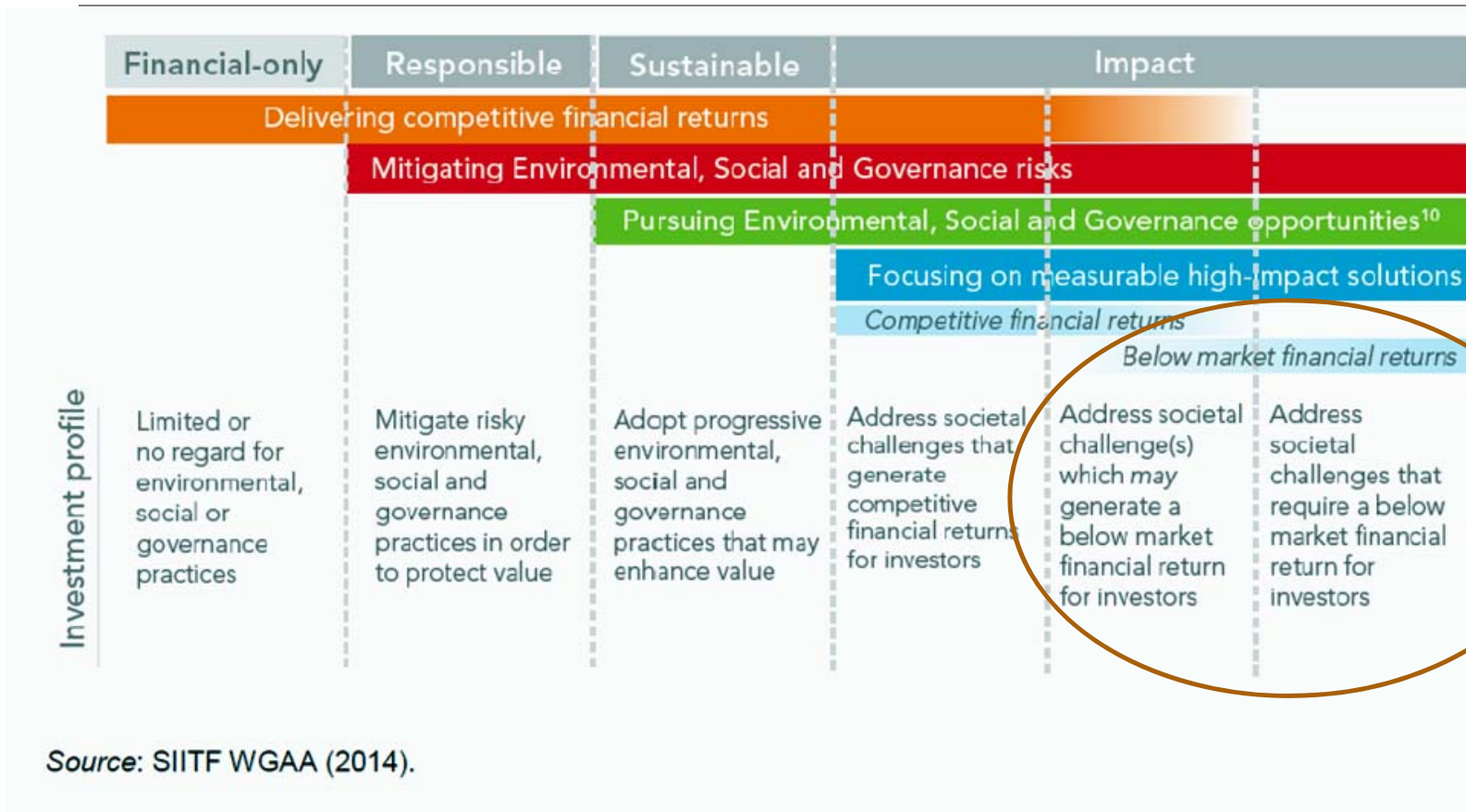


- Directly support health technology R&D networks across Africa to enhance their research expertise, equipment and facilities
- Broker relationships with stakeholders in Africa and beyond to guarantee that health research moves into production for access
- What is missing is the ability to take the very best, most promising African healthcare R&D ideas to the market through sustainable funding of new healthcare start-up ventures
- Entrepreneurial investment mechanisms may help to drive innovation better than government, philanthropy or grants

What are “Impact Investments”?

- Impact investments balance return on investment with making a positive social or health impact
- Governments and charities do not have sufficient capital to solve all the pressing global challenges but the Impact Investment sector is emerging as a partial answer
- Impact Investments unlock substantial capital to help build a more sustainable global economy
- The widely-held belief that for-profit investment could only maximise financial return and social purpose could only be pursued through charity is breaking down

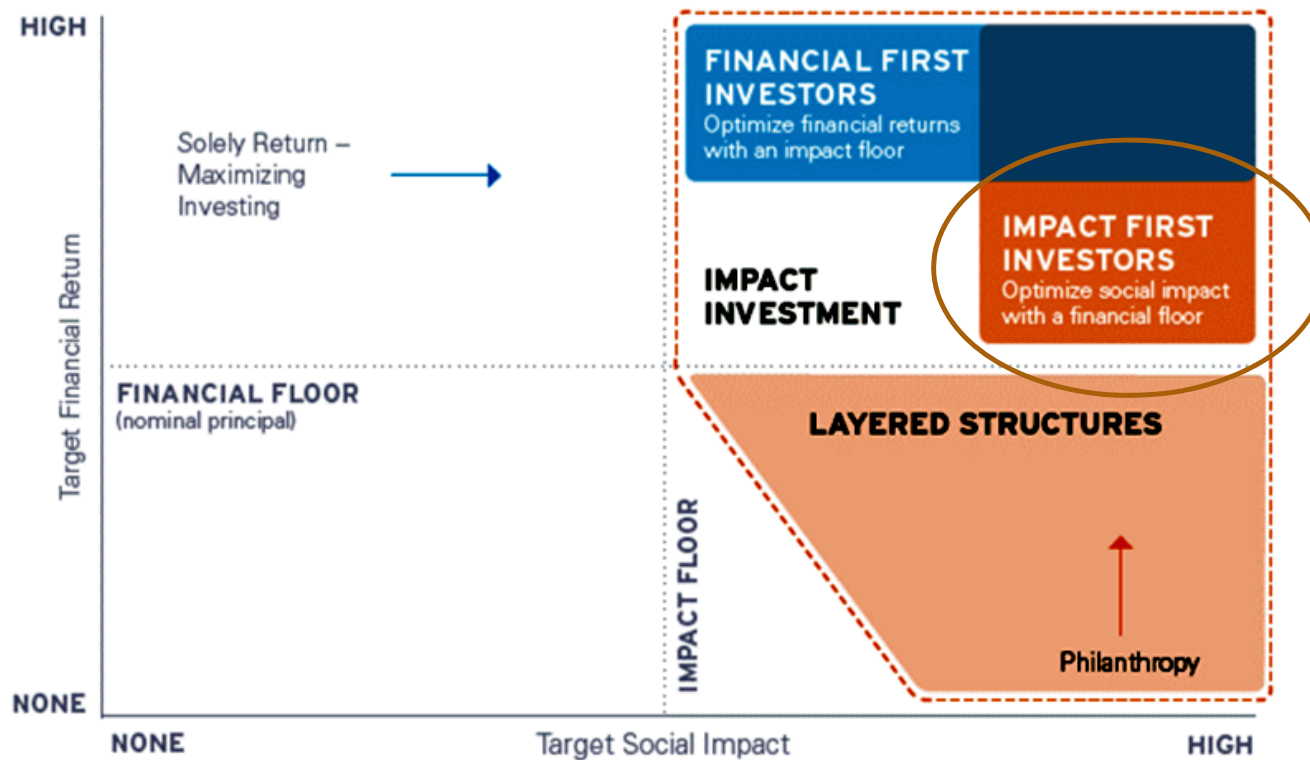
Impact Investing in the Spectrum of Capital Available



ANDI Impact Fund

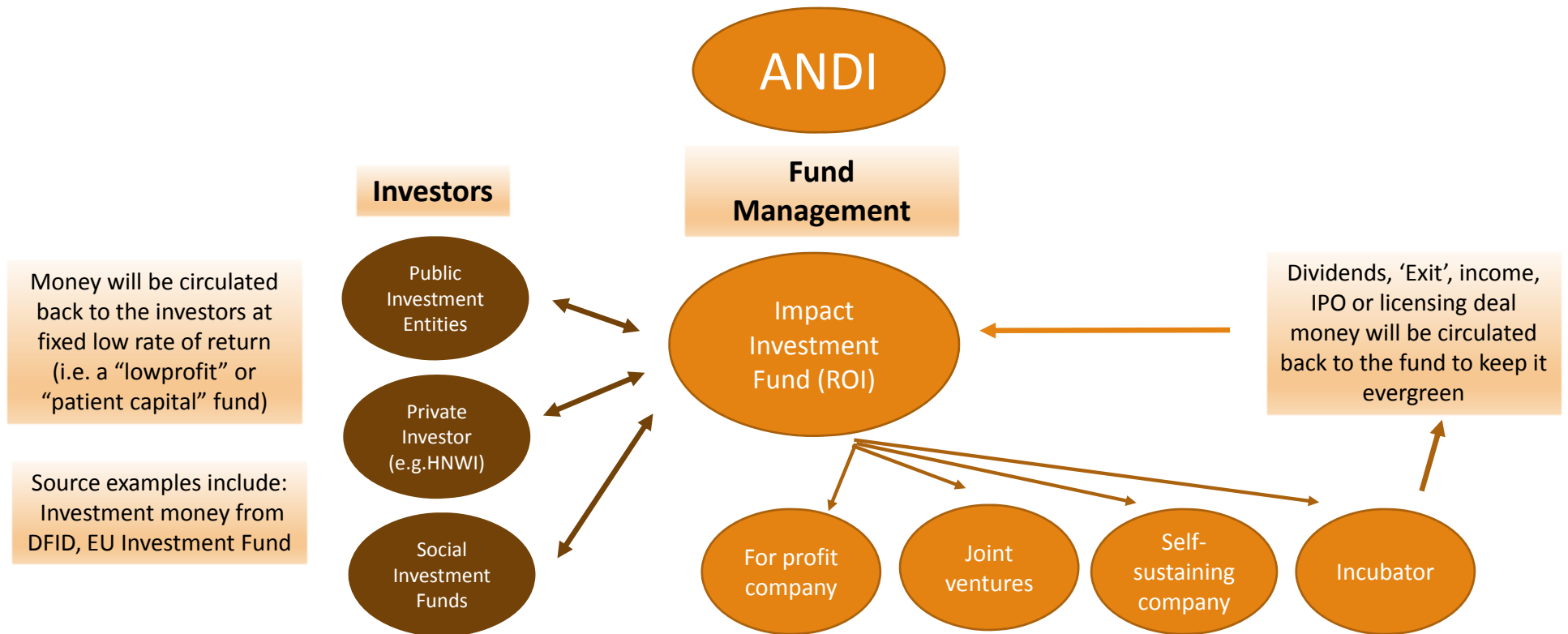
Source: SIITF WGAA (2014).

Defining the Segments of New Impact Investors



ANDI Impact Fund

ATDF Fund Structure: Proposed Impact Investment Arm





The ANDI Investment Thesis

- A Logical Extension of ANDI Africa Healthcare Mission
 - Experienced leadership (Dr. Solomon Nwaka, Board and STAC)
 - Local hubs and pan-African COEs already in place
 - Effective interactions with entrepreneurs taking place
- What Africa Needs Now is to Bring New Sustained Financing Mechanisms to Healthcare R&D
 - Investment activity across African is growing and is real
 - Investments in new healthcare technologies are lagging behind
 - Local initiatives and local networking expertise are key



Value Proposition: ANDI Impact Fund

- African-managed fund selecting high-quality health-related projects from within Africa
- Better “return” on aid money. Fund returns will go into the fund, that can then reinvest in new opportunities (evergreen)
- Fund will build commercially viable businesses, implementing life-saving technologies and in addition build an entrepreneurial culture through job creation

ANDI Impact Fund: A Local Formula for International Success



- Deep knowledge of African emerging technologies and network of thought leaders
- Investments supported long term (3 to 7 year)
- Hands on “Managing Partner” relationships
- Results-driven accountability processes
- Provision of money, expertise and an operational network
- Early definition of market expectations and exit strategies



Thank you!

