



# Dutch Good Growth Fund

## **Part of DGGF**

'Investing Dutch Entrepreneurs' executed by RVO.

## **Title**

Rollout of a 'last mile health network' – DGGF119/UG/2

## **Company**

Healthy Entrepreneurs B.V.

## **Country**

Uganda and Kenya

## **Sector**

12220 – basic health care

## **Amount of the investment**

EUR 900,000

## **Period**

05 March 2020 – 05 March 2026

## **Involved parties**

none

## **Short description**

The Healthy Entrepreneurs group (HE) is a social enterprise. HE has established a franchise network of micro Community Health Entrepreneurs (CHE) to provide people in rural areas of Africa with basic healthcare products and services.

These would otherwise be difficult to access.

HE wants to expand in Uganda and Kenya to achieve economies of scale and build a commercial business case. In Uganda and Kenya, a 'last-mile' distribution network of around 4,000 CHEs, serving around 1 million families with affordable products and services, has already been established. Because health services are offered closer to home, families save a lot of money on transport costs. The combination of an efficient supply chain, the use of customer-friendly technology and the cooperation with local health



entrepreneurs lead to significant improvement in the rural healthcare service. HE's goal is to expand to 16,400 CHEs in Uganda and Kenya in 2025 and to serve 3,8 million families.

DGGF's loan will support Healthy Entrepreneurs B.V. with their goals. The loan finances, among other things, health product supplies, prefinancing of CHEs product baskets, office costs, transport costs, selection and training costs, and tablets.

This project will contribute to the Sustainable Development Goals: SDG3 (Good health and well-being) and SDG8 (Decent work and economic growth)

### **Development impact**

The development impact of this project can mainly be seen in the positive effect on the health of rural residents in Uganda and Kenya. This is due to prevention efforts, the availability of basic healthcare products and medicines, and quicker referral to doctors.

Besides the expansion of the Healthy Entrepreneurs team in Uganda (15 members) and Kenya (8 members) to 32 employees, the number of CHEs in the network will also increase. This will have a positive effect on employment and earning power for this group of people. The CHEs form a network of local health care workers who work as small-scale independent entrepreneurs for HE in their villages. For the majority of CHEs, this is a part-time job; they live in the countryside, farm a small piece of land and work as a CHE for a few hours in the afternoon.

All CHEs are trained in product knowledge, medical knowledge, safety, discussing new services with clients and discussing feedback from the CHE. Certain training courses are done with partner organisations like AMREF.

### **IMVO**

This is a risk category C (low) investment. A CSR action plan will be drafted, which is based upon the OECD and IFC performance standards, which aims to reduce the risk of non-compliance with these standards.

