



LEADERSHIP PROGRAMME

The **African Healthcare Funders Forum** launches with a 12-week Leadership Programme, commencing in September 2022. The Leadership Programme will comprise ten, 90-minute sessions that follow two tracks:

- A. Financing Healthcare**
- B. Healthcare Provision**

Following the 12-week Leadership Programme, the **African Healthcare Funders Forum** will roll out a nine-month Immersion Programme during which participants can engage in a variety of curated events:

- Working group discussions
- Site visits
- Access knowledge library material
- Access AVPA's Deal Share Platform
- Attend pitching/deal share live sessions

Below are descriptions of the ten Leadership Programme Discussion Topics that will be facilitated and presented by various experts (please note, the sessions may not follow this order).

TRACK A: FINANCING HEALTHCARE

1. **Mapping the Landscape:** The challenges and opportunities of investing in African Healthcare
 - Map the landscape of investment opportunities in African healthcare
 - Discuss where the critical gaps are and how entrepreneurs are innovating to meet the market opportunities
 - Survey the financing landscape for healthcare ventures
 - Discuss bottlenecks & challenges in financing healthcare in Africa
 - Discuss how an 'ecosystemic' approach to finance can address these challenges
 - Identify the big 'moonshot' opportunities in African healthcare
2. **Getting ready for investment:** How to streamline the funding process
 - Investors complain they can't find deal flow. Why is this, and are they right?

AFRICAN HEALTHCARE FUNDERS FORUM

SEPTEMBER 2022

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and Boehringer Ingelheim Social Engagement initiatives



- 'I'm investment ready' - hearing the entrepreneur's perspective
- How can we improve deal discovery?
- Discuss how to streamline due diligence for both investors and investees

3. **Blended Finance:** How funders can work together to unlock capital

- Learn how grantmakers to venture capitalists can expand the role of philanthropy
- Learn how debt, equity, and grant funds can work together
- Discuss how to unlock bank finance for health ventures
- Explore case studies of how philanthropists help de-risk ventures looking to scale

4. **Impact Linked Finance:** How to build impact into deal structures

- Learn from a world expert in the field of impact-linked finance who will share the latest examples of how to link impact with funding (including case studies on innovative deal structures)
- Discover the latest tools designed to move capital to the impact space
- Master the available instruments for impact-linked finance (from SAFEs to Impact-Linked Notes)
- Explore case studies on innovative finance

5. **Partnering for Scale:** How ventures can partner with multinationals to drive change

- Explore how funders and entrepreneurs can work with large multinational companies to combine capital with global supply chains and large-scale distribution
- Learn from major players in the healthcare ecosystem (Boehringer Ingelheim, Philips, and others) how they support African healthcare innovation and discuss how best to partner with multinationals



TRACK B. HEALTHCARE PROVISION

1. **Serving Rural Africa:** What does healthcare look like for people who can't or won't urbanize?
 - Discuss the challenges of serving the 'last mile': isolated, remote and rural communities
 - Learn about new approaches, ranging from telemedicine to smart education that is replacing traditional models of healthcare
 - Hear from experts about pioneering business models designed to serve 'last mile' patients
2. **Managing Medicine:** Increasing access to pharmaceuticals and lowering the cost of medication
 - Learn from experts how new business models are bringing affordable medicine to millions
 - Explore strategies on how to improve the availability and reliability of medication, while lowering cost and ensuring access for all
3. **Lessons From COVID-19:** Preparing Africa for the next pandemic
 - Discuss how health systems need to be strengthened to ensure better containment of any new, more dangerous future viruses
 - Discuss what investments need to be made to strengthen the healthcare infrastructure
4. **Strengthening The Safety Net:** Financing solutions for the low-income patient
 - Learn about cutting-edge ideas from fin-tech to micro health insurance that have the potential to meet the needs of low-income patients.
 - Discover the innovative ventures that are bringing innovative financing solutions to low-income, uninsured patients (a trillion-dollar investment opportunity)
5. **Upskilling The Workforce:** Improving the number and quality of healthcare workers
 - Discuss strategies that can be used to massively increase the supply and skillset of Africa's healthcare workers