
INNOVATOR LOOKBOOK 2025

HEALTHTECH HUB AFICA



Egypt

Introduction:

UltraTeb is tackling critical inefficiencies in Africa's healthcare supply chain, where facilities face manual procurement processes, inflated costs due to intermediaries, and frequent stockouts. These challenges are especially pronounced in underserved rural and SME hospitals, where financial limitations and inconsistent supply access compromise the quality of patient care. Healthcare costs are often inflated by up to 50%, and supply shortages can lead to worsened health outcomes for millions of people across the continent.

To address these systemic issues, UltraTeb offers a B2B fintech e-commerce platform that streamlines procurement and connects healthcare providers directly with manufacturers and importers. By eliminating intermediaries, the platform reduces costs and improves supply chain transparency. It integrates advanced inventory management powered by machine learning to forecast demand and prevent stockouts, thereby improving reliability.

In addition, UltraTeb provides financial innovations like "Buy Now, Pay Later", helping healthcare providers overcome cash flow constraints and maintain essential supply levels. The platform's all-in-one digital approach enables more efficient, affordable, and accessible healthcare supply systems.

To date, over 50 healthcare facilities actively use UltraTeb, indirectly benefiting over 100,000 patients annually. This impact is measured through patient volumes and supply usage data, particularly in critical areas like maternal care and diagnostics, improving outcomes for providers and patients alike.

Sector

Health Supply Chain and Financing Tech

Company Name

UltraTeb

Partners



Scaling Strategy

Geographical expansion into Nigeria

Currently in conversations with Access Bank on the fintech angle. Looking to develop a regulatory roadmap for the new market, as well as lock in relevant local partnership agreements

Customer expansion

Labs & Radiology Centres, SME Medical Facilities, and Pharmacies & Poly Clinics

Transaction

UltraTeb seeks to raise **USD 500K** as a first equity round

Key Success Factors

Proven ability to reduce procurement costs by up to 20% and save healthcare facilities 80% of time spent on monthly supply management, directly improving operational efficiency

Business Model

B2B

Direct sales — Purchase medical supplies at wholesale prices and resell them with a 12% margin on every product sold

Financing solutions — Provide flexible payment options like BNPL, earning revenue through interest and financing margins (2-4% on every fund provided)



Nigeria

Sector

Telemedicine

Company Name

Parkers Mobile Clinic

Partners



Introduction

PMC360 tackles the urgent issue of inadequate healthcare access in underserved, flood-prone communities in Southeast Nigeria, where over 5 million people face challenges such as high costs, limited infrastructure, and a shortage of medical professionals. Vulnerable groups — especially women, children, and the elderly — are disproportionately affected, with climate-related events like flooding further disrupting access to care and increasing disease burdens.

To address these challenges, PMC360 delivers a comprehensive, low-cost solution that combines telemedicine, mobile health outreaches, targeted health interventions, and a physical clinic currently under construction. This integrated approach ensures that essential healthcare services—including immunizations, screenings, maternal and child-care, chronic disease management, and health education—are brought directly to those in need. As a result, over 100,000 individuals benefit annually from improved access and outcomes.

Beneficiaries include individuals who receive care through telemedicine consultations, on-the-ground outreach, or health education via digital campaigns. PMC360 uses digital health records, attendance logs, and social media analytics to track reach and impact, ensuring transparency and continuous improvement in service delivery.

The telemedicine platform is actively used by patients in remote areas, trained community health workers, and local clinics. These clinics integrate PMC360’s tools into their daily operations for consultations, referrals, and remote monitoring, helping to strengthen the healthcare ecosystem and ensure timely, quality care in hard-to-reach communities.

Scaling Strategy

Enhancing the functionality and scalability of the telemedicine platform

This will involve integrating advanced AI and machine learning features for diagnostics, personalized health recommendations, and predictive analytics

Constructing a low-cost clinic in Anambra State (ongoing)

This will serve as a hub for affordable, quality healthcare, blending physical and digital services to ensure equitable access for vulnerable communities

Transaction

PMC360 seeks to raise **USD 500K** in grants & equity

Key Success Factors

Experienced team, well-versed in public health, telemedicine and technology

Partnerships with the MoH in the 4 states of operation in Southeast Nigeria, healthcare providers & private sector entities like Family Empowerment Media

Business Model

B2B

Partnerships with international NGOs and funders to serve as implementing partners for health interventions, as well as with health insurance and corporate organizations

Annual/multi-year contracts

Project-based contracts

B2C:

Subscription-based model and fee-for-service payment

Monthly subscription : USD 4

Fee-for-service : USD 2

Introduction



Kenya

DPE Company Limited is a Kenyan-based digital health innovation company that improves access to personalized public health information by deploying scalable platforms to empower communities and support national health programs.

DPE offers INTERCH™, a population health management software suite, and InfoAFYA™, a mobile-based household health assistant that delivers context-specific, SMS-based public health messages in low-tech settings.

These solutions support national health campaigns by automating intervention workflows and tailoring communication to vulnerable populations. DPE operates through government and NGO partnerships to deliver health promotion at scale, with its current focus on malaria-related behavior change campaigns. As of 2024, DPE had reached over 1 million individuals across five counties in Kenya, and is integrating AI/LLM capabilities to expand outreach and personalization.

The company aims to improve healthcare outcomes, strengthen disease prevention, and reduce strain on public health systems by building Africa’s leading demand-side health promotion infrastructure.

In Kenya, nearly 50% of the population lacks timely access to health information, a gap worsened by limited demand-side investments and an absence of centralized platforms for public health engagement.

Scaling Strategy

Public health partnerships

Expansion through Ministries of Health, NGOs, and donor-funded programs across regions.

AI platform upgrade

Enhancing InfoAFYA™ and INTERCH™ with multilingual and personalized messaging features.

Revenue growth

Licensing, SaaS subscriptions, and outcome-based API services for national health campaigns.

Transaction

DPE seeks to raise \$200,000 in Grants

Key Success Factors

Team – Experienced public health, tech, and research team with deep expertise in digital health delivery.

Partnerships with Ministry of Health, KeNAAM, Amref Health Africa, and donor-funded public health programs.

Synergies with national health programs, telecom providers, and implementing partners for wide-scale adoption.

Business Model

DPE operates a hybrid B2G and B2B model, partnering with national health programs, NGOs, and public health donors to deploy its AI-powered platforms—INTERCH™ and InfoAFYA™—across Kenya.

Revenue is currently generated through project-based grants and strategic partnerships, with plans to scale through licensing, SaaS subscriptions, and API integrations tailored to public health stakeholders.

DPE is expanding its monetization pathways by integrating with SMS/BOT gateways and launching value-based pricing tiers for national health programs, supporting governments in delivering population health interventions at scale.

Sector

Healthcare

Company Name

DPE Company Limited

Partners





Kenya

Sector

Healthcare

Company Name

Clinicaa

Partners



Introduction

INFINITUS SAS is a Togo-registered digital health company that provides a comprehensive hospital management platform, Clinicaa, designed to optimize healthcare operations across West Africa. With a mission to transform how healthcare facilities manage data, patient care, and clinical workflows, the company is active in six countries including Benin, Burkina Faso, Côte d’Ivoire, Morocco, Senegal, and Togo.

Clinicaa digitizes the entire continuum of care through integrated modules for patient records, billing, insurance claims, pharmacy inventory, laboratory diagnostics, medical imaging, and real-time analytics. Unlike competitors, the platform functions offline, enabling continuity of care in low-connectivity areas. The solution is deployed through a hybrid model of one-time ERP installation and SaaS-based monthly usage fees, and is complemented by hardware sales to public and private facilities.

The goal is to improve healthcare outcomes by increasing operational efficiency, data accessibility, and decision-making capacity across health institutions, especially in underserved settings. Clinicaa Mobile, its upcoming patient-facing app, will deepen engagement through remote monitoring, medication reminders, and virtual care support.

Over 617,000 patients have been served through the platform to date, with documented results including 23% lower operating costs and a 30% reduction in drug stock losses. Across Africa, the persistent use of paper-based systems leads to inefficiencies, delayed care, and poor health data reporting, contributing to preventable deaths and system-wide productivity losses.

Scaling Strategy

Geographic Expansion Across Francophone West Africa:

Targeting under-digitized healthcare markets in Francophone West Africa

Vertical Integration Through Hardware Provision:

Supplying dedicated servers and hardware

Public Sector Engagement:

Leveraging funding from development organizations and NGOs to scale through the public sector in the various markets

Transaction

Clinicaa seeks to raise **\$200,000** in grants

Key Success Factors

Active in six countries , the company is scaling in a niche (Francophone West Africa) with limited competition

Clinicaa’s ability to operate without internet connectivity via local servers is a standout feature in low-resource settings

Business Model

One-time ERP deployment and SaaS-based revenue mode - Clinicaa charges a \$10,000 installation fee, \$1,000 annual maintenance, and \$1 per consultation to healthcare facilities across West Africa

The business includes hardware sales such as servers and workstations, enabling offline functionality through dedicated local servers tailored to low-resource settings with limited internet access

Clinicaa is finalizing the launch of a mobile app to enhance patient engagement by enabling access to medical records, appointment alerts, medication reminders, and remote consultations for improved continuity of care

Introduction

Zendawa is an end-to-end digital platform enabling neighborhood pharmacies to sell online and fulfil last mile delivery of drugs



Zendawa is a web and app platform that has provides:

Telepharmacy which allows remote consultation and medicine verification

Digitized pharmacy business management which streamlines operations and inventory management

Embebed finance where they offer financial services for cash flow management and credit through their management system

Currently, they partner with private pharmaceuticals in Nakuru and Nairobi and are targeting 5000 pharmacies. They are looking to introduce an AI component which will be used for TB screening which is meant to reduce screening costs by 40%. They are also looking to partner with insurance companies as an aggregator of pharmacies with distributor prices.

The goal is to increase neighborhood access to affordable specialty medication, reduce supply chain inefficiencies and increase availability of pharmaceuticals

Community pharmacies are a vital component of Kenya's healthcare system, often serving as the first point of contact for many seeking medical advice and treatment. A 2014 household health expenditure and utilization survey found that approximately 23% of all outpatient visits were to a pharmacy or clinic with a pharmacy . In family planning, about 10% of clients obtain their contraceptive methods from community pharmacies . Despite their significance, community pharmacies face challenges such as limited access to verified suppliers, standardized clinical tools, and digital systems, leading to inconsistent service quality and medicine stockouts. Particularly, in public health facilities, only 40% of essential medicines are available at any one time .

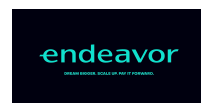
Sector

Healthcare

Company Name

Clinicaa

Partners



Microsoft

Flapmax



Scaling Strategy

Business Development and Customer Acquisition:

Through expanding the pharmacies that can be accessed on the platform and engaging with insurance companies to offer better personalized services and affordable drugs to policy holders

Fundraising:

Through this they are planning to finance the customer acquisition i.e: pharmacies

Public Sector Engagement:

Leveraging funding from development organizations and NGOs to scale through the public sector in the various markets

Transaction

Zendawa seeks to raise **\$1,000,000** in SAFE

Key Success Factors

Team- Experienced team in the startup development, pharmaceutical sector and finance

Partnership with Microsoft in the ADC digitization program where they get the Azure infrastructure where they can connect with APIs which gives easier customizations

Partnership with Kutuma (Swift) for logistics services to deliver the drugs seamlessly

Business Model

B2B

Partnership with the pharmacies. Earning 1% service charge on financing option and 15% on Gross merchandise value

B2B2C

Revenues earned from specialized e-consultations, taking a 20% commission

Introduction

Founded in Côte d’Ivoire, YODAN is the first digital mental health platform in Francophone Africa designed specifically to improve employee well-being and organizational performance across the region. In a context where 70% of workers experience chronic stress and companies lose billions annually due to untreated mental health issues, YODAN delivers a 360° solution that aligns workforce well-being with business sustainability.



YODAN’s platform combines anonymous, secure access to mental health professionals with organizational tools for identifying and mitigating psychosocial risks in the workplace. Employees benefit from telemedicine consultations, psychological evaluations, and stress self-monitoring tools, available seven days a week, while employers gain access to compliance dashboards, risk audits, and mental health performance metrics. What sets YODAN apart is its integration into health insurance packages, notably through its LAMFI product, making mental health care an essential and affordable benefit for insured employees.

The solution is supported by an in-house psychological clinic, private listening suites, and a growing network of certified professionals. YODAN targets corporates, insurers, and public institutions seeking to comply with labor health regulations and improve workforce productivity. Its business model includes an annual subscription and per-service fees for specialized consultations, allowing flexible monetization across varying client needs.

With early traction, 15 paying clients, and \$80,000+ in 2024 revenue, YODAN is scaling across West and Central Africa, where the addressable mental health insurance market exceeds \$190 million. Backed by a diverse leadership team with expertise in psychiatry, insurance, technology, and finance, YODAN is positioned to redefine workplace health and performance in African markets historically underserved in mental care.

Cote d'Ivoire

Sector

Healthcare

Company Name

Yodan

Partners



Scaling Strategy

Integrated into health insurance packages via the LAMFI product, for instant access to insured employees.

Focused on scaling across West and Central Africa, targeting 5% of a \$194.5M mental health market

Leveraging a hybrid care model (digital + in-person) supported by a psychological office, clinic, and private listening suite.

Telemedicine platform ensures care delivery 7 days a week

B2B growth driven by partnerships with insurers and corporate HR teams

Transaction

No active round - TBD

Key Success Factors

First digital platform on workplace mental health in Francophone Africa with a full 360° approach.

Strong alignment with global labor and health guidelines (WHO, ILO, ISSA)

Designed with strict confidentiality and data protection

Business Model

B2BB Model based on the following:

Subscription-based: \$50 per employee annually for access to core services and the platform.

Service commissions: Fees charged per use, such as ~\$8 per mental health consultation.

Monetizes both platform access and clinical services, allowing scalability and margin expansion.

Positioned as a value-adding layer on top of existing insurance and HR wellness budgets.



Nigeria

Sector

Healthcare Financing

Company Name

Vittas

Partners



Introduction

Vittas is a Nigerian company providing integrated healthcare financing solutions, accounting software, and POS systems to pharmacies and hospitals. Its mission is to address one of the healthcare sector’s most pressing challenges: lack of access to affordable financing.

In Nigeria, limited access to credit has made it difficult for healthcare providers to purchase quality medications and equipment, directly impacting patient care. The sector faces an estimated \$82 billion funding deficit, driven by inadequate data, high interest rates, and unfavorable loan terms.

To bridge this gap, Vittas offers tailored loans to healthcare enterprises by disbursing funds directly to vetted suppliers. This ensures that capital is used for revenue-generating purchases such as medications and medical equipment—minimizing misuse and reducing the risk of default.

To complement its financing services, Vittas provides:
Accounting software for hospitals and pharmacies that still rely on manual records, enabling better financial visibility.
POS systems to streamline financial transactions for clients.

At the core of Vittas’ innovation is its proprietary in-house risk assessment model, which evaluates clients during due diligence and integrates directly with their accounting systems. Over the past 2.5 years, the company has also been experimenting with AI-powered risk models, building on existing Large Language Models (LLMs) to enhance decision-making. While promising, full adoption will require 2–3 more years, particularly as they continue to strengthen their negative datasets.

Scaling Strategy

Marketing & Business Development:

Through Hospital networks, Email marketing, Engaging sub-distributors and regional expansion

E-commerce

Professional training and development:

Clinician training on the new woundcare technologies at scientific conferences

Theatre textiles manufacturing expansion

Transaction

N

Key Success Factors

Team- Experienced team, with contacts with networks in healthcare

Acquired a microfinance bank with the aim of distributing more loans

Designed with strict confidentiality and data protection

Business Model

Interest Income (90% of revenues):

Earned from loans disbursed to hospitals and pharmacies (3.5%/ month).

SaaS Revenue:

Generated from subscriptions to their accounting software, which supports healthcare businesses without existing financial management systems (\$7/ month).

POS Transaction Fees:

Earned when pharmacies and hospitals use Vittas' POS terminals for financial transactions (0.55% of transaction).

Introduction

Umed is a telemedicine and homecare platform developed in Côte d’Ivoire by ADES (Agence de Développement de l’E-Santé). It offers urban populations access to on-demand medical care through digital consultations and home visits. Umed connects a mobile network of certified health professionals to households, helping to relieve pressure on hospitals and improve access to quality care.

Côte d’Ivoire faces a significant healthcare gap, ranking 187th out of 195 countries in preventable mortality due to poor access to quality care. Rapid urbanization and lifestyle changes are accelerating the rise of noncommunicable diseases, putting increasing pressure on an already strained health system.

Much like Airbnb transformed the hospitality sector by enabling access to decentralized, peer-based accommodation, Umed is reimagining healthcare access by turning homes into effective, decentralized hospitalization rooms and points of care.

Côte d'Ivoire

Scaling Strategy

Expansion in other regions:

Increasing their footprint beyond Abidjan to other major cities in Cote d’Ivoire and West Africa

Partnership with medical equipment providers:

To broaden the range of equipment available for home-based care to increase services that can be delivered at home

Transaction

Umed seeks to raise \$2,300,000 for medical campus enlargement and expansion to 2 major cities.

Key Success Factors

A passionate team with experience in medical practice, health technology and project management

Partnership with Ministry of Health for delegation of Covid19 treatment at-home.

Partnership with VACCIPHA to administer home vaccination.

Business Model

Direct billing of medical services (fee-for-service):

Patients can request individual consultations either by teleconsultation or at home and pay per service. Umed also offers lab, imaging and home hospitalization

Monthly subscription packages for households:

This model promotes recurring revenue and improves health service continuity by offering subscription plans that give families access to bundled service.

Corporate contracts for employee health services:

Umed partners with companies to provide occupational health programs, workplace medical visits and annual checkups. These contracts ensure bulk service delivery and stable income

Event-based medical logistics and staffing:

Umed provides on-site medical teams and emergency response services for large-scale events (sports, corporate gatherings, conferences).

Sector

Healthcare

Company Name

Umed

Partners





Nigeria

Sector

Healthcare

Company Name

Tiny Hearts

Partners



Introduction

Tiny Hearts is a Nigerian-based company that develops affordable, solar-powered phototherapy devices to treat neonatal jaundice—a major health challenge in the country.

Research indicates that 1 in 22 newborns in Nigeria dies due to inadequate access to healthcare, with a 2021 study from Southwestern Nigeria reporting a 15% prevalence of neonatal jaundice. Conventional phototherapy units in Nigeria are costly and dependent on electricity, which is unreliable for most of the population, as less than 15% have access to consistent power.

To address this gap, Tiny Hearts locally manufactures solar-powered phototherapy units known as Crib A'Glow, enabling faster and more accessible treatment. They organization also provides complementary tools such as the Bili-Jaundice Ruler, which allows healthcare workers to assess jaundice by matching a baby's skin tone to a visual scale; Photo-care blindfolds to shield infants' eyes during treatment; and Yello-Baby, a digital device that uses advanced technology to detect jaundice by analyzing skin color and delivering precise results.

So far, they have trained 4,000 healthcare workers ranging from Paediatric Nurses, Nursing Students, Medical Students, Community Health Workers, and Traditional Birth Attendants in the early detection of jaundice in newborn babies, how to effectively set up and use the solar-powered phototherapy units, as well as safe management of the baby during phototherapy. Treated over 1 million babies, 2017 to date.

Scaling Strategy

Marketing & Business Development:

Through Hospital networks, Email marketing, Engaging sub-distributors and regional expansion

Direct sales

Professional training and development:

Clinician training on the use of the device

Transaction

Tiny Hearts seeks to raise **\$1,500,000** in debt and equity

Key Success Factors

Team- Experienced team, in various disciplines such as renewable energy, manufacturing, and quality control

Partnerships with manufacturers

Partnership with Kutuma (Swift) for logistics services to deliver the drugs seamlessly

Business Model

B2B

The organization sells its products, accessories and spare parts to private and public healthcare facilities.

B2G:

They have also engaged with Government bodies such as the Army hospitals, NGOs like UNICEF where they commenced a collaboration by deploying "Crib A'glow" Units to health facilities in Northern Nigeria.

B2B2C:

Provide training services to healthcare practitioners that take care of neonates



Tanzania

Sector

Healthcare

Company Name

Roverlabs

Partners



Introduction

Roverlabs, a pioneering HealthTech company based in Tanzania, is transforming assistive mobility in East Africa by integrating advanced 3D printing and myoelectric technology. The company is driven by a mission to close the accessibility gap in prosthetic and orthotic care, providing affordable, high-functioning mobility solutions to underserved communities across the region.

At the core of Roverlabs’ innovation is a suite of next-generation assistive devices, including 3D-printed myoelectric prosthetic limbs and custom-fit orthotic supports. These devices feature advanced myoelectric control systems that use Electromyography (EMG) sensors to detect subtle muscle signals, translating them into precise, lifelike movements. By incorporating adaptive machine learning, the system becomes increasingly intuitive, tailoring its responses to the user’s movement patterns over time.

To ensure optimal comfort and functionality, Roverlabs utilizes medical-grade materials and generative design techniques in its 3D manufacturing process, producing lightweight, anatomically accurate devices. The production pipeline is fully digitized and remote-enabled, patients can be scanned using portable 3D scanners , with their data processed through a cloud-based platform that allows clinicians to design and adjust devices collaboratively. A companion mobile app supports remote updates and troubleshooting, eliminating the need for patients to travel to physical clinics and expanding access to quality care in even the most remote areas.

Scaling Strategy

Achieving regulatory approval

as a certified medical device manufacturer to enable expanded and compliant production capacity.

Raising capital to acquire manufacturing equipment

that will boost in-house production capacity and improve supply chain efficiency.

Hiring a product development expert

from India to enhance product design and localization

Building strategic partnerships and networks

to support market expansion and operational growth.

Transaction

Roverlabs seeks to raise **\$500K-1M** in grants, convertible notes and SAFE

Key Success Factors

Experienced Team with strong domain expertise in healthcare and business development.

Strategic Partnerships with insurance providers and referral networks through hospitals, enhancing reach and credibility

Speed & Convenience: Remote vision scanning combined with fast production ensures timely access to affordable

Business Model

B2C Sales

Roverlabs sells customized prosthetic and orthotic devices directly to individuals, using remote 3D scanning and a telehealth-enabled workflow to eliminate the need for in-person visits. This model improves access for patients in underserved and rural areas by minimizing travel costs and wait times.

B2B2C Partnerships

Roverlabs works with key institutional partners to reach patients efficiently and at scale, including

Public and private hospitals

NGOs and international health organizations

Independent prosthetic and orthotic centers



Kenya

Sector

Healthcare

Company Name

PanaCare

Partners



Introduction

PanaCare addresses the healthcare gap for elderly patients in low-resource settings in Kenya by providing accessible, affordable, and specialized telehealth services for the diagnosis and treatment of non-communicable diseases (NCDs). It connects patients in rural areas to specialist doctors through local clinics, ensuring timely and expert care. Additionally, the company develops hospital management information system (HMIS) platforms for partner clinics, improving the collection, storage, and use of patient data. With NCDs accounting for over 50% of inpatient admissions and 40% of hospital deaths in Kenya, where 24.5% of adults suffer from hypertension and 3.3% from diabetes, the company is well-positioned to meet a growing and urgent healthcare need. PanaCare’s 3-way virtual consultation model ensures that patients receive the care they need conveniently. The customized HMIS systems ensure that quality data on CVDS can be collected by the clinics.

Scaling Strategy

- Marketing:

The company plans to increase uptake of it’s offering through a digital marketing campaign and medical camps
- Regional expansion:

Expand the offering to more counties in Kenya
- Public sector partnerships:

Onboard community health workers and secure public clinic partners

Transaction

PanaCare seeks to raise \$50,000

Key Success Factors

- Team:

An experienced team with expertise in software development, clinic management, and healthcare marketing ensures effective product delivery and strategic growth.
- Price advantage:

By eliminating transportation costs associated with visiting specialized hospitals.
- Patient-Centered Approach:

Services are delivered through local clinicians in native languages, ensuring patients clearly understand their diagnoses and treatment plans.

Business Model

- PanaCare’s business model primarily involves generating revenue from subscriptions to its services by patients. The company then does a revenue share model with the clinics and the specialist doctors. Its model can be broken down as follows:

Monthly Subscription fees to patients at \$19.24 (KES 2500). The subscription entitles customers to 2 appointments per month

Revenue share model with the clinics and the doctors (\$9 to doctors, \$2 to the clinic per subscriber).

Subscriptions to the HMIS system (\$2500) annually where clinics pay for the system



Kenya

Introduction

Founded in 2022, Jiji Health is a Kenya-based digital health platform purpose-built to address systemic barriers to healthcare access and delivery across sub-Saharan Africa. In a region where nearly half the population lacks access to essential health services, Jiji Health provides a scalable, locally grounded solution that connects patients, clinics, and hospitals through an integrated, modular ecosystem.

Designed with the realities of African healthcare systems in mind, Jiji Health offers a comprehensive Hospital Management Information System (HMIS) that includes electronic patient records, tax compliance integration (Etims), AI-enabled preliminary diagnostics, blood services management, and capacity-building through e-learning and locum job placement. The platform also includes a patient-facing app that enables real-time service discovery, appointment booking, and access to personal medical records, bridging the gap between demand and supply.

Jiji Health targets both small private practices and larger hospitals, offering a pay-as-you-use model that aligns cost with patient revenue. Its design lowers implementation friction and brings digital transformation to facilities that are often priced out of existing health IT systems. By promoting interoperability, job creation, and visibility across healthcare providers, Jiji Health also reduces resource underutilization and improves patient outcomes.

With over \$20 million in immediate market opportunity in Kenya’s private healthcare sector alone and a regional market poised to double within the next decade, Jiji Health is positioned as a critical enabler of universal health coverage in Africa. The company is now expanding its reach and strategic partnerships, with a vision to redefine healthcare accessibility across emerging markets.

Sector

Healthcare

Company Name

Jiji Health

Partners



Scaling Strategy

The platform is modular, allowing clinics to start with basic features and expand as needed.

Jiji Health uses a pay-as-you-use model, making it affordable for even small providers.

The company follows a B2B2C model, onboarding clinics first and then reaching patients through the app.

Geographic expansion will begin in Kenya and extend to markets like Uganda and Nigeria

.Jiji Health plans to scale faster through partnerships with governments, insurers, and NGOs.

Transaction

No active round - TBD

Key Success Factors

Tailored specifically for African healthcare systems and infrastructure.

Priced flexibly to meet the needs of low-resource clinics.

Offers an all-in-one platform, reducing dependency on multiple vendors.

Compliant with government systems and regulations.

Backed by a team with deep local knowledge

Business Model

Jiji Health has several revenue streams as follows:

- Usage-based SaaS fees (pay-as-you-use)
- Custom feature development fees
- ETIMS tax integration
- Advertising by healthcare providers
- Referral commissions (matching patients to providers)
- E-learning / CME monetization
- Referral commissions (matching patients to providers)



Ethiopia

Sector

Healthcare

Company Name

HuluCares

Partners



Introduction

HuluCares is a healthcare company in Ethiopia that blends traditional community structures with cutting-edge technology to deliver affordable and accessible healthcare. Operating in a country where less than 1% of the population has health insurance and 66% of medical costs are paid out-of-pocket, HuluCares addresses systemic gaps through a mobile-first platform and community-based solutions. Its diverse product portfolio includes:

HuluIddir: A community-based health insurance program offering tiered coverage for inpatient, outpatient, and diagnostic services.

Lanchi: Specialized insurance for women’s reproductive, maternal, and child health needs, supported by flexible financing.

HuluTena: A digital health savings account to promote financial planning for healthcare costs.

HuluMRS: An interoperable electronic medical records system built on OpenMRS, unifying patient data across providers.

Telemedicine Services: 24/7 remote consultations via video, phone, or chat, integrated with HulUMRS for continuity of care.

Hospital Cash In (TeleTena): Supplementary insurance providing daily cash benefits for non-medical hospitalization expenses.

Huluclinic and HuluLab (In Development): Community-based outpatient clinics and diagnostic services focused on prevention and affordability.

With a goal to serve 10 million Ethiopians by 2026, HuluCares leverages Iddirs for community trust, technology for efficiency, and strategic partnerships for scalability

Scaling Strategy

Marketing & Business Development:

Building on Iddir networks for community outreach, forging partnerships with healthcare providers and insurers (like NIB Insurance), and pursuing regional expansion within Ethiopia to increase market penetration

Technology:

Deploying a mobile-first platform, telemedicine services, and the HuluMRS (Electronic Medical Records) system to enhance accessibility, streamline operations, and ensure seamless service delivery.

Professional Training and Development:

Capacity Building: Train Iddir leaders and community health agents for effective, community-based service delivery.

Expansion:

Scaling operations across Ethiopia’s regions and laying the groundwork for pan-African growth by 2027, with a pilot in a new African market.

Transaction

HuluCares seeks to raise **\$250,000** in grants

Key Success Factors

Community Engagement

Deep integration with Ethiopia’s Iddir networks fosters trust and ensures culturally relevant healthcare solutions.

Technological Innovation:

The HuluMRS system, telemedicine, and mobile platforms provide a competitive edge in delivering efficient and accessible care.

Strategic Partnerships:

Collaborations with NIB Insurance, VisionFund Microfinance, FSD Ethiopia, and potential global partners enhance credibility and scalability.

Experienced Leadership:

A skilled team with expertise in healthcare, technology, and operations.

Regulatory Compliance

Navigating Ethiopia’s healthcare regulations ensures market acceptance and operational sustainability.

Business Model

HuluCares operates a robust, multi-faceted business model designed for affordability, accessibility, and scalability:

Revenue Streams:

Membership premiums from Iddir members, with flexible micro-payments.

Corporate and premium individual plans for businesses and higher-income families.

Facilitation fees charged to Iddirs for platform administration.

Telemedicine fees and pharmacy commissions from service delivery.

Potential future revenue from anonymized data insights for healthcare planning.



Cote d'Ivoire

Sector

Healthcare: Vaccine distribution

Company Name

Enovpharm

Partners



Introduction

Enovpharm developed VACCIPHA, a public-private partnership platform designed to transform private pharmacies and clinics into vaccination hubs. Originally focused on improving vaccination coverage, VACCIPHA integrates digital tools for real-time data collection, appointment management, and vaccine stock tracking to enhance service delivery.

The platform's adaptable design allows it to extend beyond vaccinations, supporting other health services such as nutrition, tuberculosis care, and family planning. By leveraging private health facilities, VACCIPHA improves access to healthcare in underserved areas, enhances disease surveillance, and fosters collaboration between public and private health stakeholders.

To date, VACCIPHA has engaged 457 private facilities, including pharmacies and clinics, trained health workers, and reached over 19k patients. This demonstrates its scalability and sustainability as a solution to strengthen health systems through innovation and partnerships.

19,450 patients have accessed vaccination services through the VACCIPHA platform. These patients are served by a network of 96 private clinics and 361 pharmacies that are part of the platform. The clinics and pharmacies are staffed by healthcare providers, including doctors, nurses, and pharmacists, who utilize VACCIPHA to manage appointments, vaccination stock, and reporting.

Scaling Strategy

Surveillance and data systems:

Leverage data from different pharmacies & clinics
integrating private sector data into public health platforms.

Integrated distribution & service delivery models:

utilizing private pharmacies & clinics as distribution points for vaccines, diagnostics and other healthcare services.

Workforce development:

For both public and private sector healthcare workers is
diagnostics, data management, emergency response, etc.

Transaction

Raising grants and equity to drive new data projects and driving business model sustainability.

Key Success Factors

Team- Experienced team, with strong ability to execute

Business Model

B2B2C:

Service fees charged to consumers as they visit pharmacies and clinics for services. 20% revenue share model for every vaccine administered.

B2G:

Cost-Sharing Contributions: Government programs support the delivery of vaccination services in private health facilities. This arrangement fosters public-private collaboration and ensures alignment with national immunization goals.

B2G:

Technical assistance fees: providing tailored technical assistance to public and private stakeholders, including training, capacity-building programs, and support in structuring and implementing public-private health initiatives.

B2B:

Partnership agreements with pharmaceutical companies & health organizations. Revenue-sharing through service models, as implementers of new healthcare solutions into existing frameworks.

Introduction

Dynasoft is a Rwandan technology company specializing in healthcare innovation. Its flagship product, **Medisoft**, launched in 2014, is an advanced EMR system designed to digitize healthcare workflows and ensure interoperability with national health platforms and insurance systems such as RSSB-CBHI. The system is already integrated with Rwanda’s Health Information Exchange (**OpenHIE**). They are currently developing AI functionalities to enhance diagnostics, clinical decision-making, and predictive analytics, designed to be integrable with other EMRs to extend our impact across different systems in Africa.



Rwanda

Sector

Healthcare

Company Name

Dynasoft (Medisoft)

Partners



Scaling Strategy

Leverage Existing Market Presence:

Build on their established network in Rwanda to expand regionally.

API-Based Interoperability:

Offer Medisoft’s AI and interoperability features to other local EMRs, enabling integration and pay-per-use models.

Government & Institutional Partnerships:

Collaborate with ministries of health and insurance bodies to drive nationwide adoption.

Regional Expansion:

Target East African countries with similar healthcare structures for phased scaling, beginning with pilot programs.

Transaction

Dynasoft seeks to raise **\$1,500,000** in grants

Key Success Factors

Strong footprint reputation in Rwandan health facilities

Integrated with OpenHIE and RSSB-CBHI

Scalable, modular architecture

AI features built for cross-EMR integration

Trusted by government

Passionate, locally rooted team with deep healthcare expertise

Business Model

Subscription-Based Licensing:

Healthcare facilities pay monthly or annual fees to access core EMR and features of Medisoft.

Usage-Based AI Features:

Facilities pay based on usage when accessing Medisoft’s advanced AI-driven diagnostics and analytics tools.

Custom Integration Fees:

Charges apply for tailored integrations with third-party systems or local EMRs using Medisoft AI’s APIs.

Training & Support Services:

Revenue is also generated through paid onboarding, technical support, and capacity-building services.

Data Insights & Reporting Services:

Anonymized, aggregated health data insights provided to public health stakeholders for a fee.

Introduction

Drugstore is a Nigerian company that seeks to address the challenges faced in the pharmaceutical supply chain. It achieves this through 3 products known as Drugstore.ng, pharmacy.ng and virtualrx.ng.

Drugstore.ng is a marketplace where pharmacies can list their products for sale to customers around Nigeria. This platform connects retail pharmacies with customers, allowing users to order medications online from various pharmacy partners.

Pharmacy.ng offers customized websites and tools for pharmacies to digitize their operations. This solution enables pharmacies to create their own online storefronts, offering them an affordable platform to sell medications and manage their operations.

Virtualrx.ng is a cloud inventory management platform pharmacy can use for real-time inventory tracking. This tool helps pharmacies manage their inventory more effectively, addressing challenges such as stock discrepancies. It serves both brick-and-mortar pharmacies and those with online stores, providing a unified inventory management system.

Nigeria

Sector

Healthcare

Company Name

Drugstore Nigeria

Partners



Scaling Strategy

Marketing & Business Development:

Has hired a business development manager to help onboard more pharmacies.

New business line:

Has introduced new models to help expand the revenue base

Transaction

Drugstore seeks to raise **\$100,000** in Equity

Key Success Factors

Team: Diverse experienced team with expertise in key areas such as pharmacy, software and business

Market: The Nigerian pharmaceutical market could rise by as much as 9% a year over the next ten years to reach \$3.6 billion by 2026. The country's population is large and there are over 25,000 registered pharmacies. Regional expansion opportunities also exist in Ghana

Traction: The company has seen great uptake of its products.

Business Model

The business model primarily focuses on generating revenue through these products, with a mix of subscription fees for the pharmacy platform and transaction fees from the marketplace. Drugstore aims to be the operating system for African pharmacies, providing essential software services to enhance their operations and online presence.

For Drugstore.ng, the company charges a 15% commission per item sold by partner pharmacies. It also partners with third-party delivery persons if needed by the pharmacies. It does not hold inventory

Under Pharmacy.ng, the firm operates a Subscription as a service model where it charges an annual subscription fee of \$33 (50000 Naira) for the web platform.

For Virtualrx, Drugstore charges a Subscription fee for the cloud platform. In the future, it plans on commercialising data from the 3 platforms for big pharma and the government



Kenya (Global HQ), Uganda,
Ethiopia, Tanzania (new),
Rwanda (new), South Africa (new),
Nigeria, Nepal

Sector

Healthcare

Company Name

Dot Glasses

Partners



Introduction

Dot Glasses is a for-profit social enterprise delivering a breakthrough solution to a global health crisis: uncorrected poor vision affecting over 1 billion people, primarily in low-income and underserved communities. Poor vision impairs learning, reduces productivity, and diminishes quality of life, yet remains chronically under-addressed due to the high cost of traditional eyewear, scarcity of optometrists, and the complexity of distribution in last-mile settings.

Dot Glasses has re-engineered the entire model of vision care delivery. Their innovation lies in a patented, modular eyeglasses system that includes:

One-size-fits-all adjustable frames, designed for durability and aesthetics,

A “snap-in” lens system covering a broad range of prescriptions and lens coatings,

A simple vision-testing toolkit, and

A highly portable “optical shop in a bag

The entire process, from diagnosis to dispensing, can be conducted in under 10 minutes by individuals with 3-days of training, making it possible to scale access to vision care through non-traditional, community-based distribution channels. Glasses are manufactured and sold at \$2 wholesale cost and sold at a \$3 to \$6 retail price, ensuring both affordability for customers and sustainability for local distributors.

Dot Glasses is not just restoring vision, it’s enabling people to learn, earn, drive, farm, and live with dignity.

Scaling Strategy

Currently in 190+ distribution points, in Kenya, potential to scale to 1000+ distribution points through existing partnerships.

Assessing regulatory landscapes in target countries to support compliant expansion. Target countries include Ghana, DRC, Zambia, Zimbabwe, Somalia, South Sudan.

Launching an agent sales model as a highly replicable model for new markets. Successful in Ethiopia already.

Transaction

Dot Glasses seeks to raise **\$1m** in convertible notes and SAFE

Key Success Factors

Skilled team with healthcare and strong startup experience.

Active partnerships with governments, private organizations and NGOs.

Operational in multiple countries for regional scalability.

Business Model

Dot Glasses operates a B2B2C distribution model providing low-cost, high-quality eyeglasses and training to local organizations—including healthcare providers, NGOs, micro-entrepreneurs, pharmacies, and government agencies enabling them to offer affordable vision care directly to underserved communities. How Dot Glasses provides its products/services:

They sell glasses and operational kits wholesale to distributors.

They train and certify local distributors

They support distributors with continuous operational, marketing, and strategic guidance, leveraging their mobile app for data tracking and performance optimization.

In Kenya and Uganda, Dot Glasses operates directly, wholesaling to organizations. In other markets Dot Glasses sets up master distributors, who are licensed the Dot Glasses branding and wholesale rights in that market.



Togo

Sector

DokitaEyes

Company Name

Tiny Hearts

Partners



Introduction

DokitaEyes is a digital health records platform that centralizes patient information, making it easy for healthcare providers to access medical histories, monitor current medications, and support follow-up care. Linked to a QR code available via the app or physical card, the platform also allows patients to schedule appointments, view lab results and prescriptions, and order medications directly through the platform.

The reliance on paper-based patient records in many African healthcare systems leads to long wait times due to slow file retrieval and sometimes complete loss of medical records. This lack of coordination not only slows down service delivery but also increases the risk of medical errors, ultimately compromising the quality and continuity of patient care.

Founded in 2021, DokitaEyes is on a mission to improve public well-being by making healthcare more accessible and efficient for both patients and health practitioners. The company plans on collaborating with MoH to deploy the solution in all public hospitals in Togo and to partner with other governments and pharmaceutical companies to expand in new markets.

Scaling Strategy

Expansion:

Togo’s economy makes it hard for businesses to thrive hence DokitaEyes aims to expand to 6 countries by 2026

Professional training and development:

DokitaEyes plans on adding an AI tool that provides patients with real-time updates on crowd levels at hospitals and available medical services. They also plan on introducing a DAAS model

Transaction

Currently not raising

Key Success Factors

Partnership with MoH and French embassy to digitize antenatal care in Togo

Business Model

Software Subscription:

Hospitals and pharmacies pay an annual subscription fee of \$400 to access and use DokitaEyes’ platform

Card/App Access:

Patients gain access of their health records either by purchasing a card or app access at \$5 and an annual renewal fee of \$1

Medication Delivery & Appointments:

DokitaEyes charges \$1 for any appointment bookings made through the platform and medicine delivery



Egypt

Sector

Healthcare

Company Name

Chefaa

Partners



Introduction

Started in 2018, Chefaa is a leading GPS-enabled, AI-powered digital pharmacy platform based in Egypt, designed to solve one of the most critical challenges in healthcare access: timely and consistent availability of chronic prescription medications. Launched to address the fragmented pharmaceutical landscape and widespread access gaps, particularly for patients with recurring conditions, Chefaa offers a comprehensive medication management and delivery solution tailored to patients’ long-term health needs.

The platform allows patients to schedule, manage, and refill prescriptions digitally, with seamless home delivery supported by real-time GPS tracking. Its proprietary AI-driven technology ensures optimized medication adherence by automating reminders and refills, enhancing patient outcomes, and reducing burden on health facilities. Chefaa is turning a fragmented pharmacy network into a digitally aggregated network at the fingertips of patients

Chefaa partners with a nationwide network of licensed pharmacies and leverages a vertically integrated logistics model to ensure last-mile delivery, making it a trusted source of care during events such as the COVID-19 pandemic. Chefaa also works with corporate partners, insurers, and public sector actors, helping to reduce absenteeism, manage chronic illness burdens, and improve health access equity.

As a woman-led business aligned with several UN Sustainable Development Goals (including SDG 3: Good Health and Well-being and SDG 5: Gender Equality), Chefaa combines impact, innovation, and scalability (SDG 8, 9, 11, 17)The company is now looking to expand its footprint regionally and internationally, while strengthening its financial, operational, and policy engagement capacities.

Scaling Strategy

Regional expansion with a focus on Saudi Arabia, leveraging current growth in Egypt

Scaling chronic care programs to target the 20M+ chronic patients across MENA

Deepening e-prescription and EMR integrations to increase B2B touchpoints

Enhancing AI for order matching and demand forecasting to improve efficiency

Growing white-label fulfillment and enterprise partnerships to diversify revenue

New AI Product

Transaction

Chefaa seeks to raise **\$2M** this year (2025) and **\$4m** long term in form of Equity (2026)

Key Success Factors

Strong foothold in underserved chronic care market, with high retention rates

Proven fulfillment infrastructure with 95%+ accuracy and AI optimization

First-mover advantage in pharmacy-centric, compliant e-health logistics

Robust ecosystem partnerships supporting scalability and defensibility

Market-ready platform addressing real accessibility and compliance gaps.

Business Model

Chefaa leverages a unique 360 digitization of Supply Chain with diversified revenue streams for sustainable growth

B2C Sales

Instant Delivery : Commission Based (7-8%) From +1000 pharmacies. Big Save Delivery: Retail Model (12-16%)

B2C Sales

Insurance : Retail Model (2-4%)
BI Hub: Subscription to different packages (Tiered Pricing)
Supply: Wholesale model at different Financing terms (3-6%).
All Models feed sell-in & sell out data



Ghana

Sector

Healthcare

Company Name

Aide Chemists

Partners



Introduction

Access to affordable, high-quality medicine remains a challenge in Ghana. Many pharmacies sell overpriced or substandard drugs, prioritizing profit over patient care. Strict regulatory constraints limit expansion, forcing customers to travel long distances for essential medications. Outbreaks are not detected early enough. scalability (SDG 8, 9, 11, 17)The company is now looking to expand its footprint regionally and internationally, while strengthening its financial, operational, and policy engagement capacities.

Started in 2012, Aide Chemists offers a pharmacy chain of 14 pharmacies offering reliable, accessible, and affordable healthcare by:

- Offering only accredited medications (direct importation & trusted sources).
- Providing tele-pharmacy consultations via WhatsApp (Accra, Kumasi, Tamale).
- Uses the ERP system to detect outbreaks, like the current one of genital warts, and also educate patients on STDs & reproductive health.
- Serving Ghanaians abroad, supplying medicines for their relatives via online order.

Scaling Strategy

Manufacturing:

Partnering with manufacturers locally and globally. Aide packages and brands the pharmaceutical products and supply to different clinics and pharmacies.

E-commerce:

Momentum e-pharmacy app connecting pharmacies to consumers

Community health initiatives:

Malaria, HPV vaccination, etc.

Transaction

Aide Chemists seeks to raise **\$1M** utilizing different instruments (grants, equity and quasi equity).

Key Success Factors

Team- Experienced team, with great influence locally in the pharmaceutical industry.

Partnerships with regulators and key stakeholders essential for their business model (manufacturers, pharmacies, clinics, etc.)

Sustainable business models that are successful in creating product-market-fit.

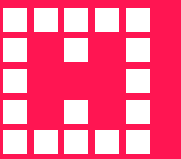
Business Model

Acquisition Model: All 14 pharmacies acquired from struggling businesses, restructured for efficiency.

Customer Loyalty Program: 55,000+ active accounts, saving customers 3,000 cedis each through discounts.

Revenue per Customer: 1,500 cedis (~\$120) per visit, with a 70% retention rate

Franchise Expansion: Scaling via a tech-driven franchise model, converting partner pharmacies into Aide Chemists outlets.



THANK YOU

