UNJANI CLINIC

PRIVATE QUALITY HEALTHCARE FOR SOUTH AFRICA

DRIVING REAL IMPACT & GENUINE SOCIETAL CHANGE

HEALTHCARE IN SOUTH AFRICA: THE REALITY

The high costs of South African healthcare, even for those with insurance, presents a huge barrier to accessing healthcare.

16% of the population has medical aid:

- 73% of white people
- 52% of Asians
- 10% of black Africans

80% of South Africans are reliant on government healthcare.

Low-income families are often forced to choose between everyday essentials and healthcare, opting to pay for food and rent while neglecting their physical wellbeing.

This disparity is compounded by a dire shortage in doctors; according to SAMA, there is currently less than 1 doctor for every 1000 patients.

There is a clear and urgent need to shift tasks to primary healthcare nurses where possible, while broadening access to quality primary care through innovative healthcare delivery models.

INTRODUCING UNJANI CLINIC

Unjani Clinic provides accessible, high-quality and affordable healthcare solutions through dedicated and empathetic professionals who are committed to each and every patient.

Unjani Clinic is a non-profit company built on a social franchise model. A social franchise is a franchise that aims to deliver a positive social impact, rather than focusing on profits.

The Unjani Clinic model is self-sustaining, with funder investment being predominantly used for scaling. The existing clinic network operates on a self-sufficient basis due to the commercial clinic component.

UNJANI CLINIC ADDRESSES THE NEED FOR QUALITY, AFFORDABLE & ACCESSIBLE PRIMARY HEALTHCARE AT A COMMUNITY LEVEL

We focus on the employed but uninsured ("missing middle") population of South Africa, freeing up capacity at government facilities for unemployed and uninsured South Africans

Service is conveniently delivered at the point of need:

- Within walking distance
- Wait times under 1 hour

Overall focus on affordability and quality

- R300 consultation fee, including medication to treat the diagnosis

THE UNJANI CLINIC JOURNEY

QUALITY, AFFORDABLE, PRIVATE HEALTHCARE

2010

Ideation / concept is born

Dr Iain Barton conceptualised the idea of Unjani Clinic in response to the need for an alternative model of care

6 Clinics (Pilot)

MAY 2014

Unjani Clinic NPC established

Formalised the business into a separate legal entity as a Non-Profit Company

70 Clinics

2017: Service expansion
Implemented basic ultrasound as a standard service

DEC 2019

Proof of concept

Concept proven, 1 million consults recorded, 70+ clinics established

100 Clinics

DEC 2021

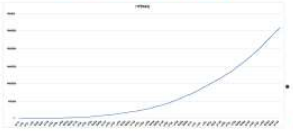
Scaling up

Blended Finance Model is determined; start of testing and up-scaling

Goal: 600+ clinics by 2030

2022: Service expansion Male circumcision
Eye care (vision care)
Hearing (HearX)
Virtual consults (GP)

Consultation Growth Trajectory



2023

150 clinics in operation

- Over **3 567 777 consultations** achieved
- New custom-designed **clinic management system** and **patient app** launched to improve operations and patient service

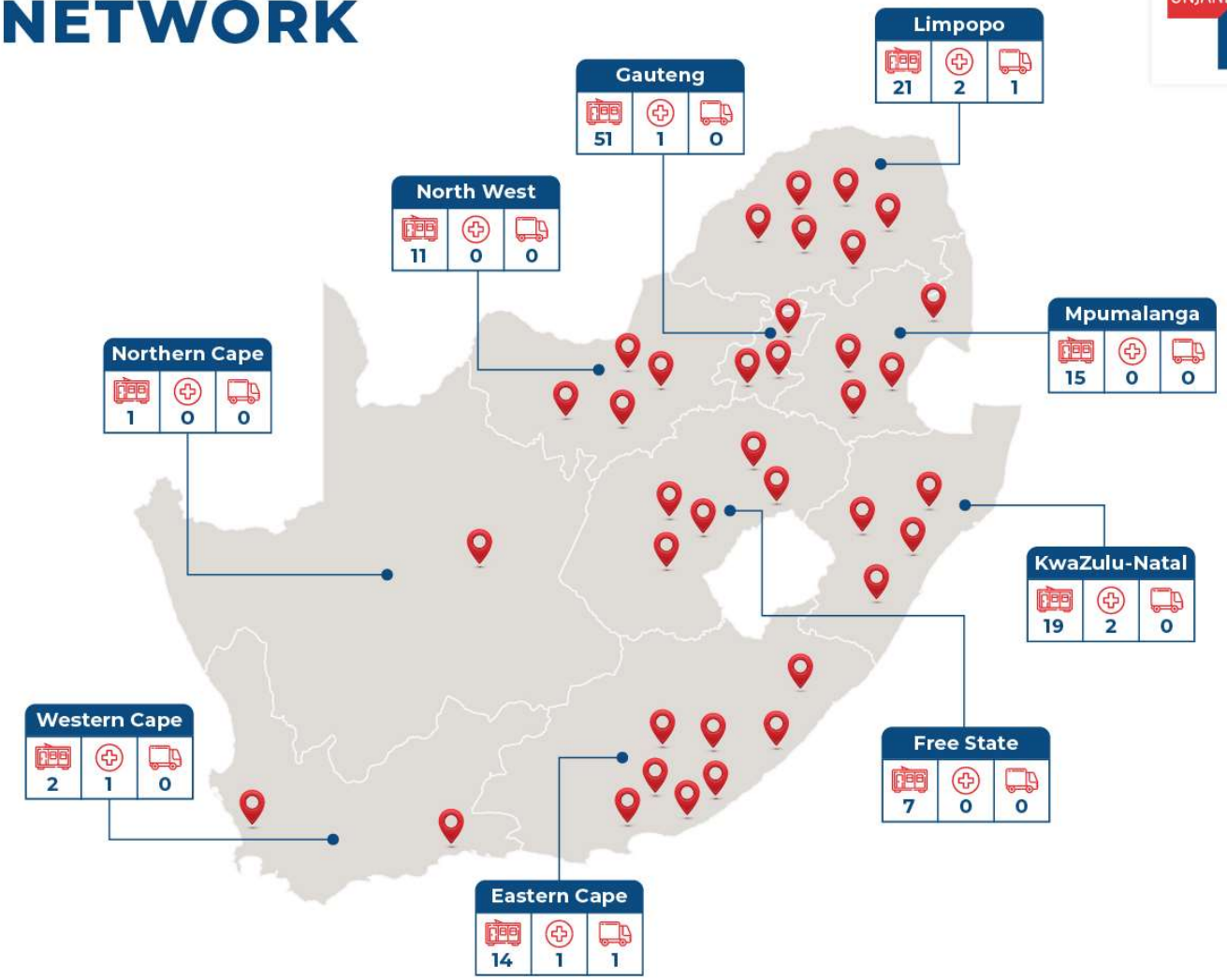
RESILIENT, AGILE, SUSTAINABLE IMPACT!

UNJANI CLINIC NETWORK

141
CLINICS

7
HEALTH PODS

2
MOBILE UNITS



OVERVIEW & STRATEGY

Unjani Clinic is an initiative aimed at:

- Perfecting a sustainable clinic model for providing primary healthcare
- Bringing high-quality, affordable primary care to the communities it serves
- Empowering Black female professional nurses
- Creating permanent jobs

Founded on an owner-operator model and social franchising principles

- Unjani Clinic works with nurses who run their businesses and become the ultimate owners of the clinics; nurses are empowered and upskilled, and their skills used more efficiently

150 CLINICS NATIONWIDE

590+ PEOPLE EMPLOYED

82 000 CONSULTATIONS PER MONTH

3 567 777 CONSULTS SINCE 2012

5km RADIUS POPULATION REACH = 24M PEOPLE (24 063 000)

IMPACT TO DATE

Deployed over **150 Youth Employment Service (YES) Learners** into the network

Over **R200m in funding** raised to date

SERVICES

PRIMARY HEALTHCARE

R300 (including medicines)

MEDICATION DISPENSING

Within the scope of a dispensing nurse

BASIC ULTRASOUND

Confirmation / gestational age

ANC / PNC / baby wellness

CURATIVE

Minor ailments, acute conditions, STIs & wound care

PREVENTATIVE

Family planning; antenatal / postnatal care; immunisation; diagnostic testing: HIV, pregnancy, glucose, cholesterol, TB; wellness (BP, eye care); etc.

CHRONIC

HIV, diabetes & hypertension screening; chronic management

PROMOTIVE

Health education & counselling; community outreach / clubs

REFERRAL

Virtual consult / local hospitals / local doctors

INNOVATIONS

ALL THESE INNOVATIONS ARE IN DESIGN CONCEPTION STAGE OR IN EARLY TESTING / PILOT

SERVICE EXPANSION PILOTS

Dental
Working with local partners, services are being explored to include basic dentistry provided on an appointment basis.

Mental health
Implementing basic mental health screening with referral to local social workers and counsellors.

Vision care
Working with local partners, services are being expanded to include vision screening and glasses on an appointment basis.

Hearing care
Clinics equipped with hearScreen® technology, an award-winning hearing screening solution that operates on a smartphone, are conducting hearing screening on select days within their clinics.

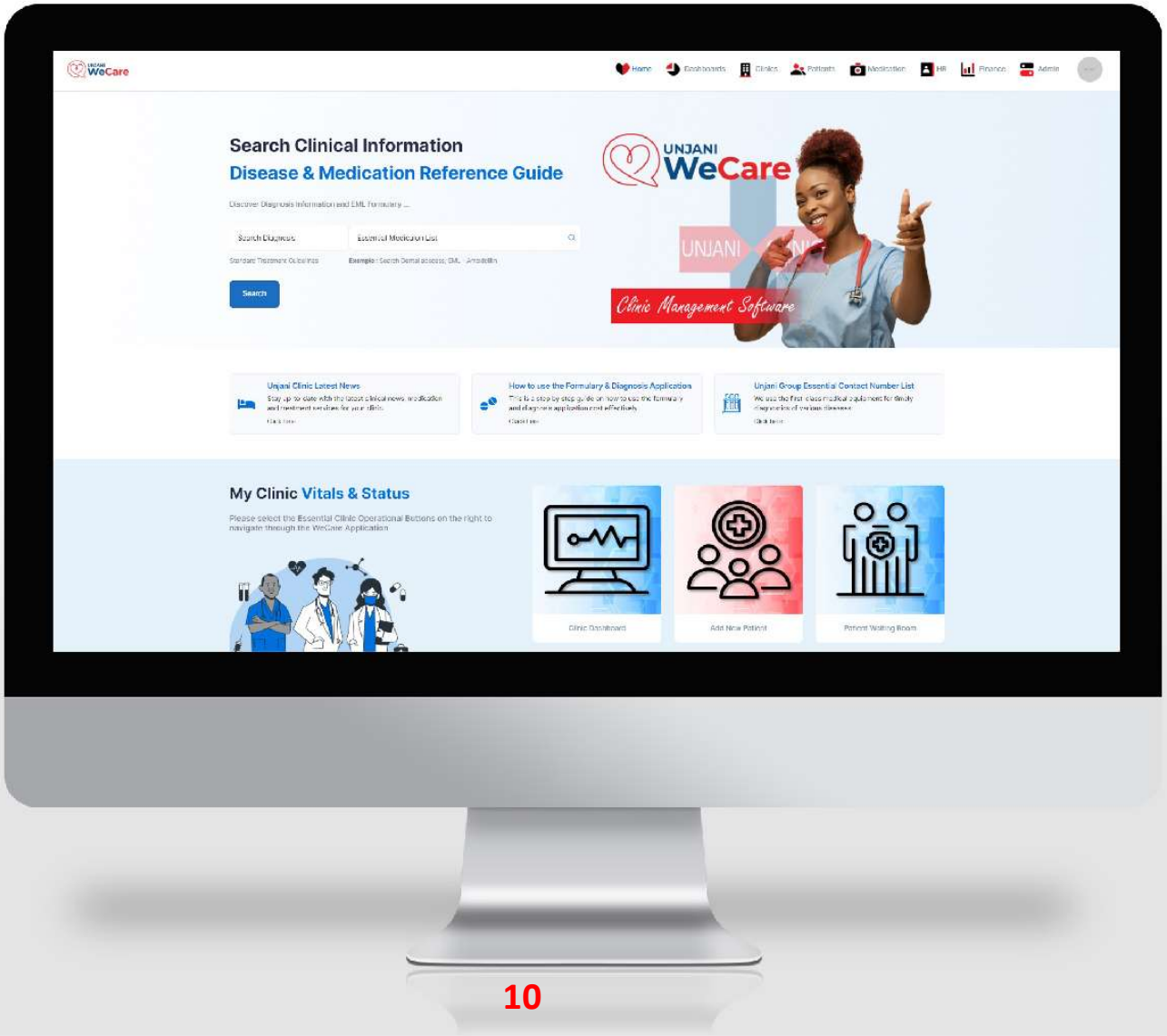
VIRTUAL CONSULTATIONS

Launched in June 2022 in partnership with Intercare, we are expanding our referral pathway to include an affordable virtual doctor consult for cases outside the scope of our professional nurses, bringing the concept of virtual multi-disciplinary teams into Unjani Clinics.

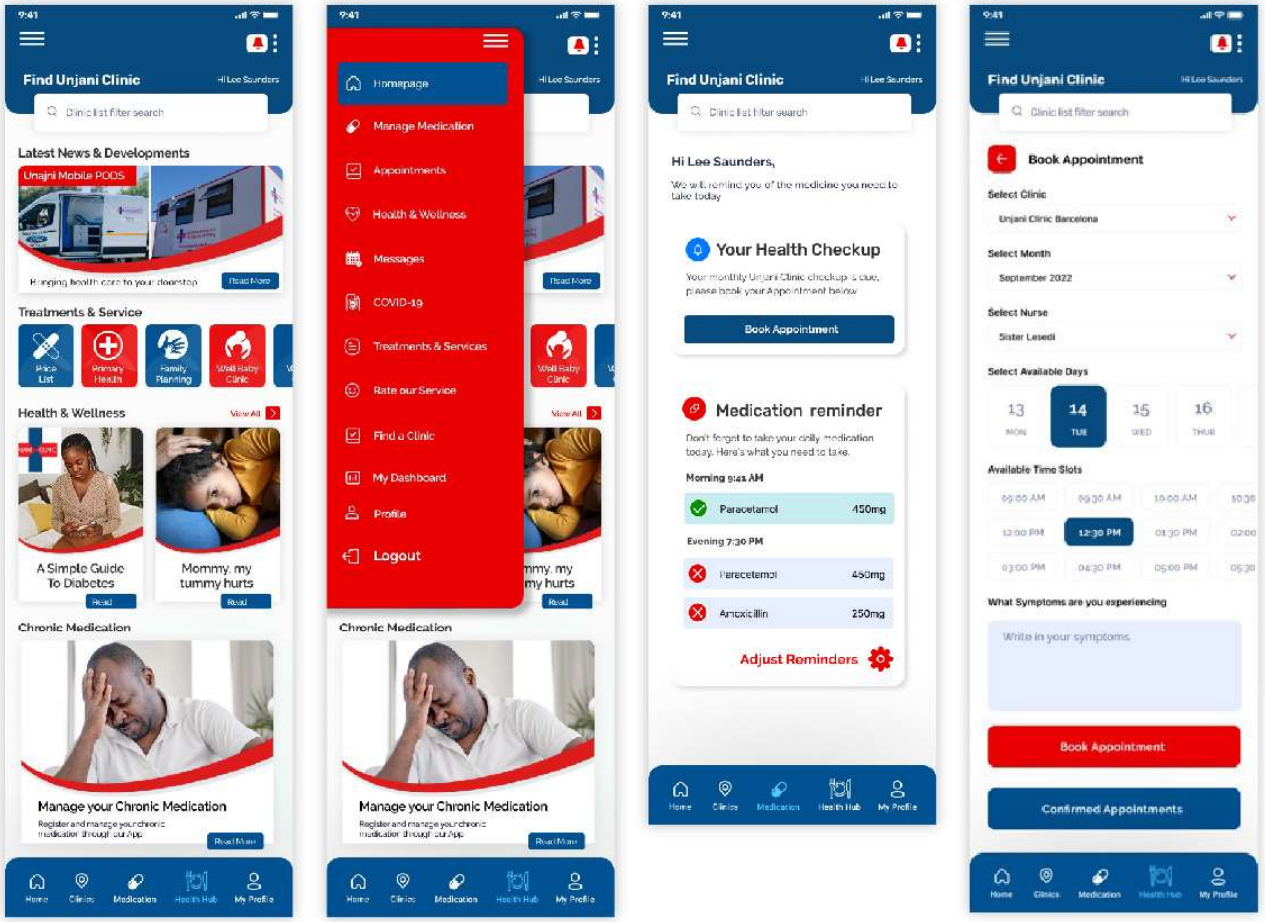
HEALTH PODS

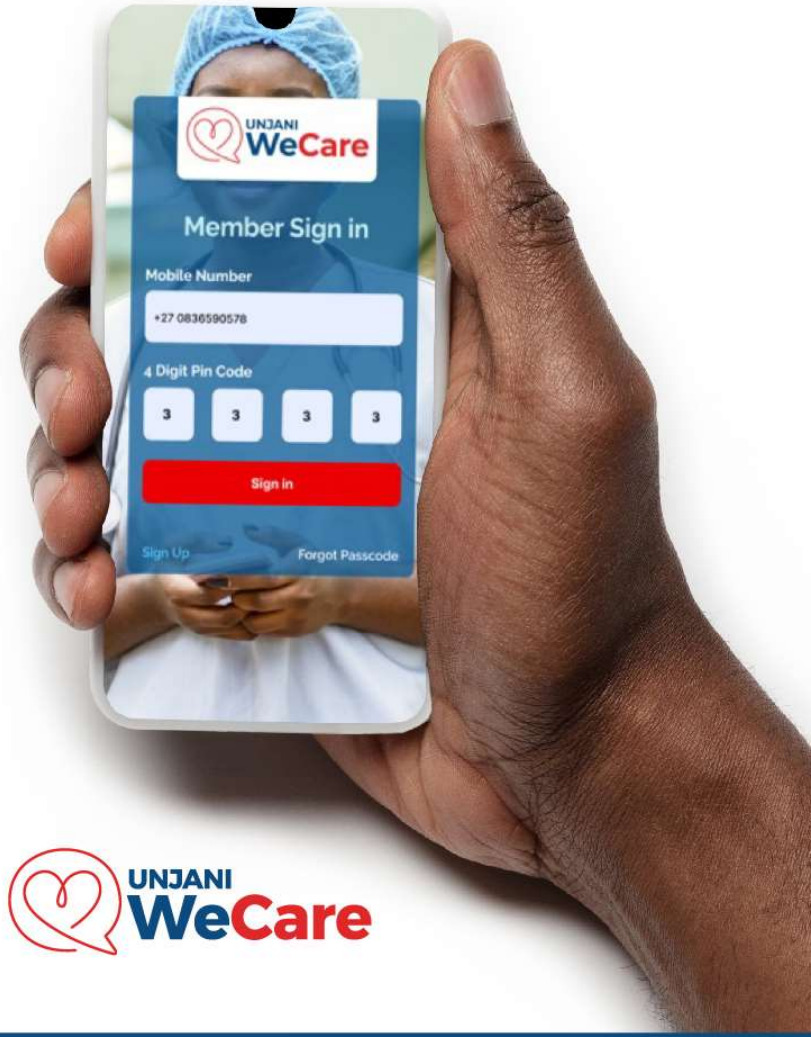
As an expansion of our service reach in rural communities, Health Pods are being added to existing Unjani Clinics that are surrounded by large volumes of low population villages, taking healthcare directly to these communities and reducing the cost burden on them.

UNJANI WECARE ONLINE



UNJANI WECARE PATIENT APP





AN AFFORDABLE SOLUTION FOR LOW-COST MEDICAL SCHEMES

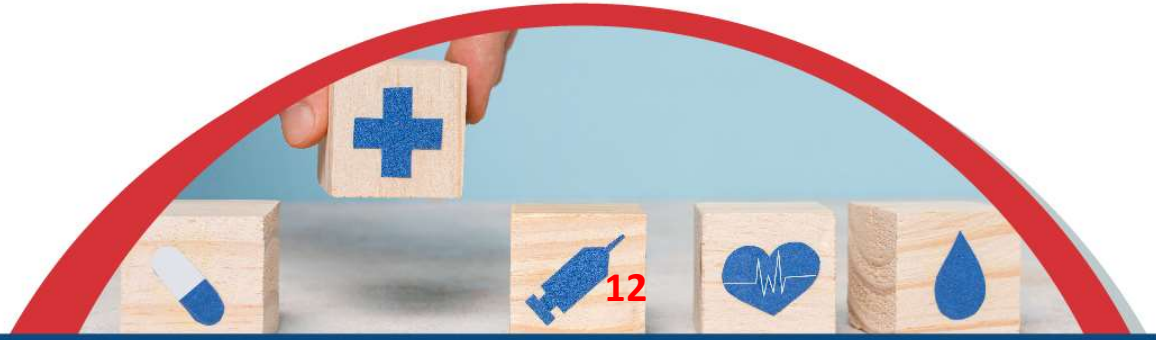
THE INDIVIDUAL

Current offerings:

- Dis-Chem Health – My Health Core from R450/month
- Momentum – Ingwe option from R495/month

THE EMPLOYER

- Minimum wage of R25,42/hour – employees cannot afford their 50% contribution
- The employer is willing to contribute their 50%
- Approach various industries individually (farming) or through unions (mining) to provide an affordable solution



SCALE FOR IMPACT

Employed, uninsured market (10 to 15 million people)

4,3 to 6 million consultations annually

3 million individual patients

20 to 25% market share

600+ business owners

Permanent employment for 2 500 people

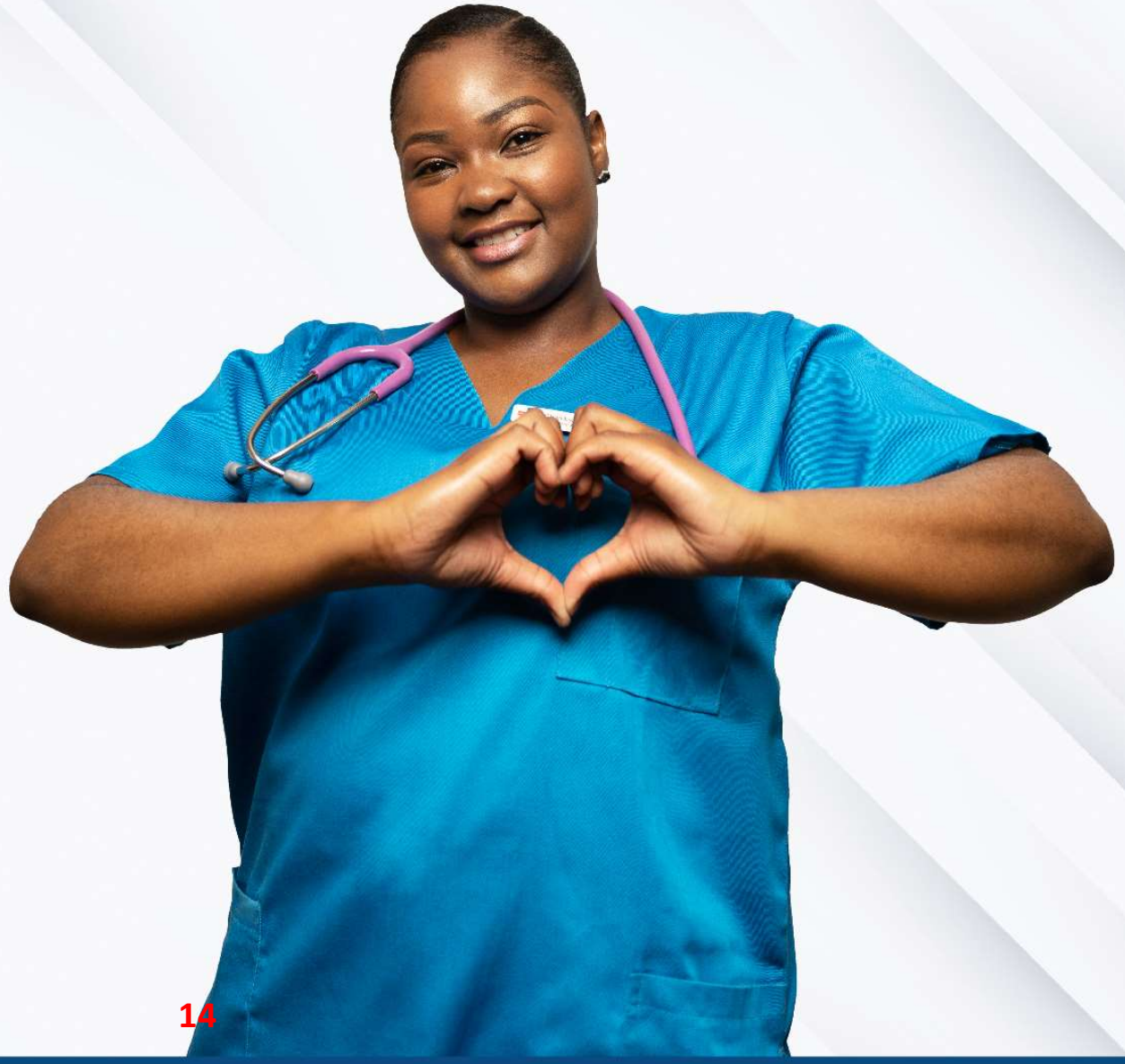
WE'RE GEARING OURSELVES FOR THE CRITICAL ROLE WE CAN PLAY AS A SERVICE PROVIDER UNDER NATIONAL HEALTH INSURANCE

DEC 2021: 105 CLINICS

- 70 clinics nationally by Dec 2019 (Proof of concept)
- 105 clinics by Dec 2021 (Transition to scale)

DEC 2030: 600+ CLINICS

- Scale: 500 clinics in 8 years – geographically representative of SA populations
- New funding model (blended grant / loan)

UNJANI CLINIC

THANK YOU