

Q3-FY22 REPORT



 **SANKU**
PROJECT HEALTHY CHILDREN

QUARTER 3 | APR-JUNE 2022

FROM OUR FOUNDERS

After two long years, our Executive Team was finally able to meet in person again. We spent a week in Tanzania recently, reflecting on our successes and challenges, taking stock of our learnings, and strategizing for our next stage of growth.

Almost two and half years ago we came together for a team building event where we tried to envision “Sanku 2.0”. At that time we were a small team, working hard to support our network of around 400 mills. Fast-forward to today, we have added 250 new mill partners and more than doubled our team to over 60 staff. Our top talent are now focused on strengthening our supply chain and improving our systems for true scale.

A big focus this coming quarter is to improve our overall customer service. This means faster delivery of the key inputs our millers need, like nutrient premix and flour bags. We are also looking to better leverage our IoT systems to respond faster to any dosifier technical issues. Our new Sanku call center will support millers in both Tanzania and Kenya, expediting their orders and addressing any challenges they may face in real-time.

We could potentially double our reach through these customer service improvements. To ensure that we can meet this increased demand and in light of potential raw material and supply chain challenges resulting from the Ukraine crisis, we decided to slow our expansion to new mills during Q3. Mill portfolio expansion will resume in Q4, and we are excited by the prospect of reaching close to four million people this year despite installing fewer dosifiers than planned.

We look forward to updating you next quarter on the rollout of these service improvements that will significantly increase our cost-effectiveness and maximize the number of people we reach with nutritious flour. Thank you for joining us on this journey to end malnutrition.



David Dodson
Co-Founder & Chairman



Felix Brooks-church
Co-Founder & CEO

Back in 2020 designing
the Sanku of today and
tomorrow!

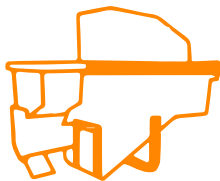


PROGRAM UPDATES



2.9M

PEOPLE REACHED
TARGET: 3.0M



721

DOSIFIERS
TARGET: 903



674

PARTNER MILLS
TARGET: 833



\$ 0.86

PER PERSON
TARGET: \$0.87

10 Years of the Sanku Dosifier

After years of hard work, field research, product design and development, the first fully working prototype of our fortification technology was tested on 14th May 2012, in a small Nepalese town called Sankhu. The tests were successful, and the Sanku Dosifier was officially born.

Since then, a lot has changed. Eight iterations and 700 mills later, it has evolved to become one of the most transformative solutions addressing food insecurity. Just one Dosifier can provide thousands of people with nutritious flour every day. Our technology has the potential to revolutionize African food systems by making small-scale fortification a reality at scale. It will allow us to reach 100 million people by 2030. Click [here](#) to donate a Dosifier today.

2012



2022



From this → To this



Thanks to his partnership with Sanku, Lucas' mill's production has quadrupled

Millers Grow With Sanku

Meet Lucas, or 'Number One' as he is known in Ngara, the small Tanzanian town where he runs his milling business. Last year, things were looking pretty bad for Lucas, *"Business was very slow. I could not see a future for my mill."* Lucas partnered with Sanku in order to increase sales and save his business. His customers absolutely loved his new fortified bag designs.

Because of Sanku, Lucas can now supply fortified flour to local schools and government institutions. Since joining our network of small mills, his monthly sales have jumped from five metric tons to more than 20. He is now producing fortified flour for close to 6,000 people every day! Lucas hopes to increase his production capacity to unlock regional markets and reach even more customers with nutritious maize flour.

FUNDRAISING AND PARTNERSHIPS

We are incredibly grateful to everyone who has helped us raise \$4 million this year to date. Thank you for your generosity and your commitment to ending hidden hunger; you have made a difference in the lives of nearly three million people! With your support, more than 500,000 children and 650,000 women now have access to nutritious food.

Sanku needs a further \$500,000 to help us reach four million people by the end of our financial year. If you would like to learn more about how you can contribute towards our work, please contact us at donorsupport@sanku.com.

**James Percy
Foundation**



Foundation



Berlin with the Bayer Foundation

We are delighted to announce our partnership with the Bayer Foundation - a leader in catalyzing innovations to build a world without hunger.

The Bayer Foundation is supporting our entry into Kenya, where malnutrition is a pressing public health concern. Kenya is an ideal choice for Sanku's expansion as maize is a staple food consumed by over 85% of the population and the Government has created a favorable policy environment for fortification.

The Bayer Foundation recently invited us to speak at their Social Innovation Day in Berlin. Our Development Director gave a presentation on our technology, sustainability model and the urgent need to fill the nutrition gap in Africa. It was an excellent opportunity to connect with other social innovators working alongside us towards ending hunger for all.



Leah Tronel, our Development Director at the Bayer Foundation's Social Innovation Day in Berlin



2022 Classy
Award Winner

**Social
Innovation**

Sanku-Project Healthy Children

We won the 2022 Classy Social Innovation Award!

We are a Classy Awards Winner!

From a competitive pool of over 1,700 programs, we are humbled that Sanku was recognized as one of the most innovative organizations creating lasting impact worldwide! The [Classy Awards](#) celebrates organizations that address the most pressing social challenges globally. This award will go a long way in amplifying our work so that we can reach more people.

OUR PEOPLE

Having the right team is essential for scale, and we are proud to attract top talent that will take Sanku to the next level. In just five years, we have grown from a team of seven to over 60! Here are some fresh faces who have joined the Sanku Team this quarter:



Lucy Kirui

Senior Manager, Field Operations - Kenya

Superpower:
Collaboration



Robert Mwakajwanga

Senior Manager, Field Operations - Tanzania

Superpower:
Consistency



Janeth Bushiri

Project Manager - Global

Superpower:
Connections



Nelson Mwangi

Communications Specialist - Global

Superpower:
Creativity



SHAPING THE GLOBAL CONVERSATION



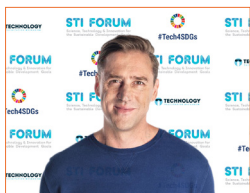
#EarthDay2022 with Sanku

Sanku won the prestigious [Zayed Sustainability Prize](#) in 2019, for pioneering a sustainable way to fight food insecurity in Africa. This quarter, in collaboration with the Zayed Sustainability Prize and past winners, we participated in a global campaign to raise awareness about environmental sustainability. Check out our contribution [here](#). We hope it makes you smile!



Sanku on TED!

Sanku's work is definitely an idea worth spreading. In his recent Ted Talk, Bernhard Kowatsch (Head of the World Food Programme's Innovation Accelerator) outlined how Sanku's entrepreneurial approach to ending malnutrition is addressing one of the world's biggest challenges. Watch the full video [here](#).



A Masterclass with the World Food Programme (WFP)

The World Food Programme (WFP) Innovation Accelerator, in partnership with the WFP Tanzania Country Office, held a masterclass on how innovations can transform the path towards achieving the Sustainable Development Goals. Our CEO spoke at the event, which you can watch [here](#).



The Guardian Highlights our Cost-Effectiveness

Hidden hunger has a devastating impact on children. *"Eight thousand children pass away every single day. And there's a relatively simple solution: these children simply need more vitamins and minerals,"* Felix Brooks-church, our CEO, speaking to The Guardian. Click [here](#) to read more about Sanku, One Acre Fund and Give Directly, effective charities recommended by [The Life You Can Save](#).



Sanku is a social enterprise that scales innovative technology and business solutions that put critical nutrients into the food that millions of malnourished people eat the most. We work with small and medium scale millers, empowering them to sustainably fortify their flour, providing at-risk communities with access to nutritious food - their fundamental human right.

Ways You Can Help!

Make A Donation

8,000 children die from malnutrition-related causes every day. With access to the right vitamins and minerals, 100% of these deaths could be prevented. A gift of \$200 will give 40 East African families access to nutritious food for an entire year. [Click to donate.](#)



Donate A Dosifier

Help us equip a new miller in a remote region and transform an entire community. Your gift of \$2,500 will give a miller the power to fortify, improving the lives of thousands of people. [Click to donate.](#)



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Do you know anyone who could be interested in Sanku's work? Someone who can really advance our mission? Forward this report and make that connection.



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