

Q4 FY22 REPORT



 **SANKU**
PROJECT HEALTHY CHILDREN

QUARTER 4 | JUL - SEP 2022

FROM OUR FOUNDERS

September marked the end of another financial year at Sanku. As co-founders, looking back on what Sanku has accomplished during the year is always special. This year was even more remarkable as we were able to reflect in-person alongside our entire executive team.

We are very proud to lead the highly dedicated Sanku team which has almost doubled this year - from 46 to 91 staff members. Two key additions included Tim Laku (Director of Information Systems from Uganda) and John Kang'arua (Director of Manufacturing & Production from Kenya). Thanks to the hard work of these talented executive team members, we have made impressive advances in preparing our systems and processes to serve thousands of mills across East Africa.

Despite slowing our miller expansion in early 2022 due to potential global raw material shortages, we finished the year strong, reaching over four million people with nutritious food. That's an 80% increase compared to the previous year and includes 300,000 Kenyans who are benefitting from our recently launched country program.

We are grateful to everyone who supported us this year and allowed us to advance our mission to end malnutrition. As we enter a new fiscal year, our focus now more than ever is to improve our systems, increase our cost-effectiveness, and scale, scale, scale!



David Dodson
Co-Founder & Chairman



Felix Brooks-church
Co-Founder & CEO

Some of the
Sanku team
enjoying our
end-of-year
party



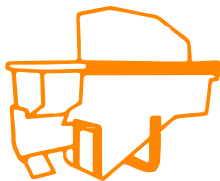
PROGRAM UPDATES



4.3M

PEOPLE REACHED

TARGET: 4.0M



802

DOSIFIERS

TARGET: 1015



750

PARTNER MILLS

TARGET: 939



\$0.86

PER PERSON

TARGET: \$0.87

Kassim's story: a life-changing pregnancy

After joining our network of fortifying mills, Kassim received some exciting news. His wife Khadija was pregnant with their second child. He was thrilled. He loves being a father.

The couple went to the doctor who explained that folic acid is vital for a healthy pregnancy. He advised Khadija to take folic acid supplements to reduce the risk of their baby suffering from brain and spinal defects.

Until that day, Kassim had not fully understood the importance of fortification or his partnership with Sanku. He suddenly realized that by adding folic acid to his flour, he was helping future mothers enjoy healthy pregnancies. He was saving lives.

"I was so proud. Whenever I meet a future mama, I tell her that she needs to eat fortified flour so that her baby can grow up healthy and strong. We are helping so many people. I want my business to grow so that we can help many more."



Kassim and his lifesaving dosifier



Sanku millers showing off their new bag designs! Green bags!!!

More choice, more impact

Meeting the needs of our partner millers is critical to delivering lasting impact because without them, no flour gets fortified. We constantly ask them how we can improve in order to help them better serve their communities. Recently, we learned that although millers value the quality, durability, and quick delivery of our flour bags, some would like more flexibility on bag color and design. We listened.

This quarter we diversified our bag designs, providing millers with the competitive edge they need to serve a wider range of customers. Sales to millers who opted for different bag designs have already increased by over 130%. As a result, almost 400,000 additional people have gained access to lifesaving nutrients. We are proud of our team's flexibility, ability to listen to the market, and for being so mission driven.



Ruth - one of our first Kenyan millers and a fortification champion!

Our entry into Kenya

In Kenya, 80% of children under five are zinc deficient, nearly 50% of women are anemic, and vitamin A deficiency among preschool children is as high as 52%. Given the pressing need for our sustainable small-scale fortification solution, we were thrilled to take our first steps into Kenya earlier this year.

We have already:

- hired a core team who will play a central role in our market-entry success,
- held consultative meetings with key market players and stakeholders,
- conducted an in-depth market scoping exercise where we learned that over 60% of the mills surveyed were not fortifying, reaffirming the need for a model that incentivizes millers to fortify their flour, and
- installed dosifiers at model mills in Nairobi. Through these micro-pilots we will gather key data that will allow us to continue refining our model for the Kenyan market.

Next year, we will start to truly scale and as a result, thousands of Kenyan families will finally benefit from fortification – one of the most cost-effective nutrition interventions. We are especially grateful to the Bayer Foundation, the World Food Programme Innovation Accelerator, and the Bill & Melinda Gates Foundation for contributing towards our entry into Kenya.

FUNDRAISING AND PARTNERSHIPS

Sanku is fueled by our donors' generosity and passion for our mission. Thank you to everyone who supported us this quarter and helped us reach our annual fundraising target. Because of you, 4.3 million underserved people now have access to nutritious food - a fundamental human right.



We have big plans for our next financial year. We need your support to install an additional 500+ dosifiers to reach 7 million people across East Africa with nutritious food. If you would like to learn how you can contribute towards our work, please contact us at donorsupport@sanku.com.

PEOPLE AND CULTURE

Having the right team is essential for scale, and we are proud to attract top talent that will take Sanku to the next level. Here are some fresh faces who joined the Sanku team this quarter:



Derick Oduor

Netsuite Administrator

Superpower:
X-ray vision



Emmanuel Muro

Financial Analyst

Superpower:
Spreadsheets



Georgia Rwechungura

IT Specialist

Superpower:
Predicting the future



David Apiyo

Print-shop Manager

Superpower:
Resilience



EMPLOYEE INITIATIVES

When a new team member joins Sanku, we make a promise – to give them a career, not just a job. Developing local leadership is key to keeping that promise. This quarter, we enrolled 12 of our junior managers in a professional development program called [Unlock Impact](#). This one-year course is designed to equip participants with managerial skills, allowing them to become efficient and confident managers. We are excited to watch as these high-potential team members grow in confidence and develop the necessary skills to become future leaders. We are grateful to the Izumi Foundation who made this possible - thank you for investing in our people.

“I’ve been taking this course for just a few weeks, and I’ve already learned so much! I love being able to use my new skills at work every day”- Alice Ejiofor, Finance Manager.

Additionally, we worked with HR experts to develop more robust onboarding systems and processes. This was implemented with the generous support of Danone Communities and will ensure that every Sankurian fully understands our mission and the role that they can play in our success.

“Working with Danone Communities has been one of the most transformative experiences of my career” - Haris Ngenji, Onboarding and Learning Specialist.

Seven years of Mr. Stanford

At our end-of-year staff party, we celebrated Stanford Ngasala (our office driver) through a Long Service Award. When Stanford joined us back in 2015, Sanku was just a team of three in Tanzania. He reflects on his Sanku journey and the impact it has had on his life:

“Sanku has given me the opportunity to save lives. I have seen first-hand how fortified foods can radically transform a child’s health. Deborah, a child in my community, was malnourished. I began supplying her family with Sanku-fortified flour. Her health drastically improved, and I am happy to share that Deborah is now a healthy and vibrant primary school student.”

Here’s to at least seven more years of Stanford at Sanku!



“I will treasure receiving this award for the rest of my life.”



Sanku 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 in Africa, 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.](#)



Share This Report

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.



Follow Us On Social Media

Get our latest updates, learn about our campaigns and events. Be the first to know about our progress towards ending malnutrition in Africa.

Your feedback matters to us! If you have any questions, comments or suggestions regarding this report, please reach out to us on donorsupport@sanku.com

