

# QUARTER 2 REPORT



 **SANKU**  
PROJECT HEALTHY CHILDREN

QUARTER 2 | JAN-MAR 2022

# FROM OUR FOUNDERS

## Greetings Sanku friends and supporters,

I am delighted to be writing this to you from Dar Es Salaam, where I have spent the last month getting covered in maize flour while visiting our partner mills! Talking to millers is incredibly valuable. They are on the front lines of fortification, and with every visit, I discover new ways to help them fortify more flour and increase our reach.

While in Tanzania, I've also had the chance to:

- Onboard some key new hires - top East African talent who will take Sanku to the next level;
- Work alongside Sanku's senior leadership team to fine-tune our path to scale; our roadmap for reaching 100 million people in a sustainable and cost-effective way;
- Join my fellow Sankurians (including the newly formed Kenya team) for a day of team building. It is amazing how much Sanku has grown. In just five years, we have gone from a squad of seven to a team of 60! So proud that many of that original 2017 squad are still with us and as excited as I am by Sanku's growth.

On behalf of my co-founder David and the entire Sanku team, thank you for allowing us to implement our vision for a world where every mother and child can access lifesaving nutrients and unlock their full potential.



**Felix Brooks-church**  
Co-Founder & CEO



**David Dodson**  
Co-Founder & Chairman

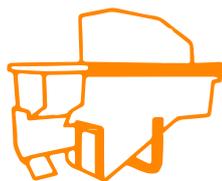
Showing Deo - one of our partner millers - our online dashboards. A strong Sanku supporter and advocate for fortification, he was thrilled that we are reaching over three million people. He cannot wait until our next visit to learn how many more people have gained access to nutritious flour!



## PROGRAM UPDATES



**3.1M**  
PEOPLE REACHED  
TARGET: 2.6M



**729**  
DOSIFIERS  
TARGET: 792



**667**  
PARTNER MILLS  
TARGET: 728



**\$ 0.86**  
PER PERSON  
TARGET: \$0.87

### A Dosifier In Every Village



We were proud that the former Tanzanian President, Dr. Jakaya Kikwete, recently visited one of our partner mills.

We first met him back in 2013, when we were given the chance to showcase the Sanku dosifier and share our vision for ending malnutrition in Africa. Impressed by our work, he made us promise to install a dosifier in every village in Tanzania.

We (and our dosifier) have come a long way since then, and are now working with close to 700 mills. We intend to keep our promise and ensure that families across Tanzania can access nutritious food - their fundamental human right.

**2013**

Partner Mills: 0  
Reach: 0

**Today**

Partner Mills: 667  
Reach: 3.1M

### Feeding Young Minds

Nearly three million Tanzanian children are malnourished. Lacking access to vital nutrients impedes their ability to develop critical literacy and numeracy skills. As a result, it robs them of a proper education and the opportunity to enjoy full and productive lives.

The Tanzanian Government recently launched a school feeding policy requiring fortified products to be incorporated into school meals. In response to this, we began working with millers in the Lake Zone of Tanzania to educate them on school feeding, build their technical capacity, and link them to schools. This was part of a project funded by the Waterloo Foundation and implemented in partnership with the Global Alliance for Improved Nutrition (GAIN). Our millers now supply 55 schools with fortified flour, providing thousands of children with the nutrients they desperately need to succeed in school.

“My business was struggling before I partnered with Sanku. Now, I regularly supply a school with fortified maize flour! Working with Sanku has boosted my sales. They are even helping me with linkages to other

schools. I am incredibly grateful!” - Amon Nkomo, a miller in the Lake Zone who participated in our school feeding program.

We hope to secure the funding we need to expand this initiative. For us, investing in nutrition is crucial to advancing children’s rights, especially their right to an education.



Investing in a child’s nutrition = investing in the future

## No More Room To Dance

In East Africa, there are two types of small mills: the first are commercial mills that buy and mill raw maize, which they package before selling. The second are toll mills, where customers bring their own maize for milling in return for a fee. We typically work with commercial mills because our model incentivizes them to fortify. We bulk buy empty flour bags which we then sell to our partner mills. The margins allow us to offset the cost of fortification.

Last year, we partnered with World Vision International for a pilot program targeting toll mills in the Kishapu District of Tanzania. As part of that pilot, we helped Bernard Songo (from Zagayu Toll Mill) transition into fortification and commercial milling.

Fortifying and packaging his flour has improved Bernard's business. Local health centres have even started to refer pregnant women to him so that they can access key nutrients through fortified flour. Bernard says that before working with us, his staff were dancing because they had so much space and nothing to do. Now, they are so busy they have no time for dancing - even though they feel like celebrating because business is so good. They are proud to help their community by ensuring that mothers get the necessary nutrients for a safe and healthy pregnancy.



Bernard showing off his Sanku bags

## FUNDRAISING AND PARTNERSHIPS

Our work would not be possible without the unwavering support of our donors and partners. You have helped us raise \$3.5 million this year to date. Thank you to everyone who donated this quarter. Together, we have given three million East Africans access to nutritious food. We need a further \$1 million to fully fund this year's expansion across Tanzania and our entry into Kenya. If you would like to learn how you can contribute to ending malnutrition in East Africa, contact our Development Department at [donorsupport@sanku.com](mailto:donorsupport@sanku.com).



## A Flash Mob With A Cause

The wonderful [Club Mob](#) - a group of UK-based professional dancers - organised a fundraising campaign to celebrate the end of lockdown, raise awareness about Sanku and our work to end malnutrition. On a fun-filled Sunday, over 100 people came together to participate in four flash mobs at four incredible London locations. Virtual participants were also invited to join in the fun. Dancers from all over the world (including our very own staff in Tanzania and Kenya) shared their virtual moves as part of the biggest flash mob ever organised by Club Mob. The video has had over 60,000 YouTube views - you can watch it [here!](#) Be warned, it will put a massive smile on your face!



Fancy a Dance?

PHOTO: CHARLIE BURGIO

## OUR PEOPLE

As we gear up for scale and enter into a new market, we are excited to have three Kenya-based team members join us! Their varied skills, from manufacturing to government relations, will play a critical role in our success:



**John Kangarua**

Director of Manufacturing  
and Production

**Superpower:** Problem-solving



**Felistus Mutambi**

Senior Manager, Government Relations  
and Partnerships

**Superpower:** Relationships



**Wangechi Githaiga**

Development  
Manager

**Superpower:** Storytelling



## OUR CULTURE

### #BreakingTheBias

Empowering women is central to who we are and to our work. Sadly, malnutrition disproportionately affects women and girls and, as a result, inhibits their productivity, learning outcomes, and earning potential.

In honour of International Women's Day, we took the time to celebrate all the women who make our impact possible. From those we serve in malnourished communities, to our dedicated full-time staff, and our 146 female mill owners. We are proud to break the bias and do our bit towards building a more inclusive and equitable world.



An equal future for everyone

## SHAPING THE GLOBAL CONVERSATION



### Dubai Expo 2020: Walk The Water-Food-Energy Nexus

Our CEO, Felix Brooks-church, spoke alongside other entrepreneurs at *Dubai Expo 2020* and highlighted Sanku's market-based business model that is tackling malnutrition across East Africa. You can watch a recording of the session [here](#).



### Justice For Society - World Hunger: A Race With No Fuel

*Justice For Society* featured Luhekelo Kyando, Development and Acquisition Specialist, in a thought-provoking article on food insecurity and hidden hunger in Africa. Read the full article [here](#).



### Sanku Joins The Nutrition Data Revolution

*Data for Nutrition* (in partnership with The Agriculture, Nutrition and Health Academy) hosted a webinar exploring how innovations can address the nutrition data gap and produce high-quality, real-time insights to address challenges brought on by the pandemic. Our CEO featured on this panel. Watch the discussion [here](#).



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-scale millers, empowering them to sustainably fortify flour, providing impoverished 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. [f](#) [t](#) [in](#) [i](#)

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