

# Q1 FY25 REPORT

OCT - DEC 2024



## FROM OUR FOUNDERS

Our fiscal year 2025 started last October, and so this report represents the first three months of another exciting year of growth and impact for Sanku. Our growth is measured by the number of flour milling partners we are enabling with the critical tools, training, and incentives to create quality nutritious fortified food, and ultimately the number of people, especially mothers and children, these health heroes are able to feed across Eastern and Southern Africa.

We closed December **reaching 10 million people**, an impressive number, but it is critical that we can measure the cost-effectiveness of this growth and continue to march towards a point of sustainability. Our cost-per-person, or the annual cost for Sanku to provide an individual with nutritious food, was **only half a dollar** last quarter. So for less than the cost of a single cup of coffee, we are able to ensure an entire family has access to better nutrition for an entire year.

Our mission and target for 2025 is to scale to reach 25 million people across Tanzania, Kenya, and our newest expansion country Ethiopia, and to do so efficiently by driving our cost-per-person all the way down to only \$0.12 by year's end.

With our proven technology and innovative business model, Sanku is becoming a transformative force in global health, and in so doing, we are marching towards a reality where every meal, for every mother and child, contains life-saving nutrients forever. Sanku is not just trying to revolutionize Africa's food system — we are attempting to rewrite the future for an entire generation. Thank you for standing with us to end [hidden hunger](#).

A blue ink signature of David Dodson.

**David Dodson**  
Co-Founder & Chairman

A blue ink signature of Felix Brooks-church.

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

## Q1 FY2025 PERFORMANCE



9.4M

PEOPLE REACHED  
WITH FORTIFIED  
FLOUR

1246

INSTALLED  
DOSIFIER  
MACHINES

1396

PARTNER  
MILLS  
ENABLED

\$0.53

SANKU'S  
ANNUAL COST  
PER PERSON

## SANKU ETHIOPIA READY TO COMBAT MALNUTRITION IN TIGRAY



**Dr. Adise Garkabo of Sanku and Ato Yirga Kebede of the Tigray Food & Beverage Manufacturing Sectoral Association sign historic partnership to scale food fortification in Tigray.**

Last December, Sanku signed a partnership with the Government of Ethiopia to collaborate on efforts to combat malnutrition in Ethiopia's far north region of Tigray. Tigray is just beginning to recover from the tragic war of 2020–2022 which sadly left millions of people food insecure, with a considerable number of them reportedly in a famine-like condition. As a result, 38% of children under-five years old are acutely malnourished, a concerning figure which surpasses the 15% Global Acute Malnutrition (GAM) rate as a threshold for a widespread emergency. It is estimated that 1 in 2 children are stunted, thus Sanku has prioritized this region due to the urgent need to expand access to nutritious food. Already we have a team on the ground engaging with millers to start production of fortified flour, with the plan to reach millions in need this year. This partnership underscores the urgency for integrated strategies that combine immediate relief with long-term resilience-building to tackle malnutrition and support recovery in these vulnerable populations.

## COUNTRY PROGRAMS UPDATE

With the official launch of our operations in Ethiopia this quarter, Sanku also continued to scale our efforts across Tanzania and Kenya, reaching our target of 10 million people last December. Due to the seasonality of available grain, our reach did dip as compared to the previous quarter, yet we have a strong pipeline of millers to grow our reach from 10 million to the target of 25 million people by the end of our fiscal year 2025, this coming September.

After Sanku's extensive advocacy efforts with other partners, we had a huge win in Tanzania. The Government passed a revised National Food Fortification Mandate, a significant achievement for us and the communities we serve. This new mandate ensures that all commercial millers, irrespective of size and including all small and medium-sized ones, must fortify their flour. With this legislation in place, enforcement can now drive full nationwide saturation, ensuring that every bag of flour produced in the country is fortified, increasing access to nutritious food. Our recently launched Premix Blending Factory, the first in Eastern Africa, continues to provide millers across the region with affordable, high-quality nutrient premix. In October, we delivered the first locally blended premix batch to millers throughout Tanzania, improving access to essential nutrients and supporting community health (see video [here](#)). To date, we have produced nearly 60 metric tonnes of premix at our factory, reducing costs by around 50% compared to direct importation. We have also reduced the delivery lead-time from 120 days to just 15, enhancing the freshness and acceptance of the locally produced premix. Also this quarter, we sold over two million flour bags, with maize premix sales also performing well due to new partnerships with larger millers who are now purchasing our high quality and affordable nutrient premix. In Kenya, a reduced operational period in December due to the festive season contributed to a dip in our premix sales, further impacting our people reached figure. However, we are still on track to work with close to 200 Kenyan small-scale millers and around 5-10 larger millers in FY25, reaching upwards of 11 million people in Kenya by year's end.

## FUNDRAISING AND PARTNERSHIPS



We sincerely thank the donors and partners who supported our mission this quarter, with a special acknowledgment to those highlighted on the left. Your contributions have enabled us to provide fortified flour to 10 million people daily, across Kenya, Tanzania, and now Ethiopia, helping to address critical nutritional gaps. As we continue to expand our reach and scale our operations, we remain focused on partnerships that bring nutrition closer to those who need it the most. To learn more about how you can support this work and join us in combating malnutrition, please reach out to us at [donorsupport@sanku.com](mailto:donorsupport@sanku.com).

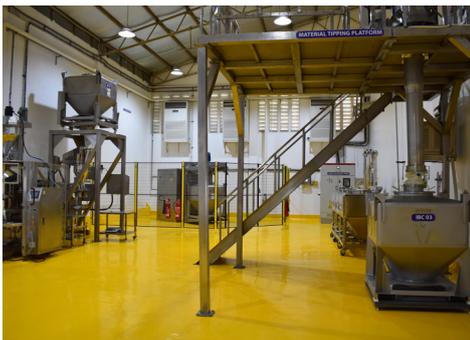
## MILLER SPOTLIGHT

Mama Rejoice Mwashwa was what is called a “ghost miller”, i.e. renting space and milling flour at someone else’s premises for a fee, with no mill of her own. But today, she now owns Fahari Super Sembe in Dar es Salaam, a blossoming mill that produces fortified flour to combat malnutrition and nourish families living in the informal settlements of the Tanzanian capital. Determined to make an impact in her community, she worked tirelessly for years and eventually saving enough to open her own mill in 2022. She recently reached out to Sanku to support her to start fortification because the devastating effects of malnutrition were personal. *“My younger sibling suffered from severe malnutrition,”* Rejoice shares. *“We had to put him on a special diet. This made me realize how important proper nutrition is, especially for children.”* Her experience inspired her to ensure families in her community could access fortified flour. Partnering with Sanku introduced her to the essential micronutrients of folic acid, iron, zinc, and vitamin B12 that fortified flour offers. Sanku also created custom pink flour bags for Rejoice’s mill, helping her brand gain visibility and boosting demand. Where her customers once consumed plain porridge, they now have access to a lifesaving solution. Your support helps Sanku transform women like Rejoice from a miller into a health hero.



***“I urge all flour millers to take fortification seriously. It’s good for business, and great for the health of mothers and children,”*** Mama Rejoice

## TAKE A TOUR OF OUR FACTORY



***The first Nutrient Blending Factory in Eastern Africa***

Over the last few months our new Nutrient Premix Blending Factory—the first of its kind in Eastern Africa—has produced 60 metric tonnes of premix, enough to fortify one billion meals. This is not just an impressive number and milestone—this means a billion meals and millions of people eating food that is packed with Zinc, Folic Acid, Iron, and other B vitamins, all of which help strengthen immune systems, support child development, and keep mothers healthy. Our factory blends high-quality, affordable nutrient premix right here in Eastern Africa, making it easy for millers to add essential vitamins and minerals affordably to the flour that feeds millions. Every batch is carefully mixed, tested, and tracked to make sure it meets the highest Government and customer standards before reaching a miller. But don’t just take our word for it—see the process for yourself! Take a behind-the-scenes look at what it takes to blend nutrient premix locally. Watch the video [here](#).

## PEOPLE HIGHLIGHTS: NEW HIRE



### **Eyakem Negussie**

Country Director,  
Ethiopia

#### **Superpower:**

Adaptability



As we gear up for big scale in Ethiopia, we are excited to welcome [Eyakem Negussie](#) as our new Country Director in Ethiopia. A native of Addis Ababa, Eyakem (Kem) brings extensive experience in leadership, food science, and business management. With a Master's in Food Safety from North Dakota State University, his background includes key roles at Technoserve in Ethiopia as well as Dakota Specialty Milling in the U.S., to name a few. Kem will lead Sanku Ethiopia's operations, driving miller and sales growth, strengthening partnerships, and expanding food fortification nationwide. We look forward to his leadership in advancing our mission. Welcome to the team, Kem!

## PEOPLE HIGHLIGHTS: CELEBRATING MILESTONES

In another exciting development, [Gwao Gwao](#), our Director of Government Relations and Partnerships, was elected as the Co-chairman of the Tanzania Food Fortification Alliance (TFFA). Gwao's leadership has been central in revitalizing the TFFA. As Co-chairman, he will play a key role in ensuring coordination among Government, INGOs, private sector, and other stakeholders to advance Tanzania's National Food Fortification Strategy.

We are also proud to celebrate significant milestones from some of our team members who continue to demonstrate excellence in their fields. [Eng. Joseph Mtwangwe](#), our Dosifier Manager, recently graduated from the University of Dar es Salaam with a Master's of Science in Electronics Engineering and Information Technology. His research on enhancing energy consumption visibility through IoT reflects his commitment to practical, sustainable solutions. [Dr. Adise Firtamo](#), our Senior Manager for Government Relations and Partnerships in Ethiopia, also reached a major academic milestone with the completion of his Doctorate in Business Administration (DBA) from Atlantic International University. His academic focus, coupled with his role at Sanku, allows him to bring critical insights into our government relations and policy work, particularly as we continue to expand our impact in Ethiopia. We congratulate them for this deserved achievement.



**Gwao, our Director of Government Relations, after being elected as the Co-Chair of the Tanzania Food Fortification Alliance (TFFA).**



**The Graduates; Joseph and Dr. Adise**

## SHAPING GLOBAL CONVERSATIONS



### **Sanku at the Global Child Nutrition Forum (GCNF)**

In December at the Global Child Nutrition Forum (GCNF) Osaka, Japan, we co-hosted a workshop with GAIN on small-scale food fortification and its role in enhancing school feeding programs. The session provided an opportunity for diverse participants to exchange ideas and explore potential collaborations aimed at improving nutrition and strengthening food systems in Eastern Africa. We appreciate everyone who engaged with us during the forum, as these discussions are essential in our mission to support school feeding across the region.



### **Philanthropod: Powered by the Australian International Development Network**

Felix Brooks-church joined Anubha Rawat on the Philanthropod podcast to discuss hidden hunger, a global malnutrition crisis affecting over two billion people. They explored Sanku's innovative approach to providing fortified flour in hard-to-reach communities across East Africa. The conversation delved into technology, economies of scale, and policy alignment as key drivers in addressing global malnutrition. Listen to the full conversation on [Spotify](#).



### **Sanku at the Conduit Changemakers Summit, London**

At the Conduit Changemakers gathering in London, Felix Brooks-church shared insights on the intersection of gender, climate, and nutrition, highlighting how Sanku addresses critical challenges faced by vulnerable communities. The discussion emphasized the need for increased investment and urgent action to tackle the interconnected issues of climate change and nutrition.



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 \$300 will give 100 East African families access to nutritious food for an entire year. [Click to donate.](#)



### Donate A Dosifier Machine

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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