

# Strengthening India's Response to the Emerging Healthcare Needs with Greater Investments in Enterprises and Innovations



**COVID-19 pandemic has exposed weaknesses and inequities in India's health systems**

**Need for new and innovative solutions to make quality healthcare accessible for the most vulnerable**

**Limited access to affordable capital to mainstream high impact health solutions**

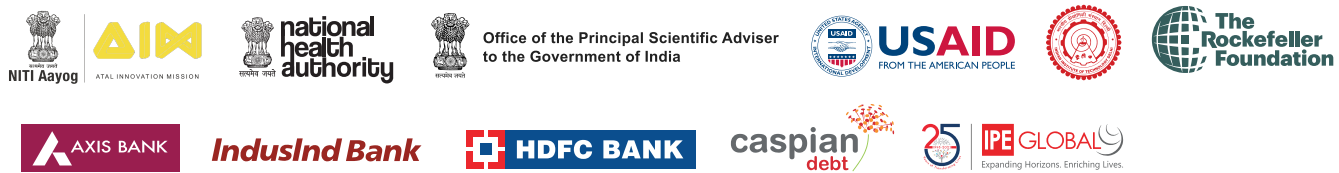
## ABOUT SAMRIDH

Sustainable Access to Markets and Resources for Innovative Delivery of Healthcare (SAMRIDH) combines commercial capital with public and philanthropic funds to mitigate barriers for private investment in market-based health solutions that can improve access to affordable and quality health services for the vulnerable population.

The initiative has mobilized a capital pool of \$300 million to offer grant and debt financing provision to healthcare enterprises and innovators, to augment production and supply of high impact health solutions for COVID-19. This is complemented with a strong technical assistance and business advisory component to enable enterprises to make process and product improvements, navigate policy regimes and build sustainability strategies for a long-term impact.

**SAMRIDH, supported by the United States Agency for International Development (USAID) and implemented by IPE Global, works in technical collaboration with Atal Innovation Mission & Women Entrepreneurship Platform, NITI Aayog, Principal Scientific Advisor to the Government of India, the National Health Authority, Indian Institute of Technology Delhi, The Rockefeller Foundation, Axis Bank, IndusInd Bank, HDFC Bank, and Caspian Debt.**

Supported by:



## OUR MISSION



Bridge supply-side gaps in healthcare facilities to respond to health emergencies in the immediate, medium and long term



Accelerate scale up and adoption of innovative and market-based health solutions



Mobilize resources to support high impact health solutions and build sustainable healthcare systems



Promote 'Make in India' and comprehensive solutions at community and facility level for vulnerable populations



Encourage participation of women in entrepreneurship to solve health challenges



Drive ESG principles through investment decisions



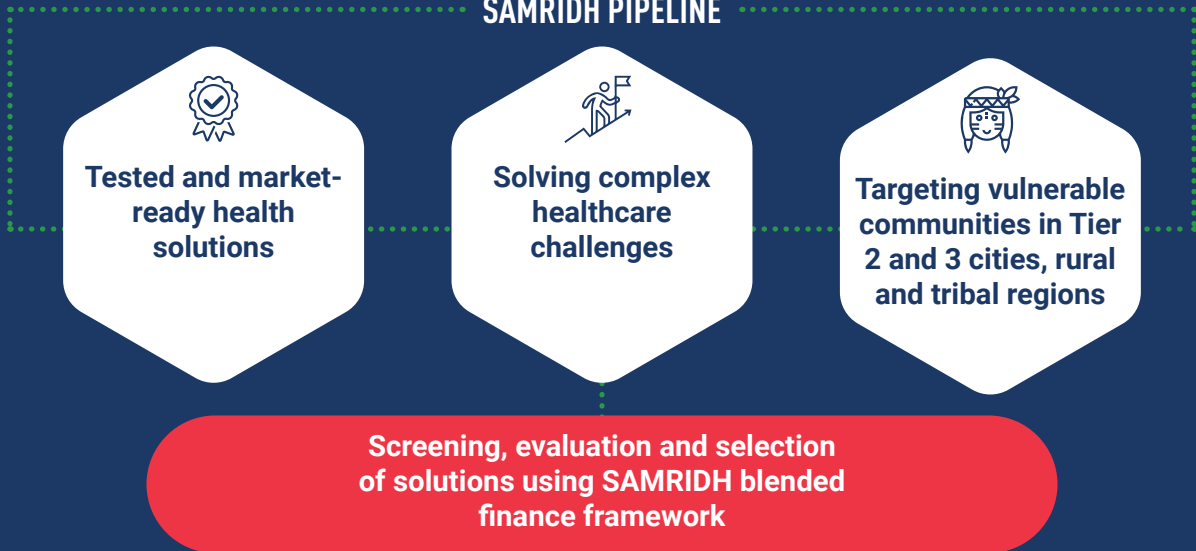
## HOW DOES BLENDED FINANCE WORK?

Blended finance promotes collaborative investment by channelizing public, philanthropic and private capital to enable impact-led budding enterprises and innovators to access affordable capital for growth and scale-up. This is done by leveraging philanthropic funding as catalytic capital to mitigate barriers for private and public sector investments and unlock new pools of capital. It operates on a concessional funding model by which the risk-return profiles are adjusted to make the investment commercially viable and at the same time achieve higher development impact.

*Blended finance facilitates greater investments towards scaling high impact solutions targeting to improve the health and well-being of low-income groups*

# APPROACH TO CREATE SUSTAINABLE IMPACT

## SAMRIDH PIPELINE



## STRENGTHENING BUSINESS MODELS FOR SCALE



## GROWTH FINANCING



**Improving healthcare services for vulnerable communities through high impact health solutions**

## IMPACT\*



**\$24+** Million  
deployed



**\$330+** Million  
leverage estimated



**90+**  
High impact health  
solutions supported



**28** states  
reached through  
healthcare services



**4200+**  
health facilities  
reached



**38,000+**  
medical staff,  
nurses, and  
community health  
workers trained



**45+**  
Million  
touchpoints  
with people



**21+** Million  
people directly  
impacted

\*Impact as of October 2024



## FOCUS AREAS TO SUPPORT INDIA'S HEALTHCARE PRIORITIES



Healthcare  
Infrastructure



Diagnostics  
Products &  
Services



Supply Chain  
Innovations



Medical Devices



Climate Change  
Adaptation &  
Mitigation



Digital Health



Community Based  
Care Models



Non-Communicable  
Diseases



Health System  
Strengthening



## APPROACH TO STRENGTHEN INDIA'S HEALTH SYSTEM

## ACHIEVEMENTS

### MOBILIZE & CONVERGE FINANCIAL RESOURCES

Catalyze multi-stakeholder partnerships to raise grant and debt capital to support scale up of health enterprises, and get leverage of 5-10x on the support provided to entities

**USD 30+ million** grant capital raised and leveraged to **unlock commercial capital**

### IDENTIFY HIGH IMPACT HEALTH SOLUTIONS

Identify successful health solutions from sources such as healthcare trade bodies, incubators/ accelerators, grand challenge competitions

Screened over **550+ solutions** to identify **60+ enterprises**, promoting their scale up and sustenance

### ENABLE ACCESS TO AFFORDABLE GROWTH CAPITAL

Make health enterprises investible through blended financing solutions, that leverage grant funding to offset barriers for commercial investments

**Partnerships** established with **banks and debt funds** and unlocked credit lines of USD 300+ million for **blended financing solutions**

### BUILD LONG-TERM SUSTAINABILITY THROUGH BUSINESS ADVISORY

Support entrepreneurs and innovators to refine business models, make process and product improvements and design effective marketing strategies.

Opportunities created for **market access, technical collaborations, and fundraising** to ensure sustainability of many SAMRIDH supported entities

### UNDERTAKE IMPACT ASSESSMENTS USING INNOVATIVE EVALUATION ACTIVITIES

Design and implement comprehensive impact measurement systems to track progress and measure the impact of the initiative.

Partnering with healthcare enterprises to track the project performance using a dashboard and evaluating and analyzing the attributable impact created by them.

**SAMRIDH won the P3 Impact Award, at the 2022 Concordia Annual Summit in New York, for its innovative partnership to improve health systems in India**

*During the peak of the pandemic, the funding and advisory services we received from SAMRIDH enabled us to manage our cash flow more effectively, cut operating expenses, and use the savings as cash collateral to secure a working capital term loan from an impact investment firm. The capital raised allowed us to accelerate the supply of oxygen concentrators to fulfill immediate orders and expand our offerings in the healthcare vertical.*

*Nikhilesh Tiwari, Director Collateral Medical Pvt. Ltd.*

*The impact funding and risk guarantee received from SAMRIDH has been instrumental for Blackfrog to raise commercial capital from financial institutions. This has enabled us to scale up our manufacturing capacity for Emvolio (a portable medical-grade refrigerator for safe last-mile delivery of vaccines) and cater to markets across India and overseas.*

*Donson D'Souza, Co-founder and COO, Blackfrog Technologies*

## BENEFITS TO PARTNERS



### Pipeline of High Impact Health Solutions

Access to commercially viable solutions that can improve healthcare services for vulnerable communities



### 5 to 10x Leverage on Philanthropic Funding

Program models to deploy philanthropic funding as catalytic capital to steer commercial investments into solving health challenges, enabling your investments to deliver much greater and sustainable impact



### Impact

Partner with premier institutions, including apex government bodies, leading financial institutions, philanthropies, academic institutions, industry association and be a part of national level effort to strengthen India's response to COVID-19



### Management Team

Access to a professional management agency for beneficiary impact analysis and robust monitoring mechanism, including comprehensive, timely and quality reporting of investments.



### Technical and Business Advisory

Provision to compliment financial assistance to investee partners with business advisory services including guidance on business models, marketing strategies, and process and product improvements, ensuring financial viability and sustainability of the funded entities

## BLENDED FINANCE WHITE PAPER



Atal Innovation Mission, NITI Aayog and SAMRIDH, jointly released a white paper to highlight how blended finance can serve as a powerful tool to enable scale-up of high-impact market-ready health solutions.



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